
THE
STATE
OF
SMALL
BUSINESS

A REPORT
OF THE
PRESIDENT

1997

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BUSINESS



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OF THE
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1997

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Contents

| | |
|--|-----|
| THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT | 1 |
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION* | 9 |
| Executive Summary | 13 |
| Chapter 1 The State of Small Business | 21 |
| Chapter 2 Financing Small Business | 41 |
| Appendix A Supplementary Tables | 69 |
| Appendix B Procurement | 175 |
| GLOSSARY | 197 |
| CONTENTS OF PREVIOUS EDITIONS | 201 |
| INDEX | 207 |

*For a detailed table of contents of *The Annual Report on Small Business and Competition*, see page 17.

THE
STATE
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BUSINESS

A REPORT
OF THE
PRESIDENT

The State of Small Business: A Report of the President

To the Congress of the United States:

I am pleased to present my fifth annual report on the state of small business. In 1996, the year covered by this report, more than 23.2 million small business tax returns were filed. A record 842,000 new small employers opened their doors and new incorporations hit a record high for the third straight year. Corporate profits, employment compensation, and proprietorship earnings all increased significantly. Industries dominated by small firms created an estimated 64 percent of the 2.5 million new jobs.

Small businesses represent the individual economic efforts of our Nation's citizens. They are the foundation of the Nation's economic growth: virtually all of the new jobs, 53 percent of employment, 51 percent of private sector output, and a disproportionate share of innovations come from small firms. Small businesses are avenues of opportunity for women and minorities, first employers and trainers of the young, important employers of elderly workers, and those formerly on public assistance. The freedom of America's small businesses to experiment, create, and expand makes them powerhouses in our economic system.

An Unprecedented Record of Success

Looking back to the 1986 White House Conference on Small Business, one of the top priorities on the small business agenda was deficit reduction. Small business capital formation efforts had been undermined by interest rates driven sky-high by the demand for funds to service the growing national debt. Today I'm proud to say we've done what was thought nearly impossible then. This year we have converted the deficit to a surplus—and the budget deficit is no longer the issue it once was.

And my Administration is committed to continuing the dramatic growth of the small business sector. We continue to pay close attention to the perspectives and recommendations of America's small business owners. The 1995 White House Conference on Small Business sent a list of 60 recommendations to my Administration and the Congress—the result of a year-long series of conferences and a national meeting on the concerns of small firms. In their 1995 recommendations, the small business delegates told us they need less onerous regulation, estate tax relief for family-owned businesses, and still more access to capital to start and expand their businesses.

On each of these fronts, and on many others, impressive steps have been taken. I have signed 11 new laws that address many of the delegates' concerns. In fact, meaningful action has been taken on fully 86 percent of the 1995 White House Conference on Small Business recommendations.

Easing the Tax Burden

The Taxpayer Relief Act, which I signed in 1997, includes wins for small businesses and the American economy in the form of landmark tax reform legislation. The law will provide an estimated \$20 billion in tax relief to small business over the next 10 years. It extends for three years the exclusion from taxable income of money spent by an employer on education for an employee. The unified gift and estate tax credit will increase the amount excluded from taxation on a transferred estate to \$1.3 million for small family-owned businesses.

The new law expands the definition of a home office for the purpose of deducting expenses to include any home office that is the business' sole office and used regularly for essential administrative or management activities.

And capital gains taxes are reduced from 28 percent to 20 percent. This will help small businesses by encouraging investments in businesses that reinvest for growth rather than investments in companies that pay heavy dividends. The law also improves the targeted capital gains provisions relating specifically to small business stocks. Moreover, small corporations are exempted under the new law from alternative minimum tax calculations. This provision saves about 2 million businesses from complex and unnecessary paperwork.

Capital for Small Business Growth

One of the Small Business Administration's (SBA) highest priorities is to increase small business access to capital and transform the SBA into a 21st century leading-edge financial institution. The SBA's credit programs—including the 7(a) business loan guarantee program, the Section 504 economic development loan program, the microloan program, the small business investment company program, the disaster loan and surety bond programs—provide valuable and varied financial assistance to small businesses of all types. The Small Business Lending Enhancement Act of 1995 increased the availability of funds for SBA's lending programs. In the 7(a) program in fiscal year 1997 alone, with approximately 8,000 bank and nonbank lenders approved to participate, 45,288 loan guarantees valued at \$9.5 billion were approved as of September 1997.

My Administration developed community reinvestment initiatives that revised bank regulatory policies to encourage lending to smaller firms. When combined with lower interest rates, this led to a sizable increase in commercial and industrial lending, particularly to small businesses. And in the first

year of implementation under the Community Reinvestment Credit Act, new data were collected on small business loans by commercial banks. The SBA's Office of Advocacy has been studying and publishing its results on the small business lending activities of the Nation's banks.

And the Office of Advocacy launched a nationwide Internet-based listing service—the Angel Capital Electronic Network (ACE-Net) to encourage equity investment in small firms. ACE-Net provides information to angel investors on small dynamic businesses seeking \$250,000 to \$3 million in equity financing.

Reforming the Regulatory Process

The Small Business Regulatory Enforcement Fairness Act (SBREFA), fully implemented in 1997, gives small businesses a stronger voice where it's needed—early in the Federal regulatory development process. The law provides for regulatory compliance assistance from every Federal agency and legal remedies where agencies have failed to address small business concerns in the rulemaking process.

The new process is working. Agencies and businesses are working in partnership to ensure that small business input is a part of the rulemaking process. In the summer of 1997, for example, the Occupational Safety and Health Administration, in conjunction with the SBA's Office of Advocacy, convened four regional meetings with small firms to discuss a safety and health program under development.

Small firms are also witnessing more agency compliance assistance once regulations are in effect. Agencies are routinely providing compliance guides and lists of telephone numbers and e-mail addresses for small business assistance.

And the law provides for a national ombudsman and 10 regional regulatory fairness boards to make it simple for small businesses to share their ideas, experiences, and concerns about the regulatory enforcement environment. The ombudsman and boards are addressing many concerns expressed by small firms in dealing with regulating agencies.

Expanding Technology and Innovation

Initiatives like the Small Business Innovation Research Program, the Small Business Technology Transfer Program, and the National Institute of Standards and Technology's Manufacturing Extension Partnership and Advanced Technology Program were put in place in the 1980s to channel more Federal funding to small business research and to help small businesses move ideas from the drawing board to the marketplace. Clearly, progress has been made; much remains to be done. New Internet-based initiatives like the Access to Capital Electronic Network and the U.S. Business Advisor are designed to help many more small businesses make the connections they need to commercialize their innovative technologies.

Enhancing International Trade and Federal Procurement Opportunities

During my Administration, our Nation has led the way in opening new markets, with 240 trade agreements that remove foreign barriers to U.S.-made products. Measures aimed at helping small firms expand into the global market have included an overhaul of the Government's export controls and reinvention of export assistance. These changes have cleared a path for small businesses to enter the international economy.

To make certain that small companies can do business with the Government, my Administration and the Congress have streamlined the Federal procurement process through administrative changes and the Federal Acquisition Reform Act of 1996. The changes instituted in these reforms are cost-effective for the Government and are intended to enable businesses to compete more effectively for Government contracts worth billions of dollars.

I am pleased that the SBA has instituted a new electronic gateway to procurement information, the Procurement Marketing and Access Network, or Pro-Net. This data base on small, minority-owned, and women-owned businesses will serve as a search engine for contracting officers, a marketing tool for small firms, and a link to procurement opportunities.

The Human Factor

My Administration is moving to anticipate 21st century demands on our most important resource—our people. As a recent report by the SBA's Office of Advocacy points out, small businesses employed more people on public assistance in 1996 than did large businesses. Our Welfare to Work Partnership has already had positive results—we've moved two million Americans off welfare two full years ahead of schedule. And we are enlisting the help of more and more small business people to expand that record of success.

We want to educate and train a work force that will meet all our future global competition. For those in the work force or moving into it, I recently signed legislation that consolidated the tangle of training programs into a single grant program so that people can move quickly on their own to better jobs and more secure futures. The Balanced Budget Act of 1997 encourages employers to provide training for their employees by excluding income spent on such training from taxation. The SBA has also increased training opportunities for businesses by funding new export assistance centers and women's business centers across the country.

Women have been starting their own businesses at a dramatic rate in recent years. More than 6 million women-owned proprietorships were in operation in 1994, a phenomenal 139 percent increase over the 2.5 million that existed in 1980. But it is also women who are most affected by the lack of adequate child care. The SBA's Office of Advocacy has found that while small firms value the benefits of child care as much as large businesses, small busi-

nesses have been less likely to offer this benefit than large firms for a variety of reasons related to cost. The bottom line is that we've got to raise the quality of child care and make it more affordable for families. I have proposed tax credits for businesses that provide child care and a larger child care tax credit for working families.

I am pleased that so many Americans of all races and nationalities are asserting their economic power by starting small businesses. This report documents the growth: the number of businesses owned by minorities increased from 1.2 million to almost 2 million in the 5-year period from 1987 to 1992. The Federal Government has a role in widening the circle of economic opportunity. Programs are in place to ensure that socially and economically disadvantaged businesses have a fair chance in the Federal procurement marketplace. The share of Federal contract dollars won by minority-owned firms has remained at 5.5 percent for two years running—up from less than 2 percent in 1980. And recently the SBA and the Vice President announced new small business lending initiatives directed to the Hispanic and African American small business communities to give these Americans better access to the capital they need.

We have been working for the past 5 years to bring the spark of enterprise to inner city and poor rural areas through community development banks, commercial loans in poor neighborhoods, and the cleanup of polluted sites for development. The empowerment zone and enterprise community program offers significant tax incentives for firms within the zones, including a 20 percent wage credit and another \$20,000 in expensing and tax-exempt facility bonds. Under the leadership of the Vice President, we want to increase the number of empowerment zones to give more businesses incentives to move into these areas.

Future Challenges

America's small business community is both the symbol and the embodiment of our economic freedom. That is why my Administration has made concerted efforts to expand small business access to capital, reform the system of Government regulations to make it more equitable for small companies, and expand small business access to new and growing markets.

This is an important report because it annually reflects our current knowledge about the dynamic small business economy. Clearly, much is yet to be learned: existing statistics are not yet current enough to answer all the questions about how small, minority-owned, and women-owned businesses are faring in obtaining capital, providing benefits, and responding to regional growth or downsizing. I continue to encourage cooperative Government efforts to gather and analyze data that is useful for Federal policymaking.

I am proud that my Administration is on the leading edge in working as a partner with the small business community. Our economic future deserves no

less. The job of my Administration, and its pledge to small business owners is to listen, to find out what works and to ensure a healthy environment for small business growth.

A handwritten signature in black ink that reads "William J. Clinton". The signature is written in a cursive style with a large, prominent initial "W".

THE WHITE HOUSE

THE ANNUAL
REPORT ON
SMALL
BUSINESS
AND COMPETITION

THE OFFICE OF ADVOCACY
U.S. SMALL BUSINESS
ADMINISTRATION

Letter of Transmittal

Dear Mr. President:

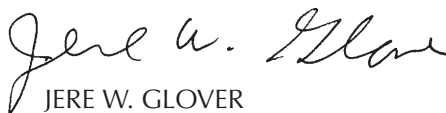
The United States Small Business Administration herewith submits its 1997 Report on Small Business and Competition in accordance with the Small Business Economic Policy Act of 1980. The report was prepared by the Office of Advocacy of the U.S. Small Business Administration.

We are pleased to present this report and to work with you on behalf of this important sector of the economy.

Sincerely,



AIDA ALVAREZ
Administrator



JERE W. GLOVER
Chief Counsel for Advocacy

Executive Summary

Nineteen-ninety-six was an excellent year for the economy and for small business. The economy gained more than 2.4 million payroll jobs, most in small businesses, and real gross domestic product increased by 2.5 percent. The unemployment rate fell from 5.6 percent in 1995 to 5.3 percent in 1996.

The number of businesses that filed tax returns increased by 3.3 percent in 1996 and reached 23.3 million. More than 99 percent of the businesses represented by these returns are small: just 15,000 are large businesses with more than 500 employees. A record 842,000 new small firms with employees opened their doors in 1996 and new incorporations hit a record high for the third straight year.

Business failures and bankruptcies remained low for the fourth straight year. The business failure index was at its lowest level since 1989.

Corporate profits increased in 1996 for the sixth straight year. Not since the recovery from the 1981-1982 recession has such a string of increases occurred. Employment compensation and proprietorship earnings also increased significantly.

Of the 2.44 million new jobs created in 1996, about 64 percent were in industries dominated by small firms. Small businesses are concentrated in the trade and service sectors that are growing most rapidly.

The most recent (1994) data indicate that fully one-third of the 18 million sole proprietorships are owned by women, up from just over one-fourth in 1980. Women's share of receipts increased from 8.8 percent to 14.7 percent over the same period.

Women's ownership of firms identified by the Census Bureau increased 43.1 percent over the 1987-1992 period; minority ownership increased by 63.4 percent.

Financing

Given the steady economy of 1996, small businesses found an ample supply of debt capital to meet the normal demand for financing for seasonal and expansion purposes. A healthy banking system provided many small business loans, although still at relatively high interest rates.

Overall borrowing by U.S. domestic sectors increased moderately—by 3.8 percent—in 1996. Most of the increase came from the state and local government sector. Total borrowing by the business sector actually declined from \$234 billion in 1995 to \$194 billion in 1996, largely because of a significant decrease in corporate borrowing. The nonfarm noncorporate sector increased borrowing to an annual rate of \$38 billion.

Small businesses use a variety of financing sources, including internal resources such as owners' savings, retained earnings and depreciation, loans

from friends and business associates, banks and finance companies, and public equity markets.

Banks remain the most important supplier of traditional small business financing, providing 54 percent of such financing overall. Several indicators point to increased bank lending to small firms in 1996. Lending by banks that make primarily small loans increased by about 11.6 percent and loans outstanding to small businesses increased 5 to 6 percent depending on how small business loans are defined. Concerns are emerging, however, about potential declines in small business lending caused by bank mergers and acquisitions.

Both the number and dollar amount of loans made under the loan guaranty programs of the U.S. Small Business Administration declined in fiscal year 1996, after a large increase in 1995.

Lending by finance companies continued to increase in 1996, although at a slower pace than in the previous year. Overall, finance companies provided 13 percent of total traditional small business financing.

The availability of equity financing, especially for fast-growing firms, continued to expand in the booming equity market of 1996. Both initial public offerings and private venture capital reached historically high volumes. The availability of informal equity capital from accredited angel investors is also believed to have increased significantly in 1996.

Procurement from Small Firms

The federal government spends about \$200 billion annually on the procurement of goods and services. Small firms receive about 20 percent of all prime contract dollars and another 10-14 percent of the federal procurement pie in subcontracts. Large firms, representing less than 5 percent of businesses, receive more than 60 percent of all federal procurement dollars.

In FY 1996, small businesses won \$66.4 billion in federal contract awards, including \$41.1 billion in direct contracts and an additional \$25.3 billion in subcontracts from prime contractors working directly for the federal government. The \$66.4 billion represents 34 percent of the \$197.6 billion awarded by the federal government in FY 1996, a modest increase from small business' 33 percent share in FY 1995.

The share of contracts awarded in FY 1996 to small minority- and women-owned firms remained at levels consistent with FY 1995. In FY 1996, minority-owned firms were awarded \$10.9 billion or 5.5 percent of total federal contract dollars and women-owned firms were awarded \$3.4 billion or 1.7 percent.

Nineteen-ninety-six was the fourteenth year of the Small Business Innovation Research (SBIR) program. In the first 14 years of the program, almost \$6 billion has been awarded to small businesses in 37,393 projects.

Federal contract markets are changing at an unparalleled pace. Two recent laws, the Federal Acquisition Streamlining Act and the Federal Acquisition Reform Act, are changing the way firms do business with the government.

Additional reforms are imminent, especially with the December 1997 enactment of both HUBZone and contract bundling legislation.

The Small Business Administration has instituted a new electronic gateway to procurement information, the Procurement Marketing and Access Network, or PRO-Net. This Internet-based data base of information on more than 171,000 small, disadvantaged, and women-owned businesses will serve as a search engine for contracting officers, a marketing tool for small firms, and a link to procurement opportunities and important information on federal contracting.

Table of Contents

| | | |
|-------------------|---|------------|
| Chapter 1 | The State of Small Business | 21 |
| | The Number of Small Businesses | 22 |
| | Business Formation and Dissolution | 23 |
| | Business Incorporations | 26 |
| | Business Bankruptcies and Failures | 26 |
| | Business Earnings | 30 |
| | Small- and Large-Business-Dominated Industries | 30 |
| | Major Industry Sectors | 33 |
| | Specific Industries | 35 |
| Chapter 2 | Financing Small Business | 41 |
| | Credit Conditions for U.S. Businesses in 1996 | 41 |
| | Uses of Funds by Major Sectors | 41 |
| | Small Business Borrowing | 43 |
| | Lending to Small Businesses by Commercial Banks | 45 |
| | Profile of Bank Lending to Small Businesses in 1996 | 54 |
| | Lending Under the SBA's Guarantee Programs | 61 |
| | Lending by Finance Companies | 61 |
| | Borrowing in the Public Issue Markets | 62 |
| | Venture Capital Funds | 63 |
| Appendix A | Supplementary Tables | 69 |
| Appendix B | Procurement | 175 |
| | Size of Federal Contract Actions | 176 |
| | Sources of Small Business Awards by Agency/Department | 178 |
| | Small Business Share of Purchasing Agency Awards | 178 |
| | Product/Service Categories | 178 |
| | Small Business Innovation Research | 179 |

| | |
|---|------------|
| Procurement from Minority- and Women-Owned Businesses | 180 |
| Changes in the Procurement Markets | 181 |
| Appendix C Tables | 183 |
| Glossary | 197 |
| Contents of Previous Editions | 201 |
| Index | 207 |

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The project was managed by Kathryn J. Tobias, senior editor. John Ward, and Sarah M. Fleming made significant editorial contributions. Harriett A. Lyles, Marlene E. Delaney, and Kathy Mitcham provided staff support. Specific sections were written or prepared by the following staff:

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| Appendix B | James M. O'Connor |

The Office of Advocacy appreciates the interest of all who reviewed the report, including staff of the National Economic Council, the Council of Economic Advisers, and the Office of Management and Budget. Thanks are also extended to the U.S. Government Printing Office for their assistance.

Chapter 1

The State of Small Business

Synopsis

Nineteen ninety-six was an excellent year for the economy and for small business. The economy gained more than 2 million payroll jobs and real gross domestic product increased by 2.5 percent. The unemployment rate fell from 5.6 percent in 1995 to 5.3 percent in 1996. Consumer prices remained stable, while corporate profits and employment compensation both increased.

A record 842,000 new small firms with employees opened their doors in 1996 and new incorporations hit a record high for the third straight year. More than 23.2 million business tax returns were filed. Business failures and bankruptcies remained low for the fourth straight year. The business failure index was at its lowest level since 1989.

Corporate profits increased in 1996 for the sixth straight year. Not since the recovery from the 1981–1982 recession has such a string of increases occurred. Employment compensation and proprietorship earnings also increased significantly.

Small-business-dominated industries added jobs to the economy at a rate more than 1.3 times the national rate of increase of 2.5 percent. Small businesses are concentrated in the trade and service sectors that are growing most rapidly.

Introduction

The economy continued to grow in 1996 for the fifth consecutive year.¹ Major economic indicators reflected slow, steady and sustainable economic growth (Table 1.1). Small businesses contributed to and shared in the benefits of the growing economy.

The production of goods and services, adjusted for inflation, grew by 2.5 percent in 1996, while the unemployment rate declined from 5.6 to 5.3 percent. The economy added 2.4 million private sector jobs to nonfarm payrolls; compensation to employees increased by 5.3 percent. This expansion occurred without igniting inflation: the Consumer Price Index rose by only 3.3 percent and long-term interest rates declined.

¹ A comprehensive discussion of the performance of the U.S. economy appears in the *Economic Report of the President: Transmitted to the Congress February 1997* (Washington, D.C.: U.S. Government Printing Office, 1997).

Table 1.1 *Selected Indicators of Economic Performance, 1995–1996*

| | 1995 | 1996 | Percent Change |
|--|---------|---------|----------------|
| Gross Domestic Product (Billions of Dollars) | 7,253.8 | 7,580.0 | 4.5 |
| Gross Domestic Product (Chained 1992 Billions of Dollars) | 6,742.9 | 6,911.0 | 2.5 |
| Unemployment Rate | 5.6 | 5.4 | -0.2 |
| Nonagricultural Payrolls (Millions of Workers) | 116.6 | 119.0 | 2.4 |
| Compensation of Employees (Billions of Dollars) | 4,222.7 | 4,448.5 | 5.3 |
| Nonfarm Proprietors' Income (Billions of Dollars) | 458.2 | 482.6 | 5.3 |
| Corporate Profits (Billions of Dollars) | 604.8 | 670.2 | 10.8 |
| Consumer Price Index | 152.4 | 156.9 | 3.5 |
| Consumer Confidence Index | 100.0 | 104.6 | 4.6 |
| Federal Deficit (Billions of Dollars) | 163.9 | 107.3 | -34.5 |
| Interest Rates on: | | | |
| Long-Term Treasury Bills | 6.9 | 6.7 | -0.2 |
| 91-Day Treasury Bills | 5.5 | 5.0 | -0.5 |
| Federal Funds | 5.8 | 5.3 | -0.5 |
| High-Grade Corporate Securities | 7.59 | 7.37 | -0.19 |
| Housing Starts (Millions) | 1.35 | 1.48 | 8.9 |

Source: Board of Governors of the Federal Reserve System, annual averages as reported in various tables of "Financial and Business Statistics," *Federal Reserve Bulletin*, April 1997.

While the federal deficit declined 34.5 percent to \$107.3 billion (the lowest since 1981), corporate profits grew by 11.5 percent and nonfarm proprietors' income—an important measure of the health of the small business sector—rose from \$449.2 billion to \$471.9 billion, an increase of 5.3 percent. The index of consumer confidence rose to 104.6 in 1996, an increase of 4.6 percentage points since 1995, and the highest level since 1989.

The Number of Small Businesses

The number of businesses that filed tax returns increased by 3.3 percent in 1995 and reached 23.3 million (Table 1.2). Over the 15-year span from 1981 to 1996, the number of businesses grew at a rate of 4.7 percent per year.

Table 1.2 *Nonfarm Business Tax Returns, 1981–1996 (Thousands)*

| Year | Corporations (Forms 1120 and 1120S) | Partnerships (Form 1065) | Proprietorships (Schedule C) | Total | Annual Percentage Increase |
|---|---|-----------------------------|---------------------------------|--------|----------------------------------|
| 1996 ^P | 5,018 | 1,613 | 16,664 | 23,295 | 3.28 |
| 1995 | 4,818 | 1,580 | 16,157 | 22,555 | 2.26 |
| 1994 | 4,667 | 1,558 | 15,831 | 22,056 | 2.22 |
| 1993 | 4,516 | 1,567 | 15,495 | 21,578 | 1.64 |
| 1992 | 4,518 | 1,609 | 15,066 | 21,230 | 2.79 |
| 1991 | 4,374 | 1,652 | 14,626 | 20,653 | 1.05 |
| 1990 | 4,320 | 1,751 | 14,149 | 20,439 | 4.78 |
| 1989 | 4,197 | 1,780 | 13,529 | 19,506 | 2.78 |
| 1988 | 4,027 | 1,826 | 13,126 | 18,979 | 3.79 |
| 1987 | 3,829 | 1,824 | 12,633 | 18,286 | 4.50 |
| 1986 | 3,577 | 1,807 | 12,115 | 17,499 | 3.18 |
| 1985 | 3,437 | 1,755 | 11,767 | 16,959 | 4.88 |
| 1984 | 3,167 | 1,676 | 11,327 | 16,170 | 6.40 |
| 1983 | 3,078 | 1,613 | 10,507 | 15,198 | 5.96 |
| 1982 | 2,913 | 1,553 | 9,877 | 14,343 | 5.38 |
| 1981 | 2,813 | 1,458 | 9,345 | 13,616 | — |
| Average Annual Growth Rate (Percent) | 5.2 | 0.7 | 5.2 | 4.7 | |

P=Projected from the *SOI Bulletin*, Winter 1996–1997, 170, Table 21. Data exclude tax-exempt organizations.

Source: U. S. Department of the Treasury, Internal Revenue Service, *Statistics of Income Bulletin* (Winter 1996–1997), Table 21.

Of that total, about 6 million small businesses employ between one and 500 workers. About 15,000 employ more than 500 workers and the remainder have no employees.

Business Formation and Dissolution

A record 842,357 new small firms with employees opened their doors in 1996—a slight percentage increase over 1995 (Table 1.3).² The number of these firms has increased fairly steadily over the past decade, reaching successive new highs in 1993, 1994, 1995, and 1996. Over the 1982–1996 period, the total number of firms with employees increased at a rate of just over 2.9

² The United States has no formal annual survey of new business formation. Three proxies are used instead: the change in the total number of tax returns filed, the count of new firms with employees, and new incorporations. Good records of the number and size of new businesses with employees are available through the reports of employment and unemployment insurance tax liabilities to state employment security agencies. Casual business activities are less likely to be included in this measure than in the tax return total. The number of firms filing these reports is reported by the U. S. Department of Labor. Larger firms often report in more than one state, so the nationwide employment security count is about 10 percent higher than the Bureau of the Census count for the same year. Data from the Bureau of the Census are available only after a two-year delay, while the employment security data are available on a current basis, which makes these data particularly useful.

Table 1.3 *Change in the Number of U.S. Businesses with Employees, Fiscal Years 1982–1996 (Thousands)*

| Year | Firms at End of Year | Successor Firms | New Firms | Sum: New and Successor | Terminations | Net Rate of Growth (Percent) |
|---------|----------------------|-----------------|-----------|------------------------|--------------|------------------------------|
| 1996 | 6,191 | 176 | 842 | 1,018 | 849 | 2.21 |
| 1995 | 6,057 | 164 | 819 | 983 | 871 | 1.08 |
| 1994 | 5,992 | 137 | 807 | 944 | 803 | 2.41 |
| 1993 | 5,851 | 136 | 776 | 911 | 801 | 1.93 |
| 1992 | 5,741 | 138 | 737 | 875 | 819 | 0.95 |
| 1991 | 5,687 | 140 | 724 | 864 | 818 | 0.84 |
| 1990 | 5,639 | 146 | 769 | 915 | 846 | 1.27 |
| 1989 | 5,568 | 153 | 743 | 896 | 826 | 1.01 |
| 1988 | 5,513 | 153 | 755 | 907 | 752 | 1.71 |
| 1987 | 5,420 | 163 | 775 | 939 | 717 | 3.64 |
| 1986 | 5,230 | 175 | 741 | 916 | 801 | 1.71 |
| 1985 | 5,142 | 166 | 722 | 888 | 746 | 2.67 |
| 1984 | 5,009 | 164 | 691 | 855 | 687 | 3.54 |
| 1983 | 4,837 | 171 | 633 | 804 | 720 | 1.26 |
| 1982 | 4,777 | 185 | 595 | 781 | 707 | 1.55 |
| Average | 5,510 | 158 | 742 | 900 | 784 | 1.85 |

Source: U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Employment and Training Administration, based upon state employment security agencies' quarterly unemployment insurance reports, 1997.

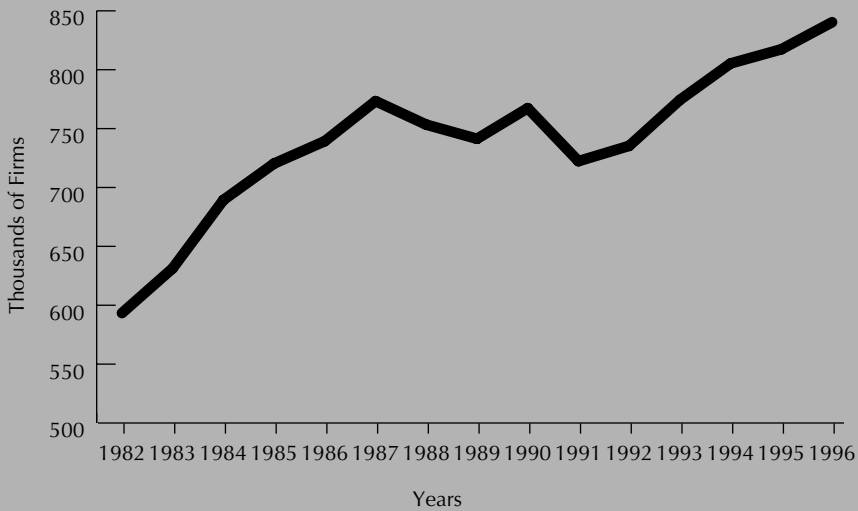
percent per year, exceeding the rates of growth of the general population and the work force (Chart 1.1).

Although the net annual increase between 1982 and 1996 averages just 2 percent, the level of activity in business formation and closure is actually much higher. Each year about 14 percent of small firms with employees drop from the unemployment insurance rolls, while the number of new firms added is equal to about 16 percent of the total.

A high rate of business formation and dissolution is characteristic of a dynamic economy. Changing tastes and preferences, new technologies, and changes in demography and geography are all accommodated by the entry and exit of firms. New small businesses answer many of the needs, entering the marketplace with new products and services, at new locations, and with new and different methods of distribution.

The formation and dissolution of businesses varies by region across the United States (Table 1.4). Region IX (the Pacific states of California, Arizona, Hawaii, and Nevada) showed the largest net growth in the number of firms during 1996, posting a net gain of almost 4.5 percent. Regions VIII, IX, and X all exceeded the average growth rate of new firms by wide margins.

Chart 1.1 *New Firms with Employees, 1982–1996*



Source: U.S. Small Business Administration, Office of Advocacy, based upon U.S. Department of Labor, Employment and Training Administration.

Table 1.4 *New Firms, Terminations, and Successor Firms, by SBA Region, 1995–1996*

| | Firms at End of 1996 | Percent Change from 1995 | New Firms at End of 1996 | Percent Change from 1995 | Terminations at End of 1996 | Percent Change From 1995 |
|-------------------|----------------------|--------------------------|--------------------------|--------------------------|-----------------------------|--------------------------|
| U.S. Total | 6,190,907 | 2.21 | 842,357 | 2.79 | 849,839 | 6.82 |
| Region I | 371,832 | 1.57 | 41,116 | 1.95 | 43,441 | -4.14 |
| Region II | 659,925 | 1.87 | 84,086 | 2.89 | 81,538 | -1.14 |
| Region III | 592,525 | 0.38 | 72,043 | -0.17 | 86,857 | 17.98 |
| Region IV | 1,227,626 | 2.31 | 169,125 | 0.31 | 175,626 | 5.85 |
| Region V | 972,739 | 1.30 | 109,205 | -1.84 | 120,291 | 4.08 |
| Region VI | 626,094 | 1.95 | 85,440 | 2.50 | 91,839 | 6.65 |
| Region VII | 223,839 | 1.22 | 22,832 | -4.00 | 27,329 | -1.73 |
| Region VIII | 246,015 | 4.18 | 39,762 | 8.81 | 30,851 | -16.15 |
| Region IX | 958,024 | 4.46 | 164,681 | 9.68 | 135,591 | -24.17 |
| Region X | 312,288 | 2.80 | 54,067 | 4.81 | 56,476 | 10.18 |

Source: U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Employment and Training Administration, based upon state employment security agencies' quarterly unemployment insurance reports, 1997.

Business Incorporations

Corporations represent more than 60 percent of businesses with employees and account for nearly 90 percent of the nation's sales and employment.³ The number of new business incorporations increased by 2.9 percent in 1996 to 790,569—another new record (Table 1.5).

Regions VIII and IX again led the nation in the growth in new incorporated firms in 1996, with increases about three times the national rate (Table 1.6). New business incorporations rose 10.2 percent in Region IX to 83,210 new firms. Region VIII had 29,843 new firms. In particular, Montana, Nevada, and Arizona led these regions with double-digit increases in new incorporations.

By contrast, the percentage of new incorporations declined in SBA Regions I, II, VII and X. While most regions have displayed a healthy growth in new incorporations during the past several years, there was some slowdown in this indicator of business formation along the East Coast and in the far western quadrant of the nation during 1996. For example, in Regions I and II, all states except Maine and New York showed declines in the number of new incorporations in 1996. These states did not sustain the very high business formation rates of the recent past.

Business Bankruptcies and Failures

Over the past three years, the levels of both failures and bankruptcies have remained steady, dropping sharply from the periods of increasing failures and bankruptcies at the beginning of the decade.

Business failures, which follow a seasonal pattern, rose one percent nationwide between 1995 and 1996 (Table 1.7, Chart 1.2). Failures per 10,000 enterprises reached the lowest level since 1990 (Table 1.8, Chart 1.3).⁴ Business bankruptcies rose 5.3 percent during 1996 to 53,214, but remained at low levels for the fourth straight year.

Most firms fail in their early years. For a given cohort, about 20 percent of the remaining firms fail in each of the first and second years after startup.

³ The business incorporation series of the Dun and Bradstreet Corporation measures firms that choose to incorporate in each state and operate as corporations.

⁴ Business failures represent business closings with a financial loss to one or more creditors that are reported to the Dun & Bradstreet Corporation. This definition is much narrower than the definition for terminations, as reported in the unemployment insurance data. Terminations represent businesses ceasing to report employment and may be closings with or without reported creditor losses. A bankruptcy is the legal recognition that a company is insolvent and not able to satisfy creditors or discharge liabilities. The company must restructure or liquidate. Not all firms, particularly those with no employees, are listed with Dun & Bradstreet and not all closing firms are reported as having an outstanding debt to a creditor. The result is that closings or "discontinuances" are about 10 times as frequent as closings with reported creditor losses. The number of bankruptcies is also about one-tenth of the overall number of business terminations. In every year observed, the number of businesses that "fail" or apply to bankruptcy court is small compared with the number that just close their doors, and is equal to about 1.5 percent of all firms reporting employment.

Table 1.5 *New Business Incorporations, 1981–1996*

| | Incorporations | Percent Change |
|------|----------------|----------------|
| 1996 | 790,569 | 2.9 |
| 1995 | 768,180 | 3.6 |
| 1994 | 741,657 | 5.0 |
| 1993 | 706,537 | 6.0 |
| 1992 | 666,800 | 6.1 |
| 1991 | 628,580 | -2.9 |
| 1990 | 647,366 | -4.3 |
| 1989 | 676,567 | -1.2 |
| 1988 | 685,095 | -0.1 |
| 1987 | 685,572 | -2.4 |
| 1986 | 702,101 | 5.0 |
| 1985 | 668,904 | 5.3 |
| 1984 | 634,991 | 5.8 |
| 1983 | 600,400 | 5.9 |
| 1982 | 566,942 | -2.5 |
| 1981 | 581,661 | — |

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from the Dun and Bradstreet Corporation, *New Business Incorporations* (various issues).

Table 1.6 *New Business Incorporations by SBA Region, 1995 and 1996*

| | 1995 | 1996 | Percent Change |
|-------------------|----------------|----------------|----------------|
| U.S. Total | 768,180 | 790,569 | 2.9 |
| Region I | 28,582 | 27,646 | -3.3 |
| Region II | 110,294 | 109,283 | -0.9 |
| Region III | 110,646 | 116,137 | 5.0 |
| Region IV | 177,002 | 185,744 | 4.9 |
| Region V | 120,080 | 122,189 | 1.8 |
| Region VI | 66,882 | 67,726 | 1.3 |
| Region VII | 24,503 | 22,963 | -6.3 |
| Region VIII | 27,574 | 29,843 | 8.2 |
| Region IX | 75,497 | 83,210 | 10.2 |
| Region X | 27,120 | 25,828 | -4.8 |

Note: SBA regions are defined as follows: Region I: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont; Region II: New Jersey, New York; Region III: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia; Region IV: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee; Region V: Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin; Region VI: Arkansas, Louisiana, New Mexico, Oklahoma, Texas; Region VII: Iowa, Kansas, Missouri, Nebraska; VIII: Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming; Region IX: Arizona, California, Hawaii, Nevada; and Region X: Alaska, Idaho, Oregon, Washington.

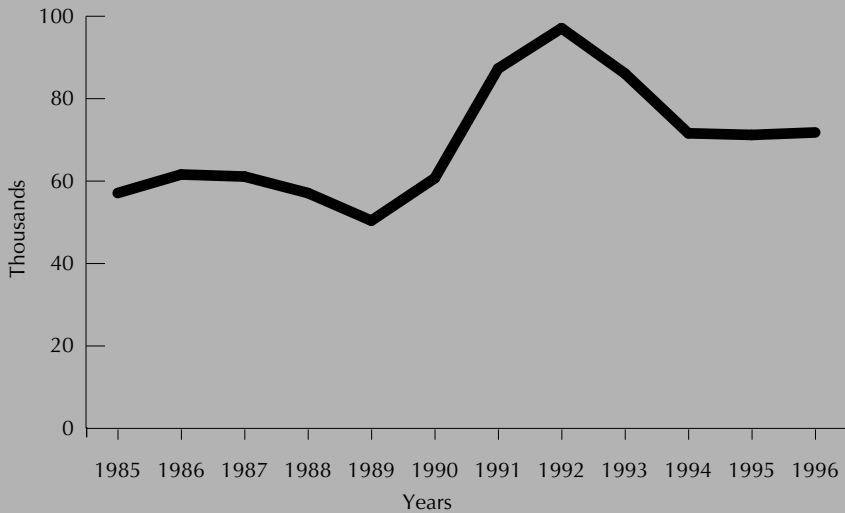
Source: U.S. Small Business Administration, Office of Advocacy, based upon data provided by the Dun and Bradstreet Corporation, Economic Analysis Department, 1997.

Table 1.7 Measures of Business Failure, 1984–1996

| | Bankruptcies | Percent Change | Failures | Percent Change |
|------|--------------|----------------|----------|----------------|
| 1996 | 53,214 | 5.3 | 71,811 | 1.0 |
| 1995 | 50,516 | -0.6 | 71,194 | -0.5 |
| 1994 | 50,845 | -17.7 | 71,558 | -16.9 |
| 1993 | 61,799 | -11.5 | 86,133 | -11.4 |
| 1992 | 69,848 | -1.1 | 97,069 | 9.9 |
| 1991 | 70,605 | 10.5 | 87,266 | 43.7 |
| 1990 | 63,912 | 2.3 | 60,746 | 20.6 |
| 1989 | 62,449 | -0.6 | 50,361 | -11.8 |
| 1988 | 62,845 | -22.9 | 57,099 | -6.6 |
| 1987 | 81,463 | 1.9 | 61,111 | -0.8 |
| 1986 | 79,926 | 12.2 | 61,601 | 7.9 |
| 1985 | 71,277 | 11.0 | 57,067 | 9.6 |
| 1984 | 64,211 | 2.9 | 52,078 | — |

Sources: For failures, adapted by the U.S. Small Business Administration, Office of Advocacy, from the Dun and Bradstreet Corporation, *Business Failure Record* (various issues); for bankruptcies, from data provided by the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division.

Chart 1.2 Business Failures, 1985–1996



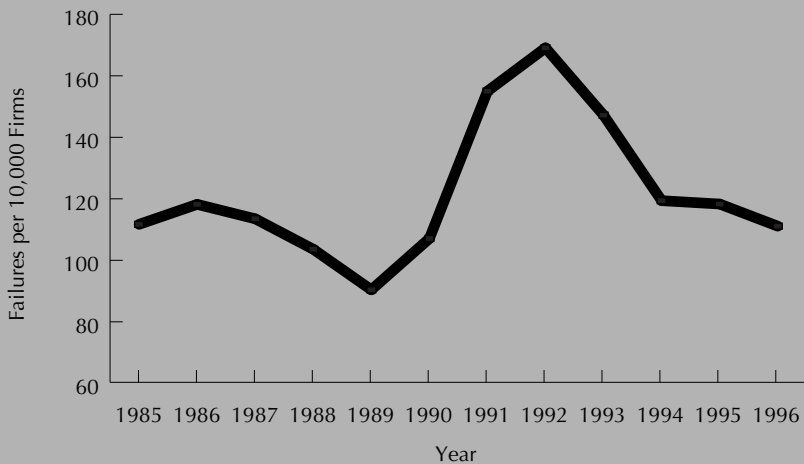
Source: Office of Advocacy, U.S. Small Business Administration; based upon Dun and Bradstreet Data.

Table 1.8 *Business Failures Index: 1985–1996*

| Year | Number of Firms | Number of Failures | Failures Firms x 10,000 |
|------|-----------------|--------------------|-------------------------|
| 1996 | 6,463,000 | 71,811 | 111.1 |
| 1995 | 6,068,172 | 71,128 | 118.3 |
| 1994 | 5,992,000 | 71,520 | 119.4 |
| 1993 | 5,851,288 | 86,133 | 147.2 |
| 1992 | 5,740,575 | 97,069 | 169.1 |
| 1991 | 5,685,274 | 88,140 | 155.0 |
| 1990 | 5,641,499 | 60,432 | 107.1 |
| 1989 | 5,570,407 | 50,361 | 90.4 |
| 1988 | 5,509,912 | 57,099 | 103.6 |
| 1987 | 5,393,338 | 61,236 | 113.5 |
| 1986 | 5,212,727 | 61,601 | 118.2 |
| 1985 | 5,127,126 | 57,252 | 111.7 |

Sources: The number of firms is derived by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Employment and Training Administration, based upon state employment security agencies' quarterly unemployment insurance reports. The number of business failures is published weekly, monthly, and annually in the Dun and Bradstreet *Business Failure Record*.

Chart 1.3 *Business Failures Index, 1985–1996*



Source: This graph was produced by the Office of Advocacy of the Small Business Administration based upon data compiled from the U.S. Department of Labor, Employment and Training Administration, and the Dun and Bradstreet *Business Failure Record*.

The rate of failure decreases year by year; by the ninth or tenth year only about 7 or 8 percent of the remaining firms fail. Fewer than half of all new firms are in operation after five years.

Business failures and bankruptcies display wide variation across the regions of the country. In 1996, failures decreased markedly in some regions (Regions I, II, III and IV) while increasing in others (Regions V through X) (Table 1.9).

Business Earnings

Corporate profits increased in 1996 for the seventh consecutive year (Table 1.10). Not since the recovery from the 1981 to 1982 recession has such a string of increases in corporate profits occurred. The 11.5 percent increase builds upon increases of 11.8 percent, 15.7 percent, and 13.4 percent in 1993–1995. Employment compensation increased 5.3 percent in 1996, the third largest increase since 1990.

Nonfarm proprietorship earnings, an important measure of the health of the small business sector, rose by 5.1 percent during 1996. The growth in proprietorship earnings between 1991 and 1996 was the highest for any five-year period since 1983–1988.⁵ Approximately 85 percent of small businesses are legally organized as proprietorships or partnerships.

Small- and Large-Business-Dominated Industries

A convenient and cost-effective way to view the role of small business in the economy is to compare employment and employment growth in industries dominated by small businesses with that of industries dominated by large businesses.⁶ Some 52.7 percent of all nonfarm private sector employment in 1994 (the latest year for which data are available) was in firms with fewer than 500 employees, down slightly from the 53.1 percent in 1993 (Table 1.11).

U.S. nonfarm private sector employment totaled 101.5 million in December 1996, a gain of more than 2.4 million (2.5 percent) over December 1995. The greatest gains in employment were in industries with the highest shares of employment in small firms.

⁵ Nonfarm proprietorship earnings are estimates because the income tax statements on which they are based are delayed in both their receipt and analysis.

⁶ Employment data by firm size are available for no later than 1992. Employment data by industry are available through 1996. The percentage of employment in small firms is calculated from 1994 Census data and is used to classify industries in 1995 by employment in small or large firms. Within the major industrial sector, the individual industries can be classified by the percentage of employment in firms with fewer than 500 employees. The classifications are small-business-dominated industries—those with more than 60 percent of employees in small firms; large-business-dominated industries—those with more than 60 percent of employees in large firms; and a remainder called “indeterminate industries”—those with between 40 and 60 percent of their employment in small or large business.

Table 1.9 *Change in Business Failures and Bankruptcies by SBA Region, 1995–1996*

| | Business Failures | | Change 1995–1996 (Percent) | Bankruptcies | | Change 1995–1996 (Percent) |
|-------------------|-------------------|---------------|----------------------------------|---------------|---------------|----------------------------------|
| | 1995 | 1996 | | 1995 | 1996 | |
| U.S. Total | 71,128 | 71,811 | 1.0 | 50,516 | 53,214 | 5.3 |
| Region I | 3,395 | 3,055 | -10.0 | 2,016 | 1,953 | -3.1 |
| Region II | 7,839 | 7,382 | -5.8 | 4,569 | 4,331 | -5.2 |
| Region III | 6,760 | 6,065 | -10.3 | 5,215 | 5,363 | 2.8 |
| Region IV | 8,266 | 8,068 | -2.4 | 6,009 | 7,358 | 22.4 |
| Region V | 8,359 | 8,760 | 4.8 | 7,558 | 8,100 | 7.2 |
| Region VI | 9,061 | 9,347 | 3.2 | 5,662 | 6,354 | 12.2 |
| Region VII | 2,952 | 2,986 | 1.2 | 1,708 | 1,934 | 13.2 |
| Region VIII | 2,365 | 3,157 | 33.5 | 1,422 | 1,763 | 24.0 |
| Region IX | 18,440 | 18,753 | 1.7 | 13,691 | 13,245 | -3.3 |
| Region X | 3,691 | 4,238 | 14.8 | 2,666 | 2,813 | 5.5 |

Sources: For failures: adapted by the U.S. Small Business Administration, Office of Advocacy, from the Dun and Bradstreet Corporation, *Business Failure Record* (various issues); for bankruptcies: from data provided by the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division.

Table 1.10 *Employment Compensation, Nonfarm Proprietorship Income, and Corporate Profits, 1982–1995 (Billions of Dollars)*

| Year | Employment Compensation ¹ | | Nonfarm Proprietorship Earnings | | Pre-Tax Corporate Profits ² | |
|------|--------------------------------------|----------------|---------------------------------|----------------|--|----------------|
| | Amount | Percent Change | Amount | Percent Change | Amount | Percent Change |
| 1996 | 4,448.5 | 5.3 | 471.9 | 5.1 | 654.0 | 11.5 |
| 1995 | 4,222.7 | 5.3 | 449.3 | 8.0 | 586.6 | 11.4 |
| 1994 | 4,008.3 | 5.2 | 415.9 | 7.2 | 526.5 | 13.4 |
| 1993 | 3,809.4 | 4.5 | 388.1 | 4.5 | 464.5 | 15.7 |
| 1992 | 3,644.9 | 5.4 | 371.5 | 11.7 | 401.4 | 4.9 |
| 1991 | 3,457.9 | 3.1 | 332.7 | 2.5 | 382.5 | 3.5 |
| 1990 | 3,352.8 | 6.4 | 324.6 | 7.8 | 369.5 | 3.7 |
| 1989 | 3,151.6 | 7.9 | 301.2 | 2.7 | 356.4 | -2.4 |
| 1988 | 2,921.3 | 4.5 | 293.4 | 5.2 | 365.0 | 14.1 |
| 1987 | 2,698.7 | 6.9 | 279.0 | 6.7 | 319.8 | 17.7 |
| 1986 | 2,523.8 | 5.9 | 261.5 | 9.7 | 271.6 | -3.3 |
| 1985 | 2,382.8 | 7.0 | 238.4 | 11.0 | 280.8 | 6.3 |
| 1984 | 2,226.9 | 9.7 | 214.7 | 16.5 | 264.2 | 24.2 |
| 1983 | 2,029.4 | 5.9 | 184.3 | 17.2 | 212.7 | 40.4 |
| 1982 | 1,916.0 | | 157.3 | | 151.5 | |

¹ Includes employee contributions for Social Security insurance.

² Includes inventory valuation and capital consumption adjustment.

Note: The data are seasonally adjusted at annual rates.

Source: U.S. Department of Commerce, Bureau of Economic Analysis, *Survey of Current Business*, Table 1.14, January 1997.

Table 1.11 *Firms, Employment, Payroll and Estimated Receipts by Firm Size, 1988–1994*

| Item | Year | Employment Size of Firm | | | | | | | |
|---|------|-------------------------|-------------|-------------|-------------|---------------|---------------|---------------|---------------|
| | | Total | 0-4 | 5-9 | 10-19 | 20-99 | 100-499 | <500 | 500+ |
| Number of Firms | 1994 | 5,276,964 | 3,208,235 | 964,985 | 563,097 | 452,383 | 73,267 | 5,261,967 | 14,997 |
| | 1993 | 5,193,642 | 3,139,518 | 962,481 | 559,602 | 445,900 | 71,512 | 5,179,013 | 14,629 |
| | 1992 | 5,095,356 | 3,075,280 | 945,802 | 551,912 | 439,084 | 69,156 | 5,081,234 | 14,122 |
| | 1991 | 5,051,025 | 3,036,304 | 941,296 | 551,299 | 439,811 | 68,338 | 5,037,048 | 13,977 |
| | 1990 | 5,073,795 | 3,020,935 | 952,030 | 562,610 | 453,732 | 70,465 | 5,059,772 | 14,023 |
| | 1989 | 5,021,315 | 3,003,224 | 937,202 | 553,449 | 443,959 | 69,608 | 5,007,442 | 13,873 |
| | 1988 | 4,954,645 | 2,979,905 | 923,580 | 540,988 | 430,640 | 66,708 | 4,941,821 | 12,824 |
| | 1988 | 96,721,594 | 5,318,961 | 6,332,580 | 7,543,777 | 17,693,995 | 14,118,375 | 51,007,688 | 45,713,906 |
| Employment | 1993 | 94,773,913 | 5,258,195 | 6,313,651 | 7,498,345 | 17,420,634 | 13,825,238 | 50,316,063 | 44,457,850 |
| | 1992 | 92,825,797 | 5,178,909 | 6,202,861 | 7,390,874 | 17,121,010 | 13,307,187 | 49,200,841 | 43,624,956 |
| | 1991 | 92,307,559 | 5,151,143 | 6,174,730 | 7,386,939 | 17,146,411 | 13,143,390 | 49,002,613 | 43,304,946 |
| | 1990 | 93,469,275 | 5,116,914 | 6,251,632 | 7,543,360 | 17,710,042 | 13,544,849 | 50,166,797 | 43,302,478 |
| | 1989 | 91,626,094 | 5,054,429 | 6,152,151 | 7,420,196 | 17,353,444 | 13,373,640 | 49,353,860 | 42,272,234 |
| | 1988 | 87,844,303 | 5,006,203 | 6,060,724 | 7,252,715 | 16,833,702 | 12,761,379 | 47,914,723 | 39,929,580 |
| | 1994 | 2,487,959,727 | 134,649,352 | 131,666,587 | 166,475,972 | 408,053,078 | 335,573,696 | 1,176,418,685 | 1,311,541,042 |
| | 1993 | 2,363,208,106 | 128,968,107 | 127,133,193 | 159,153,336 | 385,005,072 | 316,183,732 | 1,116,443,440 | 1,246,764,666 |
| Annual Payroll (Thousands of Dollars) | 1992 | 2,272,392,408 | 124,592,441 | 122,381,613 | 152,830,640 | 368,969,129 | 298,174,483 | 1,066,948,306 | 1,205,444,102 |
| | 1991 | 2,145,015,851 | 118,233,813 | 116,794,212 | 146,516,583 | 352,032,797 | 279,436,898 | 1,013,014,303 | 1,132,001,548 |
| | 1990 | 2,103,971,179 | 116,856,518 | 114,006,469 | 144,450,673 | 352,390,861 | 279,451,864 | 1,007,156,385 | 1,096,814,794 |
| | 1989 | 1,989,941,554 | 112,462,139 | 108,002,714 | 136,794,733 | 332,733,188 | 264,144,335 | 954,137,110 | 1,035,804,444 |
| | 1988 | 1,858,652,147 | 108,800,891 | 103,041,106 | 130,326,463 | 315,751,201 | 244,647,178 | 902,566,839 | 956,085,308 |
| | 1994 | 14,840,452,031 | 880,763,759 | 752,675,397 | 928,380,448 | 2,531,402,508 | 1,930,758,304 | 7,023,980,416 | 7,816,471,615 |
| | 1993 | 14,098,572,035 | 846,812,139 | 730,360,041 | 891,635,409 | 2,394,813,062 | 1,816,357,620 | 6,679,975,318 | 7,418,596,717 |
| | 1992 | 13,605,183,510 | 820,739,417 | 705,146,922 | 859,446,404 | 2,292,331,108 | 1,717,787,867 | 6,395,451,671 | 7,209,731,839 |
| Estimated Receipts (Thousands of Dollars) | 1991 | 12,961,443,722 | 777,737,765 | 680,215,533 | 829,024,906 | 2,207,714,522 | 1,618,186,793 | 6,112,879,819 | 6,848,563,903 |
| | 1990 | 9,450,655,960 | 626,678,614 | 569,639,860 | 681,191,539 | 1,715,442,516 | 1,316,747,423 | 4,909,699,952 | 4,540,956,008 |

Notes: 1990 is the first year estimated receipts were reported. This table does not illustrate job growth. For information on job growth, the Office of Advocacy utilizes longitudinal data from the Bureau of the Census that tracks firms over a period.

Source: U.S. Small Business Administration, Office of Advocacy, based upon data provided by the U.S. Department of Commerce, Bureau of the Census.

Generally, small firms created jobs in two ways; through births of new small firms in rapidly growing sectors like business and health services and through expansions of existing fast-growth companies. These companies exist in virtually every sector of the economy, but are found increasingly in new technology manufacturing companies that start small and grow very rapidly.⁷ Over a period of 1-2 years, about one-third of new jobs come from births, and two-thirds of new jobs come from expansions of existing companies.⁸

The services industry sector continues to be the largest creator of new jobs, adding almost 1.2 million positions in calendar year 1996. The service sector was defined as “dominated” by small businesses (with 60 percent or more of its employment in firms with fewer than 500 employees) until 1991. Small businesses still constitute 57.0 percent of the employment in services. Retail trade added more than one-half million new jobs in 1996.

Overall, the U.S. economy created 2.44 million jobs during 1996, growing 2.5 percent. Small-firm-dominated sectors created about 64 percent of those jobs. The remaining job growth was evenly split between industries dominated by large firms and those not dominated by either category. During 1996, the small-business-dominated sector expanded 3.3 percent (1.5 million new jobs), while the large-firm-dominated sector grew 1.3 percent (443,100 new jobs) and indeterminate sectors expanded 2.4 percent (444,800 new jobs) (Table 1.12).

Small-business-dominated industries in the construction sector showed the largest percentage gain, with employment growth of 5.7 percent (292,500 jobs). The service industry showed the largest numerical gain in employment among the small-business-dominated industries, with 569,800 new jobs (a 3.4-percent increase).

Major Industry Sectors

Some 101.5 million nonfarm private sector workers were employed in the United States in December 1996, a gain of almost 2.44 million (2.5 percent) over December 1995. The greatest gains in employment were in major industries with the highest percentage of employment in small firms (Table 1.13).

While the small business share of overall employment stayed relatively constant from 1992 to 1994 (from 53.0 percent to 52.7 percent), some sectors appear to be in flux.⁹ Changes in employment shares of small businesses in the major industries illustrate the trends.

⁷ SBA's Office of Advocacy, in cooperation with the U.S. Department of Commerce, Bureau of the Census, has been developing a Longitudinal Enterprise and Establishment Microdata base (LEEM), capable of tracing individual firms (and their employment changes) over time. The file currently extends from 1990 to 1995, with additional years to be added shortly. It is from firm-specific files such as this that definitive statements about job creation can be made.

⁸ This statement excludes changes resulting from mergers, acquisitions, divestitures, and other changes in the legal form of organization.

⁹ Dynamic data from the Bureau of Census prepared under contract for the U.S. Small Business Administration, Office of Advocacy, show an increase in the nonfarm share of small business employment from 53 percent in 1991 to 55 percent in 1993.

Table 1.12 *Change in Employment by Firm Size Dominance and Major Industrial Sector, December 1995 and December 1996 (Absolute Change in Thousands)*

| Industry | Small-Business-Dominated Industries | | Large-Business-Dominated Industries | | Indeterminate Industries | | Aggregate of All Industry Sectors | |
|------------------------------------|-------------------------------------|----------------|-------------------------------------|--------------|--------------------------|--------------|-----------------------------------|----------------|
| | Percent | Absolute | Percent | Absolute | Percent | Absolute | Percent | Absolute |
| Total, All Industries | 3.3 | 1,548.9 | 1.3 | 443.1 | 2.4 | 444.8 | 2.5 | 2,436.8 |
| Agricultural Services | 5.6 | 30.3 | NA | NA | NA | NA | 5.6 | 30.3 |
| Mining | 4.3 | 1.4 | -5.2 | -16.2 | 4.6 | 10.3 | -0.8 | -4.5 |
| Construction | 5.7 | 292.5 | NA | NA | NA | NA | 5.7 | 292.5 |
| Manufacturing | -0.1 | -2.2 | -0.8 | -88.0 | -0.2 | -9.8 | -0.5 | -100.0 |
| Transportation | 5.3 | 57.7 | 1.9 | 62.4 | -1.5 | -30.3 | 1.4 | 89.8 |
| Wholesale Trade | 2.5 | 102.3 | 2.7 | 21.6 | 2.2 | 36.4 | 2.5 | 160.3 |
| Retail Trade | 3.3 | 429.5 | 1.7 | 124.7 | 6.2 | 96.6 | 3.0 | 650.8 |
| Finance, Insurance and Real Estate | 2.9 | 67.6 | 1.1 | 35.4 | 4.7 | 63.9 | 2.4 | 166.9 |
| Services | 3.4 | 569.8 | 3.5 | 303.2 | 3.8 | 277.7 | 3.5 | 1,150.7 |

NA = Not available and indicates lack of industry representation within that size category. Detail may not add to total because of rounding.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small- and large-business-dominated and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

Source: U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings*, 1997.

Construction led the sectors with a 5.7 percent employment increase (292,500 new jobs) followed by an agricultural services increase of 5.6 percent (30,300 new jobs). Both sectors have 89 percent of their employment in firms with fewer than 500 employees. The services sector continues to be the largest creator of new jobs, adding 1.1 million positions in calendar year 1996. Small businesses constitute 57.0 percent of the employment in this sector. The next largest contributor to employment was the retail trade sector, which added 651,000 new jobs. Mining and manufacturing have low small business shares and were the only major industries to lose jobs during 1996.

Aggregating small- and large-business-dominated industries into major industries reveals similar results (Table 1.12). Leading the job growth were construction and agricultural services, both of which are composed entirely of small-business-dominated industries. In manufacturing and mining, large-business-dominated industries lost 104,200 of the 104,500 lost jobs. Within mining, large-business-dominated industries led job-losing industries; employment in these industries declined by 5.2 percent (16,200 jobs).

In the large-business-dominated industries, the services sector recorded the largest absolute and percentage gains in employment. The continued

Table 1.13 *Employment by Major Industrial Sector, December 1995 and December 1996 (Thousands)*

| | Small Business Share, 1994 (Percent) | December | | Percent Change 1995–1996 | Absolute Change 1995–1996 |
|-------------------------------------|--------------------------------------|-----------------|------------------|--------------------------|---------------------------|
| | | 1995 | 1996 | | |
| Total, All Industries | 52.7 | 99,085.3 | 101,522.1 | 2.5 | 2,436.8 |
| Agricultural Services | 89.3 | 543.7 | 574.0 | 5.6 | 30.3 |
| Mining | 40.7 | 569.7 | 565.2 | –0.8 | –4.5 |
| Construction | 89.0 | 5,131.3 | 5,423.8 | 5.7 | 292.5 |
| Manufacturing | 38.5 | 18,429.2 | 18,329.2 | –0.5 | –100.0 |
| Transportation | 36.1 | 6,276.8 | 6,366.6 | 1.4 | 89.8 |
| Wholesale Trade | 67.5 | 6,498.5 | 6,658.8 | 2.5 | 160.3 |
| Retail Trade | 52.6 | 21,922.8 | 22,573.6 | 3.0 | 650.8 |
| Finance, Insurance, and Real Estate | 43.1 | 6,866.2 | 7,033.1 | 2.4 | 166.9 |
| Services | 57.0 | 32,847.1 | 33,997.8 | 3.5 | 1,150.7 |

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small- and large-business-dominated and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

movement of the services industry toward larger firms is illustrated by the gain of 277,700 new jobs in the indeterminate class of industries and 303,200 jobs in the large-business-dominated industries. These gains contributed to a larger percentage increase for services in industries dominated by large businesses (3.5 percent), and in indeterminate industries (3.8 percent) than in small-business-dominated industries (2.9 percent).

Specific Industries

A look at the 15 small- and large-business-dominated industries exhibiting the greatest changes in employment provides some insight into the changing composition of employment growth in the United States.

The 15 strongest job creators among the small-business-dominated industries created 1 million net new jobs, while their large-business-dominated counterparts added 580,600 (Table 1.14). Special trade contractors, representing various activities in the building construction industry, led the list of small-business-dominated industries for the second year in a row, with 230,600 new jobs. Retail trade industries were prominent, representing five of the 15 top job-creating industries in the small-business-dominated sector. The per-

Table 1.14 *Industries Generating the Most Jobs, December 1995 to December 1996 (Thousands)*

| | | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|--|--|----------|---------|---------------------------------|--------------------------------|
| | | 1995 | 1996 | | |
| Small-Business-Dominated Industries | | | | | |
| 172 | Special Trade Contractors | 3,227.7 | 3,458.3 | 230.6 | 7.1 |
| 58 | Eating and Drinking Places | 7,389.0 | 7,504.0 | 115.0 | 1.6 |
| 87 | Engineering, Accounting, Research | 825.7 | 900.5 | 74.8 | 9.1 |
| 799 | Miscellaneous Amusement Recreation Services | 949.6 | 1,014.2 | 64.6 | 6.8 |
| 801 | Offices of Physicians | 1,641.4 | 1,702.8 | 61.4 | 3.7 |
| 50 | Durable Goods | 2,726.9 | 2,783.0 | 56.1 | 2.1 |
| 59 | Miscellaneous Retail Establishments | 222.5 | 277.2 | 54.7 | 24.6 |
| 571 | Furniture and Home Furnishings Stores | 503.1 | 553.7 | 50.6 | 10.1 |
| 174 | Masonry, Stonework, and Plastering | 422.2 | 471.4 | 49.2 | 11.7 |
| 15 | General Building Contractors | 1,198.2 | 1,245.1 | 46.9 | 3.9 |
| 51 | Nondurable Goods | 1,296.0 | 1,342.2 | 46.2 | 3.6 |
| 521 | Lumber and Other Building Materials Stores | 511.7 | 552.5 | 40.8 | 8.0 |
| 171 | Plumbing, Heating, and Air Conditioning | 733.5 | 769.9 | 36.4 | 5.0 |
| 551 | New and Used Car Dealers | 1,005.4 | 1,040.8 | 35.4 | 3.5 |
| 173 | Electrical Work | 623.5 | 658.5 | 35.0 | 5.6 |
| Total, Top 15 Industries | | | | 997.7 | |
| Large-Business-Dominated Industries | | | | | |
| 7363 | Personnel Supply Services | 2,285.2 | 2,428.4 | 143.2 | 6.3 |
| 531 | Department Stores | 2,593.4 | 2,701.9 | 108.5 | 4.2 |
| 8062 | Hospitals | 3,517.0 | 3,579.3 | 62.3 | 1.8 |
| 451 | Air Transportation | 656.8 | 700.6 | 43.8 | 6.7 |
| 48 | Communications | 1,247.1 | 1,281.8 | 34.7 | 2.8 |
| 822 | Colleges and Universities | 1,260.3 | 1,290.0 | 29.7 | 2.4 |
| 481 | Telephone Communication | 931.6 | 952.3 | 20.7 | 2.2 |
| 621 | Security Brokers and Dealers | 401.9 | 422.3 | 20.4 | 5.1 |
| 7374 | Computer Processing and Data Preparation | 235.3 | 255.7 | 20.4 | 8.7 |
| 632 | Medical Service and Health Insurance | 314.7 | 334.8 | 20.1 | 6.4 |
| 781 | Motion Picture Production | 221.8 | 240.9 | 19.1 | 8.6 |
| 7514 | Passenger Car Rental | 118.0 | 133.7 | 15.7 | 13.3 |
| 6021 | National Commercial Banks | 589.6 | 604.2 | 14.6 | 2.5 |
| 80 | Health Services | 355.7 | 369.4 | 13.7 | 3.9 |
| 5045 | Computers and Computer Peripheral Equipment | 311.1 | 324.8 | 13.7 | 4.4 |
| Total, Top 15 Industries | | | | 580.6 | |

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small- and large-business-dominated and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

sonnel supply services industry led employment gains in large-business-dominated industries, with 143,200 new jobs, followed by department stores. No manufacturing or mining industries were represented on either top 15 list.

The fastest growing small-business-dominated industries increased their employment by 10.8 percent, while large-business-dominated industries increased by 6.5 percent (Table 1.15). Retail industries were also well represented on this list of fast-growing industries: the miscellaneous retail establishments industry led the small-business-dominated list with an employment increase of 24.6 percent. Service industries led the large-business-dominated industries list with five of the 15 top industries: information retrieval services was the fastest growing large-business-dominated industry, with an employment increase of 15.4 percent.

The changing structure of industry can also be viewed through a review of the industries losing the most jobs (Table 1.16). These job losses may reflect absolute employment declines, productivity gains, or exporting of jobs. A range of industries across the manufacturing, retail trade, and service sectors showed employment declines. The 15 small-business-dominated industries losing the most jobs lost 80,000 jobs, compared with 176,500 jobs in the 15 comparable large-business-dominated industries.

Comparisons of employment changes in job-losing industries with employment changes in job-gaining industries indicate continuing job losses in large-firm-dominated apparel and steel industries, and continued downsizing in the food processing and bakery sectors. In small-firm-dominated industries, losses in automotive-related sectors may be based upon improved productivity, while losses in printing and photofinishing may also be productivity-related. Explanations for these observations are subjects of continuing research.

Conclusion

Nineteen-ninety-six was another excellent year for the economy, for business, and for small business. The economy gained 2.4 million new jobs and real gross domestic product increased by 2.5 percent. The unemployment rate fell from 5.6 percent in 1995 to 5.4 percent in 1996. Consumer prices were stable, as were wholesale prices. Corporate profits and employee compensation both increased. These increases represented real increases in disposable income.

Small-business-dominated industries added jobs to the economy at a rate more than 1.3 times the national rate of increase. Small businesses are concentrated in the trade and service sectors that are growing and consolidating most rapidly. Within the trade and service sectors many small business owners view business growth as an important goal for their firms. As their businesses become larger, the small business share of employment in these sectors is declining—an indicator that small businesses are succeeding in generating economic growth.

Table 1.15 *Fastest Growing Industries, December 1995 to December 1996*
(Thousands)

| | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 | |
|--|--|---------|---------------------------------|--------------------------------|------|
| | 1995 | 1996 | | | |
| Small-Business-Dominated Industries | | | | | |
| 59 | Miscellaneous Retail Establishments | 222.5 | 277.2 | 54.7 | 24.6 |
| 47 | Transportation Services | 43.5 | 49.3 | 5.8 | 13.3 |
| 542 | Meat Markets and Freezer Provisioners | 51.9 | 58.6 | 6.7 | 12.9 |
| 174 | Masonry, Stonework, and Plastering | 422.2 | 471.4 | 49.2 | 11.7 |
| 52 | Building Materials and Garden Supplies | 37.0 | 40.9 | 3.9 | 10.5 |
| 7532 | Top, Body, and Upholstery Repair Shops | 205.7 | 226.4 | 20.7 | 10.1 |
| 571 | Furniture and Home Furnishings Stores | 503.1 | 553.7 | 50.6 | 10.1 |
| 593 | Used Merchandise Stores | 104.5 | 114.8 | 10.3 | 9.9 |
| 526 | Retail Nurseries and Garden Stores | 91.0 | 99.8 | 8.8 | 9.7 |
| 5148 | Fresh Fruits and Vegetables | 107.0 | 117.3 | 10.3 | 9.6 |
| 753 | Automotive Repair Shops | 134.3 | 147.1 | 12.8 | 9.5 |
| 733 | Mailing, Reproduction, Stenographic | 289.4 | 316.6 | 27.2 | 9.4 |
| 7538 | General Automotive Repair Shops | 238.7 | 261.0 | 22.3 | 9.3 |
| 87 | Engineering, Accounting, Research | 825.7 | 900.5 | 74.8 | 9.1 |
| 807 | Medical and Dental Laboratories | 199.1 | 217.1 | 18.0 | 9.0 |
| | Total, Top 15 Industries | | | 376.1 | 10.8 |
| Large-Business-Dominated Industries | | | | | |
| 7375 | Information Retrieval Services | 60.3 | 69.6 | 9.3 | 15.4 |
| 7514 | Passenger Car Rental | 118.0 | 133.7 | 15.7 | 13.3 |
| 45 | Transportation by Air | 47.2 | 53.4 | 6.2 | 13.1 |
| 615 | Business Credit Institutions | 97.4 | 107.8 | 10.4 | 10.7 |
| 7374 | Computer Processing and Data Preparation | 235.3 | 255.7 | 20.4 | 8.7 |
| 781 | Motion Picture Production | 221.8 | 240.9 | 19.1 | 8.6 |
| 458 | Air Transportation Services | 115.2 | 124.6 | 9.4 | 8.2 |
| 3728 | Aircraft Parts and Auxiliary Equipment | 112.7 | 121.8 | 9.1 | 8.1 |
| 636 | Title Insurance | 66.8 | 71.9 | 5.1 | 7.6 |
| 451 | Air Transportation | 656.8 | 700.6 | 43.8 | 6.7 |
| 484 | Cable and Other Pay Television Services | 167.3 | 178.4 | 11.1 | 6.6 |
| 632 | Medical Service and Health Insurance | 314.7 | 334.8 | 20.1 | 6.4 |
| 7363 | Personnel Supply Services | 2,285.2 | 2,428.4 | 143.2 | 6.3 |
| 63 | Insurance Carriers | 62.8 | 66.7 | 3.9 | 6.2 |
| 2451 | Mobile Homes | 62.2 | 65.8 | 3.6 | 5.8 |
| | Total, Top 15 Industries | | | 330.4 | 8.8 |

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small- and large-business-dominated and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

Table 1.16 *Industries Losing the Most Jobs, December 1995 to December 1996 (Thousands)*

| | | December | | Absolute Change | Percent Change |
|--|--|----------|-------|-----------------|----------------|
| | | 1995 | 1996 | 1995–1996 | 1995–1996 |
| Small-Business-Dominated Industries | | | | | |
| 233 | Women's and Misses' Outerwear | 257.1 | 238.0 | -19.1 | -7.4 |
| 509 | Miscellaneous Durable Goods | 342.4 | 335.0 | -7.4 | -2.2 |
| 734 | Services to Buildings | 888.8 | 881.7 | -7.1 | -0.8 |
| 241 | Logging | 83.0 | 76.8 | -6.2 | -7.5 |
| 561 | Men's and Boys' Clothing and Furnishings | 90.7 | 86.0 | -4.7 | -5.2 |
| 793 | Bowling Centers | 89.8 | 85.2 | -4.6 | -5.1 |
| 863 | Labor Organizations | 139.9 | 135.5 | -4.4 | -3.1 |
| 572 | Household Appliance Stores | 78.6 | 74.2 | -4.4 | -5.6 |
| 2361 | Girls', Children's, Infants' Dresses and Blouses | 17.0 | 13.0 | -4.0 | -23.5 |
| 7384 | Photofinishing Laboratories | 77.4 | 73.8 | -3.6 | -4.7 |
| 2396 | Automotive Trimmings, Apparel Findings | 57.3 | 54.0 | -3.3 | -5.8 |
| 5962 | Automatic Merchandising Machine Operators | 70.3 | 67.1 | -3.2 | -4.6 |
| 279 | Printing Trade Services | 54.3 | 51.6 | -2.7 | -5.0 |
| 5064 | Electrical Appliances, Television, and Radio | 49.4 | 46.9 | -2.5 | -5.1 |
| 515 | Farm Product Raw Materials | 109.8 | 107.4 | -2.4 | -2.2 |
| Total, Top 15 Industries Losing Jobs | | | | -79.6 | |
| Large-Business-Dominated Industries | | | | | |
| 631 | Life Insurance | 568.7 | 542.9 | -25.8 | -4.5 |
| 49 | Electric, Gas, and Sanitary Services | 907.9 | 883.9 | -24.0 | -2.6 |
| 232 | Men's and Boys' Furnishings | 236.6 | 217.6 | -19.0 | -8.0 |
| 491 | Electrical Services | 396.7 | 380.7 | -16.0 | -4.0 |
| 131 | Oil and Gas Extraction | 145.7 | 134.4 | -11.3 | -7.8 |
| 3711 | Motor Vehicles and Passenger Car Bodies | 369.2 | 358.7 | -10.5 | -2.8 |
| 8731 | Physical and Biological Research | 220.5 | 210.0 | -10.5 | -4.8 |
| 60 | Banking | 414.6 | 405.0 | -9.6 | -2.3 |
| 562 | Women's Clothing Stores | 357.9 | 349.1 | -8.8 | -2.5 |
| 203 | Canned, Frozen Fruits, Vegetables | 214.1 | 206.5 | -7.6 | -3.5 |
| 2015 | Poultry Slaughtering and Processing | 239.2 | 231.6 | -7.6 | -3.2 |
| 3731 | Ship Building and Repairing | 102.3 | 95.2 | -7.1 | -6.9 |
| 4011 | Railroads, Line-Haul Operating | 209.1 | 202.6 | -6.5 | -3.1 |
| 6036 | Savings Institutions, Not Federally Chartered | 121.4 | 115.3 | -6.1 | -5.0 |
| 331 | Steel Works, Blast Furnaces | 214.0 | 207.9 | -6.1 | -2.9 |
| Total, Top 15 Industries Losing Jobs | | | | -176.5 | |

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small- and large-business-dominated and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

Chapter 2

Financing Small Business

Synopsis

Given the steady economy of 1996, small businesses found an ample supply of debt capital to meet the normal demand for financing for seasonal and expansion purposes. A healthy banking system provided adequate small business loans. While market interest rates declined overall in the second half of the year, borrowing costs remained high for small firms.

The availability of equity financing, especially for fast-growing firms, continued to expand in the booming equity market of 1996. Both initial public offerings and private venture capital reached historically high volumes. The availability of informal equity capital from accredited investors is also believed to have increased significantly in 1996.

Credit Conditions for U.S. Businesses in 1996

A fairly strong economy in a late stage of economic expansion contributed to some uncertainty in the financial markets in the United States in 1996. Growth in gross domestic product was at more than 3 percent in the four quarters of 1996—a better record than in similar years at this stage of economic expansion.

Interest rates moved up during the first and second quarters and retreated in the last quarter, partially reversing the increase.

By year end, long-term rates had moved up about 40 basis points, and intermediate-term rates had risen slightly more. Demand for credit from non-financial sectors remained relatively moderate in 1996, increasing at an annual rate of about 3.6 percent, much lower than in 1995.

With the Federal Reserve Board anxious about excessive demand for credit, long-term interest rates reached a peak by mid-1996 and retreated steadily, ending the year slightly higher than at the beginning. The AAA corporate bond rate rose from 6.8 percent to a high of 7.71 percent by June 1996 and fell back to 7.2 percent in December 1996 (Chart 2.1).

Uses of Funds by Major Sectors

Overall borrowing by U.S. domestic sectors increased moderately—by 3.8 percent—in 1996 (Table 2.2). Almost all of the increase came from state and local governments, which had made net payoffs of loans in the previous two years, then reversed direction to become net borrowers in 1996.

Table 2.1 *Major Sources of Business Financing, June 1995¹ (Billions of Dollars)*

| | All Business | Large Business | Small Business |
|--|--------------|----------------|----------------|
| Total Assets | 11,166 | 6,680 | 4,486 |
| Total Debt ² | 5,499 | 3,363 | 2,136 |
| Total Net Worth ³ | 5,667 | 3,317 | 2,350 |
| Other Debt and Net Worth Estimates⁴ | | | |
| Debt: (June 1995) | | | |
| Commercial Paper | 163 | 163 | 0 |
| Commercial Mortgages by Banks ⁵ | 290 | 224 | 66 |
| Commercial and Industrial Loans by Banks ⁵ | 516 | 418 | 98 |
| Trade Debt ⁶ | 871 | 638 | 233 |
| Finance Company Receivables from Businesses ⁷ | 362 | 272 | 91 |
| Equity | | | |
| Public Markets—All ⁸ | 532 | 502 | 30 |
| Initial Public Offerings ⁹ | 30 | 0 | 30 |
| Secondary Offerings ¹⁰ | 375 | 375 | 0 |
| Venture Capital Pool ¹¹ | 34 | 0 | 35 |

¹ Most estimates are stock estimates valued at June 1995 or as specified. Small businesses include all noncorporate businesses and small corporations with assets under \$25 million.

² Estimates by the Federal Reserve Board for nonfarm, nonfinancial corporations and nonfarm, noncorporate businesses. Total assets and debt for small corporations were estimated by applying 17.5 percent and 19.0 percent, respectively, to that of all corporations.

³ Net worth is treated as a residual. (These ratios were estimated by using corporate tax return data published by the U.S. Department of the Treasury, Internal Revenue Service).

⁴ These estimates are obtained from sources using different methodologies. They are not strictly comparable and should not be summed for a total.

⁵ Small business loans are defined as loans under \$250,000 (based on call report data). An alternative estimate of small mortgage loans, defined as commercial mortgage debt outstanding for the nonfarm, noncorporate sector from the Flow of Funds Accounts, amounted to \$390 billion as of December 31, 1995.

⁶ The sum of trade payables for the nonfarm, noncorporate sector and small corporations. Totals for small corporations are estimated by applying 20 percent to trade credit for all nonfinancial corporations.

⁷ The small business share was derived by applying a 25 percent share to the total.

⁸ For December 1995. The total estimated cumulative value of public offerings of common stock for the period 1988 through 1995. Small businesses are businesses with assets under \$10 million before offering.

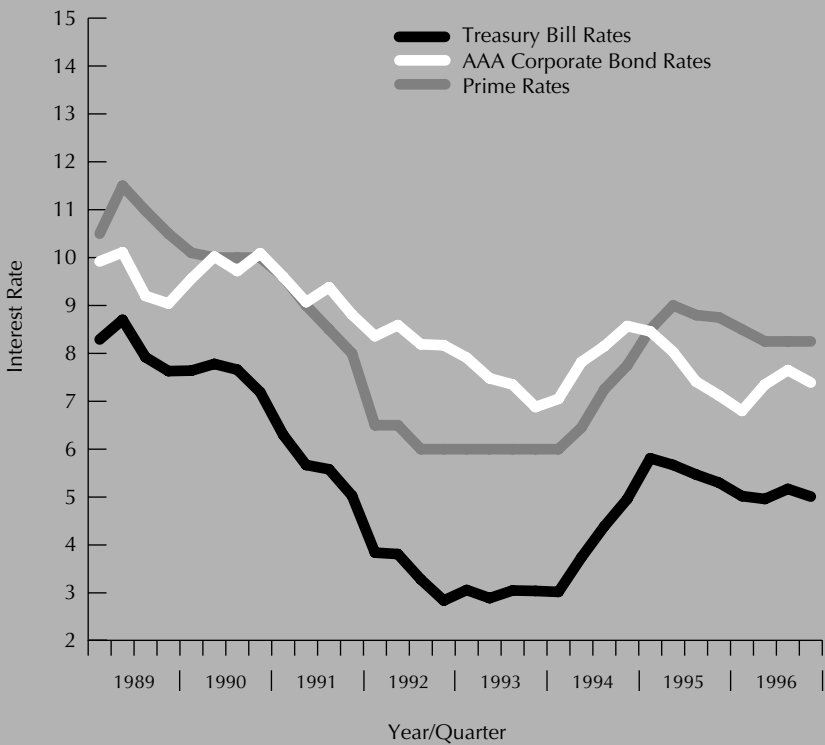
⁹ For December 1995. The total estimated cumulative value of initial public offerings of common stock for the period 1988 through 1995. Small businesses are businesses with assets under \$10 million before offering.

¹⁰ For December 1995. The total estimated cumulative value of secondary public offerings of common stock for the period 1988 through 1995. Small businesses are businesses with assets under \$10 million before offering.

¹¹ For December 1995. *Venture Economics* estimated cumulative net value of liquidation.

Source: Board of Governors of the Federal Reserve System, *Balance Sheets for the U.S. Economy 1945–1994* (Washington, D.C.: Board of Governors of the Federal Reserve System, June 1995); Tables B.103 and B.104, and Flow of Funds Accounts, Fourth Quarter (March 8, 1996).

Chart 2.1 *Long-Term and Short-Term U.S. Interest Rates, January 1989–December 1996*



Source: U.S. Board of Governors of the Federal Reserve System, *Federal Reserve Bulletin*, various issues.

Total borrowing by the business sector declined from \$234 billion in 1995, a level comparable to the high levels of 1986–1988, to \$194 billion in 1996. The decline was attributable to a large decrease in corporate borrowing from \$198 billion to \$147 billion. Borrowing by the nonfarm, noncorporate sector increased further in 1996 to an annual rate of \$43 billion (Table 2.2).

