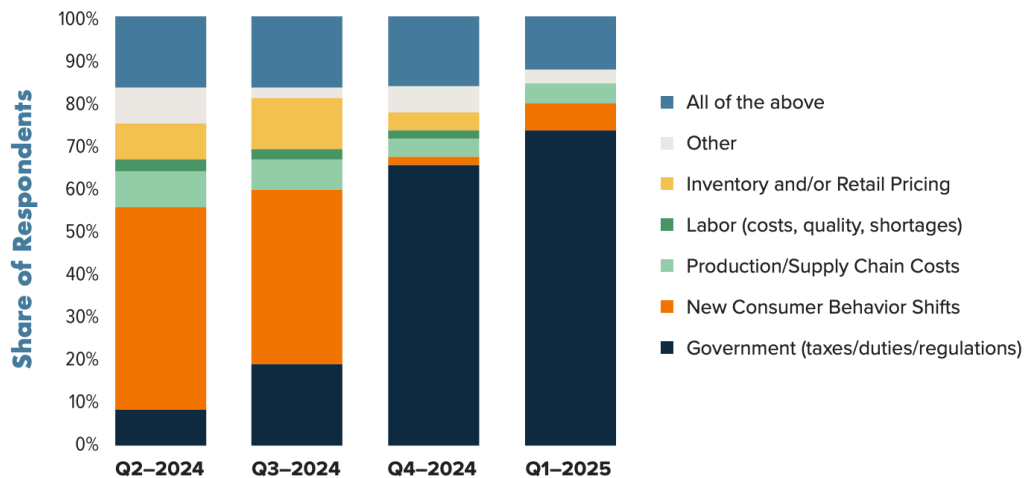


FDRA Releases Q1 2025 Shoe Executive Business Outlook Survey: Tariffs Weigh on Industry Sentiment

Survey reveals footwear executives facing rising costs, weaker sales, and slowing hiring

WASHINGTON, D.C. – March 31, 2025 – The Footwear Distributors and Retailers of America (FDRA) released the results of its [Q1 2025 Shoe Executive Business Survey](#), revealing growing concerns among industry leaders over rising costs, weakening consumer demand, and the ongoing impact of tariffs.

YOUR COMPANY’S BIGGEST ISSUE OVER THE NEXT 6 MONTHS



The survey—conducted among footwear executives—shows a significant decline in industry confidence, with **87%** of respondents expecting a weaker economy over the next six months, marking the most pessimistic outlook in the survey’s history. Additionally, **85%** predict weaker shoe shopper demand, while **50%** expect declining sales in the months ahead.

Tariffs Driving Costs Higher

As uncertainty surrounding trade policy grows, footwear companies report increasing financial strain:

- **97%** of respondents expect their landed costs to rise in the next six months.
- **31%** anticipate cost increases of up to **10%**, while **45%** foresee jumps of **11–20%**.
- Facing these pressures, nearly **75%** of executives cite government interference—primarily tariffs—as their top business concern.

FDRA President and CEO Matt Priest commented, "These results confirm what we’re hearing across the industry—consumer confidence has weakened significantly, and demand is slipping. Footwear is a necessity, but for many families, that extra pair of shoes is becoming a luxury they can’t justify. We must take surgical actions to ease these impacts, not only to help American families struggling with rising costs but also to support businesses that are vital to our economy."

Retail Realities: Shoe Sales Slump Continues

The survey results align with newly released U.S. government retail data, which shows January 2025 shoe store sales plummeting nearly 8% year-over-year. This marks the 21st decline in the last 23 months for footwear retail sales. Industry leaders warn that higher costs and weaker consumer demand could drive 2025 sales to their lowest levels in five years.

"As family budgets continue to tighten shoes continue to become a need driven purchase, causing fewer visits to shoe stores and fewer buying occasions. Overall inflationary pressure especially hurts discretionary purchases, that extra pair of shoes in the closet is a luxury many families just cannot justify," **said one retail executive surveyed.**

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.

About FDRA

FDRA is governed and directed by footwear executives and is the only trade organization focused solely on the footwear 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. Learn more: fdra.org