



Opinion Poll

Small Business Support for Comprehensive Immigration Reform

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Small Business Majority

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Executive Summary

For months, a bipartisan group of senators known as the “Gang of Eight” has been behind closed doors hammering away at a comprehensive immigration reform plan to be used as a template for a deal between Congress and the president. To succeed, the plan needs support from politicians on both sides of the aisle, along with business groups, labor unions, immigration advocates and more—all of who agree our nation’s immigration system is long overdue for a major overhaul. New scientific polling shows they’re not the only ones eager to fix the broken system. Nearly nine in 10 small business owners believe our current immigration system isn’t working. Our primary job creators agree something must be done because immigration is good for America and good for small business, according to a national poll conducted for Small Business Majority.

Across all industries and from one end of the political spectrum to the other, small business owners recognize that without comprehensive immigration reform, U.S. small firms and the economy cannot maximize job creation or revenue generation. Understanding the dire need for a better immigration system, 84% of small business owners support the comprehensive reform plan currently in the Senate—including 86% of Republican respondents, who were the predominant subgroup polled at 46% (those identifying as Democrats made up 35% of the sample). Margins of support for the Senate proposal remain huge regardless of party affiliation, number of employees, income, region or industry.

Not only do 84% of small business owners agree immigration is good for the country in general, two-thirds also agree immigration reform will be good for small businesses by establishing a qualified, trained and stable work force. Another two-thirds believe immigrant entrepreneurs drive new business growth. As pragmatic, bottom-line oriented individuals, one of the most powerful reasons small employers want reform is their belief that it will have positive impacts on the economy. Three-quarters of small business owners say the argument that bringing 11 million undocumented immigrants out of the shadows and turning them into taxpayers—which would add \$1.5 trillion to the economy over the next 10 years and produce a net increase in tax revenue of \$4.5 billion to \$5.4 billion in the first three years alone—makes them feel more positive about the Senate’s comprehensive reform plan.

Vast majorities of small business owners also say it’s important to increase the amount of both high *and* low skilled foreign workers legally allowed into the U.S. One of the things the Senate plan would do is increase the number of visas for legal immigrants who have advanced degrees in science, technology, engineering or mathematics, which 83% of small business owners support. Among other provisions of the proposal—all of which polled favorably—87% support requiring illegal immigrants with no criminal record to register for legal status, pass a background check, learn English, pay a fine and pay taxes, and a strong two-thirds support allowing undocumented immigrants to work toward citizenship over time.

Creating a path to citizenship—one of the hot-button issues of the immigration debate—garnered significant support among entrepreneurs. Three-quarters agree we would be better off if people who are in the country illegally became legal taxpayers, so they pay their fair share and can work toward citizenship in the future. Another key issue small businesses weighed in on is revamping the guest worker system. Three-quarters of small employers would like to see a system where Americans get the first crack at jobs and where a federal bureau is created to advise Congress on the country’s workforce needs and how to adjust the number of available visas—ones that would allow workers to eventually move beyond temporary immigration status and to switch employers—accordingly.

It makes sense entrepreneurs are looking for comprehensive immigration reform because it can lead to more stable workforces and benefit their businesses and the economy. One in five entrepreneurs surveyed was born to immigrant parents, and one in 10 is an immigrant. More than one in five have direct experience using legal immigrant labor, and by a 10:1 ratio they say the experience was a positive one. Of employers who have hired immigrants, a combined 41% say some of the biggest challenges they face when using immigrant labor revolve around legal aspects of doing so. That’s why it’s so critical to improve our immigration system and make it easier for employers to understand and comply with rules. Comprehensive immigration reform ensures that our leading job creators can focus on what they do best—running their businesses.

Main Findings

Views on immigration reform

- **Nine in 10 small business owners recognize that our current immigration system isn't working, and the vast majority supports a bipartisan proposal to reform it:**
A sweeping 88% of small businesses agree our immigration system is broken: 38% believe the system needs a complete overhaul and 50% believe it needs major improvement. Given the clear need for comprehensive reform, the current bipartisan Senate plan garners overwhelming support: 84% of entrepreneurs support the proposal—including 86% of Republicans.
- **The vast majority of respondents believe immigration reform is good for America and good for business, and that immigrant entrepreneurs drive business growth:**
A sweeping 84% believe immigration is good for America, and 67% agree that immigration reform will be good for small businesses by establishing a qualified, trained and stable workforce. Moreover, 66% agree immigrant entrepreneurs drive business growth in America.
- **One of the most powerful reasons small employers want reform is their belief that it will have positive impacts on the economy:**
Three-quarters of small business owners say the argument that bringing 11 million undocumented immigrants out of the shadows and turning them into taxpayers—which would add \$1.5 trillion to the economy over the next 10 years and produce a net increase in tax revenue of \$4.5 billion to \$5.4 billion in the first three years alone—makes them feel more positive about the Senate's comprehensive reform plan.
- **Strong majorities of small business owners agree it's important to increase the number of both high and low skilled foreign workers legally allowed into the U.S.:**
74% of small business owners agree it's important for the country and the overall economy to allow more high skilled foreign workers who might work in the high tech industries into this country legally. In addition, 64% believe we should allow more low skilled foreign workers who might work in the agricultural, restaurant or service industries into this country legally.
- **Owners strongly support each individual provision of the Senate's comprehensive immigration reform proposal:**
Among the many provisions entrepreneurs viewed positively, 83% support increasing the number of visas for legal immigrants who have advanced degrees in science, technology, engineering or mathematics. Another 87% support requiring illegal immigrants with no criminal record to register for legal status, pass a background check, learn English, pay a fine and pay taxes. Seven in 10 support admitting more immigrants when the economy is doing well and fewer immigrants when it's not doing well; two-thirds support allowing undocumented immigrants to work toward citizenship over time.
- **The majority agrees that the most appropriate solution for handling our 11 million undocumented immigrants is to create a path toward citizenship:**
A vast three-quarters agree we would be better off if people who are in the country illegally became legal taxpayers, so they pay their fair share and can work toward citizenship in the future. That's three times the percentage (26%) who say we would be better off if people who are in the country illegally were forced to leave the country because they're taking Americans jobs. Moreover, 62% agree undocumented immigrants currently in the U.S. should be allowed to stay here, and a 54% majority believe they should not only be allowed to stay here, but to apply for citizenship.
- **Three in four owners support revamping the guest worker system to create a new worker visa, eventually letting immigrants move beyond temporary status:**
73% of owners support creating a new system under which Americans would get the first crack at jobs and a federal bureau would be created to advise Congress on the country's workforce needs and how to adjust the number of available visas. The new visa could allow workers to eventually move beyond temporary immigration status, and switch employers to protect themselves against unscrupulous ones.

Views on utilizing immigrant labor

- **Nearly half of entrepreneurs with more than 10 employees have utilized legal immigrant labor and seven in 10 of them say the experience was positive:**

22% have hired or currently employ a legal immigrant, with that number growing to 45% among businesses with 10 or more employees. Moreover, 71% of owners who have hired legal immigrants say the experience has been positive for their business.

- **One in five small business owners surveyed is the son or daughter of an immigrant, and one in 10 is an immigrant:**

21% of small business owners report that one or both of their parents was born in another country; 11% were born in another country themselves.

- **A reason entrepreneurs cite most often for why they employ legal immigrants is that they can't find U.S. citizens to fill open jobs; seven in 10 employ immigrants year-round:**

One in five entrepreneurs report they use immigrant labor because they can't find enough U.S. citizens to fill open jobs. A strong majority (71%) of small business owners who employ legal immigrants use immigrant labor year-round; 13% also use seasonal immigrant labor. One in four use it seasonally, only.

- **Many small employers who have chosen to hire immigrants say one of the biggest challenges they faced in using immigrant labor is concern over the legal risk of doing so:**

Next to differences in language and culture (41%), a significant number of small businesses cite concerns about whether they are complying with the law in hiring immigrants (22%), and the time and expense involved in verifying legal workers (19%). The fact that a combined 41% are concerned about legal aspects of using immigrant labor helps underscore why it's critical to improve our immigration system and make it easier for employers to understand and comply with requirements.