Small Business Borrowing

Small businesses use a variety of financing sources, including internal resources such as owners’ savings, business retained earnings, and depreciation; “informal” external sources, such as friends and business associates; financial intermediaries, such as banks and finance companies; and the public markets, where standardized financial instruments are sold to a large number

Table 2.2 Credit Borrowing by Borrowing Sector, 1980–1996 (Billions of Dollars)*

| | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Total Domestic | | | | | | | | | | | | | | | | |
| Borrowing | 382.1 | 420.8 | 562.2 | 780.2 | 965.1 | 863.6 | 733.7 | 767.7 | 720.3 | 669.4 | 480.6 | 544.5 | 629.5 | 621.3 | 719.8 | 747.4 |
| Government | | | | | | | | | | | | | | | | |
| Federal | 85.5 | 161.3 | 185.2 | 197.2 | 225.7 | 216.0 | 143.9 | 155.1 | 146.4 | 246.9 | 278.2 | 304.0 | 256.1 | 155.9 | 144.4 | 145.0 |
| State and Local | 16.3 | 30.4 | 34.6 | 52.5 | 163.6 | 73.4 | 91.1 | 54.5 | 51.0 | 46.6 | 81.6 | 21.1 | 62.3 | -39.8 | -39.6 | 13.3 |
| Business | | | | | | | | | | | | | | | | |
| Farm | 16.3 | 6.7 | 3.9 | -0.4 | -14.5 | -17.4 | -11.6 | -10.2 | 0.6 | 1.0 | 2.1 | 1.3 | 2.0 | 2.8 | 1.6 | 3.1 |
| Nonfarm | | | | | | | | | | | | | | | | |
| Noncorporate | 44.7 | 71.2 | 72.2 | 109.2 | 121.2 | 94.3 | 55.5 | 84.2 | 69.6 | 1.1 | -11.0 | -16.0 | 4.2 | 11.9 | 34.8 | 43.4 |
| Nonfinancial | | | | | | | | | | | | | | | | |
| Corporate | 115.5 | 68.1 | 81.0 | 198.7 | 168.4 | 236.3 | 148.7 | 225.0 | 183.2 | 110.0 | -53.0 | 33.9 | 47.6 | 118.1 | 197.5 | 147.3 |
| Households | 103.9 | 83.2 | 185.3 | 223.0 | 300.8 | 261.1 | 306.5 | 259.1 | 269.5 | 263.7 | 182.7 | 200.2 | 257.3 | 372.4 | 381.1 | 395.3 |
| Foreign Borrowing in the United States | 23.5 | 16.0 | 17.3 | 8.4 | 1.2 | 9.7 | 6.2 | 6.4 | 10.2 | 23.9 | 14.8 | 23.7 | 70.4 | -15.3 | 69.5 | 67.4 |

* Excluding equity and borrowing by financial institutions. Data revisions for 1992–1995.

Source: Board of Governors of the Federal Reserve System, *Flow of Funds Accounts, Fourth Quarter 1996: Flows and Outstandings* (March 1997).

of buyers. Although data are available on some financing sources, efforts to analyze changes over time in the sources and uses of small business financing are hampered by a lack of current time series statistics.

The 1993 National Survey of Small Business Finances indicates that in 1993 some 55 percent of small firms used selected traditional credit, 61 percent used trade credit, and 39 percent and 28 percent, respectively, used personal and business credit cards (Table 2.3).¹

Banks remain the most important supplier of the six traditional types of small business financing, providing 54 percent of such financing overall (Chart 2.2 and Table 2.4).

An ample supply of funds and continued high borrowing costs characterized small business financial markets in 1996. While market interest rates declined overall in the second half of 1996, borrowing costs paid by small firms remained high (Chart 2.1, Tables 2.7 and 2.8).²

The spread between rates for small loans under \$100,000 and the federal funds rate (banks' cost for funds) declined by about 30-50 basis points from the 1992 peak. But the margin remained wide, at 440 basis points, compared with about 350 basis points for medium-sized loans (\$100,000 to \$1 million) and 170 basis points for larger loans (\$1 million or more). Large and rapid upward adjustments in the prime rate in 1994 through mid-1995 and subsequent slower downward adjustments are credited for this phenomenon.³ The higher profit margins seem to have motivated bankers to promote small business lending, while also contributing to profit increases in 1995–1996.⁴

Lending to Small Businesses by Commercial Banks

At least three indicators point to increased small business lending by banks in 1996:⁵

- A survey of bankers indicates that demand for loans by businesses—small, medium-sized, or large—remained strong; a smaller number of banks reported strong increases in demand for loans from small

¹ A second nationwide survey of small business financing, the 1993 National Survey of Small Business Finances, was sponsored by the U.S. Small Business Administration and the Federal Reserve Board. Details of the survey are available to the public: interested researchers may access the files through the Internet at www.bog.frb.fed.us/pubs/oss. For preliminary tabulations, see John Wolken and Rebel Cole, "Financial Services Used by Small Businesses: Evidence from the 1993 National Survey of Small Business Finances," *Federal Reserve Bulletin* (July 1995).

² Declines in interest rates paid by small firms usually lag behind declines in market interest rates; thus small firm interest rates remained high relative to market and corporate loan rates.

³ See also Federal Reserve Board, *Senior Loan Officer Opinion Survey on Bank Lending Practices*, various issues.

⁴ See also "Profits and Balance Sheet Developments at U.S. Commercial Banks in 1996," *Federal Reserve Bulletin* (June 1997).

⁵ Data on bank lending to small businesses became available with the June 1993 call reports filed with financial regulatory authorities by all commercial banks. All commercial banks are required to report in their June call report filings the number and dollar amount of their commercial and industrial loans and loans for nonresidential real estate by loan size.

Table 2.3 Selected Financial Services Used by Firm Size, 1993 (Percent)

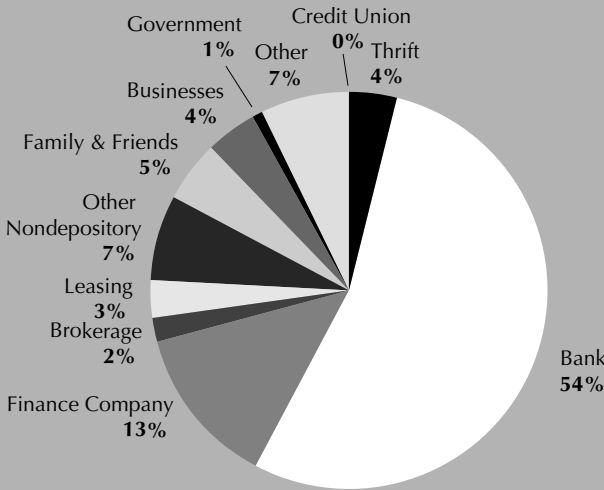
| Category | Credit Lines, Loans, and Capital Leases | | | | | | Nontraditional Credit | | | | |
|--|---|-------------|----------|-----------|-----------|---------------|-----------------------|-----------------|-----------|----------------------|--------------|
| | Any | Credit Line | Mortgage | Vehicle | Equipment | Capital Lease | Other | Loan from Owner | Personal | Credit Card Business | Trade Credit |
| All Firms | 55 | 24 | 6 | 24 | 14 | 9 | 11 | 17* | 39 | 28 | 60.8 |
| Number of Full-Time-Equivalent Employees | | | | | | | | | | | |
| 0 | 35 | 11 | 6 | 14 | 7 | 4 | 8 | 2 | 41 | 18 | 49.9 |
| 1-4 | 51 | 20 | 6 | 23 | 11 | 6 | 11 | 15 | 40 | 25 | 62.8 |
| 5-9 | 67 | 32 | 7 | 32 | 17 | 12 | 12 | 27 | 42 | 38 | 69.6 |
| 10-19 | 75 | 40 | 8 | 34 | 24 | 21 | 17 | 30 | 35 | 35 | 73.4 |
| 20-99 | 81 | 56 | 7 | 33 | 31 | 23 | 13 | 29 | 28 | 43 | 74.1 |
| 100-499 | 90 | 62 | 19 | 32 | 30 | 33 | 21 | 30 | 21 | 39 | 84.3 |

* Owners loans to sole proprietors not included.

Note: The 1993 National Survey of Small Business Finances was co-sponsored by the Federal Reserve Board and the U.S. Small Business Administration. A national representative sample of some 5 million firms with fewer than 500 employees from the Dun and Bradstreet business data base was surveyed.

Source: Preliminary tabulations from 1993 National Survey of Small Business Finances. See also John Wolken and Rebel Cole, "Financial Services Used by Small Businesses: Evidence from the 1993 National Survey of Small Business Finances," *Federal Reserve Bulletin* (July 1995).

Chart 2.2 *Supply of Small Business Credit by Supplier, 1993*



Source: Total small business debt outstanding amounted to \$668 trillion as of 12/31/1993 for about 5 million small firms.

businesses. In comparison with earlier surveys, a larger fraction of respondent banks eased standards for business loans in the second half of 1996.⁶

- Lending by banks that make primarily small loans also increased between June 1995 and June 1996. Total business loans (commercial and industrial and business real estate) by small banks that extend mostly small loans (less than \$1 million) increased by about 11.6 percent, a rate comparable to that observed in the previous year (Table 2.9).⁷
- The call report data indicate that the small business loan market continued to expand in 1996 (although more slowly than in 1995), despite the fact that the number of reporting banks declined by almost 500, from 10,149 in 1995 to 9,670 in 1996.

⁶ Federal Reserve Board, *Senior Loan Officer Opinion Survey on Bank Lending Practices* (Washington, D.C.: Federal Reserve Board of Governors, November 1996 and January 1997). The January survey also reported that two-fifths of the respondents said they always used credit scoring when making small business loans.

⁷ Federal Reserve Board, *Information on Depository Credit for Small Businesses and Small Farms* (Washington, D.C.: Board of Governors of the Federal Reserve System, October 1996), Table A.5.

Table 2.4 *Distribution of Small Business Credit by Credit Type and Lender, 1993*

| | Credit Union | Thrift | Commercial Bank | Finance Company | Brokerage | Leasing Company | Other Non-Despository | Family and Friends | Other Businesses | Government | Other | Total |
|--|--------------|--------|-----------------|-----------------|-----------|-----------------|-----------------------|--------------------|------------------|------------|-------|--------|
| Distribution in Billions of Dollars | | | | | | | | | | | | |
| Credit Line | 0.25 | 3.63 | 196.74 | 40.64 | 4.98 | 2.27 | 1.63 | 2.40 | 1.17 | 0.23 | 26.13 | 280.1 |
| Lease | 0.59 | 0.29 | 8.89 | 5.62 | 0.04 | 10.87 | 0.07 | 0.90 | 1.50 | 0.02 | 1.02 | 29.8 |
| Mortgage Loan | 0.86 | 15.40 | 73.94 | 13.31 | 5.68 | 0.12 | 41.22 | 4.92 | 5.17 | 1.82 | 3.35 | 165.8 |
| Vehicle Loan | 0.72 | 0.33 | 12.90 | 12.98 | 0.04 | 1.61 | 0.01 | 0.34 | 0.52 | 0.04 | 0.18 | 29.7 |
| Equipment Loan | 0.05 | 0.65 | 31.94 | 11.54 | 0.01 | 2.95 | 0.04 | 1.17 | 3.47 | 0.96 | 2.04 | 54.8 |
| Other | 0.26 | 3.65 | 36.60 | 2.49 | 1.43 | 1.14 | 4.52 | 23.66 | 17.50 | 3.71 | 12.97 | 107.9 |
| Total | 2.73 | 23.95 | 361.00 | 86.59 | 21.19 | 18.96 | 47.48 | 33.39 | 29.33 | 6.77 | 45.69 | 668.10 |
| Percentage Distribution | | | | | | | | | | | | |
| Credit Line | 0.1 | 1.3 | 70.2 | 14.5 | 1.8 | 0.8 | 0.6 | 0.9 | 0.4 | 0.1 | 9.3 | 100.0 |
| Lease | 2.0 | 1.0 | 29.8 | 18.9 | 0.1 | 36.5 | 0.2 | 3.0 | 5.0 | 0.1 | 3.4 | 100.0 |
| Mortgage Loan | 0.5 | 9.3 | 44.6 | 8.0 | 3.4 | 0.1 | 24.9 | 3.0 | 3.1 | 1.1 | 2.0 | 100.0 |
| Vehicle Loan | 2.4 | 1.1 | 43.4 | 43.7 | 0.1 | 5.4 | 0.0 | 1.2 | 1.7 | 0.1 | 0.6 | 100.0 |
| Equipment Loan | 0.1 | 1.2 | 58.3 | 21.0 | 0.0 | 5.4 | 0.1 | 2.1 | 6.3 | 1.8 | 3.7 | 100.0 |
| Other | 0.2 | 3.4 | 33.9 | 2.3 | 1.3 | 1.1 | 4.2 | 21.9 | 16.2 | 3.4 | 12.0 | 100.0 |

Source: Preliminary tabulations from the 1993 National Survey of Small Business Finances. See also John Wolken and Rebel Cole, "Financial Services Used by SSmall Businesses: Evidence from the 1993 National Survey of Small Business Finances," *Federal Reserve Bulletin*, July 1995.

Table 2.5 Major Sources and Uses of Funds by Nonfarm, Nonfinancial Corporate Businesses, 1980–1996
(Billions of Dollars)

| | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 |
|--|-------|-------|-------|-------|--------|-------|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|
| Before-Tax Profit | 180.9 | 133.0 | 156.0 | 191.0 | 167.6 | 151.3 | 214.9 | 200.0 | 236.5 | 236.5 | 217.1 | 256.7 | 302.8 | 371.4 | 401.6 | 424.2 |
| Domestic Undistributed Profit | 64.2 | 30.6 | 30.5 | 46.4 | 21.7 | -2.1 | 41.3 | 73.6 | 32.2 | 20.5 | 8.3 | 33.7 | 48.2 | 81.5 | 86.9 | 90.4 |
| Depreciation with Capital Consumption Adjustment | 186.2 | 215.1 | 251.5 | 279.1 | 310.7 | 312.8 | 324.0 | 338.3 | 349.3 | 354.3 | 364.3 | 372.0 | 387.4 | 415.3 | 431.0 | 456.3 |
| Total Internal Funds, on Book Basis | 250.3 | 245.7 | 282.0 | 329.1 | 336.7 | 315.5 | 370.1 | 418.4 | 384.8 | 377.9 | 372.6 | 406.3 | 435.5 | 496.7 | 517.9 | 546.7 |
| Net Increase in Liability | 151.8 | 84.1 | 152.3 | 318.9 | 379.7 | 190.0 | 273.9 | 443.7 | 347.4 | 183.5 | 67.1 | 161.3 | 217.9 | 241.6 | 403.3 | 355.1 |
| Funds Raised in Credit Markets | 115.5 | 68.1 | 81.0 | 198.7 | 168.4 | 236.3 | 148.7 | 225.0 | 183.2 | 110.0 | -55.1 | 34.1 | 47.7 | 118.5 | 197.0 | 146.4 |
| Net New Equity Issues | -13.5 | 1.9 | 20.0 | -79.0 | -84.5 | -85.0 | -75.5 | -129.5 | -124.2 | -63.0 | 18.3 | 27.0 | 21.3 | -44.9 | -73.8 | -81.2 |
| Capital Expenditures | 313.0 | 278.8 | 294.0 | 387.5 | 369.6 | 347.3 | 357.4 | 373.3 | 399.4 | 394.5 | 371.9 | 386.9 | 435.6 | 496.0 | 550.4 | 555.8 |
| Net Financial Investment | -43.4 | -19.6 | -35.9 | -40.9 | -105.6 | -18.0 | -39.4 | -60.7 | -113.9 | -68.3 | 62.7 | 6.2 | 139.4 | 36.7 | 4.9 | 41.8 |

Note: Major data revisions for 1991–1995.

Source: Board of Governors of the Federal Reserve System, *Flow of Funds Accounts, Fourth Quarter 1997: Flows and Outstandings* (June 1997).

Table 2.6 Major Sources and Uses of Funds by Nonfarm, Noncorporate Businesses, 1981-1996
(Billions of Dollars)*

| | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Net Income | 182.3 | 183.5 | 213.4 | 274.3 | 298.1 | 306.7 | 331.9 | 378.2 | 407.0 | 434.9 | 464.1 | 518.1 | 533.9 | 558.1 | 585.9 | 613.6 |
| Gross Investment | 56.7 | 63.1 | 65.2 | 55.8 | 59.6 | 64.0 | 67.7 | 72.8 | 77.0 | 80.6 | 67.5 | 73.2 | 73.4 | 83.1 | 80.1 | 83.2 |
| Fixed Capital Expenditures | 72.2 | 70.6 | 69.9 | 92.6 | 104.1 | 106.6 | 107.4 | 112.9 | 118.0 | 106.4 | 91.1 | 85.5 | 98.9 | 112.4 | 132.8 | 138.4 |
| Changes in Inventories | 0.8 | -1.0 | 0.5 | 3.1 | 10.0 | 0.6 | 1.5 | 1.1 | 1.6 | 0.3 | 0.1 | -0.1 | 1.3 | 2.3 | 2.0 | 0.9 |
| Net Financial Investments | -16.3 | -6.4 | -5.1 | -39.9 | -45.5 | -43.1 | -41.2 | -41.2 | -42.6 | -26.1 | -23.5 | -12.4 | -26.9 | -31.7 | -57.4 | -56.1 |
| Net Increase in Credit Market Debt | 44.7 | 71.6 | 86.7 | 109.2 | 111.6 | 48.1 | 25.7 | 87.6 | 61.1 | 13.8 | 15.0 | -16.0 | 4.2 | 11.9 | 33.7 | 40.8 |
| Mortgages | 23.3 | 76.0 | 74.0 | 83.8 | 109.1 | 82.7 | 39.9 | 68.5 | 56.1 | 4.1 | -9.9 | -15.1 | -1.5 | -6.8 | 4.0 | 15.4 |
| Net Investment by Proprietors | -37.9 | -76.4 | -65.0 | -23.3 | -26.5 | -53.1 | -28.0 | -15.6 | -28.1 | 20.3 | 18.5 | 26.7 | 42.5 | 29.0 | 28.0 | 22.5 |

* Major revisions for 1991-1995.

Source: Board of Governors of the Federal Reserve System, *Flow of Funds Accounts, Fourth Quarter 1997: Flows and Outstandings* (June 1997).

Table 2.7 *Short-Term and Long-Term Loan Rates for Small Loans by All Commercial Banks, February 1986–November 1996*¹

| | Short-Term Loans ² | | | Long-Term Loans | |
|----------|-------------------------------|---------------|------------|-----------------|---------------|
| | Fixed Rate | Floating Rate | Prime Rate | Fixed Rate | Floating Rate |
| 1996 | | | | | |
| November | 9.44 | 9.61 | 8.25 | 9.78 | 9.65 |
| August | 9.53 | 9.62 | 8.25 | 9.53 | 9.60 |
| May | 9.54 | 9.64 | 8.25 | 9.68 | 9.62 |
| February | 9.77 | 9.67 | 8.25 | 9.79 | 9.56 |
| 1995 | | | | | |
| November | 10.01 | 10.22 | 8.75 | 9.77 | 10.12 |
| August | 10.09 | 10.24 | 8.75 | 10.03 | 10.05 |
| May | 9.56 | 10.29 | 9.00 | 10.12 | 10.40 |
| February | 9.33 | 10.30 | 9.00 | 9.82 | 10.12 |
| 1994 | | | | | |
| November | 7.96 | 9.11 | 8.15 | 9.42 | 9.21 |
| August | 8.74 | 8.54 | 7.51 | 8.92 | 8.46 |
| May | 8.01 | 8.12 | 6.99 | 8.57 | 8.24 |
| February | 7.96 | 7.49 | 6.00 | 7.35 | 7.64 |
| 1993 | | | | | |
| November | 8.08 | 7.41 | 6.00 | 8.33 | 7.60 |
| August | 8.50 | 7.40 | 6.00 | 8.59 | 7.63 |
| May | 8.27 | 7.48 | 6.00 | 8.80 | 7.77 |
| February | 8.43 | 7.42 | 6.00 | 8.98 | 8.13 |
| 1992 | | | | | |
| November | 8.64 | 7.53 | 6.00 | 9.28 | 7.95 |
| August | 8.94 | 7.48 | 6.00 | 9.41 | 7.71 |
| May | 7.89 | 7.78 | 6.50 | 9.17 | 7.79 |
| February | 8.18 | 7.80 | 6.50 | 9.07 | 7.84 |
| 1991 | | | | | |
| November | 9.35 | 8.95 | 7.50 | 10.05 | 9.03 |
| August | 11.20 | 10.16 | 8.50 | 11.26 | 10.37 |
| May | 11.19 | 10.22 | 8.50 | 11.24 | 10.64 |
| February | 11.29 | 10.68 | 9.00 | 11.73 | 11.12 |
| 1990 | | | | | |
| November | 11.90 | 11.87 | 10.00 | 12.30 | 12.06 |
| August | 12.06 | 11.84 | 10.00 | 12.15 | 12.08 |
| May | 11.87 | 11.96 | 10.00 | 11.99 | 12.05 |
| February | 12.12 | 11.96 | 10.00 | 12.29 | 12.19 |
| 1989 | | | | | |
| November | 12.38 | 12.45 | 10.50 | 12.28 | 12.48 |
| August | 12.67 | 12.49 | 10.50 | 12.42 | 12.66 |
| May | 13.37 | 13.46 | 11.50 | 13.16 | 13.74 |
| February | 12.26 | 12.54 | 10.93 | 14.08 | 12.66 |
| 1988 | | | | | |
| November | 11.94 | 11.90 | 10.05 | 12.65 | 12.05 |
| August | 11.43 | 11.48 | 9.84 | 11.53 | 11.59 |
| May | 10.90 | 10.38 | 8.84 | 11.77 | 10.62 |
| February | 11.17 | 10.48 | 8.51 | 11.90 | 10.88 |
| 1987 | | | | | |
| November | 11.29 | 10.78 | 8.78 | 11.93 | 11.28 |
| August | 10.66 | 10.15 | 8.70 | 12.11 | 10.15 |
| May | 11.10 | 9.85 | 8.25 | 11.22 | 10.08 |
| February | 10.51 | 9.41 | 7.50 | 11.04 | 9.81 |
| 1986 | | | | | |
| November | 10.55 | 9.51 | 7.50 | 11.35 | 9.41 |
| August | 10.94 | 9.90 | 7.90 | 11.84 | 9.99 |
| May | 11.34 | 10.42 | 8.50 | 12.28 | 10.54 |
| February | 12.52 | 11.46 | 9.50 | 13.02 | 11.77 |

¹ Small loans refer to loans under \$100,000.

² For rates before November 1990, averages of loan rates for three loan sizes: under \$25,000, \$25,000 to under \$50,000, and \$50,000 to under \$100,000.

Source: Board of Governors of the Federal Reserve System, *Survey of Terms of Bank Lending*, Statistical Release E.2, various issues; and *Federal Reserve Bulletin*, various issues.

Table 2.8 *Loan Rates Charged by Banks on Loans Made in November 1995 and November 1996*

| | Loan Size (Thousands of Dollars) | | | |
|----------------------|----------------------------------|---------|---------|--------|
| | 1–99 | 100–499 | 500–999 | 1,000+ |
| November 1996 | | | | |
| Large Banks | | | | |
| Short-Term Loans | | | | |
| Fixed Rate | 8.25 | 7.43 | 7.13 | 6.44 |
| Floating Rate | 9.44 | 8.96 | 8.65 | 6.88 |
| Term Loans | | | | |
| Fixed Rate | 9.37 | 8.93 | 7.63 | 6.73 |
| Floating Rate | 9.28 | 8.73 | 8.42 | 7.13 |
| Small Banks | | | | |
| Short-Term Loans | | | | |
| Fixed Rate | 9.59 | 8.45 | 7.06 | 6.33 |
| Floating Rate | 9.72 | 9.24 | 8.73 | 7.41 |
| Term Loans | | | | |
| Fixed Rate | 9.82 | 8.52 | 7.86 | 5.70 |
| Floating Rate | 9.81 | 9.20 | 8.29 | 7.34 |
| November 1995 | | | | |
| Large Banks | | | | |
| Short-Term Loans | | | | |
| Fixed Rate | 8.98 | 7.96 | 7.44 | 6.72 |
| Floating Rate | 10.04 | 9.64 | 9.20 | 7.82 |
| Term Loans | | | | |
| Fixed Rate | 9.32 | 8.32 | 8.22 | 7.71 |
| Floating Rate | 9.81 | 9.42 | 9.06 | 8.12 |
| Small Banks | | | | |
| Short-Term Loans | | | | |
| Fixed Rate | 10.11 | 9.04 | 7.83 | 6.69 |
| Floating Rate | 10.32 | 9.76 | 9.56 | 8.23 |
| Term Loans | | | | |
| Fixed Rate | 9.81 | 9.31 | 8.86 | 7.22 |
| Floating Rate | 10.22 | 9.59 | 9.41 | 8.21 |

* Averages of loan rates for three loan sizes: \$1 million—\$5 million, \$5 million—\$10 million, and \$10 million and over.

Source: Board of Governors of the Federal Reserve System, *Survey of Terms of Bank Lending*, Statistical Release E.2 (December 3, 1995 and December 12, 1996).

Table 2.9 *Growth of Business Loans at U.S. Commercial Banks¹ that Make Primarily Small Business Loans,² 1990–1996*

| Year | Total Business Loan ³ | Commercial and Industrial | Nonfarm, Nonresidential Real Estate |
|--|----------------------------------|---------------------------|-------------------------------------|
| Amount Outstanding, June 30 (Billions of Dollars) | | | |
| 1996 | 66.3 | 34.9 | 31.4 |
| 1995 | 59.4 | 31.3 | 28.1 |
| 1994 | 52.9 | 27.8 | 25.1 |
| 1993 | 48.2 | 25.7 | 22.5 |
| 1992 | 47.6 | 26.0 | 21.6 |
| 1991 | 46.1 | 26.4 | 19.7 |
| 1990 | 45.0 | 27.0 | 18.0 |
| Percentage Change, June to June | | | |
| 1996 | 11.6 | 11.5 | 11.7 |
| 1995 | 12.3 | 12.6 | 12.0 |
| 1994 | 49.8 | 8.2 | 11.6 |
| 1993 | 1.3 | -1.2 | 4.2 |
| 1992 | 3.3 | -1.5 | 9.6 |
| 1991 | 2.4 | -2.2 | 9.4 |

¹ U.S. domestically chartered commercial banks, excluding credit card banks and U.S. branches and agencies of foreign banks. U.S. branches and agencies of foreign banks held approximately \$171 billion in commercial and industrial loans on June 30, 1996; almost all were in loans greater than \$1 million. Credit card banks held less than \$1.5 billion of commercial and industrial loans.

² Banks that reported that 95 percent or more of their total business loans were in original amounts of less than \$1 million. The number of such banks totaled 6,545 on June 30, 1996. About 475 of these banks were excluded from the above calculations because they were not in operation seven years prior to 1996. These numbers do not include the growth of small business loans at banks that lend to larger firms as well as to small firms, and hence should not be interpreted as the growth rate of total small business loans.

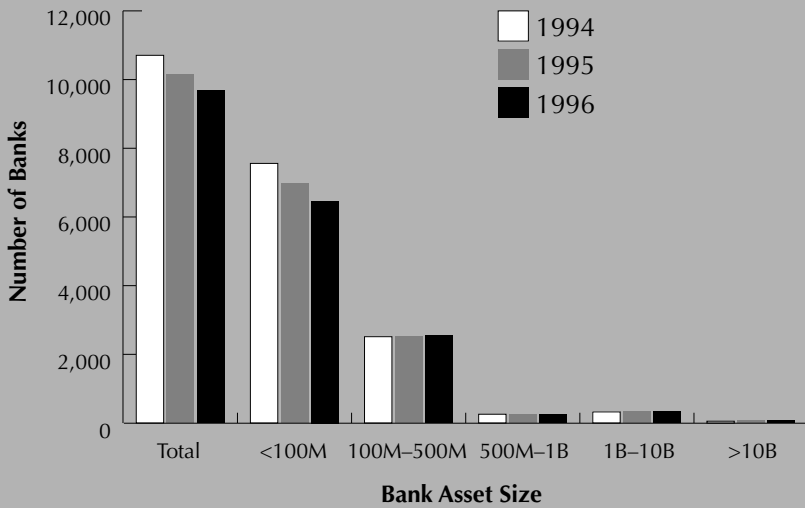
³ Construction and land development loans not included.

Source: Adapted from Board of Governors of the Federal Reserve System, "Information on Depository Credit for Small Business and Small Farms," December 1996.

This decline was concentrated in small banks: the number of small banks with less than \$100 million in assets declined from 6,980 in 1995 to 6,465 in 1996 (Chart 2.3).

Loans outstanding to small businesses increased 5 to 6 percent depending on how small business loans are defined (Table 2.11). Between June 1995 and June 1996, the smallest loans (under \$100,000) increased 4.8 percent, loans under \$250,000 increased 5.1 percent, and loans under \$1 million increased 5.4 percent.

Chart 2.3 *Changes in the Number of Reporting Banks by Bank Size, 1994–1996*



Source: Adapted by the Office of Advocacy, U.S. Small Business Administration from the Consolidated Reports of Condition and Income for U.S. Banks

Most of the increase in this period was in the smallest commercial and industrial (C&I) loans under \$100,000, which increased 7.7 percent. Small real estate loans declined slightly during this period.

Profile of Bank Lending to Small Businesses in 1996

Small business lending can be defined at three loan-size levels—under \$1 million, under \$250,000, and under \$100,000.⁸ Some 6.4 million small business loans of less than \$1 million were outstanding from 9,670 federally insured domestic banks as of June 1996. These loans, valued at \$333 billion, accounted for 39.3 percent of total business loan dollars (Table 2.10). The total includes \$176 billion in C&I loans and \$157 billion in nonfarm, non-residential real estate loans.

The smallest loans—those under \$100,000—accounted for just 12.4 percent of all business loans in June 1996, compared with 13.4 percent in June 1994 and 12.5 percent in June 1995 (Table 2.11). The extent to which

⁸ Three sizes of business loans are reported by commercial banks in call reports (Consolidated Reports of Condition and Income). Loans in the range of \$250,000 to \$1 million are considered loans for established small businesses; loans under \$100,000 are generally made to very small or microbusinesses.

Table 2.10 Number and Amount of Loans by Loan Size and Asset Size of Bank, June 30, 1996 (Amounts in Millions of Dollars)

| Bank Asset Size | Loan Sizes | | | | | | | | | | Total All Sizes (Dollar Amount) |
|--|-----------------|------------------|---------------------|------------------|---------------------------|------------------|----------------------------|------------------|-------------------------------------|------------------------------------|------------------------------------|
| | Under \$100,000 | | \$100,000-\$250,000 | | \$250,000— \$1 Million | | Total Under \$1 Million | | Over \$1 Million (Dollar Amount) | Total All Sizes (Dollar Amount) | |
| | Number | Dollar Amount | Number | Dollar Amount | Number | Dollar Amount | Number | Dollar Amount | | | |
| Commercial and Industrial Loans | | | | | | | | | | | |
| Under \$100 Million | 885,312 | 17,783.8 | 35,094 | 3,819.9 | 17,794 | 4,787.5 | 938,200 | 26,391.3 | 1,146.5 | 27,537.8 | |
| \$100 Million-\$500 Million | 1,001,962 | 20,064.7 | 81,481 | 8,585.8 | 53,123 | 14,507.0 | 1,136,566 | 43,157.5 | 10,022.2 | 53,179.7 | |
| \$500 Million-\$1 Billion | 231,088 | 4,519.3 | 23,066 | 2,368.5 | 16,409 | 4,805.2 | 270,563 | 11,692.9 | 7,059.2 | 18,752.1 | |
| \$1 Billion-\$10 Billion | 1,394,688 | 14,840.6 | 93,265 | 9,313.4 | 79,775 | 22,341.9 | 1,567,728 | 46,495.9 | 90,579.9 | 137,075.8 | |
| Over \$10 Billion | 1,071,851 | 14,938.8 | 91,166 | 9,200.8 | 85,232 | 23,919.8 | 1,248,249 | 48,059.4 | 258,859.1 | 306,918.8 | |
| Total | 4,584,901 | 72,147.2 | 324,072 | 33,288.4 | 252,333 | 70,361.4 | 5,161,306 | 175,797.0 | 367,666.9 | 543,463.9 | |
| Nonfarm, Nonresidential Real Estate Loans | | | | | | | | | | | |
| Under \$100 Million | 233,117 | 10,579.1 | 34,539 | 4,443.6 | 24,769 | 8,335.2 | 292,425 | 23,357.8 | 1,534.8 | 24,892.7 | |
| \$100 Million-\$500 Million | 253,348 | 11,495.3 | 79,031 | 10,161.9 | 66,606 | 24,843.2 | 398,985 | 46,500.3 | 14,559.2 | 61,059.5 | |
| \$500 Million-\$1 Billion | 43,811 | 2,075.2 | 21,716 | 2,800.9 | 19,818 | 7,667.2 | 85,345 | 12,543.3 | 7,902.3 | 20,445.6 | |
| \$1 Billion-\$10 Billion | 117,843 | 5,352.5 | 68,748 | 9,015.4 | 68,391 | 25,445.8 | 254,982 | 39,813.8 | 46,740.8 | 86,554.6 | |
| Over \$10 Billion | 80,162 | 3,537.8 | 59,058 | 7,421.7 | 64,214 | 24,070.4 | 203,434 | 35,029.9 | 76,656.1 | 111,686.0 | |
| Total | 758,821 | 33,039.8 | 263,092 | 33,843.4 | 243,798 | 90,361.9 | 1,235,171 | 157,245.1 | 147,393.2 | 304,638.3 | |
| Total Business Loans | | | | | | | | | | | |
| Under \$100 Million | 1,118,429 | 28,362.9 | 69,633 | 8,263.5 | 42,563 | 13,122.7 | 1,230,625 | 49,749.1 | 2,681.3 | 52,430.4 | |
| \$100 Million-\$500 Million | 1,255,310 | 31,559.9 | 160,512 | 18,747.7 | 119,729 | 39,350.2 | 1,535,551 | 89,657.8 | 24,581.4 | 114,239.2 | |
| \$500 Million-\$1 Billion | 274,899 | 6,594.4 | 44,782 | 5,169.3 | 36,227 | 12,472.4 | 355,908 | 24,236.2 | 14,961.5 | 39,197.7 | |
| \$1 Billion-\$10 Billion | 1,512,531 | 20,193.2 | 162,013 | 18,328.8 | 148,166 | 47,787.7 | 1,822,710 | 86,309.7 | 137,320.7 | 223,630.4 | |
| Over \$10 Billion | 1,152,013 | 18,476.6 | 150,224 | 16,622.5 | 149,446 | 47,990.3 | 1,451,683 | 83,089.3 | 335,515.3 | 418,604.6 | |
| Total | 5,313,182 | 105,187.0 | 587,164 | 67,131.8 | 496,131 | 160,723.3 | 6,396,477 | 333,042.1 | 515,060.2 | 848,102.2 | |

Note: Loans are reported by loan size; loans under \$1 million are assumed to represent small business lending.

Source: Special tabulations of June 1996 call reports (Consolidated Reports of Condition and Income for U.S. Banks) prepared for the U.S. Small Business Administration, Office of Advocacy, by James Kolari, Texas A&M University, College Station, Texas.

Table 2.11 *Small Business Lending by Loan Size, 1994–1996 (Amounts in Millions of Dollars)*

| | Loan Sizes | | | | | | | | | | | | | |
|--|-----------------|------------------|---------------------|------------------|-----------------|------------------|-----------------------|------------------|-------------------|------------------|------------------|------------------|-----------------|------------------|
| | Under \$100,000 | | \$100,000–\$250,000 | | Under \$250,000 | | \$250,000–\$1 Million | | Under \$1 Million | | Over \$1 Million | | Total All Sizes | |
| | Dollar Amount | Percent of Total | Dollar Amount | Percent of Total | Dollar Amount | Percent of Total | Dollar Amount | Percent of Total | Dollar Amount | Percent of Total | Dollar Amount | Percent of Total | Dollar Amount | Percent of Total |
| June 1996 | | | | | | | | | | | | | | |
| Commercial and Industrial Loans | 72,147 | 13.3 | 33,288 | 6.1 | 105,436 | 19.4 | 70,361 | 12.9 | 175,797 | 32.3 | 367,667 | 67.7 | 543,464 | 100.0 |
| Nonfarm, Nonresidential | | | | | | | | | | | | | | |
| Real Estate Loans | 33,040 | 10.8 | 33,843 | 11.1 | 66,883 | 22.0 | 90,362 | 29.7 | 157,245 | 51.6 | 147,393 | 48.4 | 304,638 | 100.0 |
| Total Business Loans | 105,187 | 12.4 | 67,132 | 7.9 | 172,319 | 20.3 | 160,723 | 19.0 | 333,042 | 39.3 | 515,060 | 60.7 | 848,102 | 100.0 |
| June 1995 | | | | | | | | | | | | | | |
| Commercial and Industrial Loans | 66,999 | 13.0 | 31,324 | 6.1 | 98,323 | 19.0 | 66,948 | 13.0 | 165,271 | 32.0 | 350,960 | 68.0 | 516,232 | 100.0 |
| Nonfarm, Nonresidential | | | | | | | | | | | | | | |
| Real Estate Loans | 33,374 | 11.5 | 32,193 | 11.1 | 65,567 | 22.6 | 85,074 | 29.4 | 150,641 | 52.0 | 139,118 | 48.0 | 289,759 | 100.0 |
| Total Business Loans | 100,374 | 12.5 | 63,517 | 7.9 | 163,891 | 20.3 | 152,022 | 18.9 | 315,912 | 39.2 | 490,078 | 60.8 | 805,991 | 100.0 |
| June 1994 | | | | | | | | | | | | | | |
| Commercial and Industrial Loans | 64,073 | 14.1 | 28,637 | 6.3 | 92,710 | 20.3 | 61,875 | 13.6 | 154,585 | 33.9 | 301,170 | 66.1 | 455,755 | 100.0 |
| Nonfarm, Nonresidential | | | | | | | | | | | | | | |
| Real Estate Loans | 33,602 | 12.3 | 29,228 | 10.7 | 62,830 | 23.0 | 77,001 | 28.2 | 139,831 | 51.2 | 133,129 | 48.8 | 272,960 | 100.0 |
| Total Business Loans | 97,675 | 13.4 | 57,866 | 7.9 | 155,541 | 21.3 | 138,876 | 19.1 | 294,417 | 40.4 | 434,299 | 59.6 | 728,716 | 100.0 |
| Percent Changes from 1995 to 1996 | | | | | | | | | | | | | | |
| Commercial and Industrial Loans | 7.7 | | 6.3 | | 7.2 | | 5.1 | | 6.4 | | 4.8 | | 5.3 | |
| Nonfarm, Nonresidential | | | | | | | | | | | | | | |
| Real Estate Loans | -1.0 | | 5.1 | | 2.0 | | 6.2 | | 4.4 | | 5.9 | | 5.1 | |
| Total Business Loans | 4.8 | | 5.7 | | 5.1 | | 5.7 | | 5.4 | | 5.1 | | 5.2 | |
| Percent Changes from 1994 to 1995 | | | | | | | | | | | | | | |
| Commercial and Industrial Loans | 4.6 | | 9.4 | | 6.1 | | 8.2 | | 6.9 | | 16.5 | | 13.3 | |
| Nonfarm, Nonresidential | | | | | | | | | | | | | | |
| Real Estate Loans | -0.7 | | 10.1 | | 4.4 | | 10.5 | | 7.7 | | 4.5 | | 6.2 | |
| Total Business Loans | 2.8 | | 9.8 | | 5.4 | | 9.5 | | 7.3 | | 12.8 | | 10.6 | |

Note: Loans under \$1 million are assumed to represent small business lending.

Source: Special tabulations of the June 1996 call reports (Consolidated Reports of Condition and Income for U.S. Banks) prepared for the U.S. Small Business Administration, Office of Advocacy, by James Kolari, Texas A&M University, College Station, Texas.

the decline in the number of small banks may have contributed to the relatively lower level of small business lending is unknown. Certainly as small banks disappear, lending by this sector to small local businesses will decline.

Mergers and acquisitions (M&As) continued at a relatively rapid pace in 1996. The total number of reporting banks declined to 9,670: all of the decline occurred in the under \$100 million asset size group (Chart 2.3).⁹ The number of *de novo* or newly chartered banks also declined: according to one study, *de novo* banks are more active in small business lending than incumbent banks.¹⁰

Large banks with assets of more than \$1 billion account for 74 percent of total assets and 76 percent of total business loans in the banking industry, but their small business loan portfolios are a smaller share of the total. Some 398 large banks made 50.8 percent of the dollar value of small business bank loans under \$1 million and 42.8 percent of the dollar value of those under \$250,000 in 1996 (Table 2.12).

Nevertheless, small business loans have an important and growing place in the portfolios of many billion-dollar banks.¹¹ Large banks' share of the amount of loans under \$1 million increased from 48.5 percent in 1995 to 50.8 percent in 1996. The increase came from growth in the number and size of these banks through mergers and acquisitions, as well as from a larger share of their assets being lent to small firms.¹²

Moreover, many large banks are developing a new class of business loans—including small business lines of credit—thereby increasing their lending in the smallest loan category.¹³ Their share of the smaller loans under \$100,000 increased significantly in value and especially in the number of loans made (Charts 2.4 and 2.5). Still, small banks with assets under \$500 million remain the major suppliers of loans in the under \$100,000 size category, accounting for 57 percent of the dollar amount.

How the bank merger and acquisition activities of recent years will affect small business lending is a key question for small business researchers and

⁹ Most of the decline in small banks during the recent past has been the result of merger and acquisition activity. Bank failures have been an insignificant factor during the past several years of prosperity in the banking industry.

¹⁰ See Lawrence J. White and Lawrence Goldberg, "De Novo Banks and Lending to Small Businesses" a paper presented at the Conference on the Economics of Small Business Finance, May 22–23, 1997 (New York, N.Y.: New York University, Stern School of Business).

¹¹ Many billion-dollar banks have more than \$500 million in small business loans on the books and devote 20 to 40 percent of their business lending to small businesses.

¹² The share of total industry assets held by these billion-dollar banks increased from 72.4 percent in June 1995 to 74 percent in June 1996. The ratio of small business loans to total assets increased from 3.5 percent to 3.9 percent in banks with assets of \$1 billion to \$10 billion and from 1.5 percent to 1.9 percent in banks with assets over \$10 billion.

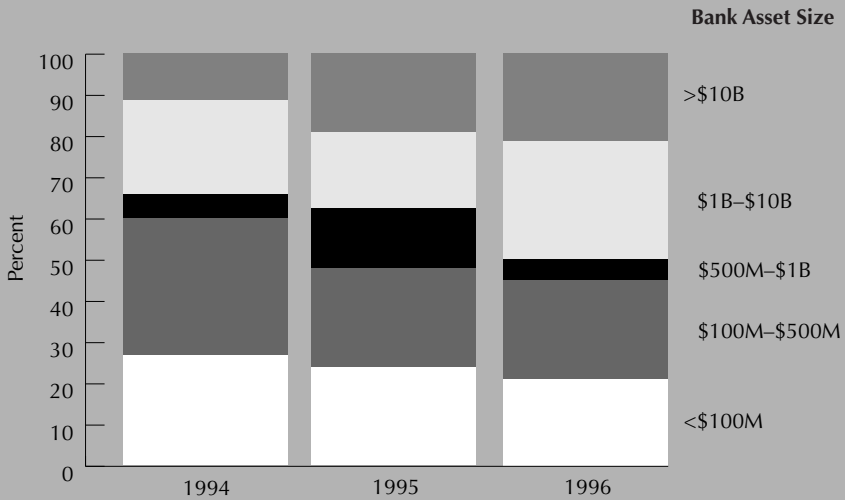
¹³ Large banks are utilizing credit scoring tools to extend credit to small business owners. Credit reviews are simplified by focusing on the business owner's credit rather than on the business financials. Between the two survey years of 1987 and 1993, the percent of small firms using lines of credit increased slightly while the percent using all other traditional credit declined. See John Wolken and Rebel Cole, "Bank and Nonbank Competition for Small Business Credit: Evidence from the 1987 and 1993 National Survey of Small Business Finances," *Federal Reserve Bulletin* (November 1996).

Table 2.12 *Distribution of Loans and Loan Dollars by Loan Type and Size and Asset Size of Bank, June 30, 1996 (Percent)*

| Type of Loan/ Bank's Asset Size | Loan Sizes | | | | | | | | | | | | Over \$1 Million (Dollar Amount) | Total (Dollar Amount) |
|--|-----------------|------------------|---------------------|------------------|-----------------|------------------|-----------------------|------------------|-------------------|------------------|------------------|-------|---|-----------------------------|
| | Under \$100,000 | | \$100,000-\$250,000 | | Under \$250,000 | | \$250,000-\$1 Million | | Under \$1 Million | | Dollar Amount | | | |
| | Number | Dollar Amount | Number | Dollar Amount | Number | Dollar Amount | Number | Dollar Amount | Number | Dollar Amount | | | | |
| Commercial and Industrial Loans | | | | | | | | | | | | | | |
| 0-\$100 Million | 19.3 | 24.6 | 10.8 | 11.5 | 18.7 | 20.5 | 7.1 | 6.8 | 18.2 | 15.0 | 0.03 | 5.1 | | |
| \$100 Million-\$500 Million | 21.9 | 27.8 | 25.1 | 25.8 | 22.1 | 27.2 | 21.1 | 20.6 | 22.0 | 24.5 | 2.7 | 9.8 | | |
| \$500 Million-\$1 Billion | 5.0 | 6.3 | 7.1 | 7.1 | 5.2 | 6.5 | 6.5 | 6.8 | 5.2 | 6.7 | 1.9 | 3.5 | | |
| \$1 Billion-\$10 Billion | 30.4 | 20.6 | 28.8 | 28.0 | 30.3 | 22.9 | 31.6 | 31.8 | 30.4 | 26.4 | 24.6 | 25.2 | | |
| Over \$10 Billion | 23.4 | 20.7 | 28.1 | 27.6 | 23.7 | 22.9 | 33.8 | 34.0 | 24.2 | 27.3 | 70.4 | 56.5 | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | | |
| Real Estate | | | | | | | | | | | | | | |
| 0-\$100 Million | 32.0 | 32.0 | 13.1 | 13.1 | 27.0 | 22.5 | 10.2 | 9.2 | 23.7 | 14.9 | 1.0 | 8.2 | | |
| \$100 Million-\$500 Million | 34.8 | 34.8 | 30.0 | 30.0 | 33.5 | 32.4 | 27.3 | 27.5 | 32.3 | 29.6 | 9.9 | 20.0 | | |
| \$500 Million-\$1 Billion | 6.0 | 6.3 | 8.3 | 8.3 | 6.6 | 7.3 | 8.1 | 8.5 | 6.9 | 8.0 | 5.4 | 6.7 | | |
| \$1 Billion-\$10 Billion | 16.2 | 16.2 | 26.1 | 26.6 | 18.8 | 21.5 | 28.1 | 28.2 | 20.6 | 25.3 | 31.7 | 28.4 | | |
| Over \$10 Billion | 11.0 | 10.7 | 22.4 | 21.9 | 14.0 | 16.4 | 26.3 | 26.6 | 16.5 | 22.3 | 52.0 | 36.7 | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | | |
| Total Business Loans | | | | | | | | | | | | | | |
| 0-\$100 Million | 21.1 | 27.0 | 11.9 | 12.3 | 20.1 | 21.3 | 8.6 | 8.2 | 19.2 | 14.9 | 0.5 | 6.2 | | |
| \$100 Million-\$500 Million | 23.6 | 30.0 | 27.3 | 27.9 | 24.0 | 29.2 | 24.1 | 24.5 | 24.0 | 26.9 | 4.8 | 13.5 | | |
| \$500 Million-\$1 Billion | 5.2 | 6.3 | 7.6 | 7.7 | 5.4 | 6.8 | 7.3 | 7.8 | 5.6 | 7.3 | 2.9 | 4.6 | | |
| \$1 Billion-\$10 Billion | 28.5 | 19.2 | 27.6 | 27.3 | 28.4 | 22.4 | 29.9 | 29.7 | 28.5 | 25.9 | 26.7 | 26.4 | | |
| Over \$10 Billion | 21.7 | 17.6 | 25.6 | 24.8 | 22.1 | 20.4 | 30.1 | 29.9 | 22.7 | 24.9 | 65.1 | 49.4 | | |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | | |

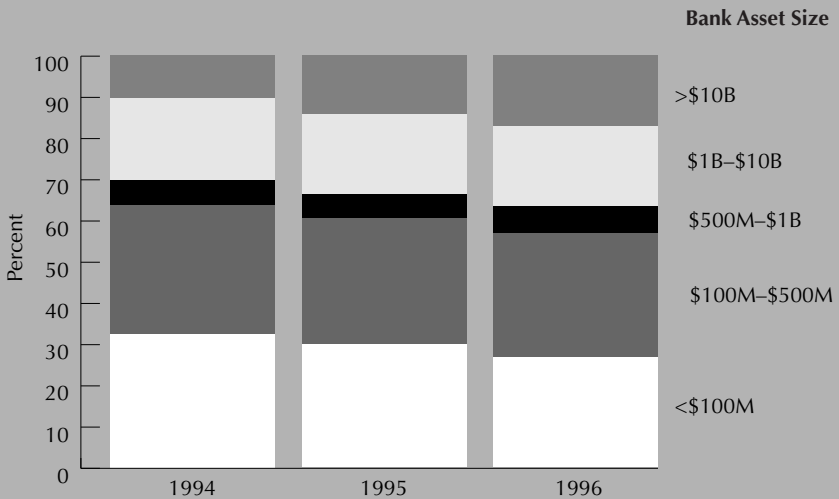
Source: Special tabulations of the June 1996 call reports (Consolidated Reports of Condition and Income for U.S. Banks) prepared for the U.S. Small Business Administration, Office of Advocacy, by James Kolari, Texas A&M University, College Station, Texas.

Chart 2.4 *Changes in the Share of the Number of Small Business Loans Under \$100,000 by Bank Size, 1994–1996.*



Source: Prepared by the U.S. Small Business Administration, Office of Advocacy, from call report data, June 1996.

Chart 2.5 *Changes in the Share of the Amount of Small Business Loans Under \$100,000 by Bank Size, 1994–1996.*



Source: Prepared by the U.S. Small Business Administration, Office of Advocacy, from call report data, June 1996.

policymakers. Interstate branching activities became legal officially on January 1, 1997. Between 1994 and 1996, the total assets of billion-dollar banks increased by 18 percent from mergers and acquisitions and internal growth. Total small business loans, defined alternatively as loans under \$1 million, under \$250,000, and under \$100,000, increased by 25 percent, 28 percent, and 30 percent, respectively. It appears that, on the whole, the acquiring banks have not acted to reduce the small business lending of acquired banks in post-merger reorganizations. The issue is complicated and the findings of existing literature point to mixed conclusions, as expected.

Concerns are emerging, however, about potential declines in small business lending caused by mergers and acquisitions, as identified in two reports prepared for the U.S. Small Business Administration's Office of Advocacy.¹⁴ A report by Joe Peek concludes that the small business lending behavior of acquiring banks assumes primary importance in assessing the impact of mergers and acquisitions on small business lending. As most acquiring banks will return to their natural practices, the acquisition of active small business lenders by banks inactive in the small business loan market is likely to have serious negative effects on small business lending.

A study by Kolari and Zardkoohi concluded that while banks that were members of a bank holding company (BHC) tended to make more small business loans as a proportion of total assets than independent banks, members of large bank holding companies tended to have lower small business loan ratios than did members of small bank holding companies. Similarly, while branch banks tended to make more small business loans than banks with no branches, large branch bank organizations tended to have lower small business loan ratios than small branch bank organizations. And states allowing statewide branching tended to have lower small business loan ratios than did states with limitations on statewide branching.

According to Kolari and Zardkoohi, these results suggest that the current trend toward large bank holding companies and large branching organizations will have a negative effect on the small business credit supply. In general, the researchers concluded, the weight of the evidence in their study and others is more negative than positive in terms of the potential effects of banking industry consolidation on small business lending.

Small firms across the country can expect some difficulties in obtaining bank credit as the banking industry undergoes a period of structural change. Whether these negative effects are short-term or long-term in nature is not possible to discern from the current data: further research is needed to examine the effects of consolidation on small business credit over time, the researchers said.

¹⁴ Joe Peek, *The Effects of Interstate Banking on Small Business Lending*, report no. PB97-186068, prepared for the U.S. Small Business Administration, Office of Advocacy (Springfield, Va.: National Technical Information Service, February 1997) and James Kolari and A. Zardkoohi, *The Impact of Structural Change in the Banking Industry on Small Business Lending*, report no. PB98-106693, prepared for the U.S. Small Business Administration, Office of Advocacy (Springfield, Va.: National Technical Information Service, May 1997).

To conclude, the size of the bank or bank holding company and its central location seem to have more impact than banking structure (for example, whether or not the bank is part of a BHC) on how a bank engages in small business lending. The benefits of economies of scale and diversification may promote small business lending by members of large bank holding companies, but factors on the negative side include banks' higher costs for conducting "relationship" banking with small business borrowers (especially for very small loans), the higher threshold for entry into small business lending markets, and the high transition costs for small firms seeking to reestablish lender-borrower relationships disrupted by ownership changes.

Federal financial regulatory agencies need to be sensitive to these problems, especially potential impacts on certain groups of borrowers in small market areas where relationship banking has become prohibitively costly for large acquiring banks.¹⁵

In sum, banks of all sizes have been active in small business lending and it appears that a number of large banks became more active in 1996. Small banks, however, remained the predominant lenders to very small borrowers.

Lending Under the SBA's Guarantee Programs

Both the number and dollar amount of loans made under the loan guaranty programs of the U.S. Small Business Administration declined in FY 1996. The number of loans decreased from 55,597 to 45,845; the amount declined from \$8.3 billion to \$7.7 billion. Beginning in FY 1994 and continuing into FY 1995, the agency slowed the promotion of loans under \$100,000. It is also possible that commercial banks have seen more opportunities in the small loan market and have expanded private, non-SBA lending.¹⁶

Lending by Finance Companies

Finance companies have continued to penetrate the small business loan markets over the past 20 years. Lending by finance companies continued to increase in 1996, although at a much slower pace than in the previous year (Table 2.13). A preliminary study by Federal Reserve Board economists based on the 1993 National Survey of Small Business Finances concluded that banks lost market share, but only slightly, to nonbank lenders in the market for small business credit between 1987 and 1993.¹⁷ While small business uses of all credit from banks declined during the two survey years, nonbank inroads into the equipment loan, motor vehicle loan and capital lease markets

¹⁵ For a better understanding of these banks' lending practices, a data base could be developed tracking the small business lending activities of their acquirers over time.

¹⁶ For example, the number of low documentation or "low-doc" loans (generally, loans under \$100,000) increased from 5,862 in FY 1994 to 30,880 in FY 1995.

¹⁷ Based on two surveys on small business finances conducted for the Federal Reserve Board and the U.S. Small Business Administration. See Wolken and Cole, "Bank and Nonbank Competition," Table 9, 992.

Table 2.13 *Business Loans Outstanding from Finance Companies, December 31, 1980–December 31, 1996*

| | Total Receivables Outstanding | | Annual Change in Chain-Type ¹ Price Index for GDP (Percent) |
|--------------------------------|-------------------------------|------------------|--|
| | Billions of Dollars | Change (Percent) | |
| December 31, 1996 ² | 309.5 | 2.6 | 1.8 |
| December 31, 1995 ² | 301.6 | 9.7 | 2.4 |
| December 31, 1994 ² | 274.9 | -6.7 | 2.5 |
| December 31, 1993 | 294.6 | -2.3 | 2.3 |
| December 31, 1992 | 301.3 | 1.9 | 2.5 |
| December 31, 1991 | 295.8 | 0.9 | 2.6 |
| December 31, 1990 | 293.6 | 14.6 | 3.4 |
| December 31, 1989 | 256.0 | 9.1 | 4.6 |
| December 31, 1988 | 234.6 | 13.9 | 3.9 |
| December 31, 1987 | 206.0 | 19.7 | 4.0 |
| December 31, 1986 | 172.1 | 9.3 | 3.2 |
| December 31, 1985 | 157.5 | 14.3 | 2.5 |
| December 31, 1984 | 137.8 | 21.9 | 3.5 |
| December 31, 1983 | 113.4 | 12.9 | 3.8 |
| December 31, 1982 | 100.4 | 0 | 5.3 |
| December 31, 1981 | 100.3 | 11.1 | 8.5 |
| December 31, 1980 | 90.3 | | |

¹ Changes from the fourth quarter of the year before.

² Major data revision for 1994–1996. See Federal Reserve Board, *Federal Reserve Bulletin*, December 1997, A33.

Source: Board of Governors of the Federal Reserve System, *Federal Reserve Bulletin*, Table 1.52, various issues; U.S. Department of Commerce, Bureau of Economic Analysis, *Business Conditions Digest*, various issues; and idem., *Survey of Current Business*, various issues.

increased.¹⁸ Overall, finance companies provided 13 percent of total traditional small firm financing (Chart 2.2). Finance companies were responsible for 21 percent of the total value of small business equipment loans provided by the six major traditional financing sources (Table 2.4). The comparable figure for leasing was 19 percent; for lines of credit, 15 percent.

Borrowing in the Public Issue Markets

In the context of a continuing stock market boom, the initial public offering market showed significant growth in 1996. The number and volume of common stock IPOs increased 50 percent and 65 percent, respectively, to 870

¹⁸ Wolken and Cole, "Bank and Nonbank Competition," Table 10, 992.

offerings for almost \$50 billion in 1996, compared with \$30 billion for 581 issues in 1995 (Table 2.14). Offerings by nonfinancial firms having less than \$10 million in total assets before the public issue also increased significantly, from 187 to 291 in the number of issues and \$3.1 billion to \$5.7 billion from 1995 to 1996. The average offering size increased further, from \$16 million in 1994 to \$21 million in 1995 to \$28 million in 1996. IPO offerings by venture-backed companies also increased significantly, to 276 from 183 in 1995 (Chart 2.6).

Venture Capital Funds

High returns on investment from the initial public offerings of venture-backed companies encouraged increases in fundraising by venture capital funds in 1996. Funds raised by venture capital firms amounted to \$7.5 billion, another historic high (Table 2.15).¹⁹ A new development was an increase in commitments from corporations, which accounted for 18 percent of total contributions in 1996, compared with a mere 2 percent in 1995 (Table 2.16). A booming public offering market continued to contribute to higher rates of return for venture capital investment in 1996.²⁰

Disbursements to small businesses by small business investment companies (SBICs) increased significantly—by more than 60 percent—from \$1.18 billion in 1995 to \$1.85 billion in 1996 (Table 2.17). All of the increase came from regular SBICs as a result of the SBA's restructuring the program to promote the formation of larger SBICs. Investment by specialized SBICs (301d companies or SSBICs), most of them very small, declined further in 1996. The volume of disbursements decreased from \$148 million in 1995 to \$117 million in 1996. The future of these SSBICs remains uncertain.

Conclusion

Given a steady economy with normal demand for seasonal and expansion capital, small businesses found an ample supply of debt capital in 1996. A very healthy banking system provided adequate small business loans, although still at relatively high interest rates.

The availability of equity financing, especially for fast-growing firms, continued to expand in the booming equity market of 1996. Both initial public offerings and private venture capital reached historically high volumes.

¹⁹ The venture capital market hit bottom when total commitments amounted to \$1.27 billion in 1991.

²⁰ "Venture Returns Skyrocket to 50.7 Percent," *Venture Capital Journal*, May 1996, 7.

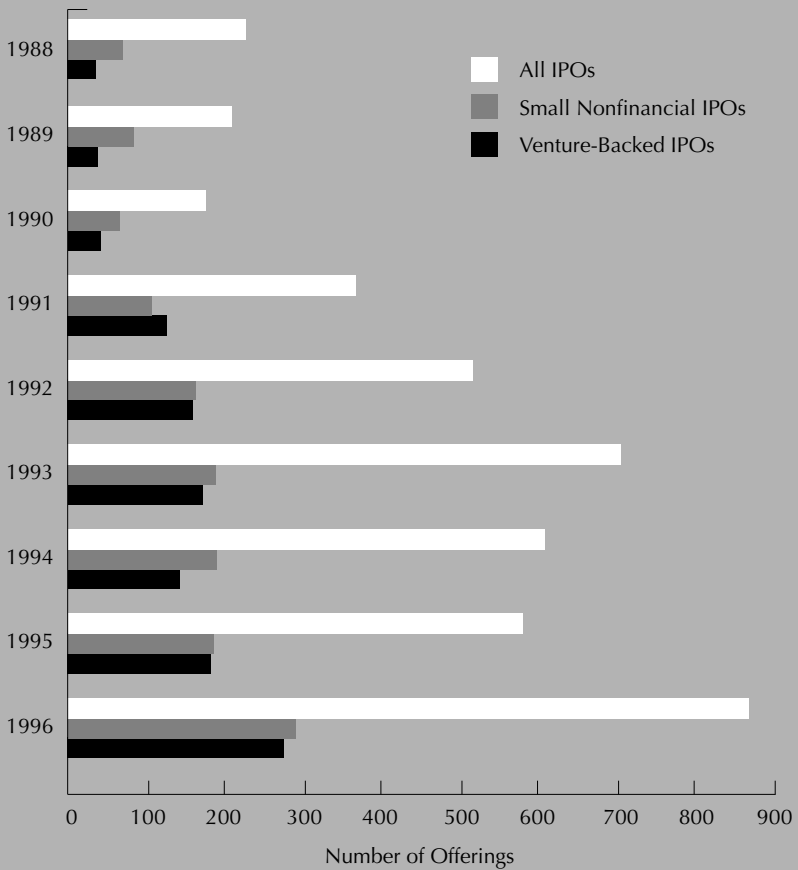
Table 2.14 *Common Stock Initial Public Offerings by All and Small Issuers, 1988–1996 (Amounts in Millions of Dollars)**

| | Common Stock | |
|--|--------------|--------|
| | Number | Amount |
| Offerings by All Issuers | | |
| 1996 | 870 | 49,848 |
| 1995 | 581 | 30,047 |
| 1994 | 609 | 28,447 |
| 1993 | 707 | 41,283 |
| 1992 | 517 | 24,139 |
| 1991 | 368 | 16,846 |
| 1990 | 177 | 4,822 |
| 1989 | 209 | 6,082 |
| 1988 | 228 | 5,940 |
| Offerings by Issuers with Assets of \$10 Million or Less | | |
| 1996 | 304 | 5,789 |
| 1995 | 193 | 3,174 |
| 1994 | 202 | 2,080 |
| 1993 | 203 | 2,798 |
| 1992 | 171 | 2,241 |
| 1991 | 116 | 1,334 |
| 1990 | 86 | 1,310 |
| 1989 | 89 | 584 |
| 1988 | 83 | 656 |
| Offerings by Nonfinancial Issuers with Assets of \$10 Million or Less | | |
| 1996 | 291 | 5,686 |
| 1995 | 187 | 3,129 |
| 1994 | 190 | 1,975 |
| 1993 | 189 | 2,043 |
| 1992 | 164 | 1,919 |
| 1991 | 108 | 879 |
| 1990 | 67 | 951 |
| 1989 | 84 | 562 |
| 1988 | 71 | 366 |

*Excludes closed end funds. Registered offerings data from the Securities and Exchange Commission are no longer available. Data provided by Securities Data Company are not as inclusive as those registered with the SEC.

Source: Special tabulations prepared for the U.S. Small Business Administration, Office of Advocacy, by Securities Data Company, Inc., 1998.

Chart 2.6 *Number of IPO Offerings by All, Small Nonfinancial, and Venture-Backed Firms, 1988–1996*



Source: U.S. Small Business Administration, Office of Advocacy, from data provided by Securities Data Incorporated.

Table 2.15 *New Commitments, Disbursements, and Total Capital Pool of the Venture Capital Industry, 1982–1996*

| Year | New Commitments to Venture Capital Firms ¹ (Billions of Dollars) | Disbursements to Funded Companies (Billions of Dollars) | Number of Funded Companies | Total Investment Capital Pool At End of Year ² (Billions of Dollars) |
|------|--|--|----------------------------|--|
| 1996 | 7.5 | 9.6 | NA | NA |
| 1995 | 4.4 | 7.2 | NA | NA |
| 1994 | 3.8 | 5.3 | 1,011 | 34.1 |
| 1993 | 2.5 | 5.3 | 969 | 34.8 |
| 1992 | 2.5 | 4.9 | 1,207 | 31.1 |
| 1991 | 1.3 | 2.6 | 792 | 32.9 |
| 1990 | 1.8 | 3.8 | 1,176 | 36.0 |
| 1989 | 2.4 | 3.4 | 1,465 | 34.4 |
| 1988 | 2.9 | 3.8 | 1,530 | 31.1 |
| 1987 | 4.1 | 4.0 | 1,740 | 29.0 |
| 1986 | 3.3 | 3.2 | 1,512 | 24.1 |
| 1985 | 3.3 | 2.7 | 1,388 | 19.6 |
| 1984 | 4.2 | 2.7 | 1,410 | 16.3 |
| 1983 | 4.5 | 2.5 | 1,236 | 12.1 |
| 1982 | 1.7 | 1.4 | 828 | 6.7 |

NA = Not available

¹ Major data revision for disbursement figures. See *Venture Capital Journal*, January, 1998.

² The capital pool at year end should equal the total pool at the end of the previous year plus new commitments, minus the amount of net withdrawal (or liquidation) from the funds. For 1983, an additional \$600 million was identified which had not been included in the prior estimate.

Source: Capital Publishing Corporation, *Venture Capital Journal* (various issues).

Table 2.16 Sources of Capital Committed to Independent Venture Funds, 1983–1996 (Percent)

| | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 |
|------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Total (Billions of Dollars) | 3.4 | 3.2 | 2.3 | 3.3 | 4.2 | 2.8 | 2.4 | 1.8 | 1.3 | 2.5 | 2.5 | 3.8 | 4.4 | 7.5 |
| Share Contributed by: | | | | | | | | | | | | | | |
| Pension Funds | 31 | 34 | 33 | 50 | 39 | 46 | 36 | 53 | 42 | 42 | 59 | 46 | 38 | 40 |
| Foreign Sources/ Others* | 16 | 18 | 23 | 11 | 13 | 14 | 13 | 7 | 12 | 11 | 4 | 2 | 3 | 6 |
| Corporations | 12 | 14 | 12 | 11 | 11 | 11 | 20 | 7 | 4 | 3 | 8 | 9 | 2 | 18 |
| Endowments | 8 | 6 | 8 | 6 | 10 | 12 | 12 | 13 | 24 | 19 | 11 | 21 | 22 | 20 |
| Individuals | 21 | 15 | 13 | 12 | 12 | 8 | 6 | 11 | 12 | 11 | 7 | 12 | 17 | 8 |
| Banks/Insurance Companies | 12 | 13 | 11 | 10 | 15 | 9 | 13 | 9 | 6 | 15 | 11 | 9 | 18 | 5 |
| Total | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |

Note: Data may not add to 100 percent because of rounding.

*Others include funds-of-funds.

Source: Capital Publishing Corporation, *Venture Capital Journal* (various issues).

Table 2.17 *Disbursements to Small Businesses by Small Business Investment Companies (SBICs) and 301(d) SBICs, 1980–1996 (Amounts in Millions of Dollars)*

| Year | Total | | SBICs | | 301(d)* | |
|------|--------|---------|--------|---------|---------|--------|
| | Number | Amount | Number | Amount | Number | Amount |
| 1996 | 2,302 | 1,848.5 | 1,343 | 1,731.7 | 959 | 116.8 |
| 1995 | 2,173 | 1,184.4 | 1,045 | 1,036.7 | 1,128 | 148.3 |
| 1994 | 2,375 | 1,120.6 | 1,070 | 965.2 | 1,305 | 155.4 |
| 1993 | 2,302 | 923.6 | 986 | 784.9 | 1,316 | 138.7 |
| 1992 | 1,633 | 484.2 | 767 | 395.7 | 866 | 88.5 |
| 1991 | 2,044 | 460.1 | 1,036 | 364.2 | 1,008 | 95.9 |
| 1990 | 2,367 | 645.2 | 1,334 | 545.9 | 1,033 | 99.3 |
| 1989 | 3,322 | 690.0 | 1,876 | 542.4 | 1,446 | 147.6 |
| 1988 | 3,724 | 750.9 | 2,227 | 614.4 | 1,497 | 136.5 |
| 1987 | 4,128 | 680.5 | 2,522 | 537.9 | 1,606 | 142.6 |
| 1986 | 4,333 | 620.8 | 2,675 | 75.9 | 1,658 | 144.9 |
| 1985 | 4,205 | 542.3 | 2,756 | 434.6 | 1,449 | 107.7 |
| 1984 | 3,990 | 513.9 | 2,755 | 425.5 | 1,235 | 88.0 |
| 1983 | 3,247 | 468.8 | 2,464 | 412.9 | 783 | 55.9 |
| 1982 | 2,941 | 369.9 | 2,177 | 322.9 | 764 | 47.0 |
| 1981 | 3,176 | 387.1 | 2,434 | 332.7 | 742 | 54.4 |
| 1980 | 2,637 | 337.4 | 2,090 | 295.2 | 547 | 42.2 |

* 301(d) companies are minority or economically disadvantaged small business investment companies.

Source: U.S. Small Business Administration, Investment Division.

Appendix **A**

Supplementary Tables

| | | |
|-------------------|---|------------|
| Table A.1 | <i>Sources of GDP Growth, 1995 and 1996</i> | 73 |
| Table A.2 | <i>Business Income Tax Returns by Receipt Size of Business, 1985–1994</i> | 74 |
| Table A.3 | <i>Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size, 1988–1995</i> | 76 |
| Table A.4 | <i>Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size, SBA Region, and State, 1995</i> | 78 |
| Table A.5 | <i>Firms, Employment, and Estimated Receipts by Firm Size and Metropolitan Statistical Area, 1994</i> | 88 |
| Table A.6 | <i>Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Major Industry, 1995</i> | 98 |
| Table A.7 | <i>Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995</i> | 100 |
| Table A.8 | <i>Employment by Firm Size and Major Industrial Sector, 1988–1995</i> | 114 |
| Table A.9 | <i>Nonfarm Private Firms by Firm Size and Major Industrial Sector, 1988–1995</i> | 118 |
| Table A.10 | <i>Average Employment per Firm by Major Industry and Firm Size, 1988 and 1994</i> | 122 |
| Table A.11 | <i>Firms by SBA Region and State, 1995 and 1996</i> | 123 |
| Table A.12 | <i>New Firms and New Incorporations by SBA Region and State, 1995 and 1996</i> | 125 |
| Table A.13 | <i>Business Dissolutions by SBA Region and State, 1995 and 1996</i> | 127 |

| | | |
|-------------------|--|------------|
| Table A.14 | <i>Business Dissolution Rates by Firm Age and Number of Jobs Created</i> | 129 |
| Table A.15 | <i>Establishment and Employment Changes from Firm Births, Deaths, Expansions, and Contractions, 1994–1995</i> | 130 |
| Table A.16 | <i>Firms and Employment Changes from New Firms, Firm Deaths, and Continuing Firms by Major Industry, 1992–1993</i> | 132 |
| Table A.17 | <i>Establishment Changes by Firm Size and State, 1994–1995</i> | 134 |
| Table A.18 | <i>Employment Changes from Establishment Changes by Firm Size and State, 1994–1995</i> | 136 |
| Table A.19 | <i>Employment in Selected Small-Business-Dominated Industries, December 1995 and December 1996</i> | 138 |
| Table A.20 | <i>Employment in Selected Large-Business-Dominated Industries, December 1995 and December 1996</i> | 143 |
| Table A.21 | <i>Employment in Selected Indeterminate Industries, December 1995 and December 1996</i> | 148 |
| Table A.22 | <i>Employment by Firm Size and Major Industrial Sector, December 1995 and December 1996</i> | 153 |
| Table A.23 | <i>Nonfarm Sole Proprietorship Income and Wage-and-Salary Income by SBA Region and State, 1995 and 1996</i> | 154 |
| Table A.24 | <i>Nonfarm Personal Income by SBA Region and State, 1995 and 1996</i> | 156 |
| Table A.25 | <i>Self-Employment by SBA Region and State, 1995 and 1996</i> | 158 |
| Table A.26 | <i>Characteristics of Business Owners, 1992</i> | 160 |
| Table A.27 | <i>Characteristics of Firms, 1992</i> | 162 |
| Table A.28 | <i>Women-Owned Firms by SBA Region and State, 1987 and 1992</i> | 164 |
| Table A.29 | <i>Minority-Owned Firms by SBA Region and State 1987 and 1992</i> | 166 |
| Table A.30 | <i>Nonfarm Sole Proprietorships and Receipts by Gender of Owner and SBA Region, 1980, 1993, and 1994</i> | 168 |

| | | |
|-------------------|--|------------|
| Table A.31 | <i>Nonfarm Sole Proprietorships and Receipts by Gender of Owner and Industry Group, 1980, 1993, and 1994</i> | 169 |
| Table A.32 | <i>Nongovernment Employment by SBA Region and State, 1995 and 1996</i> | 170 |
| Table A.33 | <i>U.S. Business Measures, 1975–1996</i> | 172 |

Table A.1 Sources of Real GDP Growth, 1995 and 1996
(Billions of Chained 1992 Dollars)

| | 1995 | 1996 | Dollar Change 1995–1996 | Percent Change 1995–1996 |
|--------------------------------|---------|---------|-------------------------------|--------------------------------|
| Gross Domestic Product | 6,742.9 | 6,907.2 | 164.3 | 2.4 |
| Personal Consumption | 4,577.8 | 4,690.7 | 112.9 | 2.5 |
| Gross Private Domestic | | | | |
| Investment | 1,010.2 | 1,057.5 | 47.3 | 4.7 |
| Nonresidential | 714.3 | 766.8 | 52.5 | 7.3 |
| Residential | 262.8 | 276.7 | 13.9 | 5.3 |
| Change in Business Inventories | 33.1 | 14.0 | -19.1 | -57.7 |
| Net Exports | -107.6 | -113.6 | -6.0 | 5.6 |
| Exports | 775.4 | 825.9 | 50.5 | 6.5 |
| Imports | 883.0 | 939.5 | 56.5 | 6.4 |
| Government Consumption | 1,260.2 | 1,270.6 | 10.4 | 0.8 |
| Federal | 472.3 | 467.1 | -5.2 | -1.1 |
| State and Local | 788.6 | 804.3 | 15.7 | 2.0 |

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from figures released by the Council of Economic Advisers, *Economic Indicators*, March 1997.

Table A.2 Business Income Tax Returns by Receipt Size of Business, 1985–1994 (Thousands)

| Receipt Size of Business (Dollars) ¹ | Thousands of Businesses Reporting | | | | | | | | | |
|---|-----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 |
| Total Returns | 16,919.4 | 17,525.2 | 18,351.4 | 18,619.4 | 19,560.7 | 20,052.9 | 20,499.0 | 20,476.7 | 20,874.9 | 21,990.2 |
| Corporations, Total | 3,277.3 | 3,428.6 | 3,612.2 | 3,346.2 | 3,627.9 | 3,716.7 | 3,802.9 | 3,868.9 | 3,964.6 | 4,342.4 |
| Under 25,000 ² | 710.8 | 765.3 | 788.1 | 818.4 | 865.2 | 878.7 | 924.2 | 935.7 | 967.6 | 1,028.9 |
| 25,000–49,999 | 236.6 | 244.2 | 267.3 | 227.9 | 240.9 | 252.0 | 260.1 | 256.5 | 256.4 | 275.3 |
| 50,000–99,999 | 330.2 | 345.4 | 369.5 | 330.2 | 332.3 | 358.9 | 375.6 | 375.8 | 396.7 | 427.3 |
| 100,000–249,999 | 620.5 | 630.6 | 659.4 | 620.5 | 631.6 | 661.7 | 665.6 | 682.9 | 674.8 | 744.9 |
| 250,000–499,999 | 489.2 | 510.5 | 531.6 | 459.2 | 513.1 | 500.0 | 514.5 | 532.9 | 542.8 | 611.1 |
| 500,000–999,999 | 352.4 | 370.4 | 391.3 | 352.4 | 414.7 | 416.0 | 415.8 | 422.8 | 439.3 | 488.6 |
| 1,000,000 or more | 537.6 | 562.2 | 605.0 | 537.6 | 630.1 | 649.4 | 647.1 | 662.3 | 687.0 | 766.3 |
| Partnerships, Total³ | 1,713.6 | 1,702.9 | 1,648.1 | 1,593.9 | 1,635.2 | 1,553.6 | 1,515.4 | 1,484.8 | 1,467.7 | 1,493.9 |
| Under 25,000 ² | 840.1 | 836.6 | 853.6 | 829.8 | 779.0 | 962.6 | 955.6 | 920.6 | 886.9 | 899.1 |
| 25,000–49,999 | 195.5 | 182.9 | 163.0 | 117.5 | 155.6 | 126.0 | 113.5 | 113.0 | 121.2 | 120.8 |
| 50,000–99,999 | 199.5 | 204.5 | 184.2 | 183.3 | 201.6 | 133.4 | 120.1 | 126.0 | 129.3 | 131.0 |
| 100,000–249,999 | 190.1 | 184.0 | 165.8 | 160.4 | 219.2 | 139.9 | 143.7 | 144.7 | 144.0 | 147.2 |
| 250,000–499,999 | 165.5 | 165.1 | 157.4 | 159.3 | 122.4 | 82.5 | 78.5 | 75.3 | 78.3 | 80.3 |
| 500,000–999,999 | 66.9 | 69.1 | 64.7 | 73.9 | 77.9 | 52.1 | 49.4 | 49.6 | 49.0 | 53.6 |
| 1,000,000 or more | 56.0 | 60.7 | 59.4 | 69.7 | 79.5 | 57.1 | 54.6 | 55.6 | 59.0 | 61.9 |
| Nonfarm Sole Proprietorships, Total | 11,928.5 | 12,393.7 | 13,091.1 | 13,679.3 | 14,297.6 | 14,782.6 | 15,180.7 | 15,123.0 | 15,442.6 | 16,153.9 |
| Under 25,000 ² | 3,067.5 | 3,178.4 | 3,299.4 | 3,364.9 | 3,623.1 | 3,750.1 | 3,985.0 | 3,775.9 | 3,808.5 | 4,205.2 |
| 25,000–49,999 | 1,444.6 | 1,495.1 | 1,553.5 | 1,509.9 | 1,621.5 | 1,714.5 | 1,704.6 | 1,741.3 | 1,796.7 | 1,819.1 |
| 50,000–99,999 | 1,633.6 | 1,666.0 | 1,846.5 | 1,962.8 | 1,998.2 | 2,011.7 | 2,058.8 | 2,005.4 | 2,136.6 | 2,175.7 |
| 100,000–249,999 | 2,104.6 | 2,175.3 | 2,284.2 | 2,509.2 | 2,612.7 | 2,719.8 | 2,809.7 | 2,869.3 | 2,873.5 | 2,963.1 |
| 250,000–49,999 | 1,393.9 | 1,466.6 | 1,559.0 | 1,601.6 | 1,660.0 | 1,660.2 | 1,724.8 | 1,817.0 | 1,838.3 | 1,867.7 |

| | | | | | | | | | | |
|-------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 50,000-99,999 | 1,094.1 | 1,138.3 | 1,172.0 | 1,225.8 | 1,259.0 | 1,282.1 | 1,327.0 | 1,269.0 | 1,329.6 | 1,408.6 |
| 100,000-499,999 | 1,060.2 | 1,140.9 | 1,232.1 | 1,337.3 | 1,333.9 | 1,444.2 | 1,388.6 | 1,453.6 | 1,454.4 | 1,502.6 |
| 500,000-999,999 | 89.3 | 95.4 | 101.6 | 118.3 | 139.7 | 142.7 | 122.7 | 133.1 | 138.6 | 140.6 |
| 1,000,000 or more | 40.7 | 37.7 | 42.8 | 49.5 | 49.5 | 57.3 | 59.5 | 58.4 | 66.4 | 71.3 |

¹Size classes are based on the sum of business receipts (gross amounts from sales and operations and gross rents for all industries) except for the finance, insurance, and real estate industry. For this industry, positive net rental income is included, which is the sum of business receipts and investment income.

²Includes returns with no receipts as defined above.

³Total receipts include, in part, only the net income or loss from farming and rentals. An effort is made to include rental (although not farm) gross receipts in the receipts used for the size distribution.

Source: U.S. Department of the Treasury, Internal Revenue Service, *SOI Bulletin*, Table 12.

