

SBA U.S. Small Business Administration
Office of Advocacy

December 1998

Small Business Economic Indicators, 1997

A reference guide to current data on small business activity
prepared by the Office of Economic Research.

The Office of Advocacy of the U.S. Small Business Administration was established in 1976 by Congress under Public Law 94-305 to, among other things, examine the current role of small business in the economy, present current and historical data on the small-business sector and the state of competition. In fulfillment of this mandate, the Office of Advocacy funds research and publishes reports, such as The State of Small Business, Small Business Profiles, the Small Business Answer Card, and Small Business Economic Indicators.

For more information, write to the Office of Advocacy at 409 Third Street S.W., Washington, DC 20416, or visit the Office's Internet side at <http://www.sba.gov/ADVO>.

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**Office of Advocacy
U.S. Small Business Administration
Washington, D.C.: 1998**

FOREWORD

It's no secret that 1997 was a banner year for the U.S. economy. Gross domestic product (GDP) grew by a robust 5.9 percent, or 3.9 percent after factoring out inflation. Private sector non-farm employment climbed by 2.9 percent. But was 1997 also a good year for small businesses? Were they in the forefront or left behind? Were small businesses still adding workers or did a nearly full employment economy mean workers were passing small employers by? Did the boom in business formation continue or stall?

Answers to these questions and more are provided in the Office of Advocacy's latest edition of *Small Business Economic Indicators*, an annual statistical report compiled by the Office of Economic Research. Showing small businesses as a strong participant in this thriving economy, the report gives a national picture and includes breakdowns by state and region with statistics that illustrate small businesses continue to be a significant partner in our nation's economic equation.

The Office of Advocacy has looked at the change in income and job growth in the major industries, and we have many clues about the "churning" taking place in the economy. For instance, self-employment is stagnating but the number of employer firms is increasing, suggesting the tight job market makes it more attractive in terms of pay and benefits to work for someone else.

Employment and income both increased for small firms, although figures vary by business organization, industry and state. In short, preliminary numbers show that 1997 appears to have been a healthy year for small businesses as well as for the economy as a whole. It is always difficult to take a snap shot and see an entire trend, but continued support and improvement for data collection makes it possible. The Office of Advocacy will continue to update its measures of small business performance as more complete data becomes available.

Sincerely,

A handwritten signature in black ink that reads "Jere W. Glover". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Jere W. Glover
Chief Counsel for Advocacy
U.S. Small Business Administration

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EXECUTIVE SUMMARY

The Office of Advocacy within the U.S. Small Business Administration (SBA) annually compiles the latest small business economic indicators by state. Advocacy's Office of Economic Research supports small business by measuring contributions, evaluating vital signs, determining regulatory impacts, and monitoring the financing of small businesses. To achieve these endeavors, the office funds and designs data collection and research, develops and disseminates reports, and answers questions about small business economics.

Small Business Economic Indicators, 1997 suggests that small businesses were central to the U.S. economy's growth. In 1997, real gross domestic product grew by 3.8 percent and private sector employment grew by 2.9 percent. While definitive timely data showing small business's contributions to the economy are not always available, the economic indicators in this report are the most relevant and timely statistics available concerning the small business sector. The indicators do imply small business contributions. Indicators include the number of firms, self-employment, new employer firms, business terminations, business bankruptcies, business failures, proprietors income, state corporation taxes, and estimates of small business employment. Highlights from the report include:

- New employer firms increased by 5.1 percent in 1997, from 842,357 in 1996 to 885,416 in 1997.
- The number of total employer firms increased by 2.2 percent nationwide in 1997, from 6,190,907 at the beginning of 1997 to 6,330,117 by the end of 1997.
- Self-employment as a primary occupation increased by 0.2 percent nationwide in 1997, from 10,488,000 in 1996 to 10,507,000 in 1997.
- Business terminations had a slight increase of 0.9 percent from 849,839 in 1996 to 857,073 in 1997.
- During 1997, income performance of businesses was strong. Nonfarm proprietors, the tax status of many small businesses, saw an income increase of 4.3 percent, rising from \$483.1 billion in 1996 to \$503.8 billion in 1997. Corporation profits, which include larger small businesses and large businesses, had a 9.4 percent increase from 735.9 billion in 1996 to 805.0 billion in 1997.
- Wages and salaries, a major cost for small businesses, grew 6.8 percent from 1996 to 1997. Another cost, interest on loans, has remained relatively low. The prime rate had only a slight increase from 8.27 percent to 8.44 percent with inflation remaining low.
- By December 1997, small business employment reached an estimated 55.0 million. Services and retail trade represent much of this employment with 20.0 million and 12.0 million, respectively.
- By specific industry, computer and data processing services grew the fastest with a 13.1 percent increase, and grew the most with 165.2 thousand net new jobs.

Small Business Economic Indicators is prepared in the Office of Economic Research under the general supervision of Bruce D. Phillips, director of the Office of Economic Research. The detailed text and tables were prepared by Brian Headd. Comments on the contents of this report may be directed to the Office of Economic Research at (202) 205-6530. Visit the Office of Advocacy's Internet site at <http://www.sba.gov/advo/> for more information about small businesses.

1. Overview

The U.S. economy continued to grow during 1997 with little sign of price increases. Adjusted for inflation, the gross domestic product grew 3.8 percent, private nonfarm employment grew 2.9 percent and inflation measured by the consumer price index increased 2.3 percent. Evidence of increases in new employer firms, and nonfarm proprietors' income along with only slight increases in business terminations, indicate that small businesses were a driving force behind this growth.

Because of the limited amount of timely data by firm size, much of the data in this report cover all U.S. businesses. However, small firms contribute to much of the turnover in the economy by creating a more efficient allocation of resources. Data from the Bureau of the Census show that 99.9 percent of firm births and firm deaths are small firms (fewer than 500 employees). While this may appear high, very few firms are large firms. Small firms are 99.7 percent of all firms. Therefore, total business formations, business closings, and the total number of firms represent mostly small firms, and the economic status of small firms can be inferred from the total figures.

Business formation, measured by new firms with employees, rose 5.1 percent from 1996 to 1997. New firms expanded in most regions in 1997, with Region III of the U.S. Small Business Administration (the Mid Atlantic) recovering and expanding the most.¹ New firms by state rose by more than 15 percent during 1997 in Maryland, New Hampshire, and Maine. Only West Virginia, the District of Columbia, and Arkansas recorded declines of more than 10 percent in new firms. Overall, the U.S. level of new business incorporations rose 1.6 percent from 1996 to 1997. New business incorporations increased by over 15 percent in Montana, Arkansas, Nevada, and Utah, and decreased over 15 percent in Connecticut. For definitions of SBA regions and overall state rankings for all of the indicators, see Table 1.3.

The various measures of business dissolution, business terminations, business bankruptcies, and business failures showed differing trends. Business terminations and business bankruptcies increased slightly from 1996 to 1997, while business failures had a larger increase. Business terminations are employer firms that close, while the other indicators measure businesses that close while owing debts. The small change in business terminations (an increase of 0.9 percent) was a result of opposing changes among the regions. SBA Regions VII (Plains) and II (New York and New Jersey) had large increases, and Regions V (Midwest) and III had large decreases. Business bankruptcies increased 1.2 percent; however, they increased more than 20 percent in SBA Region X (Northwest). Business failures, as measured by Dun and Bradstreet, increased 15.9 percent. SBA Regions V, VII, and VIII (Mid Northwest) had business failure increases of at least 20 percent. The large increase in business failures is debatable considering the good economy and the low increases in business terminations and bankruptcies observed in 1997. In addition, healthy business formation over a number of years may have a cumulative effect, resulting in more failures. For state business dissolution rankings, see Table 1.3.

¹ The U.S. Small Business Administration has 10 regions, defined in table 1.3 in the appendix.

Of the businesses that existed at the beginning of 1997, just under 14 percent of the employer businesses were terminated. Also during 1997, new employer firms represented just over a 14 percent increase of this figure.² This business turnover resulted in an approximate 2.2 percent increase in the number of employer firms from 1996 to 1997; which was above the average increase from 1990 to 1996 of 1.8 percent. Although the U.S. aggregation of firms using Department of Labor data results in double counting when firms are in more than one state, the bias probably does not change much from year to year. The number of firms has increased every year since it was first reported for 1982. With regard to states, California ended 1997 with the most firms with 837,802 while New York followed with 446,048 firms. Missouri had the largest percentage increase in the number of employer firms with an increase of 7.0 percent, followed by Nevada's 6.5 percent increase. Minnesota had the largest percent decrease at 2.3 percent followed by the District of Columbia which had a 1.5 percent decrease.

Focusing on the self-employed (most do not have employees), self-employment increased 0.2 percent from 1996 to 1997. Arkansas led increases with an increase of 16.2 percent, and Georgia led declines with a decline of 16.6 percent. For the number of firms by state, see Table 2.1 and for self-employment by state, see Table 2.2.

Small firm income rose in 1997. The income of nonfarm proprietorships (sole proprietorships and partnerships) increased 4.3 percent to \$503.8 billion, led by a 5.0 percent increase in SBA Region X. A major cost to small businesses is compensation, and wage-and-salary workers had an increase of 6.8 percent. The increase of 3.8 percent in state corporation tax collections, also implies gains in business earnings. The income increases were greater than the consumer price index increase of 2.3 percent in 1997, indicating real increases in income.

By December 1997, small business employment reached an estimated 55.0 million. Services and retail trade represent much of this employment with 20.0 million, and 12.0 million respectively. The major industries (one-digit level of standard industrial classification) growing the fastest from December 1996 to December 1997, agricultural services and construction, were both small business employment dominated in 1995. Services, led by business and health services, had the largest employment growth of the major industries, with 1.3 million net new jobs from December 1996 to December 1997, representing 45.3 percent of the total net new jobs. By specific industry (three-digit level of SIC), computer and data processing services, an indeterminate employment dominated industry, grew the fastest with a 13.1 percent increase, and grew the most with 165,000 net new jobs. See Tables 5.1 through 5.4 for employment data.

See attached documentation, figures, and tables for details.

² Another category, successor firms (mergers and acquisitions) are terminations that remain as employer firms.

2. The Number of Firms

This section provides information on measures of the number of businesses. The total number of businesses in the United States is not definitely known due to the lack of data. However, using several sources, including the Bureau of the Census, Bureau of Labor Statistics, Employment and Training Administration and the Internal Revenue Service, some estimates can be made. The number of employer firms counts the number of firms with employees by state. Self-employment data includes firms generally without employees by state. It is unclear on how much they overlap, or how many of the self-employed are firms with employees. However, adding the figures amounts to about 17 million businesses for 1997.³

2.1. Employer Firms

Description: Data on firms with employees are collected from state employment security agency quarterly reports filed with the U.S. Department of Labor's Employment and Training Administration. Firms with employees are required to file quarterly income tax withholding, as a result of the Federal Unemployment Tax Act (FUTA) and Federal Insurance Contributions Act (FICA). An employer is a firm that employs people within a state resulting in an over count when a firm is in more than one state. Bureau of the Census 1995 data in Table 6.1 indicate that this over count is approximately 700,000.

Analysis: The number of employer firms increased by 2.2 percent nationwide in 1997, from 6,190,907 at the beginning of 1997 to 6,330,117 by the end 1997. Yearly changes are a result of new employer firms, business terminations, and successor firms (the reincarnation of merged or acquired firms).

Overall, 46 states increased in the number of employer firms in 1997, while 5 states including the District of Columbia had declines. Missouri had the largest state increase in the number of firms with a 7.0 percent increase, followed by Nevada's increase of 6.5 percent. Michigan had the largest state decline with a 2.3 percent decrease followed by the District of Columbia's 1.5 percent decrease. By the end of 1997, California had the highest number of employer firms with 837,802. New York (446,048), Texas (375,357), Florida (355,429), and Illinois (270,471) also had high levels of employer firms. In fact, these five states accounted for 36.1 percent of all of the employer firms in the U.S. See Table 2.1 for state data.

³ Employer firms are believed to be about 6 million, and individuals with any self-employment earnings during the year are believed to be about 11 million. The number of business tax returns projected by the Internal Revenue Service for 1997 is 23.7 million. This indicates that the number of business tax returns probably overstates the number of firms, due to firms filing more than one tax return and/or individuals (e.g., salespeople) filing business tax returns but not considering themselves businesses when surveyed

2.2. Self-Employment

Description: Self-employment data by state are produced by the Current Population Survey, a joint survey by the Department of Commerce's Bureau of the Census and the Department of Labor's Bureau of Labor Statistics. The self-employment data in this report are published by the Local Area Unemployment Statistics division of the Bureau of Labor Statistics. The definition of self-employment in this report is the monthly average of unincorporated individuals who rely primarily on their self-employment income.⁴ This excludes self-employment as a second job. A more expansive definition of anyone with self-employment earnings during 1996, produced almost 800,000 more self-employed individuals.⁵

Analysis: Self-employment increased by 0.2 percent nationwide, from 10,488,000 in 1996 to 10,507,000 in 1997. The small growth may be attributed to increased opportunities in wage and salary positions. Although the national figure was stable, changes varied across SBA regions and states.

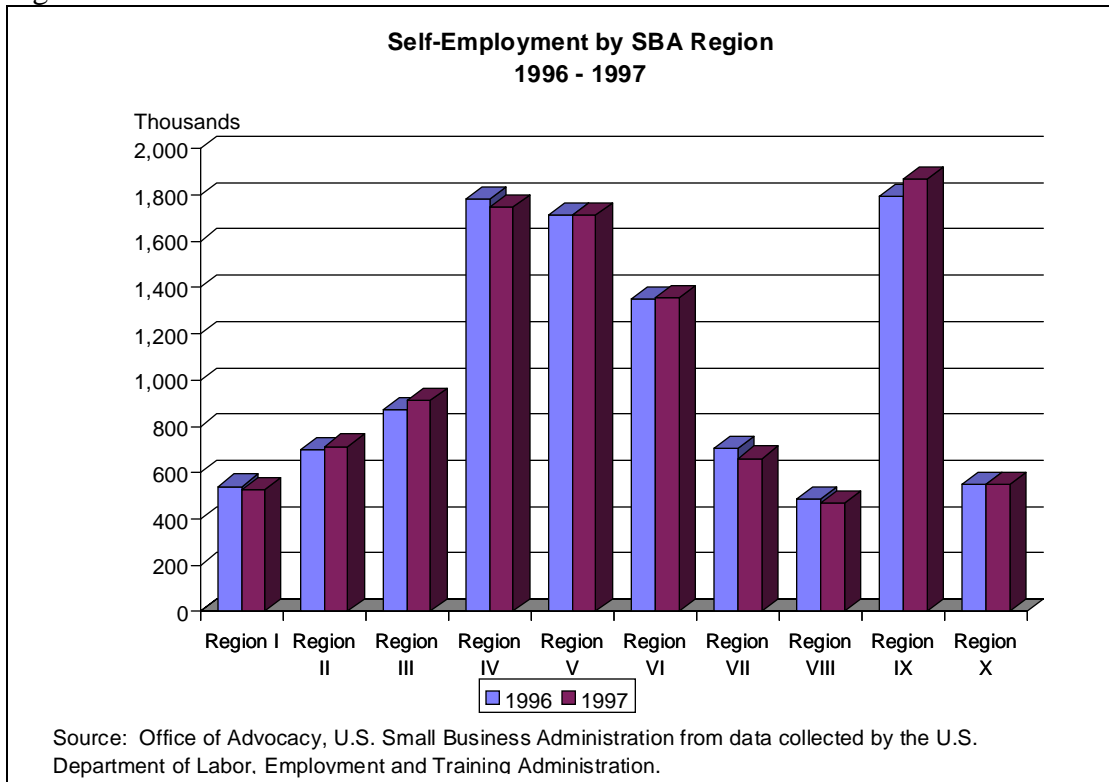
The SBA region with the largest increase in new firms was SBA Region III, with a 5.1 percent increase, followed by Region IX's increase of 4.0 percent. In addition, Region IX was the only region to have all of its states record increases. Region VII had the largest decrease, 6.4 percent followed by Region VIII's decrease of 4.3 percent. Every state in Region VII recorded decreases.

By state, 24 states increased, 23 states decreased, and 4 states including the District of Columbia were unchanged in the number of self-employed. Arkansas led all states with an increase of 16.2 percent followed by Arizona's 15.5 percent, and Hawaii's 13.5 percent. See Table 2.2 for state data.

⁴ Incorporated self-employment is defined as an employer firm, and is included in the employer section.

⁵ About 65.7 percent of the nonagricultural self-employed in March 1998 were full-time self-employed (35 hours or more a week). Applying this to the 1997 figure results in 7 million full-time self-employed.

Figure 2.1



3. Business Turnover

The next sections provide data on measures of business turnover. New business formation by state is measured by using new employer firms and new business incorporations. Business dissolution is measured by using business terminations, bankruptcies, and failures.

The churning of business shows a rate of new employer firms at 14.3 percent and a rate of terminations at 13.8 percent for 1997 (Table 3.1).⁶ By state, Nevada had the highest rate of new employer firms at 22.2 percent followed by Washington's 21.3 percent, and Utah's 20.7 percent. Washington had the highest rate of business terminations at 21.1 percent, followed by Utah's 19.5 percent, and Nevada's 18.5 percent. Recently, these three states have shown high rates of turnover, and high rates of growth. We would expect high levels of firm formation to lead to an increase in terminations in the future with more firms to terminate.

In 1997, new employer firms rose 5.1 percent, and business terminations rose 0.9 percent. Note that data is not available that focuses on the newly self-employed, and the discontinued self-employed ventures; data is only available on the overall net number of the self-employed.

Focusing on business dissolution, these measures indicated conflicting trends. Terminations are businesses that close, and this figure rose 0.9 percent, while bankruptcies and failures (businesses that close owing debts) rose 1.2 percent and 15.9 percent, respectively. The Bureau of Census, as reported in the *Characteristics of Business Owners* (<http://www.census.gov/prod/www/titles.html#econ>), found the percent of firms that closed successful was 57.4 percent for firms with employees, and 36.4 percent for firms without employees.

The sections that follow provide the specific definition of each series, and an analysis of the yearly changes by SBA region and state.

3.1. New Firms

Description: New firm data are collected from state employment security agency quarterly reports to the U.S. Department of Labor's Employment and Training Administration. Firms with employees are required to file quarterly income tax withholding for each employee as well as FUTA and FICA withholdings. A new firm is a firm that begins to employ people within a state. This results in an over count when an existing firm in one state begins to employ people within another state. Using Bureau of the Census data as a comparison, this over count is in the area of 200,000 to 300,000 new firms.

Analysis: New firms increased by 5.1 percent nationwide in 1997, from 842,357 in 1996 to 885,416 in

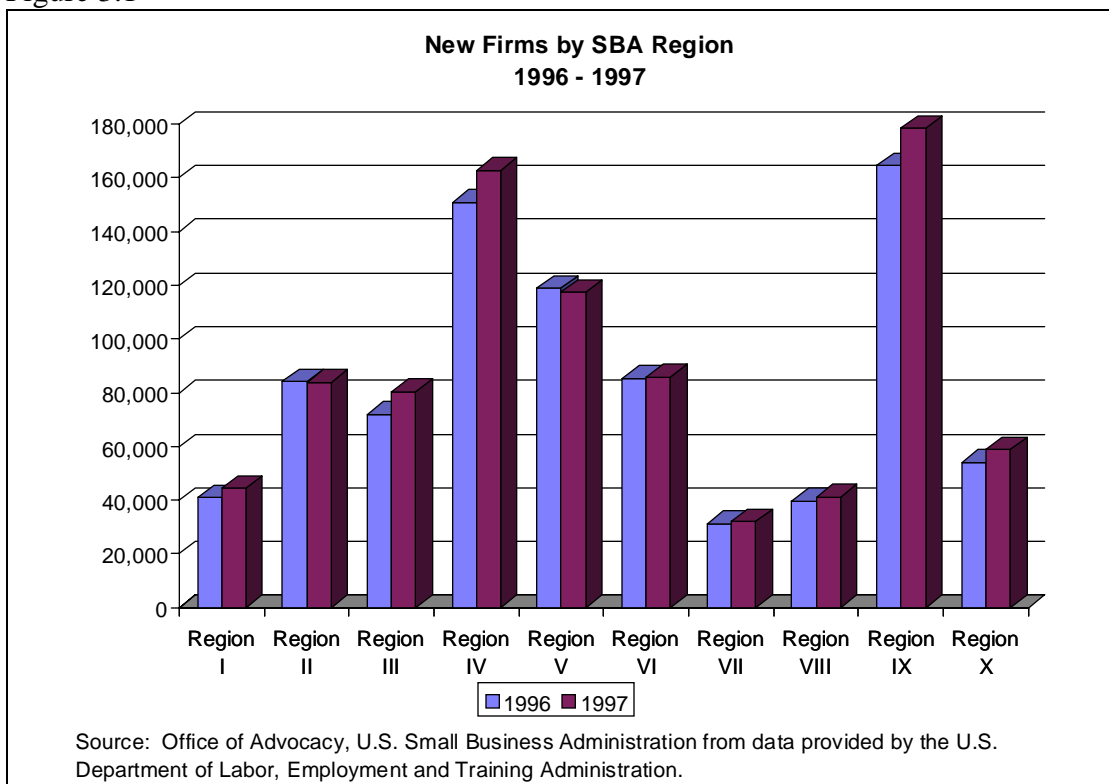
⁶ Business dissolution rates based on a study using data from 1976 to 1988 are listed in the *Small Business Answer Card* (see <http://www.sba.gov/advo/stats>). In addition, survival rates of firms existing in 1992 by firm size and major industry are available from the *Characteristics of Business Owners* (see <http://www.census.gov/prod/www/titles.html#econ>).

1997. The changes varied across SBA regions and states.

Region III was the SBA region with the largest increase in new firms, an 11.6 percent increase. Region X followed with an increase of 8.9 percent. Region V had the largest decrease, 1.1 percent and Region II's decrease of 0.1 percent was the only other regional decline. Five SBA regions had increases in new firms over 7 percent.

Again, Region III contained the states (including the District of Columbia) with the largest increase, Maryland, and decrease, West Virginia, in new firms. Maryland's large increase of 47.5 percent from 1996 to 1997 in new employer firms was a result of 1996's level being the lowest in the state in over 10 years. West Virginia had the largest percentage decrease at 28.0 percent, but this was only a decline of 1,178 new firms from 1996's level. See Table 3.3 for state data.

Figure 3.1



3.2. New Business Incorporations

Description: Data on new business incorporations are collected and published by the Dun and Bradstreet Corporation. This data source reflects businesses that file for organization as a corporation with the secretary of state in their jurisdiction.

New business incorporation filings may reflect: an actual startup of a new business; an intention to start

a new business; the conversion of an existing sole proprietorship or partnership into the corporate form; the creation of a subsidiary of an existing corporation; or the geographic relocation of an existing business. While new business incorporations may represent new businesses, using this data as a business formation indicator warrants some degree of caution. Some states are estimated.

Analysis: The 1997 total for new business incorporations was 798,917, a 1.6 percent increase over the revised 1996 level of 786,482. New business incorporations have increased steadily since 1991.

The largest regional increase was in Region IX with a 7.1 percent increase and the largest regional decrease was in Region I with a 5.8 percent decrease. Montana's 38.5 percent was the largest state increase, and Connecticut's 18.2 percent decrease was the largest state decrease. See Table 3.4 for state data.

3.3. Business Terminations

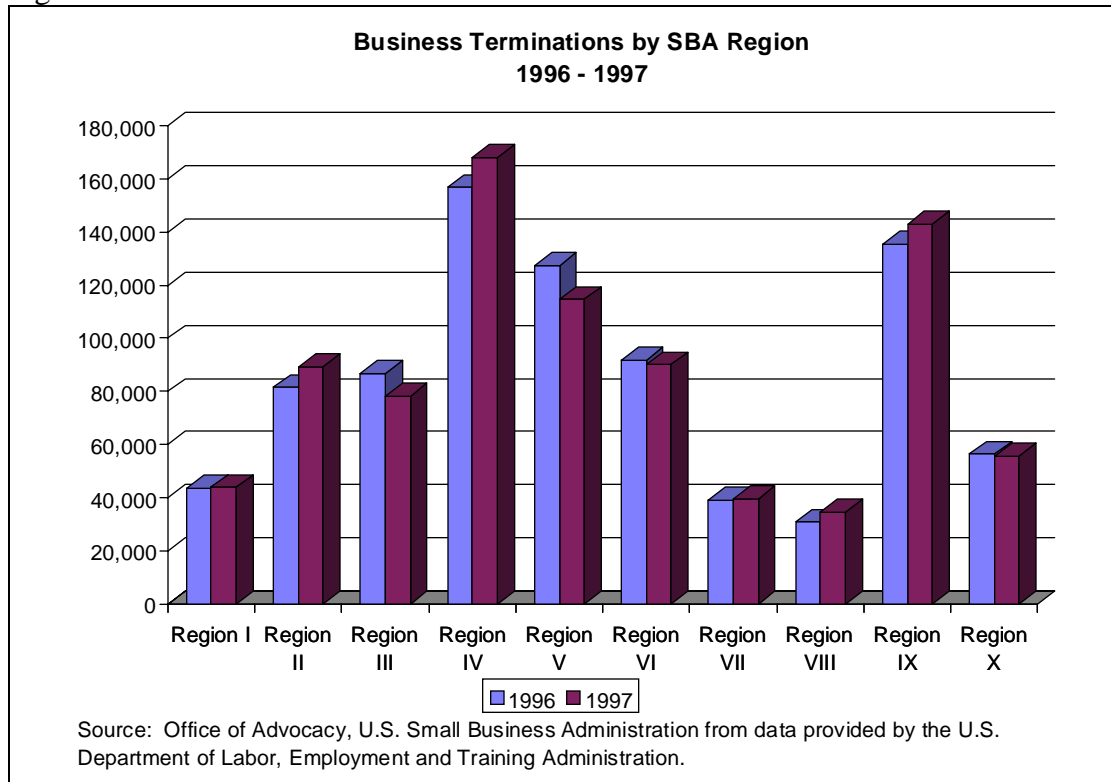
Description: The Employment and Training Administration reports business terminations from quarterly state employment security agencies' data. If a firm has employees, it is required to withhold quarterly federal income tax and other withholdings under the FICA and FUTA. A business termination occurs when a firm ceases to have employees within a state. This can result in an over count when a firm terminates in more than one state or maintains employment in another state when terminating. Using Bureau of the Census data as a comparison, this over count is in the area of 200,000 to 300,000 new firms. Note that it can take up to eight quarters for a terminated firm to be removed from the Employment and Training Administration's list of filings.

Analysis: Business terminations increased slightly by 0.9 percent from 849,839 in 1996 to 857,073 in 1997. While the national figure was relatively stable, the percent change for regions and states varied widely.

The SBA regions with the largest percentage declines were Region III and Region X, where business terminations decreased by 9.9 percent for both regions. Region VIII had the largest increase, at 12.1 percent followed by Region II that had an increase of 9.6 percent. No region had a percent change of less than one percent.

States also had varying percent changes by state from 1996 to 1997. Of the 50 states and the District of Columbia, 21 recorded decreases and 30 recorded increases. Similar to new firms, Region III had the states with the largest decrease and increase in business terminations. Maryland had the largest decrease at 42.1 percent, and Delaware had the largest increase at 49.8 percent. See Table 3.6 for state data.

Figure 3.2



3.4. Business Bankruptcies

Description: Bankruptcy data are provided by the Administrative Office of the U.S. Courts. A bankruptcy occurs when a business files a petition under Chapter 7, 11, or 12 of the bankruptcy laws.

A bankruptcy is the legal recognition that a company is insolvent (cannot satisfy its creditors or discharge its liabilities). Therefore, the company must restructure (Chapter 11) or completely liquidate (Chapter 7). (Farm businesses are liquidated under the provisions of Chapter 12).

