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IN THE UNITED STATES DISTRICT COURT  
FOR THE NORTHERN DISTRICT OF CALIFORNIA

**THE STATE OF CALIFORNIA; THE  
STATE OF DELAWARE; THE STATE OF  
MARYLAND; THE STATE OF NEW  
YORK; THE COMMONWEALTH OF  
VIRGINIA.**

## Plaintiffs.

V.

**ALEX M. AZAR, II, IN HIS OFFICIAL CAPACITY AS SECRETARY OF THE U.S. DEPARTMENT OF HEALTH & HUMAN SERVICES; U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES; R. ALEXANDER ACOSTA, IN HIS OFFICIAL CAPACITY AS SECRETARY OF THE U.S. DEPARTMENT OF LABOR; U.S. DEPARTMENT OF LABOR; STEVEN MNUCHIN, IN HIS OFFICIAL CAPACITY AS SECRETARY OF THE U.S. DEPARTMENT OF THE TREASURY; U.S. DEPARTMENT OF THE TREASURY; DOES 1-100.**

## Defendants,

and,

# THE LITTLE SISTERS OF THE POOR, JEANNE JUGAN RESIDENCE; MARCH FOR LIFE EDUCATION AND DEFENSE FUND.

### Defendant-Intervenors.

4:17-cv-05783-HSG

## **DECLARATION OF JOHN ARENSMEYER**

1 I, John Arensmeyer, declare:

2       1. I am the Founder and CEO of Small Business Majority. I have used my long experience  
3 as a business owner to build Small Business Majority into a nationally recognized small business  
4 organization and the leading advocate for public policy issues facing America's entrepreneurs. In  
5 the past few years I have spearheaded the growth of Small Business Majority's Entrepreneurship  
6 Program, providing critical practical resources to our nation's 28 million small businesses.

7       2. Previously, I was the founder and CEO of ACI Interactive, an award-winning  
8 international interactive communications company. Earlier, I served as the chief operating officer  
9 of a pioneering multimedia business and as an attorney in New York. In 2009, I served on a panel  
10 at the White House summit on healthcare reform. I testify regularly before congressional  
11 committees, and have briefed White House officials and congressional leadership on small  
12 business policy issues. I serve as Board Chair for California's Insure the Uninsured Project.  
13 Previously, I led a study group at Harvard's Kennedy School of Politics, and served on the  
14 Association for Enterprise Opportunity's Economic Impact Council and Micro Capital Task  
15 Force.

16       3. Small Business Majority is a national small business advocacy organization  
17 headquartered in California, founded and run by small business owners to ensure America's  
18 entrepreneurs are a key part of a thriving and inclusive economy. We actively engage small  
19 business owners and policymakers in support of public policy solutions, and deliver information  
20 and resources to entrepreneurs that promote small business growth and drive a strong, sustainable  
21 job-creating economy. Our extensive scientific opinion polling, focus groups, and economic  
22 research help us educate and inform policymakers, the media, and other stakeholders about key  
23 issues impacting small businesses and freelancers, including healthcare, access to capital, taxes,  
24 retirement, paid leave, and other workforce issues.

25       4. On October 13, 2017 Small Business Majority released the results of a nationwide  
26 survey of women small business owners titled "Women Small Business Owners Say Access to  
27 Birth Control is Important to their Success, Support Continued Coverage." A true and correct  
28 copy of these results is attached as Exhibit A. Findings from the survey include:

- 1     • 71 percent of respondents believe health insurance issuers should be required to include  
2         birth control coverage in their health plans, and 54 percent strongly agree. This is an  
3         agreement that crosses all demographic sub-groups, with majorities across political, racial,  
4         religious and age lines agreeing that issuers should be required to include birth control  
5         coverage in health plans.
- 6     • 79 percent of respondents agree that contraceptive coverage is important for women's  
7         economic empowerment and well being. The same percentage believes we need to ensure  
8         all women have access to affordable reproductive healthcare as a basic economic issue.
- 9     • 56 percent of respondents agree that birth control access was beneficial for their own  
10         individual pursuit of education and business ownership, and 52 percent believe this access  
11         impacts their ability to grow their business.

12         5. On March 1, 2018 Small Business Majority released the results of a nationwide survey  
13         of women small business owners titled "Access to Reproductive Health Underpins Women  
14         Entrepreneurs' Economic Success." A true and correct copy of these results is attached as Exhibit  
15         B. Findings from the survey include:

- 16         • More than 6 in 10 female entrepreneurs of color (65 percent of African-American and 64  
17         percent of Latina women entrepreneurs) agree that their ability to access birth control and  
18         to decide if and when to have children has impacted their bottom line.
- 19         • Women of color who own small businesses feel strongly that access to birth control has  
20         allowed them to advance their career (71 percent of African-American women and 69  
21         percent of Latinas agree). Fifty-six percent of all respondents agree their ability to access  
22         birth control and to decide if and when to have children allowed them to advance in their  
23         career and start their business.
- 24         • While respondents overall are split on whether access to birth control has impacted their  
25         success (46 percent agree and 46 percent disagree), women of color who own small  
26         businesses are more likely to say access to birth control to decide if and when to have  
27         children has impacted their ability to succeed. Sixty-eight percent of African-American  
28         and 66 percent of Latinas agree that this has been important to their success.

1           6. Based on these survey results and our experience dealing with the needs of small  
2 businesses on a daily basis, Small Business Majority believes it is “important for lawmakers to  
3 understand that women entrepreneurs believe access to reproductive health is a key component of  
4 healthcare, and that access to comprehensive health coverage, including birth control, is critical to  
5 ensuring their and their employees’ economic wellbeing. Access to contraceptive coverage  
6 promotes the financial stability of female entrepreneurs and their employees, both of which are  
7 ultimately important for an entrepreneur’s bottom line, as recruiting and retaining a healthy and  
8 productive workforce is a critical aspect of running a successful small business.”

9

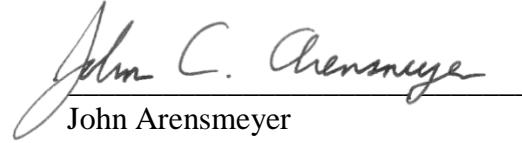
10           I declare under penalty of perjury that the foregoing is true and correct and of my own  
11 personal knowledge.

12

13           Executed on December 3, 2018, in Sausalito, California.

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16           John Arensmeyer  
17           Founder & CEO  
18           Small Business Majority

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# **EXHIBIT A**



## Opinion Poll

### Women Small Business Owners Say Access to Birth Control is Important to their Success, Support Continued Coverage

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October 13, 2017

**Small Business Majority**  
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## Women Small Business Owners Say Access to Birth Control is Important to their Success, Support Continued Coverage

The Patient Protection and Affordable Care Act (ACA) expanded contraceptive coverage to more than 62 million women by requiring most health insurance plans, including most employer-sponsored plans, to cover birth control. With the recent move by the Trump administration to roll back this requirement, it's important to understand the perspective of one of the most important, and fastest growing, segments of our economy: women small business owners.

A recent scientific opinion poll conducted for Small Business Majority by Lake Research Partners and American Viewpoint found women small business owners support coverage of birth control for employees and cite birth control access as an important factor in their own ability to advance their career and become small business owners. This is critically relevant data, as women small business owners are our nation's job creators. In fact, it is projected that roughly one-third of the 15.3 million total new jobs created between 2010 and 2018 will be created by women-owned small businesses.<sup>1</sup> In 2016, there were nearly 11.3 million women-owned businesses, generating more than \$1.6 trillion each year and employing nearly nine million people.<sup>2</sup>

The poll, which surveyed 507 women small business owners nationwide, including oversamples of 100 African-American and 100 Latina small business owners, found reproductive healthcare is especially important to women entrepreneurs. Specifically, the poll found more than 7 in 10 (71%) female entrepreneurs agree that health insurance issuers should be required to include birth control coverage in their health plans, with a majority (54%) in strong agreement. This agreement crosses all demographic sub-groups, with majorities across political, racial, religious and age lines agreeing that issuers should be required to include birth control coverage in health plans. Further, 69% of female small business owners are supportive of policies that ensure and expand access to birth control. Strong majorities across all demographic and political sub-groups support expanded access, including 63% of Republicans, 84% of Democrats and 57% of independents.

Indeed, according to this survey, the vast majority of female business owners agree (79%, with 59% in strong agreement) that access to reproductive healthcare is basic healthcare and important for women's economic wellbeing and stability. An additional 79% agree (61% of whom strongly agree) we need to ensure all women have access to affordable reproductive healthcare as a basic economic issue for our families. Seven in 10 women business owners across all political and demographic subgroups make this economic link and agree with both of these statements.

Women entrepreneurs believe access to basic healthcare like birth control improves their employees' financial stability, which in turn is important to their business's bottom line. African-American and Latina small business owners are even more likely to feel that access to birth control is important, with 68% and 80% respectively saying such access is important. Strong majorities of small business owners say that having health insurance coverage (87%) and having access to birth control to determine if and when to have children (57%) is important to obtaining financial security.

Female small business owners support access to birth control for their employees and also feel that access to reproductive healthcare has been critical to their ability to start a business. Fifty-six percent of women small business owners agree that their ability to access birth control and to decide if and when to have children allowed them to advance in their career and start their own business, and 52% agree this access impacts their ability to grow their business. What's more, 63% of respondents say that their ability to access birth control impacts their families' economic security and 64% agree that having such access is an important part of their ability to make choices about their career and future. Women small business

<sup>1</sup> Women-Owned Businesses: America's New Job Creation Engine, Forbes, 1/12/2010, <https://www.forbes.com/2010/01/12/small-business-job-market-forbes-woman-entrepreneurs-economic-growth.html>

<sup>2</sup> 2016 State of Women-Owned Business Report, American Express OPEN, April 2016, <http://about.americanexpress.com/news/docs/2016x/2016SWOB.pdf>

owners recognize the importance of healthcare coverage and access to reproductive healthcare for women in planning their careers, families and future.

It's important to note that respondents are politically diverse, and do not view these issues through an ideological lens: 41% identify as Republican or Republican-leaning independents, 39% are Democrat or Democrat-leaning independents and 11% are pure independent.

