

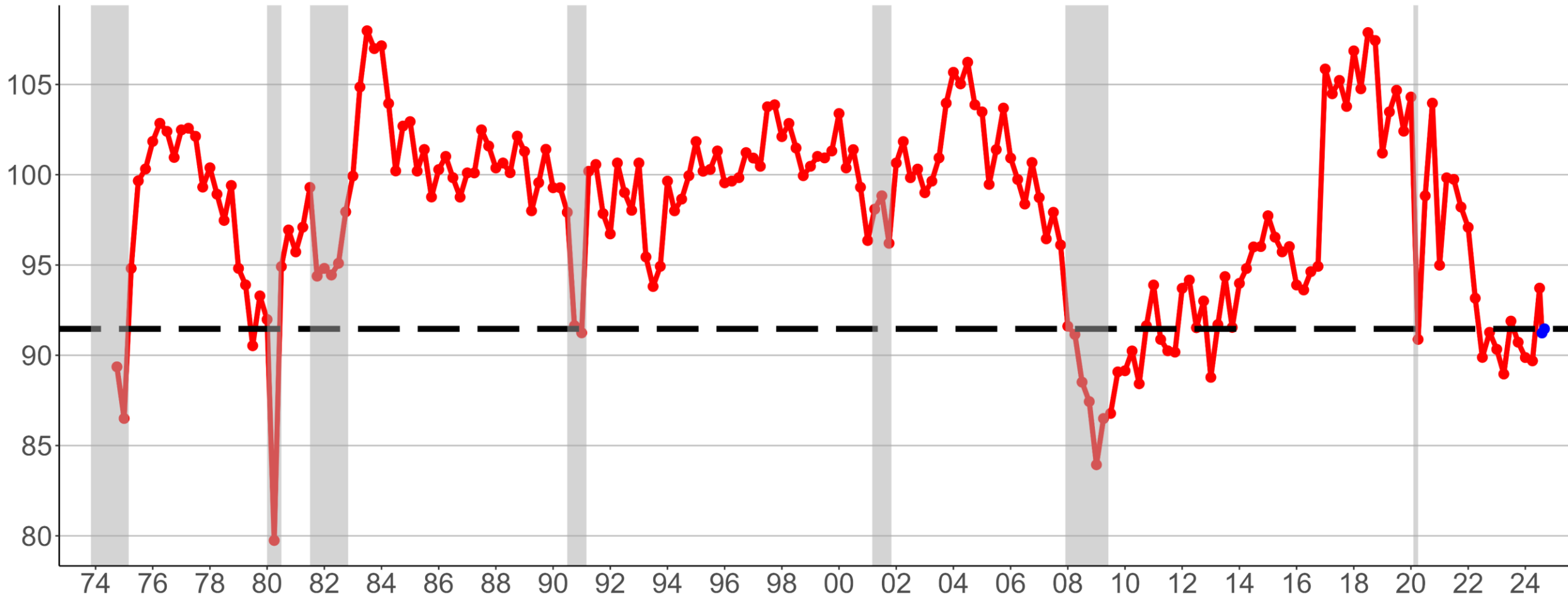


Kansas Economic Outlook

October 10, 2024

Small Business Optimism Index

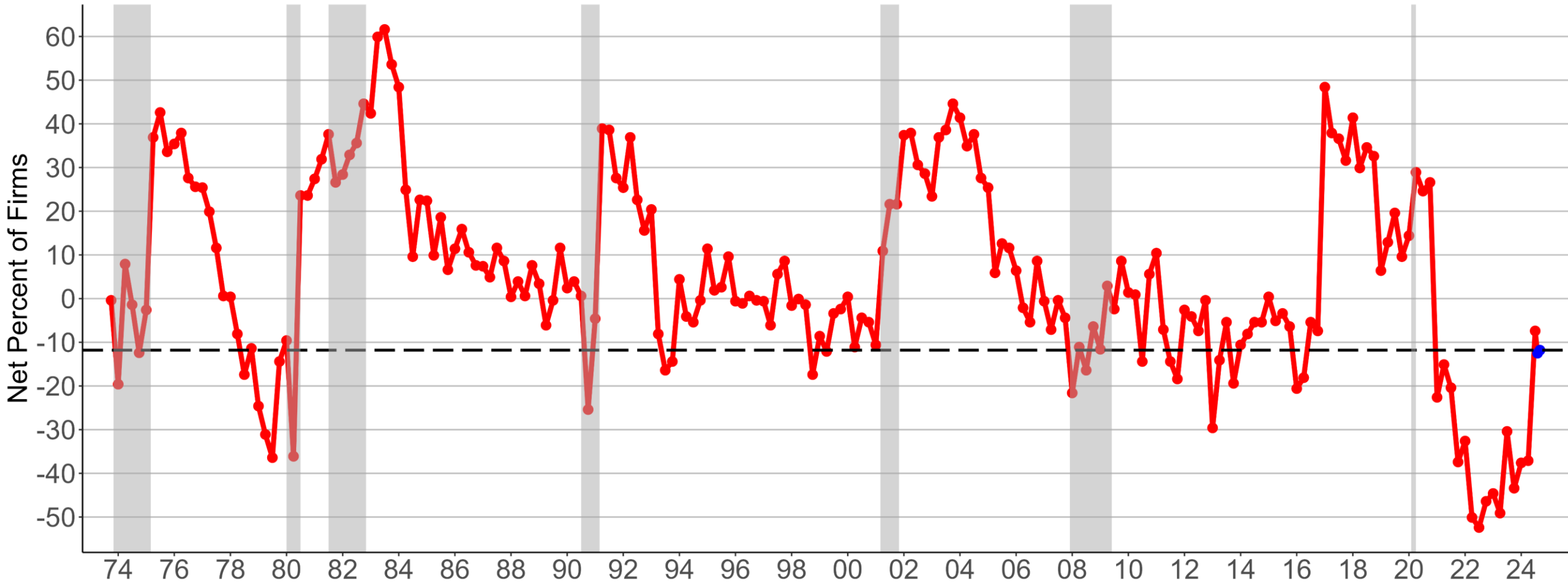
Based on Ten Survey Indicators
(Seasonally Adjusted, 1986 = 100)



Quarterly Data Recent Monthly Data (Aug & Sep)

