

BACK TO BUSINESS IOWA PODCAST

A partnership of Iowa State University Extension and Outreach and America's SBDC Iowa

SEASON 2 | EPISODE 2: How Are Small Business Owners Feeling About Business Conditions in 2021?

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Description: *Matt Everson, Iowa state director for the National Federation of Independent Business (NFIB), walks us through the results of their recent January 2021 survey. Among other things, it measures small business owners' outlook toward future business conditions—a metric known as the "Optimism Index."*



[music]

Steve Adams, host 00:10

Hello, and welcome to the Back to Business Iowa podcast from Iowa State University Extension and Outreach. This podcast is a collaboration between Iowa State University Extension and Outreach and the programs including Community and Economic Development, Farm, Food and Enterprise Development, and the Iowa Small Business Development Centers. These podcasts cover relevant topics for businesses and individuals related to education, research and technical assistance during and post COVID-19.

Steve Adams, host 00:55

I'm Steve Adams, field specialist three and Iowa State University Extension and Outreach, part of the Community and Economic Development unit and your host for these podcasts. We do have a returning guest today, or should I say victim—Matt Everson from the state of Iowa. He's the director, or the Iowa director I should say, for the National Federation of Independent Business or NFIB if you prefer. Hey Matt, thanks for being here today and welcome back.

Matt Everson 01:25

Yeah, Hey, thanks for having me. This is this is great.

Steve Adams, host 01:29

Well, in this podcast, we're going to be discussing the latest small business survey that was just recently released on January 12. Matt, could you tell our listeners real quickly again what your role with the Iowa NFIB is?

Matt Everson 01:45

Yeah, absolutely. You know, NFIB, we have a state office in each state's capital. So there's 49 other "me's" and, you know, here in Iowa, we have 10,000, small business members, about 300,000 nationwide. And, you know, we're their main advocate here at the Iowa Capitol. We talk to legislators and, you know, the governor's office about the issues that are important to small businesses. And, you know, as we discussed the last time we talked, there's never been a year that's been more important when talking to government about small business issues. So that is our main issue here where we are the voice for small business up at the Capitol, and we help facilitate and relay those concerns to elected officials.

Steve Adams, host 02:38

Yeah, I want to catch up with you later on in the podcast about that. But as we mentioned earlier, that the latest survey came out on January 12. How often do you all release those surveys?

Matt Everson 02:50

Yes, so this survey is interesting. We've been doing this survey since the early 70s. It used to be a quarterly release, and now it's a monthly release. So the February one will be coming out in March. But you know, these are important surveys, Wall Street looks at these, I would argue the federal government looks at these and state government looks at these surveys on, you know, what are the trends in small businesses. That, you know, growth in small business or decline in small business is gonna, you know, be a big factor in anybody's economy, city, state or federal. And so it's a great survey done by a great team of, you know, academics and researchers.

Steve Adams, host 03:40

Yeah, I noticed on there, too, there was something called the SBOI, or the Small Business Optimism Index. How is that determined?

Matt Everson 03:50

Yeah, so we, you know, this is part of our survey that we've been doing for 40-some years now. And, you know, it's kind of the easy, hey, here's the big number so that people can catch that, but it's got a lot of details. But we basically survey roughly 10,000 of our members every month on things like employment and sales and inventory, capital outlays, earning trends, all that, and we have an equation that, you know, the people way smarter than me come up with, and we have this index that's been created. And you know, now we've got over a 40–50-year history of it.

Matt Everson 04:36

And so we can kind of see just based on this number, with a bunch of data over a bunch of years, you know, if the economy and the small business sector is doing well or if it's coming down or if it's neutral. And so that is really what the business optimism index is utilized for and like I said, you know, if you watch CNBC or you follow any of the business channels on your TV, you'll often hear them referencing it. Now you're hearing politicians reference it too, because this is an important indicator of where small business is heading or not heading.

Steve Adams, host 05:14

So in that Small Business Optimism Index in this latest survey out, how would you say that's reflected amongst Iowa businesses, for example?

