

NFIB

SMALL BUSINESS

ECONOMIC

TRENDS

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SMALL BUSINESS OPTIMISM INDEX COMPONENTS

Index Component	Seasonally Adjusted Level	Change from Last Month	Contribution to Index Change
Plans to Increase Employment (net)	16%	-1	*
Plans to Make Capital Outlays	18%	-1	*
Plans to Increase Inventories (net)	-2%	-1	*
Expect Economy to Improve (net)	21%	-3	*
Expect Real Sales Higher (net)	16%	6	*
Current Inventory-too low (net)	-3%	-2	*
Current Job Openings	31%	-2	*
Expected Credit Conditions (net)	-3%	2	*
Now a Good Time to Expand	15%	2	*
Earnings Trends (net)	-21%	-1	*
Total Change		-1	

Based on a Survey of Small and Independent Business Owners

NFIB
SMALL BUSINESS
ECONOMIC TRENDS

NFIB Research Center has collected Small Business Economic Trends Data with Quarterly surveys since 1973 and monthly surveys since 1986. The sample is drawn from the membership files of the National Federation of Independent Business (NFIB). Each was mailed a questionnaire and one reminder. Subscriptions for twelve monthly SBET issues are \$250. Historical and unadjusted data are available, along with a copy of the questionnaire, from the NFIB Research Center. You may reproduce Small Business Economic Trends items if you cite the publication name and date and note it is a copyright of the NFIB Research Center. © NFIB Research Center. ISBS #0940791-24-2. Chief Economist William C. Dunkelberg and Executive Director of the NFIB Research Center Holly Wade are responsible for the report.

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SUMMARY

OPTIMISM INDEX

The Small Business Optimism Index for January was 99.3, down 0.2 points from December and remaining above its 52-year average of 98. Of the 10 Optimism Index components, three increased and seven decreased. Only one component saw a substantial change, with expected real sales volume increasing 6 points. This larger gain was counterbalanced by the more numerous small decreases. As optimism declined in January, uncertainty rose. The Uncertainty Index rose 7 points from December to 91. A rise in owners reporting uncertainty about whether it is a good time to expand their business was the primary driver of the rise in the Uncertainty Index.

LABOR MARKETS

The Employment Index fell nearly 1 point in January to 101.6, erasing about half of the large gain in December, which reached the highest level since March 2025. The Index remains above the historical average of 100, and just slightly above the 2025 average of 101.2. In January 31% (seasonally adjusted) of all owners reported job openings they could not fill in the current period, down 2 points from December. Twenty-five percent had openings for skilled workers (down 3 points), and 10% had openings for unskilled labor (unchanged). A seasonally adjusted net 16% of owners plan to create new jobs in the next three months, down 1 point from December. Overall, 50% reported hiring or trying to hire in January, down 3 points from December and the lowest reading since May 2020. Forty-four percent (88% of those hiring or trying to hire) of owners reported few or no qualified applicants for the positions they were trying to fill (down 4 points). Twenty-five percent of owners reported few qualified applicants for their open positions (unchanged), and 19% reported none (down 4 points). In January, 16% of small business owners cited labor quality as their single most important problem, down 3 points from December. Labor quality reported as the single most important problem was the highest in the construction, manufacturing, and professional services industries, and lowest in wholesale and finance. Thirty percent of small businesses in the construction industry reported labor quality as their single most important problem, 14 points higher than for all firms. Only 2% of businesses in the finance industry reported labor quality as their single most important problem. Labor costs reported as the single most important problem for business owners, remained at 9%.

CAPITAL SPENDING

Sixty percent of small business owners reported capital outlays in the last six months, up 4 points from December and the highest level since November 2023. Of those making expenditures, 44% reported spending on new equipment (up 7 points), 26% acquired vehicles (down 1 point), and 16% improved or expanded facilities (down 3 points). Thirteen percent spent money on new fixtures and furniture (unchanged), and 5% acquired new buildings or land for expansion (down 2 points). Eighteen percent (seasonally adjusted) plan capital outlays in the next six months, down 1 point from December.

This survey was conducted in January 2026. A sample of 10,000 small-business owners/members was drawn. Nine hundred fifty-nine (959) usable responses were received — a response rate of 9.6 percent.

SALES AND INVENTORIES

A net -6% of all owners (seasonally adjusted) reported higher nominal sales in the past three months, up 2 points from December. Actual sales gains remained below the historical average of a net 0%. The net percent of owners expecting higher real sales volumes over the next quarter rose 6 points from December to a net 16% (seasonally adjusted). The net percent of owners reporting inventory gains rose 4 points to a net 3% (seasonally adjusted), the highest reading since January 2023. Not seasonally adjusted, 14% reported increases in stocks (up 1 point), and 17% reported reductions (up 2 points). A net -3% (seasonally adjusted) of owners viewed current inventory stocks as “too low” in January, down 2 points from December. A net -2% (seasonally adjusted) of owners plan inventory investment in the coming months, down 1 point from December. In January, 62% of small business owners reported that supply chain disruptions were affecting their business to some degree, down 2 points from December. Four percent reported a significant impact (up 1 point), 17% reported a moderate impact (down 4 points), 41% reported a mild impact (up 1 point), and 37% reported no impact (up 2 points).

COMPENSATION AND EARNINGS

Seasonally adjusted, a net 32% reported raising compensation, up 1 point from December. A seasonally adjusted net 22% plan to raise compensation in the next three months, down 2 points from December. The frequency of reports of positive profit trends fell 1 point from December to a net -21% (seasonally adjusted). Among owners reporting lower profits, 34% blamed weaker sales, 8% cited rising material costs, and 14% cited the usual seasonal change. Ten percent cited price change from their product(s) or service(s), and 10% cited labor costs. Among owners reporting higher profits, 58% cited sales volume, 15% cited usual seasonal change, and 11% cited higher selling prices.

CREDIT MARKETS

A net 3% reported their last loan was harder to get than in previous attempts, down 2 points from December. In January, a net -6% of owners reported paying a higher interest rate on their most recent loan, down 3 points from December. This suggests that credit markets are turning more favorable for small borrowers. The average rate paid on short maturity loans was 9.1% in January, up 0.7 points from December. Twenty-five percent of all owners reported borrowing regularly, unchanged from December.

INFLATION

The net percent of owners raising average selling prices fell 4 points from December to a net 26% (seasonally adjusted). The incidence of price increases remained well above the historical average of a net 13%, suggesting continued inflationary pressure. Unadjusted, 36% reported higher average prices (up 2 points), and 11% reported lower average selling prices (up 3 points). Looking forward to the next three months, a net 32% (seasonally adjusted) plan to increase prices, up 4 points from December. Twelve percent of owners reported that inflation was their single most important problem in operating their business (higher input costs), unchanged from December.

OUTLOOK

In January, overall reported business health improved from December, with more reporting it as excellent and fewer reporting it as fair. When asked to evaluate the overall health of their business, 14% rated it as excellent (up 5 points), 54% rated it as good (unchanged), 27% rated it as fair (down 7 points), and 4% rated it as poor (up 1 point). The net percent of owners expecting better business conditions fell 3 points from December to a net 21% (seasonally adjusted). In January, 15% (seasonally adjusted) reported that it is a good time to expand their business, up 2 points from December. Compared to readings during economic expansions, this is not a strong reading.