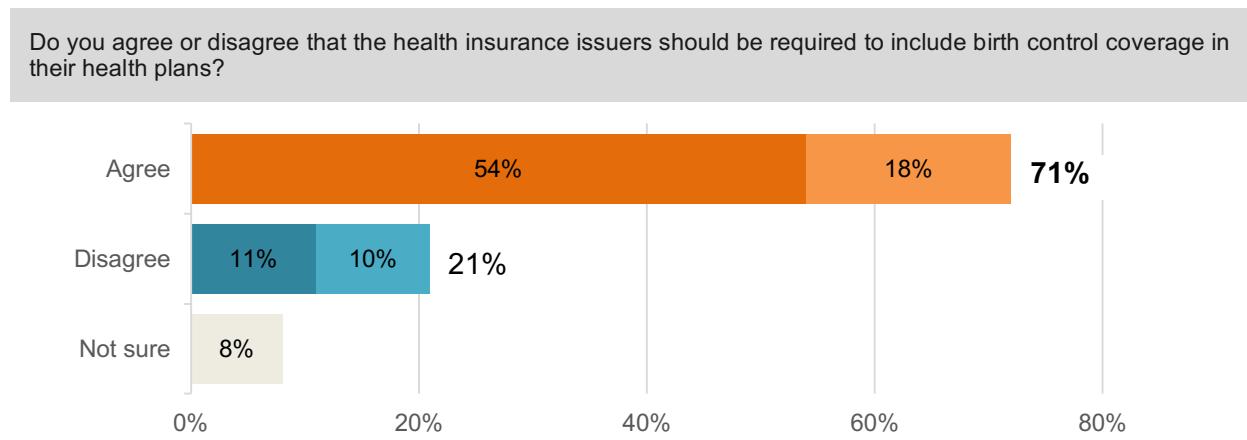
## Main Findings

- **Women small business owners believe insurance companies should be required to include birth control in their health plans:** 71% of female small business owners agree that insurers should be required to include birth control coverage in their health plans, with 54% of respondents strongly agreeing to this statement. This support held across all demographic sub-groups, with particularly high support among African American and Latina entrepreneurs, who support such requirements by sizable majorities of 79% and 87% respectively.
- **Large majority of women small business owners support policies that ensure and expand access to birth control:** 69% of respondents support policies that would increase women's access to birth control, with 50% of respondents strongly supporting such policies. Strong majorities across all demographic and political sub-groups support expanded access, including 84% of Democrats, 57% of independents and 63% of Republicans.
- **Vast majority of women small business owners feel that access to birth control is important for women's economic empowerment and well-being:** Female small business owners understand that access to birth control is an economic issue for many women—including many small business owners and employees—with 79% of respondents agreeing that access to birth control is important to financial well-being. Fifty-nine percent strongly agree with this statement. The same percentage, 79%, also agree that we need to ensure all women have access to affordable reproductive healthcare as a basic economic issue. Sixty-one percent strongly agree.
- **Women entrepreneurs believe access to birth control was critical to their ability to start a business and make career choices:** 56% of respondents agree that their ability to access to birth control and to decide if and when to have children allowed them to advance in their career and start their business, and 52% agree that such access impacts their ability to grow their business. Additionally, almost two-thirds of female small business owners (63%) say that access to birth control impacts their family's economic security, and 64% agree that this access is an important part of their ability to make choices for their career and their future.
- **Women small business owners are politically diverse:** 41% identify as Republican or Republican-leaning independents, 39% are Democrat or Democrat-leaning independents and 11% are pure independent.

## Women Small Business Owners Believe Insurance Plans Should Include Contraceptive Coverage and Support Expanding Access to Birth Control

More than 7 in 10 (71%) women small business owners agree that health insurance issuers should be required to include birth control coverage in their health plans, while just 21% disagree. Fifty-four percent of respondents strongly agree that insurance companies should be required to offer such coverage. Women of color who own small businesses support such requirements by even greater majorities—79% of African-American business owners and 87% of Latina business owners feel that insurance companies should be required to include birth control coverage in health plans.

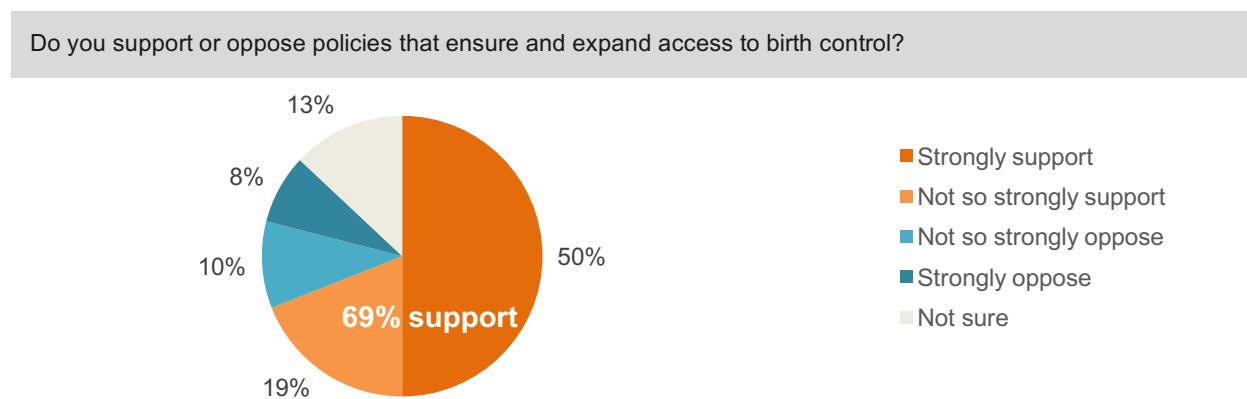
**Figure 1: Female entrepreneurs feel strongly that health coverage should include birth control**



A large majority (69%) of women small business owners support policies that would ensure and expand access to birth control, with 50% of respondents strongly in support of such policies.

Support for such policies held across all major demographic sub-groups polled. For example, 69% of African-American women entrepreneurs and 72% of Latina women entrepreneurs are supportive of policies that would expand access.<sup>3</sup>

**Figure 2: Female small business owners support policies that ensure and expand access to birth control**

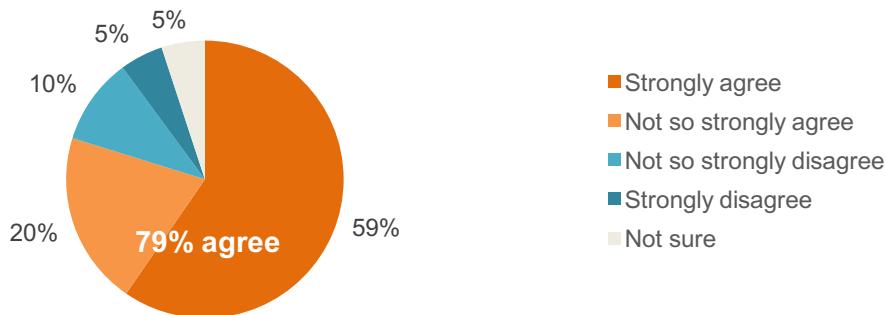


<sup>3</sup> This poll was conducted before the October 6, 2017 rule change announced by the Trump administration that allows more employers to opt out of providing birth control coverage in employer-sponsored health plans.

## Women Entrepreneurs Believe Health Insurance and Access to Reproductive Health are Vital to Economic Security

Female small business owners understand that access to health insurance and reproductive health is an economic issue for entrepreneurs and their employees. Nearly 8 in 10 respondents (79%) agree that reproductive healthcare is basic healthcare, and that having access to it is important for economic well-being and stability. A large majority (59%) strongly agree with this statement, while just 15% disagree. The same percent, 79%, agree that we need to make sure all women have access to affordable reproductive healthcare as a basic economic issue for families.

**Figure 3: Women entrepreneurs believe access to reproductive healthcare is essential to women's economic security and wellbeing**

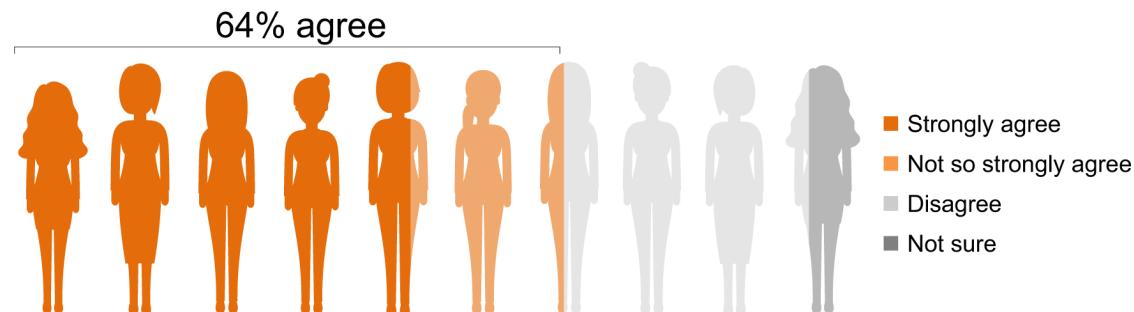


## Women Small Business Owners Say Birth Control Access Critical to their Ability to Start a Business and Pursue their Career

Beyond understanding the importance of birth control access to employees' financial wellbeing, women entrepreneurs see a connection between this access and their ability to pursue their dreams. A majority of women small business owners say having access to birth control allowed them to pursue their education after high school (54% agree). Women of color who own small businesses are even more likely to agree (74% African Americans, 70% Latinas and 50% white women). What's more, 56% of women entrepreneurs agree that the ability to access birth control and to decide if and when to have children allowed them to advance in their career and start their own business. Fifty-two percent say having access to birth control and the ability to decide if and when to have children impacts their ability to grow their business.

Additionally, nearly two-thirds report that their ability to access birth control and decide if and when to have children has been an important part of planning their career and future (64% total agree with 47% who strongly agree).

