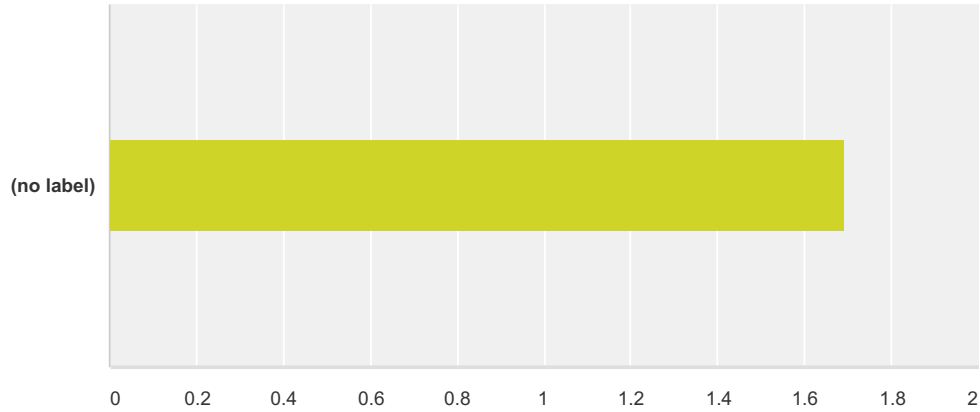


Q1 Would you say that things in California are generally headed in the right direction, or do you feel that things are off on the wrong track?

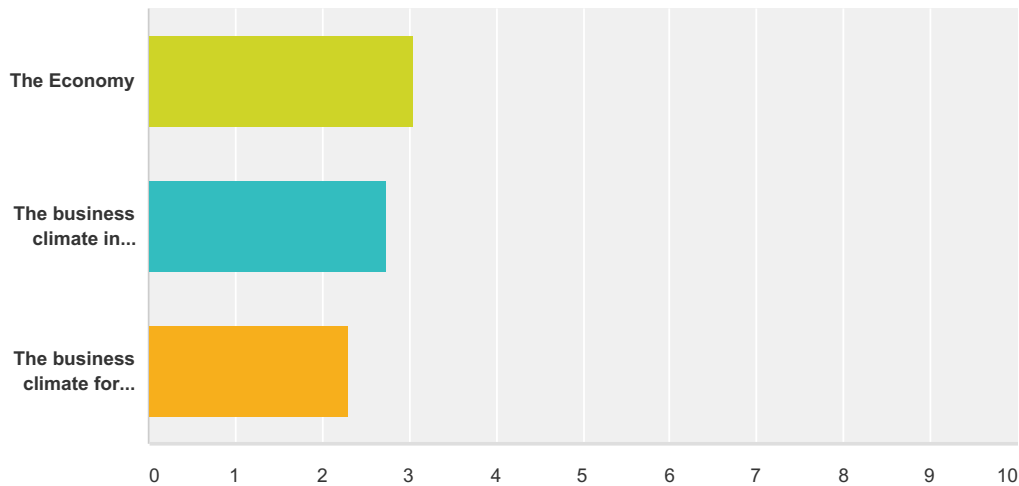
Answered: 845 Skipped: 13



	Wrong Direction	Right Direction	Don't know	Total	Weighted Average
(no label)	49.82% 421	31.12% 263	19.05% 161	845	1.69

Q2 On a scale of 1 to 5 (1 being the lowest and 5 being the highest), please rate the following items about California.

Answered: 852 Skipped: 6



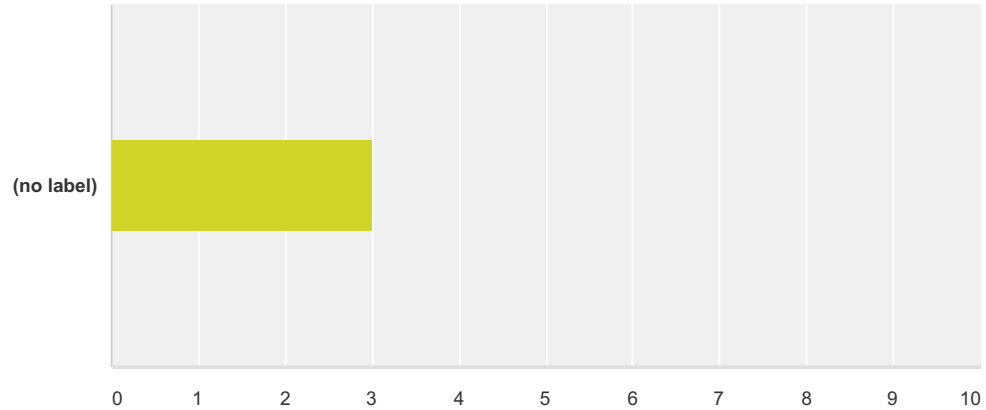
	Very poor	Poor	Moderate	Good	Very good	Total	Weighted Average
The Economy	6.87% 58	16.94% 143	45.62% 385	25.47% 215	5.09% 43	844	3.05

SBCAL Small Business Survey 2016

The business climate in California	14.62% 124	25.83% 219	34.32% 291	22.41% 190	2.83% 24	848	2.73
The business climate for small businesses	29.76% 253	28.35% 241	26.24% 223	13.29% 113	2.35% 20	850	2.30

Q3 How have your gross revenues changed over the last 12 months?

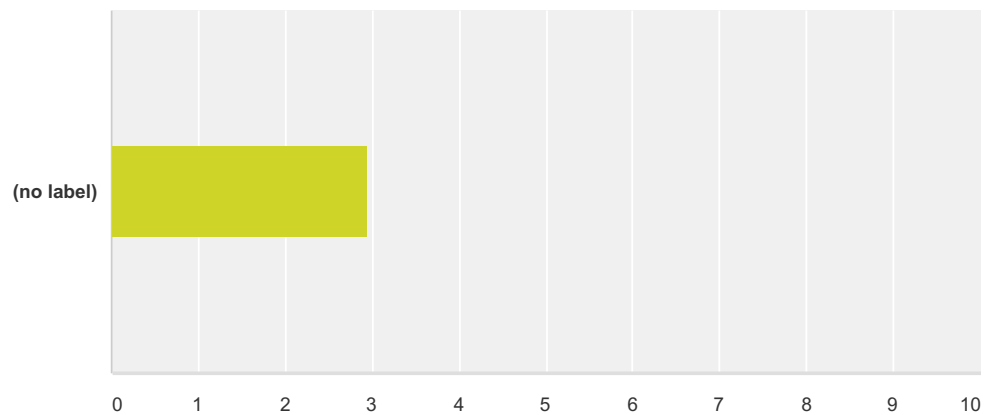
Answered: 838 Skipped: 20



	Increased significantly	Increased	Stayed the same	Decreased	Decreased significantly	Total	Weighted Average
(no label)	2.74% 23	31.86% 267	35.44% 297	21.36% 179	8.59% 72	838	3.01

Q4 Have you seen an improvement in the economy in the last six months?

Answered: 843 Skipped: 15

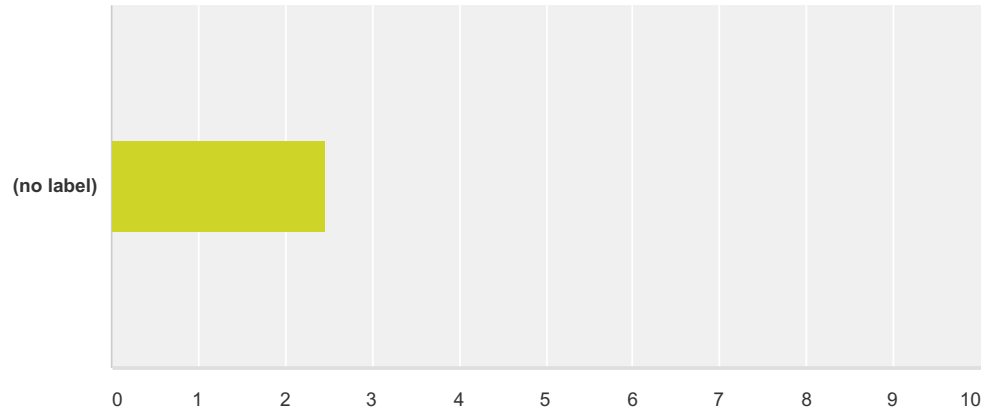


	Great improvement	Improvement	Stayed the same	Decreased	Decreased significantly	Total	Weighted Average
(no label)	0.47% 4	29.42% 248	48.75% 411	17.08% 144	4.27% 36	843	2.95

Q5 Over the past 12 months, has the

number of people employed by your business increased, decreased, or stayed the same?

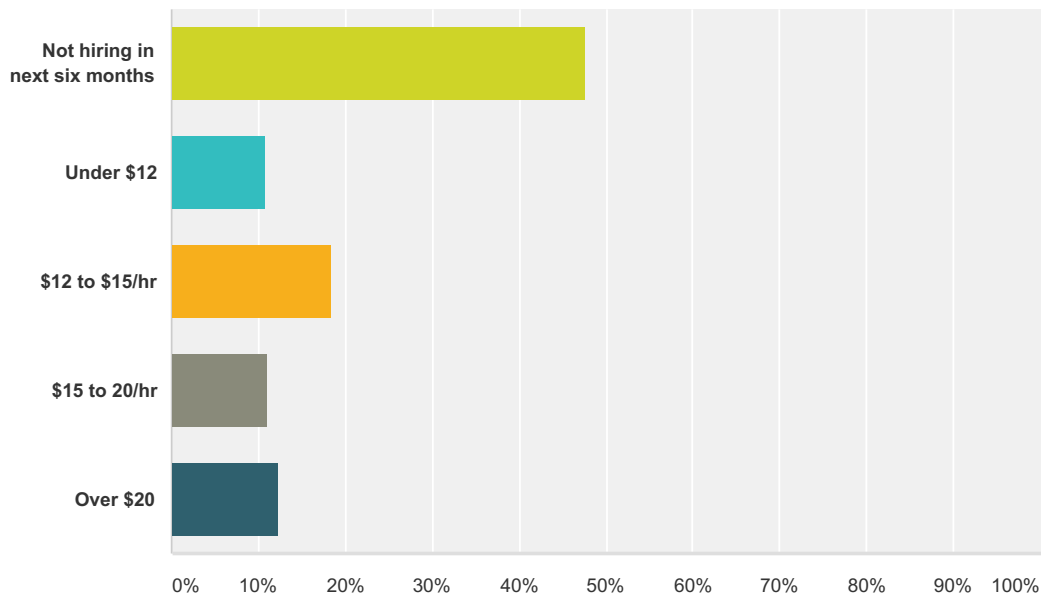
Answered: 846 Skipped: 12



	Increased	Decreased	Stayed the same	Total	Weighted Average
(no label)	17.26% 146	18.32% 155	64.42% 545	846	2.47

Q6 If you plan on hiring new employees in the next six months, at what wage level?

Answered: 843 Skipped: 15



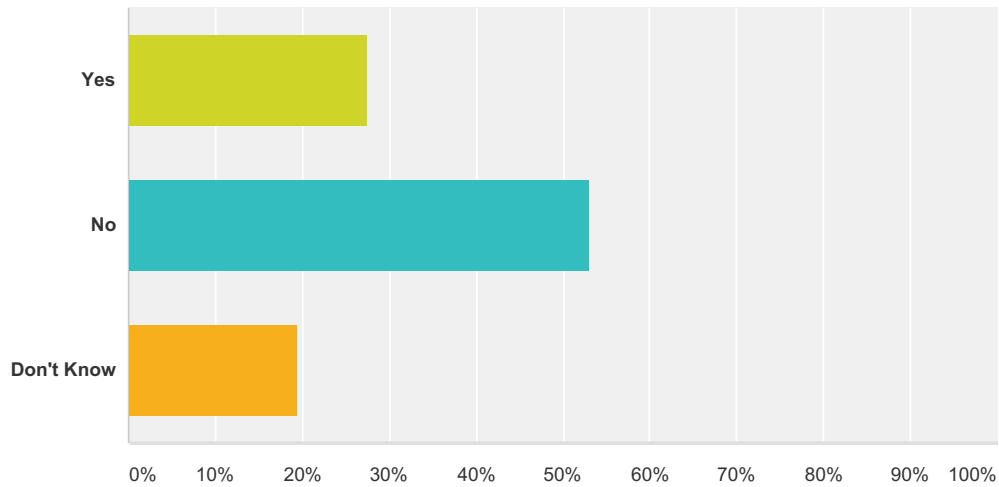
Answer Choices	Responses
Not hiring in next six months	47.57% 401
Under \$12	10.79% 91

SBCAL Small Business Survey 2016

\$12 to \$15/hr	18.27%	154
\$15 to 20/hr	11.03%	93
Over \$20	12.34%	104
Total		843

Q7 Do you plan on hiring more independent contractors in the next 6 months?

