

2018 SMALL BUSINESS PROFILE

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



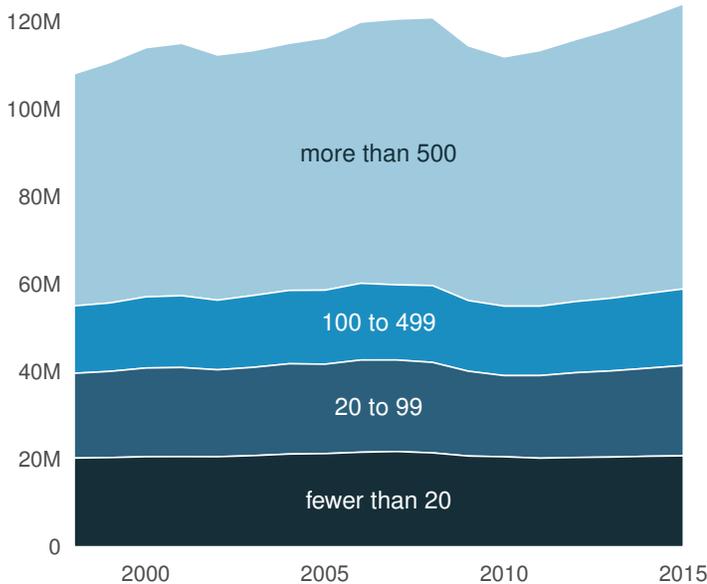
TRADE
287,835
small business
exporters

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

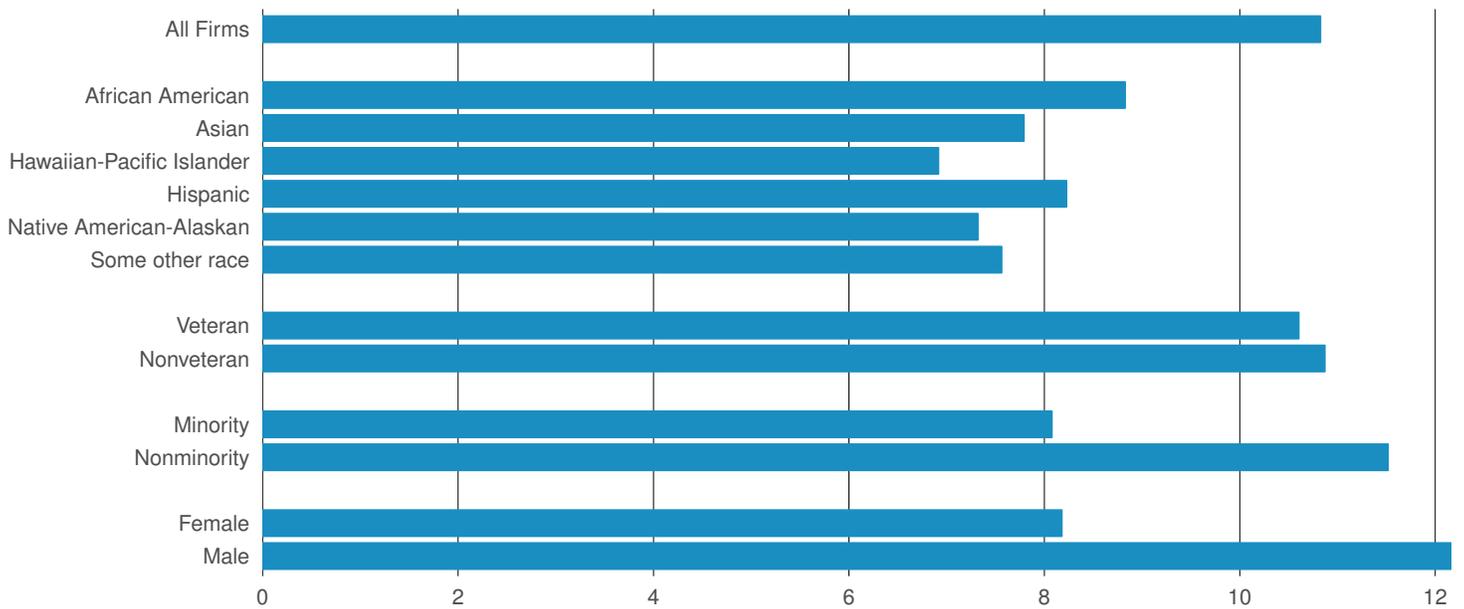
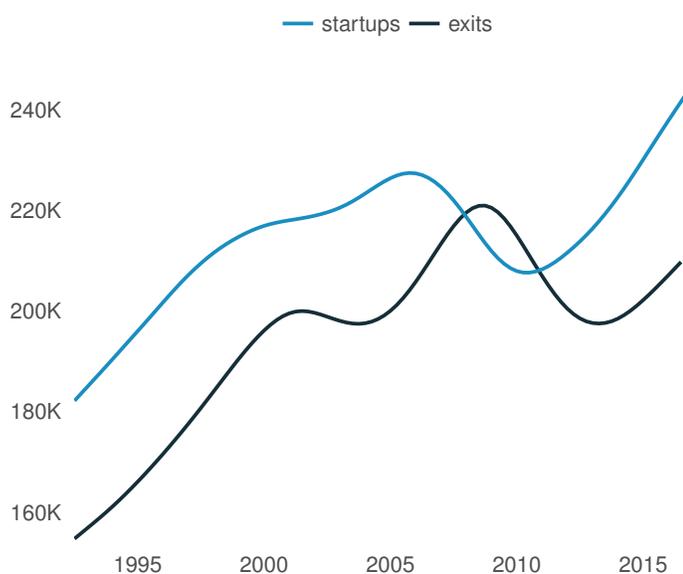


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE).

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

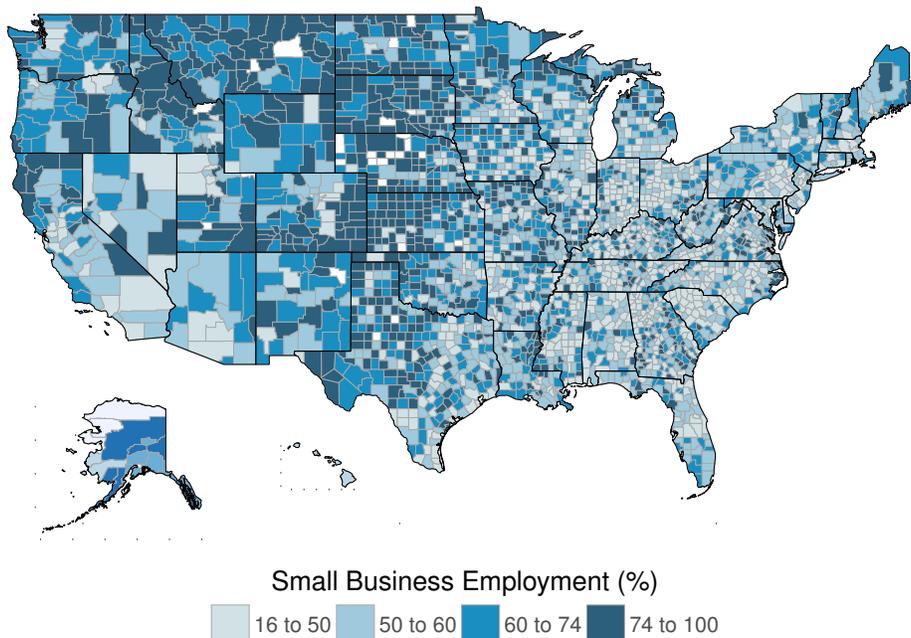


Table 2: United States Small Businesses by Industry and Firm Size, 2015



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

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

ALABAMA



392,939 Small Businesses
99.4% of Alabama Businesses

775,829 Small Business Employees
47.5% of Alabama Employees



EMPLOYMENT
15,718
net new jobs



DIVERSITY
92,183
minority-owned
businesses



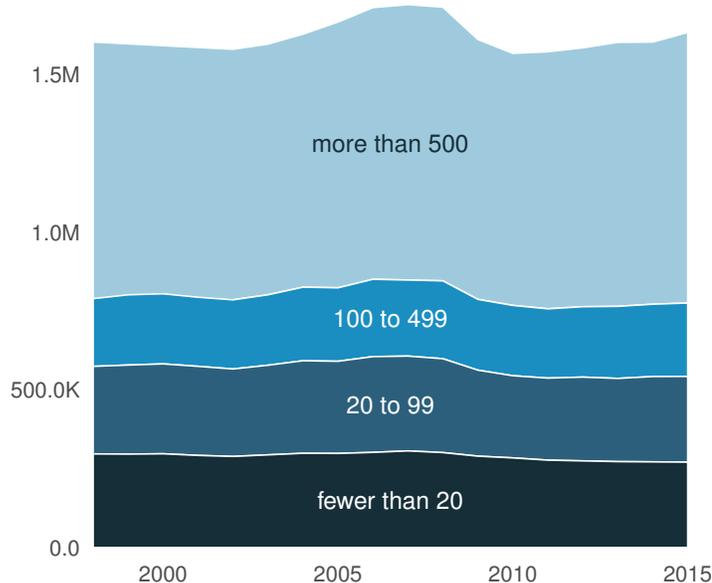
TRADE
3,245
small business
exporters

OVERALL ALABAMA ECONOMY

- In the third quarter of 2017, Alabama grew at an annual rate of **2.7%**, which was slower than the overall US growth rate of **3.4%**. Alabama's 2016 growth rate of **1.5%** was unchanged from the 2015 rate of **1.5%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.7%**, down from **5.5%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Alabama Employment by Business Size (Employees)



- Alabama small businesses employed **775,829** 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 **1.1%** during the 12-month period ending in January 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 **15,718** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **8,284** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **1,350** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 5 between June 2016 and June 2017 to 123 banks. (Source: FDIC)
- In 2016, 57,298 loans under \$100,000 (valued at \$981.8 million) were issued by Alabama lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$48,941 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$20,760. (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: Alabama Employees per Business by Owner's Demographic, 2015

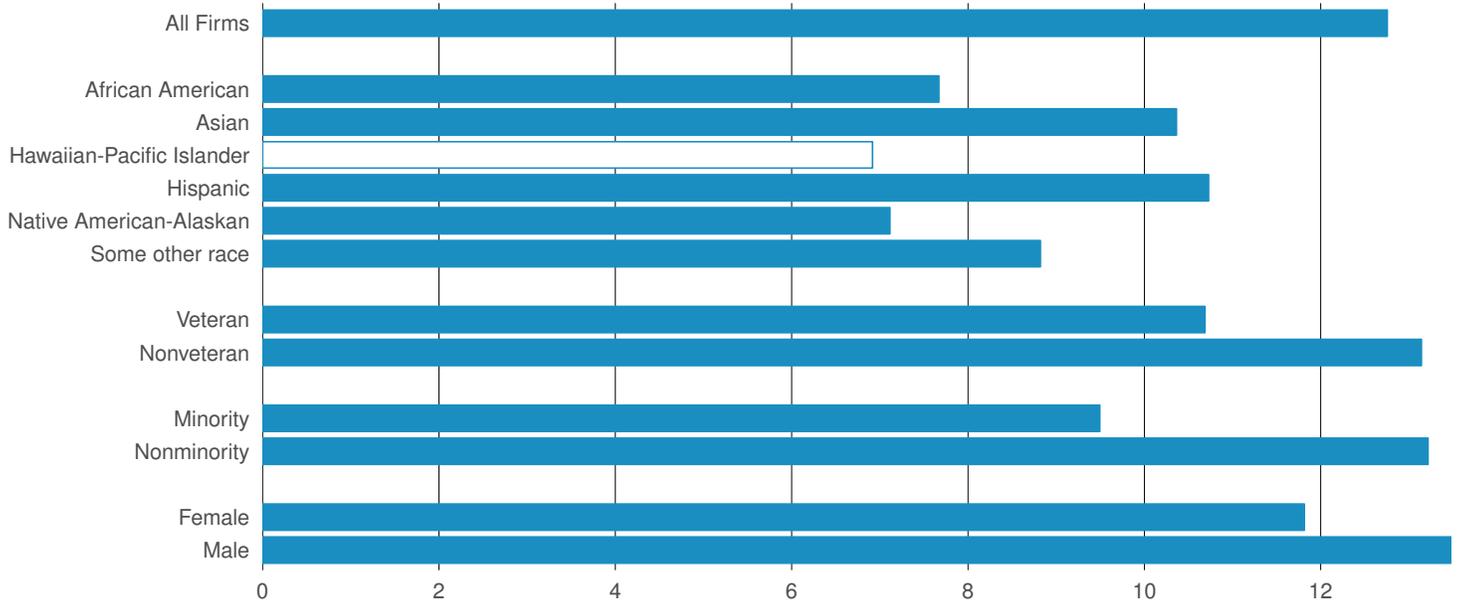
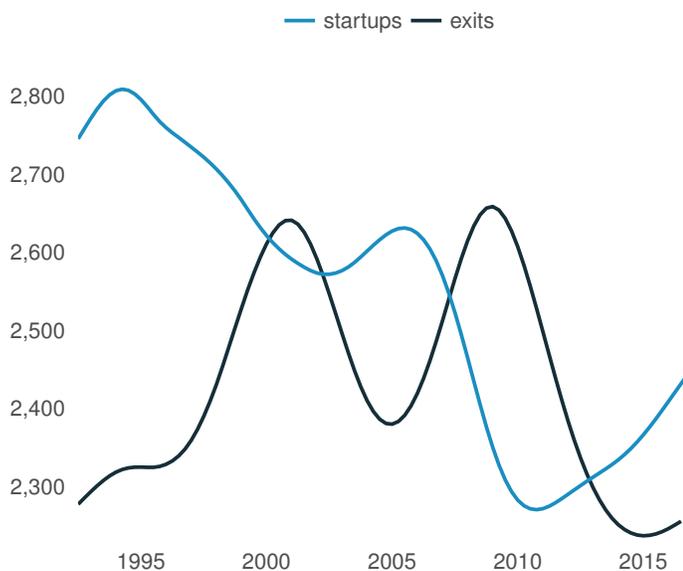


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Alabama Quarterly Startups and Exits



- In the third quarter of 2016, 2,512 establishments started up, generating 12,647 new jobs in Alabama. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,396 establishments exited resulting in 9,234 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 4,034 companies exported goods from Alabama in 2015. Of these, 3,245, or 80.4%, were small firms; they generated 15.5% of Alabama's \$18.2 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Alabama Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	113,886	241,618	47.1
Accommodation and Food Services	95,482	171,391	55.7
Retail Trade	87,789	231,788	37.9
Manufacturing	83,242	248,033	33.6
Other Services (except Public Administration)	68,818	80,793	85.2
Construction	63,811	79,220	80.5
Professional, Scientific, and Technical Services	59,653	96,861	61.6
Administrative, Support, and Waste Management	46,208	134,919	34.2
Wholesale Trade	43,217	71,347	60.6
Finance and Insurance	24,659	69,400	35.5
Transportation and Warehousing	23,321	58,578	39.8
Real Estate and Rental and Leasing	15,761	23,229	67.9
Educational Services	14,575	25,886	56.3
Arts, Entertainment, and Recreation	12,142	17,449	69.6
Information	8,788	32,939	26.7
Agriculture, Forestry, and Fishing and Hunting	5,726	6,597	86.8
Management of Companies and Enterprises	3,793	19,180	19.8
Mining, Quarrying, and Oil and Gas Extraction	2,542	7,442	34.2
Utilities	2,110	17,415	12.1
Industries not classified	306	306	100.0
Total	775,829	1,634,391	47.5

