



FedEx SME Trade Index - U.S. & Canada

Conducted and Prepared by Morning Consult

November 12, 2019

Methodology

- This poll was conducted between **September 12 and September 16, 2019.**
- The poll was conducted among small business decision makers, which are defined as those who work for companies with less than 500 employees and hold a position of manager or higher. **1000 Small Business Decisions makers were interviewed in the US and 500 were interviewed in Canada.**
- Interviews were conducted **online** using a panel of respondents.
- These data are **not weighted**, though basic stratification parameters for gender and region were in place during the sampling process.
- Results from the full survey have a margin of error of plus or minus **3 percentage points.**

Key Points

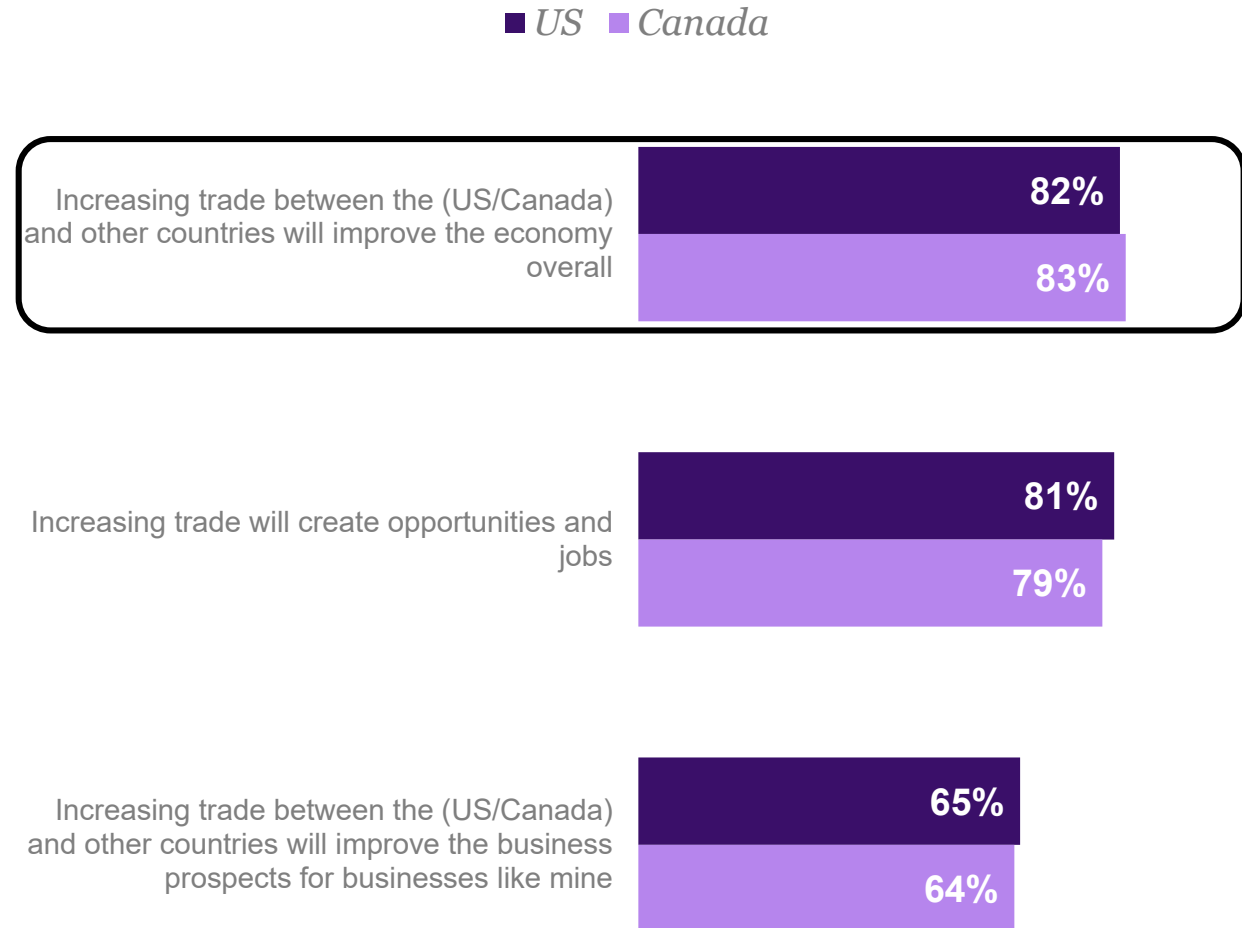
- 1 **More than four in five US small businesses (82%) and Canadian small businesses (83%) agree** that increasing trade between their countries and other countries will improve the economy, overall.
- 2 **73% of US small businesses and 77% of Canadian small businesses believe** that trade is key to growing and expanding their country's economy.
- 3 Nearly three quarters of small businesses in the US (74%) and 78% in Canada think expanding trade and business opportunities between their country and customers in other countries will **increase job growth**.
- 4 More than half of US small businesses (56%) and 57% of Canadian small businesses think increasing trade between their country and other countries will **help their company**.
- 5 While small businesses in the US and Canada feel that trade is critically important to the economies and growth of both their countries and their businesses, many face obstacles when engaging in trade. More than a third of small businesses in the US (35%) and a quarter of Canadian small businesses (24%) say that **fees and tariffs have impacted the growth of their business a great deal**.