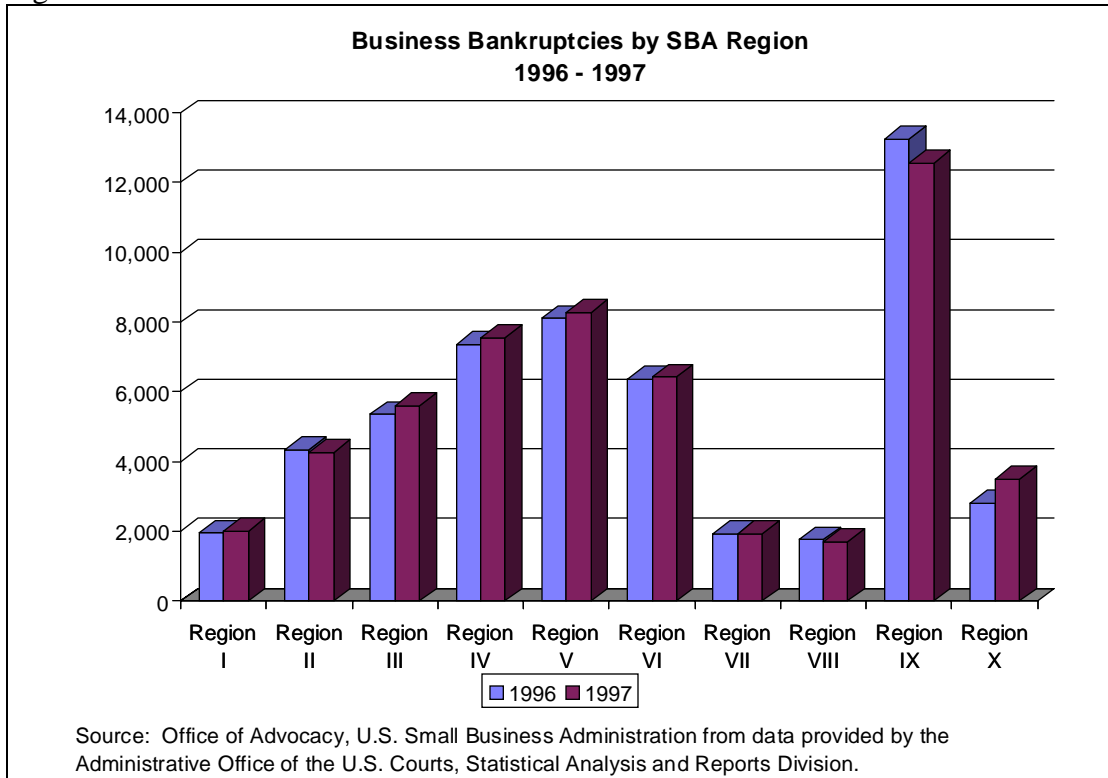
Note that this report does not capture bankruptcies of owners that rely mainly on personal credit. The bankruptcy data in this report focus on business bankruptcies. Owners of new firms and very small firms often use personal credit (e.g., credit cards), and in some cases, file personal bankruptcies.

Analysis: Business bankruptcies increased by 1.2 percent during 1997, rising from 53,207 in 1996 to 53,826 in 1997. This is the highest level since 1993, and might be the result of large increases in business formation in recent years. The actual rate of bankruptcy may not be increasing, and may in fact be falling.

Region IX had the largest decrease in bankruptcies at 5.1 percent. Region X had the largest increase at 24.0 percent, mainly due to Oregon. The other eight regions had percent changes of less than 5 percent.

Of the 50 states and the District of Columbia, 27 increased, 23 decreased and 1 was unchanged in the percent change of bankruptcies. Colorado had the largest decline at 33.5 percent. New Hampshire had the largest increase at 103.3 percent; however, this represented an increase of only 95 bankruptcies from 1996 to 1997. Double-digit changes were seen in 21 states. See Table 3.7 for state data.

Figure 3.3



3.5. Business Failures

Description: Business failure data are collected and published by the Dun and Bradstreet Corporation (D and B). These data represent businesses that are no longer in D and B's list of active businesses because the business either failed or filed a bankruptcy petition. A business failure is defined as an enterprise that ceases operation with a loss to one or more creditors.

Analysis: Business failures increased by 15.9 percent, from 71,931 in 1996 to 83,384 in 1997, the highest level since 1993. The increase is puzzling considering the good economy, the similar failure increases among the regions, the relatively low increases in business terminations, and the relatively low increases in bankruptcies.

Region III was the only SBA region that had a decrease in business failures, 2.4 percent. Region VIII had the largest increase in business failures at 38.9 percent from 1996 to 1997 followed by Region V's 29.8 percent increase. Six of the regions had increases of more than 17 percent.

Of the states and the District of Columbia, 40 increased, and 11 decreased in the number of business failure from 1996 to 1997. In addition, 21 states had increases over 20 percent. Minnesota had the largest increase at 98.5 percent. Delaware recorded the largest decline at 32.7 percent followed by the District of Columbia's 23.1 percent. However, Delaware only had a decline of 16 business failures and the District of Columbia only had a decline of 28 business failures. See Table 3.8 for state data.

4. Income

Small business income is approximated using the income of nonfarm sole proprietors and state corporation income taxes. Nonfarm sole proprietorships and partnerships are mostly small firms and represent about 85 percent of all small firms but only 20 percent of small firm earnings. The remaining 15 percent of small firms are corporations which produce about 80 percent of small business income. Unfortunately, corporation data is not available on a timely basis. State corporation income taxes are analyzed because of its timeliness, but state corporation income tax data can not be separated into large and small business categories. Wage-and-salary income is analyzed because it is a large cost to small businesses

Nonfarm proprietors, the tax status of about 70 percent small businesses, experienced an income increase of 4.3 percent from 1996 to 1997. State corporation tax collections, an indicator of corporate earnings (including the larger of the small business and large businesses), also rose 3.8 percent. A major cost for small businesses is the wages and salaries of workers. The increase in wage-and-salary income was 6.8 percent for the entire country during 1997.

4.1. Nonfarm Sole Proprietorships and Partnerships

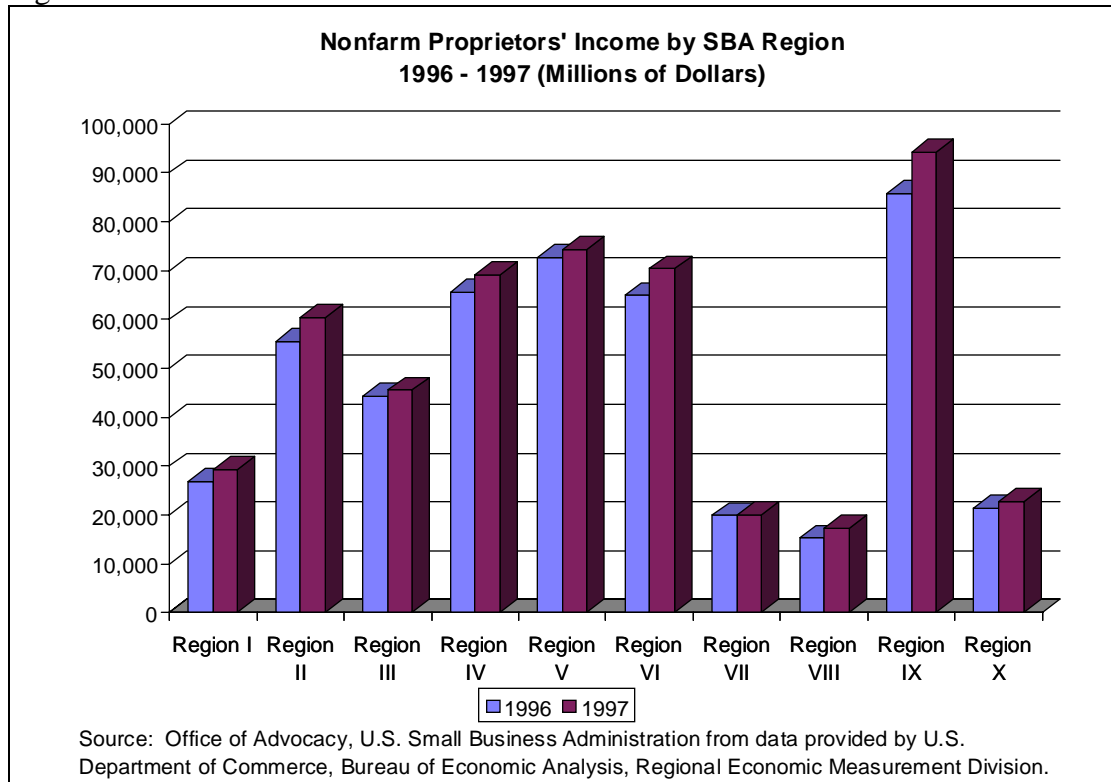
Description: This data represents estimates derived from income data provided by the U.S. Department of Commerce's Bureau of Economic Analysis. This data set includes inventory valuation and capital consumption adjustments and excludes employer pension contributions and other nonlabor sources of income. Unfortunately, state data are not available on the number of nonfarm proprietors or on the income per nonfarm proprietor by state in a timely manner.

Analysis: Nonfarm proprietors income increased 4.3 percent, rising from \$483.1 billion in 1996 to \$503.8 billion in 1997.

All SBA regions saw increases in nonfarm proprietors' income (Table 4.1). This measure of business income increased fastest in Region VIII, which had an increase of 13.2 percent followed by Region IX's 9.8 percent increase. Only Region VII experienced an increase below the inflation rate (Consumer Price Index, CPI) with a 1.3 percent increase.

Among the changes in nonfarm proprietors' income from 1996 to 1997 in the states and the District of Columbia, Utah led with a 24.7 percent increase. Michigan's decrease of 5.9 percent was the largest decrease followed by Alaska, which had a 5.7 percent decline. Of the 50 states and the District of Columbia, 38 had increases in nonfarm proprietors' income. See Table 4.2 for state data.

Figure 4.1



4.2. Corporation Income Taxes

Description: State corporation tax collection data represent estimates of corporation income and is provided by the Bureau of the Census.⁷ (Texas, Wyoming, Nevada, and Washington reported no state corporation taxes.) This cumulative data includes the larger of small businesses and large businesses.

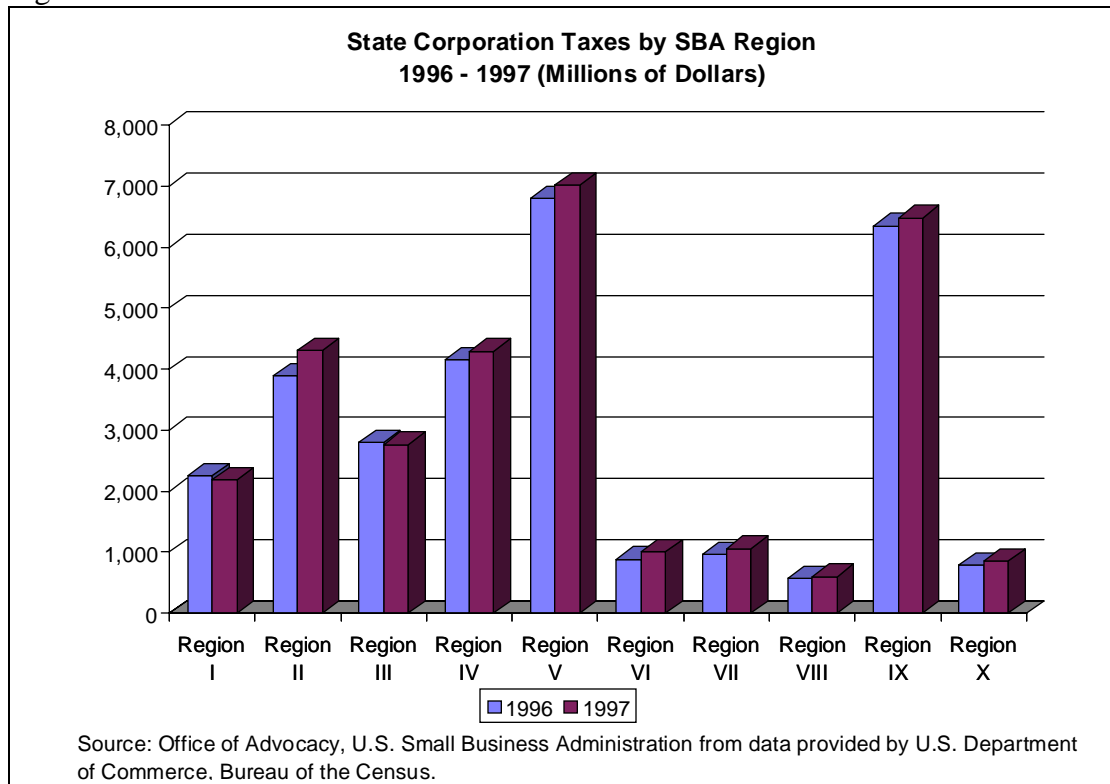
Analysis: State corporation taxes paid increased 3.8 percent from 29.4 billion in 1996 to 30.6 billion in 1997. Overall in 1997, corporations represented 6.9 percent of total state taxes.

Eight out of the ten SBA regions saw increases in state corporation taxes paid with seven above the inflation rate (CPI). Region VI had the largest increase at 13.7 percent followed by Region II's 10.8 percent (Table 4.1). Region I had the largest decrease at 3.0 percent.

Among the states and the District of Columbia's percentage changes from 1996 to 1997, New Hampshire led with a 36.7 percent increase followed by Oklahoma's 35.1 percent increase. Connecticut's decrease of 17.3 percent was the largest decline. Thirty-five of the states had increases, and 14 decreased. See Table 4.3 for state data.

⁷ This variable can be misleading because of the following: it does not capture the number of corporations (or small corporations), states may have changed the tax laws making comparisons irrelevant, and corporations can often spread income over a several years. A comparison to the change in corporate profits listed in Table 1.1 implies that state corporation taxes are weakly correlated.

Figure 4.2



4.3. Wage and Salary Income

Description: This data represents estimates derived from income data provided by the U.S. Department of Commerce’s Bureau of Economic Analysis. Yearly comparisons should be used with caution because changes in the number of hours worked, and changing skills of the workers. About half of all private wage and salary workers work for small firms (fewer than 500 employees) with the remaining working for large firms and government agencies.

Analysis: Wage and salary income increased 6.8 percent from 3.6 trillion in 1996 to 3.9 trillion in 1997. This increase in costs to small firms increased at a higher rate than inflation (2.3 percent for the CPI).

All of the ten SBA regions saw yearly percentage increases above the inflation rate (CPI). Region X had the largest increase at 8.8 percent followed by Region VI’s 8.1 percent. Region V had the smallest increase at 5.8 percent.

Of the states and the District of Columbia percentage changes from 1996 to 1997, Washington led with a 10.6 percent increase followed by Texas’ 9.4 percent increase. Alaska’s increase of 0.7 percent was the smallest increase, and the only state with a percentage change below the inflation rate (CPI). See Table 4.4 for state data.

5. Employment

Description: The employment section in this year's report differs from previous reports. The process of aggregating industry employment into small and large-business-dominated industries has been discontinued in this report.⁸ Unfortunately, this method does not capture job growth by small firms or the changing share of small business employment in relation to total employment.⁹

This year's report estimates small business employment based on current employment and historical shares of small business employment by major industry. This method is reasonably accurate as the share of small business employment only changes slightly over time. In addition, specific industries are analyzed to find the industries in which employment is growing the fastest, and the largest employment growth industries. The growth of industries are provided for 2, 3, and 4 digit standard industrial classification (SIC) levels. The two-digit SIC level categorizes the economy into about 80 industries, while the three-digit SIC level has more specific categorizes followed by the four-digit SIC level (about 1,250 industries).

Current employment is provided by the Bureau of Labor Statistics, and 1995 shares of small business employment is provided by the Bureau of the Census. Small-business-dominated industries are defined as having 60 percent or more of their employment in small firms (fewer than 500 employees).

Analysis: In the nation overall, private sector employment rose by 3.0 million between December 1996 and December 1997 to 104.6 million. In December 1997, services accounted for 33.9 and retail trade accounted for 22.1 percent of the total. In addition, services accounted for 45.3 percent of the 3.0 million net new jobs.

Estimated small business employment for December 1997 is 55.0 million, and estimated large business employment is 49.6 million. Estimated employment in small service firms for December 1997 is 20.0 million, and 12.0 million in small retail trade firms. These two major industries employ an estimated 58.2 percent of small business employees.

At the detailed industry level from December 1996 to December 1997, the fastest growing industry in employment at the two-digit SIC level was holding and other investment offices (9.3 percent), at the three-digit SIC level was computer and data processing services (13.1 percent), and at the four-digit SIC level was raw sugar cane manufacturing (28.1 percent). The top ten fastest growing industries in the different SIC levels were pretty much spread out among small-business-dominated, large-business-dominated, and indeterminate industries (see Table 5.3).

Also from December 1996 to December 1997, business services (490,900 jobs) was the industry generating the most net new jobs at the two-digit SIC level, computer and data processing services

⁸ This process continues for The State of Small Business: A Report of the President.

⁹ For the changing share of small firms, and the growth of small firms, see the forthcoming Small Businesses by Major Industry, 1988-1995 (<http://www.sba.gov/ADVO/stats/>).

(165,200 jobs) at the three-digit SIC level, and personnel help supply services (122,700 jobs) at the four-digit SIC level. Small-business-dominated industries controlled much of the top 10 two-digit SIC level, however the three and four-digit SIC levels had a mixture of industry categories (see Table 5.4).

Figure 5.1

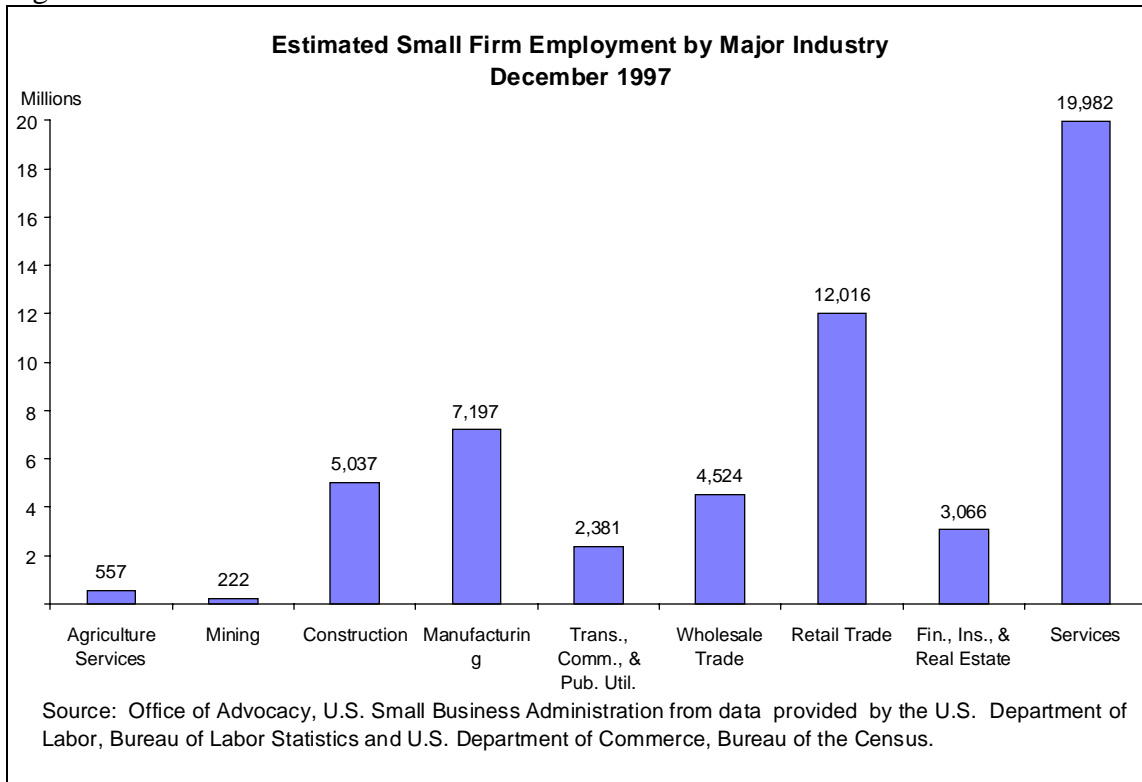


Figure 5.2

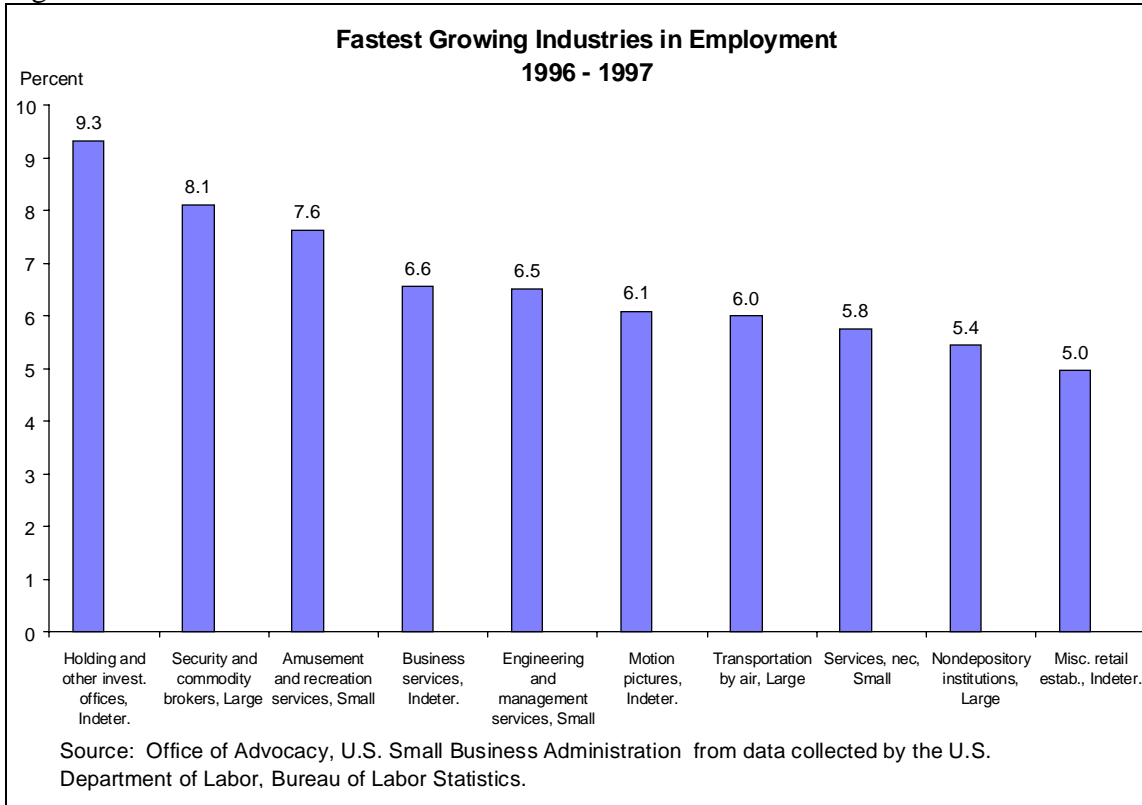
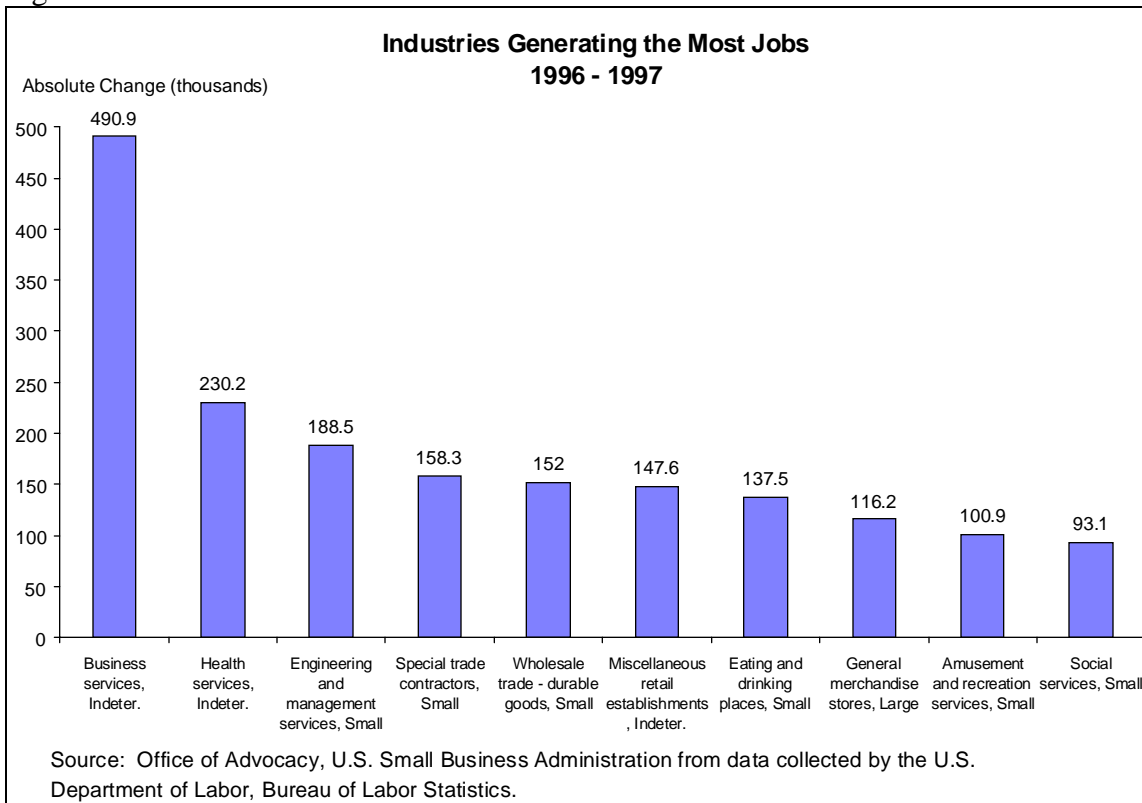


Figure 5.3



6. Ten-Year Trends

The various indicators of the number of firms have increased over the last 10 years. The number of business tax returns, which measures the number of firms that incurred sales during a year, has increased steadily. While tax returns capture the very small firms, for tax reasons a firm may file more than one tax form. In addition, occupations such as salespeople may actually be employees of companies, but are sometimes compensated like businesses and forced to file business tax returns. Therefore, the total number of tax returns over-states the number of active businesses. The number of firms, reported from the Department of Labor, Employment and Training Administration (which measures firms with employees within a state and thus does not capture very small or very new firms), has also increased steadily. The number of firms also has a measurement error, as it over counts when a firm has employees in more than one state. Even with the issues detailed above, tax returns and the number of firms have tracked each other well, with similar peaks, and valleys over the last 10 years, but with business tax returns showing more variability (see Figure 6.1).

For the past ten years, the number of employer firms has increased every year and the number of business tax returns only declined from 1990 to 1991. Both measures have been steadily increasing.

New business formations are achieving record highs. New employer firms increased 18.3 percent from 1987 to 1997. Much of this increase occurred after 1991, following a decline in new firms from 1990 to 1991. New business incorporations increased 16.5 percent from 1987 to 1997. Much of this increase also occurred after 1991, when new business incorporations dipped to a 10 year low. New employer firms, and new business incorporations are both at their peak record levels for the last ten years.

Signals from business closure changes differ. Business terminations increased by 18.4 percent from 1987 to 1997. The peak during the period for business terminations was 1995. Business bankruptcies declined 33.9 percent from 1987 to 1997. After peaking in 1991, business bankruptcies have since declined. Business failures are up 36.2 percent from 1987 to 1997. Business failures have started to climb since the valley was achieved in 1995, however the 1997 level is still 14.1 percent below the peak reached in 1992. The business-closing rate (business terminations divided by the number of firms) has steadily declined since 1991 with only an up tick from 1994 to 1995.

New firms and business terminations have been increasing. However, they do not appear to track each other very well (see Figure 6.2).