Figure 4: Alabama Small Business Employment by County, 2015

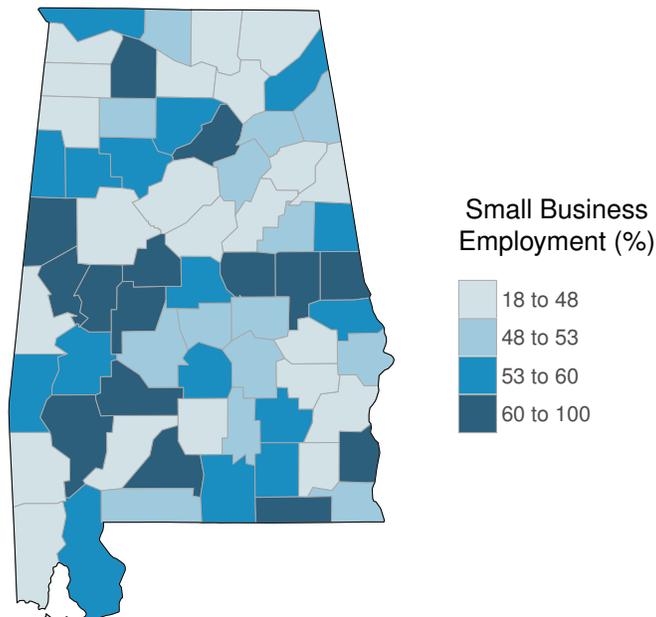


Table 2: Alabama Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Retail Trade	10,539	9,497	29,091	39,630
Other Services (except Public Administration)	10,028	9,290	64,363	74,391
Professional, Scientific, and Technical Services	8,112	7,412	32,959	41,071
Health Care and Social Assistance	7,776	6,580	22,974	30,750
Construction	7,101	6,333	39,882	46,983
Accommodation and Food Services	5,629	4,264	5,073	10,702
Wholesale Trade	3,678	2,889	5,223	8,901
Administrative, Support, and Waste Management	3,397	2,891	38,299	41,696
Manufacturing	3,337	2,318	4,547	7,884
Finance and Insurance	2,898	2,573	7,966	10,864
Real Estate and Rental and Leasing	2,866	2,649	30,402	33,268
Transportation and Warehousing	2,236	1,886	13,752	15,988
Arts, Entertainment, and Recreation	1,008	867	11,999	13,007
Agriculture, Forestry, and Fishing and Hunting	765	704	4,073	4,838
Educational Services	765	582	7,682	8,447
Information	609	492	2,854	3,463
Mining, Quarrying, and Oil and Gas Extraction	132	90	617	749
Utilities	92	62	269	361
Total	70,914	61,575	322,025	392,939

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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- 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

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ALASKA



71,841 Small Businesses
99.1% of Alaska Businesses

142,448 Small Business Employees
53.2% of Alaska Employees

EMPLOYMENT
2,364
net new jobs

DIVERSITY
13,680
minority-owned
businesses

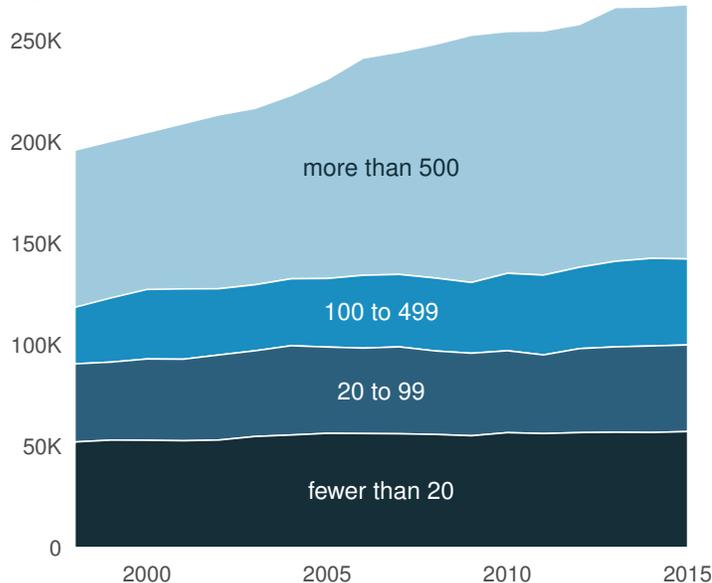
TRADE
418
small business
exporters

OVERALL ALASKA ECONOMY

- In the third quarter of 2017, Alaska grew at an annual rate of **1.9%**, which was slower than the overall US growth rate of **3.4%**. Alaska's 2016 growth rate of **-5.4%** was down from the 2015 rate of **0.3%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **7.3%**, up from **7.0%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Alaska Employment by Business Size (Employees)



- Alaska small businesses employed **142,448** people, or **53.2%** 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 **0.4%** during the 12-month period ending in January 2018. This was below the decrease of **0.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,364** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **2,561** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **1,009** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks was unchanged at 5 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 14,036 loans under \$100,000 (valued at \$228.9 million) were issued by Alaska lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$60,559 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$30,817. (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: Alaska Employees per Business by Owner's Demographic, 2015

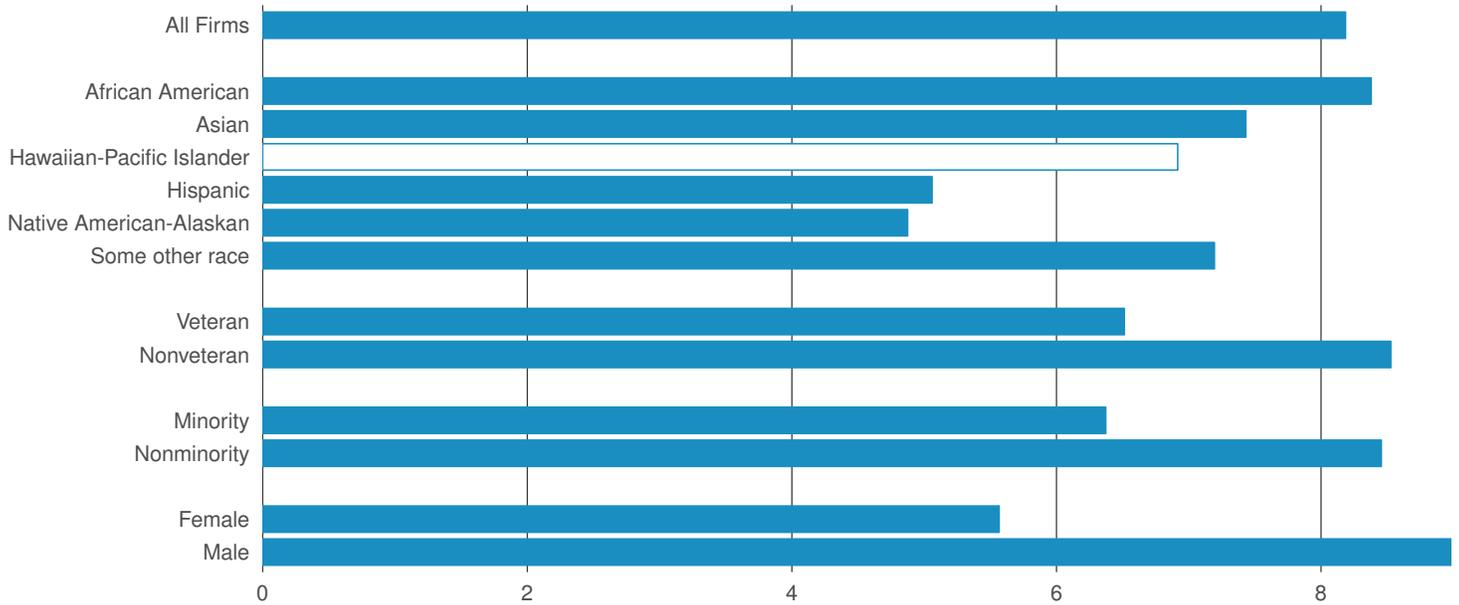
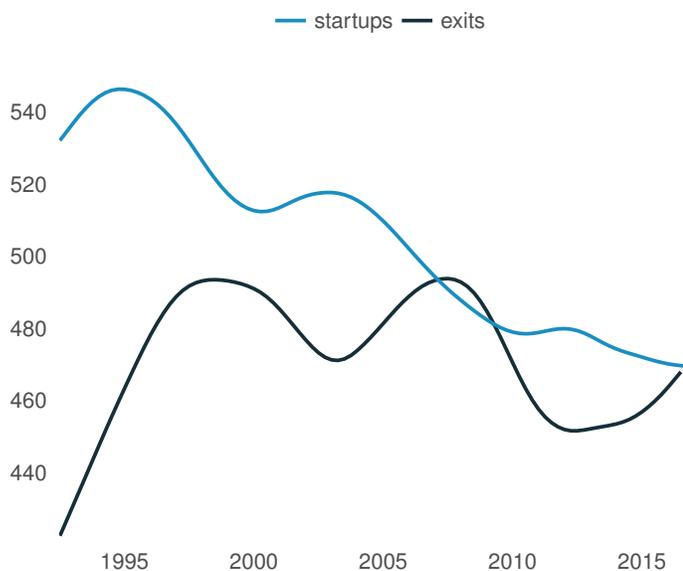


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Alaska Quarterly Startups and Exits



- In the third quarter of 2016, 456 establishments started up, generating 1,559 new jobs in Alaska. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 504 establishments exited resulting in 1,589 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 589 companies exported goods from Alaska in 2015. Of these, 418, or 71.0%, were small firms; they generated 38.4% of Alaska's \$4.2 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Alaska Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	27,732	49,240	56.3
Accommodation and Food Services	20,955	28,112	74.5
Retail Trade	15,349	35,221	43.6
Construction	13,494	18,581	72.6
Professional, Scientific, and Technical Services	11,030	18,662	59.1
Other Services (except Public Administration)	9,262	9,867	93.9
Administrative, Support, and Waste Management	6,830	17,628	38.7
Transportation and Warehousing	6,804	18,736	36.3
Wholesale Trade	5,009	9,125	54.9
Manufacturing	4,282	12,294	34.8
Finance and Insurance	3,560	7,340	48.5
Real Estate and Rental and Leasing	3,527	4,455	79.2
Arts, Entertainment, and Recreation	3,206	4,639	69.1
Educational Services	2,701	3,025	89.3
Information	2,429	6,711	36.2
Mining, Quarrying, and Oil and Gas Extraction	2,041	13,566	15.0
Management of Companies and Enterprises	1,840	7,821	23.5
Utilities	1,765	2,081	84.8
Agriculture, Forestry, and Fishing and Hunting	556	819	67.9
Industries not classified	76	76	100.0
Total	142,448	267,999	53.2

Figure 4: Alaska Small Business Employment by County, 2015

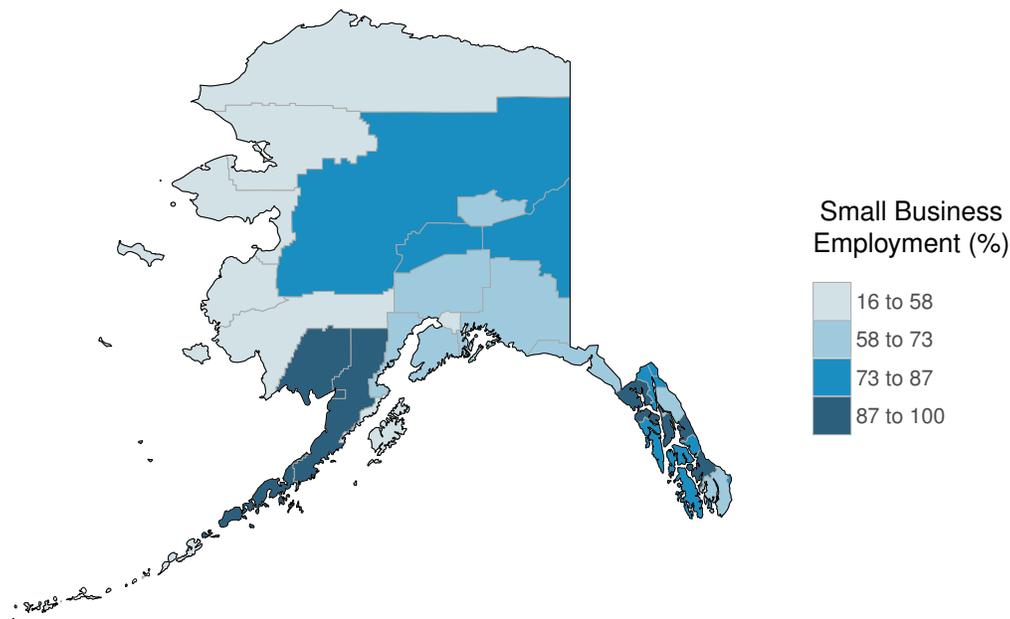


Table 2: Alaska Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Construction	2,416	2,270	4,441	6,857
Health Care and Social Assistance	2,005	1,750	3,721	5,726
Accommodation and Food Services	1,786	1,515	1,754	3,540
Retail Trade	1,747	1,561	4,289	6,036
Other Services (except Public Administration)	1,629	1,528	5,563	7,192
Professional, Scientific, and Technical Services	1,581	1,435	6,933	8,514
Administrative, Support, and Waste Management	904	830	3,136	4,040
Transportation and Warehousing	805	713	2,440	3,245
Real Estate and Rental and Leasing	781	730	5,113	5,894
Arts, Entertainment, and Recreation	528	482	3,489	4,017
Agriculture, Forestry, and Fishing and Hunting	439	435	8,886	9,325
Manufacturing	422	362	1,167	1,589
Wholesale Trade	413	308	642	1,055
Finance and Insurance	365	323	1,310	1,675
Educational Services	229	197	1,800	2,029
Information	179	145	491	670
Mining, Quarrying, and Oil and Gas Extraction	120	98	290	410
Utilities	55	38	56	111
Total	16,320	14,740	55,521	71,841

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

ARIZONA



553,779 Small Businesses
99.4% of Arizona Businesses

1.0 million Small Business Employees
44.5% of Arizona Employees

EMPLOYMENT
39,570
net new jobs

DIVERSITY
135,258
minority-owned
businesses

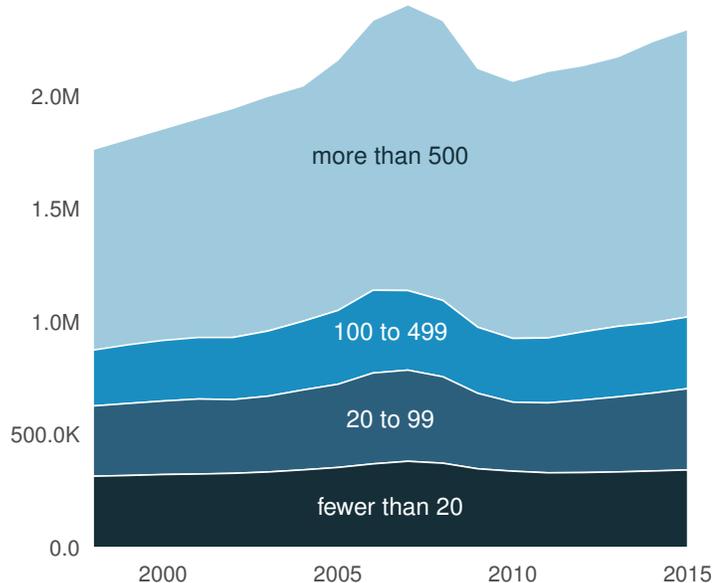
TRADE
6,377
small business
exporters

OVERALL ARIZONA ECONOMY

- In the third quarter of 2017, Arizona grew at an annual rate of **2.9%**, which was slower than the overall US growth rate of **3.4%**. Arizona's 2016 growth rate of **2.6%** was up from the 2015 rate of **2.0%**. (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: Arizona Employment by Business Size (Employees)



- Arizona small businesses employed **1.0 million** people, or **44.5%** 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 **2.6%** during the 12-month period ending in January 2018. This was below the increase of **3.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **39,570** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **22,287** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,721** 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 2 between June 2016 and June 2017 to 16 banks. (Source: FDIC)
- In 2016, 120,818 loans under \$100,000 (valued at \$1.7 billion) were issued by Arizona lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$48,698 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$20,872. (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: Arizona Employees per Business by Owner's Demographic, 2015

