



NFIB SMALL BUSINESS ECONOMIC TRENDS

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Q 1 2012

Based on a Survey of Small and Independent Business Owners

SMALL BUSINESS OPTIMISM INDEX COMPONENTS

| Index Component | Seasonally Adjusted Level | Change from Last Month | Contribution to Index Change |
|-------------------------------|---------------------------|------------------------|------------------------------|
| Plans to Increase Employment | 14% | -H | 1.2 |
| Plans to Make Capital Outlays | 21% | -H | 1.1 |
| Plans to Increase Inventories | 0% | -G | 0.1 |
| Expect Economy to Improve | 16% | -I | 0.8 |
| Expect Real Sales Higher | 15% | -I | 0.7 |
| Current Inventory | 16% | € | 0.1 |
| Current Job Openings | 15% | € | 0.1 |
| Expected Credit Conditions | -1% | AG | 0.1 |
| Now a Good Time to Expand | 1% | AG | 0.1 |
| Earnings Trends | -2% | -I | 0.1 |
| Total Change | | -HH | 0.1 |

(Column 1 is the current reading; column 2 is the change from the prior month; column 3 the percent of the total change accounted for by each component; * is under 1 percent and not a meaningful calculation)

ECONOMIC TRENDS

NFIB Research Foundation has collected Small Business Economic Trends Data with Quarterly surveys since 1973 and monthly surveys since 1986. The sample is drawn from the membership files of the National Federation of Independent Business (NFIB). Each was mailed a questionnaire and one reminder. Subscriptions for twelve monthly SBET issues are \$250. Historical and unadjusted data are available, along with a copy of the questionnaire, from the NFIB Research Foundation. You may reproduce Small Business Economic Trends items if you cite the publication name and date and note it is a copyright of the NFIB Research Foundation. © NFIB Research Foundation. ISBS #0940791-24-2. Chief Economist William C. Dunkelberg and Senior Policy Analyst Holly Wade are responsible for the report.

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SUMMARY

OPTIMISM INDEX

There was no good news in the June survey. The Small Business Optimism Index posted a decline of 3 points, falling to 91.4. This is a clear indication of slow growth. Only one of the ten Index components improved, expected credit conditions. Labor market indicators, spending plans for capital equipment and inventories took a drubbing, accounting for about 40 percent of the decline. Neither the SCOTUS decision or the highway spending bill effects are included in the June data.

LABOR MARKETS

Forty-four (44) percent of the owners hired or tried to hire in the last three months and 33 percent reported few or no qualified applicants for positions. The figures suggest that job creation has been very weak. While reports of reductions in employment have returned to “normal” levels, the percent reporting increases in employment has not. The percent of owners reporting hard to fill job openings lost 5 points, falling to 15 percent of all owners. The Household survey indicates that about 3/4s of the increase in jobs last month were “part time for economic reasons.” That is not a strong labor market. Seasonally adjusted, the net percent of owners planning to create new jobs fell 3 points to 3 percent, an unfortunate reversal of three months of improved readings. This is definitely not typical of an expansion.

INVENTORIES AND SALES

With the large decline in reported positive sales trends, it is surprising that this indicator did not worsen. For all firms, a net 0 percent (unchanged) reported stocks too low, a very positive report. Overall, it appears that small business owners have reduced inventories to acceptable levels given the outlook for sales growth which deteriorated from May figures. Plans to add to inventories lost 2 points, falling to a net 0 percent of all firms (seasonally adjusted). With expected business conditions and expected real sales delivering poor readings, it is not surprising that inventory demand remains weak. The pace of inventory reduction slowed a bit, with a net negative 7 percent of all owners reporting growth in inventories (seasonally adjusted), a 1 point improvement.

The net percent of all owners (seasonally adjusted) reporting higher nominal sales over the past 3 months lost 7 points, falling to negative 5 percent, this after reaching a 5 year high of a net 4 percent in April. Twenty-three percent still cite weak sales as their top business problem, historically high, but down from the record 33 percent reading in December, 2010. The net percent of owners expecting higher real sales lost 5 points, falling to a net negative 3 percent of all owners (seasonally adjusted), producing a 4 month decline of 15 percentage points.



CAPITAL SPENDING

The frequency of reported capital outlays over the past six months dropped 3 points to 52 percent. So, it appears that spending remains in “maintenance” mode. The percent of owners planning capital outlays in the next 3 to 6 months declined 3 points to 21 percent, a dispiriting result. Only five percent characterized the current period as a good time to expand facilities (seasonally adjusted), down 2 points. Of those making expenditures, 37 percent reported spending on new equipment (unchanged), 18 percent acquired vehicles (down 6 points), and 11 percent improved or expanded facilities (down 3 points). Five percent acquired new buildings or land for expansion (down 2 points) and 13 percent spent money for new fixtures and furniture (unchanged). Overall, the stats are consistent with the sluggish performance of the economy.

INFLATION

Twenty-one (21) percent of owners reported raising their average selling prices in the past 3 months (unchanged), and 19 percent reported price reductions (up 2 points). Seasonally adjusted, the net percent raising selling prices was 3 percent, unchanged from May. There is not much pressure on prices coming from Main Street, good news for the Federal Reserve. Seventeen (17) percent plan on raising average prices in the next few months (down 3 points after a 5 point decline in May), 3 percent plan reductions. Seasonally adjusted, a net 16 percent plan price hikes, down 1 point. Clearly, many owners do not see demand as strong enough to support higher selling prices.

EARNINGS AND WAGES

Reports of positive earnings trends gave up 7 points, falling to a negative 22 percent in June. For a brief moment, it looked like profit trends were turning around, but the positive burst was short-lived. Four percent reported reduced worker compensation and 18 percent reported raising compensation, yielding a seasonally adjusted net 13 percent reporting higher worker compensation, down 3 points. A net seasonally adjusted 7 percent plan to raise compensation in the coming months, down 2 points from May. Clearly the gains in compensation are not being passed on to consumers through higher selling prices.

CREDIT MARKETS

Ninety-three (93) percent of all owners reported that all their credit needs were met or that they were not interested in borrowing. Twenty-nine percent reported all credit needs met, seven percent reported that not all of their credit needs were satisfied and 51 percent said they did not want. Only 3 percent reported that financing was their top business problem. Twenty-nine (29) percent of all owners reported borrowing on a regular basis, down 3 points from May. A net 7 percent reported loans “harder to get” compared to their last attempt (asked of regular borrowers only), down 2 points. The average rate paid on short maturity loans was 6.3 percent, stuck at much the same level for years.



COMMENTARY

The Index plunged 3 points in June, that's a lot. The 10 Index questions lost a total of 30 percentage point in net favorable responses. The impact of the SCOTUS decision on health care will show up in the July survey as it occurred late in the month, ditto for the transportation bill which didn't make much of a news splash. The health care decision was probably not what most owners expected, so "disappointment" over that will be reflected in the July survey responses. With over 20 new taxes (\$800 billion) and most of the regulations yet to be written by HHS, the implications for employee costs remain unclear.

The rumored hiring of thousands of IRS agents to enforce the health care rules will certainly add to employment and Gross Domestic Product (GDP) since our accounting rules simply assume that the value of the output produced by a government worker is equal to their wage. An equal number of workers using their personal savings to produce a new services that did not sell would add nothing to GDP as no sales were registered and no income received. Job creation will be very weak in June and plans for July look even worse, so there will be very little progress on the jobs front in the coming months. No inflation issue on Main Street and there is nothing the Federal Reserve can do to increase employment. Rates are as low as they have ever been and more reductions will not help, but the promise of more action by the Federal Reserve will keep Wall Street busy and appease Congress.