SINGLE MOST IMPORTANT PROBLEM

In January, 18% of small business owners reported taxes as their single most important problem, down 2 points from December and ranking as the top problem. Taxes ranking as the top issue is typically a sign that other, less consistent issues (labor quality, inflation, poor sales, etc.) are not currently in a bad state. The percent of small business owners reporting labor quality as the single most important problem for their business fell 3 points from December to 16%. This is the third consecutive month that labor quality, reported as the single most important problem, has declined. Labor costs reported as the single most important problem for business remained at 9%. In January, 13% reported the cost or availability of insurance as their single most important problem, up 4 points from December. The last time insurance, reported as the single most important problem, was this high was December 2018. Twelve percent of owners reported that inflation was their single most important problem in operating their business, unchanged from December. The percent of small business owners reporting government regulations and red tape as their single most important problem rose 2 points to 9%. The percent of small business owners reporting poor sales as their top business problem fell 1 point to 9%. Six percent reported competition from large businesses as their single most important problem, unchanged from December. Three percent reported that financing and interest rates were their top business problem in January, unchanged from December.

COMMENTARY

OVERVIEW

According to the official statistics, the economy is performing well. GDP is rising smartly while inflation remains relatively low and stable, as does the unemployment rate. Focusing on GDP, the economy is flying. A 4.2% gain in the latest release (Q3 2025) suggests we are in the middle of a boom. But meanwhile, small business owners aren't "feeling the gain," or at least not at that level of economic growth.

The NFIB Small Business Optimism Index hovers just above its historical average. The new Employment Index tells a similar story, with numbers just above their historical average, suggesting a balanced labor market, not a booming one. The official statistics show one story of the economy and small businesses show a more moderated one.

The "confusion" stems from the details of what GDP really means. This includes consumer spending, government purchases of goods and services, and investment (the creation of new productive assets). For example, new data center construction is booming to support AI growth. As such, one sector could be taking off, while most of the economy is more balanced. Major investment-led growth of one sector is not necessarily shared, and especially not right away. Bottom line, GDP growth is strong, but not equally distributed across the economy. Let's see if 2026 brings more balance to these trends.

QUOTES- NFIB MEMBERS

"Unsure about how the next few months will go, but we are moving forward hopeful that the overall economy does well. We are excited for the future, but with caution." -Retail, AZ

"Insurance costs- business/liability, and health are having significant increases affecting uncertainty in pricing product." - Construction, OR

"The uncertainty of economic change has people not spending as much or not buying unnecessary products. In addition, tariffs and inflation have caused significant delays in product and increased the prices greatly." - Construction, WA

"This country suffers from lack of skilled workers. It is almost impossible to find skilled workers in the automotive repair field." - Services, MI

"Our business has been open since 1968. We are obviously doing something right for our customers. My struggle is passing on the increase in the cost of goods to my customers. That is a daily fight. I have to do it." - Manufacturing, MI

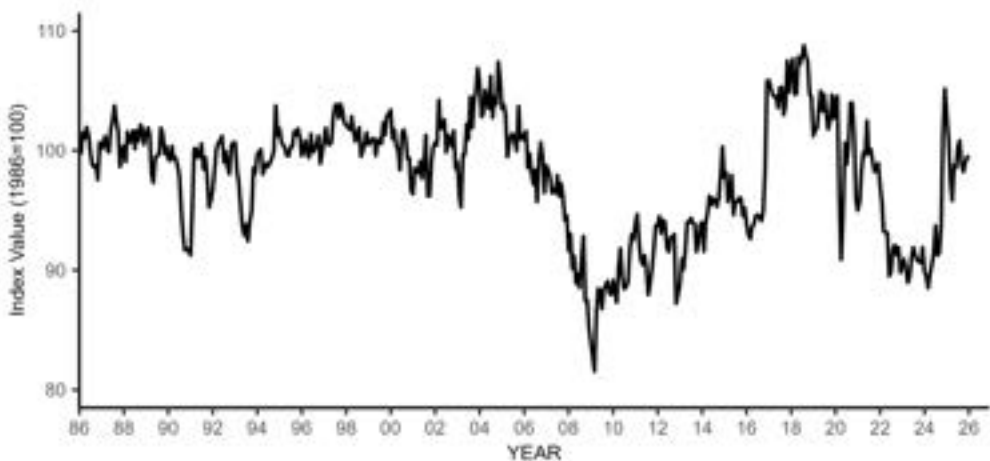
"Obtaining timely city/county permits is a nightmare. Takes months if not years for permits. Insurance eats up any profits, it just keeps going up and in our business we have limited sources that will insure us." - Construction, CA

"All my overhead has gone up significantly. My ability to raise my prices is negatively impacted by all the increased demands on my client's "discretionary" income. Less taxes, less regulations, less bureaucracy, are the best help to my business and business prospects. Drastically less government spending and reduction of debt." - Professional services, KS

OVERVIEW - SMALL BUSINESS OPTIMISM

OPTIMISM INDEX

Based on Ten Survey Indicators
January 1986 to January 2026
(Seasonally Adjusted 1986=100)



¹ Questions included in the Optimism Index (see pages 22-23)

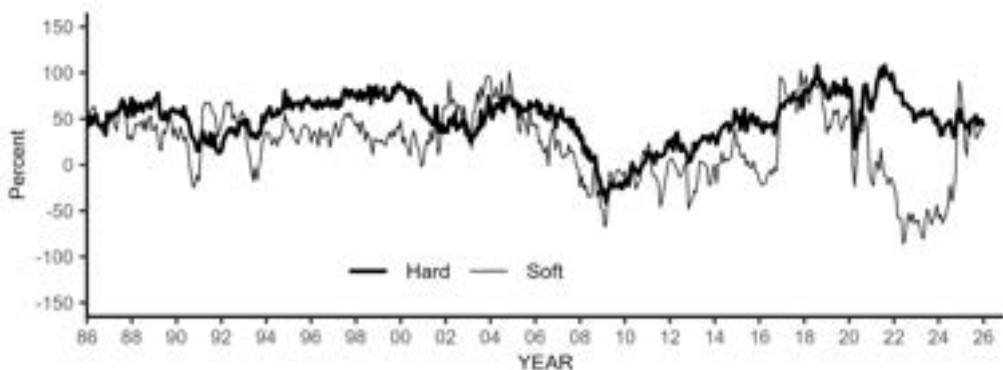
OPTIMISM INDEX

Based on Ten Survey Indicators
(Seasonally Adjusted 1986=100)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	95.0	95.8	98.2	99.8	99.6	102.5	99.7	100.1	99.1	98.2	98.4	98.9
2022	97.1	95.7	93.2	93.2	93.1	89.5	89.9	91.8	92.1	91.3	91.9	89.8
2023	90.3	90.9	90.1	89.0	89.4	91.0	91.9	91.3	90.8	90.7	90.6	91.9
2024	89.9	89.4	88.5	89.7	90.5	91.5	93.7	91.2	91.5	93.7	101.7	105.1
2025	102.8	100.7	97.4	95.8	98.8	98.6	100.3	100.8	98.8	98.2	99.0	99.5
2026	99.3											