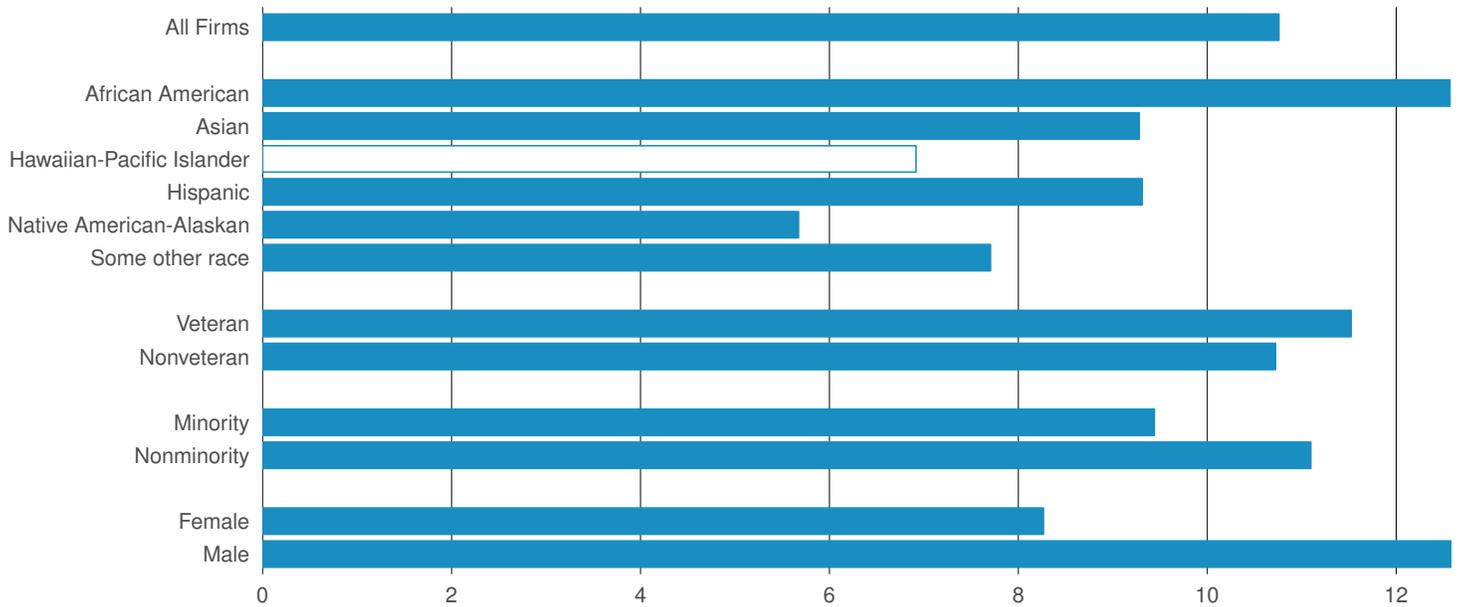
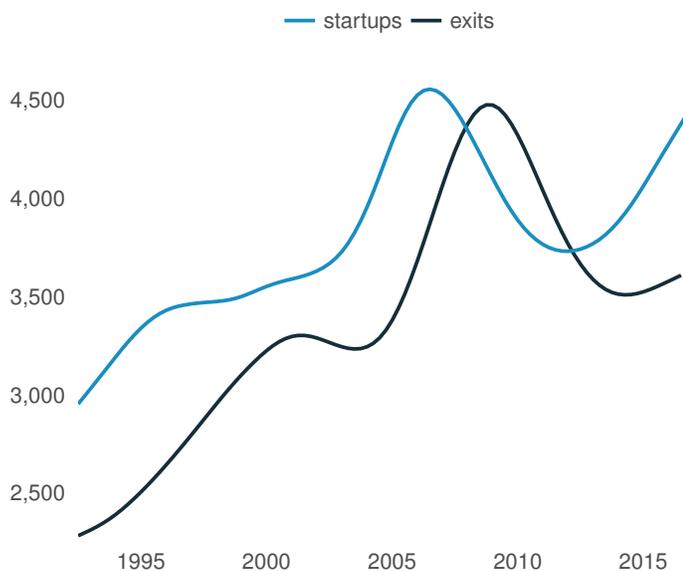


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Arizona Quarterly Startups and Exits



- In the third quarter of 2016, 4,300 establishments started up, generating 18,042 new jobs in Arizona. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,501 establishments exited resulting in 12,708 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 7,294 companies exported goods from Arizona in 2015. Of these, 6,377, or 87.4%, were small firms; they generated 23.1% of Arizona's \$20.9 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Arizona Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	156,931	282,120	55.6
Health Care and Social Assistance	156,483	338,701	46.2
Construction	108,886	133,038	81.8
Retail Trade	86,795	314,461	27.6
Professional, Scientific, and Technical Services	80,855	144,711	55.9
Administrative, Support, and Waste Management	79,291	256,103	31.0
Other Services (except Public Administration)	74,113	87,510	84.7
Manufacturing	64,568	140,742	45.9
Wholesale Trade	46,470	92,335	50.3
Educational Services	29,594	57,650	51.3
Arts, Entertainment, and Recreation	29,486	45,977	64.1
Finance and Insurance	28,285	141,104	20.0
Real Estate and Rental and Leasing	27,524	45,027	61.1
Transportation and Warehousing	24,779	87,151	28.4
Information	13,136	49,040	26.8
Management of Companies and Enterprises	8,152	53,144	15.3
Utilities	2,419	12,448	19.4
Mining, Quarrying, and Oil and Gas Extraction	1,706	11,941	14.3
Agriculture, Forestry, and Fishing and Hunting	1,428	1,610	88.7
Industries not classified	373	373	100.0
Total	1,021,274	2,295,186	44.5

Figure 4: Arizona Small Business Employment by County, 2015

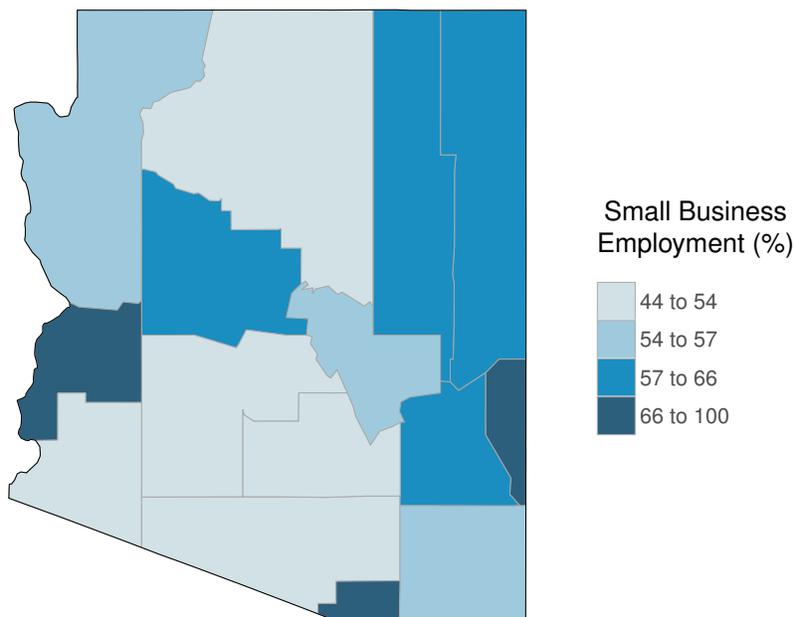


Table 2: Arizona Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	15,427	14,384	65,443	80,870
Health Care and Social Assistance	13,280	11,774	36,383	49,663
Construction	11,325	10,066	37,395	48,720
Other Services (except Public Administration)	9,719	8,943	66,563	76,282
Retail Trade	9,464	8,452	38,820	48,284
Accommodation and Food Services	8,168	5,865	5,747	13,915
Real Estate and Rental and Leasing	6,861	6,545	60,926	67,787
Administrative, Support, and Waste Management	6,775	5,911	40,187	46,962
Wholesale Trade	4,784	3,894	8,022	12,806
Finance and Insurance	4,708	4,384	14,497	19,205
Manufacturing	3,750	2,846	7,324	11,074
Transportation and Warehousing	2,560	2,158	25,206	27,766
Educational Services	1,759	1,352	12,936	14,695
Arts, Entertainment, and Recreation	1,556	1,216	23,632	25,188
Information	1,141	941	5,814	6,955
Agriculture, Forestry, and Fishing and Hunting	195	178	2,364	2,559
Mining, Quarrying, and Oil and Gas Extraction	158	126	344	502
Utilities	133	111	348	481
Total	101,828	89,477	451,951	553,779

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

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

ARKANSAS



247,018 Small Businesses
99.3% of Arkansas Businesses

479,727 Small Business Employees
47.8% of Arkansas Employees

EMPLOYMENT
6,597
net new jobs

DIVERSITY
35,962
minority-owned
businesses

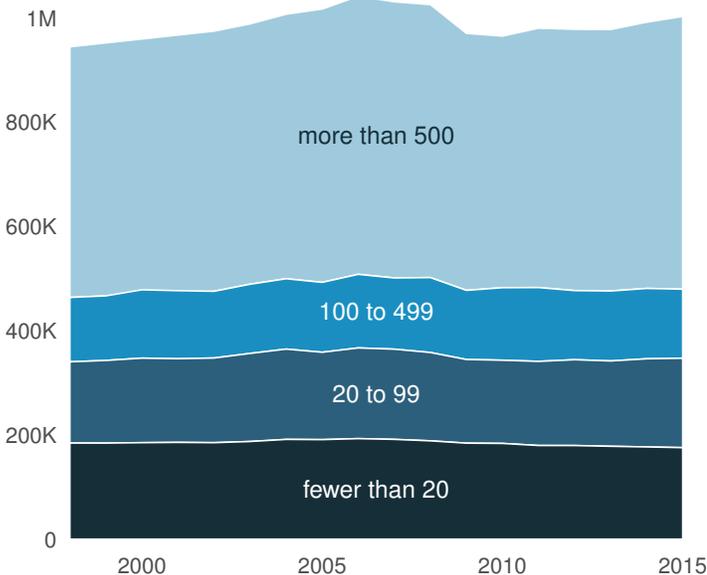
TRADE
1,831
small business
exporters

OVERALL ARKANSAS ECONOMY

- In the third quarter of 2017, Arkansas grew at an annual rate of **2.0%**, which was slower than the overall US growth rate of **3.4%**. Arkansas's 2016 growth rate of **0.9%** was up from the 2015 rate of **0.5%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.7%**, unchanged from **3.7%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Arkansas Employment by Business Size (Employees)



- Arkansas small businesses employed **479,727** people, or **47.8%** 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 **0.5%** during the 12-month period ending in January 2018. This was below the increase of **1.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,597** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **4,154** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **60** 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 6 between June 2016 and June 2017 to 98 banks. (Source: FDIC)
- In 2016, 38,640 loans under \$100,000 (valued at \$647.6 million) were issued by Arkansas lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,044 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,128. (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: Arkansas Employees per Business by Owner's Demographic, 2015

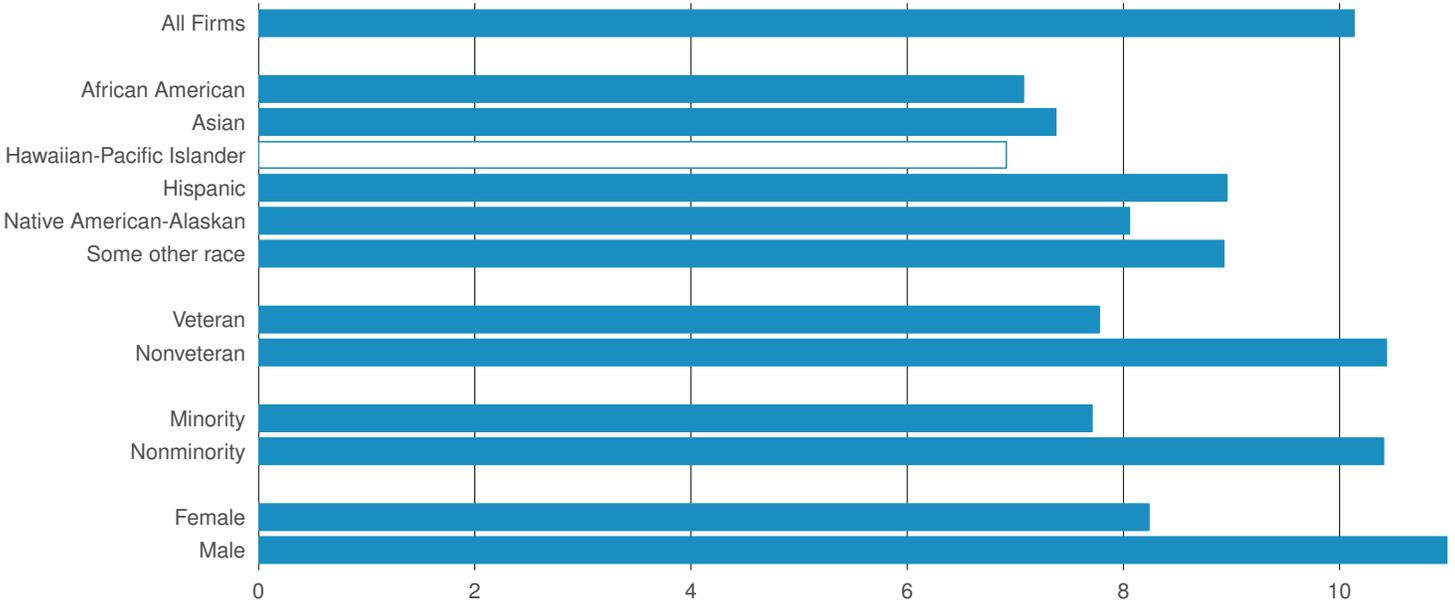
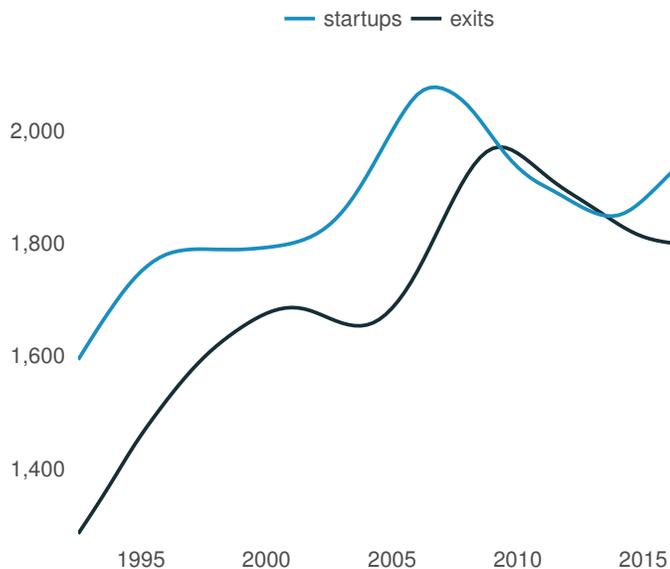


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Arkansas Quarterly Startups and Exits



- In the third quarter of 2016, 1,962 establishments started up, generating 8,564 new jobs in Arkansas. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,873 establishments exited resulting in 5,020 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 2,345 companies exported goods from Arkansas in 2015. Of these, 1,831, or 78.1%, were small firms; they generated 28.3% of Arkansas's \$5.4 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Arkansas Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	82,948	168,568	49.2
Accommodation and Food Services	69,760	100,906	69.1
Retail Trade	53,337	143,230	37.2
Manufacturing	40,761	155,487	26.2
Construction	38,460	43,465	88.5
Other Services (except Public Administration)	38,032	40,757	93.3
Wholesale Trade	27,333	44,463	61.5
Professional, Scientific, and Technical Services	26,307	36,828	71.4
Administrative, Support, and Waste Management	22,666	60,761	37.3
Transportation and Warehousing	16,782	52,637	31.9
Finance and Insurance	16,779	36,327	46.2
Educational Services	10,697	15,724	68.0
Real Estate and Rental and Leasing	9,196	12,440	73.9
Arts, Entertainment, and Recreation	7,554	9,385	80.5
Information	5,060	24,670	20.5
Agriculture, Forestry, and Fishing and Hunting	4,177	4,773	87.5
Management of Companies and Enterprises	3,450	37,991	9.1
Mining, Quarrying, and Oil and Gas Extraction	3,344	7,163	46.7
Utilities	2,887	7,341	39.3
Industries not classified	197	197	100.0
Total	479,727	1,003,113	47.8

