



2015 SMALL BUSINESS CREDIT SURVEY

*Report on
Employer Firms*

The Full Sample *versus* Florida SBDC Network

Methodology

This is a comparison of the 172 employer firms that completed the survey through the distribution link given to the Florida SBDC Network and the full sample of 3,459 employer firms that participated in the survey. The full sample is weighted by age of firm, size and industry.

The results shown from the Florida SBDC Network are a subset of the full sample results. Unlike the full sample, the responses shown from only Florida SBDC Network are not weighted. Thus differences between the survey partner and the full sample could be attributable to differences in the types of firms that are members of the organization.

See the demographics comparison to understand how the characteristics of firms from the Florida SBDC Network differ from those in the full weighted sample.

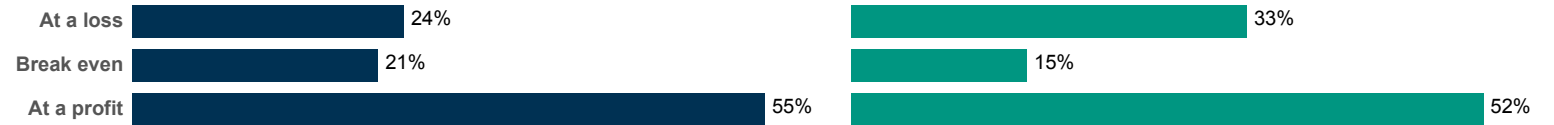
Note: If 0 participants from Florida SBDC Network selected a particular survey option, the bar will look as though it is missing from the chart.

PERFORMANCE

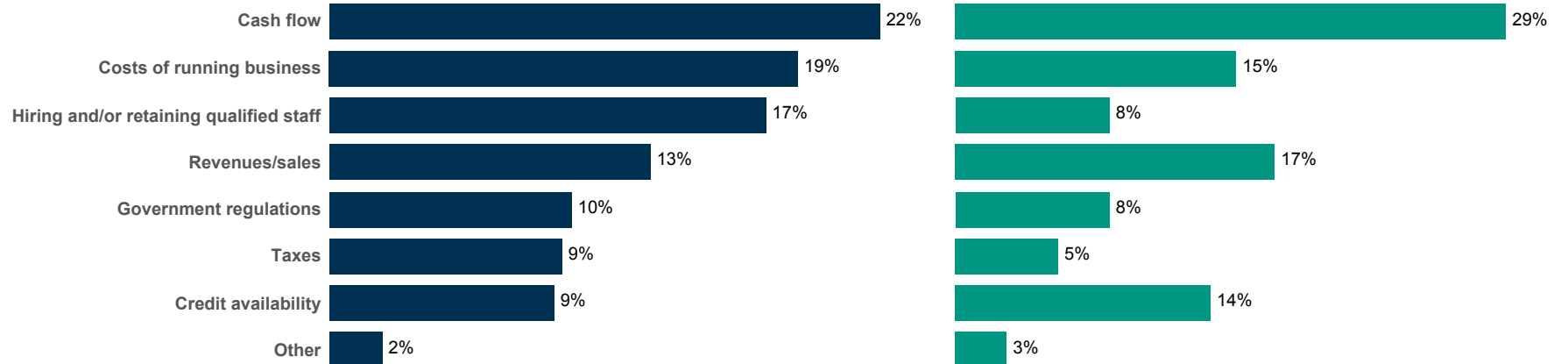


The Full Sample vs Florida SBDC Network (n=172)