Economic and Trade Policy

More than four in five US small businesses (82%) and Canadian small businesses (83%) agree that increasing trade between their countries and other countries will improve the economy, overall.

Please indicate if you agree or disagree with the following statements... *Showing Percent Strongly/Somewhat Agree*

SMBs in US and Canada



*As indicated via the parenthesis, respondents in US were asked about the US and respondents in Canada were asked about Canada.

Economic and Trade Policy

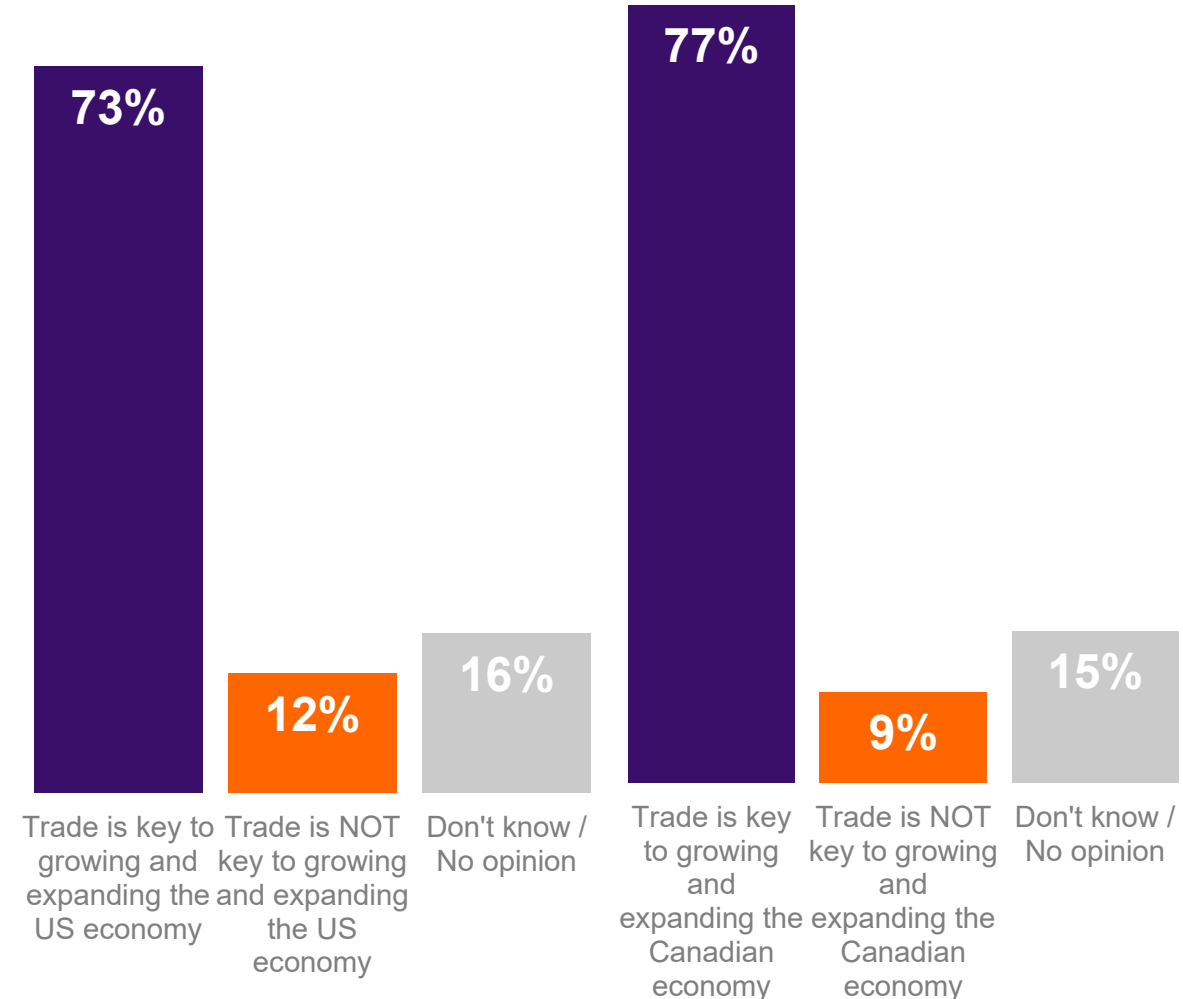
73% of US small businesses and 77% of Canadian small businesses believe that trade is key to growing and expanding their country's economy.