Figure 4: Arkansas Small Business Employment by County, 2015

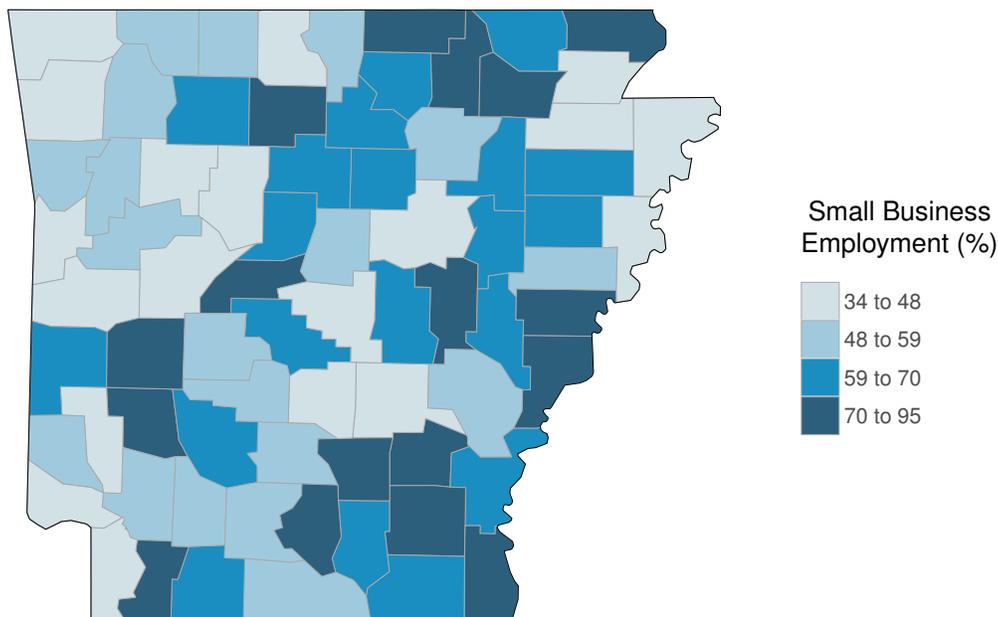


Table 2: Arkansas Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Retail Trade	6,570	5,959	18,483	25,053
Other Services (except Public Administration)	6,206	5,830	36,700	42,906
Health Care and Social Assistance	5,690	4,859	15,553	21,243
Professional, Scientific, and Technical Services	5,325	5,037	17,780	23,105
Construction	5,100	4,649	27,853	32,953
Accommodation and Food Services	4,134	3,040	3,130	7,264
Wholesale Trade	2,316	1,752	3,010	5,326
Finance and Insurance	2,289	2,090	6,108	8,397
Real Estate and Rental and Leasing	2,262	2,135	17,870	20,132
Administrative, Support, and Waste Management	2,153	1,883	20,327	22,480
Manufacturing	2,027	1,482	2,764	4,791
Transportation and Warehousing	1,841	1,618	9,975	11,816
Arts, Entertainment, and Recreation	769	683	6,718	7,487
Agriculture, Forestry, and Fishing and Hunting	605	560	4,474	5,079
Educational Services	544	425	4,552	5,096
Information	409	326	1,709	2,118
Mining, Quarrying, and Oil and Gas Extraction	299	245	1,201	1,500
Utilities	125	103	173	298
Total	48,638	42,809	198,380	247,018

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

U.S. SMALL BUSINESS ADMINISTRATION

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CALIFORNIA



3.9 million Small Businesses
99.8% of California Businesses

7.0 million Small Business Employees
48.8% of California Employees

EMPLOYMENT
283,452
net new jobs

DIVERSITY
1.6 million
minority-owned
businesses

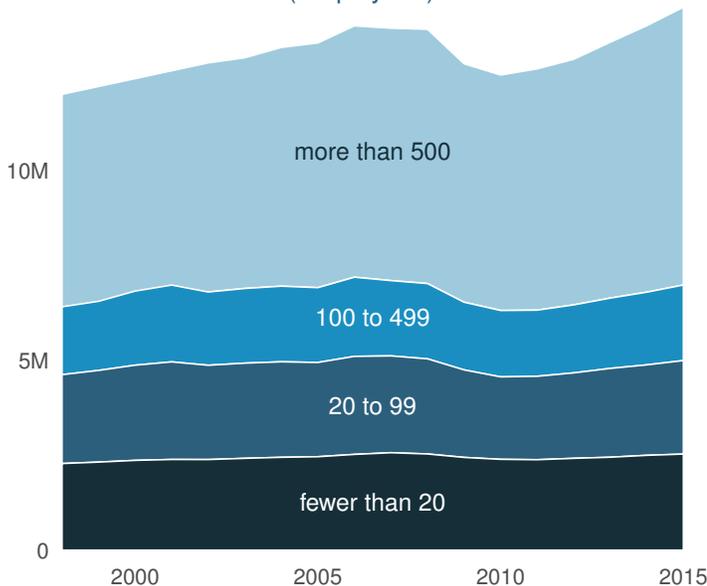
TRADE
70,350
small business
exporters

OVERALL CALIFORNIA ECONOMY

- In the third quarter of 2017, California grew at an annual rate of **3.4%**, which was the same as the overall US growth rate. California's 2016 growth rate of **3.3%** was down from the 2015 rate of **4.4%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.4%**, down from **5.2%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: California Employment by Business Size (Employees)



- California small businesses employed **7.0 million** people, or **48.8%** 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 **1.9%** during the 12-month period ending in January 2018. This was above the increase of **1.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **283,452** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **174,952** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **53,170** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 11 between June 2016 and June 2017 to 174 banks. (Source: FDIC)
- In 2016, 941,892 loans under \$100,000 (valued at \$13.5 billion) were issued by California lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$57,420 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$25,034. (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

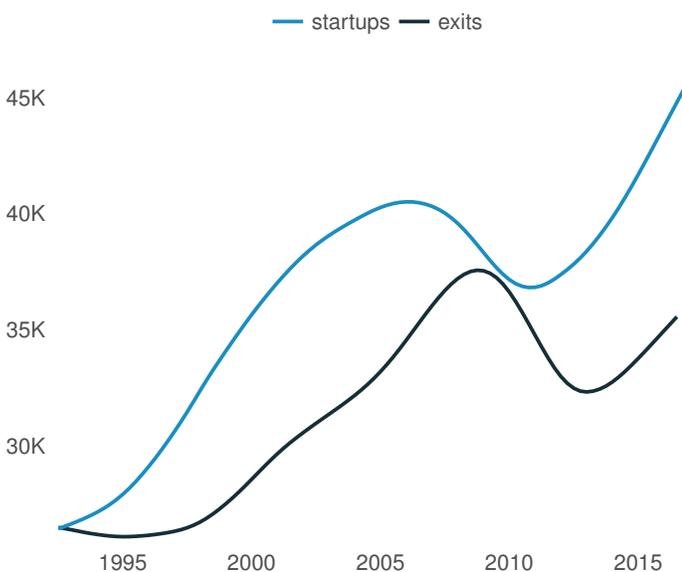
Figure 2: California Employees per Business by Owner's Demographic, 2015



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: California Quarterly Startups and Exits



- In the third quarter of 2016, 47,250 establishments started up, generating 135,472 new jobs in California. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 34,630 establishments exited resulting in 107,257 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 73,528 companies exported goods from California in 2015. Of these, 70,350, or 95.7%, were small firms; they generated 43.2% of California's \$152.1 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: California Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	1,017,850	1,609,306	63.2
Health Care and Social Assistance	886,496	1,873,857	47.3
Professional, Scientific, and Technical Services	689,638	1,258,225	54.8
Manufacturing	619,509	1,162,646	53.3
Retail Trade	597,980	1,690,005	35.4
Construction	569,882	686,757	83.0
Wholesale Trade	516,385	854,203	60.5
Other Services (except Public Administration)	469,936	575,034	81.7
Administrative, Support, and Waste Management	422,106	1,389,206	30.4
Educational Services	217,156	414,712	52.4
Real Estate and Rental and Leasing	203,671	286,606	71.1
Finance and Insurance	195,866	591,037	33.1
Transportation and Warehousing	172,203	486,149	35.4
Information	167,977	684,853	24.5
Arts, Entertainment, and Recreation	167,405	332,743	50.3
Management of Companies and Enterprises	44,915	315,604	14.2
Agriculture, Forestry, and Fishing and Hunting	19,658	26,336	74.6
Mining, Quarrying, and Oil and Gas Extraction	8,640	24,380	35.4
Utilities	4,871	59,668	8.2
Industries not classified	4,050	4,050	100.0
Total	6,996,194	14,325,377	48.8

Figure 4: California Small Business Employment by County, 2015

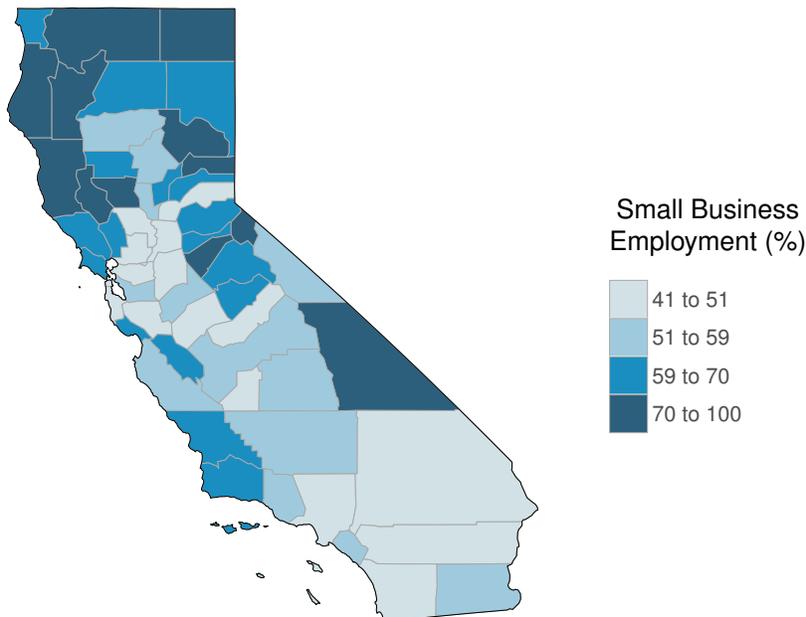


Table 2: California Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	112,446	104,922	548,841	661,287
Health Care and Social Assistance	90,191	82,057	270,162	360,353
Retail Trade	69,266	63,031	236,204	305,470
Construction	68,623	62,392	222,031	290,654
Other Services (except Public Administration)	66,292	61,262	489,079	555,371
Accommodation and Food Services	63,456	49,241	46,460	109,916
Wholesale Trade	50,495	43,661	62,926	113,421
Real Estate and Rental and Leasing	41,346	39,350	324,150	365,496
Administrative, Support, and Waste Management	36,101	31,524	251,710	287,811
Manufacturing	35,088	27,151	47,837	82,925
Finance and Insurance	28,170	26,195	87,348	115,518
Arts, Entertainment, and Recreation	22,276	20,434	210,277	232,553
Transportation and Warehousing	18,373	16,102	241,833	260,206
Information	15,903	13,989	61,246	77,149
Educational Services	12,112	9,498	88,655	100,767
Agriculture, Forestry, and Fishing and Hunting	1,815	1,587	12,994	14,809
Mining, Quarrying, and Oil and Gas Extraction	540	436	3,616	4,156
Utilities	477	419	1,589	2,066
Total	734,243	656,542	3,206,958	3,941,201

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

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COLORADO



611,495 Small Businesses
99.5% of Colorado Businesses

1.1 million Small Business Employees
48.6% of Colorado Employees

EMPLOYMENT
52,209
net new jobs

DIVERSITY
85,809
minority-owned
businesses

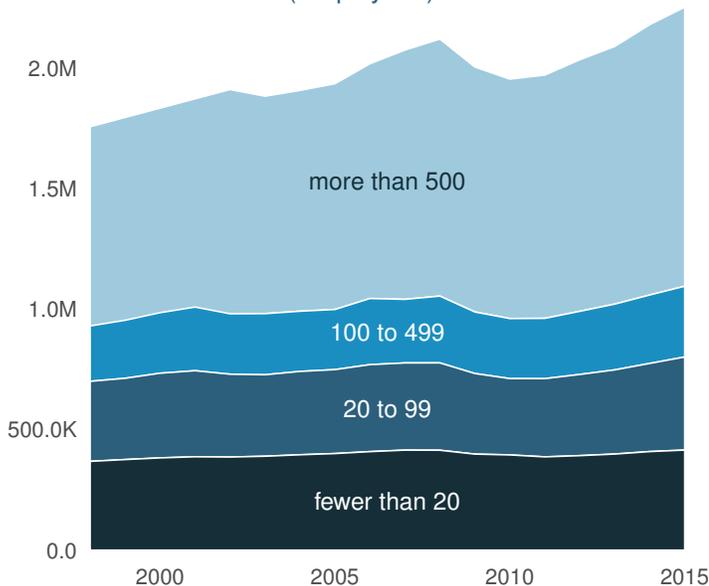
TRADE
5,027
small business
exporters

OVERALL COLORADO ECONOMY

- In the third quarter of 2017, Colorado grew at an annual rate of **3.7%**, which was faster than the overall US growth rate of **3.4%**. Colorado's 2016 growth rate of **1.1%** was down from the 2015 rate of **3.4%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.0%**, up from **2.8%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Colorado Employment by Business Size (Employees)



- Colorado small businesses employed **1.1 million** people, or **48.6%** 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 **3.0%** during the 12-month period ending in January 2018. This was below the increase of **3.6%** 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 **52,209** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **30,730** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **10,349** 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 3 between June 2016 and June 2017 to 88 banks. (Source: FDIC)
- In 2016, 131,038 loans under \$100,000 (valued at \$1.9 billion) were issued by Colorado lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$49,977 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$24,631. (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: Colorado Employees per Business by Owner's Demographic, 2015

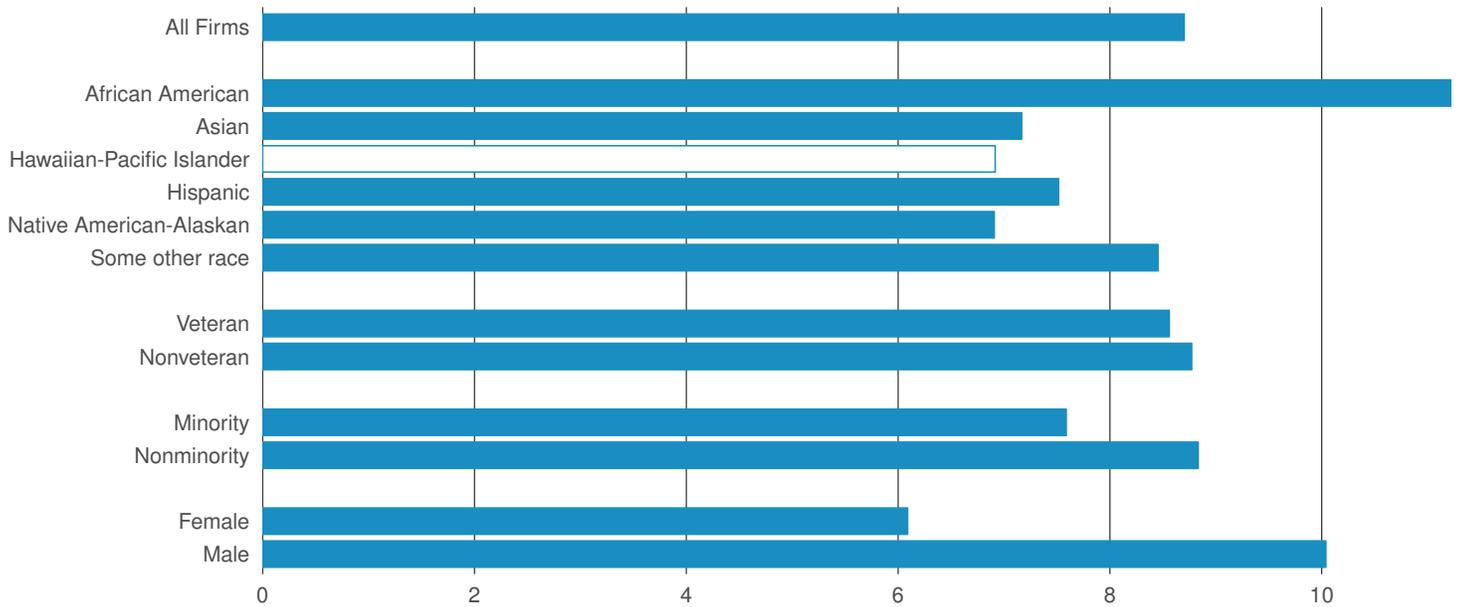
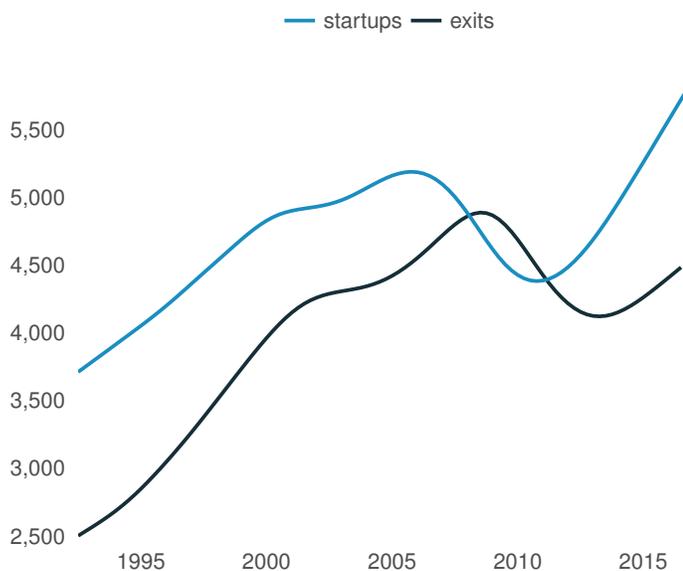