Matt Everson 05:24

Yeah, so obviously, the index has dropped and has been dropping a little bit over the last couple of surveys. And it's historically lower than our average of 45 years. I will say Iowa is a little bit higher, we're in pretty decent shape as far as our economy. I would argue that, you know, the legislature and the governor have set us up well, we have a balanced budget, our unemployment funds are full, where most states' aren't. We've got a rainy day fund. And so we're in a little bit better shape than most. I would also say, you know, obviously, we're, you know, dependent on the ag economy. And you've seen corn and soybean prices ticked up over the last several weeks, if not months. And, you know, you're starting to see some of that spending.

Matt Everson 06:18

So we're a little bit better off, I think, than most other states in the country, and we're lucky. But you know, our economy, whether it's Iowa or California, or Michigan or anywhere in the country, it's a fragile economy. Not all the sectors are back yet. Some are booming, some are back to normal, but others are just getting pounded still with the pandemic. And so it's a super-fragile economy. And I think

that's what the index is sort of indicating all across the country that, yes, there's light at the end of the tunnel for the pandemic, but there's still a lot that can happen to either tick it down farther or stabilize it.

Steve Adams, host 07:02

So after reviewing the survey, which I really I found tremendously interesting, really, I also noted something in there that was known as the Uncertainty Index. Can you tell us a little bit about that index? And what does the survey indicate about the uncertainty in the economy?

Matt Everson 07:21

Yeah, so we track the uncertainty, obviously, as you know, the uncertainty in business is maybe one of the worst things out there, right? If a business owner doesn't know which way the economy is going to go, they're not going to spend, they're not going to hire new employees, they're not going to maybe expand and grow. You know, they're gonna hold on to some of the things that they would do under other circumstances. So in our survey, basically, if one of these members surveyed answers "Don't know" or "Uncertain" on a question, like, are you going to hire more people, are you going to spend more money, you know, that gives us a, you know, sort of an indication of how many people out there, you know—you'll have the people that are, hey, we're growing, or no, we're not growing, but the people that are uncertain, and that's ticking down too.

Matt Everson 08:14

And that's a big concern, because uncertainty in an economy is maybe one of the worst recipes to either help grow economy or get out of some economic economic downturn. So, you know, we love seeing the results of that, because that really indicates where people may be heading 6...3 to 6 months from now. So, and unfortunately, it's ticked down a little bit. And I think there's just a ton of uncertainty out there on, you know, which way this economy is gonna go. You know, is the pandemic, is there light at the tunne? Are the vaccines, you know, gonna allow people to get back into the economy, consumers and things like that. And so that is an interesting data point, one that we, you know, followed closely as well.

Steve Adams, host 09:09

We kind of touched on this, Matt, but are any businesses in either Iowa or nationally considering expansion, and what if anything, is happening to employment numbers for small business? I noticed that today that, as they do weekly, it seems on Thursdays, they get the new unemployment figures out. I think it was 890,000 new filers, as of today. So well, what are you seeing, I guess, about expansion or hiring going forward?

Matt Everson 09:38

Yeah, you know, those numbers were interesting. It was about 100,000 more than experts expected, so that is not a good sign. As I mentioned earlier, I think, and our data indicates that, as you know, the economy is very uneven. You know, you have some sectors that are just booming...you know, construction, you know, manufacturing. But you have others that are just still struggling, I call it the entertainment industry or the, you know, even the retail industry, you know, restaurants, bars, movie theaters, big venues, concerts, and all the businesses that support that are in there, you know. And so the economy is very, very uneven.

Matt Everson 10:22

But, you know, while some are like booming and expanding, and we're seeing indications of pre-pandemic issues, like not finding enough qualified workers to fill jobs, businesses are losing out on business and money, because they just can't find the people to work. But then, you know, on the flip side, you've got businesses that are teetering on, you know, either reducing hours, reducing employment, or on the brink of closing down if, you know, the federal government doesn't act again on

another stimulus bill. And so it's a strange, strange time, Steve, and it's, it's very uneven. And, you know, the economy just isn't hitting on all cylinders.

Matt Everson 11:07

And so, you know, that's what our data is showing. And I think if you talk to anybody around town, or just go down Main Street, you just see some industries are on the brink. And that's really what our economy is facing right now, and that's why I say it's very fragile. And, you know, time is of the essence and action by our federal government, unfortunately, we're relying on them and they're kind of slow rolling some of the things that need to be done to maybe stabilize our economy a little bit more.

Steve Adams, host 11:38

Yeah, I was kind of surprised reading a business article here about a week or two ago about how the pizza industry has just gone through the roof, and, you know, sales are up, you know, 20-25% at almost all the major pizza chains, so we're eating more pizza.