Table A.3 *Firms, Establishments, Employment, Annual Payroll and Estimated Receipts by Firm Size, 1988-1995*

| Item | Year | U.S., All Industries Employment Size of Firm | | | | | | | | | |
|-----------------------|--|--|---------------|-------------|-------------|-------------|-------------|-------------|---------------|---------------|---------------|
| | | Total | 0 | 0-4 | 5-9 | 10-19 | 20-99 | 100-499 | <500 | 500+ | |
| Employer Firms | 1995 | 5,369,068 | 688,584 | 3,249,573 | 981,094 | 576,866 | 469,869 | 76,222 | 5,353,624 | 15,444 | |
| | 1994 | 5,276,964 | 691,141 | 3,208,235 | 964,985 | 563,097 | 452,383 | 73,267 | 5,261,967 | 14,997 | |
| | 1993 | 5,193,642 | 671,306 | 3,139,518 | 962,481 | 559,602 | 445,900 | 71,512 | 5,179,013 | 14,629 | |
| | 1992 | 5,095,356 | 644,453 | 3,075,280 | 945,802 | 551,912 | 439,084 | 69,156 | 5,081,234 | 14,122 | |
| | 1991 | 5,051,025 | NA | 3,036,304 | 941,296 | 551,299 | 439,811 | 68,338 | 5,037,048 | 13,977 | |
| | 1990 | 5,073,795 | NA | 3,020,935 | 952,030 | 562,610 | 453,732 | 70,465 | 5,059,772 | 14,023 | |
| | 1989 | 5,021,315 | NA | 3,003,224 | 937,202 | 553,449 | 443,959 | 69,608 | 5,007,442 | 13,873 | |
| | 1988 | 4,954,645 | NA | 2,979,905 | 923,580 | 540,988 | 430,640 | 66,708 | 4,941,821 | 12,824 | |
| | Establishments | 1995 | 6,612,721 | 690,772 | 3,259,795 | 998,264 | 618,268 | 638,616 | 283,993 | 5,798,936 | 813,785 |
| | | 1994 | 6,509,065 | 693,992 | 3,218,076 | 982,695 | 608,804 | 631,324 | 283,782 | 5,724,681 | 784,384 |
| 1993 | | 6,401,233 | 673,408 | 3,147,991 | 980,865 | 608,922 | 631,873 | 285,184 | 5,654,835 | 746,398 | |
| 1992 | | 6,319,300 | 646,065 | 3,082,325 | 964,863 | 606,276 | 634,713 | 283,719 | 5,571,896 | 747,404 | |
| 1991 | | 6,200,859 | NA | 3,048,830 | 961,391 | 593,302 | 593,248 | 260,595 | 5,457,366 | 743,493 | |
| 1990 | | 6,175,559 | NA | 3,032,253 | 970,580 | 599,529 | 590,496 | 254,747 | 5,447,605 | 727,954 | |
| 1989 | | 6,106,922 | NA | 3,014,009 | 956,347 | 592,901 | 586,494 | 252,335 | 5,402,086 | 704,836 | |
| 1988 | | 6,016,367 | NA | 2,989,964 | 943,442 | 583,301 | 581,622 | 244,697 | 5,343,026 | 673,341 | |
| Employment | | 1995 | 100,314,946 | 0 | 5,395,432 | 6,440,349 | 7,734,080 | 18,422,228 | 14,660,421 | 52,652,510 | 47,662,436 |
| | | 1994 | 96,721,594 | 0 | 5,318,961 | 6,332,580 | 7,543,777 | 17,693,995 | 14,118,375 | 51,007,688 | 45,713,906 |
| | 1993 | 94,773,913 | 0 | 5,258,195 | 6,313,651 | 7,498,345 | 17,420,634 | 13,852,238 | 50,316,063 | 44,457,850 | |
| | 1992 | 92,825,797 | 0 | 5,178,909 | 6,202,861 | 7,390,874 | 17,121,010 | 13,307,187 | 49,200,841 | 43,624,956 | |
| | 1991 | 92,307,559 | 0 | 5,151,143 | 6,174,730 | 7,386,939 | 17,146,411 | 13,143,390 | 49,002,613 | 43,304,946 | |
| | 1990 | 93,469,275 | 0 | 5,116,914 | 6,251,632 | 7,543,360 | 17,710,042 | 13,544,849 | 50,166,797 | 43,302,478 | |
| | 1989 | 91,626,094 | 0 | 5,054,429 | 6,152,151 | 7,420,196 | 17,353,444 | 13,373,640 | 49,353,860 | 42,272,234 | |
| | 1988 | 87,844,303 | 0 | 5,006,203 | 6,060,724 | 7,252,715 | 16,833,702 | 12,761,379 | 47,914,723 | 39,929,580 | |
| | Annual Payroll (Thousands of Dollars) | 1995 | 2,665,921,824 | 25,787,172 | 141,537,925 | 137,083,047 | 175,388,093 | 437,065,364 | 361,060,815 | 1,252,135,244 | 1,413,786,580 |
| | | 1994 | 2,487,959,727 | 24,081,138 | 134,649,352 | 131,666,587 | 166,475,972 | 408,053,078 | 335,573,696 | 1,176,418,685 | 1,311,541,042 |
| 1993 | | 2,363,208,106 | 22,361,727 | 128,968,107 | 127,133,193 | 159,153,336 | 385,005,072 | 316,183,732 | 1,116,443,440 | 1,246,764,666 | |

| Estimated Receipts (Thousands of Dollars) | | | | | | | | | | |
|--|----------------|-------------|-------------|-------------|-------------|---------------|---------------|---------------|---------------|--|
| 1992 | 2,272,392,408 | 21,432,778 | 124,592,441 | 122,381,613 | 152,830,640 | 368,969,129 | 298,174,483 | 1,066,948,306 | 1,205,444,102 | |
| 1991 | 2,145,015,851 | NA | 118,233,813 | 116,794,212 | 146,516,583 | 352,032,797 | 279,436,898 | 1,013,014,303 | 1,132,001,548 | |
| 1990 | 2,103,971,179 | NA | 116,856,518 | 114,006,469 | 144,450,673 | 352,390,861 | 279,451,864 | 1,007,156,385 | 1,096,814,794 | |
| 1989 | 1,989,941,554 | NA | 112,462,139 | 108,002,714 | 136,794,734 | 332,733,188 | 264,144,335 | 954,137,110 | 1,035,804,444 | |
| 1988 | 1,858,652,147 | NA | 108,800,891 | 103,041,106 | 130,326,463 | 315,751,201 | 244,647,178 | 902,566,839 | 956,085,308 | |
| 1995 | 15,751,365,178 | 129,711,136 | 919,734,985 | 778,863,865 | 965,258,998 | 2,678,292,849 | 2,062,235,050 | 7,404,385,747 | 8,346,979,431 | |
| 1994 | 14,840,452,031 | 122,784,184 | 880,763,759 | 752,675,397 | 928,380,448 | 2,531,402,508 | 1,930,758,304 | 7,023,980,416 | 7,816,471,615 | |
| 1993 | 14,098,572,035 | 116,064,572 | 846,812,139 | 730,360,041 | 891,635,409 | 2,394,813,062 | 1,816,354,667 | 6,679,975,318 | 7,418,596,717 | |
| 1992 | 13,605,183,510 | 110,778,665 | 820,739,417 | 705,146,922 | 859,446,404 | 2,292,331,108 | 1,717,787,820 | 6,395,451,671 | 7,209,731,839 | |
| 1991 | 12,961,443,722 | NA | 777,737,765 | 680,215,533 | 829,024,906 | 2,207,714,822 | 1,618,186,793 | 6,112,879,819 | 6,848,563,903 | |
| 1990 | 9,450,655,960 | NA | 626,678,614 | 569,639,860 | 681,191,539 | 1,715,442,516 | 1,316,747,423 | 4,909,699,952 | 4,540,956,008 | |

NA = Not Available

Notes: 1990 is the first year estimated receipts were reported. Establishments are locations with active payroll in any quarter. Employment is measured in March; thus, some firms will have no employment and some annual payroll. Firms are an aggregation of all establishments owned by a parent company. This table illustrates the changing importance of firm sizes over time. It does not illustrate job growth, as firms can grow or decline and change firm size cells over time.

Source: U.S. Small Business Administration, Office of Advocacy, based on data provided by the U.S. Department of Commerce, Bureau of the Census.

Table A.4 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size, SBA Region, and State, 1995 (Payroll and Receipts in Thousands of Dollars)

| State | Employment Size of Firm | | | | | | | | | | |
|----------------------|-------------------------|-------------|-------------|-------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Total | 0 | 1-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | <500 | 500+ | 2,500+ |
| United States | | | | | | | | | | | |
| Firms | 5,369,068 | 688,584 | 2,560,989 | 981,094 | 576,866 | 4,807,533 | 469,869 | 76,222 | 5,353,624 | 15,444 | 3,176 |
| Establishments | 6,612,721 | 690,772 | 2,569,023 | 998,264 | 618,268 | 4,876,327 | 638,616 | 283,993 | 5,798,936 | 813,785 | 606,850 |
| Employment | 100,314,946 | 0 | 5,395,432 | 6,440,349 | 7,734,080 | 19,569,861 | 18,422,228 | 14,660,421 | 52,652,510 | 47,662,436 | 35,213,895 |
| Annual Payroll | 2,665,921,824 | 25,787,172 | 115,750,753 | 137,083,047 | 175,388,093 | 454,009,065 | 437,065,364 | 361,060,815 | 1,252,135,244 | 1,413,786,580 | 1,077,342,852 |
| Estimated Receipts | 15,751,365,178 | 129,711,136 | 790,023,849 | 778,863,865 | 965,258,998 | 2,663,857,848 | 2,678,292,849 | 2,062,235,050 | 7,404,385,747 | 8,346,979,431 | 6,560,719,999 |
| Region I | | | | | | | | | | | |
| Connecticut | | | | | | | | | | | |
| Firms | 78,646 | 8,923 | 37,001 | 14,054 | 8,269 | 68,247 | 6,794 | 1,755 | 76,796 | 1,850 | 1,011 |
| Establishments | 91,181 | 8,951 | 37,081 | 14,300 | 8,785 | 69,117 | 8,391 | 3,810 | 81,318 | 9,863 | 7,628 |
| Employment | 1,411,477 | 0 | 77,436 | 91,770 | 109,963 | 279,169 | 251,521 | 214,212 | 744,902 | 666,575 | 500,534 |
| Annual Payroll | 47,069,731 | 413,442 | 2,149,949 | 2,522,069 | 3,126,312 | 8,211,772 | 7,634,103 | 6,359,809 | 22,205,684 | 24,864,047 | 19,394,644 |
| Estimated Receipts | 289,758,191 | 2,203,862 | 14,652,348 | 13,688,646 | 15,760,302 | 46,305,158 | 43,739,877 | 35,745,987 | 125,791,022 | 163,967,169 | 133,634,985 |
| Maine | | | | | | | | | | | |
| Firms | 31,689 | 5,102 | 14,571 | 5,355 | 3,043 | 28,071 | 2,335 | 529 | 30,935 | 754 | 472 |
| Establishments | 36,297 | 5,108 | 14,606 | 5,421 | 3,210 | 28,345 | 3,151 | 1,526 | 33,022 | 3,275 | 2,150 |
| Employment | 432,290 | 0 | 30,422 | 35,032 | 40,119 | 105,573 | 86,877 | 68,847 | 261,297 | 170,993 | 110,437 |
| Annual Payroll | 9,800,256 | 141,051 | 546,633 | 625,416 | 777,171 | 2,090,271 | 1,804,573 | 1,384,150 | 5,278,994 | 4,521,262 | 3,068,404 |
| Estimated Receipts | 60,371,785 | 755,487 | 3,603,299 | 3,486,455 | 4,075,477 | 11,920,718 | 11,456,037 | 8,710,487 | 32,087,242 | 28,284,543 | 19,912,774 |
| Massachusetts | | | | | | | | | | | |
| Firms | 135,268 | 16,370 | 62,388 | 23,812 | 14,227 | 116,797 | 12,542 | 3,309 | 132,648 | 2,620 | 1,228 |
| Establishments | 160,341 | 16,405 | 62,576 | 24,143 | 14,988 | 118,112 | 15,511 | 8,055 | 141,678 | 18,663 | 13,782 |
| Employment | 2,735,294 | 0 | 133,676 | 154,876 | 189,221 | 477,773 | 475,760 | 441,935 | 1,395,468 | 1,339,826 | 955,536 |
| Annual Payroll | 83,393,002 | 673,137 | 3,339,092 | 3,876,813 | 5,006,675 | 12,895,717 | 13,087,466 | 12,587,206 | 38,570,389 | 44,822,613 | 32,810,323 |
| Estimated Receipts | 446,215,186 | 3,139,357 | 22,463,411 | 21,399,715 | 26,493,820 | 73,496,303 | 74,957,399 | 63,716,103 | 212,169,805 | 234,045,381 | 181,883,576 |
| New Hampshire | | | | | | | | | | | |
| Firms | 29,989 | 4,025 | 13,370 | 5,436 | 2,967 | 25,798 | 2,608 | 662 | 29,068 | 921 | 564 |
| Establishments | 34,644 | 4,036 | 13,395 | 5,521 | 3,135 | 26,087 | 3,247 | 1,457 | 30,791 | 3,853 | 2,775 |
| Employment | 464,013 | 0 | 28,463 | 35,501 | 39,212 | 103,176 | 93,699 | 70,330 | 267,205 | 196,808 | 136,961 |
| Annual Payroll | 11,773,897 | 120,786 | 617,371 | 786,623 | 916,264 | 2,441,044 | 2,240,858 | 1,693,026 | 6,374,928 | 5,398,969 | 3,783,645 |
| Estimated Receipts | 67,479,822 | 666,474 | 4,168,658 | 4,422,284 | 4,855,452 | 14,112,868 | 14,075,381 | 8,892,872 | 37,081,121 | 30,398,701 | 21,853,339 |

| | | | | | | | | | | | |
|-----------------------------|---------------|------------|------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Rhode Island | | | | | | | | | | | |
| Firms | 25,018 | 3,213 | 12,147 | 3,901 | 2,383 | 21,644 | 2,074 | 524 | 24,242 | 776 | 500 |
| Establishments | 27,765 | 3,213 | 12,163 | 3,952 | 2,483 | 21,811 | 2,392 | 939 | 25,142 | 1,902 | 1,902 |
| Employment | 379,595 | 0 | 25,256 | 25,504 | 31,636 | 82,396 | 76,309 | 62,133 | 220,838 | 158,757 | 98,057 |
| Annual Payroll | 9,480,022 | 132,439 | 532,387 | 542,144 | 719,032 | 1,926,002 | 1,788,188 | 1,482,187 | 5,196,377 | 4,283,645 | 2,775,156 |
| Estimated Receipts | 52,061,207 | 533,390 | 3,546,329 | 3,019,934 | 3,782,680 | 10,882,333 | 10,400,613 | 7,760,088 | 29,043,034 | 23,018,173 | 14,973,782 |
| Vermont | | | | | | | | | | | |
| Firms | 18,437 | 2,353 | 8,950 | 3,179 | 1,762 | 16,244 | 1,365 | 316 | 17,925 | 512 | 328 |
| Establishments | 20,541 | 2,367 | 8,970 | 3,211 | 1,856 | 16,404 | 1,814 | 840 | 19,058 | 1,483 | 929 |
| Employment | 224,327 | 0 | 18,778 | 20,808 | 23,535 | 63,121 | 48,709 | 38,685 | 150,515 | 73,812 | 44,667 |
| Annual Payroll | 5,040,562 | 48,804 | 329,349 | 356,984 | 443,585 | 1,178,732 | 1,015,655 | 868,142 | 3,062,519 | 1,978,043 | 1,263,315 |
| Estimated Receipts | 31,975,854 | 259,311 | 2,185,510 | 2,181,602 | 2,573,663 | 7,200,086 | 7,156,217 | 4,958,090 | 19,314,393 | 12,661,461 | 7,994,515 |
| Region II | | | | | | | | | | | |
| New Jersey | | | | | | | | | | | |
| Firms | 192,876 | 25,400 | 95,026 | 32,000 | 18,272 | 170,698 | 15,552 | 3,715 | 189,965 | 2,911 | 1,336 |
| Establishments | 220,984 | 25,473 | 95,271 | 32,428 | 19,015 | 172,187 | 18,223 | 7,391 | 197,801 | 23,183 | 17,541 |
| Employment | 3,184,257 | 0 | 197,054 | 209,002 | 242,818 | 648,874 | 580,297 | 465,519 | 1,694,690 | 1,489,567 | 1,080,300 |
| Annual Payroll | 102,814,007 | 1,032,790 | 5,175,893 | 5,632,130 | 7,010,755 | 18,851,568 | 16,717,874 | 13,285,387 | 48,854,829 | 53,959,178 | 40,896,387 |
| Estimated Receipts | 623,591,161 | 5,466,395 | 37,458,174 | 33,105,818 | 38,405,674 | 114,436,061 | 106,276,616 | 80,685,309 | 301,397,986 | 322,193,175 | 250,157,573 |
| New York | | | | | | | | | | | |
| Firms | 407,036 | 53,492 | 208,312 | 66,017 | 37,283 | 365,104 | 31,280 | 6,756 | 403,140 | 3,896 | 1,495 |
| Establishments | 467,233 | 53,557 | 208,789 | 66,880 | 39,035 | 368,261 | 38,129 | 16,147 | 422,537 | 44,696 | 32,938 |
| Employment | 6,780,555 | 0 | 424,272 | 430,314 | 497,136 | 1,351,732 | 1,183,145 | 1,038,643 | 3,573,510 | 3,207,045 | 2,248,065 |
| Annual Payroll | 225,109,709 | 2,767,133 | 10,581,655 | 11,055,564 | 14,058,597 | 38,462,949 | 34,058,822 | 30,637,971 | 103,159,742 | 121,949,967 | 91,472,483 |
| Estimated Receipts | 1,261,709,090 | 13,514,231 | 78,760,494 | 66,341,490 | 79,873,817 | 238,490,032 | 209,738,302 | 175,635,870 | 623,864,204 | 637,844,886 | 492,354,480 |
| Region III | | | | | | | | | | | |
| Delaware | | | | | | | | | | | |
| Firms | 17,948 | 2,428 | 7,608 | 2,969 | 1,820 | 14,825 | 1,568 | 485 | 16,878 | 1,070 | 657 |
| Establishments | 20,990 | 2,430 | 7,629 | 3,008 | 1,943 | 15,010 | 1,951 | 889 | 17,850 | 3,140 | 2,358 |
| Employment | 324,464 | 0 | 15,692 | 19,442 | 23,821 | 58,955 | 54,521 | 39,255 | 152,731 | 171,733 | 135,648 |
| Annual Payroll | 9,361,252 | 92,352 | 307,807 | 412,887 | 538,597 | 1,351,643 | 1,299,366 | 914,721 | 3,565,730 | 5,795,522 | 4,865,386 |
| Estimated Receipts | 56,263,853 | 403,176 | 1,938,766 | 2,166,791 | 2,748,330 | 7,257,063 | 6,535,940 | 5,166,085 | 18,959,088 | 37,304,765 | 32,716,226 |
| District of Columbia | | | | | | | | | | | |
| Firms | 16,307 | 1,509 | 6,522 | 2,731 | 1,807 | 12,569 | 1,962 | 812 | 15,343 | 964 | 530 |
| Establishments | 19,448 | 1,515 | 6,535 | 2,763 | 1,892 | 12,705 | 2,377 | 1,387 | 16,469 | 2,979 | 2,060 |
| Employment | 413,532 | NA | NA | 17,762 | 23,234 | 54,737 | 65,527 | 73,712 | 193,976 | 219,556 | 151,359 |
| Annual Payroll | 14,639,393 | NA | NA | 616,422 | 787,609 | 2,079,000 | 2,268,565 | 2,621,223 | 6,968,788 | 7,670,605 | 5,287,415 |
| Estimated Receipts | 61,405,423 | NA | NA | 2,443,731 | 3,144,346 | 8,708,807 | 8,806,860 | 8,643,477 | 26,159,144 | 35,246,279 | 25,213,724 |

Table A.4 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size, SBA Region, and State, 1995 (Payroll and Receipts in Thousands of Dollars)—Continued

| State | Total | Employment Size of Firm | | | | | | | | | | |
|----------------------|-------------|-------------------------|------------|------------|------------|-------------|-------------|------------|-------------|-------------|-------------|--|
| | | 0 | 1-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | <500 | 500+ | 2,500+ | |
| Maryland | | | | | | | | | | | | |
| Firms | 101,712 | 12,710 | 44,804 | 18,630 | 11,358 | 87,502 | 9,562 | 2,348 | 99,412 | 2,300 | 1,161 | |
| Establishments | 122,336 | 12,740 | 44,923 | 18,926 | 12,031 | 88,620 | 12,084 | 5,377 | 106,081 | 16,255 | 12,104 | |
| Employment | 1,820,573 | NA | NA | 122,502 | 150,398 | 368,435 | 350,172 | 275,220 | 993,827 | 826,746 | 608,273 | |
| Annual Payroll | 49,130,923 | NA | NA | 2,739,363 | 3,522,466 | 8,885,835 | 8,634,875 | 7,096,297 | 24,617,007 | 24,513,916 | 18,544,569 | |
| Estimated Receipts | 268,510,622 | NA | NA | 14,139,813 | 17,491,608 | 47,057,667 | 47,067,350 | 37,725,948 | 131,850,965 | 136,659,657 | 109,381,486 | |
| Pennsylvania | | | | | | | | | | | | |
| Firms | 232,757 | 23,651 | 108,925 | 43,408 | 25,866 | 201,850 | 22,381 | 4,928 | 229,159 | 3,598 | 1,521 | |
| Establishments | 283,973 | 23,746 | 109,247 | 44,123 | 27,632 | 204,748 | 29,171 | 12,751 | 246,670 | 37,303 | 27,435 | |
| Employment | 4,701,548 | 0 | 233,766 | 284,602 | 344,770 | 863,138 | 848,957 | 706,147 | 2,418,242 | 2,283,306 | 1,637,575 | |
| Annual Payroll | 123,480,892 | 837,242 | 4,468,352 | 5,834,671 | 7,863,424 | 19,003,689 | 20,139,868 | 16,955,854 | 56,099,411 | 67,381,481 | 49,947,142 | |
| Estimated Receipts | 706,775,905 | 4,311,222 | 30,763,048 | 32,144,316 | 41,704,431 | 108,923,017 | 123,173,445 | 90,987,138 | 323,083,600 | 383,692,305 | 300,049,897 | |
| Virginia | | | | | | | | | | | | |
| Firms | 130,977 | 15,568 | 59,634 | 24,248 | 14,222 | 113,672 | 11,669 | 2,915 | 128,256 | 2,721 | 1,336 | |
| Establishments | 162,361 | 15,603 | 59,801 | 24,588 | 15,153 | 115,145 | 15,630 | 7,337 | 138,312 | 24,049 | 18,229 | |
| Employment | 2,480,978 | 0 | 126,784 | 159,111 | 187,832 | 473,727 | 421,410 | 348,706 | 1,233,843 | 1,237,135 | 937,022 | |
| Annual Payroll | 63,259,141 | 463,629 | 2,487,838 | 3,257,754 | 4,137,670 | 10,346,891 | 10,021,378 | 8,598,386 | 28,966,655 | 34,292,486 | 26,305,629 | |
| Estimated Receipts | 355,185,224 | 2,130,718 | 15,789,479 | 16,702,780 | 20,809,755 | 55,432,732 | 56,002,612 | 44,201,138 | 155,636,482 | 199,548,742 | 164,299,869 | |
| West Virginia | | | | | | | | | | | | |
| Firms | 34,003 | 3,662 | 15,995 | 6,269 | 3,565 | 29,491 | 2,802 | 667 | 32,960 | 1,043 | 612 | |
| Establishments | 40,597 | 3,672 | 16,053 | 6,353 | 3,799 | 29,877 | 3,641 | 1,898 | 35,416 | 5,181 | 3,852 | |
| Employment | 530,583 | 0 | 34,205 | 40,748 | 46,781 | 121,734 | 100,181 | 73,770 | 295,685 | 234,898 | 152,921 | |
| Annual Payroll | 11,927,996 | 88,604 | 485,695 | 662,162 | 847,481 | 2,083,942 | 1,942,520 | 1,423,909 | 5,450,371 | 6,477,625 | 4,448,325 | |
| Estimated Receipts | 74,669,135 | 467,753 | 3,431,954 | 3,722,792 | 5,065,640 | 12,688,139 | 13,811,407 | 6,992,282 | 33,491,828 | 41,177,307 | 30,280,602 | |
| Region IV | | | | | | | | | | | | |
| Alabama | | | | | | | | | | | | |
| Firms | 78,802 | 8,711 | 35,704 | 14,758 | 8,706 | 67,879 | 7,208 | 1,694 | 76,781 | 2,021 | 1,052 | |
| Establishments | 96,048 | 8,723 | 35,780 | 14,971 | 9,216 | 68,690 | 9,458 | 4,303 | 82,451 | 13,597 | 9,796 | |
| Employment | 1,553,301 | 0 | 76,609 | 96,936 | 115,416 | 288,961 | 268,581 | 212,884 | 770,426 | 782,875 | 559,497 | |
| Annual Payroll | 34,476,535 | 256,442 | 1,296,823 | 1,771,861 | 2,332,625 | 5,657,751 | 5,559,794 | 4,304,223 | 15,521,768 | 18,954,767 | 13,743,762 | |
| Estimated Receipts | 210,844,028 | 1,318,919 | 9,331,066 | 10,498,314 | 13,103,711 | 34,452,010 | 36,748,962 | 25,896,550 | 97,097,522 | 113,746,506 | 83,312,608 | |

Table A.4 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size, SBA Region, and State, 1995 (Payroll and Receipts in Thousands of Dollars)—Continued

| State | Total | Employment Size of Firm | | | | | | | | | | |
|--------------------|-------------|-------------------------|------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
| | | 0 | 1-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | <500 | 500+ | 2,500+ | |
| Tennessee | | | | | | | | | | | | |
| Firms | 101,361 | 11,531 | 46,252 | 18,190 | 10,868 | 86,841 | 9,520 | 2,347 | 98,708 | 2,653 | 1,318 | |
| Establishments | 124,808 | 11,551 | 46,369 | 18,450 | 11,468 | 87,838 | 12,166 | 5,630 | 105,634 | 19,174 | 14,586 | |
| Employment | 2,153,244 | 0 | 98,733 | 119,107 | 144,576 | 362,416 | 355,935 | 293,591 | 1,011,942 | 1,141,302 | 882,361 | |
| Annual Payroll | 51,088,304 | 403,155 | 1,827,255 | 2,340,819 | 3,113,507 | 7,684,736 | 8,141,223 | 6,447,653 | 22,273,612 | 28,814,692 | 22,866,650 | |
| Estimated Receipts | 305,139,022 | 2,081,717 | 12,783,830 | 13,834,737 | 17,462,573 | 46,162,857 | 50,833,212 | 39,319,270 | 136,315,339 | 168,823,683 | 138,474,675 | |
| Region V | | | | | | | | | | | | |
| Illinois | | | | | | | | | | | | |
| Firms | 245,837 | 30,071 | 111,710 | 43,531 | 26,961 | 212,273 | 23,679 | 5,864 | 241,816 | 4,021 | 1,672 | |
| Establishments | 293,674 | 30,135 | 112,043 | 44,183 | 28,548 | 214,909 | 29,653 | 12,916 | 257,478 | 36,196 | 27,316 | |
| Employment | 4,950,185 | 0 | 233,411 | 285,703 | 358,821 | 877,935 | 894,356 | 754,075 | 2,526,366 | 2,423,819 | 1,771,132 | |
| Annual Payroll | 143,842,732 | 1,357,965 | 5,647,582 | 6,775,957 | 9,045,193 | 22,826,697 | 23,551,111 | 20,278,158 | 66,655,966 | 77,186,766 | 58,261,328 | |
| Estimated Receipts | 856,024,436 | 6,676,884 | 38,700,975 | 39,423,966 | 50,710,690 | 135,512,515 | 142,876,328 | 115,428,423 | 393,817,266 | 462,207,170 | 356,661,265 | |
| Indiana | | | | | | | | | | | | |
| Firms | 114,751 | 12,567 | 50,180 | 21,911 | 12,991 | 97,649 | 11,604 | 2,857 | 112,110 | 2,641 | 1,263 | |
| Establishments | 141,243 | 12,597 | 50,315 | 22,210 | 13,767 | 98,889 | 15,522 | 7,465 | 121,876 | 19,367 | 13,889 | |
| Employment | 2,402,917 | 0 | 108,761 | 143,928 | 172,816 | 425,505 | 435,256 | 381,342 | 1,242,103 | 1,160,814 | 821,060 | |
| Annual Payroll | 59,545,276 | 355,318 | 1,926,893 | 2,640,135 | 3,477,454 | 8,399,800 | 9,591,124 | 8,350,729 | 26,341,653 | 33,203,623 | 24,522,285 | |
| Estimated Receipts | 363,252,213 | 1,936,482 | 13,285,442 | 15,158,995 | 19,580,337 | 49,961,256 | 61,317,382 | 50,104,907 | 161,383,545 | 201,868,668 | 154,420,592 | |
| Michigan | | | | | | | | | | | | |
| Firms | 188,149 | 24,245 | 81,203 | 36,254 | 21,656 | 163,358 | 18,259 | 3,700 | 185,317 | 2,832 | 1,323 | |
| Establishments | 226,958 | 24,285 | 81,466 | 36,837 | 22,987 | 165,575 | 24,013 | 10,348 | 199,936 | 27,022 | 20,167 | |
| Employment | 3,704,100 | 0 | 175,769 | 238,499 | 289,285 | 703,553 | 698,846 | 538,785 | 1,941,184 | 1,762,916 | 1,348,547 | |
| Annual Payroll | 107,290,688 | 784,913 | 3,861,642 | 5,202,229 | 6,837,961 | 16,686,745 | 17,560,034 | 14,080,366 | 48,327,145 | 58,963,543 | 48,309,489 | |
| Estimated Receipts | 623,527,371 | 4,054,414 | 26,660,690 | 28,468,290 | 35,818,477 | 95,001,871 | 101,981,389 | 75,599,516 | 272,582,776 | 350,944,595 | 297,238,731 | |
| Minnesota | | | | | | | | | | | | |
| Firms | 106,134 | 14,236 | 46,059 | 18,786 | 11,954 | 91,035 | 10,431 | 2,481 | 103,947 | 2,187 | 1,110 | |
| Establishments | 125,912 | 14,257 | 46,162 | 19,080 | 12,663 | 92,162 | 13,675 | 6,159 | 111,996 | 13,916 | 9,796 | |
| Employment | 2,072,081 | 0 | 96,771 | 123,356 | 159,456 | 379,583 | 396,438 | 347,199 | 1,123,220 | 948,861 | 691,731 | |
| Annual Payroll | 54,770,184 | 446,482 | 1,988,886 | 2,472,887 | 3,459,029 | 8,367,284 | 9,219,651 | 8,396,065 | 25,983,000 | 28,787,184 | 22,197,730 | |
| Estimated Receipts | 324,922,360 | 2,260,336 | 14,702,715 | 15,521,944 | 20,841,025 | 53,326,020 | 59,110,435 | 49,021,532 | 161,457,987 | 163,464,373 | 128,310,724 | |

Region VIII

| | | | | | | | | | | | |
|---------------------|-------------|-----------|------------|------------|------------|------------|------------|------------|-------------|-------------|------------|
| Colorado | | | | | | | | | | | |
| Firms | 101,651 | 14,798 | 46,729 | 17,172 | 10,224 | 88,923 | 8,299 | 2,014 | 99,236 | 2,415 | 1,223 |
| Establishments | 118,181 | 14,824 | 46,826 | 17,403 | 10,789 | 89,842 | 10,508 | 4,348 | 104,698 | 13,483 | 10,247 |
| Employment | 1,557,252 | 0 | 97,686 | 112,569 | 135,363 | 345,618 | 304,364 | 213,240 | 863,222 | 694,030 | 534,749 |
| Annual Payroll | 40,399,776 | 570,835 | 2,096,172 | 2,387,794 | 2,989,661 | 8,044,462 | 7,024,617 | 5,084,927 | 20,154,006 | 20,245,770 | 15,802,388 |
| Estimated Receipts | 234,260,657 | 2,684,789 | 13,702,770 | 12,759,121 | 15,516,990 | 44,663,670 | 40,547,246 | 27,437,943 | 112,648,859 | 121,611,798 | 97,661,246 |
| Montana | | | | | | | | | | | |
| Firms | 25,701 | 3,923 | 12,097 | 4,508 | 2,439 | 22,967 | 1,834 | 347 | 25,148 | 553 | 356 |
| Establishments | 29,106 | 3,928 | 12,122 | 4,557 | 2,585 | 23,192 | 2,485 | 1,047 | 26,724 | 2,382 | 1,750 |
| Employment | 260,966 | 0 | 25,365 | 29,482 | 32,306 | 87,153 | 65,358 | 36,457 | 188,968 | 71,998 | 46,928 |
| Annual Payroll | 5,052,682 | 75,878 | 391,884 | 453,997 | 523,451 | 1,445,210 | 1,143,505 | 724,007 | 3,312,722 | 1,739,960 | 1,128,194 |
| Estimated Receipts | 35,346,452 | 414,938 | 2,650,157 | 2,709,616 | 3,449,940 | 9,224,651 | 8,473,503 | 4,068,968 | 21,767,122 | 13,579,330 | 9,625,143 |
| North Dakota | | | | | | | | | | | |
| Firms | 17,505 | 2,060 | 8,164 | 2,978 | 1,864 | 15,066 | 1,570 | 379 | 17,015 | 490 | 305 |
| Establishments | 20,267 | 2,065 | 8,176 | 3,018 | 2,049 | 15,308 | 2,153 | 975 | 18,436 | 1,831 | 1,247 |
| Employment | 230,090 | 0 | 16,919 | 19,406 | 24,846 | 61,171 | 56,667 | 41,653 | 159,491 | 70,599 | 40,496 |
| Annual Payroll | 4,466,284 | 31,889 | 237,192 | 319,037 | 430,649 | 1,018,767 | 959,402 | 761,285 | 2,739,454 | 1,726,830 | 908,855 |
| Estimated Receipts | 35,406,889 | 176,897 | 2,092,033 | 2,671,864 | 3,615,603 | 8,556,397 | 8,220,764 | 5,154,649 | 21,931,810 | 13,475,079 | 7,935,621 |
| South Dakota | | | | | | | | | | | |
| Firms | 19,903 | 2,511 | 9,226 | 3,474 | 2,071 | 17,282 | 1,635 | 440 | 19,357 | 546 | 321 |
| Establishments | 22,705 | 2,515 | 9,244 | 3,547 | 2,228 | 17,534 | 2,272 | 1,128 | 20,934 | 1,771 | 1,259 |
| Employment | 268,474 | 0 | 19,049 | 22,795 | 27,298 | 69,142 | 57,922 | 45,516 | 172,580 | 95,894 | 65,207 |
| Annual Payroll | 5,133,738 | 48,402 | 276,457 | 346,410 | 464,566 | 1,135,835 | 1,036,926 | 901,441 | 3,074,202 | 2,059,536 | 1,394,399 |
| Estimated Receipts | 37,196,681 | 271,819 | 2,151,560 | 2,540,980 | 3,457,531 | 8,421,890 | 8,696,875 | 5,571,443 | 22,690,208 | 14,506,473 | 10,589,260 |
| Utah | | | | | | | | | | | |
| Firms | 39,083 | 5,974 | 15,413 | 6,973 | 4,630 | 32,990 | 3,898 | 844 | 37,732 | 1,351 | 786 |
| Establishments | 45,876 | 5,993 | 15,450 | 7,042 | 4,859 | 33,344 | 4,891 | 2,005 | 40,240 | 5,636 | 4,361 |
| Employment | 744,108 | 0 | 33,436 | 45,957 | 61,781 | 141,174 | 145,135 | 97,015 | 383,324 | 360,784 | 280,752 |
| Annual Payroll | 17,029,304 | 194,022 | 652,495 | 823,693 | 1,157,512 | 2,827,722 | 2,984,088 | 2,035,404 | 7,847,214 | 9,182,090 | 7,271,146 |
| Estimated Receipts | 103,040,846 | 929,716 | 4,380,907 | 4,500,458 | 6,178,659 | 15,989,740 | 19,347,505 | 12,929,606 | 48,266,851 | 54,773,995 | 41,826,106 |
| Wyoming | | | | | | | | | | | |
| Firms | 15,104 | 2,194 | 6,965 | 2,648 | 1,436 | 13,243 | 1,120 | 241 | 14,604 | 500 | 307 |
| Establishments | 17,131 | 2,196 | 6,976 | 2,684 | 1,511 | 13,362 | 1,483 | 548 | 15,398 | 1,733 | 1,293 |
| Employment | 157,470 | 0 | 14,834 | 17,287 | 18,606 | 50,727 | 36,830 | 20,718 | 108,275 | 49,195 | 37,593 |
| Annual Payroll | 3,458,592 | 41,924 | 229,969 | 279,962 | 324,846 | 876,701 | 689,936 | 418,528 | 1,985,165 | 1,473,427 | 1,166,952 |
| Estimated Receipts | 26,094,268 | 266,166 | 1,575,804 | 1,602,389 | 1,894,635 | 5,338,994 | 5,167,602 | 2,664,778 | 13,171,374 | 12,922,894 | 10,412,797 |

Table A.4 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size, SBA Region, and State, 1995 (Payroll and Receipts in Thousands of Dollars)—Continued

| State | Total | Employment Size of Firm | | | | | | | | | | |
|--------------------|---------------|-------------------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
| | | 0 | 1-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | <500 | 500+ | 2,500+ | |
| Region IX | | | | | | | | | | | | |
| Arizona | | | | | | | | | | | | |
| Firms | 82,699 | 11,374 | 35,892 | 14,609 | 9,062 | 70,937 | 7,609 | 1,919 | 80,465 | 2,234 | 1,137 | |
| Establishments | 99,573 | 11,399 | 35,982 | 14,848 | 9,574 | 71,803 | 9,784 | 4,492 | 86,079 | 13,494 | 10,432 | |
| Employment | 1,506,877 | 0 | 75,821 | 95,983 | 120,301 | 292,105 | 279,241 | 221,349 | 792,695 | 714,182 | 549,458 | |
| Annual Payroll | 36,511,013 | 413,859 | 1,673,798 | 1,930,690 | 2,447,743 | 6,466,090 | 5,759,399 | 4,820,007 | 17,045,496 | 19,465,517 | 15,297,617 | |
| Estimated Receipts | 205,605,685 | 2,039,613 | 10,408,383 | 9,912,782 | 12,426,421 | 34,787,199 | 31,017,906 | 27,441,773 | 93,246,878 | 112,358,807 | 88,795,130 | |
| California | | | | | | | | | | | | |
| Firms | 615,988 | 81,548 | 288,895 | 108,366 | 65,258 | 544,067 | 56,106 | 10,867 | 611,040 | 4,948 | 1,789 | |
| Establishments | 740,508 | 81,832 | 289,954 | 110,501 | 69,883 | 552,170 | 73,120 | 30,382 | 655,672 | 84,836 | 64,548 | |
| Employment | 10,957,751 | 0 | 600,551 | 711,007 | 872,142 | 2,183,700 | 2,147,293 | 1,614,292 | 5,945,285 | 5,012,466 | 3,776,721 | |
| Annual Payroll | 321,774,680 | 4,124,559 | 15,909,447 | 16,381,766 | 20,964,812 | 57,380,584 | 55,126,025 | 44,990,851 | 157,497,460 | 164,277,220 | 125,921,511 | |
| Estimated Receipts | 1,834,889,205 | 19,551,226 | 97,316,019 | 92,095,695 | 114,563,037 | 323,525,977 | 321,583,528 | 255,332,554 | 900,442,059 | 934,447,146 | 731,238,906 | |
| Hawaii | | | | | | | | | | | | |
| Firms | 24,194 | 2,397 | 11,002 | 4,548 | 2,793 | 20,740 | 2,253 | 502 | 23,495 | 699 | 452 | |
| Establishments | 29,939 | 2,413 | 11,068 | 4,646 | 3,087 | 21,214 | 3,338 | 1,616 | 26,168 | 3,771 | 2,483 | |
| Employment | 423,822 | 0 | 23,576 | 29,937 | 37,339 | 90,852 | 84,022 | 66,653 | 241,527 | 182,295 | 105,600 | |
| Annual Payroll | 10,695,922 | 94,381 | 546,057 | 664,487 | 879,048 | 2,183,973 | 1,972,290 | 1,668,251 | 5,824,514 | 4,871,408 | 2,871,769 | |
| Estimated Receipts | 60,913,300 | 504,731 | 3,543,779 | 3,680,987 | 5,008,481 | 12,737,978 | 10,043,612 | 8,452,585 | 31,234,175 | 29,679,125 | 19,719,381 | |
| Nevada | | | | | | | | | | | | |
| Firms | 32,085 | 4,726 | 12,977 | 5,573 | 3,448 | 26,724 | 3,130 | 898 | 30,752 | 1,333 | 764 | |
| Establishments | 37,219 | 4,735 | 13,010 | 5,643 | 3,628 | 27,016 | 3,788 | 1,706 | 32,510 | 4,709 | 3,424 | |
| Employment | 672,260 | 0 | 27,168 | 36,703 | 45,294 | 109,165 | 111,174 | 87,251 | 307,590 | 364,670 | 255,363 | |
| Annual Payroll | 16,526,894 | 222,692 | 690,467 | 825,967 | 1,020,612 | 2,759,738 | 2,696,208 | 2,088,449 | 7,544,395 | 8,982,499 | 6,163,765 | |
| Estimated Receipts | 83,299,323 | 1,120,803 | 4,073,858 | 4,269,842 | 4,892,335 | 14,356,838 | 15,003,503 | 11,490,690 | 40,851,031 | 42,448,292 | 28,877,052 | |
| Region X | | | | | | | | | | | | |
| Alaska | | | | | | | | | | | | |
| Firms | 14,923 | 2,823 | 6,279 | 2,644 | 1,469 | 13,215 | 1,007 | 262 | 14,484 | 439 | 292 | |
| Establishments | 17,263 | 2,832 | 6,297 | 2,725 | 1,614 | 13,468 | 1,474 | 717 | 15,659 | 1,604 | 1,029 | |
| Employment | 181,958 | 0 | 13,437 | 17,320 | 19,392 | 50,149 | 35,175 | 30,294 | 115,618 | 66,340 | 45,042 | |
| Annual Payroll | 5,959,060 | 81,797 | 359,272 | 456,851 | 528,943 | 1,426,863 | 1,021,832 | 940,757 | 3,389,452 | 2,569,608 | 1,759,362 | |
| Estimated Receipts | 36,320,526 | 455,412 | 2,250,932 | 2,417,440 | 2,961,843 | 8,085,627 | 6,757,655 | 5,142,706 | 19,985,988 | 16,334,538 | 11,107,461 | |

| | | | | | | | | | | | |
|--------------------|-------------|-----------|------------|------------|------------|------------|------------|------------|-------------|-------------|-------------|
| Idaho | | | | | | | | | | | |
| Firms | 28,849 | 4,470 | 12,520 | 5,120 | 3,075 | 25,185 | 2,377 | 500 | 28,062 | 787 | 518 |
| Establishments | 32,972 | 4,476 | 12,544 | 5,163 | 3,271 | 25,454 | 3,152 | 1,244 | 29,850 | 3,122 | 2,405 |
| Employment | 379,161 | 0 | 26,674 | 33,616 | 40,550 | 100,840 | 82,893 | 51,940 | 235,673 | 143,488 | 104,588 |
| Annual Payroll | 8,439,515 | 95,330 | 446,900 | 564,997 | 730,325 | 1,837,552 | 1,545,056 | 1,043,024 | 4,425,632 | 4,013,883 | 3,100,235 |
| Estimated Receipts | 54,724,811 | 543,518 | 2,907,319 | 3,146,863 | 4,290,143 | 10,887,843 | 11,749,417 | 7,928,868 | 30,566,128 | 24,158,683 | 19,349,158 |
| Oregon | | | | | | | | | | | |
| Firms | 80,330 | 10,952 | 36,505 | 14,217 | 8,451 | 70,125 | 6,895 | 1,539 | 78,559 | 1,771 | 963 |
| Establishments | 93,463 | 10,970 | 36,599 | 14,380 | 8,920 | 70,869 | 9,044 | 4,240 | 84,153 | 9,310 | 6,807 |
| Employment | 1,185,247 | 0 | 76,791 | 93,412 | 111,794 | 281,997 | 251,189 | 182,408 | 715,594 | 469,653 | 336,728 |
| Annual Payroll | 29,791,025 | 290,227 | 1,458,394 | 1,774,676 | 2,292,522 | 5,815,819 | 5,657,363 | 4,445,843 | 15,919,025 | 13,872,000 | 10,286,224 |
| Estimated Receipts | 177,038,090 | 1,629,616 | 9,882,265 | 10,088,248 | 12,844,471 | 34,444,600 | 35,489,996 | 27,470,164 | 97,404,760 | 79,633,330 | 58,571,545 |
| Washington | | | | | | | | | | | |
| Firms | 129,805 | 18,603 | 59,300 | 22,679 | 13,551 | 114,133 | 11,049 | 2,353 | 127,535 | 2,270 | 1,155 |
| Establishments | 151,921 | 18,740 | 59,443 | 23,048 | 14,471 | 115,702 | 14,767 | 5,782 | 136,251 | 15,670 | 11,588 |
| Employment | 1,948,446 | 0 | 123,181 | 148,874 | 179,564 | 451,619 | 406,799 | 285,134 | 1,143,552 | 804,894 | 601,592 |
| Annual Payroll | 53,435,778 | 524,794 | 2,444,201 | 3,065,409 | 3,949,070 | 9,983,474 | 9,704,129 | 7,403,189 | 27,090,792 | 26,344,986 | 20,594,545 |
| Estimated Receipts | 308,669,893 | 2,806,736 | 16,856,197 | 17,630,550 | 21,635,412 | 58,928,895 | 60,849,010 | 42,182,544 | 161,960,449 | 146,709,444 | 114,995,968 |

NA = Not Available

Notes: For state data, a firm is defined as an aggregation of all establishments owned by a parent company within a state. Establishments are locations with active payroll in any quarter. Employment is measured in March; thus some firms will have zero employment and some annual payroll.

Source: U.S. Small Business Administration, Office of Advocacy based on data provided by the U.S. Department of Commerce, Bureau of the Census.

Table A.5 Firms, Employment, and Estimated Receipts by Firm Size and Metropolitan Statistical Area, 1994

| Metropolitan Statistical Area | Firms | | | | Employment | | | | Estimated Receipts (Thousands of Dollars) | | | |
|--------------------------------|--------|-------------------------|--------|-------|------------|-------------------------|---------|---------|---|-------------------------|-------------|-------------|
| | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | |
| | | <20 | <500 | 500+ | | <20 | <500 | 500+ | | <20 | <500 | 500+ |
| Abilene, TX | 3,083 | 2,444 | 2,826 | 257 | 42,829 | 9,868 | 24,217 | 18,612 | 5,083,492 | 1,115,842 | 3,029,640 | 2,053,852 |
| Akron, OH | 14,222 | 11,627 | 13,518 | 704 | 270,126 | 50,102 | 143,461 | 126,665 | 33,871,481 | 6,218,618 | 18,592,263 | 15,279,218 |
| Albany, GA | 2,533 | 1,909 | 2,244 | 289 | 41,078 | 8,279 | 21,519 | 19,559 | 6,517,295 | 972,505 | 2,789,780 | 3,727,515 |
| Albany—Schenectady—Troy, NY | 16,815 | 13,995 | 15,993 | 822 | 314,011 | 57,123 | 152,774 | 161,237 | 45,692,298 | 7,361,833 | 20,968,694 | 24,723,604 |
| Albuquerque, NM | 14,437 | 11,699 | 13,534 | 903 | 248,752 | 48,350 | 135,484 | 113,268 | 30,622,985 | 5,417,972 | 15,582,668 | 15,040,317 |
| Alexandria, LA | 2,693 | 2,073 | 2,456 | 237 | 43,441 | 8,939 | 25,099 | 18,342 | 4,542,908 | 854,402 | 2,354,750 | 2,188,158 |
| Allentown—Bethlehem—Easton, PA | 12,506 | 10,355 | 11,823 | 683 | 235,026 | 44,443 | 111,491 | 123,535 | 35,319,128 | 5,299,523 | 14,847,507 | 20,471,621 |
| Altoona, PA | 2,876 | 2,256 | 2,635 | 241 | 46,236 | 9,703 | 25,738 | 20,478 | 6,266,233 | 879,818 | 3,037,172 | 3,229,061 |
| Amarillo, TX | 4,746 | 3,759 | 4,371 | 375 | 72,038 | 15,125 | 40,011 | 32,027 | 12,633,309 | 1,873,866 | 6,374,674 | 6,374,674 |
| Anchorage, AK | 6,619 | 5,509 | 6,246 | 373 | 97,636 | 22,948 | 57,695 | 39,941 | 18,312,674 | 3,599,079 | 9,221,802 | 9,090,872 |
| Ann Arbor, MI | 11,326 | 9,317 | 10,803 | 523 | 201,337 | 39,242 | 108,636 | 92,701 | 27,446,855 | 4,901,571 | 13,800,523 | 13,646,332 |
| Anniston, AL | 2,233 | 1,770 | 2,032 | 201 | 36,621 | 7,212 | 18,530 | 18,091 | 4,015,098 | 733,760 | 1,911,777 | 2,103,321 |
| Appleton—Oshkosh—Neenah, WI | 7,309 | 5,674 | 6,816 | 493 | 162,313 | 26,302 | 79,575 | 82,738 | 26,262,769 | 2,728,209 | 9,910,715 | 16,352,054 |
| Ashville, NC | 5,265 | 4,207 | 4,841 | 424 | 85,982 | 16,631 | 46,129 | 39,853 | 10,018,631 | 1,891,580 | 5,151,845 | 4,866,786 |
| Athens, GA | 3,019 | 2,403 | 2,736 | 283 | 45,842 | 10,173 | 22,981 | 22,861 | 5,673,101 | 1,113,719 | 2,482,413 | 3,190,688 |
| Atlanta, GA | 76,925 | 64,738 | 74,167 | 2,758 | 1,571,278 | 253,492 | 707,096 | 864,182 | 260,273,048 | 38,707,684 | 104,372,150 | 155,900,898 |
| Atlantic—Cape May, NJ | 8,806 | 7,732 | 8,487 | 319 | 135,619 | 25,908 | 57,626 | 77,993 | 17,286,513 | 3,610,864 | 7,746,677 | 9,539,836 |
| Augusta—Aiken, GA—SC | 7,857 | 6,424 | 7,269 | 588 | 160,485 | 26,644 | 63,867 | 96,807 | 22,260,584 | 3,057,539 | 7,573,071 | 14,687,513 |
| Austin—San Marcos, TX | 21,754 | 17,953 | 20,637 | 1,117 | 368,305 | 71,490 | 193,867 | 174,438 | 49,766,042 | 9,002,458 | 24,037,800 | 25,728,242 |
| Bakersfield, CA | 9,167 | 7,509 | 8,580 | 587 | 132,073 | 31,783 | 76,576 | 55,497 | 23,892,352 | 3,952,472 | 10,802,849 | 13,089,503 |
| Baltimore, MD | 50,038 | 42,284 | 48,321 | 1,717 | 910,984 | 178,568 | 476,874 | 434,110 | 136,531,013 | 23,010,020 | 63,686,130 | 72,844,883 |
| Bangor, ME | 2,548 | 1,975 | 2,356 | 192 | 40,047 | 8,315 | 24,713 | 15,334 | 5,476,134 | 860,089 | 3,244,376 | 2,231,758 |
| Barnstable—Yarmouth, MA | 4,589 | 3,984 | 4,400 | 189 | 42,035 | 13,908 | 29,779 | 12,256 | 5,095,471 | 1,767,553 | 3,400,414 | 1,695,057 |
| Baton Rouge, LA | 11,550 | 9,198 | 10,844 | 706 | 217,298 | 40,287 | 117,796 | 99,502 | 35,043,870 | 4,665,788 | 14,263,133 | 20,780,737 |
| Beaumont—Port Arthur, TX | 6,973 | 5,605 | 6,468 | 505 | 121,664 | 23,698 | 60,642 | 61,022 | 28,551,124 | 2,558,774 | 7,082,220 | 21,468,904 |
| Bellingham, WA | 4,593 | 3,816 | 4,342 | 251 | 51,718 | 15,122 | 37,109 | 14,609 | 8,724,570 | 1,754,302 | 4,569,539 | 4,155,031 |
| Benton Harbor, MI | 3,516 | 2,831 | 3,294 | 222 | 59,522 | 12,087 | 33,425 | 26,097 | 7,234,556 | 1,363,466 | 3,609,488 | 3,625,068 |
| Bergen—Passaic, NJ | 39,835 | 34,576 | 38,788 | 1,047 | 569,770 | 126,269 | 338,288 | 231,482 | 118,146,244 | 26,985,619 | 70,469,635 | 47,676,609 |
| Billings, MT | 3,944 | 3,136 | 3,650 | 294 | 49,762 | 12,870 | 32,010 | 17,752 | 9,402,548 | 1,576,025 | 4,598,640 | 4,803,908 |

| | | | | | | | | | | | | |
|--------------------------------------|---------|---------|---------|-------|-----------|---------|-----------|-----------|-------------|------------|-------------|-------------|
| Biloxi—Gulfport—Pascagoula, MS | 5.835 | 4.850 | 5.483 | 352 | 112,646 | 19,257 | 48,577 | 64,069 | 13,938,229 | 1,985,693 | 5,215,102 | 8,723,127 |
| Binghamton, NY | 4.563 | 3.629 | 4.216 | 347 | 93,583 | 15,771 | 40,965 | 52,618 | 12,384,052 | 1,746,268 | 4,868,915 | 7,515,137 |
| Birmingham, AL | 18,098 | 14,668 | 17,048 | 1,050 | 390,568 | 64,369 | 180,080 | 210,488 | 60,423,347 | 9,044,444 | 26,436,942 | 33,986,405 |
| Bismarck, ND | 2.568 | 2.014 | 2.398 | 170 | 35,280 | 8,578 | 23,415 | 11,865 | 4,805,414 | 951,362 | 2,676,624 | 2,128,790 |
| Bloomington, IN | 2.497 | 1.945 | 2.291 | 206 | 40,718 | 8,620 | 22,216 | 18,502 | 5,037,715 | 785,123 | 1,997,069 | 3,040,646 |
| Bloomington—Normal, IL | 2.940 | 2.198 | 2.619 | 321 | 68,954 | 9,622 | 24,945 | 44,009 | 16,212,994 | 1,224,273 | 3,274,101 | 12,938,893 |
| Boise City, ID | 9.218 | 7.563 | 8.686 | 532 | 149,125 | 31,312 | 81,533 | 67,592 | 21,026,211 | 3,446,862 | 10,787,048 | 10,787,048 |
| Boston, MA—NH | 77,892 | 66,129 | 75,821 | 2,071 | 1,678,108 | 268,061 | 810,917 | 867,191 | 275,186,000 | 44,487,032 | 126,136,198 | 149,049,802 |
| Boulder—Longmont, CO | 8.577 | 7.226 | 8.181 | 396 | 118,528 | 27,859 | 70,050 | 48,478 | 15,940,385 | 3,527,590 | 8,569,974 | 7,370,411 |
| Brazoria, TX | 3.166 | 2.526 | 2.909 | 257 | 57,538 | 10,464 | 26,614 | 30,924 | 14,933,329 | 1,119,892 | 3,258,316 | 11,135,013 |
| Bremerton, WA | 4.251 | 3.596 | 4.011 | 240 | 42,465 | 13,653 | 28,746 | 13,719 | 4,517,934 | 1,244,488 | 2,948,327 | 1,569,607 |
| Bridgeport, CT | 9.961 | 8.328 | 9.472 | 489 | 169,880 | 34,080 | 92,480 | 77,400 | 26,692,179 | 5,460,768 | 14,468,344 | 12,223,835 |
| Brockton, MA | 4.633 | 3.732 | 4.348 | 285 | 75,919 | 15,812 | 44,924 | 30,995 | 10,887,013 | 2,307,856 | 6,385,997 | 4,501,016 |
| Brownsville—Harlingen—San Benito, TX | 4.651 | 3.795 | 4.353 | 298 | 71,283 | 15,860 | 39,510 | 31,773 | 6,845,991 | 1,531,596 | 3,775,301 | 3,070,690 |
| Bryan—College Station, TX | 2.600 | 2.001 | 2.340 | 260 | 36,966 | 8,765 | 22,751 | 14,215 | 4,095,879 | 829,045 | 2,443,879 | 1,652,000 |
| Buffalo—Niagara Falls, NY | 23,354 | 19,497 | 22,406 | 948 | 458,237 | 82,686 | 242,707 | 215,530 | 62,858,030 | 9,810,707 | 30,084,866 | 32,773,164 |
| Burlington, VT | 5.029 | 4.118 | 4.728 | 301 | 77,382 | 17,209 | 46,633 | 30,749 | 11,893,311 | 2,250,440 | 6,568,810 | 5,324,501 |
| Canton—Massillon, OH | 8.601 | 7.009 | 8.143 | 458 | 154,771 | 30,588 | 86,631 | 68,140 | 21,569,547 | 3,300,500 | 10,886,041 | 10,683,506 |
| Casper, WY | 2.338 | 1.854 | 2.124 | 214 | 23,406 | 7,280 | 15,499 | 7,907 | 3,909,291 | 814,101 | 2,469,460 | 1,439,831 |
| Cedar Rapids, IA | 4.396 | 3.320 | 4.006 | 390 | 94,660 | 14,334 | 44,174 | 50,486 | 15,211,671 | 1,896,025 | 6,665,318 | 8,546,353 |
| Champaign—Urbana, IL | 3.464 | 2.623 | 3.148 | 316 | 60,740 | 11,328 | 33,042 | 27,698 | 9,187,242 | 1,120,219 | 3,831,884 | 5,355,358 |
| Charleston, WV | 5.775 | 4.602 | 5.258 | 517 | 99,410 | 19,386 | 46,161 | 53,249 | 15,540,905 | 2,909,275 | 5,907,600 | 9,633,305 |
| Charleston—North Charleston, SC | 10,463 | 8,551 | 9,800 | 663 | 67,927 | 35,803 | 86,387 | 81,540 | 19,490,343 | 3,472,326 | 8,960,866 | 10,529,477 |
| Charlotte—Gastonia—Rock Hill, NC | 29,307 | 23,881 | 27,666 | 1,641 | 628,249 | 99,358 | 272,568 | 355,681 | 103,118,035 | 14,676,050 | 38,303,925 | 64,814,110 |
| Charlottesville, VA | 3.735 | 3.046 | 3.460 | 275 | 55,817 | 12,167 | 29,566 | 26,251 | 7,166,031 | 1,245,439 | 3,028,749 | 4,137,282 |
| Chattanooga, TN—GA | 9.140 | 7.268 | 8.462 | 678 | 176,859 | 31,393 | 88,889 | 87,970 | 25,459,873 | 4,000,680 | 11,479,519 | 13,980,354 |
| Cheyenne, WY | 1.951 | 1.539 | 1.762 | 189 | 24,327 | 6,406 | 13,938 | 8,378 | 3,380,085 | 625,770 | 2,263,172 | 1,116,913 |
| Chicago, IL | 163,748 | 139,846 | 160,417 | 3,331 | 3,413,209 | 573,443 | 1,698,576 | 1,714,633 | 597,532,511 | 96,569,657 | 278,175,328 | 319,357,183 |
| Chico—Paradise, CA | 4.160 | 3.463 | 3.917 | 243 | 46,225 | 14,094 | 31,162 | 15,063 | 5,270,220 | 1,276,478 | 3,315,581 | 1,954,639 |
| Cincinnati, OH—KY—IN | 31,687 | 25,665 | 30,168 | 1,519 | 717,555 | 112,821 | 347,376 | 370,179 | 108,070,555 | 15,048,549 | 47,142,428 | 60,927,627 |
| Clarksville—Hopkinsville, TN—KY | 2.972 | 2.373 | 2.712 | 260 | 44,046 | 10,003 | 24,405 | 19,641 | 5,249,099 | 1,012,309 | 2,980,915 | 2,268,684 |
| Cleveland—Lorain—Elyria, OH | 47,994 | 40,157 | 46,290 | 1,704 | 951,350 | 169,110 | 493,144 | 458,206 | 144,917,670 | 23,045,447 | 68,110,594 | 76,807,076 |
| Colorado Springs, CO | 10,142 | 8,397 | 9,524 | 618 | 156,809 | 32,301 | 81,176 | 75,633 | 18,922,497 | 3,314,315 | 8,610,903 | 10,311,594 |
| Columbia, MO | 3.098 | 2.434 | 2.827 | 271 | 53,320 | 10,256 | 26,528 | 26,392 | 6,114,828 | 1,006,066 | 2,728,197 | 3,386,631 |
| Columbia, SC | 10,719 | 8,540 | 9,433 | 786 | 194,995 | 35,613 | 93,439 | 101,556 | 27,460,043 | 4,042,709 | 11,134,674 | 16,325,369 |
| Columbus, GA—AL | 4.736 | 3.809 | 4.330 | 406 | 87,046 | 16,395 | 38,648 | 48,398 | 11,755,667 | 1,597,774 | 3,978,879 | 7,776,788 |
| Columbus, OH | 28,002 | 22,658 | 26,606 | 1,396 | 629,745 | 97,469 | 292,290 | 337,455 | 95,951,877 | 12,471,549 | 38,407,869 | 57,544,008 |

Table A.5 Firms, Employment, and Estimated Receipts by Firm Size and Metropolitan Statistical Area, 1994—Continued

| Metropolitan Statistical Area | Firms | | | | Employment | | | | Estimated Receipts (Thousands of Dollars) | | | |
|--|--------|-------------------------|--------|-------|------------|-------------------------|---------|---------|---|-------------------------|-------------|-------------|
| | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | |
| | | <20 | <500 | 500+ | | <20 | <500 | 500+ | | <20 | <500 | 500+ |
| Cumbers Christi, TX | 7,541 | 6,045 | 6,992 | 549 | 114,322 | 25,369 | 62,905 | 51,417 | 20,487,221 | 2,936,762 | 7,402,144 | 13,085,077 |
| Copperland, MID—WV | 2,132 | 1,745 | 1,972 | 160 | 27,053 | 7,250 | 15,918 | 11,135 | 3,181,747 | 654,328 | 1,570,087 | 1,611,660 |
| Dallas, TX | 66,162 | 54,992 | 63,589 | 2,573 | 1,420,697 | 221,876 | 633,125 | 787,572 | 238,112,983 | 36,811,830 | 102,120,805 | 135,992,178 |
| Danbury, CT | 5,636 | 4,749 | 5,312 | 324 | 78,717 | 17,953 | 42,576 | 36,141 | 13,000,885 | 2,920,970 | 7,156,526 | 5,844,359 |
| Danville, VA | 2,118 | 1,695 | 1,923 | 195 | 38,228 | 6,996 | 16,512 | 21,716 | 4,803,203 | 665,738 | 1,699,483 | 3,103,720 |
| Dayton—Moline—Rock Island, IA ^{III} | 7,731 | 6,052 | 7,193 | 538 | 141,845 | 26,102 | 76,601 | 65,244 | 23,417,322 | 3,097,071 | 11,382,515 | 12,034,807 |
| Dayton—Springfield, OH | 17,319 | 13,890 | 16,356 | 963 | 388,465 | 63,409 | 184,765 | 203,700 | 54,476,253 | 7,223,557 | 22,007,794 | 32,468,459 |
| Daytona Beach, FL | 9,582 | 8,296 | 9,142 | 440 | 123,162 | 31,760 | 71,277 | 51,885 | 11,730,230 | 2,959,175 | 6,717,726 | 5,012,504 |
| Decatur, AL | 2,794 | 2,197 | 2,566 | 228 | 43,359 | 8,844 | 21,985 | 21,374 | 7,113,883 | 948,114 | 2,634,512 | 4,479,371 |
| Decatur, IL | 2,516 | 1,899 | 2,273 | 243 | 51,160 | 8,270 | 22,239 | 28,921 | 8,278,355 | 1,024,358 | 2,904,680 | 5,373,675 |
| Denver, CO | 48,132 | 40,634 | 46,206 | 1,926 | 823,816 | 157,210 | 417,776 | 406,040 | 134,080,686 | 22,650,955 | 58,681,069 | 75,399,617 |
| Des Moines, IA | 10,332 | 8,043 | 9,577 | 755 | 225,610 | 34,478 | 107,164 | 118,446 | 42,079,732 | 4,509,133 | 17,158,217 | 24,921,515 |
| Detroit, MI | 83,029 | 70,555 | 81,021 | 2,008 | 1,732,677 | 305,243 | 860,284 | 872,393 | 306,839,272 | 45,790,094 | 129,275,828 | 177,563,444 |
| Dothan, AL | 3,020 | 2,364 | 2,746 | 274 | 51,176 | 9,989 | 25,473 | 25,703 | 6,702,016 | 1,096,289 | 3,331,925 | 3,370,091 |
| Dover, DE | 2,429 | 1,886 | 2,196 | 233 | 35,735 | 7,869 | 19,850 | 15,885 | 4,577,862 | 850,316 | 2,138,366 | 2,439,496 |
| Dubuque, IA | 2,245 | 1,724 | 2,055 | 190 | 45,570 | 7,798 | 24,311 | 21,259 | 6,273,847 | 940,703 | 2,649,836 | 3,624,011 |
| Duluth—Superior, MN—WI | 5,620 | 4,665 | 5,310 | 310 | 80,513 | 20,714 | 49,195 | 31,318 | 10,676,735 | 2,172,394 | 5,435,082 | 5,241,653 |
| Dutchess County, NY | 5,701 | 4,885 | 5,365 | 336 | 79,087 | 17,968 | 38,911 | 38,911 | 10,248,478 | 2,129,523 | 4,675,246 | 5,573,232 |
| Eau Claire, WI | 3,274 | 2,565 | 3,027 | 247 | 51,054 | 11,186 | 30,594 | 20,460 | 6,637,647 | 1,110,590 | 3,496,047 | 3,141,600 |
| El Paso, TX | 9,978 | 8,119 | 9,328 | 650 | 179,197 | 33,669 | 92,062 | 87,135 | 21,968,725 | 3,762,537 | 10,391,141 | 11,577,584 |
| Elkhart—Coshen, IN | 4,342 | 3,269 | 4,042 | 300 | 104,535 | 15,412 | 55,508 | 49,027 | 16,110,112 | 1,949,521 | 8,308,207 | 7,801,905 |
| Elmira, NY | 1,746 | 1,292 | 1,549 | 197 | 33,428 | 5,802 | 18,095 | 15,333 | 4,155,807 | 572,575 | 2,200,405 | 1,955,402 |
| Enid, OK | 1,614 | 1,264 | 1,456 | 158 | 19,323 | 5,261 | 13,089 | 6,234 | 3,013,381 | 632,991 | 2,069,862 | 943,519 |
| Erie, PA | 5,596 | 4,430 | 5,216 | 380 | 108,517 | 20,193 | 59,634 | 48,883 | 13,420,898 | 2,115,524 | 6,838,801 | 6,582,097 |
| Eugene—Springfield, OR | 8,175 | 6,794 | 7,798 | 377 | 101,028 | 28,002 | 72,300 | 28,728 | 12,936,142 | 2,983,865 | 8,923,979 | 4,012,163 |
| Evansville—Henderson, IN—KY | 6,608 | 5,176 | 6,121 | 487 | 135,117 | 23,345 | 68,066 | 67,051 | 11,985,201 | 2,513,871 | 8,436,127 | 13,549,074 |
| Fargo—Moorhead, ND—MN | 4,484 | 3,516 | 4,164 | 320 | 74,016 | 14,838 | 45,630 | 28,386 | 11,072,282 | 2,027,780 | 6,330,888 | 4,741,394 |
| Fayetteville, NC | 4,422 | 3,530 | 4,075 | 347 | 73,946 | 15,223 | 37,056 | 36,890 | 8,280,711 | 1,457,636 | 3,772,871 | 4,507,840 |
| Fayetteville—Springdale—Rogers, AR | 5,659 | 4,709 | 5,350 | 309 | 104,594 | 18,614 | 45,464 | 59,130 | 12,299,991 | 2,086,988 | 5,927,028 | 6,372,963 |

| | | | | | | | | | | | | |
|---|--------|--------|--------|-------|-----------|---------|-----------|-----------|-------------|------------|-------------|-------------|
| Fitchburg—Leominster, MA | 2,773 | 2,222 | 2,594 | 179 | 43,258 | 9,376 | 28,228 | 15,030 | 5,795,954 | 1,169,562 | 3,854,845 | 1,941,109 |
| Flint, MI | 7,565 | 6,213 | 7,149 | 416 | 149,215 | 27,116 | 66,856 | 82,359 | 31,723,186 | 2,988,073 | 7,971,465 | 23,751,721 |
| Florence, AL | 3,048 | 2,473 | 2,832 | 216 | 46,167 | 9,921 | 25,046 | 21,121 | 6,200,302 | 1,023,467 | 2,879,559 | 3,320,743 |
| Florence, SC | 2,828 | 2,177 | 2,561 | 267 | 49,129 | 9,401 | 24,864 | 24,265 | 6,492,660 | 1,119,411 | 3,115,770 | 3,376,890 |
| Fort Collins—Loveland, CO | 40,674 | 5,076 | 5,695 | 319 | 70,796 | 19,810 | 43,652 | 27,144 | 8,998,740 | 2,144,051 | 5,023,686 | 3,975,054 |
| Fort Lauderdale, FL | 9,676 | 35,858 | 39,488 | 1,188 | 505,004 | 126,123 | 291,846 | 213,158 | 70,743,580 | 17,482,988 | 38,246,812 | 32,496,768 |
| Fort Myers—Cape Coral, FL | 9,641 | 8,077 | 9,073 | 568 | 119,969 | 30,411 | 72,020 | 47,949 | 12,771,396 | 3,425,155 | 7,673,806 | 5,097,590 |
| Fort Pierce—Port St. Lucie, FL | 6,568 | 5,591 | 6,202 | 366 | 74,408 | 20,846 | 46,030 | 28,378 | 8,444,186 | 2,329,623 | 5,194,391 | 3,249,795 |
| Fort Smith, AR—OK | 4,306 | 3,426 | 3,995 | 311 | 81,771 | 14,321 | 37,518 | 44,240 | 9,711,450 | 1,574,665 | 4,512,153 | 5,199,297 |
| Fort Walton Beach, FL | 3,822 | 3,131 | 3,541 | 281 | 49,175 | 12,647 | 30,718 | 18,457 | 4,273,255 | 1,060,328 | 2,480,650 | 1,792,605 |
| Fort Wayne, IN | 10,452 | 8,244 | 9,803 | 649 | 229,253 | 37,600 | 114,811 | 114,442 | 36,763,522 | 4,469,126 | 15,590,592 | 21,172,930 |
| Fort Worth—Arlington, TX | 27,869 | 23,185 | 26,677 | 1,192 | 530,558 | 96,242 | 259,092 | 271,466 | 74,651,907 | 12,428,623 | 35,097,013 | 39,554,894 |
| Fresno, CA | 14,806 | 12,267 | 14,048 | 758 | 209,276 | 51,066 | 127,952 | 81,324 | 31,224,412 | 6,502,618 | 17,790,599 | 13,433,813 |
| Gadsden, AL | 1,913 | 1,514 | 1,733 | 180 | 32,948 | 6,487 | 15,555 | 17,393 | 4,253,940 | 692,532 | 1,937,411 | 2,316,529 |
| Gainesville, FL | 4,491 | 3,658 | 4,151 | 340 | 66,180 | 16,010 | 34,720 | 31,460 | 6,815,242 | 1,478,381 | 3,432,571 | 3,382,671 |
| Galveston—Texas City, TX | 3,942 | 3,144 | 3,599 | 343 | 64,403 | 12,704 | 31,676 | 32,727 | 14,166,233 | 1,397,382 | 3,515,073 | 10,651,160 |
| Cary, IN | 11,196 | 9,224 | 10,671 | 525 | 219,178 | 41,445 | 109,043 | 110,135 | 36,001,662 | 4,813,030 | 13,559,905 | 22,441,757 |
| Glens Falls, NY | 2,839 | 2,341 | 2,650 | 189 | 40,448 | 8,119 | 21,358 | 19,090 | 5,352,866 | 988,154 | 2,774,542 | 2,578,324 |
| Goldshoro, NC | 1,995 | 1,541 | 1,816 | 179 | 33,919 | 6,480 | 17,918 | 16,001 | 4,359,332 | 757,318 | 2,598,031 | 1,761,301 |
| Grand Forks, ND—MN | 2,410 | 1,859 | 2,242 | 168 | 33,725 | 8,158 | 24,088 | 9,637 | 4,238,901 | 1,139,570 | 2,955,514 | 1,283,387 |
| Grand Rapids—Muskegon—Holland, MI | 21,235 | 17,361 | 20,347 | 888 | 448,198 | 78,481 | 241,869 | 206,329 | 70,335,360 | 10,565,196 | 35,551,488 | 34,783,872 |
| Great Falls, MT | 2,204 | 1,765 | 2,037 | 167 | 24,579 | 7,217 | 15,688 | 8,891 | 3,128,758 | 743,684 | 1,868,386 | 1,260,372 |
| Greeley, CO | 3,000 | 2,448 | 2,784 | 216 | 45,163 | 10,153 | 22,724 | 22,439 | 8,443,118 | 1,259,417 | 2,982,168 | 5,460,950 |
| Green Bay, WI | 4,968 | 3,790 | 4,615 | 353 | 105,733 | 17,216 | 56,661 | 49,072 | 17,427,678 | 2,064,250 | 8,076,529 | 9,351,149 |
| Greensboro—Winston-Salem—High Point, NC | 24,977 | 20,601 | 23,843 | 1,134 | 531,300 | 86,451 | 256,656 | 274,644 | 78,131,373 | 11,660,790 | 35,438,808 | 42,692,565 |
| Greenville, NC | 2,424 | 1,829 | 2,188 | 236 | 43,214 | 7,852 | 21,864 | 21,350 | 6,294,506 | 792,282 | 2,616,482 | 2,678,024 |
| Greenville—Spartanburg—Anderson, SC | 18,539 | 15,324 | 17,600 | 939 | 417,809 | 64,307 | 175,328 | 242,481 | 53,943,154 | 7,810,869 | 22,758,046 | 31,185,108 |
| Hagerstown, MD | 2,706 | 2,104 | 2,461 | 245 | 45,738 | 8,946 | 24,726 | 21,012 | 6,538,657 | 1,014,292 | 3,315,392 | 3,223,265 |
| Hamilton—Middletown, OH | 5,069 | 4,027 | 4,735 | 334 | 90,155 | 17,606 | 47,362 | 42,793 | 13,935,654 | 2,181,373 | 6,174,339 | 7,761,315 |
| Harrisburg—Lebanon—Carlisle, PA | 12,078 | 9,637 | 11,295 | 783 | 265,953 | 42,548 | 123,129 | 142,824 | 39,443,415 | 4,771,397 | 16,120,658 | 23,322,757 |
| Hartford, CT | 25,716 | 21,529 | 24,630 | 1,086 | 520,020 | 88,959 | 251,418 | 268,602 | 109,243,060 | 12,702,947 | 37,519,537 | 71,723,523 |
| Hattiesburg, MS | 2,325 | 1,824 | 2,115 | 210 | 33,778 | 7,870 | 19,398 | 14,380 | 4,066,268 | 803,999 | 2,141,242 | 1,925,026 |
| Hickory—Morgantown, NC | 6,403 | 5,131 | 6,017 | 386 | 150,323 | 22,398 | 70,810 | 79,513 | 18,184,883 | 2,556,158 | 7,966,963 | 10,217,920 |
| Honolulu, HI | 17,433 | 14,607 | 16,798 | 635 | 322,378 | 64,518 | 178,688 | 143,690 | 47,463,833 | 2,448,783 | 24,208,882 | 23,254,951 |
| Houma, LA | 3,681 | 3,020 | 3,476 | 205 | 52,932 | 17,118 | 6,306,562 | 1,466,175 | 3,984,714 | 1,248,715 | 3,984,714 | 2,321,848 |
| Houston, TX | 73,121 | 61,759 | 70,734 | 2,387 | 1,509,814 | 254,289 | 692,602 | 817,212 | 265,562,553 | 42,467,883 | 111,282,886 | 154,279,667 |
| Huntington—Ashland, WV—KY—OH | 5,769 | 4,722 | 5,400 | 369 | 91,328 | 19,959 | 50,251 | 41,077 | 14,282,573 | 2,105,890 | 6,012,449 | 8,270,124 |