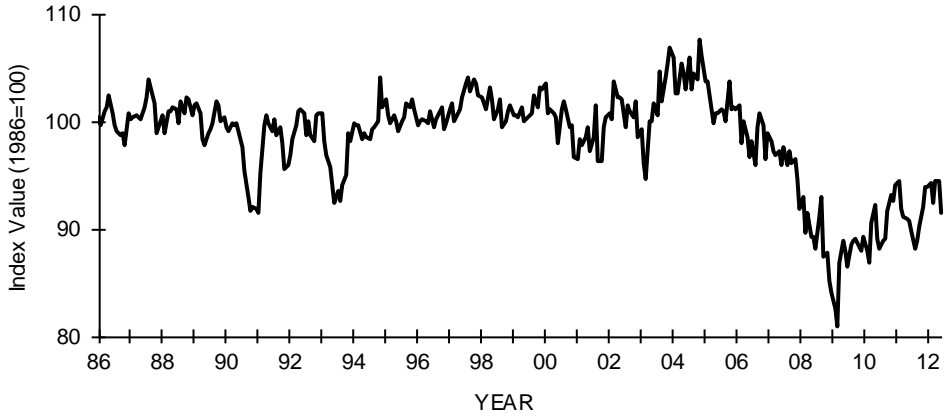
The economy definitely slowed mid-year, not a huge recession threat but slower than earlier in the year. Job growth will be far short of that needed to reduce the unemployment rate unless lots of unemployed leave the labor force. NFIB members didn't add a lot of jobs and don't plan to in the coming months. Capital spending and inventory investment also weakened. Expectations for improvements in sales and business conditions faded, so no reason to hire additional workers or buy new inventory. "Political uncertainty" remained historically high as the reason why the current period is not a good time to expand. All in all, this month's survey was a real economic downer.



OVERVIEW - SMALL BUSINESS OPTIMISM

OPTIMISM INDEX

Based on Ten Survey Indicators
(Seasonally Adjusted 1986=100)



OPTIMISM INDEX

Based on Ten Survey Indicators
(Seasonally Adjusted 1986=100)

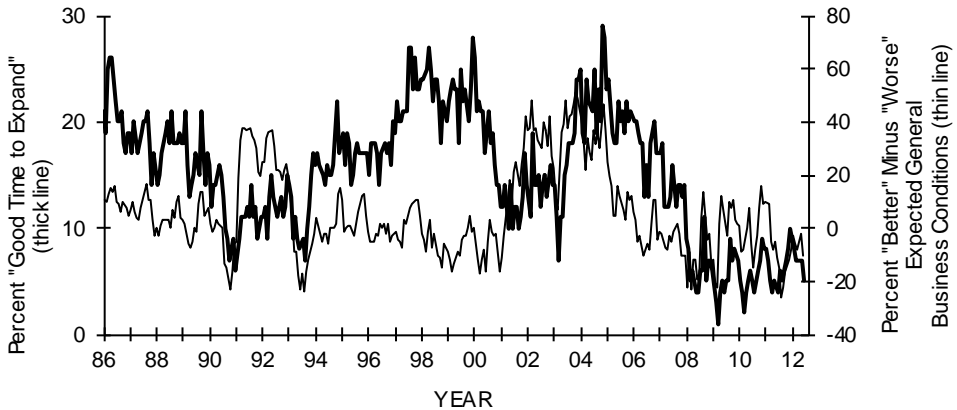
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|------|------|------|------|------|------|------|------|------|------|------|------|
| 2007 | 98.9 | 98.2 | 97.3 | 96.8 | 97.2 | 96.0 | 97.6 | 96.3 | 97.3 | 96.2 | 94.4 | 94.6 |
| 2008 | 91.8 | 92.9 | 89.6 | 91.5 | 89.3 | 89.2 | 88.2 | 91.1 | 92.9 | 87.5 | 87.8 | 85.2 |
| 2009 | 84.1 | 82.6 | 81.0 | 86.8 | 88.9 | 87.9 | 86.5 | 88.6 | 88.8 | 89.1 | 88.3 | 88.0 |
| 2010 | 89.3 | 88.0 | 86.8 | 90.6 | 92.2 | 89.0 | 88.1 | 88.8 | 89.0 | 91.7 | 93.2 | 92.6 |
| 2011 | 94.1 | 94.5 | 91.9 | 91.2 | 90.9 | 90.8 | 89.9 | 88.1 | 88.9 | 90.2 | 92.0 | 93.8 |
| 2012 | 93.9 | 94.3 | 92.5 | 94.5 | 94.4 | 91.4 | | | | | | |



SMALL BUSINESS OUTLOOK

OUTLOOK

Good Time to Expand and Expected General Business Conditions
January 1986 to June 2012
(Seasonally Adjusted)



SMALL BUSINESS OUTLOOK (CONTINUED)

OUTLOOK FOR EXPANSION

Percent Next Three Months “Good Time to Expand”
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 17 | 18 | 12 | 12 | 12 | 13 | 16 | 12 | 14 | 14 | 13 | 14 |
| 2008 | 9 | 8 | 5 | 6 | 4 | 4 | 6 | 6 | 11 | 5 | 7 | 7 |
| 2009 | 6 | 3 | 1 | 4 | 5 | 4 | 5 | 5 | 9 | 7 | 8 | 7 |
| 2010 | 5 | 4 | 2 | 4 | 5 | 6 | 5 | 4 | 6 | 7 | 9 | 8 |
| 2011 | 8 | 7 | 5 | 4 | 5 | 4 | 6 | 5 | 6 | 7 | 8 | 10 |
| 2012 | 9 | 8 | 7 | 7 | 7 | 5 | | | | | | |

MOST IMPORTANT REASON FOR EXPANSION OUTLOOK

Reason Percent by Expansion Outlook
June 2012

| Reason | Good Time | Not Good Time | Uncertain |
|----------------------------------|-----------|---------------|-----------|
| Economic Conditions | 2 | 38 | 14 |
| Sales Prospects | 2 | 4 | 2 |
| Fin. & Interest Rates | 1 | 2 | 1 |
| Cost of Expansion | 0 | 2 | 2 |
| Political Climate | 0 | 14 | 9 |
| Other/Not Available | 2 | 2 | 2 |



OUTLOOK FOR GENERAL BUSINESS CONDITIONS

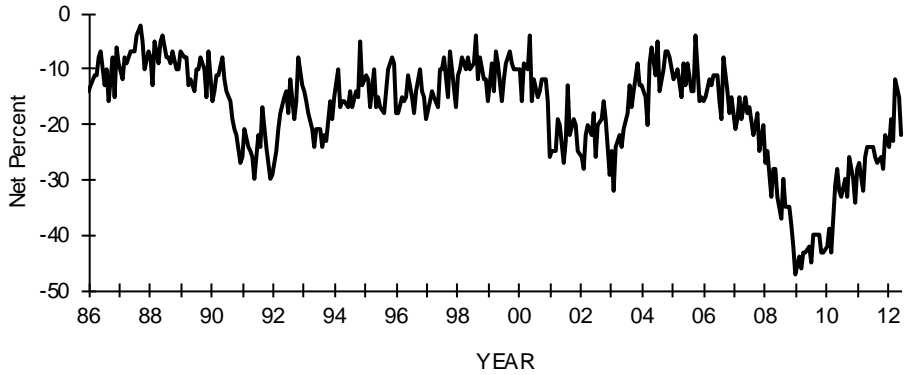
Net Percent (“Better” Minus “Worse”) Six Months From Now
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | -1 | -2 | -7 | -8 | -3 | -5 | -1 | 0 | 2 | -2 | -10 | -10 |
| 2008 | -22 | -9 | -23 | -12 | -12 | -19 | -17 | 4 | 14 | -4 | -2 | -13 |
| 2009 | -12 | -21 | -22 | 2 | 12 | 7 | -3 | 10 | 8 | 11 | 3 | 2 |
| 2010 | 1 | -9 | -8 | 0 | 8 | -6 | -15 | -8 | -3 | 8 | 16 | 9 |
| 2011 | 10 | 9 | -5 | -8 | -5 | -11 | -15 | -26 | -22 | -16 | -12 | -8 |
| 2012 | -3 | -6 | -8 | -5 | -2 | -10 | | | | | | |