Outlook for General Business Conditions

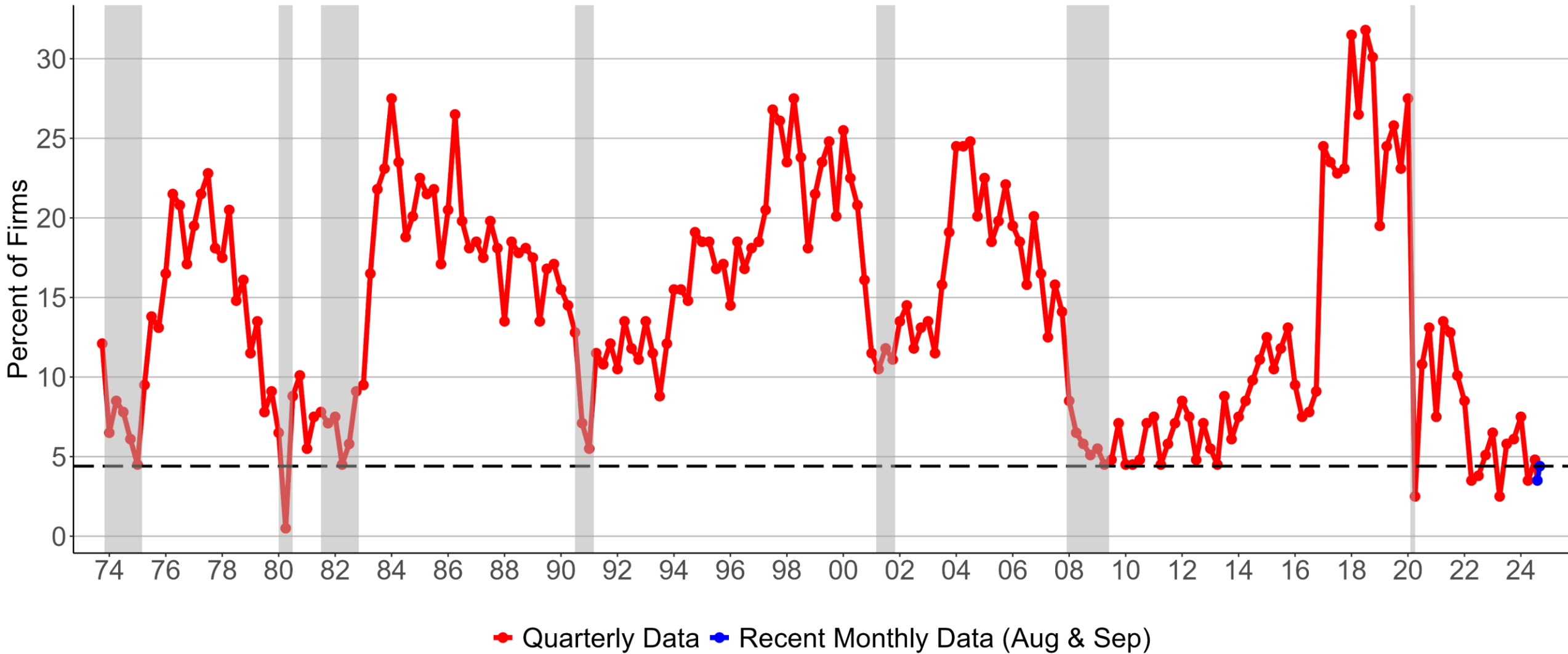
Net Percent ("Better" Minus "Worse") Six Months From Now
(Seasonally Adjusted)



Quarterly Data Recent Monthly Data (Aug & Sep)

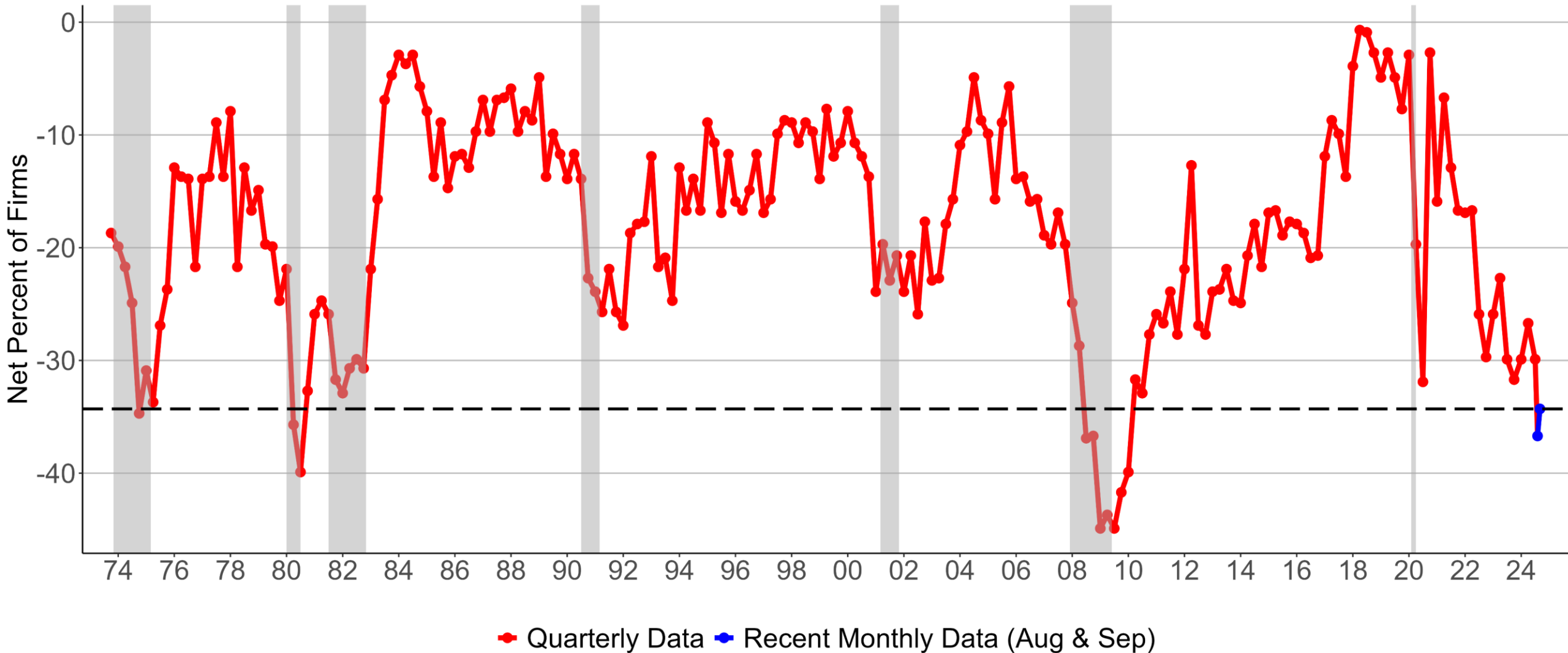
Good Time to Expand

Percent Next Three Months "Good Time to Expand"
(Seasonally Adjusted)