Table A.5 Firms, Employment, and Estimated Receipts by Firm Size and Metropolitan Statistical Area, 1994—Continued

| Metropolitan Statistical Area | Firms | | | | Employment | | | | Estimated Receipts (Thousands of Dollars) | | | |
|---------------------------------------|--------|-------------------------|--------|-------|------------|-------------------------|---------|---------|---|-------------------------|------------|------------|
| | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | |
| | | <20 | <500 | 500+ | | <20 | <500 | 500+ | | <20 | <500 | 500+ |
| Huntsville, AL | 6,541 | 5,096 | 6,003 | 538 | 132,038 | 111,124 | 59,490 | 72,548 | 17,096,714 | 2,286,314 | 6,762,284 | 10,334,430 |
| Indianapolis, IN | 31,769 | 25,865 | 30,187 | 1,582 | 665,553 | 211,076 | 323,308 | 342,245 | 101,670,027 | 14,781,159 | 45,207,690 | 56,462,337 |
| Iowa City, IA | 2,134 | 1,648 | 1,960 | 174 | 40,281 | 7,372 | 19,881 | 20,400 | 4,104,250 | 709,790 | 2,036,033 | 2,068,217 |
| Jackson, MI | 2,947 | 2,305 | 2,706 | 241 | 47,694 | 10,467 | 27,649 | 20,045 | 6,659,220 | 1,168,821 | 3,673,909 | 2,985,311 |
| Jackson, MS | 8,911 | 7,039 | 8,191 | 720 | 174,957 | 29,658 | 82,324 | 92,633 | 24,138,984 | 3,788,785 | 11,174,347 | 12,964,637 |
| Jackson, TN | 2,266 | 1,676 | 1,992 | 274 | 42,694 | 7,520 | 20,725 | 21,966 | 5,609,089 | 869,292 | 3,228,399 | 3,228,690 |
| Jacksonville, FL | 21,314 | 17,659 | 20,118 | 1,196 | 392,521 | 71,251 | 182,955 | 209,566 | 59,299,906 | 8,301,411 | 22,612,966 | 36,686,940 |
| Jacksonville, NC | 2,081 | 1,694 | 1,935 | 146 | 24,620 | 7,281 | 16,185 | 8,435 | 2,096,613 | 557,509 | 1,364,483 | 732,130 |
| Jamestown, NY | 2,869 | 2,332 | 2,665 | 204 | 46,481 | 9,875 | 23,739 | 22,742 | 6,094,004 | 1,143,632 | 2,673,935 | 3,420,069 |
| Janesville—Beloit, WI | 2,907 | 2,295 | 2,671 | 236 | 54,881 | 10,286 | 27,732 | 27,149 | 11,957,889 | 1,077,824 | 3,553,675 | 8,404,214 |
| Jersey City, NJ | 11,840 | 9,879 | 11,335 | 505 | 215,171 | 36,361 | 111,675 | 103,496 | 40,235,130 | 6,597,971 | 21,586,380 | 18,648,750 |
| Johnson City—Kingsport—Bristol, TN—VA | 8,331 | 6,928 | 7,834 | 497 | 160,151 | 29,071 | 72,617 | 87,534 | 24,180,957 | 3,352,487 | 8,695,478 | 15,485,479 |
| Johnstown, PA | 4,747 | 3,922 | 4,477 | 270 | 68,675 | 16,552 | 43,812 | 24,863 | 8,601,596 | 1,694,204 | 4,893,558 | 3,708,038 |
| Joplin, MO | 3,562 | 2,882 | 3,304 | 258 | 62,032 | 11,796 | 29,706 | 32,326 | 7,350,698 | 1,183,979 | 3,468,910 | 3,881,788 |
| Kalamazoo—Battle Creek, MI | 8,755 | 6,995 | 8,231 | 524 | 178,414 | 32,021 | 89,452 | 88,962 | 25,614,100 | 3,524,229 | 10,566,143 | 15,047,957 |
| Kankakee, IL | 2,046 | 1,586 | 1,847 | 199 | 54,129 | 6,867 | 16,868 | 37,261 | 5,832,211 | 810,743 | 2,464,914 | 3,367,297 |
| Kansas City, MO—KS | 36,768 | 30,323 | 35,155 | 1,613 | 733,544 | 127,153 | 370,904 | 362,640 | 122,133,088 | 17,373,880 | 51,544,663 | 70,588,425 |
| Kenosha, WI | 2,659 | 2,090 | 2,454 | 205 | 42,553 | 8,840 | 24,854 | 17,699 | 5,866,682 | 871,678 | 2,547,842 | 3,318,840 |
| Killeen—Temple, TX | 3,725 | 3,003 | 3,449 | 276 | 64,569 | 12,904 | 33,451 | 33,451 | 6,945,580 | 1,093,676 | 3,158,345 | 3,787,235 |
| Knoxville, TN | 14,744 | 12,008 | 13,821 | 923 | 259,709 | 50,257 | 130,583 | 129,126 | 33,242,289 | 6,028,289 | 16,409,798 | 16,832,482 |
| Kokomo, IN | 2,047 | 1,579 | 1,825 | 222 | 44,889 | 7,208 | 15,880 | 29,009 | 8,243,169 | 699,614 | 1,776,987 | 6,466,182 |
| La Crosse, WI—MN | 2,932 | 2,281 | 2,695 | 237 | 55,126 | 10,188 | 29,734 | 25,392 | 8,223,567 | 1,043,534 | 3,582,029 | 4,641,538 |
| Lafayette, IN | 3,286 | 2,586 | 2,989 | 297 | 62,046 | 11,503 | 28,583 | 33,463 | 10,738,696 | 1,109,409 | 3,099,204 | 7,639,492 |
| Lafayette, LA | 7,843 | 6,306 | 7,409 | 434 | 118,472 | 27,051 | 76,341 | 42,131 | 15,219,492 | 3,158,773 | 8,850,989 | 6,368,503 |
| Lake Charles, LA | 3,496 | 2,718 | 3,204 | 292 | 60,409 | 12,470 | 34,061 | 26,348 | 13,913,176 | 1,251,510 | 4,039,177 | 9,873,999 |
| Lakeland—Winter Haven, FL | 8,034 | 6,580 | 7,507 | 527 | 137,446 | 26,230 | 69,501 | 67,945 | 18,130,658 | 3,260,632 | 10,018,907 | 8,111,751 |
| Lancaster, PA | 9,177 | 7,201 | 8,646 | 531 | 184,794 | 32,591 | 106,390 | 78,404 | 28,480,617 | 3,699,984 | 15,730,431 | 12,750,186 |
| Lansing—East Lansing, MI | 8,613 | 6,896 | 8,079 | 534 | 152,066 | 29,995 | 82,195 | 69,871 | 29,700,893 | 3,624,054 | 10,581,001 | 19,119,892 |
| Laredo, TX | 3,441 | 2,770 | 3,191 | 250 | 43,438 | 11,619 | 29,150 | 14,288 | 4,635,474 | 1,157,268 | 3,178,548 | 1,456,926 |

| | | | | | | | | | | | |
|-----------------------------------|---------|---------|---------|-------|-----------|---------|-----------|-------------|-------------|-------------|-------------|
| Las Cruces, NM | 2,755 | 2,194 | 2,543 | 212 | 30,716 | 9,077 | 10,098 | 2,989,873 | 796,462 | 1,941,544 | 1,048,329 |
| Las Vegas, NV—AZ | 20,319 | 16,789 | 19,337 | 982 | 446,972 | 70,087 | 252,241 | 51,485,127 | 8,760,049 | 24,364,938 | 27,120,189 |
| Lawrence, KS | 2,117 | 1,655 | 1,948 | 169 | 29,501 | 7,056 | 18,950 | 3,276,616 | 639,894 | 1,621,337 | 1,655,279 |
| Lawrence, MA—NH | 7,356 | 6,062 | 6,961 | 395 | 123,008 | 24,082 | 66,856 | 18,718,790 | 3,552,866 | 9,062,562 | 9,656,228 |
| Lawton, OK | 1,976 | 1,576 | 1,810 | 166 | 26,646 | 6,614 | 11,059 | 2,500,546 | 541,318 | 1,312,597 | 1,187,949 |
| Lewiston—Auburn, ME | 2,210 | 1,728 | 2,060 | 150 | 37,141 | 7,117 | 21,594 | 4,265,397 | 762,004 | 2,447,247 | 1,818,150 |
| Lexington, KY | 9,857 | 7,828 | 9,177 | 680 | 186,818 | 33,880 | 95,130 | 26,368,435 | 3,624,354 | 11,119,909 | 15,248,526 |
| Lima, OH | 3,348 | 2,591 | 3,042 | 306 | 63,299 | 11,931 | 31,186 | 11,332,288 | 1,303,566 | 4,360,824 | 6,971,464 |
| Lincoln, NE | 5,556 | 4,430 | 5,190 | 366 | 101,711 | 19,741 | 54,115 | 47,596 | 13,634,657 | 6,124,000 | 7,510,657 |
| Little Rock—North Little Rock, AR | 12,856 | 10,454 | 12,053 | 803 | 232,931 | 43,975 | 120,942 | 30,957,859 | 5,467,599 | 15,012,161 | 15,945,698 |
| Longview—Marshall, TX | 4,777 | 3,799 | 4,410 | 367 | 68,488 | 16,051 | 40,356 | 11,600,548 | 1,933,125 | 5,495,585 | 6,104,963 |
| Los Angeles—Long Beach, CA | 183,274 | 157,926 | 180,333 | 2,941 | 3,391,477 | 615,126 | 1,792,806 | 582,931,965 | 101,801,221 | 284,076,986 | 298,854,979 |
| Louisville, KY—IN | 21,278 | 17,115 | 20,140 | 1,138 | 445,729 | 74,977 | 229,030 | 216,699 | 72,334,362 | 27,981,672 | 44,352,690 |
| Lowell, MA—NH | 5,287 | 4,343 | 4,986 | 301 | 92,639 | 17,701 | 48,323 | 44,316 | 14,262,503 | 2,643,736 | 7,387,658 |
| Lubbock, TX | 5,621 | 4,443 | 5,181 | 440 | 81,866 | 18,550 | 48,511 | 33,351 | 11,814,994 | 2,249,101 | 6,733,910 |
| Lynchburg, VA | 4,480 | 3,638 | 4,156 | 324 | 79,244 | 14,831 | 38,511 | 40,733 | 10,333,685 | 1,542,234 | 4,633,586 |
| Macon, GA | 5,918 | 4,687 | 5,423 | 495 | 106,227 | 20,231 | 50,256 | 55,971 | 17,359,542 | 2,124,184 | 5,854,584 |
| Madison, WI | 9,633 | 7,540 | 9,050 | 583 | 186,925 | 34,051 | 105,758 | 81,167 | 29,082,099 | 3,987,794 | 14,703,101 |
| Manchester, NH | 4,799 | 3,716 | 4,371 | 428 | 85,708 | 14,974 | 43,773 | 41,935 | 13,445,927 | 2,178,470 | 6,885,030 |
| Mansfield, OH | 3,584 | 2,797 | 3,291 | 293 | 66,491 | 11,918 | 34,736 | 31,755 | 8,410,008 | 1,260,661 | 4,644,734 |
| McAllen—Edinburg—Mission, TX | 6,240 | 5,165 | 5,912 | 328 | 86,472 | 21,366 | 53,292 | 33,180 | 9,693,174 | 2,336,441 | 3,408,411 |
| Medford—Ashland, OR | 4,265 | 3,542 | 4,020 | 245 | 51,719 | 14,374 | 32,876 | 18,843 | 6,478,232 | 1,515,610 | 2,230,440 |
| Melbourne—Titusville—Palm Bay, FL | 9,386 | 7,997 | 8,865 | 521 | 143,894 | 31,098 | 65,139 | 78,755 | 15,704,029 | 3,017,740 | 8,842,929 |
| Memphis, TN—AR—MS | 19,459 | 15,384 | 18,169 | 1,290 | 433,431 | 66,646 | 204,015 | 229,416 | 62,797,665 | 9,519,895 | 29,651,457 |
| Merced, CA | 2,601 | 2,092 | 2,391 | 210 | 35,288 | 8,474 | 19,862 | 15,426 | 5,194,147 | 977,777 | 2,495,494 |
| Miami, FL | 59,766 | 53,142 | 58,489 | 1,277 | 793,724 | 193,067 | 471,328 | 322,396 | 113,663,600 | 29,336,448 | 68,079,702 |
| Middlesex—Somerset—Huntingdon, NJ | 26,223 | 22,181 | 25,085 | 1,138 | 513,769 | 83,789 | 225,270 | 288,499 | 112,331,919 | 14,935,923 | 43,241,792 |
| Milwaukee—Waukesha, WI | 32,625 | 26,594 | 31,327 | 1,298 | 711,172 | 117,845 | 369,890 | 341,282 | 110,821,012 | 16,314,507 | 50,839,386 |
| Minneapolis—St. Paul, MN—WI | 60,906 | 50,631 | 59,070 | 1,836 | 1,344,429 | 211,587 | 689,411 | 655,018 | 213,131,119 | 32,629,091 | 101,722,810 |
| Mobile, AL | 10,570 | 8,512 | 9,861 | 709 | 177,407 | 35,825 | 99,136 | 78,271 | 22,547,991 | 4,074,740 | 11,483,187 |
| Modesto, CA | 6,879 | 5,575 | 6,461 | 418 | 101,709 | 23,366 | 59,366 | 44,040 | 16,511,992 | 2,667,262 | 8,073,282 |
| Monmouth—Ocean, NJ | 23,971 | 21,460 | 23,393 | 578 | 272,615 | 75,846 | 163,802 | 108,813 | 41,001,350 | 11,208,516 | 23,263,997 |
| Monroe, LA | 3,433 | 2,688 | 3,162 | 271 | 54,711 | 11,773 | 31,109 | 23,602 | 7,498,838 | 1,225,811 | 3,693,978 |
| Montgomery, AL | 6,479 | 5,099 | 5,975 | 504 | 113,707 | 22,437 | 62,082 | 51,625 | 14,306,716 | 2,570,876 | 6,989,444 |
| Muncie, IN | 2,389 | 1,792 | 2,162 | 227 | 48,354 | 8,037 | 24,607 | 23,747 | 6,098,583 | 780,132 | 2,962,434 |
| Myrtle Beach, SC | 5,323 | 4,398 | 5,020 | 303 | 62,507 | 17,052 | 43,164 | 19,343 | 5,963,021 | 1,660,318 | 3,826,572 |
| Naples, FL | 6,246 | 5,348 | 5,946 | 300 | 66,240 | 19,519 | 45,047 | 21,193 | 6,870,097 | 2,231,886 | 4,596,180 |

Table A.5 Firms, Employment, and Estimated Receipts by Firm Size and Metropolitan Statistical Area, 1994—Continued

| Metropolitan Statistical Area | Firms | | | | Employment | | | | Estimated Receipts (Thousands of Dollars) | | | |
|--|---------|-------------------------|---------|-------|------------|-------------------------|-----------|-----------|---|-------------------------|-------------|-------------|
| | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | | Total | Employment Size of Firm | | |
| | | <20 | <500 | 500+ | | <20 | <500 | 500+ | | <20 | <500 | 500+ |
| Nashua, NH | 4,325 | 3,407 | 3,993 | 332 | 73,640 | 14,002 | 36,967 | 36,673 | 10,680,040 | 2,032,527 | 5,431,004 | 5,249,036 |
| Nashville, TN | 24,885 | 20,446 | 23,501 | 1,384 | 522,105 | 84,679 | 232,830 | 289,275 | 78,921,338 | 11,772,262 | 34,415,410 | 44,505,928 |
| Nassau—Suffolk, NY | 77,255 | 69,984 | 76,116 | 1,139 | 970,356 | 242,144 | 567,335 | 403,021 | 162,846,963 | 42,293,996 | 96,501,051 | 66,345,912 |
| New Bedford, MA | 3,630 | 3,026 | 3,417 | 213 | 52,081 | 11,922 | 30,438 | 21,643 | 6,441,821 | 1,468,148 | 3,552,336 | 2,889,485 |
| New Haven—Meriden, CT | 12,931 | 10,907 | 12,350 | 581 | 213,715 | 44,347 | 113,795 | 99,920 | 35,605,967 | 6,734,163 | 17,349,857 | 18,256,110 |
| New London—Norwich, CT—RI | 6,288 | 5,252 | 5,955 | 333 | 102,145 | 21,426 | 53,013 | 49,132 | 15,689,589 | 2,705,397 | 7,052,601 | 8,636,988 |
| New Orleans, LA | 25,673 | 21,113 | 24,406 | 1,267 | 503,665 | 89,065 | 253,456 | 250,210 | 78,390,301 | 10,949,124 | 29,708,566 | 48,681,735 |
| New York, NY | 201,858 | 180,318 | 199,398 | 2,460 | 3,348,890 | 639,513 | 1,729,795 | 1,619,095 | 709,692,648 | 131,657,956 | 352,183,194 | 357,509,454 |
| Newark, NJ | 49,553 | 43,094 | 48,211 | 1,342 | 828,324 | 161,949 | 427,363 | 400,961 | 177,675,183 | 29,598,760 | 75,114,626 | 102,560,557 |
| Newburgh, NY—PA | 7,161 | 6,144 | 6,798 | 363 | 83,958 | 22,421 | 52,466 | 31,492 | 13,351,738 | 3,142,048 | 7,261,760 | 6,089,998 |
| Norfolk—Virginia Beach—Newport News, VA—NC | 25,720 | 21,514 | 24,610 | 1,110 | 482,922 | 93,226 | 246,993 | 235,929 | 58,547,549 | 9,598,466 | 27,885,221 | 30,662,328 |
| Oakland, CA | 45,955 | 38,633 | 44,331 | 1,624 | 770,716 | 157,141 | 409,420 | 361,296 | 142,264,464 | 22,165,889 | 60,335,039 | 81,929,425 |
| Ocala, FL | 4,400 | 3,569 | 4,036 | 364 | 58,353 | 14,233 | 31,836 | 26,517 | 7,184,473 | 1,465,846 | 3,666,079 | 3,518,394 |
| Odessa—Midland, TX | 6,254 | 5,113 | 5,827 | 427 | 80,118 | 22,049 | 48,320 | 31,798 | 13,249,840 | 3,302,470 | 7,058,350 | 6,191,490 |
| Oklahoma City, OK | 23,287 | 19,567 | 22,224 | 1,063 | 370,285 | 77,807 | 206,187 | 164,098 | 52,017,497 | 9,687,678 | 25,140,413 | 26,877,084 |
| Olympia, WA | 4,285 | 3,569 | 4,017 | 268 | 44,495 | 13,894 | 30,001 | 14,494 | 5,691,846 | 1,379,749 | 3,618,836 | 2,073,010 |
| Omaha, NE—IA | 14,908 | 11,959 | 14,014 | 894 | 318,472 | 50,610 | 152,258 | 166,214 | 47,744,104 | 6,018,933 | 21,720,700 | 26,023,404 |
| Orange County, CA | 61,133 | 51,021 | 59,180 | 1,953 | 1,116,865 | 209,184 | 594,121 | 522,744 | 186,395,415 | 33,389,399 | 90,917,565 | 95,477,850 |
| Orlando, FL | 32,552 | 27,279 | 31,009 | 1,543 | 599,723 | 104,648 | 274,246 | 325,477 | 75,116,262 | 12,722,440 | 34,349,458 | 40,766,804 |
| Owensboro, KY | 2,082 | 1,578 | 1,862 | 220 | 36,855 | 7,196 | 19,797 | 17,058 | 5,356,171 | 747,648 | 2,426,849 | 2,929,322 |
| Panama City, FL | 3,600 | 2,900 | 3,325 | 275 | 47,180 | 12,572 | 29,979 | 17,201 | 4,891,765 | 1,165,728 | 2,562,907 | 2,328,858 |
| Parkersburg—Marietta, WV—OH | 3,406 | 2,710 | 3,130 | 276 | 55,544 | 11,330 | 29,917 | 25,627 | 8,880,310 | 1,133,627 | 3,534,994 | 5,345,316 |
| Pensacola, FL | 7,165 | 5,777 | 6,657 | 508 | 110,680 | 24,344 | 57,144 | 53,536 | 11,893,150 | 2,392,521 | 5,804,791 | 6,088,359 |
| Peoria—Pekin, IL | 7,140 | 5,655 | 6,643 | 497 | 144,429 | 25,259 | 71,319 | 73,110 | 20,170,633 | 2,994,058 | 9,804,594 | 10,366,039 |
| Philadelphia, PA—NJ | 100,199 | 86,040 | 97,808 | 2,391 | 1,955,736 | 356,263 | 982,706 | 973,030 | 323,666,758 | 54,791,623 | 149,084,461 | 174,582,297 |
| Phoenix—Mesa, AZ | 51,374 | 43,246 | 49,506 | 1,868 | 984,306 | 173,122 | 494,044 | 490,262 | 138,932,894 | 22,030,894 | 60,915,093 | 78,017,815 |
| Pine Bluff, AR | 1,557 | 1,209 | 1,407 | 150 | 25,732 | 5,245 | 12,654 | 13,078 | 3,343,628 | 555,392 | 1,448,453 | 1,895,171 |
| Pittsburgh, PA | 47,687 | 40,474 | 46,107 | 1,580 | 948,271 | 172,280 | 474,292 | 473,979 | 134,113,968 | 21,091,312 | 60,134,622 | 73,979,346 |
| Pittsfield, MA | 2,315 | 1,842 | 2,146 | 169 | 35,284 | 7,567 | 21,941 | 13,343 | 4,361,446 | 881,283 | 2,638,227 | 1,723,219 |

| | | | | | | | | | | | | |
|--|--------|--------|--------|-------|---------|---------|---------|---------|-------------|------------|------------|------------|
| Portland, ME | 7,288 | 5,897 | 6,805 | 483 | 111,782 | 23,205 | 63,297 | 48,485 | 19,486,556 | 2,767,599 | 8,480,906 | 11,005,650 |
| Portland—Yancouver, OR—WA | 43,207 | 36,535 | 41,697 | 1,510 | 703,428 | 145,557 | 397,442 | 305,986 | 110,918,887 | 19,843,046 | 56,928,545 | 53,990,342 |
| Portsmouth—Rochester, NH—ME | 6,182 | 5,135 | 5,827 | 355 | 86,606 | 19,660 | 47,372 | 39,234 | 12,533,291 | 2,617,244 | 5,954,520 | 6,578,771 |
| Providence—Fall River—Warwick, RI—MA | 26,733 | 22,946 | 25,905 | 828 | 421,592 | 88,714 | 243,901 | 177,691 | 56,848,955 | 11,513,240 | 31,147,701 | 25,701,254 |
| Provo—Orem, UT | 4,943 | 4,023 | 4,676 | 267 | 99,801 | 17,573 | 48,076 | 51,725 | 10,627,898 | 1,686,701 | 5,720,500 | 4,907,398 |
| Pueblo, CO | 2,607 | 2,116 | 2,389 | 218 | 38,428 | 9,264 | 19,621 | 18,807 | 3,983,831 | 797,632 | 1,856,439 | 2,127,392 |
| Punta Gorda, FL | 2,486 | 2,083 | 2,299 | 187 | 27,070 | 7,758 | 14,677 | 12,193 | 2,354,355 | 733,639 | 1,307,005 | 1,047,350 |
| Racine, WI | 3,868 | 3,107 | 3,619 | 249 | 72,409 | 13,641 | 37,845 | 34,564 | 9,324,518 | 1,514,428 | 4,496,998 | 4,827,520 |
| Raleigh—Durham—Chapel Hill, NC | 22,852 | 18,974 | 21,711 | 1,141 | 444,221 | 76,859 | 203,559 | 240,662 | 62,251,575 | 9,215,775 | 24,595,587 | 37,655,988 |
| Rapid City, SD | 2,764 | 2,226 | 2,585 | 179 | 35,242 | 9,452 | 24,235 | 11,007 | 4,403,328 | 966,312 | 3,149,705 | 1,253,623 |
| Reading, PA | 6,973 | 5,592 | 6,527 | 446 | 135,209 | 24,463 | 69,590 | 65,619 | 22,105,099 | 2,923,823 | 9,288,981 | 12,816,118 |
| Reading, CA | 4,137 | 3,461 | 3,881 | 256 | 41,542 | 14,031 | 28,522 | 13,020 | 6,103,123 | 1,588,535 | 3,856,671 | 2,246,452 |
| Reno, NV | 8,649 | 7,045 | 8,028 | 621 | 136,763 | 27,724 | 67,451 | 69,312 | 17,639,736 | 3,533,852 | 9,785,515 | 7,854,221 |
| Richland—Kennewick—Pasco, WA | 3,564 | 2,828 | 3,291 | 273 | 63,349 | 12,060 | 27,206 | 36,143 | 9,550,162 | 1,418,312 | 3,328,583 | 6,221,579 |
| Richmond—Petersburg, VA | 20,417 | 16,733 | 19,304 | 1,113 | 410,670 | 71,622 | 187,103 | 223,567 | 68,645,822 | 9,354,856 | 25,552,522 | 43,093,300 |
| Riverside—San Bernardino, CA | 39,854 | 33,533 | 38,462 | 1,392 | 645,245 | 135,398 | 356,790 | 288,455 | 82,743,948 | 15,392,214 | 43,720,070 | 39,023,878 |
| Roanoke, VA | 5,867 | 4,563 | 5,337 | 530 | 117,629 | 19,231 | 54,010 | 63,619 | 16,488,579 | 2,081,349 | 7,209,875 | 9,278,704 |
| Rochester, MN | 2,370 | 1,758 | 2,138 | 232 | 62,001 | 7,645 | 24,696 | 37,305 | 7,538,642 | 758,809 | 2,730,757 | 4,807,885 |
| Rochester, NY | 19,635 | 16,416 | 18,788 | 847 | 435,264 | 67,893 | 193,799 | 241,465 | 59,095,331 | 9,111,547 | 25,029,156 | 34,066,175 |
| Rockford, IL | 7,677 | 6,133 | 7,185 | 492 | 151,607 | 26,617 | 77,406 | 74,201 | 24,131,489 | 3,329,004 | 10,384,342 | 13,747,147 |
| Rocky Mount, NC | 2,698 | 2,074 | 2,447 | 251 | 57,525 | 8,713 | 27,015 | 30,510 | 7,509,340 | 997,559 | 3,191,542 | 4,317,798 |
| Sacramento, CA | 28,892 | 24,459 | 27,723 | 1,169 | 427,847 | 98,166 | 231,093 | 196,754 | 60,015,450 | 10,904,795 | 28,462,684 | 31,552,766 |
| Saginaw—Bay City—Midland, MI | 7,874 | 6,332 | 7,376 | 498 | 144,272 | 28,822 | 73,631 | 70,641 | 23,374,714 | 3,000,767 | 9,509,882 | 13,864,832 |
| Salem, OR | 7,084 | 5,939 | 6,731 | 353 | 90,847 | 24,343 | 55,682 | 35,165 | 11,686,967 | 2,470,515 | 6,162,180 | 5,524,787 |
| Sallinas, CA | 7,248 | 6,030 | 6,832 | 416 | 93,239 | 24,998 | 56,570 | 36,669 | 13,764,547 | 3,371,691 | 7,645,189 | 6,119,358 |
| Salt Lake City—Ogden, UT | 23,902 | 19,585 | 22,773 | 1,129 | 485,480 | 86,144 | 241,920 | 243,560 | 68,685,356 | 10,143,464 | 31,236,841 | 37,448,515 |
| San Angelo, TX | 2,251 | 1,782 | 2,059 | 192 | 31,794 | 7,277 | 17,657 | 14,137 | 3,887,848 | 799,786 | 2,260,862 | 1,626,986 |
| San Antonio, TX | 25,499 | 21,167 | 24,290 | 1,209 | 491,657 | 86,768 | 233,296 | 258,361 | 60,983,514 | 9,942,686 | 27,574,638 | 33,408,876 |
| San Diego, CA | 50,902 | 43,726 | 49,422 | 1,480 | 816,047 | 172,816 | 456,924 | 359,123 | 109,191,136 | 21,615,387 | 58,715,429 | 50,475,707 |
| San Francisco, CA | 50,876 | 43,153 | 49,384 | 1,492 | 852,408 | 170,182 | 458,670 | 393,738 | 151,280,245 | 27,322,863 | 69,117,426 | 82,162,819 |
| San Jose, CA | 35,043 | 28,911 | 33,708 | 1,335 | 767,525 | 118,281 | 353,183 | 414,342 | 141,220,933 | 19,103,872 | 61,314,999 | 79,905,934 |
| San Luis Obispo—Atascadero—Paso Robles, CA | 5,613 | 4,836 | 5,393 | 220 | 59,189 | 20,022 | 42,795 | 16,394 | 6,904,383 | 1,961,648 | 4,104,416 | 2,799,967 |
| Santa Barbara—Santa Maria—Lompoc, CA | 9,121 | 7,629 | 8,682 | 439 | 117,375 | 31,698 | 78,051 | 39,324 | 14,333,513 | 3,728,955 | 8,581,221 | 5,752,292 |
| Santa Cruz—Watsonville, CA | 4,971 | 5,139 | 5,735 | 236 | 70,738 | 20,723 | 46,558 | 24,180 | 8,776,992 | 2,488,060 | 5,900,641 | 2,876,351 |
| Santa Fe, NM | 5,288 | 3,607 | 4,040 | 448 | 44,683 | 14,068 | 30,750 | 13,933 | 4,627,025 | 1,601,196 | 3,342,518 | 1,284,507 |
| Santa Rosa, CA | 11,170 | 9,585 | 10,721 | 449 | 129,676 | 37,731 | 86,237 | 43,439 | 19,337,536 | 4,348,779 | 12,095,434 | 7,242,102 |
| Sarasota—Bradenton, FL | 13,584 | 11,652 | 12,939 | 645 | 179,078 | 42,853 | 97,007 | 82,071 | 18,195,013 | 4,587,880 | 9,676,814 | 8,518,199 |

Table A.5 Firms, Employment, and Estimated Receipts by Firm Size and Metropolitan Statistical Area, 1994—Continued

| Metropolitan Statistical Area | Firms | | | Employment | | | Estimated Receipts (Thousands of Dollars) | | | | | |
|-------------------------------------|--------|-------------------------|--------|------------|-------------------------|---------|---|-------------------------|-------------|------------|------------|------------|
| | Total | Employment Size of Firm | | Total | Employment Size of Firm | | Total | Employment Size of Firm | | | | |
| | | <20 | <500 | | 500+ | <20 | | <500 | 500+ | <20 | <500 | 500+ |
| Savannah, GA | 5,877 | 4,550 | 5,317 | 560 | 99,542 | 18,834 | 50,555 | 48,987 | 13,373,075 | 2,309,250 | 5,719,732 | 7,653,343 |
| Scranton—Wilkes-Barre—Hazleton, PA | 12,704 | 10,533 | 12,133 | 571 | 232,782 | 42,299 | 129,125 | 103,657 | 28,791,287 | 4,645,668 | 14,217,833 | 14,573,454 |
| Seattle—Bellevue—Everett, WA | 59,983 | 51,235 | 58,232 | 1,751 | 1,005,533 | 202,008 | 541,653 | 463,880 | 168,856,940 | 29,462,195 | 81,009,068 | 87,847,872 |
| Sharon, PA | 2,443 | 1,935 | 2,251 | 192 | 39,074 | 8,469 | 23,090 | 15,984 | 4,784,614 | 812,879 | 2,827,696 | 1,956,918 |
| Sheboygan, WI | 2,186 | 1,695 | 2,028 | 158 | 49,963 | 8,073 | 25,214 | 24,749 | 7,525,574 | 796,516 | 3,190,285 | 4,335,289 |
| Sherman—Denison, TX | 2,123 | 1,673 | 1,913 | 210 | 32,086 | 6,688 | 15,639 | 16,447 | 4,750,979 | 761,367 | 1,674,228 | 3,076,751 |
| Shreveport—Bossier City, LA | 7,504 | 5,953 | 6,944 | 560 | 133,397 | 26,543 | 71,833 | 61,564 | 21,820,014 | 3,084,308 | 9,155,377 | 12,664,637 |
| Sioux City, IA—NE | 2,887 | 2,174 | 2,652 | 235 | 53,635 | 9,459 | 29,147 | 24,488 | 10,011,004 | 1,158,574 | 4,631,710 | 5,379,294 |
| Sioux Falls, SD | 4,528 | 3,478 | 4,172 | 356 | 84,215 | 14,557 | 45,253 | 38,962 | 12,081,495 | 1,981,872 | 6,146,096 | 5,935,399 |
| South Bend, IN | 5,738 | 4,409 | 5,268 | 490 | 114,696 | 19,910 | 59,900 | 54,796 | 15,198,737 | 2,153,461 | 8,108,865 | 7,089,872 |
| Spokane, WA | 9,797 | 7,923 | 9,255 | 542 | 148,842 | 33,588 | 90,512 | 58,330 | 21,549,812 | 3,891,074 | 11,831,704 | 9,718,108 |
| Springfield, IL | 4,851 | 3,801 | 4,451 | 400 | 77,916 | 16,114 | 41,430 | 36,486 | 11,253,319 | 1,875,030 | 6,208,232 | 5,045,087 |
| Springfield, MA | 11,371 | 9,386 | 10,832 | 539 | 208,937 | 40,335 | 114,114 | 94,823 | 34,777,945 | 4,907,681 | 14,526,707 | 20,251,238 |
| Springfield, MO | 7,817 | 6,383 | 7,371 | 446 | 125,316 | 26,115 | 68,356 | 56,960 | 17,571,466 | 2,990,451 | 8,683,971 | 8,887,495 |
| St. Cloud, MN | 3,773 | 2,998 | 3,539 | 234 | 69,358 | 13,827 | 38,515 | 30,843 | 8,946,331 | 1,539,371 | 4,359,870 | 4,586,461 |
| St. Joseph, MO | 2,279 | 1,778 | 2,059 | 220 | 35,530 | 7,273 | 18,768 | 16,762 | 5,222,421 | 926,306 | 2,446,230 | 2,776,191 |
| St. Louis, MO—IL | 53,541 | 45,141 | 51,729 | 1,812 | 1,099,044 | 190,999 | 537,983 | 561,061 | 173,297,563 | 25,787,146 | 74,893,222 | 98,404,341 |
| Stamford—Norwalk, CT | 13,002 | 10,985 | 12,381 | 621 | 192,863 | 40,835 | 101,107 | 91,756 | 52,347,127 | 10,347,707 | 25,881,218 | 26,465,909 |
| State College, PA | 2,693 | 2,098 | 2,484 | 209 | 41,645 | 8,652 | 24,901 | 16,744 | 4,601,567 | 788,989 | 2,469,928 | 2,131,639 |
| Steubenville—Weirton, OH—WV | 2,545 | 2,085 | 2,370 | 175 | 42,536 | 8,294 | 19,025 | 23,511 | 6,581,485 | 893,735 | 2,078,425 | 4,503,060 |
| Stockton—Lodi, CA | 8,656 | 7,035 | 8,100 | 556 | 123,899 | 29,231 | 72,696 | 51,203 | 19,626,191 | 3,514,502 | 10,483,346 | 9,142,845 |
| Sumter, SC | 1,598 | 1,218 | 1,423 | 175 | 33,152 | 5,461 | 14,601 | 18,551 | 3,638,099 | 546,620 | 1,784,338 | 1,853,761 |
| Syracuse, NY | 14,480 | 11,863 | 13,745 | 735 | 279,471 | 48,700 | 138,921 | 140,550 | 41,849,374 | 6,283,730 | 17,888,548 | 23,960,826 |
| Tacoma, WA | 12,691 | 10,612 | 12,150 | 541 | 175,509 | 42,491 | 104,283 | 71,226 | 22,902,537 | 4,824,596 | 13,339,219 | 9,563,318 |
| Tallahassee, FL | 5,730 | 4,560 | 5,260 | 470 | 86,030 | 19,454 | 46,127 | 39,903 | 8,926,492 | 1,966,083 | 4,699,007 | 4,227,485 |
| Tampa—St. Petersburg—Clearwater, FL | 48,327 | 41,876 | 46,643 | 1,684 | 823,642 | 158,962 | 385,602 | 438,040 | 103,207,285 | 18,834,258 | 46,705,947 | 56,501,338 |
| Terre Haute, IN | 3,079 | 2,438 | 2,811 | 268 | 55,631 | 10,538 | 27,135 | 28,496 | 7,674,723 | 1,008,598 | 2,843,544 | 4,831,179 |
| Texarkana, TX—Texarkana, AR | 2,455 | 1,921 | 2,243 | 212 | 35,421 | 8,395 | 20,746 | 14,675 | 5,441,877 | 969,603 | 3,282,458 | 2,159,419 |
| Toledo, OH | 12,251 | 9,756 | 11,503 | 748 | 263,029 | 44,069 | 128,167 | 134,862 | 41,077,649 | 5,465,347 | 16,350,601 | 24,727,048 |

| | | | | | | | | | | | | |
|----------------------------------|--------|--------|--------|-------|-----------|---------|---------|---------|-------------|------------|-------------|-------------|
| Topeka, KS | 4,020 | 3,113 | 3,684 | 336 | 73,047 | 13,236 | 36,696 | 36,351 | 10,460,661 | 1,369,762 | 4,452,955 | 6,007,706 |
| Trenton, NJ | 7,911 | 6,372 | 7,384 | 527 | 160,893 | 25,411 | 71,771 | 89,122 | 21,189,389 | 3,998,401 | 10,042,148 | 11,147,241 |
| Tucson, AZ | 14,442 | 11,813 | 13,693 | 749 | 241,671 | 49,393 | 139,835 | 101,836 | 26,149,094 | 4,901,155 | 13,323,538 | 12,825,558 |
| Tulsa, OK | 17,931 | 14,799 | 17,012 | 919 | 304,261 | 59,704 | 164,185 | 140,076 | 42,223,320 | 7,968,669 | 21,481,158 | 20,742,162 |
| Tuscaloosa, AL | 3,228 | 2,551 | 2,980 | 248 | 56,189 | 11,753 | 28,799 | 27,390 | 7,076,643 | 1,145,299 | 3,167,690 | 3,908,953 |
| Tyler, TX | 4,150 | 3,282 | 3,805 | 345 | 60,907 | 13,656 | 33,330 | 27,577 | 8,503,921 | 1,679,247 | 4,262,872 | 4,241,049 |
| Utica—Rome, NY | 5,636 | 4,714 | 5,307 | 329 | 18,858 | 18,858 | 50,106 | 46,978 | 12,472,018 | 2,181,300 | 6,544,009 | 5,928,009 |
| Vallejo—Fairfield—Napa, CA | 8,491 | 7,008 | 8,004 | 487 | 119,758 | 28,729 | 69,807 | 49,951 | 17,624,102 | 3,141,217 | 9,620,546 | 8,003,556 |
| Ventura, CA | 13,681 | 11,399 | 13,000 | 681 | 195,520 | 45,947 | 116,785 | 78,735 | 29,917,647 | 6,077,947 | 15,131,729 | 14,785,918 |
| Victoria, TX | 1,933 | 1,470 | 1,724 | 209 | 25,653 | 6,419 | 15,221 | 10,432 | 3,787,208 | 723,292 | 1,734,505 | 2,052,703 |
| Vineland—Millville—Bridgeton, NJ | 2,804 | 2,294 | 2,626 | 178 | 46,482 | 9,526 | 25,085 | 21,397 | 7,584,861 | 1,388,558 | 4,224,556 | 3,360,305 |
| Visalia—Tulare—Porterville, CA | 5,224 | 4,317 | 4,920 | 304 | 73,297 | 18,279 | 44,247 | 29,050 | 9,914,711 | 2,229,749 | 5,532,648 | 4,362,063 |
| Waco, TX | 4,256 | 3,345 | 3,884 | 372 | 77,880 | 14,050 | 39,446 | 38,434 | 9,512,742 | 1,661,392 | 4,833,190 | 4,679,552 |
| Washington, DC—MD—VA—WV | 93,932 | 79,899 | 91,639 | 2,293 | 1,826,184 | 330,890 | 957,580 | 868,604 | 268,293,124 | 44,378,795 | 127,277,343 | 141,015,781 |
| Waterbury, CT | 4,866 | 4,025 | 4,618 | 248 | 69,698 | 16,531 | 43,638 | 26,060 | 9,567,452 | 2,134,437 | 5,669,720 | 3,897,732 |
| Waterloo—Cedar Falls, IA | 2,817 | 2,148 | 2,579 | 238 | 51,073 | 10,037 | 27,390 | 23,683 | 7,506,388 | 1,053,591 | 3,470,328 | 4,036,060 |
| Wausau, WI | 2,861 | 2,205 | 2,627 | 234 | 52,899 | 9,900 | 28,005 | 24,894 | 8,370,635 | 1,123,809 | 3,699,928 | 4,670,707 |
| West Palm Beach—Boca Raton, FL | 28,730 | 25,183 | 27,799 | 931 | 366,056 | 89,666 | 209,567 | 156,489 | 48,940,127 | 12,350,685 | 26,742,849 | 22,197,278 |
| Wheeling, WV—OH | 3,286 | 2,677 | 3,039 | 247 | 47,451 | 11,515 | 28,115 | 19,336 | 5,725,472 | 1,148,744 | 3,321,617 | 2,403,855 |
| Wichita Falls, TX | 3,212 | 2,548 | 2,929 | 283 | 47,449 | 10,394 | 25,430 | 22,019 | 5,305,308 | 1,284,614 | 2,999,829 | 2,305,479 |
| Wichita, KS | 11,322 | 9,044 | 10,656 | 666 | 222,902 | 38,683 | 114,856 | 108,046 | 30,742,106 | 4,425,078 | 14,107,552 | 16,634,554 |
| Williamsport, PA | 2,594 | 2,028 | 2,361 | 233 | 45,377 | 8,729 | 23,763 | 21,614 | 5,742,693 | 830,480 | 2,612,035 | 3,130,658 |
| Wilmington, NC | 5,750 | 4,720 | 5,372 | 378 | 73,770 | 19,038 | 43,189 | 30,581 | 9,242,756 | 1,907,861 | 4,571,399 | 4,671,357 |
| Wilmington—Newark, DE—MD | 13,215 | 10,660 | 12,273 | 942 | 245,692 | 41,993 | 108,543 | 137,149 | 45,260,725 | 5,091,203 | 14,333,336 | 30,927,389 |
| Worcester, MA—CT | 9,834 | 7,994 | 9,280 | 554 | 198,884 | 32,141 | 100,671 | 98,213 | 30,539,582 | 4,526,676 | 14,108,733 | 16,430,849 |
| Yakima, WA | 4,227 | 3,466 | 3,999 | 228 | 55,876 | 14,468 | 39,976 | 15,900 | 8,392,644 | 1,872,537 | 5,541,895 | 2,850,749 |
| Yolo, CA | 2,822 | 2,122 | 2,558 | 264 | 46,537 | 9,335 | 26,264 | 20,273 | 9,623,356 | 1,275,630 | 4,962,759 | 4,660,597 |
| York, PA | 6,714 | 5,301 | 6,277 | 437 | 140,050 | 24,057 | 71,229 | 68,821 | 20,189,745 | 2,635,462 | 9,725,645 | 10,464,100 |
| Youngstown—Warren, OH | 11,589 | 9,657 | 11,098 | 491 | 204,092 | 41,906 | 111,918 | 92,174 | 31,969,450 | 4,477,482 | 14,085,249 | 17,884,201 |
| Yuba City, CA | 2,280 | 1,859 | 2,104 | 176 | 23,009 | 7,449 | 15,856 | 7,153 | 2,923,132 | 767,453 | 1,949,809 | 973,323 |
| Yuma, AZ | 2,078 | 1,599 | 1,898 | 180 | 28,862 | 7,045 | 17,889 | 10,973 | 3,268,720 | 644,656 | 1,924,522 | 1,344,198 |

Notes: For metropolitan statistical area (MSA) data, a firm is defined as an aggregation of all establishments owned by a parent company within an MSA. Establishments are locations with active payroll in any quarter. Employment is measured in March; thus, some firms will have no employment and some annual payroll.

Source: U.S. Small Business Administration, Office of Advocacy, based on data provided by the U.S. Department of Commerce, Bureau of the Census.

Table A.6 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Major Industry, 1995
(Receipts and Payroll in Thousands of Dollars)

| Industry and Data Type | Employment Size of Firm | | | | | | | | | | |
|---|-------------------------|-------------|-------------|-------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Total | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | 2,500+ |
| Total | 5,369,068 | 688,584 | 2,560,989 | 981,094 | 576,866 | 4,807,533 | 469,869 | 76,222 | 5,353,624 | 15,444 | 3,176 |
| Firms | 6,612,721 | 690,772 | 2,569,023 | 998,264 | 618,268 | 4,876,327 | 638,616 | 283,993 | 5,798,936 | 813,785 | 606,850 |
| Establishments | 100,314,946 | 0 | 5,395,432 | 6,440,349 | 7,734,080 | 19,569,861 | 18,422,228 | 14,660,421 | 52,652,510 | 47,662,436 | 35,213,895 |
| Employment | 2,665,921,824 | 25,787,172 | 115,750,753 | 137,083,047 | 175,388,093 | 454,009,065 | 437,065,364 | 361,060,815 | 1,252,135,244 | 1,413,786,580 | 1,077,342,852 |
| Annual Payroll | 15,751,365,178 | 129,711,136 | 790,023,849 | 778,863,865 | 965,258,998 | 2,663,857,848 | 2,678,292,849 | 2,062,235,050 | 7,404,385,747 | 8,346,979,431 | 6,560,719,999 |
| Estimated Receipts | | | | | | | | | | | |
| Agricultural Services | | | | | | | | | | | |
| Firms | 107,253 | 23,307 | 49,846 | 19,279 | 9,950 | 102,382 | 4,347 | 387 | 107,116 | 137 | 62 |
| Establishments | 108,666 | 23,308 | 49,863 | 19,296 | 9,978 | 102,445 | 4,494 | 567 | 107,506 | 1,160 | 748 |
| Employment | 630,287 | 0 | 103,920 | 126,804 | 130,478 | 361,202 | 147,065 | 52,060 | 560,327 | 69,960 | 50,535 |
| Annual Payroll | 12,102,236 | 451,031 | 1,787,849 | 2,098,018 | 2,410,111 | 6,747,009 | 2,843,919 | 938,088 | 10,529,016 | 1,573,220 | 1,102,813 |
| Estimated Receipts | 36,963,317 | 1,484,644 | 5,708,066 | 5,848,340 | 6,213,853 | 19,254,903 | 7,781,522 | 3,290,590 | 30,327,015 | 6,636,302 | 4,568,433 |
| Mining | | | | | | | | | | | |
| Firms | 21,585 | 2,293 | 10,010 | 3,392 | 2,483 | 18,178 | 2,469 | 536 | 21,183 | 402 | 169 |
| Establishments | 27,406 | 2,298 | 10,044 | 3,421 | 2,577 | 18,340 | 3,038 | 1,412 | 22,790 | 4,616 | 3,056 |
| Employment | 627,531 | 0 | 20,187 | 22,438 | 33,805 | 76,430 | 91,513 | 75,196 | 243,139 | 384,392 | 284,585 |
| Annual Payroll | 25,698,581 | 146,101 | 534,173 | 602,906 | 944,600 | 2,227,780 | 2,931,597 | 2,897,562 | 8,056,939 | 17,641,642 | 13,212,348 |
| Estimated Receipts | 168,055,155 | 1,060,613 | 5,273,697 | 5,221,976 | 5,765,937 | 17,322,223 | 18,066,874 | 15,606,815 | 50,995,912 | 117,059,243 | 92,023,886 |
| Construction | | | | | | | | | | | |
| Firms | 630,206 | 100,581 | 306,901 | 111,486 | 62,817 | 581,785 | 43,442 | 4,316 | 629,543 | 663 | 178 |
| Establishments | 636,580 | 100,588 | 306,939 | 111,529 | 62,953 | 582,009 | 44,195 | 5,635 | 631,839 | 4,741 | 2,532 |
| Employment | 5,040,598 | 0 | 643,645 | 729,109 | 838,491 | 2,211,245 | 1,594,071 | 696,278 | 4,501,594 | 539,004 | 277,519 |
| Annual Payroll | 147,320,503 | 2,815,564 | 13,630,049 | 16,343,046 | 21,767,268 | 54,555,927 | 48,325,397 | 23,866,174 | 126,747,498 | 20,573,005 | 10,662,225 |
| Estimated Receipts | 667,763,006 | 13,311,678 | 79,142,699 | 75,227,023 | 92,917,662 | 260,599,062 | 207,511,531 | 106,397,358 | 574,507,951 | 93,255,055 | 44,387,804 |
| Manufacturing | | | | | | | | | | | |
| Firms | 330,310 | 28,908 | 100,688 | 60,411 | 52,331 | 242,338 | 66,235 | 16,821 | 325,394 | 4,916 | 1,293 |
| Establishments | 390,435 | 28,936 | 100,730 | 60,509 | 52,629 | 242,804 | 70,490 | 28,536 | 341,830 | 48,605 | 29,751 |
| Employment | 18,611,108 | 0 | 227,868 | 405,185 | 714,779 | 1,347,832 | 2,743,165 | 3,073,902 | 7,163,999 | 11,447,109 | 8,411,394 |
| Annual Payroll | 630,965,899 | 1,777,487 | 4,881,997 | 9,075,962 | 17,624,181 | 33,359,627 | 74,126,239 | 86,752,008 | 194,238,774 | 436,727,125 | 342,641,120 |
| Estimated Receipts | 3,417,662,925 | 9,464,692 | 24,734,654 | 40,567,713 | 74,751,632 | 149,518,691 | 339,266,138 | 460,292,303 | 949,077,132 | 2,468,585,793 | 1,961,425,015 |
| Transportation, Communications, and Public Utilities | | | | | | | | | | | |
| Firms | 208,967 | 29,714 | 96,288 | 34,153 | 22,512 | 182,667 | 20,714 | 3,931 | 207,312 | 1,655 | 648 |
| Establishments | 285,654 | 29,867 | 96,501 | 34,699 | 23,779 | 184,846 | 26,974 | 12,957 | 224,777 | 60,877 | 47,792 |

| | | | | | | | | | | |
|------------------------------------|---------------|------------|-------------|-------------|-------------|-------------|-------------|---------------|---------------|---------------|
| Employment | 5,924,706 | 1,995,518 | 223,859 | 302,332 | 725,709 | 798,021 | 628,665 | 2,152,395 | 3,772,311 | 3,179,626 |
| Annual Payroll | 200,893,921 | 3,885,824 | 4,592,048 | 6,698,205 | 16,366,530 | 19,514,278 | 17,602,270 | 53,483,078 | 147,410,843 | 127,888,397 |
| Estimated Receipts | 1,026,766,996 | 5,011,477 | 21,030,288 | 28,201,835 | 77,576,329 | 82,737,853 | 75,831,589 | 236,145,771 | 790,621,225 | 685,943,230 |
| Wholesale Trade | | | | | | | | | | |
| Firms | 405,435 | 171,688 | 77,659 | 54,824 | 345,929 | 47,849 | 8,321 | 402,099 | 3,336 | 1,181 |
| Establishments | 518,432 | 172,302 | 79,348 | 59,699 | 353,206 | 70,041 | 29,259 | 452,506 | 65,926 | 43,329 |
| Employment | 6,606,534 | 370,111 | 513,696 | 733,099 | 1,616,906 | 1,738,224 | 1,074,161 | 4,429,291 | 2,177,243 | 1,562,257 |
| Annual Payroll | 226,998,566 | 10,720,817 | 14,646,509 | 21,772,195 | 48,877,273 | 53,242,969 | 34,985,893 | 137,056,135 | 89,942,431 | 67,081,837 |
| Estimated Receipts | 3,849,002,650 | 30,269,406 | 246,300,093 | 345,767,850 | 882,973,143 | 969,535,108 | 584,259,478 | 2,436,587,729 | 1,412,414,921 | 1,045,652,293 |
| Retail Trade | | | | | | | | | | |
| Firms | 1,099,619 | 135,741 | 466,486 | 224,415 | 967,681 | 115,689 | 13,305 | 1,096,675 | 2,944 | 924 |
| Establishments | 1,571,073 | 136,797 | 469,491 | 229,966 | 990,360 | 167,260 | 78,759 | 1,236,379 | 334,694 | 266,400 |
| Employment | 21,086,617 | 0 | 1,043,310 | 1,481,610 | 4,405,883 | 4,349,787 | 2,208,976 | 10,964,646 | 10,121,971 | 8,646,530 |
| Annual Payroll | 300,073,188 | 3,428,366 | 12,863,371 | 18,109,033 | 57,717,897 | 62,546,330 | 34,261,514 | 154,525,741 | 145,547,447 | 124,459,460 |
| Estimated Receipts | 2,292,731,644 | 23,073,809 | 129,375,040 | 147,464,986 | 476,172,787 | 519,510,231 | 285,037,763 | 1,280,720,781 | 1,012,010,863 | 871,192,184 |
| Finance, Insurance and Real Estate | | | | | | | | | | |
| Firms | 433,790 | 53,552 | 260,395 | 58,121 | 400,691 | 24,395 | 5,716 | 430,802 | 2,988 | 1,154 |
| Establishments | 629,479 | 53,724 | 261,256 | 60,064 | 408,589 | 46,474 | 30,062 | 485,125 | 144,354 | 117,420 |
| Employment | 6,984,830 | 0 | 501,716 | 373,506 | 1,252,906 | 934,421 | 815,342 | 3,002,669 | 3,982,161 | 3,213,609 |
| Annual Payroll | 255,882,857 | 2,252,269 | 11,288,974 | 10,210,377 | 35,431,584 | 29,337,865 | 27,870,522 | 92,639,971 | 163,242,886 | 133,116,924 |
| Estimated Receipts | 2,094,205,607 | 11,751,575 | 75,634,347 | 50,059,325 | 193,254,017 | 169,091,236 | 205,148,083 | 567,493,336 | 1,526,712,271 | 1,248,068,425 |
| Services | | | | | | | | | | |
| Firms | 2,114,127 | 246,850 | 390,192 | 204,005 | 1,918,185 | 154,867 | 32,610 | 2,105,662 | 8,465 | 1,930 |
| Establishments | 2,392,015 | 247,441 | 396,178 | 217,876 | 1,941,207 | 205,213 | 96,787 | 2,243,207 | 148,808 | 95,822 |
| Employment | 34,709,644 | 0 | 2,248,042 | 2,543,307 | 7,499,092 | 6,012,668 | 6,033,998 | 19,545,758 | 15,163,886 | 9,587,822 |
| Annual Payroll | 864,399,439 | 11,391,906 | 55,737,874 | 61,202,462 | 197,369,219 | 144,073,113 | 131,909,508 | 473,351,840 | 391,047,599 | 257,157,728 |
| Estimated Receipts | 2,188,812,082 | 30,904,223 | 197,783,311 | 178,792,235 | 579,077,680 | 364,264,223 | 326,214,385 | 1,269,556,288 | 919,255,794 | 607,458,729 |
| Unclassified | | | | | | | | | | |
| Firms | 52,981 | 25,956 | 22,185 | 1,126 | 52,521 | 437 | 19 | 52,977 | 4 | 0 |
| Establishments | 52,981 | 25,956 | 22,185 | 1,126 | 52,521 | 437 | 19 | 52,977 | 4 | 0 |
| Employment | 93,091 | 0 | 37,115 | 14,706 | 72,656 | 13,293 | 2,743 | 88,692 | 4,399 | 0 |
| Annual Payroll | 1,586,634 | 596,243 | 419,825 | 137,465 | 1,356,219 | 123,657 | 26,376 | 1,506,252 | 80,382 | 0 |
| Estimated Receipts | 9,401,796 | 3,379,019 | 2,739,213 | 780,272 | 8,109,013 | 708,133 | 156,686 | 8,973,832 | 427,964 | 0 |

Note: For industry data, a firm is defined as an aggregation of all establishments owned by a parent company within an industry. Establishments are locations with active payroll in any quarter. Employment is measured in March; thus, some firms will have no employment and some annual payroll.

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

Table A.7 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995 (Receipts and Payroll in Thousands of Dollars)

| SIC Industry | Data Type | Total | Employment Size of Firm | | | | | | | | | |
|------------------------------------|--------------------|----------------|-------------------------|-------------|-------------|-------------|---------------|---------------|---------------|---------------|---------------|--|
| | | | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | |
| Total, All Industries | | | | | | | | | | | | |
| 700 Agricultural Services | Firms | 5,369,068 | 688,584 | 2,560,989 | 981,094 | 576,866 | 4,807,533 | 469,869 | 76,222 | 5,353,624 | 15,444 | |
| | Establishments | 6,612,721 | 690,772 | 2,569,023 | 998,264 | 618,268 | 4,876,327 | 638,616 | 283,993 | 5,798,936 | 813,785 | |
| | Employment | 100,314,946 | 0 | 5,395,432 | 6,440,349 | 7,734,080 | 19,569,861 | 18,422,228 | 14,660,421 | 52,652,510 | 47,662,436 | |
| | Annual Payroll | 2,665,921,824 | 25,787,172 | 115,750,753 | 137,083,047 | 175,388,093 | 454,009,065 | 437,065,364 | 361,060,815 | 1,252,135,244 | 1,413,786,580 | |
| | Estimated Receipts | 15,751,365,178 | 129,711,136 | 790,023,849 | 778,863,865 | 965,258,998 | 2,663,857,848 | 2,678,292,849 | 2,062,235,050 | 7,404,385,747 | 8,346,979,431 | |
| 800 Forestry | Firms | 102,626 | 22,037 | 47,655 | 18,709 | 9,688 | 98,089 | 4,096 | 341 | 102,526 | 100 | |
| | Establishments | 103,878 | 22,038 | 47,665 | 18,722 | 9,713 | 98,138 | 4,220 | 505 | 102,863 | 1,015 | |
| | Employment | 597,779 | 0 | 99,904 | 123,098 | 126,979 | 349,981 | 138,305 | 46,832 | 535,118 | 62,661 | |
| | Annual Payroll | 11,286,053 | 419,289 | 1,697,921 | 2,018,284 | 2,328,788 | 6,464,282 | 2,640,740 | 816,537 | 9,921,559 | 1,364,494 | |
| | Estimated Receipts | 33,327,238 | 1,339,647 | 5,234,265 | 5,519,817 | 5,857,129 | 17,950,858 | 6,977,328 | 2,785,866 | 27,714,052 | 5,613,186 | |
| 900 Fishing, Hunting, and Trapping | Firms | 2,402 | 549 | 1,092 | 372 | 158 | 2,171 | 169 | 28 | 2,368 | 34 | |
| | Establishments | 2,529 | 549 | 1,097 | 374 | 159 | 2,179 | 184 | 39 | 2,402 | 127 | |
| | Employment | 20,615 | 0 | 2,156 | 2,404 | 2,138 | 6,698 | 5,907 | 3,145 | 15,750 | 4,865 | |
| | Annual Payroll | 466,090 | 10,814 | 48,841 | 48,567 | 48,131 | 156,353 | 113,526 | 48,685 | 318,564 | 147,526 | |
| | Estimated Receipts | 2,075,000 | 50,409 | 230,148 | 192,750 | 237,302 | 710,609 | 413,869 | 206,102 | 1,330,580 | 744,420 | |
| 1000 Metal Mining | Firms | 2,236 | 721 | 1,101 | 199 | 104 | 2,125 | 83 | 19 | 2,227 | 9 | |
| | Establishments | 2,259 | 721 | 1,101 | 200 | 106 | 2,128 | 90 | 23 | 2,241 | 18 | |
| | Employment | 11,893 | 0 | 1,860 | 1,302 | 1,361 | 4,523 | 2,083 | 2,083 | 9,459 | 2,434 | |
| | Annual Payroll | 350,093 | 20,928 | 41,087 | 31,167 | 33,192 | 126,374 | 89,653 | 72,866 | 288,893 | 61,200 | |
| | Estimated Receipts | 1,561,079 | 94,588 | 243,653 | 135,773 | 119,422 | 593,436 | 390,325 | 298,622 | 1,282,383 | 278,696 | |
| 1000 Metal Mining | Firms | 646 | 153 | 221 | 78 | 45 | 497 | 58 | 40 | 595 | 51 | |
| | Establishments | 990 | 153 | 221 | 79 | 47 | 500 | 92 | 88 | 680 | 310 | |
| | Employment | 51,144 | 0 | 423 | 511 | 601 | 1,535 | 2,379 | 6,476 | 10,390 | 40,754 | |
| | Annual Payroll | 2,283,592 | 5,957 | 13,887 | 18,118 | 19,380 | 57,342 | 90,635 | 289,340 | 437,317 | 1,846,275 | |
| | Estimated Receipts | 10,998,791 | 33,703 | 42,736 | 44,374 | 63,585 | 184,398 | 350,128 | 1,359,549 | 1,894,075 | 9,104,716 | |

Table A.7 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995 (Receipts and Payroll in Thousands of Dollars)—Continued

| SIC Industry | Data Type | Total | Employment Size of Firm | | | | | | | | | |
|---|--------------------|-------------|-------------------------|-----------|-----------|-----------|------------|------------|------------|-------------|-------------|--|
| | | | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | |
| 2000 Food and Kindred Products | | | | | | | | | | | | |
| | Firms | 16,728 | 1,586 | 4,122 | 2,729 | 2,560 | 10,997 | 3,725 | 1,339 | 16,061 | 667 | |
| | Establishments | 22,541 | 1,587 | 4,125 | 2,733 | 2,572 | 11,017 | 3,969 | 2,113 | 17,099 | 5,442 | |
| | Employment | 1,653,249 | 0 | 9,494 | 18,434 | 34,870 | 62,798 | 155,284 | 235,196 | 453,278 | 1,199,971 | |
| | Annual Payroll | 48,188,906 | 120,480 | 158,208 | 315,054 | 642,412 | 1,236,154 | 3,566,354 | 6,174,249 | 10,976,757 | 37,212,149 | |
| | Estimated Receipts | 448,688,766 | 1,234,003 | 1,690,899 | 3,407,114 | 6,095,779 | 12,427,795 | 36,151,439 | 66,656,476 | 115,235,710 | 333,453,056 | |
| 2100 Tobacco Products | | | | | | | | | | | | |
| | Firms | 81 | 8 | 16 | 8 | 8 | 40 | 14 | 9 | 63 | 18 | |
| | Establishments | 156 | 8 | 16 | 8 | 8 | 40 | 15 | 12 | 67 | 89 | |
| | Employment | 45,974 | NA | NA | NA | 118 | 203 | 739 | 1,380 | 2,322 | 43,652 | |
| | Annual Payroll | 2,456,940 | NA | NA | NA | 3,805 | 6,402 | 18,436 | 33,947 | 58,785 | 2,398,155 | |
| | Estimated Receipts | 29,047,639 | NA | NA | NA | 42,179 | 83,193 | 156,329 | 527,698 | 767,220 | 28,280,419 | |
| 2200 Textile Mill Products | | | | | | | | | | | | |
| | Firms | 5,303 | 510 | 1,221 | 701 | 676 | 3,108 | 1,312 | 573 | 4,993 | 310 | |
| | Establishments | 6,762 | 514 | 1,221 | 702 | 677 | 3,114 | 1,354 | 783 | 5,251 | 1,511 | |
| | Employment | 649,838 | 0 | 2,720 | 4,765 | 9,415 | 16,900 | 59,618 | 111,037 | 187,555 | 462,283 | |
| | Annual Payroll | 15,078,661 | 39,709 | 61,545 | 95,214 | 201,666 | 398,134 | 1,212,642 | 2,413,852 | 4,024,628 | 11,054,033 | |
| | Estimated Receipts | 78,092,795 | 210,382 | 318,222 | 504,529 | 1,019,648 | 2,052,781 | 6,083,351 | 12,872,991 | 21,009,123 | 57,083,672 | |
| 2300 Apparel | | | | | | | | | | | | |
| | Firms | 22,814 | 3,197 | 5,870 | 3,576 | 3,430 | 16,073 | 5,072 | 1,294 | 22,439 | 375 | |
| | Establishments | 24,741 | 3,197 | 5,872 | 3,588 | 3,441 | 16,098 | 5,196 | 1,774 | 23,068 | 1,673 | |
| | Employment | 953,570 | 0 | 13,157 | 24,151 | 47,514 | 84,822 | 216,916 | 232,720 | 534,458 | 419,112 | |
| | Annual Payroll | 16,828,160 | 190,524 | 214,280 | 353,265 | 715,791 | 1,473,860 | 3,343,284 | 3,849,785 | 8,666,929 | 8,161,231 | |
| | Estimated Receipts | 69,196,063 | 867,645 | 1,218,980 | 1,601,753 | 3,136,919 | 6,825,297 | 14,130,817 | 16,156,464 | 37,112,578 | 32,083,485 | |
| 2400 Lumber and Wood Products, except Furniture | | | | | | | | | | | | |
| | Firms | 35,743 | 3,968 | 13,222 | 7,170 | 5,331 | 29,691 | 4,811 | 940 | 35,442 | 301 | |
| | Establishments | 38,219 | 3,968 | 13,222 | 7,172 | 5,353 | 29,715 | 5,028 | 1,517 | 36,260 | 1,959 | |
| | Employment | 750,798 | 0 | 29,430 | 47,895 | 71,770 | 149,095 | 187,278 | 148,840 | 485,213 | 265,585 | |
| | Annual Payroll | 17,787,823 | 140,656 | 507,814 | 843,605 | 1,352,102 | 2,844,177 | 3,965,253 | 3,426,084 | 10,235,514 | 7,552,309 | |
| | Estimated Receipts | 97,030,240 | 906,491 | 3,443,697 | 5,087,563 | 7,245,135 | 16,682,886 | 21,564,818 | 19,719,292 | 57,966,996 | 39,063,244 | |

| | | | | | | | | | | |
|--|-------------|---------|-----------|-----------|-----------|------------|------------|------------|------------|-------------|
| 2500 Furniture and Fixtures | | | | | | | | | | |
| Firms | 10,858 | 1,005 | 3,182 | 1,852 | 1,650 | 7,689 | 2,286 | 656 | 10,631 | 227 |
| Establishments | 11,811 | 1,005 | 3,182 | 1,854 | 1,652 | 7,693 | 2,345 | 876 | 10,914 | 897 |
| Employment | 517,490 | 0 | 7,138 | 12,337 | 22,658 | 42,133 | 98,749 | 114,472 | 255,354 | 262,136 |
| Annual Payroll | 12,299,489 | 49,153 | 131,928 | 228,491 | 452,693 | 862,265 | 2,222,428 | 2,606,701 | 5,691,394 | 6,608,095 |
| Estimated Receipts | 51,027,311 | 204,628 | 566,835 | 917,576 | 1,718,856 | 3,407,895 | 8,910,624 | 11,584,644 | 23,903,163 | 27,124,148 |
| 2600 Paper and Allied Products | | | | | | | | | | |
| Firms | 4,365 | 234 | 558 | 516 | 659 | 1,967 | 1,493 | 622 | 4,471 | 283 |
| Establishments | 6,974 | 235 | 558 | 516 | 661 | 1,970 | 1,538 | 963 | 4,082 | 2,503 |
| Employment | 682,169 | 0 | 1,324 | 3,513 | 9,360 | 14,197 | 67,197 | 103,700 | 185,094 | 497,075 |
| Annual Payroll | 25,589,708 | 32,673 | 32,104 | 80,638 | 242,454 | 387,869 | 1,874,844 | 3,207,632 | 5,470,345 | 20,119,363 |
| Estimated Receipts | 146,633,231 | 196,238 | 205,377 | 450,029 | 1,306,809 | 2,158,453 | 10,668,702 | 19,339,775 | 32,166,930 | 114,466,301 |
| 2700 Printing, Publishing, and Allied Industries | | | | | | | | | | |
| Firms | 60,027 | 5,004 | 24,196 | 12,556 | 8,385 | 50,141 | 7,828 | 1,519 | 59,488 | 539 |
| Establishments | 66,136 | 5,005 | 24,204 | 12,586 | 8,444 | 50,239 | 8,361 | 2,753 | 61,353 | 4,783 |
| Employment | 1,601,372 | 0 | 54,619 | 82,908 | 112,498 | 250,025 | 309,364 | 259,130 | 818,519 | 782,853 |
| Annual Payroll | 49,467,019 | 228,509 | 1,092,355 | 1,761,678 | 2,745,498 | 5,828,040 | 9,036,642 | 7,882,523 | 22,747,205 | 26,719,814 |
| Estimated Receipts | 182,911,327 | 999,838 | 4,729,306 | 6,360,422 | 9,317,508 | 21,407,074 | 31,569,479 | 32,573,795 | 85,550,348 | 97,360,979 |
| 2800 Chemicals and Allied Products | | | | | | | | | | |
| Firms | 8,640 | 595 | 2,285 | 1,434 | 1,275 | 5,589 | 1,769 | 692 | 8,050 | 590 |
| Establishments | 13,783 | 595 | 2,287 | 1,444 | 1,291 | 5,617 | 2,013 | 1,384 | 9,014 | 4,769 |
| Employment | 1,080,019 | 0 | 5,296 | 9,710 | 17,457 | 32,463 | 71,588 | 108,704 | 212,755 | 867,264 |
| Annual Payroll | 52,760,762 | 55,765 | 156,402 | 290,073 | 540,098 | 1,042,338 | 2,448,722 | 3,966,457 | 7,457,517 | 45,303,245 |
| Estimated Receipts | 357,639,931 | 527,501 | 1,600,272 | 2,567,787 | 4,846,704 | 9,542,264 | 21,540,095 | 33,785,859 | 66,868,218 | 290,771,713 |
| 2900 Petroleum Refining and Related Industries | | | | | | | | | | |
| Firms | 1,129 | 61 | 225 | 170 | 150 | 606 | 258 | 125 | 989 | 140 |
| Establishments | 2,359 | 61 | 227 | 172 | 157 | 617 | 364 | 316 | 1,297 | 1,062 |
| Employment | 144,157 | 0 | 516 | 1,135 | 1,934 | 3,585 | 8,879 | 10,343 | 22,807 | 121,350 |
| Annual Payroll | 7,509,926 | 5,487 | 20,513 | 45,098 | 80,568 | 151,666 | 341,381 | 446,564 | 939,611 | 6,570,315 |
| Estimated Receipts | 161,254,192 | 70,170 | 335,749 | 602,494 | 952,273 | 1,960,686 | 3,851,575 | 6,869,570 | 12,681,831 | 148,572,361 |
| 3000 Rubber and Miscellaneous Plastics Products | | | | | | | | | | |
| Firms | 13,703 | 874 | 2,526 | 1,872 | 2,240 | 7,512 | 4,073 | 1,387 | 12,972 | 731 |
| Establishments | 17,194 | 877 | 2,526 | 1,873 | 2,246 | 7,522 | 4,249 | 2,195 | 13,966 | 3,228 |
| Employment | 1,041,948 | 0 | 5,978 | 12,692 | 30,951 | 49,621 | 177,606 | 236,091 | 463,318 | 578,630 |

Table A.7 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995 (Receipts and Payroll in Thousands of Dollars)—Continued

| SIC Industry | Data Type | Total | Employment Size of Firm | | | | | | | | | |
|---|--------------------|-------------|-------------------------|-----------|-----------|-----------|------------|------------|------------|-------------|-------------|--|
| | | | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | |
| 3100 Leather and Leather Products | Annual Payroll | 29,804,870 | 65,781 | 153,493 | 307,160 | 750,414 | 1,276,848 | 4,401,119 | 5,959,692 | 11,637,659 | 18,167,211 | |
| | Estimated Receipts | 135,684,621 | 309,194 | 782,957 | 1,398,493 | 3,346,717 | 5,837,361 | 21,340,327 | 28,536,755 | 55,714,443 | 79,970,178 | |
| | Firms | 1,794 | 179 | 546 | 251 | 245 | 1,221 | 379 | 138 | 1,738 | 56 | |
| | Establishments | 2,020 | 179 | 546 | 252 | 246 | 1,223 | 398 | 198 | 1,819 | 201 | |
| | Employment | 99,480 | NA | NA | NA | 3,359 | 6,175 | 16,593 | 23,912 | 46,680 | 52,800 | |
| 3200 Stone, Clay, Glass, and Concrete Products | Annual Payroll | 1,930,093 | NA | NA | NA | 57,971 | 114,233 | 297,391 | 420,459 | 832,083 | 1,098,010 | |
| | Estimated Receipts | 9,489,932 | NA | NA | NA | 260,344 | 549,053 | 1,530,349 | 1,975,137 | 4,054,539 | 5,435,393 | |
| | Firms | 12,118 | 906 | 3,307 | 2,084 | 2,163 | 8,460 | 2,719 | 590 | 11,769 | 349 | |
| | Establishments | 16,864 | 910 | 3,310 | 2,084 | 2,205 | 8,509 | 3,436 | 1,835 | 13,780 | 3,084 | |
| | Employment | 520,689 | 0 | 7,542 | 14,043 | 29,520 | 51,105 | 104,419 | 85,939 | 241,463 | 279,226 | |
| 3300 Primary Metal Industries | Annual Payroll | 16,809,160 | 52,957 | 155,792 | 307,940 | 747,441 | 1,264,130 | 2,931,223 | 2,522,101 | 6,717,454 | 10,091,706 | |
| | Estimated Receipts | 71,744,114 | 249,357 | 860,519 | 1,504,104 | 3,527,767 | 6,141,747 | 13,167,956 | 10,790,121 | 30,099,824 | 41,644,290 | |
| | Firms | 5,504 | 334 | 927 | 714 | 766 | 2,741 | 1,576 | 711 | 5,028 | 476 | |
| | Establishments | 7,187 | 337 | 928 | 715 | 769 | 2,749 | 1,641 | 1,010 | 5,400 | 1,787 | |
| | Employment | 707,715 | 0 | 2,189 | 4,758 | 10,730 | 17,677 | 68,712 | 127,838 | 214,227 | 493,488 | |
| 3400 Fabricated Metal Products except Machinery | Annual Payroll | 26,694,780 | 67,388 | 59,493 | 127,220 | 285,561 | 539,662 | 1,992,002 | 3,942,338 | 6,474,002 | 20,220,778 | |
| | Estimated Receipts | 163,370,711 | 361,345 | 369,248 | 630,148 | 1,422,152 | 2,782,893 | 10,660,004 | 22,861,321 | 36,304,218 | 127,066,493 | |
| | Firms | 32,960 | 2,001 | 7,328 | 5,661 | 5,978 | 20,968 | 8,912 | 2,216 | 32,096 | 864 | |
| | Establishments | 37,082 | 2,004 | 7,330 | 5,666 | 5,997 | 20,997 | 9,289 | 3,234 | 33,520 | 3,562 | |
| | Employment | 1,496,276 | 0 | 17,024 | 38,522 | 82,487 | 138,033 | 366,228 | 344,291 | 848,552 | 647,724 | |
| Annual Payroll | | 47,459,949 | 156,656 | 396,976 | 960,527 | 2,213,747 | 3,727,906 | 10,576,229 | 10,309,037 | 24,613,172 | 22,846,777 | |
| | Estimated Receipts | 194,182,534 | 652,529 | 1,748,370 | 3,598,918 | 8,110,544 | 14,110,361 | 42,178,628 | 44,023,775 | 100,312,764 | 93,869,770 | |

| | | | | | | | | | | |
|--|-------------|---------|-----------|-----------|------------|------------|------------|------------|-------------|-------------|
| 3500 Industrial and Commercial Machinery and Computer Equipment | | | | | | | | | | |
| Firms | 52,435 | 3,830 | 15,366 | 10,362 | 9,433 | 38,991 | 10,224 | 2,211 | 51,426 | 1,009 |
| Establishments | 56,385 | 3,833 | 15,368 | 10,367 | 9,454 | 39,022 | 10,595 | 3,010 | 52,627 | 3,758 |
| Employment | 2,012,261 | 0 | 35,237 | 70,019 | 128,524 | 233,780 | 397,172 | 334,349 | 965,301 | 1,046,960 |
| Annual Payroll | 75,195,688 | 216,203 | 881,194 | 1,901,142 | 3,896,487 | 6,895,026 | 13,505,366 | 11,841,494 | 32,241,886 | 42,953,802 |
| Estimated Receipts | 300,434,535 | 791,713 | 2,949,871 | 5,807,273 | 11,633,356 | 21,182,213 | 45,076,702 | 48,204,549 | 114,463,464 | 185,971,071 |
| 3600 Electronic and Electrical Equipment and Components except Computers | | | | | | | | | | |
| Firms | 14,887 | 1,132 | 3,509 | 2,165 | 2,176 | 8,982 | 3,700 | 1,445 | 14,127 | 760 |
| Establishments | 18,180 | 1,132 | 3,512 | 2,168 | 2,185 | 8,997 | 3,817 | 1,908 | 14,722 | 3,458 |
| Employment | 1,670,687 | 0 | 7,846 | 14,510 | 29,892 | 52,248 | 162,792 | 252,920 | 467,960 | 1,202,727 |
| Annual Payroll | 63,591,801 | 101,096 | 226,801 | 414,053 | 864,991 | 1,606,941 | 4,785,745 | 7,786,757 | 14,179,443 | 49,412,358 |
| Estimated Receipts | 259,352,971 | 503,012 | 1,009,762 | 1,661,064 | 3,323,672 | 6,497,510 | 18,971,517 | 35,210,513 | 60,679,540 | 198,673,431 |
| 3700 Transportation Equipment | | | | | | | | | | |
| Firms | 9,846 | 877 | 2,787 | 1,553 | 1,394 | 6,611 | 1,993 | 753 | 9,357 | 489 |
| Establishments | 11,963 | 878 | 2,790 | 1,554 | 1,397 | 6,619 | 2,052 | 964 | 9,635 | 2,328 |
| Employment | 1,670,963 | 0 | 6,139 | 10,418 | 19,095 | 35,652 | 83,749 | 136,056 | 255,457 | 1,415,506 |
| Annual Payroll | 72,583,901 | 91,792 | 138,796 | 227,572 | 453,687 | 911,847 | 2,167,491 | 3,697,998 | 6,777,336 | 65,806,565 |
| Estimated Receipts | 477,486,872 | 645,576 | 702,316 | 1,116,425 | 2,061,188 | 4,525,505 | 10,151,958 | 20,118,238 | 34,795,701 | 442,691,171 |
| 3800 Measuring, Analyzing, Controlling Instruments and Photographic, Medical and Optical Goods, Watches and Clocks | | | | | | | | | | |
| Firms | 10,167 | 697 | 2,893 | 1,729 | 1,497 | 6,816 | 2,138 | 712 | 9,666 | 501 |
| Establishments | 11,891 | 699 | 2,897 | 1,731 | 1,508 | 6,835 | 2,211 | 947 | 9,993 | 1,898 |
| Employment | 902,431 | 0 | 6,473 | 11,551 | 20,559 | 38,583 | 87,506 | 111,803 | 237,892 | 664,539 |
| Annual Payroll | 38,181,442 | 61,140 | 205,106 | 346,259 | 668,170 | 1,280,675 | 2,991,284 | 3,916,656 | 8,188,615 | 29,992,827 |
| Estimated Receipts | 138,686,340 | 244,157 | 786,473 | 1,351,299 | 2,437,912 | 4,819,841 | 11,590,352 | 15,906,691 | 32,316,884 | 106,369,456 |
| 3900 Miscellaneous Manufacturing Industries | | | | | | | | | | |
| Firms | 17,564 | 1,912 | 6,606 | 3,320 | 2,354 | 14,192 | 2,545 | 603 | 17,340 | 224 |
| Establishments | 18,187 | 1,912 | 6,609 | 3,324 | 2,366 | 14,211 | 2,619 | 744 | 17,574 | 613 |
| Employment | 410,022 | 0 | 14,532 | 22,137 | 32,068 | 68,737 | 102,776 | 94,281 | 265,794 | 144,228 |
| Annual Payroll | 10,746,821 | 90,918 | 268,632 | 443,279 | 708,625 | 1,511,454 | 2,448,403 | 2,348,582 | 6,308,439 | 4,438,382 |

Table A.7 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995 (Receipts and Payroll in Thousands of Dollars)—Continued

| SIC Industry | Data Type | Total | Employment Size of Firm | | | | | | | | | |
|---|--------------------|-------------|-------------------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| | | | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | |
| 4100 Local and Suburban Transit and Interurban Highway Passenger Transportation | Estimated Receipts | 45,708,800 | 432,554 | 1,284,824 | 1,860,335 | 2,946,170 | 6,523,883 | 9,971,116 | 10,578,639 | 27,073,638 | 18,633,162 | |
| | Firms | 16,472 | 1,968 | 2,484 | 2,225 | 12,885 | 2,882 | 567 | 16,334 | 138 | | |
| | Establishments | 19,159 | 1,970 | 2,499 | 2,275 | 12,969 | 3,317 | 1,142 | 17,428 | 1,731 | | |
| | Employment | 413,207 | 0 | 12,079 | 30,429 | 59,155 | 116,004 | 91,804 | 266,963 | 146,244 | | |
| | Annual Payroll | 6,713,968 | 83,763 | 141,105 | 355,985 | 760,691 | 1,642,613 | 1,570,730 | 3,974,034 | 2,739,934 | | |
| 4200 Motor Freight Transportation and Warehousing | Estimated Receipts | 16,178,715 | 217,045 | 726,874 | 1,026,642 | 2,607,914 | 4,331,567 | 3,660,459 | 10,599,940 | 5,578,775 | | |
| | Firms | 109,049 | 16,491 | 16,280 | 11,273 | 96,736 | 9,984 | 1,671 | 108,391 | 658 | | |
| | Establishments | 125,306 | 16,511 | 16,397 | 11,548 | 97,213 | 11,721 | 4,588 | 113,522 | 11,784 | | |
| | Employment | 1,841,945 | 0 | 103,933 | 151,567 | 362,441 | 378,531 | 248,674 | 989,646 | 852,299 | | |
| | Annual Payroll | 50,882,896 | 439,490 | 1,967,918 | 3,410,110 | 8,000,119 | 9,347,211 | 6,598,052 | 23,945,382 | 26,937,514 | | |
| 4400 Water Transportation | Estimated Receipts | 174,574,430 | 1,646,644 | 12,834,084 | 14,083,263 | 38,940,465 | 34,296,067 | 21,863,239 | 95,099,771 | 79,474,659 | | |
| | Firms | 7,636 | 1,300 | 1,281 | 817 | 6,579 | 704 | 212 | 7,495 | 141 | | |
| | Establishments | 8,846 | 1,300 | 1,299 | 862 | 6,645 | 857 | 529 | 8,031 | 815 | | |
| | Employment | 172,179 | 0 | 6,612 | 10,747 | 25,758 | 26,473 | 29,761 | 81,992 | 90,187 | | |
| | Annual Payroll | 5,924,683 | 48,839 | 184,381 | 205,158 | 709,237 | 749,499 | 989,808 | 2,448,544 | 3,476,139 | | |
| 4500 Transportation by Air | Estimated Receipts | 31,890,063 | 218,528 | 1,133,470 | 1,423,976 | 4,036,344 | 4,025,749 | 5,531,494 | 13,593,387 | 18,296,476 | | |
| | Firms | 6,107 | 852 | 955 | 715 | 4,966 | 706 | 221 | 5,893 | 214 | | |
| | Establishments | 12,889 | 854 | 974 | 744 | 5,034 | 971 | 756 | 6,761 | 6,128 | | |
| | Employment | 804,763 | 0 | 5,123 | 9,496 | 20,953 | 27,813 | 37,136 | 85,902 | 718,861 | | |
| | Annual Payroll | 27,781,587 | 48,329 | 121,208 | 225,059 | 541,763 | 710,614 | 1,095,544 | 2,347,921 | 25,433,666 | | |
| Estimated Receipts | 143,690,249 | 207,341 | 880,927 | 1,137,997 | 3,050,464 | 3,717,963 | 5,784,838 | 12,553,265 | 13,113,984 | | | |