OPTIMISM INDEX COMPONENTS

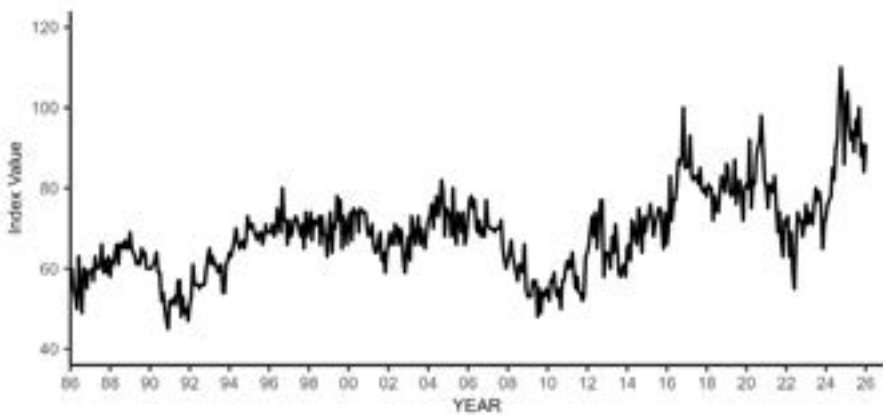
Hard: Job Creation Plans, Job Openings, Inventory Plans, Earnings, Capital Expenditure Plans
Soft: Expected Business Conditions, Outlook for Expansion, Expected Real Sales, Expected Credit Conditions, Inventory Satisfaction



SMALL BUSINESS UNCERTAINTY

UNCERTAINTY INDEX

Sum of “Don’t Know” & “Uncertain” Answers on 6 Questions
January 1986 to January 2026



² Questions included in the Uncertainty Index (see pages 22-23)

UNCERTAINTY INDEX

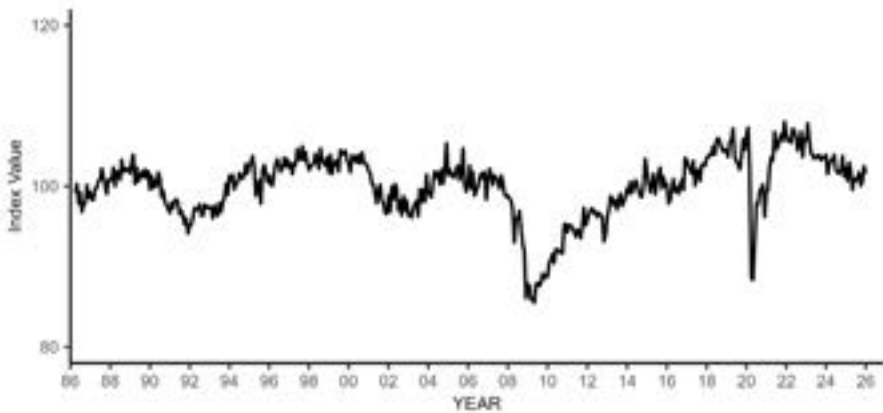
Sum of “Don’t Know” & “Uncertain” Answers on 6 Questions

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	80	75	81	80	79	83	76	69	74	67	63	72
2022	71	73	63	69	59	55	67	74	72	72	68	71
2023	76	71	74	72	71	76	80	77	79	76	65	71
2024	73	76	77	78	85	82	90	92	103	110	103	86
2025	100	104	96	92	94	89	97	93	100	88	91	84
2026	91											

SMALL BUSINESS EMPLOYMENT INDEX

EMPLOYMENT INDEX

Based on Six Components
April 1986 to January 2026
(Seasonally Adjusted 1987=100)



EMPLOYMENT INDEX

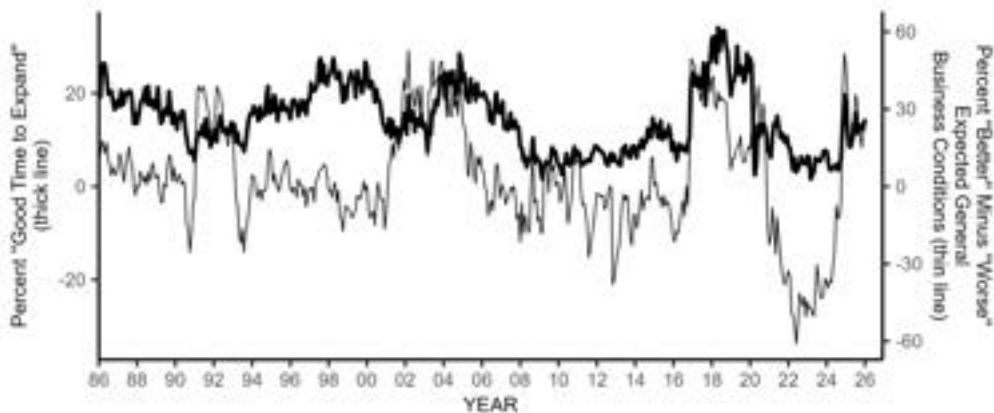
Based on Six Components
(Seasonally Adjusted 1987=100)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	99.3	99.5	102.3	103.6	103.2	106.7	104.6	104.9	105.9	106.5	105.6	108.0
2022	106.6	105.6	105.8	105.4	107.1	106.9	106.1	104.4	105.3	106.8	103.6	105.9
2023	105.7	107.8	105.8	104.0	103.9	103.4	103.7	103.6	103.9	103.2	103.4	103.6
2024	103.9	101.5	102.4	103.3	103.3	103.9	102.0	101.7	101.5	102.0	103.8	101.2
2025	102.3	100.7	102.9	101.9	99.6	100.9	100.6	101.0	101.7	100.1	100.6	102.5
2026	101.6											

SMALL BUSINESS OUTLOOK

OUTLOOK

Good Time to Expand and Expected General Business Conditions
January 1986 to January 2026
(Seasonally Adjusted)



SMALL BUSINESS OUTLOOK (CONTINUED)

OUTLOOK FOR EXPANSION

Percent Next Three Months "Good Time to Expand"
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	8	6	11	14	13	15	13	11	11	10	10	11
2022	9	8	6	4	6	3	4	5	6	5	6	5
2023	7	6	2	3	3	6	6	6	5	6	8	8
2024	8	5	4	4	4	4	5	4	4	6	14	20
2025	17	12	9	9	10	11	16	14	11	13	13	13
2026	15											

MOST IMPORTANT REASON FOR EXPANSION OUTLOOK

Reason Percent by Expansion Outlook
January 2026

Reason	Good Time	Not Good Time	Uncertain
Economic Conditions	7	18	16
Sales Prospects	2	4	4
Fin. & Interest Rates	1	2	2
Cost of Expansion	0	7	6
Political Climate	3	5	8
Other / Not Available	1	3	2

OUTLOOK FOR GENERAL BUSINESS CONDITIONS

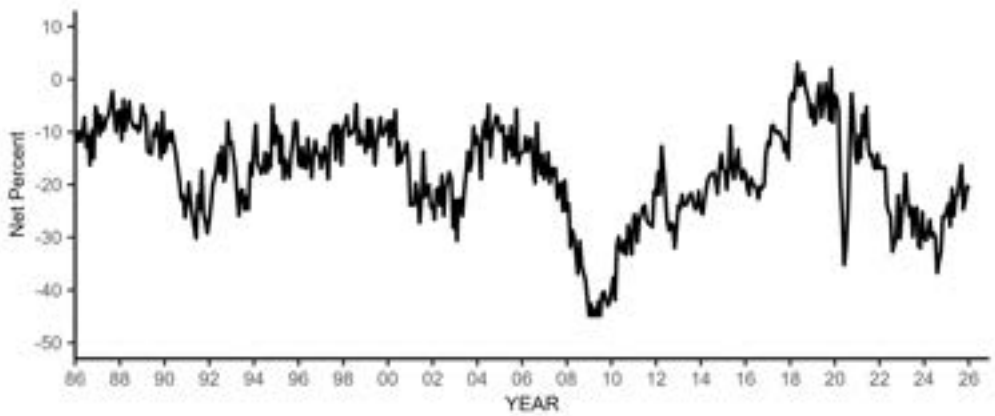
Net Percent ("Better" Minus "Worse") Six Months From Now
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-23	-19	-8	-15	-26	-12	-20	-28	-33	-37	-38	-35
2022	-33	-35	-49	-50	-54	-61	-52	-42	-44	-46	-43	-51
2023	-45	-47	-47	-49	-50	-40	-30	-37	-43	-43	-42	-36
2024	-38	-39	-36	-37	-30	-25	-7	-13	-12	-5	36	52
2025	47	37	21	15	25	22	36	34	23	20	15	24
2026	21											