- **Small businesses want any kind of employment verification system to include safe havens for small firms:**

Only 41% of small business owners have heard of E-Verify, and very few (15%) have actually used this system to check the legal status of their employees. When asked about the possibility of requiring businesses to use E-Verify or a similar system, 69% support creating safe havens for small businesses, such as exempting businesses with five employees or fewer from any requirements, delaying implementation of the system nationally until it works properly and phasing the system in over time, with small businesses being the last to implement it.

Demographics

- **Respondents were predominantly Republican:**

46% of small business owners identified as Republican or independent-leaning Republican, 35% identified as Democrat or independent-leaning Democrat and 11% identified as independent.

- **Methodology:**

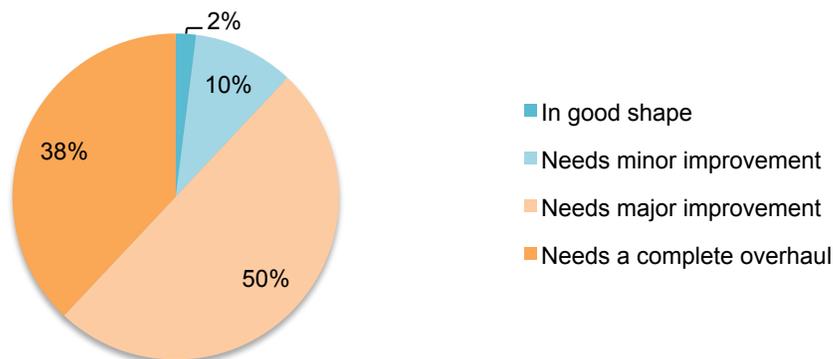
This poll reflects an Internet survey of 500 small business owners across the nation, drawn from Research Now, and conducted by Greenberg Quinlan Rosner Research and American Viewpoint for Small Business Majority. The survey was conducted from March 4-10, 2013. The overall margin of error is +/- 4.4%.

Small Businesses Agree our Immigration System is Broken; Believe Reform is Good for Business and America

National scientific polling of small business owners underscores our country’s dire need for comprehensive immigration reform, so that small firms and the economy can maximize job- and revenue-generating potential. Nine in 10 small business owners recognize that our current immigration system isn’t working: 38% believe the system needs a complete overhaul and 50% believe it needs major improvement. Just one in 10 small business owners say it needs minor improvement, and a mere 2% believe it needs none.

Figure 1: Nine in 10 entrepreneurs recognize our immigration system is broken

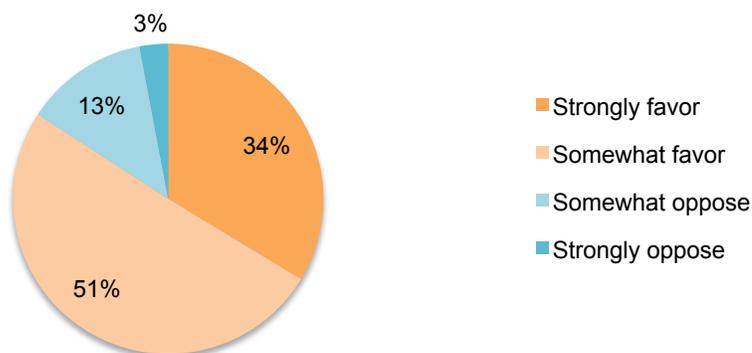
How would you describe the overall federal immigration system today?



Given the strong consensus among entrepreneurs that we need comprehensive immigration reform, the plan proposed in January 2013 by the bipartisan “Gang of Eight”—four Republican senators and four Democratic senators—garners overwhelming support. A sweeping 84% of entrepreneurs support the proposal, and margins remain huge regardless of party affiliation, business size, income, region or business type. Support among Republicans and Democrats is closely aligned, with 86% of Republicans and 84% of Democrats supporting the Senate plan.

Figure 2: Vast majority of small business owners support bipartisan immigration reform proposal

* Do you favor or oppose the bipartisan immigration reform plan being worked on in the Senate?

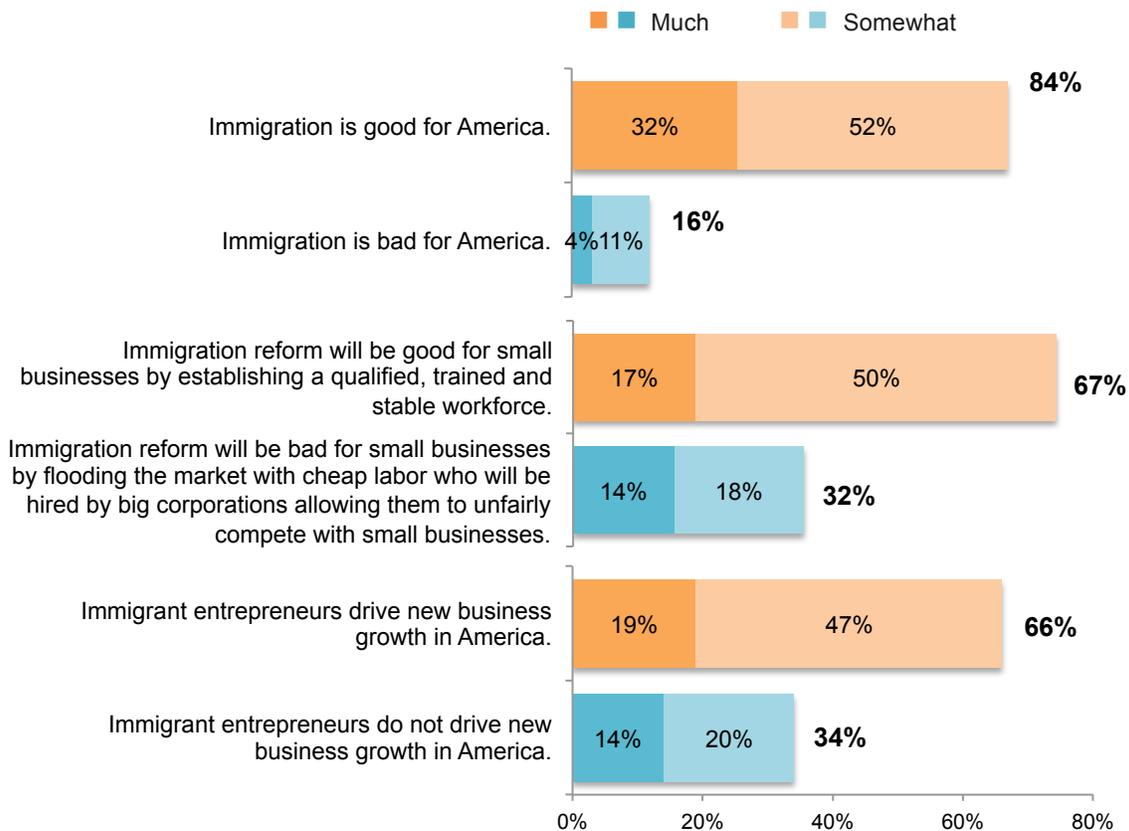


Numbers may not add up due to rounding.
* See topline for full question.

A sweeping 84% believe immigration is good for America, and 67% agree that immigration reform will be good for small businesses by establishing a qualified, trained and stable workforce. Only 32% believe immigration reform will be bad for small businesses by flooding the market with cheap labor that would be hired by big corporations, giving those companies an unfair advantage. In addition, a two-thirds majority of entrepreneurs believe immigrant entrepreneurs drive new business growth in America.

Figure 3: Respondents agree immigration is good for America, small business and the economy

For each pair, please indicate whether you agree with the first statement much more, the first statement somewhat more, the second statement somewhat more, or the second statement much more.