Matt Everson 11:58

Yeah, I know I have been during the last year, so probably that and a couple more adult beverages than I probably should have, but yeah, some sectors like that, you know, are booming, or fast food or things like that. But it's just interesting to see what industries, you know, the outdoors—I was talking to a friend who works at one of the big barbecue manufacturers in the country and they've increased their sales by 2,000%. You know, and they sold it at Walmarts and it opened up to Costco and Sam's Club, because people are, you know, buying more things that they can do at home, and sales for them, like I said, 2,000%—I mean, that's unbelievable.

Matt Everson 12:51

Where other industry, you know, we've got a business in eastern Iowa that produces all the ball caps for minor league and major league baseball stadiums for souvenirs. And obviously, you can imagine their sales have plummeted nearly 95%. So it just depends what sector of the economy are in and how you're feeling. But you know, that kind of makes our economy very unbalanced and unstable.

Steve Adams, host 13:21

Oh, exactly. And I, you know, I know those people that provide other outdoor recreation equipment, like kayaks, canoes, fishing gear, you know, bikes even, I mean, the people that are selling bikes as fast as they can get them out the door. It's really crazy, you know, but people are, there's a pent-up demand, obviously, people can't do their normal things, so they're starting to get out more. I think that's probably a good thing, I'm not discounting that at all.

Matt Everson 13:48

Hey, we're one of those families. I mean, we've spent more time outdoors, maybe not in the last couple months or in Iowa, but you know, in general, and just doing things away from the TV. It's probably bad for the cable and TV folks, but probably good for everybody else to get out and about and enjoy nature.

Steve Adams, host 14:10

Yeah, so what about sales and earnings? What are the indicators there for independent businesses, and is that kind of reflective to or reflective of our businesses as well?

Matt Everson 14:22

Yeah, you know, sales and earnings is another thing that's sort of declined. And, you know, that is a direct result, I believe and we believe, in the pandemic. I think you still have a large portion of the economy, the consumer that isn't out doing traditional purchasing. You know, they're not out in the

economy as they once were pre-pandemic. And so, you know, in certain sectors, especially retail and entertainment, sales are dramatically less than they were a year ago, and even maybe in the summer. And so I've always said this, and anybody that I talk to when we talk about this, and, you know, the vaccine is so critical to get people back into the economy like they normally would have been, or would be, if there weren't any pandemic.

Matt Everson 15:18

And as we ramp, you know, shots in the arms up and you know, hospital numbers start coming down, cases start coming down, the severity of it comes down, as more and more people who want to get a vaccine get a vaccine, and we get a majority of our population vaccinated, I think you'll see some of those numbers come back. But obviously, you know, we're not out of the woods yet. You know, we're probably in this thing for two to three more months, at a minimum. And that's why it's so critical that DC take action quicker than they normally do. And hopefully, now that they've got some of this other stuff behind them, they can get to that and pass something that's very sensible and will help, you know, our small businesses and our consumers.

Steve Adams, host 16:02

Yeah, I know, our listeners can't see the charts that were provided in your survey. But by all outward appearances, when I looked at the charts and kind of the trend lines there between December and January, there seem to be a lot of negative numbers being reflected in the minds of America, small business owners, for example, expectations that the economy is going to improve negative 23%, expectations for higher retail sales, minus 6%, expected credit conditions minus 3%, earnings trends minus 16%. How significant do you think this is, and what are your thoughts about some improvement over the next six months? I know, you said, well, maybe two, three months out, we might see a bounce here, but what what are your thoughts there?

Matt Everson 16:53

Yeah, I think, you know, there's also another side of the coin, you know, obviously, the consumers and the confidence and getting back to somewhat a normal lifestyle, you know, as we get out of the tunnel there of the pandemic. But you know, unfortunately, a lot of people in small businesses look to DC no matter who's in charge, on what sort of policy plans they have, and what sort of actions they're taking. You know, we've got a big, you know, almost nearly \$2 trillion stimulus package waiting to be voted on and amended and worked up. So people are waiting on that, I think people are waiting on this new administration, what are their tax policies gonna be? What are some of their other policies gonna be on labor and things like that?

