

US East GEI Report – February 2018

Survey Period: 1 - 28 February, 2018

Past 6 Months	US East Results					Global Results				
	Increased		Decreased		No Change	Increased		Decreased		No Change
Number of full-time employees	56.6%		12.3%		31.1%	56.9%		13.5%		29.6%
Number of part-time employees	38.9%		5.4%		55.7%	38.0%		6.9%		55.1%
Business revenue	71.5%		10.4%		18.1%	68.7%		13.2%		18.2%
Net profit	66.0%		14.2%		19.8%	61.9%		17.5%		20.6%
Use of debt instruments	25.5%		11.6%		63.0%	27.3%		12.8%		59.9%
Access to capital	31.8%		2.5%		65.7%	32.5%		4.6%		63.0%
	Very Difficult	Difficult	Easy	Very Easy	No Opinion	Very Difficult	Difficult	Easy	Very Easy	No Opinion
Difficulty receiving external funding	4.3%	14.6%	26.5%	11.9%	42.7%	6.8%	20.1%	29.3%	9.3%	34.6%

Next 6 Months	US East Results			Global Results		
	Increase	Decrease	No Change	Increase	Decrease	No Change
Number of full-time employees	69.6%	2.6%	27.8%	64.5%	4.7%	30.8%
Number of part-time employees	47.3%	1.4%	51.2%	42.1%	4.0%	53.8%
Business revenue	86.5%	1.2%	12.3%	82.7%	2.9%	14.4%
Net profit	83.2%	2.3%	14.5%	78.8%	4.4%	16.8%
Use of debt instruments	24.5%	9.8%	65.7%	26.3%	9.5%	64.2%
Access to capital	28.9%	0.4%	70.6%	31.5%	1.8%	66.7%

6-Month Economic Outlook	Improve	Deteriorate	Stay the Same
Regional Average – Predicted change in your country's economy	50.7%	11.3%	38.1%
Global Average	48.4%	13.5%	38.0%

6-Month Primary Business Focus	Improve Profit	Employee Growth	R&D
Regional Average Focus	56.6%	16.2%	5.8%
Global Average Focus	59.2%	14.6%	8.9%

91.9% of 691 respondents reported a willingness to start a business in their current economic environment.

Methodology: The EO Global Entrepreneur Indicator survey examines the current economic market and realities for entrepreneurs and gives insight into their predictions for the next six months. 4,480 of 12,000+ business owners that comprise the Entrepreneurs' Organization's membership responded to the survey. Respondents represented 170 chapters from 58 countries. Participants were presented with 15 questions assessing current and projected economic health. During the survey period 1 – 28 February, 2018, responses were obtained by contacting members within each chapter to guide them to the survey materials. Reports were then issued to each of EO's chapters around the world, based on the responses collected from each chapter's members. For more information, contact Graham Marsden at gmarsden@eonetwork.org.