Answered: 850 Skipped: 8

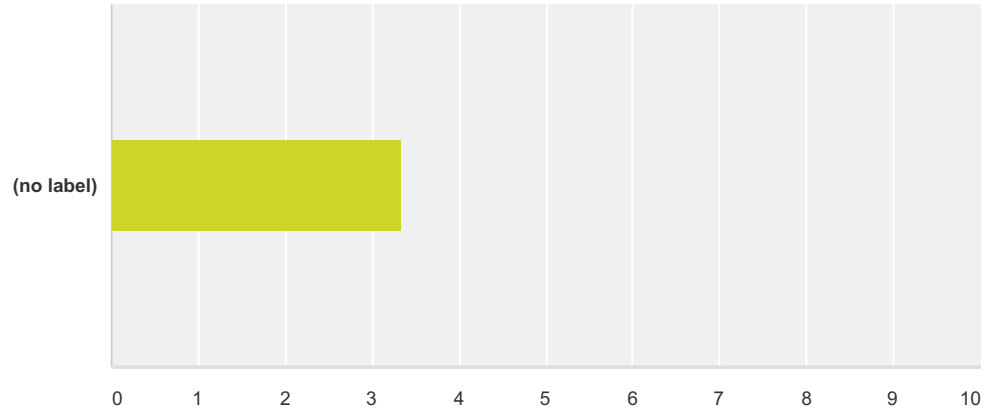


Answer Choices	Responses
Yes	27.53% 234
No	53.06% 451
Don't Know	19.41% 165
Total	850

Q8 Over the next few years, do you think the business climate for small businesses in California will get much better, somewhat better, somewhat worse, much worse or stay about the same?

Answered: 831 Skipped: 27

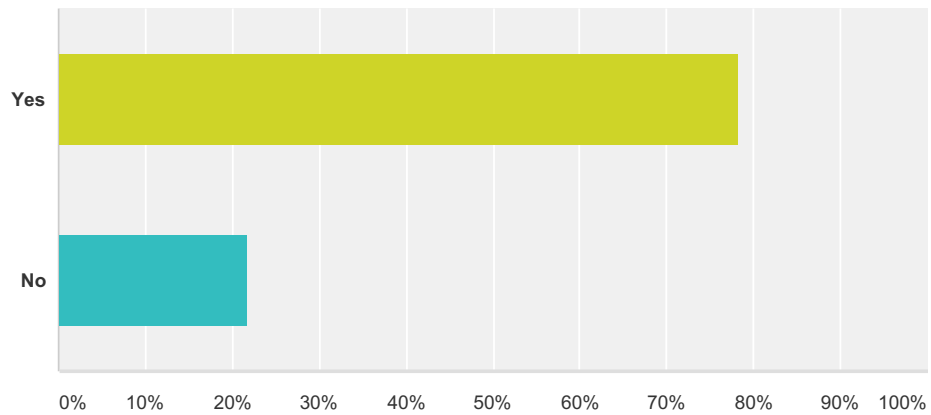
SBCAL Small Business Survey 2016



	Much better	Somewhat better	Somewhat worse	Much worse	Stay about the same	Total	Weighted Average
(no label)	4.09% 34	25.51% 212	26.35% 219	20.70% 172	23.35% 194	831	3.34

Q9 Do you see yourself in business, in California, in 3 years?

Answered: 840 Skipped: 18

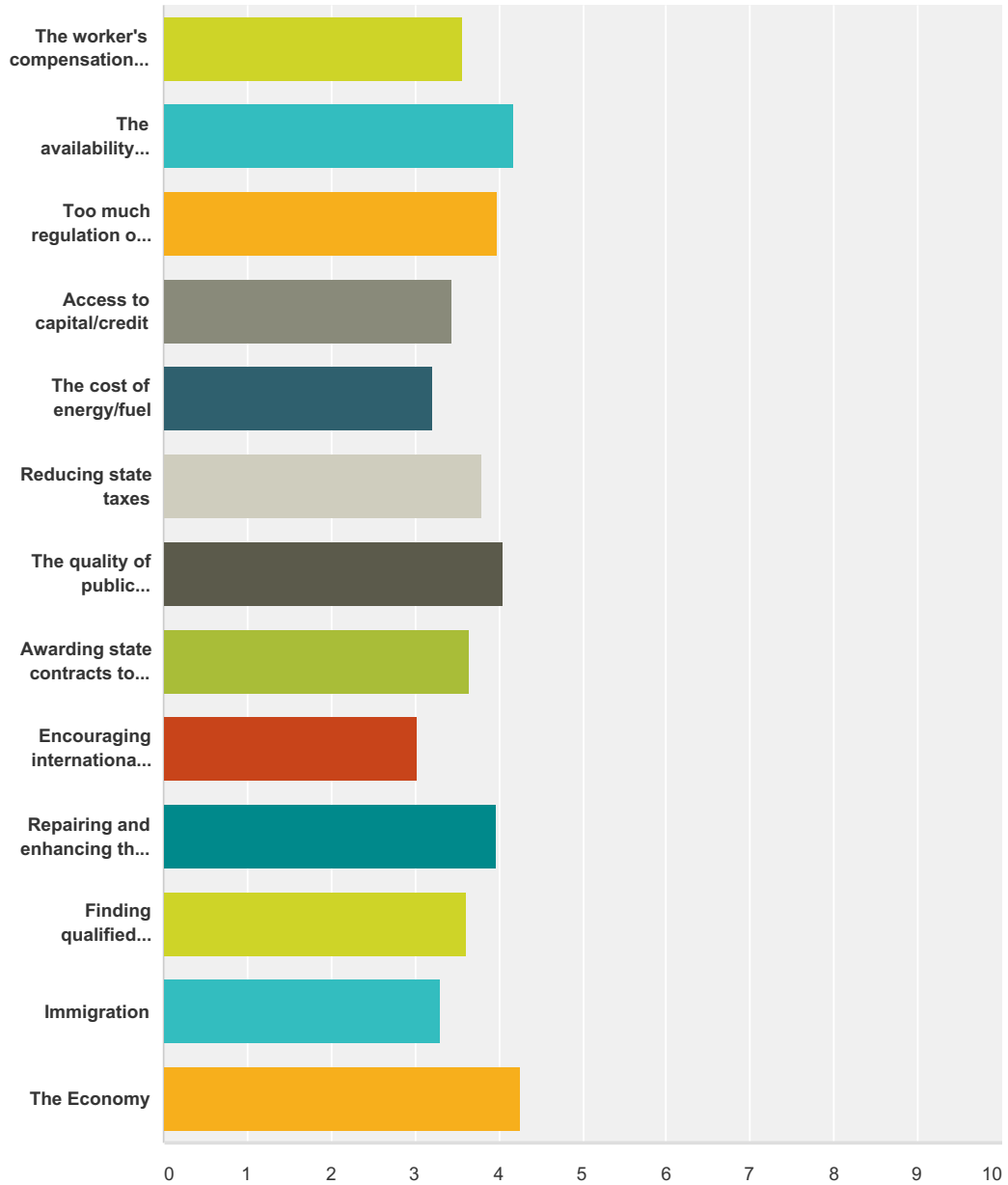


Answer Choices	Responses
Yes	78.33% 658
No	21.67% 182
Total	840

Q10 Here are some issues affecting California small businesses that people have said should be addressed by your elected officials in Sacramento. For each one, please tell us whether you think it should be the top priority for your elected officials, a high priority, a medium priority,

a low priority, or not a priority at all for your elected officials in Sacramento.

Answered: 851 Skipped: 7



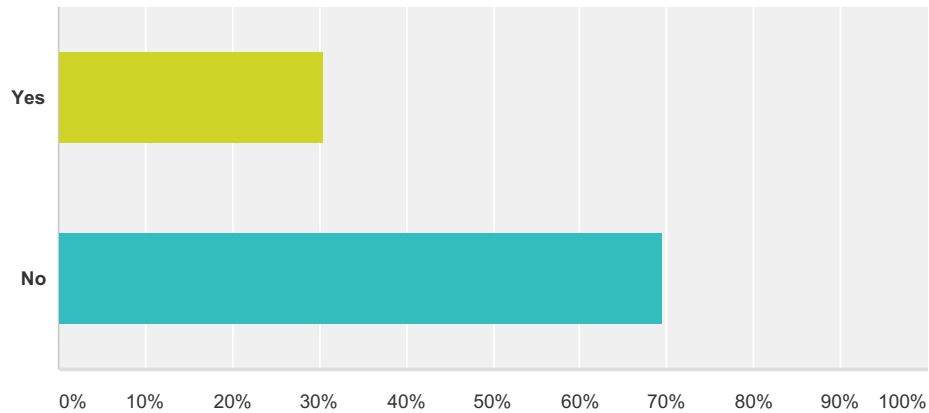
	Not a priority	Low priority	Medium priority	High priority	Top priority	Not sure	Total	Weighted Average
The worker's compensation system	6.90% 58	10.71% 90	30.12% 253	31.43% 264	13.57% 114	7.26% 61	840	3.56
The availability and rising cost of health care	3.07% 26	3.19% 27	9.81% 83	41.84% 354	40.54% 343	1.54% 13	846	4.18
Too much regulation of small businesses	3.65% 31	8.47% 72	19.18% 163	27.06% 230	38.00% 323	3.65% 31	850	3.98
Access to capital/credit	5.66% 48	16.16% 137	32.43% 275	22.88% 194	19.58% 166	3.30% 28	848	3.44

SBCAL Small Business Survey 2016

The cost of energy/fuel	6.16% 52	22.16% 187	32.46% 274	24.53% 207	12.91% 109	1.78% 15	844	3.21
Reducing state taxes	5.10% 43	9.25% 78	23.49% 198	28.94% 244	30.49% 257	2.73% 23	843	3.79
The quality of public education	3.07% 26	5.44% 46	18.79% 159	31.44% 266	39.01% 330	2.25% 19	846	4.05
Awarding state contracts to small businesses	5.66% 48	10.85% 92	26.30% 223	31.49% 267	20.64% 175	5.07% 43	848	3.66
Encouraging international trade	14.67% 124	23.08% 195	30.65% 259	15.38% 130	8.28% 70	7.93% 67	845	3.03
Repairing and enhancing the State's infrastructure	2.83% 24	5.43% 46	21.49% 182	37.43% 317	28.81% 244	4.01% 34	847	3.96
Finding qualified workers	5.36% 45	11.32% 95	27.65% 232	30.51% 256	21.57% 181	3.58% 30	839	3.62
Immigration	12.56% 106	17.54% 148	25.47% 215	20.85% 176	19.79% 167	3.79% 32	844	3.29
The Economy	1.07% 9	2.02% 17	15.54% 131	35.11% 296	43.42% 366	2.85% 24	843	4.26

Q11 Do you provide health insurance benefits to your employees?

Answered: 842 Skipped: 16

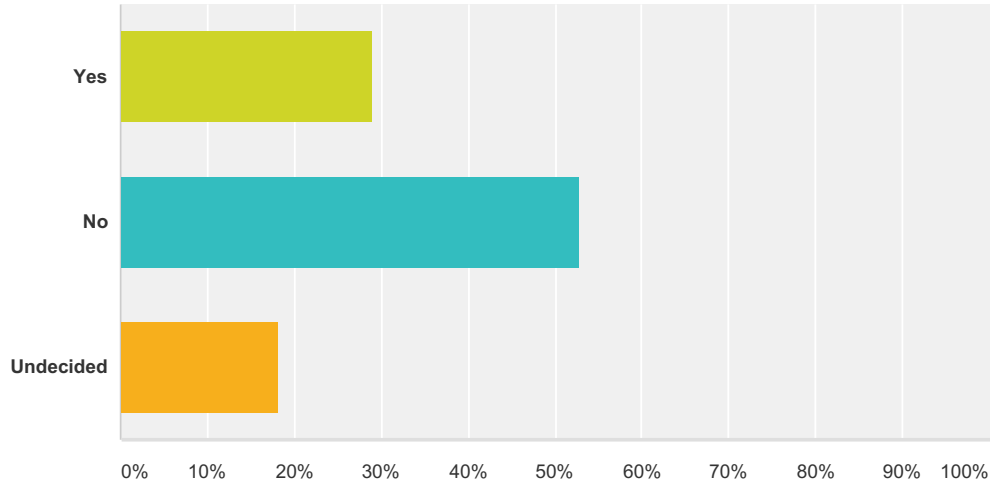


Answer Choices	Responses
Yes	30.52% 257
No	69.48% 585
Total	842

Q12 Do you support covering undocumented people under Covered California?