Figure 6.1

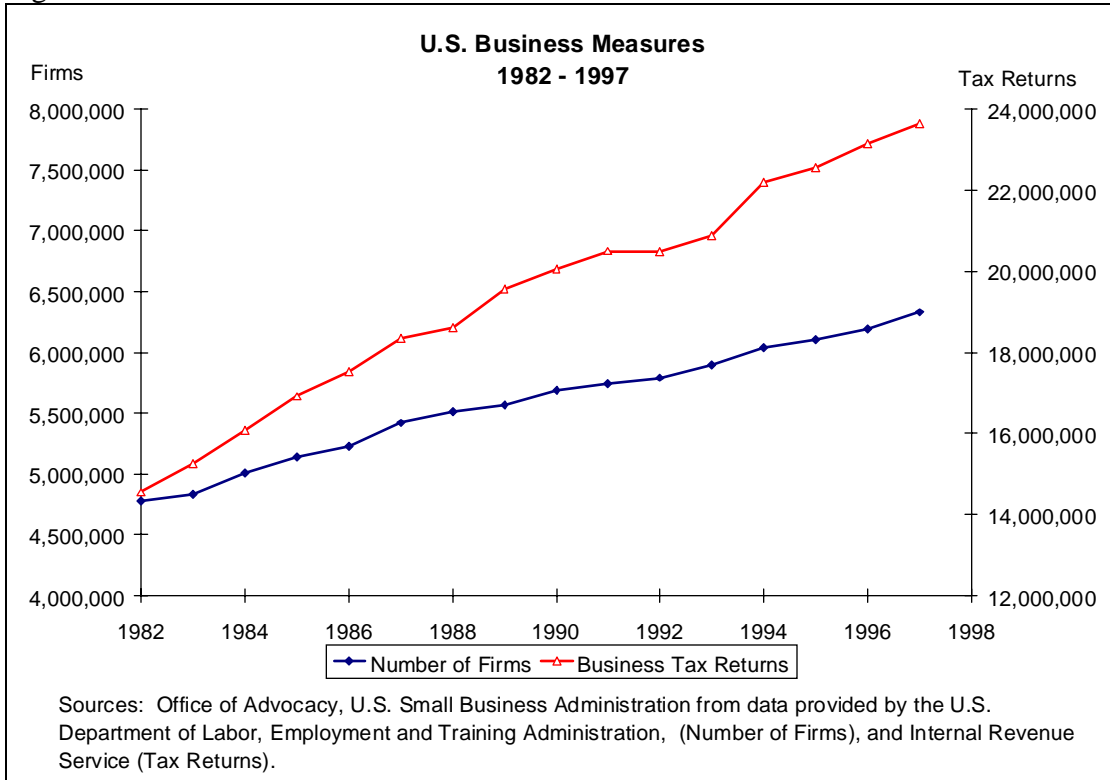
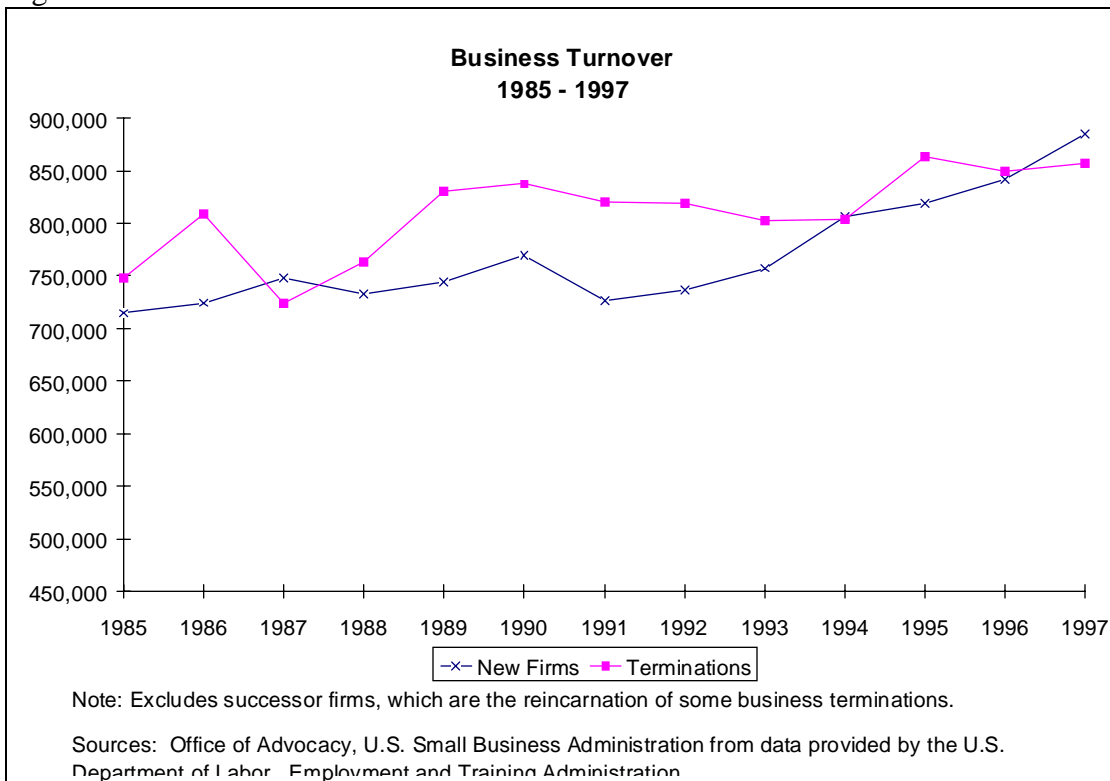


Figure 6.2



APPENDIX A

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**Table 1.1 Macroeconomic U.S. Indicators
1996 - 1997**

Indicator	1996	1997	Percent Change
Gross Domestic Product (GDP) (billions) (1)			
Current dollars	7,636.0	8,079.9	5.8
Constant dollars (1992)	6,928.6	7,188.5	3.8
Personal consumption expenditures (constant dollars)	5,207.6	5,485.8	5.3
Sales (millions of dollars) (2)			
Manufacturing	311,265	329,061	5.7
Wholesale trade	201,723	210,621	4.4
Retail trade	203,775	212,155	4.1
Income (billions of dollars)			
Compensation of employees (2)	4,426.9	4,703.6	6.3
Nonfarm proprietors' income	483.1	503.8	4.3
Farm proprietors' income	37.2	40.7	9.4
Corporate profits (3)	735.9	805.0	9.4
Employment			
Civilian employment (thousands) (2)	126,708	129,558	2.2
Unemployment rate (percent)	5.4	4.9	(9.3)
Total compensation cost index (December observations)	130.6	135.1	3.4
Wage and salary index (December observations)	127.3	132.3	3.9
Employer benefits cost index (December observations)	138.6	141.8	2.3
Banks, Interest Rates, and Yields			
Bank commercial and industrial loans (billions of dollars)	782.2	856.6	9.5
Prime rate (%)	8.27	8.44	2.1
U.S. Treasury Security Yields (10 year)	6.44	6.35	(1.4)
Investments by nonfarm nonfinancial corporate business			
Capital expenditures	593.5	NA	NA
Increase in financial assets	429.4	NA	NA
Federal Finance (fiscal year)			
Receipts	1,453.1	1,579.3	8.7
Outlays	1,560.5	1,601.2	2.6
Surplus or deficit	(107.4)	(21.9)	(79.6)
Price indices (inflation measures)			
Consumer price index (urban) (1982-84 = 100)	156.9	160.5	2.3
Producer price index (finished goods) (1982 = 100)	131.3	131.8	0.4
GDP implicit price deflator (1992 = 100)	110.2	112.4	2.0

(1) *Small Business Share of Private, Nonfarm Gross Domestic Product* by Joel Popkin and Company (Office of Advocacy funded study) found small businesses (fewer than 500 employees) created 51 percent of the total nonfarm private output in 1992.

(2) Statistics of U.S. Businesses from the Bureau of the Census showed that in 1995, small firms (fewer than 500 employees) accounted for 27.8 percent of manufacturing sales, 55.9 percent of retail sales, 63.3 percent of wholesale sales, 47.0 percent of annual payroll, and 52.5 percent of total private sector employment.

(3) With inventory valuation adjustment and capital consumption adjustments.

Source: Office of Advocacy, U.S. Small Business Administration from the Council of Economic Advisers, Economic Indicators, March 1998.

**Table 1.2 Summary of U.S. Small Business Indicators
1996 - 1997**

Indicator	1996	1997	Percent Change
Number of Businesses (1)			
Employer Firms	6,190,907	6,330,117	2.2
Self-employment	10,488,000	10,507,000	0.2
Business Formation			
New Employer Firms	842,357	885,416	5.1
New Incorporations	786,482	798,917	1.6
Business Closures			
Bankruptcies	53,207	53,826	1.2
Failures	71,931	83,384	15.9
Terminations	849,839	857,073	0.9
Income (Millions of Current \$)			
Wage-and-Salary Income	3,623,409	3,871,336	6.8
Proprietors' Income	483,127	503,756	4.3
State Corporation Taxes	29,425	30,557	3.8
Private Sector Employment (in 000s) (2)			
Total	101,593	104,564	2.9
Small Business Estimate	--	54,982	--
Large Business Estimate	--	49,582	--

(1) These measures overlap when a self-employed individual has employees.

(2) December observation. Note that data from the Bureau of the Census showed that small firms (fewer than 500 employees) created 72.8 percent of the net new jobs from March 1994 to March 1995.

Sources: Office of Advocacy from data provided by the Employment and Training Administration, Bureau of Labor Statistics, Dun & Bradstreet Corporation, Administrative Office of the U.S. Courts, Bureau of Economic Analysis, and Bureau of the Census.

**Table 1.3 State Rankings of Indicators
1996 - 1997**

SBA Region/State	Number of Businesses		Business Turnover			Proprietors' Income
	Employer Firms	Self- Employment	New Firms	Terminations	Bankruptcies	
Region I						
Connecticut	31	50	23	42	46	4
Maine	4	40	3	39	6	47
Massachusetts	13	31	13	17	42	10
New Hampshire	14	4	2	6	1	40
Rhode Island	39	16	38	11	30	25
Vermont	34	19	19	40	8	41
Region II						
New Jersey	49	25	40	30	19	19
New York	46	17	30	7	37	22
Region III						
Delaware	3	46	29	1	45	32
District of Columbia	50	25	50	50	49	37
Maryland	12	7	1	51	9	44
Pennsylvania	43	8	5	32	27	30
Virginia	25	29	28	33	26	45
West Virginia	48	25	51	3	11	35
Region IV						
Alabama	37	5	41	26	10	39
Florida	21	23	7	5	16	34
Georgia	18	51	6	24	43	13
Kentucky	38	25	17	15	20	24
Mississippi	22	9	31	36	17	29
North Carolina	11	38	15	35	22	6
South Carolina	16	34	24	29	4	31
Tennessee	29	22	18	22	34	5
Region V						
Illinois	27	21	32	45	31	2
Indiana	32	47	26	20	44	23
Michigan	20	39	25	47	21	50
Minnesota	51	15	36	12	14	7
Ohio	30	24	44	37	40	33
Wisconsin	28	13	35	38	18	27
Region VI						
Arkansas	35	1	49	48	12	48
Louisiana	17	14	11	46	15	20
New Mexico	36	41	33	4	33	43
Oklahoma	33	32	21	25	32	49
Texas	23	30	27	27	29	12
Region VII						
Iowa	45	49	37	31	48	46
Kansas	26	33	10	23	35	42
Missouri	1	35	39	34	13	38
Nebraska	40	45	14	8	24	16

**Table 1.3 State Rankings of Indicators
1996 - 1997**

SBA Region/State	Number of Businesses		Business Turnover			Proprietors' Income
	Employer Firms	Self- Employment	New Firms	Terminations	Bankruptcies	
Region VIII						
Colorado	5	48	9	2	51	18
Montana	24	37	47	21	5	21
North Dakota	42	36	45	41	25	26
South Dakota	44	12	12	9	23	11
Utah	6	10	34	16	3	9
Wyoming	19	42	46	44	47	36
Region IX						
Arizona	10	2	43	43	38	8
California	7	20	8	13	39	15
Hawaii	47	3	48	18	28	51
Nevada	2	6	20	28	41	1
Region X						
Alaska	41	18	42	14	50	28
Idaho	9	43	16	19	7	14
Oregon	15	44	22	49	2	3
Washington	8	11	4	10	36	17

Note: States with the highest level of each indicator are ranked first.

Sources: Office of Advocacy from data provided by the Employment and Training Administration, Bureau of Labor Statistics, Administrative Office of the U.S. Courts, Bureau of Economic Analysis, and Bureau of the Census.

**Table 2.1 Number of Firms at the End of the Year by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	6,190,907	6,330,117	2.2	
Region I				
Connecticut	92,941	94,289	1.5	31
Maine	34,662	36,660	5.8	4
Massachusetts	158,096	162,792	3.0	13
New Hampshire	35,575	36,622	2.9	14
Rhode Island	30,816	31,155	1.1	39
Vermont	19,742	20,014	1.4	34
Region II				
New Jersey	214,648	212,820	(0.9)	49
New York	445,277	446,048	0.2	46
Region III				
Delaware	22,739	24,116	6.1	3
District of Columbia	23,409	23,050	(1.5)	50
Maryland	121,932	125,755	3.1	12
Pennsylvania	236,276	238,308	0.9	43
Virginia	149,916	152,460	1.7	25
West Virginia	38,253	37,970	(0.7)	48
Region IV				
Alabama	85,797	86,841	1.2	37
Florida	348,339	355,429	2.0	21
Georgia	169,367	173,643	2.5	18
Kentucky	78,044	78,958	1.2	38
Mississippi	49,916	50,852	1.9	22
North Carolina	154,759	159,745	3.2	11
South Carolina	80,353	82,673	2.9	16
Tennessee	106,644	108,263	1.5	29
Region V				
Illinois	266,358	270,471	1.5	27
Indiana	121,801	123,555	1.4	32
Michigan	204,323	208,598	2.1	20
Minnesota	124,514	121,688	(2.3)	51
Ohio	225,489	228,772	1.5	30
Wisconsin	116,965	118,766	1.5	28
Region VI				
Arkansas	57,808	58,526	1.2	35
Louisiana	88,027	90,539	2.9	17
New Mexico	39,969	40,462	1.2	36
Oklahoma	71,627	72,648	1.4	33
Texas	368,663	375,357	1.8	23
Region VII				

**Table 2.1 Number of Firms at the End of the Year by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	66,971	67,453	0.7	45
Kansas	64,074	65,155	1.7	26
Missouri	117,612	125,833	7.0	1
Nebraska	42,878	43,344	1.1	40
Region VIII				
Colorado	114,521	120,898	5.6	5
Montana	28,749	29,259	1.8	24
North Dakota	18,667	18,831	0.9	42
South Dakota	21,196	21,370	0.8	44
Utah	45,281	47,465	4.8	6
Wyoming	17,601	18,000	2.3	19
Region IX				
Arizona	93,837	97,009	3.4	10
California	800,091	837,802	4.7	7
Hawaii	26,974	26,881	(0.3)	47
Nevada	37,122	39,518	6.5	2
Region X				
Alaska	15,631	15,788	1.0	41
Idaho	34,626	36,003	4.0	9
Oregon	94,384	97,147	2.9	15
Washington	167,647	174,516	4.1	8

Notes: Calculated from new and successor firms, and business terminations. Firms represent a summation of establishments owned by a parent company within a state. This results in double counting firms at the U.S. level when a firm is in more than one state.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Labor, Employment and Training Administration.

**Table 2.2 Self-Employment by SBA Region and State
1996 - 1997 (Thousands)**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	10,488	10,507	0.2	
Region I	541	526	(2.8)	
Connecticut	125	108	(13.6)	50
Maine	75	71	(5.3)	40
Massachusetts	224	221	(1.3)	31
New Hampshire	54	61	13.0	4
Rhode Island	24	25	4.2	16
Vermont	39	40	2.6	19
Region II	698	713	2.1	
New Jersey	192	192	-	25
New York	506	521	3.0	17
Region III	869	913	5.1	
Delaware	21	19	(9.5)	46
District of Columbia	14	14	-	25
Maryland	174	190	9.2	7
Pennsylvania	408	440	7.8	8
Virginia	198	196	(1.0)	29
West Virginia	54	54	-	25
Region IV	1,780	1,747	(1.9)	
Alabama	151	167	10.6	5
Florida	453	458	1.1	23
Georgia	289	241	(16.6)	51
Kentucky	136	136	-	25
Mississippi	85	91	7.1	9
North Carolina	291	277	(4.8)	38
South Carolina	112	109	(2.7)	34
Tennessee	263	268	1.9	22
Region V	1,711	1,711	-	
Illinois	374	383	2.4	21
Indiana	203	183	(9.9)	47
Michigan	303	287	(5.3)	39
Minnesota	254	265	4.3	15
Ohio	358	361	0.8	24
Wisconsin	219	232	5.9	13
Region VI	1,350	1,356	0.4	
Arkansas	99	115	16.2	1
Louisiana	142	149	4.9	14
New Mexico	91	86	(5.5)	41
Oklahoma	164	161	(1.8)	32
Texas	854	845	(1.1)	30
Region VII	707	662	(6.4)	

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**Table 2.2 Self-Employment by SBA Region and State
1996 - 1997 (Thousands)**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	195	173	(11.3)	49
Kansas	137	134	(2.2)	33
Missouri	255	246	(3.5)	35
Nebraska	120	109	(9.2)	45
Region VIII	487	466	(4.3)	
Colorado	206	184	(10.7)	48
Montana	70	67	(4.3)	37
North Dakota	54	52	(3.7)	36
South Dakota	50	53	6.0	12
Utah	75	80	6.7	10
Wyoming	32	30	(6.3)	42
Region IX	1,794	1,866	4.0	
Arizona	142	164	15.5	2
California	1,549	1,587	2.5	20
Hawaii	52	59	13.5	3
Nevada	51	56	9.8	6
Region X	551	547	(0.7)	
Alaska	34	35	2.9	18
Idaho	73	68	(6.8)	43
Oregon	191	175	(8.4)	44
Washington	253	269	6.3	11

Notes: The self-employed include agricultural, and nonagricultural industries.
The self-employed are aged 16 and over whose primary occupation is self-employment.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Bureau of Labor Statistics.

**Table 3.1 Employer Firm Formation and Dissolution Rates by SBA Region and State
1997**

SBA Region/State	Firms at the Beginning of 1997	Rate of Employer Formations	New Firm Rank	Rate of Employer Terminations	Terminations Rank
U.S. Total	6,190,907	14.3		13.8	
Region I					
Connecticut	92,941	10.4	46	12.4	39
Maine	34,662	15.3	14	12.3	40
Massachusetts	158,096	11.2	39	9.8	49
New Hampshire	35,575	17.2	7	16.9	7
Rhode Island	30,816	10.9	40	12.8	31
Vermont	19,742	11.5	37	13.7	26
Region II					
New Jersey	214,648	12.5	26	12.1	41
New York	445,277	12.8	25	14.2	22
Region III					
Delaware	22,739	15.3	13	16.6	8
District of Columbia	23,409	13.8	20	15.0	16
Maryland	121,932	16.8	8	9.6	50
Pennsylvania	236,276	12.3	33	13.1	28
Virginia	149,916	14.2	18	14.9	17
West Virginia	38,253	7.9	51	15.7	13
Region IV					
Alabama	85,797	12.3	32	13.7	25
Florida	348,339	16.2	10	18.3	4
Georgia	169,367	17.7	6	14.9	18
Kentucky	78,044	12.1	34	12.9	29
Mississippi	49,916	12.4	28	14.0	23
North Carolina	154,759	14.9	16	14.6	20
South Carolina	80,353	13.7	21	13.6	27
Tennessee	106,644	15.2	15	15.7	12
Region V					
Illinois	266,358	10.5	44	10.7	45
Indiana	121,801	11.9	36	12.7	34
Michigan	204,323	12.1	35	9.5	51
Minnesota	124,514	10.8	42	10.1	46
Ohio	225,489	10.7	43	11.2	43
Wisconsin	116,965	10.8	41	11.4	42
Region VI					
Arkansas	57,808	10.4	45	9.8	47
Louisiana	88,027	12.4	29	12.8	32
New Mexico	39,969	12.4	27	17.4	5
Oklahoma	71,627	12.9	24	12.8	30
Texas	368,663	14.9	17	15.4	15
Region VII					

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**Table 3.1 Employer Firm Formation and Dissolution Rates by SBA Region and State
1997**

SBA Region/State	Firms at the Beginning of 1997	Rate of Employer Formations	New Firm Rank	Rate of Employer Terminations	Terminations Rank
Iowa	66,971	8.9	49	11.1	44
Kansas	64,074	11.3	38	12.7	35
Missouri	117,612	12.4	30	16.0	11
Nebraska	42,878	9.8	47	12.5	38
Region VIII					
Colorado	114,521	19.6	4	12.5	36
Montana	28,749	13.1	23	15.6	14
North Dakota	18,667	8.2	50	9.8	48
South Dakota	21,196	9.3	48	12.7	33
Utah	45,281	20.7	3	19.5	2
Wyoming	17,601	12.3	31	13.9	24
Region IX					
Arizona	93,837	14.0	19	16.1	10
California	800,091	19.2	5	14.7	19
Hawaii	26,974	13.4	22	14.6	21
Nevada	37,122	22.2	1	18.5	3
Region X					
Alaska	15,631	15.4	12	17.2	6
Idaho	34,626	15.9	11	16.5	9
Oregon	94,384	16.2	9	12.5	37
Washington	167,647	21.3	2	21.1	1

Note: A termination is a business that ceases to exist. A buyout or merger would create a termination and a successor firm. Successor firms are not listed.

Sources: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Employment and Training Administration.

**Table 3.2 Regional Measures of Business Formation
1996 - 1997**

SBA Regions	New Employer Firms			New Business Incorporations		
	1996	1997	Percent Change	1996	1997	Percent Change
U.S. Total	842,357	885,416	5.1	786,482	798,917	1.6
Region I	41,116	44,399	8.0	27,071	25,492	(5.8)
Region II	84,086	83,965	(0.1)	109,283	108,746	(0.5)
Region III	72,043	80,414	11.6	112,287	113,385	1.0
Region IV	150,918	162,752	7.8	185,744	193,360	4.1
Region V	118,829	117,535	(1.1)	122,527	120,805	(1.4)
Region VI	85,440	85,855	0.5	67,726	68,525	1.2
Region VII	31,415	31,942	1.7	22,963	23,338	1.6
Region VIII	39,762	41,266	3.8	29,843	30,830	3.3
Region IX	164,681	178,428	8.3	83,210	89,108	7.1
Region X	54,067	58,860	8.9	25,828	25,328	(1.9)

Note: Firms represent a summation of establishments owned by a parent company within a state. This results an over count of new firms at the U.S. level when an existing firm enters a new state. Statistics of U.S. Business from the Bureau of the Census found in 1995 that their was 594,369 new firms indicating that the overcount is about 225,000.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Employment and Training Administration and Dun & Bradstreet Corporation.

**Table 3.3 New Employer Firms by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	842,357	885,416	5.1	
Region I	41,116	44,399	8.0	
Connecticut	9,457	9,628	1.8	23
Maine	4,461	5,297	18.7	3
Massachusetts	16,635	17,708	6.5	13
New Hampshire	4,961	6,135	23.7	2
Rhode Island	3,416	3,367	(1.4)	38
Vermont	2,186	2,264	3.6	19
Region II	84,086	83,965	(0.1)	
New Jersey	27,315	26,837	(1.7)	40
New York	56,771	57,128	0.6	30
Region III	72,043	80,414	11.6	
Delaware	3,461	3,483	0.6	29
District of Columbia	4,087	3,225	(21.1)	50
Maryland	13,895	20,501	47.5	1
Pennsylvania	25,433	28,945	13.8	5
Virginia	20,960	21,231	1.3	28
West Virginia	4,207	3,029	(28.0)	51
Region IV	150,918	162,752	7.8	
Alabama	10,965	10,523	(4.0)	41
Florida	49,870	56,283	12.9	7
Georgia	26,440	29,984	13.4	6
Kentucky	9,133	9,471	3.7	17
Mississippi	6,180	6,185	0.1	31
North Carolina	21,857	23,084	5.6	15
South Carolina	10,856	11,040	1.7	24
Tennessee	15,617	16,182	3.6	18
Region V	118,829	117,535	(1.1)	
Illinois	28,064	28,009	(0.2)	32
Indiana	14,260	14,471	1.5	26
Michigan	24,387	24,795	1.7	25
Minnesota	13,557	13,469	(0.6)	36
Ohio	25,795	24,102	(6.6)	44
Wisconsin	12,766	12,689	(0.6)	35
Region VI	85,440	85,855	0.5	
Arkansas	7,344	5,998	(18.3)	49
Louisiana	10,087	10,897	8.0	11
New Mexico	4,975	4,959	(0.3)	33
Oklahoma	9,003	9,213	2.3	21
Texas	54,031	54,788	1.4	27
Region VII	31,415	31,942	1.7	

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**Table 3.3 New Employer Firms by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	6,014	5,971	(0.7)	37
Kansas	6,693	7,243	8.2	10
Missouri	14,763	14,540	(1.5)	39
Nebraska	3,945	4,188	6.2	14
Region VIII	39,762	41,266	3.8	
Colorado	20,317	22,463	10.6	9
Montana	4,144	3,764	(9.2)	47
North Dakota	1,668	1,526	(8.5)	45
South Dakota	1,835	1,961	6.9	12
Utah	9,433	9,391	(0.4)	34
Wyoming	2,365	2,161	(8.6)	46
Region IX	164,681	178,428	8.3	
Arizona	13,920	13,135	(5.6)	43
California	138,726	153,412	10.6	8
Hawaii	3,992	3,622	(9.3)	48
Nevada	8,043	8,259	2.7	20
Region X	54,067	58,860	8.9	
Alaska	2,535	2,401	(5.3)	42
Idaho	5,242	5,502	5.0	16
Oregon	14,995	15,275	1.9	22
Washington	31,295	35,682	14.0	4

Note: Firms represent a summation of establishments owned by a parent company within a state. This results an over count of new firms at the U.S. level when an existing firm enters a new state. Statistics of U.S. Business from the Bureau of the Census found in 1995 that their was 594,369 new firms indicating that the overcount is about 225,000.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Employment and Training Administration.

**Table 3.4 New Business Incorporations by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	786,482	798,917	1.6	
Region I	27,071	25,492	(5.8)	
Connecticut	4,126	3,375	(18.2)	51
Maine	2,873	2,823	(1.7)	30
Massachusetts	12,808	12,437	(2.9)	36
New Hampshire	3,070	2,791	(9.1)	48
Rhode Island	2,619	2,649	1.1	18
Vermont	1,575	1,417	(10.0)	49
Region II	109,283	108,746	(0.5)	
New Jersey	35,417	34,349	(3.0)	37
New York	73,866	74,397	0.7	22
Region III	112,287	113,385	1.0	
Delaware	51,272	52,184	1.8	16
District of Columbia	1,497	1,462	(2.3)	34
Maryland	18,632	18,066	(3.0)	38
Pennsylvania	19,459	20,900	7.4	7
Virginia	19,047	18,704	(1.8)	31
West Virginia	2,380	2,069	(13.1)	50
Region IV	185,744	193,360	4.1	
Alabama	7,686	7,742	0.7	21
Florida	104,113	108,268	4.0	13
Georgia	26,902	29,321	9.0	6
Kentucky	8,060	8,397	4.2	12
Mississippi	5,288	4,910	(7.1)	46
North Carolina	17,861	19,078	6.8	9
South Carolina	8,049	8,149	1.2	17
Tennessee	7,785	7,495	(3.7)	42
Region V	122,527	120,805	(1.4)	
Illinois	36,210	36,090	(0.3)	28
Indiana	12,620	12,734	0.9	19
Michigan	31,994	31,260	(2.3)	33
Minnesota	12,639	12,655	0.1	26
Ohio	20,517	20,105	(2.0)	32
Wisconsin	8,547	7,961	(6.9)	45
Region VI	67,726	68,525	1.2	
Arkansas	6,010	6,994	16.4	2
Louisiana	11,531	11,152	(3.3)	39
New Mexico	3,042	2,919	(4.0)	43
Oklahoma	8,105	8,162	0.7	23
Texas	39,038	39,298	0.7	24
Region VII	22,963	23,338	1.6	

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**Table 3.4 New Business Incorporations by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	4,589	4,695	2.3	14
Kansas	4,376	4,847	10.8	5
Missouri	10,545	10,273	(2.6)	35
Nebraska	3,453	3,523	2.0	15
Region VIII	29,843	30,830	3.3	
Colorado	16,749	15,670	(6.4)	44
Montana	2,325	3,219	38.5	1
North Dakota	925	933	0.9	20
South Dakota	1,382	1,440	4.2	11
Utah	6,295	7,301	16.0	4
Wyoming	2,167	2,267	4.6	10
Region IX	83,210	89,108	7.1	
Arizona	12,153	11,262	(7.3)	47
California	44,043	47,055	6.8	8
Hawaii	3,792	3,792	-	27
Nevada	23,222	26,999	16.3	3
Region X	25,828	25,328	(1.9)	
Alaska	1,103	1,063	(3.6)	41
Idaho	2,504	2,489	(0.6)	29
Oregon	9,267	9,289	0.2	25
Washington	12,954	12,487	(3.6)	40

Note: Represents companies becoming corporations as new companies or the legal organization conversion of existing sole proprietors, or partnerships.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by Dun & Bradstreet.