Matt Everson 17:38

And so, you know, I think our small businesses are paying attention to that and sort of waiting, and that's where this uncertainty comes in is, you know, nobody really knows yet. There really hasn't been a big policy vote in DC yet that has been signed by President Biden. And so people are waiting, and I think that's why the numbers are going down, the uncertainty is there, the optimism is going down. You know, obviously, consumers are spending less because they're just not out in the economy until we get through this pandemic.

Matt Everson 18:09

So it's all those things that are weighing on the minds of small business. And, you know, DC is at the forefront, unfortunately, for, you know, action or inaction or policies that will, you know, dictate whether a business expands or business holds on to their money, because they're gonna have to spend it in higher taxes or other regulatory costs. So I think there's a real waiting period right now. And so, you know, DC gets rolling and starts either putting out some of their plans on these issues that are

important to small business or passing them so that small business can adjust to any added costs or regulations.

Steve Adams, host 18:55

Yeah, I haven't really, you know, gotten into the weeds on that deal yet. But on that 1.9 trillion, are there things that you're seeing specifically in the language that would help create some opportunities for small business?

Matt Everson 19:11

Yeah, I mean, first and foremost, you know, there's going to be some direct payments to consumer that's going to be good for the economy. You know, usually people get money and they spend it. And, you know, we can argue about whether adding two more trillion dollars to the deficit is the right thing or not, but the federal government is going to print this money out and hand it out. And that's good for the consumers to, you know, spend that money while we're getting out of this pandemic.

Matt Everson 19:43

You know, there's more PPP funding that obviously second round for those that have decreased in revenue over the last couple of quarters, compared to 19. You know, there's going to be probably in this bill, a bunch more money going to the states, I think Well got about one and a half, one and a quarter billion dollars the last time. I think our government because of our budgets and everything being pretty well budgeted, had trouble spending that \$1.2 billion. And now it's maybe estimated we could get another \$2–\$3 billion to spend on pandemic-specific things. In fact, I was talking to some legislators, I don't even know, you know, we had a tough time spending 1.2 billion in two or 3 billion that they would send us and it's, you know, use or lose. And so there's some things and there's some really concerning things.

Matt Everson 20:43

And the bill that would actually probably have a big-time negative effect on small business, you know, one of the big things in this bill is the \$15 minimum wage, which, you know, Yeah, looks great on paper, but once you start analyzing the effects of it on really, truly small businesses, you know, a small businesses, Steve, have little to no margins, you know, we're not like a big corp, where you can like, move a million here and move a million there, decrease this, add that. I mean, margins are slim. So if you're forced to give somebody \$15 minimum wage, and it's not in the budget, you know, there's no money tree for these small businesses, you adjust and that's either you're raising your prices. But are you now not competitive, where you can't sell a \$20 hamburger? So what's the next thing you do? You got to cut hours or cut employees. And, you know, what about the person that's making \$17 an hour, that's a little bit above the person making 15, who wants a raise and it's the escalator effect.

Matt Everson 21:52

And so adding a bunch of new costs, which this would do to businesses at this time, would be the wrong approach. I don't know how that ends up. That's the big debate, as you know, the Senate's 50–50. So the vice president, Vice President Harris, will have any tie-breaking vote. You know, you've got Manchin from West Virginia, and Sinema from Arizona who have said they want to work in a bipartisan manner on this issue and other issues. And so and I've seen some talk on them that they would maybe be hesitant about a \$15 minimum wage, especially for their states. You know, I mean, look at Iowa, it doesn't, it didn't really work in Seattle, why would it work in Des Moines. And so we'll see how that plays out. But, you know, the infusion of \$1.9 trillion, Steve, is not going to hurt the economy, it'll probably help uplift the economy over the next three, four months. And then, you know, we'll probably be looking at things like inflation in that because we are printing a lot of money over the last year.

Steve Adams, host 22:16

Now what about Iowa businesses though, and I would imagine right now, as you have talked frequently during this podcast, about people kind of teetering on the brink, perhaps in some business sectors. What about their ability to go out and obtain new loans or maybe an expanded line of credit? Are they able to do that in Iowa? Or what do you hear from Iowa small businesses in that regard?