Answered: 851 Skipped: 7

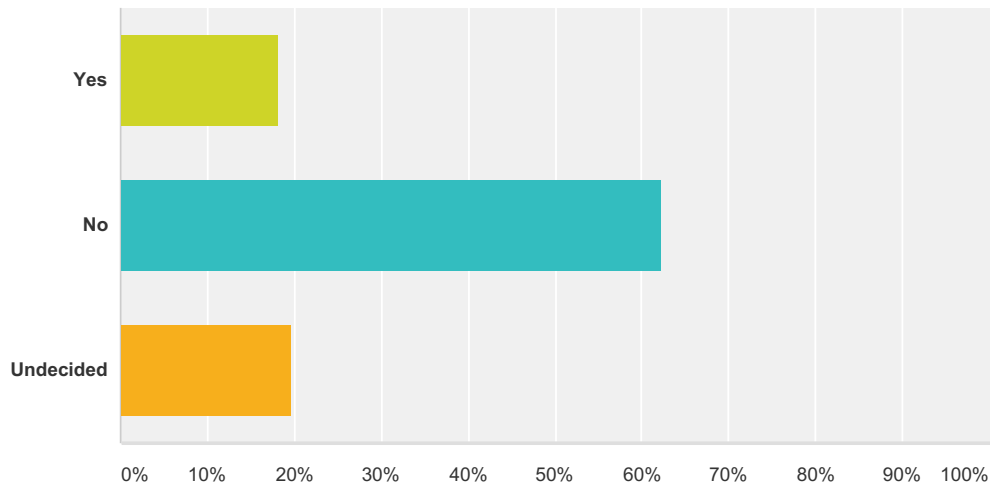
SBCAL Small Business Survey 2016



Answer Choices	Responses
Yes	29.02% 247
No	52.88% 450
Undecided	18.10% 154
Total	851

Q13 Do you support undocumented people receiving subsidies in Covered California?

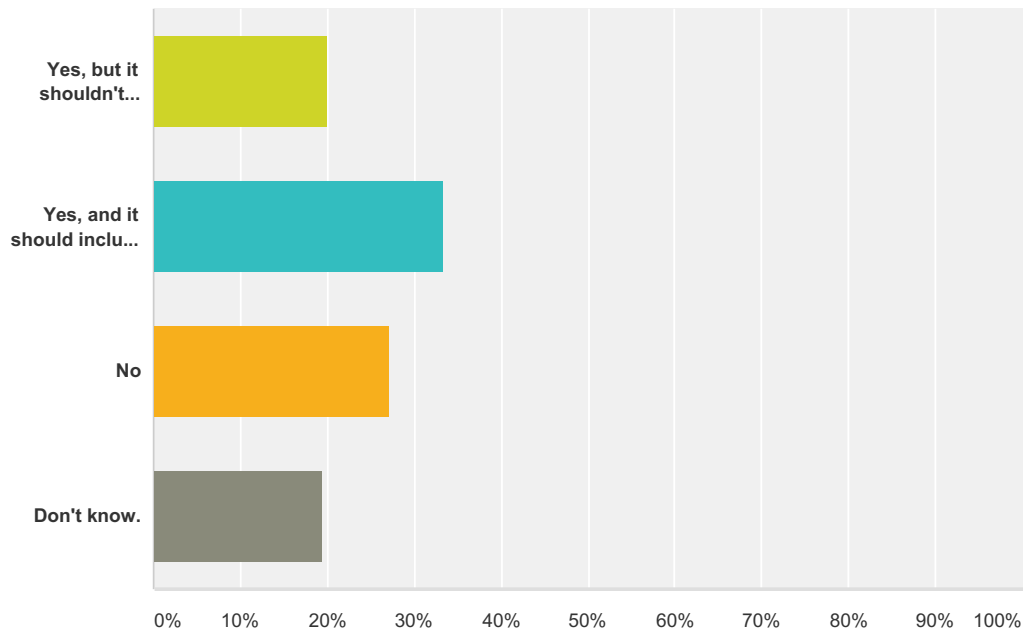
Answered: 851 Skipped: 7



Answer Choices	Responses
Yes	18.21% 155
No	62.16% 529
Undecided	19.62% 167
Total	851

Q14 Do you support publicly financed health insurance that shall provide all citizens and legal residents residing in the United States and US territories all medically necessary care, dietary and nutritional therapies, prescription drugs, emergency care, dental and vision? Should this include the medical portion of workers' compensation?

Answered: 849 Skipped: 9

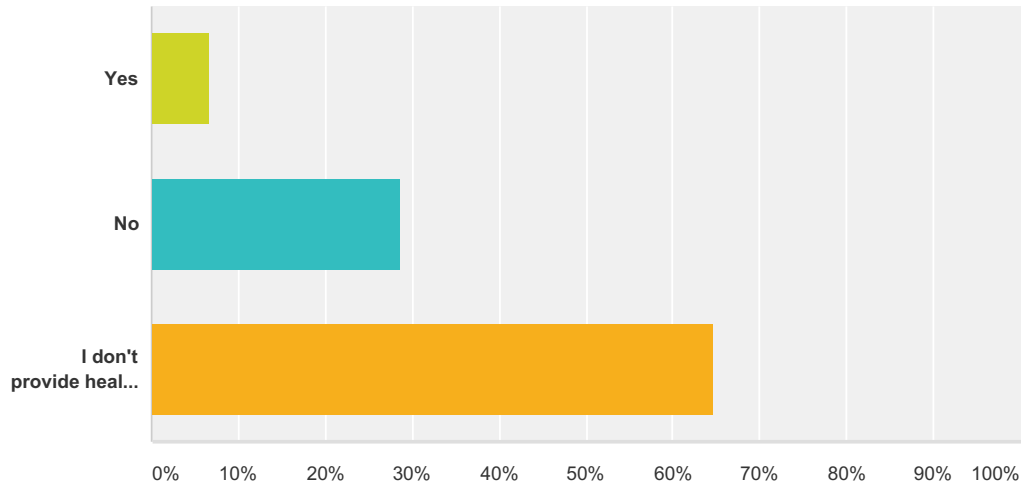


Answer Choices	Responses
Yes, but it shouldn't include the medical portion of workers' compensation.	20.02% 170
Yes, and it should include the medical portion of worker's compensation.	33.45% 284
No	27.21% 231
Don't know.	19.32% 164
Total	849

Q15 Covered California has just announced a 13.2% increase for next year. Do you plan to drop your company's group health coverage?

Answered: 841 Skipped: 17

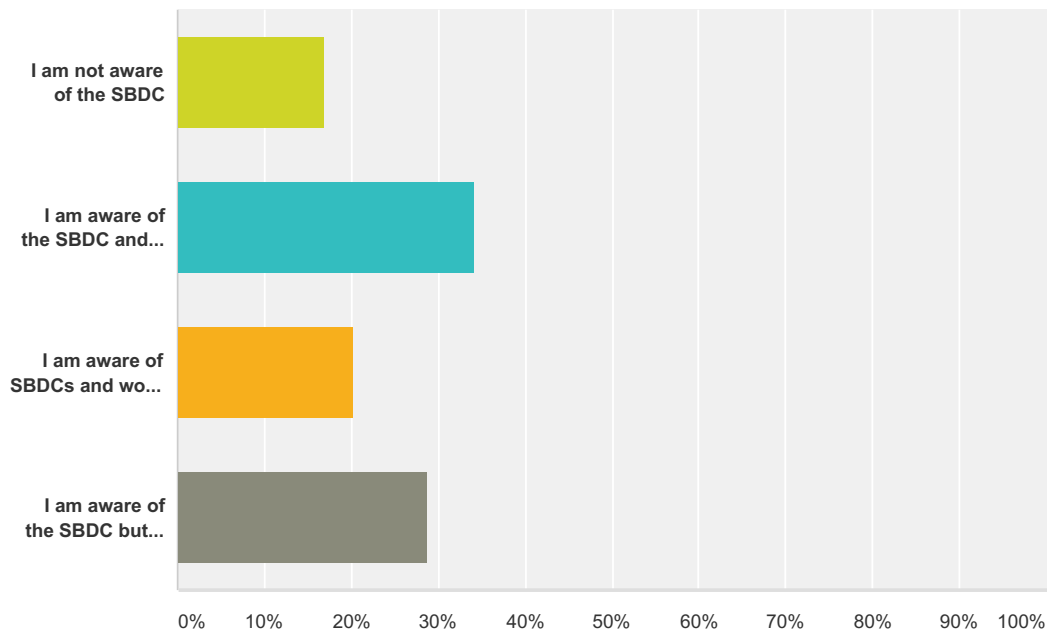
SBCAL Small Business Survey 2016



Answer Choices	Responses
Yes	6.66% 56
No	28.66% 241
I don't provide health insurance	64.68% 544
Total	841

Q16 The Small Business Development Center (SBDC) provides management and technical assistance to small businesses in California. Are you aware of the assistance?

Answered: 853 Skipped: 5



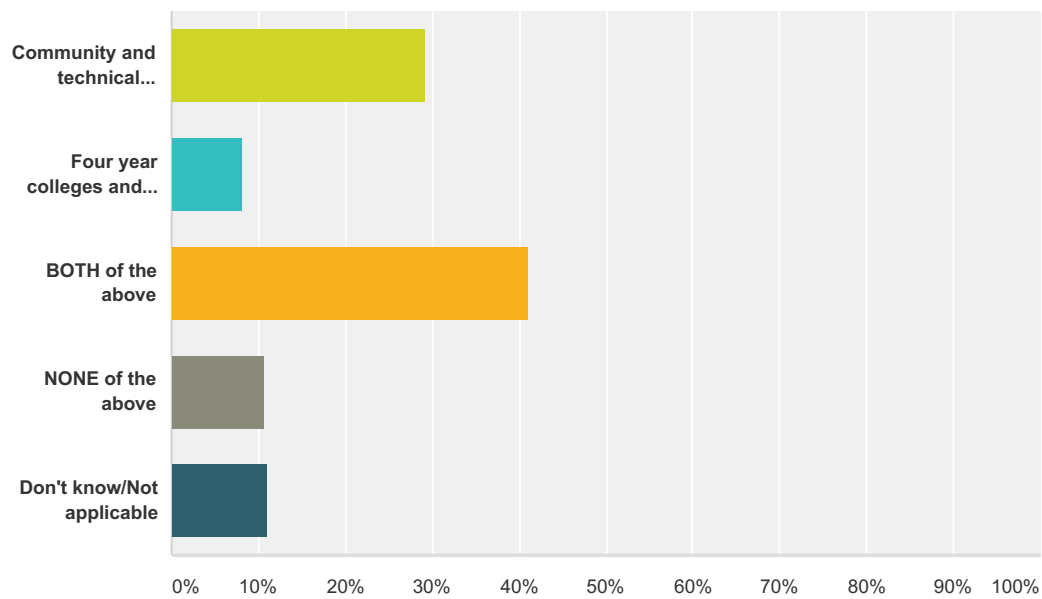
Answer Choices	Responses
----------------	-----------

SBCAL Small Business Survey 2016

I am not aware of the SBDC	16.88%	144
I am aware of the SBDC and have used the assistance	34.23%	292
I am aware of SBDCs and would recommend them	20.16%	172
I am aware of the SBDC but have not used it	28.72%	245
Total		853

Q17 In thinking about education, which higher education institution provides better job training skills for the needs of your company?

Answered: 853 Skipped: 5

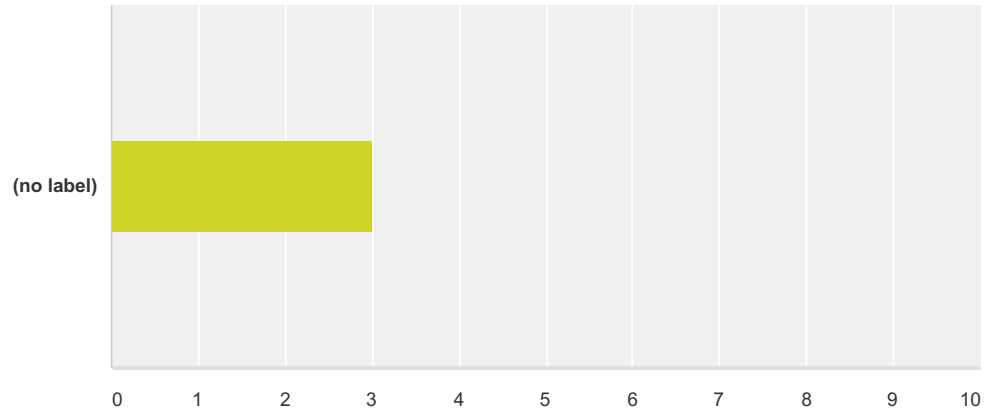


Answer Choices	Responses
Community and technical colleges	29.19% 249
Four year colleges and universities	8.21% 70
BOTH of the above	41.03% 350
NONE of the above	10.55% 90
Don't know/Not applicable	11.02% 94
Total	853

Q18 What effect, if any, does the underground economy - including businesses that pay employees "under the table" and those that misclassify employees as consultants or contractors in order to

avoid payroll taxes, workers' comp, and other benefits - have on your business?

