Small Business Challenges Survey Results
2022
Existing Business Respondents

What is the primary industry that your business belongs to?

- Accommodation & Food Services
- Administrative & Support Services
- Agriculture, Forestry, Fishing & Hunting
- Arts, Entertainment & Recreation
- Construction
- Information
- Educational Services
- Finances & Insurance
- Healthcare & Social Assistance
- Management
- Manufacturing
- Mining, Quarrying, Oil & Gas Extraction
- Other Services
- Professional, Scientific & Technical Services
- Public Administration
- Real Estate, Renting & Leasing
- Retail Trade
- Transportation & Warehousing
- Utilities
- Wholesale Trade
- Other
What are the top three challenges you are facing in operating your business?

Adapting to Inflation
Adapting to Rising Energy Costs
Child Care Issues
Developing an Expansion Plan
Finding New Customers
Government Regulations & Compliance
Handling Supply Chain Disturbances
Hiring/Retaining Employees
Managing Cash Flow
Managing Remote Workers
Providing Healthcare
Retaining Existing Customers
Securing Debt Financing
Securing Equity Financing
Understanding Financial Statements
Other
Business Starts Respondents
What is the primary industry that your new business will belong to?

- Accomodation & Food Services
- Administrative & Support Services
- Agriculture, Forestry, Fishing & Hunting
- Arts, Entertainment & Recreation
- Construction
- Information
- Educational Services
- Finances & Insurance
- Healthcare & Social Assistance
- Management
- Manufacturing
- Mining, Quarrying, Oil & Gas Extraction
- Other Services
- Professional, Scientific & Technical Services
- Public Administration
- Real Estate, Renting & Leasing
- Retail Trade
- Transportation & Warehousing
- Utilities
- Wholesale Trade
- Other
What are the top three challenges you are facing in starting your business?

- Developing a business plan
- Developing a Marketing Plan
- Finding a Commercial Location
- Negotiating Purchase of Existing Business
- Securing Debt Financing
- Securing Venture Financing
- How to Hire Employees
- Business Taxes
- Understanding Business Licenses
- Understanding whether my idea is viable
- Other
Debt Financing Respondents

For what type of debt financing did your business apply?

- Convertible Note
- Factoring or Purchase Order Financing
- Line of Credit
- Loan (SBA, Real Estate, Conventional, Equipment, etc.)
- Merchant Cash Advance
- Venture Debt
- Other

To what type(s) of lender did your business apply?

- Angel Investor
- Bank
- Credit Union
- Crowdfunding Lender
- Friends and/or Family
- Non-Profit Lender
- Online Lender
- Other
What was the total dollar amount that your business applied for through all requests?

- $0 to $10,000
- $10,001 to $50,000
- $50,001 to $200,000
- $200,001 to $500,000
- $500,001 to $2,000,000
- $2,000,001 to $5,000,000
- $5,000,001 to $10,000,000
- $10,000,001 +

What was the intended use of proceeds for your business's financing requests?

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquire and/or install fixed assets (furniture, fixtures, and/or equipment)</td>
<td>32.00%</td>
</tr>
<tr>
<td>Acquire an existing business</td>
<td>6.00%</td>
</tr>
<tr>
<td>Acquire inventory, raw materials, and/or supplies</td>
<td>33.00%</td>
</tr>
<tr>
<td>Acquire land, construct a building, perform leasehold improvements, purchase an</td>
<td>11.00%</td>
</tr>
<tr>
<td>existing building, or renovate/improve an owned building</td>
<td></td>
</tr>
<tr>
<td>Convert, expand, or renovate buildings to be more energy efficient</td>
<td>4.00%</td>
</tr>
<tr>
<td>Hire staff</td>
<td>29.00%</td>
</tr>
<tr>
<td>Marketing, market research, and/or commercialization expenses</td>
<td>20.00%</td>
</tr>
<tr>
<td>Research and development</td>
<td>4.00%</td>
</tr>
<tr>
<td>Refinance outstanding debt</td>
<td>13.00%</td>
</tr>
<tr>
<td>Start my business / startup costs</td>
<td>16.00%</td>
</tr>
<tr>
<td>Technology integration</td>
<td>9.00%</td>
</tr>
<tr>
<td>Working capital (to pay insurance, rent, salaries/benefits, suppliers/vendors,</td>
<td>55.00%</td>
</tr>
<tr>
<td>utilities, etc.)</td>
<td></td>
</tr>
</tbody>
</table>
| Other (please specify)                                                          | Responses | 7.00%
For how much of the total financing that your business applied for was it approved?