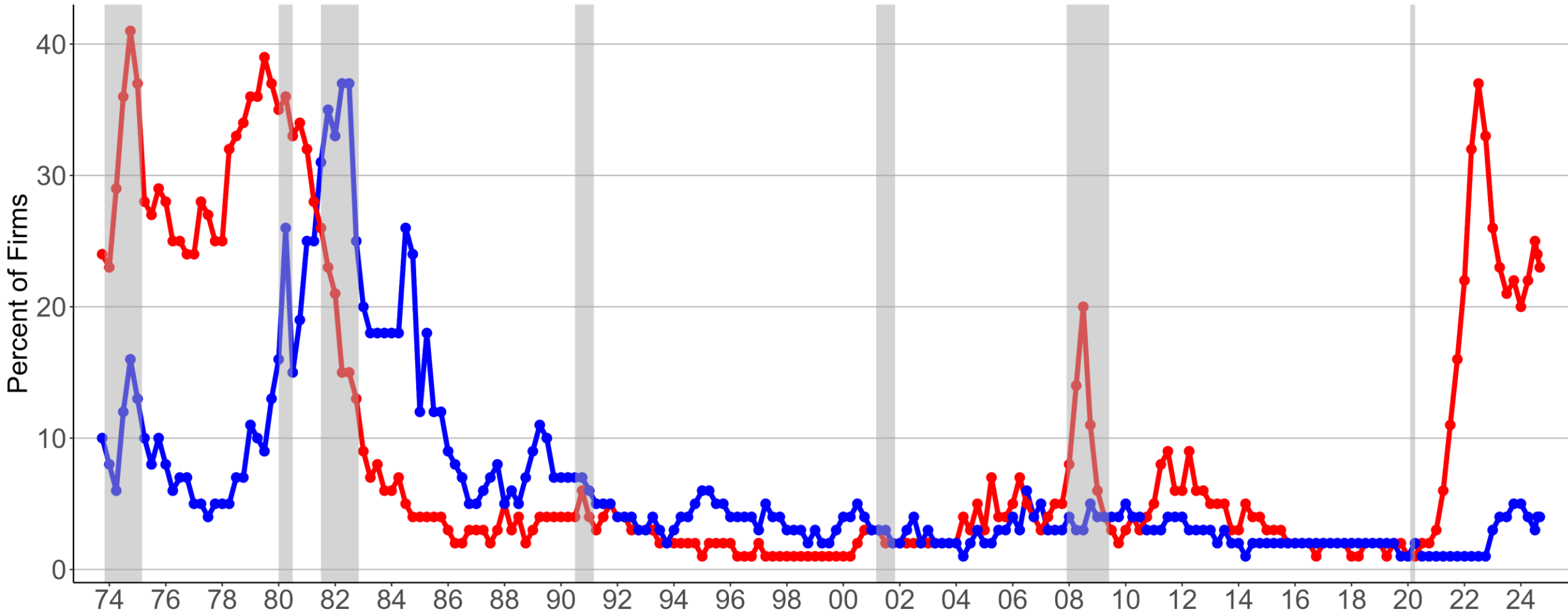


Actual Earnings Changes

Net Percent ("Higher" minus "Lower") the Last Three Months Compared to the Prior Three Months



Single Most Important Problem

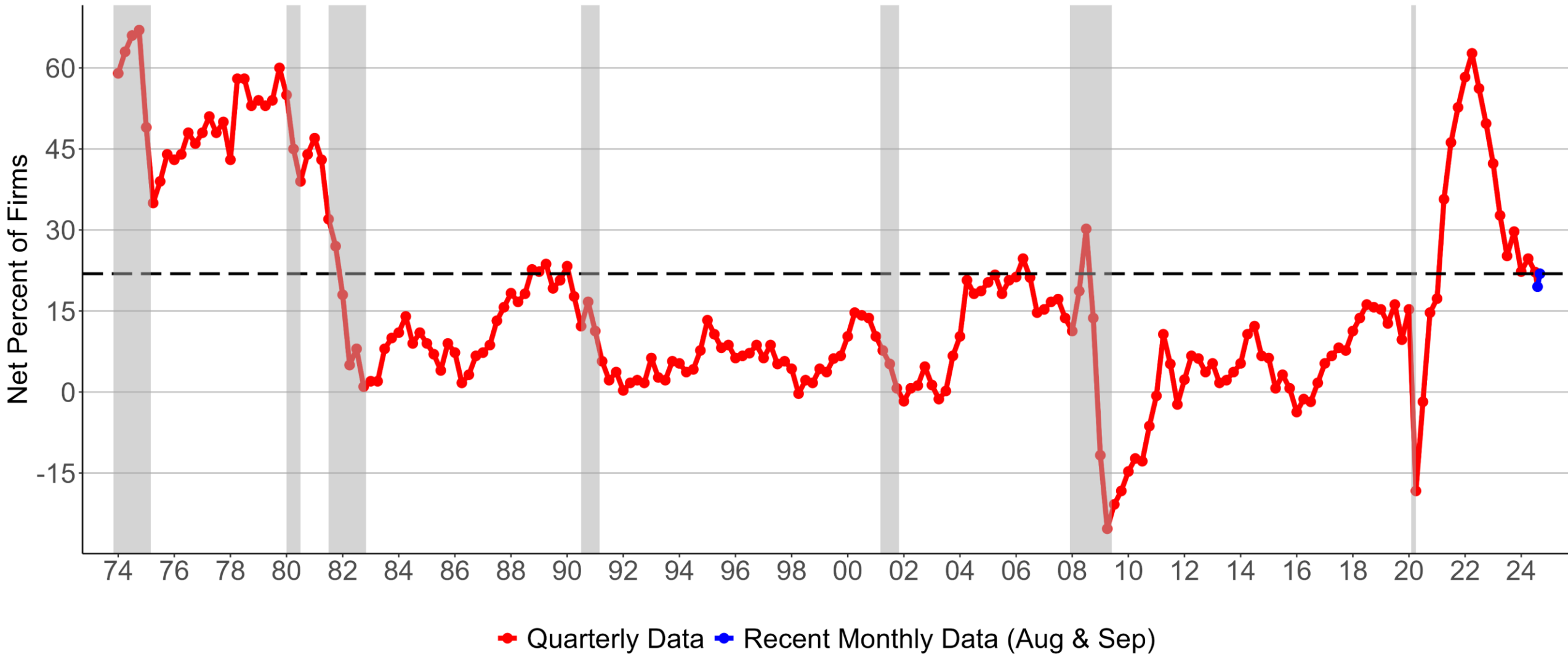


Financing & Interest Rates Inflation

Recent Monthly Data (Aug & Sep)

