



Office of Advocacy  
**U.S. Small Business Administration**

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## **Characteristics of Small Business Employees and Owners 1997**

A reference guide on the workers and owners of small businesses prepared by the Office of Economic Research of the U.S. Small Business Administration's Office of Advocacy.

## Notes

## INTRODUCTION

The U.S. Small Business Administration's Office of Advocacy, Office of Economic Research, annually reports the latest data available on employees of small businesses, employee benefits, and business owner characteristics. Advocacy distributes this document to SBA staff, congressional staff, and others interested in small business issues. This publication is a supplement to the annual, *The State of Small Business: A Report of the President*.

The Office of Economic Research within the Office of Advocacy supports small business research by defining small business contributions, evaluating small business vital signs, determining regulatory impacts on small businesses, and monitoring the financing of small businesses. To achieve these four endeavors, the Office of Economic Research funds and designs data collection, develops reports on the data, funds research, disseminates reports and data for policy making decisions and further research, and answers small business questions raised by the general public, small businesses, the media and Congress.

*Characteristics of Small Business Employees and Owners* analyzes the demographic characteristics of small businesses. Highlights include:

- Of the 5,369,068 employer firms in 1995, 78.8 percent had fewer than 10 employees, and 99.7 percent had fewer than 500 employees.
- Small firms (fewer than 500 employees) employed 56.5 percent of the 99.2 million private sector employees in 1996.
- Part-time employment was 20.5 percent of the small firm work force, and 17.4 percent of the large firm work force in 1996.
- Small firms employed a higher percentage of workers under age 25 and workers aged 65 and over than did large firms in 1996.
- Of small firm workers, 53.7 percent had an education of high school degree or less, compared with 44.3 percent of large firm workers in 1996.
- The percentage of full-time employees in small firm employer pension plans increased 12.9 percent from 1992 to 1996.
- Of the 11.3 million self-employed individuals with earnings in 1996, 37.4 percent were women, 6.0 percent were black, 5.9 percent had Hispanic origins, 54.5 percent were aged 35 to 54, 75.1 percent earned less than \$25,000 and 43.0 percent were in service industries.
- Of all of the firms in 1992, 73.0 percent were started by original founders, compared to 29.8 percent for businesses with 100 or more employees.
- Of the firms without employees in 1992, 27.0 percent were started within the last two years, compared with 9.7 percent of firms with 1 to 4 employees.
- Of all of the firms in 1992, 56.5 percent were home-based when first established, 3.1 percent were franchises, and 75.5 percent of the businesses in 1992 survived until at least 1996.

Information about the characteristics of small business workers and their employee benefits is important for analysis of current legislation. Policymakers are already looking to small businesses as a driving force in making welfare to work a success. With small businesses being the job creators,

and, as this report indicates, often the employers of individuals on public assistance, it is believed that this objective will be met. With regard to employee benefits, legislation may be needed to remove obstacles that continue to hamper small business efforts to provide pension and health care benefits.

This report also contains data from the recently released *Characteristics of Business Owners, 1992* (CBO). The CBO contains the latest officially available data on small business owners (sub-categories also exist for woman and minority business owners) from the Bureau of the Census.

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

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## Notes

## 1. Overview

*Characteristics of Small Business Employees and Owners* focuses on the people who work for small businesses and the people who hire them. These individuals are compared to the individuals that own and work for large businesses.

Small business contributions to the economy and society include hiring individuals that might otherwise be unemployed. As shown in this report, small businesses hire a greater proportion of part-time employees, employees with lower educational attainment, and individuals that receive public assistance than large businesses. Small businesses also employ a greater share of younger and older workers.

Small businesses also offer opportunities for their owners. Small businesses give the opportunity of ownership to women, minorities, the young and the old, as well as the population in their prime working years.

However while offering opportunities and wages similar to large firms, small businesses offer somewhat fewer benefits. Regulatory requirements associated with offering benefits impose overhead costs that can be spread across a larger base in a larger business, creating lower average costs for larger businesses. Moreover, smaller businesses are more likely to be new and not yet profitable, therefore they are unable to increase costs by offering benefits. Policy initiatives may be necessary to level the benefit playing field in some instances to reduce the burden on small firms offering employee benefits.

For many purposes, the Office of Advocacy often defines a firm with fewer than 500 employees as small. Here, different employment size classes are presented to allow more detailed analysis of businesses by size. In the analysis of business ownership, because non-S corporations (which are often the largest employers) are excluded, the largest employment size class used is the employment size category of 100 or more employees.

## 2. Data Sources

### 2.1. Employee Characteristics and Employer Benefits

Results were extracted for current employees of private firms; that is government employees are excluded. Employee results listed in this report are based on the results of the March Current Population Survey, 1993-1997 (CPS). This survey is a joint project between the Bureau of Labor Statistics and the Bureau of the Census. Most of the results from this survey are listed as

percentages in the tables in this report. However, estimates can be calculated using employee figures from Table 2.1 and percents offered by the other tables. Table 2.1 provides the distribution of employment by employment size of firm from 1992 to 1996, in 1996, small firms employed 56.5 percent of the private sector employees.

The CPS survey asks a question about employer size, but inconsistencies in the responses may exist. The question asked is, "Counting all locations where this employer operates, what is the total number of persons who work for ...'s employer?"<sup>1</sup> The respondents (or employees) may not be know the number of locations of the employer and/or the total number of employees. Franchising may also cause data problems, as employees may consider the entire franchise their employer.

While the CPS counts nonfarm *workers* and the Statistics of U.S. Businesses, also from the Bureau of the Census, counts *jobs*, comparisons can indicate reporting flaws. The worker-job issue is not large, as the CPS in 1995 reported 96.9 million private sector workers, and the SUSB in 1995 (the latest year available) reported 100.3 million private jobs.<sup>2</sup> Workers replying to the CPS reported in 1995 that 57.2 percent of them worked in firms with fewer than 500 employees, while employers in the 1995 SUSB reported that 52.5 percent of employees worked in firms with fewer than 500 employees. This indicates that CPS respondents are probably underestimating the size of their employer. Even with the potential problems, the data provide an invaluable, timely view of the characteristics of employees by employer size.

The Statistics of U.S. Businesses also presents the number of firms by employment size of firm. Of the 5,369,068 employer firms (excluding self-employed individuals without employees) in 1995, 78.8 percent had fewer than ten employees, and 99.7 percent had fewer than 500 employees.

This report presents CPS data from the March 1993 to 1997 surveys (the survey often refers to the previous year, however age and education questions pertain to March but are taken as the end of the previous year). Evaluating the data across time can indicate trends; however, small changes may be more a result of the selection of the respondents not actual trends. Comparisons across time indicate that the figures are relatively stable. Unless indicated, the text in this report discusses 1996 figures.

## 2.2. Business Owner Characteristics

Self-employment figures were also extracted from the March CPS. The self-employment figures represent individuals with any self-employment earnings (positive or negative) in the previous year; most self-employed individuals are unincorporated.

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<sup>1</sup> Employer refers to the employer the respondent was with the longest during the year.

<sup>2</sup> The U.S. Department of Labor, Bureau of Labor Statistics, *Employment and Earnings*, January 1995 reports a multiple jobholders rate of 5.9 percent for 1994 (includes public sector jobs).



Additional business owner characteristics are available from the *Characteristics of Business Owners, 1992* (CBO), produced by the Bureau of the Census, with funds provided by the U.S. Small Business Administration. The latest CBO, covering 1992, was released in late 1997. The CBO is released every five years and is available on the Internet at <http://www.census.gov/prod/www/titles.html#econ>. The CBO provides extensive details about both business owners and their businesses, but one hundred employees is the largest employment size category. Business owners represent owners of firms that filed business tax forms, excluding non-S corporations, with at least \$500 in yearly business receipts. Note that non-S corporations generally have investors, not decision-making owners, and thus this group is not in the CBO survey's universe. However, excluding non-S corporations often excludes the largest employers; making comparisons of small and large business owners difficult.

The self-employment data is timely and the business owner data include owner break outs by employment size of firm. The data differ in that self-employment figures include individuals that file taxes as non-S corporations, and business owner figures exclude owners of businesses with less than \$500 in yearly business receipts.

### **3. Employee Characteristics**

#### **3.1. Female and Minority Employee Participation**

Small and large firms hire women in about equal proportions (Table 3.1). Of the small firm work force (fewer than 500 employees) 45.1 percent were women, and of the large firm work force (500 employees or more) 47.5 percent were women. However, within small firm employment categories differences appear. Firms with fewer than 10 employees seem to employ women at a higher rate (48.3 percent) than firms with 25 to 99 employees (42.8 percent). Because small firms employ more of the private work force than large firms, small firms employed more women. Small firms employed 25.3 million women, and large firms employed 20.5 million women.

Larger firms hire a higher ratio of black individuals than small firms (Table 3.1). One potential reason for this difference could be the greater resources of larger firms when implementing affirmative action efforts. Overall, black individuals were 11.0 million of the 99.2 million private workers (11.1 percent). The race category of Asian / Pacific or American Indian / Aleut Eskimo had about equal employment rates in small and large firms. Overall, 4.3 million workers of Asian / Pacific or American Indian / Aleut Eskimo were in the private work force (4.4 percent).

The percent of Hispanic workers in a firm decreases as the employment size of the firm increases (Table 3.1). Very small firms (fewer than 10 employees) had a Hispanic worker ratio of 13.2 percent

while very large firms (1,000 employees or more) had an 8.6 percent ratio (62 percent higher for very small firms). Hispanic individuals constituted 6.9 million of the 56.1 million small firm employees (12.3 percent), and 3.7 million of the 43.1 million large firm employees (8.6 percent).

### 3.2. Age Distribution of Full-Time Employees

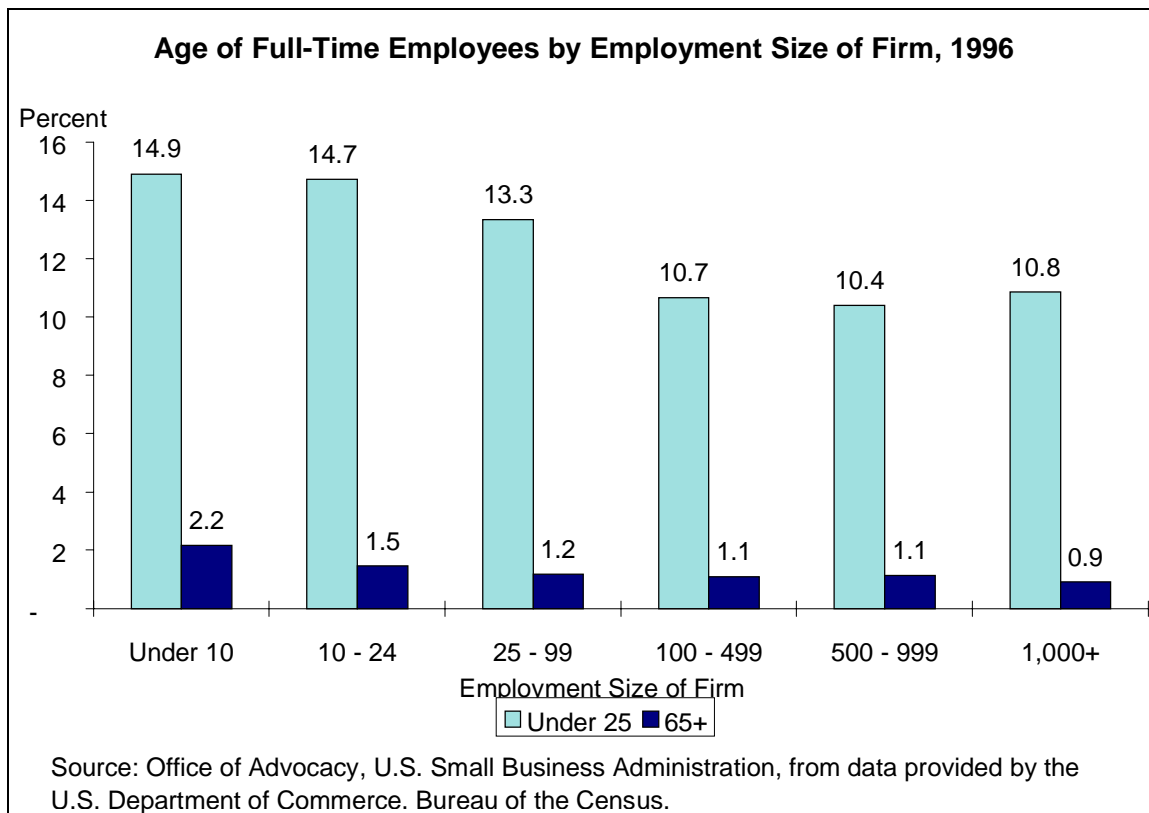
For comparisons of the age distribution of workers by firm size, full-time employees were chosen to avoid distortions due to the distribution of part-time employment. Smaller firms had a higher proportion of part-time employment than large firms.

Small firms hire a higher proportion of workers under age 25 and workers age 65 and over (Table 3.2). In 1996, full-time employees under age 25 were 14.9 percent of very small firms (fewer than 10 employees), while they were 10.8 percent of very large firms (1,000 employees or more). This translates to very small firms having a 37.4 percent higher ratio of individuals employed under age 25 than very large firms. In addition, very small firms had over a 100 percent higher ratio of employees over age 65 than very large firms. Figure 1 shows the flow from firms of different sizes for percentages of employment of full-time workers under age 25 and age 65 or older.