SMALL BUSINESS EARNINGS

EARNINGS

Actual Last Three Months
January 1986 to January 2026
(Seasonally Adjusted)



ACTUAL EARNINGS CHANGES

Net Percent (“Higher” Minus “Lower”) Last Three Months
Compared to Prior Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-16	-11	-15	-7	-11	-5	-13	-15	-14	-17	-17	-14
2022	-17	-17	-17	-17	-24	-25	-26	-33	-31	-30	-22	-30
2023	-26	-23	-18	-23	-26	-24	-30	-25	-24	-32	-32	-25
2024	-30	-31	-29	-27	-30	-29	-30	-37	-34	-33	-26	-26
2025	-25	-24	-28	-21	-26	-22	-22	-19	-16	-25	-23	-20
2026	-21											

MOST IMPORTANT REASON FOR LOWER EARNINGS

Percent Reason
January 2026

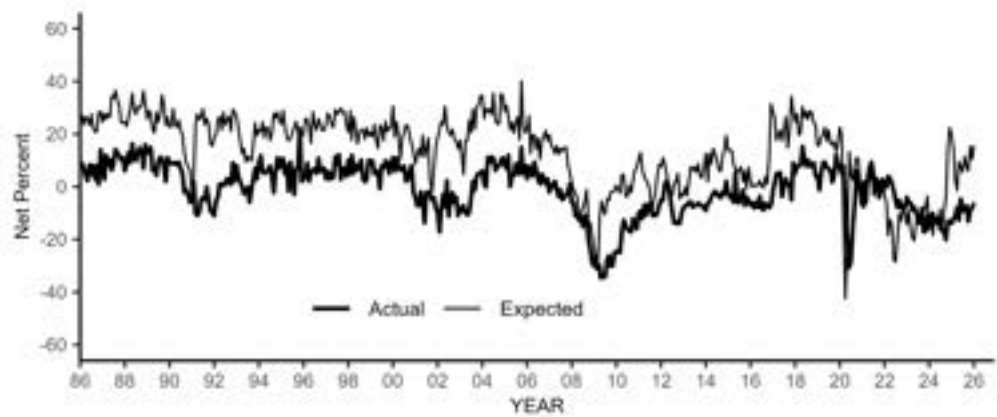
Reason	Current Month	One Year Ago	Two Years Ago
Sales Volume	13	14	14
Increased Costs*	8	9	12
Cut Selling Prices	4	3	4
Usual Seasonal Change	5	7	7
Other	2	1	1

* Increased costs include labor, materials, finance, taxes, and regulatory costs.

SMALL BUSINESS SALES

SALES

Actual (Prior Three Months) and Expected (Next Three Months)
January 1986 to January 2026
(Seasonally Adjusted)



ACTUAL SALES CHANGES

Net Percent ("Higher" Minus "Lower") Last Three Months
Compared to Prior Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-7	2	-6	3	7	9	5	0	3	-4	-2	1
2022	2	0	4	3	1	-2	-5	-8	-5	-8	-7	-8
2023	-4	-6	-6	-9	-8	-10	-13	-14	-8	-17	-17	-11
2024	-11	-13	-10	-13	-14	-12	-16	-16	-17	-20	-13	-13
2025	-14	-12	-11	-8	-13	-5	-9	-9	-7	-13	-9	-8
2026	-6											

SALES EXPECTATIONS

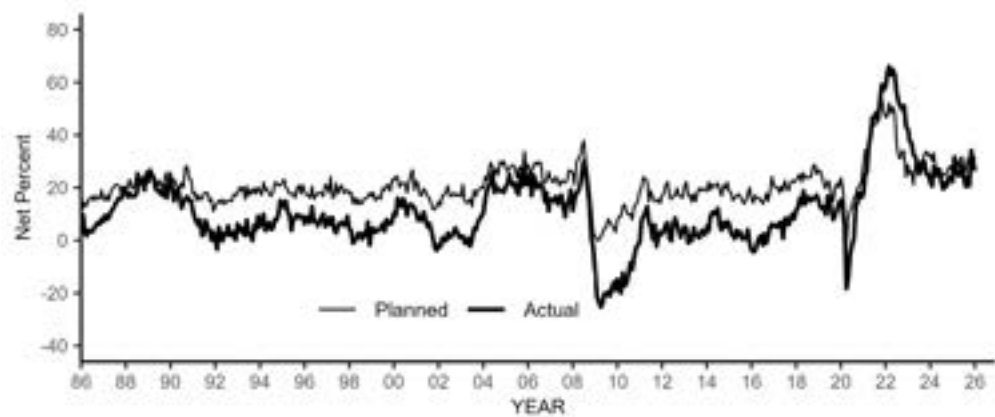
Net Percent ("Higher" Minus "Lower") During Next Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-6	-8	0	1	3	7	-4	-2	2	0	2	3
2022	-3	-6	-18	-12	-15	-28	-29	-19	-10	-13	-8	-10
2023	-14	-9	-15	-19	-21	-14	-12	-14	-13	-10	-8	-4
2024	-16	-10	-18	-12	-13	-13	-9	-18	-9	-4	14	22
2025	20	14	3	-1	10	7	6	12	8	6	15	10
2026	16											

SMALL BUSINESS PRICES

PRICES

Actual Last Three Months and Planned Next Three Months
January 1986 to January 2026
(Seasonally Adjusted)



ACTUAL PRICE CHANGES

Net Percent ("Higher" Minus "Lower")
Compared to Three Months Ago
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	17	25	26	36	40	47	46	49	46	53	59	57
2022	58	64	66	63	65	63	56	53	51	50	51	43
2023	42	38	37	33	32	29	25	27	29	30	25	25
2024	22	21	28	25	25	27	22	20	22	21	24	24
2025	22	32	26	25	25	29	24	21	24	21	34	30
2026	26											

PRICE PLANS

Net Percent ("Higher" Minus "Lower") in the Next Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	28	34	34	36	43	44	44	44	46	51	54	49
2022	47	47	52	48	51	49	37	32	31	34	34	24
2023	29	25	26	21	29	31	27	30	30	33	34	32
2024	33	30	33	26	28	26	24	25	25	26	28	28
2025	26	29	30	28	31	32	28	26	31	30	30	28
2026	32											

SMALL BUSINESS EMPLOYMENT

ACTUAL EMPLOYMENT CHANGES

Net Percent ("Increase" Minus "Decrease") in the Last Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	0	-3	-2	1	-5	-2	-6	-8	-1	-2	-1	1
2022	-1	1	-2	-2	-4	-2	-4	-8	-4	-2	-3	1
2023	2	4	2	-2	-4	-2	-2	-4	-2	-3	-2	-2
2024	0	-1	-2	0	-2	-5	-3	-6	-4	-3	-1	-3
2025	1	-3	-1	1	-2	-8	-2	-5	-3	-4	-3	-1
2026	1											