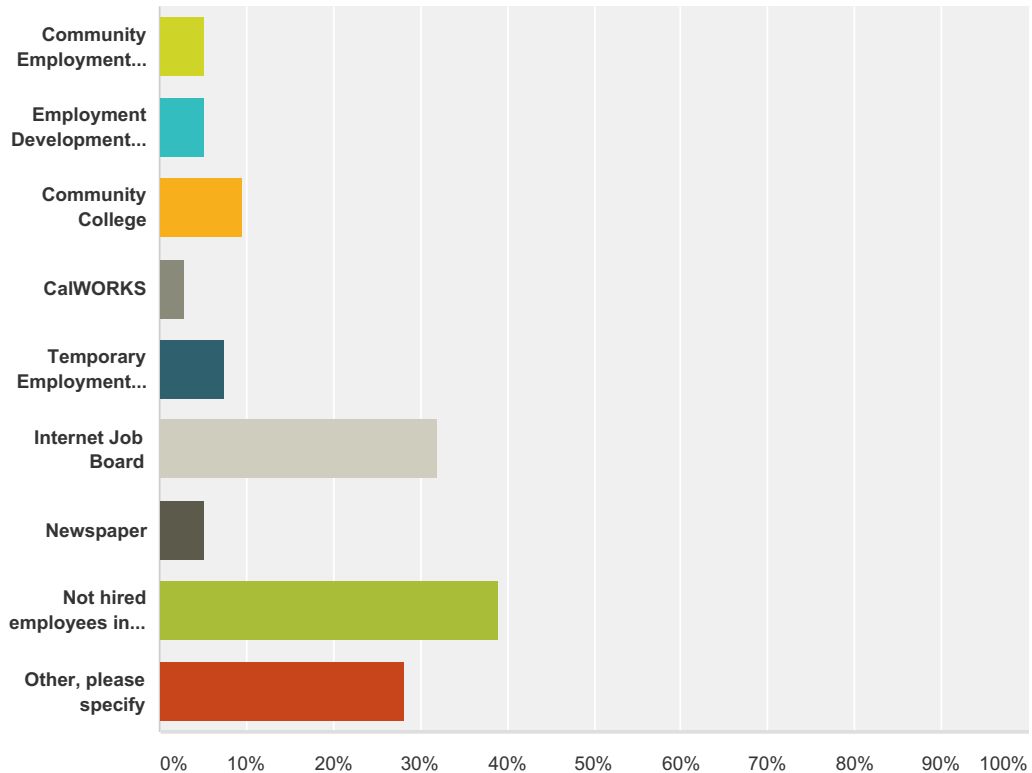
Answered: 851 Skipped: 7



	Significant Impact	Marginal Impact	No Impact at all	Does not apply to my business	Don't know	Total	Weighted Average
(no label)	18.45%	20.45%	19.98%	25.15%	15.98%	851	3.00
	157	174	170	214	136		

Q19 When you needed to hire employees over the past 24 months, what local resources did you access?

Answered: 829 Skipped: 29

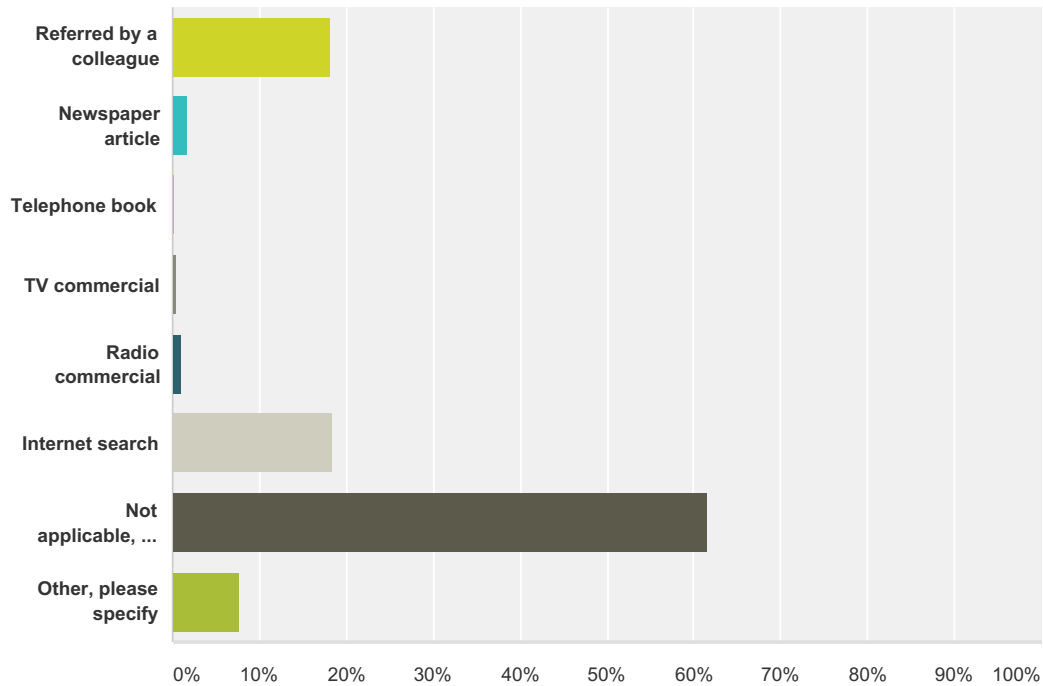


SBCAL Small Business Survey 2016

Answer Choices	Responses
Community Employment Center	5.19% 43
Employment Development Department (CalJOBS)	5.31% 44
Community College	9.53% 79
CalWORKS	3.02% 25
Temporary Employment Agency	7.60% 63
Internet Job Board	31.85% 264
Newspaper	5.19% 43
Not hired employees in the last 24 months	39.08% 324
Other, please specify	28.23% 234
Total Respondents: 829	

Q20 How did you learn of the hiring services available?

Answered: 819 Skipped: 39



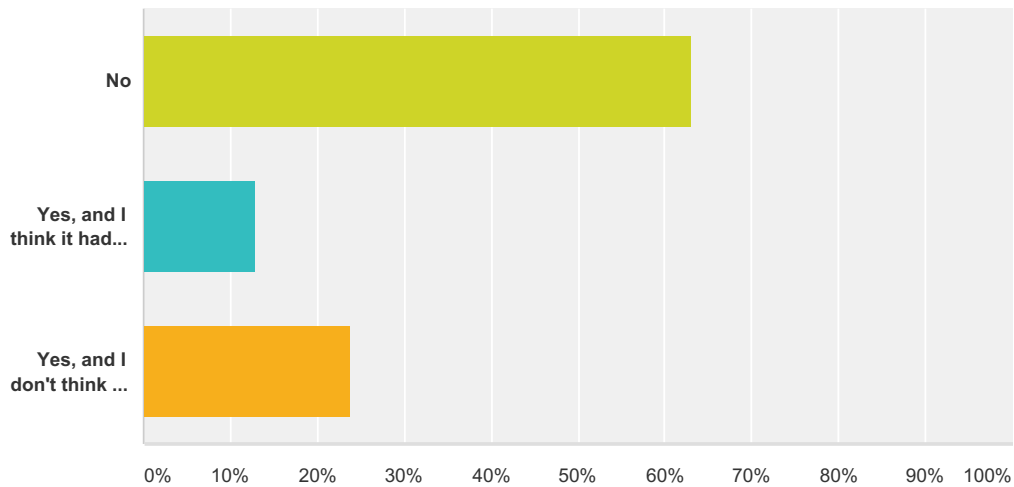
Answer Choices	Responses
Referred by a colleague	18.07% 148
Newspaper article	1.59% 13
Telephone book	0.12% 1
TV commercial	0.37% 3
Radio commercial	0.98% 8

SBCAL Small Business Survey 2016

Internet search	18.44%	151
Not applicable, I have not used a hiring service	61.54%	504
Other, please specify	7.81%	64
Total Respondents: 819		

Q21 Have you ever contacted your state Senator, Assemblymember, or Governor on a small business issue that impacts you? If yes, do you think it had any impact?

Answered: 846 Skipped: 12

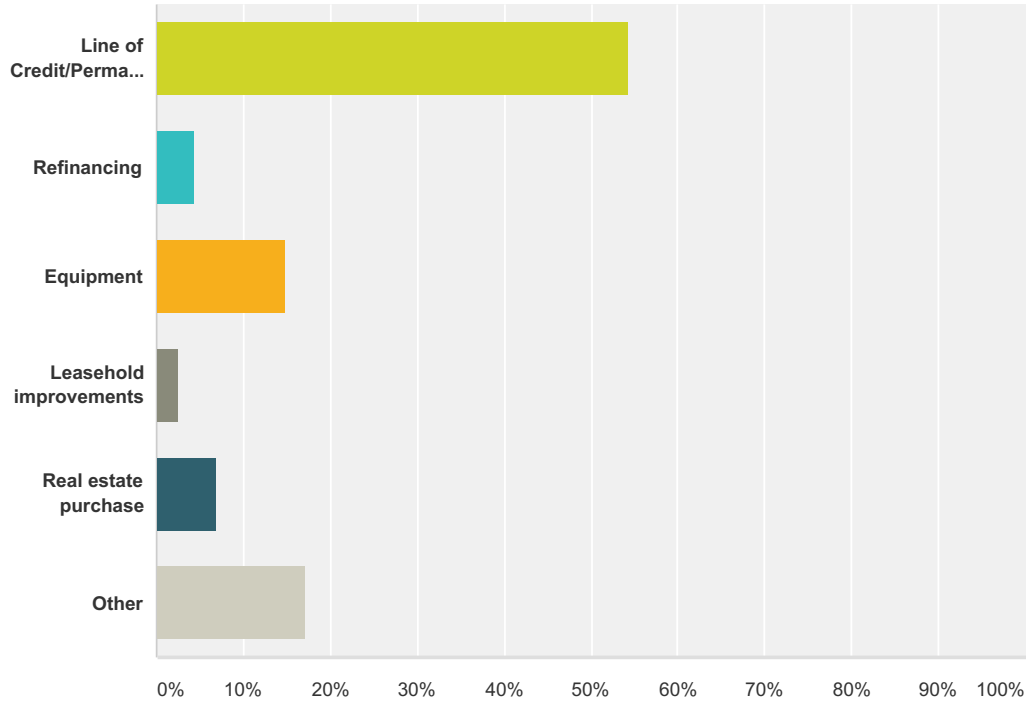


Answer Choices	Responses
No	63.12% 534
Yes, and I think it had an impact	13.00% 110
Yes, and I don't think it had an impact	23.88% 202
Total	846

Q22 Do you need credit for your business for any of the following:

Answered: 577 Skipped: 281

SBCAL Small Business Survey 2016

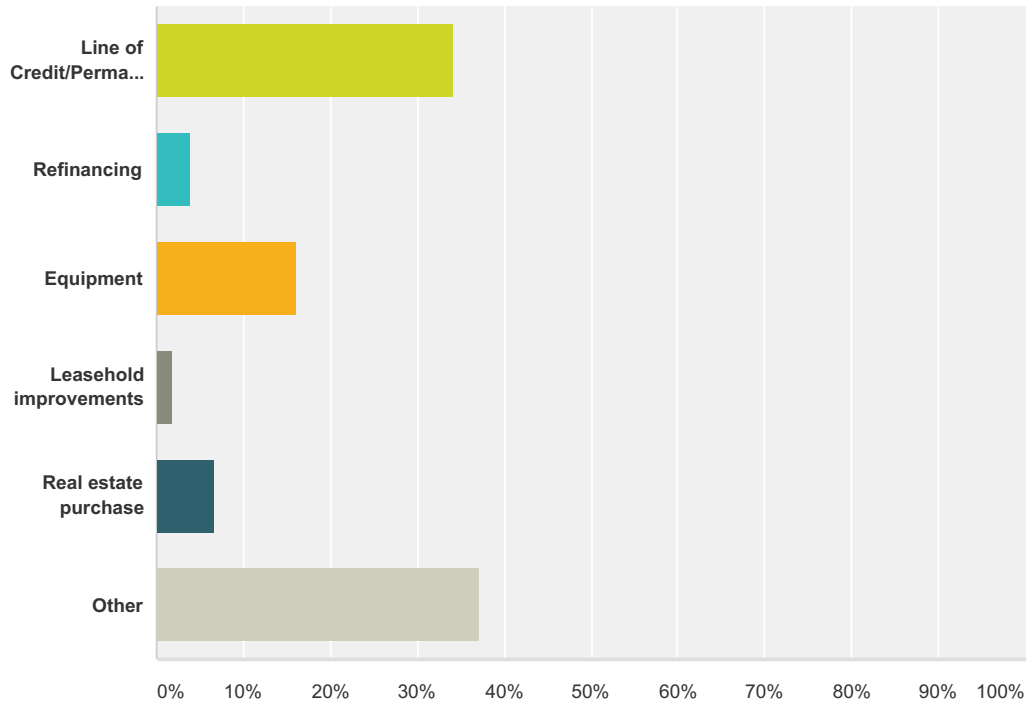


Answer Choices	Responses	Count
Line of Credit/Permanent Working Capital	54.25%	313
Refinancing	4.33%	25
Equipment	14.73%	85
Leasehold improvements	2.60%	15
Real estate purchase	6.93%	40
Other	17.16%	99
Total		577

Q23 Have you recently obtained credit for:

Answered: 423 Skipped: 435

SBCAL Small Business Survey 2016

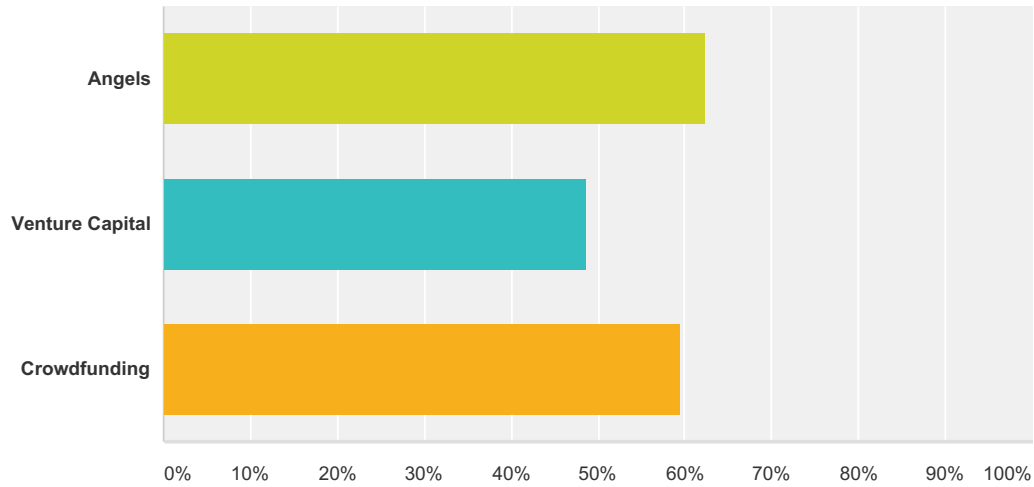


Answer Choices	Responses	
Line of Credit/Permanent Working Capital	34.28%	145
Refinancing	4.02%	17
Equipment	16.08%	68
Leasehold improvements	1.89%	8
Real estate purchase	6.62%	28
Other	37.12%	157
Total		423

Q24 Are you interested in any source of equity financing?

Answered: 306 Skipped: 552

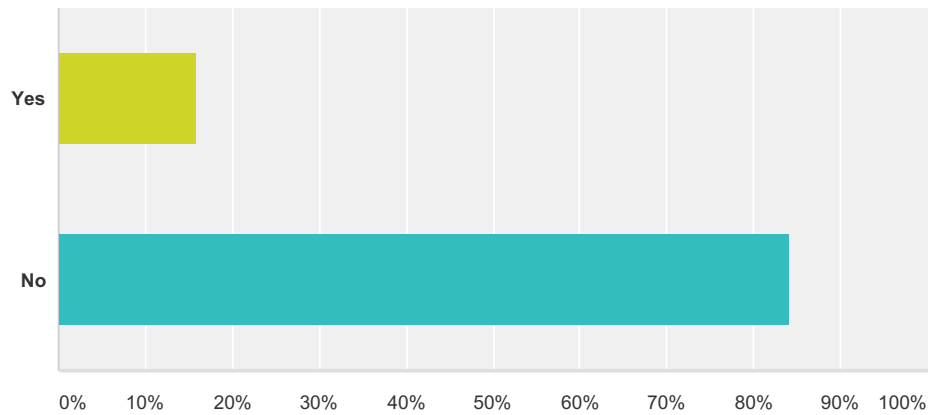
SBCAL Small Business Survey 2016



Answer Choices	Responses	Count
Angels	62.42%	191
Venture Capital	48.69%	149
Crowdfunding	59.48%	182
Total Respondents: 306		

Q25 If yes to any of the above have you ever tried to get equity investors?

Answered: 574 Skipped: 284

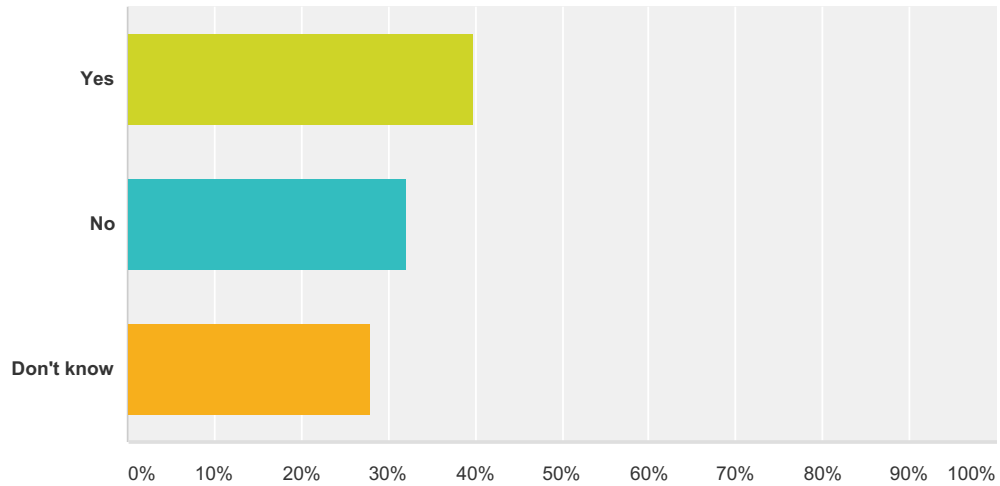


Answer Choices	Responses	Count
Yes	15.85%	91
No	84.15%	483
Total		574

Q26 SB Cal is supporting improved sources of equity funding in CA. Is this of interest to you?

SBCAL Small Business Survey 2016

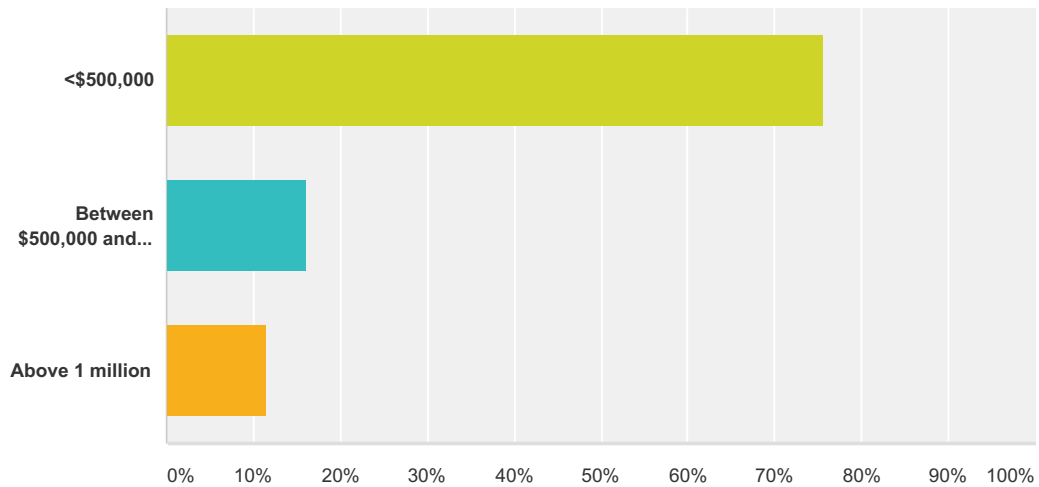
Answered: 801 Skipped: 57



Answer Choices	Responses
Yes	39.95% 320
No	32.08% 257
Don't know	27.97% 224
Total	801

Q27 How much equity financing are you interested in:

Answered: 470 Skipped: 388

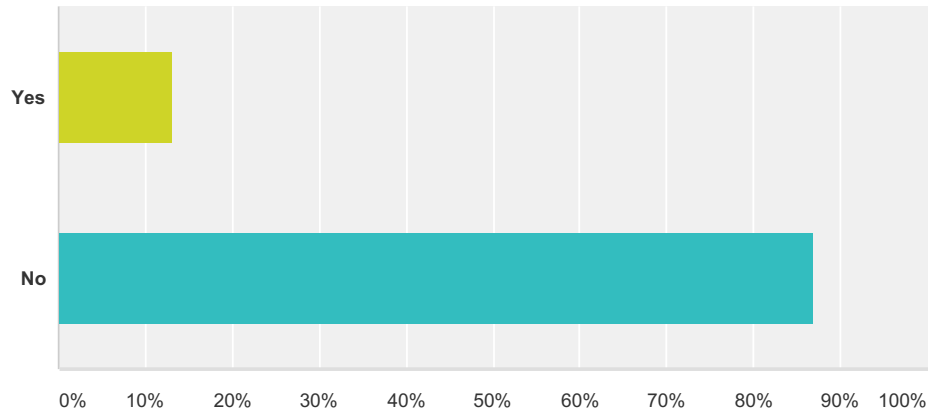


Answer Choices	Responses
<\$500,000	75.53% 355
Between \$500,000 and \$1 million	16.17% 76
Above 1 million	11.49% 54

Total Respondents: 470

Q28 Are you aware of the State Loan Guarantee Program's Financial Development Corporations?

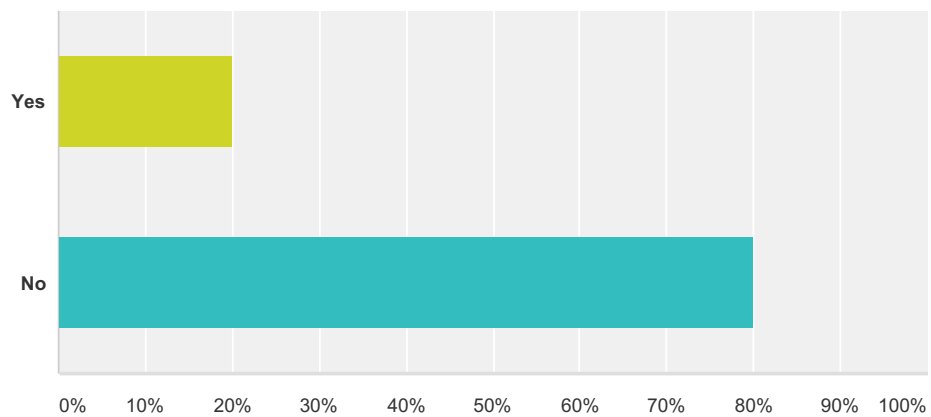
Answered: 824 Skipped: 34



Answer Choices	Responses
Yes	13.11% 108
No	86.89% 716
Total	824

Q29 Are you aware of any state lending programs?

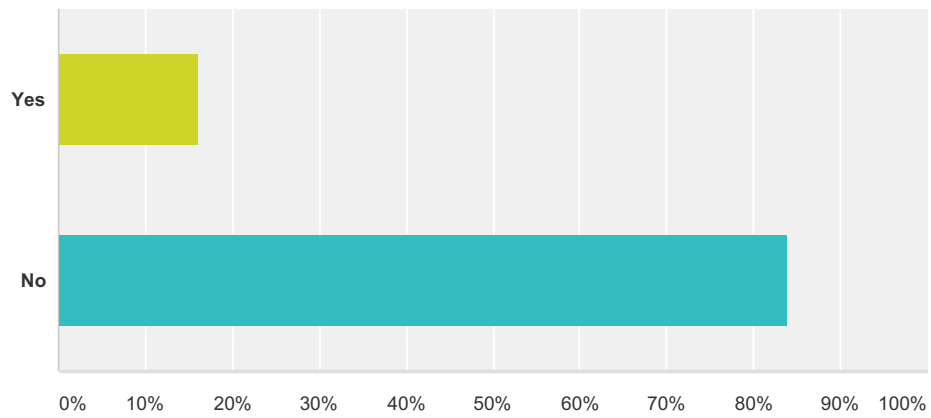
Answered: 832 Skipped: 26



Answer Choices	Responses
Yes	20.07% 167
No	79.93% 665
Total	832

Q30 Are you aware of the Workforce Investment Board?