SMALL BUSINESS EARNINGS

EARNINGS

Actual Last Three Months
January 1986 to June 2012
(Seasonally Adjusted)



ACTUAL EARNINGS CHANGES

Net Percent (“Higher” Minus “Lower”) Last Three Months
Compared to Prior Three Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | -21 | -19 | -15 | -19 | -15 | -18 | -17 | -22 | -20 | -18 | -25 | -20 |
| 2008 | -27 | -25 | -33 | -28 | -28 | -33 | -37 | -30 | -35 | -35 | -38 | -42 |
| 2009 | -47 | -44 | -46 | -43 | -43 | -42 | -45 | -40 | -40 | -40 | -43 | -43 |
| 2010 | -42 | -39 | -43 | -31 | -28 | -32 | -33 | -30 | -33 | -26 | -30 | -34 |
| 2011 | -28 | -27 | -32 | -26 | -24 | -24 | -24 | -26 | -27 | -26 | -28 | -22 |
| 2012 | -24 | -19 | -23 | -12 | -15 | -22 | | | | | | |

MOST IMPORTANT REASON FOR LOWER EARNINGS

Percent Reason
June 2012

| | Current Month | One Year Ago | Two Years Ago |
|------------------------------|---------------|--------------|---------------|
| Sales Volume | 17 | 22 | 26 |
| Increased Costs* | 12 | 10 | 9 |
| Cut Selling Prices | 3 | 2 | 4 |
| Usual Seasonal Change | 3 | 3 | 2 |
| Other | 3 | 5 | 6 |

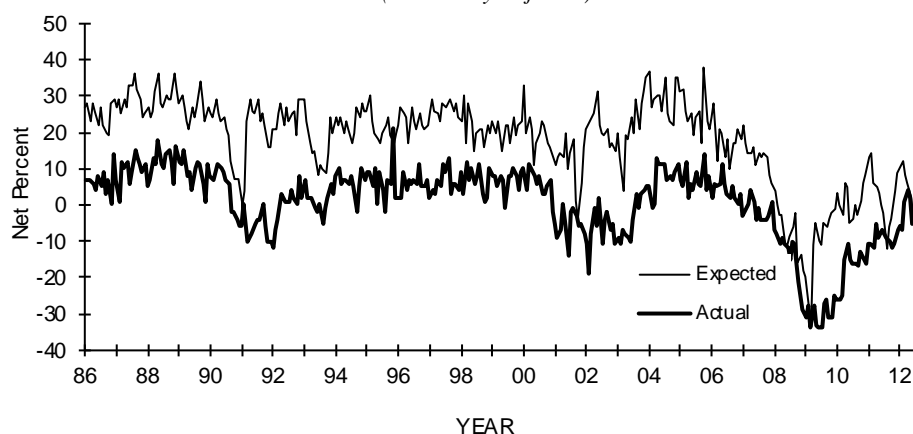
* Increased costs include labor, materials, finance, taxes, and regulatory costs.



SMALL BUSINESS SALES

SALES

Actual (Prior Three Months) and Expected (Next Three Months)
 January 1986 to June 2012
 (Seasonally Adjusted)



ACTUAL SALES CHANGES

Net Percent (“Higher” Minus “Lower”) Last Three Months
 Compared to Prior Three Months
 (Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | -3 | -1 | 0 | 4 | 1 | -4 | -1 | -4 | -4 | -4 | -3 | 1 |
| 2008 | -7 | -8 | -11 | -9 | -11 | -12 | -15 | -10 | -11 | -21 | -25 | -29 |
| 2009 | -31 | -28 | -34 | -28 | -33 | -34 | -34 | -27 | -26 | -31 | -31 | -25 |
| 2010 | -26 | -26 | -25 | -15 | -11 | -15 | -16 | -16 | -17 | -13 | -15 | -16 |
| 2011 | -11 | -11 | -12 | -5 | -9 | -7 | -8 | -9 | -10 | -12 | -11 | -7 |
| 2012 | -6 | -7 | 1 | 4 | 2 | -5 | | | | | | |



SALES EXPECTATIONS

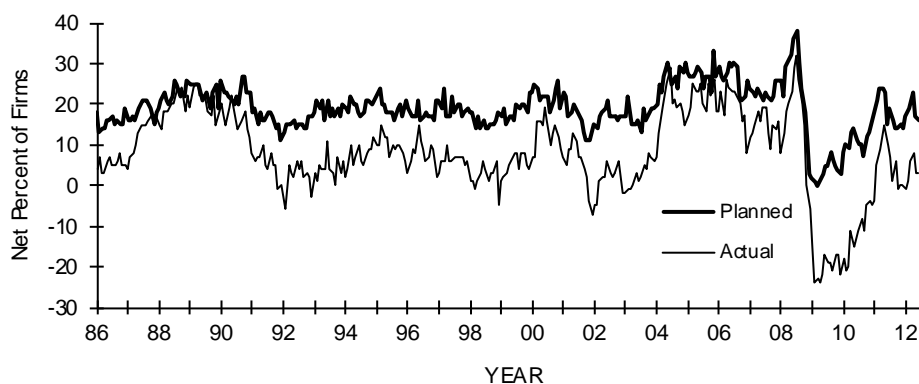
Net Percent (“Higher” Minus “Lower”) During Next Three Months
 (Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 22 | 17 | 14 | 14 | 16 | 11 | 14 | 13 | 14 | 13 | 8 | 6 |
| 2008 | 4 | 0 | -3 | -3 | -11 | -11 | -9 | -6 | -2 | -16 | -14 | -18 |
| 2009 | -20 | -29 | -31 | -11 | -5 | -10 | -11 | -5 | -6 | -4 | -2 | -1 |
| 2010 | 3 | 0 | -3 | 6 | 5 | -5 | -4 | 0 | -3 | 1 | 6 | 8 |
| 2011 | 13 | 14 | 6 | 5 | 3 | 0 | -2 | -12 | -6 | -4 | 4 | 9 |
| 2012 | 10 | 12 | 8 | 6 | 2 | -3 | | | | | | |

SMALL BUSINESS PRICES

PRICES

Actual Last Three Months and Planned Next Three Months
 January 1986 to June 2012
 (Seasonally Adjusted)



ACTUAL PRICE CHANGES

Net Percent (“Higher” Minus “Lower”)
 Compared to Three Months Ago
 (Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 12 | 13 | 15 | 18 | 16 | 19 | 19 | 13 | 9 | 15 | 14 | 16 |
| 2008 | 8 | 13 | 18 | 20 | 23 | 29 | 32 | 26 | 20 | 15 | 0 | -6 |
| 2009 | -15 | -24 | -23 | -24 | -22 | -17 | -19 | -19 | -21 | -17 | -17 | -22 |
| 2010 | -18 | -21 | -20 | -11 | -15 | -13 | -11 | -8 | -11 | -5 | -4 | -5 |
| 2011 | -4 | 5 | 9 | 12 | 15 | 10 | 7 | 1 | 6 | -1 | 0 | 0 |
| 2012 | -1 | 1 | 6 | 8 | 3 | 3 | | | | | | |

PRICE PLANS

Net Percent (“Higher” Minus “Lower”) in the Next Three Months
 (Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 24 | 23 | 22 | 24 | 23 | 21 | 23 | 22 | 21 | 22 | 26 | 26 |
| 2008 | 26 | 22 | 29 | 31 | 32 | 36 | 38 | 30 | 24 | 18 | 11 | 3 |
| 2009 | 2 | 1 | 0 | 1 | 3 | 5 | 5 | 8 | 6 | 5 | 4 | 3 |
| 2010 | 8 | 10 | 9 | 13 | 14 | 11 | 10 | 10 | 7 | 12 | 13 | 15 |
| 2011 | 19 | 21 | 24 | 24 | 23 | 15 | 19 | 16 | 14 | 14 | 15 | 14 |
| 2012 | 17 | 19 | 21 | 23 | 17 | 16 | | | | | | |