Which of the following comes closest to your view, even if neither is exactly right?

SMBs in US and Canada

United States

Canada



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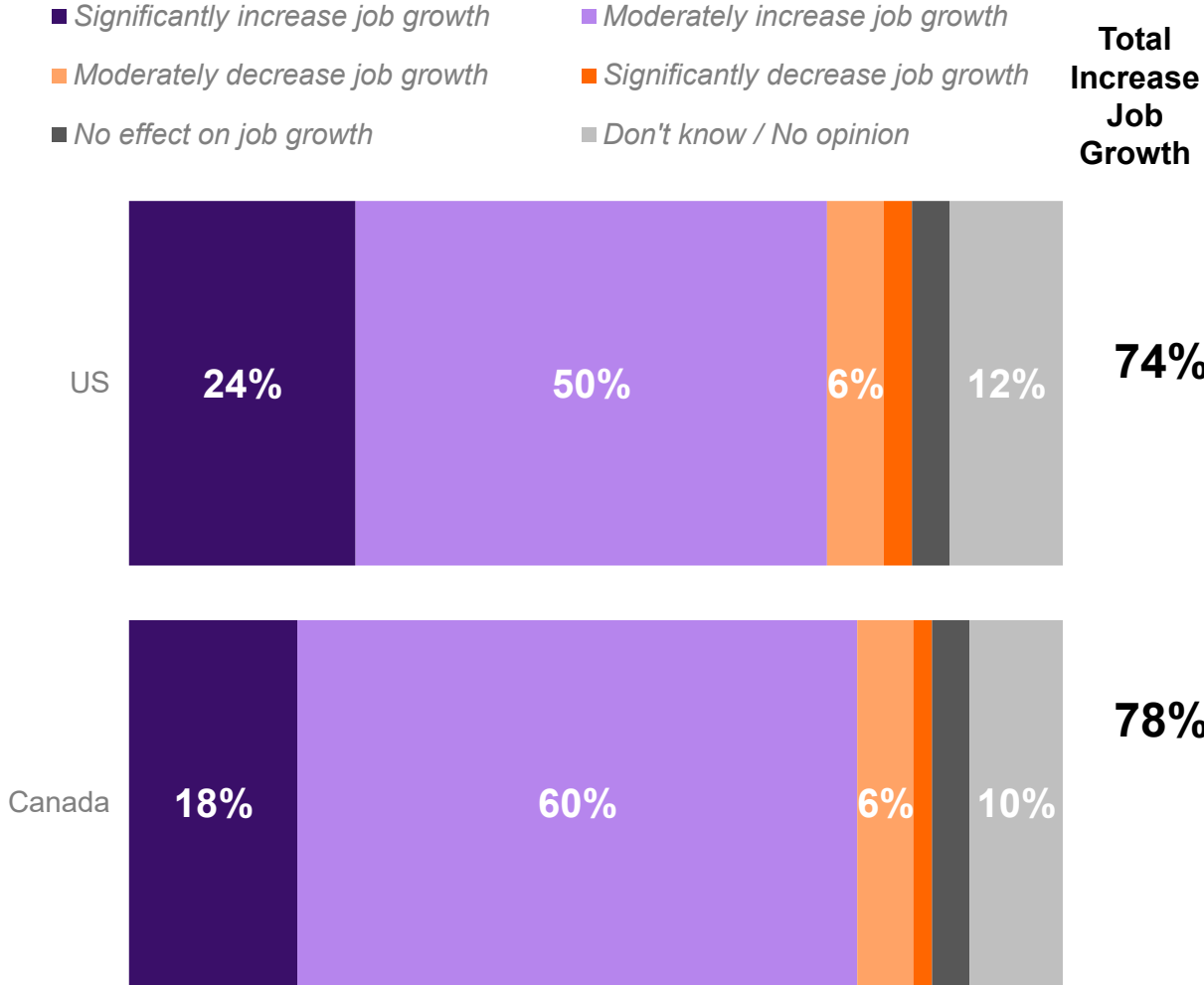
Economic and Trade Policy

Nearly three quarters of small businesses in the US (74%) and 78% in Canada think expanding trade and business opportunities between their country and customers in other countries will increase job growth.