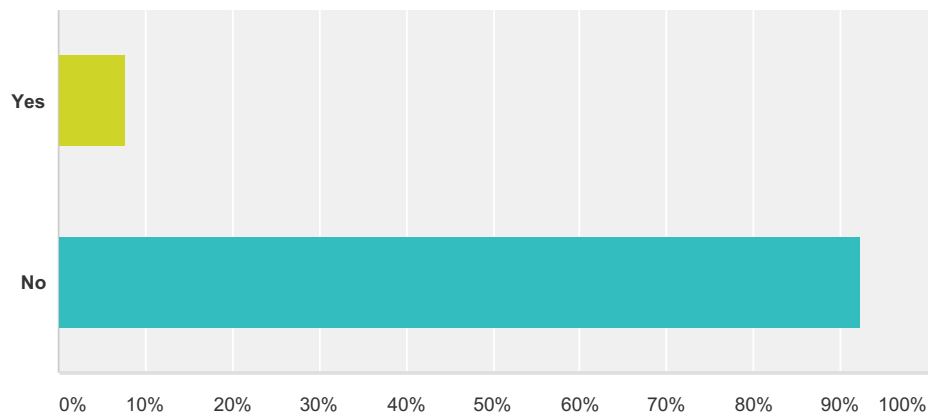
Answered: 834 Skipped: 24



Answer Choices	Responses	
Yes	16.07%	134
No	83.93%	700
Total		834

Q31 Have you interacted with the Workforce Investment Board?

Answered: 837 Skipped: 21

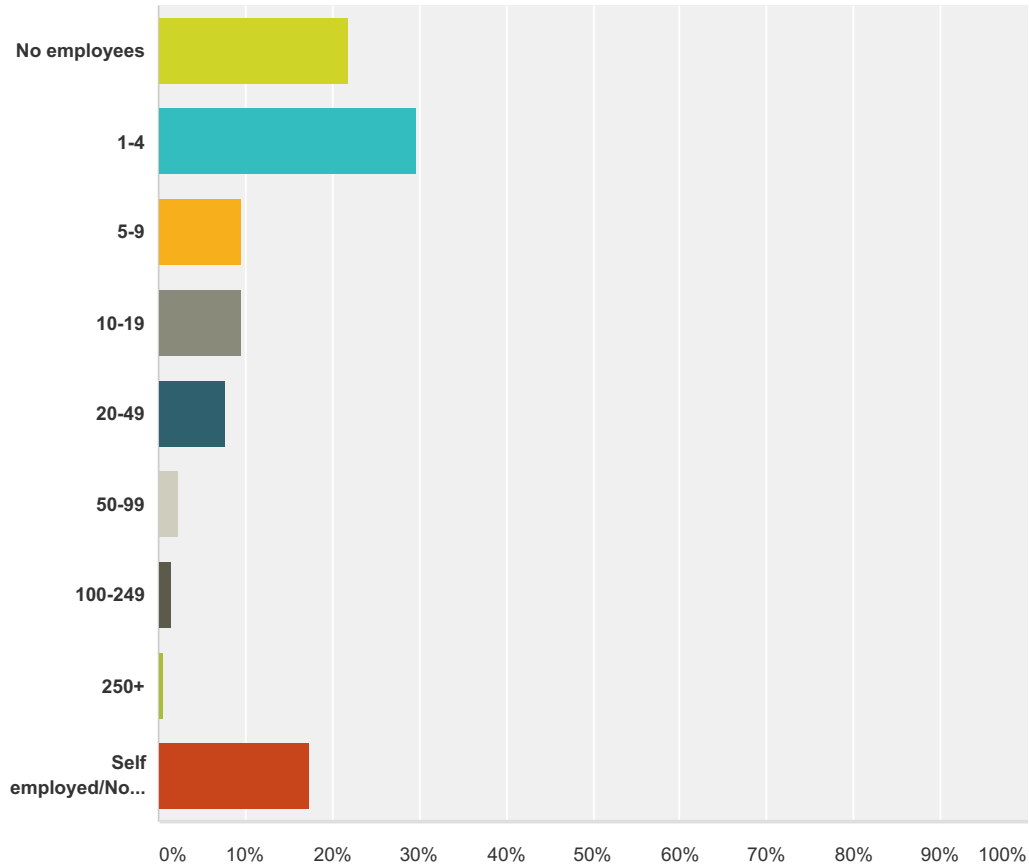


Answer Choices	Responses	
Yes	7.65%	64
No	92.35%	773
Total		837

Q32 How many full-time employees does

your company have?

Answered: 846 Skipped: 12

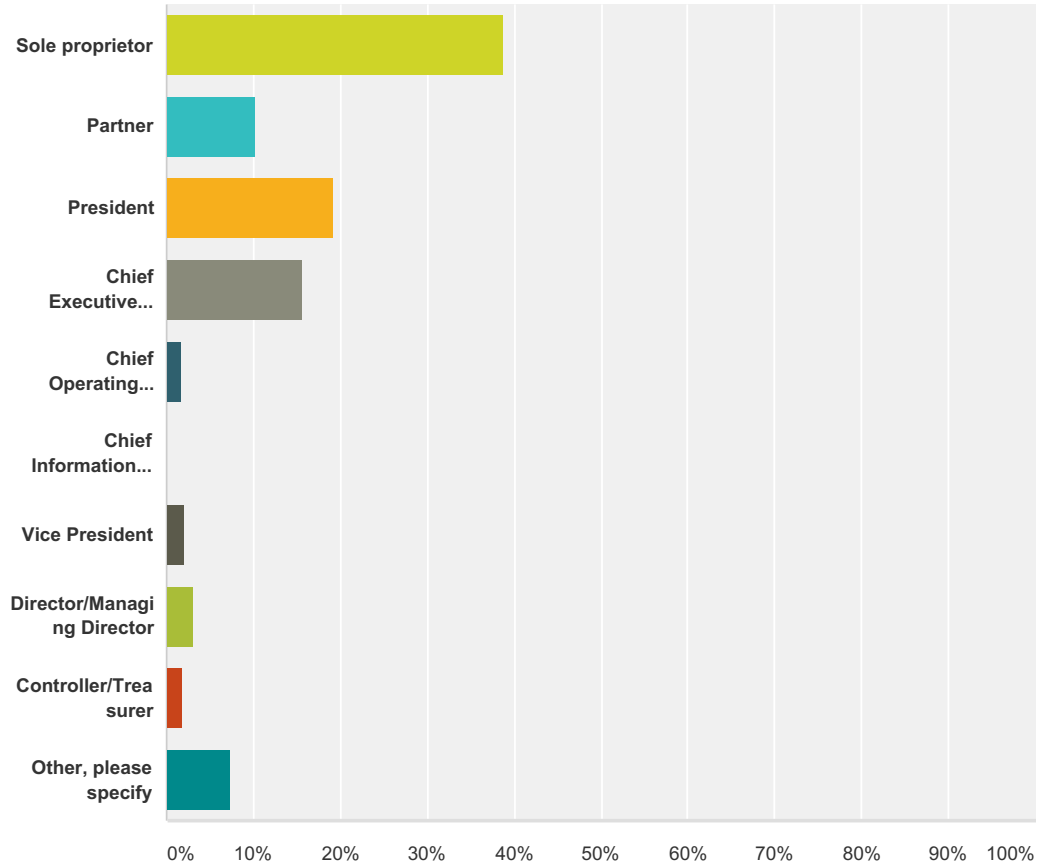


Answer Choices	Responses	
No employees	21.99%	186
1-4	29.55%	250
5-9	9.57%	81
10-19	9.57%	81
20-49	7.68%	65
50-99	2.25%	19
100-249	1.42%	12
250+	0.71%	6
Self employed/No employees	17.26%	146
Total		846

Q33 What is your official title within the company?

Answered: 846 Skipped: 12

SBCAL Small Business Survey 2016

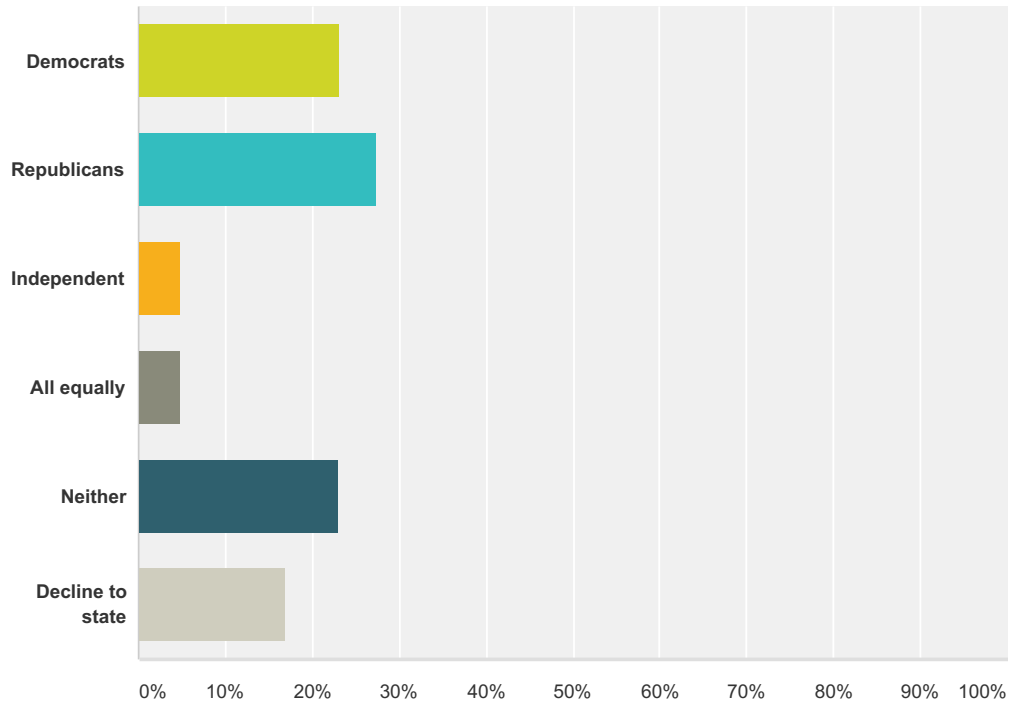


Answer Choices	Responses	
Sole proprietor	38.89%	329
Partner	10.17%	86
President	19.27%	163
Chief Executive Officer	15.60%	132
Chief Operating Officer	1.77%	15
Chief Information Officer	0.00%	0
Vice President	2.13%	18
Director/Managing Director	3.07%	26
Controller/Treasurer	1.89%	16
Other, please specify	7.21%	61
Total		846

Q34 Which political party better represents the interests of small businesses: Democrats, Republicans, both equally, or neither?

Answered: 843 Skipped: 15

SBCAL Small Business Survey 2016

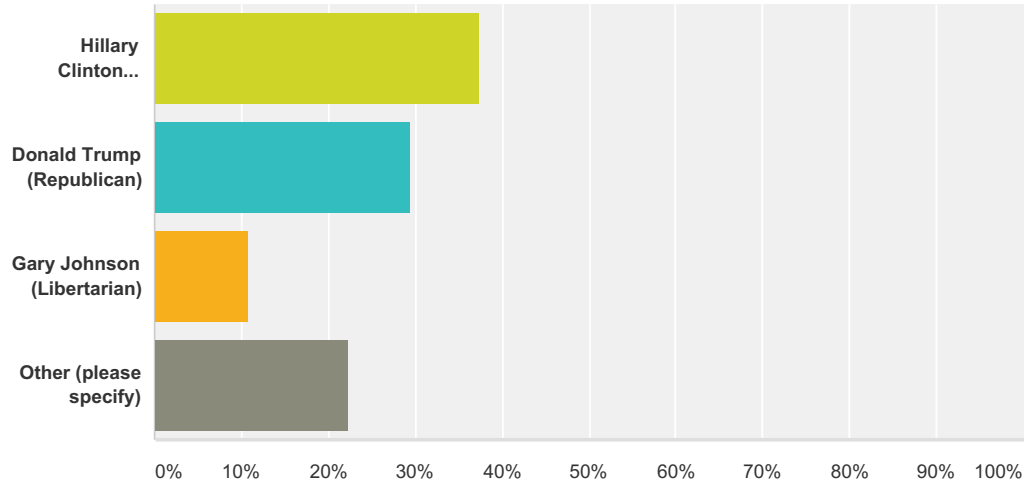


Answer Choices	Responses
Democrats	23.13% 195
Republicans	27.40% 231
Independent	4.86% 41
All equally	4.74% 40
Neither	22.89% 193
Decline to state	16.96% 143
Total	843

Q35 Which presidential candidate do you think is better for small business?