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Colorado Quarterly Startups and Exits



- In the third quarter of 2016, 5,898 establishments started up, generating 17,847 new jobs in Colorado. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 4,393 establishments exited resulting in 13,050 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 5,747 companies exported goods from Colorado in 2015. Of these, 5,027, or 87.5%, were small firms; they generated 30.6% of Colorado's \$7.4 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Colorado Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	168,691	270,647	62.3
Health Care and Social Assistance	148,351	292,970	50.6
Construction	116,776	145,088	80.5
Professional, Scientific, and Technical Services	108,416	191,456	56.6
Retail Trade	97,265	272,567	35.7
Other Services (except Public Administration)	85,323	104,477	81.7
Administrative, Support, and Waste Management	71,523	251,026	28.5
Manufacturing	62,955	121,335	51.9
Wholesale Trade	50,052	100,067	50.0
Finance and Insurance	30,582	105,193	29.1
Educational Services	30,286	50,283	60.2
Real Estate and Rental and Leasing	29,832	43,329	68.8
Arts, Entertainment, and Recreation	27,765	55,061	50.4
Transportation and Warehousing	23,048	69,739	33.0
Information	18,971	81,017	23.4
Mining, Quarrying, and Oil and Gas Extraction	13,272	30,018	44.2
Management of Companies and Enterprises	7,629	57,014	13.4
Utilities	3,044	10,592	28.7
Agriculture, Forestry, and Fishing and Hunting	1,437	1,548	92.8
Industries not classified	368	368	100.0
Total	1,095,586	2,253,795	48.6

Figure 4: Colorado Small Business Employment by County, 2015

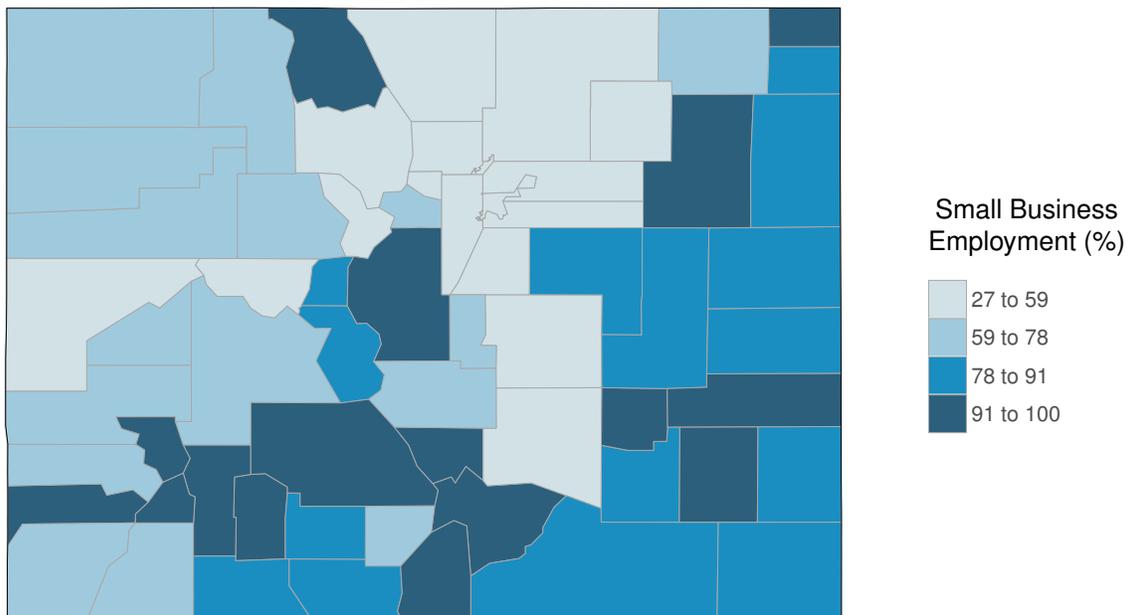


Table 2: Colorado Small Businesses by Industry and Firm Size, 2015



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	23,376	21,964	83,914	107,290
Construction	16,787	15,495	53,643	70,430
Other Services (except Public Administration)	12,683	11,758	58,208	70,891
Health Care and Social Assistance	12,627	11,130	33,084	45,711
Retail Trade	11,897	10,791	37,696	49,593
Accommodation and Food Services	9,776	7,177	5,870	15,646
Real Estate and Rental and Leasing	8,971	8,613	61,846	70,817
Administrative, Support, and Waste Management	7,446	6,597	32,994	40,440
Finance and Insurance	5,789	5,389	15,632	21,421
Wholesale Trade	5,377	4,470	7,317	12,694
Manufacturing	4,577	3,722	7,747	12,324
Transportation and Warehousing	3,032	2,673	23,159	26,191
Arts, Entertainment, and Recreation	2,566	2,283	28,393	30,959
Educational Services	2,309	1,924	15,725	18,034
Information	1,736	1,469	7,408	9,144
Mining, Quarrying, and Oil and Gas Extraction	1,101	926	3,756	4,857
Agriculture, Forestry, and Fishing and Hunting	326	314	4,090	4,416
Utilities	190	148	365	555
Total	130,648	117,198	480,847	611,495

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

CONNECTICUT



342,443 Small Businesses
99.4% of Connecticut Businesses

735,788 Small Business Employees
49.0% of Connecticut Employees

EMPLOYMENT
7,344
net new jobs

DIVERSITY
56,093
minority-owned
businesses

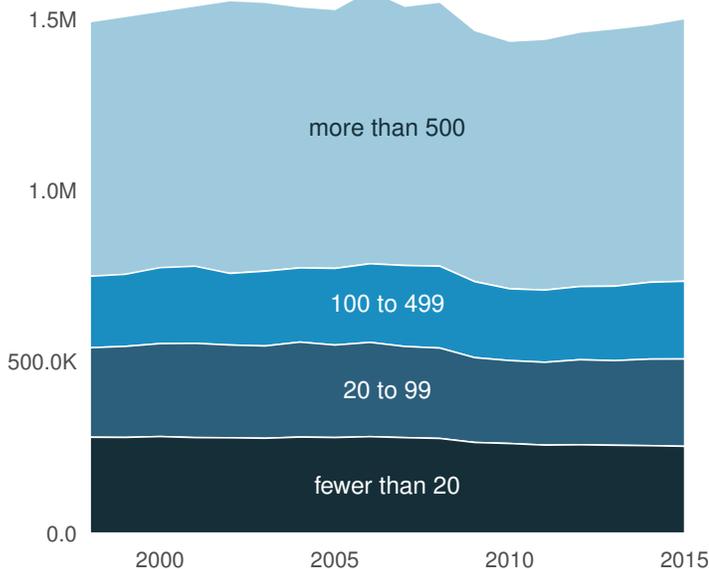
TRADE
4,944
small business
exporters

OVERALL CONNECTICUT ECONOMY

- In the third quarter of 2017, Connecticut grew at an annual rate of **3.9%**, which was faster than the overall US growth rate of **3.4%**. Connecticut's 2016 growth rate of **0.04%** was down from the 2015 rate of **1.9%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.5%**, down from **4.9%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Connecticut Employment by Business Size (Employees)



- Connecticut small businesses employed **735,788** people, or **49.0%** 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 decreased **0.3%** during the 12-month period ending in January 2018. This was below the increase of **2.4%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **7,344** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **6,430** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **79** 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 was unchanged at 42 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 73,420 loans under \$100,000 (valued at \$1.1 billion) were issued by Connecticut lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$61,776 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$30,812. (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: Connecticut Employees per Business by Owner's Demographic, 2015

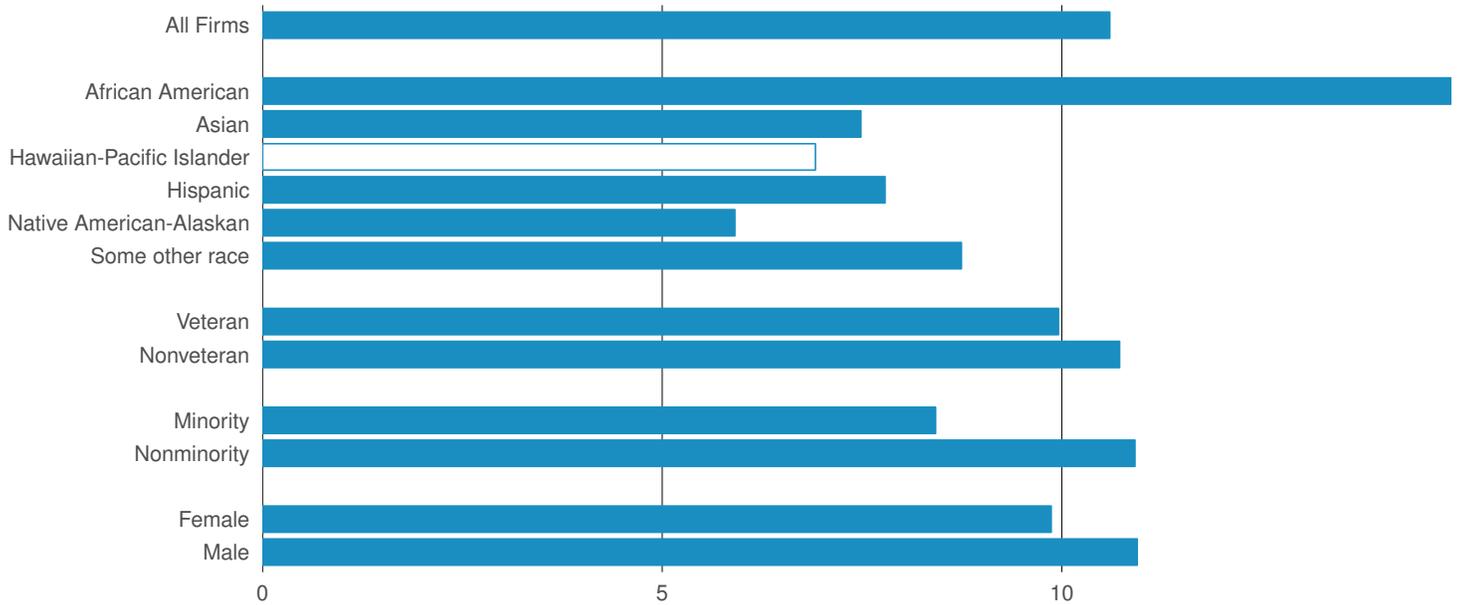
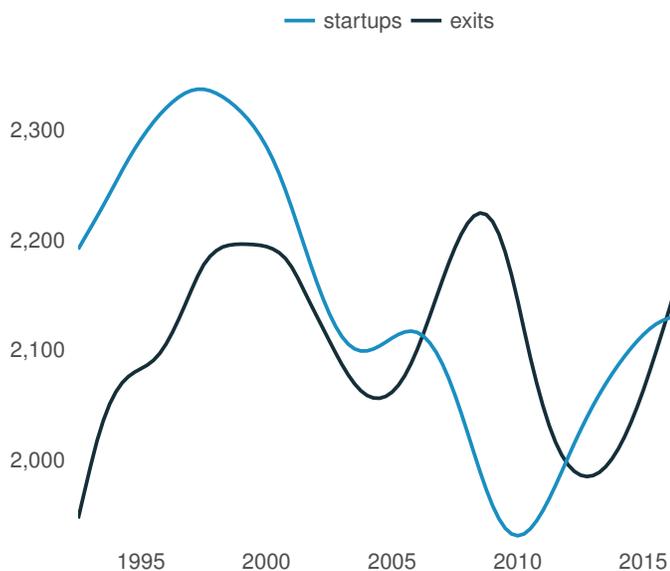


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Connecticut Quarterly Startups and Exits



- In the third quarter of 2016, 2,103 establishments started up, generating 7,181 new jobs in Connecticut. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,267 establishments exited resulting in 6,847 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 5,566 companies exported goods from Connecticut in 2015. Of these, 4,944, or 88.8%, were small firms; they generated 26.4% of Connecticut's \$14.3 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Connecticut Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	142,041	277,966	51.1
Accommodation and Food Services	92,884	141,384	65.7
Manufacturing	75,036	149,359	50.2
Retail Trade	68,843	184,465	37.3
Professional, Scientific, and Technical Services	54,663	108,017	50.6
Other Services (except Public Administration)	52,522	59,036	89.0
Construction	46,581	54,690	85.2
Wholesale Trade	41,031	72,994	56.2
Administrative, Support, and Waste Management	40,097	85,640	46.8
Finance and Insurance	30,452	122,420	24.9
Educational Services	23,589	74,626	31.6
Arts, Entertainment, and Recreation	22,555	27,767	81.2
Transportation and Warehousing	15,582	41,807	37.3
Real Estate and Rental and Leasing	12,562	19,902	63.1
Information	11,031	40,729	27.1
Management of Companies and Enterprises	4,825	33,327	14.5
Utilities	617	7,542	8.2
Mining, Quarrying, and Oil and Gas Extraction	348	902	38.6
Agriculture, Forestry, and Fishing and Hunting	281	281	100.0
Industries not classified	248	248	100.0
Total	735,788	1,503,102	49.0