In 1996, small firms (fewer than 500 employees) employed about 7.4 million full-time workers under 25, while large firms (500 employees or more) employed about 4.6 million. Small firms employed about 822,000 full-time employees age 65 or older and large firms employed about 410,000.

For wage analysis, the distribution of worker ages for large and small firms needs to be addressed.

Figure 1



### 3.3. Part-Time Employment

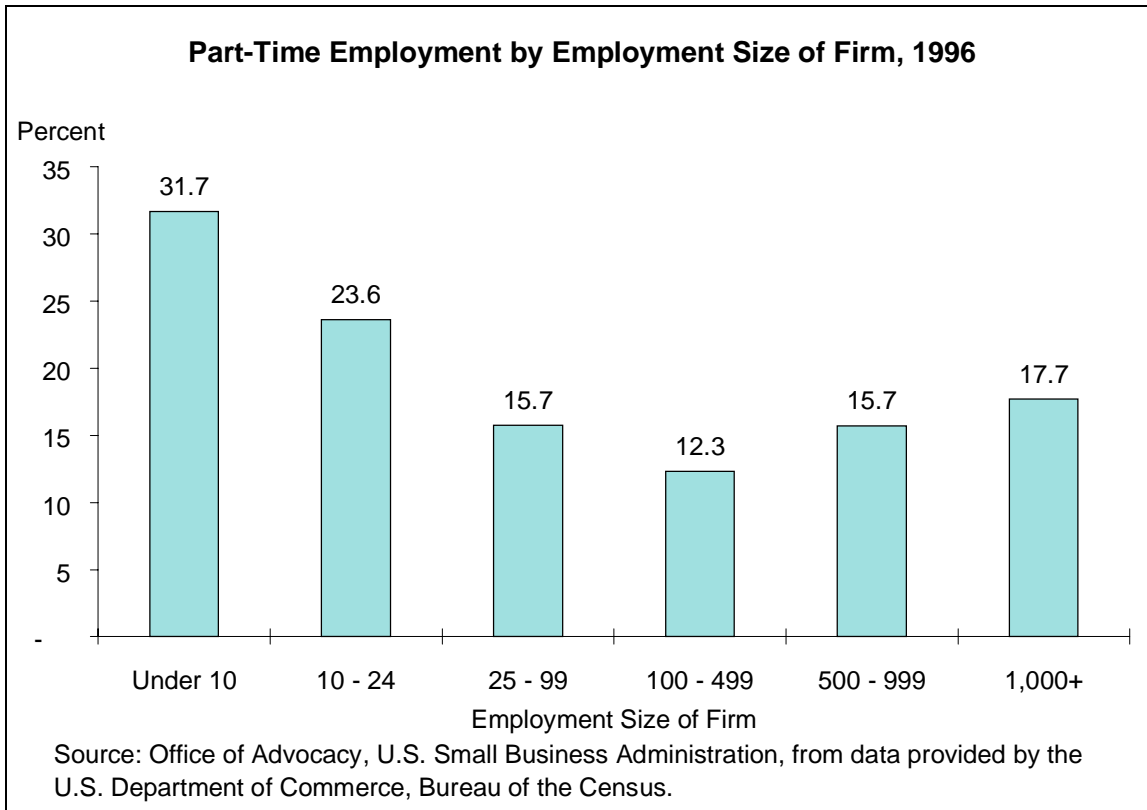
Part-time employment is defined here as working less than 35 hours a week. As shown in Table 3.3, very small firms (fewer than 10 employees) hire part-time employees at a rate almost twice that of very large firms (1,000 or more employees). Very small firms also hire part-time employees that usually work full-time at a rate of about twice that of very large firms.

Overall, 20.5 percent (11.5 million) of small firm workers were part-time employees in 1996, compared to the 17.4 percent (7.5 million) of large firm workers. In addition, small firms employed about 645,000 part-time workers who usually work full-time, while large firms are employed about 326,000.

If small firms did not hire these part-time employees, they might otherwise be unemployed. As with age, the differences in part-time employment by firm size needs to be considered in analyses of wage differentials between small and large firms.

From 1992 and 1996, the gap between large and small firms in the share of part-time workers narrowed. The small firm figure declined every year from 22.2 percent in 1992 to 20.5 percent in 1996, while the large firm share was relatively stable.

Figure 2



### 3.4. Employee Educational Attainment

Small firms had a higher ratio of employees with lower educational levels (Table 3.4). Small firms (fewer than 500 employees) had a higher ratio of employees with a high school degree or less (18.9 percent for small, and 11.5 percent for large), while large firms (500 employees or more) had a higher ratio of employees with bachelor's and master's degrees. The professional / doctorate category ratios were similar for small and large firms. Figures 3 and 4 illustrate ratio differences in employee educational attainment for very small firms and very large firms.

In 1996, 54.5 percent of the small firm work force (30.5 million employees) had high school degrees or less and 4.7 percent (2.6 million employees) with degrees beyond bachelor's degrees. In contrast, 44.4 percent of the large firm work force (19.1 million employees) had high school degrees or less and 6.9 percent (3.0 million employees) had degrees beyond bachelor's degrees. Small and large firms had similar rates of employees with some college and bachelor's degrees, as small firms had 40.9 percent (22.9 million employees) of their work force in this category and large firms had 48.8 percent (21.0 million employees).

Employee age and industry structure could explain some of the differences between small and large firm employee educational attainment. The fact that small firms have a higher ratio than large firms of employees under age 25 could explain small firms' higher ratio of employees with educational

attainments of high school and below. Also, the abundance of small doctors' offices and legal firms may explain why small firms had as large a share of professional and doctorate level employees as large firms.

Overall, small firms are contributing to the economy by hiring some individuals with relatively lower educational levels who might otherwise be unemployed. The differences in employee educational attainment by firm size needs to be considered in analyses of wage differentials between small and large firms.

Note that the educational levels listed in Table 3.4 are those reached by private workers at a point in time. During their lives, many of the workers (particularly younger workers) will reach higher educational levels than those listed in Table 3.4.

Figure 3

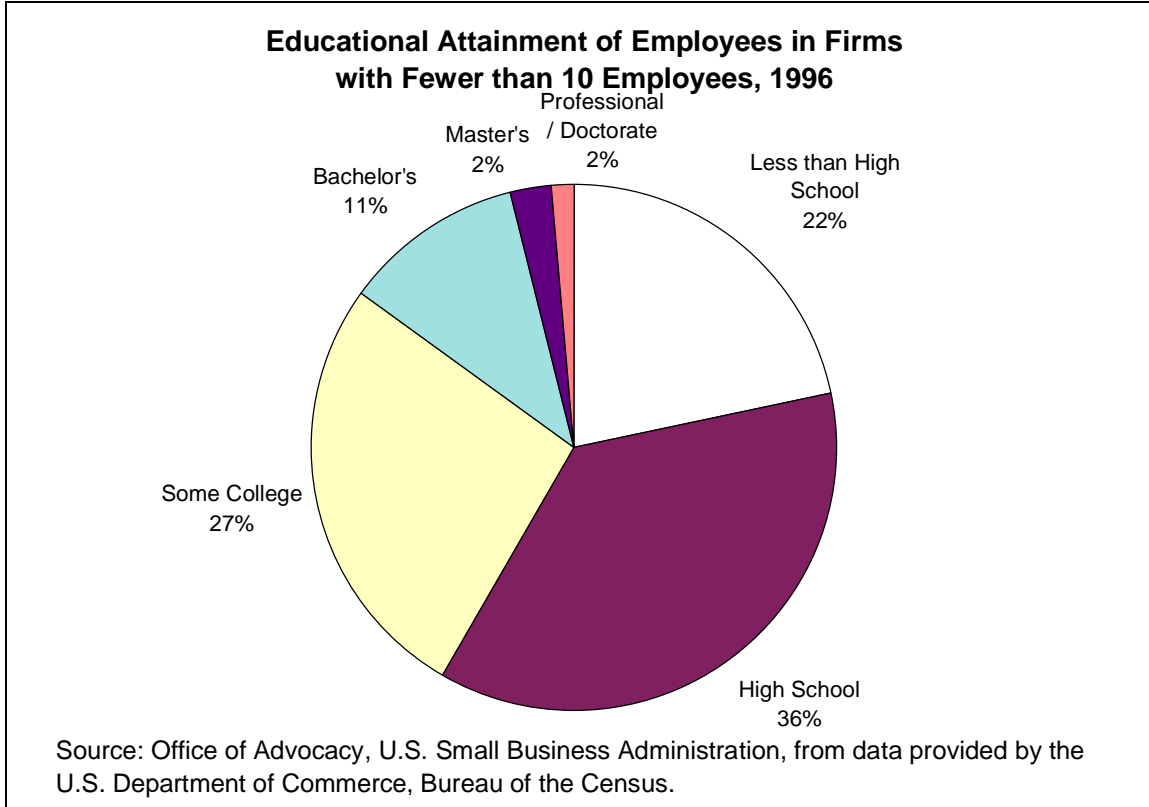
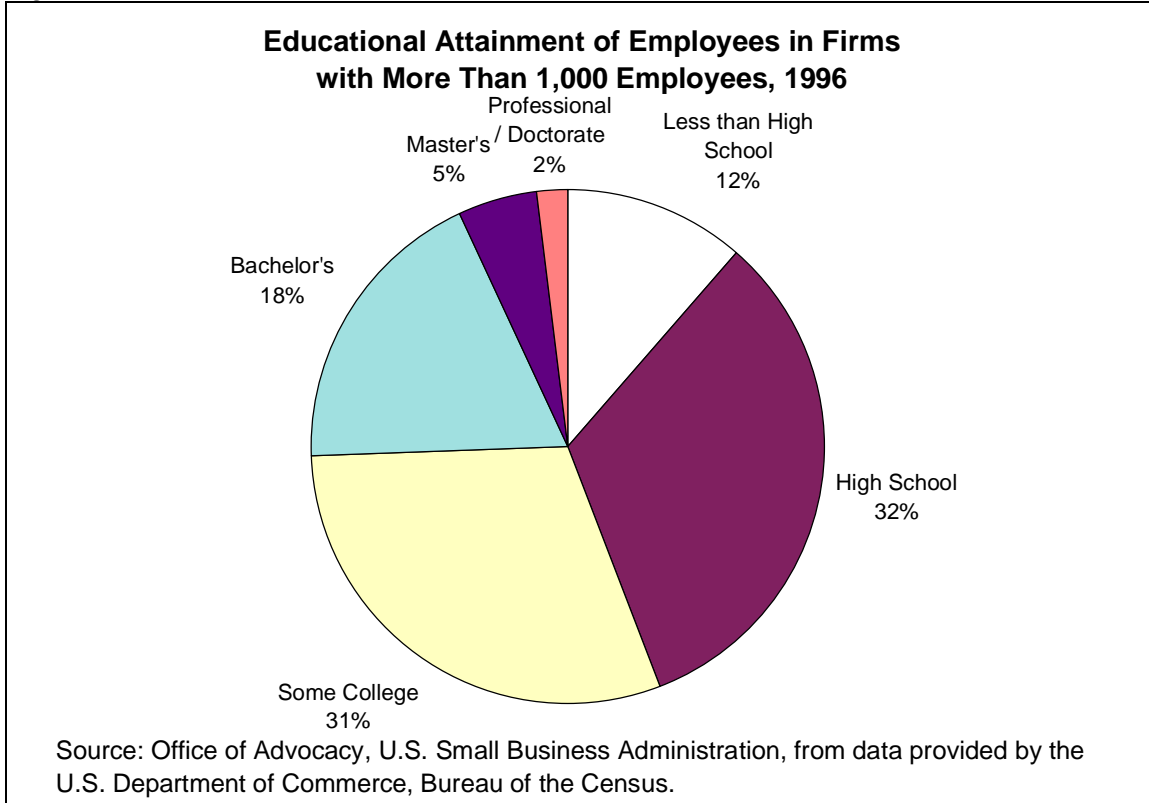