Table A.7 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995 (Receipts and Payroll in Thousands of Dollars)—Continued

| SIC Industry | Data Type | Total | Employment Size of Firm | | | | | | | | | |
|--|--------------------|-------------|-------------------------|------------|------------|------------|-------------|-------------|-------------|-------------|-------------|--|
| | | | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | |
| 5200 Building Materials, Hardware, Garden Supply, and Mobile Homes | Firms | 49,597 | 3,942 | 19,977 | 12,218 | 7,808 | 43,945 | 4,859 | 594 | 49,398 | 199 | |
| | Establishments | 65,005 | 3,977 | 20,035 | 12,438 | 8,464 | 44,914 | 7,631 | 3,273 | 55,818 | 9,187 | |
| | Employment | 768,232 | 0 | 46,446 | 80,948 | 102,040 | 229,434 | 157,608 | 70,971 | 458,013 | 310,219 | |
| | Annual Payroll | 15,486,370 | 100,960 | 763,639 | 1,430,139 | 1,968,265 | 4,263,003 | 3,438,752 | 1,624,518 | 9,326,273 | 6,160,097 | |
| | Estimated Receipts | 125,179,245 | 812,349 | 7,043,990 | 11,433,420 | 14,938,582 | 34,228,341 | 27,199,751 | 12,827,017 | 74,255,109 | 50,924,136 | |
| 5300 General Merchandise Stores | Firms | 11,334 | 1,610 | 5,444 | 2,083 | 1,098 | 10,235 | 775 | 158 | 11,168 | 166 | |
| | Establishments | 37,591 | 1,619 | 5,478 | 2,118 | 1,196 | 10,411 | 1,214 | 879 | 12,504 | 2,5087 | |
| | Employment | 2,497,289 | 0 | 11,822 | 13,628 | 14,296 | 39,746 | 27,001 | 23,892 | 90,639 | 2,406,650 | |
| | Annual Payroll | 35,422,943 | 31,802 | 120,779 | 139,586 | 153,270 | 445,437 | 334,464 | 304,989 | 1,084,890 | 34,338,053 | |
| | Estimated Receipts | 296,236,728 | 415,230 | 1,345,221 | 1,333,341 | 1,358,520 | 4,452,312 | 3,220,065 | 2,946,924 | 10,619,301 | 285,617,427 | |
| 5400 Food Stores | Firms | 131,680 | 16,726 | 58,163 | 25,942 | 16,182 | 117,013 | 12,167 | 1,937 | 131,117 | 563 | |
| | Establishments | 184,509 | 16,802 | 58,349 | 26,369 | 17,183 | 118,703 | 17,100 | 8,743 | 144,546 | 39,963 | |
| | Employment | 3,353,859 | 0 | 127,701 | 171,289 | 213,563 | 512,553 | 444,396 | 283,822 | 1,240,771 | 2,113,088 | |
| | Annual Payroll | 47,634,127 | 327,433 | 1,297,952 | 1,626,197 | 2,086,693 | 5,338,275 | 5,047,651 | 3,697,712 | 14,083,638 | 33,550,489 | |
| | Estimated Receipts | 409,855,204 | 2,938,131 | 17,667,626 | 16,824,042 | 18,915,132 | 56,344,931 | 45,460,842 | 34,029,692 | 135,835,465 | 274,019,739 | |
| 5500 Automotive Dealers and Gasoline Service Stations | Firms | 142,899 | 11,597 | 58,249 | 30,357 | 19,273 | 119,476 | 20,047 | 3,013 | 142,536 | 363 | |
| | Establishments | 201,618 | 11,685 | 58,530 | 31,089 | 21,194 | 122,498 | 29,377 | 14,897 | 166,772 | 34,846 | |
| | Employment | 2,236,364 | 0 | 131,895 | 200,526 | 252,551 | 584,972 | 803,581 | 423,821 | 1,812,374 | 423,990 | |
| | Annual Payroll | 52,993,126 | 473,584 | 2,038,393 | 3,216,802 | 4,567,607 | 10,296,386 | 22,164,865 | 12,471,415 | 44,932,666 | 8,060,460 | |
| | Estimated Receipts | 672,747,654 | 6,250,666 | 33,673,415 | 42,603,178 | 58,087,825 | 140,617,084 | 292,490,140 | 161,131,154 | 594,238,378 | 78,509,276 | |

| | | | | | | | | | | |
|---|-------------|-----------|------------|------------|------------|-------------|------------|------------|-------------|-------------|
| 5600 Apparel and Accessory Stores | | | | | | | | | | |
| Firms | 57,323 | 6,414 | 30,419 | 11,899 | 5,091 | 53,823 | 2,670 | 502 | 56,995 | 328 |
| Establishments | 136,699 | 6,466 | 31,340 | 12,629 | 6,673 | 57,108 | 7,335 | 7,077 | 71,520 | 65,179 |
| Employment | 1,253,051 | 0 | 66,954 | 76,959 | 65,540 | 209,453 | 91,287 | 74,467 | 375,207 | 877,844 |
| Annual Payroll | 16,502,419 | 96,835 | 737,890 | 904,669 | 889,329 | 2,628,723 | 1,353,714 | 1,081,935 | 5,064,372 | 11,438,047 |
| Estimated Receipts | 110,277,911 | 743,679 | 6,239,184 | 7,008,256 | 7,282,657 | 21,273,776 | 10,536,444 | 7,025,336 | 38,835,556 | 71,442,355 |
| 5700 Home Furniture, Furnishings, and Equipment Stores | | | | | | | | | | |
| Firms | 85,422 | 9,043 | 42,825 | 18,842 | 9,301 | 80,011 | 4,597 | 551 | 85,159 | 263 |
| Establishments | 118,503 | 9,125 | 43,101 | 19,496 | 10,908 | 82,630 | 9,172 | 4,278 | 96,080 | 22,423 |
| Employment | 916,191 | 0 | 94,827 | 122,629 | 120,191 | 337,647 | 150,348 | 74,629 | 562,624 | 353,567 |
| Annual Payroll | 17,499,138 | 218,390 | 1,520,534 | 2,143,375 | 2,367,879 | 6,250,178 | 3,268,844 | 1,680,363 | 11,199,385 | 6,299,753 |
| Estimated Receipts | 124,777,775 | 1,797,365 | 13,662,847 | 16,305,447 | 16,926,743 | 48,692,402 | 23,455,663 | 10,378,603 | 82,526,668 | 42,251,107 |
| 5800 Eating and Drinking Places | | | | | | | | | | |
| Firms | 354,188 | 53,026 | 110,125 | 67,354 | 57,149 | 287,654 | 59,683 | 5,872 | 353,209 | 979 |
| Establishments | 462,122 | 53,247 | 110,419 | 67,927 | 58,649 | 290,242 | 70,667 | 27,084 | 387,993 | 74,129 |
| Employment | 7,302,917 | 0 | 256,538 | 451,182 | 781,155 | 1,488,875 | 2,264,651 | 1,038,890 | 4,792,416 | 2,510,501 |
| Annual Payroll | 69,302,480 | 1,592,192 | 2,307,602 | 3,500,599 | 6,155,497 | 13,555,890 | 20,080,737 | 9,524,609 | 43,161,236 | 26,141,244 |
| Estimated Receipts | 237,772,588 | 5,904,400 | 13,998,363 | 15,600,846 | 23,724,752 | 59,228,361 | 70,236,646 | 30,682,518 | 160,147,525 | 77,625,063 |
| 5900 Miscellaneous Retail | | | | | | | | | | |
| Firms | 272,023 | 33,402 | 141,449 | 56,010 | 25,734 | 256,595 | 12,681 | 1,819 | 271,095 | 928 |
| Establishments | 365,026 | 33,876 | 142,239 | 57,900 | 29,839 | 263,854 | 24,764 | 12,528 | 301,146 | 63,880 |
| Employment | 2,758,714 | 0 | 307,127 | 364,449 | 331,627 | 1,003,203 | 410,915 | 218,484 | 1,632,602 | 1,126,112 |
| Annual Payroll | 45,232,585 | 587,170 | 4,076,582 | 5,147,666 | 5,128,587 | 14,940,005 | 6,857,303 | 3,875,973 | 25,673,281 | 19,559,304 |
| Estimated Receipts | 315,884,539 | 4,211,989 | 35,744,394 | 36,354,456 | 35,024,741 | 111,335,580 | 46,910,680 | 26,016,519 | 184,262,779 | 131,621,760 |
| 6000 Depository Institutions | | | | | | | | | | |
| Firms | 23,905 | 563 | 6,979 | 3,515 | 3,739 | 14,796 | 7,037 | 1,621 | 23,454 | 451 |
| Establishments | 104,759 | 587 | 7,058 | 3,705 | 4,815 | 16,165 | 17,756 | 14,431 | 48,352 | 56,407 |
| Employment | 2,084,810 | 0 | 16,280 | 23,530 | 51,944 | 91,754 | 304,801 | 291,849 | 688,404 | 1,396,406 |
| Annual Payroll | 62,719,944 | 40,440 | 297,513 | 545,815 | 1,308,853 | 2,192,621 | 7,708,440 | 8,174,111 | 18,075,172 | 44,644,772 |
| Estimated Receipts | 583,965,169 | 800,410 | 2,052,116 | 3,956,512 | 10,547,135 | 17,356,173 | 71,538,066 | 92,870,722 | 181,764,361 | 402,200,208 |
| 6100 Nondepository Credit Institutions | | | | | | | | | | |
| Firms | 20,486 | 3,476 | 9,902 | 3,093 | 1,560 | 18,031 | 1,435 | 522 | 19,988 | 498 |
| Establishments | 45,871 | 3,482 | 9,978 | 3,230 | 1,866 | 18,556 | 3,053 | 2,342 | 23,951 | 21,920 |
| Employment | 513,112 | 0 | 20,784 | 19,731 | 20,334 | 60,849 | 51,006 | 47,876 | 159,731 | 353,381 |
| Annual Payroll | 19,472,963 | 171,638 | 640,575 | 662,045 | 722,583 | 2,196,841 | 1,904,365 | 1,798,311 | 5,899,517 | 13,573,446 |
| Estimated Receipts | 157,591,794 | 1,021,682 | 3,924,299 | 3,516,334 | 3,722,964 | 12,189,279 | 11,999,391 | 12,443,973 | 36,632,643 | 120,959,151 |

Table A.7 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995 (Receipts and Payroll in Thousands of Dollars)—Continued

| SIC Industry | Data Type | Total | Employment Size of Firm | | | | | | | | | |
|---|--------------------|-------------|-------------------------|------------|------------|------------|------------|------------|------------|-------------|-------------|--|
| | | | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | |
| 6200 Security and Commodity Brokers, Dealers, Exchanges, and Services | Firms | 23,079 | 4,043 | 12,976 | 2,676 | 1,414 | 21,109 | 1,212 | 371 | 22,692 | 387 | |
| | Establishments | 41,345 | 4,046 | 13,013 | 2,748 | 1,113 | 21,372 | 1,769 | 1,113 | 24,254 | 17,091 | |
| | Employment | 535,278 | 0 | 24,572 | 17,140 | 18,549 | 60,261 | 44,293 | 46,615 | 151,169 | 384,109 | |
| | Annual Payroll | 46,392,061 | 392,945 | 1,188,198 | 1,221,415 | 1,624,633 | 4,427,191 | 4,253,216 | 4,446,750 | 13,127,157 | 33,264,904 | |
| | Estimated Receipts | 134,882,364 | 1,167,563 | 4,297,288 | 3,233,200 | 4,486,438 | 13,184,489 | 11,273,494 | 12,749,404 | 37,207,387 | 97,674,977 | |
| 6300 Insurance Carriers | Firms | 7,102 | 955 | 2,594 | 1,010 | 633 | 5,192 | 944 | 456 | 6,592 | 510 | |
| | Establishments | 41,305 | 958 | 2,604 | 1,035 | 691 | 5,288 | 1,251 | 1,668 | 8,207 | 33,098 | |
| | Employment | 1,491,594 | 0 | 5,551 | 6,532 | 8,245 | 20,328 | 38,883 | 79,610 | 138,821 | 1,352,773 | |
| | Annual Payroll | 56,417,097 | 127,778 | 143,744 | 185,718 | 290,545 | 747,785 | 1,418,435 | 2,959,461 | 5,125,681 | 51,291,416 | |
| | Estimated Receipts | 902,155,883 | 1,092,795 | 2,582,132 | 2,546,565 | 3,953,752 | 10,175,244 | 19,336,865 | 45,452,265 | 74,964,374 | 827,191,509 | |
| 6400 Insurance Agents, Brokers, and Service | Firms | 115,497 | 10,426 | 77,537 | 16,525 | 6,390 | 110,878 | 3,709 | 528 | 115,115 | 382 | |
| | Establishments | 125,879 | 10,444 | 77,683 | 16,995 | 7,603 | 112,725 | 6,341 | 2,283 | 121,349 | 4,530 | |
| | Employment | 681,634 | 0 | 155,561 | 104,989 | 83,413 | 343,963 | 126,239 | 62,873 | 533,075 | 148,559 | |
| | Annual Payroll | 23,068,388 | 297,286 | 3,343,063 | 3,006,999 | 2,922,190 | 9,569,538 | 4,894,895 | 2,424,431 | 16,888,864 | 6,179,524 | |
| | Estimated Receipts | 62,111,210 | 806,607 | 13,493,894 | 8,078,362 | 7,163,550 | 29,542,413 | 11,820,153 | 5,862,574 | 47,225,140 | 14,886,070 | |
| 6500 Real Estate | Firms | 226,123 | 30,668 | 140,266 | 29,452 | 13,839 | 214,225 | 9,160 | 1,859 | 225,244 | 879 | |
| | Establishments | 246,998 | 30,781 | 140,713 | 30,349 | 15,687 | 217,530 | 14,236 | 6,626 | 238,392 | 8,606 | |
| | Employment | 1,416,413 | 0 | 261,149 | 189,294 | 180,352 | 630,795 | 329,771 | 234,120 | 1,194,686 | 221,727 | |
| | Annual Payroll | 33,582,985 | 927,668 | 5,018,427 | 4,006,820 | 4,112,235 | 14,065,150 | 7,528,675 | 5,638,114 | 27,231,939 | 6,351,046 | |
| | Estimated Receipts | 171,362,951 | 5,104,434 | 41,852,987 | 25,079,583 | 21,132,582 | 93,169,586 | 32,788,441 | 20,756,959 | 146,714,986 | 24,647,965 | |
| 6700 Holding and Other Investment Offices | Firms | 21,690 | 3,424 | 10,189 | 1,958 | 1,255 | 16,826 | 1,851 | 1,386 | 20,063 | 1,627 | |
| | Establishments | 23,322 | 3,426 | 10,207 | 2,002 | 1,318 | 16,953 | 2,068 | 1,599 | 20,620 | 2,702 | |

| | | | | | | | | | | |
|---|-------------|-----------|------------|------------|------------|------------|------------|------------|-------------|-------------|
| Employment | 261,989 | 0 | 17,819 | 12,290 | 14,847 | 44,956 | 39,428 | 52,399 | 136,783 | 125,206 |
| Annual Payroll | 14,229,419 | 294,514 | 657,454 | 581,565 | 698,925 | 2,232,458 | 1,629,839 | 2,429,344 | 6,291,641 | 7,937,778 |
| Estimated Receipts | 82,113,623 | 1,758,084 | 7,431,631 | 3,648,769 | 4,798,349 | 17,636,833 | 10,334,826 | 15,012,186 | 42,983,845 | 39,152,391 |
| 7000 Hotels, Rooming Houses, Camps, and Other Lodging Places | | | | | | | | | | |
| Firms | 46,734 | 7,663 | 16,784 | 6,660 | 6,223 | 37,330 | 7,013 | 1,864 | 46,207 | 527 |
| Establishments | 54,794 | 7,685 | 16,828 | 6,757 | 6,422 | 37,692 | 7,903 | 3,052 | 48,647 | 6,147 |
| Employment | 1,601,969 | 0 | 34,262 | 44,304 | 84,736 | 163,302 | 272,335 | 316,939 | 752,576 | 849,393 |
| Annual Payroll | 24,954,293 | 346,813 | 452,405 | 501,401 | 878,712 | 2,179,331 | 3,063,588 | 4,231,919 | 9,474,838 | 15,479,455 |
| Estimated Receipts | 83,807,976 | 1,160,274 | 2,924,974 | 2,379,917 | 3,778,443 | 10,243,608 | 11,702,044 | 13,680,786 | 35,626,438 | 48,181,538 |
| 7200 Personal Services | | | | | | | | | | |
| Firms | 173,779 | 20,550 | 97,025 | 32,441 | 15,422 | 165,438 | 7,459 | 702 | 173,599 | 180 |
| Establishments | 203,920 | 20,636 | 97,537 | 33,644 | 17,907 | 169,724 | 14,169 | 5,332 | 189,225 | 14,695 |
| Employment | 1,297,911 | 0 | 202,053 | 211,046 | 201,703 | 614,802 | 259,332 | 112,383 | 986,517 | 311,394 |
| Annual Payroll | 17,116,688 | 325,253 | 2,283,700 | 2,596,230 | 2,664,413 | 7,869,596 | 3,616,961 | 1,699,768 | 13,186,325 | 3,930,363 |
| Estimated Receipts | 49,944,569 | 956,382 | 9,459,951 | 7,897,726 | 7,294,842 | 25,608,901 | 9,340,201 | 4,481,641 | 39,430,743 | 10,513,826 |
| 7300 Business Services | | | | | | | | | | |
| Firms | 304,677 | 54,272 | 141,208 | 44,714 | 27,974 | 268,168 | 26,542 | 7,369 | 302,079 | 2,598 |
| Establishments | 356,436 | 54,364 | 141,471 | 45,199 | 29,321 | 270,355 | 32,090 | 15,347 | 317,792 | 38,644 |
| Employment | 6,951,775 | 0 | 279,226 | 293,140 | 373,860 | 946,226 | 1,056,587 | 1,335,825 | 3,338,638 | 3,613,137 |
| Annual Payroll | 164,548,994 | 2,220,486 | 7,114,564 | 7,060,566 | 9,478,570 | 25,874,186 | 26,426,062 | 27,941,167 | 80,241,415 | 84,307,579 |
| Estimated Receipts | 385,541,262 | 5,457,826 | 27,419,833 | 22,661,430 | 27,485,035 | 83,024,124 | 67,515,967 | 60,905,375 | 211,445,466 | 174,095,796 |
| 7500 Automotive Repair, Services, and Parking | | | | | | | | | | |
| Firms | 159,208 | 17,896 | 89,375 | 31,921 | 12,956 | 152,148 | 6,070 | 738 | 158,956 | 252 |
| Establishments | 182,675 | 18,027 | 89,531 | 32,518 | 14,249 | 154,325 | 9,798 | 4,338 | 168,461 | 14,214 |
| Employment | 1,023,362 | 0 | 193,536 | 205,330 | 166,587 | 565,453 | 191,918 | 72,850 | 830,221 | 193,141 |
| Annual Payroll | 20,692,801 | 385,240 | 3,353,866 | 4,094,557 | 3,550,106 | 11,383,769 | 3,580,104 | 1,396,417 | 16,360,290 | 4,332,511 |
| Estimated Receipts | 85,338,933 | 1,542,155 | 16,758,072 | 14,892,834 | 12,156,880 | 45,349,941 | 13,437,964 | 6,403,484 | 65,191,389 | 20,147,544 |
| 7600 Miscellaneous Repair Services | | | | | | | | | | |
| Firms | 69,338 | 7,835 | 40,400 | 11,844 | 5,583 | 65,662 | 2,923 | 427 | 69,012 | 326 |
| Establishments | 73,909 | 7,837 | 40,432 | 11,951 | 5,837 | 66,057 | 3,603 | 1,073 | 70,733 | 3,176 |
| Employment | 459,551 | 0 | 82,031 | 76,480 | 72,263 | 230,774 | 91,576 | 37,323 | 359,673 | 99,878 |
| Annual Payroll | 11,960,344 | 152,653 | 1,443,593 | 1,596,562 | 1,806,000 | 4,998,808 | 2,590,387 | 1,163,427 | 8,752,622 | 3,207,722 |
| Estimated Receipts | 37,921,871 | 488,112 | 6,421,015 | 5,321,114 | 5,711,165 | 17,941,406 | 7,689,199 | 3,387,905 | 29,018,510 | 8,903,361 |
| 7800 Motion Pictures | | | | | | | | | | |
| Firms | 32,190 | 5,906 | 15,002 | 5,796 | 3,052 | 29,756 | 1,989 | 293 | 32,038 | 152 |
| Establishments | 43,372 | 5,928 | 15,114 | 5,978 | 3,629 | 30,649 | 3,898 | 1,877 | 36,424 | 6,948 |

Table A.7 Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Firm Size and Industry (Two-Digit SIC Code), 1995 (Receipts and Payroll in Thousands of Dollars)—Continued

| SIC Industry | Data Type | Total | Employment Size of Firm | | | | | | | | | |
|--|--------------------|-------------|-------------------------|------------|------------|------------|-------------|------------|------------|-------------|-------------|--|
| | | | 0 | 1-4 | 5-9 | 10-19 | 0-19 | 20-99 | 100-499 | 0-499 | 500+ | |
| 7900 Amusement and Recreation Services | Employment | 519,306 | 0 | 31,168 | 37,700 | 40,272 | 109,140 | 69,865 | 44,422 | 223,427 | 295,879 | |
| | Annual Payroll | 11,575,741 | 530,384 | 1,210,819 | 610,583 | 715,242 | 3,067,028 | 1,376,218 | 1,271,417 | 5,714,663 | 5,861,078 | |
| | Estimated Receipts | 55,357,944 | 1,992,356 | 3,521,214 | 2,454,019 | 3,461,509 | 11,429,098 | 7,512,286 | 7,639,135 | 26,580,519 | 28,777,425 | |
| | Firms | 87,961 | 18,978 | 33,270 | 13,265 | 9,997 | 75,510 | 10,453 | 1,565 | 87,528 | 433 | |
| | Establishments | 93,999 | 18,996 | 33,355 | 13,389 | 10,250 | 75,990 | 11,379 | 2,610 | 89,979 | 4,020 | |
| | Employment | 1,345,909 | 0 | 68,597 | 87,712 | 134,837 | 291,146 | 409,453 | 248,926 | 949,525 | 396,384 | |
| 8000 Health Services | Annual Payroll | 26,169,506 | 1,148,613 | 2,167,825 | 1,411,695 | 1,850,697 | 6,578,830 | 6,399,038 | 5,990,734 | 18,968,602 | 7,200,904 | |
| | Estimated Receipts | 79,800,826 | 3,429,220 | 7,574,543 | 5,542,716 | 6,833,256 | 23,379,735 | 19,150,406 | 14,445,785 | 56,975,926 | 22,824,900 | |
| | Firms | 425,349 | 31,066 | 207,880 | 105,391 | 43,423 | 387,760 | 25,479 | 9,028 | 422,267 | 3,082 | |
| | Establishments | 481,220 | 31,156 | 208,660 | 107,350 | 47,407 | 394,573 | 34,460 | 19,801 | 448,834 | 32,386 | |
| | Employment | 10,991,224 | 0 | 474,931 | 684,463 | 565,825 | 1,725,219 | 1,035,331 | 1,709,826 | 4,470,376 | 6,520,848 | |
| | Annual Payroll | 320,574,983 | 2,389,167 | 18,084,042 | 23,828,919 | 23,300,035 | 67,602,163 | 34,958,573 | 37,542,546 | 140,103,282 | 180,471,701 | |
| 8100 Legal Services | Estimated Receipts | 710,123,162 | 5,361,117 | 53,857,984 | 54,935,899 | 47,329,277 | 161,484,277 | 71,252,527 | 82,698,455 | 315,435,259 | 394,687,903 | |
| | Firms | 158,946 | 14,584 | 104,556 | 22,107 | 10,251 | 151,498 | 6,536 | 798 | 158,832 | 114 | |
| | Establishments | 164,143 | 14,597 | 104,665 | 22,361 | 10,787 | 152,410 | 8,629 | 2,399 | 163,438 | 705 | |
| | Employment | 961,585 | 0 | 197,671 | 142,678 | 135,648 | 475,997 | 242,692 | 155,256 | 873,945 | 87,640 | |
| | Annual Payroll | 43,235,318 | 763,150 | 5,757,546 | 4,924,106 | 5,824,251 | 17,269,053 | 12,454,671 | 8,425,582 | 38,149,306 | 5,086,012 | |
| | Estimated Receipts | 110,747,741 | 1,950,859 | 21,210,791 | 13,363,893 | 13,278,270 | 49,803,813 | 27,373,643 | 20,115,974 | 97,293,430 | 13,454,311 | |
| 8200 Educational Services | Firms | 41,106 | 4,451 | 13,218 | 5,740 | 5,286 | 28,695 | 9,240 | 2,372 | 40,307 | 799 | |
| | Establishments | 46,518 | 4,454 | 13,269 | 5,787 | 5,422 | 28,932 | 10,316 | 4,801 | 44,049 | 2,469 | |
| | Employment | 2,072,867 | 0 | 27,747 | 38,373 | 73,380 | 139,500 | 388,083 | 426,220 | 953,803 | 1,119,064 | |
| | Annual Payroll | 41,983,623 | 156,856 | 509,937 | 587,557 | 1,153,102 | 2,407,452 | 6,636,677 | 7,996,094 | 17,040,223 | 24,943,400 | |
| | Estimated Receipts | 112,282,564 | 459,828 | 1,871,385 | 1,822,806 | 3,226,116 | 7,380,135 | 18,615,929 | 23,736,027 | 49,732,091 | 62,550,473 | |
| | Firms | 115,682 | 10,757 | 44,090 | 20,540 | 17,656 | 93,043 | 17,349 | 4,492 | 114,884 | 798 | |

| | | | | | | | | | | |
|---|-------------|-----------|------------|------------|------------|------------|------------|------------|-------------|-------------|
| Establishments | 157,675 | 10,814 | 44,187 | 20,744 | 18,593 | 94,338 | 27,410 | 23,649 | 145,397 | 12,278 |
| Employment | 2,305,161 | 0 | 93,368 | 137,665 | 240,690 | 471,723 | 670,639 | 730,768 | 1,873,130 | 432,031 |
| Annual Payroll | 33,157,507 | 266,706 | 1,214,015 | 1,764,851 | 3,090,440 | 6,336,012 | 9,611,056 | 10,911,224 | 26,858,292 | 6,299,215 |
| Estimated Receipts | 86,071,059 | 702,107 | 4,400,116 | 4,865,524 | 8,042,793 | 18,010,540 | 24,358,648 | 28,750,360 | 71,119,548 | 14,951,515 |
| 8400 Museums, Art Galleries, and Botanical and Zoological Gardens | | | | | | | | | | |
| Firms | 3,477 | 311 | 1,471 | 550 | 398 | 2,730 | 581 | 146 | 3,457 | 20 |
| Establishments | 3,816 | 313 | 1,476 | 564 | 434 | 2,787 | 701 | 282 | 3,770 | 46 |
| Employment | 76,760 | 0 | 3,082 | 3,601 | 5,285 | 11,968 | 23,280 | 28,096 | 63,344 | 13,416 |
| Annual Payroll | 1,511,244 | 4,557 | 47,501 | 55,021 | 83,431 | 190,510 | 414,464 | 567,903 | 1,172,877 | 338,367 |
| Estimated Receipts | 4,160,533 | 12,462 | 172,965 | 179,713 | 261,578 | 626,718 | 1,162,230 | 1,476,066 | 3,265,014 | 895,519 |
| 8600 Membership Organizations | | | | | | | | | | |
| Firms | 238,430 | 11,287 | 131,044 | 49,886 | 25,120 | 217,337 | 18,894 | 1,940 | 238,171 | 259 |
| Establishments | 243,883 | 11,294 | 131,075 | 49,988 | 25,456 | 217,813 | 20,385 | 3,895 | 242,093 | 1,790 |
| Employment | 2,158,938 | 0 | 281,202 | 324,405 | 334,202 | 939,809 | 702,527 | 322,018 | 1,964,354 | 194,584 |
| Annual Payroll | 31,316,974 | 662,836 | 3,264,266 | 3,713,358 | 4,208,001 | 11,848,461 | 9,834,792 | 5,685,446 | 27,368,699 | 3,948,275 |
| Estimated Receipts | 110,069,459 | 2,337,695 | 15,603,874 | 14,331,231 | 15,513,605 | 47,786,405 | 31,292,810 | 17,980,920 | 97,060,135 | 13,009,324 |
| 8700 Engineering, Accounting, Research, Management and Related Services | | | | | | | | | | |
| Firms | 251,371 | 38,565 | 134,249 | 37,883 | 20,189 | 230,886 | 15,413 | 3,392 | 249,691 | 1,680 |
| Establishments | 270,759 | 38,595 | 134,428 | 38,286 | 21,207 | 232,516 | 19,523 | 8,003 | 260,042 | 10,717 |
| Employment | 2,842,736 | 0 | 265,397 | 245,725 | 266,736 | 777,858 | 574,824 | 480,897 | 1,833,579 | 1,009,157 |
| Annual Payroll | 110,827,532 | 1,871,983 | 8,158,926 | 8,084,380 | 9,998,327 | 28,113,616 | 22,178,256 | 16,598,826 | 66,890,698 | 43,936,834 |
| Estimated Receipts | 265,213,896 | 4,620,455 | 24,809,706 | 19,970,062 | 23,309,074 | 72,709,297 | 51,423,372 | 39,250,177 | 163,382,846 | 101,831,050 |
| 8900 Services n.e.c. | | | | | | | | | | |
| Firms | 13,848 | 2,741 | 7,660 | 1,638 | 879 | 12,918 | 684 | 130 | 13,732 | 116 |
| Establishments | 14,896 | 2,745 | 7,684 | 1,662 | 955 | 13,046 | 949 | 328 | 14,323 | 573 |
| Employment | 100,590 | 0 | 13,771 | 10,685 | 11,719 | 36,175 | 24,226 | 12,249 | 72,650 | 27,940 |
| Annual Payroll | 4,773,891 | 167,209 | 674,869 | 372,676 | 435,650 | 1,650,404 | 932,266 | 487,038 | 3,069,708 | 1,704,183 |
| Estimated Receipts | 12,430,287 | 433,375 | 1,776,888 | 979,027 | 1,110,392 | 4,299,682 | 2,436,997 | 1,262,295 | 7,998,574 | 4,431,313 |

NA = Not Available.

n.e.c. = not elsewhere classified.

Note: For industry data, a firm is defined as an aggregation of all establishments owned by a parent company within an industry. Establishments are locations with active payroll in any quarter. Employment is measured in March; thus, some firms will have zero employment and some annual payroll.

Source: U.S. Small Business Administration, Office of Advocacy, based on data provided by the U.S. Department of Commerce, Bureau of the Census.

Table A.8 *Employment by Firm Size and Major Industrial Sector, 1988–1995 (Percent)*

| Industrial Sector | Number of Employees | Employment Size of Firm | | | | | | | | |
|---|---------------------|-------------------------|------|-------|------|-------|---------|------|------|--|
| | | 0-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | 500+ | | |
| Total | | | | | | | | | | |
| 1995 | 100,314,946 | 5.4 | 6.4 | 7.7 | 19.5 | 18.4 | 14.6 | 52.5 | 47.5 | |
| 1994 | 96,721,594 | 5.5 | 6.5 | 7.8 | 19.8 | 18.3 | 14.6 | 52.7 | 47.3 | |
| 1993 | 94,773,913 | 5.5 | 6.7 | 7.9 | 20.1 | 18.4 | 14.6 | 53.1 | 46.9 | |
| 1992 | 92,825,797 | 5.6 | 6.7 | 8.0 | 20.2 | 18.4 | 14.3 | 53.0 | 47.0 | |
| 1991 | 92,307,559 | 5.6 | 6.7 | 8.0 | 20.3 | 18.6 | 14.2 | 53.1 | 46.9 | |
| 1990 | 93,469,275 | 5.5 | 6.7 | 8.1 | 20.2 | 18.9 | 14.5 | 53.7 | 46.3 | |
| 1989 | 91,626,094 | 5.5 | 6.7 | 8.1 | 20.3 | 18.9 | 14.6 | 53.9 | 46.1 | |
| 1988 | 87,844,303 | 5.7 | 6.9 | 8.3 | 20.9 | 19.2 | 14.5 | 54.5 | 45.5 | |
| Agricultural Services, Forestry, and Fishing | | | | | | | | | | |
| 1995 | 630,287 | 16.5 | 20.1 | 20.7 | 57.3 | 23.3 | 8.3 | 88.9 | 11.1 | |
| 1994 | 586,155 | 17.0 | 20.5 | 20.8 | 58.3 | 22.5 | 8.6 | 89.3 | 10.7 | |
| 1993 | 588,556 | 16.2 | 19.8 | 21.1 | 57.1 | 24.9 | 8.8 | 90.8 | 9.2 | |
| 1992 | 593,811 | 16.1 | 19.4 | 20.4 | 55.9 | NA | NA | 88.2 | 11.8 | |
| 1991 | 545,156 | 16.6 | 20.1 | 20.3 | 56.9 | 23.7 | 8.8 | 89.5 | 10.5 | |
| 1990 | 534,125 | 16.2 | 19.8 | 20.0 | 56.0 | 23.9 | 9.5 | 89.4 | 10.6 | |
| 1989 | 498,774 | 16.4 | 19.7 | 19.6 | 55.7 | 23.5 | 9.4 | 88.6 | 11.4 | |
| 1988 | 471,827 | 16.6 | 19.5 | 19.3 | 55.4 | 22.1 | 9.5 | 87.0 | 13.0 | |
| Mining | | | | | | | | | | |
| 1995 | 627,531 | 3.2 | 3.6 | 5.4 | 12.2 | 14.6 | 12.0 | 38.7 | 61.3 | |
| 1994 | 607,745 | 3.4 | 3.8 | 5.6 | 12.9 | 15.0 | 12.8 | 40.7 | 59.3 | |
| 1993 | 608,309 | 3.5 | 4.0 | 5.7 | 13.2 | 15.4 | 12.4 | 40.9 | 59.1 | |
| 1992 | 650,241 | 3.4 | 3.7 | 5.5 | 12.6 | 14.8 | 12.2 | 39.6 | 60.4 | |
| 1991 | 716,425 | 3.1 | 3.7 | 5.6 | 12.4 | 15.3 | 13.4 | 41.1 | 58.9 | |
| 1990 | 723,420 | 3.0 | 3.6 | 5.7 | 12.3 | 15.4 | 12.1 | 39.8 | 60.2 | |
| 1989 | 713,360 | 3.0 | 3.7 | 5.7 | 12.4 | 15.5 | 11.5 | 39.4 | 60.6 | |
| 1988 | 736,777 | 3.0 | 3.7 | 5.8 | 12.5 | 15.8 | 11.1 | 39.4 | 60.6 | |

| | | | | | | | | | | | |
|---|------------------------|------------|------------|------|------|------|------|------|------|------|------|
| Construction | 1995 | 5,040,598 | 12.8 | 14.5 | 16.6 | 43.9 | 31.6 | 13.8 | 89.3 | 10.7 | |
| | 1994 | 4,710,200 | 13.2 | 14.9 | 16.8 | 45.0 | 30.8 | 13.2 | 89.0 | 11.0 | |
| | 1993 | 4,525,346 | 13.4 | 15.2 | 17.0 | 45.7 | 30.7 | 12.5 | 88.9 | 11.1 | |
| | 1992 | 4,501,728 | 13.5 | 15.1 | 16.8 | 45.3 | 30.6 | 12.7 | 88.6 | 11.4 | |
| | 1991 | 4,680,166 | 12.9 | 14.5 | 16.4 | 43.7 | 30.4 | 13.5 | 87.6 | 12.4 | |
| | 1990 | 5,258,524 | 11.5 | 13.8 | 16.1 | 41.3 | 31.6 | 15.1 | 88.0 | 12.0 | |
| | 1989 | 5,135,544 | 11.5 | 13.9 | 16.4 | 41.7 | 31.9 | 14.8 | 88.5 | 11.5 | |
| | 1988 | 4,995,795 | 11.5 | 14.0 | 16.5 | 42.0 | 31.7 | 14.8 | 88.5 | 11.5 | |
| | Manufacturing | 1995 | 18,611,108 | 1.2 | 2.2 | 3.8 | 7.2 | 14.7 | 16.5 | 38.5 | 61.5 |
| | | 1994 | 18,098,698 | 1.3 | 2.2 | 3.9 | 7.4 | 14.7 | 16.5 | 38.5 | 61.5 |
| 1993 | | 18,183,981 | 1.3 | 2.2 | 3.9 | 7.4 | 14.6 | 16.5 | 38.5 | 61.5 | |
| 1992 | | 18,166,798 | 1.3 | 2.3 | 3.9 | 7.4 | 14.6 | 16.2 | 38.2 | 61.8 | |
| 1991 | | 18,390,674 | 1.2 | 2.2 | 3.9 | 7.2 | 14.4 | 15.9 | 37.6 | 62.4 | |
| 1990 | | 19,167,922 | 1.1 | 2.1 | 3.8 | 7.1 | 14.5 | 16.1 | 37.7 | 62.3 | |
| 1989 | | 19,534,078 | 1.1 | 2.1 | 3.7 | 6.9 | 14.4 | 16.2 | 37.5 | 62.5 | |
| 1988 | | 19,234,894 | 1.1 | 2.1 | 3.7 | 6.9 | 14.5 | 16.1 | 37.4 | 62.6 | |
| Transportation, Communications, and Public Utilities | | 1995 | 5,924,706 | 3.4 | 3.8 | 5.1 | 12.2 | 13.5 | 10.6 | 36.3 | 63.7 |
| | | 1994 | 5,713,841 | 3.3 | 3.8 | 5.1 | 12.2 | 13.5 | 10.4 | 36.1 | 63.9 |
| | 1993 | 5,621,889 | 3.3 | 3.8 | 5.1 | 12.2 | 13.4 | 10.2 | 35.8 | 64.2 | |
| | 1992 | 5,520,912 | 3.2 | 3.7 | 5.0 | 12.0 | 13.3 | 10.2 | 35.5 | 64.5 | |
| | 1991 | 5,590,526 | 3.1 | 3.7 | 5.0 | 11.7 | 13.0 | 9.7 | 34.4 | 65.6 | |
| | 1990 | 5,594,752 | 3.0 | 3.7 | 5.1 | 11.9 | 13.6 | 9.9 | 35.4 | 64.6 | |
| | 1989 | 5,438,191 | 3.0 | 3.8 | 5.3 | 12.1 | 13.6 | 9.9 | 35.6 | 64.4 | |
| | 1988 | 5,293,212 | 3.1 | 3.8 | 5.3 | 12.2 | 13.4 | 9.8 | 35.4 | 64.6 | |
| | Wholesale Trade | 1995 | 6,606,534 | 5.6 | 7.8 | 11.1 | 24.5 | 26.3 | 16.3 | 67.0 | 33.0 |
| | | 1994 | 6,366,549 | 5.7 | 8.1 | 11.5 | 25.3 | 26.4 | 15.9 | 67.5 | 32.5 |
| 1993 | | 6,258,484 | 5.8 | 8.3 | 11.7 | 25.8 | 26.4 | 15.4 | 61.6 | 32.4 | |
| 1992 | | 6,095,217 | 5.7 | 8.2 | 11.5 | 25.4 | 25.8 | 15.5 | 66.7 | 33.3 | |
| 1991 | | 6,225,619 | 5.5 | 8.1 | 11.5 | 25.1 | 26.4 | 15.2 | 66.7 | 33.3 | |
| 1990 | | 6,332,437 | 5.3 | 7.9 | 11.5 | 24.7 | 26.8 | 15.4 | 66.9 | 33.1 | |

Table A.8 *Employment by Firm Size and Major Industrial Sector, 1988–1995 (Percent)—Continued*

| Industrial Sector | Number of Employees | Employment Size of Firm | | | | | | | | |
|---------------------|--|-------------------------|-----|-------|------|-------|---------|------|------|------|
| | | 0-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | 500+ | | |
| Industrial Sector | 1989 | 5.3 | 8.1 | 11.7 | 25.2 | 27.0 | 15.6 | 67.8 | 32.2 | |
| | 1988 | 5.5 | 8.4 | 12.0 | 25.9 | 27.2 | 15.3 | 68.4 | 31.6 | |
| Retail Trade | 1995 | 4.9 | 7.0 | 8.9 | 20.9 | 20.6 | 10.5 | 52.0 | 48.0 | |
| | 1994 | 5.1 | 7.2 | 9.1 | 21.5 | 20.6 | 10.5 | 52.6 | 47.4 | |
| | 1993 | 5.3 | 7.5 | 9.4 | 22.1 | 20.9 | 10.6 | 53.6 | 46.4 | |
| | 1992 | 5.4 | 7.6 | 9.6 | 22.5 | 21.0 | 10.5 | 54.0 | 46.0 | |
| | 1991 | 5.5 | 7.6 | 9.6 | 22.7 | 21.1 | 10.4 | 54.3 | 45.7 | |
| | 1990 | 5.3 | 7.6 | 9.7 | 22.7 | 21.5 | 10.7 | 54.9 | 45.1 | |
| | 1989 | 5.4 | 7.7 | 9.8 | 22.9 | 21.8 | 10.9 | 55.6 | 44.4 | |
| | 1988 | 5.6 | 7.9 | 9.9 | 23.5 | 21.9 | 10.9 | 56.3 | 43.7 | |
| | Finance, Insurance, and Real Estate | 1995 | 7.2 | 5.3 | 5.4 | 17.9 | 13.4 | 11.7 | 43.0 | 57.0 |
| | | 1994 | 7.0 | 5.3 | 5.4 | 17.8 | 13.4 | 11.9 | 43.1 | 56.9 |
| 1993 | | 7.1 | 5.4 | 5.5 | 18.0 | 13.8 | 12.2 | 43.9 | 56.1 | |
| 1992 | | 6.9 | 5.2 | 5.4 | 17.4 | 13.4 | 12.1 | 42.9 | 57.1 | |
| 1991 | | 6.8 | 5.2 | 5.3 | 17.3 | 13.4 | 12.1 | 42.7 | 57.3 | |
| 1990 | | 6.8 | 5.3 | 5.6 | 17.8 | 14.1 | 12.4 | 44.3 | 55.7 | |
| 1989 | | 6.8 | 5.3 | 5.7 | 17.8 | 14.2 | 12.3 | 44.3 | 55.7 | |
| 1988 | | 6.9 | 5.3 | 5.7 | 18.0 | 14.3 | 12.4 | 44.7 | 55.3 | |
| Services | | 1995 | 6.5 | 7.3 | 7.8 | 21.6 | 17.3 | 17.4 | 56.3 | 43.7 |
| | | 1994 | 6.7 | 7.5 | 7.9 | 22.1 | 17.3 | 17.5 | 57.0 | 43.0 |
| | 1993 | 6.8 | 7.7 | 8.1 | 22.5 | 17.5 | 17.5 | 57.6 | 42.4 | |
| | 1992 | 7.0 | 7.9 | 8.2 | 23.1 | 17.8 | 17.2 | 58.1 | 41.9 | |
| | 1991 | 7.2 | 8.1 | 8.4 | 23.7 | 18.2 | 17.2 | 59.1 | 40.9 | |
| | 1990 | 7.3 | 8.2 | 8.6 | 24.0 | 18.3 | 17.3 | 59.6 | 40.4 | |

| | | | | | | | | | |
|------|------------|-----|-----|-----|------|------|------|------|------|
| 1989 | 27,535,086 | 7.5 | 8.3 | 8.7 | 24.5 | 18.1 | 17.5 | 60.1 | 39.9 |
| 1988 | 25,252,106 | 8.0 | 8.8 | 9.0 | 25.9 | 18.8 | 17.6 | 62.4 | 37.6 |

NA=Not available.

Notes: Industries do not add to totals because of unclassifiable establishments and firms that have establishments in more than one major industry.

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

Table A.9 *Nonfarm Private Firms by Firm Size and Major Industrial Sector, 1988–1995*

| Industrial Sector | Number of Firms | Employment Size of Firm | | | | | | | | |
|---|-----------------|-------------------------|-----------|---------|---------|-----------|---------|--------|-----------|--------|
| | | 0-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | <500 | 500+ | |
| Total | 1995 | 5,369,068 | 3,249,573 | 981,094 | 576,866 | 4,807,533 | 469,869 | 76,222 | 5,353,624 | 15,444 |
| | 1994 | 5,276,964 | 3,208,235 | 964,985 | 563,097 | 4,736,317 | 452,383 | 73,267 | 5,261,967 | 14,997 |
| | 1993 | 5,193,642 | 3,139,518 | 962,481 | 559,602 | 4,661,601 | 445,900 | 71,512 | 5,179,013 | 14,629 |
| | 1992 | 5,095,356 | 3,075,280 | 945,802 | 551,912 | 4,572,994 | 439,084 | 69,156 | 5,081,234 | 14,122 |
| | 1991 | 5,051,025 | 3,036,304 | 941,296 | 551,299 | 4,528,899 | 439,811 | 68,338 | 5,037,048 | 13,977 |
| | 1990 | 5,073,795 | 3,020,935 | 952,030 | 562,610 | 4,535,575 | 453,732 | 70,465 | 5,059,772 | 14,023 |
| | 1989 | 5,021,315 | 3,003,224 | 937,202 | 553,449 | 4,493,875 | 443,959 | 69,608 | 5,007,442 | 13,873 |
| | 1988 | 4,954,645 | 2,979,905 | 923,580 | 540,988 | 4,444,473 | 430,640 | 66,708 | 4,941,821 | 12,824 |
| Agricultural Services, Forestry, and Fishing | 1995 | 107,253 | 73,153 | 19,279 | 9,950 | 102,382 | 4,347 | 387 | 107,116 | 137 |
| | 1994 | 103,114 | 71,150 | 18,283 | 9,308 | 98,741 | 3,869 | 379 | 102,989 | 125 |
| | 1993 | 99,397 | 67,399 | 17,705 | 9,489 | 94,593 | 4,308 | 368 | 99,269 | 128 |
| | 1992 | 96,211 | 64,796 | 17,485 | 9,272 | 91,553 | 4,168 | 360 | 96,081 | 130 |
| | 1991 | 91,743 | 62,340 | 16,690 | 8,417 | 87,447 | 3,804 | 362 | 91,613 | 130 |
| | 1990 | 87,939 | 59,421 | 16,173 | 8,098 | 83,692 | 3,745 | 372 | 87,809 | 130 |
| | 1989 | 83,431 | 57,011 | 15,019 | 7,473 | 79,503 | 3,449 | 357 | 83,309 | 122 |
| | 1988 | 78,324 | 53,786 | 14,047 | 6,940 | 74,773 | 3,078 | 353 | 78,204 | 120 |
| Mining | 1995 | 21,585 | 12,303 | 3,392 | 2,483 | 18,178 | 2,469 | 536 | 21,183 | 402 |
| | 1994 | 22,234 | 12,724 | 3,496 | 2,530 | 18,750 | 2,507 | 564 | 21,821 | 413 |
| | 1993 | 22,486 | 12,763 | 3,685 | 2,554 | 19,002 | 2,526 | 543 | 22,071 | 415 |
| | 1992 | 22,953 | 13,032 | 3,678 | 2,651 | 19,361 | 2,612 | 571 | 22,544 | 409 |
| | 1991 | 24,285 | 13,214 | 4,051 | 2,973 | 20,238 | 2,963 | 668 | 23,869 | 416 |
| | 1990 | 24,309 | 13,250 | 3,925 | 3,058 | 20,233 | 3,015 | 629 | 23,877 | 432 |
| | 1989 | 24,365 | 13,308 | 3,994 | 3,005 | 20,307 | 3,013 | 613 | 23,933 | 432 |
| | 1988 | 25,035 | 13,545 | 4,100 | 3,174 | 20,819 | 3,156 | 628 | 24,603 | 432 |

| | | | | | | | | | | | |
|--|------------------------|---------|---------|---------|--------|---------|---------|--------|---------|---------|-------|
| Construction | 1995 | 630,206 | 407,482 | 111,486 | 62,817 | 581,785 | 43,442 | 4,316 | 629,543 | 663 | |
| | 1994 | 615,537 | 403,988 | 107,558 | 59,596 | 571,142 | 39,813 | 3,950 | 614,905 | 632 | |
| | 1993 | 594,187 | 388,468 | 105,170 | 57,958 | 551,596 | 38,318 | 3,627 | 593,541 | 646 | |
| | 1992 | 584,453 | 381,755 | 103,810 | 56,935 | 542,500 | 37,686 | 3,624 | 583,810 | 643 | |
| | 1991 | 582,344 | 377,827 | 103,475 | 57,491 | 538,793 | 38,889 | 3,969 | 581,651 | 693 | |
| | 1990 | 597,272 | 372,677 | 110,619 | 63,297 | 546,593 | 45,030 | 4,885 | 596,508 | 764 | |
| | 1989 | 589,025 | 367,479 | 108,634 | 63,166 | 539,279 | 44,246 | 4,704 | 588,229 | 796 | |
| | 1988 | 572,317 | 355,556 | 106,921 | 61,577 | 524,054 | 42,822 | 4,661 | 571,537 | 780 | |
| | Manufacturing | 1995 | 330,310 | 129,596 | 60,411 | 52,331 | 242,338 | 66,235 | 16,821 | 325,394 | 4,916 |
| | | 1994 | 327,805 | 130,636 | 60,124 | 51,459 | 242,219 | 64,497 | 16,348 | 323,064 | 4,741 |
| 1993 | | 328,167 | 129,461 | 60,944 | 52,060 | 242,465 | 64,607 | 16,430 | 323,502 | 4,665 | |
| 1992 | | 328,201 | 129,370 | 61,180 | 52,104 | 242,654 | 64,721 | 16,246 | 323,621 | 4,580 | |
| 1991 | | 322,018 | 125,369 | 59,552 | 52,018 | 236,939 | 64,460 | 16,052 | 317,451 | 4,567 | |
| 1990 | | 327,036 | 124,543 | 60,470 | 53,158 | 238,171 | 67,301 | 16,870 | 322,342 | 4,694 | |
| 1989 | | 324,139 | 121,318 | 59,761 | 53,121 | 234,200 | 67,910 | 17,251 | 319,361 | 4,778 | |
| 1988 | | 320,408 | 119,421 | 59,060 | 52,871 | 231,352 | 67,425 | 16,969 | 315,746 | 4,662 | |
| Transportation, Communications and Public Utilities | | 1995 | 208,967 | 126,002 | 34,153 | 22,512 | 182,667 | 20,714 | 3,931 | 207,312 | 1,655 |
| | | 1994 | 200,937 | 120,938 | 32,845 | 21,688 | 175,471 | 20,071 | 3,755 | 199,297 | 1,640 |
| | 1993 | 193,203 | 114,351 | 32,399 | 21,460 | 168,210 | 19,708 | 3,663 | 191,581 | 1,622 | |
| | 1992 | 184,889 | 108,287 | 31,396 | 20,760 | 160,443 | 19,250 | 3,591 | 183,284 | 1,605 | |
| | 1991 | 181,524 | 105,518 | 31,184 | 20,720 | 157,422 | 19,090 | 3,427 | 179,939 | 1,585 | |
| | 1990 | 180,900 | 102,820 | 31,795 | 21,257 | 155,872 | 19,943 | 3,465 | 179,280 | 1,620 | |
| | 1989 | 178,280 | 101,404 | 31,197 | 21,248 | 153,849 | 19,439 | 3,426 | 176,714 | 1,566 | |
| | 1988 | 173,108 | 97,992 | 30,644 | 20,779 | 149,415 | 18,790 | 3,364 | 171,569 | 1,539 | |
| | Wholesale Trade | 1995 | 405,435 | 213,446 | 77,659 | 54,824 | 345,929 | 47,849 | 8,321 | 402,099 | 3,336 |
| | | 1994 | 400,375 | 209,957 | 77,767 | 54,645 | 342,369 | 46,614 | 8,105 | 397,088 | 3,287 |
| 1993 | | 397,233 | 206,574 | 78,616 | 54,872 | 340,062 | 46,051 | 7,909 | 394,022 | 3,211 | |
| 1992 | | 380,328 | 197,541 | 75,451 | 52,454 | 325,446 | 43,986 | 7,788 | 377,220 | 3,108 | |
| 1991 | | 377,669 | 191,665 | 76,182 | 53,598 | 321,445 | 45,385 | 7,727 | 374,557 | 3,112 | |
| 1990 | | 374,283 | 186,019 | 75,610 | 54,588 | 316,217 | 46,849 | 8,007 | 371,073 | 3,210 | |

Table A.9 *Nonfarm Private Firms by Firm Size and Major Industrial Sector, 1988–1995—Continued*

| Industrial Sector | Number of Firms | Employment Size of Firm | | | | | | | |
|--|-----------------|-------------------------|---------|---------|-----------|---------|---------|-----------|-------|
| | | 0-4 | 5-9 | 10-19 | <20 | 20-99 | 100-499 | <500 | 500+ |
| | 1989 | 370,674 | 76,210 | 54,350 | 312,937 | 46,491 | 8,041 | 367,469 | 3,205 |
| | 1988 | 368,169 | 76,046 | 54,098 | 311,646 | 45,556 | 7,809 | 365,011 | 3,158 |
| Retail Trade | 1995 | 1,099,619 | 224,415 | 141,039 | 967,681 | 115,689 | 13,305 | 1,096,675 | 2,944 |
| | 1994 | 1,093,640 | 222,507 | 138,531 | 965,350 | 112,528 | 12,879 | 1,090,757 | 2,883 |
| | 1993 | 1,090,076 | 224,416 | 139,000 | 963,573 | 111,069 | 12,618 | 1,087,260 | 2,816 |
| | 1992 | 1,089,071 | 226,503 | 141,663 | 962,104 | 111,575 | 12,511 | 1,086,190 | 2,881 |
| | 1991 | 1,104,036 | 227,132 | 141,968 | 977,754 | 111,278 | 12,208 | 1,101,240 | 2,796 |
| | 1990 | 1,109,703 | 229,751 | 144,174 | 979,712 | 114,275 | 12,855 | 1,106,842 | 2,861 |
| | 1989 | 1,104,567 | 228,137 | 142,484 | 975,623 | 113,210 | 12,921 | 1,101,754 | 2,813 |
| | 1988 | 1,094,188 | 227,277 | 140,412 | 968,028 | 110,832 | 12,591 | 1,091,451 | 2,737 |
| Finance, Insurance, and Real Estate | 1995 | 433,790 | 58,121 | 28,623 | 400,691 | 24,395 | 5,716 | 430,802 | 2,988 |
| | 1994 | 426,951 | 58,100 | 28,625 | 393,482 | 24,637 | 5,853 | 423,972 | 2,979 |
| | 1993 | 426,778 | 58,210 | 28,828 | 392,925 | 24,895 | 5,936 | 423,756 | 3,022 |
| | 1992 | 411,466 | 55,783 | 28,069 | 377,856 | 24,607 | 5,930 | 408,393 | 3,073 |
| | 1991 | 409,863 | 55,029 | 27,554 | 376,886 | 24,370 | 5,693 | 406,949 | 2,914 |
| | 1990 | 419,963 | 57,674 | 29,544 | 385,576 | 25,866 | 5,760 | 417,202 | 2,761 |
| | 1989 | 409,605 | 56,179 | 29,043 | 375,644 | 25,513 | 5,695 | 406,852 | 2,753 |
| | 1988 | 402,849 | 55,081 | 28,734 | 369,488 | 25,040 | 5,678 | 400,206 | 2,643 |
| Services | 1995 | 2,114,127 | 390,192 | 204,005 | 1,918,185 | 154,867 | 32,610 | 2,105,662 | 8,465 |
| | 1994 | 2,074,177 | 383,055 | 198,951 | 1,885,308 | 148,931 | 31,585 | 2,065,824 | 8,353 |
| | 1993 | 2,030,895 | 380,465 | 195,986 | 1,845,796 | 146,082 | 30,857 | 2,022,735 | 8,160 |
| | 1992 | 1,963,563 | 370,129 | 190,564 | 1,784,923 | 141,871 | 29,047 | 1,955,841 | 7,722 |
| | 1991 | 1,962,388 | 367,892 | 188,502 | 1,788,144 | 138,911 | 27,902 | 1,954,957 | 7,431 |
| | 1990 | 1,921,767 | 363,345 | 186,433 | 1,750,283 | 136,760 | 27,386 | 1,914,429 | 7,338 |

| | | | | | | | | | |
|------|-----------|-----------|---------|---------|-----------|---------|--------|-----------|-------|
| 1989 | 1,872,348 | 1,175,756 | 353,313 | 179,813 | 1,708,882 | 129,805 | 26,499 | 1,865,186 | 7,162 |
| 1988 | 1,834,660 | 1,163,501 | 344,196 | 172,228 | 1,679,925 | 123,465 | 24,828 | 1,828,218 | 6,442 |

Notes: Industries do not add to totals because of unclassifiable establishments and firms that have establishments in more than one major industry.

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

Table A.10 Average Employment per Firm by Major Industry and Firm Size, 1988 and 1994

| | Employment Size of Firm | | | | | | | | | | | |
|---|-------------------------|------------|------------|----------------|-------------|------------|------------|----------------|-------------|--------------|-------------|---------------|
| | 1988 | | | | | 1994 | | | | | Change | |
| | Total | <20 | <500 | 500+ | Total | <20 | <500 | 500+ | Total | <20 | <500 | 500+ |
| Total, All Industries | 17.7 | 4.1 | 9.7 | 3,116.7 | 18.3 | 4.1 | 9.7 | 3,048.2 | 0.60 | -0.08 | 0.01 | -68.54 |
| Agricultural Services, Forestry, and Fishing | 6.0 | 3.5 | 5.2 | 511.1 | 5.7 | 3.5 | 5.1 | 500.1 | -0.34 | -0.04 | -0.16 | -11.09 |
| Mining | 29.4 | 4.4 | 11.8 | 1,033.5 | 27.3 | 4.2 | 11.3 | 873.0 | -2.10 | -0.26 | -0.47 | -160.52 |
| Construction | 8.7 | 4.0 | 7.7 | 736.6 | 7.7 | 3.7 | 6.8 | 821.0 | -1.08 | -0.29 | -0.92 | 84.48 |
| Manufacturing | 60.0 | 5.7 | 22.8 | 2,582.8 | 55.2 | 5.5 | 21.6 | 2,346.8 | -4.82 | -0.23 | -1.20 | -236.05 |
| Transportation, Communications, and Public Utilities | 30.6 | 4.3 | 10.9 | 2,221.8 | 28.4 | 4.0 | 10.3 | 2,226.8 | -2.14 | -0.35 | -0.58 | 4.91 |
| Wholesale Trade | 16.3 | 5.0 | 11.2 | 599.8 | 15.9 | 4.7 | 10.8 | 628.9 | -0.38 | -0.28 | -0.41 | 29.15 |
| Retail Trade | 17.2 | 4.6 | 9.7 | 3,012.4 | 18.6 | 4.5 | 9.8 | 3,343.2 | 1.34 | -0.06 | 0.06 | 330.78 |
| Finance, Insurance, and Real Estate Services | 16.5 | 3.2 | 7.4 | 1,394.0 | 16.4 | 3.2 | 7.1 | 1,334.9 | -0.16 | -0.09 | -0.33 | -59.03 |
| | 13.8 | 3.9 | 8.6 | 1,473.9 | 16.0 | 3.9 | 9.2 | 1,713.3 | 2.27 | 0.01 | 0.55 | 239.45 |

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

Table A.11 *Firms by SBA Region and State, 1995 and 1996*

| | Firms at the End of the Year | | Percent Change |
|----------------------|------------------------------|------------------|----------------|
| | 1994 | 1995 | |
| United States | 6,105,470 | 6,190,907 | 1.4 |
| Region I | | | |
| Connecticut | 93,135 | 92,941 | -0.2 |
| Maine | 34,431 | 34,662 | 0.7 |
| Massachusetts | 153,829 | 158,096 | 2.8 |
| New Hampshire | 34,584 | 35,575 | 2.9 |
| Rhode Island | 30,430 | 30,816 | 1.3 |
| Vermont | 19,681 | 19,742 | 0.3 |
| Region II | | | |
| New Jersey | 209,145 | 214,648 | 2.6 |
| New York | 488,360 | 445,277 | -8.8 |
| Region III | | | |
| Delaware | 21,554 | 22,739 | 5.5 |
| District of Columbia | 24,161 | 23,409 | -3.1 |
| Maryland | 122,202 | 121,932 | -0.2 |
| Pennsylvania | 236,746 | 236,276 | -0.2 |
| Virginia | 147,710 | 149,916 | 1.5 |
| West Virginia | 37,900 | 38,253 | 0.9 |
| Region IV | | | |
| Alabama | 83,038 | 85,797 | 3.3 |
| Florida | 343,017 | 348,339 | 1.6 |
| Georgia | 160,715 | 169,367 | 5.4 |
| Kentucky | 76,970 | 78,044 | 1.4 |
| Mississippi | 49,089 | 49,916 | 1.7 |
| North Carolina | 149,462 | 154,759 | 3.5 |
| South Carolina | 77,822 | 80,353 | 3.3 |
| Tennessee | 104,633 | 106,644 | 1.9 |
| Region V | | | |
| Illinois | 265,927 | 266,358 | 0.2 |
| Indiana | 119,805 | 121,801 | 1.7 |
| Michigan | 203,374 | 204,323 | 0.5 |
| Minnesota | 112,477 | 124,514 | 10.7 |
| Ohio | 223,751 | 225,489 | 0.8 |
| Wisconsin | 115,278 | 116,965 | 1.5 |
| Region VI | | | |
| Arkansas | 56,649 | 57,808 | 2.0 |
| Louisiana | 87,371 | 88,027 | 0.8 |
| New Mexico | 38,640 | 39,969 | 3.4 |
| Oklahoma | 70,722 | 71,627 | 1.3 |
| Texas | 360,735 | 368,663 | 2.2 |

Table A.11 *Firms by SBA Region and State, 1995 and 1996—Continued*

| | Firms at the End of the Year | | Percent Change |
|--------------------|------------------------------|---------|----------------|
| | 1994 | 1995 | |
| Region VII | | | |
| Iowa | 66,350 | 66,971 | 0.9 |
| Kansas | 63,374 | 64,074 | 1.1 |
| Missouri | 123,007 | 117,612 | -4.4 |
| Nebraska | 42,332 | 42,878 | 1.3 |
| Region VIII | | | |
| Colorado | 109,695 | 114,521 | 4.4 |
| Montana | 27,499 | 28,749 | 4.5 |
| North Dakota | 18,467 | 18,667 | 1.1 |
| South Dakota | 20,905 | 21,196 | 1.4 |
| Utah | 42,358 | 45,281 | 6.9 |
| Wyoming | 17,219 | 17,601 | 2.2 |
| Region IX | | | |
| Arizona | 91,244 | 93,837 | 2.8 |
| California | 764,169 | 800,091 | 4.7 |
| Hawaii | 26,775 | 26,974 | 0.7 |
| Nevada | 34,951 | 37,122 | 6.2 |
| Region X | | | |
| Alaska | 15,214 | 15,631 | 2.7 |
| Idaho | 33,326 | 34,626 | 3.9 |
| Oregon | 92,717 | 94,384 | 1.8 |
| Washington | 162,525 | 167,647 | 3.2 |

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 a total that includes double counting of firms located in more than one state.

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

Table A.12 New Firms and New Incorporations by SBA Region and State, 1995 and 1996

| | New Firms | | | New Business Incorporations | | |
|----------------------|-----------|---------|----------------|-----------------------------|---------|----------------|
| | 1995 | 1996 | Percent Change | 1995 | 1996 | Percent Change |
| United States | 819,477 | 842,357 | 2.8 | 768,180 | 790,569 | 2.9 |
| Region I | 40,328 | 41,116 | 2.0 | 28,582 | 27,646 | -3.3 |
| Connecticut | 9,395 | 9,457 | 0.7 | 4,830 | 4,701 | -2.7 |
| Maine | 4,476 | 4,461 | -0.3 | 2,805 | 2,873 | 2.4 |
| Massachusetts | 16,040 | 16,635 | 3.7 | 13,479 | 12,808 | -5.0 |
| New Hampshire | 4,988 | 4,961 | -0.5 | 3,095 | 3,070 | -0.8 |
| Rhode Island | 3,290 | 3,416 | 3.8 | 2,743 | 2,619 | -4.5 |
| Vermont | 2,139 | 2,186 | 2.2 | 1,630 | 1,575 | -3.4 |
| Region II | 81,726 | 84,086 | 2.9 | 110,294 | 109,283 | -0.9 |
| New Jersey | 27,106 | 27,315 | 0.8 | 37,861 | 35,417 | -6.5 |
| New York | 54,620 | 56,771 | 3.9 | 72,433 | 73,866 | 2.0 |
| Region III | 72,169 | 72,043 | -0.2 | 110,646 | 116,137 | 5.0 |
| Delaware | 2,783 | 3,461 | 24.4 | 50,094 | 55,122 | 10.0 |
| District of Columbia | 3,250 | 4,087 | 25.8 | 2,256 | 1,497 | -33.6 |
| Maryland | 18,458 | 13,895 | -24.7 | 18,014 | 18,632 | 3.4 |
| Pennsylvania | 23,820 | 25,433 | 6.8 | 18,575 | 19,459 | 4.8 |
| Virginia | 19,433 | 20,960 | 7.9 | 19,172 | 19,047 | -0.7 |
| West Virginia | 4,425 | 4,207 | -4.9 | 2,535 | 2,380 | -6.1 |
| Region IV | 150,807 | 150,918 | 0.1 | 177,002 | 185,744 | 4.9 |
| Alabama | 9,140 | 10,965 | 20.0 | 7,686 | 7,686 | 0.0 |
| Florida | 54,006 | 49,870 | -7.7 | 98,066 | 104,113 | 6.2 |
| Georgia | 24,478 | 26,440 | 8.0 | 26,990 | 26,902 | -0.3 |
| Kentucky | 9,078 | 9,133 | 0.6 | 7,764 | 8,060 | 3.8 |
| Mississippi | 6,185 | 6,180 | -0.1 | 4,680 | 5,288 | 13.0 |
| North Carolina | 21,650 | 21,857 | 1.0 | 16,021 | 17,861 | 11.5 |
| South Carolina | 10,447 | 10,856 | 3.9 | 7,601 | 8,049 | 5.9 |
| Tennessee | 15,823 | 15,617 | -1.3 | 8,194 | 7,785 | -5.0 |
| Region V | 120,286 | 118,829 | -1.2 | 120,080 | 122,189 | 1.8 |
| Illinois | 30,393 | 28,064 | -7.7 | 34,495 | 36,210 | 5.0 |
| Indiana | 14,355 | 14,260 | -0.7 | 12,451 | 12,282 | -1.4 |
| Michigan | 23,972 | 24,387 | 1.7 | 31,254 | 31,994 | 2.4 |
| Minnesota | 12,178 | 13,557 | 11.3 | 12,203 | 12,639 | 3.6 |
| Ohio | 27,046 | 25,795 | -4.6 | 20,859 | 20,517 | -1.6 |
| Wisconsin | 12,342 | 12,766 | 3.4 | 8,818 | 8,547 | -3.1 |
| Rank | | | | | | |
| Rank | | | | | | |

Table A.12 *New Firms and New Incorporations by SBA Region and State, 1995 and 1996—Continued*

| | New Firms | | | New Business Incorporations | | | | |
|--------------------|-----------|---------|----------------|-----------------------------|--------|--------|----------------|------|
| | 1995 | 1996 | Percent Change | Rank | 1995 | 1996 | Percent Change | Rank |
| Region VI | | | | | | | | |
| Arkansas | 83,357 | 85,440 | 2.5 | | 66,882 | 67,726 | 1.3 | |
| Louisiana | 7,042 | 7,344 | 4.3 | 15 | 6,298 | 6,010 | -4.6 | 41 |
| New Mexico | 9,817 | 10,087 | 2.8 | 26 | 11,082 | 11,531 | 4.1 | 14 |
| Oklahoma | 4,837 | 4,975 | 2.9 | 25 | 3,584 | 3,042 | -15.1 | 48 |
| Texas | 8,790 | 9,003 | 2.4 | 27 | 7,796 | 8,105 | 4.0 | 15 |
| | 52,871 | 54,031 | 2.2 | 30 | 38,122 | 39,038 | 2.4 | 21 |
| Region VII | | | | | | | | |
| Iowa | 32,533 | 31,415 | -3.4 | | 24,503 | 22,963 | -6.3 | |
| Kansas | 6,103 | 6,014 | -1.5 | 45 | 5,925 | 4,589 | -22.5 | 49 |
| Missouri | 7,600 | 6,693 | -11.9 | 50 | 4,475 | 4,376 | -2.2 | 34 |
| Nebraska | 14,935 | 14,763 | -1.2 | 42 | 10,743 | 10,545 | -1.8 | 33 |
| | 3,895 | 3,945 | 1.3 | 32 | 3,360 | 3,453 | 2.8 | 19 |
| Region VIII | | | | | | | | |
| Colorado | 36,541 | 39,762 | 8.8 | | 27,574 | 29,843 | 8.2 | |
| Montana | 19,703 | 20,317 | 3.1 | 23 | 15,309 | 16,749 | 9.4 | 7 |
| North Dakota | 3,377 | 4,144 | 22.7 | 3 | 1,767 | 2,325 | 31.6 | 1 |
| South Dakota | 1,631 | 1,668 | 2.3 | 28 | 1,021 | 925 | -9.4 | 47 |
| Utah | 1,858 | 1,835 | -1.2 | 43 | 1,401 | 1,382 | -1.4 | 30 |
| Wyoming | 7,742 | 9,433 | 21.8 | 4 | 5,917 | 6,295 | 6.4 | 8 |
| | 2,230 | 2,365 | 6.1 | 14 | 2,159 | 2,167 | 0.4 | 24 |
| Region IX | | | | | | | | |
| Arizona | 150,143 | 164,681 | 9.7 | | 75,497 | 83,210 | 10.2 | |
| California | 12,044 | 13,920 | 15.6 | 6 | 10,866 | 12,153 | 11.8 | 4 |
| Hawaii | 127,074 | 138,726 | 9.2 | 9 | 41,913 | 44,043 | 5.1 | 11 |
| Nevada | 3,874 | 3,992 | 3.0 | 24 | 3,792 | 3,792 | 0.0 | 25 |
| | 7,151 | 8,043 | 12.5 | 7 | 18,926 | 23,222 | 22.7 | 2 |
| Region X | | | | | | | | |
| Alaska | 51,587 | 54,067 | 4.8 | | 27,120 | 25,828 | -4.8 | |
| Idaho | 2,521 | 2,535 | 0.6 | 37 | 1,428 | 1,103 | -22.8 | 50 |
| Oregon | 5,053 | 5,242 | 3.7 | 19 | 2,622 | 2,504 | -4.5 | 39 |
| Washington | 13,770 | 14,995 | 8.9 | 10 | 9,730 | 9,267 | -4.8 | 42 |
| | 30,243 | 31,295 | 3.5 | 21 | 13,340 | 12,954 | -2.9 | 36 |

Notes: New firms are firms that plan to begin to hire employees. New business incorporations are firms that are either beginning as a corporation or converting from a sole proprietorship or partnership.

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

Table A.13 Business Dissolutions by SBA Region and State, 1995 and 1996

| | Business Terminations | | | | Business Bankruptcies | | | | Business Failures | | | | | |
|----------------------|-----------------------|---------|-------|------|-----------------------|--------|-------|------|-------------------|--------|-------|------|----------------|------|
| | 1995 | | 1996 | | 1995 | | 1996 | | 1995 | | 1996 | | Percent Change | |
| | Count | Rank | Count | Rank | Count | Rank | Count | Rank | Count | Rank | Count | Rank | Change | Rank |
| United States | 863,699 | 849,839 | -1.6 | | 50,516 | 53,214 | 5.3 | | 71,128 | 71,811 | 1.0 | | | |
| Region I | 45,318 | 43,441 | -4.1 | | 2,016 | 1,953 | -3.1 | | 3,395 | 3,055 | -10.0 | | | |
| Connecticut | 11,619 | 12,598 | 8.4 | 16 | 205 | 230 | 12.2 | 18 | 485 | 534 | 10.1 | | | 14 |
| Maine | 4,676 | 4,529 | -3.1 | 40 | 274 | 267 | -2.6 | 37 | 317 | 299 | -5.7 | | | 33 |
| Massachusetts | 15,417 | 14,702 | -4.6 | 42 | 1,116 | 1,041 | -6.7 | 44 | 1,927 | 1,607 | -16.6 | | | 40 |
| New Hampshire | 5,044 | 5,141 | 1.9 | 31 | 92 | 92 | 0.0 | 33 | 389 | 374 | -3.9 | | | 31 |
| Rhode Island | 5,985 | 3,595 | -39.9 | 50 | 162 | 181 | 11.7 | 19 | 129 | 134 | 3.9 | | | 24 |
| Vermont | 2,577 | 2,876 | 11.6 | 13 | 167 | 142 | -15.0 | 49 | 148 | 107 | -27.7 | | | 47 |
| Region II | 82,480 | 81,538 | -1.1 | | 4,569 | 4,331 | -5.2 | | 7,839 | 7,382 | -5.8 | | | |
| New Jersey | 25,667 | 25,898 | 0.9 | 33 | 1,195 | 1,068 | -10.6 | 47 | 2,779 | 2,451 | -11.8 | | | 38 |
| New York | 56,813 | 55,640 | -2.1 | 38 | 3,374 | 3,263 | -3.3 | 41 | 5,060 | 4,931 | -2.5 | | | 29 |
| Region III | 73,617 | 86,857 | 18.0 | | 5,215 | 5,363 | 2.8 | | 6,760 | 6,065 | -10.3 | | | |
| Delaware | 3,193 | 2,528 | -20.8 | 47 | 277 | 239 | -13.7 | 48 | 45 | 49 | 8.9 | | | 16 |
| District of Columbia | 3,302 | 5,695 | 72.5 | 1 | 100 | 119 | 19.0 | 11 | 155 | 123 | -20.6 | | | 43 |
| Maryland | 16,256 | 20,147 | 23.9 | 7 | 1,493 | 1,468 | -1.7 | 36 | 1,804 | 1,620 | -10.2 | | | 36 |
| Pennsylvania | 27,254 | 31,180 | 14.4 | 10 | 1,770 | 1,870 | 5.6 | 26 | 2,756 | 2,915 | 5.8 | | | 19 |
| Virginia | 18,493 | 22,558 | 22.0 | 8 | 1,261 | 1,342 | 6.4 | 24 | 1,713 | 1,064 | -37.9 | | | 50 |
| West Virginia | 5,119 | 4,749 | -7.2 | 46 | 314 | 325 | 3.5 | 28 | 287 | 294 | 2.4 | | | 26 |
| Region IV | 152,656 | 161,099 | 5.5 | | 6,009 | 7,358 | 22.4 | | 8,266 | 8,068 | -2.4 | | | |
| Alabama | 10,968 | 11,458 | 4.5 | 23 | 796 | 772 | -3.0 | 39 | 547 | 538 | -1.6 | | | 28 |
| Florida | 52,467 | 54,191 | 3.3 | 28 | 1,949 | 2,026 | 4.0 | 27 | 2,904 | 2,655 | -8.6 | | | 35 |
| Georgia | 23,161 | 24,441 | 5.5 | 21 | 496 | 1,801 | 263.1 | 1 | 1,481 | 1,308 | -11.7 | | | 37 |
| Kentucky | 9,307 | 9,359 | 0.6 | 34 | 473 | 431 | -8.9 | 45 | 659 | 638 | -3.2 | | | 30 |
| Mississippi | 7,077 | 11,532 | 63.0 | 2 | 283 | 281 | -0.7 | 35 | 232 | 184 | -20.7 | | | 44 |
| North Carolina | 23,389 | 23,112 | -1.2 | 36 | 726 | 703 | -3.2 | 40 | 962 | 1,041 | 8.2 | | | 17 |
| South Carolina | 10,391 | 10,815 | 4.1 | 25 | 337 | 259 | -23.1 | 51 | 490 | 375 | -23.5 | | | 46 |
| Tennessee | 15,896 | 16,191 | 1.9 | 32 | 949 | 1,085 | 14.3 | 17 | 991 | 1,329 | 34.1 | | | 7 |
| Region V | 118,332 | 134,818 | 13.9 | | 7,558 | 8,100 | 7.2 | | 8,359 | 8,760 | 4.8 | | | |
| Illinois | 30,260 | 34,400 | 13.7 | 11 | 1,624 | 1,806 | 11.2 | 20 | 1,696 | 2,557 | 50.8 | | | 2 |
| Indiana | 14,129 | 14,838 | 5.0 | 22 | 842 | 756 | -10.2 | 46 | 798 | 843 | 5.6 | | | 21 |
| Michigan | 20,340 | 26,059 | 28.1 | 5 | 1,072 | 1,072 | 0.0 | 33 | 1,681 | 1,558 | -7.3 | | | 34 |
| Minnesota | 12,458 | 19,067 | 53.1 | 4 | 1,901 | 2,251 | 18.4 | 12 | 903 | 593 | -34.3 | | | 49 |
| Ohio | 28,091 | 26,330 | -6.3 | 44 | 1,052 | 1,065 | 1.2 | 31 | 2,141 | 2,274 | 6.2 | | | 18 |

Table A.13 Business Dissolutions by SBA Region and State, 1995 and 1996—Continued

| | Business Terminations | | | | Business Bankruptcies | | | | Business Failures | | | |
|--------------------|-----------------------|----------------|---------|------|-----------------------|----------------|--------|------|-------------------|----------------|--------|------|
| | 1995 | | 1996 | | 1995 | | 1996 | | 1995 | | 1996 | |
| | Count | Percent Change | Count | Rank | Count | Percent Change | Count | Rank | Count | Percent Change | Count | Rank |
| Wisconsin | 13,054 | 8.2 | 14,124 | 17 | 1,067 | 7.8 | 1,150 | 23 | 1,140 | -18.0 | 935 | 41 |
| Region VI | 86,109 | 6.7 | 91,839 | 3 | 5,662 | 12.2 | 6,354 | 15 | 9,061 | 3.2 | 9,347 | 6 |
| Arkansas | 4,872 | 58.4 | 7,719 | 9 | 422 | 15.2 | 486 | 21 | 737 | 36.1 | 1,003 | 51 |
| Louisiana | 11,347 | 20.2 | 13,634 | 14 | 562 | 21.4 | 621 | 10 | 456 | -40.6 | 271 | 20 |
| New Mexico | 5,240 | 11.4 | 5,838 | 29 | 322 | 46.7 | 391 | 2 | 405 | 18.9 | 428 | 9 |
| Oklahoma | 8,623 | -0.5 | 8,897 | 35 | 946 | 13.2 | 1,388 | 30 | 1,311 | -1.2 | 1,559 | 27 |
| Texas | 56,027 | -28.7 | 55,751 | 39 | 3,410 | 0.5 | 3,468 | 7 | 6,152 | -20.9 | 6,086 | 11 |
| Region VII | 38,322 | -2.5 | 27,329 | 45 | 1,708 | 27.3 | 1,934 | 3 | 2,952 | -5.0 | 2,986 | 8 |
| Iowa | 7,702 | -6.3 | 7,574 | 27 | 556 | 24.0 | 574 | 6 | 573 | 33.5 | 453 | 1 |
| Kansas | 8,387 | -38.9 | 7,860 | 49 | 419 | 27.7 | 421 | 5 | 947 | 51.5 | 1,089 | 10 |
| Missouri | 17,588 | 6.3 | 7,159 | 20 | 521 | 28.1 | 663 | 4 | 1,109 | 17.8 | 1,054 | 42 |
| Nebraska | 4,645 | -3.8 | 4,803 | 30 | 212 | 25.6 | 276 | 8 | 323 | -13.2 | 390 | 39 |
| Region VIII | 36,793 | 7.7 | 30,851 | 18 | 1,422 | 9.9 | 1,763 | 9 | 2,365 | 9.9 | 3,157 | 15 |
| Colorado | 17,933 | 7.1 | 10,953 | 19 | 610 | -5.5 | 779 | 43 | 1,481 | 10.2 | 2,243 | 13 |
| Montana | 4,066 | -16.1 | 4,324 | 49 | 171 | 24.0 | 219 | 6 | 152 | 33.5 | 179 | 1 |
| North Dakota | 2,045 | -38.9 | 1,968 | 20 | 118 | 27.7 | 152 | 6 | 98 | 51.5 | 80 | 10 |
| South Dakota | 2,360 | 6.3 | 2,433 | 41 | 172 | 28.8 | 216 | 5 | 182 | 17.8 | 158 | 42 |
| Utah | 7,654 | -3.1 | 8,243 | 30 | 242 | 25.6 | 294 | 8 | 344 | -13.2 | 378 | 39 |
| Wyoming | 2,735 | 7.7 | 2,930 | 18 | 109 | 21.5 | 103 | 9 | 108 | 9.9 | 119 | 15 |
| Region IX | 178,812 | -24.2 | 135,591 | 15 | 13,691 | -3.3 | 13,245 | 50 | 18,440 | 1.7 | 18,753 | 48 |
| Arizona | 15,431 | 11.2 | 17,157 | 15 | 1,045 | -15.7 | 881 | 38 | 1,410 | -28.2 | 1,012 | 25 |
| California | 152,945 | -29.4 | 107,936 | 48 | 12,097 | -2.9 | 11,748 | 14 | 16,307 | 3.5 | 16,871 | 4 |
| Hawaii | 3,953 | -5.2 | 3,746 | 43 | 159 | 17.6 | 187 | 22 | 270 | 46.7 | 396 | 23 |
| Nevada | 6,483 | 4.1 | 6,752 | 24 | 390 | 10.0 | 429 | 22 | 453 | 4.6 | 474 | 4 |
| Region X | 51,260 | 10.2 | 56,476 | 26 | 2,666 | 5.5 | 2,813 | 25 | 3,691 | 14.8 | 4,238 | 12 |
| Alaska | 2,530 | -1.5 | 2,492 | 37 | 159 | 15.1 | 183 | 16 | 124 | 46.8 | 182 | 3 |
| Idaho | 4,861 | 11.7 | 5,431 | 12 | 391 | 17.6 | 460 | 13 | 388 | 37.9 | 535 | 5 |
| Oregon | 13,022 | 27.2 | 16,569 | 6 | 781 | -3.8 | 751 | 42 | 795 | 4.9 | 834 | 22 |
| Washington | 30,847 | 3.7 | 31,984 | 26 | 1,335 | 6.3 | 1,419 | 25 | 2,384 | 12.7 | 2,687 | 12 |

Notes: Business terminations are business closings (state unemployment insurance data). Business failures are business closings with a financial loss to one or more creditors. Business bankruptcies are firms that file for bankruptcy with the U.S. court system.

Source: U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Employment and Training Administration, for business terminations; Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division, for business bankruptcies; and the Dun & Bradstreet Corporation for business failures.

Table A.14 *Business Dissolution Rates by Firm Age and Number of Jobs Created (Percent)*

| Age of Business (Minimum Years) | All Firms | Franchisors | Firms Creating | | |
|------------------------------------|-----------|-------------|----------------|----------|---------|
| | | | No Jobs | 1–4 Jobs | 5+ Jobs |
| 2 | 23.7 | 25.4 | 29.9 | 8.3 | 6.0 |
| 4 | 52.7 | 59.2 | 64.8 | 19.6 | 13.1 |
| 6 | 62.2 | 61.6 | 74.0 | 23.5 | 21.1 |
| 8 | 70.9 | 72.5 | 81.5 | 46.5 | 30.0 |
| 10* | 79.0 | — | 90.5 | 59.1 | 37.6 |

*Estimated using log linear regression models.

Note: Firms were traced beginning in 1976 and observed, if available, every other year beginning in 1978 and ending in 1990. Business dissolution includes businesses that disappear for any reason at all, including failure, bankruptcy, owner retirement, owner health, or the desire to enter a more profitable endeavor. It has been estimated that about 15 percent of business dissolutions represent actual failures.

Source: U.S. Small Business Administration, Office of Advocacy, Small Business Data Base, 1978–1990 USEEM file.