Figure 4: Connecticut Small Business Employment by County, 2015

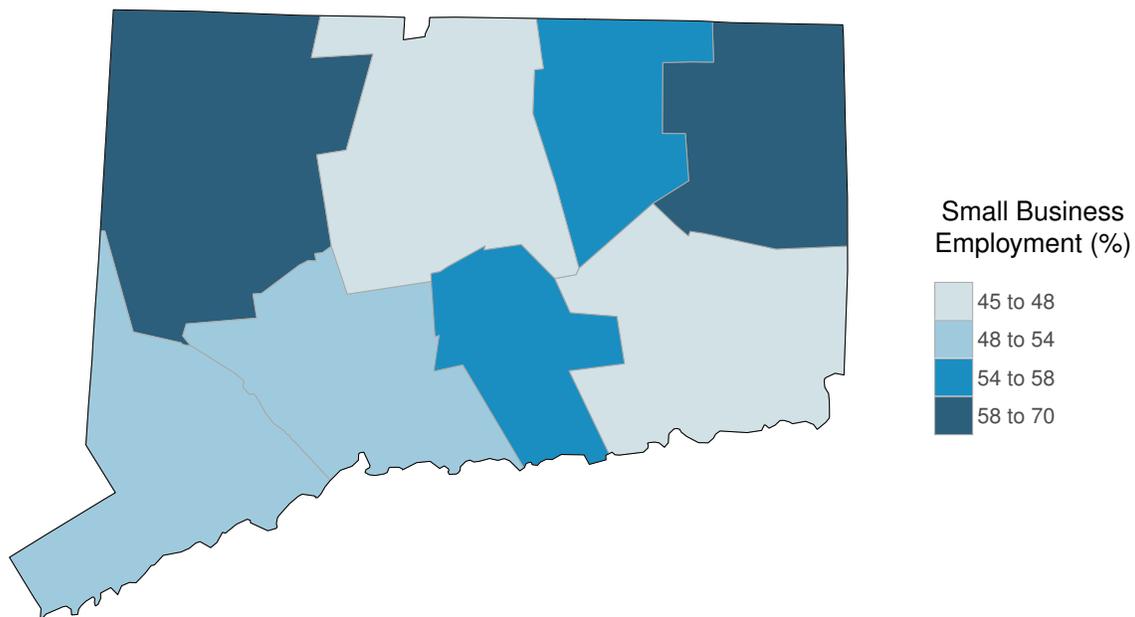


Table 2: Connecticut Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	8,799	8,273	31,416	40,215
Professional, Scientific, and Technical Services	8,281	7,622	45,998	54,279
Retail Trade	8,155	7,317	18,894	27,049
Construction	7,858	7,364	31,343	39,201
Health Care and Social Assistance	7,238	5,845	24,779	32,017
Accommodation and Food Services	6,994	5,565	3,726	10,720
Administrative, Support, and Waste Management	4,542	4,078	19,660	24,202
Manufacturing	3,741	2,746	3,545	7,286
Wholesale Trade	3,347	2,644	4,386	7,733
Finance and Insurance	3,168	2,798	10,834	14,002
Real Estate and Rental and Leasing	2,346	2,188	36,267	38,613
Arts, Entertainment, and Recreation	1,512	1,219	16,557	18,069
Educational Services	1,307	1,054	10,626	11,933
Transportation and Warehousing	1,238	1,011	9,457	10,695
Information	872	698	3,870	4,742
Agriculture, Forestry, and Fishing and Hunting	72	70	1,172	1,244
Mining, Quarrying, and Oil and Gas Extraction	46	40	61	107
Utilities	43	31	218	261
Total	69,634	60,776	272,809	342,443

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

DELAWARE



79,417 Small Businesses
98.3% of Delaware Businesses

180,179 Small Business Employees
45.3% of Delaware Employees



EMPLOYMENT
5,927
net new jobs



DIVERSITY
14,431
minority-owned
businesses



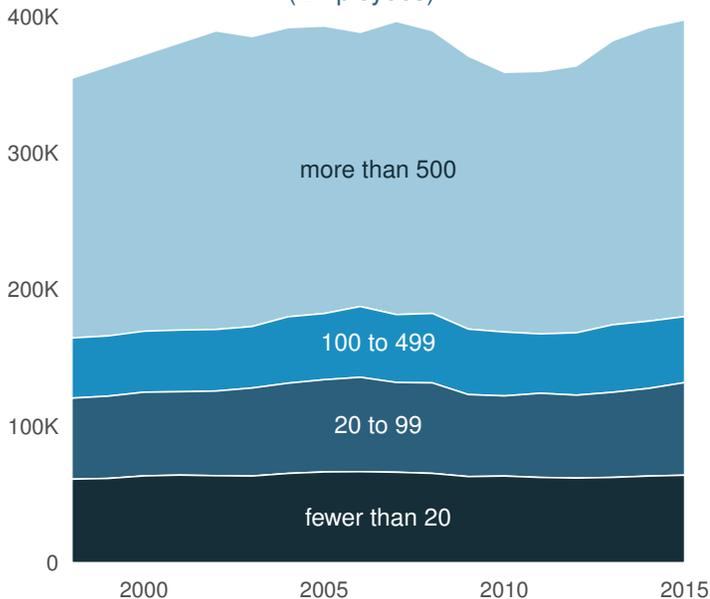
TRADE
1,389
small business
exporters

OVERALL DELAWARE ECONOMY

- In the third quarter of 2017, Delaware grew at an annual rate of **5.7%**, which was faster than the overall US growth rate of **3.4%**. Delaware's 2016 growth rate of **0.1%** was down from the 2015 rate of **2.8%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.5%**, down from **4.6%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Delaware Employment by Business Size (Employees)



- Delaware small businesses employed **180,179** people, or **45.3%** 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 increased **0.7%** during the 12-month period ending in January 2018. This was above the increase of **0.4%** 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 **5,927** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **3,701** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **42** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks was unchanged at 22 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 16,356 loans under \$100,000 (valued at \$261.7 million) were issued by Delaware lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$49,765 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$23,801. (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: Delaware Employees per Business by Owner's Demographic, 2015

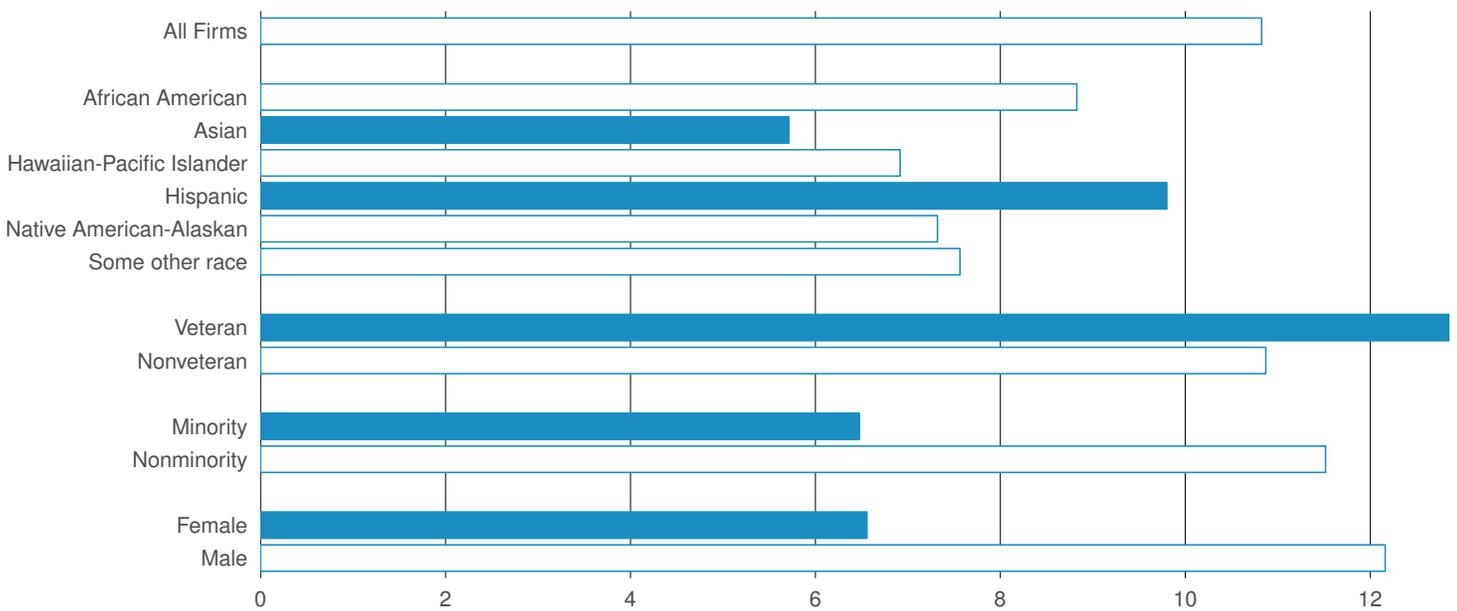
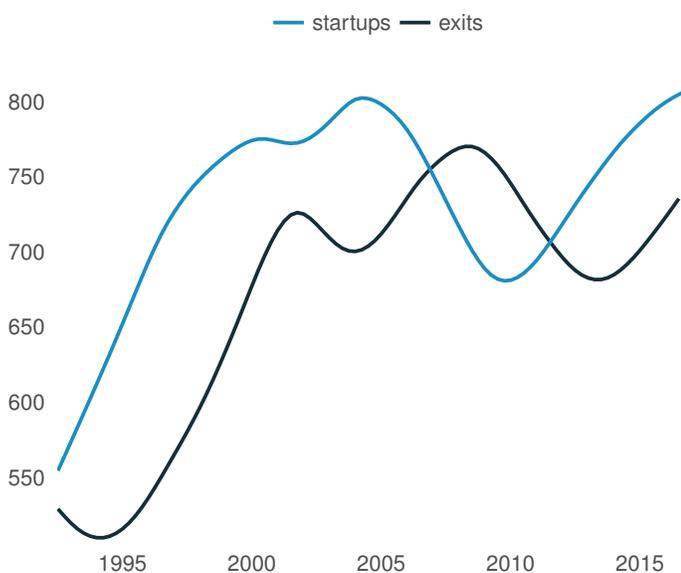


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Delaware Quarterly Startups and Exits



- In the third quarter of 2016, 839 establishments started up, generating 2,740 new jobs in Delaware. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 799 establishments exited resulting in 3,010 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 1,596 companies exported goods from Delaware in 2015. Of these, 1,389, or 87.0%, were small firms; they generated 19.1% of Delaware's \$5.2 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Delaware Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	28,300	66,496	42.6
Accommodation and Food Services	26,499	39,289	67.4
Retail Trade	18,204	55,070	33.1
Construction	17,943	19,468	92.2
Professional, Scientific, and Technical Services	16,833	31,486	53.5
Other Services (except Public Administration)	13,892	14,798	93.9
Administrative, Support, and Waste Management	11,263	28,429	39.6
Manufacturing	8,926	26,420	33.8
Wholesale Trade	7,066	15,520	45.5
Finance and Insurance	6,257	42,783	14.6
Transportation and Warehousing	5,467	14,153	38.6
Real Estate and Rental and Leasing	4,980	6,095	81.7
Arts, Entertainment, and Recreation	4,909	8,650	56.8
Educational Services	4,876	6,925	70.4
Information	2,573	6,684	38.5
Management of Companies and Enterprises	1,348	12,337	10.9
Utilities	472	2,374	19.9
Mining, Quarrying, and Oil and Gas Extraction	183	213	85.9
Agriculture, Forestry, and Fishing and Hunting	124	131	94.7
Industries not classified	64	64	100.0
Total	180,179	397,385	45.3

Figure 4: Delaware Small Business Employment by County, 2015

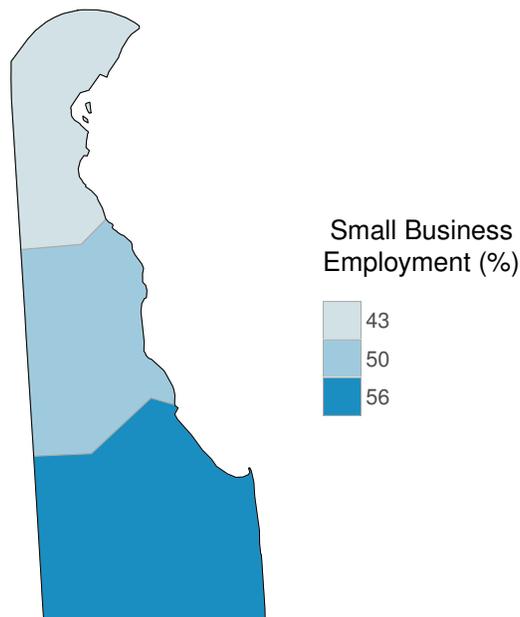


Table 2: Delaware Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	2,517	2,257	8,634	11,151
Retail Trade	2,190	1,946	5,396	7,586
Construction	2,156	1,949	5,973	8,129
Other Services (except Public Administration)	2,020	1,844	7,850	9,870
Health Care and Social Assistance	1,789	1,463	4,345	6,134
Accommodation and Food Services	1,669	1,257	774	2,443
Administrative, Support, and Waste Management	1,177	1,026	4,309	5,486
Finance and Insurance	981	854	2,528	3,509
Real Estate and Rental and Leasing	912	828	9,370	10,282
Wholesale Trade	855	685	1,136	1,991
Transportation and Warehousing	569	473	2,724	3,293
Manufacturing	502	383	670	1,172
Arts, Entertainment, and Recreation	390	331	3,550	3,940
Information	286	239	936	1,222
Educational Services	285	226	2,033	2,318
Agriculture, Forestry, and Fishing and Hunting	37	37	456	493
Utilities	19	14	39	58
Mining, Quarrying, and Oil and Gas Extraction	8	6	11	19
Total	18,683	16,109	60,734	79,417

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

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

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DISTRICT OF COLUMBIA



72,837 Small Businesses
98.2% of District of Columbia Businesses

243,121 Small Business Employees
47.4% of District of Columbia Employees

EMPLOYMENT
8,375
net new jobs

DIVERSITY
29,958
minority-owned
businesses

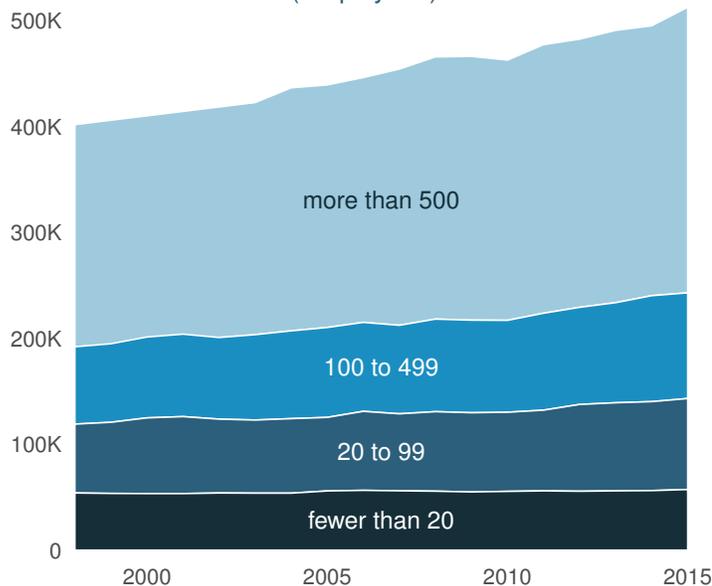
TRADE
577
small business
exporters

OVERALL DISTRICT OF COLUMBIA ECONOMY

- In the third quarter of 2017, the District of Columbia grew at an annual rate of **2.5%**, which was slower than the overall US growth rate of **3.4%**. The District of Columbia's 2016 growth rate of **2.1%** was up from the 2015 rate of **1.8%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **5.8%**, down from **6.0%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: District of Columbia Employment by Business Size (Employees)



- District of Columbia small businesses employed **243,121** people, or **47.4%** 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 **1.1%** during the 12-month period ending in January 2018. This was below the increase of **1.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **3.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **8,375** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **4,052** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **1,853** 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 was unchanged at 3 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 13,297 loans under \$100,000 (valued at \$190.2 million) were issued by District of Columbia lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$66,500 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$34,113. (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: District of Columbia Employees per Business by Owner's Demographic, 2015