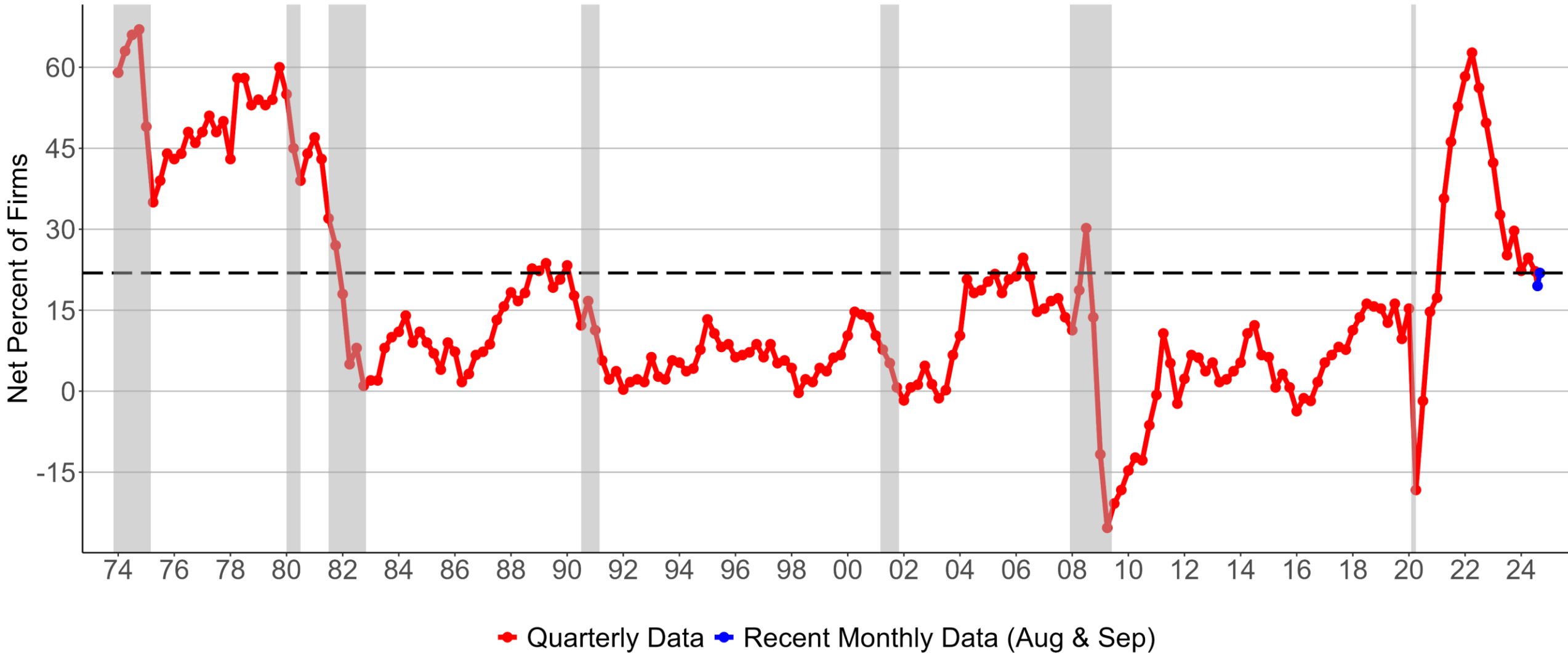
Actual Price Increases

Net Percent ("Higher" minus "Lower")
Compared to Three Months Ago (Seasonally Adjusted)



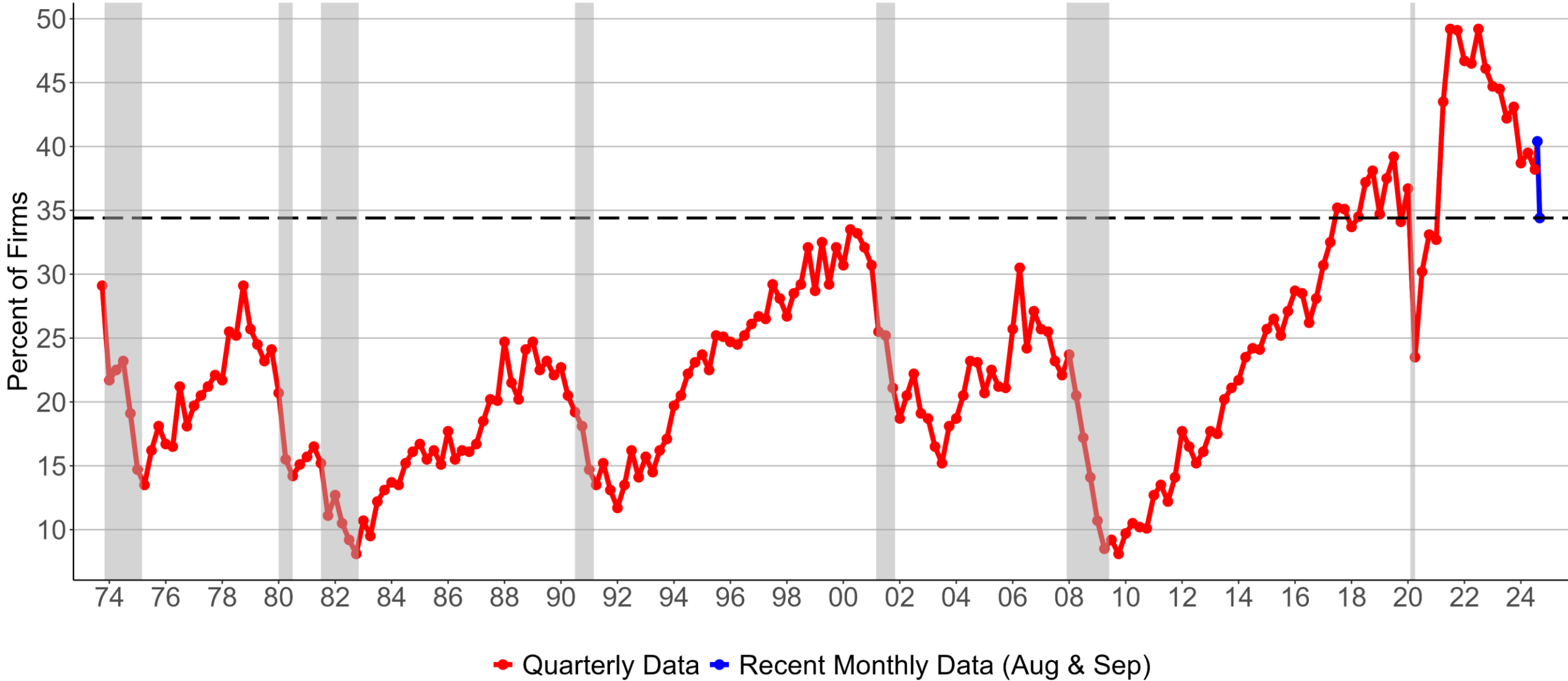
Actual Price Increases

Net Percent ("Higher" minus "Lower")
Compared to Three Months Ago (Seasonally Adjusted)