SMALL BUSINESS EMPLOYMENT

ACTUAL EMPLOYMENT CHANGES

Net Percent (“Increase” Minus “Decrease”) in the Last Three Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 2 | 4 | -6 | -5 | -2 | 0 | 1 | 4 | -1 | 3 | 0 | 2 |
| 2008 | 0 | -3 | -7 | -9 | -10 | -12 | -5 | -4 | -10 | -9 | -10 | -18 |
| 2009 | -15 | -15 | -22 | -25 | -24 | -23 | -17 | -16 | -16 | -12 | -12 | -12 |
| 2010 | -10 | -9 | -11 | -12 | -12 | -10 | -5 | -2 | -3 | -6 | -2 | -1 |
| 2011 | -4 | -2 | -4 | -6 | -3 | -7 | -2 | -2 | -5 | 0 | 2 | 1 |
| 2012 | 0 | -2 | -3 | -4 | -5 | -3 | | | | | | |

QUALIFIED APPLICANTS FOR JOB OPENINGS

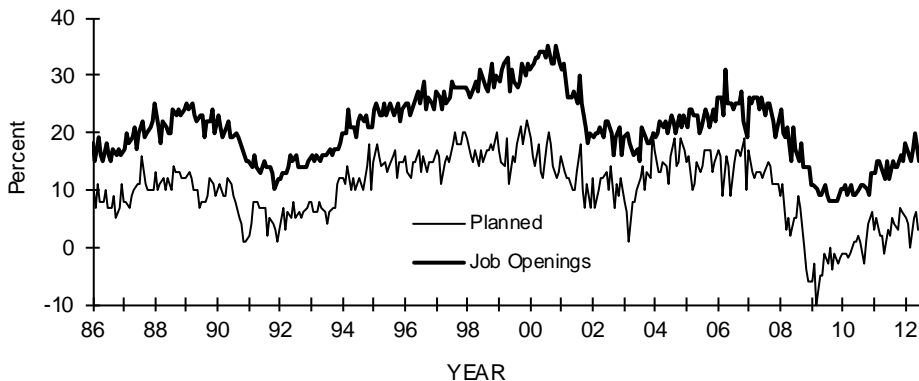
Percent Few or No Qualified Applicants
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 41 | 41 | 43 | 43 | 42 | 45 | 43 | 44 | 48 | 46 | 40 | 37 |
| 2008 | 37 | 36 | 36 | 37 | 33 | 39 | 36 | 35 | 38 | 35 | 31 | 30 |
| 2009 | * | * | 24 | 24 | 25 | 27 | 26 | 23 | 25 | 25 | 28 | 21 |
| 2010 | 24 | 26 | 23 | 26 | 26 | 25 | 28 | 32 | 30 | 28 | 27 | 28 |
| 2011 | 28 | 30 | 29 | 32 | 30 | 33 | 31 | 33 | 34 | 31 | 35 | 34 |
| 2012 | 31 | 31 | 32 | 34 | 37 | 33 | | | | | | |



EMPLOYMENT

Planned Next Three Months and Current Job Openings
January 1986 to June 2012
(Seasonally Adjusted)



SMALL BUSINESS EMPLOYMENT (CONTINUED)

JOB OPENINGS

Percent With Positions Not Able to Fill Right Now
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 26 | 25 | 26 | 26 | 24 | 26 | 23 | 25 | 25 | 22 | 19 | 21 |
| 2008 | 24 | 20 | 19 | 21 | 15 | 21 | 17 | 15 | 18 | 14 | 14 | 14 |
| 2009 | 11 | 11 | 10 | 9 | 9 | 11 | 9 | 8 | 8 | 8 | 8 | 10 |
| 2010 | 10 | 11 | 9 | 11 | 9 | 9 | 10 | 11 | 11 | 10 | 9 | 13 |
| 2011 | 13 | 15 | 15 | 14 | 12 | 15 | 12 | 15 | 14 | 14 | 16 | 15 |
| 2012 | 18 | 17 | 15 | 17 | 20 | 15 | | | | | | |

HIRING PLANS

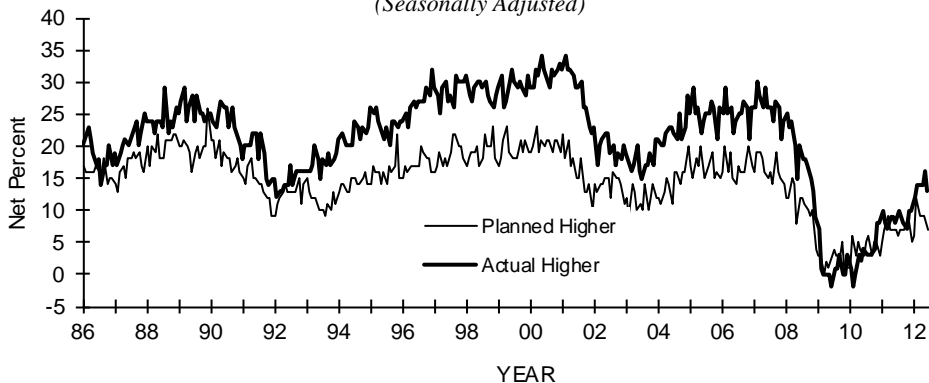
Net Percent ("Increase" Minus "Decrease") in the Next Three Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 17 | 13 | 12 | 13 | 13 | 12 | 13 | 15 | 14 | 11 | 11 | 11 |
| 2008 | 9 | 11 | 3 | 5 | 2 | 5 | 5 | 9 | 7 | 0 | -4 | -6 |
| 2009 | -6 | -3 | -10 | -5 | -5 | -1 | -3 | 0 | -4 | -1 | -3 | -2 |
| 2010 | -1 | -1 | -2 | -1 | 1 | 1 | 2 | 1 | -3 | 1 | 4 | 6 |
| 2011 | 3 | 5 | 2 | 2 | -1 | 3 | 2 | 5 | 4 | 3 | 7 | 6 |
| 2012 | 5 | 4 | 0 | 5 | 6 | 3 | | | | | | |

SMALL BUSINESS COMPENSATION

COMPENSATION

Actual Last Three Months and Planned Next Three Months
January 1986 to June 2012
(Seasonally Adjusted)



SMALL BUSINESS COMPENSATION (CONTINUED)

ACTUAL COMPENSATION CHANGES

Net Percent ("Increase" Minus "Decrease") During Last Three Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 26 | 30 | 28 | 26 | 29 | 26 | 27 | 24 | 27 | 26 | 21 | 24 |
| 2008 | 25 | 23 | 24 | 20 | 15 | 20 | 18 | 18 | 17 | 15 | 13 | 9 |
| 2009 | 7 | 1 | 0 | 0 | 0 | -2 | 1 | 1 | 3 | 0 | 0 | 3 |
| 2010 | 1 | -2 | 0 | 3 | 2 | 4 | 3 | 3 | 3 | 4 | 8 | 8 |
| 2011 | 10 | 8 | 7 | 9 | 9 | 8 | 10 | 9 | 8 | 7 | 10 | 10 |
| 2012 | 12 | 14 | 14 | 14 | 16 | 13 | | | | | | |