**Figure 4: Women entrepreneurs say ability to access birth control is important to planning their career and future**



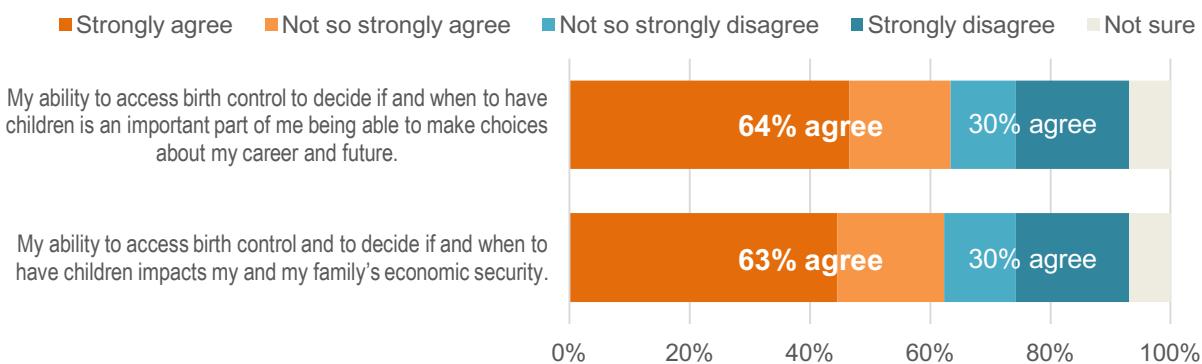
Illustrating the resonance of this sentiment as a core belief among women small business owners is the agreement across various demographic subgroups:

- 64% of non-college (47% strongly) and 63% of college-educated women (46% strongly) agree
- 72% of Latina (45% strongly), 62% of white (46% strongly), and 72% of African American (55% strongly) small business owners agree
- 80% of Democrats (62% strongly), 57% of independents (41% strongly), and 52% of Republicans (35% strongly)

Similarly important for women business owners is how birth control access has not only impacted their career, but also their family's economic security. Sixty-three percent of women business owners agree with this statement and 45% agree strongly. This holds true for women regardless of educational attainment, race or party affiliation:

- 64% of non-college educated (46% strongly) and 62% of college-educated (45% strongly) respondents agree
- 75% of Latina (47% strongly), 62% of white (45% strongly), and 70% of African-American (49% strongly) women small business owners agree
- 76% of Democrats (60% strongly), 56% of independents (44% strongly), and 55% of Republicans (34% strongly).

**Figure 5: Women entrepreneurs believe access to birth control impacts their careers and family's economic security**



## Conclusion

Female entrepreneurs are a vital and growing part of the small business community and the overall economy. Women-owned firms are one of the fastest growing segments of the business community, with a 45% increase in women-owned firms between 2007 and 2016, compared to just a 9% increase for new businesses overall. Women entrepreneurs are significant job creators, with employment in women-owned businesses increasing 18% since the recession compared to a 1% decline in employment across all businesses since 2007.

These numbers show how critical women entrepreneurs are to our economy, and underscore the importance of promoting policies that will help them and their employees thrive. This is why it's important for lawmakers to understand that women entrepreneurs believe access to reproductive health is a key component of healthcare, and that access to comprehensive health coverage, including birth control, is critical to ensuring their and their employees' financial stability. Access to contraceptive coverage promotes the financial stability of female entrepreneurs and their employees, both of which are ultimately

important for an entrepreneur's bottom line, as recruiting and retaining a healthy and productive workforce is a critical aspect of running a successful small business.

## Methodology

This poll reflects an Internet survey of 507 women small business owners nationwide with 1-99 employees, including oversamples of African-American and Latina small business owners (100 of each). The poll was conducted by Lake Research Partners and American Viewpoint for Small Business Majority during August, 2017. The margin of error is +/-4.4%.

## Toplines

500 women small business owners nationwide, cap 25% self-employed.  
Oversamples of 100 African American women, 100 Latinas

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

### Region

New England.....	5	7	5	4
Middle Atlantic .....	14	14	14	15
East North Central .....	13	17	11	13
West North Central.....	7	11	7	5
South Atlantic .....	21	26	18	23
East South Central .....	4	6	2	5
West South Central.....	10	9	9	12
Mountain.....	8	10	9	5
Pacific .....	17	0	24	19

### Q1. Please indicate your gender

Female.....	100	100	100	100
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### Q2. What is your race or ethnicity?

Select all that apply

Hispanic or Latino or Spanish origin .....	12	2	7	26
White.....	76	89	85	55
Black, African, African American .....	9	6	4	20
Asian.....	3	0	4	5
Middle Eastern.....	1	0	2	0
Native Hawaiian or Other Pacific Islander .....	0	0	0	0
Native American, Indigenous, American Indian or Alaska Native .....	1	1	1	1
Not listed; Please specify .....	1	2	2	0

### Q3. Just to confirm, are you the owner of a for-profit small business that has 99 or fewer employees?

Yes, owner .....	100	100	100	100
------------------	-----	-----	-----	-----

### Q4. Approximately how many people work 30 or more hours per week at your company, including yourself?

1 .....	23	100	0	0
2-9 .....	46	0	100	0
10-14.....	10	0	0	32
15-24.....	6	0	0	21
25-49 .....	9	0	0	29
50-99 .....	6	0	0	19

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

**Q5.** What percentage of your employees would you say are women?

Mean.....	58	59	56
Median .....	50	50	50
100%.....	19	25	10
75 – 99%.....	15	12	19
51 – 74% .....	12	7	20
50%.....	25	30	17
25 – 49% .....	15	12	20
11 – 24% .....	4	2	7
10% or less.....	10	12	7

**Q6.** What percentage of your employees would you say work part-time?

Mean.....	32	33	32
Median .....	20	20	20
100%.....	9	12	4
75 – 99%.....	8	8	8
51 – 74% .....	4	2	7
50%.....	15	16	13
25 – 49% .....	13	11	16
11 – 24% .....	9	4	18
10% or less.....	42	47	34

**Q7.** Do you have any children?

Yes, I have children younger than 18 .....	29	15	22	49
Yes, I have children 18 or older .....	36	40	43	22
Yes, I have children who are both younger and older than 18	7	6	7	7
All yes, combined .....	71	61	72	78
No, I do not have any children .....	29	39	28	22

**Q8.** Are you planning to have children in the future, or are you not planning to have children in the future, or are you not sure?

Planning on having children.....	21	10	13	41
Not planning on having children.....	70	84	79	47
Not sure.....	9	6	8	12

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

**Q9.** Which of the following categories best describes your business?

Professional services including taxes, accounting, IT, legal, finance, media .....	23	20	28	19
Retail .....	15	24	11	13
Construction and Real Estate .....	13	5	15	17
Healthcare and education or social services .....	8	5	8	10
Restaurant/food service .....	7	2	7	9
Wholesale and distribution of goods .....	6	4	6	9
Manufacturing .....	6	1	4	11
Leisure and hospitality .....	5	2	6	7
Other non-retail services .....	13	29	11	3
Not sure .....	4	9	4	1

**Q10.** How important is it for people to have access to the following items to obtain financial security?

## a. Birth control to determine if and when to have children

Very important .....	39	43	34	42
Somewhat important .....	19	13	16	27
A little important .....	13	16	11	13
Not important at all .....	22	21	29	14
Not sure .....	7	8	10	4
Important .....	57	55	51	68
Not important .....	35	37	40	28

## b. Health insurance coverage

Very important .....	67	79	64	63
Somewhat important .....	19	12	18	26
A little important .....	7	3	9	7
Not important at all .....	3	2	3	2
Not sure .....	4	4	5	1
Important .....	87	91	82	90
Not important .....	10	5	12	10

**Q11.** Do you agree or disagree that the health insurance issuers should be required to include birth control coverage in their health plans?

Strongly agree .....	54	57	51	56
Not so strongly agree .....	18	15	17	21
Not so strongly disagree .....	10	5	9	13
Strongly disagree .....	11	12	13	8
Not sure .....	8	12	10	3
Agree .....	71	71	68	77
Disagree .....	21	17	22	21

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

**Q12.** Do you support or oppose policies that ensure and expand access to birth control?

Strongly support .....	50	56	51	44
Not so strongly support .....	19	21	15	24
Not so strongly oppose .....	10	5	10	14
Strongly oppose .....	8	6	8	8
Not sure.....	13	11	15	10
 Support.....	 69	 77	 66	 68
Oppose .....	18	12	19	22

**Q13.** Here are some statements some people have made. For each, select if you agree or disagree.

- a. Reproductive health care is basic health care, and having access to it is important for economic well-being and stability

Strongly agree .....	59	67	61	49
Not so strongly agree .....	20	23	16	25
Not so strongly disagree .....	10	5	9	16
Strongly disagree .....	5	2	7	5
Not sure.....	5	3	7	5
 Agree .....	 79	 91	 76	 75
Disagree .....	15	7	16	21

- b. We need to make sure that all women have access to affordable reproductive health care as a basic economic issue for our families

Strongly agree .....	61	66	63	53
Not so strongly agree .....	18	19	14	24
Not so strongly disagree .....	9	7	7	14
Strongly disagree .....	6	4	9	5
Not sure.....	6	4	8	5
 Agree .....	 79	 85	 77	 77
Disagree .....	15	11	15	18

**Q14.** Do you agree or disagree with the following statement? My ability to access birth control and to decide if and when to have children allowed me to advance in my career and start my own business.

Strongly agree .....	39	35	39	42
Not so strongly agree .....	17	13	17	20
Not so strongly disagree .....	12	11	11	14
Strongly disagree .....	24	33	24	17
Not sure.....	8	8	10	7
 Agree .....	 56	 48	 56	 62
Disagree .....	36	44	35	31

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

**Q15.** Do you agree or disagree with the following statement? My ability to access birth control and to decide if and when to have children impacts my ability to grow my business.

Strongly agree .....	36	32	35	39
Not so strongly agree .....	16	14	16	19
Not so strongly disagree .....	13	14	10	18
Strongly disagree .....	28	36	31	18
Not sure.....	7	4	9	6
Agree .....	52	46	51	57
Disagree .....	41	50	40	36

**Q16.** Do you agree or disagree with the following statement? My ability to access birth control and to decide if and when to have children impacts my and my family's economic security.

