



FedEx U.S. SME Trade Index

Conducted and Prepared by Morning Consult

October 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.**
- 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%) agree** that increasing trade between their countries and other countries will improve the economy, overall.
- 2 **73% of US 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%) 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%) think increasing trade between their country and other countries will **help their company.**
- 5 While small businesses in the US feel that trade is critically important to the economy and growth of both their country and their business, many face obstacles when engaging in trade. More than a third of small businesses in the US (35%) say that **fees and tariffs have impacted the growth of their business a great deal.**
- 6 **Three quarters of US small businesses (75%)** report that selling goods online internationally is important to the growth of their business.

Economic and Trade Policy

More than four in five US small businesses (82%) 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

Increasing trade between the US and other countries will improve the economy overall

82%

Increasing trade will create opportunities and jobs

81%

Increasing trade between the US and other countries will improve the business prospects for businesses like mine

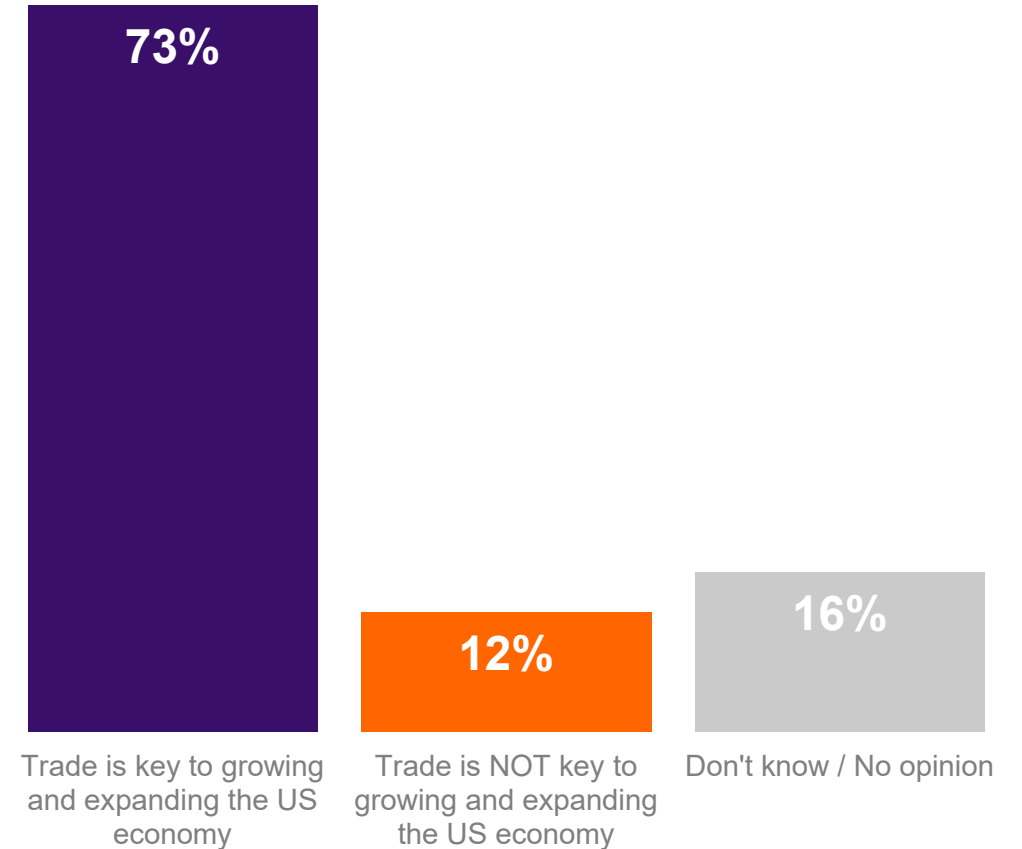
65%

Economic and Trade Policy

73% of US 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

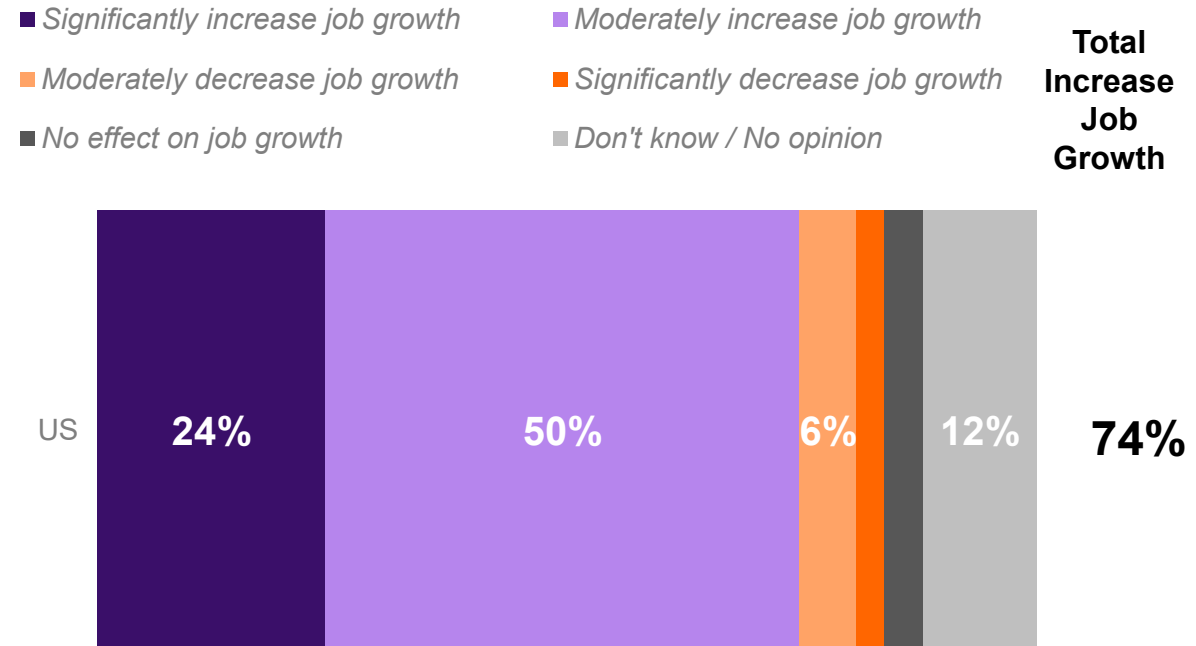


Economic and Trade Policy

Nearly three quarters of small businesses in the US (74%) 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 and customers in other countries will impact United States job growth?

SMBs in US

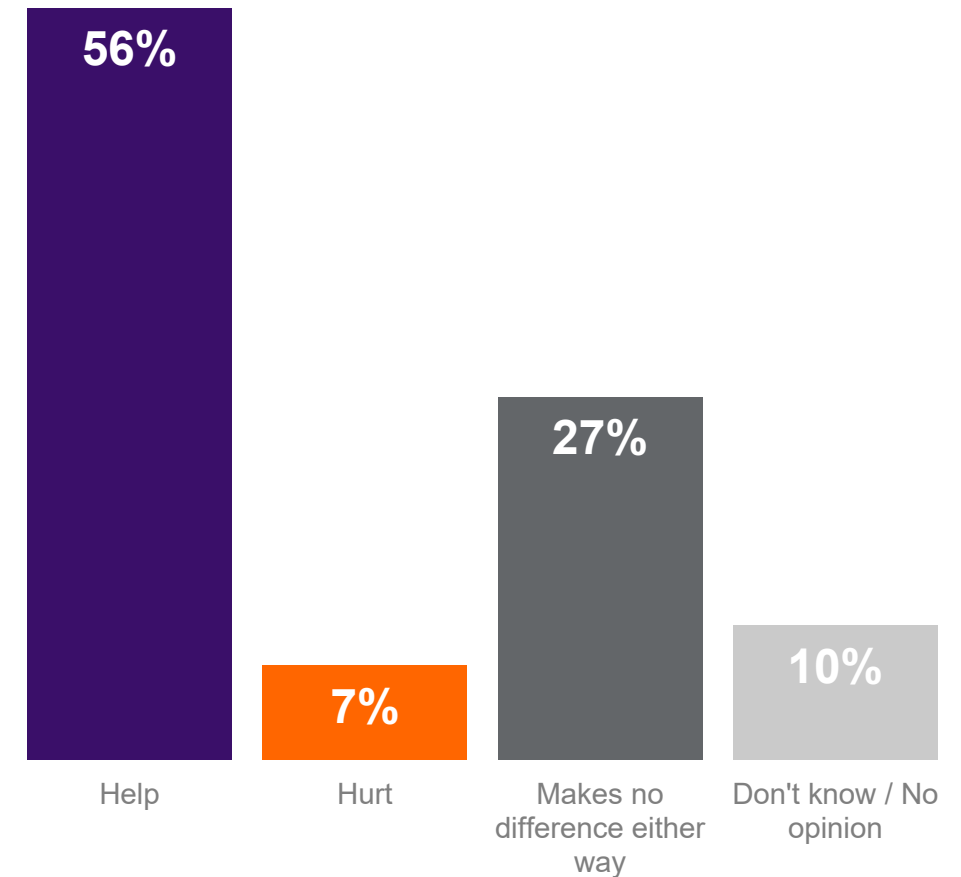


Economic and Trade Policy

More than half of US small businesses (56%) 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 and other countries will help, hurt, or make no difference either way for your business or company?

