

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

ILLINOIS



1.2 million Small Businesses
99.6% of Illinois Businesses

2.5 million Small Business Employees
45.5% of Illinois Employees

EMPLOYMENT
68,276
net new jobs

DIVERSITY
311,609
minority-owned
businesses

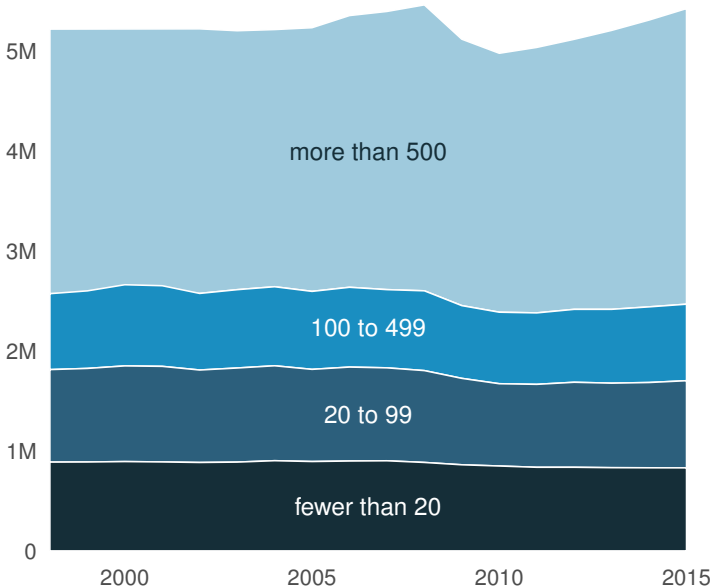
TRADE
20,192
small business
exporters

OVERALL ILLINOIS ECONOMY

- In the third quarter of 2017, Illinois grew at an annual rate of **3.5%**, which was faster than the overall US growth rate of **3.4%**. Illinois's 2016 growth rate of **1.0%** was down from the 2015 rate of **1.2%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.8%**, down from **5.2%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Illinois Employment by Business Size (Employees)



- Illinois small businesses employed **2.5 million** people, or **45.5%** of the private workforce, in 2015. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.3%** during the 12-month period ending in January 2018. This was above the decrease of **0.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **68,276** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **37,179** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **11,282** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2015 Statistics of US Businesses (SUSB), 2012 Survey of Business Owners (SBO), and 2015 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks decreased by 23 between June 2016 and June 2017 to 459 banks. (Source: FDIC)
- In 2016, 206,410 loans under \$100,000 (valued at \$2.8 billion) were issued by Illinois lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$51,453 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$24,280. (Source: ACS)

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

EMPLOYER BUSINESS OWNER DEMOGRAPHICS

Figure 2: Illinois Employees per Business by Owner's Demographic, 2015

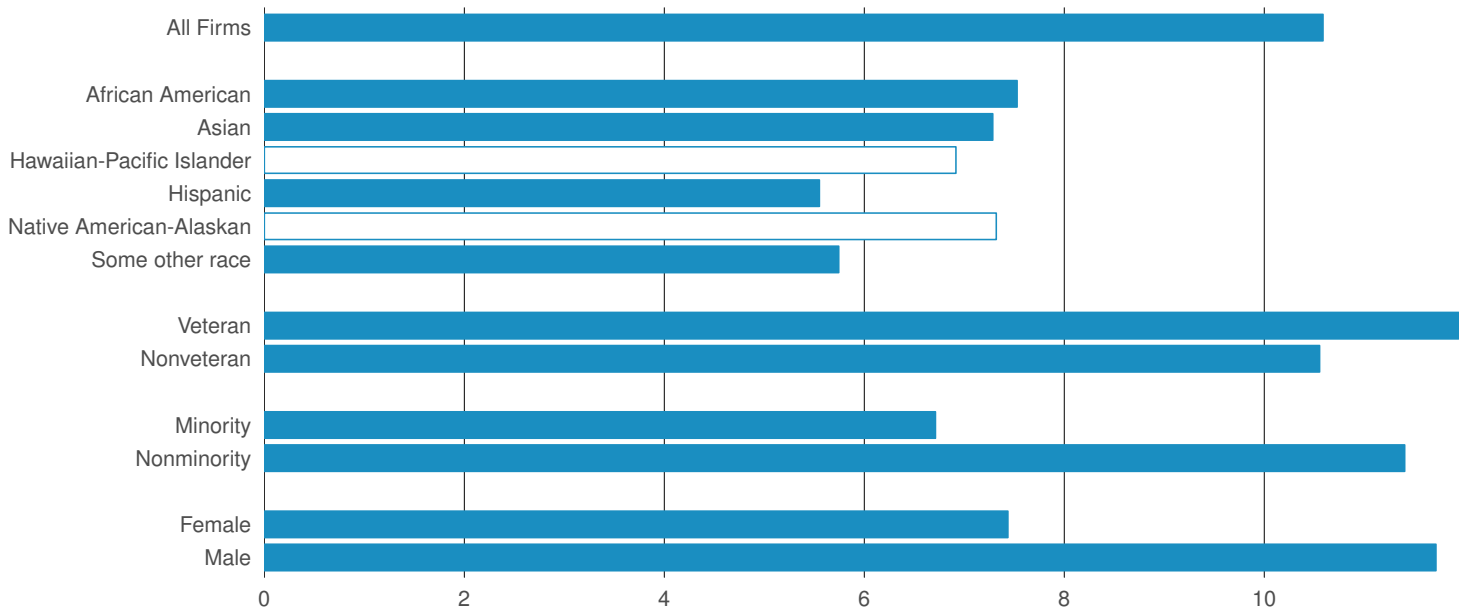
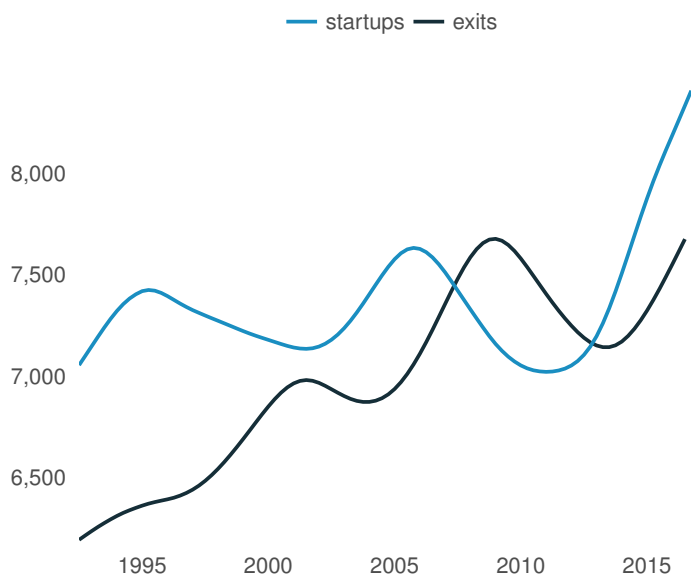


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Illinois Quarterly Startups and Exits



- In the third quarter of 2016, 7,597 establishments started up, generating 31,194 new jobs in Illinois. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 8,193 establishments exited resulting in 30,473 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1992 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

The BLS data covers only business establishments with employees. BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings. Quarterly startup and exit values may not align with Figure 3 due to smoothing.

INTERNATIONAL TRADE

- A total of 22,510 companies exported goods from Illinois in 2015. Of these, 20,192, or 89.7%, were small firms; they generated 25.9% of Illinois's \$57.9 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Illinois Employment by Industry, 2015

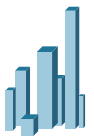



 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	353,980	796,016	44.5
Accommodation and Food Services	317,124	506,747	62.6
Manufacturing	264,778	540,999	48.9
Professional, Scientific, and Technical Services	218,155	403,049	54.1
Other Services (except Public Administration)	210,440	249,650	84.3
Retail Trade	203,803	626,903	32.5
Wholesale Trade	170,737	316,297	54.0
Construction	163,902	198,152	82.7
Administrative, Support, and Waste Management	150,510	518,574	29.0
Finance and Insurance	103,189	334,298	30.9
Transportation and Warehousing	79,174	242,399	32.7
Educational Services	68,318	167,097	40.9
Real Estate and Rental and Leasing	51,762	76,489	67.7
Arts, Entertainment, and Recreation	50,717	79,139	64.1
Information	35,636	123,407	28.9
Management of Companies and Enterprises	16,728	208,258	8.0
Mining, Quarrying, and Oil and Gas Extraction	5,539	9,497	58.3
Utilities	2,733	28,014	9.8
Agriculture, Forestry, and Fishing and Hunting	1,268	1,988	63.8
Industries not classified	576	576	100.0
Total	2,469,069	5,427,549	45.5

Figure 4: Illinois Small Business Employment by County, 2015

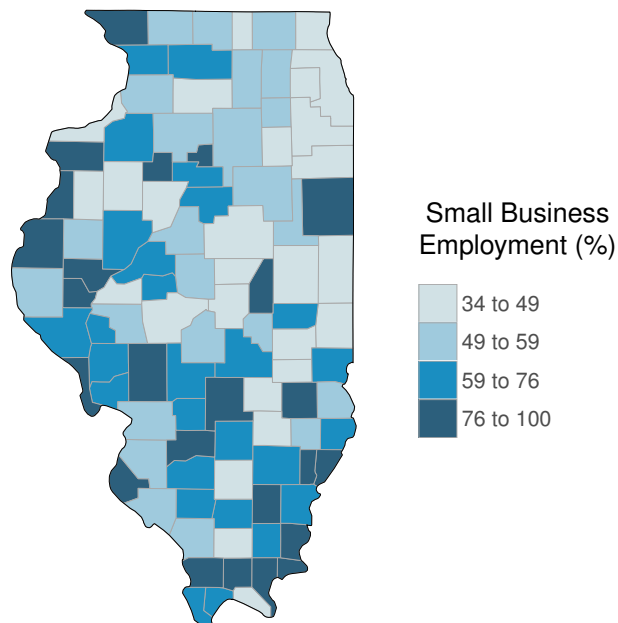


Table 2: Illinois Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	36,199	33,580	127,678	163,877
Other Services (except Public Administration)	29,471	27,259	151,746	181,217
Construction	28,330	26,614	91,574	119,904
Health Care and Social Assistance	25,775	22,310	93,006	118,781
Retail Trade	23,392	20,982	69,541	92,933
Accommodation and Food Services	21,156	16,564	13,181	34,337
Wholesale Trade	14,345	11,574	14,376	28,721
Administrative, Support, and Waste Management	14,166	12,492	75,182	89,348
Transportation and Warehousing	13,365	12,222	100,068	113,433
Finance and Insurance	11,835	10,597	30,380	42,215
Manufacturing	11,724	8,361	10,665	22,389
Real Estate and Rental and Leasing	9,882	9,203	92,271	102,153
Arts, Entertainment, and Recreation	4,294	3,659	49,692	53,986
Educational Services	3,794	2,934	30,059	33,853
Information	2,828	2,332	11,435	14,263
Mining, Quarrying, and Oil and Gas Extraction	437	379	1,969	2,406
Agriculture, Forestry, and Fishing and Hunting	300	286	4,957	5,257
Utilities	150	105	550	700
Total	251,324	221,965	968,330	1,219,654

Figure 4 and Tables 1 and 2 display data from the 2015 SUSB. Table 2 includes additional data from the 2015 Nonemployer Statistics (NES).

REFERENCES

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xQT4w>.