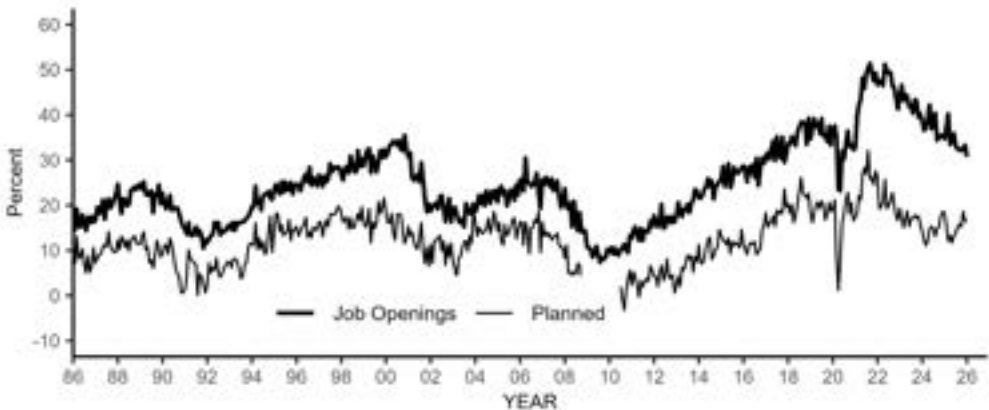
QUALIFIED APPLICANTS FOR JOB OPENINGS

Percent Few or No Qualified Applicants

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	46	51	51	54	57	56	57	60	62	58	56	57
2022	55	57	55	55	61	60	57	57	57	55	54	51
2023	52	54	53	55	55	54	56	54	57	55	50	49
2024	49	51	48	51	51	51	49	56	52	46	48	49
2025	47	48	47	47	48	50	48	43	50	49	50	48
2026	44											

EMPLOYMENT

Planned Next Three Months and Current Job Openings
January 1986 to January 2026
(Seasonally Adjusted)



SMALL BUSINESS EMPLOYMENT (CONTINUED)

JOB OPENINGS

Percent With Positions Not Able to Fill Right Now
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	33	40	42	44	48	46	49	50	51	49	48	49
2022	47	48	47	47	51	50	49	49	46	46	44	41
2023	45	47	43	45	44	42	42	40	43	43	40	40
2024	39	37	37	40	42	37	38	40	34	35	36	35
2025	35	38	40	34	34	36	33	32	32	32	33	33
2026	31											

HIRING PLANS

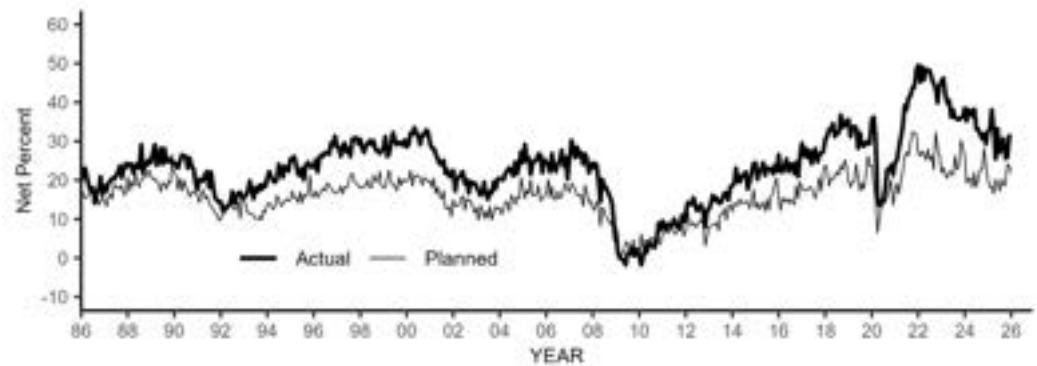
Net Percent ("Increase" Minus "Decrease") in the Next Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	17	18	22	21	27	28	27	32	26	26	25	28
2022	26	19	20	20	26	19	20	21	23	20	18	17
2023	19	17	15	17	19	15	17	17	18	17	18	16
2024	14	12	11	12	15	15	15	13	15	15	18	19
2025	18	15	12	13	12	13	14	15	16	15	19	17
2026	16											

SMALL BUSINESS COMPENSATION

COMPENSATION

Actual Last Three Months and Planned Next Three Months
January 1986 to January 2026
(Seasonally Adjusted)



SMALL BUSINESS COMPENSATION (CONTINUED)

ACTUAL COMPENSATION CHANGES

Net Percent ("Increase" Minus "Decrease") During Last Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	25	25	28	31	34	39	38	41	42	44	44	48
2022	50	45	49	46	49	48	48	46	45	44	40	44
2023	46	46	42	40	41	36	38	36	36	36	36	36
2024	39	35	38	38	37	38	33	33	32	31	32	29
2025	33	33	38	33	26	33	27	29	31	26	26	31
2026	32											

COMPENSATION PLANS

Net Percent ("Increase" Minus "Decrease") in the Next Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	17	19	17	20	22	26	27	26	30	32	32	32
2022	27	26	28	27	25	28	25	26	23	32	28	27
2023	22	23	22	21	22	22	21	26	23	24	30	29
2024	26	19	21	21	18	22	18	20	23	23	28	24
2025	20	18	19	17	20	19	17	20	19	19	24	24
2026	22											

PRICES AND LABOR COMPENSATION

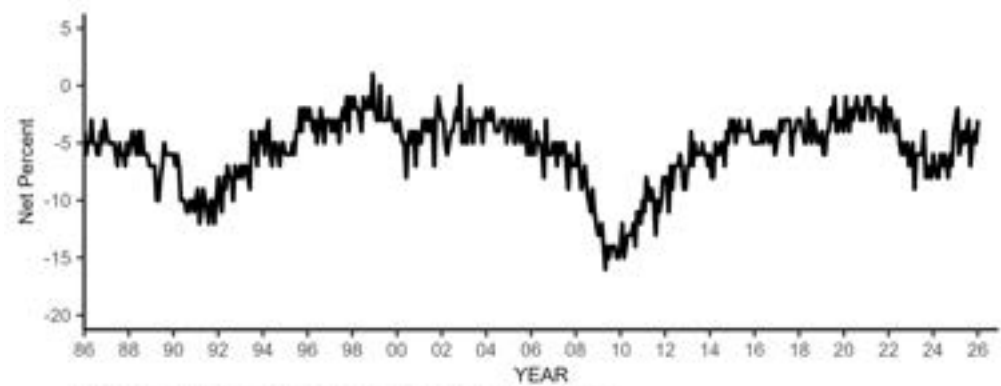
Net Percent Price Increase and Net Percent Compensation
January 1986 to January 2026
(Seasonally Adjusted)



SMALL BUSINESS CREDIT CONDITIONS

CREDIT CONDITIONS

Loan Availability Compared to Three Months Ago*
January 1986 to January 2026



* For the population borrowing at least once every three months.