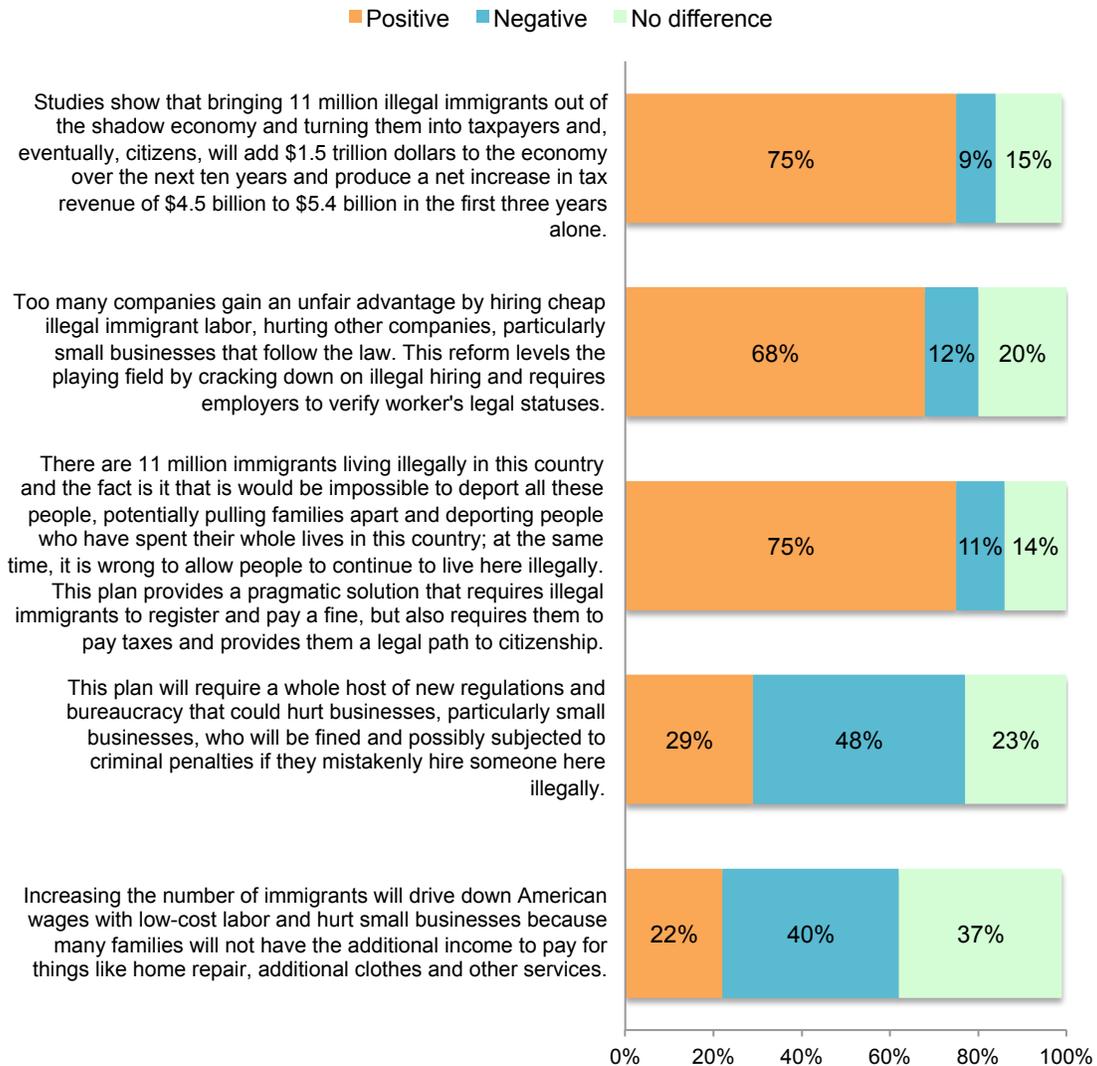
One of the most powerful reasons small employers want reform is their belief that it will have positive impacts on the economy. Three-quarters of small business owners say the argument that bringing 11 million undocumented immigrants out of the shadows and turning them into taxpayers—which would add \$1.5 trillion to the economy over the next 10 years and produce a net increase in tax revenue of \$4.5 billion to \$5.4 billion in the

The same number of entrepreneurs (75%) say that given the massive amount of undocumented immigrants living in this country, the Senate plan provides a pragmatic solution—much more realistic than deporting 11 million people—in that it requires these illegal immigrants to register, pay a fine and pay taxes, but also provides them a legal path to citizenship.

What's more, 68% of respondents believe reform will help level the playing field with large businesses, because "too many companies (currently) gain an unfair advantage by hiring cheap illegal immigrant labor, hurting other companies, particularly small businesses that follow the law.

Figure 4: Arguments that resonate with small business owners regarding comprehensive immigration reform

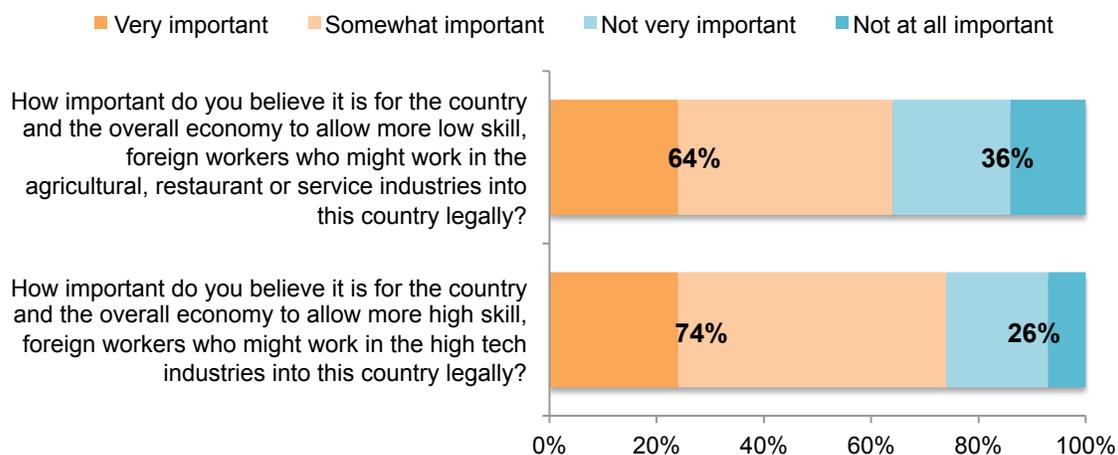
Please read the statements below and indicate whether each statement makes you feel more positive about this plan, more negative about the plan or would make no difference either way?



Entrepreneurs Believe Legal Immigration System Also Needs Work; Support Comprehensive Bipartisan Reform

Not only do small businesses agree we need a better way to handle illegal immigration to the U.S., they also believe we need to improve the system under which we admit legal immigrants. Strong majorities of small business owners agree it's important to reform our legal immigration system by increasing the amount of both high and low skilled foreign workers allowed into the country. Three-quarters say it's important for the country and the overall economy to legally allow more high skilled foreign workers who might work in the high tech industries, and two-thirds say we should legally allow more low skilled foreign workers who might work in the agricultural, restaurant or service industries.

■ **Figure 5: Entrepreneurs see importance of legally admitting high and low skilled immigrants to U.S.**