- ASE Annual Survey of Entrepreneurs, US Census Bureau
- BEA Bureau of Economic Analysis, US Department of Commerce
- BDM Business Employment Dynamics, BLS
- BLS Bureau of Labor Statistics, US Department of Labor
- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SBO Survey of Business Owners, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

MISSOURI



523,459 Small Businesses
99.4% of Missouri Businesses

1.1 million Small Business Employees
47.0% of Missouri Employees

EMPLOYMENT
32,557
net new jobs

DIVERSITY
61,000
minority-owned
businesses

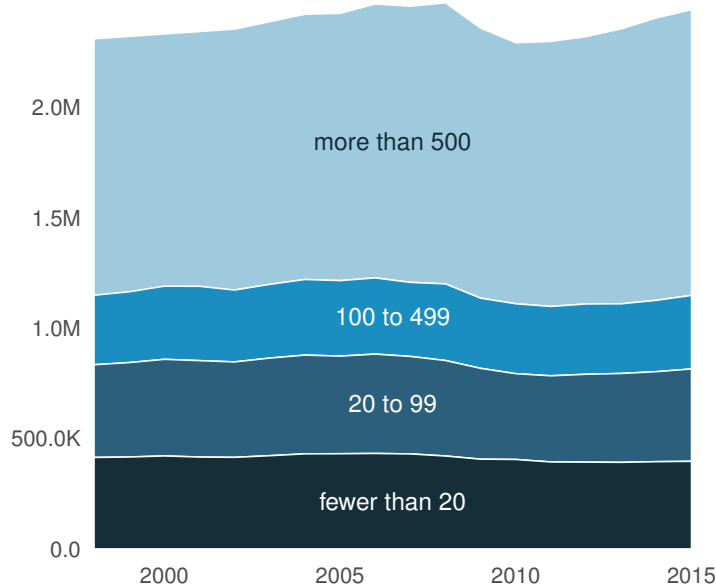
TRADE
5,088
small business
exporters

OVERALL MISSOURI ECONOMY

- In the third quarter of 2017, Missouri grew at an annual rate of **3.6%**, which was faster than the overall US growth rate of **3.4%**. Missouri's 2016 growth rate of **0.3%** was down from the 2015 rate of **1.5%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.7%**, down from **4.1%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Missouri Employment by Business Size (Employees)



- Missouri small businesses employed **1.1 million** people, or **47.0%** of the private workforce, in 2015. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.01%** during the 12-month period ending in January 2018. This was above the decrease of **0.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **32,557** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **19,908** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **5,711** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 13 between June 2016 and June 2017 to 275 banks. (Source: FDIC)
- In 2016, 86,830 loans under \$100,000 (valued at \$1.2 billion) were issued by Missouri lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,414 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$22,207. (Source: ACS)

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

EMPLOYER BUSINESS OWNER DEMOGRAPHICS

Figure 2: Missouri Employees per Business by Owner's Demographic, 2015

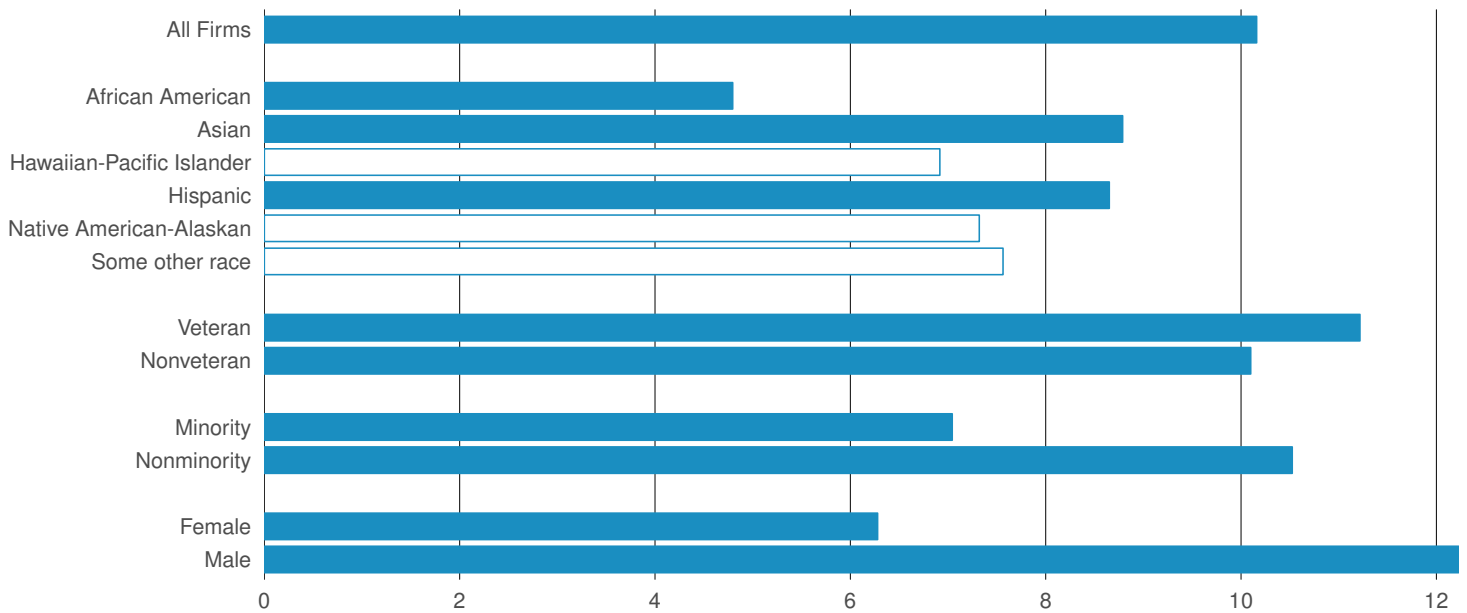
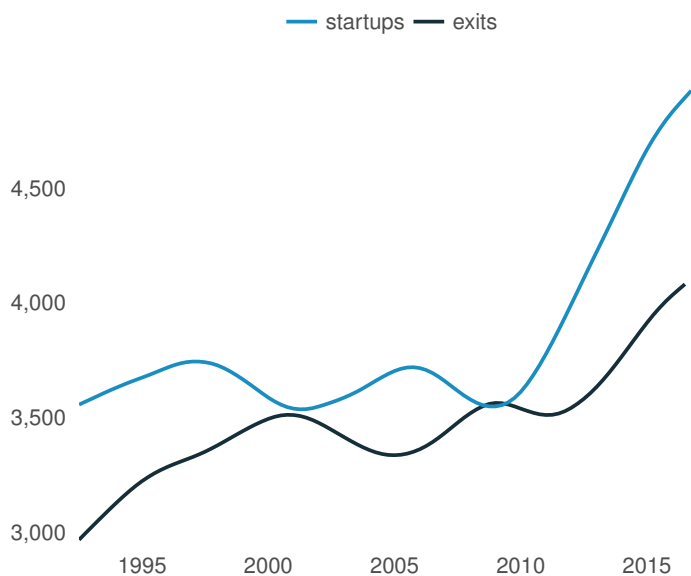


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Missouri Quarterly Startups and Exits



- In the third quarter of 2016, 3,700 establishments started up, generating 12,189 new jobs in Missouri. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,317 establishments exited resulting in 11,211 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1992 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

The BLS data covers only business establishments with employees. BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings. Quarterly startup and exit values may not align with Figure 3 due to smoothing.

INTERNATIONAL TRADE

- A total of 6,008 companies exported goods from Missouri in 2015. Of these, 5,088, or 84.7%, were small firms; they generated 26.8% of Missouri's \$12.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Missouri Employment by Industry, 2015





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	188,523	411,306	45.8
Accommodation and Food Services	153,381	254,254	60.3
Retail Trade	112,897	315,657	35.8
Manufacturing	101,332	259,969	39.0
Other Services (except Public Administration)	95,859	109,894	87.2
Construction	95,858	114,231	83.9
Professional, Scientific, and Technical Services	81,372	157,455	51.7
Wholesale Trade	70,024	125,652	55.7
Administrative, Support, and Waste Management	62,257	168,313	37.0
Finance and Insurance	44,231	128,444	34.4
Transportation and Warehousing	33,482	81,944	40.9
Educational Services	30,387	75,205	40.4
Real Estate and Rental and Leasing	25,004	36,180	69.1
Arts, Entertainment, and Recreation	23,061	40,745	56.6
Information	12,261	56,075	21.9
Management of Companies and Enterprises	9,756	84,174	11.6
Utilities	3,200	15,717	20.4
Mining, Quarrying, and Oil and Gas Extraction	2,275	3,682	61.8
Industries not classified	1,766	1,766	100.0
Agriculture, Forestry, and Fishing and Hunting	1,413	1,653	85.5
Total	1,148,339	2,442,316	47.0

Figure 4: Missouri Small Business Employment by County, 2015

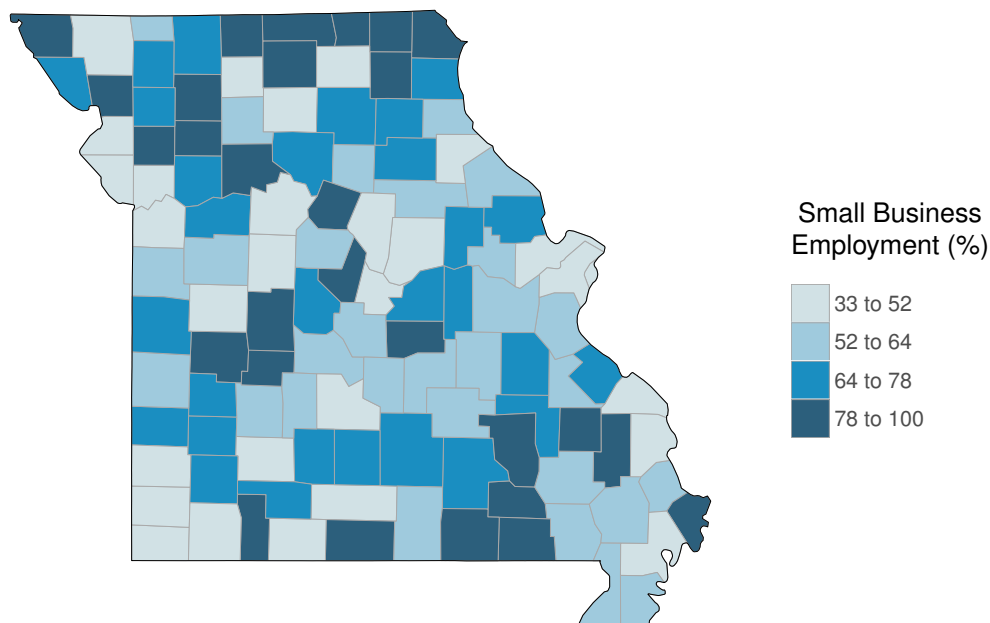


Table 2: Missouri Small Businesses by Industry and Firm Size, 2015






 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Health Care and Social Assistance	23,980	22,104	28,516	52,496
Other Services (except Public Administration)	14,075	13,034	66,476	80,551
Construction	12,808	11,758	50,550	63,358
Professional, Scientific, and Technical Services	12,139	11,165	45,664	57,803
Retail Trade	12,095	10,648	39,508	51,603
Accommodation and Food Services	8,773	6,358	5,104	13,877
Administrative, Support, and Waste Management	6,359	5,645	32,273	38,632
Wholesale Trade	5,640	4,387	6,450	12,090
Finance and Insurance	5,321	4,802	13,268	18,589
Manufacturing	5,017	3,732	6,212	11,229
Real Estate and Rental and Leasing	4,790	4,476	45,791	50,581
Transportation and Warehousing	3,834	3,355	21,152	24,986
Arts, Entertainment, and Recreation	1,946	1,646	20,570	22,516
Educational Services	1,408	1,059	10,104	11,512
Information	1,082	881	4,331	5,413
Agriculture, Forestry, and Fishing and Hunting	270	256	5,485	5,755
Mining, Quarrying, and Oil and Gas Extraction	147	106	354	501
Utilities	89	43	283	372
Total	121,368	107,503	402,091	523,459

Figure 4 and Tables 1 and 2 display data from the 2015 SUSB. Table 2 includes additional data from the 2015 Nonemployer Statistics (NES).