SMBs in US



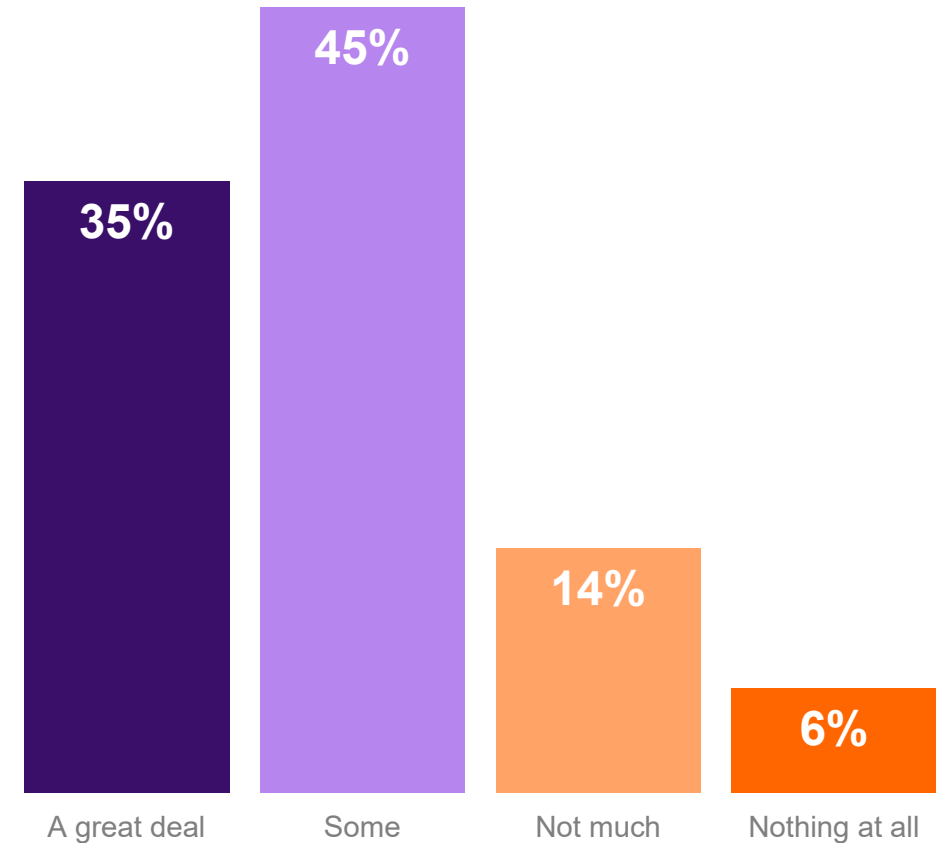
Barriers to Trade

More than a third of small businesses in the US (35%) 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 who import or export goods