REGULAR BORROWERS

Percent Borrowing at Least Once Every Three Months

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	23	26	23	24	23	21	21	20	20	23	21	23
2022	23	23	25	26	23	25	26	27	26	28	27	28
2023	29	30	30	31	29	28	27	28	31	27	31	29
2024	29	25	28	31	31	28	27	27	26	25	28	25
2025	27	24	28	26	25	26	25	23	26	23	23	25
2026	25											

AVAILABILITY OF LOANS

Net Percent (“Easier” Minus “Harder”)
Compared to Three Months Ago
(Regular Borrowers)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-1	-1	-1	-3	-2	-2	-2	-3	-4	-2	-1	-4
2022	-2	-2	-3	-4	-4	-3	-5	-6	-5	-6	-5	-7
2023	-6	-5	-9	-6	-6	-6	-6	-4	-8	-7	-8	-8
2024	-6	-7	-8	-8	-6	-7	-6	-7	-8	-6	-7	-4
2025	-3	-2	-6	-5	-4	-5	-4	-3	-7	-5	-4	-5
2026	-3											

SMALL BUSINESS CREDIT CONDITIONS (CONTINUED)

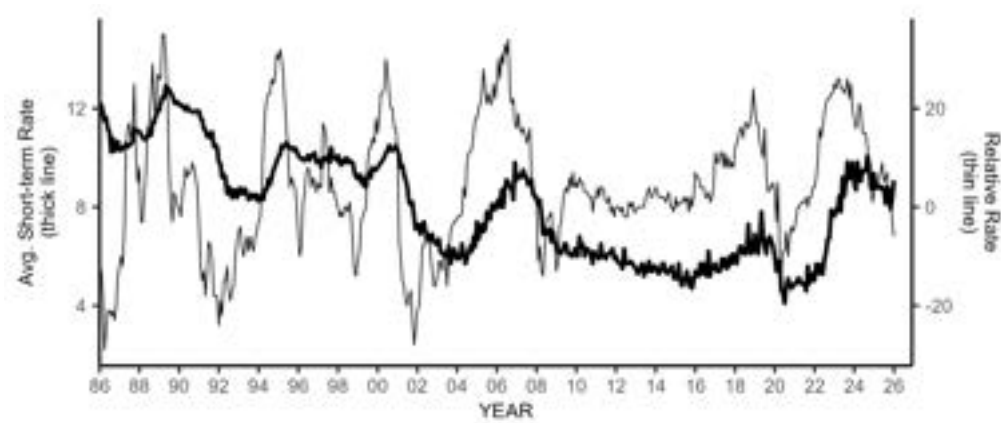
EXPECT EASIER CREDIT CONDITIONS

Net Percent ("Easier" Minus "Harder") During Next Three Months
(Regular Borrowers)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-3	-6	-3	-3	-3	-4	-4	-4	-4	-4	-3	-4
2022	-4	-4	-4	-5	-4	-5	-7	-8	-6	-8	-6	-9
2023	-8	-6	-9	-8	-10	-8	-8	-6	-10	-9	-11	-8
2024	-8	-6	-8	-9	-7	-7	-7	-8	-8	-6	-5	-2
2025	-4	-3	-4	-7	-4	-4	-4	-4	-7	-3	-5	-5
2026	-3											

INTEREST RATES

Relative Rates and Actual Rates Last Three Months
January 1986 to January 2026



RELATIVE INTEREST RATE PAID BY
REGULAR BORROWERS

Net Percent ("Higher" Minus "Lower") Compared to Three Months Ago

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-4	-2	0	0	1	1	1	2	0	2	2	4
2022	4	6	9	16	14	16	19	21	22	22	23	23
2023	25	24	26	26	24	24	23	24	26	22	25	20
2024	18	16	17	21	20	15	15	15	12	5	5	1
2025	3	4	4	6	7	9	5	6	7	1	2	-3
2026	-6											

Borrowing at Least Once Every Three Months.

SMALL BUSINESS CREDIT CONDITIONS (CONTINUED)

ACTUAL INTEREST RATE PAID ON SHORT-TERM LOANS BY BORROWERS

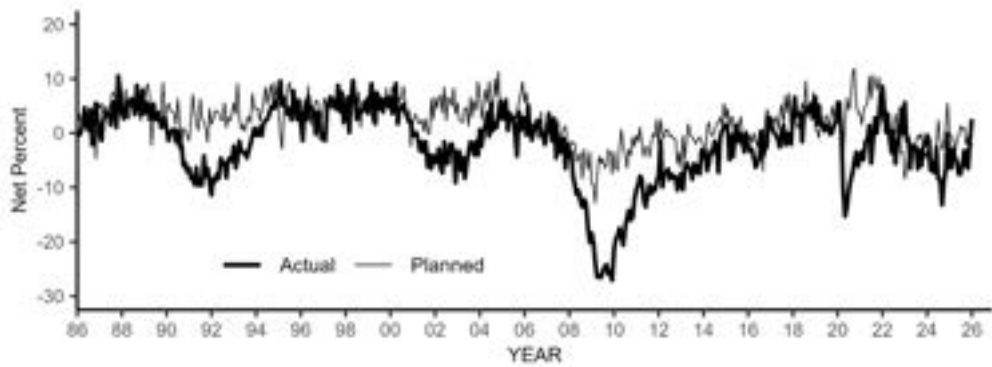
Average Interest Rate Paid

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	4.9	4.9	5.1	5.1	4.9	4.9	4.9	4.6	5.6	4.9	5.1	5.3
2022	5.0	5.7	5.7	5.3	5.7	5.3	5.9	6.2	6.7	6.7	7.9	7.7
2023	7.6	7.9	7.8	8.5	7.8	9.2	8.5	9.0	9.8	9.1	9.3	9.8
2024	9.0	8.7	9.8	9.3	9.0	9.5	9.4	9.5	10.1	9.7	8.8	8.7
2025	9.4	8.8	8.9	8.9	8.7	8.8	8.7	8.1	8.8	8.7	7.9	8.4
2026	9.1											

SMALL BUSINESS INVENTORIES

INVENTORIES

Actual (Last Three Months) and Planned (Next Three Months)
January 1986 to January 2026
(Seasonally Adjusted)



ACTUAL INVENTORY CHANGES

Net Percent ("Increase" Minus "Decrease") During Last Three Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	-4	-3	-5	-2	-1	1	-6	-2	3	0	3	7
2022	9	5	0	4	-1	-4	1	-6	-2	-1	5	0
2023	6	-1	-1	-7	-2	-3	-3	-7	-3	-6	-3	-2
2024	0	-1	-7	-6	-7	-3	-9	-9	-13	-9	-7	0
2025	-6	-6	-3	-5	-5	-8	-8	-6	-3	-6	-7	-1
2026	3											

SMALL BUSINESS INVENTORIES (CONTINUED)

CURRENT INVENTORY (TOO LOW)

Net Percent ("Too Low" Minus "Too Large") at Present Time
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	5	5	3	7	8	11	12	11	10	9	15	9
2022	7	7	9	6	8	5	2	3	1	0	-2	1
2023	-1	-4	1	-5	-3	-4	-4	-5	-4	-3	0	-5
2024	-4	-4	-5	-4	-8	-2	-4	-5	-4	-2	-2	-1
2025	-1	-5	-7	-6	1	-5	-3	0	-7	-4	-1	-1
2026	-3											

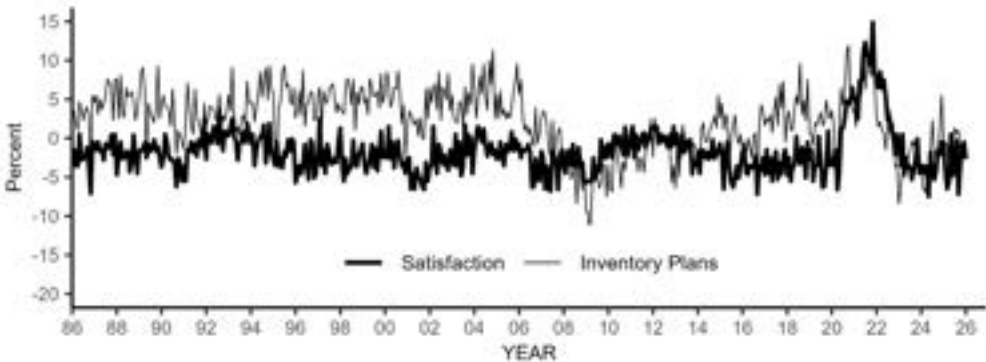
INVENTORY PLANS

Net Percent ("Increase" Minus "Decrease") in the Next Three to Six Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	4	2	4	5	6	11	6	11	9	8	10	8
2022	3	2	2	1	1	-2	1	4	0	2	-4	-4
2023	-8	-7	-4	-5	-2	-3	-2	0	-1	0	-3	-5
2024	-3	-7	-7	-6	-6	-2	2	-1	-3	-2	1	6
2025	0	-1	-1	-4	-1	-1	1	1	1	-2	-1	-1
2026	-2											

