

# BUSINESS CONFIDENCE SURVEY

Optimism among local business leaders remains strong, although there has been a slight decrease since the previous survey in July 2018.

Changes in the survey results were shown by some leaders now expecting sales, profit, employment, and general business conditions to stay the same or even slightly decrease over the next 12 months. This follows a period of very strong performance, especially in the past few years, as shown on the El Dorado Hills Economic Snapshot.

This is something to keep track of in our future reports and surveys. View the latest at [www.eldoradohillschamber.org](http://www.eldoradohillschamber.org)

JULY 2018

65.9

JAN 2019

58.9

▼ 10.6%

Neutral = 50



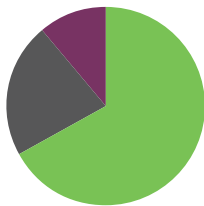
## WHAT LOCAL BUSINESS LEADERS ARE SAYING

What are expectations for the next 12 months?

### SALES

How are gross sales expected to change in the next 12 months?

- Increase: 67%
- Same: 22%
- Decrease: 11%



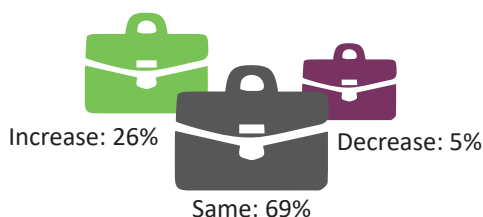
### PROFITS

How is profit expected to change in the next 12 months?



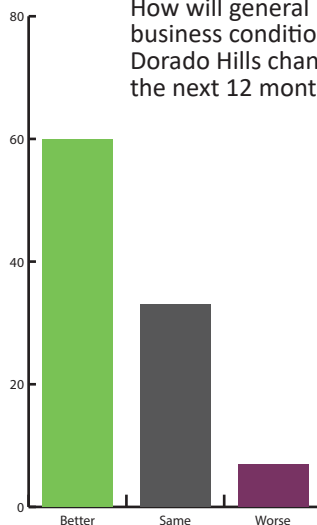
### EMPLOYMENT

How is employment expected to change in the next 12 months?



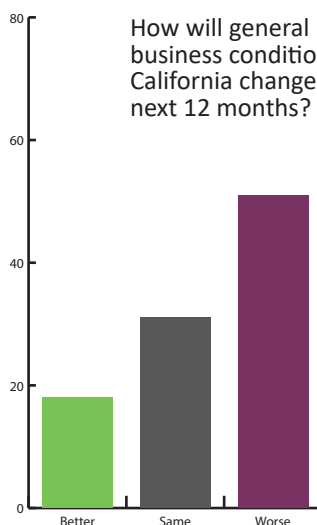
### LOCAL BUSINESS CONDITIONS

How will general business conditions in El Dorado Hills change in the next 12 months?



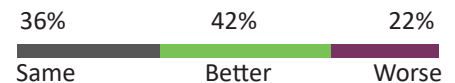
### STATE BUSINESS CONDITIONS

How will general business conditions in California change in the next 12 months?



### US BUSINESS CONDITIONS

How will general business conditions in the U.S. change in the next 12 months?



### HOT TOPIC!

Is your business able to find qualified job seekers locally?

- Yes: 36%
- No: 26%
- I haven't been looking: 38%