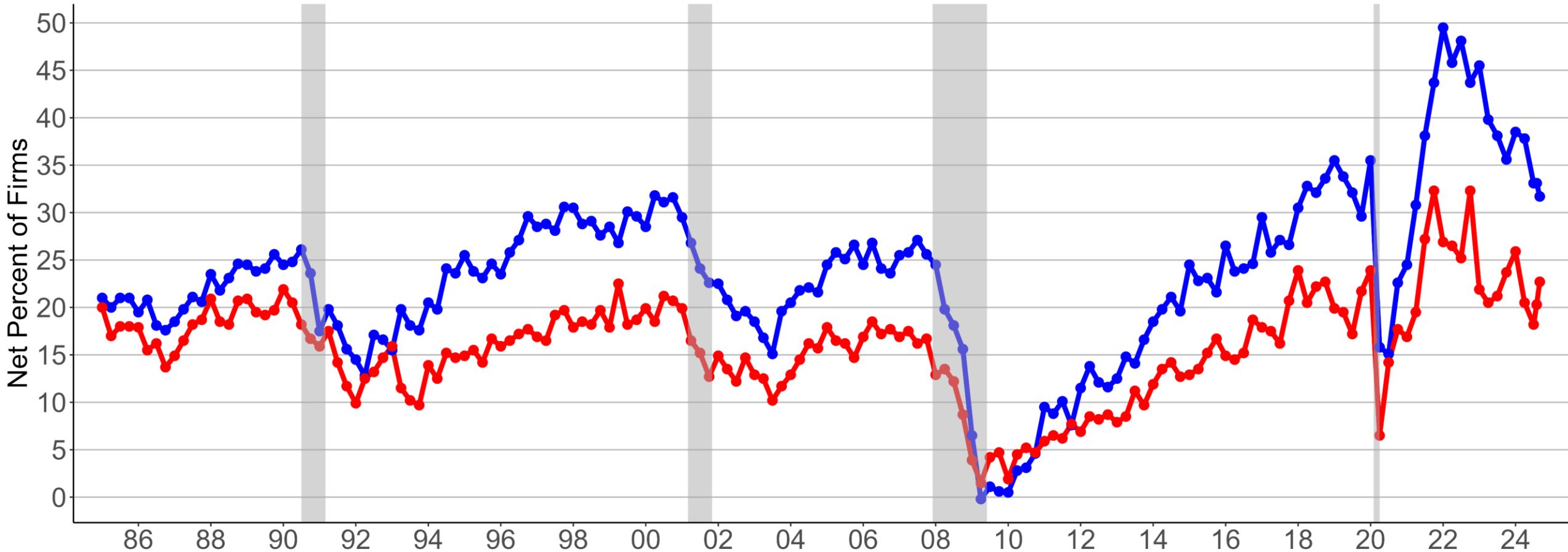


Unfilled Job Openings

Percent with at Least One Unfilled Opening

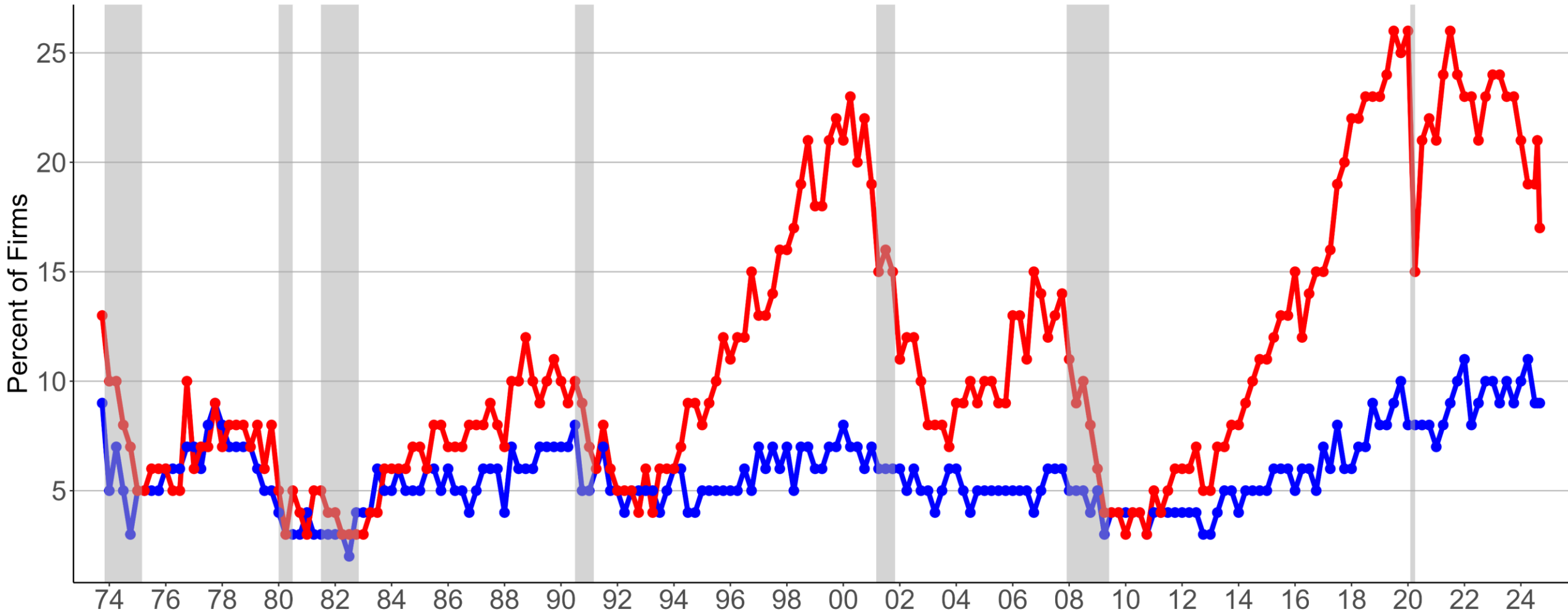


Planned and Actual Labor Compensation Changes



■ Increased Compensation
 ■ Plan to Increase Compensation
 Quarterly Data & Recent Monthly Data (Aug & Sep)

Single Most Important Problem

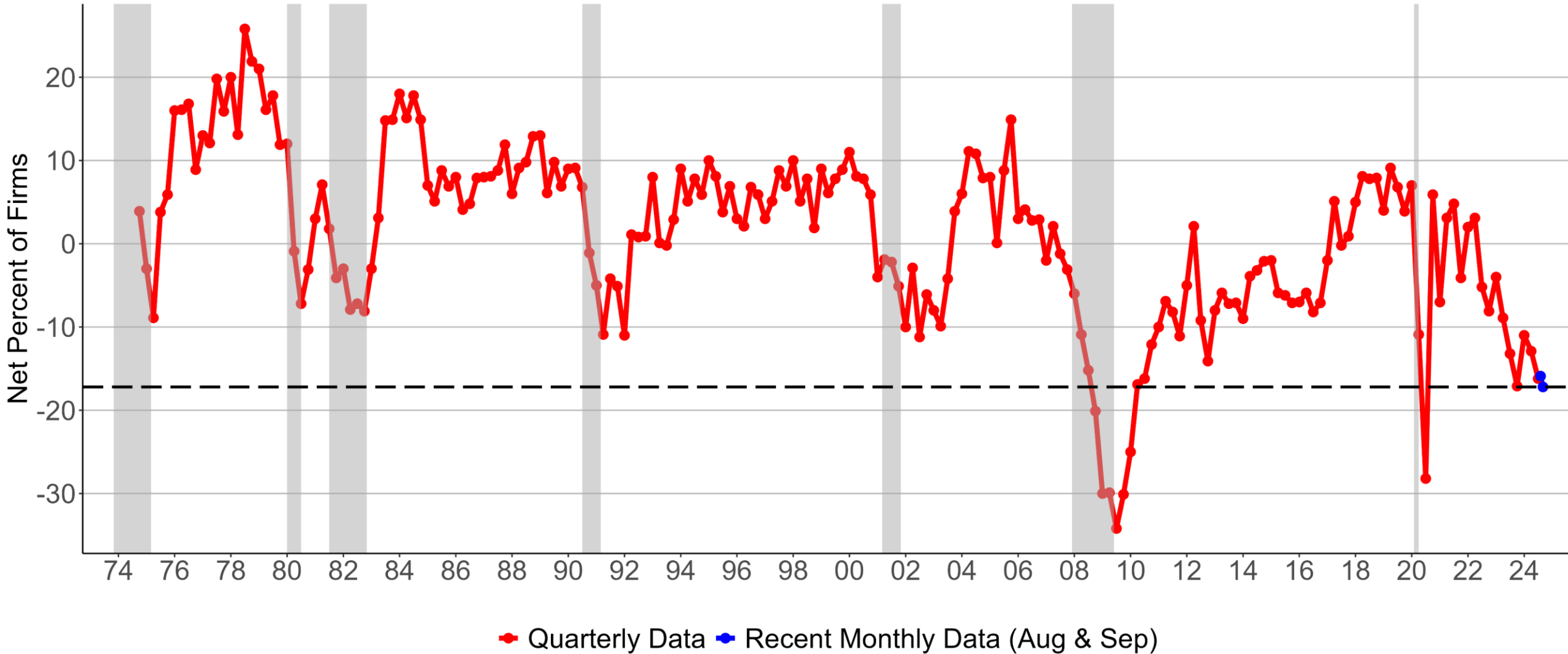


■ Labor Cost
 ■ Labor Quality

Quarterly Data & Recent Monthly Data (Aug & Sep)

