



Sage Small Business Snapshot

Summary Report



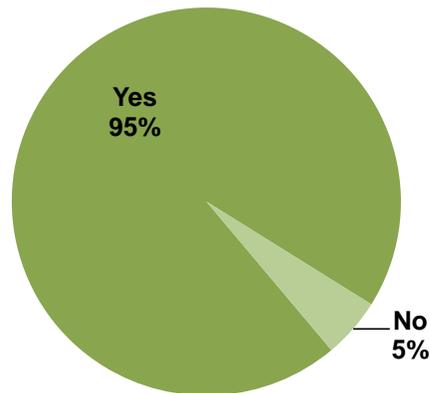
Introduction

Sage serves more than 6 million small and mid-sized organizations worldwide, regularly surveying them and other organizations for their opinions on a variety of business topics. This particular survey focuses on how small business owners feel about the November elections and their effect on their business.

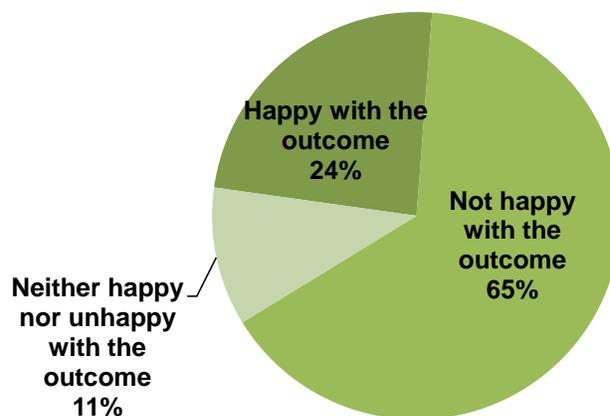
Reaction to the 2012 Election

The vast majority of respondents voted in the November election. Two-thirds were unhappy with the presidential election's outcome.

Did You Vote?



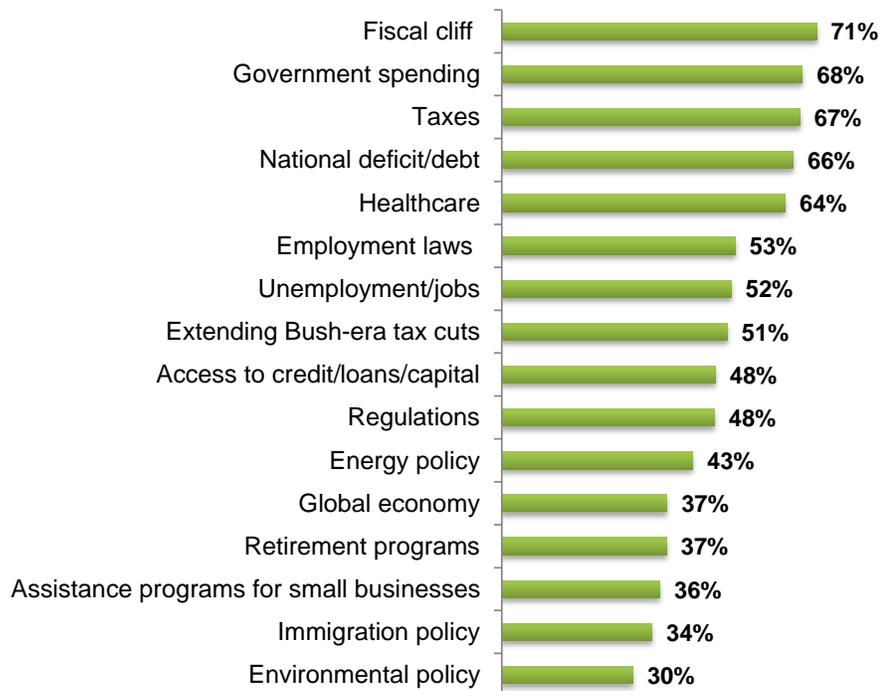
How Do You Feel About the Presidential Election's Outcome?