Strongly agree .....	45	42	47	44
Not so strongly agree .....	18	17	18	19
Not so strongly disagree .....	12	9	10	17
Strongly disagree .....	19	24	19	14
Not sure.....	7	8	6	6
Agree .....	63	59	65	63
Disagree .....	30	33	29	31

**Q17.** Do you agree or disagree with the following statement? My ability to access birth control to decide if and when to have children is an important part of me being able to make choices about my career and future.

Strongly agree .....	47	48	48	43
Not so strongly agree .....	17	15	15	22
Not so strongly disagree .....	11	9	9	15
Strongly disagree .....	19	23	20	14
Not sure.....	7	6	8	6
Agree .....	64	63	63	65
Disagree .....	30	32	29	29

The remaining questions are for statistical purposes only.

**Q18.** What is your religion?

Protestant (Baptist, Adventist, Lutheran, Methodist, Presbyterian, Pentecostal, Anglican)	32
.....	33
Catholic .....	18
Other Christian .....	13
Jewish.....	6
Muslim .....	2
Mormon, Latter Day Saints, LDS .....	1
Other (Please write in).....	7
None/Agnostic/Atheist.....	20

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

**Q19.** Generally speaking, do you think of yourself as a Republican, a Democrat, an independent, or something else?

Strong Democrat.....	23	20	21	27
Not strong Democrat .....	10	8	9	14
Lean Democrat.....	6	8	6	4
Democrat.....	39	36	36	45
Indepependent.....	11	8	11	14
Republican .....	41	46	40	39
Lean Republican .....	6	6	5	6
Not strong Republican.....	14	17	13	12
Strong Republican .....	22	23	22	21
Other .....	3	4	4	0
Not sure.....	2	2	3	1
Prefer not to answer.....	4	4	6	1

**Q20.** What is your age?

18-24 .....	5	1	4	9
25-29 .....	8	7	3	16
30-34 .....	9	5	7	16
35-39 .....	12	12	9	15
40-44 .....	11	11	11	11
45-49 .....	9	7	10	8
50-54 .....	13	11	18	6
55-59 .....	14	14	17	8
60-64 .....	11	16	12	7
65-69 .....	6	12	6	3
70-74 .....	2	3	2	1
75 & older .....	0	1	0	0
(don't know) .....	0	0	0	0

**Q21.** What is the last year of schooling that you have completed?

1 - 11th Grade.....	0	0	0	1
High School Graduate.....	10	9	12	9
Non-College Post H.S. ....	2	1	2	2
Some College.....	29	29	32	25
Bachelor's degree .....	36	38	35	37
Master's degree .....	16	16	13	19
Doctoral degree.....	6	7	5	7

**Q22.** At any point in your life, have you used birth control, like a pill, implant, patch, shot, vaginal ring, or IUD?

Yes .....	81	84	82	78
No .....	15	12	14	19
Prefer not to answer.....	3	4	4	3
Not sure.....	0	0	1	0

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

**Q23.** (If have insurance) Does your health insurance cover your birth control?

Weighted N=	438	99	196	143
Unweighted N=	615	117	244	254

Yes, my insurance pays the full cost of my birth control .....	33	25	26	50
Yes, but I pay a copay for my birth control .....	13	10	14	15
No, my insurance does not cover my birth control.....	13	9	15	14
I do not use prescription birth control.....	28	39	31	16
I do not have health insurance .....	0	0	0	0
Not sure.....	12	16	14	5

**Q24.** For statistical purposes only, which of these categories best describes the gross revenue of your business in 2016?

Less than \$100,000 .....	39	81	37	11
\$100,000 to under \$250,000 .....	20	10	26	19
\$250,000 to under \$500,000 .....	15	2	17	23
\$500,000 to under \$1 million .....	10	0	9	19
\$1 million to under \$2 million.....	7	0	7	14
\$2 million or more .....	4	0	1	12
Not sure.....	4	6	3	3

# **EXHIBIT B**



## Opinion Poll

### Access to Reproductive Health Underpins Women Entrepreneurs' Economic Success

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March 1, 2018

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## Executive Summary

For decades, women have been breaking the glass ceiling on entrepreneurship. From 1987 to 2007 the number of U.S. women-owned, small businesses increased from 10% to 30%. As of last year, more than 11 million of our nation's business are owned by women, contributing more than \$1.6 trillion to our economy. Yet despite this progress, women-owned businesses lag behind their male counterparts in crucial business indicators like revenue and number of employees. This is especially true for female entrepreneurs of color, who are disproportionately affected by a variety of factors that impact the growth of minority entrepreneurship, including inadequate capital, lack of workplace development training and fewer angel investors. This is why it's crucial for women entrepreneurs to have access to the resources and benefits that underpin their success.

New scientific opinion polling conducted for Small Business Majority by Lake Research Partners and American Viewpoint found reproductive healthcare and access to birth control is important to women small business owners' bottom lines, especially for women of color, and has been an important component of their ability to move forward in their careers and launch their businesses.

The poll, which surveyed 507 women small business owners nationwide, including oversamples of 100 African-American and 100 Latina small business owners, found the majority of African-American and Latina women entrepreneurs (65% and 64% respectively) say their ability to access birth control and to decide if and when to have children has impacted their bottom line as a business owner.

Among those who say access and choice of birth control has impacted their bottom line, respondents ranked the top ways this has impacted them as business owners. They indicated access to birth control has given them the opportunity and freedom to focus on their business and has given them the choice of when or if to have children. Additionally, roughly two-thirds of female entrepreneurs of color (68% for African-American entrepreneurs and 66% for Latina entrepreneurs) say their ability to access birth control to decide if and when to have children has impacted their ability to succeed as a business owner.

The poll also found women small business owners believe access to birth control is important to women's financial security. Nearly 8 in 10 respondents (79% agree with 59% who strongly agree) agree that access to reproductive healthcare is basic healthcare and is important to women's financial well-being and stability. Strong majorities say having health insurance coverage (87%) and having access to birth control to determine if and when to have children (57%) is important to obtaining financial security.

Additionally, in a recent report of this same survey set, we found a majority of women entrepreneurs (56%) feel that access to reproductive healthcare has been critical to their ability to advance in their career and start a business.<sup>1</sup> More than half (52%) agree this access impacts their ability to grow their business. A majority of women entrepreneurs also say access to birth control has been an important part of their ability to make decisions about their careers, with 64% of respondents agreeing with this statement. This is particularly important for younger business owners—7 in 10 of respondents under 50 agree this has been true for them in their own careers.

As this survey makes clear, access to reproductive healthcare and birth control is important to women small business owners' ability to plan and move forward with their careers and their businesses. Other research shows this is especially true for women business owners of color, who are more likely to have faced systemic barriers to entrepreneurship, such as lack of access capital to start or grow their business or access to the networks and business development resources that can make or break a fledgling business.<sup>2,3</sup> It's not surprising then that reproductive healthcare is important to their success, and that access to family planning resources has been a critical component of pursuing financial security through entrepreneurship.

<sup>1</sup> Women Small Business Owners Say Access to Birth Control is Important to their Success, Support Continued Coverage. Small Business Majority, October 13, 2017, <http://www.smallbusinessmajority.org/our-research/healthcare/women-small-business-owners-say-access-birth-control-important-their-success-support-continued-coverage>

<sup>2</sup> 21<sup>st</sup> Century Barriers to Women's Entrepreneurship, U.S. Senate Small Business Committee, July 23, 2014, <http://www.gbaforwomen.org/download/21st-century-barriers-to-womens-entrepreneurship/>

<sup>3</sup> Competitive and Special Competitive Opportunity Gap Analysis of the 7(a) and 504 Programs, Urban Institute, January 17, 2008, <https://www.urban.org/research/publication/competitive-and-special-competitive-opportunity-gap-analysis-7a-and-504-programs>

## Main Findings

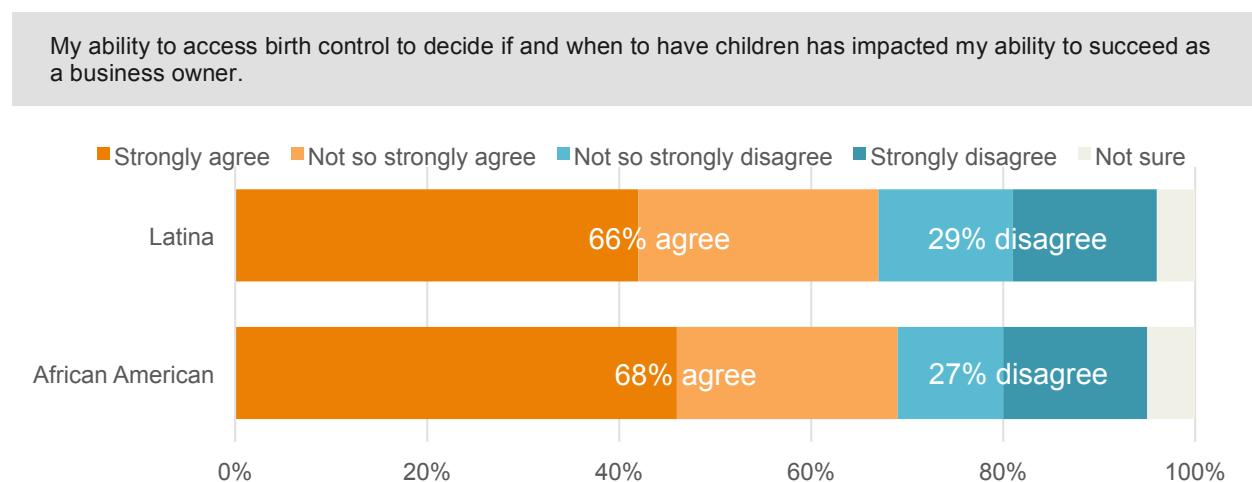
- **Women entrepreneurs who traditionally face more systematic and institutional barriers to growth say access to birth control is important to their bottom lines:** More than 6 in 10 female entrepreneurs of color (65% of African-American and 64% of Latina women entrepreneurs) agree that their ability to access birth control and to decide if and when to have children has impacted their bottom line. Additionally, 45% of solo entrepreneurs agree that this gave them the opportunity to focus on their business.
- **Women small business owners, especially younger business owners and women of color, believe access to birth control was critical to their ability to start a business and advance their career:** Women of color who own small businesses feel strongly that access to birth control has allowed them to advance their career (71% of African-American women and 69% of Latinas agree). Sixty-two percent of younger business owners and 56% of all respondents agree their ability to access birth control and to decide if and when to have children allowed them to advance in their career and start their business, and 52% agree that such access impacts their ability to grow their business.
- **Women of color who own small businesses say access to contraception has impacted their ability to succeed:** While respondents overall are split on whether access to birth control has impacted their success (46% agree and 46% disagree), women of color who own small businesses are more likely to say access to birth control to decide if and when to have children has impacted their ability to succeed. Indeed, 68% of African-American and 66% of Latinas agree that this has been important to their success. A majority of women owning larger businesses with 10 or more employees (57%) also feel that this access has been critical to their success.
- **Women small business owners believe access to health insurance and reproductive healthcare is important to women's financial security:** 79% of respondents agree access to reproductive healthcare is important to women's financial well-being, and 59% strongly agree with this statement. The same percentage, 79%, also agree that we need to ensure all women have access to affordable reproductive healthcare as a basic economic issue. Strong majorities say having health insurance coverage (87%) and having access to reproductive healthcare to determine if and when to have children (57%) is important to obtaining financial security.
- **Majority of women entrepreneurs say access to birth control has been an important part of their ability to make decisions about their careers:** 64% agree that access to birth control has been an important part of their ability to make choices about their careers. This is particularly important for younger business owners—7 in 10 of respondents under 50 agree this has been true for them in their own careers.
- **Women small business owners do not see these issues through an ideological lens:** 41% identify as Republican or Republican-leaning independents, 39% are Democrat or Democrat-leaning independents and 11% are pure independent.