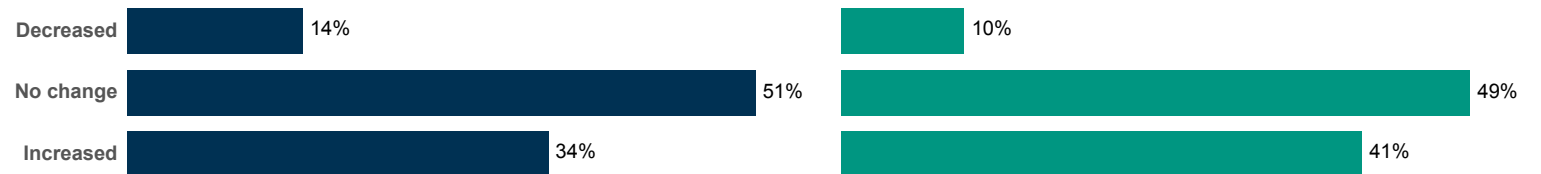
Profitability, end of 2014



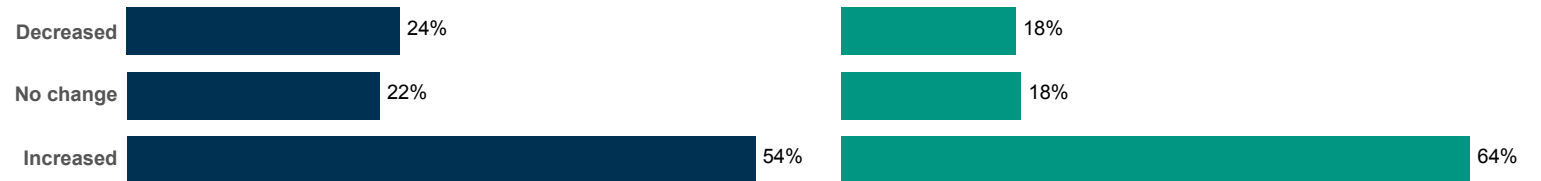
Top Challenge, past 12 months



Employment change, past 12 months



Revenue change, past 12 months



Full Employer Firm Sample (weighted)

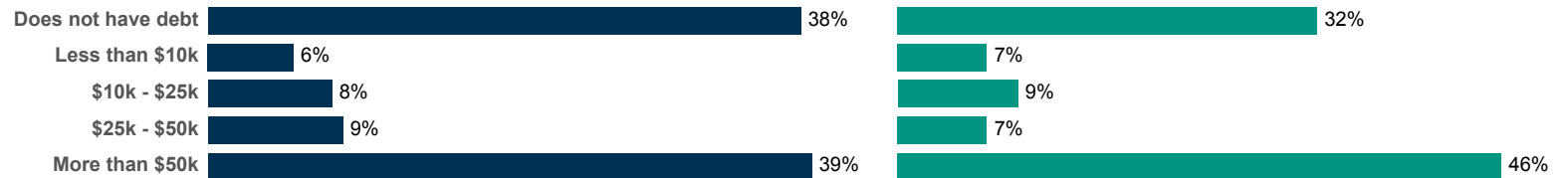
Partner Sample (unweighted)

FINANCING AND DEBT

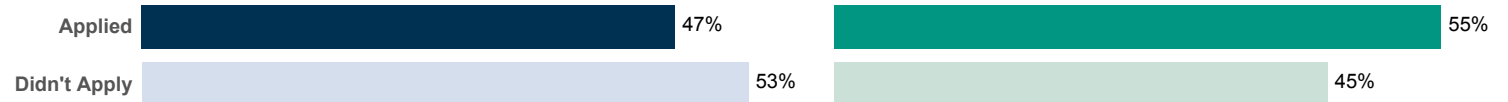


The Full Sample vs Florida SBDC Network (n=172)

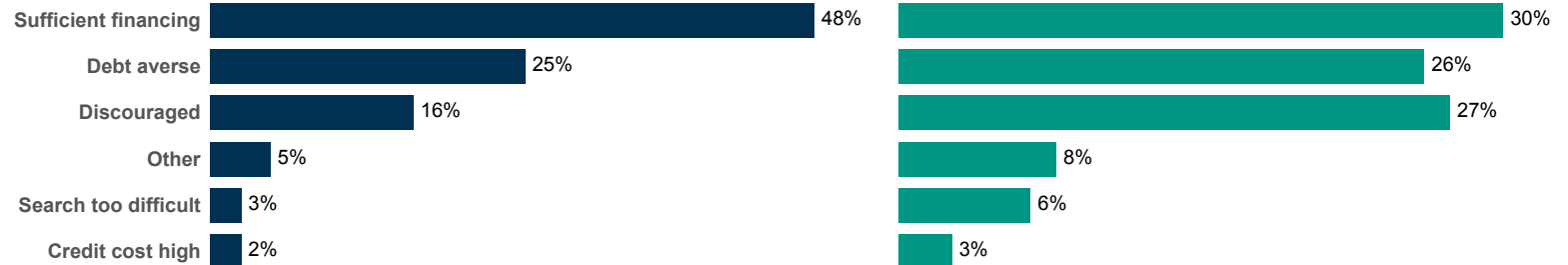
Outstanding debt, at time of survey



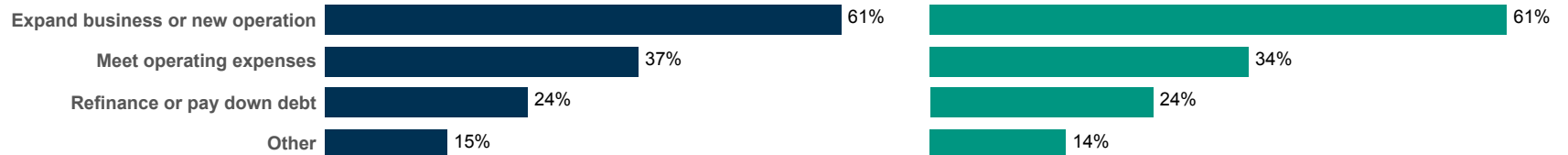
Demand for financing, past 12 months



Reason for not applying, percent of non-applicants



Reason for applying, percent of applicants



Financing success, percent of applicants



Full Employer Firm Sample (weighted)