- The Entire Amount
- Some of the Amount
- None of the Amount

From what source did your business get the remainder of the financing that it was seeking?

- Angel Investor
- Crowdfunding Platform
- Equity in Personal Residence
- Equity Investment from Friends of Family
- Grant Award
- Personal Checking, Savings, Investment or Retirement
- Venture Capital
- I did not raise the entire amount
- Other
Equity Financing Respondents

What type of equity financing was your business pursuing?

- Pre-seed Round
- Seed Round
- Series A
- Series B
- Series C
- Other Equity Financing Type

From what type of equity financing organization did your business seek funding?

- Angel Investor of Angel Fund
- Accelerator of Incubator Fund
- CDFI Venture Capital Fund
- Corporate Venture Capital Fund
- Entrepreneurial Development Fund
- Venture Capital Fund
- Growth Equity Capital Fund
- Tribal Enterprise New Funds
- Other
What was the total dollar amount that your business was seeking to raise through all attempts?

- $0 to $10,000
- $10,001 to $50,000
- $50,001 to $200,000
- $200,001 to $500,000
- $500,001 to $2,000,000
- $2,000,001 to $5,000,000
- $5,000,001 to $10,000,000
- $10,000,001 to $20,000,000
- $20,000,001 to $50,000,000
- $50,000,001+

[Bar chart showing distribution of dollar amounts]
What was the intended use of proceeds for the financing that your business was seeking?

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</tr>
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<tbody>
<tr>
<td>Acquire and/or install fixed assets (furniture, fixtures, and/or equipment)</td>
<td>27.03%</td>
</tr>
<tr>
<td>Acquire an existing business</td>
<td>8.11%</td>
</tr>
<tr>
<td>Acquire inventory, raw materials, and/or supplies</td>
<td>16.22%</td>
</tr>
<tr>
<td>Acquire land, construct a building, perform leasehold improvements, purchase an</td>
<td>16.22%</td>
</tr>
<tr>
<td>existing building, or renovate/improve an owned building</td>
<td></td>
</tr>
<tr>
<td>Convert, expand, or renovate buildings to be more energy efficient</td>
<td>0.00%</td>
</tr>
<tr>
<td>Hire staff</td>
<td>48.55%</td>
</tr>
<tr>
<td>Marketing, market research, and/or commercialization expenses</td>
<td>45.95%</td>
</tr>
<tr>
<td>Research and development</td>
<td>16.22%</td>
</tr>
<tr>
<td>Refinance outstanding debt</td>
<td>2.70%</td>
</tr>
<tr>
<td>Start my business / startup costs</td>
<td>29.73%</td>
</tr>
<tr>
<td>Technology integration</td>
<td>29.73%</td>
</tr>
<tr>
<td>Working capital (to pay insurance, rent, salaries/benefits, suppliers/vendors,</td>
<td>56.76%</td>
</tr>
<tr>
<td>utilities, etc.)</td>
<td></td>
</tr>
<tr>
<td>Other (please specify)</td>
<td>Responses</td>
</tr>
</tbody>
</table>

How much of the total financing that your business was seeking was it able to raise?

- The Entire Amount
- Some of the Amount
- None of the Amount
From what source did your business get the remainder of the funding that it was seeking?