## Women Small Business Owners Say Access to Birth Control is Important to their Bottom Lines

Women entrepreneurs report that access to contraception has been important to their success as business owners, and this is especially true for women of color, who typically face more barriers to launching and growing a business. Sixty-five percent of African-American and 64% of Latina entrepreneurs say their ability to access birth control and to decide if and when to have children has impacted their bottom line. More than 4 in 10 (42%) of all respondents agree with this sentiment, though 48% overall disagree with this statement. A majority (52%) of women owners of larger firms with more than 10 employees agree that access to contraceptives has impacted their bottom line. Birth control is particularly important for solo entrepreneurs, with 45% saying access birth control and to decide if and when to have children gave them the opportunity and freedom to focus on their business.

While respondents overall are split on whether access to birth control has impacted their success (46% agree and 46% disagree), more than two-thirds of African-American (68%) and 66% of Latina entrepreneurs say their ability to access birth control to decide if and when to have children has impacted their ability to succeed as a business owner. This is also especially important for owners of larger small businesses, with 57% of respondents with 10 or more employees saying their ability to access birth control impacted their ability to succeed as a business owner.

**Figure 1: Women of color who own small businesses say access to birth control important to their bottom lines and their ability to succeed as a business owner**



Among those who say access and choice of family planning has impacted their bottom, many say this has given them the opportunity and freedom to focus on their business (31%) and given them the choice of when/if to have children (23%). For those who say access and choice has impacted their ability to succeed as business owners, nearly 1 in 4 say it has helped them better focus on their business (23%) and take control of planning their family (22%).

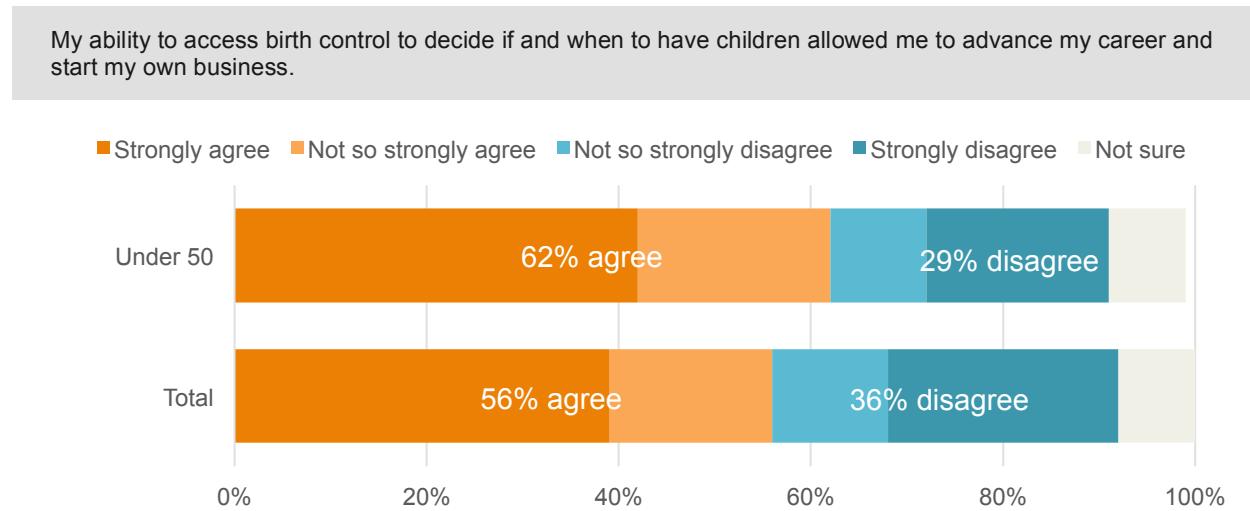
## Women Small Business Owners Say Birth Control Access Critical to their Ability to Pursue their Careers and Launch their Businesses

As reported in a recent survey among this same response group, women entrepreneurs see a strong connection between their access to contraception and their ability to pursue their dreams.<sup>4</sup> A majority of women small business owners say having access to birth control allowed them to pursue their education

<sup>4</sup> Women Small Business Owners Say Access to Birth Control is Important to their Success, Support Continued Coverage. Small Business Majority, October 13, 2017, <http://www.smallbusinessmajority.org/our-research/healthcare/women-small-business-owners-say-access-birth-control-important-their-success-support-continued-coverage>

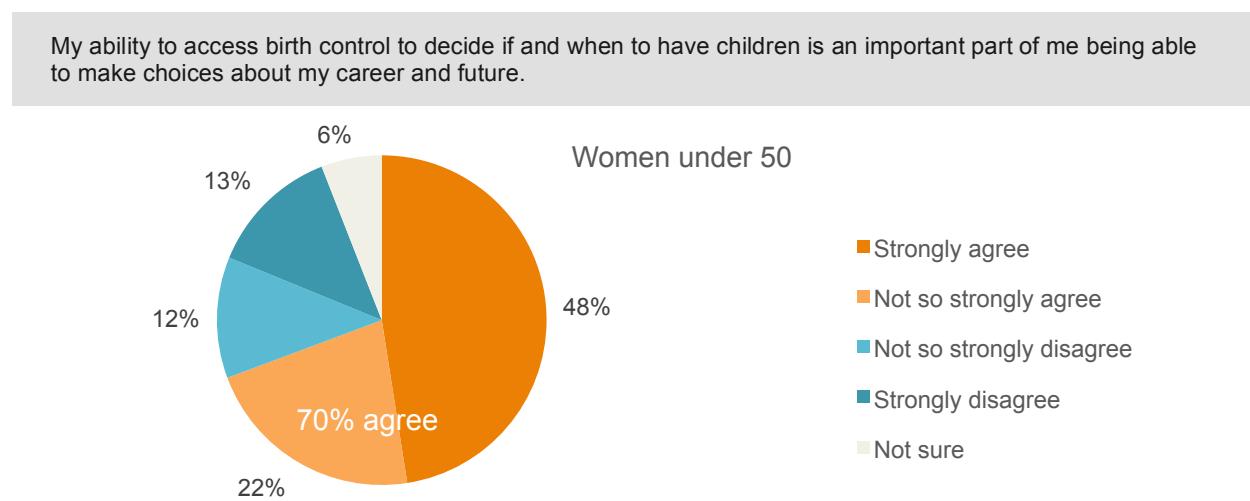
after high school (54% agree). Women of color who own small businesses are even more likely to agree (74% African Americans and 70% Latinas compared to 50% of white women). What's more, 56% of women entrepreneurs agree that the ability to access birth control and to decide if and when to have children allowed them to advance in their careers and start their own businesses. This is especially true for women under 50, with 62% agreeing this helped them advance in their careers and start a business. Fifty-two percent of all respondents say having access to birth control and the ability to decide if and when to have children impacts their ability to grow their business.

**Figure 2: Women small business owners, especially younger entrepreneurs say access to birth control allowed them to advance in career and start their own businesses**



Additionally, nearly two-thirds report that their ability to access birth control and decide if and when to have children has been an important part of planning their career and future (64% total agree, 47% strongly agree). This is especially important for younger business owners—7 in 10 of respondents under 50 agree this has been true for them in their own careers.

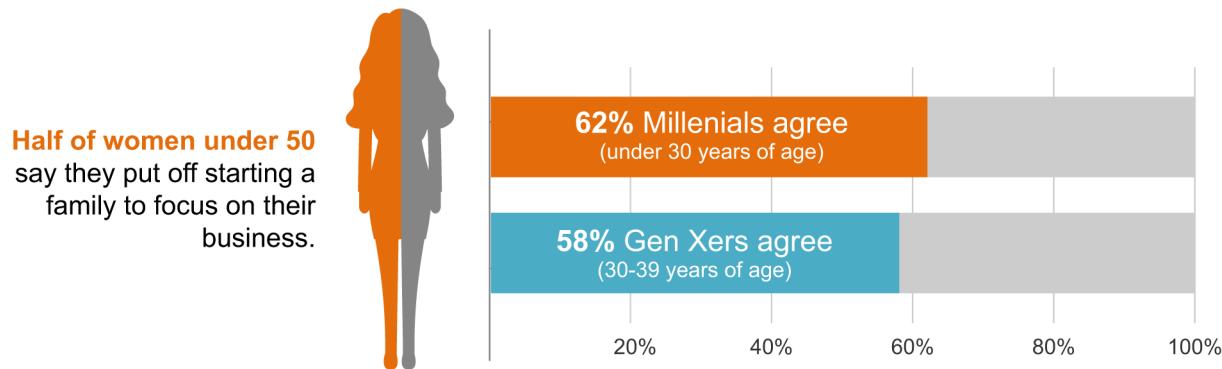
**Figure 3: Access to birth control is important to younger women entrepreneurs in planning their career and future**



Taking a closer look at how access has impacted their personal career trajectories, women small business owners are relatively split on whether they waited to start their business until they started a family, with half (51%) saying they disagree with that statement. Most women also say they disagree with a statement about putting off starting a family to focus on their business (58%), although a third say they agreed

(34%). While there is little difference across educational attainment among these women, there is significant difference generationally. Half (50%) of women under 50 say they put off starting a family to focus on their business while only 15% of women over 50 say so. This is most true for millennials (62%) and Gen Xers (58%). This indicates reproductive healthcare is particularly important to younger entrepreneurs as they launch a business.

