



Capital Access Network Small Business Barometer

4Q 2006 Survey Details

Respondent Profile

250 Small Business Owners, 1-50 employees, that accept specific credit cards in their business.

Industry of Survey Respondent's Business

Industry	Percentage
Restaurant/Hospitality	4.4%
Retail	36%
Health/Medical	8.4%
Service	33.2%
Other	18%

Financial Status/Needs (Degree of Agreement)

Question	% Agree
I have a greater need for financing today than in the past.	76%
If I had access to additional financial resources I would consider starting a new business in a different industry.	56%
I believe it is more difficult to get financing today than one year ago.	82%

Working Capital Alternatives

Question	Response
Are you aware that you can sell your future credit card sales in exchange for quick, accessible working capital?	73% Unaware
Have you ever sold future credit card sales in order to secure working capital?	Yes, 6% of those aware of the process

Financing Today (Open-Ended)

Why do you think it is more difficult to get financing for your business today?

Approximately 70 percent of small business owners stated:

- Financial Institution Barriers (23%)

- Interest Rates (18%)
- Economic Conditions (16%)
- Personal Credit (4%)
- Other (9%)

When asked the primary reason for seeking financing today, respondents who were allowed to choose three options, ranked the following:

- Expand/Renovate (60%)
- Purchase New Equipment (59%)
- Purchase Inventory (50%)
- Advertising/Promotion (46%)
- Get Through Seasonal Fluctuations (33%)
- Pay Vendors (22%)
- Buy new business (22%)

When asked if a small business owner needed \$25,000 fast, respondents responded with the following options:

- Bank/Credit Union (68%)
- Other (7%)
- Small Business Loan (6%)
- Credit Cards (6%)
- Personal (5%)
- Friends and Family (5%)

Funding History, Funding Appeal

When asked whether specific funding options were appealing vs. unappealing respondents responded as follows:

Type of Funding	Appealing vs. Unappealing
Loans from friends or family	55% Unappealing
Home equity lines or second mortgages	45% Unappealing
Credit Cards	34% Unappealing