Figure 4



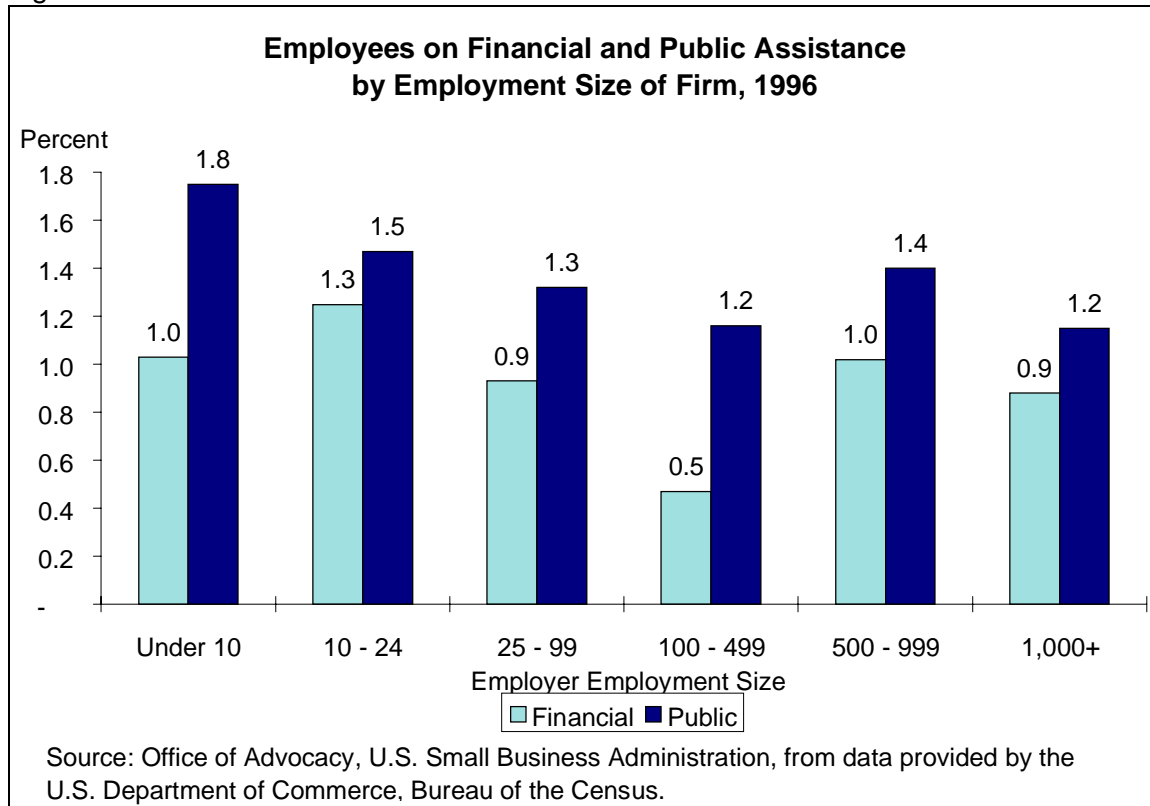
### 3.5. Employees on Public and Financial Assistance

In 1996, small firms employed more individuals on public assistance (assistance received from government sources excluding food stamps and SSI payments) than large firms. With regard to financial assistance (money received from friends or relatives not living in the same household, excluding loans), Table 3.5 shows very small firms (fewer than 10 employees) had a 17.0 percent higher ratio of individuals receiving financial assistance than very large firms (1,000 or more employees) (1.03 percent versus 0.88 percent). Employees of firms with 10 to 24 employees had a 42.0 percent higher ratio of individuals on financial assistance than very large firms.

In 1996, small firms employed about 499,000 individuals receiving financial assistance and 794,000 individuals receiving public assistance. Large firms employed about 388,000 individuals receiving financial assistance and 511,000 individuals receiving public assistance. Small firms are contributing to the economy by hiring more individuals who utilize assistance than large firms. Again, if small firms did not hire these individuals, they might otherwise be unemployed.

Although the small numbers are susceptible to survey instability, from 1992 to 1996 the percent of employees receiving assistance decreased for small and large firms, while overall employment increased. The private sector saw a 14.6 percent drop in financially assisted workers (1.05 percent to 0.89 percent), and a 6.1 percent drop in publicly assisted workers (1.4 percent to 1.32 percent).

Figure 5



### 3.6. Occupation Distribution

Relative to large firms, small firms have a larger percent of their work force concentrating on making the goods and services for the firm (Table 3.6). Management and administrative support represented 26.3 percent of the work force in small firms, and 31.2 percent in large firms. The ratio of sales positions was similar for small and large firms, as small firms had 11.1 percent of their work force in sales and large firms had 12.3 percent.

Comparing occupation distributions from 1992 to 1996, reveals no major trends; however the data shows a shuffling in administration. There was a small increase in management (from 13.4 percent to 14.8 percent) and a small decrease in administrative support (from 15.2 percent to 13.6 percent).

### 3.7. Employee Wages

Creating comparable employee wage figures by firm size from the CPS entails various difficulties in attempting to compare similar workers in small and large firms. According to the 1995 SUSB figures, which include full-time and part-time workers, the average small firm worker received \$23,291 per year in income while the average large firm worker received \$29,662 per year in income. But considering, as indicated earlier, workers in small and large firms are not similar, these figures are not particularly useful.

In addition, comparing average wages across firm sizes is more likely to indicate the productivity of the workers (or return from the employees' labor for the employer), than small and large firms' treatment of their work forces. However, various studies have attempted to compare employee wages across firm sizes.

Richard Boden, Jr., found that in 1993, workers in small firms (fewer than 500 employees) were making, on average, 81.4 percent of the wages made by workers in large firms (500 or more employees).<sup>3</sup> But employees hired within the previous year in small firms were making 94.9 percent of the wages made by workers in the same class in large firms. Reasons for this difference could include large firms paying a premium to entice more preferable workers, and workers choosing small firms because of potential growth opportunities.

In addition, a study funded by the Office of Advocacy found that, "computer usage was twice as high among employees in the highest wage quartile compared with those in the lowest quartile. This relationship held for all firm sizes and lengths of job tenure."<sup>4</sup>

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<sup>3</sup> Boden, Richard, Jr., "Changes in Wages and Worker Attributes by Firm Size, 1983-1993," *Business Economics*, July 1997.

<sup>4</sup> Kochhar, Rakesh, "The Effect of Computer Use on the Earnings of Workers by Firm Size," 1994, Office of Advocacy, U.S. Small Business Administration sponsored research, NTIS Code PB95-239984.



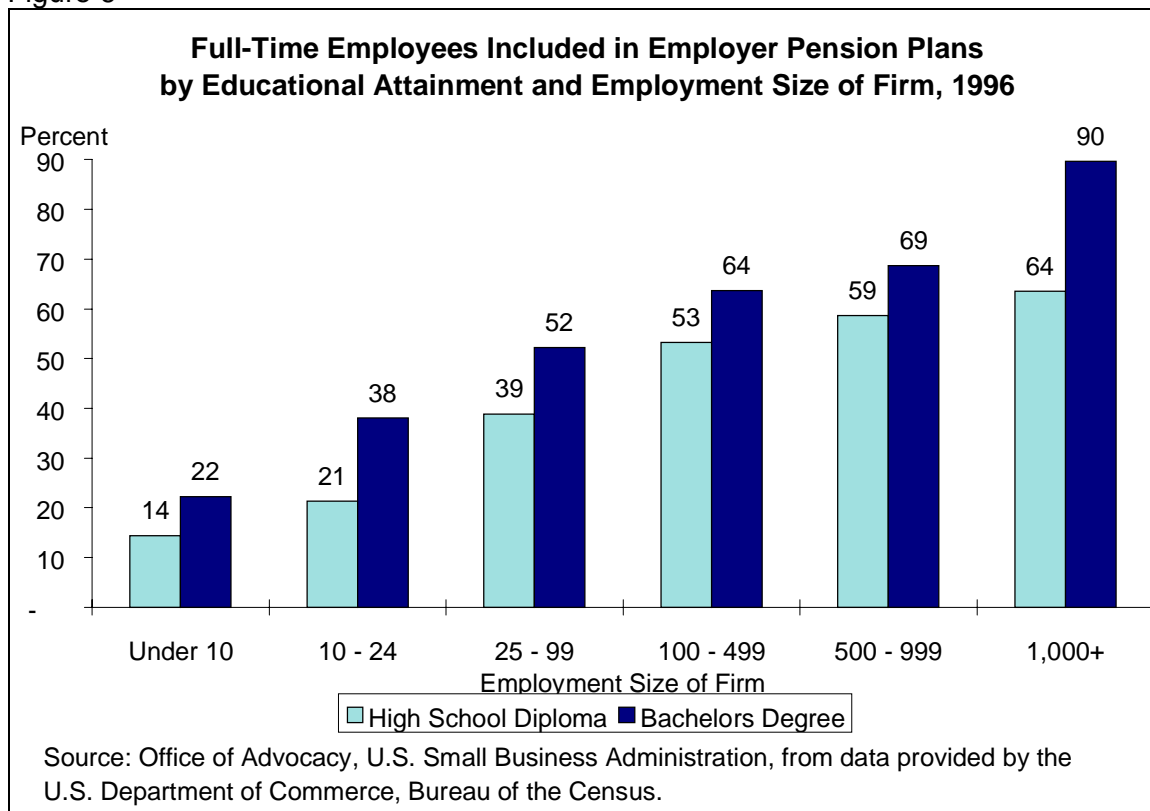
## 4. Employer Benefits

### 4.1. Pension Plans

Employees of very large firms (1,000 or more employees) were almost five times more likely to be employed in firms with pension plans than employees of very small firms (fewer than 10 employees) (Table 4.1). As a consequence, employees of very large firms were more than five times more likely to be included in employer pension plans than employees of very small firms. Overall in 1996, 16.8 million workers were receiving pension plan benefits from small firms, and 25.1 million workers were receiving benefits from large firms. Focusing on full-time employees increases rates of pension plan benefits, but yields similar results in comparison of very small firms with very large firms.

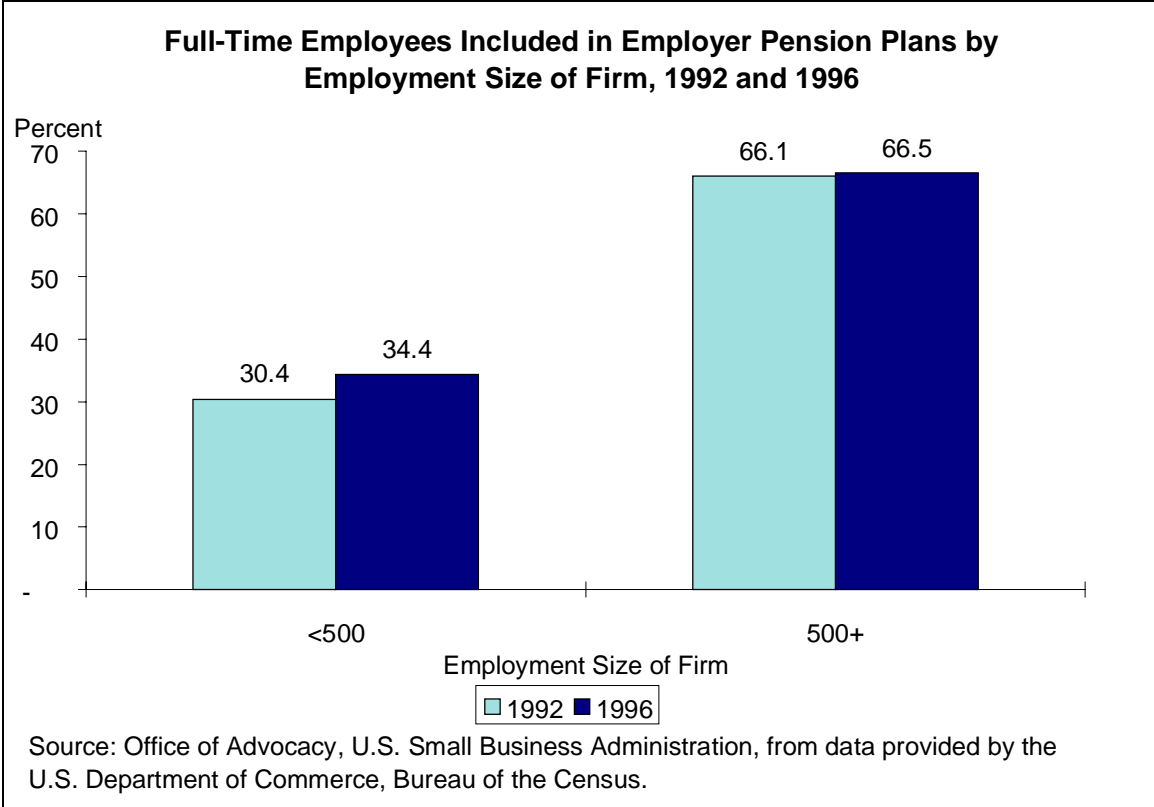
Firm size differences in pension benefits could be from small firms' higher average costs for pension plans, and/or new firms (which are almost always small) not yet reaching the stage of maturity where they can offer employee benefits. Firms that grow to an employment size between 25 and 99 employees appear able to surpass the barriers needed to offer pension plans. Educational level differences between small and large firms' work force may also be a contributing factor. Overall, higher levels of pension benefits are correlated with higher levels of education and larger firm sizes (Figure 6).

Figure 6



Small firms however do seem to be slowly catching up to the large firms with respect to pension plans. From 1992 to 1996, the percentage of employees that were had pension benefits in small firms increased from 26.3 percent to 30.0 percent, while for large firms it increased less, from 57.8 percent to 58.2 percent. The gap is closing even more for full-time employees. During the same period, the percent of full-time small firm employees included in firms' pension benefits increased from 30.4 percent to 34.4 percent, while full-time large firm employees increased only slightly, from 66.1 percent to 66.5 percent (Figure 7).