**Table 3.5 Regional Measures of Business Dissolution
1996 - 1997**

SBA Regions	Terminations			Bankruptcies			Failures		
	1996	1997	Percent Change	1996	1997	Percent Change	1996	1997	Percent Change
U.S. Total	849,839	857,073	0.9	53,207	53,826	1.2	71,931	83,384	15.9
Region I	43,441	43,886	1.0	1,953	2,011	3.0	3,064	3,445	12.4
Region II	81,538	89,375	9.6	4,330	4,265	(1.5)	7,406	7,695	3.9
Region III	86,857	78,244	(9.9)	5,363	5,600	4.4	6,071	5,926	(2.4)
Region IV	156,726	168,028	7.2	7,357	7,560	2.8	8,090	8,275	2.3
Region V	127,283	114,671	(9.9)	8,099	8,274	2.2	8,787	11,404	29.8
Region VI	91,839	89,955	(2.1)	6,353	6,432	1.2	9,318	10,930	17.3
Region VII	39,237	39,684	1.1	1,932	1,931	(0.1)	3,005	3,724	23.9
Region VIII	30,851	34,585	12.1	1,763	1,697	(3.7)	3,173	4,408	38.9
Region IX	135,591	143,102	5.5	13,244	12,569	(5.1)	18,760	22,560	20.3
Region X	56,476	55,543	(1.7)	2,813	3,487	24.0	4,257	5,017	17.9

Sources: Bankruptcies adapted by the Office of Advocacy, U.S. Small Business Administration, from the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division.

Failures adapted by the Office of Advocacy, U.S. Small Business Administration, from the Dun & Bradstreet Corporation, various press releases.

Terminations adapted by the Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Employment and Training Administration.

**Table 3.6 Business Terminations by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	849,839	857,073	0.9	
Region I	43,441	43,886	1.0	
Connecticut	12,598	11,481	(8.9)	42
Maine	4,529	4,263	(5.9)	39
Massachusetts	14,702	15,479	5.3	17
New Hampshire	5,141	6,025	17.2	6
Rhode Island	3,595	3,941	9.6	11
Vermont	2,876	2,697	(6.2)	40
Region II	81,538	89,375	9.6	
New Jersey	25,898	26,054	0.6	30
New York	55,640	63,321	13.8	7
Region III	86,857	78,244	(9.9)	
Delaware	2,528	3,786	49.8	1
District of Columbia	5,695	3,519	(38.2)	50
Maryland	20,147	11,666	(42.1)	51
Pennsylvania	31,180	30,967	(0.7)	32
Virginia	22,558	22,317	(1.1)	33
West Virginia	4,749	5,989	26.1	3
Region IV	156,726	168,028	7.2	
Alabama	11,458	11,741	2.5	26
Florida	54,191	63,768	17.7	5
Georgia	24,441	25,187	3.1	24
Kentucky	9,359	10,068	7.6	15
Mississippi	7,159	6,989	(2.4)	36
North Carolina	23,112	22,657	(2.0)	35
South Carolina	10,815	10,891	0.7	29
Tennessee	16,191	16,727	3.3	22
Region V	127,283	114,671	(9.9)	
Illinois	34,400	28,596	(16.9)	45
Indiana	14,838	15,434	4.0	20
Michigan	26,059	19,368	(25.7)	47
Minnesota	11,532	12,616	9.4	12
Ohio	26,330	25,276	(4.0)	37
Wisconsin	14,124	13,381	(5.3)	38
Region VI	91,839	89,955	(2.1)	
Arkansas	7,719	5,691	(26.3)	48
Louisiana	13,634	11,242	(17.5)	46
New Mexico	5,838	6,960	19.2	4
Oklahoma	8,897	9,161	3.0	25
Texas	55,751	56,901	2.1	27
Region VII	39,237	39,684	1.1	

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**Table 3.6 Business Terminations by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	7,507	7,465	(0.6)	31
Kansas	7,860	8,116	3.3	23
Missouri	19,067	18,760	(1.6)	34
Nebraska	4,803	5,343	11.2	8
Region VIII	30,851	34,585	12.1	
Colorado	10,953	14,305	30.6	2
Montana	4,324	4,481	3.6	21
North Dakota	1,968	1,831	(7.0)	41
South Dakota	2,433	2,696	10.8	9
Utah	8,243	8,824	7.0	16
Wyoming	2,930	2,448	(16.5)	44
Region IX	135,591	143,102	5.5	
Arizona	17,157	15,077	(12.1)	43
California	107,936	117,222	8.6	13
Hawaii	3,746	3,933	5.0	18
Nevada	6,752	6,870	1.7	28
Region X	56,476	55,543	(1.7)	
Alaska	2,492	2,691	8.0	14
Idaho	5,431	5,696	4.9	19
Oregon	16,569	11,762	(29.0)	49
Washington	31,984	35,394	10.7	10

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Employment and Training Administration.

**Table 3.7 Business Bankruptcies by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	53,207	53,826	1.2	
Region I	1,953	2,011	3.0	
Connecticut	230	205	(10.9)	46
Maine	267	310	16.1	6
Massachusetts	1,041	965	(7.3)	42
New Hampshire	92	187	103.3	1
Rhode Island	181	180	(0.6)	30
Vermont	142	164	15.5	8
Region II	4,330	4,265	(1.5)	
New Jersey	1,067	1,112	4.2	19
New York	3,263	3,153	(3.4)	37
Region III	5,363	5,600	4.4	
Delaware	239	214	(10.5)	45
District of Columbia	119	100	(16.0)	49
Maryland	1,468	1,678	14.3	9
Pennsylvania	1,870	1,885	0.8	27
Virginia	1,342	1,356	1.0	26
West Virginia	325	367	12.9	11
Region IV	7,357	7,560	2.8	
Alabama	772	876	13.5	10
Florida	2,026	2,162	6.7	16
Georgia	1,801	1,642	(8.8)	43
Kentucky	431	449	4.2	20
Mississippi	281	299	6.4	17
North Carolina	703	720	2.4	22
South Carolina	258	346	34.1	4
Tennessee	1,085	1,066	(1.8)	34
Region V	8,099	8,274	2.2	
Illinois	1,806	1,788	(1.0)	31
Indiana	756	683	(9.7)	44
Michigan	1,072	1,106	3.2	21
Minnesota	2,250	2,478	10.1	14
Ohio	1,065	1,006	(5.5)	40
Wisconsin	1,150	1,213	5.5	18
Region VI	6,353	6,432	1.2	
Arkansas	486	539	10.9	12
Louisiana	621	674	8.5	15
New Mexico	390	384	(1.5)	33
Oklahoma	1,388	1,369	(1.4)	32
Texas	3,468	3,466	(0.1)	29
Region VII	1,932	1,931	(0.1)	

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**Table 3.7 Business Bankruptcies by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	574	505	(12.0)	48
Kansas	420	412	(1.9)	35
Missouri	663	733	10.6	13
Nebraska	275	281	2.2	24
Region VIII	1,763	1,697	(3.7)	
Colorado	779	518	(33.5)	51
Montana	219	278	26.9	5
North Dakota	152	155	2.0	25
South Dakota	216	221	2.3	23
Utah	294	434	47.6	3
Wyoming	103	91	(11.7)	47
Region IX	13,244	12,569	(5.1)	
Arizona	880	846	(3.9)	38
California	11,748	11,137	(5.2)	39
Hawaii	187	187	-	28
Nevada	429	399	(7.0)	41
Region X	2,813	3,487	24.0	
Alaska	183	147	(19.7)	50
Idaho	460	532	15.7	7
Oregon	751	1,434	90.9	2
Washington	1,419	1,374	(3.2)	36

Note: Business bankruptcy is the legal recognition that a company is insolvent (i.e., not able to satisfy creditors or discharge liabilities); the company must restructure or completely liquidate. A business bankruptcy culminates with the filing of a bankruptcy petition under Chapter 7, 11 or 12 of the federal bankruptcy laws.

Source: Office of Advocacy, U.S. Small Business Administration, from the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division.

**Table 3.8 Business Failures by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	71,931	83,384	15.9	
Region I	3,064	3,445	12.4	
Connecticut	536	635	18.5	24
Maine	299	395	32.1	14
Massachusetts	1,612	1,667	3.4	38
New Hampshire	375	417	11.2	28
Rhode Island	134	183	36.6	11
Vermont	108	148	37.0	9
Region II	7,406	7,695	3.9	
New Jersey	2,460	2,641	7.4	34
New York	4,946	5,054	2.2	39
Region III	6,071	5,926	(2.4)	
Delaware	49	33	(32.7)	51
District of Columbia	121	93	(23.1)	50
Maryland	1,621	1,480	(8.7)	45
Pennsylvania	2,922	3,124	6.9	35
Virginia	1,058	877	(17.1)	48
West Virginia	300	319	6.3	36
Region IV	8,090	8,275	2.3	
Alabama	542	635	17.2	25
Florida	2,676	2,583	(3.5)	43
Georgia	1,306	1,181	(9.6)	46
Kentucky	642	568	(11.5)	47
Mississippi	183	147	(19.7)	49
North Carolina	1,038	1,031	(0.7)	41
South Carolina	372	413	11.0	30
Tennessee	1,331	1,717	29.0	16
Region V	8,787	11,404	29.8	
Illinois	2,568	3,407	32.7	13
Indiana	850	852	0.2	40
Michigan	1,559	1,934	24.1	18
Minnesota	596	1,183	98.5	1
Ohio	2,280	2,823	23.8	19
Wisconsin	934	1,205	29.0	15
Region VI	9,318	10,930	17.3	
Arkansas	1,005	1,117	11.1	29
Louisiana	272	300	10.3	33
New Mexico	423	645	52.5	6
Oklahoma	1,560	1,546	(0.9)	42
Texas	6,058	7,322	20.9	21
Region VII	3,005	3,724	23.9	

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**Table 3.8 Business Failures by SBA Region and State
1996 - 1997**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	458	506	10.5	31
Kansas	1,095	1,249	14.1	26
Missouri	1,060	1,490	40.6	8
Nebraska	392	479	22.2	20
Region VIII	3,173	4,408	38.9	
Colorado	2,254	3,082	36.7	10
Montana	179	189	5.6	37
North Dakota	81	138	70.4	3
South Dakota	159	281	76.7	2
Utah	378	581	53.7	5
Wyoming	122	137	12.3	27
Region IX	18,760	22,560	20.3	
Arizona	1,010	1,207	19.5	22
California	16,879	20,089	19.0	23
Hawaii	395	630	59.5	4
Nevada	476	634	33.2	12
Region X	4,257	5,017	17.9	
Alaska	184	177	(3.8)	44
Idaho	539	677	25.6	17
Oregon	839	1,186	41.4	7
Washington	2,695	2,977	10.5	32

Note: A business failure is an enterprise that ceases operation with a loss to one or more creditors.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the Dun & Bradstreet Corporation.

**Table 4.1 Regional Measures of Income
1996 - 1997 (Millions of Dollars)**

SBA Regions	Nonfarm Proprietors' Income			State Corporation Taxes Collected		
	1996	1997	Percent Change	1996	1997	Percent Change
U.S. Total	483,127.0	503,756.3	4.3	29,425.4	30,557.1	3.8
Region I	27,959.3	29,314.3	4.8	2,251.8	2,183.8	(3.0)
Region II	58,032.5	60,462.5	4.2	3,885.1	4,306.1	10.8
Region III	44,296.8	45,579.3	2.9	2,800.3	2,768.2	(1.1)
Region IV	66,445.5	69,254.8	4.2	4,155.1	4,293.1	3.3
Region V	71,259.3	74,342.0	4.3	6,795.3	7,012.5	3.2
Region VI	67,434.0	70,402.0	4.4	883.5	1,004.5	13.7
Region VII	19,550.0	20,127.5	3.0	959.6	1,060.5	10.5
Region VIII	16,477.8	17,224.8	4.5	570.6	602.7	5.6
Region IX	89,926.8	94,220.0	4.8	6,344.7	6,472.1	2.0
Region X	21,745.3	22,829.3	5.0	779.5	853.7	9.5

Source: Office of Advocacy, U.S. Small Business Administration, from data prepared by the U.S. Department of Commerce, Bureau of Economic Analysis, Regional Economic Measurement Division.

**Table 4.2 Nonfarm Proprietors' Income by SBA Region and State
1996 - 1997 (Millions of Dollars)**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	483,127	503,756	4.3	
Region I	27,959	29,314	4.8	
Connecticut	8,263	8,747	5.9	4
Maine	2,018	2,060	2.1	47
Massachusetts	12,846	13,531	5.3	10
New Hampshire	2,329	2,393	2.7	40
Rhode Island	1,446	1,497	3.6	25
Vermont	1,058	1,086	2.6	41
Region II	58,033	60,463	4.2	
New Jersey	15,672	16,358	4.4	19
New York	42,361	44,105	4.1	22
Region III	44,297	45,579	2.9	
Delaware	1,843	1,901	3.1	32
District of Columbia	2,165	2,229	2.9	37
Maryland	7,420	7,604	2.5	44
Pennsylvania	22,579	23,295	3.2	30
Virginia	8,174	8,371	2.4	45
West Virginia	2,116	2,180	3.0	35
Region IV	66,446	69,255	4.2	
Alabama	5,285	5,438	2.9	39
Florida	17,940	18,498	3.1	34
Georgia	11,227	11,773	4.9	13
Kentucky	4,717	4,898	3.9	24
Mississippi	3,251	3,360	3.4	29
North Carolina	10,208	10,780	5.6	6
South Carolina	3,820	3,941	3.2	31
Tennessee	9,999	10,567	5.7	5
Region V	71,259	74,342	4.3	
Illinois	22,390	23,819	6.4	2
Indiana	8,300	8,624	3.9	23
Michigan	10,932	11,139	1.9	50
Minnesota	7,261	7,666	5.6	7
Ohio	15,701	16,194	3.1	33
Wisconsin	6,676	6,900	3.4	27
Region VI	67,434	70,402	4.4	
Arkansas	3,492	3,565	2.1	48
Louisiana	6,320	6,595	4.4	20
New Mexico	2,196	2,251	2.5	43
Oklahoma	5,664	5,777	2.0	49
Texas	49,763	52,215	4.9	12
Region VII	19,550	20,128	3.0	

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**Table 4.2 Nonfarm Proprietors' Income by SBA Region and State
1996 - 1997 (Millions of Dollars)**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	4,329	4,429	2.3	46
Kansas	4,320	4,432	2.6	42
Missouri	8,099	8,334	2.9	38
Nebraska	2,803	2,933	4.7	16
Region VIII	16,478	17,225	4.5	
Colorado	8,446	8,824	4.5	18
Montana	1,662	1,733	4.2	21
North Dakota	1,061	1,099	3.6	26
South Dakota	1,512	1,591	5.2	11
Utah	2,849	3,004	5.4	9
Wyoming	947	975	2.9	36
Region IX	89,927	94,220	4.8	
Arizona	6,214	6,559	5.5	8
California	77,899	81,618	4.8	15
Hawaii	2,464	2,478	0.6	51
Nevada	3,350	3,566	6.4	1
Region X	21,745	22,829	5.0	
Alaska	1,316	1,361	3.4	28
Idaho	2,564	2,687	4.8	14
Oregon	6,516	6,911	6.1	3
Washington	11,350	11,871	4.6	17

Source: Office of Advocacy, U.S. Small Business Administration, from data prepared by the U.S. Department of Commerce, Bureau of Economic Analysis, Regional Economic Measurement Division.

**Table 4.3 State Corporation Taxes Collected by SBA Region and State
1996 - 1997 (thousands of dollars)**

SBA Region/State	1996		1997			1996 - 1997		
	Total Taxes	Corporate Taxes	Total Taxes	Corporate Taxes	Corporate / Total	Rank	Corporate Change	Rank
State Totals	418,606,087	29,425,386	443,493,281	30,557,122	6.9		3.8	
Region I	25,407,431	2,251,755	26,928,764	2,183,815				
Connecticut	7,830,181	641,389	8,145,787	530,430	6.5	23	(17.3)	50
Maine	1,896,564	71,062	2,019,491	97,146	4.8	35	36.7	1
Massachusetts	12,453,370	1,227,861	13,305,431	1,213,326	9.1	8	(1.2)	42
New Hampshire	837,092	179,652	914,847	208,388	22.8	1	16.0	9
Rhode Island	1,549,195	86,973	1,644,047	89,198	5.4	31	2.6	27
Vermont	841,029	44,818	899,161	45,327	5.0	34	1.1	31
Region II	48,534,936	3,885,105	49,279,401	4,306,073				
New Jersey	14,384,897	1,155,270	14,414,778	1,263,979	8.8	10	9.4	16
New York	34,150,039	2,729,835	34,864,623	3,042,094	8.7	11	11.4	12
Region III	40,251,358	2,800,340	42,258,634	2,768,152				
Delaware	1,688,349	166,021	1,743,234	172,562	9.9	5	3.9	23
District of Columbia	NA	NA	NA	NA	--	--	--	--
Maryland	8,166,692	330,553	8,604,406	343,499	4.0	45	3.9	24
Pennsylvania	18,725,016	1,705,813	19,377,456	1,575,707	8.1	13	(7.6)	46
Virginia	8,900,413	362,830	9,627,591	425,154	4.4	40	17.2	7
West Virginia	2,770,888	235,123	2,905,947	251,230	8.6	12	6.9	20
Region IV	68,781,109	4,155,054	72,928,448	4,293,072				
Alabama	5,257,771	217,616	5,484,161	226,616	4.1	44	4.1	22
Florida	19,699,256	1,007,556	21,080,121	1,232,731	5.8	28	22.3	5
Georgia	10,292,371	719,400	10,897,538	726,321	6.7	22	1.0	33
Kentucky	6,489,256	284,733	6,818,992	292,753	4.3	42	2.8	26
Mississippi	3,862,541	201,742	4,016,548	225,924	5.6	29	12.0	11
North Carolina	11,882,318	939,278	12,633,319	869,717	6.9	19	(7.4)	45
South Carolina	5,113,034	250,867	5,381,412	239,350	4.4	39	(4.6)	44
Tennessee	6,184,562	533,862	6,616,357	479,660	7.2	15	(10.2)	49
Region V	80,164,885	6,795,256	85,801,938	7,012,521				
Illinois	17,277,319	1,621,276	18,544,570	1,803,931	9.7	6	11.3	13
Indiana	8,437,031	894,403	9,100,842	904,265	9.9	4	1.1	32
Michigan	19,128,687	2,189,742	20,325,851	2,228,753	11.0	3	1.8	28
Minnesota	10,055,523	703,089	11,223,269	699,234	6.2	25	(0.5)	41
Ohio	15,649,492	807,435	16,420,636	737,363	4.5	38	(8.7)	47
Wisconsin	9,616,833	579,311	10,186,770	638,975	6.3	24	10.3	14
Region VI	37,552,514	883,480	40,610,233	1,004,514				
Arkansas	3,708,744	228,801	3,776,577	229,982	6.1	26	0.5	34
Louisiana	4,906,283	327,543	5,646,253	380,155	6.7	21	16.1	8
New Mexico	3,060,637	163,402	3,102,174	173,205	5.6	30	6.0	21
Oklahoma	4,617,778	163,734	5,060,601	221,172	4.4	41	35.1	2
Texas	21,259,072	-	23,024,628	-	-	47	-	36

**Table 4.3 State Corporation Taxes Collected by SBA Region and State
1996 - 1997 (thousands of dollars)**

SBA Region/State	1996		1997			1996 - 1997		
	Total Taxes	Corporate Taxes	Total Taxes	Corporate Taxes	Corporate / Total	Rank	Corporate Change	Rank
Region VII	18,088,882	959,632	19,280,257	1,060,504				
Iowa	4,440,540	202,929	4,686,396	221,041	4.7	37	8.9	18
Kansas	3,978,761	254,873	4,229,721	291,080	6.9	20	14.2	10
Missouri	7,300,119	375,029	7,815,966	411,045	5.3	33	9.6	15
Nebraska	2,369,462	126,801	2,548,174	137,338	5.4	32	8.3	19
Region VIII	11,332,083	570,641	12,054,598	602,672				
Colorado	4,820,163	205,700	5,289,824	224,275	4.2	43	9.0	17
Montana	1,256,416	75,762	1,259,226	88,871	7.1	17	17.3	6
North Dakota	985,327	74,299	1,064,010	75,223	7.1	16	1.2	30
South Dakota	730,251	38,099	768,491	36,888	4.8	36	(3.2)	43
Utah	2,913,960	176,781	3,010,697	177,415	5.9	27	0.4	35
Wyoming	625,966	-	662,350	-	-	47	-	36
Region IX	70,114,613	6,344,659	74,622,794	6,472,112				
Arizona	6,409,395	448,040	6,833,806	600,890	8.8	9	34.1	3
California	57,746,664	5,831,072	61,666,886	5,803,652	9.4	7	(0.5)	40
Hawaii	3,069,300	65,547	3,087,946	67,570	2.2	46	3.1	25
Nevada	2,889,254	-	3,034,156	-	-	47	-	36
Region X	18,378,276	779,464	19,728,214	853,687				
Alaska	1,519,082	326,270	1,619,110	331,337	20.5	2	1.6	29
Idaho	1,857,006	152,735	1,960,505	138,277	7.1	18	(9.5)	48
Oregon	4,415,725	300,459	4,946,303	384,073	7.8	14	27.8	4
Washington	10,586,463	-	11,202,296	-	-	47	-	36

Note: The state totals excludes the District of Columbia.

Sources: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Commerce, Bureau of the Census.

**Table 4.4 Wage-and-Salary Income by SBA Region and State
1996 - 1997 (Millions of Dollars)**

SBA Region/State	1996	1997	Percent Change	Rank
U.S. Total	3,623,409	3,871,336	6.8	
Region I	213,273	229,882	7.8	
Connecticut	59,337	64,259	8.3	8
Maine	13,432	14,239	6.0	30
Massachusetts	105,677	114,254	8.1	9
New Hampshire	15,449	16,734	8.3	7
Rhode Island	12,415	13,151	5.9	31
Vermont	6,963	7,247	4.1	47
Region II	431,858	460,831	6.7	
New Jersey	132,501	140,747	6.2	25
New York	299,357	320,084	6.9	20
Region III	382,728	405,524	6.0	
Delaware	11,929	12,897	8.1	10
District of Columbia	29,448	30,305	2.9	49
Maryland	70,667	75,737	7.2	16
Pennsylvania	157,228	165,518	5.3	37
Virginia	96,563	103,608	7.3	14
West Virginia	16,893	17,460	3.4	48
Region IV	595,779	635,309	6.6	
Alabama	48,185	50,490	4.8	44
Florida	171,163	182,170	6.4	22
Georgia	101,801	109,720	7.8	11
Kentucky	42,910	45,684	6.5	21
Mississippi	25,153	26,489	5.3	35
North Carolina	96,083	103,383	7.6	12
South Carolina	42,695	45,330	6.2	28
Tennessee	67,790	72,046	6.3	24
Region V	691,889	732,265	5.8	
Illinois	182,879	194,539	6.4	23
Indiana	76,212	80,046	5.0	41
Michigan	139,438	147,199	5.6	32
Minnesota	72,179	76,643	6.2	27
Ohio	152,092	160,524	5.5	33
Wisconsin	69,089	73,314	6.1	29
Region VI	365,237	394,784	8.1	
Arkansas	25,121	26,435	5.2	39
Louisiana	46,122	48,991	6.2	26
New Mexico	17,830	18,621	4.4	46
Oklahoma	33,602	35,388	5.3	34
Texas	242,562	265,350	9.4	2
Region VII	156,884	167,317	6.7	

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**Table 4.4 Wage-and-Salary Income by SBA Region and State
1996 - 1997 (Millions of Dollars)**

SBA Region/State	1996	1997	Percent Change	Rank
Iowa	33,825	35,565	5.1	40
Kansas	32,030	34,269	7.0	19
Missouri	70,153	75,147	7.1	17
Nebraska	20,876	22,337	7.0	18
Region VIII	109,730	118,191	7.7	
Colorado	57,086	62,108	8.8	4
Montana	8,142	8,506	4.5	45
North Dakota	6,934	7,301	5.3	36
South Dakota	7,532	7,899	4.9	42
Utah	24,653	26,734	8.4	6
Wyoming	5,383	5,644	4.8	43
Region IX	535,700	574,487	7.2	
Arizona	52,870	57,620	9.0	3
California	440,619	472,326	7.2	15
Hawaii	16,941	17,398	2.7	50
Nevada	25,270	27,144	7.4	13
Region X	140,334	152,747	8.8	
Alaska	9,503	9,567	0.7	51
Idaho	12,403	13,055	5.3	38
Oregon	41,461	44,987	8.5	5
Washington	76,969	85,138	10.6	1

Source: Office of Advocacy, U.S. Small Business Administration, from data prepared by the U.S. Department of Commerce, Bureau of Economic Analysis, Regional Economic Marketing Division.

**Table 5.1 Estimated Employment in Small and Large Businesses by Major Industry
December 1997 (Thousands of Jobs)**

Industry	Total		Small Business		Large Business	
	Employment	Percent of Total	Employment	Percent Small	Employment	Percent Large
Total, All Industries	104,564.0	100.0	54,982.3	52.5	49,581.7	47.5
Agriculture Services	626.5	0.6	557.0	88.9	69.5	11.1
Mining	572.0	0.5	221.6	38.7	350.4	61.3
Construction	5,640.0	5.4	5,036.9	89.3	603.1	10.7
Manufacturing	18,698.0	17.9	7,197.4	38.5	11,500.6	61.5
Trans., Comm., & Pub. Util.	6,555.0	6.3	2,381.4	36.3	4,173.6	63.7
Wholesale Trade	6,748.0	6.5	4,524.1	67.0	2,223.9	33.0
Retail Trade	23,109.0	22.1	12,016.2	52.0	11,092.8	48.0
Fin., Ins., & Real Estate	7,131.0	6.8	3,065.5	43.0	4,065.5	57.0
Services	35,484.5	33.9	19,982.1	56.3	15,502.4	43.7

Note: U.S. Department of Labor, Bureau of Labor Statistics (BLS) data can not measure net job creation by firm size, as they do not track firms over time. However, using current data provided by BLS and the most recent percentages of small (fewer than 500 employees) and large business employment from the Bureau of the Census, this table estimates current employment in small and large businesses by major industry.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Labor, Bureau of Labor Statistics and U.S. Department of Commerce, Bureau of the Census.