REFERENCES

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- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

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IOWA



267,733 Small Businesses
99.3% of Iowa Businesses

646,525 Small Business Employees
48.3% of Iowa Employees

EMPLOYMENT
17,970
net new jobs

DIVERSITY
14,686
minority-owned
businesses

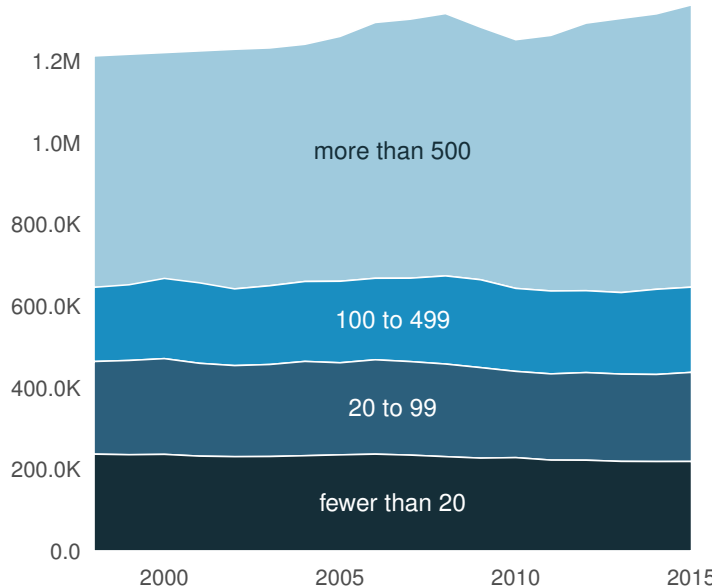
TRADE
2,672
small business
exporters

OVERALL IOWA ECONOMY

- In the third quarter of 2017, Iowa grew at an annual rate of **2.2%**, which was slower than the overall US growth rate of **3.4%**. Iowa's 2016 growth rate of **1.6%** was down from the 2015 rate of **4.0%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **2.9%**, down from **3.4%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Iowa Employment by Business Size (Employees)



- Iowa small businesses employed **646,525** people, or **48.3%** of the private workforce, in 2015. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.1%** during the 12-month period ending in January 2018. This was above the decrease of **0.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **17,970** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **8,320** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **3,417** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 7 between June 2016 and June 2017 to 301 banks. (Source: FDIC)
- In 2016, 39,195 loans under \$100,000 (valued at \$631.1 million) were issued by Iowa lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$44,504 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$25,494. (Source: ACS)

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

EMPLOYER BUSINESS OWNER DEMOGRAPHICS

Figure 2: Iowa Employees per Business by Owner's Demographic, 2015

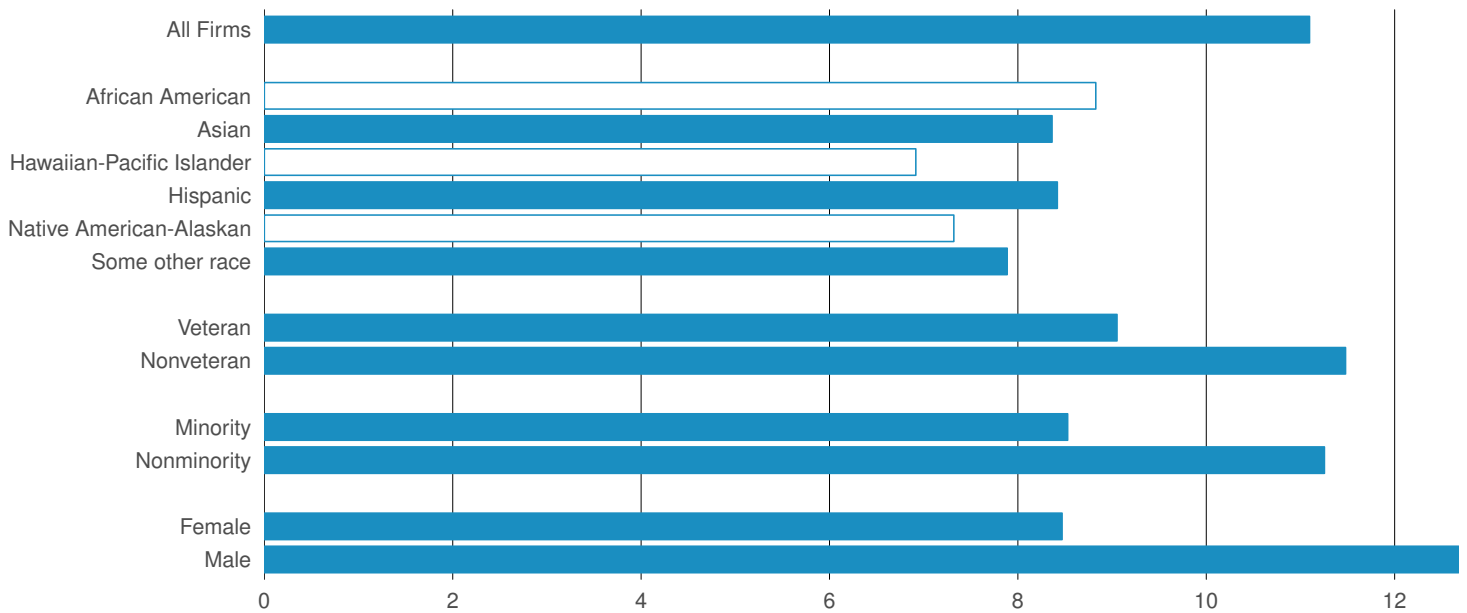
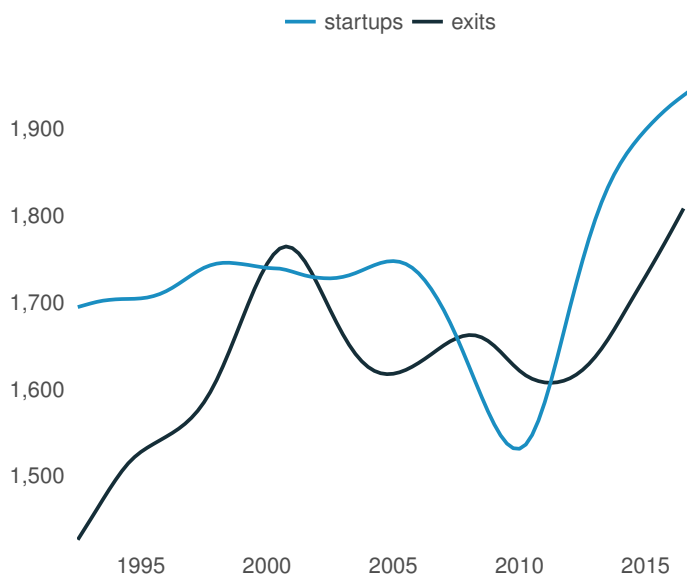


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Iowa Quarterly Startups and Exits



- In the third quarter of 2016, 1,892 establishments started up, generating 7,238 new jobs in Iowa. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,879 establishments exited resulting in 6,523 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1992 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

The BLS data covers only business establishments with employees. BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings. Quarterly startup and exit values may not align with Figure 3 due to smoothing.

INTERNATIONAL TRADE

- A total of 3,221 companies exported goods from Iowa in 2015. Of these, 2,672, or 83.0%, were small firms; they generated 18.9% of Iowa's \$11.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Iowa Employment by Industry, 2015





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	111,406	219,531	50.7
Accommodation and Food Services	82,669	118,733	69.6
Manufacturing	68,246	211,610	32.3
Retail Trade	64,475	184,663	34.9
Construction	56,062	64,083	87.5
Other Services (except Public Administration)	47,591	52,699	90.3
Wholesale Trade	45,027	67,914	66.3
Professional, Scientific, and Technical Services	35,586	55,059	64.6
Finance and Insurance	32,410	93,674	34.6
Administrative, Support, and Waste Management	26,564	77,330	34.4
Transportation and Warehousing	20,516	55,985	36.6
Arts, Entertainment, and Recreation	14,748	19,792	74.5
Educational Services	12,293	37,085	33.1
Real Estate and Rental and Leasing	9,779	12,891	75.9
Information	9,027	30,607	29.5
Management of Companies and Enterprises	5,149	24,037	21.4
Agriculture, Forestry, and Fishing and Hunting	1,776	2,574	69.0
Utilities	1,659	8,012	20.7
Mining, Quarrying, and Oil and Gas Extraction	1,406	2,003	70.2
Industries not classified	136	136	100.0
Total	646,525	1,338,418	48.3

Figure 4: Iowa Small Business Employment by County, 2015

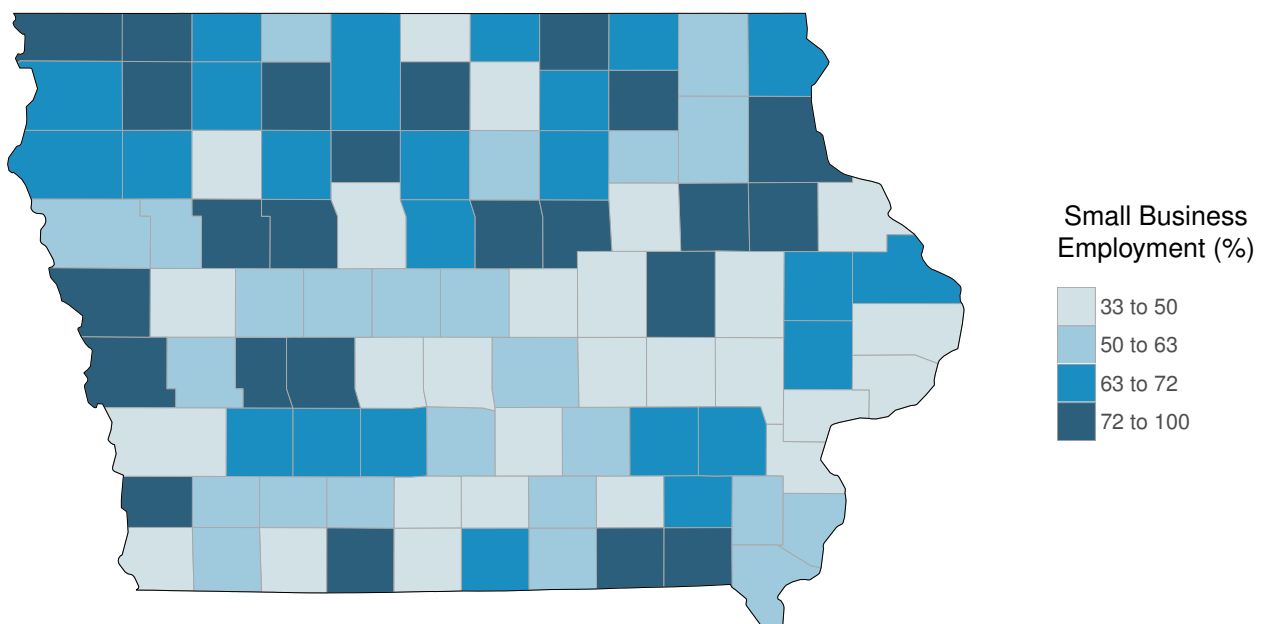


Table 2: Iowa Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	8,431	8,007	31,489	39,920
Construction	8,382	7,779	25,900	34,282
Retail Trade	6,973	6,138	22,574	29,547
Professional, Scientific, and Technical Services	5,619	5,176	20,282	25,901
Accommodation and Food Services	5,419	4,206	2,750	8,169
Health Care and Social Assistance	5,419	4,286	19,698	25,117
Finance and Insurance	3,359	2,994	7,775	11,134
Wholesale Trade	3,062	2,330	3,147	6,209
Administrative, Support, and Waste Management	2,997	2,695	13,798	16,795
Transportation and Warehousing	2,994	2,691	11,175	14,169
Manufacturing	2,738	1,902	3,040	5,778
Real Estate and Rental and Leasing	2,246	2,111	23,676	25,922
Arts, Entertainment, and Recreation	1,376	1,208	9,638	11,014
Information	741	608	2,159	2,900
Educational Services	647	499	4,815	5,462
Agriculture, Forestry, and Fishing and Hunting	300	281	4,979	5,279
Utilities	76	40	224	300
Mining, Quarrying, and Oil and Gas Extraction	62	43	48	110
Total	60,566	53,088	207,167	267,733

Figure 4 and Tables 1 and 2 display data from the 2015 SUSB. Table 2 includes additional data from the 2015 Nonemployer Statistics (NES).