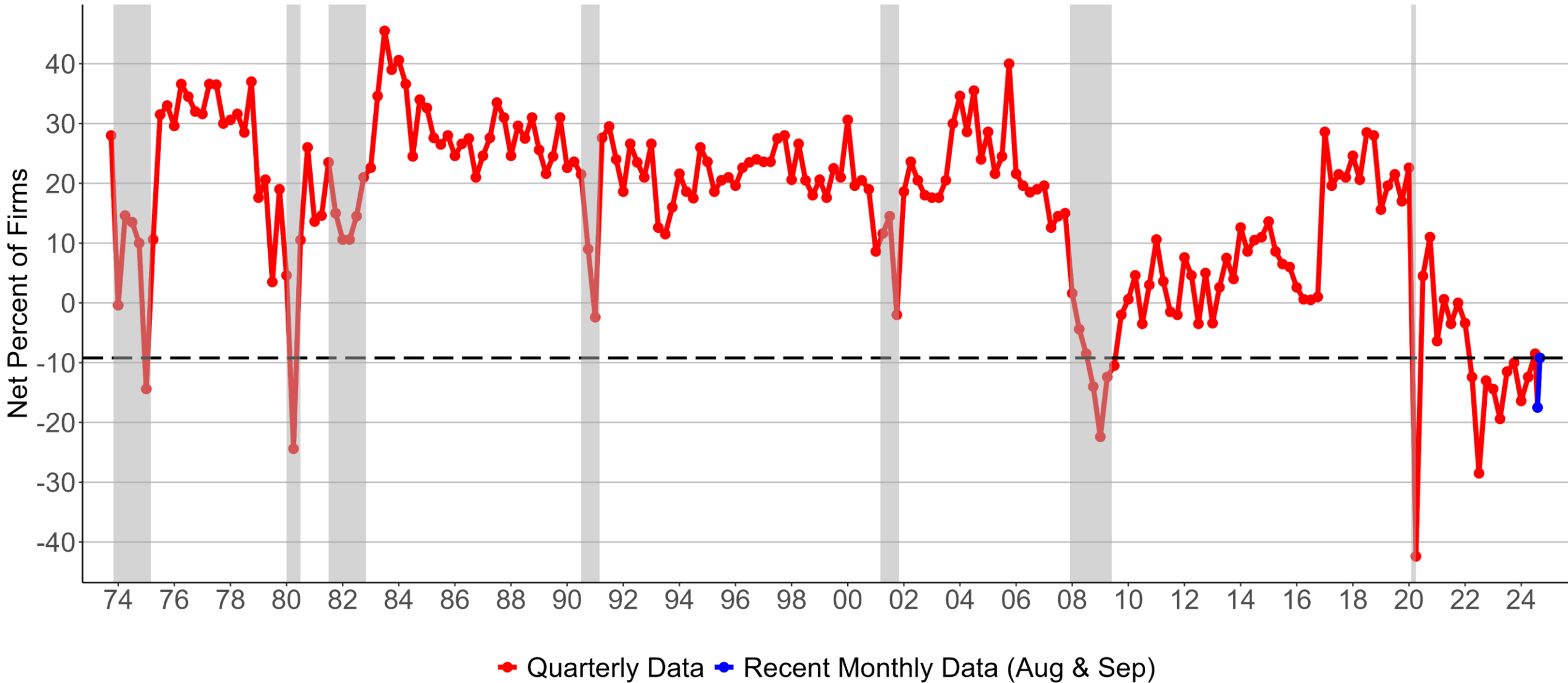
Actual Sales Changes

Net Percent ("Higher" minus "Lower") the Last Three Months Compared to the Prior Three Months

