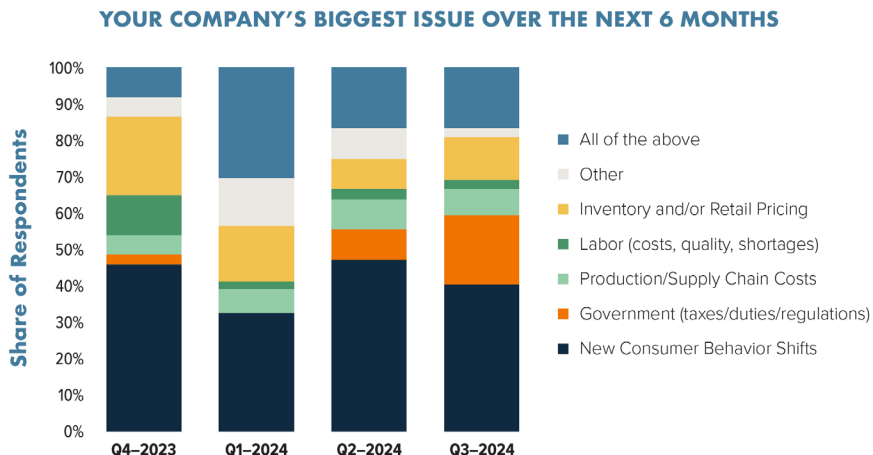


## FDRA Unveils Q3 2024 Shoe Executive Business Survey Results: Tariffs and Consumer Behavior Top Concerns

**Despite tariff concerns, footwear execs more optimistic than any point in last two years**

The Footwear Distributors and Retailers of America (FDRA) released the results of its [Q3 2024 Shoe Executive Business Survey](#), revealing key insights into the state of the footwear industry as we head toward the end of the year. The survey gathered the perspectives of footwear executives on issues ranging from the economy and consumer behavior to company health, hiring, and inventories.



The survey results underscore the footwear industry’s ongoing focus on understanding consumer behavior, which ranked as the top concern for executives. However, a new issue surged in importance in Q3: governmental actions on tariffs, taxes, and trade. As the U.S. presidential election approaches, executives have increasingly highlighted trade policy uncertainties as a significant factor likely to impact their business operations in the months ahead.

**FDRA President and CEO Matt Priest commented,** “Our Q3 Shoe Executive Survey reflects both the optimism and the challenges facing the footwear industry. With trade policy looming large in a presidential election year and consumer behavior constantly evolving, our members are prepared to navigate these uncertainties. FDRA will continue to provide the tools and insights they need to succeed.”

### Positive Outlook Despite Trade Concerns

Despite concerns about the impact of U.S. trade policies, footwear executives are more optimistic about their companies’ health than at any point in the last two and a half years. Over 50% of respondents reported higher sales than six months ago, and a similar percentage expect better sales in the next six months. Additionally, nearly 75% of respondents anticipate higher year-over-year comps over the next 12 months—a record in FDRA’s survey history.

The survey also revealed insights on inventory management, with 85% of respondents reporting that inventories are flat or lower compared to six months ago and nearly 75% expecting inventories to remain flat or decline over the next six months. However, landed costs still need to be solved, with only 11% of executives expecting a decrease in expenses over the next six months, signaling potential price increases at the retail level.

Visit the [FDRA website](#) for more information. To schedule an interview with Matt Priest on the state of the footwear industry, please email [fdracomms@cgagroup.com](mailto:fdracomms@cgagroup.com).

**About FDRA:** is governed and directed by footwear executives and is the only trade organization focused solely on the industry. Serving the full footwear supply chain, it boosts its members’ bottom lines through innovative products, training, consulting on footwear design and development, sourcing and compliance, trade and customs, advocacy, and consumer and sales trend analysis for shoe retailers around the world. FDRA supports 500 companies and brands worldwide, representing 95% of the total U.S. footwear industry.