INVENTORY SATISFACTION AND INVENTORY PLANS

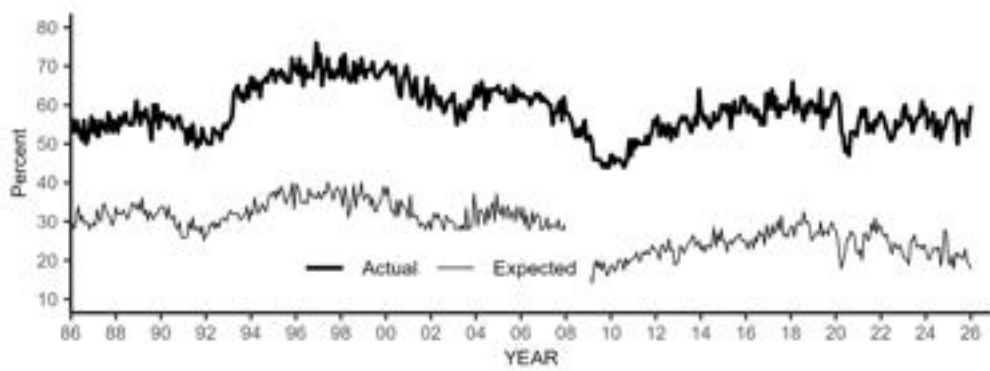
Net Percent ("Too Low" Minus "Too Large") at Present Time
Net Percent Planning to Add Inventories in the Next Three to Six Months
January 1986 to January 2026
(Seasonally Adjusted)



SMALL BUSINESS CAPITAL OUTLAYS

CAPITAL EXPENDITURES

Actual Last Six Months and Planned Next Three Months
January 1986 to January 2026
(Seasonally Adjusted)



ACTUAL CAPITAL EXPENDITURES

Percent Making a Capital Expenditure During the Last Six Months

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	55	57	59	57	59	53	55	55	53	56	55	57
2022	58	57	56	54	53	51	51	52	56	54	55	55
2023	59	60	57	56	57	53	55	56	57	57	61	58
2024	59	54	56	56	58	52	54	56	51	54	54	56
2025	58	58	59	58	56	50	55	56	56	55	52	56
2026	60											

TYPE OF CAPITAL EXPENDITURES MADE

Percent Purchasing or Leasing During Last Six Months
January 2026

Type	Current Month	One Year Ago	Two Years Ago
Vehicles	26	24	25
Equipment	44	41	40
Furniture or Fixtures	13	12	12
Add. Bldgs. or Land	5	5	7
Improved Bldgs. or Land	16	16	17

SMALL BUSINESS CAPITAL OUTLAYS (CONTINUED)

AMOUNT OF CAPITAL EXPENDITURES MADE

Percent Distribution of Per Firm Expenditures During the Last Six Months
January 2026

Amount	Current Month	One Year Ago	Two Years Ago
\$1 to \$999	2	2	2
\$1,000 to \$4,999	5	8	6
\$5,000 to \$9,999	5	4	4
\$10,000 to \$49,999	16	17	17
\$50,000 to \$99,999	11	11	12
\$100,000 +	19	15	17
No Answer	2	1	1

CAPITAL EXPENDITURE PLANS

Percent Planning a Capital Expenditure During Next Three to Six Months
(Seasonally Adjusted)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	22	23	20	27	27	25	26	30	28	31	27	29
2022	29	27	26	27	25	23	22	25	24	23	24	23
2023	21	21	20	19	25	25	27	24	24	24	23	24
2024	23	21	20	22	23	23	23	24	19	22	28	27
2025	20	19	21	18	22	21	22	21	21	23	20	19
2026	18											

SMALL BUSINESS HEALTH

OVERALL HEALTH OF BUSINESS

January 2026

Rating	Current Month	One Month Ago	Two Months Ago
Excellent	14	9	11
Good	54	54	53
Fair	27	34	30
Poor	4	3	5

SINGLE MOST IMPORTANT PROBLEM

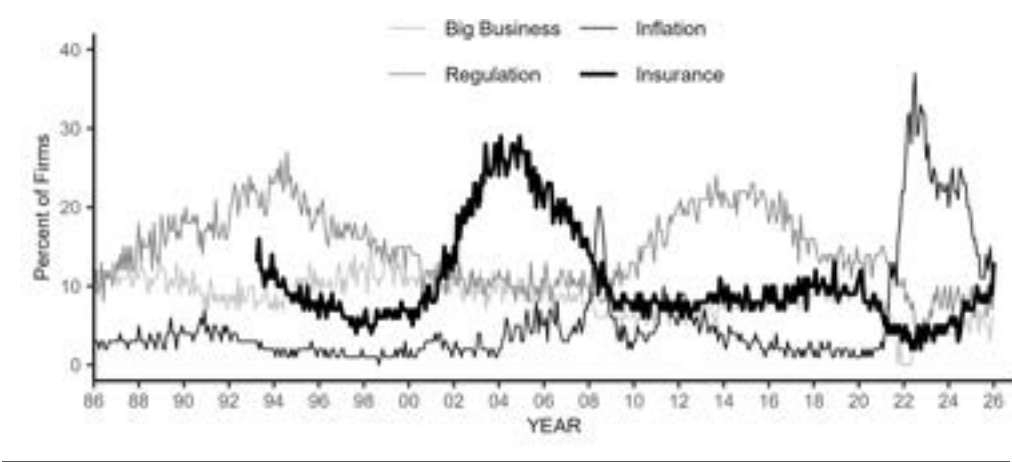
SINGLE MOST IMPORTANT PROBLEM

January 2026

Problem	Current	One Year Ago	Survey High	Survey Low
Taxes	18	17	32	8
Inflation	12	18	41	0
Poor Sales	9	9	34	2
Fin. & Interest Rates	3	3	37	0
Cost of Labor	9	9	13	2
Government Regulation	9	10	27	4
Comp. from Large Bus.	6	5	17	0
Quality of Labor	16	18	29	2
Cost/Avail. of Insurance	13	7	29	0
Other	4	2	31	0

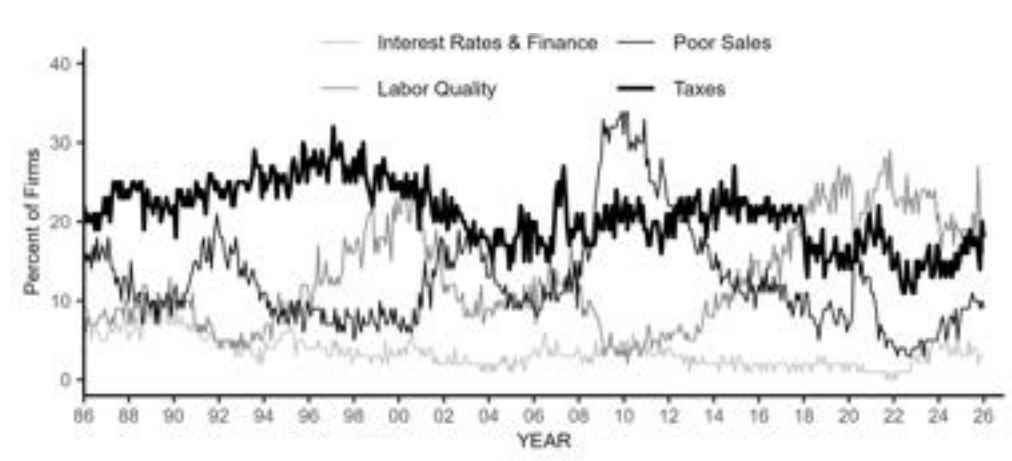
SELECTED SINGLE MOST IMPORTANT PROBLEM

Inflation, Big Business, Insurance, and Regulation
January 1986 to January 2026



SELECTED SINGLE MOST IMPORTANT PROBLEM

Taxes, Interest Rates & Finance, Poor Sales, and Labor Quality
January 1986 to January 2026



