Florida Small Business Index

2018 Quarter 3 Survey Results

Presented by the Florida Chamber of Commerce Small Business Council
July 2018
About the Florida Chamber’s Small Business Council

Florida’s small businesses are essential to the continuing recovery of the Florida economy. The Florida Chamber’s Small Business Council works directly with state and national leaders to pass important legislation such as reducing the business rent tax and reducing the cost of healthcare.

The Florida Chamber’s Small Business Council provides a unified voice for all small businesses in our mission to secure Florida’s future. Participants meet with legislators, contact media, and testify before both Florida’s House and Senate on issues important to small businesses.

Survey Overview

Many in Florida's small business community are experiencing both challenges and successes as our economy grows. As we work to secure Florida’s future, it is crucial that the Florida Chamber of Commerce understands what issues are most important to small businesses. The purpose of the Small Business Index Survey is to track trends and issues affecting small businesses in Florida. Small business owners are surveyed in order to monitor small business trends and identify emerging issues that may be addressed by the Florida Chamber’s Small Business Council. The Council’s previous surveys were performed in May 2010, September 2010, February 2011, July 2011, March 2012, June 2012, September 2012, December 2012, April 2013, July 2013, September 2013, January 2014, May 2014 and August/September 2014, May 2015, September 2015, December 2015/January 2016, March 2016, June 2016, August/September 2016, December 2016, March/April 2017, June/July 2017, September/October 2017, December 2017/January 2018, and March/April 2018.

This survey is a nonscientific, random sampling of small business owners in Florida. It was conducted June 13, 2018 through July 13, 2018 and received 129 responses. The electronic survey was e-mailed to small businesses in Florida; and distributed by local chambers of commerce throughout the state; and posted on social media including Facebook and Twitter.

Of those responding:
- 26% of respondents employ less than 5 employees;
- 48% employ 5 to 49 employees;
- 12% employ 50 to 99 employees; and
- 14% employ 100 to 500 employees.

Additionally:
- 76% of respondents employ less than 5 part-time employees;
- 16% employ 5 to 49 part-time employees;
- 2% employ 50 to 99 part-time employees; and
- 6% employ 100 or more part-time employees.
Survey Analysis

The Florida Chamber’s 3rd Quarter survey of 2018 shows that Florida’s small businesses are increasingly concerned about workforce quality. In fact, 29 percent of this survey’s respondents indicated “Workforce Quality” was their top issue. It was the top issue in the previous quarter’s survey at 21 percent, and also the top issue one year ago in the 3rd quarter of 2017. “Economic Uncertainty” was the second-highest response to this question, with 14 percent of respondents indicating it was their top issue. This was the same percentage as last quarter’s survey.

Tied for third place is “Government Regulations” and “Lawsuit Abuse” with 9 percent each. “Healthcare Costs” and “Growth Management Issues” round out the top issues for Florida’s small businesses with 6 percent each.


When asked to disclose their outlook for the Florida economy over the next three years, 57 percent of respondents expect the economy to improve, down from 70 percent one year ago. Even more interesting is that 38 percent of businesses expect the economy to weaken over the next 3 years – up from 20 percent in the third quarter survey in 2017.

Small Business Employment Outlook:

- 45 percent of respondents expect to hire in the next six months – this is up slightly from the 44 percent planning to hire in our Q3 2017 survey.

- An indicator of small business expansion in Florida – 44 percent of businesses have plans to make investments in plants or equipment, down slightly from 50 percent one year ago. Of those businesses planning to make investments, 36 percent of them plan to make them within the next 12 months. More than half of next year’s expansion investments are expected to occur within the next 6 months

A positive sign of business confidence is that 31 percent of Florida’s small businesses in this survey indicate confidence in the direction the state is taking to make Florida a better place to conduct business. This is up from 21 percent one year ago, and 19 percent two years ago.
Survey Results

Comparisons

Q1: Top issues facing Florida small businesses today:

1. Workforce Quality – 29%
2. Economic Uncertainty – 14%
3. Government Regulations – 9%
4. Lawsuit Abuse – 9%
5. Healthcare Costs – 6%
6. Growth Management Issues – 6%

Q4:

Company Sales Over the Last 3 Months Compared to the Same Period Last Year

- 49% Higher
- 14% Lower
- 37% Unchanged
Q5: Company Sales Over the Last 3 Months as Compared to Prior 3 Months

- Higher: 36%
- Unchanged: 45%
- Lower: 19%

Q6: How Do You Expect the Economy Will Change Over the Next Year?

- Improve Significantly: 2%
- Improve Slightly: 13%
- Remain Unchanged: 21%
- Weaken Slightly: 19%
- Weaken Significantly: 45%
Q7:

How Do You Expect the Economy Will Change Over the Next 3 Years?

- Improve Significantly: 8%
- Improve Slightly: 39%
- Remain Unchanged: 30%
- Weaken Slightly: 5%
- Weaken Significantly: 18%

Q8:

How Do You Expect Your Company's Sales Will Change Over the Next 3 Months?

- Increase: 50%
- Remain Unchanged: 45%
- Decrease: 5%
Q9:

How Do You Expect Your Company's Sales Will Change Over the Next Year?

- Increase: 62%
- Remain Unchanged: 29%
- Decrease: 9%

Q10:

Does your company do business internationally?

- Yes: 28%
- No: 72%
Q12:

Employment Plans During the Next Six Months

- Hire many new employees: 8%
- Hire few new employees: 5%
- Maintain current workforce: 37%
- Lay off few employees: 0%
- Lay off Many Employees: 2%
- Not Sure: 2%

Q13:

Top obstacles preventing you from hiring new employees?

- Economic Uncertainty: 48%
- Lack of Sales: 22%
- Too Much Regulation: 4%
- Requirements of the federal health care bill: 4%
- Uncertainty about what state government will do next: 2%
- Not Applicable: 0%
Q14:

**Plans to Increase Investments in Plant or Equipment**

- Yes, less than 6 months: 24%
- Yes, 6-12 months: 40%
- Yes, more than 1 year: 16%
- No, does not apply: 8%
- No, no plans: 12%

Q15:

**Is Your Business Better Off Today Than It Was Six Months Ago?**

- Much Better: 7%
- Better: 38%
- Same: 46%
- Worse: 7%
- Much Worse: 2%
Q16: Overall, how reasonable are state government regulations of small businesses today?

- Very Reasonable: 3%
- Somewhat Reasonable: 4%
- Somewhat Unreasonable: 44%
- Very Unreasonable: 49%

Q17: Worried about regulations, restrictions and taxes that have been put on your business in Tallahassee, negatively impacting your ability of do business?

- Not at all worried: 39%
- Not very worried: 46%
- Somewhat worried: 6%
- Very worried: 9%
Q19: Confidence in the Direction the State is Taking to Make Florida a Better Place to Conduct Business

- Very Confident: 5%
- Confident: 26%
- Neutral: 28%
- Somewhat Confident: 25%
- Not Confident: 16%

Q21: Able to Obtain Financing During the Last 6 Months

- Yes: 34%
- No: 7%
- I did not need capital financing: 59%
Q22: Ability to Obtain Financing During the Next 6 Months

- Easier: 19%
- Harder: 23%
- Not Applicable: 58%