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</tr>
</thead>
<tbody>
<tr>
<td>Personal checking, savings, investment, or retirement accounts (401k, IRA, etc.) of founder(s)</td>
<td>55.56%</td>
</tr>
<tr>
<td>Equity in a personal residence of founder(s)</td>
<td>11.11%</td>
</tr>
<tr>
<td>Debt or equity investment from friends and/or family of founder(s)</td>
<td>14.81%</td>
</tr>
<tr>
<td>Non-friend, non-family debt financing source (bank, credit union, lender, etc.)</td>
<td>7.41%</td>
</tr>
<tr>
<td>Crowdfunding platform</td>
<td>3.70%</td>
</tr>
<tr>
<td>Grant award</td>
<td>3.70%</td>
</tr>
<tr>
<td>I did not raise the remainder of capital I was originally seeking</td>
<td>37.04%</td>
</tr>
</tbody>
</table>
| Other (please specify)                                                          | Responses | 22.22%
For what type of debt financing did your business apply?

- Convertible Note
- Factoring or Purchase Order Financing
- Line of Credit
- Conventional Loan
- Merchant Cash Advance
- Venture Debt
- Other

To what type(s) of lender did your business apply?

- Angel Investor (for debt financing)
- Bank
- Credit Union
- Crowdfunding Lender
- Friends and/or Family
- Non-profit Lender
- Online Lender
- Other
What was the total dollar amount that your business applied for through all requests?

- $0 to $10,000
- $10,001 to $50,000
- $50,001 to $200,000
- $200,001 to $500,000
- $500,001 to $2,000,000
- $2,000,001 to $5,000,000
- $5,000,001 to $10,000,000
- $10,000,001+

For how much of the total financing that your business applied for was it approved?

- The entire amount
- Some of the amount
- None of the amount
What was the intended use of proceeds for your business's financing requests?

- Acquire and/or install fixed assets
- Acquire an existing business
- Acquire inventory, raw materials, or supplies
- Acquire land, construct/renovate/purchase building
- Energy efficiency
- Hire staff
- Marketing, market research, commercialization
- Research and development
- Refinance outstanding debt
- Start my business / startup costs
- Technology integration
- Working capital
- Other
From what source did your business get the remainder of the financing that it was seeking?

- Angel investor equity financing
- Crowdfunding platform
- Equity in a personal residence
- Equity investment from friends/family
- Grant award
- Personal checking, savings, investment or retirement
- Venture capital
- I did not raise the total amount
- Other

The chart shows the distribution of sources, with 'I did not raise the total amount' being the most common.
What type of equity financing was your business pursuing?

- Pre-seed round
- Seed round
- Series A
- Series B
- Series C
- Other equity financing types

From what type of equity financing organization did your business seek funding?

- Angel investor or angel fund
- Accelerator of incubator fund
- CDFI venture capital fund
- Corporate venture capital fund
- Entrepreneurial development organization
- Other equity financing types
- Growth equity capital fund
- Tribal enterprises new funds
- Other
What was the total dollar amount that your business was seeking to raise through all attempts?

- $0 to $10,000
- $10,001 to $50,000
- $50,001 to $200,000
- $200,001 to $500,000
- $500,001 to $2,000,000
- $2,000,001 to $5,000,000
- $5,000,001 to $10,000,000
- $10,000,001 to $20,000,000
- $10,000,001 to $20,000,000

How much of the total financing that your business was seeking was it able to raise?

- The entire amount
- Some of the amount
- None of the amount
What was the intended use of proceeds for the financing that your business was seeking?

- Acquire and/or install fixed assets
- Acquire an existing business
- Acquire inventory, raw materials, or supplies
- Acquire land, construct/renovate/purchase building
- Energy efficiency
- Hire staff
- Marketing, market research, commercialization
- Research and development
- Refinance outstanding debt
- Start my business/startup costs
- Technology integration
- Working capital
- Other
From what source did your business get the remainder of the funding that it was seeking?

- Personal checking, savings, investment or retirement
- Equity in personal residence
- Debt or equity in investment from friends or family
- Non-friend/family debt financing source
- Crowdfunding platform
- Grant award
- I did not raise the remainder of the capital
- Other