Matt Everson 23:27

Yeah, you know what? In Iowa we're one of the better states for community banks and credit unions and financial institutions. I mean, you know, we're just unique in that way. And I, you know, I don't know, it probably stems from, you know, all the agricultural-based businesses and things like that, but we've got a great system where there's, you know, there's a lot of institutions you can go to, to get capital and things like that. So I think we're in a really good state. But that's always, you know, that's always the difficult part is having access to that. You know, interest rates are pretty low right now. Which is a great thing. And so I don't really, I haven't, you know, in talking to our banker folks up on the hill, I haven't seen much of a problem on that.

Matt Everson 24:21

Now, I would argue, one of the big things that, you know, needs to happen is clarity from, you know, Yellen at the Treasury and then SBA administrator on forgivable PPP loans. We don't want banks mired in a bunch of paperwork or small businesses for that matter, and so kind of clearing the decks on that so the banks and financial institutions can go back to what they're good at doing, which is, you know, providing capital to our small businesses or lines of credit so that they can operate over the next several years is important.

Matt Everson 24:59

And also those issues are being worked out, you know, in this latest round of negotiations on Capitol Hill and quite frankly, in the rules at SBA and Treasury stuff. And, you know, I think, you know, they've all all said the right things, this new administration and the new treasury secretary Yellen, who is the first female treasury secretary ever. I'm a former Treasury guy, Steve, so that's pretty cool, you know, worked for Jon Snow and Hank Paulson. But you know, they're, they get, you know, that for small businesses, things need to be streamlined, the paperwork needs to be minimal and same for our financial institutions. So I don't see it as a problem yet, you know, but it could become a problem after, you know, this PPP funding and things like that run out.

Steve Adams, host 25:50

Yeah, for those that don't know, and I'm a small business consultant as well, Matt. So you know, I know that Payroll Protection Program is the PPP, but some people out there may not realize that. I've got a lot of clients, however, that have taken advantage of the PPP. And they found the paperwork initially to be a little cumbersome, the loan forgiveness was something they really didn't understand and how they apply for that. And then some of the smaller banks just were overwhelmed by the amount of requests coming in the door and some of them could not handle that load. We had a couple bankers on from Des Moines that talked about how they had everybody on staff working 12–15 hour days, just week after week after week, just to keep up with the demand.

Matt Everson 26:34

Yeah, it's, it was I mean, you know, God bless our financial institutions all through the country, not, you know, back in the early days, when the crisis hit last spring, I guess now, you know, we knew that government should not be responsible for distributing this cash, that private industry, our financial institutions, you know, they know the businesses, they know their communities, they can get it to them quick, that that would be the smart, best, quickest way to get it out. And really, they should, all of our financial institutions should be applauded for getting those billions of dollars out to our small business folks in a really timely manner.

Matt Everson 27:16

And you're right, you know, at first, you know, it wasn't perfect, but it was really literally, you know, this PPP program was designed in less than a week and really implemented quickly. And it's only because of our financial institutions that it actually got to the small businesses, and we worked out the kinks of making paperwork much easier. And as you know, as a small business consultant, you know, regulations and paperwork, believe it or not, is a big killer of small business. I mean, most of these people are the, you know, the janitor, the owner, the lawyer, the CPA, and they don't have a team of lawyers and CPAs that can sift through a bunch of paperwork.

Matt Everson 27:58

And, you know, we try to tell legislators at all levels, you know, whenever you're creating regulation, you know, this is gonna have a huge impact on small business, because even though you think it's simple paperwork, it is a time-consuming ordeal that is taking away from the time that business owners should be spending at their business, with their employees or expanding and growing their small business.

Steve Adams, host 28:21

Well, you talked a little bit about the COVID relief plan in DC, but what other state legislation or policies is the NFIB advocating here, or keeping a really close watch on right now?

Matt Everson 28:36

Yeah, you know, in Iowa specifically we're still concerned about our tax levels here, one of the, you know, top 10 tax states in the country. I think we're maybe even 45th as far as business tax climate. You know, obviously, we've got super-high property taxes, we've got high income tax rates, which affect most of our businesses, you know, most of our businesses are LLCs, S corps. They're pass-throughs so they file as individuals. You know, the inheritance tax has actually become a bigger issue. It's always been a big issue but I don't think people realize here in Iowa that, you know, a small business, say, a dry cleaner, and we have this in Adel, you know, maybe the son or daughter have moved away to California and the niece has been helping run the business and wants to take it over.