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
1	Total private	101,593.0	104,564.0	2,971.0	2.9	
	Major Industries					
700	Agricultural services	587.3	626.5	39.2	6.7	Small
1000	Mining	570.0	572.0	2.0	0.4	Large
1500	Construction	5,420.0	5,640.0	220.0	4.1	Small
2000	Manufacturing	18,469.0	18,698.0	229.0	1.2	Large
4000	Transportation and public utilities	6,365.0	6,555.0	190.0	3.0	Large
5000	Wholesale trade	6,560.0	6,748.0	188.0	2.9	Small
5200	Retail trade	22,541.0	23,109.0	568.0	2.5	Indeter.
6000	Finance, insurance, and real estate	6,942.0	7,131.0	189.0	2.7	Indeter.
7000	Services	34,138.7	35,484.5	1,345.8	3.9	Indeter.
	Specific Industries					
740	Veterinary services	176.3	184.1	7.8	4.4	Indeter.
780	Landscape and horticultural services	362.4	392.8	30.4	8.4	Small
1000	Metal mining	53.9	52.0	(1.9)	(3.5)	Large
1010	Iron ores	8.5	8.3	(0.2)	(2.4)	Large
1020	Copper ores	16.3	16.4	0.1	0.6	Large
1200	Coal mining	93.6	90.1	(3.5)	(3.7)	Large
1220	Bituminous coal and lignite mining	87.0	84.5	(2.5)	(2.9)	Large
1300	Oil and gas extraction	317.7	324.9	7.2	2.3	Large
1310	Crude petroleum and natural gas	138.3	130.8	(7.5)	(5.4)	Large
1380	Oil and gas field services	175.4	190.0	14.6	8.3	Indeter.
1400	Nonmetallic minerals, except fuels	104.7	105.1	0.4	0.4	Indeter.
1420	Crushed and broken stone	40.1	39.9	(0.2)	(0.5)	Indeter.
1440	Sand and gravel	34.5	35.1	0.6	1.7	Small
1470	Chemical and fertilizer minerals	12.2	12.0	(0.2)	(1.6)	Large
1500	General building contractors	1,272.7	1,334.1	61.4	4.8	Small
1520	Residential building construction	642.4	681.4	39.0	6.1	Small
1530	Operative builders	26.1	26.8	0.7	2.7	Small
1540	Nonresidential building construction	604.2	625.9	21.7	3.6	Small
1600	Heavy construction, except building	726.2	726.1	(0.1)	(0.0)	Small
1610	Highway and street construction	206.2	206.0	(0.2)	(0.1)	Small
1620	Heavy construction, except highway	520.0	520.1	0.1	0.0	Small
1700	Special trade contractors	3,421.3	3,579.6	158.3	4.6	Small
1710	Plumbing, heating, and air-conditioning	775.5	802.6	27.1	3.5	Small
1720	Painting and paper hanging	189.2	196.7	7.5	4.0	Small
1730	Electrical work	658.4	703.6	45.2	6.9	Small
1740	Masonry, stonework, and plastering	453.8	479.8	26.0	5.7	Small
1750	Carpentry and floor work	242.0	260.7	18.7	7.7	Small
1760	Roofing, siding, and sheet metal work	229.2	231.6	2.4	1.0	Small
2000	Food and kindred products	1,674.9	1,691.8	16.9	1.0	Large
2010	Meat products	482.8	491.0	8.2	1.7	Large
2011	Meat packing plants	148.6	151.0	2.4	1.6	Large
2013	Sausages and other prepared meats	96.7	97.8	1.1	1.1	Indeter.
2015	Poultry slaughtering and processing	237.5	242.2	4.7	2.0	Large
2020	Dairy products	141.2	141.2	-	-	Large
2022	Cheese, natural and processed	41.0	40.8	(0.2)	(0.5)	Large
2026	Fluid milk	61.7	61.8	0.1	0.2	Large

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**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
2030	Preserved fruits and vegetables	215.4	212.9	(2.5)	(1.2)	Large
2032	Canned specialties	19.6	18.9	(0.7)	(3.6)	Large
2033	Canned fruits and vegetables	60.5	58.8	(1.7)	(2.8)	Large
2037	Frozen fruits and vegetables	45.0	45.0	-	-	Large
2040	Grain mill products	126.7	126.3	(0.4)	(0.3)	Large
2041	Flour and other grain mill products	19.2	19.5	0.3	1.6	Indeter.
2048	Prepared feeds, nec	40.5	40.0	(0.5)	(1.2)	Indeter.
2050	Bakery products	212.4	213.1	0.7	0.3	Large
2051	Bread, cake, and related products	151.1	153.0	1.9	1.3	Large
2053	Cookies, crackers, and frozen bakery prods	61.3	60.1	(1.2)	(2.0)	Indeter.
2060	Sugar and confectionery products	107.2	106.9	(0.3)	(0.3)	Large
2061	Raw cane sugar	6.4	8.2	1.8	28.1	Large
2062	Cane sugar refining	4.3	4.3	-	-	Indeter.
2063	Beet sugar	9.6	10.1	0.5	5.2	Indeter.
2064	Candy and other confectionery products	59.7	57.6	(2.1)	(3.5)	Large
2070	Fats and oils	31.2	33.0	1.8	5.8	Large
2080	Beverages	176.4	180.6	4.2	2.4	Large
2082	Malt beverages	35.6	34.4	(1.2)	(3.4)	Large
2086	Bottled and canned soft drinks	91.9	94.3	2.4	2.6	Large
2090	Miscellaneous food and kindred products	181.6	186.8	5.2	2.9	Indeter.
2100	Tobacco products	44.6	43.7	(0.9)	(2.0)	Large
2110	Cigarettes	28.6	27.5	(1.1)	(3.8)	Large
2200	Textile mill products	614.9	603.3	(11.6)	(1.9)	Large
2210	Broadwoven fabric mills, cotton	73.4	70.6	(2.8)	(3.8)	Large
2220	Broadwoven fabric mills, synthetics	65.1	66.7	1.6	2.5	Large
2230	Broadwoven fabric mills, wool	14.3	14.1	(0.2)	(1.4)	Large
2240	Narrow fabric mills	20.5	20.8	0.3	1.5	Indeter.
2250	Knitting mills	174.3	166.7	(7.6)	(4.4)	Large
2251	Women's hosiery, except socks	21.1	19.6	(1.5)	(7.1)	Large
2252	Hosiery, nec	39.1	37.6	(1.5)	(3.8)	Indeter.
2253	Knit outerwear mills	53.5	50.0	(3.5)	(6.5)	Large
2254	Knit underwear mills	17.3	14.3	(3.0)	(17.3)	Indeter.
2257	Weft knit fabric mills	22.4	23.7	1.3	5.8	Large
2260	Textile finishing, except wool	67.4	63.8	(3.6)	(5.3)	Indeter.
2261	Finishing plants, cotton	31.4	29.9	(1.5)	(4.8)	Large
2262	Finishing plants, synthetics	21.6	20.5	(1.1)	(5.1)	Indeter.
2270	Carpets and rugs	61.2	63.4	2.2	3.6	Large
2280	Yarn and thread mills	88.3	86.7	(1.6)	(1.8)	Large
2281	Yarn spinning mills	64.7	63.2	(1.5)	(2.3)	Large
2282	Throwing and winding mills	16.7	16.3	(0.4)	(2.4)	Large
2290	Miscellaneous textile goods	50.4	50.5	0.1	0.2	Indeter.
2300	Apparel and other textile products	837.5	793.2	(44.3)	(5.3)	Indeter.
2310	Men's and boys' suits and coats	31.7	30.2	(1.5)	(4.7)	Large
2320	Men's and boys' furnishings	218.2	203.2	(15.0)	(6.9)	Large
2321	Men's and boys' shirts	45.3	41.8	(3.5)	(7.7)	Large
2325	Men's and boys' trousers and slacks	73.3	69.4	(3.9)	(5.3)	Large
2326	Men's and boys' work clothing	33.2	30.7	(2.5)	(7.5)	Large
2330	Women's and misses' outerwear	244.5	-	(244.5)	(100.0)	Small
2331	Women's and misses' blouses and shirts	26.0	24.0	(2.0)	(7.7)	Small
2335	Women's, juniors', and misses' dresses	38.2	36.7	(1.5)	(3.9)	Small

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
2337	Women's and misses' suits and coats	23.9	25.2	1.3	5.4	Small
2339	Women's and misses' outerwear, nec	156.4	144.0	(12.4)	(7.9)	Small
2340	Women's and children's undergarments	39.8	35.3	(4.5)	(11.3)	Indeter.
2341	Women's and children's underwear	29.1	25.7	(3.4)	(11.7)	Indeter.
2342	Brassieres, girdles, and allied garments	10.7	9.6	(1.1)	(10.3)	Large
2360	Girls' and children's outerwear	32.8	28.6	(4.2)	(12.8)	Indeter.
2361	Girls' and children's dresses and blouses	12.7	10.6	(2.1)	(16.5)	Small
2380	Miscellaneous apparel and accessories	33.3	32.4	(0.9)	(2.7)	Small
2390	Miscellaneous fabricated textile products	218.1	215.7	(2.4)	(1.1)	Small
2391	Curtains and draperies	20.0	17.9	(2.1)	(10.5)	Small
2392	House furnishings, nec	55.3	55.9	0.6	1.1	Indeter.
2396	Automotive and apparel trimmings	59.8	59.2	(0.6)	(1.0)	Indeter.
2400	Lumber and wood products	786.2	803.4	17.2	2.2	Small
2410	Logging	78.9	80.4	1.5	1.9	Small
2420	Sawmills and planing mills	182.9	188.1	5.2	2.8	Small
2421	Sawmills and planing mills, general	145.5	149.3	3.8	2.6	Small
2426	Hardwood dimension and flooring mills	35.5	36.8	1.3	3.7	Indeter.
2430	Millwork, plywood, and structural members	290.6	299.5	8.9	3.1	Small
2431	Millwork	116.6	119.3	2.7	2.3	Indeter.
2434	Wood kitchen cabinets	79.5	83.9	4.4	5.5	Small
2435	Hardwood veneer and plywood	27.7	28.2	0.5	1.8	Small
2436	Softwood veneer and plywood	30.2	29.7	(0.5)	(1.7)	Large
2440	Wood containers	52.7	54.2	1.5	2.8	Small
2450	Wood buildings and mobile homes	91.1	90.8	(0.3)	(0.3)	Large
2451	Mobile homes	69.5	68.4	(1.1)	(1.6)	Large
2490	Miscellaneous wood products	90.0	90.4	0.4	0.4	Small
2500	Furniture and fixtures	508.2	517.1	8.9	1.8	Indeter.
2510	Household furniture	276.2	277.8	1.6	0.6	Indeter.
2511	Wood household furniture	124.6	122.1	(2.5)	(2.0)	Large
2512	Upholstered household furniture	85.9	88.2	2.3	2.7	Large
2514	Metal household furniture	21.2	21.2	-	-	Indeter.
2515	Mattresses and bedsprings	32.2	35.4	3.2	9.9	Small
2520	Office furniture	62.1	63.9	1.8	2.9	Large
2530	Public building and related furniture	44.6	45.7	1.1	2.5	Indeter.
2540	Partitions and fixtures	86.7	89.5	2.8	3.2	Small
2590	Miscellaneous furniture and fixtures	38.6	40.2	1.6	4.1	Small
2600	Paper and allied products	679.3	677.5	(1.8)	(0.3)	Large
2620	Paper mills	159.9	157.9	(2.0)	(1.3)	Large
2630	Paperboard mills	49.2	48.8	(0.4)	(0.8)	Large
2650	Paperboard containers and boxes	219.0	218.7	(0.3)	(0.1)	Large
2653	Corrugated and solid fiber boxes	130.7	131.4	0.7	0.5	Large
2656	Sanitary food containers	17.1	16.4	(0.7)	(4.1)	Large
2657	Folding paperboard boxes	48.8	48.4	(0.4)	(0.8)	Indeter.
2670	Miscellaneous converted paper products	238.7	240.7	2.0	0.8	Large
2672	Paper, coated and laminated, nec	45.7	47.2	1.5	3.3	Large
2673	Bags: plastics, laminated, and coated	38.4	39.1	0.7	1.8	Indeter.
2677	Envelopes	24.1	24.9	0.8	3.3	Large
2700	Printing and publishing	1,544.7	1,563.4	18.7	1.2	Indeter.
2710	Newspapers	445.4	451.8	6.4	1.4	Large
2720	Periodicals	131.7	134.9	3.2	2.4	Indeter.

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
2730	Books	124.6	124.1	(0.5)	(0.4)	Large
2731	Book publishing	85.2	84.4	(0.8)	(0.9)	Large
2732	Book printing	39.4	39.7	0.3	0.8	Large
2740	Miscellaneous publishing	86.0	91.5	5.5	6.4	Indeter.
2750	Commercial printing	568.1	573.3	5.2	0.9	Small
2752	Commercial printing, lithographic	368.7	374.0	5.3	1.4	Small
2759	Commercial printing, nec	179.0	179.3	0.3	0.2	Small
2760	Manifold business forms	44.6	44.4	(0.2)	(0.4)	Indeter.
2780	Blankbooks and bookbinding	66.2	66.2	-	-	Indeter.
2790	Printing trade services	50.4	48.5	(1.9)	(3.8)	Small
2800	Chemicals and allied products	1,026.0	1,026.7	0.7	0.1	Large
2810	Industrial inorganic chemicals	117.9	115.3	(2.6)	(2.2)	Large
2819	Industrial inorganic chemicals, nec	72.6	70.0	(2.6)	(3.6)	Large
2820	Plastics materials and synthetics	158.4	154.7	(3.7)	(2.3)	Large
2821	Plastics materials and resins	76.3	77.4	1.1	1.4	Large
2824	Organic fibers, noncellulosic	48.4	46.8	(1.6)	(3.3)	Large
2830	Drugs	257.3	261.3	4.0	1.6	Large
2834	Pharmaceutical preparations	205.1	207.5	2.4	1.2	Large
2840	Soap, cleaners, and toilet goods	152.2	156.2	4.0	2.6	Large
2841	Soap and other detergents	40.3	40.3	-	-	Large
2843	Polishing, sanitation, and finishing preps	41.4	42.3	0.9	2.2	Large
2844	Toilet preparations	70.5	73.6	3.1	4.4	Large
2850	Paints and allied products	52.9	53.6	0.7	1.3	Indeter.
2860	Industrial organic chemicals	142.3	141.2	(1.1)	(0.8)	Large
2865	Cyclic crudes and intermediates	25.6	25.9	0.3	1.2	Large
2869	Industrial organic chemicals, nec	113.9	112.6	(1.3)	(1.1)	Large
2870	Agricultural chemicals	52.1	50.3	(1.8)	(3.5)	Large
2890	Miscellaneous chemical products	92.9	94.1	1.2	1.3	Indeter.
2900	Petroleum and coal products	138.0	135.3	(2.7)	(2.0)	Large
2910	Petroleum refining	98.4	95.7	(2.7)	(2.7)	Large
2950	Asphalt paving and roofing materials	25.3	24.8	(0.5)	(2.0)	Indeter.
3000	Rubber and miscellaneous plastics products	986.7	997.7	11.0	1.1	Indeter.
3010	Tires and inner tubes	78.9	77.3	(1.6)	(2.0)	Large
3020	Rubber and plastics footwear	6.5	7.0	0.5	7.7	Large
3050	Hose, belting, gaskets, and packing	68.1	71.2	3.1	4.6	Large
3052	Rubber and plastics hose and belting	27.8	28.6	0.8	2.9	Large
3060	Fabricated rubber products, nec	113.9	116.6	2.7	2.4	Indeter.
3080	Miscellaneous plastics products, nec	719.3	725.6	6.3	0.9	Indeter.
3100	Leather and leather products	94.3	88.4	(5.9)	(6.3)	Indeter.
3110	Leather tanning and finishing	13.0	12.8	(0.2)	(1.5)	Indeter.
3140	Footwear, except rubber	43.5	38.5	(5.0)	(11.5)	Large
3143	Men's footwear, except athletic	22.6	21.1	(1.5)	(6.6)	Large
3144	Women's footwear, except athletic	12.6	10.1	(2.5)	(19.8)	Large
3160	Luggage	10.8	11.3	0.5	4.6	Small
3170	Handbags and personal leather goods	9.9	9.0	(0.9)	(9.1)	Indeter.
3200	Stone, clay, and glass products	537.5	538.1	0.6	0.1	Indeter.
3210	Flat glass	15.7	15.4	(0.3)	(1.9)	Large
3220	Glass and glassware, pressed or blown	71.8	72.0	0.2	0.3	Large
3221	Glass containers	27.3	25.3	(2.0)	(7.3)	Large
3229	Pressed and blown glass, nec	44.5	46.7	2.2	4.9	Large

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
3230	Products of purchased glass	58.5	59.2	0.7	1.2	Indeter.
3240	Cement, hydraulic	17.3	17.3	-	-	Large
3250	Structural clay products	32.9	32.3	(0.6)	(1.8)	Indeter.
3260	Pottery and related products	39.9	38.5	(1.4)	(3.5)	Indeter.
3270	Concrete, gypsum, and plaster products	210.5	212.5	2.0	1.0	Small
3271	Concrete block and brick	17.4	17.7	0.3	1.7	Small
3272	Concrete products, nec	71.1	72.6	1.5	2.1	Small
3273	Ready-mixed concrete	104.2	104.5	0.3	0.3	Small
3290	Miscellaneous nonmetallic mineral products	76.4	76.0	(0.4)	(0.5)	Indeter.
3291	Abrasive products	19.9	19.7	(0.2)	(1.0)	Indeter.
3292	Asbestos products	2.6	2.6	-	-	Small
3296	Mineral wool	23.9	23.7	(0.2)	(0.8)	Large
3300	Primary metal industries	710.7	720.5	9.8	1.4	Large
3310	Blast furnaces and basic steel products	237.9	237.1	(0.8)	(0.3)	Large
3312	Blast furnaces and steel mills	165.7	163.1	(2.6)	(1.6)	Large
3317	Steel pipe and tubes	26.7	27.7	1.0	3.7	Large
3320	Iron and steel foundries	129.4	134.7	5.3	4.1	Large
3321	Gray and ductile iron foundries	82.0	83.8	1.8	2.2	Large
3322	Malleable iron foundries	4.1	3.9	(0.2)	(4.9)	Large
3325	Steel foundries, nec	26.5	27.9	1.4	5.3	Indeter.
3330	Primary nonferrous metals	39.0	39.1	0.1	0.3	Large
3334	Primary aluminum	22.5	22.2	(0.3)	(1.3)	Large
3350	Nonferrous rolling and drawing	167.7	168.9	1.2	0.7	Large
3351	Copper rolling and drawing	22.7	22.6	(0.1)	(0.4)	Large
3353	Aluminum sheet, plate, and foil	21.3	20.8	(0.5)	(2.3)	Large
3357	Nonferrous wire drawing and insulating	72.3	72.3	-	-	Large
3360	Nonferrous foundries (castings)	91.2	93.2	2.0	2.2	Small
3365	Aluminum foundries	24.6	25.3	0.7	2.8	Small
3400	Fabricated metal products	1,463.6	1,495.1	31.5	2.2	Indeter.
3410	Metal cans and shipping containers	38.3	37.4	(0.9)	(2.3)	Large
3411	Metal cans	30.9	30.1	(0.8)	(2.6)	Large
3420	Cutlery, handtools, and hardware	127.0	127.4	0.4	0.3	Indeter.
3425	Hand and edge tools, blades, and handsaws	43.9	43.1	(0.8)	(1.8)	Large
3429	Hardware, nec	70.6	71.7	1.1	1.6	Large
3430	Plumbing and heating, except electric	60.0	60.7	0.7	1.2	Indeter.
3432	Plumbing fixture fittings and trim	23.7	23.5	(0.2)	(0.8)	Large
3433	Heating equipment, except electric	22.1	22.5	0.4	1.8	Indeter.
3440	Fabricated structural metal products	445.0	453.0	8.0	1.8	Small
3441	Fabricated structural metal	75.7	77.4	1.7	2.2	Small
3442	Metal doors, sash, and trim	77.0	76.8	(0.2)	(0.3)	Indeter.
3443	Fabricated plate work (boiler shops)	101.3	101.4	0.1	0.1	Small
3444	Sheet metal work	119.4	122.7	3.3	2.8	Small
3446	Architectural metal work	29.5	30.7	1.2	4.1	Small
3450	Screw machine products, bolts, etc	101.9	106.8	4.9	4.8	Small
3451	Screw machine products	52.6	55.9	3.3	6.3	Small
3452	Bolts, nuts, rivets, and washers	49.3	50.9	1.6	3.2	Indeter.
3460	Metal forgings and stampings	254.4	259.4	5.0	2.0	Indeter.
3462	Iron and steel forgings	30.9	32.9	2.0	6.5	Indeter.
3465	Automotive stampings	118.3	117.1	(1.2)	(1.0)	Large
3469	Metal stampings, nec	94.1	97.9	3.8	4.0	Small

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
3470	Metal services, nec	137.8	145.5	7.7	5.6	Small
3471	Plating and polishing	84.1	90.8	6.7	8.0	Small
3479	Metal coating and allied services	53.7	54.7	1.0	1.9	Small
3480	Ordnance and accessories, nec	45.2	41.8	(3.4)	(7.5)	Large
3483	Ammunition, except for small arms, nec	23.9	21.9	(2.0)	(8.4)	Large
3490	Miscellaneous fabricated metal products	254.0	263.1	9.1	3.6	Indeter.
3494	Valves and pipe fittings, nec	25.1	25.9	0.8	3.2	Indeter.
3496	Miscellaneous fabricated wire products	54.7	55.6	0.9	1.6	Small
3500	Industrial machinery and equipment	2,121.0	2,190.0	69.0	3.3	Indeter.
3510	Engines and turbines	83.1	81.9	(1.2)	(1.4)	Large
3511	Turbines and turbine generator sets	24.7	24.4	(0.3)	(1.2)	Large
3519	Internal combustion engines, nec	58.4	57.5	(0.9)	(1.5)	Large
3520	Farm and garden machinery	102.9	106.5	3.6	3.5	Indeter.
3523	Farm machinery and equipment	74.8	78.8	4.0	5.3	Indeter.
3530	Construction and related machinery	233.2	248.5	15.3	6.6	Indeter.
3531	Construction machinery	86.0	89.3	3.3	3.8	Large
3532	Mining machinery	16.7	16.8	0.1	0.6	Indeter.
3533	Oil and gas field machinery	41.8	49.3	7.5	17.9	Large
3535	Conveyors and conveying equipment	41.1	43.0	1.9	4.6	Small
3537	Industrial trucks and tractors	29.4	31.2	1.8	6.1	Indeter.
3540	Metalworking machinery	347.1	353.8	6.7	1.9	Small
3541	Machine tools, metal cutting types	41.9	42.4	0.5	1.2	Indeter.
3542	Machine tools, metal forming types	17.2	17.4	0.2	1.2	Indeter.
3544	Special dies, tools, jigs, and fixtures	166.1	171.3	5.2	3.1	Small
3545	Machine tool accessories	53.1	53.8	0.7	1.3	Small
3546	Power driven handtools	22.5	20.9	(1.6)	(7.1)	Large
3550	Special industry machinery	174.7	182.7	8.0	4.6	Small
3552	Textile machinery	14.9	15.2	0.3	2.0	Small
3555	Printing trades machinery	21.8	22.3	0.5	2.3	Indeter.
3556	Food products machinery	25.4	25.3	(0.1)	(0.4)	Small
3560	General industrial machinery	257.2	261.8	4.6	1.8	Indeter.
3561	Pumps and pumping equipment	30.0	30.4	0.4	1.3	Large
3562	Ball and roller bearings	40.0	40.4	0.4	1.0	Large
3563	Air and gas compressors	25.8	25.9	0.1	0.4	Large
3564	Blowers and fans	35.4	35.9	0.5	1.4	Indeter.
3566	Speed changers, drives, and gears	17.5	18.3	0.8	4.6	Indeter.
3568	Power transmission equipment, nec	21.6	22.0	0.4	1.9	Indeter.
3570	Computer and office equipment	366.1	386.4	20.3	5.5	Large
3571	Electronic computers	192.4	201.0	8.6	4.5	Large
3579	Computer terminals, calculators, office mac	57.6	61.3	3.7	6.4	Large
3580	Refrigeration and service machinery	205.0	201.9	(3.1)	(1.5)	Large
3585	Refrigeration and heating equipment	142.1	136.9	(5.2)	(3.7)	Large
3590	Misc industrial and commercial machinery	351.7	366.5	14.8	4.2	Small
3592	Carburetors, pistons, rings, valves	23.1	23.2	0.1	0.4	Large
3599	Scales, balances, and industrial machinery	282.0	294.2	12.2	4.3	Small
3600	Electronic and other electrical equipment	1,654.4	1,685.4	31.0	1.9	Large
3610	Electric distribution equipment	81.5	80.0	(1.5)	(1.8)	Large
3612	Transformers, except electronic	39.8	38.2	(1.6)	(4.0)	Large
3613	Switchgear and switchboard apparatus	41.7	41.8	0.1	0.2	Large
3620	Electrical industrial apparatus	156.3	153.6	(2.7)	(1.7)	Large

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
3621	Motors and generators	75.4	74.7	(0.7)	(0.9)	Large
3625	Relays and industrial controls	60.3	58.3	(2.0)	(3.3)	Indeter.
3630	Household appliances	119.2	116.8	(2.4)	(2.0)	Large
3632	Household refrigerators and freezers	27.8	25.7	(2.1)	(7.6)	Large
3633	Household laundry equipment	17.4	17.9	0.5	2.9	Indeter.
3634	Electric housewares and fans	26.4	26.1	(0.3)	(1.1)	Large
3640	Electric lighting and wiring equipment	179.4	180.7	1.3	0.7	Large
3641	Electric lamps	22.8	22.6	(0.2)	(0.9)	Large
3643	Current-carrying wiring devices	62.4	62.4	-	-	Large
3644	Noncurrent-carrying wiring devices	17.6	17.7	0.1	0.6	Large
3645	Residential lighting fixtures	20.4	20.7	0.3	1.5	Small
3650	Household audio and video equipment	83.0	78.4	(4.6)	(5.5)	Large
3651	Household audio and video equipment	55.5	54.0	(1.5)	(2.7)	Large
3660	Communications equipment	271.8	274.8	3.0	1.1	Large
3661	Telephone and telegraph apparatus	113.1	116.8	3.7	3.3	Large
3670	Electronic components and accessories	610.1	651.7	41.6	6.8	Large
3671	Electron tubes	22.9	23.1	0.2	0.9	Large
3674	Semiconductors and related devices	256.1	278.0	21.9	8.6	Large
3679	Electronic components, nec	137.2	143.2	6.0	4.4	Indeter.
3690	Misc electrical equipment and supplies	153.1	149.4	(3.7)	(2.4)	Large
3691	Storage batteries	28.0	26.7	(1.3)	(4.6)	Large
3694	Engine electrical equipment	68.3	68.1	(0.2)	(0.3)	Large
3700	Transportation equipment	1,804.5	1,880.0	75.5	4.2	Large
3710	Motor vehicles and equipment	970.4	998.0	27.6	2.8	Large
3711	Motor vehicles and car bodies	345.6	349.1	3.5	1.0	Large
3713	Truck and bus bodies	38.7	41.5	2.8	7.2	Indeter.
3714	Motor vehicle parts and accessories	534.4	548.9	14.5	2.7	Large
3715	Truck trailers	33.6	39.3	5.7	17.0	Large
3720	Aircraft and parts	480.3	527.2	46.9	9.8	Large
3721	Aircraft	255.3	278.8	23.5	9.2	Large
3724	Aircraft engines and engine parts	97.8	101.8	4.0	4.1	Large
3728	Aircraft parts and equipment, nec	127.2	146.6	19.4	15.3	Large
3730	Ship and boat building and repairing	152.4	150.0	(2.4)	(1.6)	Large
3731	Ship building and repairing	97.7	94.3	(3.4)	(3.5)	Large
3732	Boat building and repairing	54.7	55.7	1.0	1.8	Indeter.
3740	Railroad equipment	36.1	35.4	(0.7)	(1.9)	Large
3760	Guided missiles, space vehicles, and parts	90.2	91.6	1.4	1.6	Large
3761	Guided missiles and space vehicles	62.9	63.5	0.6	1.0	Large
3790	Miscellaneous transportation equipment	52.3	53.1	0.8	1.5	Indeter.
3792	Travel trailers and campers	21.4	22.4	1.0	4.7	Indeter.
3800	Instruments and related products	856.0	862.1	6.1	0.7	Large
3810	Search and navigation equipment	160.9	162.2	1.3	0.8	Large
3820	Measuring and controlling devices	298.4	303.3	4.9	1.6	Large
3822	Environmental controls	41.9	40.3	(1.6)	(3.8)	Large
3823	Process control instruments	66.1	66.6	0.5	0.8	Indeter.
3825	Instruments to measure electricity	75.9	79.0	3.1	4.1	Large
3840	Medical instruments and supplies	268.7	270.1	1.4	0.5	Large
3841	Surgical and medical instruments	104.8	104.1	(0.7)	(0.7)	Large
3842	Surgical appliances and supplies	92.6	93.4	0.8	0.9	Indeter.
3850	Ophthalmic goods	35.1	35.8	0.7	2.0	Large