REFERENCES

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2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

INDIANA



508,924 Small Businesses
99.4% of Indiana Businesses

1.2 million Small Business Employees
45.0% of Indiana Employees

EMPLOYMENT
33,267
net new jobs

DIVERSITY
61,209
minority-owned
businesses

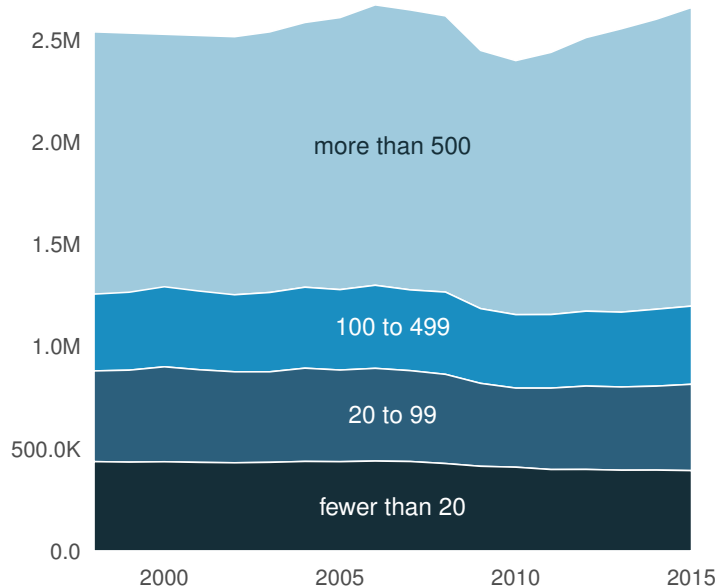
TRADE
7,076
small business
exporters

OVERALL INDIANA ECONOMY

- In the third quarter of 2017, Indiana grew at an annual rate of **2.7%**, which was slower than the overall US growth rate of **3.4%**. Indiana's 2016 growth rate of **2.5%** was up from the 2015 rate of **0.8%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.3%**, down from **3.8%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Indiana Employment by Business Size (Employees)



- Indiana small businesses employed **1.2 million** people, or **45.0%** of the private workforce, in 2015. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.4%** during the 12-month period ending in January 2018. This was below the increase of **0.8%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **33,267** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **16,139** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **8,533** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2015 Statistics of US Businesses (SUSB), 2012 Survey of Business Owners (SBO), and 2015 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks decreased by 5 between June 2016 and June 2017 to 111 banks. (Source: FDIC)
- In 2016, 73,616 loans under \$100,000 (valued at \$1.2 billion) were issued by Indiana lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,276 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,730. (Source: ACS)

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

EMPLOYER BUSINESS OWNER DEMOGRAPHICS

Figure 2: Indiana Employees per Business by Owner's Demographic, 2015

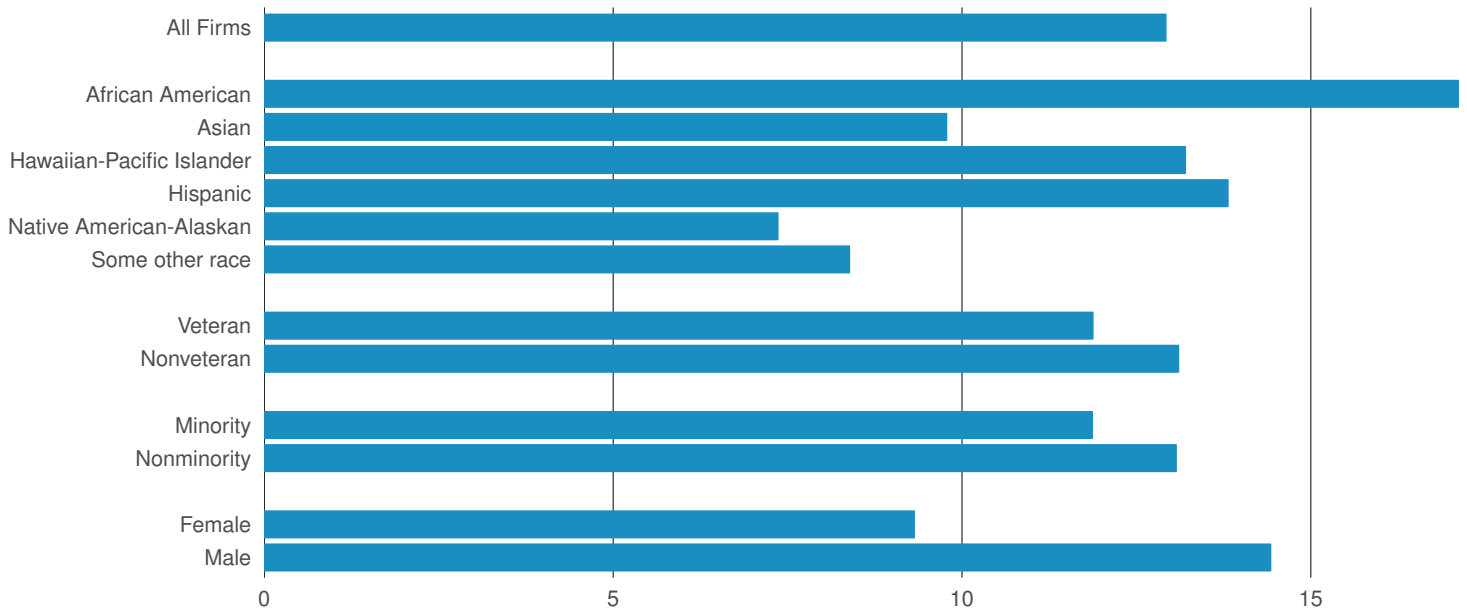
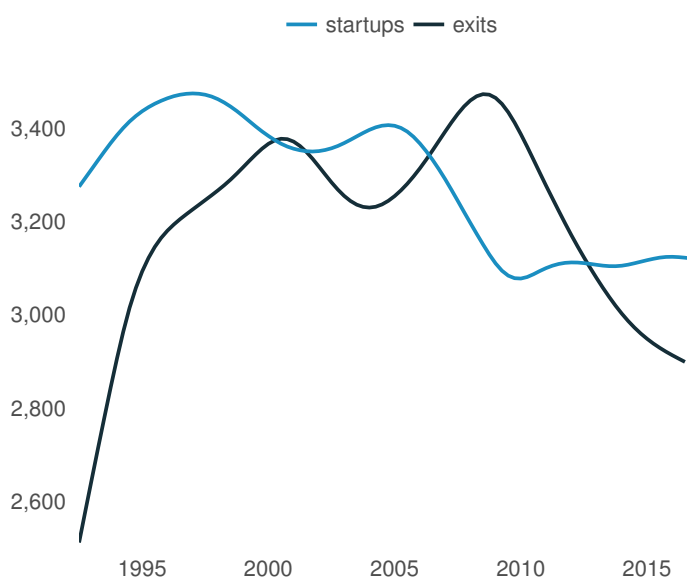


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE).

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Indiana Quarterly Startups and Exits



- In the third quarter of 2016, 3,189 establishments started up, generating 12,739 new jobs in Indiana. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,045 establishments exited resulting in 11,221 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1992 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

The BLS data covers only business establishments with employees. BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings. Quarterly startup and exit values may not align with Figure 3 due to smoothing.

INTERNATIONAL TRADE

- A total of 8,313 companies exported goods from Indiana in 2015. Of these, 7,076, or 85.1%, were small firms; they generated 17.4% of Indiana's \$31.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Indiana Employment by Industry, 2015

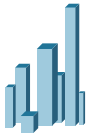



 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Manufacturing	180,882	489,137	37.0
Health Care and Social Assistance	169,908	418,733	40.6
Accommodation and Food Services	153,330	269,899	56.8
Retail Trade	112,525	317,863	35.4
Other Services (except Public Administration)	108,374	125,707	86.2
Construction	97,308	117,203	83.0
Professional, Scientific, and Technical Services	72,168	111,959	64.5
Wholesale Trade	66,455	129,252	51.4
Administrative, Support, and Waste Management	61,690	206,965	29.8
Transportation and Warehousing	41,167	123,332	33.4
Finance and Insurance	37,647	98,502	38.2
Educational Services	24,460	68,282	35.8
Arts, Entertainment, and Recreation	23,523	33,471	70.3
Real Estate and Rental and Leasing	22,916	32,599	70.3
Information	12,141	42,870	28.3
Management of Companies and Enterprises	7,547	51,319	14.7
Utilities	3,112	15,667	19.9
Mining, Quarrying, and Oil and Gas Extraction	1,967	6,036	32.6
Agriculture, Forestry, and Fishing and Hunting	971	1,445	67.2
Industries not classified	262	262	100.0
Total	1,198,353	2,660,503	45.0

Figure 4: Indiana Small Business Employment by County, 2015

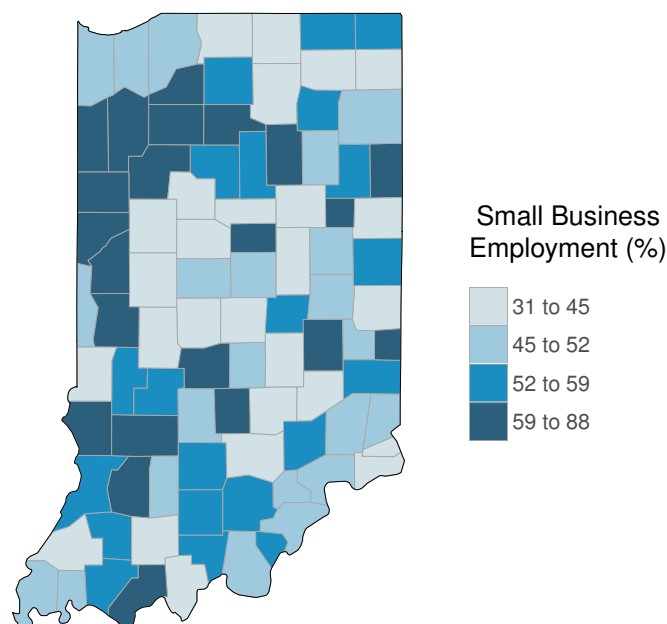


Table 2: Indiana Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	14,773	13,583	68,865	83,638
Construction	12,775	11,735	47,370	60,145
Retail Trade	11,748	10,361	40,611	52,359
Professional, Scientific, and Technical Services	11,593	10,680	45,161	56,754
Health Care and Social Assistance	9,853	8,206	28,194	38,047
Accommodation and Food Services	9,072	6,796	4,934	14,006
Manufacturing	6,468	4,299	6,998	13,466
Administrative, Support, and Waste Management	5,909	5,184	33,940	39,849
Wholesale Trade	5,453	4,176	6,477	11,930
Finance and Insurance	4,471	4,062	11,515	15,986
Real Estate and Rental and Leasing	4,457	4,144	43,537	47,994
Transportation and Warehousing	4,208	3,570	24,270	28,478
Arts, Entertainment, and Recreation	1,968	1,679	19,733	21,701
Educational Services	1,450	1,138	12,237	13,687
Information	911	717	4,633	5,544
Agriculture, Forestry, and Fishing and Hunting	240	227	4,000	4,240
Utilities	166	122	342	508
Mining, Quarrying, and Oil and Gas Extraction	140	107	729	869
Total	105,378	90,961	403,546	508,924

Figure 4 and Tables 1 and 2 display data from the 2015 SUSB. Table 2 includes additional data from the 2015 Nonemployer Statistics (NES).