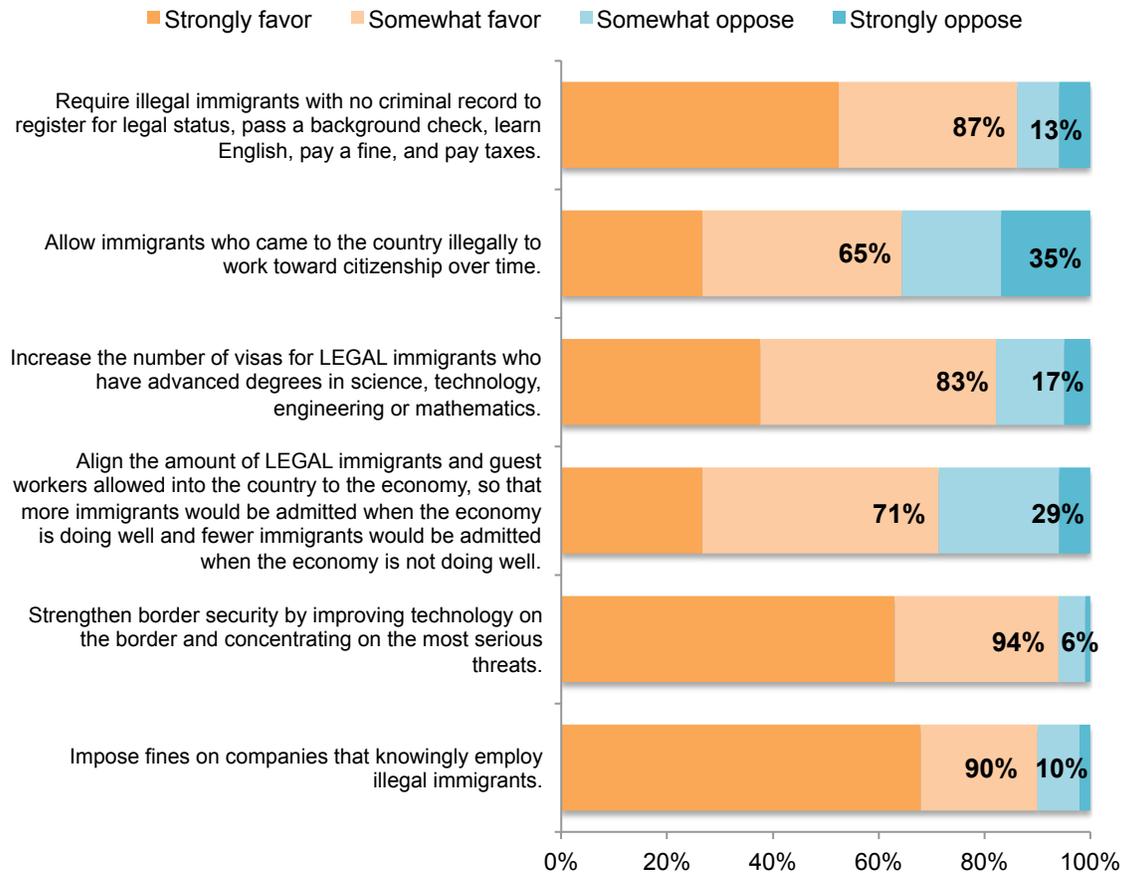


The bipartisan Senate proposal would take important steps toward doing those things and more, which explains why entrepreneurs strongly support each individual provision of the proposal they were asked about. Among the many provisions entrepreneurs viewed positively, 83% support increasing the number of visas for legal immigrants who have advanced degrees in science, technology, engineering or mathematics, and seven in 10 support admitting more immigrants when the economy is doing well and fewer immigrants when it's not.

Eighty-seven percent support requiring illegal immigrants with no criminal record to register for legal status, pass a background check, learn English, pay a fine and pay taxes; two-thirds support allowing undocumented immigrants to work toward citizenship.

Figure 6: Respondents strongly support provisions of bipartisan Senate reform proposal

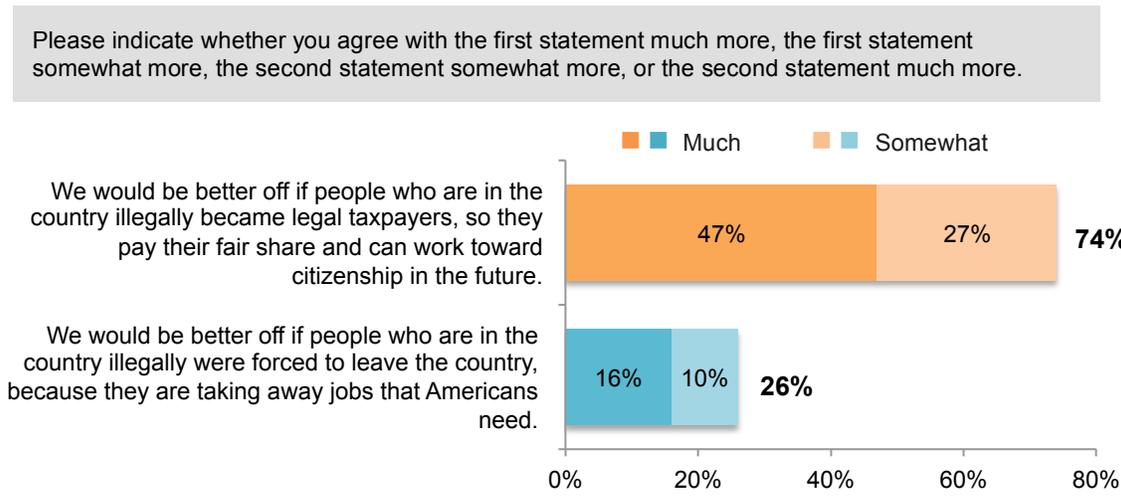
Regardless of how you feel about the overall plan, please indicate whether you favor or oppose the following specific provisions of this plan.



Regarding the 11 million undocumented immigrants already in the country, small business owners broadly agree comprehensive reform should include provisions for these individuals to earn citizenship over time.

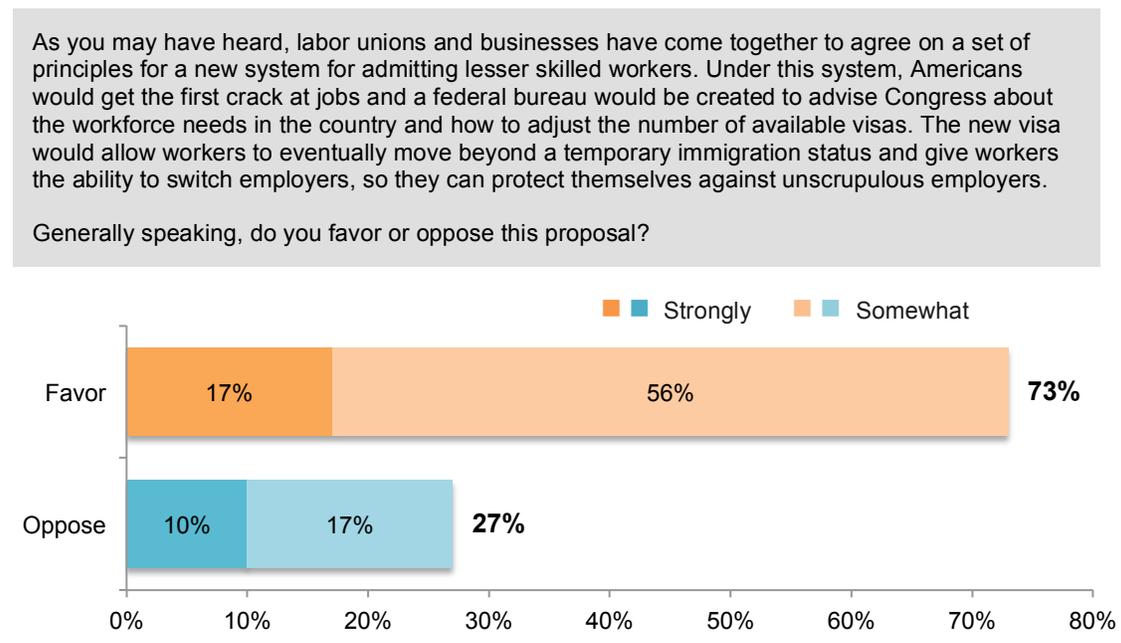
A striking 74% believe we would be better off if people who are in the country illegally became legal taxpayers, so they pay their fair share and can work toward citizenship in the future. That compares to only 26% who say we would be better off if people who are in the country illegally were forced to leave the country, and that they're taking American jobs. Moreover, 62% agree undocumented immigrants currently in the U.S. should be allowed to stay here, and a 54% majority believes they should be allowed to eventually apply for citizenship.

Figure 7: Small businesses support creating an earned path to citizenship



One issue still up in the air is that of guest workers. Lawmakers are responsible for forging a compromise based on a set of principles—currently being negotiated with input from labor unions and businesses—for a new system to admit lesser skilled workers. Three in four small business owners support a system where Americans would get the first crack at jobs and a federal bureau would be created to advise Congress about the country's workforce needs and how to adjust the number of available visas accordingly. The new visa could allow workers to eventually move beyond a temporary immigration status and give workers the ability to switch employers, so they can protect themselves against unscrupulous employers.