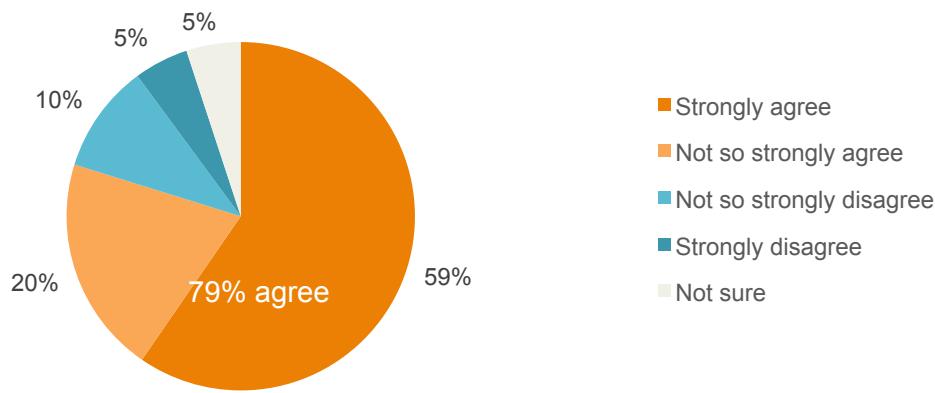
**Figure 4: Women entrepreneurs under 50 say they put off starting a family to focus on their business**



## Women Entrepreneurs Believe Health Insurance and Reproductive Healthcare are Vital to Economic Security

Women small business owners understand that access to health insurance and reproductive healthcare is an economic issue for entrepreneurs and their employees. Nearly 9 in 10 women entrepreneurs (87%) agree that access to health insurance coverage is important for obtaining financial security. More than two-thirds (67%) agree that this access is very important. Additionally, as described in a recent report of this same survey set, nearly 8 in 10 respondents (79%) agree that reproductive healthcare is basic healthcare, and that having access to it is important for economic wellbeing and stability.<sup>5</sup>

**Figure 5: Women entrepreneurs believe access to reproductive healthcare is essential to women's economic security and wellbeing**



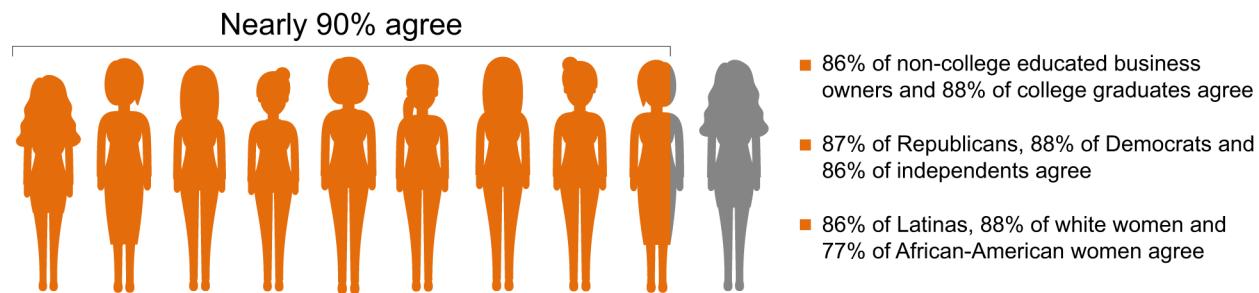
Women entrepreneurs also agree that women should have the freedom to plan if and when to have children (75% strongly agree) and that it is important to ensure that all women have access to affordable reproductive healthcare as a basic economic issue (79% total agree, 61% strongly agree).

<sup>5</sup> Ibid.

Nearly 3 in 4 (74% with 55% who agree strongly) say they support access to birth control, not just as an employer but as someone who cares about their employees. Additionally, the vast majority (78%) say we must ensure access to reproductive healthcare for all women.

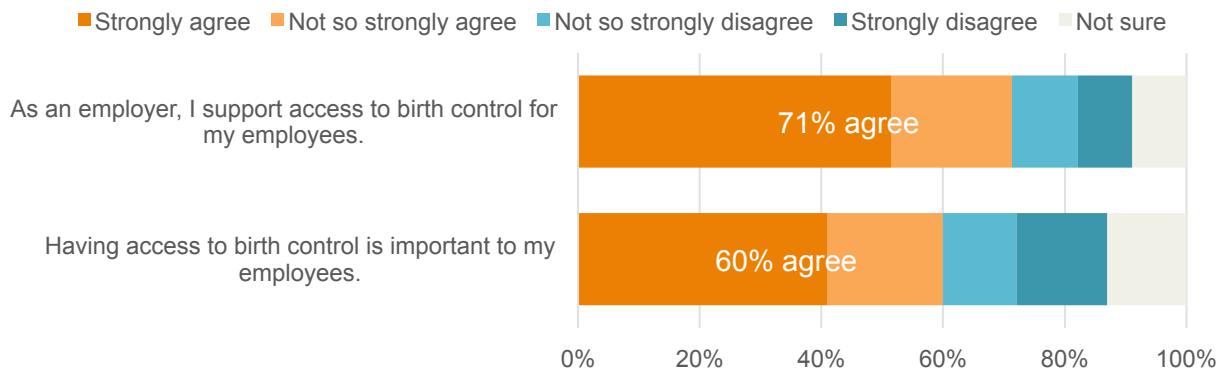
These are values that resonate with women small business owners across demographic subgroups. Majorities of women across varying degrees of educational attainment, party lines and race all agree that women should have the freedom to plan if and when to have children.

**Figure 6: Respondents across demographic sub-groups agree women should have the freedom to plan if and when to have children**



While access to birth control is important for these women personally, a majority of small business owners also believe that access is an important issue for their employees (60% agree, 41% strongly agree) and as employers, they support access to birth control for their employees (71% agree, 52% strongly agree). This view crosses party lines with 83% of Democrats, 67% of independents and 63% of Republicans agreeing that they support access for their employees.

**Figure 7: Women small business owners believe access to birth control important to their employees**



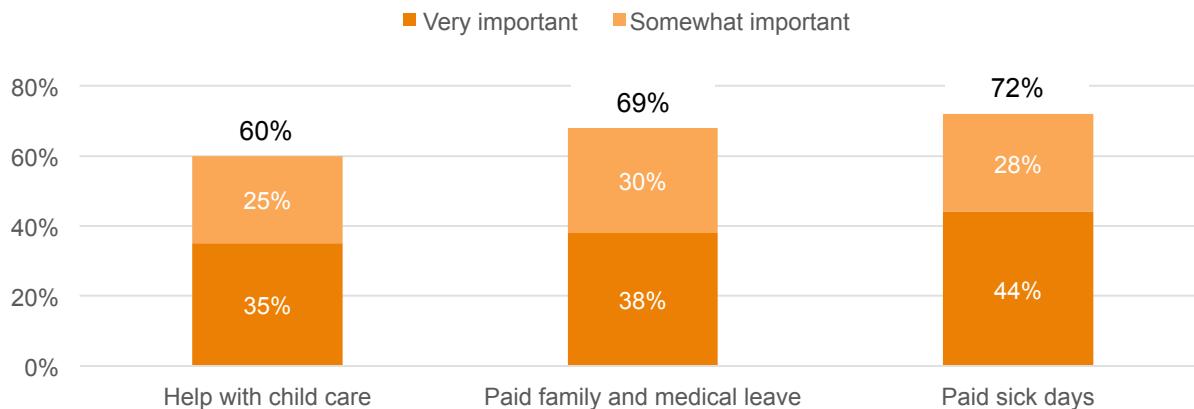
## Women Entrepreneurs Support Family-Friendly Benefits to Promote Financial Security

Women entrepreneurs understand that access to healthcare and family-friendly benefits is crucial to retaining a productive workforce and promoting the financial security of employees. Women small business owners see the importance of comprehensive health insurance to their business, and are more likely to offer employer-sponsored healthcare to employees than their male counterparts. Forty-four percent of female small business owners offer health coverage to their employees, according to the polling

data. Recent polling by Small Business Majority poll conducted in March 2017 found 32% of all small business owners nationwide provide employer-sponsored health coverage to employees.<sup>6</sup>

Polling data show that female small business owners support a variety of other family-friendly benefits that help to ensure financial security for employees. More than 7 in 10 (72%) believe it is important to have access to paid sick days (44% believe this is very important). Sixty-nine percent believe paid family and medical leave is important, with 38% believing this is very important. What's more, 6 in 10 believe help with child care is vital to employees' economic security (35% very important).

**Figure 8: Women small business owners support family-friendly benefits**



## Conclusion

Women small business owners are one of the most important and fastest growing segments of our economy. As this report shows, access to reproductive healthcare and birth control has been important to their ability to plan and make decisions about their careers, their businesses and their families, and this is particularly important to women of color and younger business owners. Efforts to improve the health and financial security for women entrepreneurs of color can help this group overcome traditional barriers to success, and efforts to undermine access to healthcare may disproportionately impact this group. This is why it's critical to promote policies that will support and expand access to birth control and ensure small business owners and employees have access to the reproductive healthcare they need to plan for their futures and ensure their financial security.

## Methodology

This poll reflects an Internet survey of 507 women small business owners nationwide with 1-99 employees, including oversamples of African-American and Latina small business owners (100 of each). The poll was conducted by Lake Research Partners and American Viewpoint for Small Business Majority during August 2017. The margin of error is +/-4.4%.