In general, how do you think expanding trade and business opportunities between (the United States/Canada) and customers in other countries will impact (United States/Canadian) job growth?

SMBs in US and Canada



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Economic and Trade Policy

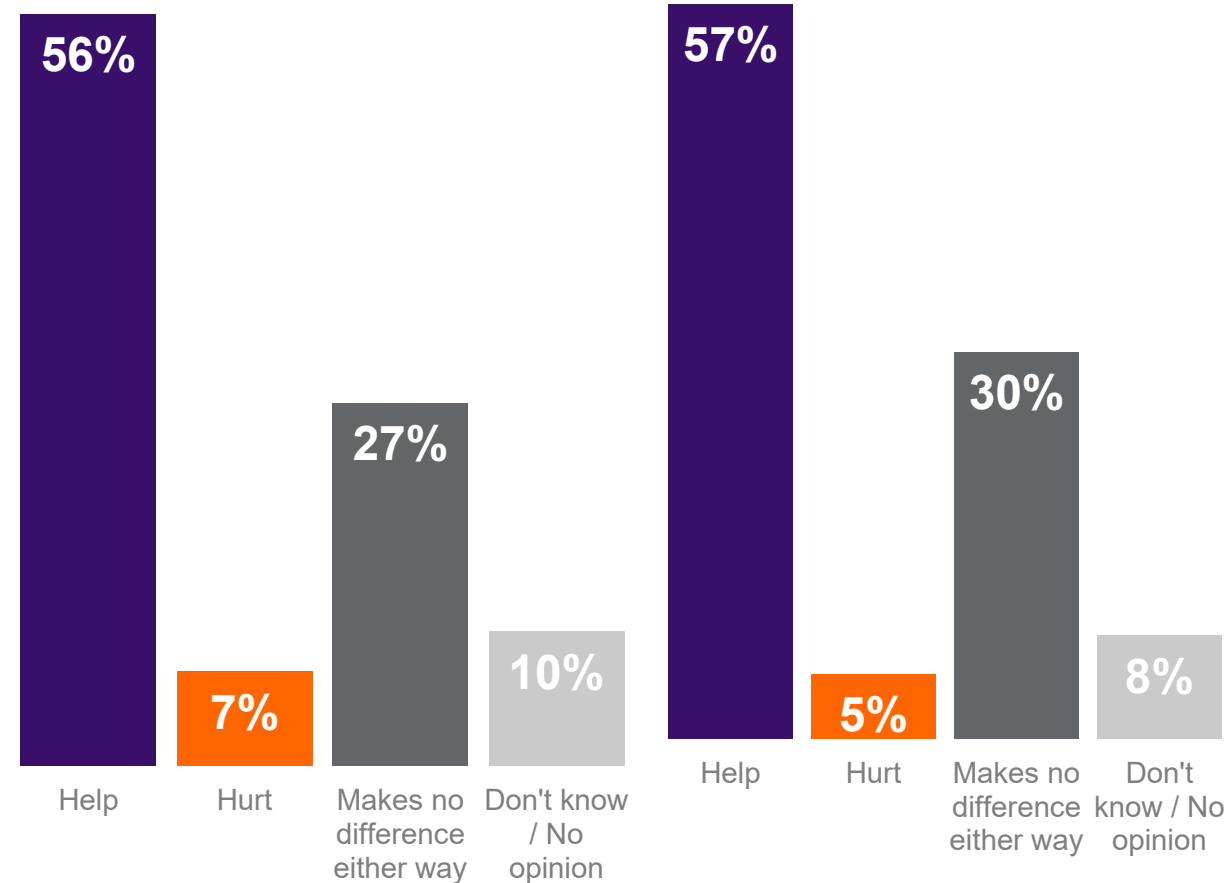
More than half of US small businesses (56%) and 57% of Canadian small businesses think increasing trade between their country and other countries will **help** their company.

Do you think increasing the amount of trade between the (United States/Canada) and other countries will help, hurt, or make no difference either way for your business or company?

SMBs in US and Canada

United States

Canada



*As indicated via the parenthesis, respondents in US were asked about the US and respondents in Canada were asked about Canada.

Barriers to Trade

More than a third of small businesses in the US (35%) and a quarter of Canadian small businesses (24%) say that fees and tariffs have impacted the growth of their business a great deal.

How much of an impact have fees and tariffs had on the growth of your business?

SMBS in US and Canada who import or export goods