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
3860	Photographic equipment and supplies	85.1	82.9	(2.2)	(2.6)	Large
3870	Watches, clocks, watchcases, and parts	7.8	7.8	-	-	Indeter.
3900	Miscellaneous manufacturing industries	386.3	384.8	(1.5)	(0.4)	Small
3910	Jewelry, silverware, and plated ware	49.6	48.2	(1.4)	(2.8)	Small
3911	Jewelry, precious metal	37.2	36.1	(1.1)	(3.0)	Small
3930	Musical instruments	15.7	16.4	0.7	4.5	Indeter.
3940	Toys and sporting goods	112.2	106.5	(5.7)	(5.1)	Indeter.
3944	Dolls, games, toys, and children's vehicles	40.5	38.3	(2.2)	(5.4)	Indeter.
3949	Sporting and athletic goods, nec	71.7	68.2	(3.5)	(4.9)	Indeter.
3950	Pens, pencils, office, and art supplies	31.8	30.7	(1.1)	(3.5)	Indeter.
3960	Costume jewelry and notions	24.0	24.0	-	-	Small
3961	Costume jewelry	13.8	13.7	(0.1)	(0.7)	Small
3990	Miscellaneous manufactures	153.0	159.0	6.0	3.9	Small
3993	Signs and advertising specialties	66.4	69.4	3.0	4.5	Small
4000	Railroad transportation	227.6	229.7	2.1	0.9	Indeter.
4011	Class I railroads	202.6	202.9	0.3	0.1	Indeter.
4100	Local and interurban passenger transit	465.4	477.4	12.0	2.6	Small
4110	Local and suburban transportation	222.9	230.6	7.7	3.5	Small
4120	Taxicabs	31.0	31.8	0.8	2.6	Small
4130	Intercity and rural bus transportation	27.1	27.8	0.7	2.6	Large
4150	School buses	150.1	152.7	2.6	1.7	Indeter.
4200	Trucking and warehousing	1,658.3	1,713.3	55.0	3.3	Indeter.
4210	Trucking and courier services, except air	1,493.9	1,542.8	48.9	3.3	Indeter.
4220	Public warehousing and storage	159.7	165.8	6.1	3.8	Small
4400	Water transportation	169.2	170.4	1.2	0.7	Indeter.
4440	Water transportation of freight, nec	14.5	14.8	0.3	2.1	Large
4490	Water transportation services	112.0	115.1	3.1	2.8	Indeter.
4500	Transportation by air	1,183.5	1,254.5	71.0	6.0	Large
4510	Air transportation, scheduled	1,021.9	1,081.6	59.7	5.8	Large
4512	Air transportation, scheduled	516.6	542.9	26.3	5.1	Large
4580	Airports, flying fields, and services	116.9	126.5	9.6	8.2	Large
4600	Pipelines, except natural gas	14.3	14.2	(0.1)	(0.7)	Large
4700	Transportation services	424.9	439.2	14.3	3.4	Small
4720	Passenger transportation arrangement	215.8	215.1	(0.7)	(0.3)	Small
4724	Travel agencies	171.0	171.4	0.4	0.2	Small
4730	Freight transportation arrangement	163.1	173.3	10.2	6.3	Small
4800	Communications	1,347.0	1,395.7	48.7	3.6	Large
4810	Telephone communications	899.7	941.8	42.1	4.7	Large
4813	Telephone communications, except radio	767.2	789.5	22.3	2.9	Large
4830	Radio and television broadcasting	248.2	252.1	3.9	1.6	Indeter.
4832	Radio broadcasting stations	117.0	121.5	4.5	3.8	Small
4833	Television broadcasting stations	131.2	130.6	(0.6)	(0.5)	Large
4840	Cable and other pay television services	176.4	179.5	3.1	1.8	Large
4900	Electric, gas, and sanitary services	875.3	859.9	(15.4)	(1.8)	Large
4910	Electric services	381.1	374.1	(7.0)	(1.8)	Large
4920	Gas production and distribution	145.0	140.0	(5.0)	(3.4)	Large
4930	Combination utility services	161.3	158.9	(2.4)	(1.5)	Large
4950	Sanitary services	155.4	153.6	(1.8)	(1.2)	Large
5000	Wholesale trade - durable goods	3,854.0	4,006.0	152.0	3.9	Small
5010	Motor vehicles, parts, and supplies	504.3	511.4	7.1	1.4	Small

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
5012	Automobiles and other motor vehicles	138.9	145.2	6.3	4.5	Small
5013	Motor vehicle supplies and new parts	289.4	290.0	0.6	0.2	Small
5020	Furniture and home furnishings	157.1	165.9	8.8	5.6	Small
5021	Furniture	74.4	79.3	4.9	6.6	Small
5023	Home furnishings	82.7	86.6	3.9	4.7	Small
5030	Lumber and other construction materials	246.3	251.5	5.2	2.1	Small
5031	Lumber, plywood, and millwork	125.8	128.4	2.6	2.1	Small
5039	Construction materials, nec	38.2	38.4	0.2	0.5	Small
5040	Professional and commercial equipment	839.3	874.1	34.8	4.1	Indeter.
5044	Office equipment	196.7	209.3	12.6	6.4	Indeter.
5045	Computers, peripherals and software	325.1	335.7	10.6	3.3	Indeter.
5047	Medical and hospital equipment	177.1	184.4	7.3	4.1	Indeter.
5050	Metals and minerals, except petroleum	144.1	146.5	2.4	1.7	Small
5060	Electrical goods	526.9	560.1	33.2	6.3	Indeter.
5063	Electrical apparatus and equipment	222.3	238.0	15.7	7.1	Small
5064	Electrical appliances, TV, and radio sets	48.4	49.7	1.3	2.7	Small
5065	Electronic parts and equipment	256.2	272.4	16.2	6.3	Indeter.
5070	Hardware, plumbing, and heating equipment	300.6	305.1	4.5	1.5	Small
5072	Hardware	105.9	107.6	1.7	1.6	Small
5074	Plumbing and hydronic heating supplies	119.5	120.2	0.7	0.6	Small
5080	Machinery, equipment, and supplies	806.1	840.9	34.8	4.3	Small
5082	Construction and mining machinery	85.1	90.7	5.6	6.6	Small
5083	Farm and garden machinery	117.2	122.4	5.2	4.4	Small
5084	Industrial machinery and equipment	327.2	343.6	16.4	5.0	Small
5085	Industrial supplies	151.8	155.4	3.6	2.4	Small
5090	Misc wholesale trade durable goods	329.1	350.9	21.8	6.6	Small
5093	Scrap and waste materials	129.1	138.5	9.4	7.3	Small
5100	Nondurable goods	2,706.0	2,742.0	36.0	1.3	Small
5110	Paper and paper products	260.7	263.5	2.8	1.1	Indeter.
5112	Stationery and office supplies	149.4	152.3	2.9	1.9	Indeter.
5120	Drugs, proprietaries, and sundries	208.2	216.9	8.7	4.2	Large
5130	Apparel, piece goods, and notions	225.6	223.8	(1.8)	(0.8)	Small
5140	Groceries and related products	913.4	920.7	7.3	0.8	Indeter.
5141	Groceries, general line	284.3	291.5	7.2	2.5	Large
5147	Meats and meat products	57.3	57.7	0.4	0.7	Small
5148	Fresh fruits and vegetables	108.5	101.3	(7.2)	(6.6)	Small
5150	Farm-product raw materials	106.1	106.5	0.4	0.4	Small
5160	Chemicals and allied products	146.7	146.2	(0.5)	(0.3)	Indeter.
5170	Petroleum and petroleum products	157.1	162.6	5.5	3.5	Small
5171	Petroleum bulk stations and terminals	63.4	67.4	4.0	6.3	Small
5172	Petroleum products, nec	93.7	95.2	1.5	1.6	Small
5180	Beer, wine, and distilled beverages	155.7	157.5	1.8	1.2	Small
5181	Beer and ale	100.1	102.2	2.1	2.1	Small
5182	Wine and distilled beverages	55.6	55.3	(0.3)	(0.5)	Small
5190	Misc wholesale trade nondurable goods	532.7	543.9	11.2	2.1	Small
5191	Farm supplies	160.2	167.3	7.1	4.4	Small
5200	Building materials and garden supplies	904.4	924.0	19.6	2.2	Indeter.
5210	Lumber and other building materials	546.5	563.9	17.4	3.2	Indeter.
5230	Paint, glass, and wallpaper stores	65.6	68.6	3.0	4.6	Small
5250	Hardware stores	168.7	167.3	(1.4)	(0.8)	Small

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
5260	Retail nurseries and garden stores	85.1	83.6	(1.5)	(1.8)	Small
5300	General merchandise stores	3,068.0	3,184.2	116.2	3.8	Large
5310	Department stores	2,676.5	2,781.3	104.8	3.9	Large
5330	Variety stores	161.9	163.9	2.0	1.2	Large
5390	Miscellaneous general merchandise stores	229.6	239.0	9.4	4.1	Large
5400	Food stores	3,530.7	3,589.2	58.5	1.7	Large
5410	Grocery stores	3,072.2	3,100.9	28.7	0.9	Large
5420	Meat and fish markets	57.8	57.3	(0.5)	(0.9)	Small
5450	Dairy products stores	22.5	18.8	(3.7)	(16.4)	Small
5460	Retail bakeries	204.5	219.5	15.0	7.3	Small
5500	Automotive dealers and service stations	2,292.0	2,327.0	35.0	1.5	Small
5510	New and used car dealers	1,044.3	1,057.5	13.2	1.3	Small
5530	Auto and home supply stores	390.1	406.3	16.2	4.2	Indeter.
5540	Gasoline service stations	675.6	673.1	(2.5)	(0.4)	Small
5590	Automotive dealers, nec	9.3	10.1	0.8	8.6	Small
5600	Apparel and accessory stores	1,207.3	1,208.3	1.0	0.1	Large
5610	Men's and boys' clothing stores	87.1	83.0	(4.1)	(4.7)	Indeter.
5620	Women's clothing stores	320.3	314.4	(5.9)	(1.8)	Large
5650	Family clothing stores	396.3	408.6	12.3	3.1	Large
5660	Shoe stores	209.3	209.9	0.6	0.3	Large
5700	Furniture and home furnishings stores	1,064.1	1,115.9	51.8	4.9	Small
5710	Furniture and home furnishings stores	543.3	567.5	24.2	4.5	Small
5712	Furniture stores	316.5	332.5	16.0	5.1	Small
5720	Household appliance stores	74.2	72.0	(2.2)	(3.0)	Small
5730	Radio, television, and computer stores	446.6	476.4	29.8	6.7	Indeter.
5731	Radio, television, and electronic stores	204.6	217.3	12.7	6.2	Large
5735	Record and prerecorded tape stores	96.4	95.6	(0.8)	(0.8)	Large
5800	Eating and drinking places	7,500.1	7,637.6	137.5	1.8	Small
5900	Miscellaneous retail establishments	2,974.8	3,122.4	147.6	5.0	Indeter.
5910	Drug stores and proprietary stores	626.9	653.8	26.9	4.3	Large
5920	Liquor stores	116.3	116.8	0.5	0.4	Indeter.
5930	Used merchandise stores	109.7	119.1	9.4	8.6	Small
5940	Miscellaneous shopping goods stores	1,134.7	1,204.3	69.6	6.1	Small
5941	Sporting goods and bicycle shops	208.3	225.7	17.4	8.4	Small
5942	Book stores	136.3	142.9	6.6	4.8	Indeter.
5943	Stationery stores	87.9	92.8	4.9	5.6	Indeter.
5944	Jewelry stores	157.4	164.6	7.2	4.6	Small
5947	Gift, novelty, and souvenir shops	240.0	242.0	2.0	0.8	Small
5949	Sewing, needlework, and piece goods	54.6	54.1	(0.5)	(0.9)	Large
5960	Nonstore retailers	372.4	388.5	16.1	4.3	Indeter.
5961	Catalog and mail-order houses	248.9	264.0	15.1	6.1	Large
5962	Merchandising machine operators	67.9	66.6	(1.3)	(1.9)	Small
5980	Fuel dealers	104.2	104.3	0.1	0.1	Small
5990	Retail stores, nec	510.6	535.6	25.0	4.9	Small
5994	Florists, tobacco stores, and newsstands	156.7	166.7	10.0	6.4	Small
5995	Optical goods stores	69.0	73.6	4.6	6.7	Indeter.
5999	Miscellaneous retail stores, nec	284.9	295.3	10.4	3.7	Small
6000	Depository institutions	2,030.3	2,064.6	34.3	1.7	Large
6020	Commercial banks	1,475.8	1,503.0	27.2	1.8	Large
6022	State commercial banks	591.6	613.5	21.9	3.7	Large

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
6029	National and commercial banks, nec	884.2	889.5	5.3	0.6	Large
6030	Savings institutions	255.5	252.2	(3.3)	(1.3)	Indeter.
6035	Federal savings institutions	144.0	143.5	(0.5)	(0.3)	Large
6036	Savings institutions, except federal	111.5	108.7	(2.8)	(2.5)	Indeter.
6060	Credit unions	166.5	173.7	7.2	4.3	Small
6100	Nondepository institutions	532.9	561.9	29.0	5.4	Large
6140	Personal credit institutions	164.2	170.6	6.4	3.9	Large
6150	Business credit institutions	108.2	117.2	9.0	8.3	Large
6160	Mortgage bankers and brokers	239.0	252.0	13.0	5.4	Indeter.
6200	Security and commodity brokers	566.8	612.8	46.0	8.1	Large
6210	Security brokers and dealers	427.4	461.8	34.4	8.0	Large
6230	Commodity contracts brokers, dealers, exch.	24.5	26.1	1.6	6.5	Large
6280	Security and commodity services	114.9	124.9	10.0	8.7	Indeter.
6300	Insurance carriers	1,504.4	1,526.1	21.7	1.4	Large
6310	Life insurance	509.9	510.6	0.7	0.1	Large
6320	Medical service and health insurance	328.1	338.6	10.5	3.2	Large
6324	Hospital and medical service plans	266.9	277.3	10.4	3.9	Large
6330	Fire, marine, and casualty insurance	530.2	533.1	2.9	0.5	Large
6360	Title insurance	69.3	72.6	3.3	4.8	Large
6400	Insurance agents, brokers, and service	713.6	727.6	14.0	2.0	Small
6510	Real estate operators and lessors	581.7	578.7	(3.0)	(0.5)	Small
6530	Real estate agents and managers	659.7	681.4	21.7	3.3	Small
6550	Subdividers and developers	107.7	110.1	2.4	2.2	Small
6700	Holding and other investment offices	212.2	232.0	19.8	9.3	Indeter.
6710	Holding offices	107.7	113.1	5.4	5.0	Indeter.
7000	Hotels and other lodging places	1,663.5	1,684.4	20.9	1.3	Indeter.
7010	Hotels and motels	1,618.0	1,641.6	23.6	1.5	Indeter.
7200	Personal services	1,176.6	1,168.4	(8.2)	(0.7)	Small
7210	Laundry, cleaning, and garment services	435.2	440.4	5.2	1.2	Small
7220	Photographic studios, portrait	82.9	79.9	(3.0)	(3.6)	Indeter.
7230	Beauty shops	407.9	406.9	(1.0)	(0.2)	Small
7260	Funeral service and crematories	95.9	98.0	2.1	2.2	Small
7290	Miscellaneous personal services	137.5	127.1	(10.4)	(7.6)	Indeter.
7300	Business services	7,488.1	7,979.0	490.9	6.6	Indeter.
7310	Advertising	247.6	256.7	9.1	3.7	Small
7311	Advertising agencies	165.9	170.4	4.5	2.7	Small
7320	Credit reporting and collection	127.3	132.1	4.8	3.8	Small
7330	Mailing, reproduction, and stenographic serv.	309.0	325.4	16.4	5.3	Small
7334	Photocopying and duplicating services	75.9	79.4	3.5	4.6	Small
7340	Services to buildings	891.2	903.1	11.9	1.3	Small
7342	Disinfecting and pest control services	83.1	86.4	3.3	4.0	Small
7349	Building maintenance services, nec	808.1	816.7	8.6	1.1	Small
7350	Misc equipment rental and leasing	238.9	248.2	9.3	3.9	Small
7352	Medical equipment rental	39.6	41.7	2.1	5.3	Indeter.
7353	Heavy construction equipment rental	43.9	43.8	(0.1)	(0.2)	Small
7359	Equipment rental and leasing, nec	155.4	162.7	7.3	4.7	Small
7360	Personnel supply services	2,762.7	2,916.8	154.1	5.6	Large
7361	Employment agencies	322.3	353.7	31.4	9.7	Small
7363	Help supply services	2,440.4	2,563.1	122.7	5.0	Large
7370	Computer and data processing services	1,258.9	1,424.1	165.2	13.1	Indeter.

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
7371	Computer programming services	284.4	327.1	42.7	15.0	Small
7372	Prepackaged software	207.3	237.9	30.6	14.8	Indeter.
7373	Computer integrated systems design	148.4	166.3	17.9	12.1	Indeter.
7374	Data processing and preparation	240.6	265.2	24.6	10.2	Large
7375	Information retrieval services	71.2	78.9	7.7	10.8	Large
7378	Computer maintenance and repair	52.9	56.2	3.3	6.2	Indeter.
7380	Miscellaneous business services	1,652.5	1,772.6	120.1	7.3	Indeter.
7381	Detective and armored car services	550.4	586.8	36.4	6.6	Indeter.
7382	Security systems services	54.4	60.5	6.1	11.2	Indeter.
7384	Photofinishing laboratories	76.6	83.0	6.4	8.4	Small
7500	Auto repair, services, and parking	1,106.7	1,152.0	45.3	4.1	Small
7510	Automotive rentals, without drivers	197.7	210.3	12.6	6.4	Large
7514	Passenger car rental	128.8	140.9	12.1	9.4	Large
7520	Automobile parking	70.0	71.4	1.4	2.0	Indeter.
7530	Automotive repair shops	615.8	629.5	13.7	2.2	Small
7534	Automotive and tire repair shops	214.2	221.6	7.4	3.5	Indeter.
7538	General automotive repair shops	259.9	265.7	5.8	2.2	Small
7540	Automotive services, except repair	223.2	240.8	17.6	7.9	Small
7542	Carwashes	121.0	127.9	6.9	5.7	Small
7600	Miscellaneous repair services	379.1	389.4	10.3	2.7	Small
7620	Electrical repair shops	115.5	118.8	3.3	2.9	Small
7800	Motion pictures	530.6	562.9	32.3	6.1	Indeter.
7810	Motion picture production and services	226.6	247.1	20.5	9.0	Large
7830	Motion picture theaters	118.6	119.7	1.1	0.9	Large
7840	Video tape rental	159.5	173.7	14.2	8.9	Small
7900	Amusement and recreation services	1,323.7	1,424.6	100.9	7.6	Small
7930	Bowling centers	84.0	80.0	(4.0)	(4.8)	Small
7990	Misc amusement and recreation services	963.2	1,041.4	78.2	8.1	Small
7991	Physical fitness facilities	159.2	172.8	13.6	8.5	Small
7997	Membership sports and recreation clubs	293.3	318.3	25.0	8.5	Small
8000	Health services	9,577.3	9,807.5	230.2	2.4	Indeter.
8010	Offices and clinics of medical doctors	1,707.9	1,785.4	77.5	4.5	Small
8020	Offices and clinics of dentists	618.0	628.0	10.0	1.6	Small
8040	Offices and clinics of other hlth practioners	422.8	440.9	18.1	4.3	Small
8042	Offices of chiropractors and optometrists	163.6	168.4	4.8	2.9	Small
8050	Nursing and personal care facilities	1,750.8	1,772.3	21.5	1.2	Indeter.
8051	Skilled nursing care facilities	1,304.2	1,321.2	17.0	1.3	Indeter.
8052	Intermediate care facilities	213.2	213.3	0.1	0.0	Small
8059	Nursing and personal care, nec	233.4	237.8	4.4	1.9	Small
8060	Hospitals	3,839.5	3,919.3	79.8	2.1	Large
8062	General medical and surgical hospitals	3,543.5	3,614.6	71.1	2.0	Large
8063	Psychiatric hospitals	86.1	86.5	0.4	0.5	Large
8069	Specialty hospitals, excluding psychiatric	209.9	218.2	8.3	4.0	Large
8070	Medical and dental laboratories	199.9	207.6	7.7	3.9	Indeter.
8080	Home health care services	674.8	682.5	7.7	1.1	Indeter.
8100	Legal services	938.7	973.2	34.5	3.7	Small
8200	Educational services	2,149.6	2,234.4	84.8	3.9	Indeter.
8210	Elementary and secondary schools	610.6	623.3	12.7	2.1	Small
8220	Colleges and universities	1,291.5	1,341.0	49.5	3.8	Large
8240	Vocational schools	83.0	89.0	6.0	7.2	Small

Small Business Economic Indicators

**Table 5.2 Nonfarm Private Employment by Industry
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
8300	Social services	2,433.5	2,526.6	93.1	3.8	Small
8320	Individual and family services	655.8	678.0	22.2	3.4	Small
8330	Job training and related services	310.5	320.7	10.2	3.3	Small
8350	Child day care services	587.6	610.7	23.1	3.9	Small
8360	Residential care	681.8	715.2	33.4	4.9	Small
8390	Social services, nec	197.8	202.0	4.2	2.1	Small
8400	Museums & botanical & zoological gardens	84.3	86.5	2.2	2.6	Small
8600	Membership organizations	2,180.1	2,196.9	16.8	0.8	Small
8610	Business associations	106.9	107.7	0.8	0.7	Small
8620	Professional organizations	59.4	60.0	0.6	1.0	Small
8630	Labor organizations	146.7	145.0	(1.7)	(1.2)	Small
8640	Civic and social associations	430.2	449.5	19.3	4.5	Small
8700	Engineering and management services	2,892.8	3,081.3	188.5	6.5	Small
8710	Engineering and architectural services	850.7	898.3	47.6	5.6	Small
8711	Engineering services	653.5	688.4	34.9	5.3	Small
8712	Architectural services	141.3	151.6	10.3	7.3	Small
8713	Surveying services	55.9	58.3	2.4	4.3	Small
8720	Accounting, auditing, and bookkeeping	569.7	612.7	43.0	7.5	Small
8730	Research and testing services	564.2	581.0	16.8	3.0	Indeter.
8731	Commercial physical research	209.9	212.9	3.0	1.4	Large
8732	Commercial nonphysical research	125.3	134.6	9.3	7.4	Small
8733	Noncommercial research organizations	140.4	144.2	3.8	2.7	Indeter.
8740	Management and public relations	908.2	989.3	81.1	8.9	Small
8741	Management services	315.9	338.9	23.0	7.3	Small
8742	Management consulting services	317.5	357.3	39.8	12.5	Small
8743	Public relations services	36.8	42.5	5.7	15.5	Small
8900	Services, nec	46.9	49.6	2.7	5.8	Small

nec = Not elsewhere classified, (D) = Disclosure.

Note: Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. Large-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with 500 or more employees. The remaining industries were classified as indeterminate.

Source: Office of Advocacy, U.S. Small Business Administration from employment data provided by the U.S. Department of Labor, Bureau of Labor Statistics and employment firm size data provided by the U.S. Department of Commerce, Bureau of the Census.

**Table 5.3 Fastest Growing Industries in Employment
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
Two-digit SIC level						
6700	Holding and other investment offices	212.2	232.0	19.8	9.3	Indeter.
6200	Security and commodity brokers	566.8	612.8	46.0	8.1	Large
7900	Amusement and recreation services	1,323.7	1,424.6	100.9	7.6	Small
7300	Business services	7,488.1	7,979.0	490.9	6.6	Indeter.
8700	Engineering and management services	2,892.8	3,081.3	188.5	6.5	Small
7800	Motion pictures	530.6	562.9	32.3	6.1	Indeter.
4500	Transportation by air	1,183.5	1,254.5	71.0	6.0	Large
8900	Services, nec	46.9	49.6	2.7	5.8	Small
6100	Nondepository institutions	532.9	561.9	29.0	5.4	Large
5900	Miscellaneous retail establishments	2,974.8	3,122.4	147.6	5.0	Indeter.
Three-digit SIC level						
7370	Computer and data processing services	1,258.9	1,424.1	165.2	13.1	Indeter.
3720	Aircraft and parts	480.3	527.2	46.9	9.8	Large
7810	Motion picture production and services	226.6	247.1	20.5	9.0	Large
8740	Management and public relations	908.2	989.3	81.1	8.9	Small
7840	Video tape rental	159.5	173.7	14.2	8.9	Small
6280	Security and commodity services	114.9	124.9	10.0	8.7	Indeter.
5590	Automotive dealers, nec	9.3	10.1	0.8	8.6	Small
5930	Used merchandise stores	109.7	119.1	9.4	8.6	Small
780	Landscape and horticultural services	362.4	392.8	30.4	8.4	Small
1380	Oil and gas field services	175.4	190.0	14.6	8.3	Indeter.
Four-digit SIC level						
2061	Raw cane sugar	6.4	8.2	1.8	28.1	Large
3533	Oil and gas field machinery	41.8	49.3	7.5	17.9	Large
3715	Truck trailers	33.6	39.3	5.7	17.0	Large
8743	Public relations services	36.8	42.5	5.7	15.5	Small
3728	Aircraft parts and equipment, nec	127.2	146.6	19.4	15.3	Large
7371	Computer programming services	284.4	327.1	42.7	15.0	Small
7372	Prepackaged software	207.3	237.9	30.6	14.8	Indeter.
8742	Management consulting services	317.5	357.3	39.8	12.5	Small
7373	Computer integrated systems design	148.4	166.3	17.9	12.1	Indeter.
7382	Security systems services	54.4	60.5	6.1	11.2	Indeter.

n.e.c. = Not elsewhere classified, (D) = Disclosure.

Note: Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. Large-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with 500 or more employees. The remaining industries were classified as indeterminate.

Source: Office of Advocacy, U.S. Small Business Administration from employment data provided by the U.S. Department of Labor, Bureau of Labor Statistics and employment firm size data provided by the U.S. Department of Commerce, Bureau of the Census.

**Table 5.4 Industries Generating the Most Jobs
December 1996 and December 1997 (Thousands)**

SIC Codes (1987)	Industry	December		Absolute Change 1996-1997	Percent Change 1996-1997	Industry Type
		1996	1997			
Two-digit SIC level						
7300	Business services	7,488.1	7,979.0	490.9	6.6	Indeter.
8000	Health services	9,577.3	9,807.5	230.2	2.4	Indeter.
8700	Engineering and management services	2,892.8	3,081.3	188.5	6.5	Small
1700	Special trade contractors	3,421.3	3,579.6	158.3	4.6	Small
5000	Wholesale trade - durable goods	3,854.0	4,006.0	152.0	3.9	Small
5900	Miscellaneous retail establishments	2,974.8	3,122.4	147.6	5.0	Indeter.
5800	Eating and drinking places	7,500.1	7,637.6	137.5	1.8	Small
5300	General merchandise stores	3,068.0	3,184.2	116.2	3.8	Large
7900	Amusement and recreation services	1,323.7	1,424.6	100.9	7.6	Small
8300	Social services	2,433.5	2,526.6	93.1	3.8	Small
Three-digit SIC level						
7370	Computer and data processing services	1,258.9	1,424.1	165.2	13.1	Indeter.
7360	Personnel supply services	2,762.7	2,916.8	154.1	5.6	Large
7380	Miscellaneous business services	1,652.5	1,772.6	120.1	7.3	Indeter.
5310	Department stores	2,676.5	2,781.3	104.8	3.9	Large
8740	Management and public relations	908.2	989.3	81.1	8.9	Small
8060	Hospitals	3,839.5	3,919.3	79.8	2.1	Large
7990	Misc amusement and recreation services	963.2	1,041.4	78.2	8.1	Small
8010	Offices and clinics of medical doctors	1,707.9	1,785.4	77.5	4.5	Small
5940	Miscellaneous shopping goods stores	1,134.7	1,204.3	69.6	6.1	Small
4510	Air transportation, scheduled	1,021.9	1,081.6	59.7	5.8	Large
Four-digit SIC level						
7363	Help supply services	2,440.4	2,563.1	122.7	5.0	Large
8062	General medical and surgical hospitals	3,543.5	3,614.6	71.1	2.0	Large
7371	Computer programming services	284.4	327.1	42.7	15.0	Small
8742	Management consulting services	317.5	357.3	39.8	12.5	Small
7381	Detective and armored car services	550.4	586.8	36.4	6.6	Indeter.
8711	Engineering services	653.5	688.4	34.9	5.3	Small
7361	Employment agencies	322.3	353.7	31.4	9.7	Small
7372	Prepackaged software	207.3	237.9	30.6	14.8	Indeter.
4512	Air transportation, scheduled	516.6	542.9	26.3	5.1	Large
7997	Membership sports and recreation clubs	293.3	318.3	25.0	8.5	Small

n.e.c. = Not elsewhere classified, (D) = Disclosure.

