



# 2017 Semaphore Confidence Survey Highlights

[Click here for the 2016 results](#)

[Click here for the Semaphore Signals Blog with our commentary](#)

**1. Choose one of the following descriptions that best represents you:**

- a. 30 % were from PE shops
- b. 26% were VCs
- c. 7% were LPs
- d. 9% were operating executives
- e. 11% were Investment bankers
- f. 17 % were third party vendors/advisors to the industry (lawyers, accountants, etc)

**2. Gender:**

81% Male    19% Female

**3. In what top three industries do you make deals or work on in 2016?**

- a. Health Care, Enterprise Software, Healthcare and Financial Services are #1, #2 and #3
- b. Consumer Services was # 4 and Digital Media was #5

**4. In what top three industries do you expect to make deals or work on in 2017?**

- a. Enterprise Software, Financial Services and Healthcare #1, #2 and #3
- b. Consumer Products was # 4 and Entertainment #5

**5. Please rate your confidence in ...**

- a. 83% were confident or somewhat confident in their own business and 64% believed similarly in their industry
- b. 59% were confident in their competitors
- c. 18% had no or little confidence in the US National economy with 64% confident
- d. 46% had no or little confidence in the International economy and 21% expressing confidence

**6. Please rate your confidence in...**

- a. 93% have confidence in themselves
- b. 64% have confidence in their immediate boss
- c. 69% have confidence in their CEO, Managing Partner with fully 76% similarly confident in their competitors' CEO, Managing Partner

- d. 78% are confident or somewhat confident in President Obama and 59% in his economic team
- e. 61% are not confident in President Trump, only 25% are highly or somewhat confident and
- f. 49% have no confidence in Trump's economic team against 15% who are confident or somewhat confident
- g. 21% of respondents had confidence in Congress with 67% expressing no or little confidence
- h. 33% expressed confidence in Speaker Ryan and Senate Majority Leader McConnell had 25% expressing confidence and 33% and 47% respectively McConnell % responding with no or little confidence
- i. 47% had little or no confidence in US national tax and spending policy with only 20% expressing confidence
- j. State Government and Legislatures fared similarly with 41% expressing confidence and 48% having no or little confidence
- k. International respondents thought of their governments much less ably with 16% confidence and 74% having no or little confidence

**7. In 2017 I expect to earn personally:**

76% expect to earn more than they did in 2016 with 11% expecting to earn less and 13% the same amount

**8. In 2016 I earned personally:**

80% earned more than the prior year, 9 percent less and 11% the same as 2015

**9. Where our respondents live:**

- a. The top six states were 34% California, 21% Massachusetts, 19% New York, 5% Connecticut and 5% Texas. Washington DC 4%, Pennsylvania and Illinois came in at 3% and no other state represented more than 1%.
- b. Internationally the UK represented 31% of international respondents, 15% Canada, Germany 9%, China 2% and 2% France, with multiple respondents from Australia, Singapore, the Philippines, Brazil, Russia, Japan, Peru, Spain, Viet Nam and single responses from 11 other nations.

**10. Will personal income tax rates drop in 2017?**

57% Yes 43% No

**11. Will corporate income tax rates drop in 2017?**

70% Yes 30% No

**12. Will favorable tax treatment of Carried Interest income be eliminated in 2017?**

22% Yes 78% No

**Some of the more interesting comments received were:**

Xenophobic, racist, fascistic governments cannot prosper. Give me crazy undisciplined Spain or Italy any day...I won't have to practice bowing to Trump.

So....this is what Nazi Germany felt like in the beginning.

The tech industry will see a continued strive towards profitability; unfortunately, that mean some companies will go under as they run out of cash / can't raise their next fund. However, the companies that make it will be stronger and healthier than what the industry has seen for a very long time. Additionally, there will be a renewed interest in creating innovative companies for social good as there will be less tax money dedicated to helping the poor, uneducated, and outside the white middle age man norm.

Only Trump can break your heart...and the national will.

2018 is when the wheels start coming off the bus.

We will be avoiding anything that has overseas manufacturing. We really think Trump is going to raise tariffs.

I hate surveys

Industry, not the president, will continue to create jobs and economic vitality in many sectors.

Look for a funding shift to smaller metro markets as deals in major markets (SV, Boston, NYC, etc.) will continue to be overpriced.

2017 will be the year of M&A/IPOs

The IRC should be rewritten, whatever Trump does (regarding anything) will be fun to deal with, and anyone who says they know what's going to happen in 2017 is wrong.

High valuation/growth rates are starting to slow, and credit is starting to tighten, which further slows growth rates and PE valuations. VC lost value in the beginning of the year, and that scare has translated into saner but still high new valuations.

Frustrating time to be an LP investor; there has been absurd amounts of money raised in PE, VC that has to be put to work. More important now than ever to find and partner with the best investors.

There is no bubble. Companies that don't deserve funding are not getting funded and investments made at unreasonable valuations seem to be getting repriced or sold in an orderly manner

Positive Republican control (although I am an independent, at least things will happen rather than stalemates). Very negative, unprofessional, untrustworthy President (Obama)...

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