Answered: 771 Skipped: 87

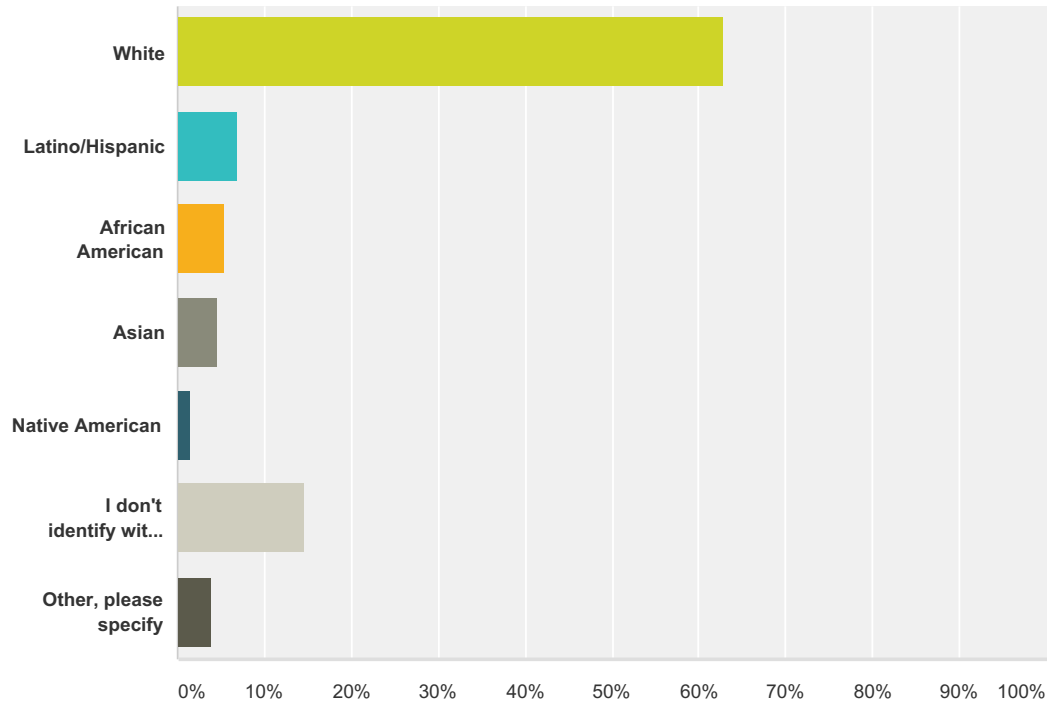
SBCAL Small Business Survey 2016



Answer Choices	Responses	Count
Hillary Clinton (Democrat)	37.35%	288
Donald Trump (Republican)	29.44%	227
Gary Johnson (Libertarian)	10.77%	83
Other (please specify)	22.44%	173
Total		771

Q36 With which racial or ethnic group do you identify yourself?

Answered: 832 Skipped: 26

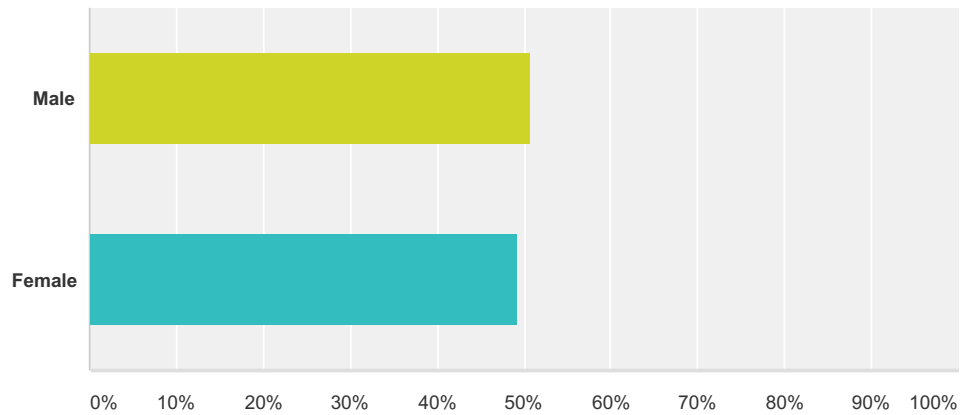


SBCAL Small Business Survey 2016

Answer Choices	Responses	
White	62.86%	523
Latino/Hispanic	6.85%	57
African American	5.41%	45
Asian	4.69%	39
Native American	1.56%	13
I don't identify with a single ethnic group	14.66%	122
Other, please specify	3.97%	33
Total		832

Q37 What is your gender?

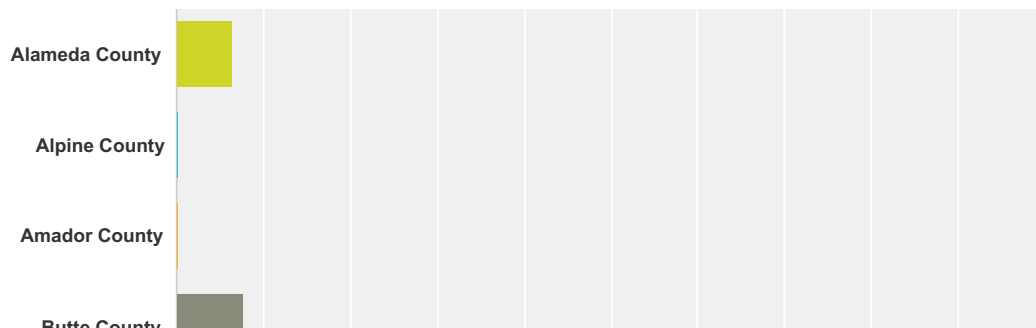
Answered: 833 Skipped: 25



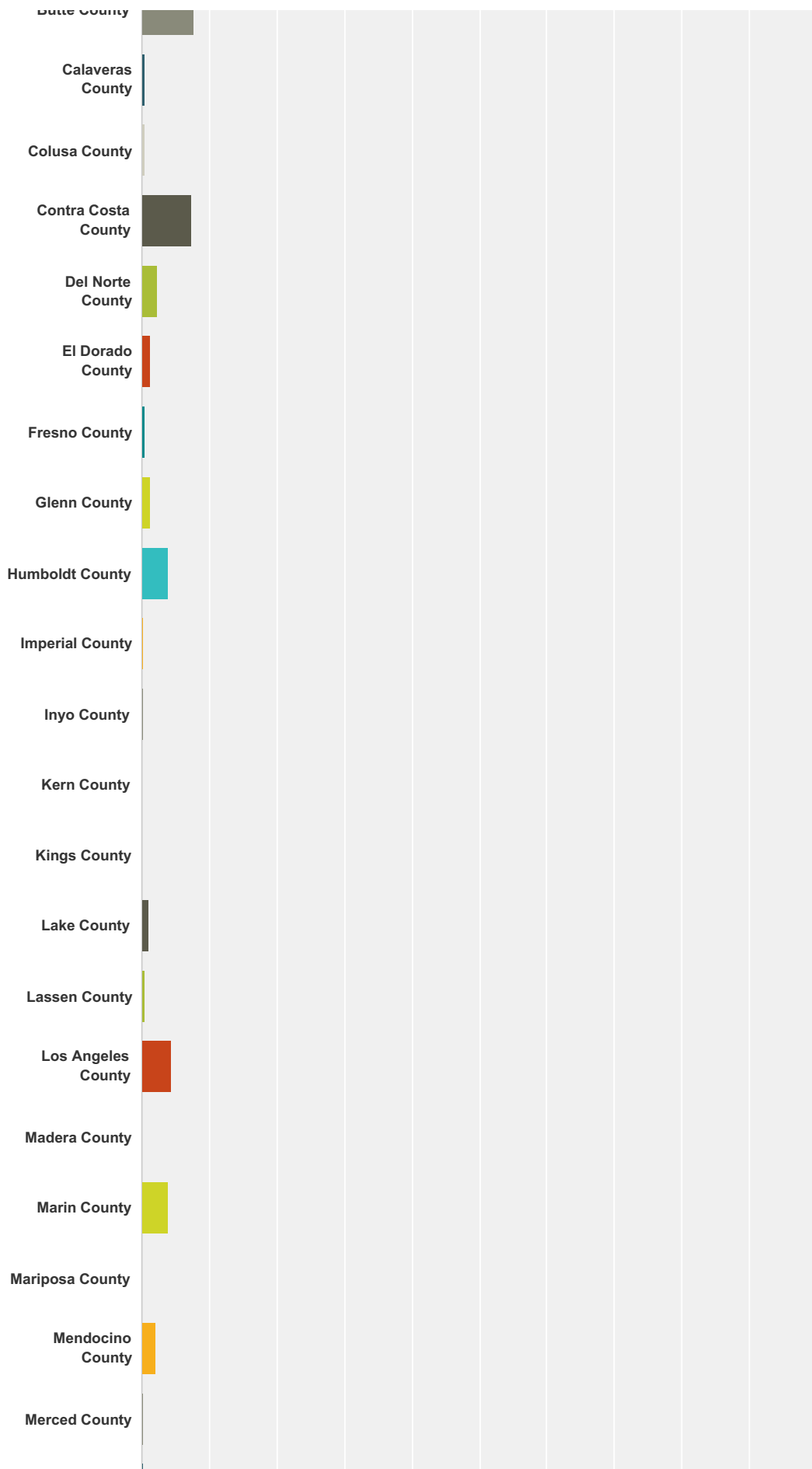
Answer Choices	Responses	
Male	50.66%	422
Female	49.34%	411
Total		833

Q38 What county is your business located in? If you have multiple locations, please check all that apply.