Note: Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. Large-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with 500 or more employees. The remaining industries were classified as indeterminate.

Source: Office of Advocacy, U.S. Small Business Administration from employment data provided by the U.S. Department of Labor, Bureau of Labor Statistics and employment firm size data provided by the U.S. Department of Commerce, Bureau of the Census.

**Table 6.1 U.S. Business Measures
1975-1997**

Year	State level firms	Firms	Establishments (a)	Nonag. Self Employment	Business Tax Returns (b)	New Firms	New Incorporations	Terminations	Bankruptcies	Failures (c)
1997	6,330,117	NA	NA	9,056,000	23,655,000	885,416	798,917	857,073	53,826	83,384
1996	6,190,907	NA	NA	8,971,000	23,155,000	842,357	786,482	849,839	53,214	71,931
1995	6,105,470	5,369,068	6,612,721	8,901,000	22,555,000	819,477	770,206	863,699	50,516	71,194
1994	6,035,538	5,276,964	6,509,065	9,003,000	22,191,000	806,855	741,654	803,290	50,845	71,558
1993	5,900,156	5,193,642	6,401,233	8,959,000	20,874,796	757,529	706,537	802,702	62,399	85,982
1992	5,791,214	5,095,356	6,319,300	8,576,000	20,476,775	736,773	666,800	819,336	69,848	97,069
1991	5,740,233	5,051,025	6,200,859	8,850,000	20,498,855	726,437	628,604	820,445	70,605	88,140
1990	5,689,402	5,073,795	6,175,559	8,719,000	20,052,917	769,124	647,675	837,511	63,912	60,432
1989	5,568,000	5,021,315	6,106,922	8,605,000	19,560,700	744,654	676,567	830,478	62,449	50,361
1988	5,513,000	4,954,645	6,016,367	8,519,000	18,619,400	733,021	685,095	763,299	62,845	57,099
1987	5,420,000	NA	5,937,061	8,201,000	18,351,400	748,274	685,572	723,997	81,463	61,236
1986	5,230,000	NA	5,806,973	7,881,000	17,524,600	724,520	702,101	809,001	79,926	61,601
1985	5,142,000	NA	5,701,485	7,810,000	16,919,822	714,502	664,235	748,438	70,644	57,253
1984	5,009,000	NA	5,517,715	7,785,000	16,077,000	690,812	634,991	679,932	64,211	52,078
1983	4,837,000	NA	5,306,787	7,575,000	15,245,000	633,000	600,420	728,081	62,412	31,334
1982	4,777,000	NA	4,633,960	7,262,000	14,546,000	595,000	566,942	717,462	69,242	24,908
1981	NA	NA	4,586,510	7,097,000	13,858,000	NA	581,242	NA	48,086	16,794
1980	NA	NA	4,543,167	7,000,000	16,791,788	NA	533,520	NA	43,252	11,742
1979	NA	NA	4,535,653	6,791,000	16,192,000	NA	524,565	NA	NA	7,564
1978	NA	NA	4,409,223	6,429,000	15,629,000	NA	478,019	NA	NA	6,619
1977	NA	NA	4,352,295	6,114,000	14,741,000	NA	436,170	NA	NA	7,919
1976	NA	NA	4,142,809	5,783,000	14,536,000	NA	375,766	NA	NA	9,628
1975	NA	NA	4,114,262	5,705,000	13,979,000	NA	326,345	NA	NA	11,432

NA = Not Available

(a) Units with paid employees in the fourth quarter through 1983. 1984 on includes units active in any quarter of the year.

(b) 1981-on excludes farm sole proprietors.

(c) Commercial and industrial failures through 1983. 1984 on includes all industries.

Sources: Office of Advocacy, U.S. Small Business Administration from data provided by sources below:

State level firms from the U.S. Department of Labor, Employment and Training Administration (aggregation of state data of employer firms).

Firms from the U.S. Department of Commerce, Bureau of the Census.

Establishments from the U.S. Department of Commerce, Bureau of the Census.

Nonagricultural self employment from the U.S. Department of Labor, Bureau of Labor Statistics.

Business tax returns from the U.S. Department of Commerce, Internal Revenue Service.

New firms from the U.S. Department of Labor, Employment and Training Administration (aggregation of state data of new employer firms).

New incorporations from the Dun & Bradstreet Corporation (new corporations or a redesignation by sole proprietorships and partnerships).

Terminations from the U.S. Department of Labor, Employment and Training Administration (aggregation of state data of business closings).

Bankruptcies from the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division (business bankruptcy filings).

Failures from the Dun & Bradstreet Corporation (business closings while owing debts).

**Table 6.2 Number of Firms at the End of the Year
1990 - 1997**

Region/State	State Level Firms at Quarter Ended							
	12/31/90	12/31/91	12/31/92	12/31/93	12/31/94	12/31/95	12/31/96	12/31/97
United States	5,689,402	5,740,233	5,791,214	5,900,156	6,035,538	6,105,470	6,190,907	6,330,117
Yearly Change (%)	---	0.9	0.9	1.9	2.3	3.5	1.4	2.2
Region I								
Connecticut	95,132	93,865	92,427	91,757	92,451	93,135	92,941	94,289
Maine	33,676	33,381	34,213	35,619	36,716	34,431	34,662	36,660
Massachusetts	151,995	148,474	147,123	145,855	150,651	153,829	158,096	162,792
New Hampshire	32,921	32,060	31,499	32,442	33,460	34,584	35,575	36,622
Rhode Island	27,806	31,053	31,817	32,546	32,271	30,430	30,816	31,155
Vermont	18,986	18,814	19,355	19,442	19,399	19,681	19,742	20,014
Region II								
New Jersey	204,807	202,489	199,207	202,118	203,906	209,145	214,648	212,820
New York	491,566	489,480	481,452	481,190	483,631	488,360	445,277	446,048
Region III								
Delaware	18,368	18,903	20,073	20,799	21,329	21,554	22,739	24,116
District of Columbia	20,865	20,255	21,818	22,162	23,145	24,161	23,409	23,050
Maryland	112,823	112,937	113,396	115,542	119,025	122,202	121,932	125,755
Pennsylvania	233,679	234,321	234,355	233,948	234,182	236,746	236,276	238,308
Virginia	128,895	130,922	132,832	136,987	142,238	147,710	149,916	152,460
West Virginia	35,098	35,353	35,912	36,589	37,480	37,900	38,253	37,970
Region IV								
Alabama	80,289	77,513	77,804	80,321	82,479	83,038	85,797	86,841
Florida	311,377	315,442	320,089	330,027	336,697	343,017	348,339	355,429
Georgia	142,831	144,680	146,111	150,052	156,096	160,715	169,367	173,643
Kentucky	71,381	71,972	72,941	74,515	75,599	76,970	78,044	78,958
Mississippi	45,781	46,816	46,077	47,223	48,023	49,089	49,916	50,852
North Carolina	134,990	136,086	137,873	140,893	144,289	149,462	154,759	159,745
South Carolina	70,624	71,804	72,409	73,933	76,312	77,822	80,353	82,673
Tennessee	93,666	94,361	95,813	98,099	101,382	104,633	106,644	108,263
Region V								
Illinois	248,675	251,257	250,856	258,679	261,962	265,927	266,358	270,471
Indiana	109,077	108,524	110,899	114,781	116,731	119,805	121,801	123,555
Michigan	178,726	184,203	186,979	191,760	195,658	203,374	204,323	208,598
Minnesota	100,061	101,678	104,476	105,842	109,343	112,477	124,514	121,688
Ohio	207,701	209,655	212,227	215,518	221,814	223,751	225,489	228,772
Wisconsin	103,039	104,998	107,054	109,472	111,715	115,278	116,965	118,766
Region VI								
Arkansas	49,066	50,302	51,530	52,908	53,914	56,649	57,808	58,526
Louisiana	80,449	80,917	82,428	83,838	86,316	87,371	88,027	90,539
New Mexico	33,767	33,931	34,589	36,097	37,338	38,640	39,969	40,462
Oklahoma	64,901	65,579	66,651	68,528	69,648	70,722	71,627	72,648
Texas	318,352	326,114	333,878	343,910	355,080	360,735	368,663	375,357
Region VII								

**Table 6.2 Number of Firms at the End of the Year
1990 - 1997**

Region/State	State Level Firms at Quarter Ended							
	12/31/90	12/31/91	12/31/92	12/31/93	12/31/94	12/31/95	12/31/96	12/31/97
Iowa	61,956	62,884	63,573	64,338	65,472	66,350	66,971	67,453
Kansas	58,573	58,488	59,154	60,664	61,931	63,374	64,074	65,155
Missouri	126,548	127,390	128,441	130,196	133,595	123,007	117,612	125,833
Nebraska	39,785	39,615	39,480	41,456	41,780	42,332	42,878	43,344
Region VIII								
Colorado	89,419	91,401	94,546	98,399	104,625	109,695	114,521	120,898
Montana	23,867	24,192	24,806	25,776	26,692	27,499	28,749	29,259
North Dakota	17,766	17,776	17,847	17,988	18,367	18,467	18,667	18,831
South Dakota	18,888	19,081	19,444	19,897	20,453	20,905	21,196	21,370
Utah	32,687	33,887	35,833	37,993	40,596	42,358	45,281	47,465
Wyoming	15,059	15,107	15,670	16,372	16,959	17,219	17,601	18,000
Region IX								
Arizona	79,109	79,890	81,758	83,964	88,805	91,244	93,837	97,009
California	767,697	780,469	781,207	779,098	785,892	764,169	800,091	837,802
Hawaii	26,588	26,877	27,052	26,974	27,151	26,775	26,974	26,881
Nevada	28,423	29,442	29,918	31,333	33,484	34,951	37,122	39,518
Region X								
Alaska	13,176	13,254	13,852	14,467	14,895	15,214	15,631	15,788
Idaho	26,209	27,113	28,300	30,018	31,717	33,326	34,626	36,003
Oregon	77,338	78,370	81,275	84,360	89,061	92,717	94,384	97,147
Washington	134,944	136,858	142,895	153,471	163,783	162,525	167,647	174,516

Note: Firms represent a summation of establishments owned by a parent company within a state. This results in double counting firms at the U.S. level when a firm is in more than one state.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Department of Labor, Employment and Training Administration.

**Table 6.3 New Employer Firms by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
U.S. Total	748,274	733,021	744,654	769,124	726,437	736,773	757,529	806,855	819,477	842,357	885,416
Yearly Change (%)	---	(2.0)	1.6	3.3	(5.6)	1.4	2.8	6.5	8.2	2.8	5.1
Opening Rate (%)	---	---	---	---	12.8	12.8	13.1	13.7	13.6	13.8	14.3
Region I	45,175	46,752	42,692	37,435	37,534	35,669	38,041	40,496	40,328	41,116	44,399
Connecticut	10,650	11,320	10,653	9,399	8,470	8,358	8,899	9,914	9,395	9,457	9,628
Maine	4,571	4,702	4,475	3,978	3,533	13,675	4,057	3,982	4,476	4,461	5,297
Massachusetts	18,506	19,010	17,101	14,697	12,953	3,832	14,360	16,167	16,040	16,635	17,708
New Hampshire	5,594	4,986	4,528	4,278	3,922	3,962	4,774	5,001	4,988	4,961	6,135
Rhode Island	3,679	4,101	3,520	2,900	6,458	3,772	3,681	3,409	3,290	3,416	3,367
Vermont	2,175	2,633	2,415	2,183	2,198	2,070	2,270	2,023	2,139	2,186	2,264
Region II	89,803	87,943	82,349	79,391	70,845	72,307	77,580	80,593	81,726	84,086	83,965
New Jersey	29,215	27,988	25,603	24,610	21,273	21,560	24,052	25,498	27,106	27,315	26,837
New York	60,588	59,955	56,746	54,781	49,572	50,747	53,528	55,095	54,620	56,771	57,128
Region III	78,541	76,531	80,901	74,444	71,926	73,092	71,861	69,978	72,169	72,043	80,414
Delaware	2,742	2,587	2,484	2,083	2,731	2,617	2,569	2,750	2,783	3,461	3,483
District of Columbia	3,380	3,388	3,862	3,226	3,202	4,627	4,412	5,464	3,250	4,087	3,225
Maryland	19,934	19,392	19,177	18,923	17,987	17,995	18,323	14,062	18,458	13,895	20,501
Pennsylvania	25,809	27,214	30,857	26,125	25,562	25,255	22,481	23,008	23,820	25,433	28,945
Virginia	22,316	19,898	20,462	19,856	18,354	18,425	19,754	20,565	19,433	20,960	21,231
West Virginia	4,360	4,052	4,059	4,231	4,090	4,173	4,322	4,129	4,425	4,207	3,029
Region IV	137,936	136,484	137,709	140,172	133,857	140,623	146,972	166,483	150,807	150,918	162,752
Alabama	9,555	9,512	9,236	9,260	8,737	9,122	9,600	10,087	9,140	10,965	10,523
Florida	48,802	48,092	51,117	48,391	50,357	51,522	54,612	56,320	54,006	49,870	56,283
Georgia	21,975	21,326	20,661	22,309	20,738	22,532	24,569	39,069	24,478	26,440	29,984
Kentucky	8,371	8,480	8,208	7,730	7,550	8,111	7,825	8,061	9,078	9,133	9,471
Mississippi	5,732	5,554	5,712	5,620	5,191	5,654	6,039	6,936	6,185	6,180	6,185
North Carolina	17,728	19,654	19,279	19,652	19,152	21,277	21,395	21,960	21,650	21,857	23,084
South Carolina	10,267	9,655	9,136	9,913	8,706	8,585	8,354	8,730	10,447	10,856	11,040
Tennessee	15,506	14,211	14,360	17,297	13,426	13,820	14,578	15,320	15,823	15,617	16,182
Region V	98,415	94,894	100,752	97,867	96,541	98,038	100,194	109,711	120,286	118,829	117,535
Illinois	31,669	28,689	29,992	27,952	25,267	26,955	31,938	29,934	30,393	28,064	28,009
Indiana	12,133	10,242	11,755	10,993	13,351	13,239	13,513	13,939	14,355	14,260	14,471
Michigan	13,452	16,395	18,167	16,804	16,730	16,836	13,690	20,001	23,972	24,387	24,795
Minnesota	10,545	10,232	10,257	11,525	10,730	10,828	9,486	12,899	12,178	13,557	13,469
Ohio	20,306	18,582	20,211	20,286	19,737	19,218	20,419	21,256	27,046	25,795	24,102
Wisconsin	10,310	10,754	10,370	10,307	10,726	10,962	11,148	11,682	12,342	12,766	12,689
Region VI	83,825	75,407	74,236	77,014	77,569	77,221	82,959	84,255	83,357	85,440	85,855
Arkansas	7,230	6,694	6,692	6,484	6,270	7,201	6,975	6,452	7,042	7,344	5,998
Louisiana	9,201	8,814	9,054	8,321	8,484	9,104	9,271	9,600	9,817	10,087	10,897
New Mexico	4,074	4,681	4,565	4,721	4,326	4,562	5,048	6,140	4,837	4,975	4,959
Oklahoma	8,071	8,037	7,806	8,069	8,038	8,070	8,258	8,387	8,790	9,003	9,213
Texas	55,249	47,181	46,119	49,419	50,451	48,284	53,407	53,676	52,871	54,031	54,788
Region VII	30,240	30,399	30,532	29,721	29,252	29,501	32,750	32,563	32,533	31,415	31,942

**Table 6.3 New Employer Firms by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Iowa	5,644	5,479	5,664	5,526	6,041	6,348	7,287	6,095	6,103	6,014	5,971
Kansas	6,801	6,976	6,779	6,716	6,381	5,617	5,802	7,423	7,600	6,693	7,243
Missouri	13,789	14,065	13,976	13,336	12,822	13,240	13,698	14,718	14,935	14,763	14,540
Nebraska	4,006	3,879	4,113	4,143	4,008	4,296	5,963	4,327	3,895	3,945	4,188
Region VIII	27,148	23,118	25,290	24,216	23,983	29,359	28,985	37,189	36,541	39,762	41,266
Colorado	14,293	10,871	12,819	11,962	11,732	15,167	13,808	19,458	19,703	20,317	22,463
Montana	2,482	2,495	2,419	2,295	2,299	2,653	3,078	3,449	3,377	4,144	3,764
North Dakota	1,623	1,587	1,490	1,392	1,335	1,395	1,485	1,613	1,631	1,668	1,526
South Dakota	1,924	1,803	1,967	2,026	1,790	2,069	1,995	2,228	1,858	1,835	1,961
Utah	5,051	4,580	4,457	4,662	5,071	5,962	6,506	8,104	7,742	9,433	9,391
Wyoming	1,775	1,782	2,138	1,879	1,756	2,113	2,113	2,337	2,230	2,365	2,161
Region IX	121,332	123,627	129,753	157,497	147,726	137,745	142,717	132,088	150,143	164,681	178,428
Arizona	11,423	10,279	9,545	9,832	9,070	9,847	10,595	11,347	12,044	13,920	13,135
California	102,137	104,998	111,674	139,146	130,531	119,734	123,271	111,085	127,074	138,726	153,412
Hawaii	3,453	3,527	3,514	3,585	3,214	3,238	3,198	3,183	3,874	3,992	3,622
Nevada	4,319	4,823	5,020	4,934	4,911	4,926	5,653	6,473	7,151	8,043	8,259
Region X	35,859	37,866	40,440	51,367	37,204	43,218	35,470	53,499	51,587	54,067	58,860
Alaska	4,544	4,970	3,137	2,688	2,356	2,472	2,798	2,665	2,521	2,535	2,401
Idaho	3,108	3,338	3,414	3,853	3,655	4,130	4,681	5,202	5,053	5,242	5,502
Oregon	10,742	9,870	13,255	15,504	10,521	10,299	13,487	14,577	13,770	14,995	15,275
Washington	17,465	19,688	20,634	29,322	20,672	26,317	14,504	31,055	30,243	31,295	35,682

Note: Firms represent a summation of establishments owned by a parent company within a state. This results in an over count of new firms at the U.S. level when an existing firm enters a new state. Statistics of U.S. Business from the Bureau of the Census found in 1995 that there was 594,369 new firms indicating that the overcount is about 225,000.

Source: Adapted by the Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Employment and Training Administration.

**Table 6.4 New Business Incorporations by SBA Region and State
1987-1996**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
U.S. Total	685,572	685,095	676,567	647,675	628,604	666,800	706,537	741,654	768,180	786,482	798,917
Yearly Change (%)	---	(0.1)	(1.2)	(4.3)	(2.9)	6.1	6.0	5.0	3.6	2.4	1.6
Region I	42,027	40,251	35,299	31,363	28,864	28,686	30,233	30,702	28,582	27,071	25,492
Connecticut	12,141	11,850	10,400	9,138	8,501	7,339	7,522	6,911	4,830	4,126	3,375
Maine	3,198	3,107	2,832	2,428	2,326	2,431	2,664	2,637	2,805	2,873	2,823
Massachusetts	17,222	16,438	14,078	12,468	11,706	12,197	12,850	14,065	13,479	12,808	12,437
New Hampshire	3,730	3,388	2,945	2,679	2,387	2,577	2,884	2,990	3,095	3,070	2,791
Rhode Island	3,731	3,426	3,258	3,000	2,458	2,553	2,696	2,500	2,743	2,619	2,649
Vermont	2,005	2,042	1,786	1,650	1,486	1,589	1,617	1,599	1,630	1,575	1,417
Region II	108,190	110,346	103,782	93,850	91,802	97,486	99,438	101,558	110,294	109,283	108,746
New Jersey	31,876	32,659	30,428	28,281	27,994	29,983	29,603	30,869	37,861	35,417	34,349
New York	76,314	77,687	73,354	65,569	63,808	67,503	69,835	70,689	72,433	73,866	74,397
Region III	91,496	92,831	93,400	88,160	85,048	89,158	94,961	103,619	110,646	112,287	113,385
Delaware	31,414	31,486	30,935	29,881	29,887	33,582	39,111	44,762	50,094	51,272	52,184
District of Columbia	2,255	2,256	2,256	2,256	2,256	2,256	2,256	2,256	2,256	1,497	1,462
Maryland	16,368	16,860	17,306	16,674	16,463	17,201	17,090	17,730	18,014	18,632	18,066
Pennsylvania	21,399	21,842	22,242	19,431	17,340	16,947	16,886	17,394	18,575	19,459	20,900
Virginia	17,213	17,699	18,015	17,376	16,883	16,936	17,212	19,150	19,172	19,047	18,704
West Virginia	2,847	2,688	2,646	2,542	2,219	2,236	2,406	2,327	2,535	2,380	2,069
Region IV	142,310	138,505	144,634	144,255	141,631	152,366	159,223	170,043	177,002	185,744	193,360
Alabama	6,691	6,613	6,659	6,092	6,116	7,087	7,179	7,169	7,686	7,686	7,742
Florida	79,393	74,977	80,020	81,374	81,083	86,037	88,048	93,388	98,066	104,113	108,268
Georgia	18,080	18,659	18,815	18,891	18,098	21,046	23,084	24,707	26,990	26,902	29,321
Kentucky	6,665	6,981	6,931	6,669	6,782	7,155	7,758	7,688	7,764	8,060	8,397
Mississippi	3,831	3,821	3,664	3,405	3,602	3,758	4,388	4,814	4,680	5,288	4,910
North Carolina	12,271	12,760	13,211	12,376	11,944	12,580	13,424	14,830	16,021	17,861	19,078
South Carolina	6,278	6,239	6,864	7,158	5,700	6,189	6,483	7,374	7,601	8,049	8,149
Tennessee	9,101	8,455	8,470	8,290	8,306	8,514	8,859	10,073	8,194	7,785	7,495
Region V	93,705	99,152	100,808	98,284	93,825	102,794	111,897	116,197	120,080	122,527	120,805
Illinois	26,831	28,654	28,882	29,279	29,068	30,928	32,756	34,287	34,495	36,210	36,090
Indiana	11,021	13,004	13,954	11,695	10,205	11,119	11,542	11,987	12,451	12,620	12,734
Michigan	21,822	22,633	22,534	22,204	20,099	24,726	28,790	30,374	31,254	31,994	31,260
Minnesota	9,389	9,525	9,598	9,678	9,564	10,002	10,845	11,429	12,203	12,639	12,655
Ohio	18,400	18,991	18,847	18,094	17,895	18,730	20,082	20,013	20,859	20,517	20,105
Wisconsin	6,242	6,345	6,993	7,334	6,994	7,289	7,882	8,107	8,818	8,547	7,961
Region VI	60,304	55,497	59,317	60,614	58,656	60,978	62,037	65,278	66,882	67,726	68,525
Arkansas	5,704	4,253	6,463	6,111	5,326	6,078	5,410	5,867	6,298	6,010	6,994
Louisiana	10,065	9,057	9,018	8,974	8,973	10,839	10,656	11,328	11,082	11,531	11,152
New Mexico	2,433	2,507	2,631	2,854	2,713	2,843	3,232	3,088	3,584	3,042	2,919
Oklahoma	7,551	7,185	7,208	7,152	7,073	7,207	7,832	7,633	7,796	8,105	8,162
Texas	34,551	32,495	33,997	35,523	34,571	34,011	34,907	37,362	38,122	39,038	39,298
Region VII	20,929	21,227	21,548	21,325	21,075	22,545	24,221	23,657	24,503	22,963	23,338

**Table 6.4 New Business Incorporations by SBA Region and State
1987-1996**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Iowa	3,761	3,825	4,554	4,381	4,531	4,918	4,804	4,915	5,925	4,589	4,695
Kansas	4,264	4,384	4,358	4,249	3,930	4,305	4,415	4,273	4,475	4,376	4,847
Missouri	10,294	10,326	9,959	9,761	9,521	10,020	11,544	11,022	10,743	10,545	10,273
Nebraska	2,610	2,692	2,677	2,934	3,093	3,302	3,458	3,447	3,360	3,453	3,523
Region VIII	22,431	24,032	21,270	21,032	23,374	25,315	26,999	27,249	27,574	29,843	30,830
Colorado	14,489	16,224	13,355	12,257	13,583	14,876	15,452	15,187	15,309	16,749	15,670
Montana	1,350	1,280	1,290	1,519	1,572	1,948	2,261	2,177	1,767	2,325	3,219
North Dakota	961	875	842	860	820	984	932	1,042	1,021	925	933
South Dakota	1,009	983	1,008	1,078	1,040	1,218	1,337	1,349	1,401	1,382	1,440
Utah	3,819	3,823	3,901	4,147	4,973	4,582	5,270	5,560	5,917	6,295	7,301
Wyoming	803	847	874	1,171	1,386	1,707	1,747	1,934	2,159	2,167	2,267
Region IX	84,733	82,721	74,950	65,065	61,215	62,523	70,262	74,934	75,497	83,210	89,108
Arizona	11,919	12,440	11,564	10,129	9,832	9,148	11,170	11,248	10,866	12,153	11,262
California	59,697	56,400	48,243	39,111	36,561	36,973	40,072	42,871	41,913	44,043	47,055
Hawaii	3,186	3,199	3,780	3,794	3,792	3,792	3,792	3,792	3,792	3,792	3,792
Nevada	9,931	10,682	11,363	12,031	11,030	12,610	15,228	17,023	18,926	23,222	26,999
Region X	19,447	20,533	21,559	23,727	23,114	24,949	27,266	28,417	27,120	25,828	25,328
Alaska	1,547	1,361	1,391	1,345	1,274	1,461	1,437	1,428	1,428	1,103	1,063
Idaho	1,665	1,895	1,713	1,909	1,944	2,127	2,511	2,530	2,622	2,504	2,489
Oregon	6,863	7,168	7,744	8,525	8,375	8,861	9,874	10,015	9,730	9,267	9,289
Washington	9,372	10,109	10,711	11,948	11,521	12,500	13,444	14,444	13,340	12,954	12,487

Note: A business incorporation is a business that files for organization as a corporation with the secretary of state in each jurisdiction. It may reflect an actual startup of a new business, an intention to start a new business, the conversion of an existing sole proprietorship or partnership to the corporate form, or the creation of a subsidiary of an existing corporation.

Source: Office of Advocacy, U.S. Small Business Administration, from the Dun & Bradstreet Corporation, New Business Incorporations, various press releases.