Matt Everson 29:29

But you know, there's a death in the family, it's inherited to her, and since she's not a blood relative, she's now on the hook for a building and a business that might have a worth of a million dollars, but the cash is very minimal, which is typical of a small business, and she can't afford the tax bill and so ends up having to sell it to someone else. So it's become a bigger problem. And actually, this has become a bipartisan issue. We've had a subcommittee on this, and even, you know, both sides of the aisle are interested in maybe phasing that out. So we're working on reducing income tax rates. We'd love to see the triggers go away in the 2018 tax plan that was passed, you know, that phased in tax rates going from about 9.8% at the top rate down to six and a half percent in 2023. And those wouldn't take effect unless certain revenue and growth projections would take place.

Matt Everson 30:31

But I think our economy's in such a good shape, we should give our small businesses and, you know, even the employees assurances that those tax rate cuts will hit in 2023. And so it's a simple measure of eliminating those triggers and inheritance tax. And we'll keep working on property tax, and we'll even keep working on getting those rates even below six and a half percent. And I would also mention, we do have corporate rate filers and, you know, I think we're second to last in corporate rate at 10%. Maybe it goes down if the triggers go away to about eight and a half percent. But I think the right rate on that would be down around six and a half to 6%. So we'll keep working on taxes and tax rates to make this

as competitive as possible, especially with states like South Dakota and Nebraska, much lower rates than us, and you know, we'll just keep growing Iowa through good tax policy.

Steve Adams, host 31:28

Very good. So I'm an interested party, obviously, and I was able to find this survey, but what if some of our listeners want to go out and find a copy of this survey? How would they find it?

Matt Everson 31:43

Yeah, we've got an awesome website, nfib.com, it's got our, you know, it'll always have our latest monthly survey on that. You know, it's got great webinars on, you know, how to file for your PPP forgiveness or how to file for, you know, the employee retention tax credits. It's got a wealth of knowledge and things that we're working on both the federal level and, you know, you can go into each little state and see what we're working on as we have a little sub-websites on that. But the best place to go each month for our survey is our website at nfib.com.

Steve Adams, host 32:25

Pretty simple. And you mentioned this earlier, but again, just so our listeners understand, your next survey will be out you said sometime in March, which will cover the February numbers, correct?

Matt Everson 32:37

Yeah, it should be about the middle of March, second week of March that our next survey comes out and it'll be a very interesting one. As you know, like you said, I think we're starting to see some indications in the economy of a little bit of a downturn, why it's important to pass some of the legislation there in DC. But yeah, next month is our next optimism index and all the good information on what small businesses are doing and if they're hiring, if they're not, and how they feel about the next three to six months.

Steve Adams, host 33:16

Terrific. I really appreciate all that your organization is doing not only in Iowa, but nationwide. So Matt, if I want it to become a member of NFIB, how would I go about doing that?

Matt Everson 33:30

Yes, same thing, we've got a nice little button on our website, you can just go to nfib.com. We're one of the only small business advocacy groups nationally out there that has an office in all 50 states. And, you know, like we say, the more that are part of our group and part of our army, you know, telling their stories. You know, I always say if you're a small business, and you're not at the table, you're on the menu of government. And so it's important to, you know, join groups like ours and keep our groups funded so we can voice the concerns of small business.

Matt Everson 34:05

And the cool thing too Steve about our organization is we're not board run. We are one member, one vote and we're constantly sending out not only surveys on how your business is doing but we send out surveys statewide on, Hey, does this issue matter for you or not? And if it doesn't, we don't advocate on it. So we really are a member-driven organization and one that really relies on each and every small business, no matter size or location. So it's a great, fun organization and it's really an honor to you know, represent the job creators in the smallest of the small businesses out there.

Steve Adams, host 34:46

Perfect. Well, folks, again, our guest today is been Matt Everson, state of Iowa director for the National Federation of Independent Business. If someone wanted to reach out to you personally, Matt, or to

Iowa NFIB, we know nfib.com but what if they wanted to get ahold of you directly? What's the best way for them to do that?

Matt Everson 35:08

Email me, you can email me anything. It's matt.everson@nfib.com.

Steve Adams, host 35:21

Terrific. Hey, thanks again, Matt, for being with us again. We're gonna have you back, just so you know, there's your warning shot right there, bud.

Matt Everson 35:28

Anytime. Love chatting with you.

Steve Adams, host 35:31

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Steve Adams, host 35:59

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