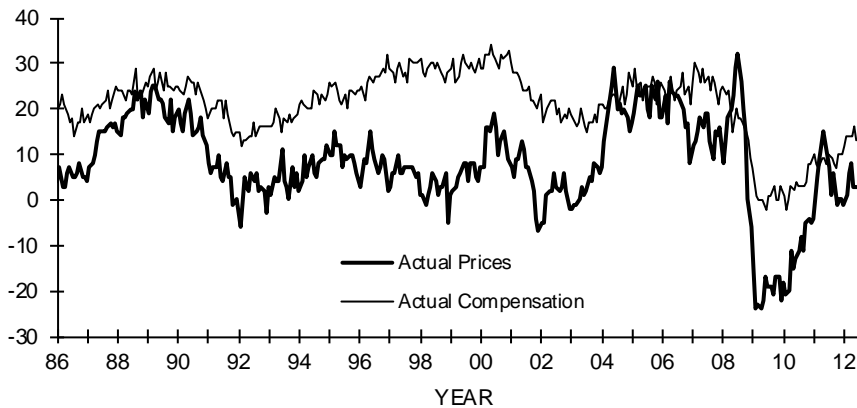
COMPENSATION PLANS

Net Percent ("Increase" Minus "Decrease") in the Next Three Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 16 | 19 | 19 | 18 | 16 | 15 | 16 | 14 | 19 | 16 | 15 | 14 |
| 2008 | 12 | 12 | 15 | 14 | 8 | 12 | 12 | 11 | 10 | 9 | 10 | 4 |
| 2009 | 3 | 3 | 0 | 2 | 1 | 3 | 4 | 3 | 3 | 5 | 1 | 1 |
| 2010 | 1 | 6 | 3 | 5 | 4 | 3 | 5 | 6 | 3 | 5 | 5 | 3 |
| 2011 | 5 | 7 | 9 | 7 | 7 | 7 | 6 | 7 | 7 | 8 | 9 | 5 |
| 2012 | 6 | 12 | 9 | 9 | 9 | 7 | | | | | | |

PRICES AND LABOR COMPENSATION

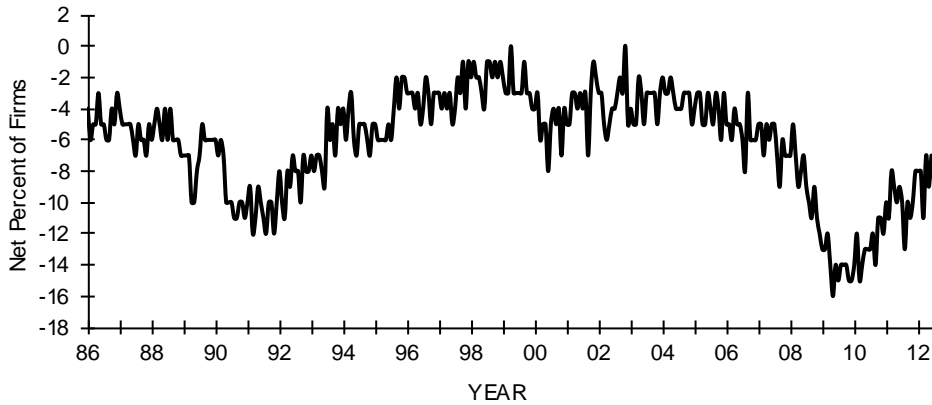
Net Percent Price Increase and Net Percent Compensation
(Seasonally Adjusted)



SMALL BUSINESS CREDIT CONDITIONS

CREDIT CONDITIONS

Loan Availability Compared to Three Months Ago*
January 1986 to June 2012



* For the population borrowing at least once every three months.

REGULAR BORROWERS

Percent Borrowing at Least Once Every Three Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 37 | 39 | 35 | 37 | 38 | 35 | 36 | 35 | 36 | 36 | 32 | 34 |
| 2008 | 36 | 34 | 33 | 36 | 35 | 35 | 34 | 34 | 32 | 33 | 31 | 33 |
| 2009 | 35 | 36 | 33 | 33 | 34 | 30 | 33 | 32 | 33 | 33 | 33 | 33 |
| 2010 | 32 | 34 | 35 | 31 | 32 | 29 | 32 | 31 | 33 | 31 | 28 | 30 |
| 2011 | 31 | 31 | 29 | 32 | 29 | 29 | 30 | 32 | 31 | 30 | 34 | 31 |
| 2012 | 32 | 32 | 31 | 32 | 32 | 29 | | | | | | |



AVAILABILITY OF LOANS

Net Percent (“Easier” Minus “Harder”)
Compared to Three Months Ago
(Regular Borrowers)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | -5 | -5 | -7 | -5 | -6 | -5 | -5 | -7 | -9 | -6 | -7 | -7 |
| 2008 | -7 | -5 | -7 | -9 | -8 | -7 | -9 | -10 | -11 | -9 | -11 | -12 |
| 2009 | -13 | -13 | -12 | -14 | -16 | -14 | -15 | -14 | -14 | -14 | -15 | -15 |
| 2010 | -14 | -12 | -15 | -14 | -13 | -13 | -13 | -12 | -14 | -11 | -11 | -12 |
| 2011 | -10 | -11 | -8 | -9 | -10 | -9 | -10 | -13 | -10 | -11 | -10 | -8 |
| 2012 | -8 | -8 | -11 | -7 | -9 | -7 | | | | | | |

SMALL BUSINESS CREDIT CONDITIONS (CONTINUED)

BORROWING NEEDS SATISFIED

Percent of All Businesses Last Three Months Satisfied/
Percent of All Businesses Last Three Months Not Satisfied
(All Borrowers)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-------|------|-------|------|------|-------|-------|------|-------|------|-------|------|
| 2007 | 36/5 | 40/5 | 35/5 | 38/4 | 39/6 | 36/4 | 37/5 | 35/4 | 37/5 | 36/6 | 32/4 | 32/7 |
| 2008 | 34/5 | 35/4 | 32/6 | 34/5 | 34/7 | 35/5 | 32/7 | 35/6 | 33/6 | 31/6 | 31/7 | 32/6 |
| 2009 | 33/8 | 32/8 | 29/10 | 30/8 | 28/9 | 30/10 | 28/10 | 30/7 | 30/10 | 29/9 | 29/10 | 28/8 |
| 2010 | 27/11 | 29/9 | 29/11 | 28/9 | 28/8 | 25/10 | 27/9 | 27/9 | 27/9 | 26/9 | 25/9 | 28/9 |
| 2011 | 28/8 | 29/8 | 28/7 | 28/8 | 28/8 | 25/9 | 28/8 | 28/7 | 29/8 | 28/9 | 30/7 | 29/7 |
| 2012 | 30/7 | 31/7 | 27/8 | 31/8 | 29/9 | 29/7 | | | | | | |

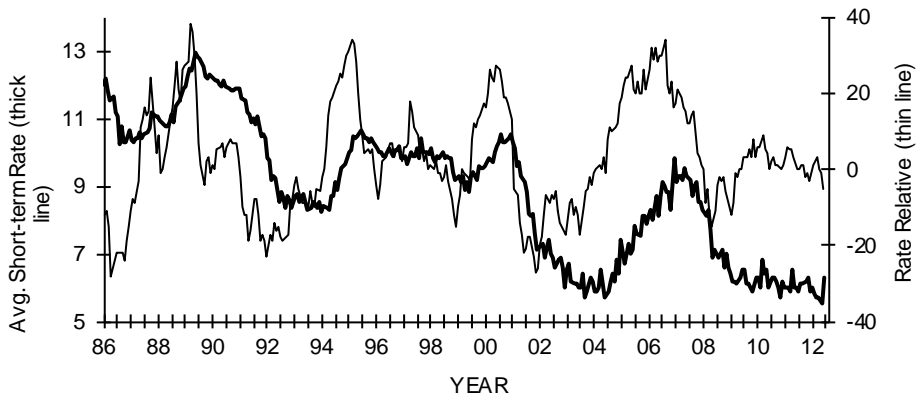
EXPECTED CREDIT CONDITIONS

Net Percent (“Easier” Minus “Harder”) During Next Three Months
(Regular Borrowers)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | -7 | -8 | -8 | -7 | -6 | -6 | -6 | -9 | -10 | -8 | -8 | -10 |
| 2008 | -9 | -8 | -9 | -11 | -10 | -10 | -12 | -11 | -13 | -16 | -13 | -15 |
| 2009 | -14 | -16 | -14 | -12 | -15 | -13 | -14 | -13 | -15 | -16 | -15 | -15 |
| 2010 | -13 | -14 | -16 | -15 | -12 | -13 | -14 | -14 | -14 | -12 | -10 | -11 |
| 2011 | -10 | -10 | -9 | -13 | -11 | -10 | -11 | -13 | -12 | -11 | -10 | -9 |
| 2012 | -9 | -10 | -11 | -8 | -10 | -8 | | | | | | |