Figure 7

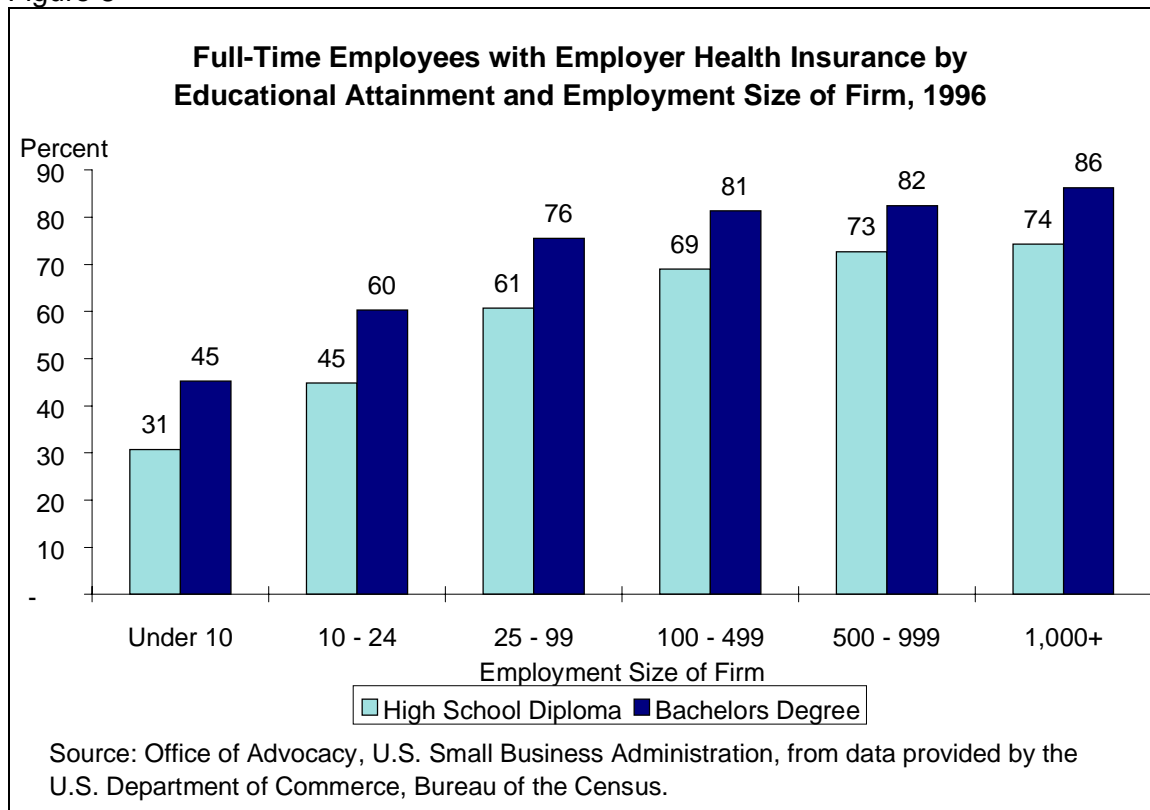


## 4.2. Health Insurance

Employees of smaller firms were generally less likely to belong to an employer's health plan than employees of larger firms (Table 4.2). Small firms had 47.1 percent of their work force belonging to employer health plans (26.4 million employees), compared with 67.7 percent in large firms (29.2 million employees). Reasons for this difference may be similar to reasons for differences in pension coverage; higher average costs, and/or new firms (which are almost always small) not yet reaching the stage of maturity where they can offer employee benefits. Small firms' higher utilization of part-time employees and employees on assistance, may also mean that a larger number of small firm employees are insured under plans of a close relative or public plan.<sup>5</sup>

Again, higher benefit levels are correlated with higher education levels, and larger firm sizes (Figure 8). Once firms grow to somewhere between 25 and 99 employees, they seem more able to surpass the financial and regulatory barriers needed to offer health insurance. Or firms may not offer health insurance until they are in business a certain number of years, about the time they reach the 25 to 99 employees size.

Figure 8



<sup>5</sup> For further analysis, see chapter 2 of *The State of Small Business: A Report of the President, 1994*, (Washington, D.C.: U.S. Government Printing Office, 1995).

## 5. Business Owner Characteristics

### 5.1. Characteristics of the Self-Employed

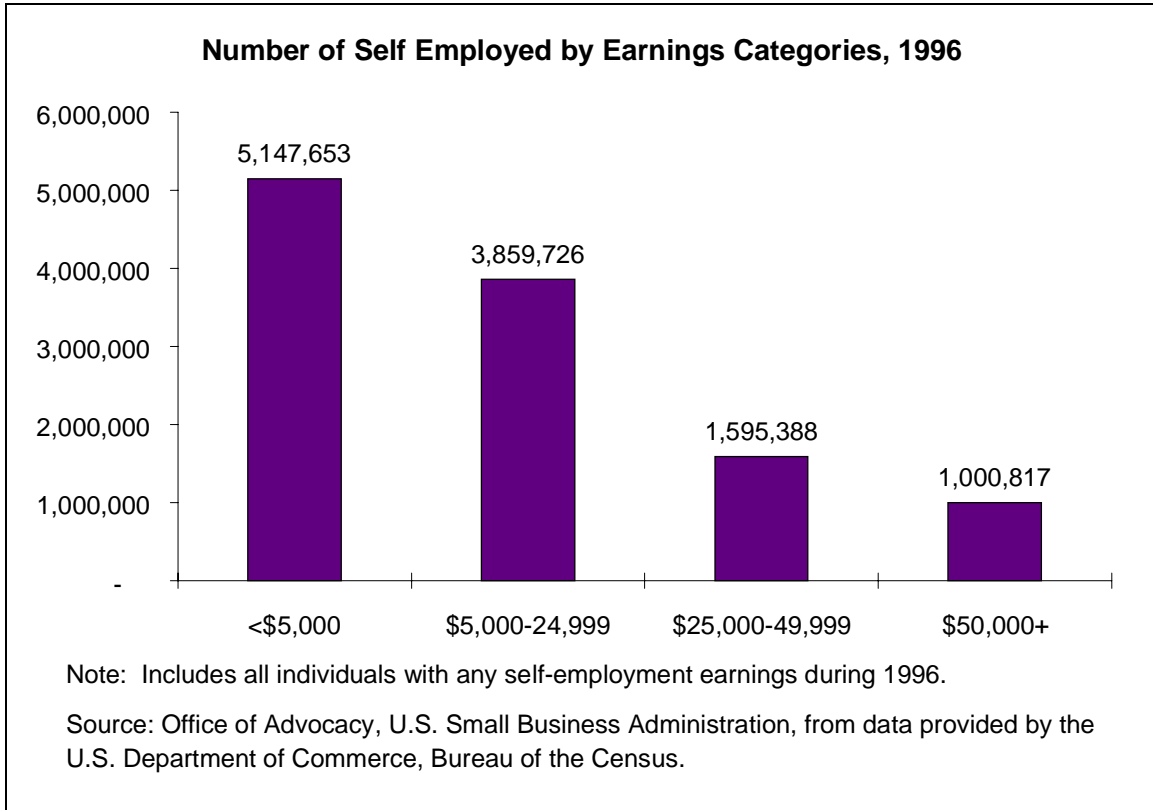
In 1996, men represented 62.6 percent (7.1 million) and women, 37.4 percent (4.2 million) of the 11.3 million self-employed with earnings (Table 5.1). The self-employment rate for the civilian labor force was 8.4 percent (9.8 percent for men and 6.8 percent for women).

Self-employment levels differed by characteristics. By race, Asian, Pacific, American Indian, or Aleut Eskimo individuals accounted for 4.4 percent of the self-employed, black individuals accounted for 6.0 percent and white individuals accounted for 89.6 percent. By origin, Hispanic individuals accounted for 5.9 percent. By age, 5.7 percent were under 25 and 6.8 percent were 65 or older. From 1992 to 1996, the percentage of self-employed increased for women, Hispanics and all races except white.

Most of the self-employed, 40.4 percent, received less than \$5,000 for their business efforts, while only 11.1 percent received more than \$50,000. By industry, most of the self-employed were in services (43.0 percent), retail trade (12.9 percent) and construction (12.7 percent).

The self-employment figures declined from 1994 to 1996. Declines were concentrated among individuals that were white, under the age of 35, had high school diplomas or less, and had low self-employment earnings. Many of these individuals may have switched to wage-and-salary jobs.

Figure 9



**5.2. Characteristics of Business Owners**

The 1992 self-employed characteristics are similar to the 1992 owner characteristics for all employer sizes from *The 1992 Characteristics of Business Owners* (Tables 5.1 and 5.2). Again, the CBO excludes non-S corporations (often the largest businesses), and tax returns with less than \$500 in sales.

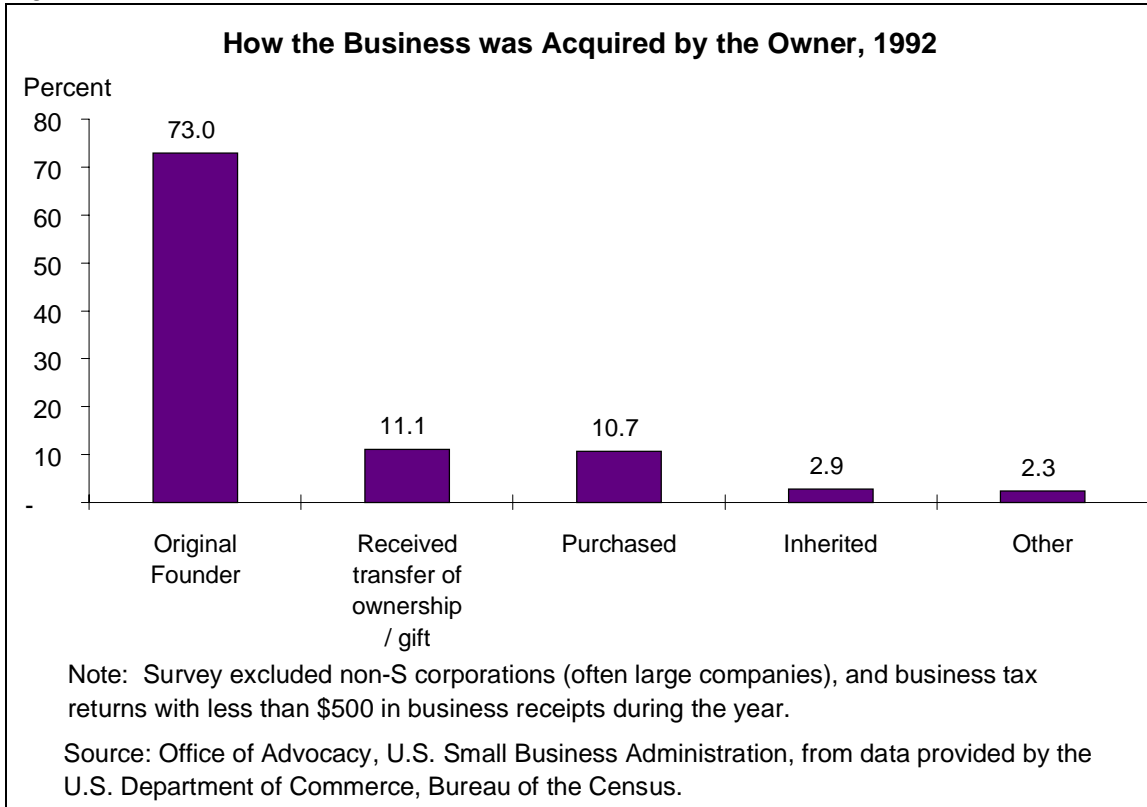
In 1992, 80.8 percent of owners in the CBO owned firms without employees. Women, Asian, Pacific Islanders, American Indian, Aleut Eskimo, black, and Hispanic owners were often underrepresented in the larger firm employment size classes. Women owned 35 percent of all firms without employees, but only 16.5 percent of firms with 100 or more employees. The category of Asian or Pacific Islanders / American Indian or Aleut Eskimo constituted 3.4 percent of all non-employer firms, but just 1.7 percent of firms with 100 or more employees. Black-owned firms represented 3.7 percent of all non-employer firms, but only 0.8 percent of firms with 100 or more employees. Hispanic-owned firms were 4.4 percent of all non-employer firms, but just 1.4 percent of firms with 100 or more employees.

The CBO also indicates that in 1992, 90.6 percent of business owners were born in the United States (9.4 percent were foreign born). Note that the native born percentage was higher for the larger firms, 94.5 percent of the owners of firms with 100 or more employees were born in the United States.

Owners in the CBO database were older than those in the CPS, perhaps because the CBO's exclusion of tax returns with less than \$500 in annual business receipts eliminating more of the younger self-employed (Tables 5.1 and 5.3). The CBO data do show that only the age categories of 45-54 and 55-64 had larger percentages of owners in the category of firms with 100 or more employees than firms without employees.