Figure 8: Entrepreneurs support an improved system for admitting new immigrant workers

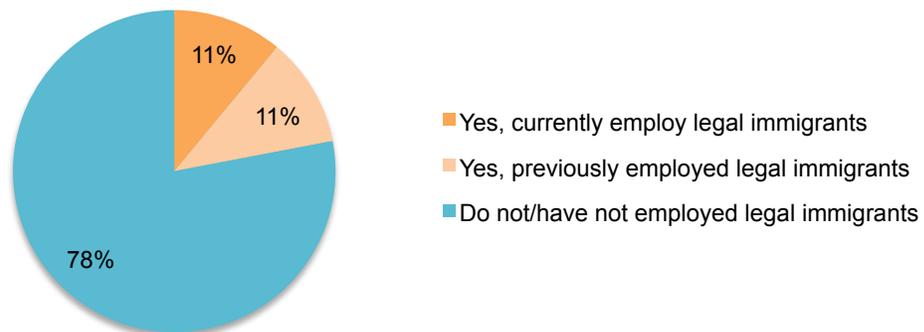


Many Entrepreneurs Hire Legal Immigrants and Vast Majority Reports Positive Outcomes

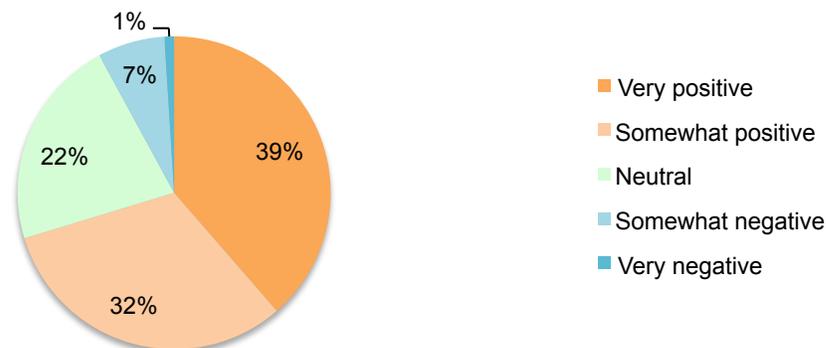
Nearly one in four small business owners (22%) have hired or currently employ a legal immigrant, and that number grows to 45% among businesses with 10 or more employees. These entrepreneurs report positive experiences with immigrant labor: 71% say hiring immigrants has had positive impacts on their business. Merely 7% say the experience was negative.

■ **Figure 9: Almost 1 in 4 owners have employed legal immigrants; 7 in 10 report positive outcomes**

Does your business currently or has your business in the past employed LEGAL immigrants?



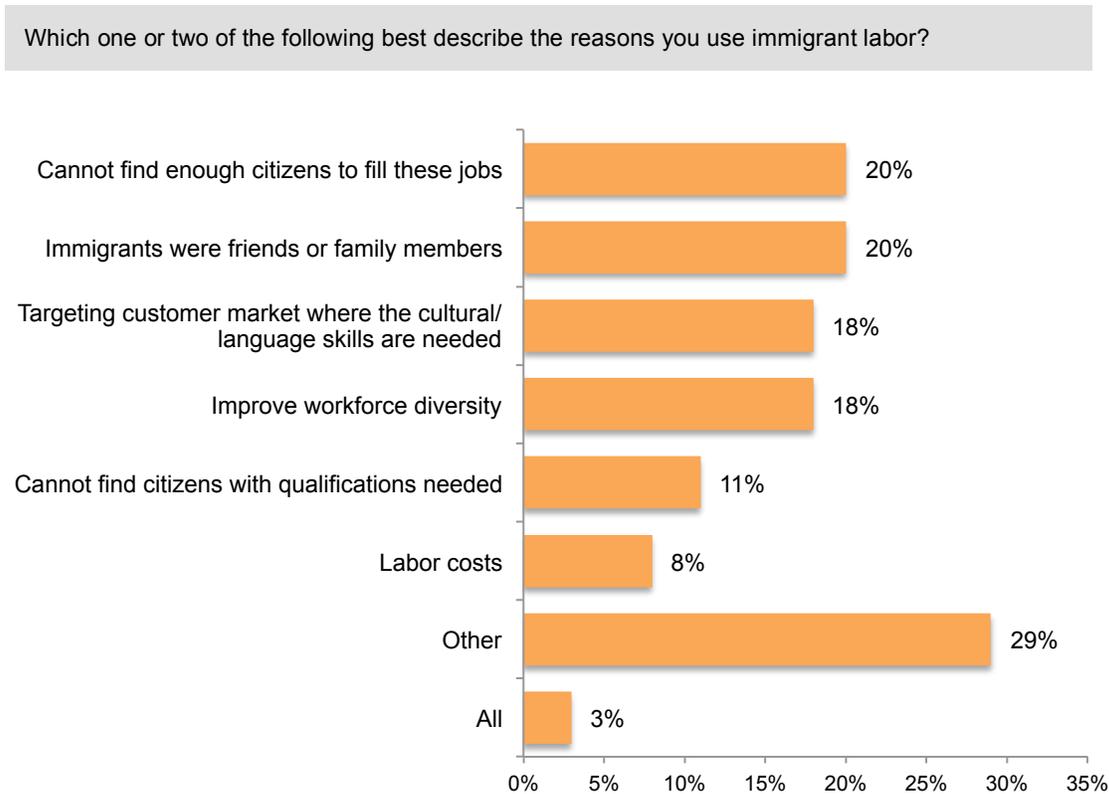
If yes to above, was your experience using immigrant labor positive or negative?



* Numbers may not add up to 100% due to rounding.

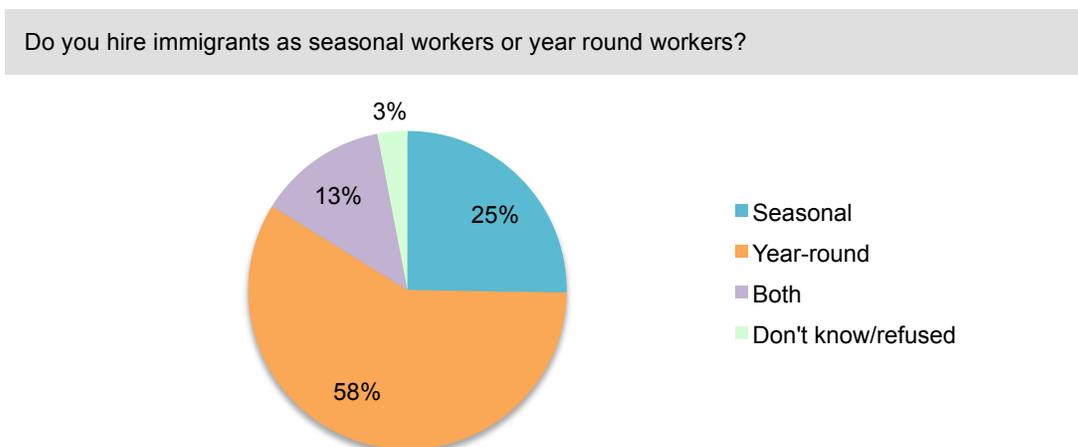
When it comes to the various reasons to hire immigrant labor, one in five entrepreneurs say they employ legal immigrants because they can't find U.S. citizens to fill open jobs. This was the most frequently cited reason, along with hiring immigrants because they are friends or family members (also one in five).