INTEREST RATES

Relative Rates and Actual Rates Last Three Months
January 1986 to June 2012



SMALL BUSINESS CREDIT CONDITIONS (CONTINUED)

RELATIVE INTEREST RATE PAID BY REGULAR BORROWERS

Net Percent (“Higher” Minus “Lower”) Compared to Three Months Ago

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 17 | 21 | 19 | 16 | 15 | 12 | 12 | 14 | 15 | 4 | 3 | 1 |
| 2008 | 0 | -9 | -5 | -12 | -15 | -11 | -4 | -2 | -3 | -2 | -6 | -8 |
| 2009 | -12 | -9 | -1 | -2 | 0 | 0 | 3 | 3 | 5 | 3 | 8 | 3 |
| 2010 | 6 | 6 | 9 | 5 | 4 | 0 | 2 | 3 | 1 | 1 | 0 | 1 |
| 2011 | 3 | 6 | 5 | 5 | 3 | 0 | 0 | 1 | 1 | -2 | -1 | -3 |
| 2012 | 1 | 2 | 3 | 0 | -1 | -5 | | | | | | |

Borrowing at Least Once Every Three Months.

ACTUAL INTEREST RATE PAID ON SHORT-TERM LOANS BY BORROWERS

Average Interest Rate Paid

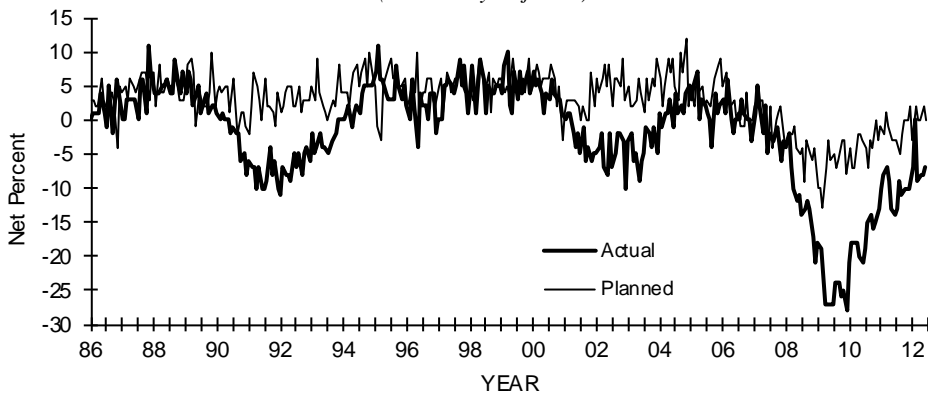
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 9.1 | 9.3 | 9.3 | 9.2 | 9.5 | 9.3 | 9.2 | 8.7 | 9.0 | 9.1 | 8.5 | 8.5 |
| 2008 | 8.3 | 8.1 | 8.3 | 7.7 | 6.9 | 7.1 | 7.0 | 6.9 | 7.1 | 6.6 | 7.0 | 6.6 |
| 2009 | 6.4 | 6.2 | 6.2 | 6.1 | 6.3 | 6.5 | 6.5 | 6.1 | 6.1 | 6.0 | 5.9 | 6.3 |
| 2010 | 6.3 | 6.0 | 6.8 | 6.4 | 6.5 | 6.0 | 6.3 | 6.3 | 6.2 | 6.0 | 5.7 | 6.2 |
| 2011 | 6.0 | 6.0 | 5.9 | 6.5 | 6.0 | 6.0 | 5.9 | 6.1 | 6.1 | 6.2 | 6.3 | 5.9 |
| 2012 | 6.0 | 5.8 | 5.7 | 5.7 | 5.5 | 6.3 | | | | | | |



SMALL BUSINESS INVENTORIES

INVENTORIES

Actual (Last Three Months) and Planned (Next Three Months)
January 1986 to June 2012
(Seasonally Adjusted)



SMALL BUSINESS INVENTORIES (CONTINUED)

ACTUAL INVENTORY CHANGES

Net Percent (“Increase” Minus “Decrease”) During Last Three Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 1 | 5 | 2 | -2 | 2 | -5 | -2 | -3 | -2 | -1 | -6 | -3 |
| 2008 | -4 | -2 | -7 | -10 | -12 | -11 | -14 | -13 | -12 | -13 | -17 | -21 |
| 2009 | -18 | -19 | -23 | -27 | -27 | -27 | -27 | -24 | -24 | -26 | -25 | -28 |
| 2010 | -21 | -18 | -18 | -18 | -20 | -21 | -19 | -15 | -14 | -16 | -15 | -13 |
| 2011 | -10 | -8 | -7 | -9 | -13 | -14 | -13 | -9 | -11 | -10 | -10 | -10 |
| 2012 | -7 | 0 | -9 | -8 | -8 | -7 | | | | | | |

INVENTORY SATISFACTION

Net Percent (“Too Low” Minus “Too Large”) at Present Time
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | -2 | -2 | -5 | -3 | -6 | -7 | -2 | -2 | -3 | -7 | -3 | -3 |
| 2008 | -4 | -4 | -1 | -1 | -3 | -1 | -4 | -3 | -1 | -4 | -4 | -7 |
| 2009 | -6 | -5 | -4 | -5 | -2 | -5 | -4 | -4 | 0 | -3 | -2 | -4 |
| 2010 | -1 | -1 | -1 | 1 | 0 | -1 | 0 | -1 | -2 | 1 | -3 | -3 |
| 2011 | 0 | 2 | -1 | 1 | -1 | -1 | 0 | 1 | -1 | 0 | -1 | 0 |
| 2012 | 1 | 2 | 3 | 0 | 0 | 0 | | | | | | |

INVENTORY PLANS

Net Percent (“Increase” Minus “Decrease”) in the Next Three to Six Months
(Seasonally Adjusted)

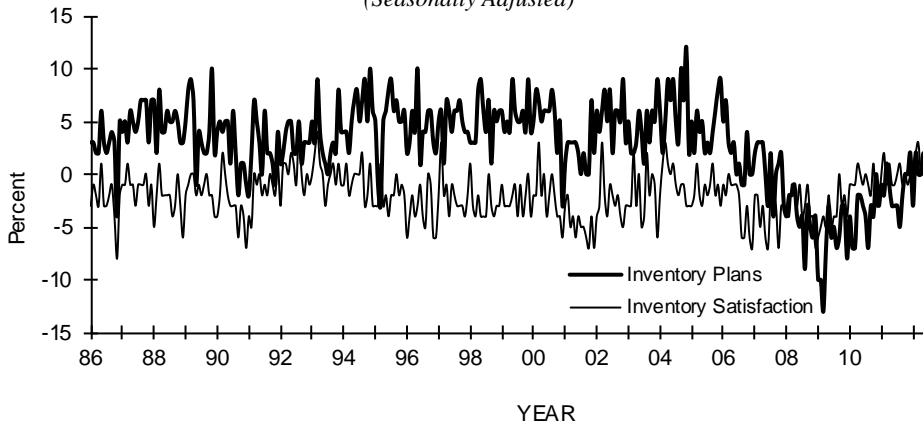
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 2 | 3 | 3 | 3 | 0 | -3 | 2 | -4 | 0 | 1 | 2 | -3 |
| 2008 | -4 | -2 | -2 | -1 | -4 | -5 | -4 | -9 | -3 | -5 | -6 | -4 |
| 2009 | -10 | -10 | -13 | -7 | -3 | -6 | -5 | -7 | -6 | -3 | -3 | -8 |
| 2010 | -4 | -7 | -7 | -2 | 2 | -3 | -4 | -7 | -3 | -4 | 0 | -3 |
| 2011 | -1 | -2 | 1 | -1 | -3 | -3 | -3 | -5 | -2 | 0 | 0 | 2 |
| 2012 | -3 | 2 | 0 | 0 | 2 | 0 | | | | | | |