<sup>6</sup> Small Businesses Support ACA Over Replacement Plan, Small Business Majority, March 23, 2017, <http://www.smallbusinessmajority.org/our-research/healthcare/small-businesses-support-aca-over-replacement-plan>

## Toplines

500 women small business owners nationwide, cap 25% self-employed  
Oversamples of 100 African-American women, 100 Latinas

	Weighted N=	TOTAL	WHITE	AA	LATINA
	507	387	48	61	
	718	433	145	153	

### Region

New England .....	5	6	2	3
Middle Atlantic.....	14	13	11	20
East North Central .....	13	13	19	8
West North Central .....	7	9	4	3
South Atlantic.....	21	20	26	26
East South Central .....	4	4	6	1
West South Central .....	10	8	23	11
Mountain .....	8	9	3	8
Pacific .....	17	18	6	21

### Q1. Please indicate your gender

Female .....	100	100	100	100
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### Q2. What is your race or ethnicity? Select all that apply

Hispanic or Latino or Spanish origin .....	12
White .....	76
Black, African, African American .....	9
Asian .....	3
Middle Eastern .....	1
Native Hawaiian or Other Pacific Islander.....	0
Native American, Indigenous, American Indian or Alaska Native .....	1
Not listed; Please specify.....	1

### Q3. Just to confirm, are you the owner of a for-profit small business that has 99 or fewer employees?

Yes, owner .....	100	100	100	100
------------------	-----	-----	-----	-----

### Q4. Approximately how many people work 30 or more hours per week at your company, incl. yourself?

1.....	23	27	16	5
2-9.....	46	51	18	28
10-14 .....	10	9	14	12
15-24 .....	6	4	12	16
25-49.....	9	5	28	24
50-99 .....	6	4	12	15

### Q5. What percentage of your employees would you say are women?

Mean.....	58	57	60	55
Median.....	50	50	60	50
100% .....	19	21	8	11
75 – 99%.....	15	14	23	15
51 – 74% .....	12	8	23	21
50%.....	25	27	19	17
25 – 49%.....	15	14	19	24
11 – 24%.....	4	4	4	4
10% or less .....	10	12	4	7

	TOTAL	WHITE	AA	LATINA
Weighted N=	507	387	48	61
Unweighted N=	718	433	145	153

**Q6.** What percentage of your employees would you say work part-time?

Mean.....	32	32	34	33
Median.....	20	18	27	25
100%.....	9	10	2	9
75 – 99%.....	8	8	8	4
51 – 74% .....	4	3	7	7
50%.....	15	15	18	9
25 – 49%.....	13	10	23	21
11 – 24%.....	9	6	21	16
10% or less .....	42	47	22	33

**Q7.** Which of the following categories best describes your business?

Professional services including taxes, accounting, IT, legal, finance, media.....	23	23	21	20
Retail.....	15	15	18	11
Construction and Real Estate .....	13	14	5	27
Healthcare and education or social services.....	8	7	11	10
Restaurant/food service.....	7	5	12	7
Wholesale and distribution of goods .....	6	5	11	8
Manufacturing.....	6	5	8	6
Leisure and hospitality.....	5	6	2	3
Other non-retail services.....	13	15	10	2
Not sure .....	4	4	2	5

**Q8.** Do you have any children?

Yes, I have children younger than 18.....	29	22	52	62
Yes, I have children 18 or older.....	36	42	19	9
Yes, I have children who are both younger and older than 18.....	7	7	6	7
All yes, combined .....	71	71	76	79
No, I do not have any children.....	29	29	24	21

**Q9.** Are you planning to have children in the future, or are you not planning to have children in the future, or are you not sure?

Planning on having children .....	21	13	54	54
Not planning on having children .....	70	79	39	33
Not sure .....	9	8	7	13

	TOTAL	WHITE	AA	LATINA
Weighted N=	507	387	48	61
Unweighted N=	718	433	145	153

**Q10.** How important is it for people to have access to the following items to obtain financial security?

a. Birth control to determine if and when to have children

Very important .....	39	38	44	50
Somewhat important .....	19	16	25	30
A little important.....	13	14	16	8
Not important at all.....	22	24	14	8
Not sure .....	7	8	1	4
Important .....	57	54	68	80
Not important.....	35	38	30	15

b. Health insurance coverage

Very important .....	67	70	60	66
Somewhat important .....	19	17	22	26
A little important.....	7	6	11	6
Not important at all.....	3	3	5	2
Not sure .....	4	4	2	1
Important .....	87	87	82	91
Not important.....	10	9	16	8

**Do you agree or disagree with the following statements?**

	TOTAL	WHITE	AA	LATINA
Weighted N=	231	158	33	40
Unweighted N=	373	188	99	105

**Q11.** My ability to access birth control to decide if and when to have children has impacted my ability to succeed as a business owner.

Strongly agree.....	32	30	46	42
Not so strongly agree.....	13	11	23	25
Not so strongly disagree.....	13	13	11	14
Strongly disagree.....	32	36	15	15
Not sure .....	9	9	5	5
Agree.....	46	41	68	66
Disagree.....	46	50	27	29

**Q11b.** (Asked if agree in previous question) In what way has your ability to access birth control and decide if and when to have children impacted your ability to succeed as a business owner?

Better focus on business.....	23
Control of family plan .....	22
Financially stable and/or prepared for children .....	12
Enabled career advancement.....	7
Impact on employees .....	3
Benefits health of woman.....	0

**Do you agree or disagree with the following statements?**

	TOTAL	WHITE	AA	LATINA
Weighted N=	231	158	33	40
Unweighted N=	373	188	99	105

**Q12.** My ability to access birth control to decide if and when to have children is an important part of me being able to make choices about my career and future.

Strongly agree.....	47	46	55	45
Not so strongly agree.....	17	17	17	27
Not so strongly disagree.....	11	10	16	13
Strongly disagree.....	19	21	8	11
Not sure .....	7	7	4	4
Agree.....	64	62	72	72
Disagree.....	30	31	24	23

**Q13.** My ability to access birth control and to decide if and when to have children has impacted my bottom line as a business owner.

Strongly agree.....	26	23	41	34
Not so strongly agree.....	16	14	24	30
Not so strongly disagree.....	15	16	14	14
Strongly disagree.....	34	37	15	18
Not sure .....	10	10	5	5
Agree.....	42	37	65	64
Disagree.....	48	53	29	32

**Q13b.** (Asked if agree in previous question) In what way has your ability to access birth control and to decide if and when to have children helped your bottom line?

Gave opportunity and freedom to focus on business .....	31
Choice if/when to have children .....	23
Increased flexibility and decision making about future.....	8
Did not have an impact .....	7
No child-related expenses.....	5
Has had a positive impact .....	3
Employees are more focused .....	2

**Do you agree or disagree with the following statements?**

	TOTAL	WHITE	AA	LATINA
Weighted N=	507	387	48	61
Unweighted N=	718	433	145	153

**Q14.** Reproductive health care is basic health care, and having access to it is important for economic well-being and stability.

Strongly agree.....	59	61	52	55
Not so strongly agree.....	20	20	24	20
Not so strongly disagree.....	10	9	12	18
Strongly disagree.....	5	5	5	4
Not sure .....	5	5	6	2
Agree.....	79	81	77	75
Disagree.....	15	14	17	23

**Do you agree or disagree with the following statements?**

	TOTAL	WHITE	AA	LATINA
Weighted N=	507	387	48	61
Unweighted N=	718	433	145	153

**Q15.** We need to make sure that all women have access to affordable reproductive health care as a basic economic issue for our families.

Strongly agree.....	61	62	59	55
Not so strongly agree.....	18	18	16	25
Not so strongly disagree.....	9	8	13	14
Strongly disagree.....	6	6	5	5
Not sure .....	6	6	7	2
Agree.....	79	80	75	80
Disagree.....	15	14	18	18

**Q16.** Having access to birth control allowed me to pursue my education after high school.

Strongly agree.....	35	34	41	40
Not so strongly agree.....	19	15	33	30
Not so strongly disagree.....	11	9	13	18
Strongly disagree.....	25	29	8	8
Not sure .....	10	12	5	4
Agree.....	54	50	74	70
Disagree.....	36	38	21	26

**Q17.** I waited to start or expand my business until I started or raised my family.

Strongly agree.....	25	22	43	28
Not so strongly agree.....	17	15	20	34
Not so strongly disagree.....	13	14	13	9
Strongly disagree.....	37	41	22	27
Not sure .....	7	8	3	1
Agree.....	42	37	63	62
Disagree.....	51	56	35	37

**Q18.** My ability to access birth control and to decide if and when to have children allowed me to advance in my career and start my own business.

Strongly agree.....	39	37	47	45
Not so strongly agree.....	17	16	24	25
Not so strongly disagree.....	12	12	13	14
Strongly disagree.....	24	26	12	12
Not sure .....	8	9	4	4
Agree.....	56	53	71	69
Disagree.....	36	38	25	26

**Do you agree or disagree with the following statements?**

	TOTAL	WHITE	AA	LATINA
Weighted N=	507	387	48	61
Unweighted N=	718	433	145	153

**Q19.** My ability to access birth control and to decide if and when to have children impacts my ability to grow my business.

Strongly agree.....	36	33	48	39
Not so strongly agree.....	16	16	19	24
Not so strongly disagree.....	13	13	17	13
Strongly disagree.....	28	31	14	15
Not sure .....	7	7	3	8
Agree.....	52	49	67	63
Disagree.....	41	44	30	28

**Q20.** I put off or am putting off starting a family to focus on or expand my business.

Strongly agree.....	22	18	43	34
Not so strongly agree.....	11	9	17	26
Not so strongly disagree.....	13	11	15	22
Strongly disagree.....	45	53	20	14
Not sure .....	8	9	4	5
Agree.....	34	27	61	59
Disagree.....	58	64	35	36

**Q21.** I should have the freedom to plan if and when to have children.

Strongly agree.....	75	79	61	56
Not so strongly agree.....	11	9	16	30
Not so strongly disagree.....	7	6	14	10
Strongly disagree.....	2	2	5	2
Not sure .....	4	4	4	2
Agree.....	87	88	77	86
Disagree.....	9	8	19	12

**Q22.** We must ensure access to reproductive health care for all women.

Strongly agree.....	58	60	56	55
Not so strongly agree.....	20	19	21	27
Not so strongly disagree.....	9	8	13	14
Strongly disagree.....	7	7	5	3
Not sure .....	6	6	5	2
Agree.....	78	78	77	81
Disagree.....	16	16	18	17

**Asked only of respondents with employees:  
Do you agree or disagree with the following statements?**

	TOTAL	WHITE	AA	LATINA
Weighted N=	391	284	40	58
Unweighted N=	391	284	40	58

**Q23.** I support access to birth control, not just as an employer but as someone who cares about the people who work for me.