United States



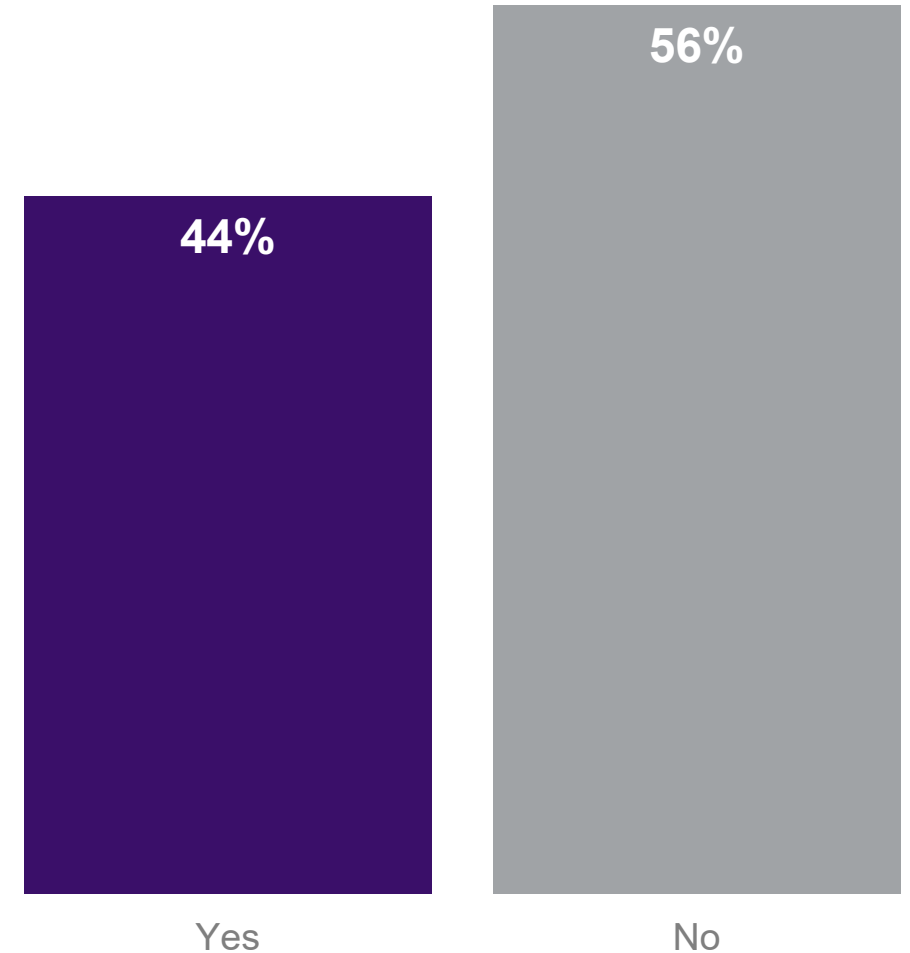
Small Business Decision Makers

More than two in five small businesses in the US (44%) sell goods online.

Does your business sell goods online?

SMBS in US

United States

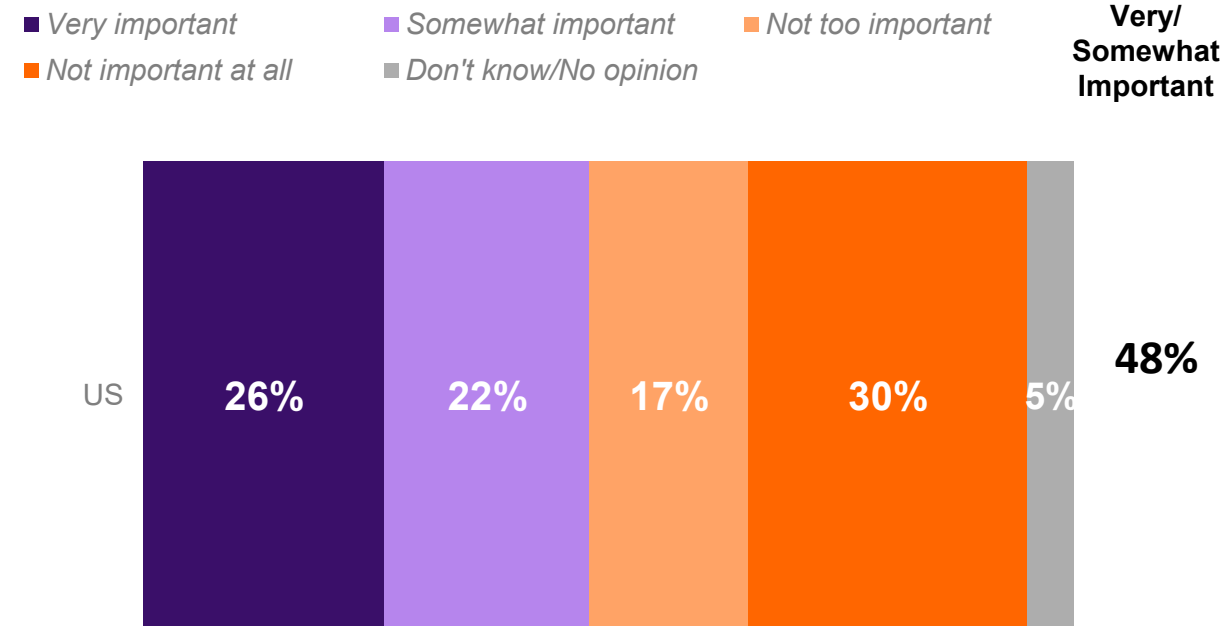


Small Business Decision Makers

Nearly half of US (48%) small businesses say that selling goods online is important to their business.

How important, if at all, would you say selling goods online is to your business?