SMALL BUSINESS CAPITAL OUTLAYS

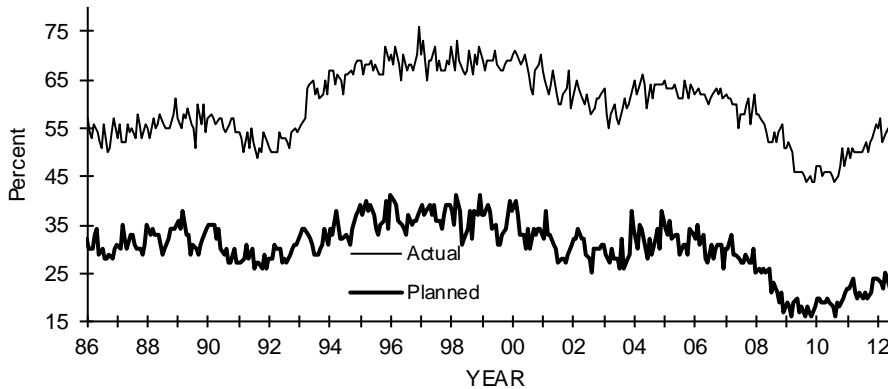
INVENTORY SATISFACTION AND INVENTORY PLANS

Net Percent (“Too Low” Minus “Too Large”) at Present Time
 Net Percent Planning to Add Inventories in the Next Three to Six Months
(Seasonally Adjusted)



CAPITAL EXPENDITURES

Actual Last Six Months and Planned Next Three Months
 January 1986 to June 2012
(Seasonally Adjusted)



ACTUAL CAPITAL EXPENDITURES

Percent Making a Capital Expenditure During the Last Six Months

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 62 | 61 | 61 | 60 | 60 | 55 | 58 | 58 | 60 | 61 | 56 | 62 |
| 2008 | 58 | 58 | 57 | 56 | 54 | 52 | 52 | 54 | 52 | 54 | 56 | 51 |
| 2009 | 51 | 52 | 50 | 46 | 46 | 46 | 46 | 45 | 44 | 45 | 44 | 44 |
| 2010 | 47 | 47 | 45 | 46 | 46 | 46 | 45 | 44 | 45 | 47 | 51 | 47 |
| 2011 | 51 | 49 | 51 | 50 | 50 | 50 | 50 | 52 | 50 | 52 | 53 | 56 |
| 2012 | 55 | 57 | 52 | 54 | 55 | 52 | | | | | | |



SMALL BUSINESS CAPITAL OUTLAYS (CONTINUED)

TYPE OF CAPITAL EXPENDITURES MADE

Percent Purchasing or Leasing During Last Six Months

| Type | Current | One Year Ago | Two Years Ago |
|-------------------------|---------|--------------|---------------|
| Vehicles | 18 | 19 | 15 |
| Equipment | 37 | 32 | 30 |
| Furniture or Fixtures | 13 | 10 | 9 |
| Add. Bldgs. or Land | 5 | 5 | 4 |
| Improved Bldgs. or Land | 11 | 11 | 11 |

AMOUNT OF CAPITAL EXPENDITURES MADE

Percent Distribution of Per Firm Expenditures
During the Last Six Months

| Amount | Current | One Year Ago | Two Years Ago |
|----------------------|---------|--------------|---------------|
| \$1 to \$999 | 2 | 4 | 4 |
| \$1,000 to \$4,999 | 8 | 9 | 10 |
| \$5,000 to \$9,999 | 6 | 5 | 6 |
| \$10,000 to \$49,999 | 19 | 16 | 14 |
| \$50,000 to \$99,999 | 7 | 7 | 5 |
| \$100,000 + | 9 | 7 | 6 |
| No Answer | 1 | 2 | 1 |

CAPITAL EXPENDITURE PLANS

Percent Planning a Capital Expenditure During Next Three to Six Months
(Seasonally Adjusted)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2007 | 30 | 30 | 33 | 29 | 29 | 28 | 27 | 27 | 29 | 27 | 27 | 30 |
| 2008 | 25 | 26 | 25 | 26 | 25 | 26 | 21 | 23 | 21 | 19 | 21 | 17 |
| 2009 | 19 | 18 | 16 | 19 | 20 | 17 | 18 | 16 | 18 | 17 | 16 | 18 |
| 2010 | 20 | 20 | 19 | 19 | 20 | 19 | 18 | 16 | 19 | 18 | 20 | 21 |
| 2011 | 22 | 22 | 24 | 21 | 20 | 21 | 20 | 21 | 20 | 21 | 24 | 24 |
| 2012 | 24 | 23 | 22 | 25 | 24 | 21 | | | | | | |



SINGLE MOST IMPORTANT PROBLEM

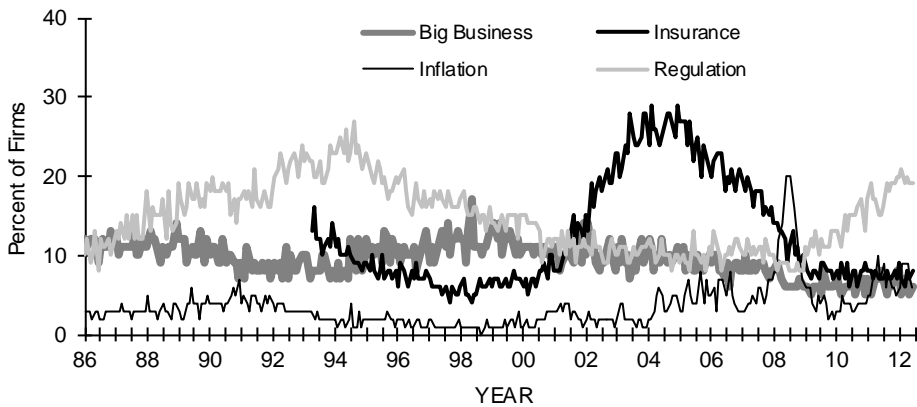
SINGLE MOST IMPORTANT PROBLEM

June 2012

| Problem | Current | One Year Ago | Survey High | Survey Low |
|-----------------------------------|---------|--------------|-------------|------------|
| Taxes | 21 | 20 | 32 | 8 |
| Inflation | 6 | 7 | 41 | 0 |
| Poor Sales | 23 | 24 | 34 | 2 |
| Fin. & Interest Rates | 3 | 3 | 37 | 1 |
| Cost of Labor | 2 | 3 | 9 | 2 |
| Govt. Reqs. & Red Tape | 19 | 15 | 27 | 4 |
| Comp. From Large Bus. | 6 | 8 | 14 | 4 |
| Quality of Labor | 6 | 5 | 24 | 3 |
| Cost/Avail. of Insurance | 8 | 7 | 29 | 4 |
| Other | 6 | 8 | 31 | 1 |