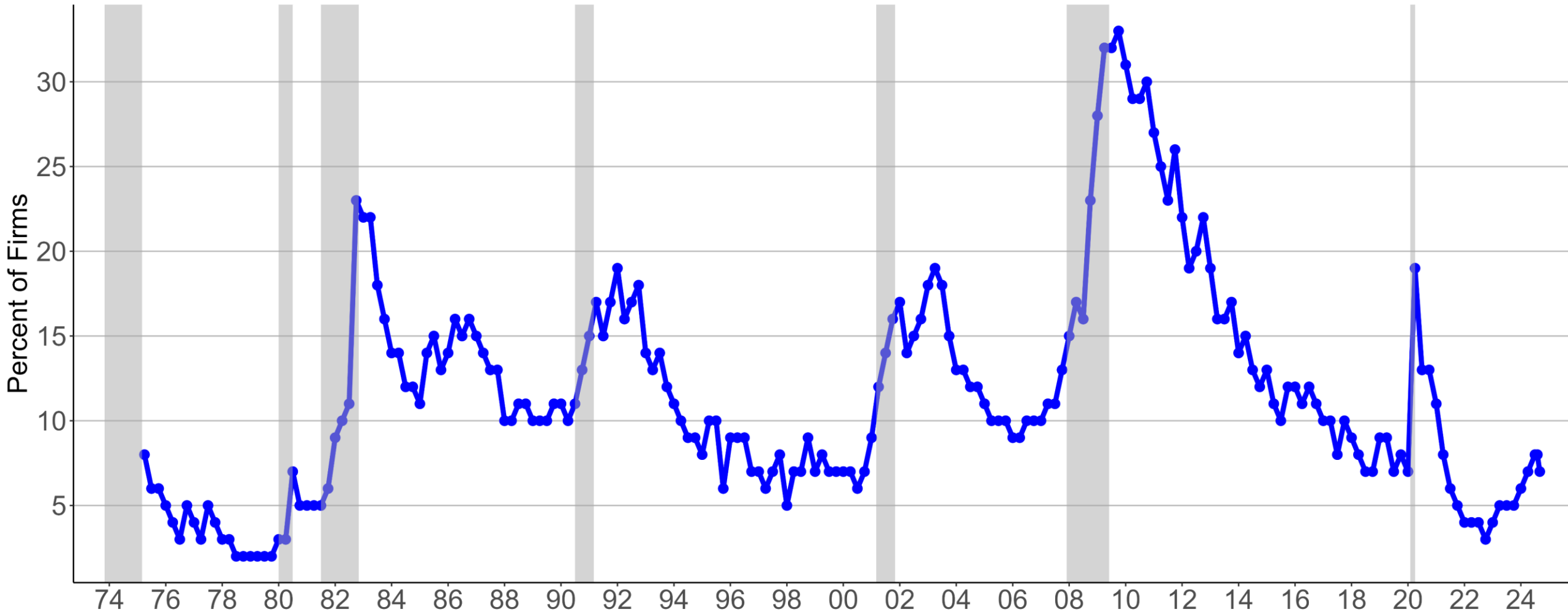


Real Sales Volume Expectations

Net Percent ("Higher" minus "Lower") in the Next Three Months



Single Most Important Business Problem

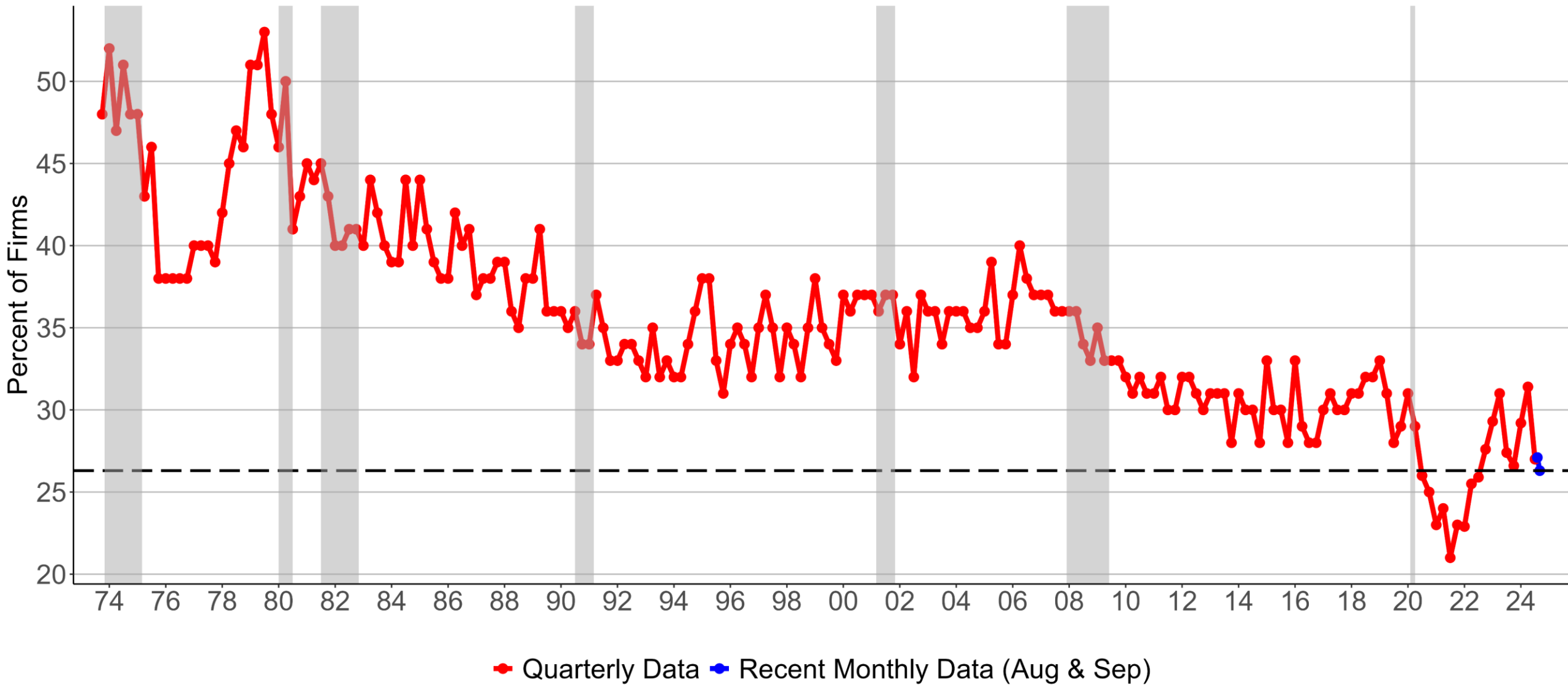


Weak Sales

Quarterly Data & Recent Monthly Data (Aug & Sep)