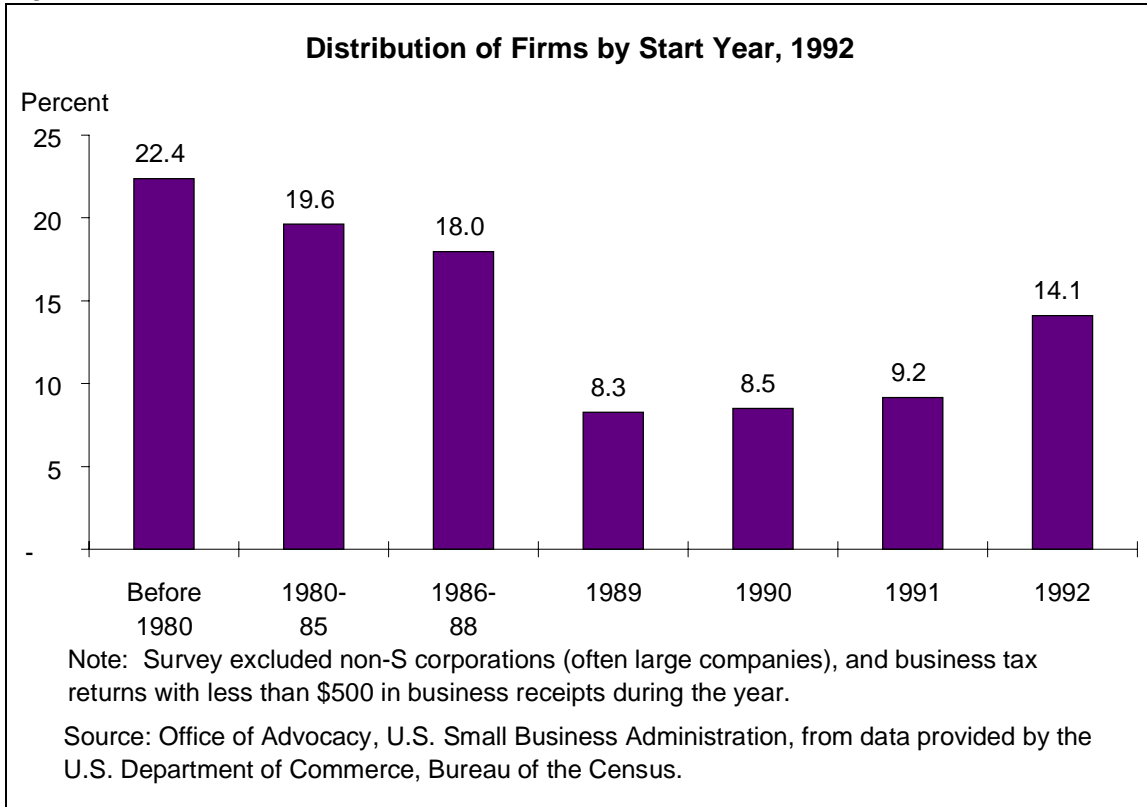
How were the businesses existing in 1992 obtained? The CBO shows 73.0 percent of the owners were original founders; 11.1 percent received the firm as a transfer (gift); 10.7 percent purchased the firm; 2.9 percent inherited the firm; and the remaining 2.3 percent acquired the firm in other ways (Table 5.4, Figure 10). Original founders and purchasers are less prevalent in the larger firm employment size classes. In fact, 41.3 percent of the firms with 100 or more employees received the firm as a transfer (gift), 29.8 percent were original founders, 22.5 percent inherited it, 6.3 percent purchased the firm, and the remaining 0.2 percent acquired the firm in other ways.

Figure 10



In 1992, 23.3 percent of the firms were started within the previous two years, and 22.4 percent were started more than 12 years earlier (Table 5.5 and Figure 11). The year in which firms were started differed widely between firms with employees and firms without employees. Of the firms without employees, 27.0 percent were started within the previous two years, compared with only 9.7 percent for firms with 1 to 4 employees. While it is not surprising that firms without employees are often younger than firms with employees (i.e. firms without employees have a shorter life span), it is surprising that firm employment size classes of “5 to 9” through “100 or more” are similar in their age ranges. By major industry, the group of transportation, communication, and utilities is the major industry group most represented by younger firms, while the group of finance, insurance and real estate is the industry most represented by older firms.

Figure 11



Firm figures from Table 5.6 are similar to owner figures in Table 5.2 as most firms have only one owner (note that more than one owner can own a firm). Firms of larger employment sizes had more owners per firm; firms without employees averaged 1.1 owners per firm and those with 100 or more employees averaged 2.8 owners per firm.

In 1992, industry differences appeared among the owner types. Women-owned firms were reasonably represented in retail trade (44.1 percent) and service industries (40.6 percent), but underrepresented in the construction industry (10.0 percent). The category of Asian, Pacific Islanders, American Indian, and Aleut Eskimo was best represented in retail trade; black and Hispanic-owned firms were best represented in the combined industry of transportation, communication, and utilities, and white-owned firms were best represented in the combined industry of finance, insurance, and real estate.

Table 5.7 displays firm characteristics by employer size for home-based businesses, franchises, and exporters. Highlights for 1992 include:

- Home-based businesses were 53.4 percent of all businesses, with only a small percent of home-based businesses moving out of the house (figures for home-based when first established and currently home-based do not differ by much), and home-based business rates decline sharply as the firm employment size increases. Major industry figures for 1992



show that construction firms were the most likely to be home-based (81.9 percent), and finance, insurance and real estate firms were the least often home-based (36.0 percent).

- Franchised businesses were 3.1 percent of all businesses, and this figure increases sharply as firm employment size increases. Retail trade firms were most often franchised (8.0 percent).
- Exporting businesses were 1.7 percent of all businesses, and again, the percent of businesses that export increases sharply as the firm employment size increases. The percentage of export sales for most businesses that export is less than 10 percent. Manufacturing firms were most often exporters (9.3 percent of manufacturing firms exported).

More than three-quarters, 75.5 percent, of firms existing in 1992 survived four or more years (until at least 1996) (Table 5.8). Survival rates varied widely for firms with employees and firms without employees. Of firms without employees, 72.4 percent remained in business until at least 1996; the figure was 89.6 percent for firms with 1 to 4 employees. Again, while it is not surprising that firms without employees close more often than firms with employees, it is surprising that firm size employment classes of “1 to 4” through “100 or more” had similar ranges of survival rates. By major industry, the finance, insurance and real estate group had the highest survival rate (82.6 percent) and the transportation, communication, and utilities group had the lowest survival rate (70.9 percent). The major industry figures are probably heavily influenced by the industry ratios of firms without employees to firms with employees.

Table 2.1. Number of Employees in Private Firms by Employment Size of Firm, 1992-1996

Year	Employment Size of Firm	Number of Employees (thousands)	Distribution (Percent)
1996	Total	99,156	100.0
	Under 10	14,570	14.7
	10 - 24	10,870	11.0
	25 - 99	15,050	15.2
	100 - 499	15,570	15.7
	500 - 999	6,156	6.2
	1,000+	36,940	37.3
	<500	56,060	56.5
	500+	43,096	43.5
1995	Total	96,934	100.0
	Under 10	14,740	15.2
	10 - 24	10,880	11.2
	25 - 99	14,710	15.2
	100 - 499	15,080	15.6
	500 - 999	6,134	6.3
	1,000+	35,390	36.5
	<500	55,410	57.2
	500+	41,524	42.8
1994	Total	94,419	100.0
	Under 10	14,490	15.3
	10 - 24	10,130	10.7
	25 - 99	14,260	15.1
	100 - 499	14,960	15.8
	500 - 999	5,949	6.3
	1,000+	34,630	36.7
	<500	53,840	57.0
	500+	40,579	43.0
1993	Total	92,388	100.0
	Under 10	14,010	15.2
	10 - 24	10,020	10.8
	25 - 99	14,260	15.4
	100 - 499	15,020	16.3
	500 - 999	5,698	6.2
	1,000+	33,380	36.1
	<500	53,310	57.7
	500+	39,078	42.3
1992	Total	91,137	100.0
	Under 10	13,780	15.1
	10 - 24	9,775	10.7
	25 - 99	14,790	16.2
	100 - 499	14,770	16.2
	500 - 999	5,372	5.9
	1,000+	32,650	35.8
	<500	53,115	58.3
	500+	38,022	41.7

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

Table 3.1. Employee Characteristics by Employment Size of Firm, 1992-1996  
(Percent of employees)

Year	Employment Size of Firm	Gender		Race			Origin
		Female	Asian/Am.Ind.	Black	White	Hispanic	
1996	Total	46.1	4.4	11.1	84.6	10.7	
	Under 10	48.3	4.3	7.3	88.4	13.2	
	10 - 24	43.1	4.0	9.4	86.6	12.7	
	25 - 99	42.8	4.1	10.1	85.8	13.1	
	100 - 499	45.7	4.3	11.6	84.1	10.5	
	500 - 999	47.7	4.5	11.7	83.8	8.6	
	1,000+	47.4	4.6	13.1	82.3	8.6	
	<500	45.1	4.2	9.6	86.2	12.3	
	500+	47.5	4.6	12.9	82.5	8.6	
1995	Total	46.0	4.1	10.8	85.0	10.0	
	Under 10	47.7	4.4	7.9	87.7	12.6	
	10 - 24	44.5	4.3	7.8	87.9	12.7	
	25 - 99	42.5	3.7	9.9	86.4	11.5	
	100 - 499	46.9	4.0	11.6	84.4	9.8	
	500 - 999	48.8	4.9	13.0	82.1	8.1	
	1,000+	46.5	4.1	12.7	83.2	7.8	
	<500	45.4	4.1	9.4	86.5	11.6	
	500+	46.8	4.2	12.7	83.1	7.8	
1994	Total	45.8	4.3	10.7	85.0	9.9	
	Under 10	46.8	4.3	7.5	88.1	12.2	
	10 - 24	43.6	4.3	8.4	87.3	12.2	
	25 - 99	42.3	4.5	9.6	85.9	11.7	
	100 - 499	45.3	4.2	11.5	84.3	9.7	
	500 - 999	49.1	3.7	11.4	84.9	9.5	
	1,000+	47.2	4.4	12.8	82.9	7.6	
	<500	44.6	4.3	9.3	86.3	11.4	
	500+	47.5	4.3	12.6	83.1	7.9	
1993	Total	46.0	4.1	10.4	85.5	9.8	
	Under 10	47.7	4.1	8.1	87.9	11.7	
	10 - 24	42.9	4.6	7.6	87.9	11.5	
	25 - 99	43.2	4.6	9.9	85.5	11.9	
	100 - 499	45.2	4.4	10.3	85.3	10.1	
	500 - 999	49.3	4.4	12.3	83.2	8.3	
	1,000+	47.2	3.6	12.2	84.2	7.8	
	<500	44.9	4.4	9.1	86.5	11.2	
	500+	47.5	3.7	12.2	84.1	7.9	
1992	Total	46.0	3.7	10.4	86.0	8.7	
	Under 10	48.0	3.4	8.6	88.0	9.9	
	10 - 24	45.9	4.2	7.7	88.1	10.4	
	25 - 99	42.7	3.6	9.9	86.5	11.8	
	100 - 499	46.3	4.0	10.0	86.0	9.0	
	500 - 999	49.0	4.0	11.2	84.8	7.2	
	1,000+	46.0	3.4	12.1	84.5	6.5	
	<500	45.7	3.8	9.2	87.0	10.3	
	500+	46.4	3.5	11.9	84.6	6.6	

Note: Asian / Am. Ind. includes Asian, Pacific, American Indian and Aleut Eskimo.

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

Table 3.2. Age Distribution of Full-time Employees by Employment Size of Firm, 1992-1996  
(Percent of employees)

Year	Employment Size of Firm	Under					
		25	25-34	35-44	45-54	55-64	65+
1996	Total	12.2	29.2	29.1	19.6	8.6	1.2
	Under 10	14.9	28.6	27.8	18.2	8.4	2.2
	10 - 24	14.7	31.1	27.8	17.5	7.3	1.5
	25 - 99	13.3	31.1	28.1	17.8	8.5	1.2
	100 - 499	10.7	29.5	30.4	19.6	8.8	1.1
	500 - 999	10.4	27.6	29.5	22.5	8.8	1.1
	1,000+	10.8	28.3	29.9	21.1	9.0	0.9
	<500	13.3	30.0	28.6	18.3	8.3	1.5
	500+	10.8	28.2	29.8	21.3	9.0	1.0
1995	Total	12.6	30.0	28.8	18.7	8.5	1.4
	Under 10	15.2	30.2	28.2	16.1	8.1	2.2
	10 - 24	16.0	31.0	27.2	16.7	7.4	1.8
	25 - 99	13.2	31.7	27.8	17.7	8.4	1.3
	100 - 499	10.5	31.0	28.6	19.8	8.9	1.3
	500 - 999	10.2	31.1	30.2	20.0	8.0	0.5
	1,000+	11.5	28.4	29.8	20.3	9.0	1.1
	<500	13.5	31.0	28.0	17.6	8.3	1.6
	500+	11.3	28.8	29.9	20.2	8.9	1.0
1994	Total	13.2	30.9	28.2	18.3	8.2	1.2
	Under 10	16.0	32.2	25.7	15.7	8.3	2.0
	10 - 24	16.9	32.5	26.2	16.0	6.6	1.7
	25 - 99	14.6	32.0	27.6	16.7	7.9	1.2
	100 - 499	12.1	30.6	30.3	17.8	8.2	1.0
	500 - 999	11.5	29.9	30.0	18.7	8.8	1.2
	1,000+	11.2	29.6	28.9	20.8	8.6	0.9
	<500	14.7	31.8	27.6	16.6	7.9	1.5
	500+	11.3	29.7	29.1	20.5	8.6	0.9
1993	Total	13.1	31.4	28.1	18.1	8.0	1.4
	Under 10	15.3	32.3	26.0	16.3	8.1	2.0
	10 - 24	16.7	33.6	25.5	15.5	7.1	1.5
	25 - 99	13.8	32.6	27.9	16.6	7.8	1.3
	100 - 499	12.8	30.9	28.6	18.0	8.4	1.3
	500 - 999	10.7	30.0	30.0	19.4	8.6	1.3
	1,000+	11.4	30.3	29.2	20.0	8.1	1.1
	<500	14.4	32.2	27.2	16.7	7.9	1.5
	500+	11.3	30.3	29.3	19.9	8.2	1.1
1992	Total	12.8	32.0	27.9	17.4	8.7	1.2
	Under 10	17.6	32.5	26.1	14.5	7.9	1.4
	10 - 24	15.9	32.8	26.7	15.2	8.0	1.4
	25 - 99	14.1	32.7	27.4	16.1	8.4	1.2
	100 - 499	11.1	32.9	28.6	17.2	8.8	1.2
	500 - 999	10.2	30.9	30.4	18.4	9.5	0.6
	1,000+	10.3	31.1	28.5	19.8	9.2	1.1
	<500	14.5	32.7	27.3	15.8	8.3	1.3
	500+	10.3	31.0	28.8	19.6	9.3	1.0