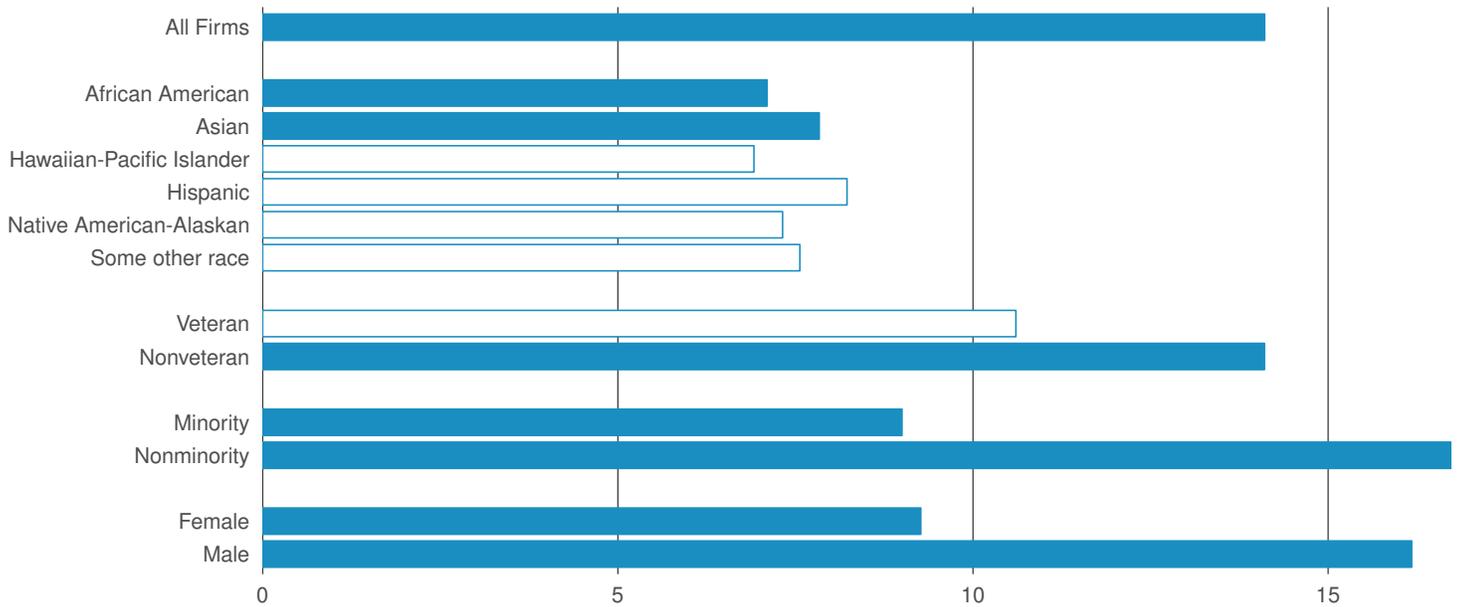
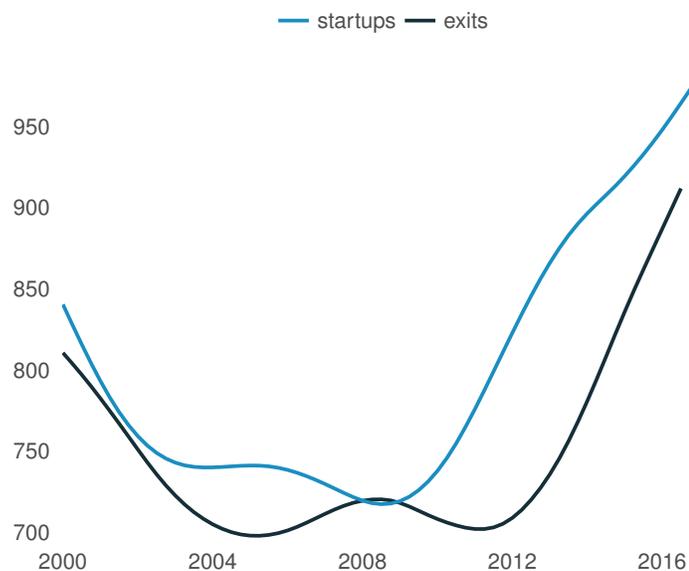


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: District of Columbia Quarterly Startups and Exits



- In the third quarter of 2016, 914 establishments started up, generating 4,387 new jobs in the District of Columbia. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 942 establishments exited resulting in 3,296 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 2000 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

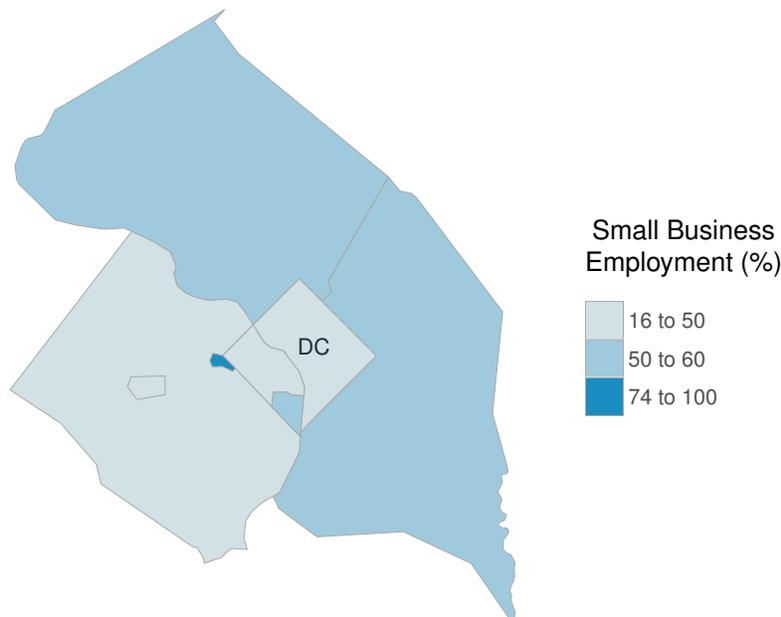
- A total of 751 companies exported goods from the District of Columbia in 2015. Of these, 577, or 76.8%, were small firms; they generated 79.5% of the District of Columbia's \$128.0 million in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: District of Columbia Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Other Services (except Public Administration)	59,650	75,051	79.5
Professional, Scientific, and Technical Services	46,088	100,443	45.9
Accommodation and Food Services	37,627	68,875	54.6
Health Care and Social Assistance	29,015	66,439	43.7
Educational Services	14,827	53,247	27.8
Administrative, Support, and Waste Management	14,472	32,087	45.1
Construction	7,659	9,314	82.2
Retail Trade	7,196	21,999	32.7
Information	6,727	24,055	28.0
Real Estate and Rental and Leasing	6,014	11,067	54.3
Arts, Entertainment, and Recreation	4,257	7,801	54.6
Finance and Insurance	3,921	17,156	22.9
Wholesale Trade	2,398	4,455	53.8
Management of Companies and Enterprises	1,345	14,734	9.1
Transportation and Warehousing	1,051	3,076	34.2
Manufacturing	783	1,013	77.3
Industries not classified	77	77	100.0
Utilities	9	2,106	0.4
Agriculture, Forestry, and Fishing and Hunting	s	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	6	-
Total	243,121	513,002	47.4

Figure 4: District of Columbia Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

Table 2: District of Columbia 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	4,229	3,483	15,795	20,024
Other Services (except Public Administration)	3,605	2,802	6,802	10,407
Accommodation and Food Services	1,831	1,235	1,125	2,956
Health Care and Social Assistance	1,657	1,355	4,348	6,005
Retail Trade	1,238	1,109	1,824	3,062
Real Estate and Rental and Leasing	719	607	5,148	5,867
Administrative, Support, and Waste Management	648	445	3,359	4,007
Educational Services	503	323	3,009	3,512
Construction	440	348	2,022	2,462
Information	401	300	1,426	1,827
Finance and Insurance	390	281	960	1,350
Arts, Entertainment, and Recreation	276	228	4,749	5,025
Wholesale Trade	263	218	306	569
Transportation and Warehousing	116	94	5,113	5,229
Manufacturing	91	81	283	374
Utilities	7	7	55	62
Mining, Quarrying, and Oil and Gas Extraction	2	2	4	6
Agriculture, Forestry, and Fishing and Hunting	1	1	31	32
Total	16,478	13,021	56,359	72,837

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

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

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FLORIDA



2.5 million Small Businesses
99.8% of Florida Businesses

3.3 million Small Business Employees
42.2% of Florida Employees

EMPLOYMENT
152,330
net new jobs

DIVERSITY
926,002
minority-owned
businesses

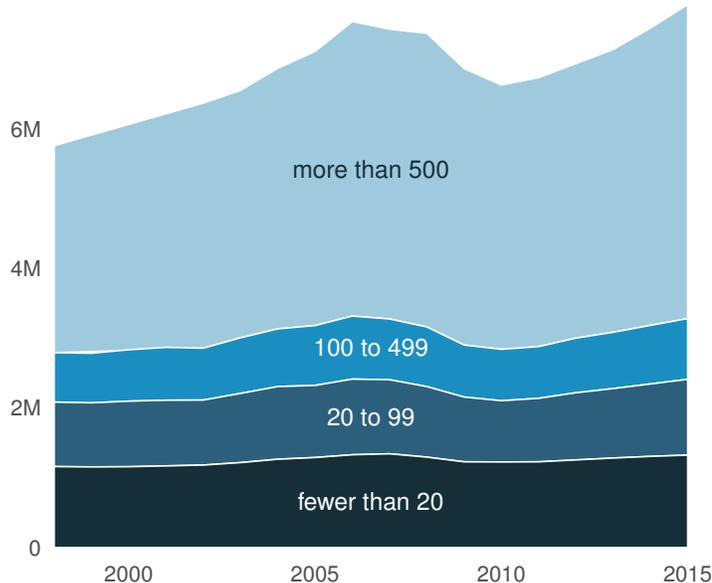
TRADE
56,664
small business
exporters

OVERALL FLORIDA ECONOMY

- In the third quarter of 2017, Florida grew at an annual rate of **3.0%**, which was slower than the overall US growth rate of **3.4%**. Florida's 2016 growth rate of **2.4%** was down from the 2015 rate of **3.9%**. (Source: BEA)
- In January 2018, the unemployment rate was **3.9%**, down from **4.6%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: CPS)

EMPLOYMENT

Figure 1: Florida Employment by Business Size (Employees)



- Florida small businesses employed **3.3 million** people, or **42.2%** 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 **2.1%** during the 12-month period ending in January 2018. This was below the increase of **3.3%** during the prior 12-month period. (Source: CPS)
- The number of proprietors increased in 2016 by **2.6%** relative to the previous year. (Source: BEA)
- Small businesses created **152,330** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **92,180** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **22,733** net jobs. (Source: SUSB)

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INCOME AND FINANCE

- The number of banks decreased by 14 between June 2016 and June 2017 to 138 banks. (Source: FDIC)
- In 2016, 449,537 loans under \$100,000 (valued at \$5.6 billion) were issued by Florida lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$41,226 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$18,986. (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: Florida Employees per Business by Owner's Demographic, 2015

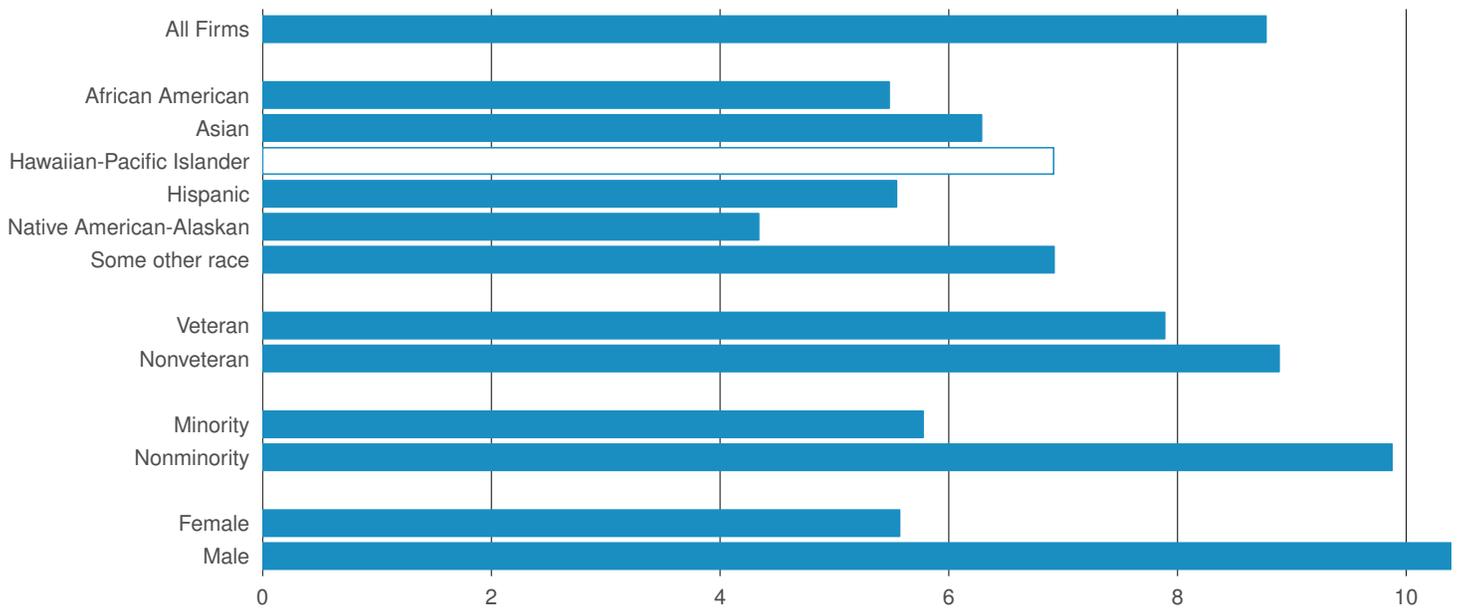
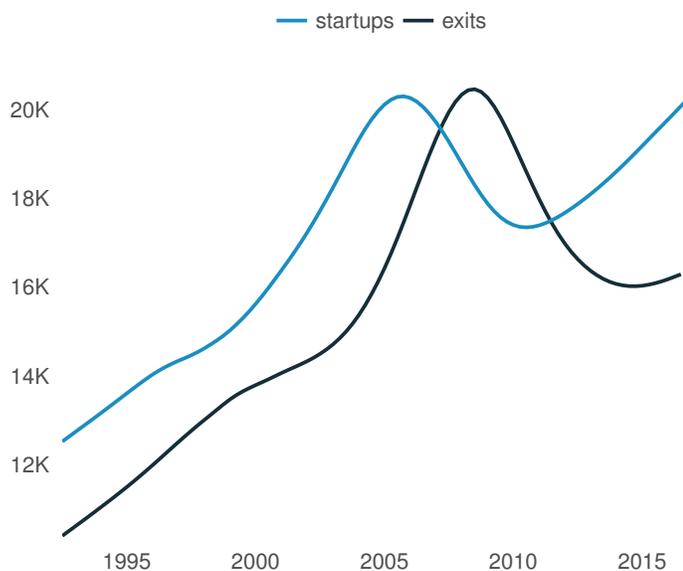


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Florida Quarterly Startups and Exits



- In the third quarter of 2016, 20,880 establishments started up, generating 88,109 new jobs in Florida. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 18,474 establishments exited resulting in 75,721 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 59,617 companies exported goods from Florida in 2015. Of these, 56,664, or 95.0%, were small firms; they generated 58.9% of Florida's \$49.5 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Florida Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	469,509	908,180	51.7
Health Care and Social Assistance	462,341	1,049,304	44.1
Professional, Scientific, and Technical Services	326,614	487,877	66.9
Construction	320,722	363,780	88.2
Retail Trade	316,569	1,070,533	29.6
Other Services (except Public Administration)	252,558	315,424	80.1
Administrative, Support, and Waste Management	247,028	1,509,292	16.4
Wholesale Trade	191,021	313,865	60.9
Manufacturing	160,449	298,117	53.8
Finance and Insurance	107,701	344,804	31.2
Real Estate and Rental and Leasing	98,979	163,133	60.7
Arts, Entertainment, and Recreation	97,003	192,635	50.4
Educational Services	82,901	170,670	48.6
Transportation and Warehousing	75,052	238,271	31.5
Information	37,686	165,788	22.7
Management of Companies and Enterprises	18,874	145,099	13.0
Agriculture, Forestry, and Fishing and Hunting	7,157	9,271	77.2
Utilities	6,002	27,063	22.2
Mining, Quarrying, and Oil and Gas Extraction	1,693	3,943	42.9
Industries not classified	941	941	100.0
Total	3,280,800	7,777,990	42.2

