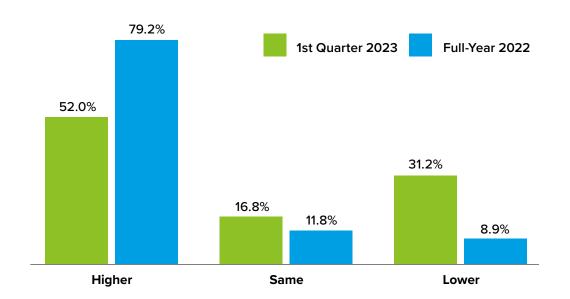


State of the Industry Update, First Quarter 2023*



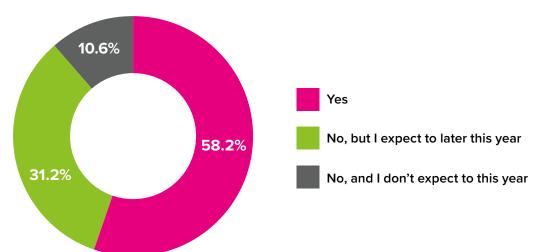
SALES

How did your sales (all sources) compare with the year-earlier period?



BUSINESS CONDITIONS

Are you seeing any signs of an economic slowdown/recession?



BIGGEST CONCERNS

What concerns you most heading into the second half of 2023? Top three responses



SALES PER EMPLOYEE

What was your sales per employee in 2022? Averages for all companies surveyed.



