

Business Confidence Survey



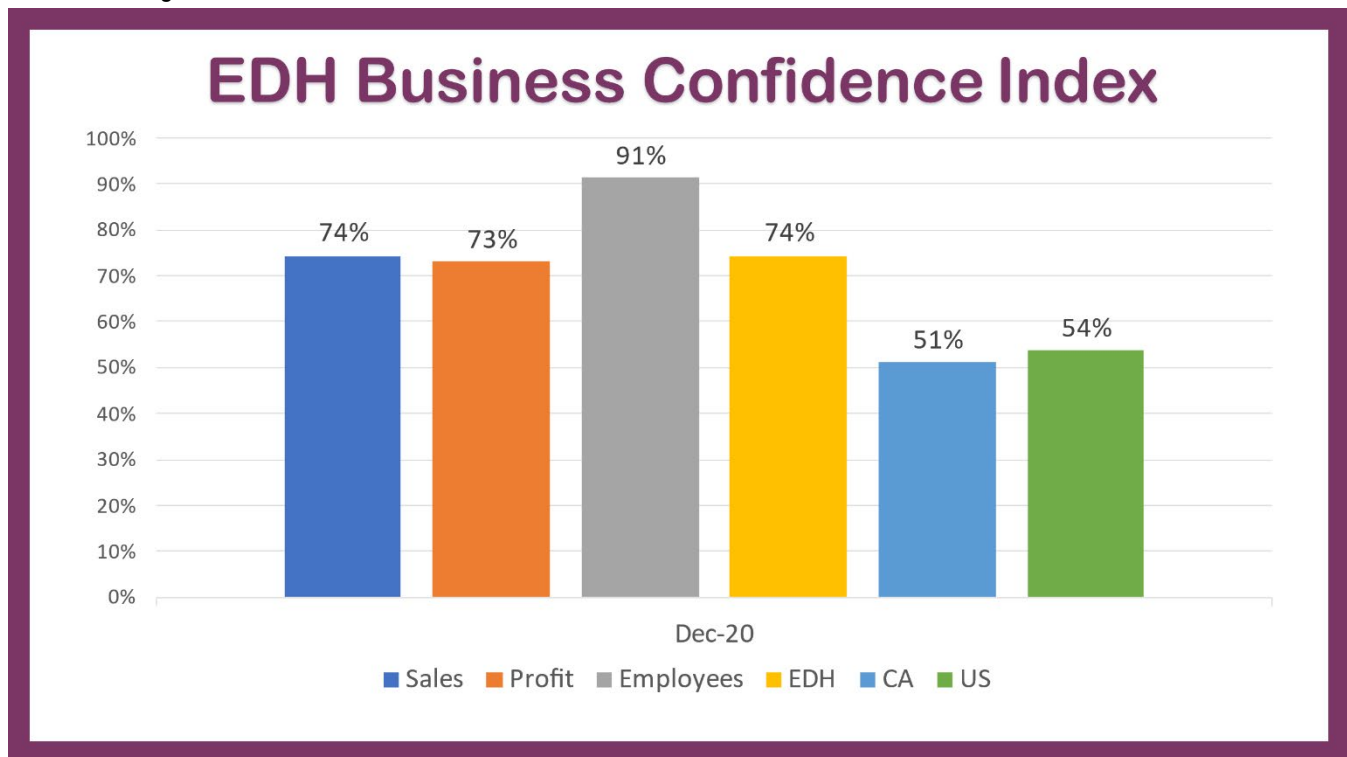
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WEALTH MANAGEMENT

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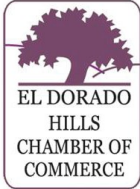
The El Dorado Hills Chamber of Commerce is partnering with Goldenstone Wealth Management, a local business, to continue two vital programs: The El Dorado Hills Business Confidence Survey and The El Dorado Hills Economic Index Reports, which were implemented in late-2015. This most recent El Dorado Hills Confidence Index (EDHCI) surveyed local businesses & community leaders in Q4, 2020. Now more than ever, this helps us measure and map where we have been and where we are headed. Included are additional insights related to the impact from the pandemic. While local economic indicators are down in response to the pandemic, overall **the vast majority of businesses in El Dorado Hills have not had to reduce employment or face permanent closures due to COVID-19.**

