Outlook for General Business Conditions

Net Percent ("Better" Minus "Worse") Six Months From Now
(Seasonally Adjusted)
Sales Revenue and Local Economy
Covid-19 Small Business Survey series, September 1-6, 2021

How does your current sales revenue compare to pre-crisis levels?
26%  1. More than 100% of pre-crisis level
41%  2. 76%-100% of pre-crisis level
18%  3. 51%-75% of pre-crisis level
10%  4. 26%-50% of pre-crisis level
4%   5. 1%-25% of pre-crisis level
1%   6. My business is currently closed.
n=582

How long do you think it will take before your local community is back to a pre-crisis level of economic activity?
21%  1. It is now
  6%  2. Second half of 2021
23%  3. First half of 2022
28%  4. Second half of 2022
22%  5. 2023 or later
n=577
How long do you think it will take before your local community is back to a pre-crisis level of economic activity?
Unfilled Job Openings
Percent with at Least One Unfilled Opening

- Quarterly Data
- Recent Monthly Data (Aug)

NFIB
Job Creation Plans

Net Percent ("Increase" minus "Decrease") in Next Three Months

Percent of Firms

Quarterly Data  Recent Monthly Data (Aug)
Staffing Shortage
Covid-19 Small Business Survey series, September 1-6, 2021

Is your business currently experiencing a staffing shortage?

- No staffing shortage: 26%
- Mild staffing shortage: 21%
- Moderate staffing shortage: 18%
- Significant staffing shortage: 27%
Is your staffing shortage causing lost sales opportunities?
25% 1. Significant lost sales opportunities
27% 2. Moderate lost sales opportunities
30% 3. Mild lost sales opportunities
18% 4. No lost sales opportunities
n=368

Is your current staffing shortage better, worse, or about the same as it was one month ago?
4% 1. Better
31% 2. Worse
63% 3. About the same
2% 4. I didn’t have a staffing shortage one month ago.
n=381
Steps small business owners are taking to navigate staffing shortages
Covid-19 Small Business Survey series, September 1-6, 2021

What adjustments (beyond normal hiring practices) have you made to attract applicants for open positions?

- Increased starting wages: 77%
- Increased paid time off: 17%
- Offered or enhanced hiring bonuses: 16%
- Offered or enhanced referral bonuses: 18%
- Offered or enhanced health insurance benefits: 21%

What adjustments have you made in business operations to compensate for the staffing shortage?

- Offering more hours to part-time employees: 31%
- Offering overtime to full-time employees: 64%
- Owner(s) working more hours: 88%
- Adjusted business operation hours: 38%
- Introduced new technology to enhance productivity: 33%
- Reduced the variety of goods or services sold: 31%
Actual Price Increases

Net Percent ("Higher" minus "Lower")
Compared to Three Months Ago (Seasonally Adjusted)

NFIB
Planned Price Increases

Net Percent ("Higher" minus "Lower")
in Next Three Months (Seasonally Adjusted)
Supply Chain Disruptions

Are supply chain disruptions impacting your business?
50% 1. Significant impact
27% 2. Moderate impact
13% 3. Mild impact
10% 4. No impact
n=586

Is the supply chain disruption impacting your business better, worse, or about the same as it was three months ago?
3% 1. Better
55% 2. Worse
43% 3. About the same
n=574

How long do you anticipate the supply chain disruption that is impacting your business to continue?
0% 1. Less than 1 month
4% 2. 1-2 months
9% 3. 3-4 months
19% 4. 5-6 months
68% 5. More than 6 months
n=560
Figure 4. **Financial** burden of different taxes reported by business owners.

<table>
<thead>
<tr>
<th>Tax</th>
<th>Very/moderately burdensome</th>
<th>A little/not at all burdensome</th>
<th>Not sure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal business income tax (n=944)</td>
<td>77%</td>
<td>19%</td>
<td>4%</td>
</tr>
<tr>
<td>Payroll tax (n=942)</td>
<td>69%</td>
<td>27%</td>
<td>4%</td>
</tr>
<tr>
<td>State &amp; local income tax (n=943)</td>
<td>66%</td>
<td>30%</td>
<td>4%</td>
</tr>
<tr>
<td>Property tax (n=941)</td>
<td>63%</td>
<td>31%</td>
<td>6%</td>
</tr>
<tr>
<td>Unemployment tax (n=940)</td>
<td>55%</td>
<td>40%</td>
<td>5%</td>
</tr>
<tr>
<td>Capital gains tax (n=935)</td>
<td>48%</td>
<td>32%</td>
<td>20%</td>
</tr>
<tr>
<td>Sales tax (n=934)</td>
<td>44%</td>
<td>51%</td>
<td>5%</td>
</tr>
<tr>
<td>Alternative minimum tax (n=918)</td>
<td>26%</td>
<td>37%</td>
<td>37%</td>
</tr>
</tbody>
</table>
Figure 5. Administrative burden of different taxes reported by business owners.