



HOW IS GOVERNMENT WORKING FOR SMALL BUSINESS?

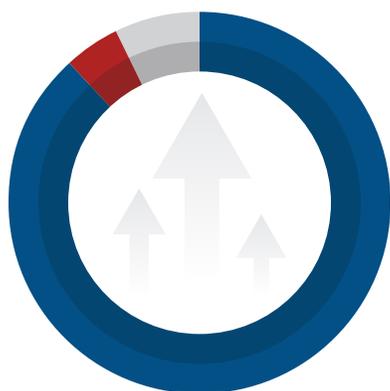
NWYC Index on Sentiment Towards Congress | 4th Quarter 2016 Results

Small business owners across America voice high levels of optimism for the new Presidential Administration and Congress to help them achieve their business objectives.

Optimism Towards New U.S. Leadership

An overwhelming 88.3% of small business owners report they are hopeful that America's new presidential and legislative leadership will improve their business results in 2017.

How hopeful am I about my business results?



- 88.3% Hopeful
- 7.1% Neutral
- 4.6% Not Hopeful

Business Rationale For Optimism

The renewed sense of optimism is based on expected improvements in short-term business outcomes, long-term success, as well as in the overall climate for business operations. An overwhelming number of small business owners agree with the following specific impacts, varying from 47-97%.

What specific impact do I expect on my business?

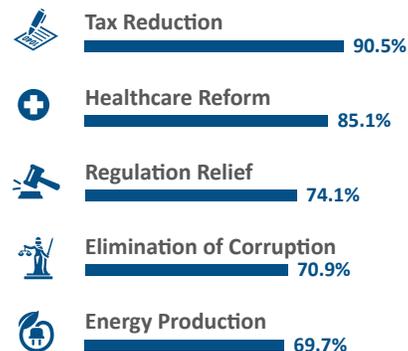


Legend: Agree (blue), Neutral (grey), Disagree (red)

First 100 Days

Small business owners expect the most direct and positive impact on their 2017 business results from five specific components of the presidential administration's first 100 days agenda: tax reduction, healthcare reform, regulation relief, elimination of corruption, and energy production.

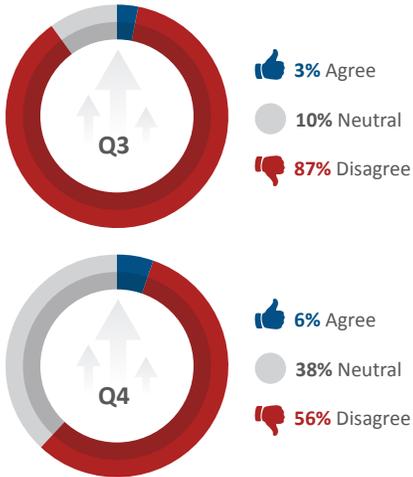
Which priorities will help my business?



Overall Sentiment Towards Work of Congress

Twice the number of small business owners reported that Congress helped their business in 4th quarter 2016 compared with 3rd quarter 2016, a further indication of their increased overall optimism.

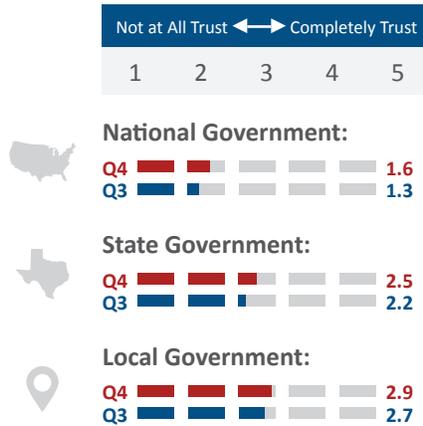
Did Congress help my business?



Trust In Government

While small business owners continue to generally distrust national and state government, their trust increased in 4th quarter compared to 3rd quarter. For local government, more owners trust than distrust, continuing the trend that the more local, the more trusted.

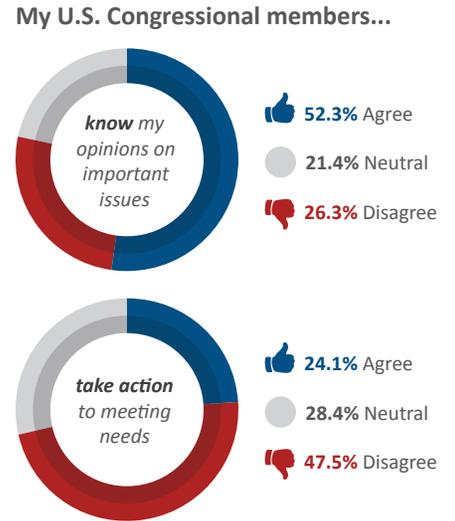
Do I trust government? (weighted average)



Congressional Action

While 52% of small business owners agree their elected congress members know their opinions on important issues, only 24% agree that Congress takes action to meet their small business needs. The new Congress has a continued clear mandate from small business to act on issues that matter.

Are my opinions heard and acted on?



Demographics

NWYC's Index on the Sentiment of Small Business Owners towards Congress is based on data collected using an online survey administered January 4-12, 2017. Email notification was distributed to a sample of over 17,000 individuals drawn from membership files of NWYC. One additional reminder email was sent. A total of 1,039 respondents participated at an overall response rate of 6%. Respondents represent 46 of the 50 states in the U.S., 95.2% identify as small business owner/operators and 67.7% are aged 45-64. Their businesses are small, with 59.6% employing 1-9 employees and 36.2% with 10-99 employees. The predominant industries represented are construction, manufacturing, services, agriculture, and retail trade.



About National Write Your Congressman

National Write Your Congressman (NWYC) is an organization that gives small businesses a voice in American government. As the nation's largest, privately held, nonpartisan membership organization made up of small businesses, NWYC is dedicated to the delivery of constituent opinions to representatives in Washington. For more than 55 years, NWYC has provided small business owners and operators the tools necessary to connect with members of Congress and a platform to let their collective voice be heard. NWYC's team of experts provides unbiased, nonpartisan information and research on top issues and pending legislation relevant to small business owners today. NWYC presents both sides of the issue so that members can form an educated opinion and let their opinions be heard. For more information, visit: www.nwyc.com.