Figure 10: Entrepreneurs hire immigrants because they can't fill open jobs



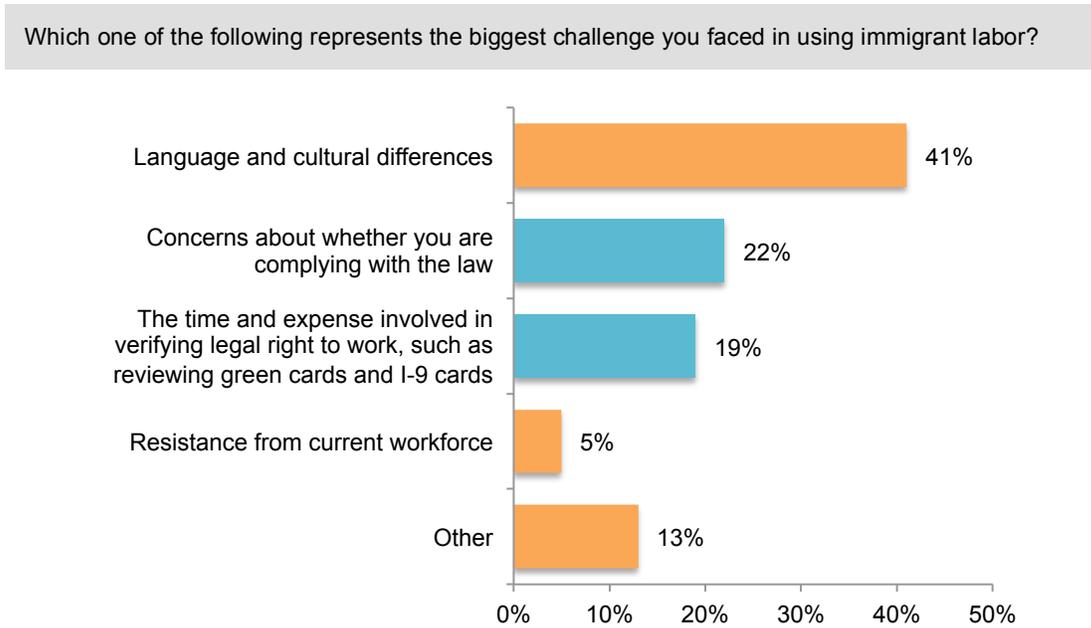
In addition, a sizable majority (71%) of small business owners who employ legal immigrants use immigrant labor year-round, with 13% also using seasonal immigrant labor. One in four use it only seasonally.

Figure 11: Seven in 10 respondents utilize immigrant labor year-round



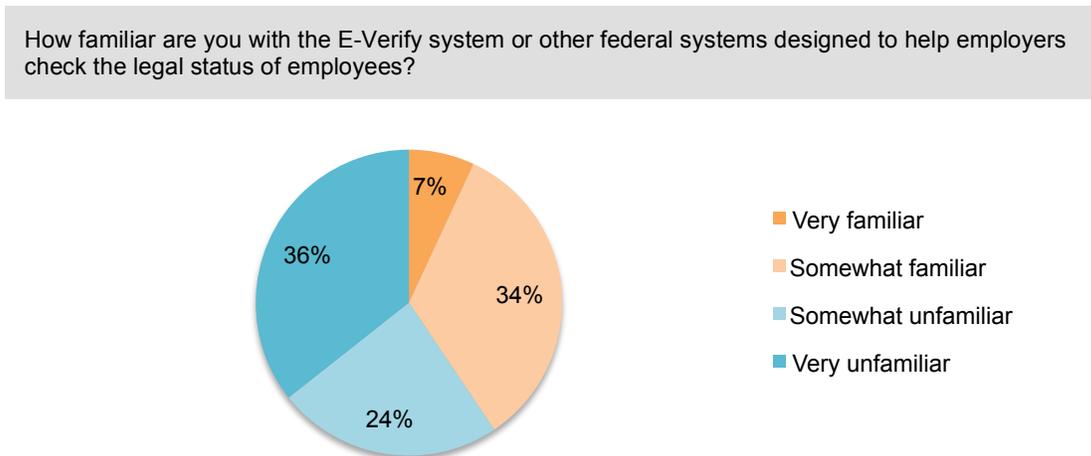
Among small business owners who have hired legal immigrants, some of the top challenges they face revolve around the legal aspects of doing so—which underscores the importance of improving our immigration system and making it easier for employers to comply with any requirements. Next to differences in language and culture (41%), a significant number of small businesses cited concerns about whether they are complying with the law if they hire immigrants (22%). They also cited the time and expense involved in verifying legal right to work, such as reviewing green cards and I-9 cards (19%). The fact that a combined 41% of small business owners have concerns around the legal aspects of hiring immigrant labor helps show the necessity for reform.

■ **Figure 12: Employers who have hired immigrants cite legal concerns as challenges**

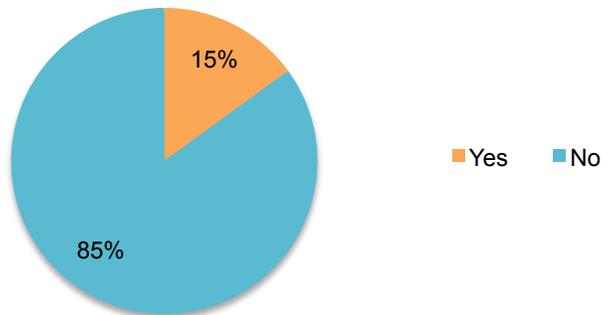


Turning to another topic, that of employment verification, only 15% of small business owners report having used a federal system such as E-Verify to check the legal status of their employees. Six in 10 entrepreneurs were unfamiliar with E-Verify to begin with.

■ **Figure 13: Large majority is unfamiliar with E-Verify; very small percentage has used it**



As you may know, the E-Verify system is a program that some businesses use to check whether the documents provided by their employees match information in government data bases in order to establish whether employees are authorized to work in the U.S. Have you or has your company ever used the E-Verify systems or other federal system to check the legal status of your employees?

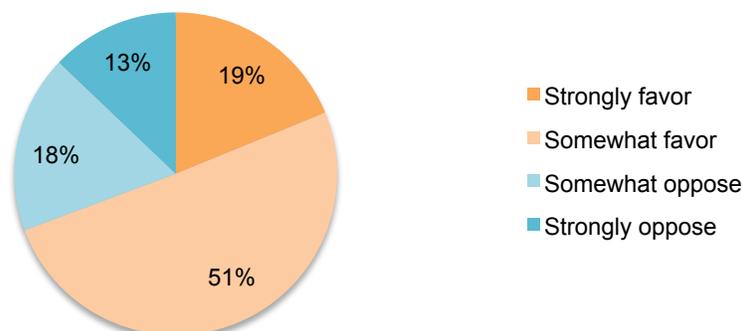


Of employers who have used E-Verify, only one in four reported the system being easy and convenient to use. Nine percent found it difficult and confusing to use and 55% found the experience to be somewhere in between. When asked about the possibility of requiring the use of E-Verify or some similar system, small businesses said there should be protections put in place for them. A 69% majority agree some adjustments should be made—such as exempting businesses with five employees or fewer from such requirements, delaying implementation of a national system until it works properly and phasing it in over time, with small businesses being the last to implement it.

It's evident small business owners agree that any requirement that takes them away from running their business must be as easy to use as possible, and that if E-Verify is required nationally, improvements must be made to the current system so that it is in no way burdensome to small firms.

Figure 14: Small business owners want safe havens carved out if E-Verify expands

Would you favor or oppose adjusting some E-Verify requirements in case the ultimate system looks different in details, such as exempting businesses with five employees or less, delaying the implementation of the system nationally until it works properly and phasing the system in overtime with small businesses being the last to implement this system?



* Numbers may not add up to 100% due to rounding.

Conclusion

Small business owners' views clearly underscore our country's need for comprehensive immigration reform. Entrepreneurs understand the economic benefits reform can deliver, and they believe it will be good for business, plain and simple. However, it's clear they want a system that suits their needs and allows them to attain and keep the best labor they can find, without having to worry about onerous reporting requirements. Many small businesses utilize immigrant labor and report positive benefits of doing so, underscoring why so many support creating a path to citizenship for undocumented immigrants so that their workforces and local economies will be more stable.

Not only do small businesses agree we need a better way to handle illegal immigration to the U.S., they also believe we need to improve the system under which we admit legal immigrants. Entrepreneurs want to see more high and low skilled immigrants legally admitted to the country, because both play an important role in small business communities across the country. The bipartisan Senate proposal currently in the works would take important steps toward addressing all of these issues. Therefore it isn't surprising small business owners strongly support the proposal and each individual provision they were asked about. They want reform that can make good on its economic promises by improving both legal and illegal immigration systems, creating a path to earned citizenship and giving small businesses the proper time and resources they need to implement any changes at their businesses.

Methodology

This poll reflects an Internet survey of 500 small business owners across the nation, drawn from Research Now, and conducted by Greenberg Quinlan Rosner Research and American Viewpoint for Small Business Majority. The survey was conducted from March 4-10, 2013. The overall margin of error is +/- 4.4%.

Poll Toplines

March 4 - 10, 2013

500 Small Business Owners with 100 or fewer employees

Q.1 Do you own your own business?

	Total
Yes	100
No	-
Not sure	-
(ref:SBOSCR)	

Q.2 How many people are directly employed by your business or company, including yourself?