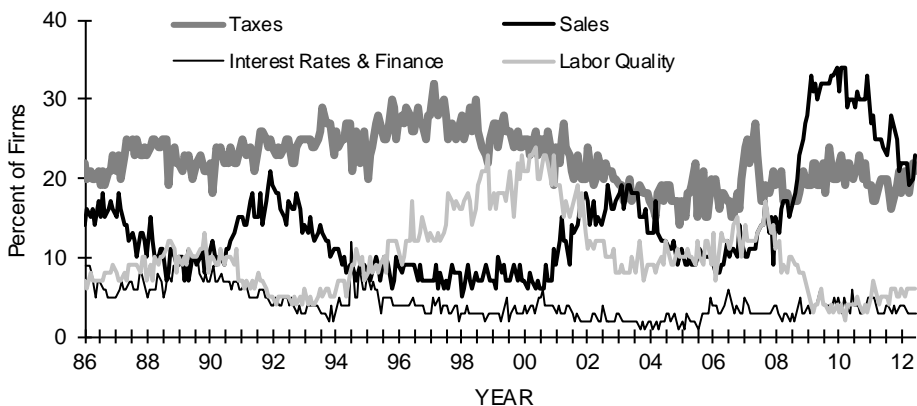
SELECTED SINGLE MOST IMPORTANT PROBLEM

Inflation, Big Business, Insurance and Regulation
January 1986 to June 2012



SELECTED SINGLE MOST IMPORTANT PROBLEM

Taxes, Interest Rates, Sales and Labor Quality
January 1986 to June 2012



SURVEY PROFILE

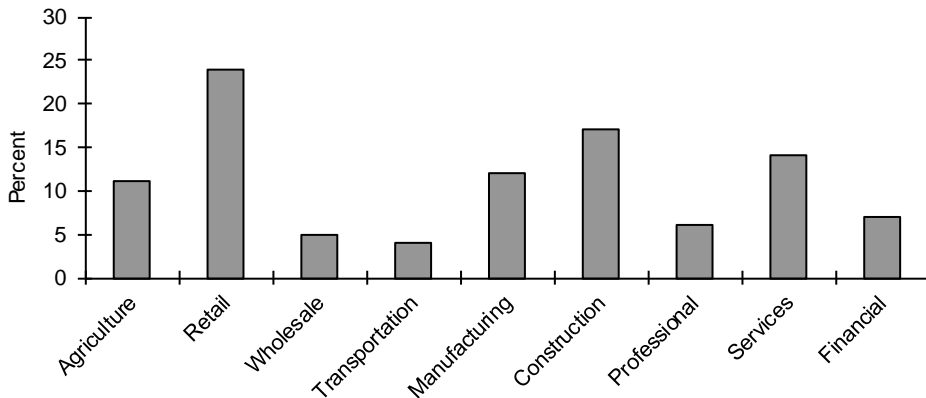
OWNER/MEMBERS PARTICIPATING IN ECONOMIC SURVEY NFIB

Actual Number of Firms

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|
| 2007 | 1755 | 750 | 737 | 1703 | 618 | 589 | 1613 | 720 | 674 | 1614 | 719 | 670 |
| 2008 | 1845 | 700 | 735 | 1768 | 737 | 703 | 1827 | 812 | 743 | 1992 | 826 | 805 |
| 2009 | 2013 | 846 | 867 | 1794 | 814 | 758 | 1994 | 882 | 827 | 2059 | 825 | 830 |
| 2010 | 2114 | 799 | 948 | 2176 | 823 | 804 | 2029 | 874 | 849 | 1910 | 807 | 804 |
| 2011 | 2144 | 774 | 811 | 1985 | 733 | 766 | 1817 | 926 | 729 | 2077 | 781 | 735 |
| 2012 | 2155 | 819 | 757 | 1817 | 681 | 740 | | | | | | |

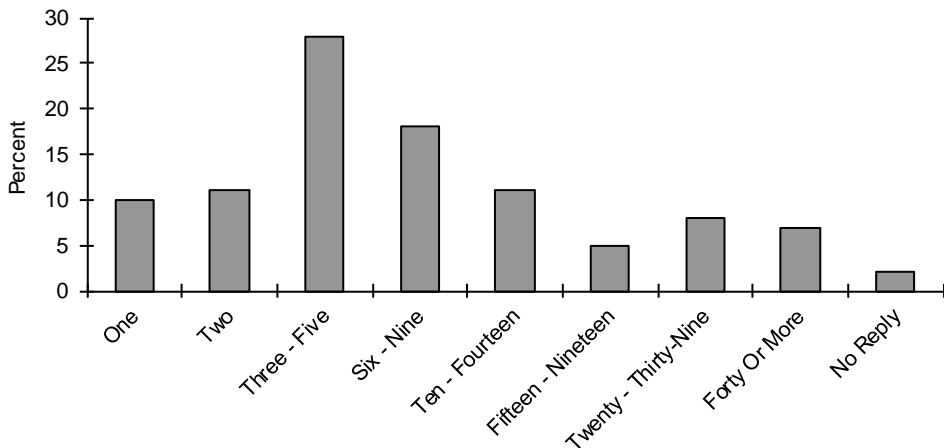
NFIB OWNER/MEMBERS PARTICIPATING IN ECONOMIC SURVEY

Industry of Small Business



NFIB OWNER/MEMBERS PARTICIPATING IN ECONOMIC SURVEY

Number of Full and Part-Time Employees



NFIB RESEARCH FOUNDATION SMALL BUSINESS ECONOMIC SURVEY

SMALL BUSINESS SURVEY QUESTIONS

PAGE IN REPORT

| | |
|---|-----------|
| Do you think the next three months will be a good time for small business to expand substantially? Why? | 4 |
| About the economy in general, do you think that six months from now general business conditions will be better than they are now, about the same, or worse? | 5 |
| Were your net earnings or “income” (after taxes) from your business during the last calendar quarter higher, lower, or about the same as they were for the quarter before? | 6 |
| If higher or lower, what is the most important reason? | 6 |
| During the last calendar quarter, was your dollar sales volume higher, lower, or about the same as it was for the quarter before? | 7 |
| Overall, what do you expect to happen to real volume (number of units) of goods and/or services that you will sell during the next three months? | 7 |
| How are your average selling prices compared to three months ago? | 8 |
| In the next three months, do you plan to change the average selling prices of your goods and/or services? | 8 |
| During the last three months, did the total number of employees in your firm increase, decrease, or stay about the same? | 9 |
| If you have filled or attempted to fill any job openings in the past three months, how many qualified applicants were there for the position(s)? | 9 |
| Do you have any job openings that you are not able to fill right now? | 10 |
| In the next three months, do you expect to increase or decrease the total number of people working for you? | 10 |
| Over the past three months, did you change the average employee compensation? | 11 |
| Do you plan to change average employee compensation during the next three months? | 11 |



SMALL BUSINESS SURVEY QUESTIONS

PAGE IN REPORT

Are...loans easier or harder to get than they were three months ago? 12

During the last three months, was your firm able to satisfy its borrowing needs? 13

Do you expect to find it easier or harder to obtain your required financing during the next three months? 13

If you borrow money regularly (at least once every three months) as part of your business activity, how does the rate of interest payable on your most recent loan compare with that paid three months ago? 14

If you borrowed within the last three months for business purposes, and the loan maturity (pay back period) was 1 year or less, what interest rate did you pay? 14

During the last three months, did you increase or decrease your inventories? 15

At the present time, do you feel your inventories are too large, about right, or inadequate? 15

Looking ahead to the next three months to six months, do you expect, on balance, to add to your inventories, keep them about the same, or decrease them? 15

During the last six months, has your firm made any capital expenditures to improve or purchase equipment, buildings, or land? 16

If [your firm made any capital expenditures], what was the total cost of all these projects? 17

Looking ahead to the next three to six months, do you expect to make any capital expenditures for plant and/or physical equipment? 17

What is the single most important problem facing your business today? 18

Please classify your major business activity, using one of the categories of example below 19

How many employees do you have full and part-time, including yourself? 19