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

Table 3.3. Part-Time Employment by Employment Size of Firm, 1992-1996  
(Percent of employees)

Year	Employment Size of Firm	Part-Time	Part-Time for Economic Reasons, Usually Full-Time
1996	Total	19.1	1.0
	Under 10	31.7	1.5
	10 - 24	23.6	1.3
	25 - 99	15.7	0.8
	100 - 499	12.3	1.1
	500 - 999	15.7	0.9
	1,000+	17.7	0.7
	<500	20.5	1.2
	500+	17.4	0.8
1995	Total	19.4	1.1
	Under 10	31.3	1.6
	10 - 24	23.7	1.1
	25 - 99	16.4	1.0
	100 - 499	13.2	1.2
	500 - 999	15.5	1.0
	1,000+	17.7	0.9
	<500	20.9	1.2
	500+	17.4	0.9
1994	Total	20.0	1.1
	Under 10	31.8	1.5
	10 - 24	24.5	1.2
	25 - 99	17.3	1.0
	100 - 499	14.2	1.3
	500 - 999	15.1	1.0
	1,000+	18.2	0.9
	<500	21.7	1.3
	500+	17.7	0.9
1993	Total	20.2	Not. Avail.
	Under 10	32.9	Not. Avail.
	10 - 24	23.8	Not. Avail.
	25 - 99	18.3	Not. Avail.
	100 - 499	14.1	Not. Avail.
	500 - 999	16.3	Not. Avail.
	1,000+	17.9	Not. Avail.
	<500	22.0	Not. Avail.
	500+	17.7	Not. Avail.
1992	Total	20.1	Not. Avail.
	Under 10	34.3	Not. Avail.
	10 - 24	23.8	Not. Avail.
	25 - 99	17.9	Not. Avail.
	100 - 499	14.2	Not. Avail.
	500 - 999	15.8	Not. Avail.
	1,000+	17.4	Not. Avail.
	<500	22.2	Not. Avail.
	500+	17.2	Not. Avail.

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

Table 3.4. Employee Education Level by Employment Size of Firm, 1992-1996  
(Percent of employees)

Year	Employment Size of Firm	Less than High School	High School Degree	Some College	Bachelor's Degree	Master's Degree	Professional/Doctorate
1996	Total	15.7	34.4	28.5	15.8	4.0	1.7
	Under 10	21.8	36.6	26.7	11.0	2.5	1.5
	10 - 24	21.2	35.0	26.9	12.9	2.6	1.4
	25 - 99	18.8	34.3	27.5	14.3	3.5	1.5
	100 - 499	14.5	36.2	27.9	15.9	4.2	1.4
	500 - 999	12.3	32.7	30.2	18.1	4.8	1.9
	1,000+	11.4	33.0	30.1	18.8	4.9	1.9
	500+	11.5	32.9	30.1	18.7	4.9	1.9
1995	Total	15.7	34.0	29.1	15.5	4.1	1.7
	Under 10	22.2	35.5	27.1	11.3	2.3	1.7
	10 - 24	20.8	34.9	26.9	12.8	3.1	1.5
	25 - 99	17.6	35.9	26.9	15.1	3.1	1.4
	100 - 499	14.3	34.3	29.4	15.7	4.7	1.7
	500 - 999	12.1	33.0	31.6	17.2	4.7	1.5
	1,000+	11.8	32.3	30.8	17.9	5.3	1.9
	500+	11.9	32.4	30.9	17.8	5.2	1.8
1994	Total	15.5	34.4	29.2	15.2	3.9	1.7
	Under 10	21.4	35.9	27.9	10.8	2.4	1.6
	10 - 24	20.9	35.8	27.3	11.8	2.8	1.5
	25 - 99	17.9	35.4	28.2	13.8	3.0	1.7
	100 - 499	14.4	34.5	29.3	16.0	4.1	1.7
	500 - 999	13.8	34.6	29.4	16.4	4.1	1.7
	1,000+	11.2	33.0	30.6	18.2	5.2	1.8
	500+	11.6	33.2	30.4	17.9	5.1	1.8
1993	Total	15.5	35.1	29.0	15.0	3.7	1.6
	Under 10	22.1	36.6	27.3	10.3	2.3	1.4
	10 - 24	19.2	36.3	27.8	12.7	2.6	1.3
	25 - 99	17.3	36.0	27.7	14.2	3.2	1.6
	100 - 499	15.6	35.4	28.5	15.0	4.0	1.6
	500 - 999	12.7	34.6	29.1	16.8	4.6	2.3
	1,000+	11.4	33.8	30.7	17.8	4.5	1.8
	500+	11.6	33.9	30.5	17.6	4.5	1.9
1992	Total	15.7	36.6	28.0	14.4	3.9	1.5
	Under 10	22.3	37.9	26.2	10.1	2.1	1.4
	10 - 24	20.6	36.0	28.2	11.1	2.9	1.3
	25 - 99	18.3	38.2	25.8	13.5	3.4	0.9
	100 - 499	15.3	37.6	27.1	14.5	3.9	1.7
	500 - 999	12.7	35.4	30.3	16.0	3.8	1.8
	1,000+	10.9	35.3	29.7	17.3	5.1	1.7
	500+	11.2	35.3	29.8	17.1	4.9	1.7

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

Table 3.5. Employees on Financial and Public Assistance by Employment Size of Firm, 1992-1996  
(Percent of employees)

Year	Employment Size of Firm	Financial Assistance	Public Assistance
1996	Total	0.89	1.32
	Under 10	1.03	1.75
	10 - 24	1.25	1.47
	25 - 99	0.93	1.32
	100 - 499	0.47	1.16
	500 - 999	1.02	1.40
	1,000+	0.88	1.15
	<500	0.89	1.42
	500+	0.90	1.19
1995	Total	0.87	1.28
	Under 10	0.95	1.47
	10 - 24	1.24	1.39
	25 - 99	0.74	1.23
	100 - 499	0.91	0.89
	500 - 999	0.87	1.35
	1,000+	0.77	1.33
	<500	0.94	1.23
	500+	0.78	1.33
1994	Total	1.00	1.28
	Under 10	1.23	1.54
	10 - 24	0.96	1.66
	25 - 99	1.21	1.31
	100 - 499	1.05	1.37
	500 - 999	0.73	1.37
	1,000+	0.85	0.99
	<500	1.12	1.45
	500+	0.83	1.05
1993	Total	1.02	1.44
	Under 10	1.25	2.13
	10 - 24	1.00	1.64
	25 - 99	1.20	1.72
	100 - 499	0.97	1.17
	500 - 999	0.92	1.13
	1,000+	0.90	1.14
	<500	1.11	1.66
	500+	0.90	1.14
1992	Total	1.05	1.40
	Under 10	1.47	2.18
	10 - 24	1.19	1.56
	25 - 99	0.96	1.36
	100 - 499	0.94	1.43
	500 - 999	0.71	1.06
	1,000+	0.97	1.09
	<500	1.13	1.63
	500+	0.93	1.09

Note: Financial assistance is money (excluding loans) regularly received from outside the household during the year. Public assistance is assistance (excluding food stamps and SSI) received from the government at any time in the year.

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

Table 3.6. Occupation Distribution of Full-time Employees by Employment Size of Firm, 1992-1996  
(Percent of employees)

Year	Employment Size of Firm	Management	Administrative support	Sales	Professional specialty	Service	Manufacturing	Other
1996	Total	14.8	13.6	11.7	11.4	10.3	23.0	15.2
	Under 10	11.6	11.2	13.7	7.9	14.4	22.4	18.9
	10 - 24	12.9	12.1	12.1	9.0	12.6	23.8	17.6
	25 - 99	15.0	12.5	10.2	9.5	11.4	26.3	15.2
	100 - 499	15.8	13.4	9.0	11.5	9.6	26.2	14.4
	500 - 999	15.8	14.6	8.5	15.2	9.5	22.6	13.9
	1,000+	15.9	15.5	13.0	13.7	8.0	20.4	13.7
	<500	13.9	12.3	11.1	9.6	11.9	24.8	16.4
	500+	15.9	15.3	12.3	13.9	8.2	20.7	13.7
1995	Total	14.2	14.2	11.9	11.2	10.3	22.8	15.5
	Under 10	11.2	11.0	13.7	7.9	14.8	22.4	19.0
	10 - 24	13.0	12.2	12.6	9.0	12.5	23.7	16.9
	25 - 99	14.4	13.6	11.1	9.4	10.4	25.1	16.1
	100 - 499	15.0	14.4	8.7	11.5	8.9	26.1	15.4
	500 - 999	13.9	15.6	9.7	14.0	9.3	23.0	14.6
	1,000+	15.3	16.0	13.0	13.3	8.4	20.4	13.6
	<500	13.4	12.8	11.5	9.5	11.6	24.4	16.8
	500+	15.1	15.9	12.5	13.4	8.5	20.8	13.8
1994	Total	13.8	14.1	12.0	10.7	10.4	23.5	15.4
	Under 10	10.7	11.6	12.7	7.7	14.4	23.4	19.5
	10 - 24	12.0	11.7	12.3	8.0	13.3	25.2	17.4
	25 - 99	13.7	13.2	11.2	9.5	11.0	25.7	15.8
	100 - 499	14.4	14.5	9.5	10.9	9.3	27.2	14.4
	500 - 999	13.4	15.2	9.6	12.3	9.2	25.7	14.7
	1,000+	15.6	16.0	13.5	12.8	8.4	20.2	13.7
	<500	12.8	12.8	11.3	9.1	11.9	25.4	16.7
	500+	15.2	15.9	12.9	12.7	8.5	21.0	13.8
1993	Total	13.6	14.8	11.6	10.4	10.6	23.2	15.8
	Under 10	11.5	11.7	13.0	7.5	15.1	22.2	19.1
	10 - 24	12.2	12.9	13.3	7.2	13.4	24.3	16.7
	25 - 99	14.1	13.4	10.3	8.3	11.0	25.7	17.2
	100 - 499	13.9	13.9	9.0	10.9	9.5	27.4	15.4
	500 - 999	12.0	15.4	9.3	14.5	9.1	23.5	16.3
	1,000+	14.7	17.5	12.7	12.7	8.5	20.4	13.7
	<500	13.0	13.0	11.2	8.6	12.1	25.0	17.1
	500+	14.3	17.2	12.2	12.9	8.5	20.8	14.0
1992	Total	13.4	15.2	11.7	10.0	10.6	23.3	15.7
	Under 10	9.8	12.1	12.8	7.2	17.1	22.0	19.0
	10 - 24	12.8	14.6	13.4	7.5	11.5	23.8	16.5
	25 - 99	14.3	13.4	10.5	7.9	11.7	26.0	16.3
	100 - 499	13.6	14.7	9.5	10.6	10.1	26.2	15.3
	500 - 999	14.5	17.9	9.0	12.2	8.8	22.3	15.4
	1,000+	14.5	17.4	12.9	12.4	7.6	21.2	14.1
	<500	12.7	13.7	11.3	8.4	12.6	24.6	16.7
	500+	14.5	17.4	12.3	12.3	7.8	21.4	14.3

Notes: Management includes executive, administrators, and managerial; manufacturing includes precision products, craft, repair, machine operators, assemblers, and inspectors; other includes technicians and related support, transportation and material moving, handlers, equipment cleaners, laborers, farming, forestry, and fishing.