SURVEY RESULTS

Local and Regional Business Sentiment for the next 12 months



- Business Confidence Index declined in December 2020 from January pre-COVID levels.
- Sales Outlook declined 20%, Profit Outlook declined 18%, and Hiring Outlook declined 5%.
- Outlook regarding EDH conditions declined 15%, outlook regarding California conditions actually improved 31%, while outlook regarding the USA conditions declined 29%.
- While confidence has weakened on several fronts, hiring plans by businesses remain relatively less impacted. This is the weakest confidence since 2016 when the survey data is last available.
- The majority of businesses did not face significant revenue reduction, and expressed recovery in less than 6 months.
- The vast majority of businesses have not had to reduce employment or face permanent closures due to COVID-19.



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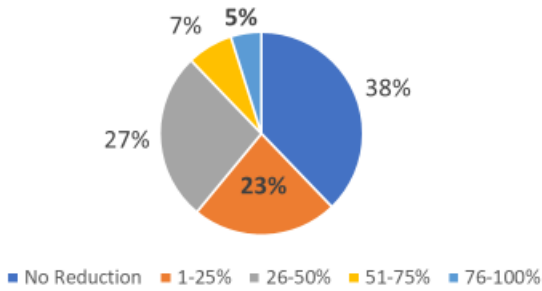


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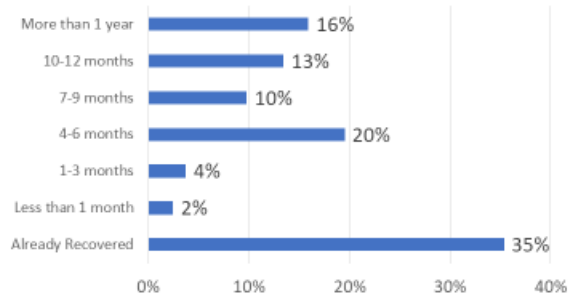
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SURVEY RESULTS

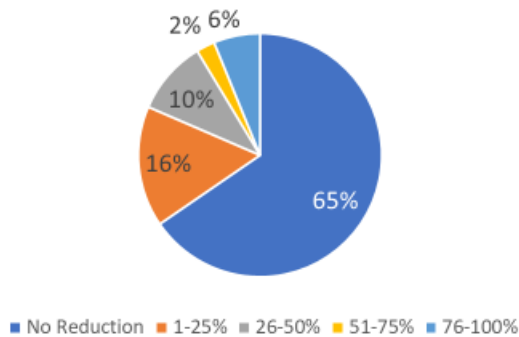
Covid - Revenue Impact Reduction



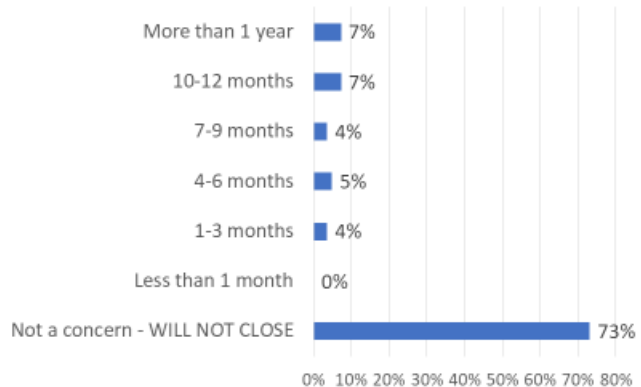
Covid - Time to Recover to PRE-Pandemic Levels

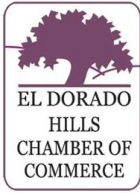


Covid - Employment Reduction



Covid - How long before PERMANENT closures?





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