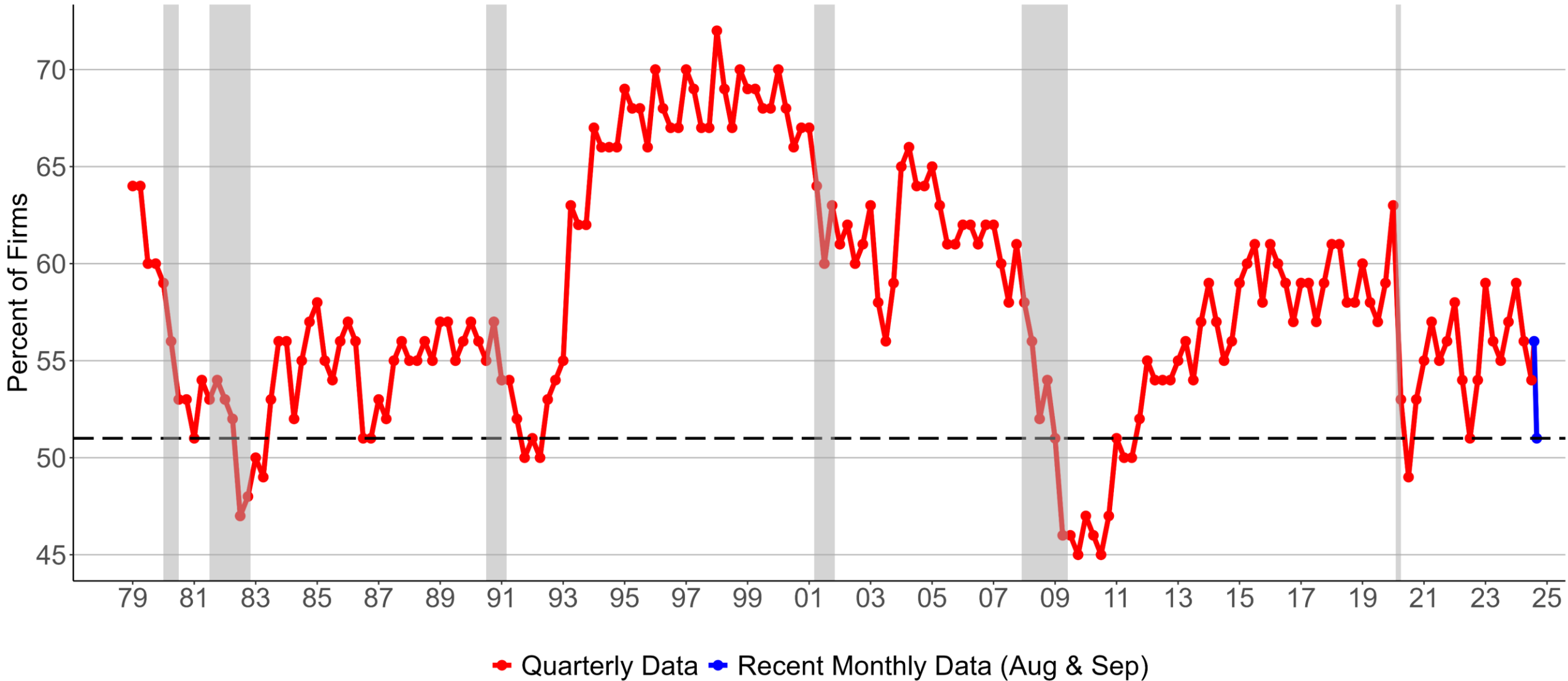
Regular Borrowers

Percent Borrowing at Least Once Every Three Months



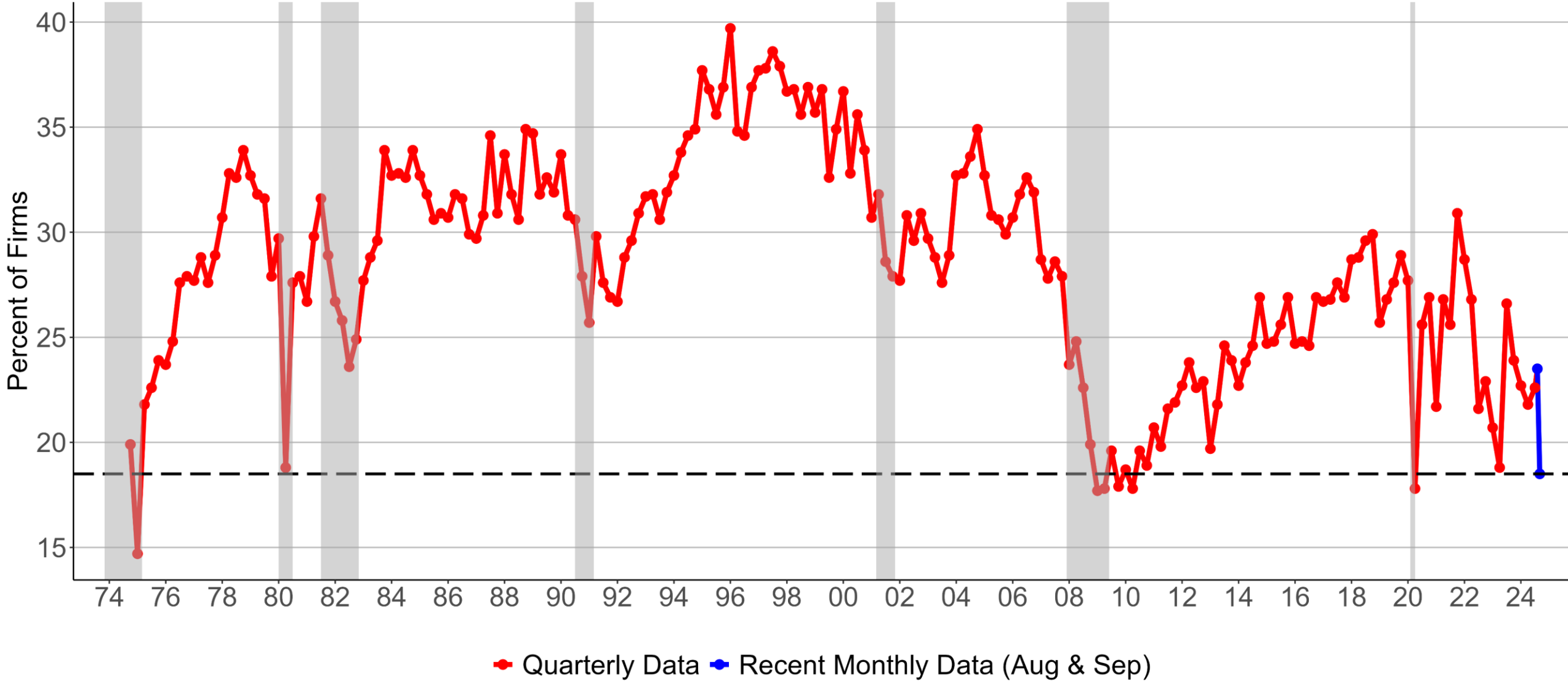
Actual Capital Outlays

Percent Making a Capital Expenditure During the Last Six Months



Planned Capital Outlays

Percent Planning to Make a Capital Expenditure in the Next Six Months





Small Business

Problems and Priorities

Small Business Problems and Priorities

Rank	Problem	Mean	Standard Diviation	Percent "Critical"	Percent "Not a Problem"	2020 Rank
1	Cost of Health Insurance	2.58	1.88	40.5	7.3	1
2	Cost of Supplies/Inventories	3.05	1.71	19.9	5.4	12
3	Uncertainty over Economic Conditions	3.06	1.75	22.2	5.3	9
4	Federal Taxes on Business Income	3.08	1.85	24.9	7.3	3
5	Locating Qualified Employees	3.18	2.06	28.0	12.0	2
6	Cost of Natural Gas, Propane, Gasoline, Diesel, Fuel Oil	3.19	1.88	24.0	6.9	19
7	Unreasonable Government Regulations	3.20	1.88	23.9	7.2	6
8	Uncertainty over Government Actions	3.27	1.89	22.8	7.3	10
9	State Taxes on Business Income	3.30	1.93	21.8	9.7	7
10	Electricity Costs (rates)	3.32	1.75	16.4	6.9	16
11	Property Taxes (real, inventory or personal property)	3.35	1.92	21.8	8.3	4
12	Tax Complexity	3.41	1.86	18.8	8.4	8
13	Interest Rates	3.47	2.03	21.7	12.1	56
14	Finding and Keeping Skilled Employees	3.50	2.09	24.2	12.5	5
15	Frequent Changes in Federal Tax Laws and Rules	3.62	1.84	16.3	8.5	13
16	Fixed Costs Too High	3.64	1.84	15.7	9.3	18
17	Cost and Availability of Liability Insurance	3.67	1.97	16.5	12.1	14
18	Federal Paperwork	3.73	1.90	13.2	11.2	15
19	State/Local Paperwork	3.73	1.86	12.5	10.7	11
20	Projecting Future Sales Changes	3.82	1.75	10.2	9.1	17

Small Business Problems and Priorities

Largest Changes in Problem Ranking, 2020 to 2024

More Difficult in 2024	2024 Rank	2020 Rank	Ranks Changed
Interest Rates	13	56	43
Pricing My Goods/Services	21	36	15
Cost of Natural Gas, Propane, Gasoline, Diesel, Fuel Oil	6	19	13
Real Estate Values	32	44	12
Cost of Supplies/Inventories	2	12	10
Minimum Wage/"Living" Wage	25	34	9
Employee Turnover	42	50	8
Undocumented Workers	65	73	8
Cyber Crime (viruses, hacking, etc.)	41	48	7
Crime, including Identity Theft, Shoplifting, etc.	55	62	7

Small Business Problems and Priorities

Measures of Small Business Problem Importance

Rank	Problem	Percent "Critical"	Percent "Not a Problem"	2020 Rank
13	Interest Rates	21.7	12.1	56
67	Obtaining Short-Term (less than 12 months or revolving) Business Loans	5.5	37.8	68
68	Obtaining Long-Term (5 years or more) Business Loans	5.2	38.2	67



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