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



Table 4.1. Employer Pension Plans by Employment Size of Firm, 1992-1996  
(Percent of employees)

Year	Employment Size of Firm	All Employees			Full-Time Employees				
		Firms with plans		No plan	Firms with plans		No plan	Included in plan	
		Included	Not included		Included	Not included		High Sch.	Bachelor's
1996	Total	42.2	14.1	43.7	48.3	11.7	40.0	46.0	63.0
	Under 10	12.0	5.1	82.9	15.2	5.2	79.7	14.3	22.2
	10 - 24	20.4	8.2	71.4	24.7	7.4	67.9	21.4	38.0
	25 - 99	34.7	12.7	52.6	39.6	11.2	49.2	38.9	52.3
	100 - 499	49.1	15.8	35.2	54.0	14.0	32.1	53.3	63.7
	500 - 999	55.2	18.0	26.8	61.8	14.5	23.7	58.7	68.6
	1,000+	58.7	18.5	22.8	67.3	14.3	18.4	63.5	89.6
	<500	30.0	10.7	59.3	34.4	9.6	56.0	33.1	44.8
	500+	58.2	18.4	23.4	66.5	14.3	19.1	62.8	86.6
1995	Total	41.2	12.8	46.0	47.0	10.8	42.1	45.0	56.6
	Under 10	10.7	4.5	84.8	13.3	4.3	82.4	11.6	23.8
	10 - 24	18.8	7.5	73.7	23.1	6.8	70.1	20.9	30.6
	25 - 99	35.0	11.2	53.8	39.7	10.3	50.0	37.8	53.9
	100 - 499	48.2	13.7	38.1	53.0	11.9	35.1	50.3	61.6
	500 - 999	54.2	15.4	30.4	61.1	12.6	26.3	58.7	68.2
	1,000+	58.2	17.7	24.1	66.6	14.2	19.3	64.7	75.2
	<500	28.9	9.4	61.7	33.0	8.5	58.5	30.9	43.4
	500+	57.6	17.4	25.0	65.8	13.9	20.3	63.8	74.2
1994	Total	40.8	13.8	45.4	47.1	11.5	41.5	45.5	56.1
	Under 10	10.8	5.2	84.0	14.0	4.6	81.4	12.9	18.1
	10 - 24	18.5	7.8	73.8	22.9	6.5	70.6	22.6	32.4
	25 - 99	32.1	12.3	55.6	36.9	11.3	51.8	35.0	48.0
	100 - 499	45.9	15.4	38.7	51.1	13.4	35.5	49.7	61.6
	500 - 999	54.6	16.9	28.5	60.5	14.8	24.7	61.4	70.5
	1,000+	58.9	18.5	22.6	68.1	14.5	17.4	65.5	77.5
	<500	27.6	10.4	61.9	32.1	9.2	58.8	30.8	40.8
	500+	58.3	18.3	23.5	67.0	14.5	18.5	64.9	76.5
1993	Total	39.0	12.1	48.9	44.8	10.2	45.0	43.1	55.2
	Under 10	10.8	4.4	84.9	13.8	4.3	82.0	12.0	29.2
	10 - 24	17.6	6.2	76.2	21.7	5.2	73.0	19.4	29.7
	25 - 99	29.9	9.6	60.5	34.5	8.7	56.8	33.8	45.6
	100 - 499	43.8	13.5	42.7	48.3	12.1	39.6	46.8	57.7
	500 - 999	51.3	15.6	33.1	58.0	12.7	29.3	55.3	70.4
	1,000+	56.9	16.9	26.2	65.4	13.7	21.0	63.6	74.0
	<500	26.5	8.7	64.8	30.5	7.8	61.6	29.0	41.7
	500+	56.1	16.7	27.2	64.3	13.5	22.2	62.3	73.5
1992	Total	39.4	12.6	48.0	45.3	10.7	44.0	44.2	52.8
	Under 10	9.2	4.1	86.7	11.8	4.1	84.1	10.1	16.9
	10 - 24	18.3	6.7	75.1	22.5	6.3	71.2	19.0	31.5
	25 - 99	29.2	10.4	60.4	33.8	9.0	57.2	35.4	39.8
	100 - 499	44.6	14.1	41.3	49.7	12.5	37.7	48.7	59.3
	500 - 999	52.6	16.4	31.0	59.1	14.5	26.3	58.8	67.1
	1,000+	58.6	17.5	23.9	67.2	14.2	18.6	65.8	74.9
	<500	26.3	9.1	64.6	30.4	8.2	61.3	29.5	37.8
	500+	57.8	17.4	24.9	66.1	14.2	19.7	64.8	73.8

Notes: Employer pensions plans include current and former employers, and unions. Total firms with plans represents the percent of employees that worked for any employer during the year that offered a pension plan to any employee.

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

Table 4.2. Health Insurance by Employment Size of Firm, 1992-1996  
(Percent of employees covered at any point in the year)

Year	Employment Size of Firm	All Employees				Full-Time Employees					
		Belonging to Empl. Plan	Employer-Paid			Belonging to Empl. Plan	Employer-Paid			Belonging to Empl. Plan	
			All	Some	None		All	Some	None	High Sch.	Bachelor's
1996	Total	56.0	15.1	38.1	2.9	63.9	17.4	43.6	2.9	61.7	74.8
	Under 10	26.4	11.1	12.5	2.8	32.9	14.1	16.0	2.8	30.8	45.3
	10 - 24	39.4	14.4	22.5	2.5	47.5	17.5	27.4	2.6	44.8	60.3
	25 - 99	54.7	15.8	36.4	2.5	61.6	18.0	41.2	2.5	60.8	75.5
	100 - 499	64.4	16.6	44.6	3.2	70.6	18.1	49.3	3.2	69.0	81.4
	500 - 999	67.0	15.1	49.2	2.7	75.7	17.3	55.7	2.8	72.7	82.4
	1,000+	67.9	16.0	48.8	3.1	77.1	18.1	55.8	3.2	74.3	86.3
	<500	47.1	14.5	29.8	2.8	53.9	16.9	34.2	2.8	52.2	66.3
	500+	67.7	15.8	48.8	3.0	76.9	18.0	55.8	3.1	74.0	85.7
1995	Total	56.0	15.7	37.0	3.3	63.7	18.1	42.3	3.3	62.2	74.9
	Under 10	26.0	11.2	11.2	3.6	32.1	14.2	14.2	3.7	32.1	46.4
	10 - 24	39.3	15.3	20.9	3.1	46.6	18.4	25.3	2.9	44.6	62.2
	25 - 99	55.2	17.5	34.4	3.3	62.4	19.9	39.2	3.3	61.6	75.8
	100 - 499	65.0	17.7	43.9	3.4	71.5	19.5	48.4	3.5	68.8	80.4
	500 - 999	65.9	16.0	46.9	3.0	73.3	17.6	52.6	3.1	70.2	84.3
	1,000+	68.4	16.2	49.0	3.3	77.8	18.4	56.1	3.3	76.3	86.3
	<500	47.0	15.4	28.2	3.4	53.7	18.0	32.3	3.4	52.3	66.6
	500+	68.1	16.1	48.7	3.2	77.1	18.3	55.6	3.3	75.4	86.0
1994	Total	55.5	-	52.6	2.9	63.6	-	60.7	2.9	62.4	74.7
	Under 10	25.8	-	23.0	2.9	32.2	-	29.4	2.8	31.6	47.0
	10 - 24	36.9	-	34.2	2.7	44.5	-	41.9	2.6	44.7	61.5
	25 - 99	53.6	-	50.6	3.0	61.1	-	58.0	3.1	61.5	74.4
	100 - 499	64.2	-	61.1	3.1	71.0	-	68.0	3.0	69.6	79.7
	500 - 999	68.5	-	66.2	2.3	76.0	-	73.7	2.3	73.1	86.9
	1,000+	68.1	-	65.2	3.0	78.0	-	75.0	3.1	76.1	85.9
	<500	45.9	-	43.0	2.9	52.9	-	50.0	2.9	52.5	66.1
	500+	68.2	-	65.3	2.9	77.7	-	74.8	3.0	75.6	86.1
1993	Total	55.5	16.2	36.5	2.9	63.5	18.8	41.9	2.8	61.8	74.2
	Under 10	25.4	11.1	11.2	3.0	32.2	14.9	14.1	3.3	30.3	46.2
	10 - 24	39.0	15.1	20.9	3.0	47.3	18.8	25.6	2.9	46.5	63.2
	25 - 99	52.9	17.8	32.2	3.0	60.9	20.7	37.1	3.1	60.0	72.3
	100 - 499	63.1	17.2	42.8	3.1	69.9	19.0	47.7	3.1	67.9	80.8
	500 - 999	66.2	15.9	47.2	3.1	74.1	17.8	53.5	2.8	74.7	81.1
	1,000+	69.0	17.5	49.0	2.6	78.0	19.7	55.9	2.4	75.5	85.8
	<500	45.9	15.3	27.5	3.0	53.3	18.3	31.9	3.1	51.9	66.1
	500+	68.6	17.2	48.7	2.6	77.5	19.4	55.6	2.5	75.4	85.1
1992	Total	54.3	16.3	35.5	2.4	62.6	19.1	40.9	2.6	61.5	73.0
	Under 10	22.5	11.0	9.8	1.7	29.8	14.8	12.8	2.1	30.1	41.1
	10 - 24	36.8	14.2	20.5	2.1	44.8	17.6	24.8	2.4	41.9	59.5
	25 - 99	51.7	17.6	31.6	2.6	59.6	20.3	36.5	2.8	60.7	72.6
	100 - 499	62.9	17.8	42.5	2.7	70.0	20.0	47.4	2.7	68.9	81.4
	500 - 999	67.4	18.5	46.5	2.4	75.9	21.0	52.5	2.4	74.5	83.1
	1,000+	68.0	17.6	47.8	2.6	77.7	20.1	54.7	2.9	75.4	85.3
	<500	44.5	15.3	26.9	2.3	52.0	18.3	31.2	2.5	51.6	64.5
	500+	67.9	17.7	47.6	2.6	77.4	20.2	54.4	2.8	75.3	85.0

Notes: The category of Some for 1994 includes All. Employer health plans include current employers, former employers, and unions. Employees may belong to their employer's plan, another private plan, or a public plan.

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

Table 5.1. Characteristics of the Self-Employed, 1992-1996

Characteristic	1992		1993		1994		1995		1996	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Total	12,701,563	100.0	12,313,766	100.0	12,908,189	100.0	11,603,584	100.0	11,303,095	100.0
Self-Emp/Labor Force		9.9		9.5		9.8		8.8		8.4
Sex										
Female	4,445,346	35.0	4,572,388	37.1	4,949,179	38.3	4,406,421	38.0	4,226,242	37.4
Male	8,256,217	65.0	7,741,378	62.9	7,959,010	61.7	7,197,163	62.0	7,076,853	62.6
Race										
Asian / Amer. Ind.	453,649	3.6	434,864	3.5	406,508	3.1	412,631	3.6	496,066	4.4
Black	600,444	4.7	645,608	5.2	752,781	5.8	750,837	6.5	675,654	6.0
White	11,647,470	91.7	11,233,294	91.2	11,748,900	91.0	10,440,116	90.0	10,131,374	89.6
Origin or Descent										
Hispanic	633,239	5.0	677,680	5.5	668,670	5.2	673,898	5.8	662,710	5.9
Other	12,068,324	95.0	11,636,086	94.5	12,239,519	94.8	10,929,686	94.2	10,640,385	94.1
Age										
<25	623,456	4.9	723,774	5.9	886,594	6.9	660,179	5.7	648,776	5.7
25-34	2,680,434	21.1	2,613,673	21.2	2,656,033	20.6	2,196,666	18.9	2,159,111	19.1
35-44	3,822,714	30.1	3,574,059	29.0	3,819,161	29.6	3,526,544	30.4	3,409,999	30.2
45-54	2,967,368	23.4	2,822,001	22.9	3,078,371	23.8	2,762,924	23.8	2,751,536	24.3
55-64	1,735,873	13.7	1,710,940	13.9	1,610,863	12.5	1,571,185	13.5	1,567,798	13.9
65+	871,718	6.9	869,319	7.1	857,167	6.6	886,089	7.6	765,870	6.8
Educational Level										
High School or Less	5,695,866	44.8	5,214,527	42.3	5,358,326	41.5	4,953,582	42.7	4,517,673	40.0
Some College	3,401,864	26.8	3,413,481	27.7	3,561,146	27.6	3,099,011	26.7	3,068,581	27.1
Bachelors or Above	3,603,833	28.4	3,685,758	29.9	3,988,717	30.9	3,550,991	30.6	3,716,841	32.9
Earnings in the Previous Year (1996 Dollars)										
<\$5,000	5,182,487	40.8	5,244,660	42.6	5,845,022	45.3	5,147,653	44.4	4,565,499	40.4
\$5,000-24,999	4,444,557	35.0	4,009,061	32.6	4,084,905	31.6	3,859,726	33.3	3,948,578	34.9
\$25,000-49,999	1,819,571	14.3	1,834,442	14.9	1,904,122	14.8	1,595,388	13.7	1,538,560	13.6
\$50,000+	1,254,949	9.9	1,225,603	10.0	1,074,140	8.3	1,000,817	8.6	1,250,459	11.1
Industry										
Agr., For., & Fish.	490,553	3.9	436,045	3.5	401,836	3.1	550,450	4.7	509,372	4.5
Mining	30,444	0.2	27,116	0.2	32,381	0.3	28,998	0.2	22,843	0.2
Construction	1,605,291	12.6	1,514,889	12.3	1,594,709	12.4	1,463,242	12.6	1,432,018	12.7
Manufacturing	825,315	6.5	896,416	7.3	934,759	7.2	802,157	6.9	826,268	7.3
Tr., Comm., & PU	539,116	4.2	521,441	4.2	602,877	4.7	609,027	5.2	500,084	4.4
Wholesale Trade	396,602	3.1	440,380	3.6	447,908	3.5	344,476	3.0	339,298	3.0
Retail Trade	1,986,103	15.6	1,912,284	15.5	1,791,315	13.9	1,594,302	13.7	1,452,548	12.9
Fin, Ins, & Real Est.	857,724	6.8	732,748	6.0	854,200	6.6	797,856	6.9	688,163	6.1
Services	5,101,372	40.2	5,042,785	41.0	5,543,899	42.9	4,772,760	41.1	4,860,546	43.0
Unknown	869,043	6.8	789,662	6.4	704,305	5.5	640,316	5.5	671,955	5.9

Notes: Represents individuals with any self-employment earnings in the year. Asian / Amer. Ind. = Asian, Pacific, American Indian and Aleut Eskimo. Industry is the current status and may represent a job other than the self-employment activity. Agr.=agriculture, For.=forestry, Fish.=fishing, Tr.=transportation, Comm.=communication, PU=public utility, Fin.=finance, Ins.=insurance.