SURVEY PROFILE

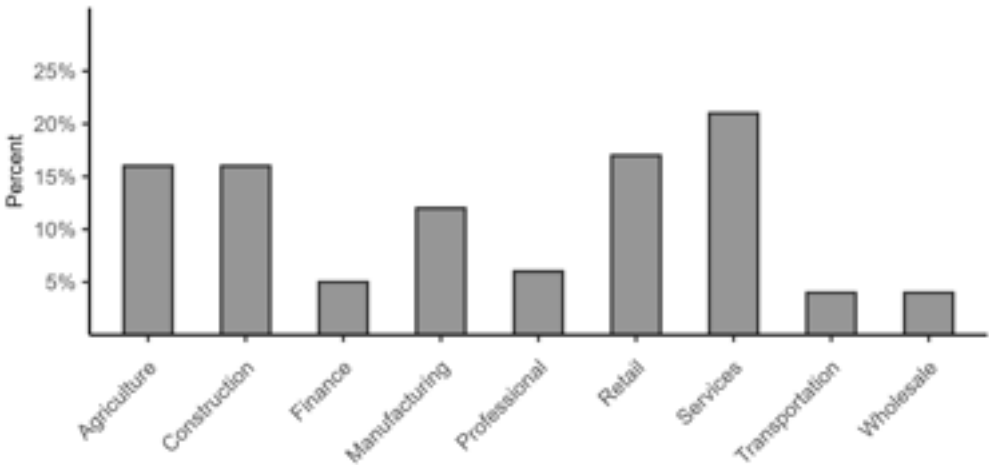
OWNER/MEMBERS PARTICIPATING IN ECONOMIC SURVEY NFIB

Actual Number of Firms

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2021	1109	678	514	1516	659	592	1440	595	537	1431	613	639
2022	1504	665	560	1457	581	505	1351	622	557	1342	572	514
2023	1466	626	573	1365	632	496	1313	611	582	1382	573	518
2024	1287	604	506	1215	578	514	1309	590	559	1197	532	513
2025	1205	509	508	1078	485	382	953	472	403	984	505	429
2026	959											

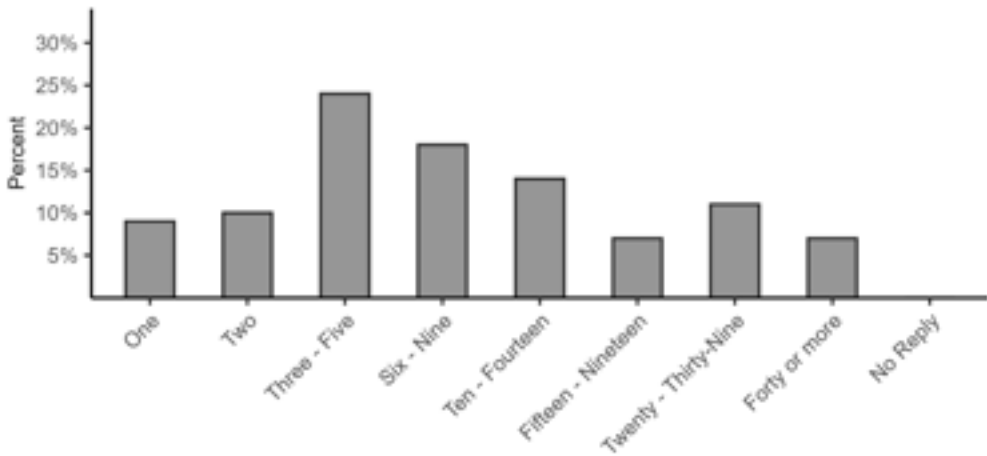
NFIB OWNER/MEMBERS PARTICIPATING IN ECONOMIC SURVEY

Industry of Small Business
January 2026



NFIB OWNER/MEMBERS PARTICIPATING IN ECONOMIC SURVEY

Number of Full and Part-Time Employees
January 2026



NFIB RESEARCH CENTER SMALL BUSINESS ECONOMIC SURVEY

SMALL BUSINESS SURVEY QUESTIONS

PAGE IN REPORT

Do you think the next three months will be a good time for small businesses to expand substantially? Why? ^{1, 2} 8

What about the economy in general, do you think that six months from now general business conditions will be better than they are now, about the same, or worse? ^{1, 2} 8

Were your net earnings or “income after taxes” from your business during the last calendar quarter higher, lower, or about the same as they were for the quarter before? ¹ 9

If higher or lower, what is the most important reason? 9

During the last calendar quarter, was your dollar sales volume higher, lower, or about the same as it was for the quarter before? 10

Overall, what do you expect to happen to the volume of goods and/or services (number of customers, units, hours billed, etc.) that you will sell during the next three months? ^{1, 2} 10

How are your average selling prices now compared to three months ago? 11

In the next three months, do you plan to change the price of your goods and/or services? 11

During the last three months, did the total number of employees in your firm increase, decrease, or stay about the same? 12

If you have filled or attempted to fill any job opening in the past three months, how many qualified applicants were there for the position(s)? 12

Do you have any job openings that you are not able to fill right now? ¹ 13

In the next three months, do you expect to increase or decrease the total number of people working for you? ^{1, 2} 13

Over the past three months, did you change average employee compensation (wages and benefits but not Social Security, U.C. taxes, etc.)? 14

Do you plan to change average employee compensation (wages and benefits but not Social Security, U.C. taxes, etc.) during the next three months? 14

NFIB RESEARCH CENTER SMALL BUSINESS ECONOMIC SURVEY

SMALL BUSINESS SURVEY QUESTIONS	PAGE IN REPORT
Are...loans easier or harder to get than they were three months ago?	15
Do you expect to find it easier or harder to obtain your required financing during the next three months? ^{1,2}	16
If you borrow money regularly (at least once every three months) as a part of your business activity, how does the rate of interest payable on your most recent loan compare with that paid three months ago?	16
If you borrowed within the last three months for business purposes, and the loan maturity (pay back period) was 1 year or less, what interest rate did you pay?	17
During the last three months, did you increase or decrease your inventories?	17
At the present time, do you feel your inventories are too large, about right, or too low? ¹	18
Looking ahead to the next three months to six months, do you expect, on balance, to increase your inventories, keep them about the same, or decrease them? ¹	18
During the last six months, has your firm made any of the following capital expenditures? (Check all that apply)	19
If [your firm made any capital expenditures], what was the total cost of these expenditures?	20
Looking ahead, do you expect to make any capital expenditures in the next three to six months? ^{1,2}	20
How would you rate the overall health of your business today?	20
What is the single most important problem facing your business today?	21
Please classify your major business activity, using one of the categories of examples below.	22
How many employees do you have full and part-time, including yourself?	22