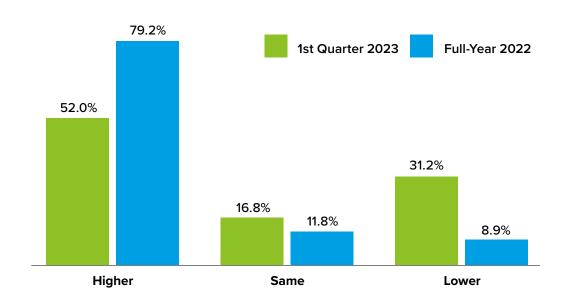


# **State of the Industry Update, First Quarter 2023\***



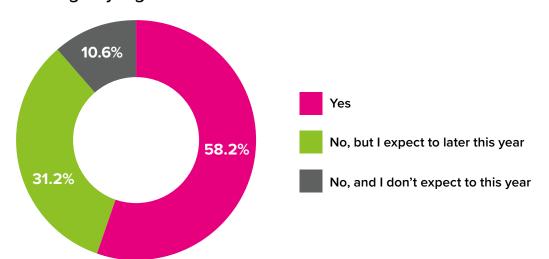
#### **SALES**

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.