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

Table 5.2. Distribution of Owners by Owner Characteristic, 1992  
(Percent of Owners, unless noted)

	Total		Gender Female	Race				Percent Born in the United States
	Number	Percent		Asian or Pacific, Am. Ind. or Ale	Black	White	Hispanic	
Total	19,287,648	100.0	33.4	3.6	3.3	88.9	4.2	90.6
Employer Size								
0	15,583,586	80.8	35.0	3.4	3.7	88.4	4.4	91.0
1 - 4	2,057,934	10.7	27.8	4.7	2.0	89.7	3.6	88.9
5 - 9	717,863	3.7	28.6	4.8	1.3	90.8	3.0	89.4
10 - 19	436,516	2.3	25.7	4.1	0.8	92.2	2.9	90.1
20 - 49	292,445	1.5	21.9	3.6	1.0	93.1	2.3	91.0
50 - 99	108,176	0.6	19.7	2.7	0.6	95.2	1.6	93.2
100+	91,128	0.5	16.5	1.7	0.8	96.0	1.4	94.5
Industry								
Agr. Srv., For., Fish., Min.	648,074	3.4	20.5	2.5	1.6	90.7	5.1	91.6
Construction	1,973,461	10.2	11.1	1.6	2.3	91.0	5.1	94.0
Manufacturing	639,469	3.3	29.0	3.5	1.7	91.5	3.2	90.6
Tr., Comm., and Util.	752,946	3.9	21.2	3.5	6.7	83.4	6.5	87.4
Wholesale Trade	648,722	3.4	28.9	3.9	1.3	91.7	3.2	90.7
Retail Trade	2,717,455	14.1	44.1	5.7	3.3	86.8	4.2	87.0
Fin., Ins., and Real Est.	2,797,739	14.5	28.1	3.4	1.6	92.8	2.1	93.4
Services	8,216,918	42.6	40.1	3.6	4.1	87.9	4.4	90.3
Not Classified	892,865	4.6	32.2	3.3	4.4	86.3	6.0	90.6

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Although Hispanic is an origin, it is included as a race. Am. Ind. or Ale = American Indian or Aleut Eskimo. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance.

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

Table 5.3. Age Distribution of Owners, 1992  
(Percent of Owners)

	Age					
	Under 25	25-34	35-44	45-54	55-64	65+
Total	2.4	15.0	28.7	24.3	18.5	11.0
Employer Size						
0	2.8	16.2	27.8	23.1	18.7	11.4
1 - 4	0.6	11.0	33.1	28.7	17.1	9.4
5 - 9	1.0	10.0	31.4	30.1	19.2	8.3
10 - 19	1.5	11.5	34.0	25.6	17.3	10.2
20 - 49	1.2	10.6	29.0	29.0	18.6	11.7
50 - 99	1.4	10.3	24.5	26.4	23.0	14.3
100+	2.1	8.0	26.7	32.0	20.3	11.0
Industry						
Agr. Srv., For., Fish., Min.	4.2	13.9	32.9	20.5	18.9	9.7
Construction	3.1	21.1	29.8	21.9	16.5	7.5
Manufacturing	1.6	15.3	29.5	21.9	18.9	12.9
Trans., Comm., and Util.	2.6	14.6	27.8	26.6	18.9	9.6
Wholesale Trade	1.8	11.1	27.8	28.0	18.1	13.2
Retail Trade	2.4	16.7	27.5	24.4	19.3	9.7
Fin., Ins., and Real Est.	0.9	6.9	21.2	27.3	25.2	18.5
Services	2.4	16.4	31.3	23.6	16.6	9.7
Not Classified	6.5	15.1	29.8	23.5	15.0	9.9

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance.

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

Table 5.4. Method Business Was Acquired, 1992  
(Percent of Owners)

	Original Founder	Received transfer of ownership / gift	Purchased	Inherited	Other
Total	73.0	11.1	10.7	2.9	2.3
Employer Size					
0	77.2	8.2	10.1	1.7	2.7
1 - 4	65.5	14.8	15.1	4.0	0.6
5 - 9	53.7	25.9	13.7	6.4	0.3
10 - 19	46.2	30.9	10.9	11.6	0.4
20 - 49	45.2	35.1	7.3	10.6	1.8
50 - 99	33.5	38.0	5.0	22.4	1.1
100+	29.8	41.3	6.3	22.5	0.2
Industry					
Agr. Srv., For., Fish., Min.	70.4	13.2	11.2	3.3	1.9
Construction	83.4	8.6	3.5	2.5	2.0
Manufacturing	67.3	14.9	8.8	8.4	0.6
Trans., Comm., and Util.	65.5	8.1	20.3	2.2	4.0
Wholesale Trade	67.8	14.4	10.6	6.3	1.0
Retail Trade	56.5	16.1	21.1	3.2	3.2
Fin., Ins., and Real Est.	63.8	20.1	9.7	4.3	2.2
Services	81.0	6.9	8.5	1.7	1.9
Not Classified	78.9	3.8	11.6	1.1	4.6

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance.

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

Table 5.5. Distribution of Businesses by Starting Year, 1992  
(Percent of Owners)

	Year Started (or Acquired by Current Owner)						
	Before 1980	1980-85	1986-88	1989	1990	1991	1992
Total	22.4	19.6	18.0	8.3	8.5	9.2	14.1
Employer Size							
0	20.0	18.2	17.6	8.3	8.8	10.1	16.9
1 - 4	28.3	25.4	20.3	8.8	7.5	5.9	3.8
5 - 9	34.5	24.0	19.2	6.5	8.1	5.0	2.8
10 - 19	32.3	24.4	18.1	7.9	6.5	6.2	4.5
20 - 49	32.2	25.9	17.1	6.3	5.3	8.8	4.5
50 - 99	39.5	23.1	16.5	7.9	4.5	4.1	4.5
100+	35.0	31.2	19.8	4.0	4.0	2.2	3.9
Industry							
Agr. Srv., For., Fish., Min.	25.5	18.6	17.5	7.8	9.1	8.5	12.9
Construction	24.8	16.2	13.2	9.4	9.4	9.5	17.7
Manufacturing	26.2	20.7	17.4	6.4	7.8	9.0	12.5
Trans., Comm., and Util.	16.8	18.0	18.2	9.2	8.4	9.1	20.3
Wholesale Trade	24.2	18.9	19.0	7.5	9.3	10.6	10.5
Retail Trade	22.1	18.4	16.7	7.7	8.7	10.4	16.0
Fin., Ins., and Real Est.	28.9	24.6	20.8	6.6	5.1	7.9	6.2
Services	19.6	19.8	18.7	9.1	9.6	9.1	14.2
Not Classified	16.1	15.0	16.5	7.0	7.8	10.7	26.9

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance.

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

Table 5.6. Distribution of Firms by Owner Characteristic, 1992  
(Percent of Firms, unless noted)

	Total		Gender Female	Race			
	Number	Percent		Asian or Pacific, Am. Ind. or Ale	Black	White	Hispanic
Total	17,253,143	100.0	34.1	3.5	3.6	88.4	4.5
Employer Size							
0	14,554,022	84.4	35.7	3.4	3.9	88.1	4.6
1 - 4	1,716,076	9.9	25.4	4.5	2.2	89.6	3.8
5 - 9	503,808	2.9	26.7	4.5	1.6	90.5	3.4
10 - 19	256,110	1.5	26.4	3.9	1.1	91.6	3.3
20 - 49	144,734	0.8	24.5	3.5	1.2	92.5	2.8
50 - 99	45,331	0.3	22.5	2.4	1.0	94.6	2.1
100+	33,062	0.2	20.2	2.1	1.0	94.8	2.0
Industry							
Agr. Srv., For., Fish., Min.	583,253	3.4	20.5	2.6	1.8	90.0	5.6
Construction	1,829,620	10.6	10.0	1.5	2.4	90.8	5.3
Manufacturing	517,714	3.0	29.4	3.7	2.0	90.7	3.6
Trans., Comm., and Util.	698,903	4.1	20.3	3.5	7.0	82.7	6.8
Wholesale Trade	538,339	3.1	28.7	3.7	1.4	91.6	3.3
Retail Trade	2,478,045	14.4	44.1	5.3	3.5	86.8	4.4
Fin., Ins., and Real Est.	1,941,029	11.3	31.1	3.3	2.1	92.0	2.5
Services	7,784,016	45.1	40.6	3.5	4.3	87.7	4.5
Not Classified	882,224	5.1	32.0	3.2	4.5	86.3	6.0

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Although Hispanic is an origin, it is included as a race.

Am. Ind. or Ale = American Indian or Aleut Eskimo

Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance.

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



Table 5.7. Firm Characteristics, 1992  
(Percent of Firms, unless noted)

	Business Operated in a Residence		Franchised Firms	Exporting Firms	Percent of Sales that Were Exports			
	When First Established	Currently			< 1	1 to 9	10 to 49	50 +
Total	56.5	53.4	3.1	1.8	0.7	0.4	0.3	0.4
Employer Size								
0	62.6	60.2	2.9	1.6	0.5	0.3	0.3	0.4
1 - 4	31.4	27.3	2.9	2.2	0.6	0.8	0.4	0.3
5 - 9	23.6	13.6	3.5	2.7	0.5	1.0	0.6	0.5
10 - 19	16.8	8.2	9.9	4.3	1.4	1.6	1.0	0.4
20 - 49	13.9	6.0	14.0	6.9	1.5	3.2	1.6	0.6
50 - 99	9.3	1.4	21.0	11.6	4.8	4.3	2.0	0.5
100+	8.3	0.3	14.5	14.7	2.9	6.6	4.6	0.5
Industry								
Agr. Srv., For., Fish., Min.	58.8	57.7	0.9	1.6	0.7	0.2	0.1	0.6
Construction	81.9	77.5	0.6	0.3	0.3	-	-	-
Manufacturing	55.2	51.7	1.4	9.3	3.3	2.8	1.9	1.2
Trans., Comm., and Util.	54.3	52.5	4.7	1.5	0.2	0.5	0.2	0.6
Wholesale Trade	58.3	52.8	3.5	8.0	1.8	2.6	1.8	1.9
Retail Trade	44.5	41.6	8.0	1.5	0.9	0.3	0.1	0.2
Fin., Ins., and Real Est.	36.0	35.5	6.8	1.0	-	0.7	0.3	-
Services	59.0	55.8	1.5	1.5	0.4	0.3	0.3	0.4
Not Classified	63.9	58.1	2.4	1.1	0.7	0.2	-	0.1

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance.

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

Table 5.8. Business Survival Rates, 1992 to 1996  
(Percent of Firms)

	Year the Business Closed				Surviving Until
	1992	1993	1994	1995	1996
Total	7.3	6.7	5.8	4.7	75.5
Employer Size (1992)					
0	8.3	7.7	6.5	5.1	72.4
1 - 4	3.7	1.4	2.1	3.2	89.6
5 - 9	1.0	1.6	2.6	3.3	91.5
10 - 19	1.4	1.3	2.3	2.2	92.9
20 - 49	0.4	1.4	3.7	2.4	92.1
50 - 99	1.1	1.0	1.7	1.7	94.4
100+	1.4	2.7	3.8	0.8	91.3
Industry					
Agr. Srv., For., Fish., Min.	8.3	3.9	4.0	7.0	76.8
Construction	7.9	9.2	4.3	6.8	71.8
Manufacturing	5.1	4.6	5.3	3.4	81.6
Trans., Comm., and Util.	8.5	7.2	5.7	7.6	70.9
Wholesale Trade	6.9	6.7	5.6	3.0	77.7
Retail Trade	6.9	4.8	5.5	5.0	77.8
Fin., Ins., and Real Est.	3.6	3.9	6.3	3.7	82.6
Services	8.0	7.3	6.2	4.2	74.3
Not Classified	11.4	9.5	6.6	4.8	67.6

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners. Agr.Srv.=agriculture services, For.=forestry, Fish.=fishing, Min.=mining, Tr.=transportation, Comm.=communication, Util.=utility, Fin.=finance, Ins.=insurance.

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