REFERENCES

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xQT4w>.

- ASE Annual Survey of Entrepreneurs, US Census Bureau
- BEA Bureau of Economic Analysis, US Department of Commerce
- BDM Business Employment Dynamics, BLS
- BLS Bureau of Labor Statistics, US Department of Labor
- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SBO Survey of Business Owners, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

WHAT'S NEW WITH SMALL BUSINESS?

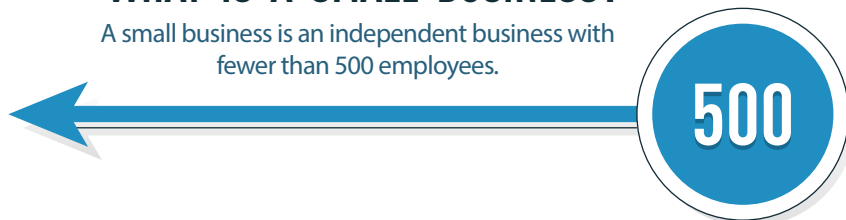
August, 2018

U.S. SMALL BUSINESS ADMINISTRATION
OFFICE OF ADVOCACY

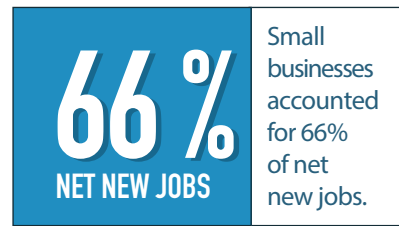
REGULATION • RESEARCH • OUTREACH

WHAT IS A SMALL BUSINESS?

A small business is an independent business with fewer than 500 employees.

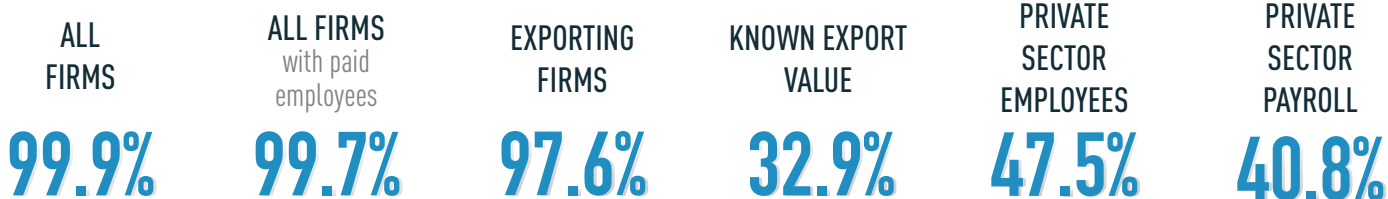


NET NEW JOBS



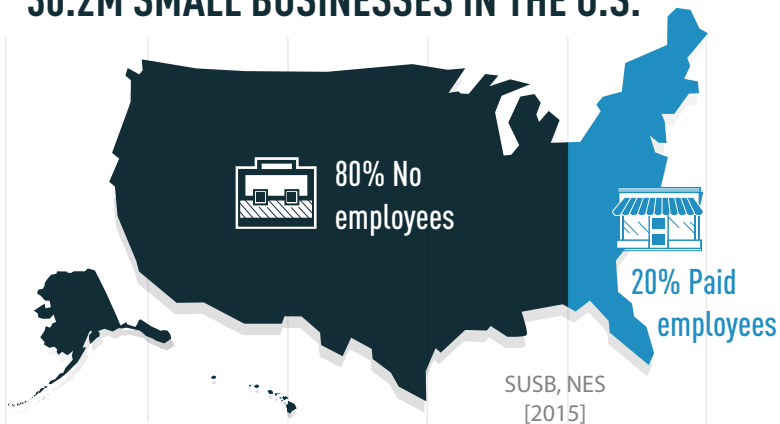
BED, [2000-2017]

SMALL BUSINESSES COMPRISE:



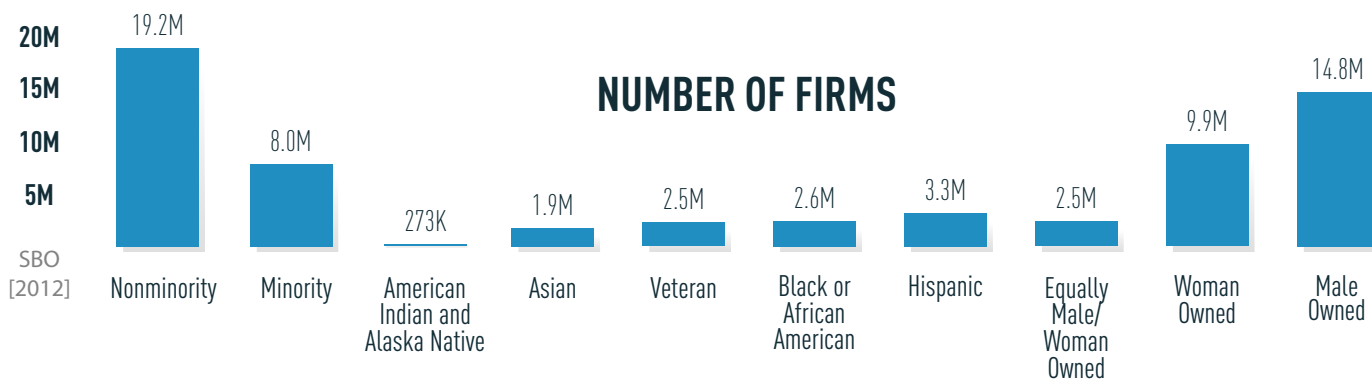
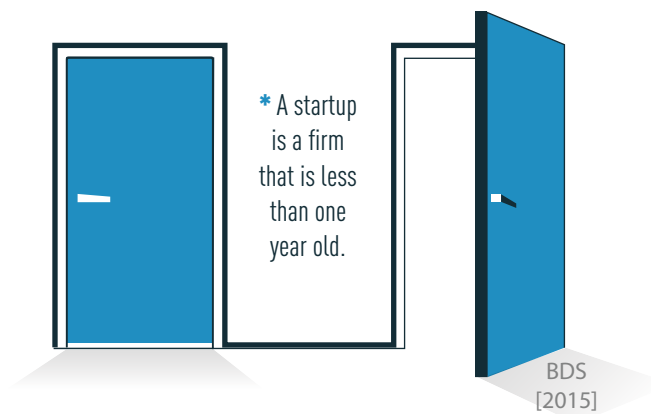
SUSB, NES [2015], ITA [2015]

30.2M SMALL BUSINESSES IN THE U.S.



396K CLOSURES

414K STARTUPS*



US CENSUS BUREAU

NES Nonemployer Statistics
BDS Business Dynamics Statistics
SBO Survey of Business Owners
SUSB Statistics of US Businesses

BED Business Employment Dynamics, Bureau of Labor Statistics
ITA International Trade Administration, US Department of Commerce

For even more information visit www.sba.gov/advocacy

2018 SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

UNITED STATES



30.2 million Small Businesses
99.9% of United States Businesses

58.9 million Small Business Employees
47.5% of United States Employees

EMPLOYMENT
1.9 million
net new jobs

DIVERSITY
8.0 million
minority-owned
businesses

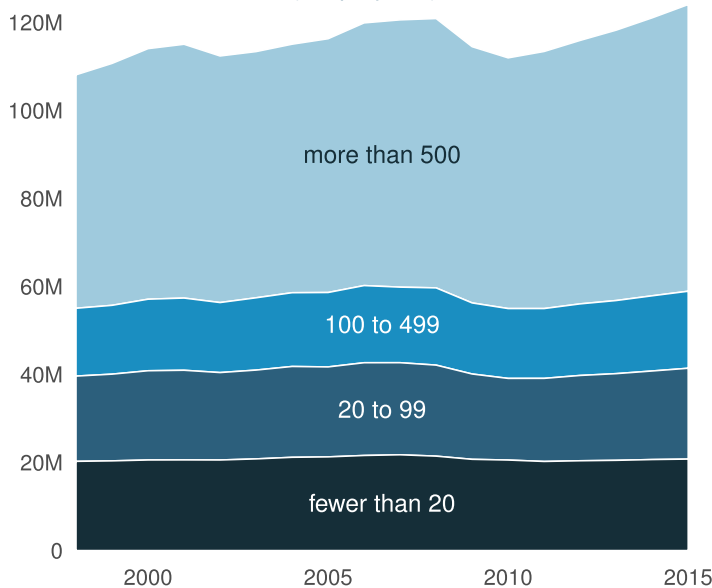
TRADE
287,835
small business
exporters

OVERALL UNITED STATES ECONOMY

- Multiple economic indicators consistently signaled a strengthening US economy in 2017. In the third quarter of 2017, the United States grew at an annual rate of **3.4%**. The United States's 2016 growth rate of **1.5%** was down from the 2015 rate of **2.7%**. (Source: BEA)
- The employment situation in the United States continued to improve. In February 2018, the unemployment rate was **4.1%**, down from **4.7%** in February 2017. (Source: CPS)

EMPLOYMENT

Figure 1: United States Employment by Business Size (Employees)



- United States small businesses employed **58.9 million** people, or **47.5%** of the private workforce, in 2015. (Source: SUSB)
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: SUSB)
- Private-sector employment increased **1.8%** during the 12-month period ending in February 2018. This was above the increase of **1.0%** during the prior 12-month period. (Source: CPS)
- The number of proprietors increased in 2016 by **2.3%** relative to the previous year. (Source: BEA)
- Small businesses created **1.9 million** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **1.1 million** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **387,874** net jobs. (Source: SUSB)

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, minority small business ownership, and exporter share statistics are based on the 2015 Statistics of US Businesses (SUSB), 2012 Survey of Business Owners (SBO), and 2015 International Trade Administration (ITA) data, respectively.

INCOME AND FINANCE

- The number of banks decreased by 271 between June 2016 and June 2017 to 5,787 banks. (Source: FDIC)
- In 2016, 5.7 million loans under \$100,000 (valued at \$82.6 billion) were issued by United States lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,347 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$23,060. (Source: ACS)

Median income represents earnings from all sources. Unincorporated self-employment income includes unpaid family workers, a very small percent of the unincorporated self-employed.