SMBS in US who import or export goods

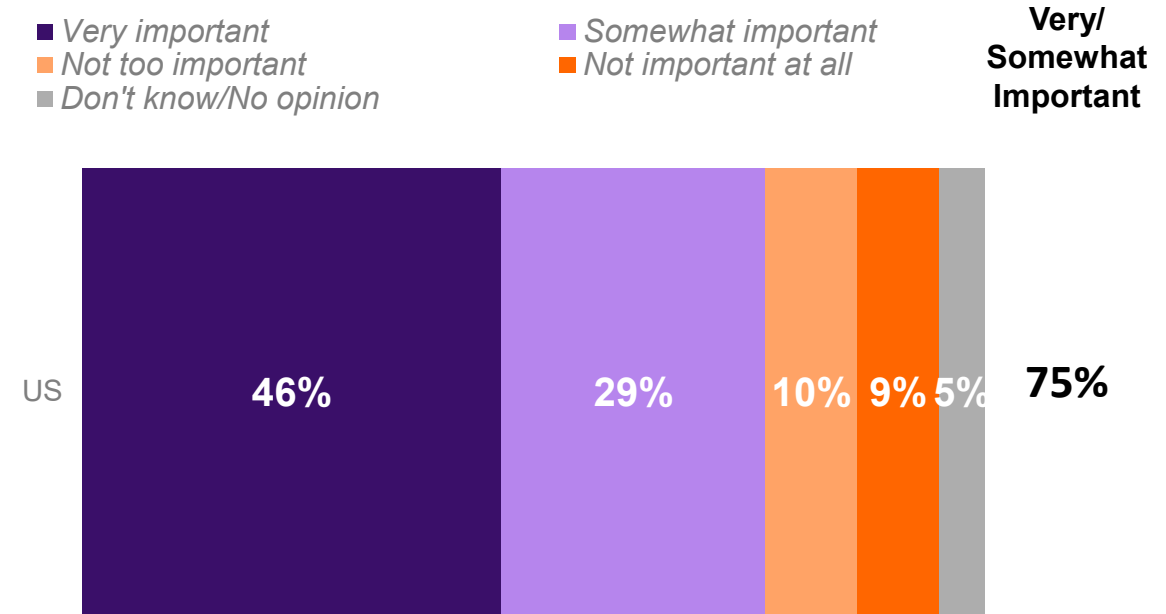


Small Business Decision Makers

Three quarters of US small businesses (75%) report that selling goods online internationally is important to the growth of their business.

How important, if at all, would you say selling goods online internationally is to the growth of your business?

SMBS in US who import or export goods

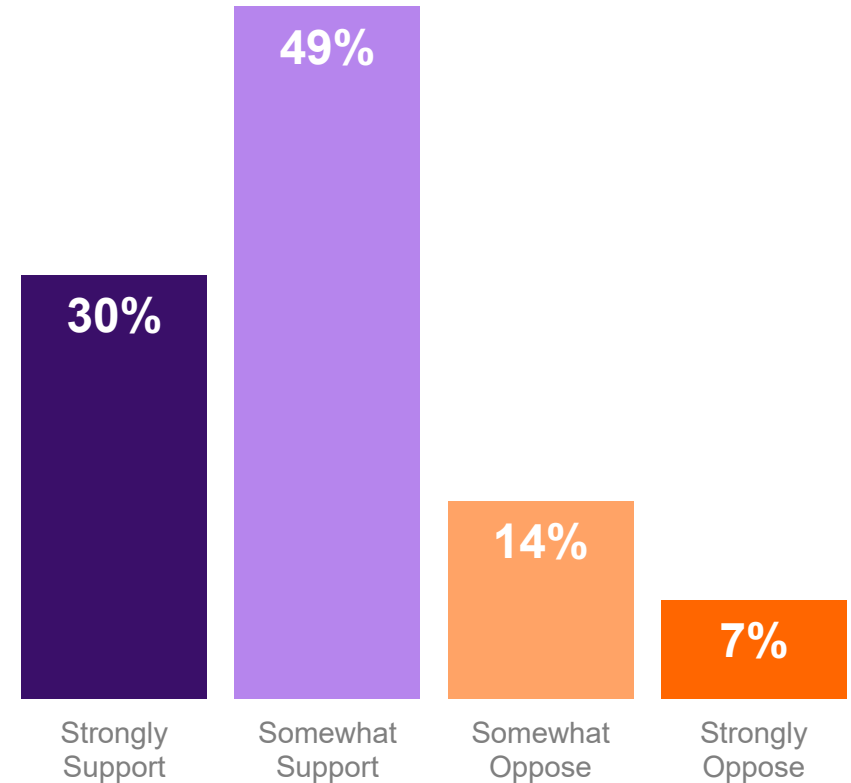


Economic and Trade Policy

79% of small business managers in the US support NAFTA.

Do you support or oppose the North American Free Trade Agreement, also known as NAFTA?

SMBs in US



Economic and Trade Policy

84% of small business managers in the US support USMCA.

Do you support or oppose the United States–Mexico–Canada Agreement, also known as USMCA?

SMBs in US