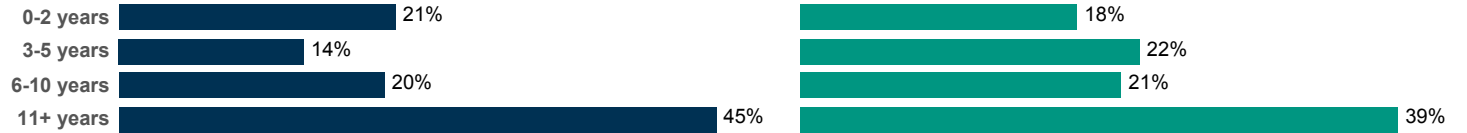
Partner Sample (unweighted)

DEMOGRAPHICS

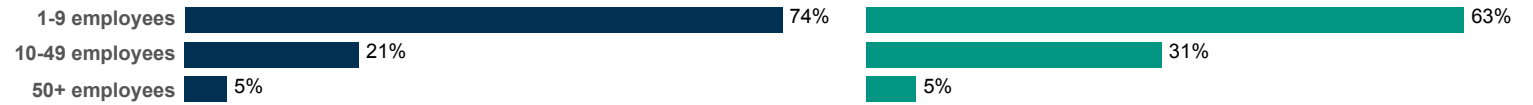


The Full Sample vs Florida SBDC Network (n=172)

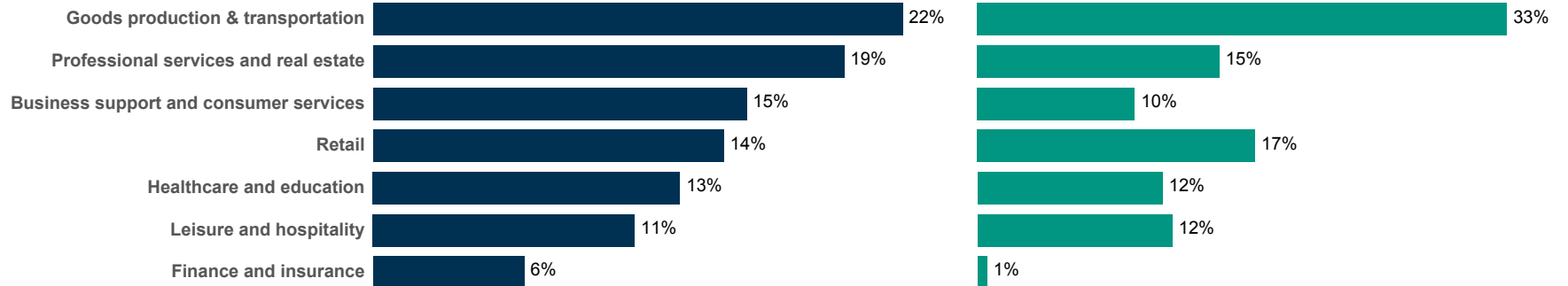
Age distribution



Size distribution



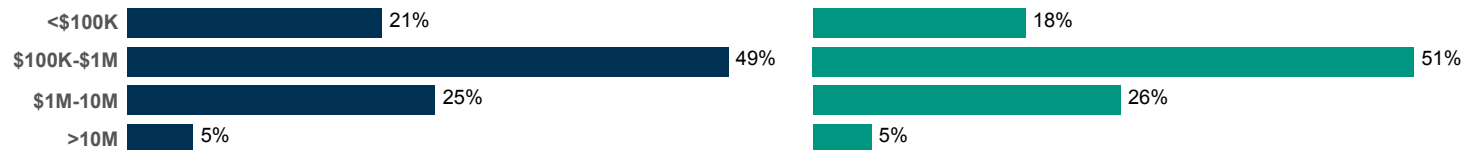
Industry distribution



Growing firm distribution*



Revenue size distribution



Full Employer Firm Sample (weighted)

Partner Sample (unweighted)

* Growing firms are those reporting increased revenues and employment in the prior year, and that expect to maintain or increase the number of employees in the next 12 months.

DEMOGRAPHICS



The Full Sample vs Florida SBDC Network (n=172)

