



GREATER IOWA CITY, INC.

136 S. Dubuque Street Iowa City, IA 52240
319.337.9637
greateriowacity.com

Greater IC Business impact & Policy Outlook Survey Summary

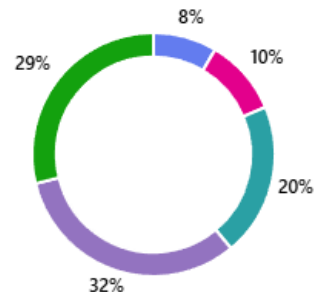
- Open for one week and shared across Greater IC communication channels and targeted outreach
- Approximately 60 responses, majority from business owners or executive leadership
- Cross section of industries represented with nonprofit, professional services, health care, and retail as the most selected categories
- Majority of respondents were small business, with over half have fewer than 50 employees
- Respondents represented a range of geographic reach, with nearly 50% being primarily local, 20% statewide, and the remaining a relatively even split of regional, national, and international companies.

Key Findings

A majority of respondents indicated that federal policies from this past month had a very or somewhat unfavorable impact on the current business environment. Similarly, respondents largely anticipate upcoming federal government actions would create challenges or cause major disruptions to their business in the next 6-12 months.

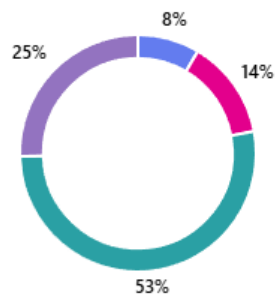
8. How would you describe the current business environment in relation to federal policies introduced in the past month?

Very favorable	5
Somewhat favorable	6
Neutral	12
Somewhat unfavorable	19
Very unfavorable	17



9. How do you anticipate recent or upcoming federal government actions (e.g., regulatory changes, funding freezes, policy shifts) will affect your business in the next 6-12 months?

Improved business conditions	5
No significant effect	8
Will create challenges	31
Will cause major disruptions	15



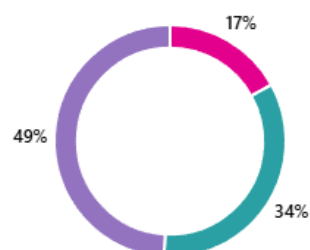
We asked respondents about three specific federal issues:

- 1) Has the NIH reduction in indirect cost payments affected or will affect your organization?
- 2) Do you anticipate tariffs on steel or aluminum will impact your organization in the near future?
- 3) Will federal actions related to green infrastructure impact your organization?

Of these issues, tariffs had the broadest impact, with 42% of respondents indicating it would have a negative impact and none indicating a positive impact.

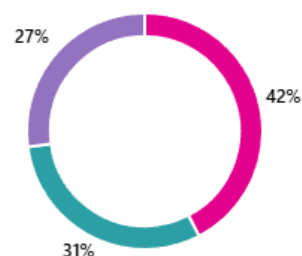
11. Has the National Institutes of Health (NIH) reduction in indirect cost payments affected or will it affect your organization, particularly in healthcare, biotech, or research?

Yes, positively	0
Yes, negatively	10
No impact	20
Not applicable to my business	29



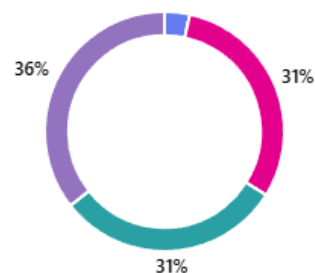
13. Do you anticipate that tariffs on steel or aluminum will impact your organization in the near future?

Yes, positively	0
Yes, negatively	25
No impact	18
Not applicable to my business	16



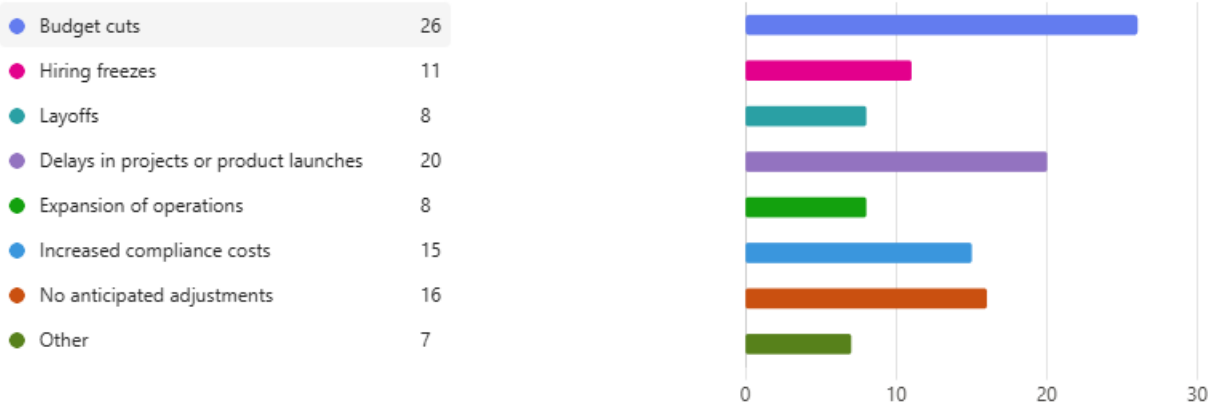
15. Will federal actions related to green infrastructure impact your organization?

Yes, positively	2
Yes, negatively	18
No impact	18
Not applicable to my business	21



Finally, we asked if respondents anticipated having to make any business adjustments due to federal government actions. **Almost half of respondents indicated potential budget cuts and one third noted delays in projects or product launches.**

17. Do you anticipate needing to make any of the following business adjustments due to federal government actions? (Check all that apply)



Below are comments representative of broader trends:

Reduced funding for healthcare will reduce our clients ability to maintain and expand their facilities.

Tariffs will increase construction material costs - possibly putting projects on hold. Funding cuts could halt some projects.

If my tenants experience workforce disruptions, it will impact my business. Also, Iowa City has a large % of the workforce tied to government and federal funding. Disruptions in that funding could impact the local economy.

Reductions in grant funding to the University will reduce purchases from our company. We have already seen this with local governments.

Non profit agencies that we work with could face significant financial stress that will then cause issues with the community services they provide.

Tariffs affect our industry greatly. General increases in operating expenses along with clients feeling more financial strain will likely affect shopping habits.

We expect leisure travel decline with unemployment and uncertainty as well as a decline in business travel due to economic uncertainty which will directly affect our business. With the current layoff of federal employees, we expect government travel to have a sharp decline as well.

Funding options for startup businesses are uncertain at this time. SBA cuts or freezes negatively impacts small business lending, and many of the people who help support startup business.