## OVERALL

Q3 2024 Participation - 93
Q2 2024 Participation - 89
Q1 2024 Participation - 95
Q4 2023 Participation - 84


| Sales Growth Next FY vs Current FY |  |
| :---: | :---: |
| (Survey Q: What are your expectations for your company's sales for NEXT year vs. Current Year?) |  |
| Sales up over 20\% | - $2 \%$ |
| Sales up 11\% - 20\% | 12\% |
| Sales up 6\% - 10\% | - 40\% |
| Sales up 1\% - 5\% | 32\% |
| No change | 5\% |
| Sales down 1\%-5\% |  |
| Sales down 6\% - 10\% | - $2 \%$ |
| Sales down over 10\% | 0\% |



* Percentage of respondent saying "Sales up" minus percentage of respondent saying "Sales down"