**Table 6.5 Business Terminations by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
U.S. Total	723,997	763,299	830,478	837,511	820,445	819,336	802,702	803,290	863,699	849,839	857,073
Yearly Change (%)	---	5.4	8.8	0.8	(2.0)	(0.1)	(2.0)	0.1	7.5	(1.6)	0.9
Closing Rate (%)	---	---	---	---	14.4	14.3	13.9	13.6	14.3	13.9	13.8
Region I	35,602	38,944	40,330	40,288	48,274	44,509	44,605	41,026	45,318	43,441	43,886
Connecticut	10,481	11,931	11,741	11,994	12,242	12,017	11,946	11,644	11,619	12,598	11,481
Maine	4,392	4,366	4,683	4,737	4,593	3,876	3,496	3,799	4,676	4,529	4,263
Massachusetts	16,063	17,385	18,415	17,539	18,914	17,263	17,994	13,688	15,417	14,702	15,479
New Hampshire	4,666	5,262	5,491	6,018	5,599	5,317	4,591	4,818	5,044	5,141	6,025
Rhode Island	3,671	3,511	3,993	3,863	3,963	3,858	3,681	4,277	5,985	3,595	3,941
Vermont	2,764	2,703	2,915	2,687	2,963	2,178	2,897	2,800	2,577	2,876	2,697
Region II	87,707	88,155	90,875	89,165	89,487	91,961	83,103	86,121	82,480	81,538	89,375
New Jersey	26,981	25,432	26,645	25,538	27,472	28,961	24,836	27,155	25,667	25,898	26,054
New York	60,726	62,723	64,230	63,627	62,015	63,000	58,267	58,966	56,813	55,640	63,321
Region III	72,379	76,395	73,637	76,857	79,463	77,204	73,262	72,185	73,617	86,857	78,244
Delaware	2,159	2,206	1,793	1,422	2,490	1,749	2,116	2,523	3,193	2,528	3,786
District of Columbia	3,647	3,620	4,340	3,715	3,998	3,125	4,106	4,536	3,302	5,695	3,519
Maryland	15,539	16,201	16,198	17,945	18,842	18,426	16,975	16,049	16,256	20,147	11,666
Pennsylvania	27,760	29,100	28,019	27,929	29,668	29,731	26,724	26,462	27,254	31,180	30,967
Virginia	18,715	20,527	18,333	21,438	19,820	19,809	18,848	18,618	18,493	22,558	22,317
West Virginia	4,559	4,741	4,954	4,408	4,645	4,364	4,493	3,997	5,119	4,749	5,989
Region IV	145,143	145,917	153,502	159,141	160,386	161,762	154,856	168,600	152,656	156,726	168,028
Alabama	10,877	11,714	11,404	10,927	14,478	11,710	9,794	10,603	10,968	11,458	11,741
Florida	49,044	49,452	51,683	54,009	55,539	55,317	52,320	56,976	52,467	54,191	63,768
Georgia	19,717	21,268	24,136	24,448	24,527	25,481	24,917	35,200	23,161	24,441	25,187
Kentucky	11,368	10,686	11,079	11,276	10,356	10,691	10,020	10,151	9,307	9,359	10,068
Mississippi	7,925	7,131	7,334	7,200	6,768	6,997	6,475	7,778	7,077	7,159	6,989
North Carolina	20,166	21,748	22,153	21,643	22,882	26,103	24,516	24,413	23,389	23,112	22,657
South Carolina	10,750	10,406	10,280	10,736	10,785	10,605	9,320	8,879	10,391	10,815	10,891
Tennessee	15,296	14,052	15,433	18,902	15,051	14,858	17,494	14,600	15,896	16,191	16,727
Region V	103,517	100,669	116,674	117,549	104,090	105,759	100,488	107,929	118,332	127,283	114,671
Illinois	32,423	28,553	34,661	29,173	26,771	31,250	28,087	31,051	30,260	34,400	28,596
Indiana	8,638	12,636	16,338	10,632	15,919	13,462	11,873	14,255	14,129	14,838	15,434
Michigan	16,596	16,372	21,645	28,676	15,055	18,010	17,527	19,267	20,340	26,059	19,368
Minnesota	13,038	11,829	11,097	13,614	12,500	11,041	10,684	12,960	12,458	11,532	12,616
Ohio	21,617	19,520	20,897	23,863	22,490	20,287	20,642	18,154	28,091	26,330	25,276
Wisconsin	11,205	11,759	12,036	11,591	11,355	11,736	11,675	12,242	13,054	14,124	13,381
Region VI	106,767	95,708	89,776	86,306	85,214	81,466	84,253	84,214	86,109	91,839	89,955
Arkansas	7,936	8,211	8,771	7,252	7,348	6,982	7,633	7,006	4,872	7,719	5,691
Louisiana	13,975	12,596	12,178	10,883	10,536	10,719	10,910	10,384	11,347	13,634	11,242
New Mexico	5,563	5,459	5,598	4,943	5,242	4,876	4,493	5,847	5,240	5,838	6,960
Oklahoma	12,130	11,321	8,919	9,397	8,856	8,640	7,974	8,914	8,623	8,897	9,161
Texas	67,163	58,121	54,310	53,831	53,232	50,249	53,243	52,063	56,027	55,751	56,901
Region VII	40,423	38,592	38,769	38,577	37,772	37,498	37,604	37,120	38,322	39,237	39,684

**Table 6.5 Business Terminations by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Iowa	8,503	7,484	7,686	6,971	7,410	7,542	7,822	7,902	7,702	7,507	7,465
Kansas	8,926	8,601	8,958	8,788	8,303	7,364	7,609	7,969	8,387	7,860	8,116
Missouri	17,796	17,294	16,870	16,674	16,674	17,022	17,031	16,104	17,588	19,067	18,760
Nebraska	5,611	5,213	5,255	6,144	5,295	5,570	5,142	5,145	4,645	4,803	5,343
Region VIII	27,729	30,001	33,299	29,626	27,209	29,705	31,468	32,023	36,793	30,851	34,585
Colorado	8,736	12,625	15,722	12,864	11,236	13,465	15,206	14,371	17,933	10,953	14,305
Montana	4,556	3,813	3,613	3,453	3,345	3,536	3,421	4,023	4,066	4,324	4,481
North Dakota	2,561	2,108	2,297	2,265	1,944	2,010	1,964	1,754	2,045	1,968	1,831
South Dakota	2,368	2,280	2,162	2,370	2,194	2,375	2,135	2,347	2,360	2,433	2,696
Utah	7,171	6,781	6,271	5,774	5,754	6,122	6,563	7,005	7,654	8,243	8,824
Wyoming	2,337	2,394	3,234	2,900	2,736	2,197	2,178	2,523	2,735	2,930	2,448
Region IX	65,246	109,033	153,940	158,275	146,170	146,207	149,935	128,120	178,812	135,591	143,102
Arizona	13,528	13,250	13,392	14,235	13,011	12,531	13,114	11,087	15,431	17,157	15,077
California	43,894	87,586	132,141	135,767	124,345	124,137	127,500	107,923	152,945	107,936	117,222
Hawaii	3,230	3,633	3,390	3,385	3,486	3,612	3,729	3,492	3,953	3,746	3,933
Nevada	4,594	4,564	5,017	4,888	5,328	5,927	5,592	5,618	6,483	6,752	6,870
Region X	39,484	39,885	39,676	41,727	42,380	43,265	43,128	45,952	51,260	56,476	55,543
Alaska	5,733	5,781	3,552	3,382	2,581	2,110	2,460	2,478	2,530	2,492	2,691
Idaho	3,710	3,269	3,835	3,337	3,500	4,028	4,019	4,697	4,861	5,431	5,696
Oregon	12,410	11,390	11,792	11,921	13,347	11,799	12,995	12,716	13,022	16,569	11,762
Washington	17,631	19,445	20,497	23,087	22,952	25,328	23,654	26,061	30,847	31,984	35,394

Note: Firms represent a summation of establishments owned by a parent company within a state. This results an over count of terminations at the U.S. level when an existing firm leaves a state. Statistics of U.S. Business from the Bureau of the Census found in 1995 497,246 firms closed indicating that the overcount is a little over 300,000.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Labor, Employment and Training Administration.

**Table 6.6 Business Bankruptcies by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
U.S. Total	81,463	62,845	62,449	63,912	70,605	69,848	62,399	50,845	50,516	53,207	53,826
Yearly Change (%)	---	(22.9)	(0.6)	2.3	10.5	(1.1)	(10.7)	(18.5)	(0.6)	5.3	1.2
Region I	1,170	1,384	2,297	3,597	3,937	3,943	3,103	2,224	2,016	1,953	2,011
Connecticut	190	219	218	445	380	379	310	206	205	230	205
Maine	207	215	205	318	353	398	321	296	274	267	310
Massachusetts	512	587	1,158	1,838	2,073	2,420	1,899	1,300	1,116	1,041	965
New Hampshire	127	186	320	490	598	164	153	111	92	92	187
Rhode Island	80	117	170	327	333	364	266	177	162	181	180
Vermont	54	60	226	179	200	218	154	134	167	142	164
Region II	3,328	2,865	3,637	3,726	5,333	6,203	5,774	4,765	4,569	4,330	4,265
New Jersey	1,056	915	1,132	1,120	1,303	1,561	1,870	1,354	1,195	1,067	1,112
New York	2,272	1,950	2,505	2,606	4,030	4,642	3,904	3,411	3,374	3,263	3,153
Region III	4,546	4,004	4,790	6,689	7,859	6,898	6,404	5,112	5,215	5,363	5,600
Delaware	65	50	64	114	126	243	163	120	277	239	214
District of Columbia	78	63	73	129	181	134	119	118	100	119	100
Maryland	965	397	480	1,356	1,633	1,642	1,575	1,243	1,493	1,468	1,678
Pennsylvania	1,287	1,125	1,310	1,751	2,173	2,448	2,272	1,925	1,770	1,870	1,885
Virginia	1,680	2,029	2,462	2,958	3,309	1,963	1,971	1,396	1,261	1,342	1,356
West Virginia	471	340	401	381	437	468	304	310	314	325	367
Region IV	11,059	8,641	10,031	11,134	12,419	11,231	9,430	6,917	6,009	7,357	7,560
Alabama	1,627	1,211	1,334	1,356	1,431	1,318	1,727	717	796	772	876
Florida	1,837	1,823	2,021	2,842	3,031	2,986	2,599	2,218	1,949	2,026	2,162
Georgia	2,020	1,627	2,339	2,366	2,941	2,475	1,923	1,708	496	1,801	1,642
Kentucky	1,199	998	1,155	1,324	1,016	692	440	422	473	431	449
Mississippi	936	363	337	288	411	481	346	218	283	281	299
North Carolina	1,270	950	1,005	1,280	1,390	1,179	946	782	726	703	720
South Carolina	330	405	312	404	479	234	186	221	337	258	346
Tennessee	1,840	1,264	1,528	1,274	1,720	1,866	1,263	631	949	1,085	1,066
Region V	12,051	9,325	9,075	9,679	9,478	10,159	9,172	7,420	7,558	8,099	8,274
Illinois	3,629	2,780	2,397	2,041	2,354	2,586	2,189	1,751	1,624	1,806	1,788
Indiana	1,550	1,191	1,093	1,090	1,083	1,263	1,056	886	842	756	683
Michigan	1,605	1,512	1,579	1,633	1,571	1,793	1,339	1,098	1,072	1,072	1,106
Minnesota	1,729	1,414	1,511	1,771	1,797	1,494	2,057	1,962	1,901	2,250	2,478
Ohio	2,220	1,482	1,447	1,778	1,402	1,862	1,546	728	1,052	1,065	1,006
Wisconsin	1,318	946	1,048	1,366	1,271	1,161	985	995	1,067	1,150	1,213
Region VI	14,426	12,022	10,327	9,187	7,589	7,827	6,136	5,361	5,662	6,353	6,432
Arkansas	706	552	454	467	497	577	444	373	422	486	539
Louisiana	2,555	1,584	1,372	1,338	1,089	865	743	570	562	621	674
New Mexico	410	405	302	348	333	476	388	287	322	390	384
Oklahoma	2,517	1,932	1,720	1,716	1,258	1,096	1,019	873	946	1,388	1,369
Texas	8,238	7,549	6,479	5,318	4,412	4,813	3,542	3,258	3,410	3,468	3,466
Region VII	7,422	3,903	3,072	3,197	2,875	2,644	2,110	1,697	1,708	1,932	1,931

**Table 6.6 Business Bankruptcies by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Iowa	2,017	1,148	960	893	748	660	489	482	556	574	505
Kansas	1,421	764	552	560	527	600	591	372	419	420	412
Missouri	2,486	1,423	1,169	1,319	1,216	1,034	787	653	521	663	733
Nebraska	1,498	568	391	425	384	350	243	190	212	275	281
Region VIII	8,589	6,747	5,537	2,939	2,313	2,537	2,104	1,440	1,422	1,763	1,697
Colorado	5,291	4,304	3,805	1,088	611	1,143	1,118	670	610	779	518
Montana	484	483	354	223	207	240	195	162	171	219	278
North Dakota	302	197	211	209	191	180	164	120	118	152	155
South Dakota	878	369	320	388	356	284	200	164	172	216	221
Utah	1,265	1,249	723	895	830	551	319	222	242	294	434
Wyoming	369	145	124	136	118	139	108	102	109	103	91
Region IX	13,070	9,577	10,030	10,196	15,046	14,968	15,269	13,451	13,691	13,244	12,569
Arizona	1,731	1,586	2,401	2,377	2,194	2,050	1,642	965	1,045	880	846
California	10,763	7,442	7,094	7,391	12,295	12,215	12,943	11,938	12,097	11,748	11,137
Hawaii	183	117	129	74	77	163	190	157	159	187	187
Nevada	393	432	406	354	480	540	494	391	390	429	399
Region X	5,802	4,377	3,653	3,568	3,756	3,438	2,897	2,458	2,666	2,813	3,487
Alaska	356	225	208	164	170	196	172	162	159	183	147
Idaho	717	407	359	365	225	515	414	351	391	460	532
Oregon	1,807	1,111	890	1,061	1,177	1,105	905	844	781	751	1,434
Washington	2,922	2,634	2,196	1,978	2,184	1,622	1,406	1,101	1,335	1,419	1,374

Note: Bankruptcy data exclude Guam, Puerto Rico, and the Virgin Islands. A business bankruptcy is the legal recognition that a company is insolvent (i.e., not able to satisfy creditors or discharge liabilities); must restructure or completely liquidate. A business bankruptcy culminates in the filing of a bankruptcy petition under Chapter 7, 9, 11, 12, or 13 of the federal bankruptcy laws.

Source: Office of Advocacy, U.S. Small Business Administration, from the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division.

**Table 6.7 Business Failures by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
U.S. Total	61,236	57,099	50,361	60,432	88,140	97,069	85,982	71,558	71,194	71,931	83,384
Yearly Change (%)	---	(6.8)	(11.8)	20.0	45.8	10.1	(11.4)	(16.8)	(0.5)	1.0	15.9
Region I	1,039	1,051	1,282	3,057	5,654	6,214	5,330	3,771	3,389	3,064	3,445
Connecticut	110	151	147	430	911	1,225	1,093	577	482	536	635
Maine	59	84	132	197	396	463	383	335	315	299	395
Massachusetts	653	556	771	1,898	2,839	3,031	2,720	2,100	1,931	1,612	1,667
New Hampshire	135	165	125	275	861	721	617	416	385	375	417
Rhode Island	34	42	56	183	459	513	344	213	127	134	183
Vermont	48	53	51	74	188	261	173	130	149	108	148
Region II	2,509	3,220	2,570	4,527	8,370	10,710	9,759	7,730	7,842	7,406	7,695
New Jersey	776	860	606	1,246	2,758	2,828	2,843	2,190	2,782	2,460	2,641
New York	1,733	2,360	1,964	3,281	5,612	7,882	6,916	5,540	5,060	4,946	5,054
Region III	3,252	3,083	3,252	4,892	8,043	8,778	7,054	6,363	6,781	6,071	5,926
Delaware	30	64	31	80	160	188	137	88	45	49	33
District of Columbia	62	53	44	101	198	208	200	168	155	121	93
Maryland	490	424	232	686	1,331	1,708	1,540	1,610	1,813	1,621	1,480
Pennsylvania	1,561	1,399	1,606	2,209	3,658	4,097	3,124	2,742	2,761	2,922	3,124
Virginia	875	928	1,177	1,585	2,297	2,174	1,738	1,459	1,719	1,058	877
West Virginia	234	215	162	231	399	403	315	296	288	300	319
Region IV	8,513	8,569	8,757	10,692	15,352	14,385	12,237	9,694	8,284	8,090	8,275
Alabama	495	635	490	676	1,027	901	841	668	549	542	635
Florida	3,217	3,135	3,160	3,655	5,229	5,375	5,088	3,609	2,904	2,676	2,583
Georgia	1,234	1,379	1,787	1,937	3,390	2,877	2,350	1,961	1,489	1,306	1,181
Kentucky	965	701	676	1,048	1,234	496	322	707	663	642	568
Mississippi	591	493	536	457	523	1,091	841	249	230	183	147
North Carolina	584	672	762	1,030	1,351	1,502	1,194	1,046	968	1,038	1,031
South Carolina	279	385	182	415	603	483	392	498	491	372	413
Tennessee	1,148	1,169	1,164	1,474	1,995	1,660	1,209	956	990	1,331	1,717
Region V	10,275	9,603	9,145	8,830	12,368	12,460	10,003	8,504	8,340	8,787	11,404
Illinois	3,308	3,301	3,382	2,124	3,068	3,101	2,094	1,757	1,684	2,568	3,407
Indiana	1,301	923	929	1,164	1,736	1,479	1,091	908	799	850	852
Michigan	1,810	1,799	2,080	2,100	2,295	2,438	2,546	1,955	1,683	1,559	1,934
Minnesota	690	536	323	522	1,583	1,523	921	722	904	596	1,183
Ohio	1,927	1,936	1,713	2,254	2,776	2,689	2,127	1,987	2,133	2,280	2,823
Wisconsin	1,239	1,108	718	666	910	1,230	1,224	1,175	1,137	934	1,205
Region VI	12,986	10,886	8,807	10,056	10,854	10,784	9,834	8,355	9,103	9,318	10,930
Arkansas	440	363	307	260	480	511	186	366	733	1,005	1,117
Louisiana	1,817	1,438	1,402	1,153	1,103	858	664	656	463	272	300
New Mexico	227	344	393	318	390	457	448	330	408	423	645
Oklahoma	2,135	868	1,266	1,587	1,845	1,419	1,440	1,168	1,317	1,560	1,546
Texas	8,367	7,873	5,439	6,738	7,036	7,539	7,096	5,835	6,182	6,058	7,322
Region VII	4,165	3,157	2,594	2,886	3,429	4,276	3,205	2,717	2,950	3,005	3,724

**Table 6.7 Business Failures by SBA Region and State
1987-1997**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Iowa	915	661	560	554	295	730	507	473	570	458	506
Kansas	993	846	668	758	989	1,080	1,069	871	946	1,095	1,249
Missouri	1,573	1,381	1,150	1,216	1,609	1,833	1,230	1,059	1,112	1,060	1,490
Nebraska	684	269	216	358	536	633	399	314	322	392	479
Region VIII	4,493	3,585	2,353	3,232	3,292	2,935	2,693	2,096	2,359	3,173	4,408
Colorado	2,890	2,233	1,516	2,077	1,959	1,729	1,542	1,315	1,476	2,254	3,082
Montana	324	241	191	191	160	211	173	181	152	179	189
North Dakota	111	159	105	145	140	164	145	90	98	81	138
South Dakota	278	148	142	270	315	232	175	168	182	159	281
Utah	611	599	281	372	556	459	568	260	344	378	581
Wyoming	279	205	118	177	162	140	90	82	107	122	137
Region IX	11,244	11,128	9,465	10,386	17,504	22,825	22,415	18,908	18,467	18,760	22,560
Arizona	821	1,442	1,250	1,084	2,230	2,302	2,064	1,407	1,413	1,010	1,207
California	9,969	9,178	7,814	8,902	14,685	19,796	19,695	16,796	16,329	16,879	20,089
Hawaii	171	179	170	147	74	290	305	259	271	395	630
Nevada	283	329	231	253	515	437	351	446	454	476	634
Region X	2,760	2,817	2,136	1,874	3,274	3,702	3,452	3,420	3,679	4,257	5,017
Alaska	305	287	143	123	144	102	108	112	122	184	177
Idaho	451	363	233	309	397	361	350	276	389	539	677
Oregon	712	509	444	588	1,309	1,265	969	1,027	798	839	1,186
Washington	1,292	1,658	1,316	854	1,424	1,974	2,025	2,005	2,370	2,695	2,977

Note: A business failure is an establishment that ceases operation with a loss to one or more creditors.

Source: Office of Advocacy, U.S. Small Business Administration, from the Dun & Bradstreet Corporation, various press releases.

**Table 6.8 Nonfarm Proprietors Income by SBA Region and State
1987-1997 (Millions of 1997 Dollars)**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
U.S. Total	396,513	421,260	428,031	432,975	435,402	423,940	441,263	450,392	473,134	494,212	503,756
Yearly Change (%)	--	6.2	1.6	1.2	0.6	(2.6)	4.1	2.1	5.0	9.7	1.9
Region I	24,945	27,058	27,457	26,520	25,816	24,836	25,861	25,875	27,030	28,601	29,314
Connecticut	6,154	6,579	6,636	6,580	6,492	6,847	7,074	6,923	7,149	8,453	8,747
Maine	2,214	2,412	2,490	2,454	2,330	2,341	2,396	2,019	2,101	2,064	2,060
Massachusetts	11,708	12,787	12,951	12,348	12,048	10,793	11,354	12,268	12,882	13,140	13,531
New Hampshire	2,436	2,667	2,710	2,490	2,379	2,338	2,419	2,284	2,418	2,383	2,393
Rhode Island	1,413	1,522	1,549	1,546	1,497	1,373	1,416	1,339	1,398	1,479	1,497
Vermont	1,020	1,091	1,120	1,103	1,070	1,144	1,202	1,043	1,083	1,083	1,086
Region II	49,409	53,236	54,020	54,796	55,839	52,285	53,872	54,596	56,288	59,364	60,463
New Jersey	13,740	14,825	15,033	14,829	14,768	14,329	14,830	15,267	15,807	16,032	16,358
New York	35,669	38,411	38,987	39,967	41,071	37,956	39,042	39,329	40,481	43,332	44,105
Region III	38,914	41,423	42,274	42,329	42,071	43,147	44,829	43,173	44,900	45,313	45,579
Delaware	1,020	1,057	1,083	1,137	1,136	832	861	1,652	1,734	1,885	1,901
District of Columbia	1,680	1,871	1,904	1,681	1,693	1,757	1,977	2,300	2,357	2,215	2,229
Maryland	6,619	7,134	7,331	7,448	7,448	8,354	8,579	7,292	7,584	7,591	7,604
Pennsylvania	19,404	20,510	20,864	20,930	20,773	22,081	22,855	22,187	23,016	23,097	23,295
Virginia	8,302	8,874	9,097	9,080	8,965	8,031	8,359	7,662	8,039	8,361	8,371
West Virginia	1,889	1,978	1,995	2,053	2,055	2,092	2,197	2,079	2,172	2,164	2,180
Region IV	59,162	62,402	63,409	65,599	65,895	61,230	64,391	61,594	65,196	67,970	69,255
Alabama	4,758	5,027	5,104	5,218	5,271	5,008	5,207	4,990	5,240	5,406	5,438
Florida	17,433	17,842	18,195	19,442	19,644	17,720	18,668	16,199	17,164	18,351	18,498
Georgia	8,546	9,081	9,243	9,483	9,478	9,561	9,972	10,358	11,030	11,485	11,773
Kentucky	5,141	5,577	5,673	5,646	5,674	4,512	4,706	4,646	4,907	4,825	4,898
Mississippi	3,134	3,350	3,421	3,456	3,488	3,113	3,286	3,111	3,276	3,325	3,360
North Carolina	8,696	9,289	9,468	9,716	9,635	8,727	9,193	9,473	10,040	10,442	10,780
South Carolina	3,836	4,067	3,965	4,404	4,419	4,068	4,362	3,649	3,860	3,908	3,941
Tennessee	7,617	8,169	8,341	8,235	8,285	8,520	8,997	9,168	9,679	10,228	10,567
Region V	65,657	69,341	70,129	70,640	71,124	64,150	66,345	69,096	72,633	72,894	74,342
Illinois	20,995	22,338	22,619	22,562	22,923	19,365	19,903	20,068	21,079	22,904	23,819
Indiana	7,352	7,747	7,897	7,808	7,897	6,998	7,253	8,121	8,585	8,490	8,624
Michigan	10,875	11,373	11,513	11,824	11,791	9,794	10,118	11,380	11,955	11,183	11,139
Minnesota	6,119	6,512	6,582	6,500	6,505	6,703	7,000	7,298	7,690	7,427	7,666
Ohio	13,744	14,423	14,517	15,017	15,035	15,274	15,852	15,606	16,366	16,061	16,194
Wisconsin	6,571	6,946	7,001	6,928	6,974	6,016	6,219	6,623	6,959	6,829	6,900
Region VI	43,574	45,594	46,290	47,642	48,334	50,803	53,149	61,500	64,861	68,981	70,402
Arkansas	3,264	3,376	3,412	3,469	3,452	3,201	3,338	3,514	3,691	3,572	3,565
Louisiana	5,749	6,065	6,137	6,173	6,266	6,062	6,266	6,288	6,706	6,465	6,595
New Mexico	1,769	1,792	1,813	1,930	1,953	1,801	1,945	2,104	2,263	2,246	2,251
Oklahoma	5,276	5,507	5,558	5,500	5,473	4,683	4,899	5,384	5,578	5,793	5,777
Texas	27,517	28,855	29,370	30,569	31,191	35,056	36,702	44,210	46,623	50,905	52,215
Region VII	20,615	21,815	22,022	21,960	22,065	18,872	19,268	18,688	19,764	19,999	20,128

**Table 6.8 Nonfarm Proprietors Income by SBA Region and State
1987-1997 (Millions of 1997 Dollars)**

Region/State	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Iowa	4,937	5,283	5,331	5,322	5,355	4,254	4,360	7,884	4,541	4,428	4,429
Kansas	4,171	4,403	4,437	4,518	4,550	3,904	4,012	4,265	4,351	4,419	4,432
Missouri	8,811	9,289	9,396	9,166	9,168	8,154	8,227	4,111	8,320	8,285	8,334
Nebraska	2,697	2,840	2,858	2,955	2,992	2,559	2,669	2,428	2,553	2,867	2,933
Region VIII	12,536	13,098	13,271	13,514	13,811	12,728	13,438	14,130	15,040	16,856	17,225
Colorado	6,149	6,427	6,534	6,625	6,770	6,312	6,744	7,082	7,523	8,640	8,824
Montana	1,419	1,484	1,494	1,502	1,524	1,343	1,378	1,562	1,647	1,700	1,733
North Dakota	1,007	1,045	1,037	1,068	1,083	852	877	915	987	1,086	1,099
South Dakota	1,233	1,311	1,320	1,354	1,373	1,230	1,271	1,407	1,520	1,546	1,591
Utah	1,951	2,055	2,110	2,111	2,197	2,153	2,305	2,208	2,365	2,915	3,004
Wyoming	777	776	777	853	865	837	862	956	997	969	975
Region IX	66,196	70,716	72,067	72,479	72,820	75,821	78,994	81,542	86,129	91,990	94,220
Arizona	4,315	4,461	4,537	4,477	4,498	4,431	4,686	5,022	5,445	6,357	6,559
California	58,868	62,960	64,068	64,519	64,749	65,901	68,306	71,191	75,051	79,686	81,618
Hawaii	1,663	1,826	1,910	1,841	1,907	2,660	2,890	2,431	2,482	2,521	2,478
Nevada	1,351	1,469	1,552	1,642	1,666	2,829	3,111	2,898	3,151	3,427	3,566
Region X	15,505	16,576	17,092	17,497	17,628	20,068	21,116	20,198	21,292	22,244	22,829
Alaska	1,628	1,730	1,813	1,954	1,928	1,742	1,873	1,434	1,473	1,346	1,361
Idaho	1,808	1,947	2,000	2,008	2,025	2,257	2,417	2,223	2,366	2,623	2,687
Oregon	4,653	5,012	5,128	5,147	5,190	5,446	5,724	5,632	6,016	6,665	6,911
Washington	7,416	7,888	8,151	8,388	8,486	10,622	11,103	10,909	11,436	11,610	11,871

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Commerce, Bureau of Economic Analysis.