



NFIB SMALL BUSINESS ECONOMIC TRENDS

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March 2014

Based on a Survey of Small and Independent Business Owners

Index Component	Seasonally Adjusted Level	Change from Last Month	Contribution to Index Change
Plans to Increase Employment	7%	- 5	17%
Plans to Make Capital Outlays	25%	1	- 3%
Plans to Increase Inventories	- 5%	- 2	6%
Expect Economy to Improve	- 19%	- 8	28%
Expect Real Sales Higher	3%	- 12	40%
Current Inventory	- 4%	- 2	6%
Current Job Openings	22%	0	0%
Expected Credit Conditions	- 7%	0	0%
Now a Good Time to Expand	6%	- 2	6%
Earnings Trends	- 27%	0	0%
Total Change		-30	100%

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