Table A.15 *Establishment and Employment Changes from Firm Births, Deaths, Expansions, and Contractions 1994–1995*

| Data Type | Employment Size of Firm (1994) | | | | | | | |
|--|--------------------------------|-----------|-----------|-----------|------------|------------|------------|------------|
| | Total | 1–4 | 5–9 | 10–19 | 20–99 | 100–499 | 500+ | <500 |
| Establishments | | | | | | | | |
| Establishments in 1994 | 5,770,090 | 2,518,825 | 980,828 | 607,104 | 627,603 | 278,039 | 757,691 | 5,012,399 |
| Changes Due to Establishment: | | | | | | | | |
| Employment Expansions | 1,769,311 | 584,948 | 323,178 | 232,967 | 262,375 | 110,656 | 255,187 | 1,514,124 |
| Employment Contractions | 1,472,703 | 338,518 | 332,602 | 229,374 | 225,669 | 90,766 | 255,774 | 1,216,929 |
| Births, New Firms (Original Locations) | 594,369 | 447,091 | 84,782 | 37,023 | 22,741 | 2,482 | 250 | 594,119 |
| Births, Existing Firms (Secondary Locations) | 101,288 | 499 | 593 | 1,127 | 7,851 | 17,106 | 74,112 | 27,176 |
| Deaths, Original Locations | -497,246 | -370,769 | -68,630 | -33,042 | -21,759 | -2,674 | -372 | -496,874 |
| Deaths, Secondary Locations | -90,091 | -1,831 | -2,364 | -4,039 | -11,973 | -13,429 | -56,455 | -33,636 |
| Establishments in 1995 | 5,878,410 | 2,593,815 | 995,209 | 608,173 | 624,463 | 281,524 | 775,226 | 5,103,184 |
| Change | 108,320 | 74,990 | 14,381 | 1,069 | -3,140 | 3,485 | 17,535 | 90,785 |
| Net Change (Percent) | 1.9 | 3.0 | 1.5 | 0.2 | -0.5 | 1.3 | 2.3 | 1.8 |
| Due to Births | 12.1 | 17.8 | 8.7 | 6.3 | 4.9 | 7.0 | 9.8 | 12.4 |
| Due to Deaths | -10.2 | -14.8 | -7.2 | -6.1 | -5.4 | -5.8 | -7.5 | -10.6 |
| Employment in Establishments | | | | | | | | |
| Employment in Establishments in 1994 | 96,687,346 | 5,311,360 | 6,325,466 | 7,537,382 | 17,685,901 | 14,113,903 | 45,713,334 | 50,974,012 |
| Changes Due to Establishment: | | | | | | | | |
| Employment Expansions | 10,593,050 | 1,302,175 | 936,448 | 985,529 | 2,068,486 | 1,497,688 | 3,802,724 | 6,790,326 |
| Employment Contractions | -8,234,378 | -428,175 | -675,598 | -746,936 | -1,543,133 | -1,228,192 | -3,612,344 | -4,622,034 |
| Births, New Firms (Original Locations) | 3,322,001 | 803,500 | 544,323 | 488,330 | 823,180 | 390,123 | 272,545 | 3,049,456 |
| Births, Existing Firms (Secondary Locations) | 2,441,599 | 2,426 | 3,178 | 6,184 | 86,909 | 308,682 | 2,034,220 | 407,379 |
| Deaths, Original Locations | -2,822,627 | -648,100 | -441,102 | -427,350 | -747,930 | -369,105 | -189,040 | -2,633,587 |
| Deaths, Secondary Locations | -1,708,078 | -2,879 | -6,673 | -17,497 | -111,095 | -240,091 | -1,329,843 | -378,235 |

| | | | | | | | | |
|--------------------------------------|-------------|-----------|-----------|-----------|------------|------------|------------|------------|
| Employment in Establishments in 1995 | 100,278,913 | 6,340,307 | 6,686,042 | 7,825,642 | 18,262,318 | 14,473,008 | 46,691,596 | 53,587,317 |
| Change | 3,591,567 | 1,028,947 | 360,576 | 288,260 | 576,417 | 359,105 | 978,262 | 2,613,305 |
| Net Change (Percent) | 3.7 | 19.4 | 5.7 | 3.8 | 3.3 | 2.5 | 2.1 | 5.1 |
| Due to Births | 6.0 | 15.2 | 8.7 | 6.6 | 5.1 | 5.0 | 5.0 | 6.8 |
| Due to Deaths | -4.7 | -12.3 | -7.1 | -5.9 | -4.9 | -4.3 | -3.3 | -5.9 |
| Due to Employment Expansions | 11.0 | 24.5 | 14.8 | 13.1 | 11.7 | 10.6 | 8.3 | 13.3 |
| Due to Employment Contractions | -8.5 | -8.1 | -10.7 | -9.9 | -8.7 | -8.7 | -7.9 | -9.1 |

Notes: Represents activity from March 1994 to March 1995. Longitudinal data for private establishments active (having payroll) in the first quarter of the year. Establishments with no employment in the first quarter were excluded. New firm births are classified by their employment size at the first quarter. Continuing firms are establishments that began before the period and still existed at the end of the period (ownership changes are considered continuing firms).

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

Table A.16 *Firms and Employment Changes from New Firms, Firm Deaths, and Continuing Firms by Major Industry, 1992-1993*

| Industry | New Firms (Original Locations) | | Deaths (Original Locations) | | Continuing Firms* | | Total Net Change | | | |
|---|--------------------------------|-----------|-----------------------------|------------|-------------------|----------|------------------|-----------|----------|-----------|
| | Total | <500 | 500+ | Total | <500 | 500+ | Total | <500 | 500+ | |
| Firms | | | | | | | | | | |
| Total, All Industries | 564,504 | 564,093 | 411 | -492,651 | -492,266 | -385 | 3,957,832 | 3,943,614 | 14,218 | 71,853 |
| Manufacturing | 29,055 | 29,001 | 54 | -28,048 | -27,976 | -72 | 269,440 | 264,829 | 4,611 | 1,007 |
| Transportation, Communications and Public Utilities | 25,011 | 25,000 | 11 | -20,235 | -20,217 | -18 | 141,287 | 139,676 | 1,611 | 4,776 |
| Wholesale Trade | 37,260 | 37,255 | 5 | -34,031 | -34,012 | -19 | 319,875 | 316,669 | 3,206 | 3,229 |
| Retail Trade | 120,430 | 120,411 | 19 | -117,095 | -117,047 | -48 | 835,800 | 833,003 | 2,797 | 3,335 |
| Finance, Insurance, and Real Estate Services | 45,900 | 45,867 | 33 | -39,562 | -39,502 | -60 | 326,486 | 323,49 | 2,989 | 6,338 |
| Agricultural Services, Mining, Construction, and Unclassified | 202,324 | 202,043 | 281 | -166,402 | -166,246 | -156 | NA | NA | NA | 35,922 |
| | 104,524 | 104,516 | 8 | -87,278 | -87,266 | -12 | 504,170 | 502,989 | 1,181 | 17,246 |
| Employment Changes | | | | | | | | | | |
| Total, All Industries | 3,438,106 | 3,053,765 | 384,341 | -2,906,260 | -2,697,656 | -208,604 | 1,416,407 | 1,431,127 | -14,720 | 1,948,253 |
| Manufacturing | 289,092 | 260,029 | 29,063 | -306,517 | -279,666 | -26,851 | 51,240 | 196,526 | -145,286 | 33,815 |
| Transportation, Communications and Public Utilities | 133,840 | 126,877 | 6,963 | -125,356 | -120,537 | -4,819 | 76,131 | 83,649 | -7,518 | 84,615 |
| Wholesale Trade | 159,574 | 156,809 | 2,765 | -189,957 | -182,472 | -7,485 | 71,737 | 91,351 | -19,614 | 41,354 |
| Retail Trade | 764,928 | 756,550 | 8,378 | -687,597 | -678,873 | -8,724 | 236,273 | 92,88 | 143,386 | 313,604 |
| Finance, Insurance, and Real Estate Services | 197,651 | 182,839 | 14,812 | -208,558 | -176,916 | -31,642 | -28,555 | 94,977 | -123,532 | -39,462 |
| | 1,498,521 | 1,180,223 | 318,298 | -989,357 | -877,341 | -112,016 | 973,134 | 769,309 | 203,825 | 1,482,298 |
| Agricultural Services, Mining, Construction, and Unclassified | 394,500 | 390,438 | 4,062 | -398,918 | -381,851 | -17,067 | 36,447 | 102,428 | -65,981 | 32,029 |
| Percent of Total Firms | | | | | | | | | | |
| Total, All Industries | 100.0 | 99.9 | 0.1 | 100.0 | 99.9 | 0.1 | 100.0 | 99.6 | 0.4 | 100.0 |
| Manufacturing | 5.1 | 5.1 | 0.0 | 5.7 | 5.7 | 0.0 | 6.8 | 6.7 | 0.1 | 1.4 |
| Transportation, Communications and Public Utilities | 4.4 | 4.4 | 0.0 | 4.1 | 4.1 | 0.0 | 3.6 | 3.5 | 0.0 | 6.6 |
| Wholesale Trade | 6.6 | 6.6 | 0.0 | 6.9 | 6.9 | 0.0 | 8.1 | 8.0 | 0.1 | 4.5 |

| | | | | | | | | | | | | |
|---|-------|------|------|-------|------|-----|-------|-------|-------|-------|------|------|
| Retail Trade | 21.3 | 21.3 | 0.0 | 23.8 | 23.8 | 0.0 | 21.1 | 21.0 | 0.1 | 4.6 | 4.7 | 0.0 |
| Finance, Insurance, and Real Estate Services | 8.1 | 8.1 | 0.0 | 8.0 | 8.0 | 0.0 | 8.2 | 8.2 | 0.1 | 8.8 | 8.9 | 0.0 |
| Agricultural Services, Mining, Construction, and Unclassified | 35.8 | 35.8 | 0.0 | 33.8 | 33.7 | 0.0 | 0.0 | 0.0 | 0.0 | 50.0 | 49.8 | 0.2 |
| Percent of Total Employment Changes | | | | | | | | | | | | |
| Total, All Industries | 100.0 | 88.8 | 11.2 | 100.0 | 92.8 | 7.2 | 100.0 | 101.0 | -1.0 | 100.0 | 91.7 | 8.3 |
| Manufacturing | 8.4 | 7.6 | 0.8 | 10.5 | 9.6 | 0.9 | 3.6 | 13.9 | -10.3 | 1.7 | 9.1 | -7.3 |
| Transportation, Communications and Public Utilities | 3.9 | 3.7 | 0.2 | 4.3 | 4.1 | 0.2 | 5.4 | 5.9 | -0.5 | 4.3 | 4.6 | -0.3 |
| Wholesale Trade | 4.6 | 4.6 | 0.1 | 6.5 | 6.3 | 0.3 | 5.1 | 6.4 | -1.4 | 2.1 | 3.4 | -1.2 |
| Retail Trade | 22.2 | 22.0 | 0.2 | 23.7 | 23.4 | 0.3 | 16.7 | 6.6 | 10.1 | 16.1 | 8.8 | 7.3 |
| Finance, Insurance, and Real Estate Services | 5.7 | 5.3 | 0.4 | 7.2 | 6.1 | 1.1 | -2.0 | 6.7 | -8.7 | -2.0 | 5.2 | -7.2 |
| Agricultural Services, Mining, Construction, and Unclassified | 43.6 | 34.3 | 9.3 | 34.0 | 30.2 | 3.9 | 68.7 | 54.3 | 14.4 | 76.1 | 55.0 | 21.0 |
| | 11.5 | 11.4 | 0.1 | 13.7 | 13.1 | 0.6 | 2.6 | 7.2 | -4.7 | 1.6 | 5.7 | -4.1 |

*Employment figures in this category represent employment changes as a result of expansion minus contraction.

NA = Not available

Notes: Represents activity from March 1992 to March 1993. Longitudinal data for establishments active (having payroll) in the first quarter of the year. Establishments with no employment in the first quarter were excluded. New firm births are classified by their employment size at the first quarter; Represents private establishments excluding railroads, most government-owned establishments, and farms. The number of continuing firms was calculated from static and longitudinal data. Existing firms with ownership changes are considered continuing firms.

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

Table A.17 *Establishment Changes by Firm Size and State, 1994–1995*

| State | Establishments in 1994 | | | Establishment Births | | | Establishment Deaths | | | Net Change | | | Net Change (Percent) | | |
|----------------------|------------------------|------------------|----------------|----------------------|----------------|---------------|----------------------|-----------------|----------------|----------------|---------------|---------------|----------------------|----------------------|------------|
| | Total | <500 | 500+ | Total | <500 | 500+ | Total | <500 | 500+ | Net Change | | Total | | Net Change (Percent) | |
| | | | | | | | | | | <500 | 500+ | <500 | 500+ | <500 | 500+ |
| United States | 5,770,090 | 5,012,399 | 757,691 | 695,657 | 621,295 | 74,362 | -587,337 | -530,510 | -56,827 | 108,320 | 90,785 | 17,535 | 1.9 | 1.8 | 2.3 |
| Alabama | 84,566 | 71,866 | 12,700 | 10,412 | 9,313 | 1,099 | -8,329 | -7,588 | -741 | 2,083 | 1,725 | 358 | 2.5 | 2.4 | 2.8 |
| Alaska | 13,984 | 12,480 | 1,504 | 1,839 | 1,730 | 109 | -1,489 | -1,389 | -100 | 350 | 341 | 9 | 2.5 | 2.7 | 0.6 |
| Arizona | 84,696 | 72,362 | 12,334 | 12,483 | 11,178 | 1,305 | -9,971 | -8,982 | -989 | 2,512 | 2,196 | 316 | 3.0 | 3.0 | 2.6 |
| Arkansas | 52,511 | 46,192 | 6,319 | 6,684 | 6,085 | 599 | -5,277 | -4,914 | -363 | 1,407 | 1,171 | 236 | 2.7 | 2.5 | 3.7 |
| California | 649,472 | 569,489 | 79,983 | 81,501 | 73,709 | 7,792 | -76,755 | -70,166 | -6,589 | 4,746 | 3,543 | 1,203 | 0.7 | 0.6 | 1.5 |
| Colorado | 98,303 | 85,996 | 12,307 | 14,754 | 13,302 | 1,452 | -10,609 | -9,614 | -995 | 4,145 | 3,688 | 457 | 4.2 | 4.3 | 3.7 |
| Connecticut | 80,738 | 71,464 | 9,274 | 8,426 | 7,439 | 987 | -7,459 | -6,638 | -821 | 967 | 801 | 166 | 1.2 | 1.1 | 1.8 |
| Delaware | 17,844 | 14,954 | 2,890 | 2,391 | 2,037 | 354 | -1,811 | -1,531 | -280 | 580 | 506 | 74 | 3.3 | 3.4 | 2.6 |
| District of Columbia | 17,636 | 14,880 | 2,756 | 1,834 | 1,523 | 311 | -1,656 | -1,393 | -263 | 178 | 130 | 48 | 1.0 | 0.9 | 1.7 |
| Florida | 343,888 | 297,802 | 46,086 | 49,396 | 44,504 | 4,892 | -43,238 | -39,779 | -3,459 | 6,158 | 4,725 | 1,433 | 1.8 | 1.6 | 3.1 |
| Georgia | 153,207 | 127,960 | 25,247 | 21,323 | 18,558 | 2,765 | -16,361 | -14,608 | -1,753 | 4,962 | 3,950 | 1,012 | 3.2 | 3.1 | 4.0 |
| Hawaii | 27,255 | 23,783 | 3,472 | 2,840 | 2,513 | 327 | -2,780 | -2,553 | -227 | 60 | -40 | 100 | 0.2 | -0.2 | 2.9 |
| Idaho | 27,395 | 24,481 | 2,914 | 3,765 | 3,518 | 247 | -2,871 | -2,663 | -208 | 894 | 855 | 39 | 3.3 | 3.5 | 1.3 |
| Illinois | 256,773 | 223,372 | 33,401 | 28,493 | 24,897 | 3,596 | -23,669 | -20,984 | -2,685 | 4,824 | 3,913 | 911 | 1.9 | 1.8 | 2.7 |
| Indiana | 124,990 | 107,248 | 17,742 | 13,902 | 11,937 | 1,965 | -11,235 | -9,988 | -1,247 | 2,667 | 1,949 | 718 | 2.1 | 1.8 | 4.0 |
| Iowa | 70,156 | 61,828 | 8,328 | 6,769 | 6,008 | 761 | -5,959 | -5,422 | -537 | 810 | 586 | 224 | 1.2 | 0.9 | 2.7 |
| Kansas | 62,919 | 55,080 | 7,839 | 6,851 | 6,236 | 615 | -5,842 | -5,336 | -506 | 1,009 | 900 | 109 | 1.6 | 1.6 | 1.4 |
| Kentucky | 75,836 | 65,056 | 10,780 | 8,446 | 7,415 | 1,031 | -7,098 | -6,328 | -770 | 1,348 | 1,087 | 261 | 1.8 | 1.7 | 2.4 |
| Louisiana | 86,011 | 73,786 | 12,225 | 9,661 | 8,535 | 1,126 | -8,376 | -7,491 | -885 | 1,285 | 1,044 | 241 | 1.5 | 1.4 | 2.0 |
| Maine | 30,434 | 27,382 | 3,052 | 3,577 | 3,325 | 252 | -3,040 | -2,783 | -257 | 537 | 542 | -5 | 1.8 | 2.0 | -0.2 |
| Maryland | 106,445 | 91,301 | 15,144 | 12,946 | 11,418 | 1,528 | -10,703 | -9,403 | -1,300 | 2,243 | 2,015 | 228 | 2.1 | 2.2 | 1.5 |
| Massachusetts | 140,002 | 122,877 | 17,125 | 15,839 | 13,746 | 2,093 | -13,041 | -11,477 | -1,564 | 2,798 | 2,269 | 529 | 2.0 | 1.8 | 3.1 |
| Michigan | 196,944 | 171,933 | 25,011 | 22,057 | 19,765 | 2,292 | -17,838 | -16,023 | -1,815 | 4,219 | 3,742 | 477 | 2.1 | 2.2 | 1.9 |
| Minnesota | 108,799 | 95,880 | 12,919 | 11,020 | 10,549 | 1,171 | -9,607 | -8,660 | -947 | 2,113 | 1,889 | 224 | 1.9 | 2.0 | 1.7 |
| Mississippi | 50,515 | 43,711 | 6,804 | 6,023 | 5,373 | 650 | -5,088 | -4,663 | -425 | 935 | 710 | 225 | 1.9 | 1.6 | 3.3 |
| Missouri | 123,430 | 107,178 | 16,252 | 14,524 | 12,930 | 1,594 | -12,513 | -11,324 | -1,189 | 2,011 | 1,606 | 405 | 1.6 | 1.5 | 2.5 |
| Montana | 24,377 | 22,167 | 2,210 | 3,083 | 2,911 | 172 | -2,386 | -2,271 | -110 | 697 | 635 | 62 | 2.9 | 2.9 | 2.8 |
| Nebraska | 42,025 | 37,337 | 4,688 | 4,051 | 3,643 | 408 | -3,572 | -3,301 | -271 | 479 | 342 | 137 | 1.1 | 0.9 | 2.9 |
| Nevada | 30,626 | 26,447 | 4,179 | 5,201 | 4,656 | 545 | -3,789 | -3,510 | -279 | 1,146 | 1,146 | 266 | 4.6 | 4.3 | 6.4 |
| New Hampshire | 29,533 | 26,025 | 3,508 | 3,674 | 3,278 | 396 | -2,822 | -2,517 | -305 | 852 | 761 | 91 | 2.9 | 2.9 | 2.6 |
| New Jersey | 190,159 | 168,059 | 22,100 | 23,124 | 21,028 | 2,096 | -18,928 | -17,062 | -1,866 | 4,196 | 3,966 | 230 | 2.2 | 2.4 | 1.0 |
| New Mexico | 35,322 | 30,931 | 4,391 | 4,694 | 4,252 | 442 | -3,943 | -3,667 | -276 | 751 | 585 | 166 | 2.1 | 1.9 | 3.8 |
| New York | 406,262 | 363,916 | 42,346 | 47,288 | 42,967 | 4,321 | -41,993 | -38,296 | -3,637 | 5,355 | 4,671 | 684 | 1.3 | 1.3 | 1.6 |
| North Carolina | 157,979 | 134,646 | 23,333 | 19,127 | 17,111 | 2,016 | -14,326 | -12,997 | -1,329 | 4,801 | 4,114 | 687 | 3.0 | 3.1 | 2.9 |

| | | | | | | | | | | | | | | | |
|----------------|---------|---------|--------|--------|--------|-------|---------|---------|--------|-------|-------|-------|-----|-----|------|
| North Dakota | 17,888 | 16,105 | 1,783 | 1,645 | 1,529 | 116 | -1,413 | -1,286 | -127 | 232 | 243 | -11 | 1.3 | 1.5 | -0.6 |
| Ohio | 234,132 | 198,372 | 35,760 | 24,046 | 20,869 | 3,177 | -20,045 | -17,409 | -2,636 | 4,001 | 3,460 | 541 | 1.7 | 1.7 | 1.5 |
| Oklahoma | 72,160 | 62,885 | 9,275 | 8,412 | 7,674 | 738 | -7,387 | -6,804 | -583 | 1,025 | 870 | 155 | 1.4 | 1.4 | 1.7 |
| Oregon | 79,746 | 71,182 | 8,564 | 10,642 | 9,851 | 791 | -8,431 | -7,880 | -551 | 2,211 | 1,971 | 240 | 2.8 | 2.8 | 2.8 |
| Pennsylvania | 255,337 | 220,174 | 35,163 | 24,877 | 21,601 | 3,276 | -21,717 | -19,051 | -2,666 | 3,160 | 2,550 | 610 | 1.2 | 1.2 | 1.7 |
| Rhode Island | 24,121 | 21,701 | 2,420 | 2,591 | 2,312 | 279 | -2,303 | -2,113 | -190 | 288 | 199 | 89 | 1.2 | 0.9 | 3.7 |
| South Carolina | 76,821 | 65,185 | 11,636 | 9,624 | 8,661 | 963 | -7,848 | -7,207 | -641 | 1,776 | 1,454 | 322 | 2.3 | 2.2 | 2.8 |
| South Dakota | 19,740 | 18,061 | 1,679 | 2,032 | 1,908 | 124 | -1,683 | -1,589 | -94 | 349 | 319 | 30 | 1.8 | 1.8 | 1.8 |
| Tennessee | 109,618 | 91,851 | 17,767 | 13,298 | 11,601 | 1,697 | -10,632 | -9,503 | -1,129 | 2,666 | 2,098 | 568 | 2.4 | 2.3 | 3.2 |
| Texas | 383,890 | 325,082 | 58,808 | 50,412 | 44,092 | 6,320 | -42,615 | -37,994 | -4,621 | 7,797 | 6,098 | 1,699 | 2.0 | 1.9 | 2.9 |
| Utah | 37,861 | 32,713 | 5,148 | 5,747 | 5,204 | 543 | -4,110 | -3,775 | -335 | 1,637 | 1,429 | 208 | 4.3 | 4.4 | 4.0 |
| Vermont | 17,797 | 16,397 | 1,400 | 1,861 | 1,744 | 117 | -1,578 | -1,452 | -126 | 283 | 292 | -9 | 1.6 | 1.8 | -0.6 |
| Virginia | 141,973 | 119,400 | 22,573 | 17,240 | 15,260 | 1,980 | -13,708 | -12,111 | -1,597 | 3,532 | 3,149 | 383 | 2.5 | 2.6 | 1.7 |
| Washington | 129,966 | 115,352 | 14,614 | 17,296 | 15,949 | 1,347 | -15,070 | -13,839 | -1,231 | 2,226 | 2,110 | 116 | 1.7 | 1.8 | 0.8 |
| West Virginia | 35,998 | 31,120 | 4,878 | 3,936 | 3,529 | 407 | -3,234 | -2,871 | -363 | 702 | 658 | 44 | 2.0 | 2.1 | 0.9 |
| Wisconsin | 117,484 | 104,102 | 13,382 | 11,543 | 10,479 | 1,064 | -9,813 | -8,979 | -834 | 1,730 | 1,500 | 230 | 1.5 | 1.4 | 1.7 |
| Wyoming | 14,526 | 12,848 | 1,678 | 1,757 | 1,643 | 114 | -1,436 | -1,321 | -115 | 321 | 322 | -1 | 2.2 | 2.5 | -0.1 |

Notes: Longitudinal data for establishments active (having payroll) in the first quarter of the year. (Establishments with no employment in the first quarter were excluded.)

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

Table A.18 Employment Changes from Establishment Changes by Firm Size and State, 1994–1995

| State | Establishments in 1994 | | | Establishment Births | | | Establishment Deaths | | | Net Change | | | Net Change (Percent) | | | | | |
|----------------------|------------------------|-------------------|-------------------|----------------------|------------------|------------------|----------------------|-------------------|-------------------|------------------|------------------|----------------|----------------------|------------|------------|------------|------------|------------|
| | Total | <500 | 500+ | Total | <500 | 500+ | Total | <500 | 500+ | Total | <500 | 500+ | Total | <500 | 500+ | Total | <500 | 500+ |
| | | | | | | | | | | | | | | | | | | |
| United States | 96,687,346 | 50,974,012 | 45,713,334 | 5,763,600 | 3,456,835 | 2,306,765 | 4,530,705 | -3,011,822 | -1,518,883 | 3,591,567 | 2,613,305 | 978,262 | 3.7 | 5.1 | 2.1 | 3.7 | 5.1 | 2.1 |
| Alabama | 1,478,303 | 741,326 | 736,977 | 99,128 | 54,079 | 45,049 | -63,276 | -42,259 | -21,017 | 74,734 | 45,431 | 29,303 | 5.1 | 6.1 | 4.0 | 5.1 | 6.1 | 4.0 |
| Alaska | 178,415 | 114,911 | 63,504 | 10,224 | 7,582 | 2,642 | -8,683 | -6,569 | -2,114 | 3,497 | 2,910 | 587 | 2.0 | 2.5 | 0.9 | 2.0 | 2.5 | 0.9 |
| Arizona | 1,414,061 | 756,331 | 657,730 | 111,343 | 67,102 | 44,241 | -80,674 | -56,402 | -24,272 | 92,263 | 56,339 | 35,924 | 6.5 | 7.4 | 5.5 | 6.5 | 7.4 | 5.5 |
| Arkansas | 842,409 | 432,529 | 409,880 | 52,373 | 31,978 | 20,555 | -40,279 | -24,833 | -15,446 | 47,622 | 28,374 | 19,248 | 5.7 | 6.6 | 4.7 | 5.7 | 6.6 | 4.7 |
| California | 10,619,318 | 5,799,613 | 4,819,705 | 662,681 | 423,761 | 238,920 | -572,385 | -395,634 | -176,751 | 335,181 | 248,218 | 86,963 | 3.2 | 4.3 | 1.8 | 3.2 | 4.3 | 1.8 |
| Colorado | 1,479,280 | 817,709 | 661,571 | 112,763 | 69,703 | 43,060 | -83,780 | -54,693 | -29,087 | 75,824 | 56,513 | 19,311 | 5.1 | 6.9 | 2.9 | 5.1 | 6.9 | 2.9 |
| Connecticut | 1,384,926 | 724,063 | 660,863 | 79,420 | 37,001 | 42,419 | -60,557 | -33,637 | -26,420 | 28,001 | 30,399 | -2,398 | 2.0 | 4.2 | -0.4 | 2.0 | 4.2 | -0.4 |
| Delaware | 306,774 | 142,123 | 164,651 | 17,503 | 11,805 | 5,698 | -12,994 | -8,197 | -4,797 | 17,444 | 11,704 | 5,740 | 5.7 | 8.2 | 3.5 | 5.7 | 8.2 | 3.5 |
| District of Columbia | 411,233 | 192,691 | 218,542 | 17,951 | 10,731 | 7,220 | -14,668 | -8,625 | -6,043 | 5,297 | 7,257 | -1,960 | 1.3 | 3.8 | -0.9 | 1.3 | 3.8 | -0.9 |
| Florida | 4,982,299 | 2,662,688 | 2,319,611 | 419,270 | 228,685 | 191,035 | -322,891 | -226,411 | -96,479 | 223,373 | 109,405 | 113,968 | 4.5 | 4.1 | 4.9 | 4.5 | 4.1 | 4.9 |
| Georgia | 2,752,131 | 1,296,323 | 1,455,808 | 200,897 | 112,356 | 88,541 | -143,280 | -90,453 | -52,827 | 161,022 | 84,686 | 76,336 | 5.9 | 6.5 | 5.2 | 5.9 | 6.5 | 5.2 |
| Hawaii | 425,921 | 245,386 | 180,535 | 21,006 | 14,495 | 6,511 | -19,208 | -13,421 | -5,787 | -2,910 | -2,422 | -488 | -0.7 | -1.0 | -0.3 | -0.7 | -1.0 | -0.3 |
| Idaho | 367,943 | 225,797 | 142,146 | 20,621 | 16,171 | 4,450 | -22,874 | -12,258 | -10,616 | 10,179 | 11,848 | -1,669 | 2.8 | 5.2 | -1.2 | 2.8 | 5.2 | -1.2 |
| Illinois | 4,800,563 | 2,441,512 | 2,359,051 | 260,360 | 149,156 | 111,204 | -200,456 | -121,755 | -78,701 | 147,985 | 134,257 | 13,728 | 3.1 | 5.5 | 0.6 | 3.1 | 5.5 | 0.6 |
| Indiana | 2,314,418 | 1,188,219 | 1,126,199 | 121,364 | 68,533 | 52,831 | -91,169 | -56,879 | -34,290 | 87,947 | 70,009 | 17,938 | 3.8 | 5.9 | 1.6 | 3.8 | 5.9 | 1.6 |
| Iowa | 1,089,423 | 614,561 | 474,862 | 55,174 | 30,371 | 24,803 | -42,325 | -28,676 | -13,649 | 48,695 | 26,655 | 22,040 | 4.5 | 4.3 | 4.6 | 4.5 | 4.3 | 4.6 |
| Kansas | 954,038 | 543,379 | 410,659 | 48,223 | 33,782 | 14,441 | -37,189 | -26,970 | -10,219 | 29,951 | 23,985 | 5,966 | 3.1 | 4.4 | 1.5 | 3.1 | 4.4 | 1.5 |
| Kentucky | 1,292,395 | 681,526 | 610,869 | 67,999 | 44,692 | 23,307 | -53,836 | -37,021 | -16,815 | 54,999 | 39,606 | 15,393 | 4.3 | 5.8 | 2.5 | 4.3 | 5.8 | 2.5 |
| Louisiana | 1,424,903 | 792,028 | 632,875 | 88,221 | 53,667 | 34,554 | -81,770 | -47,922 | -33,848 | 26,654 | 33,262 | -6,608 | 1.9 | 4.2 | -1.0 | 1.9 | 4.2 | -1.0 |
| Maine | 419,597 | 255,685 | 163,912 | 19,456 | 14,153 | 5,303 | -17,085 | -12,689 | -4,396 | 12,536 | 11,094 | 1,442 | 3.0 | 4.3 | 0.9 | 3.0 | 4.3 | 0.9 |
| Maryland | 1,751,750 | 958,795 | 792,955 | 96,642 | 60,307 | 36,335 | -82,737 | -52,868 | -29,869 | 64,608 | 50,736 | 13,872 | 3.7 | 5.3 | 1.7 | 3.7 | 5.3 | 1.7 |
| Massachusetts | 2,659,181 | 1,364,262 | 1,294,919 | 133,610 | 75,429 | 58,181 | -117,403 | -75,285 | -42,118 | 75,508 | 61,054 | 14,454 | 2.8 | 4.5 | 1.1 | 2.8 | 4.5 | 1.1 |
| Michigan | 3,540,756 | 1,872,233 | 1,668,523 | 202,690 | 122,759 | 79,931 | -150,452 | -98,550 | -51,902 | 164,135 | 119,677 | 44,458 | 4.6 | 6.4 | 2.7 | 4.6 | 6.4 | 2.7 |
| Minnesota | 1,994,326 | 1,090,025 | 904,301 | 98,756 | 62,770 | 35,986 | -76,215 | -51,359 | -24,856 | 78,342 | 64,011 | 14,331 | 3.9 | 5.9 | 1.6 | 3.9 | 5.9 | 1.6 |
| Mississippi | 834,537 | 416,097 | 418,440 | 57,653 | 30,230 | 27,423 | -37,161 | -26,144 | -11,017 | 37,052 | 23,003 | 14,049 | 4.4 | 5.5 | 3.4 | 4.4 | 5.5 | 3.4 |
| Missouri | 2,100,679 | 1,093,172 | 1,007,507 | 112,203 | 67,927 | 44,276 | -97,490 | -60,337 | -37,153 | 69,908 | 49,908 | 19,882 | 3.3 | 4.6 | 2.0 | 3.3 | 4.6 | 2.0 |
| Montana | 249,478 | 182,110 | 67,368 | 15,403 | 12,488 | 2,915 | -11,371 | -9,910 | -1,461 | 11,533 | 9,270 | 2,263 | 4.6 | 5.1 | 3.4 | 4.6 | 5.1 | 3.4 |
| Nebraska | 648,241 | 359,227 | 289,014 | 29,249 | 20,138 | 9,111 | -25,758 | -16,518 | -9,240 | 25,550 | 13,381 | 12,169 | 3.9 | 3.7 | 4.2 | 3.9 | 3.7 | 4.2 |
| Nevada | 627,235 | 284,387 | 342,848 | 51,007 | 29,466 | 21,541 | -29,242 | -20,864 | -8,378 | 42,761 | 25,744 | 17,017 | 6.8 | 9.1 | 5.0 | 6.8 | 9.1 | 5.0 |
| New Hampshire | 445,269 | 257,949 | 187,320 | 25,708 | 16,344 | 9,364 | -20,237 | -13,998 | -6,239 | 18,499 | 14,817 | 3,682 | 4.2 | 5.7 | 2.0 | 4.2 | 5.7 | 2.0 |
| New Jersey | 3,123,976 | 1,633,884 | 1,490,092 | 169,209 | 107,733 | 61,836 | -164,753 | -93,014 | -71,739 | 62,701 | 81,578 | -18,877 | 2.0 | 5.0 | -1.3 | 2.0 | 5.0 | -1.3 |
| New Mexico | 488,478 | 297,412 | 191,066 | 32,427 | 23,002 | 9,425 | -28,847 | -19,863 | -8,984 | 18,635 | 15,598 | 3,037 | 3.8 | 5.2 | 1.6 | 3.8 | 5.2 | 1.6 |
| New York | 6,661,950 | 3,490,573 | 3,171,377 | 379,993 | 213,363 | 166,630 | -292,128 | -200,929 | -91,199 | 120,379 | 129,951 | -9,572 | 1.8 | 3.7 | -0.3 | 1.8 | 3.7 | -0.3 |
| North Carolina | 2,853,469 | 1,366,481 | 1,486,988 | 149,244 | 91,571 | 57,673 | -104,798 | -72,500 | -32,298 | 134,506 | 84,920 | 49,586 | 4.7 | 6.2 | 3.3 | 4.7 | 6.2 | 3.3 |

| | | | | | | | | | | | | | | | |
|----------------|-----------|-----------|-----------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-----|-----|------|
| North Dakota | 220,612 | 151,864 | 68,748 | 10,577 | 8,282 | 2,295 | -8,815 | -6,108 | -2,707 | 9,554 | 8,735 | 819 | 4.3 | 5.8 | 1.2 |
| Ohio | 4,384,026 | 2,227,419 | 2,156,607 | 210,727 | 119,305 | 91,422 | -160,011 | -102,864 | -57,147 | 165,804 | 126,739 | 39,065 | 3.8 | 5.7 | 1.8 |
| Oklahoma | 1,024,513 | 599,839 | 424,674 | 57,303 | 41,664 | 15,639 | -49,397 | -37,398 | -11,999 | 29,607 | 25,889 | 3,718 | 2.9 | 4.3 | 0.9 |
| Oregon | 1,127,066 | 686,381 | 440,685 | 74,613 | 47,897 | 26,716 | -55,397 | -41,403 | -13,994 | 57,904 | 43,752 | 14,152 | 5.1 | 6.4 | 3.2 |
| Pennsylvania | 4,581,415 | 2,357,221 | 2,224,194 | 216,573 | 128,909 | 87,664 | -190,164 | -120,753 | -69,411 | 119,182 | 98,183 | 20,999 | 2.6 | 4.2 | 0.9 |
| Rhode Island | 370,266 | 216,965 | 153,301 | 17,146 | 10,035 | 7,111 | -13,761 | -10,108 | -3,653 | 9,491 | 6,423 | 3,068 | 2.6 | 3.0 | 2.0 |
| South Carolina | 1,347,529 | 636,985 | 710,544 | 75,435 | 49,543 | 25,892 | -60,106 | -43,786 | -16,320 | 47,082 | 32,722 | 14,360 | 3.5 | 5.1 | 2.0 |
| South Dakota | 255,996 | 168,091 | 87,905 | 10,970 | 9,545 | 1,425 | -10,206 | -7,863.0 | -2,343 | 12,488 | 8,070 | 4,418 | 4.9 | 4.8 | 5.0 |
| Tennessee | 2,041,189 | 963,730 | 1,077,459 | 122,211 | 69,440 | 52,771 | -84,728 | -54,749 | -29,979 | 107,566 | 63,228 | 44,338 | 5.3 | 6.6 | 4.1 |
| Texas | 6,449,547 | 3,229,946 | 3,219,601 | 495,384 | 274,038 | 221,346 | -348,992 | -233,410 | -115,582 | 329,559 | 197,530 | 132,029 | 5.1 | 6.1 | 4.1 |
| Utah | 699,044 | 363,034 | 336,010 | 51,967 | 31,357 | 20,610 | -33,207 | -24,463 | -8,744 | 44,447 | 25,098 | 19,349 | 6.4 | 6.9 | 5.8 |
| Vermont | 218,605 | 147,722 | 70,883 | 9,967 | 8,233 | 1,734 | -11,071 | -7,160 | -3,911 | 5,762 | 6,400 | -638 | 2.6 | 4.3 | -0.9 |
| Virginia | 2,392,240 | 1,200,323 | 1,191,917 | 135,780 | 81,494 | 54,286 | -112,433 | -68,063 | -44,370 | 84,706 | 65,930 | 18,776 | 3.5 | 5.5 | 1.6 |
| Washington | 1,893,228 | 1,116,685 | 776,543 | 111,831 | 80,054 | 31,777 | -93,141 | -67,777 | -25,364 | 54,836 | 45,619 | 9,217 | 2.9 | 4.1 | 1.2 |
| West Virginia | 510,777 | 284,790 | 225,987 | 25,797 | 18,343 | 7,454 | -20,494 | -14,607 | -5,887 | 19,173 | 18,103 | 1,070 | 3.8 | 6.4 | 0.5 |
| Wisconsin | 2,099,365 | 1,180,023 | 919,342 | 88,323 | 59,085 | 29,238 | -63,510 | -48,357 | -15,153 | 86,787 | 63,260 | 23,527 | 4.1 | 5.4 | 2.6 |
| Wyoming | 154,253 | 105,987 | 48,266 | 8,415 | 6,641 | 1,774 | -7,801 | -5,509 | -2,292 | 3,326 | 4,446 | -1,120 | 2.2 | 4.2 | -2.3 |

Notes: In addition to change from establishment births and deaths, net change includes change from expansions and contractions of existing establishments, not shown in this table; therefore subtracting change due to deaths from change due to births will not yield the net change shown. Longitudinal data for establishments active (having payroll) in the first quarter of the year. Establishments with no employment in the first quarter were excluded.

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

Table A.19 *Employment in Selected Small-Business-Dominated Industries, December 1995 and December 1996 (Thousands)*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|-----------------|--|-----------------|-----------------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| | Total, Small-Business-Dominated | 46,577.8 | 48,126.7 | 1,548.9 | 3.3 |
| | Agricultural Services | 543.7 | 574.0 | 30.3 | 5.6 |
| 7 | Agricultural Services | 543.7 | 574.0 | 30.3 | 5.6 |
| | Mining | 32.9 | 34.3 | 1.4 | 4.3 |
| 144 | Sand and Gravel | 32.9 | 34.3 | 1.4 | 4.3 |
| | Construction | 5,131.3 | 5,423.8 | 292.5 | 5.7 |
| 15 ¹ | General Building Contractors | 1,198.2 | 1,245.1 | 46.9 | 3.9 |
| 152 | Residential Building Construction | 598.0 | 621.6 | 23.6 | 3.9 |
| 153 | Operative Builders | 27.0 | 27.9 | 0.9 | 3.3 |
| 154 | Nonresidential Building Construction | 573.2 | 595.6 | 22.4 | 3.9 |
| 16 ¹ | Heavy Construction other than Building | 705.4 | 720.4 | 15.0 | 2.1 |
| 161 | Highway and Street Construction | 194.2 | 205.8 | 11.6 | 6.0 |
| 17 ² | Special Trade Contractors | 3,227.7 | 3,458.3 | 230.6 | 7.1 |
| 171 | Plumbing, Heating, and Air Conditioning | 733.5 | 769.9 | 36.4 | 5.0 |
| 172 | Painting, Paper Hanging, and Decorating | 175.9 | 183.6 | 7.7 | 4.4 |
| 173 | Electrical Work | 623.5 | 658.5 | 35.0 | 5.6 |
| 174 | Masonry, Stonework, and Plastering | 422.2 | 471.4 | 49.2 | 11.7 |
| 175 | Carpentry and Flooring | 234.7 | 251.6 | 16.9 | 7.2 |
| 176 | Roofing and Sheet Metal Work | 213.5 | 231.8 | 18.3 | 8.6 |
| | Manufacturing | 3,436.7 | 3,434.5 | 2.2 | -0.1 |
| 233 | Women's and Misses' Outerwear | 257.1 | 238.0 | -19.1 | -7.4 |
| 2361 | Girls', Children's, Infants' Dresses and Blouses | 17.0 | 13.0 | -4.0 | -23.5 |
| 238 | Miscellaneous Apparel and Accessories | 34.3 | 34.2 | -0.1 | -0.3 |
| 239 | Miscellaneous Fabricated Textile Products | 81.4 | 80.1 | -1.3 | -1.6 |
| 2391 | Curtains and Draperies | 19.3 | 18.6 | -0.7 | -3.6 |
| 2396 | Automotive Trimmings, Apparel Findings | 57.3 | 54.0 | -3.3 | -5.8 |
| 241 | Logging | 83.0 | 76.8 | -6.2 | -7.5 |
| 242 | Sawmills and Planing Mills | 183.0 | 183.3 | 0.3 | 0.2 |
| 243 | Millwork, Plywood and Structural Members | 35.3 | 36.4 | 1.1 | 3.1 |
| 2434 | Wood Kitchen Cabinets | 75.8 | 79.5 | 3.7 | 4.9 |
| 2435 | Hardwood Veneer and Plywood | 27.9 | 27.8 | -0.1 | -0.4 |
| 244 | Wood Containers | 50.2 | 50.7 | 0.5 | 1.0 |
| 249 | Miscellaneous Wood Products | 86.1 | 86.9 | 0.8 | 0.9 |
| 25 | Furniture and Fixtures | 42.2 | 43.6 | 1.4 | 3.3 |
| 2515 | Mattresses, Foundations, and Convertible Beds | 31.0 | 30.8 | -0.2 | -0.6 |
| 254 | Partitions, Shelving, Lockers, Fixtures | 83.9– | 85.3– | 1.4 | 1.7 |

Table A.19 *Employment in Selected Small-Business-Dominated Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995– 1996 | Percent Change 1995– 1996 |
|--------------------|---|----------------|----------------|----------------------------------|---------------------------------|
| | | 1995 | 1996 | | |
| 259 | Miscellaneous Furniture and Fixtures | 37.5 | 36.8 | -0.7 | -1.9 |
| 275 | Commercial Printing | 565.3 | 563.7 | -1.6 | -0.3 |
| 279 | Printing Trade Services | 54.3 | 51.6 | -2.7 | -5.0 |
| 316 | Luggage | 10.7 | 10.6 | -0.1 | -0.9 |
| 317 | Handbags and Personal Leather Goods | 11.5 | 9.9 | -1.6 | -13.9 |
| 327 | Concrete, Gypsum, and Plaster Products | 200.1 | 209.3 | 9.2 | 4.6 |
| 3441 | Fabricated Structural Metal | 75.4 | 77.8 | 2.4 | 3.2 |
| 3444 | Sheet Metal Work | 111.6 | 117.3 | 5.7 | 5.1 |
| 3446 | Architectural and Ornamental Metal Work | 29.4 | 30.0 | 0.6 | 2.0 |
| 3451 | Screw Machine Products | 51.4 | 51.2 | -0.2 | -0.4 |
| 3469 | Metal Stampings, n.e.c | 95.0 | 95.5 | 0.5 | 0.5 |
| 347 | Coating, Engraving, and Allied Services | 130.8 | 139.0 | 8.2 | 6.3 |
| 3496 | Miscellaneous Fabricated Wire Products | 57.5 | 57.3 | -0.2 | -0.3 |
| 3535 | Conveyors and Conveying Equipment | 41.0 | 41.0 | 0.0 | 0.0 |
| 3544 | Special Dies and Tools | 163.7 | 164.4 | 0.7 | 0.4 |
| 3545 | Cutting Tools, Machine Tool Accessories | 51.8 | 52.5 | 0.7 | 1.4 |
| 3552 | Textile Machinery | 15.3 | 14.6 | -0.7 | -4.6 |
| 3556 | Food Products Machinery | 25.4 | 25.7 | 0.3 | 1.2 |
| 3596 | Scales and Balances, except Laboratory | 270.2 | 272.7 | 2.5 | 0.9 |
| 3633 | Household Laundry Equipment | 16.2 | 16.5 | 0.3 | 1.9 |
| 3645 | Residential Electric Lighting Fixtures | 19.4 | 19.1 | -0.3 | -1.5 |
| 391 | Jewelry, Silverware, and Plated Ware | 12.8 | 12.8 | 0.0 | 0.0 |
| 3911 | Jewelry, Precious Metal | 37.6 | 36.3 | -1.3 | -3.5 |
| 393 | Musical Instruments | 14.6 | 15.2 | 0.6 | 4.1 |
| 396 | Costume Jewelry | 24.9 | 24.7 | -0.2 | -0.8 |
| 399 | Miscellaneous Manufacturing Industries | 148.5 | 150.0 | 1.5 | 1.0 |
| | Transportation, Communications, and Public Utilities | 1,078.8 | 1,136.5 | 57.7 | 5.3 |
| 411 | Local and Suburban Passenger Transportation | 208.6 | 221.2 | 12.6 | 6.0 |
| 412 | Taxicabs | 33.9 | 35.3 | 1.4 | 4.1 |
| 415 | School Buses | 153.1 | 159.6 | 6.5 | 4.2 |
| 422 | Public Warehousing | 145.7 | 153.4 | 7.7 | 5.3 |
| 47 | Transportation Services | 43.5 | 49.3 | 5.8 | 13.3 |
| 472 | Arrangement of Passenger Transport | 202.9 | 212.1 | 9.2 | 4.5 |
| 473 | Arrangement of Transportation of Freight | 176.1 | 187.6 | 11.5 | 6.5 |
| 4832 | Radio Broadcasting Stations | 115.0 | 118.0 | 3.0 | 2.6 |
| | Wholesale Trade | 4,022.9 | 4,125.2 | 102.3 | 2.5 |

Table A.19 *Employment in Selected Small-Business-Dominated Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|-----------------|--|-----------------|-----------------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| 50 | Durable Goods | 2,726.9 | 2,783.0 | 56.1 | 2.1 |
| 501 | Motor Vehicles and Automotive Equipment | 495.5 | 505.1 | 9.6 | 1.9 |
| 502 | Furniture and Home Furnishings | 157.5 | 165.0 | 7.5 | 4.8 |
| 503 | Lumber and Construction Materials | 241.6 | 251.4 | 9.8 | 4.1 |
| 505 | Metals and Minerals, except Petroleum | 144.6 | 149.6 | 5.0 | 3.5 |
| 5063 | Electrical Equipment, Wiring, and Construction | 214.4 | 220.7 | 6.3 | 2.9 |
| 5064 | Electrical Appliances, Television, and Radio | 49.4 | 46.9 | -2.5 | -5.1 |
| 507 | Hardware, Plumbing, and Heating Equipment | 288.4 | 297.3 | 8.9 | 3.1 |
| 508 | Machinery, Equipment, and Supplies | 793.1 | 812.0 | 18.9 | 2.4 |
| 509 | Miscellaneous Durable Goods | 342.4 | 335.0 | -7.4 | -2.2 |
| 51 | Nondurable Goods | 1,296.0 | 1,342.2 | 46.2 | 3.6 |
| 513 | Apparel, Piece Goods, and Notions | 225.6 | 239.5 | 13.9 | 6.2 |
| 5147 | Meats and Meat Products | 63.2 | 62.2 | -1.0 | -1.6 |
| 5148 | Fresh Fruits and Vegetables | 107.0 | 117.3 | 10.3 | 9.6 |
| 515 | Farm Product Raw Materials | 109.8 | 107.4 | -2.4 | -2.2 |
| 517 | Petroleum and Petroleum Products | 161.3 | 163.6 | 2.3 | 1.4 |
| 5181 | Beer and Ale | 99.4 | 101.4 | 2.0 | 2.0 |
| 519 | Miscellaneous Nondurable Goods | 529.7 | 550.8 | 21.1 | 4.0 |
| | Retail Trade | 13,166.3 | 13,595.8 | 429.5 | 3.3 |
| 52 | Building Materials and Garden Supplies | 37.0 | 40.9 | 3.9 | 10.0 |
| 521 | Lumber and Other Building Materials Stores | 511.7 | 552.5 | 40.8 | 8.0 |
| 523 | Paint, Glass, and Wallpaper Stores | 67.0 | 70.7 | 3.7 | 5.5 |
| 525 | Hardware Stores | 164.5 | 172.8 | 8.3 | 5.0 |
| 526 | Retail Nurseries and Garden Stores | 91.0 | 99.8 | 8.8 | 9.7 |
| 542 | Meat Markets and Freezer Provisioners | 51.9 | 58.6 | 6.7 | 12.9 |
| 545 | Dairy Products Stores | 15.7 | 16.0 | 0.3 | 1.9 |
| 546 | Retail Bakeries | 195.1 | 208.1 | 13.0 | 6.7 |
| 55 | Automotive Dealers and Service Stations | 163.4 | 169.9 | 6.5 | 4.0 |
| 551 | New and Used Car Dealers | 1,005.4 | 1,040.8 | 35.4 | 3.5 |
| 553 | Auto and Home Supply Stores | 379.0 | 408.1 | 29.1 | 7.7 |
| 554 | Gasoline Service Stations | 651.6 | 672.8 | 21.2 | 3.3 |
| 559 | Automotive Dealers, n.e.c. | 8.8 | 9.3 | 0.5 | 5.7 |
| 561 | Men's and Boys' Clothing and Furnishings | 90.7 | 86.0 | -4.7 | -5.2 |
| 571 | Furniture and Home Furnishings Stores | 503.1 | 553.7 | 50.6 | 10.1 |
| 572 | Household Appliance Stores | 78.6 | 74.2 | -4.4 | -5.6 |
| 58 | Eating and Drinking Places | 7,389.0 | 7,504.0 | 115.0 | 1.6 |
| 59 | Miscellaneous Retail Establishments | 222.5 | 277.2 | 54.7 | 24.6 |
| 592 | Liquor Stores | 114.6 | 118.9 | 4.3 | 3.8 |
| 593 | Used Merchandise Stores | 104.5 | 114.8 | 10.3 | 9.9 |

Table A.19 *Employment in Selected Small-Business-Dominated Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995– 1996 | Percent Change 1995– 1996 |
|--------------------|--|-----------------|-----------------|----------------------------------|---------------------------------|
| | | 1995 | 1996 | | |
| 5941 | Sporting Goods and Bicycles | 192.4 | 195.7 | 3.3 | 1.7 |
| 5943 | Stationery Stores | 84.5 | 87.7 | 3.2 | 3.8 |
| 5944 | Jewelry Stores | 148.1 | 150.1 | 2.0 | 1.4 |
| 5947 | Gift, Novelty, and Souvenir Shops | 234.1 | 233.8 | -0.3 | -0.1 |
| 5962 | Automatic Merchandising Machine Operators | 70.3 | 67.1 | -3.2 | -4.6 |
| 598 | Fuel Dealers | 104.2 | 107.3 | 3.1 | 3.0 |
| 599 | Retail Stores, n.e.c. | 487.6 | 505.0 | 17.4 | 3.6 |
| | Finance, Insurance and Real Estate | 2,345.5 | 2,413.1 | 67.6 | 2.9 |
| 606 | Credit Unions | 159.4 | 165.6 | 6.2 | 3.9 |
| 64 | Insurance Agents, Brokers, and Services | 704.4 | 714.0 | 9.6 | 1.4 |
| 65 | Real Estate | 30.0 | 32.5 | 2.5 | 8.3 |
| 651 | Real Estate Operators and Lessors | 575.9 | 594.4 | 18.5 | 3.2 |
| 653 | Real Estate Agents and Managers | 642.0 | 666.8 | 24.8 | 3.9 |
| 655 | Subdividers and Developers | 106.1 | 108.3 | 2.2 | 2.1 |
| 67 | Holding and Investment Services | 127.7 | 131.5 | 3.8 | 3.0 |
| | Services | 16,819.7 | 17,389.5 | 569.8 | 3.4 |
| 72 | Personnel Services | 17.1 | 16.7 | -0.4 | -2.3 |
| 721 | Laundry, Cleaning, and Garment Services | 435.4 | 436.7 | 1.3 | 0.3 |
| 723 | Beauty Shops | 395.3 | 402.7 | 7.4 | 1.9 |
| 726 | Funeral Service and Crematories | 91.9 | 95.4 | 3.5 | 3.8 |
| 731 | Advertising | 244.3 | 257.1 | 12.8 | 5.2 |
| 732 | Credit Reporting and Collection | 121.5 | 121.7 | 0.2 | 0.2 |
| 733 | Mailing, Reproduction, Stenographic | 289.4 | 316.6 | 27.2 | 9.4 |
| 734 | Services to Buildings | 888.8 | 881.7 | -7.1 | -0.8 |
| 735 | Miscellaneous Equipment Rental and Leasing | 227.3 | 231.4 | 4.1 | 1.8 |
| 7361 | Employment Agencies | 301.5 | 318.5 | 17.0 | 5.6 |
| 7384 | Photofinishing Laboratories | 77.4 | 73.8 | -3.6 | -4.7 |
| 753 | Automotive Repair Shops | 134.3 | 147.1 | 12.8 | 9.5 |
| 7532 | Top, Body, and Upholstery Repair Shops | 205.7 | 226.4 | 20.7 | 10.1 |
| 7538 | General Automotive Repair Shops | 238.7 | 261.0 | 22.3 | 9.3 |
| 754 | Automotive Services, except Repair | 92.2 | 96.8 | 4.6 | 5.0 |
| 7542 | Carwashes | 118.1 | 120.1 | 2.0 | 1.7 |
| 76 | Miscellaneous Repair Services | 249.0 | 253.1 | 4.1 | 1.6 |
| 762 | Electrical Repair Shops | 108.8 | 115.3 | 6.5 | 6.0 |
| 79 | Amusement and Recreation Services | 279.8 | 294.1 | 14.3 | 5.1 |
| 793 | Bowling Centers | 89.8 | 85.2 | -4.6 | -5.1 |
| 799 | Miscellaneous Amusement Recreation Service | 949.6 | 1,014.2 | 64.6 | 6.8 |

Table A.19 *Employment in Selected Small-Business-Dominated Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|-----------------|--|----------|---------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| 801 | Office of Physicians | 1,641.4 | 1,702.8 | 61.4 | 3.7 |
| 802 | Offices of Dentists | 612.7 | 639.6 | 26.9 | 4.4 |
| 804 | Offices of Other Health Practitioners | 428.6 | 454.7 | 26.1 | 6.1 |
| 8052 | Intermediate Care Facilities | 216.3 | 221.0 | 4.7 | 2.2 |
| 8059 | Nursing and Personal Care, n.e.c. | 232.1 | 237.8 | 5.7 | 2.5 |
| 807 | Medical and Dental Laboratories | 199.1 | 217.1 | 18.0 | 9.0 |
| 81 | Legal Services | 922.4 | 940.9 | 18.5 | 2.0 |
| 821 | Elementary and Secondary Schools | 586.8 | 587.9 | 1.1 | 0.2 |
| 824 | Correspondence and Vocational Schools | 81.5 | 88.3 | 6.8 | 8.3 |
| 832 | Individual and Family Services | 636.0 | 648.9 | 12.9 | 2.0 |
| 833 | Job Training and Related Services | 299.4 | 304.3 | 4.9 | 1.6 |
| 835 | Child Day Care Services | 581.1 | 589.0 | 7.9 | 1.4 |
| 836 | Residential Care | 648.8 | 675.5 | 26.7 | 4.1 |
| 839 | Social Services, n.e.c. | 207.6 | 207.5 | -0.1 | 0.0 |
| 84 | Museums, Botanical, and Zoological Gardens | 79.1 | 84.1 | 5.0 | 6.3 |
| 86 | Membership Organizations | 1,403.2 | 1,404.5 | 1.3 | 0.1 |
| 861 | Business Associations | 106.8 | 105.0 | -1.8 | -1.7 |
| 862 | Professional Organizations | 57.1 | 59.6 | 2.5 | 4.4 |
| 863 | Labor Organizations | 139.9 | 135.5 | -4.4 | -3.1 |
| 864 | Civic and Social Associations | 417.7 | 436.8 | 19.1 | 4.6 |
| 87 | Engineering, Accounting, Research | 825.7 | 900.5 | 74.8 | 9.1 |
| 8712 | Architectural Services | 130.2 | 139.6 | 9.4 | 7.2 |
| 8713 | Surveying Services | 53.1 | 57.0 | 3.9 | 7.3 |
| 872 | Accounting, Auditing, and Bookkeeping | 555.6 | 577.0 | 21.4 | 3.9 |
| 8732 | Commercial Economic, Educational Research | 121.3 | 125.4 | 4.1 | 3.4 |
| 8743 | Public Relations Services | 35.3 | 37.4 | 2.1 | 5.9 |
| 89 | Services, n.e.c. | 45.0 | 46.2 | 1.2 | 2.7 |

n.e.c. = Not elsewhere classified.

¹ Represents sum of three-digit components, which are also shown separately.

² Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

³ Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

Table A.20 *Employment in Selected Large-Business-Dominated Industries, December 1995 and December 1996 (Thousands)*

| SIC Code (1987) | Industry | December | | Absolute Change 1995– 1996 | Percent Change 1995– 1996 |
|--------------------|---|-----------------|-----------------|----------------------------------|---------------------------------|
| | | 1995 | 1996 | | |
| | Total, Large-Business-Dominated | 33,991.4 | 34,354.5 | 443.1 | 1.3 |
| | Mining | 312.2 | 296.0 | -16.2 | -5.2 |
| 10 | Metal Mining | 27.3 | 28.2 | 0.9 | 3.3 |
| 101 | Iron Ores | 8.3 | 8.3 | 0.0 | 0.0 |
| 102 | Copper Ores | 14.6 | 15.1 | 0.5 | 3.4 |
| 12 | Coal Mining | 6.3 | 6.3 | 0.0 | 0.0 |
| 122 | Bituminous Coal | 96.1 | 90.5 | -5.6 | -5.8 |
| 131 | Oil and Gas Extraction | 145.7 | 134.4 | -11.3 | -7.8 |
| 147 | Chemical and Fertilizer Minerals | 13.9 | 13.2 | -0.7 | -5.0 |
| | Manufacturing | 10,460.3 | 10,372.3 | -88.0 | -0.8 |
| 2011 | Meat Packing Plants | 141.1 | 139.0 | -2.1 | -1.5 |
| 2015 | Poultry Slaughtering and Processing | 239.2 | 231.6 | -7.6 | -3.2 |
| 202 | Dairy Products | 147.5 | 143.8 | -3.7 | -2.5 |
| 203 | Canned, Frozen Fruits, Vegetables | 214.1 | 206.5 | -7.6 | -3.5 |
| 204 | Grain Mill Products | 65.0 | 65.5 | 0.5 | 0.8 |
| 205 | Bakery Products | 209.1 | 205.1 | -4.0 | -1.9 |
| 206 | Sugar and Confectionery Products | 27.5 | 26.6 | -0.9 | -3.3 |
| 2061 | Cane Sugar, except Refining | 6.9 | 6.9 | 0.0 | 0.0 |
| 2062 | Cane Sugar Refining | 5.0 | 4.5 | -0.5 | -10.0 |
| 2063 | Beet Sugar | 10.5 | 9.8 | -0.7 | -6.7 |
| 207 | Fats and Oils | 30.7 | 31.0 | 0.3 | 1.0 |
| 208 | Beverages | 173.8 | 173.7 | -0.1 | -0.1 |
| 21 | Tobacco Products | 15.9 | 15.0 | -0.9 | -5.7 |
| 211 | Cigarettes | 28.1 | 28.7 | 0.6 | 2.1 |
| 221 | Broadwoven Fabric Mills, Cotton | 77.7 | 73.1 | -4.6 | -5.9 |
| 222 | Broadwoven Fabric Mills, Manmade Fiber | 69.2 | 66.0 | -3.2 | -4.6 |
| 225 | Knitting Mills | 20.8 | 20.3 | -0.5 | -2.4 |
| 2251 | Women's Full-Length Hosiery, except Socks | 21.2 | 20.5 | -0.7 | -3.3 |
| 2254 | Knit Underwear and Nightwear Mills | 20.7 | 19.9 | -0.8 | -3.9 |
| 2257 | Weft Knit Fabric Mills | 25.7 | 22.9 | -2.8 | -10.9 |
| 2262 | Finishers of Broadwoven Fabrics, Manmade | 23.6 | 22.7 | -0.9 | -3.8 |
| 227 | Carpets and Rugs | 62.2 | 61.4 | -0.8 | -1.3 |
| 228 | Yarn and Thread Mills | 92.5 | 93.2 | 0.7 | 0.8 |
| 231 | Men's and Boys' Suits, Coats, and Overcoats | 34.5 | 31.6 | -2.9 | -8.4 |
| 232 | Men's and Boys' Furnishings | 236.6 | 217.6 | -19.0 | -8.0 |
| 2341 | Women's, Misses', Children's Underwear | 32.0 | 29.3 | -2.7 | -8.4 |
| 2436 | Softwood Veneer and Plywood | 29.1 | 28.6 | -0.5 | -1.7 |
| 2451 | Mobile Homes | 62.2 | 65.8 | 3.6 | 5.8 |
| 252 | Office Furniture | 62.2 | 60.6 | -1.6 | -2.6 |
| 262 | Paper Mills | 161.2 | 158.6 | -2.6 | -1.6 |
| 263 | Paperboard Mills | 51.2 | 50.1 | -1.1 | -2.1 |

Table A.20 *Employment in Selected Large-Business-Dominated Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995– 1996 | Percent Change 1995– 1996 |
|--------------------|--|----------|-------|----------------------------------|---------------------------------|
| | | 1995 | 1996 | | |
| 265 | Paperboard Containers and Boxes | 22.8 | 22.2 | -0.6 | -2.6 |
| 2653 | Corrugated and Solid Fiber Boxes | 132.0 | 132.8 | 0.8 | 0.6 |
| 2656 | Sanitary Food Containers, except Folding | 18.3 | 17.6 | -0.7 | -3.8 |
| 267 | Converted Paper, except Containers and Boxes | 129.8 | 127.6 | -2.2 | -1.7 |
| 2672 | Coated and Laminated Paper | 47.8 | 45.2 | -2.6 | -5.4 |
| 2677 | Envelopes | 24.0 | 23.8 | -0.2 | -0.8 |
| 271 | Newspapers, Publishing, and Printing | 446.9 | 443.3 | -3.6 | -0.8 |
| 273 | Books | 124.0 | 122.3 | -1.7 | -1.4 |
| 281 | Industrial Inorganic Chemicals | 116.8 | 115.2 | -1.6 | -1.4 |
| 282 | Plastic Materials | 155.2 | 153.3 | -1.9 | -1.2 |
| 283 | Drugs | 255.7 | 253.5 | -2.2 | -0.9 |
| 2841 | Soap and Other Detergents | 42.8 | 41.1 | -1.7 | -4.0 |
| 2844 | Perfumes, Cosmetics, and Toilet Preparations | 67.2 | 67.2 | 0.0 | 0.0 |
| 286 | Industrial Organic Chemicals | 2.5 | 2.6 | 0.1 | 4.0 |
| 2865 | Cyclic Organic Crude Dyes and Pigments | 26.0 | 26.0 | 0.0 | 0.0 |
| 2869 | Industrial Organic Chemicals, n.e.c. | 118.8 | 116.0 | -2.8 | -2.4 |
| 287 | Agricultural Chemicals | 52.1 | 52.0 | -0.1 | -0.2 |
| 29 | Petroleum and Coal Products | 13.7 | 13.9 | 0.2 | 1.5 |
| 291 | Petroleum Refining | 99.7 | 96.1 | -3.6 | -3.6 |
| 301 | Tires and Inner Tubes | 80.7 | 77.1 | -3.6 | -4.5 |
| 302 | Rubber and Plastics Footwear | 6.3 | 5.4 | -0.9 | -14.3 |
| 305 | Gaskets, Packing, and Sealing Devices | 68.2 | 68.5 | 0.3 | 0.4 |
| 311 | Leather Tanning and Finishing | 13.2 | 13.0 | -0.2 | -1.5 |
| 314 | Footwear, except Rubber | 49.1 | 44.8 | -4.3 | -8.8 |
| 321 | Flat Glass | 15.4 | 15.4 | 0.0 | 0.0 |
| 322 | Glass and Glassware, Pressed or Brown | 71.8 | 69.9 | -1.9 | -2.6 |
| 324 | Cement, Hydraulic | 17.3 | 17.5 | 0.2 | 1.2 |
| 329 | Abrasive, Asbestos, etc. | 29.7 | 29.9 | 0.2 | 0.7 |
| 3292 | Asbestos Products | 2.5 | 2.4 | -0.1 | -4.0 |
| 3296 | Mineral Wool | 24.0 | 24.4 | 0.4 | 1.7 |
| 33 | Primary Metal Industries | 106.8 | 110.7 | 3.9 | 3.7 |
| 331 | Steel Works, Blast Furnaces | 214.0 | 207.9 | -6.1 | -2.9 |
| 3317 | Steel Pipe and Tubes | 27.6 | 26.9 | -0.7 | -2.5 |
| 332 | Iron and Steel Foundries | 42.2 | 42.3 | 0.1 | 0.2 |
| 3321 | Gray and Ductile Iron Foundries | 82.5 | 80.5 | -2.0 | -2.4 |
| 3322 | Malleable Iron Foundries | 4.1 | 4.1 | 0.0 | 0.0 |
| 333 | Primary Smelting and Refining | 18.2 | 18.2 | 0.0 | 0.0 |
| 3334 | Primary Production of Aluminum | 22.8 | 22.2 | -0.6 | -2.6 |
| 335 | Rolling, Drawing of Nonferrous Metals | 49.0 | 50.3 | 1.3 | 2.7 |
| 3351 | Rolling, Drawing of Copper | 22.2 | 22.8 | 0.6 | 2.7 |
| 3353 | Aluminum Sheet | 22.1 | 21.4 | -0.7 | -3.2 |
| 3357 | Drawing of Nonferrous Wire | 73.9 | 72.4 | -1.5 | -2.0 |
| 3411 | Metal Cans | 32.0 | 31.8 | -0.2 | -0.6 |
| 3429 | Hardware, n.e.c. | 70.8 | 72.1 | 1.3 | 1.8 |
| 3432 | Plumbing Fixture Fittings | 22.3 | 22.6 | 0.3 | 1.3 |
| 3465 | Automotive Stampings | 119.4 | 119.7 | 0.3 | 0.3 |

Table A.20 *Employment in Selected Large-Business-Dominated Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995– 1996 | Percent Change 1995– 1996 |
|---|---|----------------|----------------|----------------------------------|---------------------------------|
| | | 1995 | 1996 | | |
| 348 | Ordnance and Accessories | 23.7 | 21.0 | -2.7 | -11.4 |
| 3483 | Ammunition, except for Small Arms | 25.7 | 24.3 | -1.4 | -5.4 |
| 3511 | Steam, Gas, and Hydraulic Turbines | 25.8 | 25.2 | -0.6 | -2.3 |
| 3519 | Internal Combustion Engines | 60.9 | 58.9 | -2.0 | -3.3 |
| 3531 | Construction Machinery and Equipment | 79.5 | 79.2 | -0.3 | -0.4 |
| 3533 | Oil and Gas Field Machinery | 40.8 | 42.6 | 1.8 | 4.4 |
| 3546 | Power-Driven Handtools | 25.0 | 24.3 | -0.7 | -2.8 |
| 3561 | Pumps and Pumping Equipment | 29.1 | 29.4 | 0.3 | 1.0 |
| 3562 | Ball and Roller Bearings | 39.2 | 39.2 | 0.0 | 0.0 |
| 3563 | Air and Gas Compressors | 26.0 | 25.8 | -0.2 | -0.8 |
| 357 | Computer and Office Equipment | 104.8 | 106.4 | 1.6 | 1.5 |
| 3571 | Electronic Computers | 195.1 | 199.2 | 4.1 | 2.1 |
| 3575 | Computer Terminals | 57.2 | 56.0 | -1.2 | -2.1 |
| 358 | Refrigeration and Service Machinery | 63.8 | 65.7 | 1.9 | 3.0 |
| 3585 | Air Conditioning Equipment | 139.9 | 142.9 | 3.0 | 2.1 |
| 3592 | Carburetors, Pistons, Piston Rings | 22.3 | 22.9 | 0.6 | 2.7 |
| 3612 | Power and Distribution Transformers | 39.9 | 39.6 | -0.3 | -0.8 |
| 3613 | Switchgear and Switchboard Apparatus | 41.8 | 42.8 | 1.0 | 2.4 |
| 362 | Electrical Industrial Apparatus | 159.7 | 157.9 | -1.8 | -1.1 |
| 363 | Household Appliances | 44.9 | 46.4 | 1.5 | 3.3 |
| 3632 | Household Refrigerators | 29.7 | 28.6 | -1.1 | -3.7 |
| 3634 | Electric Housewares and Fans | 29.6 | 27.5 | -2.1 | -7.1 |
| 364 | Electric Lighting and Wiring Equipment | 56.8 | 56.3 | -0.5 | -0.9 |
| 3641 | Electric Lamp Bulbs and Tubes | 21.9 | 21.5 | -0.4 | -1.8 |
| 3643 | Current Carrying Wiring Devices | 62.2 | 62.3 | 0.1 | 0.2 |
| 3644 | Noncurrent Carrying Wiring Devices | 17.1 | 17.3 | 0.2 | 1.2 |
| 365 | Household Audio and Video Equipment | 85.3 | 83.2 | -2.1 | -2.5 |
| 366 | Communications Equipment | 265.3 | 264.6 | -0.7 | -0.3 |
| 367 | Electronic Components and Accessories | 191.3 | 187.9 | -3.4 | -1.8 |
| 3671 | Electron Tubes | 24.8 | 24.5 | -0.3 | -1.2 |
| 3674 | Semiconductors and Related Devices | 249.5 | 258.4 | 8.9 | 3.6 |
| 369 | Miscellaneous Electrical Machinery | 155.4 | 155.5 | 0.1 | 0.1 |
| 37 | Transportation Equipment | 20.2 | 21.3 | 1.1 | 5.4 |
| 371 | Motor Vehicles and Equipment | 19.4 | 19.8 | 0.4 | 2.1 |
| 3711 | Motor Vehicles and Passenger Car Bodies | 369.2 | 358.7 | -10.5 | -2.8 |
| 3714 | Motor Vehicle Parts and Accessories | 512.9 | 515.6 | 2.7 | 0.5 |
| 3721 | Aircraft | 241.0 | 253.7 | 12.7 | 5.3 |
| 3724 | Aircraft Engines and Engine Parts | 93.5 | 98.1 | 4.6 | 4.9 |
| 3728 | Aircraft Parts and Auxiliary Equipment | 112.7 | 121.8 | 9.1 | 8.1 |
| 3731 | Ship Building and Repairing | 102.3 | 95.2 | -7.1 | -6.9 |
| 374 | Railroad Equipment | 36.4 | 35.2 | -1.2 | -3.3 |
| 376 | Guided Missiles and Space Vehicles | 94.7 | 93.5 | -1.2 | -1.3 |
| 381 | Search, Detention, Navigation Equipment | 151.9 | 151.8 | -0.1 | -0.1 |
| 382 | Laboratory Apparatus | 285.5 | 288.0 | 2.5 | 0.9 |
| 384 | Surgical, Medical, and Dental Instruments | 264.8 | 267.5 | 2.7 | 1.0 |
| 385 | Ophthalmic Goods | 36.0 | 34.7 | -1.3 | -3.6 |
| 386 | Photographic Equipment and Supplies | 84.6 | 84.3 | -0.3 | -0.4 |
| Transportation, Communications, and Public Utilities | | 3,227.1 | 3,289.5 | 62.4 | 1.9 |

Table A.20 *Employment in Selected Large-Business-Dominated Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|-----------------|---|----------------|----------------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| 40 | Railroad Transportation | 29.4 | 28.9 | –0.5 | –1.7 |
| 4011 | Railroads, Line–Haul Operating | 209.1 | 202.6 | –6.5 | –3.1 |
| 45 | Transportation by Air | 47.2 | 53.4 | 6.2 | 13.1 |
| 451 | Air Transportation | 656.8 | 700.6 | 43.8 | 6.7 |
| 458 | Air Transportation Services | 115.2 | 124.6 | 9.4 | 8.2 |
| 46 | Pipelines, except Natural Gas | 14.4 | 13.7 | –0.7 | –4.9 |
| 48 ¹ | Communications | 1,247.1 | 1,281.8 | 34.7 | 2.8 |
| 481 | Telephone Communication | 931.6 | 952.3 | 20.7 | 2.2 |
| 4833 | Television Broadcasting Stations | 125.0 | 130.0 | 5.0 | 4.0 |
| 484 | Cable and Other Pay Television Services | 167.3 | 178.4 | 11.1 | 6.6 |
| 49 ¹ | Electric, Gas, and Sanitary Services | 907.9 | 883.9 | –24.0 | –2.6 |
| 491 | Electrical Services | 396.7 | 380.7 | –16.0 | –4.0 |
| 492 | Gas Production and Distribution | 150.5 | 145.3 | –5.2 | –3.5 |
| 493 | Combination Utility Services | 165.0 | 160.5 | –4.5 | –2.7 |
| 495 | Sanitary Services | 163.3 | 163.9 | 0.6 | 0.4 |
| | Wholesale Trade | 793.7 | 815.3 | 21.6 | 2.7 |
| 5045 | Computers and Computer Peripheral Equipment | 311.1 | 324.8 | 13.7 | 4.4 |
| 512 | Drugs, Drug Proprietaries and Druggists' Sundries | 202.8 | 211.8 | 9.0 | 4.4 |
| 5141 | Groceries, General Line | 279.8 | 278.7 | –1.1 | –0.4 |
| | Retail Trade | 7,209.4 | 7,334.1 | 124.7 | 1.7 |
| 531 | Department Stores | 2,593.4 | 2,701.9 | 108.5 | 4.2 |
| 533 | Variety Stores | 145.4 | 150.9 | 5.5 | 3.8 |
| 539 | Miscellaneous General Merchandise Stores | 218.1 | 219.9 | 1.8 | 0.8 |
| 541 | Grocery Stores | 3,047.4 | 3,056.7 | 9.3 | 0.3 |
| 56 ³ | Apparel and Accessory Stores | 192.0 | 199.0 | 7.0 | 3.6 |
| 562 | Women's Clothing Stores | 357.9 | 349.1 | –8.8 | –2.5 |
| 565 | Family Clothing Stores | 354.7 | 351.0 | –3.7 | –1.0 |
| 566 | Shoe Stores | 211.5 | 216.7 | 5.2 | 2.5 |
| 5735 | Record and Prerecorded Tape Stores | 89.0 | 88.9 | –0.1 | –0.1 |
| | Finance, Insurance, and Real Estate | 3,167.5 | 3,202.9 | 35.4 | 1.1 |
| 60 ² | Banking | 414.6 | 405.0 | –9.6 | –2.3 |
| 6021 | National Commercial Banks | 589.6 | 604.2 | 14.6 | 2.5 |
| 6036 | Savings Institutions, not Federally Chartered | 121.4 | 115.3 | –6.1 | –5.0 |
| 615 | Business Credit Institutions | 97.4 | 107.8 | 10.4 | 10.7 |
| 621 | Security Brokers and Dealers | 401.9 | 422.3 | 20.4 | 5.1 |

Table A.20 *Employment in Selected Large-Business-Dominated Industries, December 1995 and December 1996 (Thousands)*—Continued

| SIC Code (1987) | Industry | December | | Absolute Change 1995– 1996 | Percent Change 1995– 1996 |
|--------------------|--|----------------|----------------|----------------------------------|---------------------------------|
| | | 1995 | 1996 | | |
| 63 ² | Insurance Carriers | 62.8 | 66.7 | 3.9 | 6.2 |
| 631 | Life Insurance | 568.7 | 542.9 | -25.8 | -4.5 |
| 632 | Medical Service and Health Insurance | 314.7 | 334.8 | 20.1 | 6.4 |
| 633 | Fire, Marine, and Casualty Insurance | 529.6 | 532.0 | 2.4 | 0.5 |
| 636 | Title Insurance | 66.8 | 71.9 | 5.1 | 7.6 |
| | Services | 8,741.2 | 9,044.4 | 303.2 | 3.5 |
| 7363 | Personnel Supply Services | 2,285.2 | 2,428.4 | 143.2 | 6.3 |
| 7374 | Computer Processing and Data Preparation | 235.3 | 255.7 | 20.4 | 8.7 |
| 7375 | Information Retrieval Services | 60.3 | 69.6 | 9.3 | 15.4 |
| 7378 | Computer Maintenance and Repair | 49.9 | 52.6 | 2.7 | 5.4 |
| 7514 | Passenger Car Rental | 118.0 | 133.7 | 15.7 | 13.3 |
| 781 | Motion Picture Production | 221.8 | 240.9 | 19.1 | 8.6 |
| 783 | Motion Picture Theaters | 116.2 | 114.5 | -1.7 | -1.5 |
| 80 | Health Services | 355.7 | 369.4 | 13.7 | 3.9 |
| 8062 | Hospitals | 3,517.0 | 3,579.3 | 62.3 | 1.8 |
| 8063 | Psychiatric Hospitals | 89.8 | 88.1 | -1.7 | -1.9 |
| 8069 | Specialty Hospitals, except Psychiatric | 211.2 | 212.2 | 1.0 | 0.5 |
| 822 | Colleges and Universities | 1,260.3 | 1,290.0 | 29.7 | 2.4 |
| 8731 | Physical and Biological Research | 220.5 | 210.0 | -10.5 | -4.8 |

¹ Represents sum of three-digit components, which are also shown separately.

² Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

³ Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

Table A.21 *Employment in Selected Indeterminate Industries, December 1995 and December 1996 (Thousands)*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|--|--|-----------------|-----------------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| Total, Indeterminate Industries | | 18,596.1 | 19,040.9 | 444.8 | 2.4 |
| Mining | | 224.6 | 234.9 | 10.3 | 4.6 |
| 13 | Oil and Gas Extraction | 5.1 | 4.0 | -1.1 | -21.6 |
| 138 | Oil and Gas Field Services | 162.4 | 172.3 | 9.9 | 6.1 |
| 14 | Mining and Quarrying of Nonmetal Minerals | 17.7 | 18.3 | 0.6 | 3.4 |
| 142 | Crushed and Broken Stone | 39.4 | 40.3 | 0.9 | 2.3 |
| Manufacturing | | 4,532.2 | 4,522.4 | -9.8 | -0.2 |
| 2013 | Sausage and Other Prepared Meat Products | 94.2 | 94.0 | -0.2 | -0.2 |
| 2041 | Flour and Other Grain Mill Products | 19.3 | 18.8 | -0.5 | -2.6 |
| 2048 | Prepared Feeds and Feed Ingredients | 42.8 | 42.3 | -0.5 | -1.2 |
| 2064 | Candy and Other Confectionery Products | 59.3 | 61.3 | 2.0 | 3.4 |
| 209 | Miscellaneous Food Preparations and Kindred Products | 173.3 | 174.8 | 1.5 | 0.9 |
| 223 | Broadwoven Fabric Mills, Wool | 15.9 | 15.7 | -0.2 | -1.3 |
| 224 | Narrow Fabric and Other Smallwares Mills, Cotton | 22.0 | 20.3 | -1.7 | -7.7 |
| 2252 | Hosiery, n.e.c. | 40.7 | 40.2 | -0.5 | -1.2 |
| 2253 | Knit Outerwear Mills | 57.4 | 55.7 | -1.7 | -3.0 |
| 226 | Textile Finishing except Wool | 13.9 | 14.2 | 0.3 | 2.2 |
| 2261 | Finishers of Broadwoven Fabrics of Cotton | 33.9 | 32.1 | -1.8 | -5.3 |
| 229 | Miscellaneous Textile Goods | 50.7 | 49.7 | -1.0 | -2.0 |
| 2342 | Brassieres, Girdles, and Allied Garments | 11.4 | 10.2 | -1.2 | -10.5 |
| 236 | Girls', Children's, and Infants' Outerwear | 41.3 | 34.0 | -7.3 | -17.7 |
| 2392 | House Furnishings, except Curtains | 55.8 | 54.9 | -0.9 | -1.6 |
| 2431 | Millwork | 110.1 | 113.7 | 3.6 | 3.3 |
| 245 | Wood Buildings and Mobile Homes | 19.3 | 20.4 | 1.1 | 5.7 |
| 251 | Household Furniture | 11.6 | 11.7 | 0.1 | 0.9 |
| 2511 | Wood Household Furniture, except Upholstered | 127.8 | 126.8 | -1.0 | -0.8 |
| 2512 | Wood Household Furniture, Upholstered | 90.8 | 89.9 | -0.9 | -1.0 |
| 2514 | Metal Household Furniture | 21.3 | 19.9 | -1.4 | -6.6 |
| 253 | Public Building and Related Furniture | 42.2 | 43.6 | 1.4 | 3.3 |
| 26 | Paper and Allied Products | 12.4 | 12.1 | -0.3 | -2.4 |
| 2657 | Folding Paperboard Boxes | 47.0 | 47.2 | 0.2 | 0.4 |
| 2673 | Plastics, Foil, and Coated Paper Bags | 38.9 | 37.9 | -1.0 | -2.6 |
| 27 | Printing and Publishing | 26.8 | 26.8 | 0.0 | 0.0 |
| 272 | Periodicals, Publishing and Printing | 130.4 | 130.4 | 0.0 | 0.0 |

Table A.21 *Employment in Selected Indeterminate Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|-----------------|---|----------|-------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| 274 | Miscellaneous Publishing | 83.3 | 84.4 | 1.1 | 1.3 |
| 276 | Manifold Business Forms | 45.0 | 44.5 | -0.5 | -1.1 |
| 278 | Blankbooks, Looseleaf Binders, and Bookbinding | 69.6 | 67.3 | -2.3 | -3.3 |
| 2842 | Specialty Cleaning, Polishing, and Sanitation | 40.3 | 39.6 | -0.7 | -1.7 |
| 285 | Paints, Varnishes, Lacquers, Enamels | 55.4 | 57.2 | 1.8 | 3.2 |
| 289 | Miscellaneous Chemical Products | 91.3 | 90.8 | -0.5 | -0.5 |
| 295 | Asphalt Paving and Roofing Materials | 24.4 | 25.2 | 0.8 | 3.3 |
| 306 | Fabricated Rubber Products, n.e.c | 109.7 | 110.3 | 0.6 | 0.5 |
| 308 | Miscellaneous Plastics Products | 704.1 | 713.0 | 8.9 | 1.3 |
| 31 | Leather and Leather Products | 16.2 | 15.8 | -0.4 | -2.5 |
| 32 | Stone, Clay, and Glass Products | 12.9 | 13.4 | 0.5 | 3.9 |
| 323 | Products of Purchased Glass | 61.5 | 59.7 | -1.8 | -2.9 |
| 325 | Structural Clay Products | 33.1 | 33.4 | 0.3 | 0.9 |
| 326 | Pottery and Related Products | 40.2 | 38.6 | -1.6 | -4.0 |
| 3291 | Abrasive Products | 19.6 | 19.3 | -0.3 | -1.5 |
| 3325 | Steel Foundries, n.e.c | 26.4 | 25.4 | -1.0 | -3.8 |
| 34 | Fabricated Metal Products | 207.1 | 208.0 | 0.9 | 0.4 |
| 342 | Cutlery, Handtools, and General Hardware | 12.1 | 12.0 | -0.1 | -0.8 |
| 3423 | Hand and Edge Tools, except Machine Tools | 44.5 | 44.6 | 0.1 | 0.2 |
| 343 | Heating Equipment, except Electric and Warm Air | 56.3 | 59.0 | 2.7 | 4.8 |
| 3442 | Metal Doors, Sash, Frames, Molding, Trim | 74.7 | 77.1 | 2.4 | 3.2 |
| 3443 | Fabricated Plate Work (Boiler Shops) | 103.2 | 102.4 | -0.8 | -0.8 |
| 3452 | Bolts, Nuts, Screws, Rivets, Washers | 47.8 | 48.6 | 0.8 | 1.7 |
| 3462 | Iron and Steel Forgings | 30.6 | 31.0 | 0.4 | 1.3 |
| 3494 | Valves and Pipe Fittings, n.e.c. | 25.2 | 25.3 | 0.1 | 0.4 |
| 35 | Industrial Machinery and Equipment | 91.4 | 91.9 | 0.5 | 0.5 |
| 352 | Farm and Garden Machinery and Equipment | 26.2 | 26.8 | 0.6 | 2.3 |
| 3523 | Farm Machinery and Equipment | 71.8 | 73.6 | 1.8 | 2.5 |
| 353 | Construction, Mining, and Materials | 18.7 | 18.6 | -0.1 | -0.5 |
| 3532 | Mining Machinery and Equipment, except Oil and etc. | 16.7 | 16.3 | -0.4 | -2.4 |
| 3537 | Industrial Trucks, Tractors, Trailers, and Stackers | 29.5 | 28.9 | -0.6 | -2.0 |
| 3541 | Machine Tools, Metal Cutting Types | 41.0 | 41.8 | 0.8 | 2.0 |
| 3542 | Machine Tools, Metal Forming Types | 17.6 | 17.2 | -0.4 | -2.3 |
| 355 | Special Industry Machinery, except Metalworking Machinery | 112.9 | 110.3 | -2.6 | -2.3 |

Table A.21 *Employment in Selected Indeterminate Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995– 1996 | Percent Change 1995– 1996 |
|--------------------|---|----------------|----------------|----------------------------------|---------------------------------|
| | | 1995 | 1996 | | |
| 3555 | Printing Trades Machinery and Equipment | 23.8 | 21.6 | –2.2 | –9.2 |
| 356 | General Industrial Machinery and Equipment | 86.4 | 85.2 | –1.2 | –1.4 |
| 3564 | Industrial and Commercial Fans and Blowers | 35.0 | 35.6 | 0.6 | 1.7 |
| 3566 | Speed Changers, Industrial High-Speed Drives | 17.5 | 17.3 | –0.2 | –1.1 |
| 3568 | Mechanical Power Transmission Equipment, n.e.c. | 21.4 | 21.1 | –0.3 | –1.4 |
| 3679 | Electronic Components, n.e.c. | 140.8 | 141.7 | 0.9 | 0.6 |
| 3713 | Truck and Bus Bodies | 37.8 | 37.7 | –0.1 | –0.3 |
| 3715 | Truck Trailers | 36.1 | 30.9 | –5.2 | –14.4 |
| 3732 | Boat Building and Repairing | 53.5 | 54.4 | 0.9 | 1.7 |
| 379 | Miscellaneous Transportation Equipment | 50.3 | 53.0 | 2.7 | 5.4 |
| 387 | Watches, Clocks, Clockwork Devices and Parts | 7.6 | 7.2 | –0.4 | –5.3 |
| 3942 | Dolls and Stuffed Toys | 41.8 | 40.6 | –1.2 | –2.9 |
| 3949 | Sporting and Athletic Goods, n.e.c. | 77.6 | 73.5 | –4.1 | –5.3 |
| 395 | Pens, Pencils, Office and Art Supplies | 31.8 | 32.7 | 0.9 | 2.8 |
| | Transportation, Communications, and Public Utilities | 1,970.9 | 1,940.6 | –30.3 | –1.5 |
| 41 | Local and Interurban Passenger Transit | 31.3 | 34.5 | 3.2 | 10.2 |
| 413 | Intercity and Rural Bus Transportation | 24.6 | 28.1 | 3.5 | 14.2 |
| 421 | Trucking and Courier Services, except Air | 1,777.5 | 1,743.7 | –33.8 | –1.9 |
| 44 | Water Transportation | 39.6 | 37.0 | –2.6 | –6.6 |
| 444 | Water Transportation of Freight | 13.1 | 14.0 | 0.9 | 6.9 |
| 449 | Services Incidental to Water Transportation | 116.1 | 117.8 | 1.7 | 1.5 |
| | Wholesale Trade | 1,681.9 | 1,718.3 | 36.4 | 2.2 |
| 504 | Professional and Commercial Equipment | 344.4 | 358.6 | 14.2 | 4.1 |
| 5047 | Medical, Dental, and Hospital Equipment | 182.4 | 189.2 | 6.8 | 3.7 |
| 5065 | Electronic Parts and Equipment | 236.2 | 238.3 | 2.1 | 0.9 |
| 511 | Paper and Paper Products | 264.9 | 270.4 | 5.5 | 2.1 |
| 514 | Groceries and Related Products | 454.5 | 462.6 | 8.1 | 1.8 |
| 516 | Chemicals and Allied Products | 144.8 | 143.6 | –1.2 | –0.8 |
| 5182 | Wine and Distilled Alcoholic Beverages | 54.7 | 55.6 | 0.9 | 1.6 |
| | Retail Trade | 1,547.1 | 1,643.7 | 96.6 | 6.2 |
| 54 | Food Stores | 151.0 | 183.9 | 32.9 | 21.8 |
| 573 | Radio, TV, and Music Stores | 133.2 | 143.5 | 10.3 | 7.7 |

Table A.21 *Employment in Selected Indeterminate Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|-----------------|---|----------------|----------------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| 5731 | Radio, Television, and Consumer Electronics | 180.1 | 197.1 | 17.0 | 9.4 |
| 591 | Drug Stores and Proprietary Stores | 615.6 | 626.7 | 11.1 | 1.8 |
| 5942 | Book Stores | 127.7 | 135.6 | 7.9 | 6.2 |
| 5949 | Sewing, Needlework, and Piece Goods Stores | 57.0 | 56.2 | -0.8 | -1.4 |
| 596 | Nonstore Retailers | 56.9 | 56.4 | -0.5 | -0.9 |
| 5961 | Catalog and Mail–Order Houses | 225.6 | 244.3 | 18.7 | 8.3 |
| | Finance, Insurance, and Real Estate | 1,353.2 | 1,417.1 | 63.9 | 4.7 |
| 6022 | State Commercial Banks | 589.6 | 604.2 | 14.6 | 2.5 |
| 6035 | Savings Institutions, Federally Chartered | 145.7 | 141.0 | -4.7 | -3.2 |
| 61 | Nondepository Credit Institutions | 22.9 | 24.5 | 1.6 | 7.0 |
| 614 | Personal Credit Institutions | 148.3 | 160.4 | 12.1 | 8.2 |
| 616 | Mortgage Bankers and Brokers | 215.9 | 241.0 | 25.1 | 11.6 |
| 623 | Security and Commodity Exchanges | 24.1 | 24.9 | 0.8 | 3.3 |
| 628 | Services Allied with Exchange of Securities | 100.8 | 107.4 | 6.6 | 6.5 |
| 671 | Holding Offices | 105.9 | 113.7 | 7.8 | 7.4 |
| | Services | 7,286.2 | 7,563.9 | 277.7 | 3.8 |
| 70 | Hotels and Other Lodging Places | 43.0 | 48.9 | 5.9 | 13.7 |
| 701 | Hotels, Motels, and Tourist Courts | 1,537.3 | 1,578.9 | 41.6 | 2.7 |
| 722 | Photographic Portrait Studios | 80.5 | 85.3 | 4.8 | 6.0 |
| 729 | Miscellaneous Personal Services | 132.5 | 130.9 | -1.6 | -1.2 |
| 737 | Computer and Data Processing Services | 208.8 | 235.3 | 26.5 | 12.7 |
| 7371 | Computer Programming Services | 256.9 | 287.1 | 30.2 | 11.8 |
| 7372 | Prepackaged Software | 195.2 | 217.7 | 22.5 | 11.5 |
| 7373 | Computer Integrated Systems Design | 132.9 | 147.1 | 14.2 | 10.7 |
| 738 | Miscellaneous Business Services | 850.0 | 890.4 | 40.4 | 4.8 |
| 7381 | Detective, Guard, and Armored Car Services | 550.9 | 550.1 | -0.8 | -0.1 |
| 7382 | Security Systems Services | 49.0 | 51.0 | 2.0 | 4.1 |
| 751 | Automotive Rentals, without Drivers | 69.3 | 71.7 | 2.4 | 3.5 |
| 752 | Automobile Parking | 65.0 | 66.1 | 1.1 | 1.7 |
| 78 ³ | Motion Pictures | 170.3 | 178.6 | 8.3 | 4.9 |
| 8051 | Skilled Nursing Care Facilities | 1,270.6 | 1,304.3 | 33.7 | 2.7 |
| 808 | Home Health Care Services | 651.3 | 666.7 | 15.4 | 2.4 |
| 82 | Educational Services | 156.9 | 164.2 | 7.3 | 4.7 |

Table A.21 *Employment in Selected Indeterminate Industries, December 1995 and December 1996 (Thousands)—Continued*

| SIC Code (1987) | Industry | December | | Absolute Change 1995–1996 | Percent Change 1995–1996 |
|-----------------|---|----------|-------|---------------------------|--------------------------|
| | | 1995 | 1996 | | |
| 8711 | Engineering and Architectural Services | 639.1 | 659.3 | 20.2 | 3.2 |
| 873 | Research, Development, and Testing Services | 94.0 | 94.2 | 0.2 | 0.2 |
| 8733 | Research and Testing Services | 132.7 | 136.1 | 3.4 | 2.6 |

¹ Represents sum of three-digit components, which are also shown separately.

² Represents two-digit industries with three-digit industry breakout. However, because of the inability to distribute all industry employment, industry components do not equal the specified two-digit total. If the industry was clearly large-business-dominated or small-business-dominated, the two-digit industry was listed to represent the overall two-digit industry total.

³ Each two-digit subcomponent industry reflects both the sum of the separately enumerated three-digit components and a residual component representing industries not covered by the Bureau of Labor Statistics.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

Table A.22 *Employment by Firm Size and Major Industrial Sector, December 1995 and December 1996 (Thousands)*

| Industry | Small-Business-Dominated Industries | | Large-Business-Dominated Industries | | Indeterminate Industries | | Total | |
|---------------------------------|-------------------------------------|-----------------|-------------------------------------|-----------------|--------------------------|-----------------|-----------------|------------------|
| | 1995 | 1996 | 1995 | 1996 | 1995 | 1996 | 1995 | 1996 |
| Total, All Industries | 46,577.8 | 48,126.7 | 33,991.4 | 34,354.5 | 18,596.1 | 19,040.9 | 99,165.3 | 101,522.1 |
| Agricultural Services | 543.7 | 574.0 | NA | NA | NA | NA | 543.7 | 574.0 |
| Mining | 32.9 | 34.3 | 312.2 | 296.0 | 224.6 | 234.9 | 569.7 | 565.2 |
| Construction | 5,131.3 | 5,423.8 | NA | NA | NA | NA | 5,131.3 | 5,423.8 |
| Manufacturing | 3,436.7 | 3,434.5 | 10,460.3 | 10,372.3 | 4,532.2 | 4,522.4 | 18,429.2 | 18,329.2 |
| Transportation | 1,078.8 | 1,136.5 | 3,227.1 | 3,289.5 | 1,970.9 | 1,940.6 | 6,276.8 | 6,366.6 |
| Wholesale Trade | 4,022.9 | 4,125.2 | 793.7 | 815.3 | 1,681.9 | 1,718.3 | 6,498.5 | 6,658.8 |
| Retail Trade | 13,166.3 | 13,595.8 | 7,209.4 | 7,334.1 | 1,547.1 | 1,643.7 | 21,922.8 | 22,573.6 |
| Finance, Insurance, Real Estate | 2,345.5 | 2,413.1 | 3,167.5 | 3,202.9 | 1,353.2 | 1,417.1 | 6,866.2 | 7,033.1 |
| Services | 16,819.7 | 17,389.5 | 8,741.2 | 9,044.4 | 7,286.2 | 7,563.9 | 32,847.1 | 33,997.8 |

NA = Lack of industry representation within that size category. Detail may not add to total because of rounding.

Note: Excludes self-employed workers. Small-business-dominated industries are industries in which a minimum of 60 percent of employment is in firms with fewer than 500 employees. While 99.9 percent of industry employment was allocated to small, large, and indeterminate industries, about 2 percent of employment in the manufacturing and service sectors could not be allocated because of SIC code inconsistencies.

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

Table A.23 Nonfarm Proprietorship Income and Wage-and-Salary Income by SBA Region and State, 1995 and 1996
(Millions of Dollars)

| SBA Region/State | Nonfarm Proprietorship Income | | | Wage-and-Salary Income | | | Total Earned Income | | | |
|----------------------|-------------------------------|----------------|----------------|------------------------|------------------|----------------|---------------------|------------------|----------------|------|
| | 1995 | 1996 | Percent Change | 1995 | 1996 | Percent Change | 1995 | 1996 | Percent Change | Rank |
| United States | 449,257 | 471,878 | 5.0 | 3,423,330 | 3,623,409 | 5.8 | 3,872,587 | 4,095,287 | 5.8 | |
| Region I | 25,666 | 26,766 | 4.3 | 202,500 | 213,273 | 5.3 | 228,166 | 240,038 | 5.2 | |
| Connecticut | 6,788 | 7,024 | 3.5 | 56,635 | 59,337 | 4.8 | 63,423 | 66,361 | 4.6 | 40 |
| Maine | 1,995 | 2,088 | 4.6 | 12,941 | 13,432 | 3.8 | 14,936 | 15,520 | 3.9 | 45 |
| Massachusetts | 12,232 | 12,836 | 4.9 | 99,575 | 105,677 | 6.1 | 111,807 | 118,513 | 6.0 | 17 |
| New Hampshire | 2,296 | 2,389 | 4.1 | 14,642 | 15,449 | 5.5 | 16,938 | 17,837 | 5.3 | 26 |
| Rhode Island | 1,328 | 1,369 | 3.1 | 12,109 | 12,415 | 2.5 | 13,436 | 13,784 | 2.6 | 49 |
| Vermont | 1,029 | 1,060 | 3.1 | 6,598 | 6,963 | 5.5 | 7,626 | 8,023 | 5.2 | 29 |
| Region II | 53,448 | 55,421 | 3.7 | 412,226 | 431,858 | 4.8 | 465,674 | 487,279 | 4.6 | |
| New Jersey | 15,009 | 15,589 | 3.9 | 126,412 | 132,501 | 4.8 | 141,421 | 148,090 | 4.7 | 39 |
| New York | 38,439 | 39,832 | 3.6 | 285,814 | 299,357 | 4.7 | 324,252 | 339,189 | 4.6 | 41 |
| Region III | 42,634 | 44,262 | 3.8 | 365,700 | 382,728 | 4.7 | 408,334 | 426,990 | 4.6 | |
| Delaware | 1,646 | 1,738 | 5.6 | 11,185 | 11,929 | 6.7 | 12,831 | 13,667 | 6.5 | 12 |
| District Of Columbia | 2,238 | 2,334 | 4.3 | 29,149 | 29,448 | 1.0 | 31,387 | 31,782 | 1.3 | 50 |
| Maryland | 7,201 | 7,477 | 3.8 | 67,719 | 70,667 | 4.4 | 74,920 | 78,144 | 4.3 | 44 |
| Pennsylvania | 21,854 | 22,576 | 3.3 | 150,119 | 157,228 | 4.7 | 171,973 | 179,804 | 4.6 | 42 |
| Virginia | 7,633 | 7,982 | 4.6 | 91,224 | 96,563 | 5.9 | 98,857 | 104,545 | 5.8 | 19 |
| West Virginia | 2,062 | 2,157 | 4.6 | 16,304 | 16,893 | 3.6 | 18,366 | 19,050 | 3.7 | 46 |
| Region IV | 61,906 | 65,576 | 5.9 | 560,370 | 595,779 | 6.3 | 622,276 | 661,354 | 6.3 | |
| Alabama | 4,976 | 5,281 | 6.1 | 46,079 | 48,185 | 4.6 | 51,054 | 53,466 | 4.7 | 37 |
| Florida | 16,298 | 17,140 | 5.2 | 159,372 | 171,163 | 7.4 | 175,670 | 188,302 | 7.2 | 9 |
| Georgia | 10,474 | 11,190 | 6.8 | 94,306 | 101,801 | 7.9 | 104,780 | 112,991 | 7.8 | 7 |
| Kentucky | 4,659 | 4,914 | 5.5 | 40,644 | 42,910 | 5.6 | 45,304 | 47,824 | 5.6 | 25 |
| Mississippi | 3,110 | 3,302 | 6.2 | 24,006 | 25,153 | 4.8 | 27,116 | 28,455 | 4.9 | 32 |
| North Carolina | 9,533 | 10,176 | 6.7 | 90,417 | 96,083 | 6.3 | 99,950 | 106,258 | 6.3 | 14 |
| South Carolina | 3,665 | 3,875 | 5.7 | 40,790 | 42,695 | 4.7 | 44,456 | 46,570 | 4.8 | 36 |
| Tennessee | 9,190 | 9,699 | 5.5 | 64,757 | 67,790 | 4.7 | 73,947 | 77,489 | 4.8 | 35 |
| Region V | 68,968 | 72,634 | 5.3 | 656,268 | 691,889 | 5.4 | 725,235 | 764,522 | 5.4 | |
| Illinois | 20,015 | 21,099 | 5.4 | 173,789 | 182,879 | 5.2 | 193,804 | 203,978 | 5.2 | 28 |

| | | | | | | | | | | | | |
|--------------------|---------------|---------------|------------|----|----------------|----------------|------------|----|----------------|----------------|------------|----|
| Indiana | 8,152 | 8,565 | 5.1 | 30 | 72,681 | 76,212 | 4.9 | 33 | 80,833 | 84,777 | 4.9 | 33 |
| Michigan | 11,351 | 11,834 | 4.3 | 39 | 132,977 | 139,438 | 4.9 | 32 | 144,328 | 151,271 | 4.8 | 34 |
| Minnesota | 7,302 | 7,813 | 7.0 | 6 | 66,501 | 72,179 | 8.5 | 5 | 73,802 | 79,992 | 8.4 | 5 |
| Ohio | 15,540 | 16,312 | 5.0 | 32 | 144,862 | 152,092 | 5.0 | 31 | 160,401 | 168,403 | 5.0 | 31 |
| Wisconsin | 6,608 | 7,013 | 6.1 | 16 | 65,459 | 69,089 | 5.5 | 24 | 72,067 | 76,102 | 5.6 | 24 |
| Region VI | 61,588 | 64,937 | 5.4 | | 342,598 | 365,237 | 6.6 | | 404,185 | 430,174 | 6.4 | |
| Arkansas | 3,505 | 3,727 | 6.3 | 12 | 23,899 | 25,121 | 5.1 | 30 | 27,404 | 28,848 | 5.3 | 27 |
| Louisiana | 6,368 | 6,754 | 6.1 | 17 | 44,124 | 46,122 | 4.5 | 42 | 50,492 | 52,876 | 4.7 | 38 |
| New Mexico | 2,149 | 2,278 | 6.0 | 18 | 17,117 | 17,830 | 4.2 | 44 | 19,266 | 20,108 | 4.4 | 43 |
| Oklahoma | 5,297 | 5,456 | 3.0 | 50 | 31,653 | 33,602 | 6.2 | 17 | 36,949 | 39,058 | 5.7 | 20 |
| Texas | 44,270 | 46,722 | 5.5 | 23 | 225,805 | 242,562 | 7.4 | 9 | 270,075 | 289,284 | 7.1 | 10 |
| Region VII | 18,767 | 19,865 | 5.9 | | 148,478 | 156,884 | 5.7 | | 167,245 | 176,749 | 5.7 | |
| Iowa | 4,312 | 4,580 | 6.2 | 13 | 32,056 | 33,825 | 5.5 | 26 | 36,369 | 38,405 | 5.6 | 23 |
| Kansas | 4,131 | 4,413 | 6.8 | 8 | 30,105 | 32,030 | 6.4 | 13 | 34,236 | 36,443 | 6.4 | 13 |
| Missouri | 7,900 | 8,327 | 5.4 | 27 | 66,701 | 70,153 | 5.2 | 29 | 74,600 | 78,480 | 5.2 | 30 |
| Nebraska | 2,424 | 2,545 | 5.0 | 31 | 19,617 | 20,876 | 6.4 | 12 | 22,040 | 23,420 | 6.3 | 15 |
| Region VIII | 14,281 | 15,220 | 6.6 | | 101,891 | 109,730 | 7.7 | | 116,172 | 124,949 | 7.6 | |
| Colorado | 7,143 | 7,618 | 6.6 | 11 | 52,810 | 57,086 | 8.1 | 6 | 59,953 | 64,704 | 7.9 | 6 |
| Montana | 1,564 | 1,647 | 5.3 | 28 | 7,697 | 8,142 | 5.8 | 20 | 9,261 | 9,789 | 5.7 | 21 |
| North Dakota | 937 | 1,018 | 8.6 | 2 | 6,527 | 6,934 | 6.2 | 15 | 7,465 | 7,951 | 6.5 | 11 |
| South Dakota | 1,444 | 1,550 | 7.4 | 3 | 7,123 | 7,532 | 5.7 | 21 | 8,567 | 9,083 | 6.0 | 16 |
| Utah | 2,246 | 2,409 | 7.3 | 4 | 22,486 | 24,653 | 9.6 | 2 | 24,732 | 27,062 | 9.4 | 2 |
| Wyoming | 947 | 978 | 3.3 | 45 | 5,248 | 5,383 | 2.6 | 48 | 6,195 | 6,361 | 2.7 | 48 |
| Region IX | 81,782 | 85,798 | 4.9 | | 502,552 | 535,700 | 6.6 | | 584,335 | 621,498 | 6.4 | |
| Arizona | 5,170 | 5,517 | 6.7 | 10 | 48,249 | 52,870 | 9.6 | 3 | 53,419 | 58,386 | 9.3 | 3 |
| California | 71,263 | 74,635 | 4.7 | 34 | 414,927 | 440,619 | 6.2 | 16 | 486,190 | 515,254 | 6.0 | 18 |
| Hawaii | 2,357 | 2,341 | -0.7 | 51 | 16,770 | 16,941 | 1.0 | 51 | 19,127 | 19,282 | 0.8 | 51 |
| Nevada | 2,992 | 3,306 | 10.5 | 1 | 22,606 | 25,270 | 11.8 | 1 | 25,599 | 28,576 | 11.6 | 1 |
| Region X | 20,217 | 21,400 | 5.9 | | 130,749 | 140,334 | 7.3 | | 150,966 | 161,734 | 7.1 | |
| Alaska | 1,399 | 1,443 | 3.2 | 47 | 9,252 | 9,503 | 2.7 | 47 | 10,651 | 10,946 | 2.8 | 47 |
| Idaho | 2,247 | 2,380 | 5.9 | 19 | 11,741 | 12,403 | 5.6 | 22 | 13,988 | 14,782 | 5.7 | 22 |
| Oregon | 5,713 | 6,116 | 7.1 | 5 | 38,164 | 41,461 | 8.6 | 4 | 43,876 | 47,576 | 8.4 | 4 |
| Washington | 10,859 | 11,462 | 5.5 | 22 | 71,592 | 76,969 | 7.5 | 8 | 82,451 | 88,430 | 7.3 | 8 |

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

Table A.24 *Nonfarm Personal Income by SBA Region and State, 1995 and 1996 (Millions of Dollars)*

| | 1995 | 1996 | Percent Change | Rank |
|----------------------|------------------|------------------|----------------|------|
| United States | 6,064,096 | 6,383,273 | 5.3 | |
| Region I | 363,938 | 381,737 | 4.9 | |
| Connecticut | 103,862 | 108,491 | 4.5 | 41 |
| Maine | 24,845 | 25,866 | 4.1 | 45 |
| Massachusetts | 170,031 | 179,206 | 5.4 | 18 |
| New Hampshire | 29,331 | 30,788 | 5.0 | 27 |
| Rhode Island | 23,560 | 24,491 | 3.9 | 46 |
| Vermont | 12,308 | 12,895 | 4.8 | 34 |
| Region II | 738,336 | 770,455 | 4.4 | |
| New Jersey | 236,871 | 247,766 | 4.6 | 38 |
| New York | 501,465 | 522,689 | 4.2 | 43 |
| Region III | 644,111 | 672,573 | 4.4 | |
| Delaware | 18,716 | 19,816 | 5.9 | 14 |
| District of Columbia | 18,541 | 18,976 | 2.3 | 50 |
| Maryland | 132,557 | 137,680 | 3.9 | 47 |
| Pennsylvania | 283,778 | 296,566 | 4.5 | 39 |
| Virginia | 158,195 | 165,859 | 4.8 | 30 |
| West Virginia | 32,324 | 33,676 | 4.2 | 44 |
| Region IV | 1,005,179 | 1,063,495 | 5.8 | |
| Alabama | 80,733 | 84,602 | 4.8 | 32 |
| Florida | 324,770 | 345,236 | 6.3 | 9 |
| Georgia | 154,619 | 165,086 | 6.8 | 7 |
| Kentucky | 71,948 | 75,640 | 5.1 | 21 |
| Mississippi | 44,476 | 46,643 | 4.9 | 29 |
| North Carolina | 148,958 | 158,078 | 6.1 | 11 |
| South Carolina | 69,418 | 72,691 | 4.7 | 36 |
| Tennessee | 110,258 | 115,520 | 4.8 | 33 |
| Region V | 1,124,336 | 1,180,055 | 5.0 | |
| Illinois | 298,300 | 312,968 | 4.9 | 28 |
| Indiana | 124,297 | 130,137 | 4.7 | 37 |
| Michigan | 227,829 | 237,692 | 4.3 | 42 |
| Minnesota | 109,853 | 117,442 | 6.9 | 6 |
| Ohio | 250,313 | 262,240 | 4.8 | 35 |
| Wisconsin | 113,744 | 119,576 | 5.1 | 22 |
| Region VI | 611,408 | 646,797 | 5.8 | |
| Arkansas | 43,642 | 45,813 | 5.0 | 26 |
| Louisiana | 81,917 | 85,588 | 4.5 | 40 |
| New Mexico | 30,396 | 31,854 | 4.8 | 31 |
| Oklahoma | 60,528 | 63,626 | 5.1 | 23 |
| Texas | 394,926 | 419,916 | 6.3 | 8 |
| Region VII | 263,546 | 277,448 | 5.3 | |
| Iowa | 58,233 | 61,250 | 5.2 | 20 |

Table A.24 *Nonfarm Personal Income by SBA Region and State, 1995 and 1996 (Millions of Dollars)—Continued*

| | 1995 | 1996 | Percent Change | Rank |
|--------------------|----------------|----------------|----------------|------|
| Kansas | 55,341 | 58,500 | 5.7 | 15 |
| Missouri | 33,902 | 35,784 | 5.6 | 16 |
| Nebraska | 116,071 | 121,915 | 5.0 | 25 |
| Region VIII | 175,786 | 187,435 | 6.6 | |
| Colorado | 89,340 | 95,571 | 7.0 | 5 |
| Montana | 15,720 | 16,540 | 5.2 | 19 |
| North Dakota | 11,717 | 12,411 | 5.9 | 13 |
| South Dakota | 13,766 | 14,591 | 6.0 | 12 |
| Utah | 35,397 | 38,156 | 7.8 | 2 |
| Wyoming | 9,846 | 10,166 | 3.3 | 48 |
| Region IX | 906,466 | 958,153 | 5.7 | |
| Arizona | 85,769 | 92,299 | 7.6 | 3 |
| California | 754,400 | 795,473 | 5.4 | 17 |
| Hawaii | 29,024 | 29,630 | 2.1 | 51 |
| Nevada | 37,274 | 40,751 | 9.3 | 1 |
| Region X | 230,991 | 245,127 | 6.1 | |
| Alaska | 14,476 | 14,898 | 2.9 | 49 |
| Idaho | 21,315 | 22,393 | 5.1 | 24 |
| Oregon | 67,330 | 72,059 | 7.0 | 4 |
| Washington | 127,870 | 135,778 | 6.2 | 10 |

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

Table A.25 *Self-Employment by SBA Region and State, 1995 and 1996*
(Thousands)

| | 1995 | 1996 | Percent Change | Rank |
|----------------------|--------------|--------------|----------------|------|
| United States | 8,896 | 8,970 | 0.8 | |
| Region I | 543 | 508 | -6.4 | |
| Connecticut | 121 | 117 | -3.3 | 33 |
| Maine | 73 | 70 | -4.1 | 35 |
| Massachusetts | 231 | 213 | -7.8 | 44 |
| New Hampshire | 60 | 51 | -15.0 | 50 |
| Rhode Island | 23 | 23 | 0.0 | 25 |
| Vermont | 35 | 34 | -2.9 | 31 |
| Region II | 712 | 641 | -10.0 | |
| New Jersey | 210 | 177 | -15.7 | 51 |
| New York | 502 | 464 | -7.6 | 43 |
| Region III | 763 | 789 | 3.4 | |
| Delaware | 19 | 18 | -5.3 | 39 |
| District of Columbia | 12 | 14 | 16.7 | 6 |
| Maryland | 131 | 162 | 23.7 | 1 |
| Pennsylvania | 373 | 379 | 1.6 | 19 |
| Virginia | 184 | 166 | -9.8 | 46 |
| West Virginia | 44 | 50 | 13.6 | 7 |
| Region IV | 1,469 | 1,541 | 4.9 | |
| Alabama | 127 | 128 | 0.8 | 23 |
| Florida | 431 | 412 | -4.4 | 36 |
| Georgia | 213 | 251 | 17.8 | 4 |
| Kentucky | 126 | 113 | -10.3 | 47 |
| Mississippi | 63 | 74 | 17.5 | 5 |
| North Carolina | 231 | 249 | 7.8 | 9 |
| South Carolina | 101 | 102 | 1.0 | 21 |
| Tennessee | 177 | 212 | 19.8 | 3 |
| Region V | 1,421 | 1,406 | -1.1 | |
| Illinois | 331 | 332 | 0.3 | 24 |
| Indiana | 175 | 166 | -5.1 | 38 |
| Michigan | 264 | 272 | 3.0 | 17 |
| Minnesota | 188 | 175 | -6.9 | 42 |
| Ohio | 318 | 308 | -3.1 | 32 |
| Wisconsin | 145 | 153 | 5.5 | 12 |
| Region VI | 1,109 | 1,130 | 1.9 | |
| Arkansas | 86 | 77 | -10.5 | 48 |
| Louisiana | 131 | 126 | -3.8 | 34 |
| New Mexico | 82 | 80 | -2.4 | 30 |
| Oklahoma | 119 | 122 | 2.5 | 18 |
| Texas | 691 | 725 | 4.9 | 13 |
| Region VII | 439 | 447 | 1.8 | |
| Iowa | 111 | 112 | 0.9 | 22 |

Table A.25 *Self-Employment by SBA Region and State, 1995 and 1996 (Thousands)—Continued*

| | 1995 | 1996 | Percent Change | Rank |
|--------------------|--------------|--------------|----------------|------|
| Kansas | 89 | 92 | 3.4 | 16 |
| Missouri | 176 | 183 | 4.0 | 14 |
| Nebraska | 63 | 60 | -4.8 | 37 |
| Region VIII | 345 | 377 | 9.3 | |
| Colorado | 152 | 183 | 20.4 | 2 |
| Montana | 52 | 54 | 3.8 | 15 |
| North Dakota | 27 | 24 | -11.1 | 49 |
| South Dakota | 30 | 28 | -6.7 | 41 |
| Utah | 61 | 65 | 6.6 | 10 |
| Wyoming | 23 | 23 | 0.0 | 25 |
| Region IX | 1,641 | 1,649 | 0.5 | |
| Arizona | 137 | 135 | -1.5 | 28 |
| California | 1,403 | 1,418 | 1.1 | 20 |
| Hawaii | 51 | 47 | -7.8 | 45 |
| Nevada | 50 | 49 | -2.0 | 29 |
| Region X | 454 | 482 | 6.2 | |
| Alaska | 35 | 33 | -5.7 | 40 |
| Idaho | 57 | 57 | 0.0 | 25 |
| Oregon | 148 | 166 | 12.2 | 8 |
| Washington | 214 | 226 | 5.6 | 11 |

Note: The self-employed are aged 16 and over, and in nonagricultural industries.

Source: U.S. Department of Labor, Bureau of Labor Statistics, *Local Area Unemployment Statistics*, Table 19.

Table A.26 *Characteristics of Business Owners, 1992 (Percentage of Owners)*

| | Total Number of Owners | Year the Owner Acquired or Started the Firm | | | | | | | | | | Owner's Age | | | | | Born in the United States | | | | | | | | | | | |
|--|------------------------|---|-------------|-------------|------------|------------|------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|----------|---------------------------|-------|--|-------|--|-------|--|-------|--|-----|--|--|
| | | Before 1980 | | 1980-1985 | | 1986-1988 | | 1989 | | 1990 | | 1991 | | 1992 | | Under 25 | | 25-34 | | 35-44 | | 45-54 | | 55-64 | | 65+ | | |
| | | 1980 | 1985 | 1986-1988 | 1989 | 1990 | 1991 | 1992 | 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | | | | | | | | | | | | | | |
| Total | 19,287,649 | 22.4 | 19.6 | 18.0 | 8.3 | 8.5 | 9.2 | 14.1 | 2.4 | 15.0 | 28.7 | 24.3 | 18.5 | 11.0 | 90.6 | | | | | | | | | | | | | |
| Number of Employees | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 0 | 15,583,586 | 20.0 | 18.2 | 17.6 | 8.3 | 8.8 | 10.1 | 16.9 | 2.8 | 16.2 | 27.8 | 23.1 | 18.7 | 11.4 | 91.0 | | | | | | | | | | | | | |
| 1-4 | 1,716,076 | 28.4 | 25.3 | 20.3 | 8.8 | 7.5 | 5.9 | 3.8 | 0.6 | 11.0 | 33.1 | 28.7 | 17.1 | 9.4 | 88.9 | | | | | | | | | | | | | |
| 5-9 | 503,808 | 34.6 | 24.0 | 19.2 | 6.5 | 8.0 | 5.0 | 2.8 | 1.0 | 10.0 | 31.4 | 30.1 | 19.2 | 8.3 | 89.4 | | | | | | | | | | | | | |
| 10-19 | 256,110 | 32.4 | 24.4 | 18.0 | 7.9 | 6.5 | 6.2 | 4.5 | 1.5 | 11.5 | 34.0 | 25.6 | 17.3 | 10.2 | 90.1 | | | | | | | | | | | | | |
| 20-49 | 144,734 | 32.0 | 25.9 | 17.1 | 6.3 | 5.4 | 8.8 | 4.5 | 1.2 | 10.6 | 29.0 | 29.0 | 18.6 | 11.7 | 91.0 | | | | | | | | | | | | | |
| 50-99 | 45,331 | 39.5 | 23.1 | 16.5 | 7.9 | 4.5 | 4.1 | 4.5 | 1.4 | 10.3 | 24.5 | 26.4 | 23.0 | 14.3 | 93.2 | | | | | | | | | | | | | |
| 100+ | 33,062 | 35.1 | 31.1 | 19.8 | 4.0 | 4.0 | 2.2 | 3.9 | 2.1 | 8.0 | 26.7 | 32.0 | 20.3 | 11.0 | 94.5 | | | | | | | | | | | | | |
| Race, Origin, and Gender | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Hispanic | 811,287 | 16.0 | 18.1 | 16.1 | 7.7 | 10.2 | 11.1 | 20.8 | 3.1 | 20.0 | 29.3 | 26.2 | 15.6 | 5.7 | 51.5 | | | | | | | | | | | | | |
| Black | 638,203 | 20.1 | 17.3 | 15.5 | 8.0 | 8.8 | 10.7 | 19.6 | 1.7 | 13.2 | 28.8 | 26.9 | 19.1 | 10.3 | 90.8 | | | | | | | | | | | | | |
| Other Minority | 697,710 | 15.5 | 18.7 | 16.4 | 9.2 | 10.4 | 11.8 | 18.1 | 3.1 | 14.7 | 32.6 | 27.7 | 15.4 | 6.5 | 32.0 | | | | | | | | | | | | | |
| Women | 6,447,988 | 17.7 | 19.1 | 18.6 | 7.3 | 9.3 | 10.7 | 17.3 | 2.9 | 15.8 | 28.8 | 23.4 | 18.9 | 10.2 | 91.3 | | | | | | | | | | | | | |
| Nonminority Male | 11,498,830 | 25.3 | 20.0 | 17.9 | 8.8 | 8.0 | 8.2 | 11.9 | 2.1 | 14.3 | 28.5 | 24.4 | 18.7 | 12.0 | 95.0 | | | | | | | | | | | | | |
| Industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Agricultural Services, Forestry, Fishing, and Mining | 648,074 | 25.5 | 18.6 | 17.5 | 7.8 | 9.1 | 8.5 | 12.9 | 4.2 | 13.9 | 32.9 | 20.5 | 18.9 | 9.7 | 91.6 | | | | | | | | | | | | | |
| Construction | 1,973,461 | 24.7 | 16.2 | 13.2 | 9.4 | 9.4 | 9.5 | 17.7 | 3.1 | 21.1 | 29.8 | 21.9 | 16.5 | 7.5 | 94.0 | | | | | | | | | | | | | |
| Manufacturing | 639,469 | 26.2 | 20.7 | 17.4 | 6.4 | 7.8 | 9.0 | 12.5 | 1.6 | 15.3 | 29.5 | 21.9 | 18.9 | 12.9 | 90.6 | | | | | | | | | | | | | |
| Transportation, Communications, and Public Utilities | 752,946 | 16.8 | 18.0 | 18.2 | 9.2 | 8.4 | 9.1 | 20.3 | 2.6 | 14.6 | 27.8 | 26.6 | 18.9 | 9.6 | 87.4 | | | | | | | | | | | | | |

| | | | | | | | | | | | | | | | |
|-------------------------------------|-----------|------|------|------|-----|-----|------|------|-----|------|------|------|------|------|------|
| Wholesale Trade | 648,722 | 24.2 | 18.9 | 19.0 | 7.5 | 9.3 | 10.6 | 10.5 | 1.8 | 11.1 | 27.8 | 28.0 | 18.1 | 13.2 | 90.7 |
| Retail Trade | 2,717,455 | 22.1 | 18.3 | 16.7 | 7.7 | 8.7 | 10.4 | 16.0 | 2.4 | 16.7 | 27.5 | 24.4 | 19.3 | 9.7 | 87.0 |
| Finance, Insurance, and Real Estate | 2,797,739 | 28.9 | 24.6 | 20.8 | 6.6 | 5.1 | 7.9 | 6.2 | 0.9 | 6.9 | 21.2 | 27.3 | 25.2 | 18.5 | 93.4 |
| Services | 8,216,918 | 19.6 | 19.8 | 18.7 | 9.1 | 9.6 | 9.1 | 14.2 | 2.4 | 16.4 | 31.3 | 23.6 | 16.6 | 9.7 | 90.3 |
| Not Classified | 892,865 | 16.1 | 15.0 | 16.5 | 7.0 | 7.8 | 10.7 | 26.9 | 6.5 | 15.1 | 29.8 | 23.5 | 15.0 | 9.9 | 90.6 |

Note: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. The survey excluded non-S corporations (often large companies), and business tax returns with less than \$500 in business receipts. Includes allocations for nonresponding owners. "Other Minority" includes Asian, Pacific Islander, American Indian, and Alaska Native.

Source: U.S. Small Business Administration, Office of Advocacy, based on data from the U.S. Department of Commerce, Bureau of the Census, *Characteristics of Business Owners*, 1992

Table A.27 *Characteristics of Firms, 1992 (Percentage of Firms)*

| | Number of Firms | Year Closed* | | | | Survived until 1996 | Home-Based | Exporter | Franchised |
|--|-------------------|--------------|------------|------------|------------|---------------------|-------------|------------|------------|
| | | 1992 | 1993 | 1994 | 1995 | | | | |
| Total | 17,253,143 | 7.3 | 6.7 | 5.8 | 4.7 | 75.5 | 56.6 | 1.8 | 3.1 |
| Number of Employees | | | | | | | | | |
| 0 | 14,554,022 | 8.3 | 7.7 | 6.5 | 5.1 | 72.4 | 60.3 | 1.6 | 2.9 |
| 1-4 | 1,716,076 | 3.7 | 1.4 | 2.1 | 3.2 | 89.6 | 27.3 | 2.2 | 2.9 |
| 5-9 | 503,808 | 1.0 | 1.6 | 2.6 | 3.3 | 91.5 | 13.6 | 2.7 | 3.5 |
| 10-19 | 256,110 | 1.4 | 1.3 | 2.3 | 2.2 | 92.9 | 8.2 | 4.3 | 9.9 |
| 20-49 | 144,734 | 0.4 | 1.4 | 3.7 | 2.4 | 92.1 | 6.1 | 6.9 | 14.0 |
| 50-99 | 45,331 | 1.1 | 1.0 | 1.7 | 1.7 | 94.4 | 1.4 | 11.6 | 21.0 |
| 100+ | 33,062 | 1.4 | 2.7 | 3.8 | 0.8 | 91.3 | 0.3 | 14.7 | 14.5 |
| Race, Origin, and Gender | | | | | | | | | |
| Hispanic | 771,708 | 8.2 | 7.2 | 4.9 | 5.5 | 74.3 | 49.2 | 2.7 | 2.8 |
| Black | 620,912 | 10.3 | 8.0 | 6.8 | 6.0 | 68.9 | 55.6 | 0.8 | 4.1 |
| Other Minority | 606,438 | 5.1 | 6.4 | 4.7 | 4.6 | 79.2 | 36.1 | 2.3 | 4.8 |
| Women | 5,888,883 | 8.5 | 7.0 | 5.9 | 5.1 | 73.5 | 58.2 | 1.1 | 3.5 |
| Nonminority Male | 10,114,456 | 6.6 | 6.5 | 5.9 | 4.6 | 76.4 | 51.9 | 2.1 | 2.9 |
| Industry | | | | | | | | | |
| Agricultural Services, Forestry, Fishing, and Mining | 583,253 | 8.3 | 3.9 | 4.0 | 7.0 | 76.8 | 57.7 | 1.6 | 0.9 |
| Construction | 1,829,620 | 7.9 | 9.2 | 4.3 | 6.8 | 71.8 | 77.5 | 0.3 | 0.6 |
| Manufacturing | 517,714 | 5.1 | 4.6 | 5.3 | 3.4 | 81.6 | 51.7 | 9.3 | 1.4 |
| Transportation, Communications, and Public Utilities | 698,903 | 8.5 | 7.2 | 5.7 | 7.6 | 70.9 | 52.4 | 1.5 | 4.7 |
| Wholesale Trade | 538,339 | 6.9 | 6.7 | 5.6 | 3.0 | 77.7 | 52.7 | 8.0 | 3.5 |

| | | | | | | | | | |
|--|-----------|------|-----|-----|-----|------|------|-----|-----|
| Retail Trade | 2,478,045 | 6.9 | 4.8 | 5.5 | 5.0 | 77.8 | 41.6 | 1.5 | 8.0 |
| Finance, Insurance, and Real Estate Services | 1,941,029 | 3.6 | 3.9 | 6.3 | 3.7 | 82.6 | 35.5 | 1.0 | 6.8 |
| Not Classified | 7,784,016 | 8.0 | 7.3 | 6.2 | 4.2 | 74.3 | 55.8 | 1.5 | 1.5 |
| | 882,224 | 11.4 | 9.5 | 6.6 | 4.8 | 67.6 | 58.1 | 1.1 | 2.4 |

*Data are available on firms that closed between 1992 and 1996 because the 1992 *Characteristics of Business Owners* reflects a 1997 survey of firms in existence in 1992.

Note: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. The survey excluded non-S corporations (often large companies), and business tax returns with less than \$500 in business receipts. Includes allocations for nonresponding owners. "Other Minority" includes Asian, Pacific Islander, American Indian, and Alaska Native.

Source: U.S. Small Business Administration, Office of Advocacy, based on data from the U.S. Department of Commerce, Bureau of the Census, *Characteristics of Business Owners*, 1992.

Table A.28 Women-Owned Firms by SBA Region and State, 1987 and 1992

| | Women-Owned Firms | | | All U.S. Firms | | | | |
|----------------------|-------------------|------------------|----------------|----------------|-------------------|-------------------|----------------|------|
| | 1995 | 1996 | Percent Change | Rank | 1995 | 1996 | Percent Change | Rank |
| United States | 4,114,787 | 5,888,883 | 43.1 | | 13,695,480 | 17,253,143 | 26.0 | |
| Region I | 247,254 | 336,641 | 36.2 | | 819,319 | 1,014,250 | 23.8 | |
| Connecticut | 60,924 | 79,931 | 31.2 | 47 | 196,537 | 237,705 | 20.9 | 37 |
| Maine | 23,922 | 35,260 | 47.4 | 17 | 88,208 | 109,360 | 24.0 | 29 |
| Massachusetts | 111,376 | 147,572 | 32.5 | 46 | 356,780 | 442,848 | 24.1 | 28 |
| New Hampshire | 22,713 | 31,492 | 38.7 | 34 | 79,771 | 97,772 | 22.6 | 32 |
| Rhode Island | 14,517 | 21,353 | 47.1 | 18 | 52,780 | 67,641 | 28.2 | 19 |
| Vermont | 13,802 | 21,033 | 52.4 | 9 | 45,243 | 58,924 | 30.2 | 12 |
| Region II | 402,285 | 560,742 | 39.4 | | 1,337,461 | 1,676,904 | 25.4 | |
| New Jersey | 117,373 | 164,798 | 40.4 | 29 | 406,792 | 517,204 | 27.1 | 23 |
| New York | 284,912 | 395,944 | 39.0 | 31 | 930,669 | 1,159,700 | 24.6 | 27 |
| Region III | 386,932 | 547,918 | 41.6 | | 1,275,511 | 1,620,401 | 27.0 | |
| Delaware | 9,727 | 14,904 | 53.2 | 7 | 30,976 | 42,228 | 36.3 | 3 |
| District of Columbia | 10,987 | 14,599 | 32.9 | 44 | 29,244 | 35,344 | 20.9 | 38 |
| Maryland | 81,891 | 121,777 | 48.7 | 16 | 244,071 | 328,403 | 34.6 | 5 |
| Pennsylvania | 167,362 | 227,500 | 35.9 | 39 | 595,653 | 728,063 | 22.2 | 34 |
| Virginia | 94,416 | 138,494 | 46.7 | 19 | 297,541 | 391,451 | 31.6 | 8 |
| West Virginia | 22,549 | 30,644 | 35.9 | 40 | 78,026 | 94,912 | 21.6 | 36 |
| Region IV | 643,443 | 990,180 | 53.9 | | 2,255,180 | 2,986,803 | 32.4 | |
| Alabama | 48,018 | 71,466 | 48.8 | 15 | 178,119 | 227,119 | 27.5 | 22 |
| Florida | 221,361 | 352,048 | 59.0 | 4 | 735,810 | 1,000,542 | 36.0 | 4 |
| Georgia | 88,050 | 143,045 | 62.5 | 2 | 305,382 | 425,118 | 39.2 | 2 |
| Kentucky | 53,454 | 74,280 | 39.0 | 32 | 193,806 | 236,525 | 22.0 | 35 |
| Mississippi | 28,976 | 40,879 | 41.1 | 27 | 112,245 | 135,497 | 20.7 | 41 |
| North Carolina | 93,532 | 142,516 | 52.4 | 10 | 329,373 | 439,301 | 33.4 | 6 |
| South Carolina | 42,604 | 64,812 | 52.1 | 11 | 149,190 | 197,330 | 32.3 | 7 |
| Tennessee | 67,448 | 101,134 | 49.9 | 13 | 251,255 | 325,371 | 29.5 | 14 |
| Region V | 712,370 | 1,018,037 | 42.9 | | 2,335,756 | 2,967,770 | 27.1 | |
| Illinois | 177,057 | 250,613 | 41.5 | 26 | 573,973 | 726,974 | 26.7 | 24 |
| Indiana | 89,949 | 125,411 | 39.4 | 30 | 294,570 | 364,253 | 23.7 | 30 |

| | | | | | | | | |
|--------------------|----------------|----------------|-------------|----|------------------|------------------|-------------|----|
| Michigan | 133,958 | 193,820 | 44.7 | 21 | 426,656 | 551,091 | 29.2 | 16 |
| Minnesota | 88,137 | 124,143 | 40.9 | 28 | 280,249 | 358,921 | 28.1 | 20 |
| Ohio | 154,084 | 224,693 | 45.8 | 20 | 521,123 | 666,183 | 27.8 | 21 |
| Wisconsin | 69,185 | 99,357 | 43.6 | 22 | 239,185 | 300,348 | 25.6 | 25 |
| Region VI | 478,546 | 664,998 | 39.0 | | 1,671,035 | 2,006,843 | 20.1 | |
| Arkansas | 35,469 | 50,440 | 42.2 | 25 | 134,766 | 159,820 | 18.6 | 45 |
| Louisiana | 55,852 | 76,849 | 37.6 | 35 | 204,723 | 236,589 | 15.6 | 48 |
| New Mexico | 25,397 | 40,636 | 60.0 | 3 | 82,253 | 107,377 | 30.5 | 9 |
| Oklahoma | 63,690 | 82,894 | 30.2 | 48 | 223,676 | 246,936 | 10.4 | 51 |
| Texas | 298,138 | 414,179 | 38.9 | 33 | 1,025,617 | 1,256,121 | 22.5 | 33 |
| Region VII | 227,040 | 298,991 | 31.7 | | 739,656 | 871,292 | 17.8 | |
| Missouri | 87,658 | 117,885 | 34.5 | 43 | 174,121 | 206,840 | 18.8 | 44 |
| Iowa | 53,592 | 71,040 | 32.6 | 45 | 169,593 | 191,262 | 12.8 | 50 |
| Kansas | 53,505 | 66,429 | 24.2 | 49 | 293,131 | 348,978 | 19.1 | 43 |
| Nebraska | 32,285 | 43,637 | 35.2 | 42 | 102,811 | 124,212 | 20.8 | 39 |
| Region VIII | 173,827 | 240,782 | 38.5 | | 551,525 | 673,828 | 22.2 | |
| Colorado | 89,411 | 121,659 | 36.1 | 38 | 262,597 | 323,147 | 23.1 | 31 |
| Montana | 17,747 | 25,310 | 42.6 | 24 | 63,623 | 75,331 | 18.4 | 46 |
| North Dakota | 12,689 | 15,355 | 21.0 | 50 | 42,717 | 48,368 | 13.2 | 49 |
| South Dakota | 13,374 | 18,215 | 36.2 | 37 | 47,829 | 57,084 | 19.4 | 42 |
| Utah | 29,810 | 45,626 | 53.1 | 8 | 100,186 | 129,202 | 29.0 | 18 |
| Wyoming | 10,796 | 14,617 | 35.4 | 41 | 34,573 | 40,696 | 17.7 | 47 |
| Region IX | 660,915 | 956,960 | 44.8 | | 2,121,872 | 2,674,500 | 26.0 | |
| Arizona | 60,567 | 93,300 | 54.0 | 6 | 191,908 | 248,337 | 29.4 | 15 |
| California | 559,821 | 801,487 | 43.2 | 23 | 1,809,252 | 2,259,327 | 24.9 | 26 |
| Hawaii | 21,696 | 29,743 | 37.1 | 36 | 60,928 | 79,050 | 29.7 | 13 |
| Nevada | 18,831 | 32,430 | 72.2 | 1 | 59,784 | 87,786 | 46.8 | 1 |
| Region X | 187,579 | 268,229 | 43.0 | | 588,165 | 759,552 | 29.1 | |
| Alaska | 19,380 | 13,976 | -27.9 | 51 | 48,784 | 58,898 | 20.7 | 40 |
| Idaho | 18,973 | 29,946 | 57.8 | 5 | 68,006 | 88,712 | 30.4 | 10 |
| Oregon | 58,941 | 87,970 | 49.3 | 14 | 185,151 | 238,967 | 29.1 | 17 |
| Washington | 90,285 | 136,337 | 51.0 | 12 | 286,224 | 372,975 | 30.3 | 11 |

Note: The survey excluded non-S corporations and business tax returns with less than \$500 in business receipts per year.
Source: U.S. Small Business Administration, Office of Advocacy, based upon data published by the U.S. Department of Commerce, Bureau of the Census,
1992 Economic Census: Women-Owned Businesses.

Table A.29 *Minority-Owned Firms by SBA Region and State, 1987 and 1992*

| | Black | | | | Hispanic | | | | Asians and Pacific Islanders, American Indians and Alaska Natives | | | | Total Minority-Owned | | | |
|----------------------|-------------------|----------------|-------------|-------------------|-------------------|----------------|--------------|-------------------|--|-------------|------------------|-------------------|-------------------------|------|------|--|
| | Percent Change | | Rank | Percent Change | Percent Change | | Rank | Percent Change | Percent Change | | Rank | Percent Change | Percent Change | | Rank | |
| | 1987 | 1992 | 1987 | | 1992 | 1987 | 1992 | | 1987 | 1992 | 1987 | | 1992 | 1987 | 1992 | |
| United States | 424,165 | 620,912 | 46.4 | 82.7 | 422,373 | 771,708 | 82.7 | 376,711 | 606,423 | 61.0 | 1,223,249 | 1,999,058 | 63.4 | | | |
| Region I | 9,769 | 14,216 | 45.5 | 141.1 | 5,798 | 13,978 | 141.1 | 7,116 | 12,904 | 81.3 | 22,683 | 41,098 | 81.2 | | | |
| Connecticut | 4,061 | 5,714 | 40.7 | 38 | 2,235 | 4,502 | 101.4 | 2,051 | 3,485 | 69.9 | 8,347 | 13,701 | 64.1 | | | |
| Maine | 131 | 235 | 79.4 | 5 | 139 | 427 | 207.2 | 1 | 233 | 483 | 5 | 503 | 1,145 | | | |
| Massachusetts | 4,761 | 7,225 | 51.8 | 20 | 2,636 | 6,914 | 162.3 | 10 | 3,916 | 7,009 | 79.0 | 11,313 | 21,148 | | | |
| New Hampshire | 229 | 46 | -79.9 | 51 | 244 | 487 | 99.6 | 24 | 333 | 666 | 100.0 | 806 | 1,199 | | | |
| Rhode Island | 489 | 857 | 75.3 | 8 | 426 | 1,297 | 204.5 | 3 | 472 | 987 | 109.1 | 1,387 | 3,141 | | | |
| Vermont | 98 | 139 | 41.8 | 36 | 118 | 351 | 197.5 | 4 | 111 | 274 | 146.8 | 327 | 764 | | | |
| Region II | 50,845 | 71,449 | 40.5 | 80.4 | 40,348 | 72,799 | 80.4 | 48,922 | 86,169 | 76.1 | 140,115 | 230,417 | 64.4 | | | |
| New Jersey | 14,556 | 20,137 | 38.3 | 41 | 12,094 | 22,198 | 83.5 | 36 | 12,665 | 23,116 | 82.5 | 39,315 | 65,451 | | | |
| New York | 36,289 | 51,312 | 41.4 | 37 | 28,254 | 50,601 | 79.1 | 41 | 36,257 | 63,053 | 73.9 | 100,800 | 164,966 | | | |
| Region III | 9,674 | 12,171 | 25.8 | 137.7 | 9,420 | 22,391 | 137.7 | 25,143 | 42,416 | 68.7 | 44,237 | 76,978 | 74.0 | | | |
| Delaware | 1,399 | 2,060 | 47.2 | 24 | 184 | 497 | 170.1 | 8 | 479 | 809 | 68.9 | 2,062 | 3,366 | | | |
| District of Columbia | 8,275 | 10,111 | 22.2 | 49 | 762 | 1,452 | 90.6 | 29 | 807 | 1,393 | 72.6 | 9,844 | 12,956 | | | |
| Maryland | 21,678 | 35,758 | 65.0 | 12 | 2,931 | 7,289 | 148.7 | 13 | 7,954 | 13,697 | 72.2 | 32,563 | 56,744 | | | |
| Pennsylvania | 11,728 | 15,917 | 35.7 | 43 | 2,650 | 5,186 | 95.7 | 26 | 7,189 | 12,053 | 67.7 | 21,567 | 33,156 | | | |
| Virginia | 18,781 | 26,100 | 39.0 | 40 | 2,716 | 7,654 | 181.8 | 7 | 8,163 | 13,752 | 68.5 | 29,660 | 47,506 | | | |
| West Virginia | 727 | 1,093 | 50.3 | 21 | 177 | 313 | 76.8 | 43 | 551 | 712 | 29.2 | 1,455 | 2,118 | | | |
| Region IV | 35,612 | 55,078 | 54.7 | 90.0 | 69,273 | 131,611 | 90.0 | 22,663 | 42,674 | 88.3 | 127,548 | 229,363 | 79.8 | | | |
| Alabama | 10,085 | 14,707 | 45.8 | 26 | 397 | 1,029 | 159.2 | 12 | 1,007 | 1,777 | 76.5 | 11,489 | 17,513 | | | |
| Florida | 25,527 | 40,371 | 58.2 | 15 | 64,413 | 118,208 | 83.5 | 37 | 8,902 | 17,499 | 96.6 | 98,842 | 176,078 | | | |
| Georgia | 21,283 | 38,264 | 79.8 | 3 | 1,931 | 5,501 | 184.9 | 6 | 4,221 | 8,961 | 112.3 | 27,435 | 52,726 | | | |
| Kentucky | 3,738 | 5,097 | 36.4 | 42 | 359 | 752 | 109.5 | 22 | 899 | 1,614 | 79.5 | 4,996 | 7,463 | | | |
| Mississippi | 9,667 | 14,067 | 45.5 | 28 | 308 | 660 | 114.3 | 20 | 1,178 | 1,765 | 49.8 | 11,153 | 16,492 | | | |
| North Carolina | 19,487 | 29,221 | 50.0 | 22 | 918 | 2,802 | 205.2 | 2 | 3,827 | 6,155 | 60.8 | 24,232 | 38,178 | | | |
| South Carolina | 12,815 | 18,343 | 43.1 | 33 | 393 | 1,057 | 169.0 | 9 | 965 | 1,877 | 94.5 | 14,173 | 21,277 | | | |
| Tennessee | 10,423 | 14,920 | 43.1 | 32 | 554 | 1,602 | 189.2 | 5 | 1,664 | 3,026 | 81.9 | 12,641 | 19,548 | | | |
| Region V | 24,878 | 36,782 | 47.8 | 93.0 | 17,351 | 33,492 | 93.0 | 28,895 | 45,145 | 56.2 | 71,124 | 115,419 | 62.3 | | | |
| Illinois | 19,011 | 28,433 | 49.6 | 23 | 9,636 | 18,368 | 90.6 | 28 | 14,872 | 21,743 | 46.2 | 43,519 | 68,544 | | | |

| | | | | | | | | | | | | | | | | |
|--------------------|---------------|---------------|-------------|-----------|----------------|----------------|--------------|-----------|----------------|----------------|-------------|-----------|----------------|----------------|-------------|-----------|
| Indiana | 5,867 | 8,349 | 42.3 | 34 | 1,427 | 2,454 | 72.0 | 44 | 1,808 | 3,193 | 76.6 | 17 | 9,102 | 13,996 | 53.8 | 31 |
| Michigan | 13,708 | 19,695 | 43.7 | 31 | 2,654 | 5,036 | 89.8 | 30 | 4,729 | 7,409 | 56.7 | 36 | 21,091 | 32,140 | 52.4 | 35 |
| Minnesota | 1,448 | 2,785 | 92.3 | 2 | 751 | 1,583 | 110.8 | 21 | 2,024 | 3,168 | 56.5 | 37 | 4,223 | 7,536 | 78.5 | 9 |
| Ohio | 15,983 | 22,690 | 42.0 | 35 | 1,989 | 4,289 | 115.6 | 19 | 4,011 | 7,146 | 78.2 | 16 | 21,983 | 34,125 | 55.2 | 29 |
| Wisconsin | 2,381 | 3,446 | 44.7 | 29 | 894 | 1,762 | 97.1 | 25 | 1,451 | 2,486 | 71.3 | 24 | 4,726 | 7,694 | 62.8 | 23 |
| Region VI | 19,723 | 26,050 | 32.1 | 47 | 113,590 | 186,033 | 63.8 | 18 | 658 | 55,038 | 71.7 | 11 | 165,367 | 267,121 | 61.5 | 44 |
| Arkansas | 4,322 | 5,738 | 30.6 | 47 | 324 | 701 | 116.4 | 18 | 658 | 1,214 | 84.5 | 11 | 5,374 | 7,653 | 42.4 | 44 |
| Louisiana | 15,331 | 20,312 | 32.5 | 46 | 2,697 | 4,983 | 84.8 | 35 | 2,808 | 4,826 | 71.9 | 23 | 20,836 | 30,121 | 44.6 | 43 |
| New Mexico | 587 | 925 | 57.6 | 16 | 14,299 | 21,586 | 51.0 | 48 | 2,155 | 4,608 | 113.8 | 2 | 17,041 | 27,119 | 59.1 | 26 |
| Oklahoma | 3,461 | 4,621 | 33.5 | 44 | 1,516 | 2,854 | 88.3 | 32 | 3,751 | 5,627 | 50.0 | 39 | 8,728 | 13,102 | 50.1 | 38 |
| Texas | 35,725 | 50,008 | 40.0 | 39 | 94,754 | 155,909 | 64.5 | 45 | 22,682 | 38,763 | 70.9 | 25 | 153,161 | 244,680 | 59.8 | 25 |
| Region VII | 3,026 | 4,184 | 38.3 | 17 | 3,882 | 6,618 | 70.5 | 40 | 4,627 | 6,974 | 51.0 | 30 | 11,535 | 17,789 | 54.2 | 15 |
| Iowa | 703 | 1,106 | 57.3 | 17 | 475 | 859 | 80.8 | 40 | 617 | 1,011 | 66.0 | 30 | 1,795 | 2,989 | 66.5 | 15 |
| Kansas | 2,323 | 3,078 | 32.5 | 45 | 1,541 | 2,396 | 55.5 | 46 | 1,366 | 1,842 | 34.8 | 47 | 5,230 | 7,316 | 39.9 | 45 |
| Missouri | 7,832 | 9,973 | 27.3 | 48 | 1,247 | 2,216 | 77.7 | 42 | 2,193 | 3,451 | 57.4 | 35 | 11,272 | 15,640 | 38.8 | 46 |
| Nebraska | 863 | 1,350 | 56.4 | 18 | 619 | 1,147 | 85.3 | 34 | 451 | 670 | 48.6 | 41 | 1,933 | 3,167 | 63.8 | 19 |
| Region VIII | 2,948 | 4,485 | 52.1 | 19 | 11,901 | 17,881 | 50.2 | 49 | 6,331 | 9,681 | 52.9 | 31 | 21,180 | 32,047 | 51.3 | 36 |
| Colorado | 2,871 | 4,372 | 52.3 | 19 | 9,516 | 13,817 | 45.2 | 49 | 3,543 | 5,788 | 63.4 | 31 | 15,930 | 23,977 | 50.5 | 36 |
| Montana | 77 | 113 | 46.8 | 25 | 304 | 568 | 86.8 | 33 | 612 | 845 | 38.1 | 46 | 993 | 1,526 | 53.7 | 33 |
| North Dakota | 57 | 117 | 105.3 | 1 | 88 | 116 | 31.8 | 50 | 329 | 385 | 17.0 | 50 | 474 | 618 | 30.4 | 49 |
| South Dakota | 63 | 111 | 76.2 | 7 | 109 | 239 | 119.3 | 17 | 375 | 555 | 48.0 | 42 | 547 | 905 | 65.4 | 17 |
| Utah | 202 | 354 | 75.2 | 9 | 1,300 | 2,375 | 82.7 | 38 | 1,239 | 1,746 | 40.9 | 45 | 2,741 | 4,475 | 63.3 | 21 |
| Wyoming | 81 | 97 | 19.8 | 50 | 584 | 766 | 31.2 | 51 | 233 | 362 | 55.4 | 38 | 898 | 1,225 | 36.4 | 47 |
| Region IX | 49,539 | 71,904 | 45.1 | 13 | 145,050 | 274,644 | 89.3 | 39 | 183,832 | 279,685 | 52.1 | 21 | 378,421 | 626,233 | 65.5 | 11 |
| Arizona | 1,811 | 2,936 | 62.1 | 13 | 9,845 | 17,835 | 81.2 | 39 | 3,398 | 5,852 | 72.2 | 21 | 15,054 | 26,623 | 76.9 | 11 |
| California | 47,728 | 68,968 | 44.5 | 30 | 132,212 | 249,717 | 88.9 | 31 | 147,633 | 232,672 | 57.6 | 34 | 327,573 | 551,357 | 68.3 | 14 |
| Hawaii | 399 | 717 | 79.7 | 4 | 1,226 | 3,192 | 160.4 | 11 | 31,406 | 38,392 | 22.2 | 49 | 33,031 | 42,301 | 28.1 | 50 |
| Nevada | 1,002 | 1,736 | 73.3 | 10 | 1,767 | 3,900 | 120.7 | 16 | 1,395 | 2,769 | 98.5 | 7 | 4,164 | 8,405 | 101.8 | 4 |
| Region X | 601 | 891 | 48.3 | 27 | 5,760 | 12,262 | 112.9 | 47 | 17,128 | 25,737 | 50.3 | 51 | 23,489 | 38,890 | 65.6 | 5 |
| Alaska | 507 | 739 | 45.8 | 27 | 502 | 766 | 52.6 | 47 | 5,034 | 3,916 | -22.2 | 51 | 6,043 | 5,421 | -10.3 | 51 |
| Idaho | 94 | 152 | 61.7 | 14 | 974 | 1,865 | 91.5 | 27 | 513 | 759 | 48.0 | 43 | 1,581 | 2,776 | 75.6 | 12 |
| Oregon | 848 | 1,447 | 70.6 | 11 | 1,598 | 3,538 | 121.4 | 15 | 3,340 | 5,414 | 62.1 | 32 | 5,786 | 10,399 | 79.7 | 8 |
| Washington | 2,583 | 4,575 | 77.1 | 6 | 2,686 | 6,093 | 126.8 | 14 | 8,241 | 15,648 | 89.9 | 10 | 13,510 | 26,316 | 94.8 | 5 |

Note: The survey excluded non-S corporations and business tax returns with less than \$500 in business receipts per year.
 Source: U.S. Small Business Administration, Office of Advocacy, based upon data from the U.S. Department of Commerce, Bureau of the Census.

Table A.30 Nonfarm Sole Proprietorships and Receipts by Gender of Owner and SBA Region, 1980, 1993, and 1994

| Industry | 1980 | | 1993 | | 1994 | | Percent Change, 1980-1994 | |
|--|------------------------|---------------------------------------|------------------------|---------------------------------------|------------------------|---------------------------------------|------------------------------|------------------------|
| | All Nonfarm Businesses | Women-Owned Businesses Share of Total | All Nonfarm Businesses | Women-Owned Businesses Share of Total | All Nonfarm Businesses | Women-Owned Businesses Share of Total | All Nonfarm Businesses | Women-Owned Businesses |
| Nonfarm Sole Proprietorships | 9,730,019 | 26.1 | 17,714,120 | 33.0 | 18,108,776 | 33.4 | 86.1 | 138.5 |
| U.S. Total | 2,535,240 | 26.1 | 17,714,120 | 33.0 | 18,108,776 | 33.4 | 86.1 | 138.5 |
| Region I | 512,401 | 23.5 | 1,003,246 | 34.4 | 975,713 | 34.6 | 90.4 | 181.0 |
| Region II | 807,319 | 24.2 | 1,444,333 | 31.2 | 1,567,592 | 34.2 | 94.2 | 173.5 |
| Region III | 866,848 | 26.7 | 1,706,630 | 35.6 | 1,655,344 | 35.4 | 91.0 | 153.4 |
| Region IV | 1,480,801 | 25.0 | 3,081,432 | 29.5 | 3,180,302 | 30.9 | 114.8 | 165.2 |
| Region V | 1,774,893 | 27.2 | 2,961,719 | 33.5 | 2,953,652 | 34.3 | 66.4 | 110.1 |
| Region VI | 1,237,802 | 22.4 | 2,171,258 | 31.5 | 2,288,700 | 30.0 | 84.9 | 147.8 |
| Region VII | 602,859 | 27.6 | 968,144 | 37.3 | 939,739 | 39.4 | 55.9 | 122.1 |
| Region VIII | 431,948 | 26.8 | 693,420 | 36.2 | 702,536 | 36.8 | 62.6 | 123.6 |
| Region IX | 1,513,668 | 29.5 | 2,906,271 | 33.3 | 3,018,628 | 32.4 | 99.4 | 119.4 |
| Region X | 484,626 | 25.6 | 777,667 | 34.6 | 826,570 | 36.1 | 70.6 | 140.6 |
| Receipts (Thousands of Dollars) | 411,205,713 | 8.8 | 757,215,452 | 14.7 | 790,630,020 | 14.7 | 92.3 | 219.9 |
| U.S. Total | 36,376,570 | 8.8 | 757,215,452 | 14.7 | 790,630,020 | 14.7 | 92.3 | 219.9 |
| Region I | 19,394,807 | 7.8 | 40,422,223 | 17.2 | 43,452,457 | 16.8 | 124.0 | 379.8 |
| Region II | 30,900,154 | 9.9 | 59,343,251 | 15.3 | 62,412,523 | 16.1 | 102.0 | 227.4 |
| Region III | 37,319,189 | 9.1 | 74,607,474 | 16.9 | 75,876,298 | 17.6 | 103.3 | 291.9 |
| Region IV | 66,605,226 | 8.3 | 118,737,062 | 13.3 | 122,819,122 | 13.9 | 84.6 | 210.1 |
| Region V | 73,456,559 | 8.8 | 111,826,788 | 14.5 | 115,025,971 | 14.9 | 56.6 | 165.2 |
| Region VI | 57,683,340 | 7.9 | 93,290,451 | 13.1 | 99,602,974 | 12.0 | 72.7 | 163.6 |
| Region VII | 26,636,767 | 7.8 | 39,045,260 | 13.9 | 39,692,853 | 12.9 | 49.0 | 145.2 |
| Region VIII | 16,337,108 | 7.4 | 25,954,119 | 14.3 | 27,847,302 | 13.6 | 70.5 | 213.5 |
| Region IX | 64,684,469 | 10.8 | 157,755,851 | 15.8 | 165,589,893 | 15.2 | 156.0 | 259.7 |
| Region X | 17,823,850 | 8.6 | 36,232,972 | 12.8 | 38,310,628 | 14.2 | 114.9 | 256.6 |

Note: Detail may not add to totals because of disclosure rules regarding the release of information for specific taxpayers. SBA regions are defined as follows: Region I: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont; Region II: New Jersey, New York; Region III: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia; Region IV: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee; Region V: Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin; Region VI: Arkansas, Louisiana, New Mexico, Oklahoma, Texas; Region VII: Iowa, Kansas, Missouri, Nebraska; Region VIII: Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming; Region IX: Arizona, California, Hawaii, Nevada; and Region X: Alaska, Idaho, Oregon, Washington.

Source: Special tabulations prepared for the U.S. Small Business Administration, Office of Advocacy, by the U.S. Department of the Treasury, Internal Revenue Service, 1997.

Table A.31 *Nonfarm Sole Proprietorships and Receipts by Gender of Owner and Industry Group, 1980, 1993, and 1994*

| Industry | 1980 | | | | 1993 | | | | 1994 | | | | Percent Change, 1980-1994 | | |
|---|------------------------------|-------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|------------------------------|------------------------------|------------------------------|-------------------------------|-------------------|
| | All Nonfarm Businesses | Women- Owned Businesses | Women's Share of Total | Women's Share of Total | All Nonfarm Businesses | Women- Owned Businesses | Women's Share of Total | Women's Share of Total | All Nonfarm Businesses | Women- Owned Businesses | Women's Share of Total | Women's Share of Total | All Nonfarm Businesses | Women- Owned Businesses | Percent Change |
| | | | | | | | | | | | | | | | |
| Nonfarm Sole Proprietorships | 9,730,019 | 2,535,240 | 26.1 | 17,714,120 | 5,851,514 | 33.0 | 18,108,776 | 6,046,617 | 33.4 | 86.1 | 138.5 | | | | |
| Agriculture, Forestry, and Fishing | 307,720 | 30,811 | 10.0 | 533,417 | 66,639 | 12.5 | 555,138 | 100,035 | 18.0 | 80.4 | 224.7 | | | | |
| Mining, Construction, and Manufacturing | 1,409,280 | 84,221 | 6.0 | 2,601,303 | 246,727 | 9.5 | 2,700,069 | 264,159 | 9.8 | 91.6 | 213.6 | | | | |
| Transportation, Communications, and Public Utilities | 438,795 | 27,696 | 6.3 | 748,941 | 107,416 | 14.3 | 792,583 | 103,442 | 13.1 | 80.6 | 273.5 | | | | |
| Wholesale and Retail Trade | 2,527,084 | 824,771 | 32.6 | 3,355,345 | 1,302,468 | 38.8 | 3,431,291 | 1,448,040 | 42.2 | 35.8 | 75.6 | | | | |
| Finance, Insurance, and Real Estate | 1,048,966 | 354,801 | 33.8 | 1,519,469 | 549,304 | 36.2 | 1,545,943 | 564,869 | 36.5 | 47.4 | 59.2 | | | | |
| Services | 3,918,166 | 1,212,940 | 3.0 | 8,955,645 | 3,578,960 | 40.0 | 9,083,752 | 3,566,073 | 39.3 | 131.8 | 194.0 | | | | |
| Receipts (Thousands of Dollars) | 411,205,713 | 36,376,570 | 8.8 | 757,215,452 | 111,583,767 | 14.7 | 790,630,020 | 116,382,745 | 14.7 | 92.3 | 219.9 | | | | |
| Agriculture, Forestry, and Fishing | 6,433,612 | 234,280 | 3.6 | 20,990,046 | 2,191,110 | 10.4 | 20,341,354 | 2,291,309 | 11.3 | 216.2 | 878.0 | | | | |
| Mining, Construction, and Manufacturing | 71,248,141 | 1,977,303 | 2.8 | 133,912,242 | 6,543,680 | 4.9 | 146,707,341 | 8,312,413 | 5.7 | 105.9 | 320.4 | | | | |
| Transportation, Communications, and Public Utilities | 19,965,525 | 698,144 | 3.5 | 34,578,789 | 3,116,564 | 9.0 | 39,534,586 | 3,533,654 | 8.9 | 98.0 | 406.1 | | | | |
| Wholesale and Retail Trade | 202,283,802 | 18,937,581 | 9.4 | 236,706,170 | 33,625,845 | 14.2 | 241,434,176 | 36,872,584 | 15.3 | 19.4 | 94.7 | | | | |
| Finance, Insurance, and Real Estate | 21,530,768 | 3,640,416 | 16.9 | 59,655,204 | 13,578,494 | 22.8 | 58,405,768 | 12,141,812 | 20.8 | 171.3 | 233.5 | | | | |
| Services | 89,743,865 | 10,888,846 | 12.1 | 271,373,001 | 52,528,073 | 19.4 | 284,206,794 | 53,230,972 | 18.7 | 216.7 | 388.9 | | | | |

Note: Detail may not add to totals because of disclosure rules regarding the release of information for specific taxpayers.

Source: Special tabulations prepared for the U.S. Small Business Administration, Office of Advocacy, by the U.S. Department of the Treasury, Internal Revenue Service, 1997.

Table A.32 *Nongovernment Employment by SBA Region and State, 1995 and 1996 (Thousands)*

| | 1995 | 1996 | Percent Change | Rank |
|----------------------|----------------|----------------|----------------|------|
| United States | 125,108 | 126,990 | 1.5 | |
| Region I | 6,598 | 6,686 | 1.3 | |
| Connecticut | 1,618 | 1,621 | 0.2 | 42 |
| Maine | 605 | 635 | 5.0 | 1 |
| Massachusetts | 3,006 | 3,052 | 1.5 | 29 |
| New Hampshire | 609 | 598 | -1.8 | 49 |
| Rhode Island | 454 | 470 | 3.5 | 5 |
| Vermont | 306 | 310 | 1.3 | 31 |
| Region II | 11,802 | 11,969 | 1.4 | |
| New Jersey | 3,806 | 3,869 | 1.7 | 26 |
| New York | 7,996 | 8,100 | 1.3 | 32 |
| Region III | 12,765 | 12,839 | 0.6 | |
| Delaware | 366 | 363 | -0.8 | 45 |
| District of Columbia | 260 | 249 | -4.2 | 51 |
| Maryland | 2,582 | 2,650 | 2.6 | 13 |
| Pennsylvania | 5,499 | 5,590 | 1.7 | 27 |
| Virginia | 3,333 | 3,240 | -2.8 | 50 |
| West Virginia | 725 | 747 | 3.0 | 8 |
| Region IV | 22,608 | 23,071 | 2.0 | |
| Alabama | 1,930 | 1,981 | 2.6 | 12 |
| Florida | 6,473 | 6,586 | 1.7 | 25 |
| Georgia | 3,450 | 3,580 | 3.8 | 4 |
| Kentucky | 1,760 | 1,762 | 0.1 | 44 |
| Mississippi | 1,182 | 1,185 | 0.3 | 41 |
| North Carolina | 3,482 | 3,631 | 4.3 | 3 |
| South Carolina | 1,764 | 1,737 | -1.5 | 48 |
| Tennessee | 2,567 | 2,609 | 1.6 | 28 |
| Region V | 23,772 | 23,980 | 0.9 | |
| Illinois | 5,743 | 5,778 | 0.6 | 36 |
| Indiana | 2,985 | 2,945 | -1.3 | 47 |
| Michigan | 2,502 | 2,505 | 0.1 | 43 |
| Minnesota | 4,480 | 4,572 | 2.1 | 21 |
| Ohio | 5,317 | 5,365 | 0.9 | 35 |
| Wisconsin | 2,745 | 2,815 | 2.6 | 16 |

Table A.32 *Nongovernment Employment by SBA Region and State, 1995 and 1996 (Thousands)—Continued*

| | 1995 | 1996 | Percent Change | Rank |
|--------------------|---------------|---------------|----------------|------|
| Region VI | 14,237 | 14,479 | 1.7 | |
| Arkansas | 1,163 | 1,168 | 0.4 | 38 |
| Louisiana | 1,822 | 1,863 | 2.3 | 19 |
| New Mexico | 743 | 735 | -1.1 | 46 |
| Oklahoma | 1,475 | 1,513 | 2.6 | 14 |
| Texas | 9,034 | 9,200 | 1.8 | 23 |
| Region VII | 6,348 | 6,469 | 1.9 | |
| Iowa | 1,506 | 1,539 | 2.2 | 20 |
| Kansas | 1,274 | 1,279 | 0.4 | 40 |
| Missouri | 2,692 | 2,765 | 2.7 | 10 |
| Nebraska | 876 | 886 | 1.1 | 33 |
| Region VIII | 4,298 | 4,355 | 1.3 | |
| Colorado | 2,004 | 2,013 | 0.4 | 37 |
| Montana | 412 | 423 | 2.7 | 11 |
| North Dakota | 325 | 333 | 2.5 | 17 |
| South Dakota | 373 | 377 | 1.1 | 34 |
| Utah | 940 | 964 | 2.6 | 15 |
| Wyoming | 244 | 245 | 0.4 | 39 |
| Region IX | 17,616 | 17,946 | 1.9 | |
| Arizona | 2,095 | 2,125 | 1.4 | 30 |
| California | 14,217 | 14,470 | 1.8 | 24 |
| Hawaii | 543 | 553 | 1.8 | 22 |
| Nevada | 761 | 798 | 4.9 | 2 |
| Region X | 5,064 | 5,196 | 2.6 | |
| Alaska | 282 | 291 | 3.2 | 6 |
| Idaho | 569 | 587 | 3.2 | 7 |
| Oregon | 1,576 | 1,619 | 2.7 | 9 |
| Washington | 2,637 | 2,699 | 2.4 | 18 |

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided by the U.S. Department of Labor, Employment and Training Administration, based upon state employment security agencies' quarterly unemployment insurance reports.