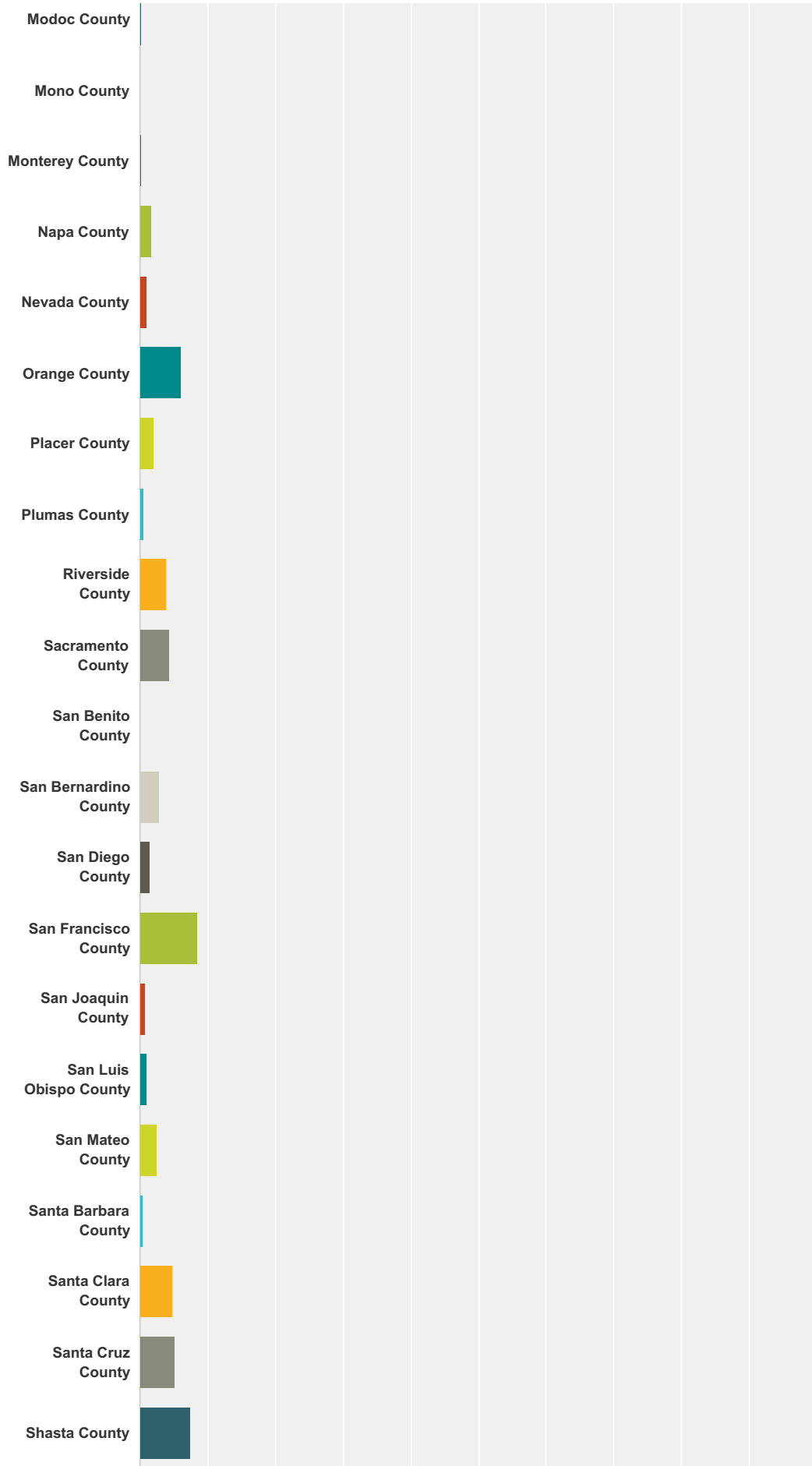
Answered: 847 Skipped: 11



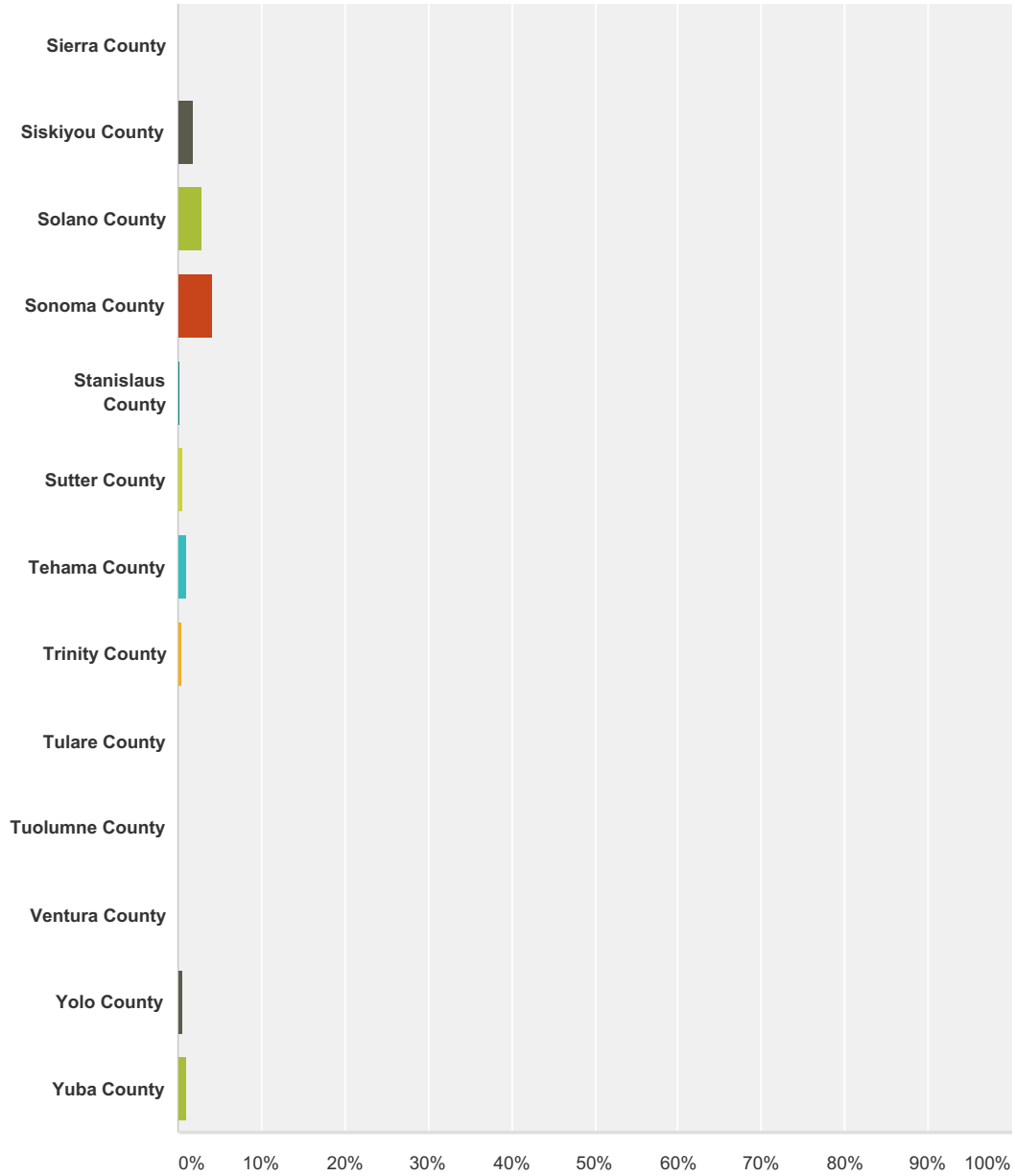
SBCAL Small Business Survey 2016



SBCAL Small Business Survey 2016



SBCAL Small Business Survey 2016



Answer Choices	Responses
Alameda County	6.38% 54
Alpine County	0.12% 1
Amador County	0.12% 1
Butte County	7.67% 65
Calaveras County	0.35% 3
Colusa County	0.47% 4
Contra Costa County	7.32% 62
Del Norte County	2.36% 20
El Dorado County	1.30% 11

SBCAL Small Business Survey 2016

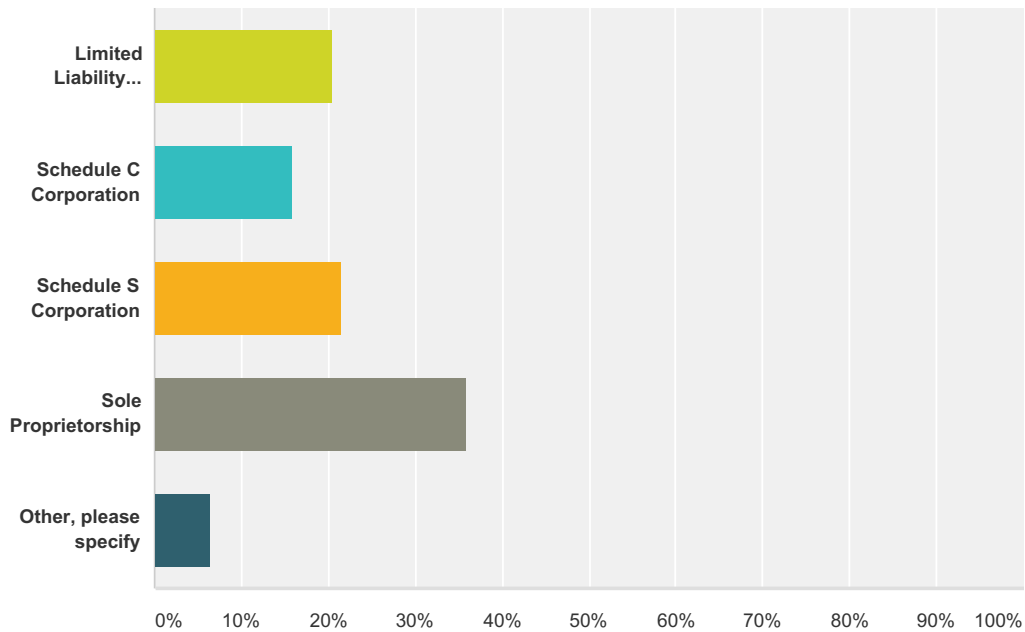
Fresno County	0.35%	3
Glenn County	1.18%	10
Humboldt County	3.90%	33
Imperial County	0.24%	2
Inyo County	0.12%	1
Kern County	0.00%	0
Kings County	0.00%	0
Lake County	0.94%	8
Lassen County	0.35%	3
Los Angeles County	4.49%	38
Madera County	0.00%	0
Marin County	4.01%	34
Mariposa County	0.00%	0
Mendocino County	2.13%	18
Merced County	0.24%	2
Modoc County	0.24%	2
Mono County	0.00%	0
Monterey County	0.24%	2
Napa County	1.77%	15
Nevada County	1.06%	9
Orange County	6.02%	51
Placer County	2.01%	17
Plumas County	0.59%	5
Riverside County	4.01%	34
Sacramento County	4.37%	37
San Benito County	0.00%	0
San Bernardino County	2.83%	24
San Diego County	1.42%	12
San Francisco County	8.50%	72
San Joaquin County	0.83%	7
San Luis Obispo County	0.94%	8
San Mateo County	2.60%	22
Santa Barbara County	0.47%	4
Santa Clara County	4.84%	41
Santa Cruz County	5.31%	45

SBCAL Small Business Survey 2016

Shasta County	7.56%	64
Sierra County	0.00%	0
Siskiyou County	1.89%	16
Solano County	2.95%	25
Sonoma County	4.13%	35
Stanislaus County	0.12%	1
Sutter County	0.71%	6
Tehama County	0.94%	8
Trinity County	0.35%	3
Tulare County	0.00%	0
Tuolumne County	0.00%	0
Ventura County	0.00%	0
Yolo County	0.59%	5
Yuba County	0.94%	8
Total Respondents: 847		

Q39 How is your business organized?

Answered: 845 Skipped: 13



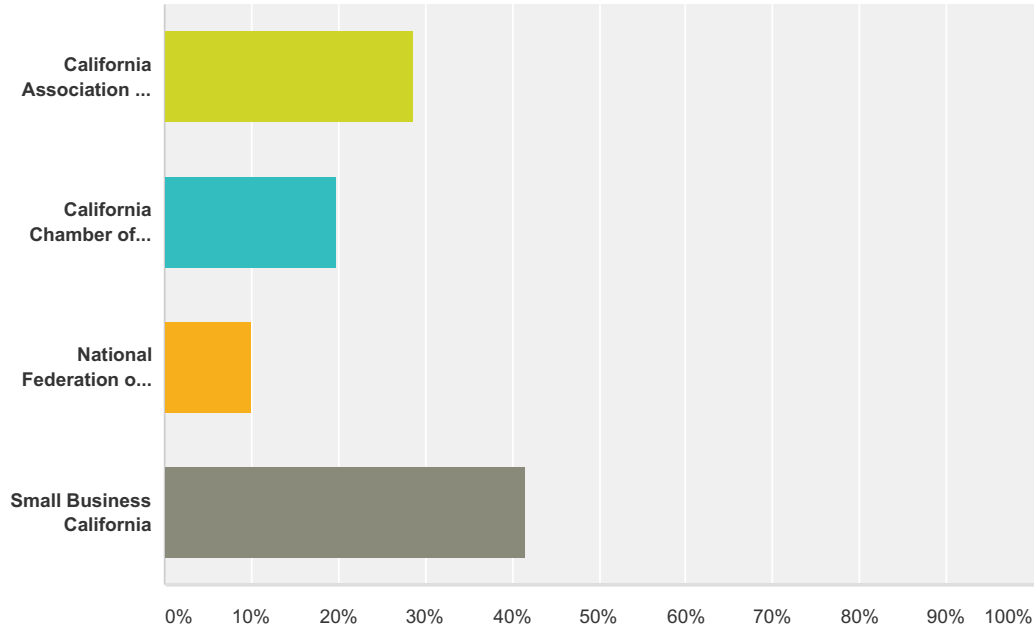
Answer Choices	Responses
Limited Liability Corporation (LLC)	20.36% 172
Schedule C Corporation	15.86% 134
Schedule S Corporation	21.42% 181

SBCAL Small Business Survey 2016

Sole Proprietorship	35.86%	303
Other, please specify	6.51%	55
Total		845

Q40 What association best represents your interests in California?

Answered: 481 Skipped: 377



Answer Choices	Responses
California Association of Small Businesses	28.69% 138
California Chamber of Commerce	19.75% 95
National Federation of Independent Businesses	9.98% 48
Small Business California	41.58% 200
Total	481

Q41 If you would like more information about Small Business California and the work we do, please give us your contact information.

Answered: 203 Skipped: 655

Answer Choices	Responses
Name	97.54% 198
Company	88.18% 179
Address 1	97.04% 197

SBCAL Small Business Survey 2016

Address 2	12.32%	25
City/Town	96.55%	196
State/Province	97.04%	197
Zip/Postal Code	96.55%	196
Country	87.19%	177
Email Address	96.06%	195