EMPLOYER BUSINESS OWNER DEMOGRAPHICS

Figure 2: United States Employees per Business by Owner's Demographic, 2015

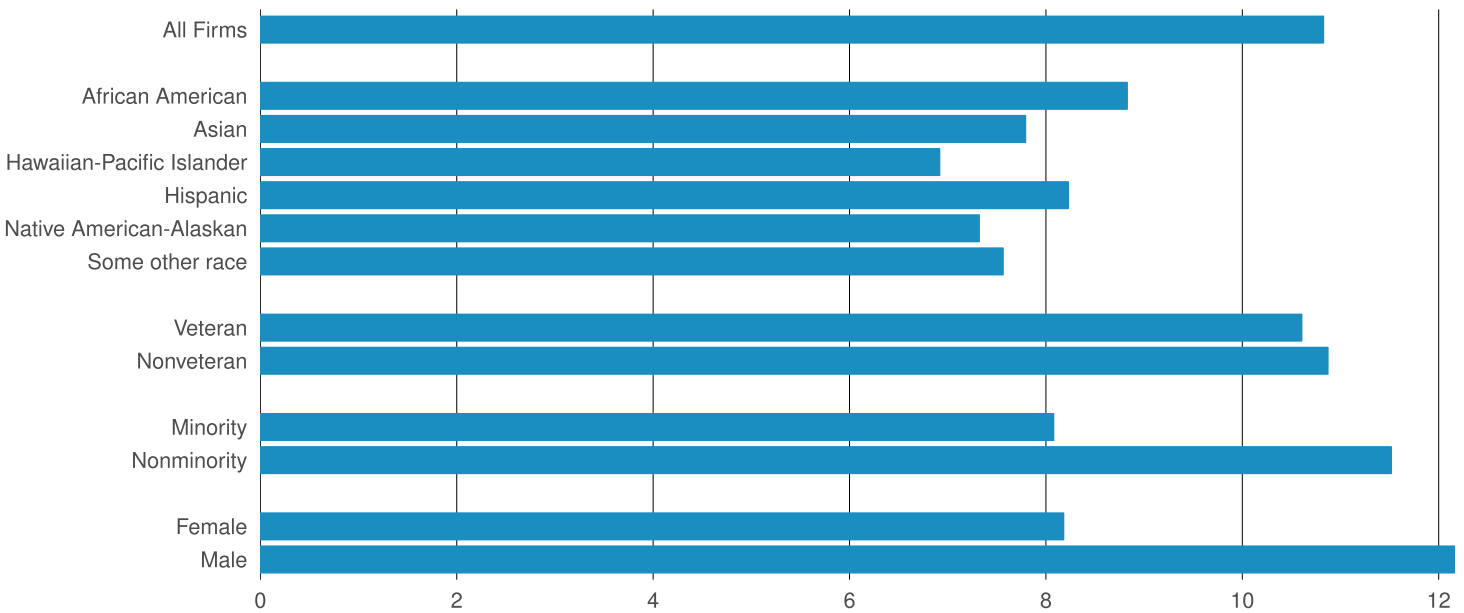
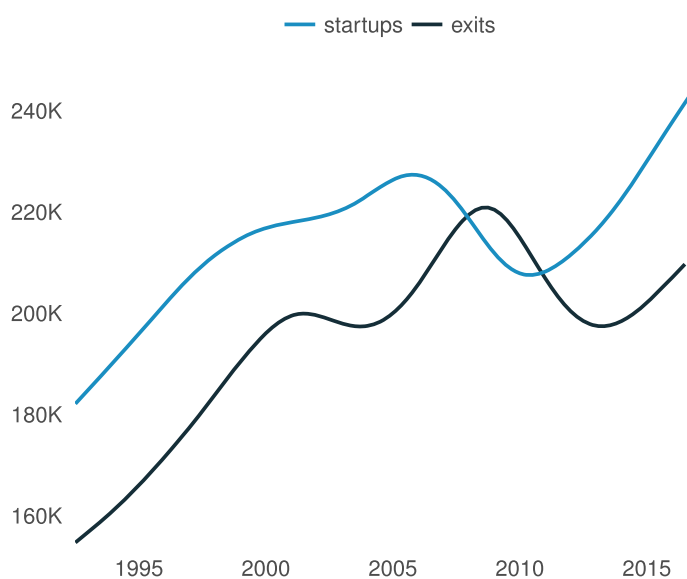


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE).

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: United States Quarterly Startups and Exits



- In the third quarter of 2016, 240,000 establishments started up, generating 872,000 new jobs in the United States. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 215,000 establishments exited resulting in 749,000 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1992 to 2016. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

The BLS data covers only business establishments with employees. BLS refers to startups as births and exits as deaths. These terms are distinct from the BLS openings and closings categories. Openings include seasonal re-openings and closings include seasonal shutterings. Quarterly startup and exit values may not align with Figure 3 due to smoothing.

INTERNATIONAL TRADE

- A total of 294,834 companies exported goods from the United States in 2015. Of these, 287,835, or 97.6%, were small firms; they generated 32.9% of the United States's \$1.3 trillion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: United States Employment by Industry, 2015





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	8,687,568	19,221,864	45.2
Accommodation and Food Services	7,997,654	13,196,892	60.6
Retail Trade	5,514,378	15,704,167	35.1
Manufacturing	5,155,086	11,605,501	44.4
Professional, Scientific, and Technical Services	5,075,601	8,798,260	57.7
Construction	4,944,116	6,008,286	82.3
Other Services (except Public Administration)	4,626,826	5,401,233	85.7
Administrative, Support, and Waste Management	3,625,057	11,112,465	32.6
Wholesale Trade	3,486,807	6,076,109	57.4
Finance and Insurance	1,920,066	6,135,914	31.3
Transportation and Warehousing	1,650,009	4,616,568	35.7
Educational Services	1,603,707	3,642,170	44.0
Real Estate and Rental and Leasing	1,410,530	2,065,427	68.3
Arts, Entertainment, and Recreation	1,370,194	2,230,822	61.4
Information	897,225	3,394,317	26.4
Management of Companies and Enterprises	404,386	3,308,759	12.2
Mining, Quarrying, and Oil and Gas Extraction	296,005	743,660	39.8
Agriculture, Forestry, and Fishing and Hunting	136,254	160,144	85.1
Utilities	112,523	639,234	17.6
Industries not classified	24,155	24,155	100.0
Total	58,938,147	124,085,947	47.5

Figure 4: United States Small Business Employment by County, 2015

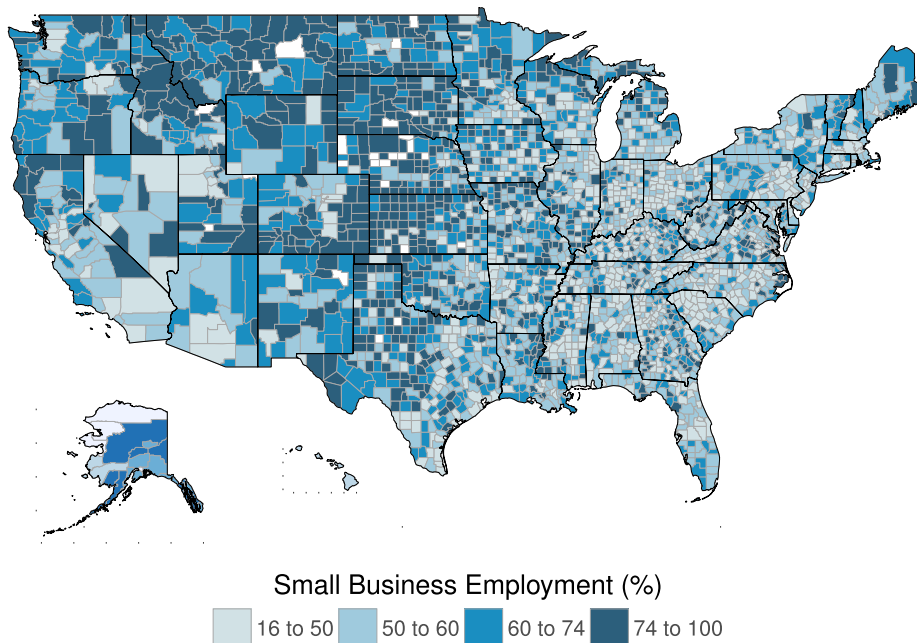
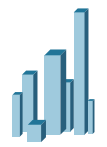


Table 2: United States Small Businesses by Industry and Firm Size, 2015



Industry



1-499 Employees



1-20 Employees



Nonemployer
Firms



Total Small Firms

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	796,737	747,952	3,410,855	4,207,592
Other Services (except Public Administration)	680,783	635,810	3,695,012	4,375,795
Construction	668,196	615,701	2,430,014	3,098,210
Health Care and Social Assistance	652,900	569,088	1,978,850	2,631,750
Retail Trade	650,133	594,267	1,985,553	2,635,686
Accommodation and Food Services	515,566	401,142	371,413	886,979
Administrative, Support, and Waste Management	331,964	295,202	2,069,144	2,401,108
Wholesale Trade	304,031	262,019	417,272	721,303
Real Estate and Rental and Leasing	290,173	277,338	2,635,780	2,925,953
Manufacturing	247,961	187,862	355,467	603,428
Finance and Insurance	235,726	218,939	718,472	954,198
Transportation and Warehousing	177,150	157,974	1,528,264	1,705,414
Arts, Entertainment, and Recreation	122,089	106,357	1,341,733	1,463,822
Educational Services	88,826	70,210	710,383	799,209
Information	73,028	63,321	328,995	402,023
Mining, Quarrying, and Oil and Gas Extraction	21,657	18,157	98,134	119,791
Agriculture, Forestry, and Fishing and Hunting	21,584	20,212	236,094	257,678
Utilities	5,706	4,493	19,968	25,674
Total	5,881,267	5,265,682	24,331,403	30,212,670

Figure 4 and Tables 1 and 2 display data from the 2015 SUSB. Table 2 includes additional data from the 2015 Nonemployer Statistics (NES). Data for counties shown in white in Figure 4 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

REFERENCES

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xQT4w>.

ASE	Annual Survey of Entrepreneurs, US Census Bureau
BEA	Bureau of Economic Analysis, US Department of Commerce
BDM	Business Employment Dynamics, BLS
BLS	Bureau of Labor Statistics, US Department of Labor
CPS	Current Population Survey, BLS
FDIC	Call Reports, Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
ITA	International Trade Administration, US Department of Commerce
NES	Nonemployer Statistics, US Census Bureau
SBO	Survey of Business Owners, US Census Bureau
SUSB	Statistics of US Businesses, US Census Bureau



1. What is a small business?

The Office of Advocacy defines a small business as an independent business having fewer than 500 employees. For the industry-level definitions of small business used in government programs and contracting, see www.sba.gov/content/small-business-size-standards.

2. How many small businesses are there in the U.S.?

In 2015, there were 30.2 million small businesses.*

- Eighty percent, or 24.3 million, had no employees (termed “nonemployers”)
- Twenty percent, or 5.9 million, had paid employees
- There were 19,464 large businesses.

The number of small employers has increased after a decline during the recession. The number of nonemployers has gradually increased, from 15.4 million in 1997 to 24.3 million in 2015. (Figure 1).

Source: SUSB, NES

3. What is the role of small businesses in the economy?

Small businesses comprise:

- 99.9% of all firms
- 99.7% of firms with paid employees
- 97.6% of exporting firms (287,835 small exporters)
- 32.9% of known export value (\$440 billion out of \$1.3 trillion)
- 47.5% of private sector employees (59 million out of 124 million employees)
- 40.8% of private-sector payroll

Source: SUSB, NES, ITA, BED

4. What percent of net new jobs do small businesses create?

From 2000 to 2017, small businesses created 8.4 million net new jobs while large businesses created 4.4 million (Figure 2). Thus, they accounted for 65.9% of net new job creation in the period. Figure 3 displays quarterly small business job gains, losses, and net new jobs since 2000.