Table A.33 *U.S. Business Measures, 1975–1996*

| Year | Firms I | Firms II | Establishments ¹ | Nonagricultural Self-Employment | Business Tax Returns | New Firms | New Incorporations | Terminations | Bankruptcies | Failures ² |
|------|-----------|-----------|-----------------------------|------------------------------------|-------------------------|-----------|-----------------------|--------------|--------------|-----------------------|
| 1996 | 6,190,907 | NA | NA | 8,971,000 | 23,295,000 | 842,357 | 790,569 | 849,839 | 53,214 | 71,811 |
| 1995 | 6,105,470 | NA | NA | 8,901,000 | 22,517,780 | 819,477 | 770,206 | 863,699 | 50,516 | 71,194 |
| 1994 | 6,035,538 | 5,276,964 | 6,509,065 | 9,003,000 | 21,990,202 | 806,855 | 741,654 | 803,290 | 50,845 | 71,558 |
| 1993 | 5,900,156 | 5,193,642 | 6,401,233 | 8,959,000 | 21,280,315 | 757,529 | 706,537 | 802,702 | 62,399 | 85,982 |
| 1992 | 5,791,214 | 5,095,356 | 6,319,300 | 8,576,000 | 20,849,194 | 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 |

¹Units with paid employees in the fourth quarter through 1982. Data for 1983 on include units active in any quarter of the year.

²Commercial and industrial failures through 1983. Data for 1984 on include all industries.

NA = Not available.

Sources: U.S. Small Business Administration, Office of Advocacy, from data provided by the following sources: Firms I from the U.S. Department of Labor, Employment and Training Administration; firms II 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; 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; bankruptcies from the Administrative Office of the U.S. Courts, Statistical Analysis and Reports Division (business bankruptcy filings); and failures from the Dun & Bradstreet Corporation (business closings involving a loss to one or more creditors).

Appendix **B**

Procurement

Synopsis

The federal government spends about \$200 billion a year on the procurement of goods and services. Small firms annually receive more than 20 percent of all prime contract dollars and another 10-14 percent of the federal procurement pie in subcontracts. The small business share could range from 20.9 percent to 25 percent depending on the baseline used to calculate their participation level. Large firms receive more than 60 percent of all federal procurement dollars.

Federal contract markets are changing at an unparalleled pace. Two recent laws, the Federal Acquisition Streamlining Act (FASA), enacted in 1994, and the Federal Acquisition Reform Act (FARA) or Clinger-Cohen Act, enacted in 1996, have had an unprecedented impact on the federal procurement process. Additional reforms are imminent, especially with the December 1997 enactment of both HUBZone and contract bundling legislation.

The 1994 and 1996 laws are designed to save money, reduce paperwork burdens on federal contractors, facilitate the acquisition of commercial products, enhance the use of simplified procedures for small purchases, transform the acquisition process to electronic commerce, and improve the efficiency of the laws governing the procurement of goods and services.

To put it simply, the reforms are intended to make the government operate more like a commercial buyer and make it easier and more appealing for businesses to participate in government markets. Many of the implemented changes are benefiting small firms, even though some longstanding small business protections have been weakened or eliminated in the process.

In FY 1996, small businesses won \$66.4 billion in federal contract awards, including \$41.1 billion in direct contract awards from the federal government and an additional \$25.3 billion in subcontracts from prime contractors working directly for the federal government.

The \$66.4 billion total represents 34 percent of the \$197.6 billion in contract actions awarded by the federal government in FY 1996, a modest increase from the previous year's 33.0 percent small business share. The overall share increased by about 1 percent, because more subcontract dollars were awarded to small firms, but prime contract dollars awarded to small businesses decreased from \$42.9 billion in FY 1995 to \$41.1 billion in

FY 1996. The overall percentage of federal contract dollars awarded to small firms has increased every year since 1993.

The percentage of contracts awarded in FY 1996 to small minority- and women-owned businesses remained at levels consistent with FY 1995. In FY 1996, minority-owned firms were awarded \$10.9 billion in prime contracts or 5.5 percent of total federal contract dollars. Women-owned firms were awarded \$3.4 billion in prime contracts or 1.7 percent of federal buys for the same period.

Introduction

In fiscal year 1996, the federal government awarded \$197.6 billion in contract actions for the purchase of goods and services, an amount equal to approximately 3.9 percent of the 1996 gross domestic product (\$7.6 trillion) of the United States. This amount includes contracting for the purchase of goods and services such as research and development, educational and training courses, paint, tools, toiletries, military weapons, housing, and hardware. Costs associated with payment for these goods and services support federal civilian and military personnel around the world.

The government awarded small businesses \$41.1 billion in prime contract dollars, including \$32.0 billion in actions over \$25,000 and \$9.2 billion in actions of \$25,000 or less (Table B.1 and Chart B.1).¹ Small businesses received about 25 percent of prime contract dollars awarded to U.S. business concerns and about 21 percent when their performance is compared with all prime contract dollars including contracts for foreign military sales, contracts with directed sources of supply (National Industries for the Blind/National Industries for the Severely Handicapped), and contracts with educational institutions, non-profit organizations, and state and local governments. Adding the dollar value of small business subcontracts increases the total by an additional \$25.3 billion, to \$66.4 billion. The small business share of this total in FY 1996 was 34 percent.²

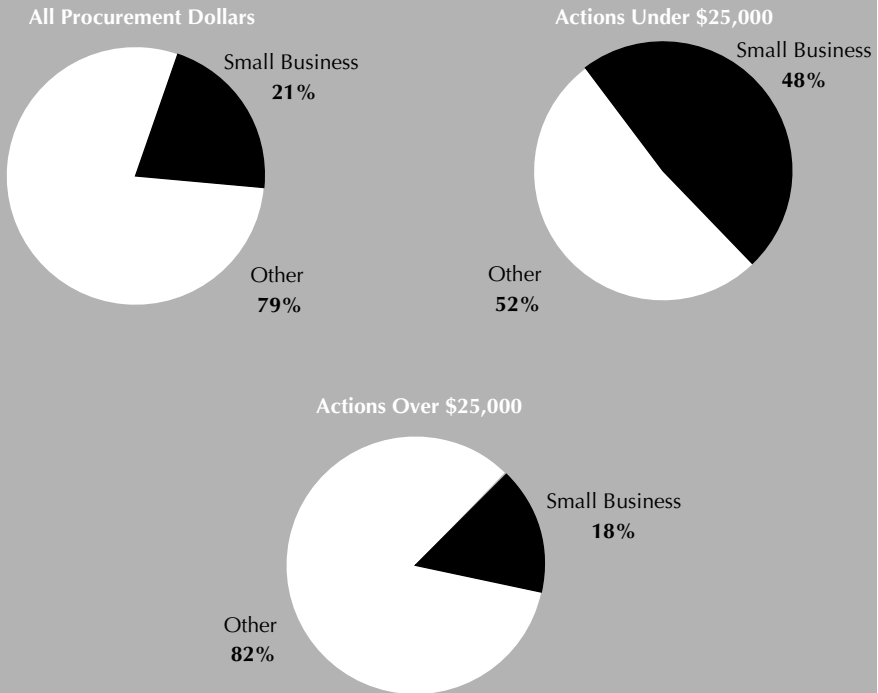
Size of Federal Contract Actions

The federal contracting process involves a relatively small number of very substantial purchases and a large number of smaller awards. Nearly 90 percent (\$178.6 billion) of the FY 1996 federal procurement dollars were

¹ A small firm is defined for procurement purposes by size standards established by the U.S. Small Business Administration. Typically, for most purposes, the SBA's Office of Advocacy defines a small business as having fewer than 500 employees and not dominant in its field. For detailed definitions for procurement purposes, see SBA's small business size regulations at 13 CFR 121.9, published January 1, 1996.

² Data on subcontracting awards are based on federal agency reports required by Public Law 95-507, Section 221(h).

Chart B.1 *Federal Contract Dollars by Size of Contract Action, FY 1996*



Source: Federal Procurement Data System, *The FPDS Federal Procurement Report*, January 13, 1997.

awarded in contract actions over \$25,000 (Table B.2). These large transactions, however, accounted for only 3 percent of the contract actions executed during the period. Conversely, 97 percent of the total number of contract actions (valued at \$19 billion) were issued in contract actions of \$25,000 or less.³

Small businesses are significantly more successful in competing for smaller awards than they are in competing for larger contracts. They were awarded about one-half (48 percent) of total federal dollars in contract ac-

³ The Federal Procurement Data System (FPDS) has been publishing data on contract awards since FY 1979. From FY 1979 to FY 1983, the FPDS published detailed data on all contract awards over \$10,000. Starting in FY 1983, the Department of Defense (DOD) increased its reporting threshold from \$10,000 to \$25,000; for civilian agencies, a similar change began in FY 1986. For FY 1994, the threshold has been raised to \$100,000 for civilian agencies and the DOD. Unless otherwise stated, the discussions of federal procurement in this and subsequent sections of this report reflect contract actions over \$25,000.

tions of \$25,000 or less, but just 18 percent of the larger awards over \$25,000. The financial returns are, of course, much greater for the small businesses that win larger awards.

The Federal Acquisition Streamlining Act of 1994 (FASA), signed into law on October 13, 1994, simplified the federal contracting process. Prior to enactment of FASA, only procurements of \$25,000 or less could be set aside for small businesses with limited competition. Government procurement personnel may now follow a simplified small business acquisition process for purchases between \$2,500 and \$100,000 as long as there is a reasonable expectation of bids being received from two or more responsible small businesses whose bids are competitive and commensurate with market expectations.

Sources of Small Business Awards by Agency/Department

More than 65 percent (\$20.9 billion) of the total \$32 billion in prime contract dollars over \$25,000 awarded to small businesses in FY 1996 resulted from Department of Defense (DOD) awards (Table B.3). The next largest source of federal contracting awards to small businesses was the General Services Administration, which accounted for 8.1 percent (\$2.6 billion) of the total dollars awarded to small businesses in FY 1996, followed by the Department of Transportation with 4.1 percent (\$1.3 billion), and the Department of Agriculture with 3.3 percent (\$1.1 billion).

Small Business Share of Purchasing Agency Awards

The small business share of agency procurement budgets is one measure of small businesses' ability to win contracts from the principal procurement centers of the federal government. For example, although the Department of Defense accounted for 65 percent of all contract dollars over \$25,000 awarded to small businesses in FY 1996 (Table B.3), this amounted to only 17 percent of DOD's total (Table B.5).

As measured by their share of agency budgets, small businesses were most successful in winning awards from the Department of the Interior, garnering 48.8 percent of the agency's total award dollars, followed by the General Services Administration (47.3 percent), the Department of Agriculture (45.5 percent), and the Department of Transportation (42.6 percent). Small businesses won less than 38 percent of prime contract award dollars in all other federal agencies in FY 1996 (Table B.5).

Product/Service Categories

The federal contracting markets encompass three major categories of goods and services: supplies and equipment, research and development, and other services and construction (Table B.6). The volume of award dollars in each of

the three major procurement categories shifted slightly as a percentage of total awards from FY 1995 to FY 1996.

The services and construction category, which includes activities as diverse as architectural and engineering services, data processing, telecommunications, general construction, and management support services, declined slightly from 48.6 percent in FY 1995 to 47.9 percent in FY 1996. Expenditures for supplies and equipment, the second largest category, increased modestly, from 35.7 percent to 36.3 percent. Research and development (R&D) also gained ground, accounting for 15.8 percent of awards in FY 1996, compared with 15.7 percent in FY 1995.

Small businesses experienced a market share increase in only one of the three major categories from FY 1995 to FY 1996. In research and development, the small business share increased slightly from 11.2 percent to 12.0 percent (Table B.7). Small firms decreased their market share of service and construction contract awards from 23.2 percent to 22.9 percent and supplies and equipment awards from 15.0 percent to 14.7 percent.

Small Business Innovation Research

FY 1996 was the fourteenth year of the Small Business Innovation Research (SBIR) program. Ten government agencies with extramural R&D obligations over \$100 million participate by setting aside a small percentage of their external R&D budgets for the program.⁴ The percentage was 1.25 percent in FY 1992, 1.5 percent in FY 1993 and FY 1994, and 2.0 percent in FY 1995 and FY 1996. The small business percentage increased to 2.5 percent beginning in FY 1997.

The SBIR program has three phases. Phase I is a limited effort, usually for six months, to determine the scientific and technical merit and feasibility of an idea. This phase has been restricted by the new legislation to ideas “that appear to have commercial potential.” The amount that can be awarded in Phase I has been raised from \$50,000 to \$100,000.

Only those small businesses that win Phase I are eligible to apply for Phase II, the detailed research and development phase that lasts about two years and often ends with the development of a prototype product or process. Commercial potential also receives increased emphasis in Phase II. The amount that can be awarded in Phase II has been raised from \$500,000 to \$750,000.

Small businesses conduct Phase III with non-SBIR funds to pursue commercial applications of the R&D funded in Phases I and II. Phase III is the keystone of the program and involves private sector investment and support

⁴ The Small Business Innovation Research program began as a government-wide program in FY 1983. The most recent extension of the program was authorized in the Small Business Innovation Research Program Reauthorization Act of 1992. This act expanded the size of the program and reauthorized it for an additional seven years, through FY 2000.

for introducing the innovation into the marketplace. Phase III may involve non-SBIR R&D or production contracts with a federal agency for products or processes intended for use by the federal government.

In the first 14 years of the program, more than \$6.5 billion has been awarded to small businesses in 41,425 projects (Table B.8). The program has been very competitive: on average, seven proposals have been received for every Phase I award.

Agencies using SBIR contracts include the Departments of Commerce, Defense, Education, and Transportation, the Environmental Protection Agency, the National Aeronautics and Space Administration, the Nuclear Regulatory Commission and, initially, the Department of the Interior. SBIR awards are made in the form of grants at the Departments of Agriculture, Energy, and Health and Human Services, and the National Science Foundation, and thus are not included in any R&D data in other tables in this appendix.

In FY 1996, awards were made in every state and the District of Columbia, with concentrations in technology-rich California and Massachusetts (Table B.9).

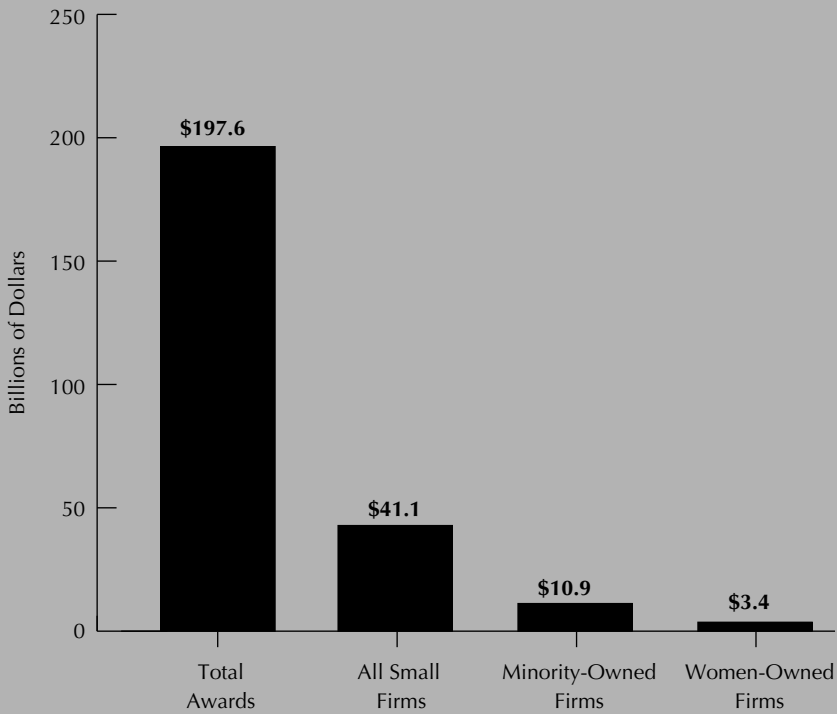
Procurement From Minority- and Women-Owned Businesses

Relative to their representation in the business population, small women- and minority-owned businesses still account for a small percentage of total federal award dollars (Chart B.2). The gap is greatest for women-owned businesses, which constitute approximately one-third of the total nonagricultural business population of the United States. Small women-owned businesses obtained only 1.7 percent of the FY 1996 federal contract dollars (Table B.10). Minority-owned businesses make up 9 percent of the business population of the United States; however, small minority-owned businesses won just 5.5 percent of the award dollars.⁵

Ninety-four percent of the FY 1996 dollar awards to small minority-owned businesses were in contract actions over \$25,000; small women-

⁵ For additional information, see Harry J. Chmelynski and Jonathan Skolnik, *The Pattern of Federal Procurement From Minority and Women-Owned Small Business*, report no. PB93-182582, prepared by Jack Faucett Associates for the U.S. Small Business Administration, Office of Advocacy (Springfield, Va.: National Technical Information Service, 1993). The Faucett study indicates that women-owned firms, after adjustments were made for comparable procurement/industry characteristics, competed for and won contracts over a five-year period with a value that exceeded the annual rate of growth in federal contracting overall and in the gross domestic product. The latest Bureau of the Census data available indicate that there were 5.9 million women-owned businesses in 1992 and 1.2 million minority-owned businesses in the United States in 1987. See also U. S. Department of Commerce, Bureau of the Census, *1987 Survey of Minority-Owned Business Enterprises, Summary* (Washington, D. C.: U. S. Government Printing Office, August 1991) and idem; *Women-Owned Business, 1992*, (Washington, D. C.: U.S. Government Printing Office, August 1990).

Chart B.2 *Federal Contract Actions to Small, Minority-Owned, and Women-Owned Businesses, FY 1996*



Source: Federal Procurement Data System, *The FPDS Federal Procurement Report*, January 13, 1997.

owned firms received 80 percent of the value of their contract actions in this category. Conversely, 20 percent of award dollars to small women-owned businesses were in smaller awards of less than \$25,000, compared with only 6 percent of minority-owned contractors' awards. The percentage of contract dollars awarded in FY 1996 to both women- and minority-owned businesses is consistent with the dollars awarded in FY 1995.

Changes in the Procurement Markets

Federal contract markets are changing at an unparalleled pace. Two recent laws, the Federal Acquisition Streamlining Act (FASA), enacted in 1994, and the Federal Acquisition Reform Act (FARA), enacted in 1996, have had an unprecedented impact on the federal procurement process. Additional reforms

are imminent, especially with the December 1997 enactment of both HUBZone and contract bundling legislation.⁶

The 1994 and 1996 laws are designed to save money, reduce paperwork burdens on federal contractors, facilitate the acquisition of commercial products, enhance the use of simplified procedures for small purchases, transform the acquisition process to electronic commerce, and improve the efficiency of the laws governing the procurement of goods and services.

The Small Business Administration has instituted a new electronic gateway to procurement information, the Procurement Marketing and Access Network, or Pro-Net. This Internet-based data base of information on more than 171,000 small, small disadvantaged, and women-owned businesses will serve as an automated source list for contracting officers, a marketing tool for small firms, and a link to procurement opportunities and important information on federal contracting.

⁶ The Office of Advocacy in July of 1997 released a research study by Eagle Eye Publishers, Inc., *Bundled Contract Study FY91-FY95*, report no. PB97-180731, prepared for the U.S. Small Business Administration, Office of Advocacy (Springfield, Va: National Technical Information Service, 1997). This study showed that contract consolidation by government agencies is increasing and causing harm to small businesses. The contract bundling legislation that was enacted is intended to restrict unnecessary contract consolidations. The HUBZone legislation is intended to provide federal contracting opportunities for small businesses located in historically underutilized business zones. Both the HUBZone and contract bundling provisions, which were introduced as individual bills initially, were included in the Small Business Reauthorization Act of 1997 (P.L. 105-135), signed by President Clinton on December 2, 1997.

Appendix B Tables

| | | |
|-------------------|---|------------|
| Table B.1 | <i>Total Federal Prime Contract Actions, FY 1996</i> | 184 |
| Table B.2 | <i>Federal Contract Actions over \$25,000, FY 1979–FY 1996</i> | 185 |
| Table B.3 | <i>Distribution of Small Business Share of Dollars in Contract Actions over \$25,000 by Procuring Agency Source, FY 1996</i> | 186 |
| Table B.4 | <i>Procurement Dollars in Contract Actions over \$25,000 by Major Agency Source, FY 1979–FY 1996</i> | 188 |
| Table B.5 | <i>Small Business Share of Dollars in Contract Actions over \$25,000 by Major Procuring Agency, FY 1995 and FY 1996</i> | 189 |
| Table B.6 | <i>Distribution of Prime Contract Actions over \$25,000 by Major Product or Service Category, FY 1995 and FY 1996</i> | 190 |
| Table B.7 | <i>Small Business Share of Dollars in Contract Actions Over \$25,000 by Major Product or Service Category, FY 1995 and FY 1996</i> | 190 |
| Table B.8 | <i>Small Business Innovation Research Program, FY 1983–FY 1996</i> | 191 |
| Table B.9 | <i>SBIR Awards by SBA Region and State, FY 1996</i> | 192 |
| Table B.10 | <i>Total Federal Contract Actions to Small, Women-Owned, and Minority-Owned Businesses, FY 1996</i> | 194 |
| Table B.11 | <i>Annual Change in the Dollar Volume of Contract Actions over \$25,000 Awarded to Small, Women-Owned, and Minority-Owned Businesses, FY 1980–FY 1996</i> | 195 |

Table B.1 *Total Federal Prime Contract Actions, FY 1996*
(Thousands of Dollars)

| | Thousands of Dollars | | Small Business Share (Percent) |
|--|----------------------|-------------------|--------------------------------------|
| | Total | Small Business | |
| Total | 197,579,149 | 41,142,857 | 21 |
| Actions under \$25,000 | 18,971,206 | 9,183,409 | 48 |
| Actions over \$25,000 (Reported Individually) | 178,607,943 | 31,959,448 | 18 |

Source: Federal Procurement Data System, Federal Procurement Report (Washington, D.C.: U.S. Government Printing Office, January 13, 1997).

Table B.2 *Federal Contract Actions over \$25,000, FY 1979–FY 1996*

| Fiscal Year | Thousands of Dollars | | Small Business Share (Percent) |
|-------------|----------------------|----------------|--------------------------------|
| | Total | Small Business | |
| 1996 | 178,607,943 | 31,959,448 | 17.9 |
| 1995 | 180,851,975 | 31,807,263 | 17.6 |
| 1994 | 174,687,951 | 28,423,033 | 16.3 |
| 1993 | 178,336,979 | 27,947,441 | 15.7 |
| 1992 | 177,786,381 | 28,229,749 | 15.9 |
| 1991 | 189,602,220 | 28,847,358 | 15.2 |
| 1990 | 171,300,890 | 25,401,626 | 14.8 |
| 1989 | 168,694,981 | 23,716,171 | 14.1 |
| 1988 | 174,097,585 | 25,671,318 | 14.7 |
| 1987 | 181,538,592 | 27,927,719 | 15.4 |
| 1986 | 183,650,227 | 28,780,092 | 15.7 |
| 1985 | 187,985,466 | 26,702,695 | 14.2 |
| 1984 | 167,933,486 | 25,506,023 | 15.2 |
| 1983 | 155,588,106 | 22,080,024 | 14.2 |
| 1982 | 152,397,884 | 23,558,563 | 15.5 |
| 1981 | 128,864,744 | 20,068,789 | 15.6 |
| 1980 | 100,893,385 | 15,326,121 | 15.2 |
| 1979 | 88,293,438 | 14,012,838 | 15.9 |

Note: Starting in FY 1983, the dollar threshold for reporting detailed information on DOD procurement actions increased from \$10,000 to \$25,000. For civilian agencies, a similar change was made starting in FY 1986.

Source: Federal Procurement Data System, *Federal Procurement Report* (Washington, D.C.: U.S. Government Printing Office, February 7, 1995, January 29, 1996, and January 13, 1997); and idem, "Special Report S89522C" (prepared for the U.S. Small Business Administration, Office of Advocacy, June 12, 1989).

Table B.3 *Distribution of Small Business Share of Dollars in Contract Actions over \$25,000 by Procuring Agency Source, FY 1996*

| | Total Small Business (Thousands of Dollars) | Small Business Distribution (Percent) | Rank |
|--|---|---|------|
| Total, All Agencies | 31,959,448 | 100.00 | — |
| Agency for International Development | 172,343 | 0.54 | 17 |
| Commodity Futures Trading Commission | 4,170 | 0.01 | 32 |
| Consumer Product Safety Commission | 323 | * | 45 |
| Corporation for National and Community Service | 497 | * | 44 |
| Department of Agriculture | 1,055,026 | 3.30 | 4 |
| Department of Commerce | 290,162 | 0.91 | 13 |
| Department of Defense | 20,897,171 | 65.39 | 1 |
| Department of Education | 66,765 | 0.21 | 19 |
| Department of Energy | 434,464 | 1.36 | 10 |
| Department of Health and Human Services | 580,094 | 1.82 | 7 |
| Department of Housing and Urban Development | 45,579 | 0.14 | 20 |
| Department of the Interior | 394,729 | 1.24 | 11 |
| Department of Justice | 561,635 | 1.76 | 8 |
| Department of Labor | 188,843 | 0.59 | 15 |
| Department of State | 217,183 | 0.68 | 14 |
| Department of the Treasury | 472,234 | 1.48 | 9 |
| Department of Transportation | 1,322,928 | 4.14 | 3 |
| Department of Veterans Affairs | 752,944 | 2.36 | 6 |
| Environmental Protection Agency | 178,515 | 0.56 | 16 |
| Equal Employment Opportunity Commission | 1,451 | * | 39 |
| Executive Office of the President | 6,034 | 0.02 | 29 |
| Federal Communications Commission | 1,209 | * | 42 |
| Federal Election Commission | 135 | * | 51 |
| Federal Emergency Management Agency | 33,657 | 0.11 | 22 |
| Federal Energy Regulatory Commission | 6,542 | 0.02 | 27 |
| Federal Maritime Commission | — | * | 53 |
| Federal Trade Commission | 3,780 | 0.01 | 34 |
| General Services Administration | 2,590,561 | 8.11 | 2 |
| International Trade Commission | 226 | * | 48 |
| Interstate Commerce Commission | 275 | * | 47 |
| John F. Kennedy Center | 139 | * | 50 |
| Merit Systems Protection Board | 31 | * | 52 |
| National Aeronautics and Space Administration | 1,043,154 | 3.26 | 5 |
| National Archives and Records Administration | 4,660 | 0.01 | 31 |
| National Foundation on the Arts | 1,377 | * | 40 |
| National Foundation on the Humanities | 312 | * | 46 |
| National Gallery of Art | 5,925 | 0.02 | 30 |
| National Labor Relations Board | 2,702 | * | 37 |
| National Mediation Board | 1,274 | * | 41 |
| National Science Foundation | 6,079 | 0.02 | 28 |
| Nuclear Regulatory Commission | 41,553 | 0.13 | 21 |
| Office of Personnel Management | 22,264 | 0.07 | 24 |
| Peace Corps | 1,183 | * | 43 |
| Railroad Retirement Board | 3,180 | * | 36 |
| Securities and Exchange Commission | 8,387 | 0.03 | 26 |

Table B.3 *Distribution of Small Business Share of Dollars in Contract Actions over \$25,000 by Procuring Agency Source, FY 1996—Continued*

| | Total Small Business (Thousands of Dollars) | Small Business Distribution (Percent) | Rank |
|--|---|---|------|
| Selective Service System | 147 | * | 49 |
| Small Business Administration | — | * | 53 |
| Smithsonian Institution | 24,673 | 0.08 | 23 |
| Social Security Administration | 130,996 | 0.41 | 18 |
| Tennessee Valley Authority | 352,815 | 1.10 | 12 |
| U.S. Arms Control and Disarmament Agency | 1,456 | * | 38 |
| U.S. Soldiers and Airmen's Home | 3,809 | 0.01 | 33 |
| U.S. Trade and Development Agency | 3,773 | 0.01 | 35 |
| U.S. Information Agency | 20,084 | 0.06 | 25 |

* Less than 0.01 percent.

Source: Federal Procurement Data System, *Federal Procurement Report* (Washington, D.C.: U.S. Government Printing Office, January 13, 1997).

Table B.4 Procurement Dollars in Contract Actions over \$25,000 by Major Agency Source, FY 1979–FY 1996

| Fiscal Year | Total (Billions of Dollars) | Percent of Total | | | |
|-------------|-----------------------------------|------------------|------|------|-------|
| | | DOD | DOE | NASA | Other |
| 1996 | 178.6 | 68.7 | 9.0 | 6.3 | 16.0 |
| 1995 | 180.9 | 65.5 | 9.3 | 6.5 | 18.7 |
| 1994 | 174.7 | 67.4 | 10.2 | 6.5 | 15.9 |
| 1993 | 178.3 | 68.1 | 10.3 | 6.6 | 15.0 |
| 1992 | 177.8 | 67.7 | 10.4 | 6.8 | 15.1 |
| 1991 | 189.6 | 71.1 | 9.7 | 6.2 | 13.0 |
| 1990 | 171.3 | 74.9 | 9.3 | 6.7 | 9.1 |
| 1989 | 168.7 | 75.1 | 10.4 | 5.8 | 8.7 |
| 1988 | 174.1 | 77.5 | 8.3 | 4.8 | 9.4 |
| 1987 | 181.5 | 78.6 | 7.7 | 4.2 | 9.5 |
| 1986 | 183.7 | 79.6 | 7.3 | 4.0 | 9.1 |
| 1985 | 188.0 | 80.1 | 7.7 | 4.0 | 8.2 |
| 1984 | 167.9 | 79.3 | 7.8 | 3.9 | 9.0 |
| 1983 | 155.6 | 79.2 | 8.3 | 4.0 | 8.5 |
| 1982 | 152.4 | 80.0 | 9.1 | 3.5 | 7.4 |
| 1981 | 128.9 | 75.4 | 9.1 | 3.7 | 11.8 |
| 1980 | 100.9 | 75.7 | 8.4 | 4.3 | 11.6 |
| 1979 | 88.3 | 72.7 | 10.4 | 4.2 | 12.7 |

Note: Starting in FY 1983, the dollar threshold for reporting detailed information on DOD procurement actions increased from \$10,000 to \$25,000. For civilian agencies, a similar change was made starting in FY 1986.

Source: Federal Procurement Data System, *Federal Procurement Report* (Washington, D.C.: U.S. Government Printing Office, February 7, 1995, January 29, 1996, January 13, 1997); and idem, "Special Report 87458A" (prepared for the U.S. Small Business Administration, Office of Advocacy, May 19, 1988).

Table B.5 *Small Business Share of Dollars in Contract Actions over \$25,000 by Major Procuring Agency, FY 1995 and FY 1996*

| | FY 1996 | | Small Business Share | | Share Rank 1996 |
|---|------------------------|----------------|----------------------|------|-----------------|
| | (Thousands of Dollars) | | (Percent) | | |
| | Total | Small Business | 1995 | 1996 | |
| Total, All Agencies ^a | 178,607,943 | 31,959,448 | 17.6 | 17.9 | -- |
| Department of Defense | 122,680,915 | 20,897,171 | 16.3 | 17.0 | 18 |
| Department of Energy | 16,132,608 | 434,464 | 2.9 | 2.7 | 24 |
| National Aeronautics and Space Administration | 11,303,502 | 1,043,154 | 8.8 | 9.2 | 22 |
| General Services Administration | 5,472,791 | 2,590,561 | 34.4 | 47.3 | 2 |
| Department of Transportation | 3,104,755 | 1,322,928 | 43.2 | 42.6 | 4 |
| Department of Health and Human Services | 2,406,805 | 580,094 | 35.3 | 24.1 | 13 |
| Department of Veterans Affairs | 2,395,394 | 752,944 | 36.5 | 31.4 | 7 |
| Department of Agriculture | 2,318,600 | 1,055,026 | 43.1 | 45.5 | 3 |
| Tennessee Valley Authority | 2,205,644 | 352,815 | 17.8 | 16.0 | 19 |
| Department of Justice | 2,036,271 | 561,635 | 35.2 | 27.6 | 9 |
| Department of the Treasury | 1,780,552 | 472,234 | 27.5 | 26.5 | 10 |
| Environmental Protection Agency | 999,655 | 178,515 | 23.1 | 17.9 | 16 |
| Department of Labor | 827,105 | 188,843 | 21.3 | 22.8 | 14 |
| Department of the Interior | 808,567 | 394,729 | 47.5 | 48.8 | 1 |
| Department of Commerce | 780,810 | 290,162 | 40.5 | 37.2 | 5 |
| Agency for International Development | 694,828 | 172,343 | NA | 24.8 | 12 |
| Department of State | 673,925 | 217,183 | 35.2 | 32.2 | 6 |
| Social Security Administration | 458,818 | 130,996 | 32.6 | 28.6 | 8 |
| Department of Education | 426,124 | 66,765 | 17.3 | 15.7 | 21 |
| Department of Housing and Urban Development | 232,608 | 45,579 | 12.5 | 19.6 | 15 |
| Federal Emergency Management Agency | 189,286 | 33,657 | 28.3 | 17.8 | 17 |
| U.S. Information Agency | 127,110 | 20,084 | 46.1 | 15.8 | 20 |
| National Science Foundation | 123,249 | 6,079 | 5.6 | 4.9 | 23 |
| Smithsonian Institution | 93,764 | 24,673 | 65.8 | 26.3 | 11 |

NA = Not available.

All agencies are represented in the total dollars for FY 1996; the organizations listed are those agencies that awarded at least \$90 million in individual contract actions over \$25,000 in FY 1996.

Source: Federal Procurement Data System, *Federal Procurement Report* (Washington, D.C.: U.S. Government Printing Office, January 29, 1996 and January 17, 1997).

Table B.6 *Distribution of Prime Contract Actions over \$25,000 by Major Product or Service Category, FY 1995 and FY 1996 (Percent)*

| Product /Service Category | FY 1995 | FY 1996 |
|---------------------------------|--------------|--------------|
| Total | 100.0 | 100.0 |
| Research and Development | 15.7 | 15.8 |
| Other Services and Construction | 48.6 | 47.9 |
| Supplies and Equipment | 35.7 | 36.3 |

Source: Federal Procurement Data System, *Federal Procurement Report* (Washington, D.C.: U.S. Government Printing Office, January 29, 1996 and January 16, 1997).

Table B.7 *Small Business Share of Dollars in Contract Actions Over \$25,000 by Major Product or Service Category for FY 1995 and FY 1996 (Percent)*

| Product/Service Category | FY 1995 | | FY 1996 | |
|--|----------------------|--------------------------------|----------------------|--------------------------------|
| | Thousands of Dollars | Small Business Share (Percent) | Thousands of Dollars | Small Business Share (Percent) |
| Research and Development | | | | |
| Total | 27,794,902 | | 28,221,041 | |
| Small Business | 3,115,031 | 11.2 | 3,399,266 | 12.0 |
| Other Services and Construction | | | | |
| Total | 82,401,190 | | 85,595,183 | |
| Small Business | 19,077,103 | 23.2 | 19,593,971 | 22.9 |
| Supplies and Equipment | | | | |
| Total | 59,858,589 | | 64,795,620 | |
| Small Business | 8,972,398 | 15.0 | 9,537,456 | 14.7 |

Source: Federal Procurement Data System, *Federal Procurement Report* (Washington, D.C.: U.S. Government Printing Office, January 29, 1996, and January 13, 1997).

Table B.8 *Small Business Innovation Research Program, FY 1983–FY 1995*

| Fiscal Year | Phase I | | Phase II | | Total (Awards in Millions of Dollars) |
|--------------|---------------------|------------------|---------------------|------------------|---------------------------------------|
| | Number of Proposals | Number of Awards | Number of Proposals | Number of Awards | |
| Total | 236,546 | 30,750 | 25,002 | 10,675 | 6,545.6 |
| 1996 | 18,378 | 2,841 | 2,678 | 1,191 | 874.7 |
| 1995 | 20,185 | 3,085 | 2,856 | 1,263 | 981.7 |
| 1994 | 25,588 | 3,102 | 2,244 | 928 | 717.6 |
| 1993 | 23,640 | 2,898 | 2,532 | 1,141 | 698.0 |
| 1992 | 19,579 | 2,559 | 2,311 | 916 | 508.4 |
| 1991 | 20,920 | 2,553 | 1,734 | 788 | 483.1 |
| 1990 | 20,957 | 2,346 | 2,019 | 837 | 460.7 |
| 1989 | 17,233 | 2,137 | 1,776 | 749 | 431.9 |
| 1988 | 17,039 | 2,013 | 1,899 | 711 | 389.1 |
| 1987 | 14,723 | 2,189 | 2,390 | 768 | 350.5 |
| 1986 | 12,449 | 1,945 | 1,112 | 564 | 297.9 |
| 1985 | 9,086 | 1,397 | 765 | 407 | 199.1 |
| 1984 | 7,955 | 999 | 559 | 338 | 108.4 |
| 1983 | 8,814 | 686 | 127 | 74 | 44.5 |

Note: Phase I evaluates the scientific and technical merit and feasibility of an idea. Phase II expands on the results and further pursues the development of Phase I. Phase III commercializes the results of Phase II and requires the use of private or non-SBIR federal funding. The Phase II proposals and awards in FY 1983 were pursuant to predecessor programs that qualified as SBIR funding.

Source: U.S. Small Business Administration, Office of Innovation, Research and Technology (annual reports for FY 1983–FY 1995).

Table B.9 *SBIR Awards by SBA Region and State, FY 1996*

| Region and State | 1996 Total Awards |
|----------------------|-------------------|
| U.S. Total | 4,032 |
| Region I | 819 |
| Connecticut | 111 |
| Maine | 7 |
| Massachusetts | 627 |
| New Hampshire | 52 |
| Rhode Island | 9 |
| Vermont | 13 |
| Region II | 316 |
| New Jersey | 134 |
| New York | 182 |
| Region III | 551 |
| Delaware | 16 |
| District of Columbia | 9 |
| Maryland | 161 |
| Pennsylvania | 133 |
| Virginia | 228 |
| West Virginia | 4 |
| Region IV | 287 |
| Alabama | 74 |
| Florida | 87 |
| Georgia | 26 |
| Kentucky | 7 |
| Mississippi | 8 |
| North Carolina | 38 |
| South Carolina | 11 |
| Tennessee | 36 |
| Region V | 361 |
| Illinois | 48 |
| Indiana | 23 |
| Michigan | 74 |
| Minnesota | 69 |
| Ohio | 114 |
| Wisconsin | 33 |

Table B.9 *SBIR Awards by SBA Region and State, FY 1996—Continued*

| Region and State | 1996 Total Awards |
|--------------------|-------------------|
| Region VI | 257 |
| Arkansas | 2 |
| Louisiana | 11 |
| New Mexico | 77 |
| Oklahoma | 10 |
| Texas | 157 |
| Region VII | 24 |
| Iowa | 5 |
| Kansas | 7 |
| Missouri | 10 |
| Nebraska | 2 |
| Region VIII | 228 |
| Colorado | 159 |
| Montana | 10 |
| North Dakota | 3 |
| South Dakota | 6 |
| Utah | 45 |
| Wyoming | 5 |
| Region IX | 1,020 |
| Arizona | 92 |
| California | 906 |
| Hawaii | 14 |
| Nevada | 8 |
| Region X | 169 |
| Alaska | 5 |
| Idaho | 5 |
| Oregon | 61 |
| Washington | 98 |

Source: U.S. Small Business Administration, Office of Advocacy, based upon SBA's Office of Innovation, Research and Technology data, June 1998.

Table B.10 *Total Federal Contract Actions to Small, Women-Owned, and Minority-Owned Businesses, FY 1996 (Thousands of Dollars)*

| | Total | Actions Over \$25,000 | Actions of \$25,000 Or Less |
|-------------------------|--------------------|--------------------------|-----------------------------------|
| Total | 197,579,149 | 178,607,943 | 18,971,206 |
| Small Business | 41,142,857 | 31,959,448 | 9,183,409 |
| Percent of Total | 21 | 18 | 48 |
| Women-Owned Business | 3,440,901 | 2,737,889 | 703,012 |
| Percent of Total | 1.7 | 1.5 | 3.7 |
| Minority-Owned Business | 10,926,169 | 10,292,619 | 633,550 |
| Percent of Total | 5.5 | 5.8 | 3.3 |

Source: Federal Procurement Data System, *Federal Procurement Report* (Washington, D.C.: U.S. Government Printing Office, January 13, 1997).

Table B11 Annual Change in the Dollar Volume of Contract Actions over \$25,000 Awarded to Small, Women-Owned, and Minority-Owned Businesses, FY 1980-FY 1996 (Thousands of Dollars)

| | Total, All Business | | | | Small Business | | | | Women-Owned Business | | | | Minority-Owned Business | | | |
|------|------------------------------------|---------------------------|---------|------------------------------------|--------------------------------------|------------------------------------|---------------------------|----------|------------------------------------|--------------------------------------|------------------------------------|---------------------------|-------------------------|------------------------------------|--------------------------------------|-------------------------|
| | Total (Thousands of Dollars) | Change From Prior Year | | Total (Thousands of Dollars) | Change From Prior Year Percent | Total (Thousands of Dollars) | Change From Prior Year | | Total (Thousands of Dollars) | Change From Prior Year Percent | Total (Thousands of Dollars) | Change From Prior Year | | Total (Thousands of Dollars) | Change From Prior Year Percent | |
| | | Thousands of Dollars | Percent | | | | Thousands of Dollars | Percent | | | | Thousands of Dollars | Percent | | | Thousands of Dollars |
| 1996 | 178,607,943 | -2,244,032 | -1.2 | 31,959,448 | 152,185 | 0.5 | 2,737,889 | -82,359 | -2.9 | 10,292,619 | -226,850 | -2.2 | | | | |
| 1995 | 180,851,975 | 6,164,024 | 3.5 | 31,807,263 | 3,384,230 | 11.9 | 2,820,248 | 508,700 | 22.0 | 10,519,469 | 1,459,981 | 16.1 | | | | |
| 1994 | 174,687,951 | -3,649,028 | -2.0 | 28,423,033 | 475,592 | 1.7 | 2,311,548 | 262,828 | 12.8 | 9,059,488 | 255,468 | 2.9 | | | | |
| 1993 | 178,336,979 | 550,598 | 0.3 | 27,947,441 | -282,308 | -1.0 | 2,048,720 | 56,155 | 2.8 | 8,804,020 | 1,007,913 | 12.9 | | | | |
| 1992 | 177,786,381 | -11,815,839 | -6.2 | 28,229,749 | -617,609 | -2.1 | 1,992,565 | 227,399 | 12.9 | 7,796,107 | 1,309,818 | 20.2 | | | | |
| 1991 | 189,602,220 | 18,301,330 | 10.7 | 28,847,358 | 3,445,732 | 13.6 | 1,765,166 | 287,272 | 19.4 | 6,486,289 | 796,229 | 14.0 | | | | |
| 1990 | 171,300,890 | 2,605,909 | 1.5 | 25,401,626 | 1,685,455 | 7.1 | 1,477,894 | 74,955 | 5.3 | 5,690,060 | 356,172 | 6.7 | | | | |
| 1989 | 168,694,981 | -5,402,604 | -3.1 | 23,716,171 | -1,955,147 | -7.6 | 1,402,939 | 75,215 | 5.7 | 5,333,888 | 141,382 | 2.7 | | | | |
| 1988 | 174,097,585 | -7,441,007 | -4.1 | 25,671,318 | -2,256,401 | -8.1 | 1,327,724 | 74,839 | 6.0 | 5,192,506 | 343,381 | 7.1 | | | | |
| 1987 | 181,538,592 | -2,111,635 | -1.1 | 27,927,719 | -852,373 | -3.0 | 1,252,885 | 56,034 | 4.7 | 4,849,125 | 563,200 | 13.1 | | | | |
| 1986 | 183,650,227 | -4,335,239 | -2.3 | 28,780,092 | 2,077,397 | 7.8 | 1,196,851 | 102,643 | 9.4 | 4,285,925 | 401,286 | 10.3 | | | | |
| 1985 | 187,985,466 | 20,051,980 | 11.9 | 26,702,695 | 1,196,672 | 4.7 | 1,094,208 | 238,077 | 27.8 | 3,884,639 | -119,500 | -3.0 | | | | |
| 1984 | 167,933,486 | 12,345,380 | 7.9 | 25,506,023 | 3,425,999 | 15.5 | 856,131 | 244,755 | 40.0 | 4,004,139 | 817,048 | 25.6 | | | | |
| 1983 | 155,588,106 | 3,190,222 | 2.1 | 22,080,024 | -1,478,539 | -6.3 | 611,376 | 60,775 | 11.0 | 3,187,091 | 328,180 | 11.5 | | | | |
| 1982 | 152,397,884 | 23,533,140 | 18.3 | 23,558,563 | 3,489,774 | 17.4 | 550,601 | -534,772 | -49.3 | 2,858,911 | 223,903 | 8.5 | | | | |
| 1981 | 128,864,744 | 27,971,359 | 27.7 | 20,068,789 | 4,742,668 | 30.9 | 1,085,373 | 297,844 | 37.8 | 2,635,008 | 813,087 | 44.6 | | | | |
| 1980 | 100,893,385 | - | - | 15,326,121 | - | - | 787,529 | - | - | 1,821,921 | - | - | | | | |

Source: Federal Procurement Data System, "Special Report S89522C" (prepared for the U.S. Small Business Administration, Office of Advocacy, June 12, 1989); "and idem, Federal Procurement Report (Washington, D.C.: U.S. Government Printing Office, July 10, 1990, March 13, 1991, February 3, 1994, and January 13, 1997).

Glossary

Actions, reported in bulk: federal procurement contract actions of \$25,000 or less. Federal agencies are required to report a summary of such actions to the Federal Procurement Data Center each quarter.

Actions, reported individually: federal procurement contract actions over \$25,000. Federal agencies are required to file a detailed report, Standard Form 2790, for each of these contract actions with the Federal Procurement Data Center. Prior to FY 1983 for the Department of Defense, and FY 1986 for civilian agencies, the dollar threshold for reporting detailed information on procurement contracts was \$10,000.

Bankruptcy: condition in which a business cannot meet its debt obligations and petitions a federal district court for either reorganization of its debts or liquidation of its assets.

Business birth (entry): formation of a new establishment or enterprise.

Business dissolution: for enumeration purposes, the absence from any current record of a business that was present in the prior time period.

Business failure: the closure of a business causing a loss to at least one creditor.

Capital expenditures: business spending on additional plant, equipment, and inventory.

Code of Federal Regulations: codification of the general and permanent rules of the federal government published in the *Federal Register*.

Corporation: firm granted a state charter to incorporate, thereby limiting the liability of its owner(s).

Current Population Survey (CPS): monthly survey conducted by the Bureau of the Census that provides estimates of the number of persons working, the number unemployed, and related employment data.

Debt capital: business financing that normally requires periodic interest payments and repayment of the principal within a specified time.

8(a) program: program, authorized under the Small Business Act, that directs federal contracts to small businesses owned and operated by socially and economically disadvantaged individuals.

Enterprise: aggregation of all establishments owned by a parent company. An enterprise may consist of a single, independent establishment, or it can include subsidiaries or other branch establishments under the same ownership and control.

Equity capital: an investment in exchange for partial business ownership. The investor's financial return comes from dividend payments and from growth in the net worth of a business.

Establishment: a single-location business unit, which may be independent—called a single-establishment enterprise—or owned by a parent enterprise.

Financial intermediary: a financial institution that acts as the intermediary between borrowers and lenders. Banks, savings and loan associations, finance companies, and venture capital companies are major financial intermediaries in the United States.

Fixed-price contract: a contract that provides for a specified price (or, in some cases, an adjustable price) for the supplies or services being procured, usually within a stipulated contract period. Under this type of agreement, maximum risk and responsibility are placed upon the contractor.

Full-time workers: generally, workers who work a regular schedule, or more than 35 hours per week.

Gross domestic product (GDP): the most comprehensive single measure of aggregate economic output. Represents the market value of the total output of goods and services produced by a nation's economy.

Incorporation: filing of a certificate of incorporation with a state's secretary of state, thereby limiting the business owner's liability.

Indeterminate industry: industry in which the small or large business share of employment or sales falls between 40 and 60 percent of total industry employment.

Informal capital: financing from an informal, unorganized source; includes informal debt capital such as trade credit or loans from friends and relatives and informal equity capital from informal investors.

Initial public offering (IPO): a public offering of securities by a first-time issuer.

Innovation: introduction of a new idea into the marketplace in the form of a new product or service or an improvement in organization or process.

Large-business-dominated industry: industry in which a minimum of 60 percent of employment or sales is in firms with more than 500 workers.

Metropolitan Statistical Area (MSA): a geographic area defined by the Office of Management and Budget as a large population nucleus with at least 50,000 persons, together with adjacent communities that have a high degree of economic and social integration with that nucleus.

Minority-owned businesses: for the purposes of the Bureau of the Census' *Characteristics of Business Owners (CBO)* survey, businesses owned by members of the following minority groups: black, Hispanic, and other minority (primarily Asian, American Indian, and Alaska native).

North American Industrial Classification System (NAICS): The system used for classifying businesses by industry that will replace the Standard Industrial Classification (SIC) system. The new system is being implemented. The 1997 Economic Census is based on NAICS, rather than SIC, classifications.

Partnership: two or more parties who enter into a legal relationship to conduct business for profit. Defined by the Internal Revenue Code as joint ventures, syndicates, groups, pools, and other associations of two or more persons organized for profit that are not specifically classified in the IRS code as corporations or proprietorships.

Part-time workers: employees working fewer than 35 hours per week.

Prime contract: contract awarded directly by the federal government.

Proprietorship: the most common legal form of business ownership; about 85 percent of all small businesses are proprietorships. The liability of the owner is unlimited in this form of ownership.

Public equity markets: organized markets for trading in equity shares such as common stocks, preferred stocks, and warrants. Includes markets for both regularly traded and non-regularly traded securities.

Public offering: a general solicitation for participation in an investment opportunity. The Securities and Exchange Commission supervises interstate public offerings.

Short-term interest rates: interest rates for short-term borrowing, usually for a term of one year or less.

Size standard: standard based on the amount of a business' annual gross receipts used to determine eligibility for small business set-aside programs in government procurement.

Small business: a business smaller than a given size as measured by its employment, business receipts, or business assets. The SBA's Office of Advocacy generally uses employment data as a basis for size comparisons, with firms having fewer than 100 or fewer than 500 employees defined as small.

Small-Business Innovation Development Act of 1982: federal statute requiring federal agencies with large extramural R&D budgets to allocate a certain percentage of these funds to small R&D firms. The program is designed to stimulate technological innovation and make greater use of small businesses in meeting national innovation needs.

Small Business Innovation Research (SBIR) program: program mandated by the Small Business Innovation Development Act of 1982, requiring federal agencies with \$100 million or more of extramural R&D obligations to set aside 1.25 percent of these funds for small business.

Small business investment company (SBIC): privately owned company licensed and funded through the U.S. Small Business Administration and private sector sources to provide equity or debt capital to small business.

Socially and economically disadvantaged: individuals who have been subjected to racial or ethnic prejudice or cultural bias because of their identity as a member of a group, without regard to their qualities as individuals, and whose ability to compete is impaired because of diminished opportunities to obtain capital and credit.

Sole proprietorship: unincorporated, one-owner business, farm, or professional practice. *See also* proprietorship.

Standard Industrial Classification (SIC) codes: a classification system established by the federal government, used to categorize businesses by type of economic activity. The SIC system is being replaced by the North American Industrial Classification System.

Subcontract: contract between a prime contractor and a subcontractor or between subcontractors to furnish supplies or services for performance of a prime contract or a subcontract.

Survey of Income and Program Participation (SIPP): a longitudinal survey conducted by the Bureau of the Census, designed to collect information about cash and noncash income, assets and liabilities, and taxes paid, and a variety of labor market data.

Contents of Previous Editions

1996 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|--|---|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 23 |
| Chapter 2 | The White House Conference on Small Business: Implementing the Recommendations | 43 |
| Chapter 3 | Changes in Self-Employment as Small Business | 85 |
| Chapter 4 | Regulatory Relief for Small Business | 131 |
| Chapter 5 | Innovation and Small Business | 139 |
| Appendix A | Supplementary Tables | 169 |
| Appendix B | Financing Small Business | 271 |
| Appendix C | Procurement | 305 |
| | | |
| THE ANNUAL REPORT ON FEDERAL PROCUREMENT PREFERENCE GOALS | | |
| | | 327 |

1995 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|--|--|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 27 |
| Chapter 2 | Into the 21 st Century: The Changing Role of Small Business by Firm Size and Employment Status | 69 |
| Chapter 3 | The Changing Work Force | 89 |
| Chapter 4 | New Research on Small Business | 117 |
| Appendix A | Supplementary Tables | 133 |
| Appendix B | Financing Small Business | 275 |
| Appendix C | Procurement | 317 |
| | | |
| THE ANNUAL REPORT ON FEDERAL PROCUREMENT PREFERENCE GOALS | | |
| | | 339 |

1994 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|---|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 27 |
| Chapter 2 | Health Insurance Coverage: A Profile of the Uninsured by Firm Size and Employment Status | 65 |
| Chapter 3 | Innovation by Small Firms | 109 |
| Chapter 4 | Defense Diversification and Small Business | 133 |

| | | |
|--|--------------------------|-----|
| Appendix A | Supplementary Tables | 157 |
| Appendix B | Small Business Financing | 311 |
| Appendix C | Procurement | 351 |
| THE ANNUAL REPORT ON FEDERAL PROCUREMENT PREFERENCE GOALS | | 381 |

1993 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|--|--|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 21 |
| Chapter 2 | Pension Coverage and Costs in Small and Large Business | 67 |
| Chapter 3 | Franchising: An Alternative for Small Business | 109 |
| Appendix A | Supplementary Tables | 133 |
| Appendix B | Small Business Financing | 267 |
| Appendix C | Procurement | 293 |
| Appendix D | Characteristics of Business Owners | 329 |
| THE ANNUAL REPORT ON FEDERAL PROCUREMENT PREFERENCE GOALS | | 353 |

1992 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|--|--|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business, 1991 | 1 |
| Chapter 2 | Ten Years of Small Business in the United States | 55 |
| Chapter 3 | Highlights of Small Business Research, 1978-1992 | 95 |
| Appendix A | Supplementary Tables | 41 |
| Appendix B | Small Business Financing | 251 |
| Appendix C | Procurement | 303 |
| Appendix D | Minority-Owned Businesses | 331 |
| THE ANNUAL REPORT ON FEDERAL PROCUREMENT PREFERENCE GOALS | | 383 |

1991 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|-----------------------------|----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| | The State of Small Business | 1 |
| Appendix A | Supplementary Tables | 71 |

| | | |
|------------|--------------------------|-----|
| Appendix B | Small Business Financing | 181 |
| Appendix C | Procurement | 220 |
| Appendix D | Women-Owned Businesses | 250 |
| Appendix E | Black-Owned Businesses | 276 |

1990 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|---------------------------------------|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| | The State of Small Business | 1 |
| Appendix A | Supplementary Tables | 68 |
| Appendix B | Small Business Financing | 159 |
| Appendix C | Procurement | 187 |
| Appendix D | Women in Business and the Labor Force | 228 |

1989 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|-----------------------------|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| | The State of Small Business | 1 |
| Appendix A | Supplementary Tables | 42 |
| Appendix B | Small Business Financing | 119 |
| Appendix C | Procurement | 143 |

1988 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|-----------------------------|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| | The State of Small Business | 1 |
| Appendix A | Supplementary Tables | 57 |
| Appendix B | Small Business Financing | 151 |
| Appendix C | Procurement | 173 |

1987 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|--|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 1 |
| Chapter 2 | Financing Patterns of Small Firms | 65 |
| Chapter 3 | The Role of Small Business in Efficient Resource Allocation | 105 |
| Chapter 4 | Health Care Coverage and Costs in Small and Large Business | 133 |

| | | |
|------------|--|-----|
| Chapter 5 | Effects of Industry Deregulation on the Small Business Sector | 185 |
| Chapter 6 | Minority-Owned Business | 223 |
| Appendix A | The Small Business Contribution to the Service Sector | 271 |
| Appendix B | Procurement | 303 |

1986 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|---|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 1 |
| Chapter 2 | Small Business Financing | 43 |
| Chapter 3 | Veterans in Business | 77 |
| Chapter 4 | Self-Employment as Small Business | 105 |
| Appendix A | Women-Owned Businesses | 151 |
| Appendix B | Minority-Owned Businesses | 191 |
| Appendix C | Changing Characteristics of Workers and Size of Business | 225 |
| Appendix D | Procurement | 257 |
| Appendix E | Dimensions of Small Business | 289 |

1985 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|--|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 1 |
| Chapter 2 | Industrial Strategies and Small Firms | 99 |
| Chapter 3 | The Effect of Deregulation on Small Business | 143 |
| Chapter 4 | Small Business Financing | 199 |
| Chapter 5 | Changing Patterns in Employee Benefits | 245 |
| Chapter 6 | Women-Owned Business | 289 |
| Appendix A | Minority-Owned Business | 339 |
| Appendix B | Procurement | 377 |
| Appendix C | The Small Business Data Base: An Update | 415 |

1984 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|--|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | The State of Small Business | 1 |
| Chapter 2 | The Changing Industrial and Size Composition of U.S. Business | 115 |
| Chapter 3 | Historical Patterns of Small Business Financing | 181 |

| | | |
|------------|---|-----|
| Chapter 4 | Worker Characteristics and Size of Business | 233 |
| Chapter 5 | Export Trade and Small Business | 291 |
| Chapter 6 | Small Business and Procurement | 315 |
| Appendix A | Women-Owned Business | 347 |
| Appendix B | Minority-Owned Business | 371 |
| Appendix C | The Development of the Small Business Data Base: A Progress Report | 405 |
| Appendix D | Export Programs of the Federal Government | 443 |
| Appendix E | Federal Procurement from Small Business | 453 |

1983 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|---|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | Small Business in 1982 | 1 |
| Chapter 2 | Small Business in the U.S. Economy | 27 |
| Chapter 3 | Small Business Dynamics and Methods for Measuring Job Generation | 61 |
| Chapter 4 | Small Business Financing | 89 |
| Chapter 5 | The Small Business Role in Innovation | 121 |
| Chapter 6 | Business Formation and Dissolution | 135 |
| Chapter 7 | Small Business and Regulation | 165 |
| Appendix A | Tables | 183 |
| Appendix B | The Development of a Small Business Data Base: A Progress Report | 271 |
| Appendix C | Minority-Owned and Women-Owned Business | 301 |
| Appendix D | Federal Procurement from Small, Minority-Owned, and Women-Owned Business | 323 |
| Appendix E | Tax Developments | 339 |

1982 THE STATE OF SMALL BUSINESS: A REPORT OF THE PRESIDENT

| | | |
|---|--|-----|
| THE ANNUAL REPORT ON SMALL BUSINESS AND COMPETITION | | |
| Chapter 1 | Small Business in the U. S. Economy | 37 |
| Chapter 2 | Current and Historical Trends in the Small Business Sector | 63 |
| Chapter 3 | Financial Developments and the Small Business Sector | 105 |
| Chapter 4 | Effect of Federal Policy on Small Business | 133 |
| Appendix A | Tables and Charts | 183 |
| Appendix B | The Small Business Data Base and Other Sources of Business Information: Recent Progress | 247 |
| Appendix C | Minority-Owned and Women-Owned Businesses | 281 |
| Appendix D | Small Business Provisions of the Securities Laws | 299 |

| | | |
|------------|--|-----|
| Appendix E | Analysis of the Economic Recovery Tax Act of 1981 | 305 |
| Appendix F | Federal Procurement from Small, Minority-Owned and Women-Owned Businesses | 329 |
| Appendix G | Federal Agency Small Business Offices | 345 |

Note: The 1995 and 1996 editions of *The State of Small Business: A Report of the President* are available from the U.S. Government Printing Office in hard copy and on CD-Rom; call the GPO at (202) 512-1800 and cite order numbers 045-000-00277-0 (1995) and 045-000-00281-1 (1996). The 1996 edition is on the SBA web site at <http://www.sba.gov/ADVO/stateofsmallbusiness.html>. Earlier editions are available for purchase from the National Technical Information Service, Springfield, Va., telephone (703) 605-6000 or on loan from federal depository libraries.

Index

- Advocacy, SBA Office of
 - bank studies by, 60
- Age
 - of business owners, 160 (*table*), 162 (*table*)
 - of firms, 160 (*table*), 162 (*table*)
- Agricultural services
 - employment growth in, 33
- Agriculture, U.S. Department of
 - procurement by, 178
 - and SBIR program, 180
- Apparel industries
 - job losses in, 37
- Architectural services
 - federal procurement of, 179
- Arizona
 - new firms in, 24
 - new incorporations in, 26
- Asian-owned businesses
 - by region and state, 166 (*table*)
 - see also Minority-owned businesses
- Automotive industry
 - job losses in, 37
- Bakeries
 - job losses in, 37
- Bank holding companies
 - small business lending by, 60, 61
- Bankruptcies, 28 (*table*)
 - increase in, 26
 - in 1975-1996, 172 (*table*)
 - by region, 30, 31 (*table*), 127 (*table*)
 - by state, 127 (*table*)
 - see also Business closings
- Banks
 - decline in number of, 47, 54 (*chart*), 57
 - demand for loans from, 45
 - increases in lending from, 47, 53, 53 (*table*)
 - interest rates on loans from, 51 (*table*), 52 (*table*)
 - lending by loan size, 54, 55 (*table*), 56 (*table*), 57, 58 (*table*), 59 (*charts*), 60-61
 - lending to small businesses, 45, 47, 53, 54, 57, 60-61
 - mergers and acquisitions of, 57, 60
 - number of, 54 (*chart*)
 - size of, 55 (*table*), 57, 58 (*table*), 59 (*charts*), 60-61
 - small bank lending declines in 53
 - as sources of small business financing, 43, 45
 - see also Borrowing, Credit, Financing, Lending
- Black business owners
 - characteristics of, 160 (*table*)
- Black-owned businesses
 - by region and state, 166 (*table*)
 - see also Minority-owned businesses
- Bonds
 - rising rates of, 41
- Borrowing
 - by corporations, 43
 - high costs of, 45
 - by noncorporate businesses, 43
 - by sector, 44 (*table*)
 - by state and local governments, 41
 - see also Banks, Credit, Financing, Lending
- Business age, 160 (*table*), 162 (*table*)
 - and dissolution rates, 129 (*table*)
- Business closings, 23-24, 26, 30
 - bankruptcies, 28 (*table*)
 - failures, 28 (*table*), 28 (*chart*)
 - failures index, 29 (*table*), 29 (*chart*)
 - in 1975-1996, 172 (*table*)
 - rates of, by firm age and number of jobs created, 129 (*table*)
 - by region, 30, 31 (*table*), 127 (*table*)
 - as source of employment change: by size of firm, 130 (*table*); by industry, 132 (*table*); by state and firm size, 136 (*table*)
 - as source of establishment change: by size of firm, 130 (*table*); by industry, 132 (*table*); by state and firm size, 134 (*table*)
 - by state, 127 (*table*)
 - terminations: 24 (*table*); by SBA region, 25 (*table*)
- Business contractions
 - as source of establishment and employment change, 130 (*table*)
- Business dissolution rates, 129
- Business expansions
 - as source of employment change: by industry, 132 (*table*); by size of firm, 130 (*table*)
 - as source of establishment change: by industry, 132 (*table*); by size of firm, 130 (*table*)
- Business formation, 23-24, 26
 - incorporations, 26, 27 (*table*)

- new firms, 24 (*table*), 25 (*chart*); by SBA region, 25 (*table*)
- in 1975-1996, 172 (*table*)
- by region, 125 (*table*)
- as source of employment change: by size of firm, 130 (*table*); by industry, 132 (*table*); by state, 136 (*table*)
- as source of establishment change: by industry, 132 (*table*); by size of firm, 130 (*table*); by state, 134 (*table*)
- by state, 125 (*table*)
- Business measures
 - for 1975-1996, 172 (*table*)
- Business owners
 - characteristics of, 160 (*table*), 162 (*table*)
- Business services
 - employment growth in, 30
- Business tax returns
 - number filed: 22-23, 23 (*table*), 74 (*table*); in 1975-1996, 172 (*table*)
- Business terminations, 24 (*table*)
 - by region and state, 25 (*table*), 127 (*table*)
 - see also Business closings
- Businesses
 - characteristics of owners of, 162 (*table*)
 - number of, 22-23
 - see also Small businesses
- California
 - new firms in, 24
 - and SBIR program, 180
- Cities
 - firms, employment, and receipts in, 88 (*table*)
- Commerce, U.S. Department of
 - and SBIR program, 180
- Commercial and industrial loans
 - increases in, 47, 54
- Construction
 - federal procurement of, 178, 179, 190 (*table*)
 - job creation in, 33, 35
- Consumer Confidence Index, 22, 22 (*table*)
- Consumer Price Index, 21, 22 (*table*)
- Contract actions, see Procurement
- Contract bundling, 182
- Corporations
 - borrowing by, 43
 - formation of, 26, 27 (*tables*)
 - number of, 23 (*table*)
 - profits of, 22, 22 (*table*), 30, 31 (*table*)
 - sources and uses of funds by, 49 (*table*)
 - tax returns filed by, 74 (*table*)
 - venture capital from, 63
- Credit
 - by borrowing sector, 44 (*table*)
 - by supplier, 47 (*chart*)
 - types of, 48 (*table*)
 - see also Banks, Borrowing, Financing, Lending
- Data processing
 - federal procurement of, 179
- Defense, U.S. Department of
 - procurement by, 177*n*, 178, 188 (*table*)
 - and SBIR program, 180
- Deficit, federal, 22, 22 (*table*)
- Department stores
 - job creation in, 35
- Earnings, 30
- Economic expansion, 21-22, 41
- Education, U.S. Department of
 - and SBIR program, 180
- Electronic commerce
 - in federal procurement, 182
- Employment
 - by firm size (1988-1995), 76 (*table*)
 - in indeterminate industries, 148 (*table*), 153 (*table*)
 - by industry: 35 (*table*), 98 (*table*), 153 (*table*); in 1988-1995, 114 (*table*); with 2-digit SIC code detail, 100 (*table*)
 - in large-business-dominated industries, 143 (*table*), 153 (*table*)
 - in metropolitan statistical areas, 88 (*table*)
 - in 1988-1994, 32 (*table*)
 - per firm, by industry, 122 (*table*)
 - private sector, 21, 30
 - by region and state, 170 (*table*)
 - in small-business-dominated industries, 138 (*table*), 153 (*table*)
 - by state, 78 (*table*)
- Employment change
 - fastest growing industries, 37, 38 (*table*)
 - in indeterminate industries, 148 (*table*), 153 (*table*)
 - industries creating most jobs, 36 (*table*)
 - by industry, 34 (*table*), 35 (*table*), 153 (*table*)
 - job losses, 37, 39 (*table*)
 - in large-business-dominated industries, 143 (*table*), 153 (*table*)
 - in large firms, 33, 34, 36 (*table*), 38 (*table*), 39 (*table*)
 - in small-business-dominated industries, 138 (*table*), 153 (*table*)
 - in small firms, 30, 33, 34, 36 (*table*), 38 (*table*), 39 (*table*)

- sources of: 33; by size of firm, 130 (*table*);
by industry, 132 (*table*); by state and
firm size, 136 (*table*)
- Employment compensation, 22 (*table*),
31 (*table*)
- Energy, U.S. Department of
procurement by, 188 (*table*)
and SBIR program, 180
- Engineering services
federal procurement of, 179
- Enterprises
by industry: 98 (*table*); in 1988-1995,
118 (*table*); with 2-digit SIC code detail,
100 (*table*)
in metropolitan statistical areas, 88 (*table*)
in 1988-1994, 32 (*table*)
number and size of, 76 (*table*)
by region, 123 (*table*)
as sources of change in establishments and
employment: by size of firm,
130 (*table*); by industry, 132 (*table*); by
state, 134 (*table*), 136 (*table*)
by state, 78 (*table*), 123 (*table*), 134 (*table*),
136 (*table*)
- Environmental Protection Agency
and SBIR program, 180
- Equipment loans, 61, 62
- Equity financing, 62-63
- Establishment changes
by firm size, 130 (*table*)
by industry, 132 (*table*)
by state, 134 (*table*)
- Establishments
by industry: 98 (*table*); with 2-digit SIC code
detail, 100 (*table*)
by size of owning firm (1988-1995),
76 (*table*)
by state, 78 (*table*)
- Export businesses
characteristics of, 162 (*table*)
- Failures, 28 (*table*), 28 (*chart*)
increase in, 26
index of, 29 (*table*), 29 (*chart*)
in 1975-1996, 172 (*chart*)
rate of, 30, 129 (*table*)
by region, 30, 31 (*table*), 127 (*table*)
by state, 127 (*table*)
see also Business closings
- Federal Acquisition Reform Act (FARA), 181,
182
- Federal Acquisition Streamlining Act of 1994
(FASA), 178, 181, 182
- Federal agencies
procurement by, 186 (*table*), 188 (*table*),
189 (*table*)
see also Procurement
- Federal funds rate, 45
- Federal Procurement Data System, 177*n*
- Federal Reserve Board
and interest rates, 41
study of finance companies by, 61
- Finance companies
lending by, 61-62, 62 (*table*)
as sources of small business financing, 43
- Financing, 41-68
corporate sources of, 49 (*table*)
equity, 62-63
increases in bank lending, 47
noncorporate sources of, 50 (*table*)
services used by firm size, 46 (*table*)
sources of, 42 (*table*), 43, 45, 47 (*chart*)
by type, 48 (*table*)
see also Banks, Borrowing, Credit, Lending
- Firms, *see* Enterprises
- Food processing
job losses in, 37
- Franchised businesses
characteristics of owners of, 162 (*table*)
- Gender
of business owners, 160 (*table*), 162 (*table*)
see also Women business owners, Women-
owned businesses
- General Services Administration
procurement by, 178
- Gross domestic product, 21, 22 (*table*), 41
sources of, 73 (*table*)
- Hawaii
new firms in, 24
- Health and Human Services, U.S. Department of
and SBIR program, 180
- Health services
employment growth in, 30
- Hispanic business owners
characteristics of, 160 (*table*)
see also Minority business owners
- Hispanic-owned businesses
by region and state, 166 (*table*)
see also Minority-owned businesses
- Home-based businesses
characteristics of owners of, 162 (*table*)
- Housing starts, 22 (*table*)
- HUBZone program, 182, 182*n*
- Income
by region and state, 154 (*table*), 156 (*table*)

- Incorporations, 27 (*table*)
 - in 1975-1996, 172 (*table*)
 - by region, 27 (*table*), 125 (*table*)
 - by state, 125 (*table*)
- Indeterminate industries, 30, 33-35, 37
 - defined, 30*n*
 - employment in, 148 (*table*), 153 (*table*)
- Industries
 - age of business in, 160 (*table*), 162 (*table*)
 - age of business owner in, 160 (*table*)
 - employment by firm size in (1988-1995), 114 (*table*)
 - employment per firm in, 122 (*table*)
 - enterprises by firm size in, 98 (*table*), 100 (*table*), 118 (*table*)
 - enterprises as sources of establishment and employment change in, 130 (*table*)
 - women-owned sole proprietorships and receipts in, 169 (*table*)
 - see also Employment, Employment change, Enterprises, Establishments
- Initial public offerings, 62-63, 64 (*table*), 65 (*chart*)
- Interest rates, 21, 22 (*table*), 41, 43 (*table*), 45
 - from commercial banks, 51 (*table*), 52 (*table*)
 - federal funds rate, 45
- Interior, U.S. Department of
 - procurement by, 178
 - and SBIR program, 180
- Job creation
 - and business dissolution rates, 129 (*table*)
 - see also Employment change
- Job losses
 - reasons for, 37
 - see also Employment change
- Kolari, James, 60
- Large-business-dominated industries, 30, 33-35, 37
 - creating most jobs, 36 (*table*)
 - defined, 30*n*
 - employment in, 143 (*table*), 153 (*table*)
 - fastest growing, 38 (*table*)
 - losing most jobs, 39 (*table*)
- Leasing
 - by finance companies, 62
- Lending
 - by bank holding companies, 60, 61
 - by bank size, 55 (*table*), 57, 58 (*table*), 59 (*charts*), 60-61
 - by banks, 45, 47, 53, 54, 57, 60-61
 - eased standards for loans, 47
 - by finance companies, 61-62, 62 (*table*)
 - growth in commercial banks, 53 (*table*)
 - increases of, in banks, 47, 53
 - by loan size, 54, 55 (*table*), 56 (*table*), 57, 58 (*table*), 59 (*charts*), 60-61
 - rates for small business, 45
 - by type, 48 (*table*)
 - see also Banks, Borrowing, Credit, Financing
- Lines of credit, 57
- Localities, see Metropolitan statistical areas
- Maine
 - new incorporations in, 26
- Management support services
 - federal procurement of, 179
- Manufacturing
 - job losses in, 34, 35, 37, 39 (*table*)
- Massachusetts
 - and SBIR program, 180
- Men business owners, 160 (*table*), 162 (*table*)
- Mergers and acquisitions
 - in banking, 57, 60
- Metropolitan statistical areas
 - firms, employment, and receipts in, 88 (*table*)
- Mining
 - job losses in, 34, 35
- Minority business owners, 160 (*table*), 162 (*table*)
- Minority-owned businesses
 - and characteristics of owners, 162 (*table*)
 - federal procurement from: 180-181, 194 (*table*); in 1980-1996, 195 (*table*)
 - by region and state, 166 (*table*)
- Montana
 - new incorporations in, 26
- National Aeronautics and Space Administration
 - procurement by, 188 (*table*)
 - and SBIR program, 180
- National Industries for the Blind, 176
- National Industries for the Severely Handicapped, 176
- National Science Foundation
 - and SBIR program, 180
- National Survey of Small Business Finances, 45, 61
- Nevada
 - new firms in, 24
 - new incorporations in, 26
- New firms
 - in 1982-1996, 172 (*table*)

- by region and state (1995 and 1996), 125 (*table*)
- see also Business formation
- New York
 - new incorporations in, 26
- Nuclear Regulatory Commission and SBIR program, 180
- Partnerships
 - number of, 23 (*table*), 74 (*table*)
- Payroll
 - by industry and firm size, 98 (*table*), 100 (*table*)
 - in 1988-1994, 32 (*table*)
- Peek, Joe, 60
- Personal income, see Income
- Personnel supply services
 - job creation in, 35
- Photofinishing
 - job losses in, 37
- Prime contracts, see Procurement
- Printing industry
 - job losses in, 37
- Procurement, 175-195
 - and electronic commerce, 182
 - by federal agency, 178, 186 (*table*), 188 (*table*), 189 (*table*)
 - from minority-owned businesses: 180-181, 181 (*chart*), 194 (*table*); in 1980-1996, 195 (*table*)
 - as a percentage of gross domestic product, 176
 - prime contracts: 184 (*table*); in FY 1979-FY 1996, 185 (*table*)
 - by product or service, 178-179, 190 (*table*)
 - SBIR program, 179-180, 191 (*table*), 192 (*table*)
 - size of contracts, 176-178, 177 (*chart*)
 - from small businesses: 176, 181 (*chart*), 184 (*table*), 194 (*table*); in 1980-1996, 195 (*table*)
 - from women-owned businesses: 180-181, 181 (*chart*), 194 (*table*); in 1980-1996, 195 (*table*)
- Procurement Marketing and Access Network (Pro-Net), 182
- Proprietorship income, 22, 22 (*table*), 30, 31 (*table*)
 - by region and state, 154 (*table*)
- Proprietorships
 - by gender of owner: and industry, 169 (*table*); and region, 168 (*table*)
 - number of, 23 (*table*), 74 (*table*)
- receipts by gender of owner: and industry, 169 (*table*); and region, 168 (*table*)
- Race
 - of business owners, 160 (*table*), 162 (*table*)
 - see also Minority business owners, Minority-owned businesses
- Real estate loans
 - increases in, 47
- Receipts
 - by firm size (1988-1995), 76 (*table*),
 - by industry: 98 (*table*); with 2-digit SIC code detail, 100 (*table*)
 - in metropolitan statistical areas, 88 (*table*)
 - in 1988-1994, 32 (*table*)
 - by state, 78 (*table*)
 - of women-owned sole proprietorships: by industry, 169 (*table*); by region, 168 (*table*)
- Regions
 - business closings in: 25 (*chart*), 30, 31 (*table*); in 1995 and 1996, 127 (*table*)
 - business formation in, 125 (*table*)
 - enterprise data for, 78 (*table*)
 - incorporation data for, 27 (*table*)
 - minority-owned businesses in, 166 (*table*)
 - new firm data for, 25 (*chart*)
 - nongovernment employment in, 170 (*table*)
 - number of enterprises in (1994 and 1995), 123 (*table*)
 - personal income in, 156 (*table*)
 - proprietorship income in, 154 (*table*)
 - SBIR program in, 192 (*table*)
 - self-employment in, 158 (*table*)
 - wage-and-salary income in, 154 (*table*)
 - women-owned businesses in, 164 (*table*)
 - women-owned sole proprietorships and receipts in, 168 (*table*)
- Research and development
 - federal procurement of, 178, 179, 180, 190 (*table*), 191 (*table*), 192 (*table*)
- Retail trade
 - job creation in, 33, 35, 37
 - job losses in, 37, 39 (*table*)
- Savings
 - as source of small business financing, 43
- Self-employment
 - in 1975-1996, 172 (*table*)
 - by region and state, 158 (*table*)
- Services
 - federal procurement of, 178, 179, 190 (*table*)

- job creation in, 33, 34, 37
- job losses in, 37
- Simplified procurement process, 178
- Small banks
 - as lenders to small businesses, 61
- Small Business Administration, U.S.
 - Advocacy, Office of, 60
 - loan guarantee programs of, 61
 - and Pro-Net, 182
 - and small business investment companies, 63
- Small business contracts, *see* Procurement
- Small-business-dominated industries, 30, 33-35, 37
 - creating most jobs, 36 (*table*)
 - defined, 30*n*
 - employment in, 138 (*table*), 153 (*table*)
 - fastest growing, 38 (*table*)
 - losing most jobs, 39 (*table*)
- Small Business Innovation Research (SBIR) program: 179-180, 191 (*table*); by state, 192 (*table*)
- Small business investment companies, 63, 68 (*table*)
- Small businesses
 - federal procurement from: 194 (*table*); in 1980-1996, 195 (*table*)
 - number of, 22-23
 - see also specific topics*
- Special trade contractors
 - job creation in, 35
- Specialized small business investment companies, 63
- States
 - business closings in (1995 and 1996), 127 (*table*)
 - business formation in (1995 and 1996), 125 (*table*)
 - enterprise data for, 78 (*table*)
 - minority-owned businesses in, 166 (*table*)
 - nongovernment employment in, 170 (*table*)
 - number of enterprises in (1994 and 1995), 123 (*table*)
 - personal income in, 156 (*table*)
 - proprietorship income in, 154 (*table*)
 - SBIR program in, 192 (*table*)
 - self-employment in, 158 (*table*)
 - sources of employment change in, 136 (*table*)
 - sources of establishment change in, 134 (*table*)
 - wage-and-salary income in, 154 (*table*)
 - women-owned businesses in, 164 (*table*)
- Steel industries
 - job losses in, 37
- Stock market, 62
- Subcontracts, *see* Procurement
- Supplies and equipment
 - federal procurement of, 178, 179, 190 (*table*)
- Tax returns
 - number filed by businesses: 22-23, 23 (*table*), 74 (*table*); in 1975-1996, 172 (*table*)
- Telecommunications
 - federal procurement of, 179
- Terminations, *see* Business closings
- Transportation, U.S. Department of
 - procurement by, 178
 - and SBIR program, 180
- Unemployment rate, 21, 22 (*table*)
- Vehicle loans
 - by nonbank lenders, 61
- Venture capital, 63, 66 (*table*), 67 (*table*)
- Wage-and-salary income
 - by region and state, 154 (*table*)
- Women business owners, 160 (*table*), 162 (*table*)
- Women-owned businesses
 - and characteristics of owners, 162 (*table*)
 - federal procurement from: 180-181, 194 (*table*); in 1980-1996, 195 (*table*)
 - by region and state, 164 (*table*)
 - sole proprietorships and their receipts: by region, 168 (*table*); by industry, 169 (*table*)
- Zardkoohi, A, 60