	Total
1	23
2-5.....	55
6-10.....	9
11-25	9
26-50	4
51-100	0
More than 100.....	-
(TERMINATE IF NOT ANSWERED)	-
(ref:NUMEMPLY)	

Q.3 And how would you describe the overall federal immigration system today?

In good shape.....	2
Needs minor improvement	10
Needs major improvement	50
Needs a complete overhaul.....	38
(Not sure)	-
(ref:IMSYSTEM)	

Q.4 A bi-partisan group of four Republican senators and four Democratic senators proposed an immigration reform plan that does a number of different things. This plan would strengthen border security by improving technology on the border and concentrating on the most serious threats. It would require employers to verify all their employees are authorized to work through a federal government system such as E-Verify and imposes fines on companies that knowingly employ illegal immigrants. This plan would require illegal immigrants with no criminal record to register for legal status, pass a background check, learn English, pay a fine and pay taxes. They would then go to the back of the line, behind those who came legally, and work toward citizenship over time. The plan would increase the number of visas for LEGAL immigrants who have advanced degrees in science, technology, engineering or mathematics. And, lastly, this plan would align the amount of LEGAL immigrants and guest workers allowed into the country to the economy, so that more immigrants would be admitted when the economy is doing well and fewer immigrants would be admitted when the economy is not doing well.

From what you have read, do you favor or oppose this plan?

	Total
Strongly favor	34
Somewhat favor	51
Somewhat oppose	13
Strongly oppose.....	3
(Not sure)	-
Total favor	84
Total oppose	16
Favor - Oppose	68
(ref:REFORM)	

Regardless of you how feel about the overall plan, please indicate whether you favor or oppose the following specific provisions of this plan.

	Strng Fav	Smwt Fav	Smwt Opp	Strng Opp	DK/ Ref	Total Fav	Total Opp	Fav - Opp
Q.5 Strengthen border security by improving technology on the border and concentrating on the most serious threats.	63	31	5	1	-	94	6	87
Q.6 Require illegal immigrants with no criminal record to register for legal status, pass a background check, learn English, pay a fine, and pay taxes	53	34	8	6	-	87	13	73
Q.7 Allow immigrants who came to the country illegally to work toward citizenship over time.....	27	38	19	17	-	65	35	30
Q.8 Align the amount of LEGAL immigrants and guest workers allowed into the country to the economy, so that more immigrants would be admitted when the economy is doing well and fewer immigrants would be admitted when the economy is not doing well.....	27	45	23	6	-	71	29	42
Q.9 Increase the number of visas for LEGAL immigrants who have advanced degrees in science, technology, engineering or mathematics.....	38	45	13	5	-	83	17	65
Q.10 Impose fines on companies that knowingly employ illegal immigrants..... (ref:REFRMBAT)	68	22	8	2	-	90	10	81

Q.11 Which of the following statements comes closest to your own view about what to do about the 11 million illegal immigrants currently living in the United States?

	Total
Illegal immigrants currently living in the United States should be allowed to stay in the US and eventually apply for citizenship..	54
Illegal immigrants should be allowed to stay in the US legally but not be allowed to apply for citizenship	8
Illegal immigrants should be required to leave the country.	38
(Not sure)	-
(ref:REFORMLT)	

For each pair, please indicate whether you agree with the first statement much more, the first statement somewhat more, the second statement somewhat more, or the second statement much more.

	1st Stmt Much	1st Stmt Smwt	2nd Stmt Smwt	2nd Stmt Much	Both	Nei- ther	DK/ Ref	Total 1st Stmt	Total 2nd Stmt	1st - 2nd
[250 Respondents]										
Q.12 (SPLIT A) Immigration is good for America.										
OR										
Immigration is bad for America.....	32	52	11	4	0	-	-	84	16	68

Q.13 The immigration issue cannot be fixed until we secure the border and stop people from entering the country illegally.										
OR										
The immigration issue cannot be fixed until we make fundamental changes in our immigration laws that so that people have a realistic opportunity to enter the country legally.	38	11	18	32	0	-	0	50	50	0

	1st Stmt Much	1st Stmt Smwt	2nd Stmt Smwt	2nd Stmt Much	Both	Nei- ther	DK/ Ref	Total 1st Stmt	Total 2nd Stmt	1st - 2nd
Q.14 We would be better off if people who are in the country illegally were forced to leave the country, because they are taking away jobs that Americans need.										
OR										
We would be better off if people who are in the country illegally became legal taxpayers, so they pay their fair share and can work toward citizenship in the future.	16	10	27	47	-	-	-	26	74	-49

Q.15 Immigration reform will be good for small businesses by establishing a qualified, trained and stable workforce.										
OR										
Immigration reform will be bad for small businesses by flooding the market with cheap labor who will be hired by big corporations allowing them to unfairly compete with small businesses.	17	50	18	14	0	0	0	67	32	35

	1st	1st	2nd	2nd				Total	Total	1st
	Stmt	Stmt	Stmt	Stmt	Nei-	DK/	Ref	1st	2nd	-
	Much	Smwt	Smwt	Much	Both			Stmt	Stmt	2nd

Q.16 Immigrant entrepreneurs drive new business growth in America.
OR
Immigrant entrepreneurs do not drive new business growth in America.19
(ref:PAIRS)

19	47	20	14	-	-	0	66	34	32
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Q.17 How important do you believe it is for small businesses to allow more high skill, foreign workers into this country legally?

	Total
Very important.....	22
Somewhat important	45
Not very important	24
Not at all important	9
(Not sure)	-
Very/Somewhat	67
Not very/At all	33

(ref:HSIMP2)

[250 Respondents]

Q.18 (SPLIT A) How important do you believe it is for the country and the overall economy to allow more high skill, foreign workers who might work in the high tech industries into this country legally?

	Total
Very important.....	24
Somewhat important	50
Not very important	19
Not at all important	7
(Not sure)	-
Very/Somewhat	74
Not very/At all	26

(ref:HSIMP1)

[250 Respondents]

Q.19 (SPLIT B) How important do you believe it is for the country and the overall economy to allow more low skill, foreign workers who might work in the agricultural, restaurant or service industries into this country legally?

	Total
Very important.....	24
Somewhat important	40
Not very important	22
Not at all important	14
(Not sure)	-
Very/Somewhat	64
Not very/At all	36

(ref:LSIMP1)

Q.20 Does your business currently or has your business in the past employed LEGAL immigrants?

	Total
Yes, currently employ legal immigrants.....	11
Yes, previously employed legal immigrants.....	11
Do not/have not employed legal immigrants.....	78
(Not sure/refused)	-
Total yes	22
(ref:EMPLOYIM)	

[111 Respondents]

Q.21 (IF YES ON EMPLOYIM) Do you hire immigrants as seasonal workers or year round workers?

	Total
Seasonal	25
Year-round	58
Both	13
(Don't know/refused)	3
(ref:SEASON)	

[111 Respondents]

Q.22 (IF YES ON EMPLOYIM) Was your experience using immigrant labor positive or negative?

	Total
Very positive.....	39
Somewhat positive	32
Neutral	22
Somewhat negative	7
Very negative.....	1
(Don't know/refused)	-
Total positive	71
Total negative	7
Positive - Negative.....	63
(ref:EXPIM2)	

[111 Respondents]

Q.23 (IF YES ON EMPLOYIM) Which one or two of the following best describe the reasons you use immigrant labor?

	Total
Cannot find enough citizens to fill these jobs.....	20
Immigrants were friends or family members	20
Targeting customer market where the cultural/language skills are needed	18
Improve workforce diversity.....	18
Cannot find citizens with qualifications needed	11
Labor costs	8
Other	29
All	3
(Don't know/refused)	-
(ref:REASONUS)	

[111 Respondents]

Q.24 (IF YES ON EMPLOYIM) Which one of the following represents the biggest challenge you faced in using immigrant labor?

	Total
Language and cultural differences	41
Concerns about whether you are complying with the law	22
The time and expense involved in verifying legal right to work, such as reviewing green cards and I-9 cards.....	19
Other	13
Resistance from current workforce	5
(Don't know/refused)	-
(ref:CHALNG)	

[390 Respondents]

Q.25 (IF NO ON EMPLOYIM) Which one or two of the following represents the biggest reasons why you do not use immigrant labor?