Strongly agree.....	55	55	53	52
Not so strongly agree.....	19	18	22	26
Not so strongly disagree.....	10	9	16	13
Strongly disagree.....	9	10	4	6
Not sure .....	7	8	5	4
Agree.....	74	73	76	78
Disagree.....	19	19	19	18

**Q24.** Having access to birth control is important to my employees.

Strongly agree.....	41	38	55	52
Not so strongly agree.....	19	18	24	19
Not so strongly disagree.....	12	12	12	14
Strongly disagree.....	15	17	6	8
Not sure .....	13	15	3	8
Agree.....	60	56	79	70
Disagree.....	27	29	19	21

**Q25.** As an employer, I support access to birth control for my employees.

Strongly agree.....	52	52	50	57
Not so strongly agree.....	20	19	25	15
Not so strongly disagree.....	11	10	12	20
Strongly disagree.....	9	10	8	6
Not sure .....	9	10	4	2
Agree.....	71	71	76	72
Disagree.....	20	20	20	26

**Asked only of respondents with employees:**  
**Do you agree or disagree with the following statements?**

	TOTAL	WHITE	AA	LATINA
Weighted N=	391	284	40	58
Unweighted N=	391	284	40	58

**Q26.** How important is it for people to have access to the following items to obtain financial security?

**Paid sick days**

Very important.....	44	42	47	56
Somewhat important .....	28	28	25	35
A little important.....	17	18	17	8
Not important at all.....	7	7	10	1
Not sure .....	4	5	1	1
Important .....	72	70	72	91
Not important.....	24	25	27	9

**Paid family and medical leave**

Very important.....	38	35	53	59
Somewhat important .....	30	30	25	24
A little important.....	17	19	12	9
Not important at all.....	9	9	8	4
Not sure .....	6	6	2	3
Important .....	69	65	78	84
Not important.....	26	29	20	13

**Help with child care**

Very important.....	35	33	46	50
Somewhat important .....	25	23	29	31
A little important.....	20	23	14	10
Not important at all.....	14	14	8	6
Not sure .....	6	6	2	3
Important .....	60	56	75	81
Not important.....	34	37	23	16

**QUESTIONS 11, 12, 13 BY FIRM SIZE****Do you agree or disagree with the following statements?**

	TOTAL	SOLO	2 - 9 EMPL	10+ EMPL
Weighted N=	507	116	233	158
Unweighted N=	718	143	288	287

**Q11.** My ability to access birth control to decide if and when to have children has impacted my ability to succeed as a business owner.

Strongly agree.....	32	22	33	39
Not so strongly agree.....	13	14	9	18
Not so strongly disagree.....	13	12	15	12
Strongly disagree.....	32	40	34	24
Not sure .....	9	12	9	6
Agree.....	46	36	43	57
Disagree.....	46	52	48	37

**Q12.** My ability to access birth control to decide if and when to have children is an important part of me being able to make choices about my career and future.

Strongly agree.....	47	48	48	43
Not so strongly agree.....	17	15	15	22
Not so strongly disagree.....	11	9	9	15
Strongly disagree.....	19	23	20	14
Not sure .....	7	6	8	6
Agree.....	64	63	63	65
Disagree.....	30	32	29	29

**Q13.** My ability to access birth control and to decide if and when to have children has impacted my bottom line as a business owner.

Strongly agree.....	26	19	27	29
Not so strongly agree.....	16	12	13	23
Not so strongly disagree.....	15	14	14	17
Strongly disagree.....	34	45	35	23
Not sure .....	10	10	11	7
Agree.....	42	31	41	52
Disagree.....	48	59	48	41

**Q13b.** (Asked if agree in previous question) In what way has your ability to access birth control and to decide if and when to have children helped your bottom line?

Weighted N=	213	36	95	82
Unweighted N=	345	46	127	172
Gave opportunity and freedom to focus on business .....	31	45	36	20
Choice if/when to have children .....	23	30	29	13
Increased flexibility and decision making about future.....	8	5	9	9
Did not have an impact .....	7	8	7	6
No child-related expenses.....	5	8	7	2
Has had a positive impact.....	3	1	2	5
Employees are more focused .....	2	0	0	4

**QUESTIONS 12, 18, 19, 20 BY AGE****Do you agree or disagree with the following statements?**

	TOTAL	Under 50	50 & Over	Under 30
Weighted N=	507	271	236	65
Unweighted N=	718	445	273	140

**Q12.** My ability to access birth control to decide if and when to have children is an important part of me being able to make choices about my career and future.

Strongly agree.....	47	48	45	49
Not so strongly agree.....	17	22	11	23
Not so strongly disagree.....	11	12	9	10
Strongly disagree.....	19	13	26	12
Not sure .....	7	6	8	6
Agree.....	64	70	57	72
Disagree.....	30	25	35	22

**Q18.** My ability to access birth control and to decide if and when to have children allowed me to advance my career and start my own business.

Strongly agree.....	39	42	35	50
Not so strongly agree.....	17	20	14	19
Not so strongly disagree.....	12	10	14	10
Strongly disagree.....	24	19	29	13
Not sure .....	8	8	8	9
Agree.....	56	62	49	68
Disagree.....	36	29	43	22

**Q19.** My ability to access birth control and to decide if and when to have children impacts my ability to grow my business.

Strongly agree.....	36	42	28	49
Not so strongly agree.....	16	20	12	19
Not so strongly disagree.....	13	12	15	14
Strongly disagree.....	28	20	37	14
Not sure .....	7	6	8	5
Agree.....	52	62	40	68
Disagree.....	41	31	53	27

**Q20.** I put off or am putting off starting a family to focus on or expand my business.

Strongly agree.....	22	34	8	46
Not so strongly agree.....	11	15	7	15
Not so strongly disagree.....	13	10	15	12
Strongly disagree.....	45	31	62	20
Not sure .....	8	9	8	6
Agree.....	34	50	15	62
Disagree.....	58	41	77	32

**The remaining questions are for statistical purposes only.**

	TOTAL	WHITE	AA	LATINA
Weighted N=	507	387	48	61
Unweighted N=	718	433	145	153

**Q27.** What is your religion?

Protestant (Baptist, Adventist, Lutheran, Methodist, Presbyterian, Pentecostal, Anglican).....	32	36	32	15
Catholic.....	24	22	17	47
Other Christian.....	15	13	27	14
Jewish.....	6	7	3	4
Muslim.....	1	1	4	1
Mormon, Latter Day Saints, LDS.....	1	1	0	0
Other (Please write in) .....	6	5	5	6
None/Agnostic/Atheist.....	15	16	12	12

**Q28.** Generally speaking, do you think of yourself as a Republican, a Democrat, an independent, or something else?

Strong Democrat .....	23	20	46	30
Not strong Democrat.....	10	9	14	12
Lean Democrat.....	6	6	6	9
Democrat .....	39	35	65	51
Indepependent .....	11	11	11	11
Republican.....	41	45	17	32
Lean Republican.....	6	6	2	1
Not strong Republican .....	14	16	3	8
Strong Republican.....	22	23	11	23
Other.....	3	3	1	1
Not sure .....	2	2	1	3
Prefer not to answer .....	4	3	5	2

**Q29.** What is your age?

18-24 .....	5	3	18	13
25-29 .....	8	5	19	18
30-34 .....	9	7	16	18
35-39 .....	12	10	20	23
40-44 .....	11	10	13	9
45-49 .....	9	10	5	3
50-54 .....	13	14	5	7
55-59 .....	14	15	2	8
60-64 .....	11	14	2	1
65-69 .....	6	8	0	1
70-74 .....	2	3	0	0
75 & older .....	0	1	0	0

	TOTAL	WHITE	AA	LATINA
Weighted N=	507	387	48	61
Unweighted N=	718	433	145	153

**Q30.** For statistical purposes only, which of these categories best describes the gross revenue of your business in 2016?

Less than \$100,000 .....	39	43	32	24
\$100,000 to under \$250,000.....	20	19	19	21
\$250,000 to under \$500,000 .....	15	13	24	24
\$500,000 to under \$1 million .....	10	9	15	14
\$1 million to under \$2 million .....	7	7	5	13
\$2 million or more .....	4	4	4	4
Not sure .....	4	4	1	1

**Q31.** What is the last year of schooling that you have completed?

1 - 11th Grade.....	0	0	0	1
High School Graduate .....	10	11	13	9
Non-College Post H.S.....	2	2	2	2
Some College .....	29	31	25	25
Bachelor's degree .....	36	37	30	40
Master's degree .....	16	13	22	19
Doctoral degree .....	6	5	8	4

**Q32.** At any point in your life, have you used birth control, like a pill, implant, patch, shot, vaginal ring, or IUD?

Yes.....	81	84	68	83
No .....	15	13	27	14
Prefer not to answer .....	3	3	5	2
Not sure .....	0	0	0	0

**Q33.** (If have insurance) Does your health insurance cover your birth control?

	TOTAL	WHITE	AA	LATINA
Weighted N=	438	337	39	53
Unweighted N=	615	380	116	134

Yes, my insurance pays the full cost of my birth control..	33	29	51	59
Yes, but I pay a copay for my birth control.....	13	12	22	17
No, my insurance does not cover my birth control .....	13	13	12	11
I do not use prescription birth control .....	28	33	8	9
I do not have health insurance.....	0	0	2	0
Not sure .....	12	13	6	4