Important Issues

Topping the list of issues important to small business owners now are the “fiscal cliff,” government spending, taxes, the national deficit, and healthcare. When asked about President Obama’s proposal to let the Bush-era tax cuts expire on couples earning above \$250,000 a year and extend them for couples earning below that level, 56% of respondents were opposed, 31% were in favor, and 13% were undecided. When asked about their preferred method of avoiding the “fiscal cliff,” respondents favored lower tax rates combined with limits on deductions and closing of loopholes over higher tax rates by a margin of 5 to 1.

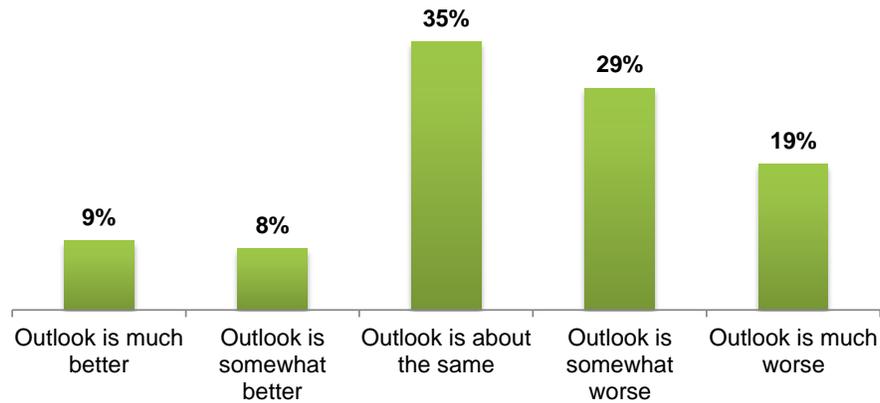
Importance of Issues



Outlook

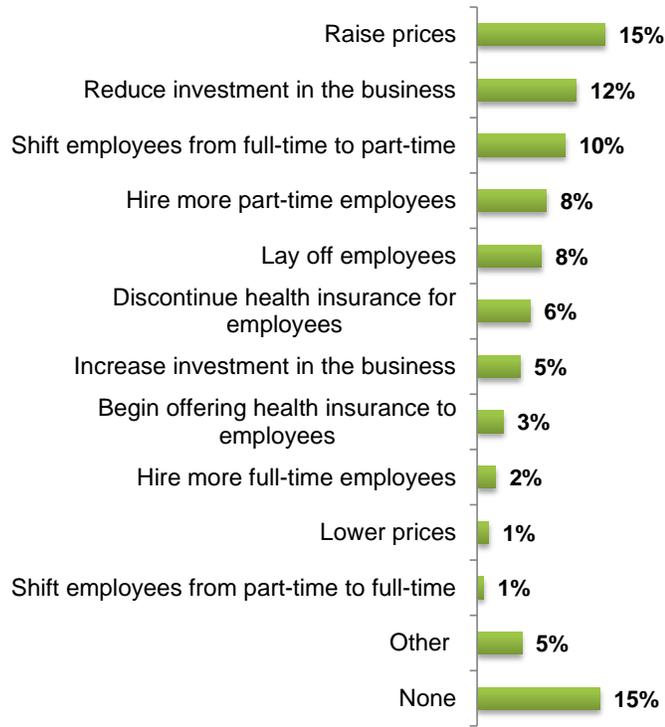
46% of the small business owners surveyed rated their company's performance in 2012 as "very good" or "good." Nearly half reported that their company outlook for 2013 is worse as a result of the election.

Effect of Election on Company Outlook for 2013



The most frequently mentioned actions that owners plan to take as a result of the election are raising prices, reducing investment in the business, and shifting employees from full-time to part-time.

Actions Likely to Take as a Result of Election



The survey was conducted by Sage during the period of November 13-27, 2012, among Sage customers in the U.S. who are business owners at companies with less than 100 employees. A total of 238 people completed the web-based survey. The margin of error is +/- 6% with a confidence level of 95 percent.

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