	Total
I do not have the need or opportunity to hire ANYONE right now	57
Don't have a problem finding qualified citizens.....	29
Worried about the legal consequences of accidentally hiring someone who does not have the legal permission to work.....	4
There are few immigrants where I live.....	4
Don't want to go through the process required to verify they are legally allowed to work in the US because of the time required.....	1
Other	5
(Don't know/refused)	-
(ref:WHYNOT)	

Q.26 Have you applied for H-1B or H-2B guest-worker visas in the past 3 years?

	Total
Yes, H-1B visa.....	1
Yes, H-2B visa	-
Yes, both.....	1
No	97
(Don't know/refuse).....	-
Total yes	3
(ref:VISA)	

Q.27 As you may have heard, labor unions and businesses have come together to agree on a set of principles for a new system for admitting lesser skilled workers. Under this system, Americans would get the first crack at jobs and a federal bureau would be created to advise Congress about the workforce needs in the country and how to adjust the number of available visas. The new visa would allow workers to eventually move beyond a temporary immigration status and give workers the ability to switch employers, so they can protect themselves against unscrupulous employers.

Generally speaking, do you favor or oppose this proposal?

	Total
Strongly favor	17
Somewhat favor	56
Somewhat oppose	17
Strongly oppose.....	10
(Don't know/refused)	0
Total favor	73
Total oppose	27
Favor - Oppose.....	46
(ref:LEGREFRM)	

Q.28 How familiar are you with the E-Verify system or other federal systems designed to help employers check the legal status of employees?

	Total
Very familiar	7
Somewhat familiar	34
Somewhat unfamiliar.....	24
Very unfamiliar	36
(Don't know)	-
Total familiar	41
Total unfamiliar.....	59
Familiar - Unfamiliar	-18
(ref:EV1)	

Q.29 As you may know, the E-Verify system is a program that some businesses use to check whether the documents provided by their employees match information in government data bases in order to establish whether employees are authorized to work in the U.S. Have you or has your company ever used the E-Verify systems or other federal system to check the legal status of your employees?

	Total
Yes	15
No	85
(Don't know)	-
(ref:EV2)	

[76 Respondents]

Q.30 (IF YES IN EV2) Which of the following best describes your experience with E-Verify?

	Total
Easy and convenient	23
Somewhere in between	55
Difficult and time-consuming.....	9
Not sure	13
(ref:EV6)	
(ref:EV3)	

Q.31 Would you favor or oppose adjusting some E-Verify requirements in case the ultimate system looks different in details, such as exempting businesses with five employees or less, delaying the implementation of the system nationally until it works properly and phasing the system in overtime with small businesses being the last to implement this system?

	Total
Strongly favor.....	19
Somewhat favor	51
Somewhat oppose	18
Strongly oppose.....	13
(Not sure)	0
Total favor	69
Total oppose	30
Favor - Oppose	39
(ref:EV5)	

Thinking again about the broad immigration reform plan described earlier that would strengthen border security, require employers to verify all their employees are legal, require illegal immigrants to register for legal status, learn English, pay a fine, and pay taxes so they could work toward citizenship over time and align the amount of LEGAL immigrants and guest workers allowed into the country to the economy, please read the statements below and indicate whether each statement makes you feel more positive about this plan, more negative about the plan or would make no difference either way?

		Makes					Very/Very/		
	Very Pos	Smwt Pos	No Diff	Smwt Neg	Very Neg	DK/Ref	Smwt Pos	Smwt Neg	Diff
Q.32 Studies show that bringing 11 million illegal immigrants out of the shadow economy and turning them into taxpayers and, eventually, citizens, will add \$1.5 trillion dollars to the economy over the next ten years and produce a net increase in tax revenue of \$4.5 billion to \$5.4 billion in the first three years alone.	41	35	15	6	3	0	75	9	67
Q.33 Too many companies gain an unfair advantage by hiring cheap illegal immigrant labor, hurting other companies, particularly small businesses that follow the law. This reform levels the playing field by cracking down on illegal hiring and requires employers to verify worker's legal statuses.	31	37	20	9	3	0	68	12	56
Q.34 There are 11 million immigrants living illegally in this country and the fact is it that is would be impossible to deport all these people, potentially pulling families apart and deporting people who have spent their whole lives in this country; at the same time, it is wrong to allow people to continue to live here illegally. This plan provides a pragmatic solution that requires illegal immigrants to register and pay a fine, but also requires them to pay taxes and provides them a legal path to citizenship.	31	44	14	7	4	0	75	11	64
Q.35 This plan will require a whole host of new regulations and bureaucracy that could hurt businesses, particularly small businesses, who will be fined and possibly subjected to criminal penalties if they mistakenly hire someone here illegally.	9	19	23	32	17	0	29	48	-20

	Makes					Very/Very/			
	Very Pos	Smwt Pos	No Diff	Smwt Neg	Very Neg	DK/Ref	Smwt Pos	Smwt Neg	Diff
Q.36 Increasing the number of immigrants will drive down American wages with low-cost labor and hurt small businesses because many families will not have the additional income to pay for things like home repair, additional clothes and other services.....	10	12	37	25	15	0	22	40	-18
(ref:IMBAT)									

Q.37 These last questions are for statistical purposes only: Which ONE of the following categories best describes your business?

	Total
Retail (such as a shop or store).....	12
Finance and insurance.....	9
Real estate.....	9
Administrative support and accounting.....	6
Whole sale trade.....	6
Construction.....	5
Manufacturing.....	5
Retail services (such as car repair, home repair, landscaping).....	5
Arts, entertainment and recreation.....	4
Information technology.....	4
Restaurant.....	3
Scientific and technical services.....	3
Agriculture.....	2
Legal.....	1
Medical or dental.....	1
Other.....	25
(Prefer not to say).....	-
(ref:BUSTYPE)	

Q.38 In what year were you born?

	Total
18 - 24.....	1
25 - 29.....	3
30 - 34.....	5
35 - 39.....	8
40 - 44.....	10
45 - 49.....	11
50 - 54.....	16
55 - 59.....	15
60 - 64.....	13
65 and over.....	16
(No answer).....	2
(ref:AGE)	

Q.39 Generally speaking, do you think of yourself as a Republican, a Democrat, an Independent, or something else?

	Total
Democrat.....	27
Independent-lean Democrat	8
Independent.....	11
Independent-lean Republican	12
Republican	34
Other	2
Don't know/Refused	6
(ref:PTYID1)	

Q.40 For statistical purposes only, which of these categories best describes the gross revenue of your business in 2012?

	Total
Less than \$100,000	33
\$100,000 to under \$250,000.....	25
\$250,000 to under \$500,000	11
\$500,000 to under \$1 million	9
\$1 million to under \$2 million.....	5
\$2 million or under \$5 million	4
\$5 million or more	2
Don't know	0
Prefer not to say	12
Under \$500K	69
\$500K or more	17
(ref:INCOME)	

Q.41 For statistical purposes only, which of these categories best describes your family's personal income- including any pass through income from your business- in 2011? Just stop me when I get to the right category.

	Total
Less than \$50,000	16
\$50,000-\$99,999	30
\$100,000-\$249,999	33
\$250,000-\$999,999	6
Over \$1 million.....	1
Don't know	1
Prefer not to say	14
Under \$100,000	46
\$100,000-\$999,999	39
(ref:PERSINC)	

Q.42 Were you yourself born in United States or were you born in another country?

	Total
Born in U.S.	89
Born in another country	11
(Refused).....	-
(ref:IMM1)	

Q.43 Were one or both of your parents born in United States or were they born in another country?

	Total
Both parents born in U.S.	79
At least one parent born in another country	21
(Refused).....	0
(ref:IMM2)	

Q.44 What is your race?

	Total
White	80
African American or Black.....	9
Hispanic or Latino	5
Asian or Pacific Islander	4
American Indian or Native American	-
Other	1
Biracial or multiracial	0
Prefer not to say	1
(ref:RACE)	

Q.45 Before you begin, please answer a few questions about yourself to ensure that the survey has a representative sample. What is your gender?

	Total
Male.....	60
Female.....	40
(ref:GENDER)	