Source: BED

5. How can small businesses generate two-thirds of net new jobs, but their share of employment is less than 50%?

As firms grow, they change employment size classes. So as small firms grow, their growth

*The number of small businesses reflects data collected in 2015 and released in 2016-2017. In general, the data used in this report are the most recent statistics available from government sources.

counts toward small firm job gains; but if they pass the 500-employee mark, their employment gains are classified as large firm employment.

Figure 1. Number of small businesses in millions (SUSB, NES)

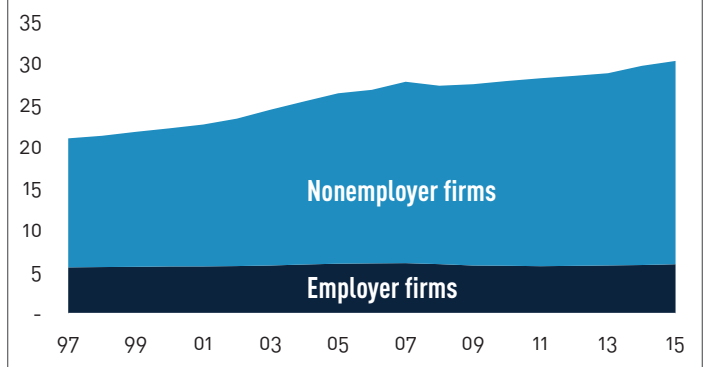


Figure 2. Net New Jobs 2000-2017 (Millions; BED, Office of Advocacy)

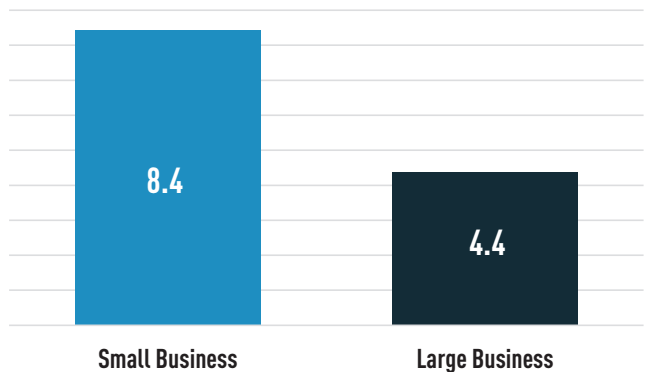
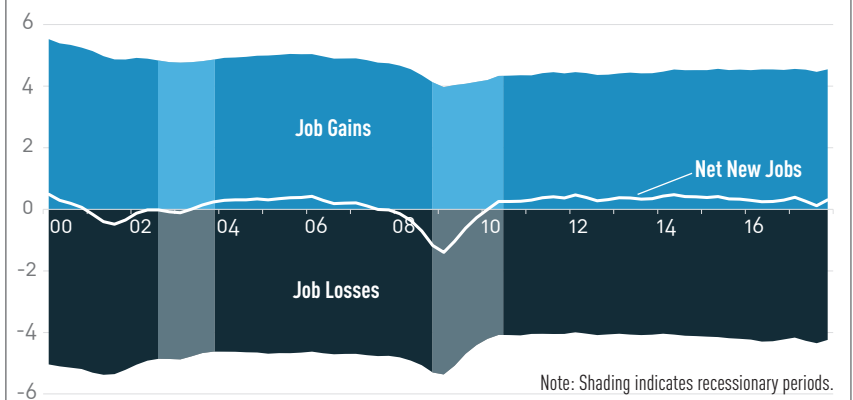


Figure 3. Net New Small Business Jobs, 2000-2017 (Millions; quarterly; BED, Office of Advocacy)



Note: Shading indicates recessionary periods.

6. What is the new business survival rate?

Four out of five establishments that started in 2016 survived until 2017 (79.8%). From 2005 to 2017, an average of 78.6% of new establishments survived one year.

- About half of all establishments survive five years or longer. In the past decade, this ranged from a low of 45.4% for establishments started in 2006, and a high of 51.0% for those started in 2011.
- About one-third of establishments survive 10 years or longer.

Although data is not available on firm survival rates, other data sources suggest that about two out of three establishment exits are the result of firm closures.

Source: BED, BDS; Office of Advocacy calculations

7. How many businesses open and close each year?

In 2015, there were about 414,000 startups (firms less than one year old) and 396,000 firm closures (Table 1). The share of businesses that were startups has hovered around 8% since 2010 (Figure 4).

Source: BDS

8. How many businesses do minorities own?

In 2012, 8 million businesses were minority-owned, or 29.3% of U.S. firms. Of these, 12% were Hispanic-owned, 10% were Black- or African American-owned, 7% were Asian-owned, 1% were owned by American Indians and Alaska Natives, and 0.2% were owned by Native Hawaiians and other Pacific Islanders (Table 2).

Source: SBO

9. How many businesses do women own?

In 2012, there were 9.9 million women-owned firms, and 2.5 million firms owned equally by men and women (Table 2). This means that 12.3 million firms, or 45% of all classifiable firms, were at least 50% women-owned.

Source: SBO, "Women's Business Ownership: Data from the 2012 Survey of Business Owners," 2017. www.sba.gov/sites/default/files/advocacy/Womens-Business-Ownership-in-the-US.pdf

Figure 4. Percent of firms that started up and closed each year (BDS)

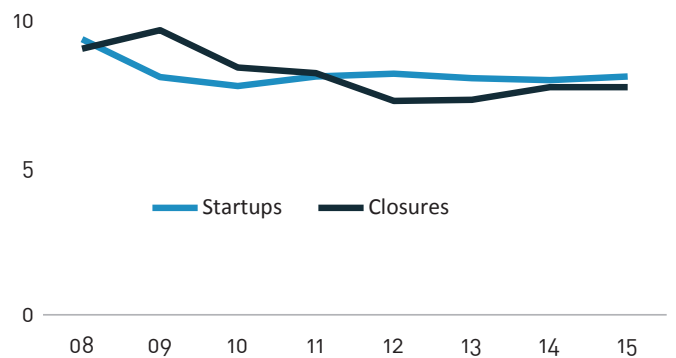


Table 1. Employer firm startups and closures (BDS)

	Startups	Closures
2008	487,673	470,550
2009	406,321	486,491
2010	385,358	416,642
2011	398,364	403,838
2012	408,591	362,398
2013	404,475	367,419
2014	403,902	391,553
2015	414,043	395,602

Table 2. Business Owner Demographics, 2012 (SBO)

Demographic Category of Owner(s)	Number of firms	Share of firms (%)*	Firms with paid employees		Nonemployers
			Number of firms	Receipts per firm (\$M)	Receipts per firm (\$K)
All firms	27,626,360		5,424,458	6.0	47
All classifiable firms	27,179,380	100.0	5,136,203	2.1	45
Minority	7,952,386	29.3	908,800	1.3	31
American Indian and Alaska Native	272,919	1.0	26,179	1.2	29
Asian	1,917,902	7.1	481,026	1.3	50
Black or African American	2,584,403	9.5	109,137	0.9	19
Hispanic	3,305,873	12.2	287,501	1.3	31
Native Hawaiian and Other Pacific Islander	54,749	0.2	4,706	1.4	33
Female	9,878,397	36.3	1,035,655	1.1	26
Equally male/female	2,456,386	9.0	764,977	1.3	70
Veteran	2,521,682	9.3	442,485	2.4	44
Publicly held and other unclassifiable firms	446,980		288,255	74.7	265

*Share of all classifiable firms

10. How many businesses do veterans own?

In 2012, veterans owned 2.5 million businesses, or 9.3% of U.S. firms. About one-fifth of these firms, or 440,000, had paid employees (Table 2).

Source: SBO, “Veteran-Owned Businesses and Their Owners,” 2017. www.sba.gov/advocacy/veteran-owned-businesses-and-their-owners.

11. What percent of entrepreneurs are immigrants? In which industries are immigrant-owned firms more common?

In 2012, about one-seventh, or 14.4%, of business owners were immigrants. The industries with the greatest share of immigrant owners were accommodation and food services (29.1% of owners were foreign-born), and transportation and warehousing (27.5%).

Source: SBO

12. Is millennial entrepreneurship increasing?

Office of Advocacy research shows that in 2014, millennials were less likely to be self-employed than older individuals. This research also shows that the rate of self-employment among individuals age 15 to 34 has been gradually declining since 1990.

Source: “The Missing Millennial Entrepreneurs,” February 2016. www.sba.gov/sites/default/files/advocacy/Millennial_IB.pdf

13. What percent of firms are family-owned? How does this compare to the percent of equally-owned firms?

About one in five firms (19.3%) are family-owned. Of these family-owned firms, about half are “equally-owned,” that is, 50% owned by one or more men, and 50% owned by one or more women. Hence, about one in 10 firms is both family-owned and equally-owned.

The industries with the highest share of family-owned firms are management of companies and enterprises (46.4% of firms in this industry are family-owned), real estate and rental and leasing (37.3%), and accommodation and food services (33.2%).

The industries with the highest share of equally-owned firms are real estate and rental and leasing (18.6% of firms in this industry are equally-owned); mining, quarrying, and oil and gas extraction (16.9%); and accommodation and food services (16.9%).

Source: SBO

14. How are most small businesses legally organized?

The majority of nonemployer establishments are sole proprietorships (86.4%), while only 14.1% of establishments at small employer firms are sole proprietorships. Nearly half of the establishments at small employer firms are S-corporations. Table 3 shows details.

Source: SUSB, NES

15. What percent of firms are home-based?

A home-based business is operated primarily out of one’s home, but business activities may take place at other locations as well. The share of businesses that

are home-based has remained relatively constant over the past decade, at about 50% of all firms. More specifically, 60.1% of all firms without paid employees are home-based, as are 23.3% of small employer firms and 0.3% of large employer firms. The industries in which businesses are most likely to be home-based are information (70.0%), construction (68.2%), and professional, scientific, and technical services (65.3%).

Source: SBO

16. What percent of firms are franchises?

Overall, 2.9% of firms are franchises. More specifically, 2.3% of nonemployer firms are franchises, as are 5.3% of small employers and 9.6% of large employers.

Source: SBO

17. What is the status of business startups?

The size of startups has fluctuated over the past decade. In 2015, startup employment averaged 6.0 employees per firm, slightly higher than the average for 2005–2015 of 5.9 employees. Average employment at firms of all ages has increased slightly during this period, from 22.4 employees per firm in 2005 to 23.8 employees per firm in 2015 (Figure 5).

Source: BDS

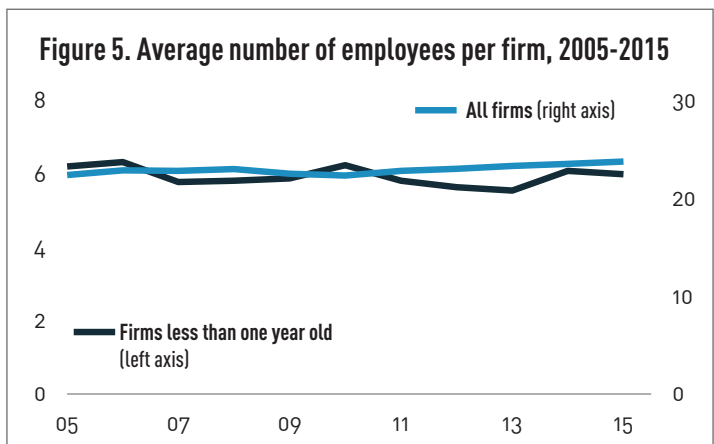


Table 3. Legal form of organization, 2015, (percent of all establishments; SUSB & NES)

Type of business	Non-employer	Small employer	Large employer
Sole proprietorship	86.4	14.1	1.2
Partnership	7.4	11.8	8.8
S-corporation	4.6	48.1	7.9
C-corporation and other	1.6	26.0	82.1
Corporation		17.9	75.4
Government		0.0	0.1
Nonprofit		7.9	6.0
Other		0.2	0.6
Total	100.0	100.0	100.0

18. How are small businesses financed?

The most common source of capital to finance business expansion is personal and family savings (21.9% of small firms), followed by business profits and assets (5.7%), business loans from financial institutions (4.5%), and business credit cards from banks (3.3%).

