

Small Business Profile: TENNESSEE

Small businesses make a significant contribution to the U.S. economy, and in 2003, they were the engine of Tennessee's economic performance. Nationally, half of U.S. non-farm private output and employment is generated by small firms with 500 or fewer employees; in Tennessee, small business owners—including women, minorities, and home based individuals—were leaders in the state's economy in 2003. The Office of Advocacy's *Small Business Profile* reports on small businesses in the state using the most currently available data.

Number of Businesses. The estimated total number of small businesses in Tennessee in 2003 was 457,100.¹ Of the 110,427 employer firms in 2003, 97 percent or an estimated 107,100 were small firms. The estimated number of employer businesses increased by 1.4 percent in 2003. The most recent data available show that non-employer businesses numbered 349,957 in 2001. Self-employment decreased by 3.2 percent, from 245,635 in 2002 to 237,887 in 2003. (Source: U.S. Dept. of Labor, Employment and Training Administration; U.S. Dept. of Commerce, Census Bureau; U.S. Dept. of Labor, Bureau of Labor Statistics.)

Women-Owned Businesses. Self-employment by women increased by 12 percent, from 74,255 in 2002 to 83,195 in 2003 and represented 35.2 percent of self-employed persons in the state. Women-owned businesses generated \$14.5 billion in revenues, employed 142,080 workers, and constituted 99,800 firms or 24 percent of all firms in 1997. (Sources: U.S. Dept. of Labor, Bureau of Labor Statistics; U.S. Dept. of Commerce, Census Bureau.)

Minority-Owned Businesses. In 1997, 18.5 percent or 6,000 of the minority-owned businesses in the state were employer firms, and they generated 84.3 percent of the total minority-owned business revenue of \$4.6 billion. There were 3,600 Hispanic-owned businesses; 20,200 Black-owned businesses; 5,300 Asian and Pacific Islander-owned businesses; and 3,700 American Indian and Alaskan Native-owned businesses in 1997. (Source: U.S. Dept. of Commerce, Census Bureau.)

Business Turnover. The estimated number of new employer businesses was 17,700 in 2003, which is 10.7 percent more

than the previous year. Business bankruptcies decreased by 18.8 percent, and totaled 597 in 2003. Business terminations decreased by 1.2 percent and numbered 16,315 in 2003. (Source: U.S. Dept. of Labor, Employment and Training Administration; Administrative Office of the U.S. Courts; U.S. Dept. of Commerce, Census Bureau.)

Employment. Small businesses with fewer than 500 employees numbered 97,888 in 2001 and employed 1,050,690 people or 44.2 percent of the state's non-farm private workforce (Table 1).² Total net employment lost in the state amounted to 8,866 between 2000 and 2001. During the same time period, 6,428 jobs were created in MSAs (metropolitan statistical areas), firms with fewer than 20 employees gained 11,256 jobs. (Source: U.S. Dept. of Commerce, Census Bureau, Statistics of U.S. Businesses. Note: Urban (MSA) and rural (non-MSA) employment data is available at: www.sba.gov/advo/stats/data.html.)

Small Business Income. Small business proprietors' income in 2003 increased by 7.7 percent, from \$18.3 billion in 2002 to \$19.7 billion in 2003. (Source: U.S. Dept. of Commerce.)

Finance. Small firms typically use commercial bank lenders and rely on local bank services. Over the last five years there has been a gradual decline in the number of banks in Tennessee (Table 3). The Office of Advocacy has identified banks in each state that make the most loans to small businesses. This information is available in its banking studies available at www.sba.gov/advo/stats.

To learn more about the Office of Advocacy's research, data, and analyses of small businesses, visit www.sba.gov/advo, call (202) 205-6533 or email advocacy@sba.gov.

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¹ The Office of Advocacy's estimate of the total number of state small businesses is based on the percent of small businesses (2001 Census Bureau firm size data) multiplied by the total number of employer businesses in 2003 (Dept. of Labor). To this total, we add the 2001 number of non-employer firms (Census Bureau).

² The number of employers listed in Table 1 is not directly comparable to the figures listed in the *Number of Businesses* section due to different data sources.

Table 1. Firms and Employment in Tennessee by Industry and Firm Size, 2001 (Thousands)

Industry	Non-employer Firms	Employer Firms			Employment		
		Total	< 100	< 500	Total	< 100	< 500
Total	349.96	100.87	95.37	97.89	2,378.51	743.73	1,050.69
Agriculture, forestry, fishing, and hunting	4.27	0.34	0.34	0.34	1.52	*	*
Mining	0.32	0.14	0.12	0.12	4.1	*	*
Utilities	0.24	0.09	0.07	0.08	3.65	1.29	2.47
Construction	63.18	10.77	10.54	10.68	126.82	82.06	105.13
Manufacturing	5.39	6.32	5.17	5.67	448.95	70.65	134.82
Wholesale trade	7.3	6.46	5.53	5.87	130.44	5.53	69.31
Retail trade	40.15	15.9	15.08	15.37	310.2	15.08	127.82
Transportation and warehousing	16.83	3.3	2.97	3.09	110.71	2.97	33.46
Information	4.49	1.5	1.3	1.35	53.15	11	15.45
Finance and insurance	12.62	4.69	4.29	4.43	107.78	25.5	38.8
Real estate; rental and leasing	29.71	4	3.79	3.87	34.75	17.72	34.75
Professional, scientific, and technical services	38.33	9.43	9.05	9.19	96.99	51.53	61.27
Management of companies and enterprises	N/A	0.65	0.17	0.34	71.45	0.98	5.36
Admin., support, waste mngt., and remed., services	23.35	5.3	4.82	5.02	180.8	4.82	61.53
Educational services	4.43	0.91	0.79	0.87	44.62	9.18	22.5
Health care and social assistance	20.59	10.01	9.54	9.81	291.76	80.75	124.7
Arts, entertainment, and recreation	16.79	1.94	1.88	1.92	22.84	14.84	19.75
Accommodation and food services	4.52	6.6	6.2	6.39	198.73	77.15	103.2
Other services	57.48	13.33	13.09	13.21	115.3	82.76	97.03
Auxiliary, except corp, subsidiary, and regional managing offices	N/A	0.21	0.03	0.07	22.82	0.32	1.18
Unclassified	N/A	0.94	0.94	1.14	1.14	*	1.14

*Data suppressed to protect the confidentiality of individual firms.

Source: U.S. Department of Commerce, Census Bureau.

Table 2. Non-farm Establishment Job Gains and Losses by Firm Size, 2000–2001 (Thousands)

	Firm Size (Number of Employees)			
	Total	1–19	1–499	500+
Job Gains:				
New establishments	132.87	32.55	65.76	67.11
Expanding establishments	234.78	50.67	111.43	123.35
Job Losses:				
Downsized establishments	-245.14	-39.08	-114.46	-130.68
Closed establishments	-131.37	-32.88	-68.38	-63
Net change in employment	-8.87	11.26	-5.64	-3.22

Source: U.S. Department of Commerce, Bureau of the Census, Statistics of U.S. Businesses, 2001.

Table 3. Number of Banks in Tennessee by Asset Size, 1995 – 2003

Number of Banks Per Year					Number of Banks by Asset Size, 2003				
1995	2000	2001	2002	2003	Below \$100M	\$100M–\$500M	\$500–\$1B	\$1B–\$10B	Over \$10B
243	194	194	190	189	86	89	9	2	3

Source: U.S. Small Business Administration, Office of Advocacy, from data collected by the Federal Reserve Board.

The full list of small-business-friendly banks can be found on the Office of Advocacy's website at www.sba.gov/advocacy/lending.