Source: SBO. For more information, see “Frequently Asked Questions about Small Business Finance,” www.sba.gov/sites/default/files/Finance-FAQ-2016_WEB.pdf.

19. What is the small business share of federal procurement?

In fiscal year 2017, 23.9% of contracting dollars went to small business, down from 24.3% in FY 2016 and 25.8% in FY 2015. Of agencies with at least \$1 billion in eligible contract dollars, the ones that awarded the highest share of contracting dollars to small businesses were the Departments of Agriculture (59.5%), Interior (57.0%), and Commerce (42.9%).

Source: Small Business Dashboard, <https://smallbusiness.data.gov>

20. How many small businesses are in high-tech industries?

In 2015, there were 250,865 small employer firms in high-tech industries, representing 98.1% of all employer firms in these industries. The majority of these small firms provide services in either computer systems design or architecture and engineering (Figure 6). Among small firms, the industries with the highest growth from 2013 to 2015 were software publishers and pharmaceutical and medicine manufacturing (Table 4).

Note: This publication uses the Level I high-tech industries listed in Hecker’s 2005 analysis, with the exception of 5161 and 5181, as no corresponding NAICS codes were available for 2012 or 2015 data. For the definition of high-tech industries, see www.bls.gov/opub/mlr/2005/07/art6full.pdf.

Data Sources

- BED Business Employment Dynamics, Bureau of Labor Statistics, US Department of Labor, www.bls.gov/bdm
- BDS Business Dynamics Statistics, US Census Bureau, US Department of Commerce, www.census.gov/ces/dataproducts/bds
- ITA International Trade Administration, US Department of Commerce, www.trade.gov/
- NES Nonemployer Statistics, US Census Bureau, US Department of Commerce, www.census.gov/programs-surveys/nonemployer-statistics.html
- SBO Survey of Business Owners, US Census Bureau, US Department of Commerce, www.census.gov/programs-surveys/sbo.html
- SUSB Statistics of US Businesses, US Census Bureau, US Department of Commerce, www.census.gov/programs-surveys/susb.html

Figure 6. Small firms in high-tech industries (SUSB)

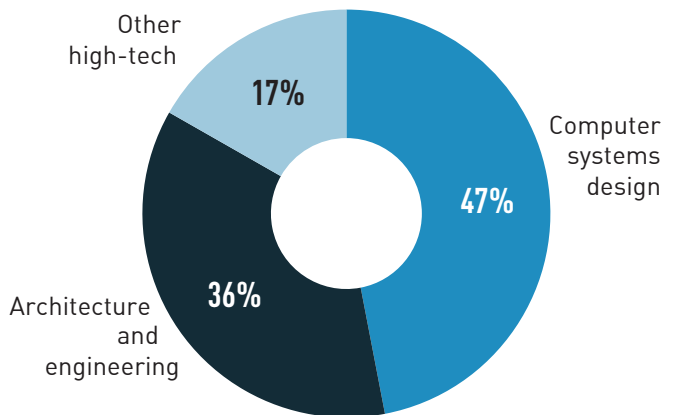


Table 4. Percent change in number of high-tech firms by industry, 2013-2015 (SUSB)

NAICS Code	Industry Name	Small firms	Large firms
5112	Software publishing	12.3	10.3
3254	Pharmaceutical and medicine manufacturing	6.3	1.3
5417	Scientific research and development	4.1	0.8
5415	Computer systems design	4.0	2.2
3364	Aerospace product and parts manufacturing	2.8	-3.6
5182	Data processing and hosting	0.4	4.5
5413	Architecture and engineering	0.4	2.7
3341	Computer and peripheral manufacturing	0.1	-6.8
3345	Navigational, measuring, electromedical, and control instruments manufacturing	-0.3	-2.5
3342	Communications equipment manufacturing	-2.9	-13.5
3344	Semiconductor, etc. manufacturing	-4.5	-8.4

The Office of Advocacy and Small Business Data

The SBA’s Office of Advocacy was created by Congress in 1976. The office’s mission includes conducting policy studies and economic research on issues of concern to small businesses. The office also publishes data on small firm characteristics and contributions. Our website, www.sba.gov/advocacy, contains numerous databases and links to other sources.

Have more questions? Email us at advocacy@sba.gov.





State Rankings by Small Business Economic Indicators

Data corresponds to the 2018 Small Business Profiles for the States and Territories
www.sba.gov/advocacy/2018-small-business-profiles-states-and-territories

Total Number of Small Businesses		Percent of All Businesses That Are Small		Percent of Employment from Small Businesses		Average Number of Employees per Small Business		Percent Change in Private Sector Employment	
California	3,941,201	California	99.85	Montana	65.2	District of Columbia	3.3	Idaho	3.2
Texas	2,627,724	Florida	99.81	Wyoming	62.6	North Dakota	2.9	Colorado	3.0
Florida	2,471,260	New York	99.78	Vermont	59.4	Wisconsin	2.8	Tennessee	2.7
New York	2,143,667	Texas	99.78	South Dakota	59.3	South Dakota	2.5	Georgia	2.6
Illinois	1,219,654	Michigan	99.63	North Dakota	57.7	West Virginia	2.4	Utah	2.6
Georgia	1,041,515	Illinois	99.62	Maine	56.9	Minnesota	2.4	Arizona	2.6
Pennsylvania	1,037,737	New Jersey	99.61	Idaho	55.8	Iowa	2.4	Nevada	2.6
Ohio	944,797	Georgia	99.60	Oregon	55.0	Kansas	2.4	Oregon	2.5
North Carolina	890,398	Pennsylvania	99.60	New Mexico	54.2	Pennsylvania	2.4	Washington	2.4
Michigan	870,301	North Carolina	99.59	Louisiana	53.2	Indiana	2.4	Florida	2.1
<i>Source: SUSB, NES, 2015</i>		<i>Source: SUSB, NES, 2015</i>		<i>Source: SUSB, 2015</i>		<i>Source: SUSB, 2015</i>		<i>Source: CPS, 2018</i>	
Median Income of a Self Employed Individual in an Incorporated Business		Median Income of a Self Employed Individual in an Unincorporated Business		Number of New Establishments		Number of New Jobs Created by New Establishments		Percent of Exporters that Are Small Businesses	
District of Columbia	\$66,500	North Dakota	\$36,377	California	47,250	California	135,472	California	95.7
Connecticut	\$61,776	District of Columbia	\$34,113	Florida	20,880	Florida	88,109	Florida	95.0
Massachusetts	\$60,670	South Dakota	\$31,506	Texas	18,499	Texas	80,792	New York	93.9
Alaska	\$60,559	Alaska	\$30,817	New York	14,417	New York	50,848	Texas	92.9
New Jersey	\$60,462	Connecticut	\$30,812	Georgia	7,830	Georgia	34,863	New Jersey	91.7
California	\$57,420	Massachusetts	\$30,754	Illinois	7,597	Illinois	31,194	Illinois	89.7
North Dakota	\$55,127	New Jersey	\$30,032	Pennsylvania	7,298	Pennsylvania	25,858	Washington	89.3
Maryland	\$53,626	New Hampshire	\$27,201	North Carolina	6,878	New Jersey	25,490	Michigan	89.3
New Hampshire	\$52,961	Maryland	\$26,691	New Jersey	6,199	North Carolina	25,006	Massachusetts	89.1
Texas	\$52,359	Rhode Island	\$26,515	Colorado	5,898	Ohio	20,911	Pennsylvania	88.8
<i>Source: ACS, 2016</i>		<i>Source: ACS, 2016</i>		<i>Source: BDM, 3Q 2016</i>		<i>Source: BDM, 3Q 2016</i>		<i>Source: ITA, 2015</i>	

Percent of Export Value from Small Businesses		State GDP Growth		State Unemployment Rate		Share of Manufacturing Employment from Small Businesses		Average Number of Employees per Woman-owned Employer Business	
District of Columbia	79.5	Delaware	5.7	Hawaii	2.1	Hawaii	78.5	Alabama	11.8
Hawaii	69.4	Texas	5.0	New Hampshire	2.6	District of Columbia	77.3	Ohio	10.8
Montana	65.6	New Hampshire	4.4	North Dakota	2.6	Montana	74.2	Texas	10.5
Wyoming	63.0	Washington	4.3	Iowa	2.9	Rhode Island	65.1	Louisiana	10.4
Rhode Island	61.6	New York	4.0	Nebraska	2.9	New Jersey	62.2	Tennessee	9.9
Florida	58.9	Utah	3.9	Vermont	2.9	New York	59.5	Connecticut	9.9
New York	57.0	Ohio	3.9	Colorado	3.0	Nevada	57.5	Wisconsin	9.3
Maine	51.2	Connecticut	3.9	Idaho	3.0	New Mexico	56.7	Indiana	9.3
Utah	48.9	Oregon	3.8	Maine	3.0	Florida	53.8	District of Columbia	9.3
New Mexico	43.2	Massachusetts	3.8	Utah	3.1	Massachusetts	53.8	Maryland	8.9
<i>Source: ITA, 2015</i>		<i>Source: BEA, 2017</i>		<i>Source: CPS, 2018</i>		<i>Source: SUSB, 2015</i>		<i>Source: ASE, 2015</i>	
Average Number of Employees per Veteran-owned Employer Business		Average Number of Employees per Minority-owned Employer Business		Share of Professional Services Employment from Small Businesses		Share of Mining Employment from Small Businesses		Growth of the Number of Proprietors	
Nevada	23.7	Hawaii	12.3	Wyoming	89.9	Hawaii	100.0	District of Columbia	3.2
New Jersey	15.0	Kentucky	12.2	South Dakota	81.0	New Hampshire	92.6	Hawaii	2.7
Kentucky	14.1	Michigan	12.0	Maine	77.3	Maine	88.3	New Jersey	2.7
Pennsylvania	13.8	Louisiana	11.9	Mississippi	77.0	Delaware	85.9	California	2.7
Wisconsin	13.0	Indiana	11.9	Montana	76.5	Rhode Island	76.2	New York	2.6
Delaware	12.9	Tennessee	11.4	Hawaii	74.0	Massachusetts	75.8	Utah	2.6
Louisiana	12.8	Minnesota	11.0	North Dakota	73.3	Nebraska	72.7	Washington	2.6
Tennessee	12.2	New Mexico	10.3	Oklahoma	71.4	Iowa	70.2	Florida	2.6
Illinois	11.9	West Virginia	10.1	Arkansas	71.4	Kansas	70.1	Arizona	2.6
Indiana	11.9	Texas	9.9	New Hampshire	71.4	New York	66.6	Rhode Island	2.6
<i>Source: ASE, 2015</i>		<i>Source: ASE, 2015</i>		<i>Source: SUSB, 2015</i>		<i>Source: SUSB, 2015</i>		<i>Source: BEA, 2016</i>	

Sources and Abbreviations

ACS American Community Survey, US Census Bureau
 ASE Annual Survey of Entrepreneurs, US Census Bureau
 BEA Bureau of Economic Analysis, US Department of Commerce
 BDM Business Employment Dynamics, BLS
 BLS Bureau of Labor Statistics, US Department of Labor

CPS Current Population Survey, BLS
 ITA International Trade Administration, US Department of Commerce
 NES Nonemployer Statistics, US Census Bureau
 SUSB Statistics of US Businesses, US Census Bureau