Figure 4: Florida Small Business Employment by County, 2015

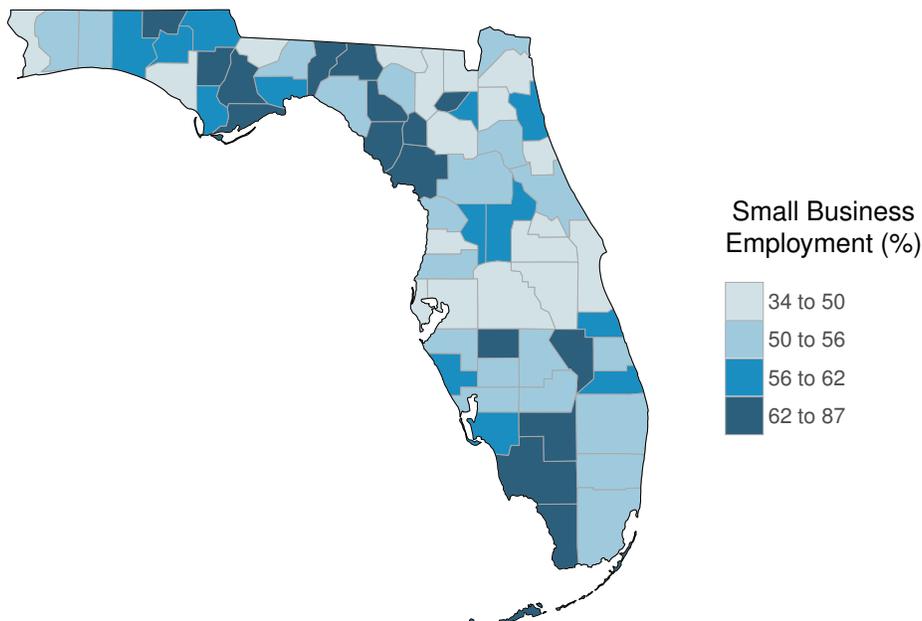


Table 2: Florida Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	70,924	67,534	248,401	319,325
Construction	47,942	44,456	177,000	224,942
Retail Trade	47,245	44,208	144,099	191,344
Health Care and Social Assistance	46,558	42,264	174,063	220,621
Other Services (except Public Administration)	42,831	40,257	348,655	391,486
Administrative, Support, and Waste Management	30,184	27,689	232,070	262,254
Accommodation and Food Services	29,233	22,562	32,085	61,318
Real Estate and Rental and Leasing	28,268	27,351	252,157	280,425
Wholesale Trade	26,365	23,771	40,685	67,050
Finance and Insurance	17,332	16,227	63,535	80,867
Transportation and Warehousing	12,246	11,235	134,468	146,714
Manufacturing	11,913	9,893	23,671	35,584
Arts, Entertainment, and Recreation	7,567	6,506	84,725	92,292
Educational Services	5,992	4,926	44,813	50,805
Information	4,693	4,212	23,412	28,105
Agriculture, Forestry, and Fishing and Hunting	989	916	13,968	14,957
Utilities	282	237	1,583	1,865
Mining, Quarrying, and Oil and Gas Extraction	190	157	949	1,139
Total	430,921	395,294	2,040,339	2,471,260

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

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GEORGIA



1.0 million Small Businesses
99.6% of Georgia Businesses

1.6 million Small Business Employees
43.2% of Georgia Employees

EMPLOYMENT
73,251
net new jobs

DIVERSITY
371,524
minority-owned
businesses

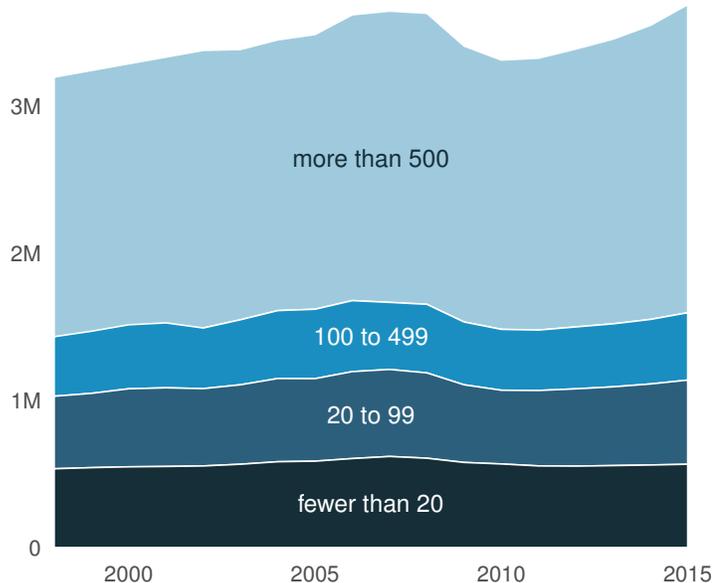
TRADE
12,667
small business
exporters

OVERALL GEORGIA ECONOMY

- In the third quarter of 2017, Georgia grew at an annual rate of **3.2%**, which was slower than the overall US growth rate of **3.4%**. Georgia's 2016 growth rate of **3.0%** was down from the 2015 rate of **3.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.5%**, down from **5.3%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Georgia Employment by Business Size (Employees)



- Georgia small businesses employed **1.6 million** people, or **43.2%** 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 **2.6%** during the 12-month period ending in January 2018. This was below the increase of **3.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **73,251** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **37,573** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **9,406** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 11 between June 2016 and June 2017 to 181 banks. (Source: FDIC)
- In 2016, 172,076 loans under \$100,000 (valued at \$2.3 billion) were issued by Georgia lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,293 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,529. (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: Georgia Employees per Business by Owner's Demographic, 2015

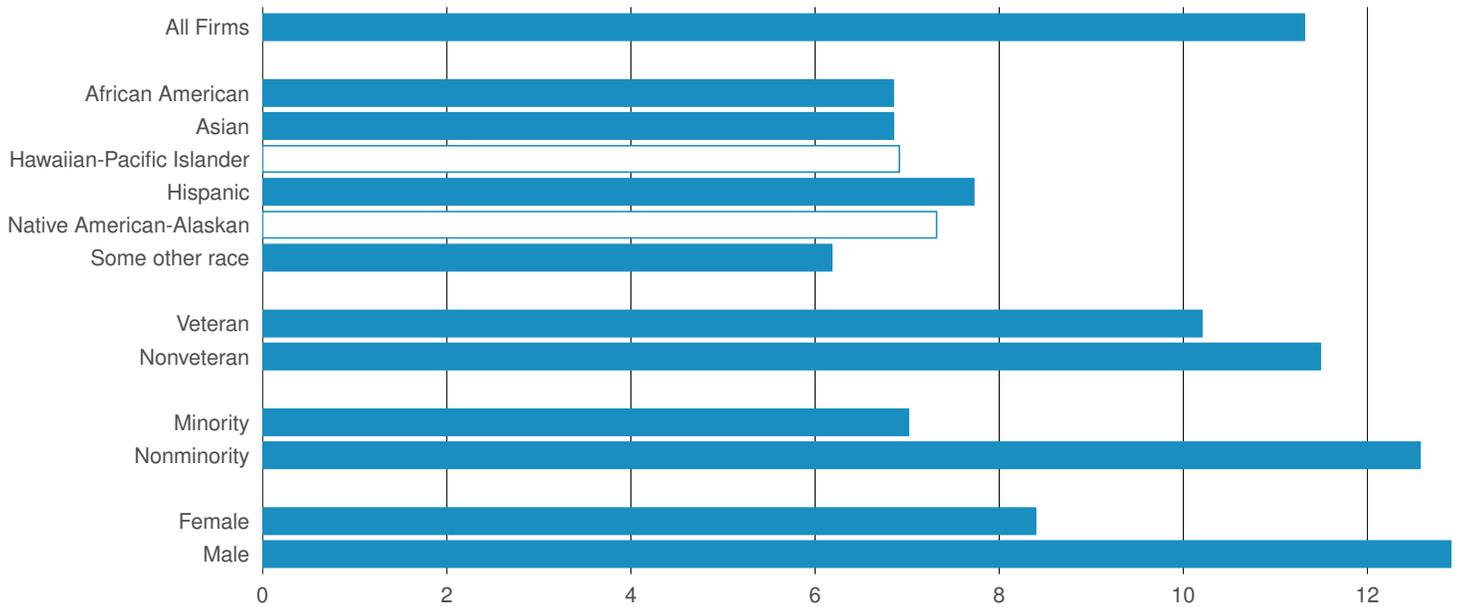
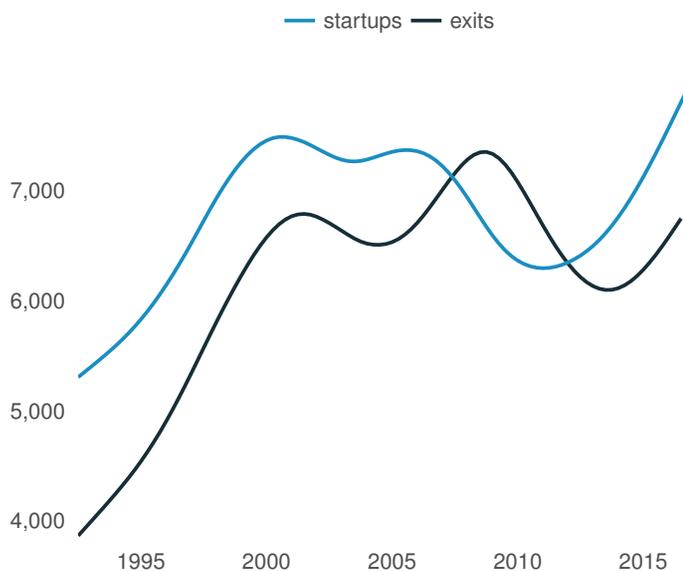


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Georgia Quarterly Startups and Exits



- In the third quarter of 2016, 7,830 establishments started up, generating 34,863 new jobs in Georgia. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 7,140 establishments exited resulting in 29,628 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 14,369 companies exported goods from Georgia in 2015. Of these, 12,667, or 88.2%, were small firms; they generated 28.9% of Georgia's \$35.6 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Georgia Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	241,117	403,873	59.7
Health Care and Social Assistance	211,275	478,276	44.2
Professional, Scientific, and Technical Services	146,863	252,351	58.2
Retail Trade	141,117	468,517	30.1
Other Services (except Public Administration)	131,544	156,605	84.0
Construction	128,229	164,767	77.8
Manufacturing	125,209	365,088	34.3
Administrative, Support, and Waste Management	110,691	377,195	29.3
Wholesale Trade	103,908	204,669	50.8
Finance and Insurance	53,405	173,080	30.9
Educational Services	43,684	83,713	52.2
Transportation and Warehousing	42,472	176,600	24.0
Real Estate and Rental and Leasing	37,975	59,555	63.8
Arts, Entertainment, and Recreation	28,216	46,741	60.4
Information	24,411	118,864	20.5
Management of Companies and Enterprises	10,033	124,169	8.1
Agriculture, Forestry, and Fishing and Hunting	7,037	7,530	93.5
Utilities	6,771	24,886	27.2
Mining, Quarrying, and Oil and Gas Extraction	2,404	5,435	44.2
Industries not classified	576	576	100.0
Total	1,596,937	3,692,490	43.2

Figure 4: Georgia Small Business Employment by County, 2015

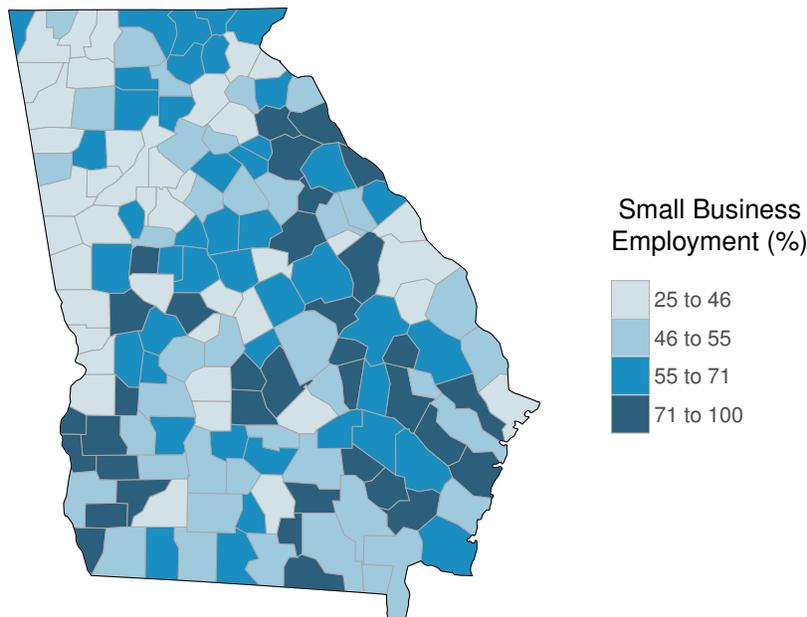


Table 2: Georgia Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	26,645	24,867	104,953	131,598
Retail Trade	20,627	19,074	64,078	84,705
Other Services (except Public Administration)	19,320	17,914	165,194	184,514
Health Care and Social Assistance	18,131	15,786	69,835	87,966
Construction	16,586	15,089	94,950	111,536
Accommodation and Food Services	14,009	10,359	15,378	29,387
Wholesale Trade	10,034	8,250	13,237	23,271
Administrative, Support, and Waste Management	9,789	8,518	99,092	108,881
Real Estate and Rental and Leasing	8,412	7,910	75,243	83,655
Finance and Insurance	7,429	6,758	22,518	29,947
Manufacturing	6,005	4,397	10,850	16,855
Transportation and Warehousing	4,861	4,147	53,124	57,985
Arts, Entertainment, and Recreation	2,756	2,414	39,912	42,668
Educational Services	2,664	2,139	24,921	27,585
Information	2,082	1,730	10,883	12,965
Agriculture, Forestry, and Fishing and Hunting	919	822	5,904	6,823
Utilities	115	60	680	795
Mining, Quarrying, and Oil and Gas Extraction	113	85	145	258
Total	170,618	150,817	870,897	1,041,515

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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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

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HAWAII



128,863 Small Businesses
99.3% of Hawaii Businesses

271,340 Small Business Employees
51.8% of Hawaii Employees



EMPLOYMENT
3,718
net new jobs



DIVERSITY
74,187
minority-owned businesses



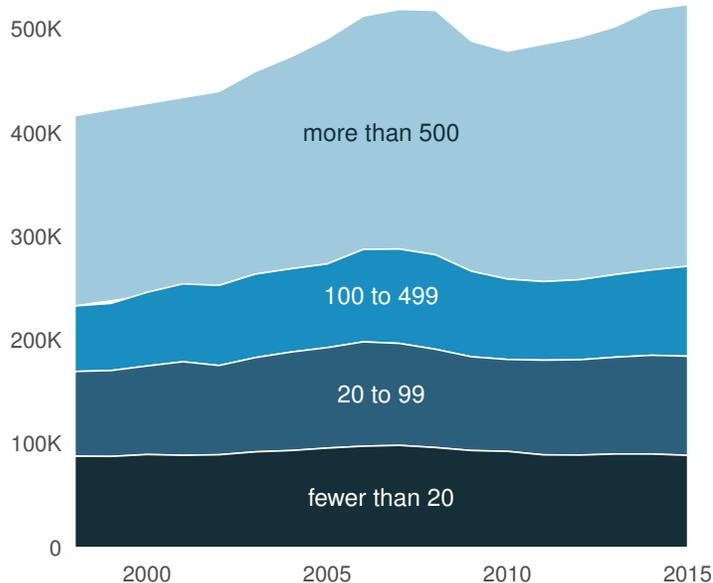
TRADE
720
small business exporters

OVERALL HAWAII ECONOMY

- In the third quarter of 2017, Hawaii grew at an annual rate of **1.3%**, which was slower than the overall US growth rate of **3.4%**. Hawaii's 2016 growth rate of **1.9%** was down from the 2015 rate of **3.2%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **2.1%**, down from **2.7%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Hawaii Employment by Business Size (Employees)



- Hawaii small businesses employed **271,340** people, or **51.8%** 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 **0.2%** during the 12-month period ending in January 2018. This was below the increase of **1.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **3,718** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **2,303** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **271** 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 was unchanged at 8 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 28,338 loans under \$100,000 (valued at \$455.2 million) were issued by Hawaii lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$49,619 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$25,065. (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: Hawaii Employees per Business by Owner's Demographic, 2015

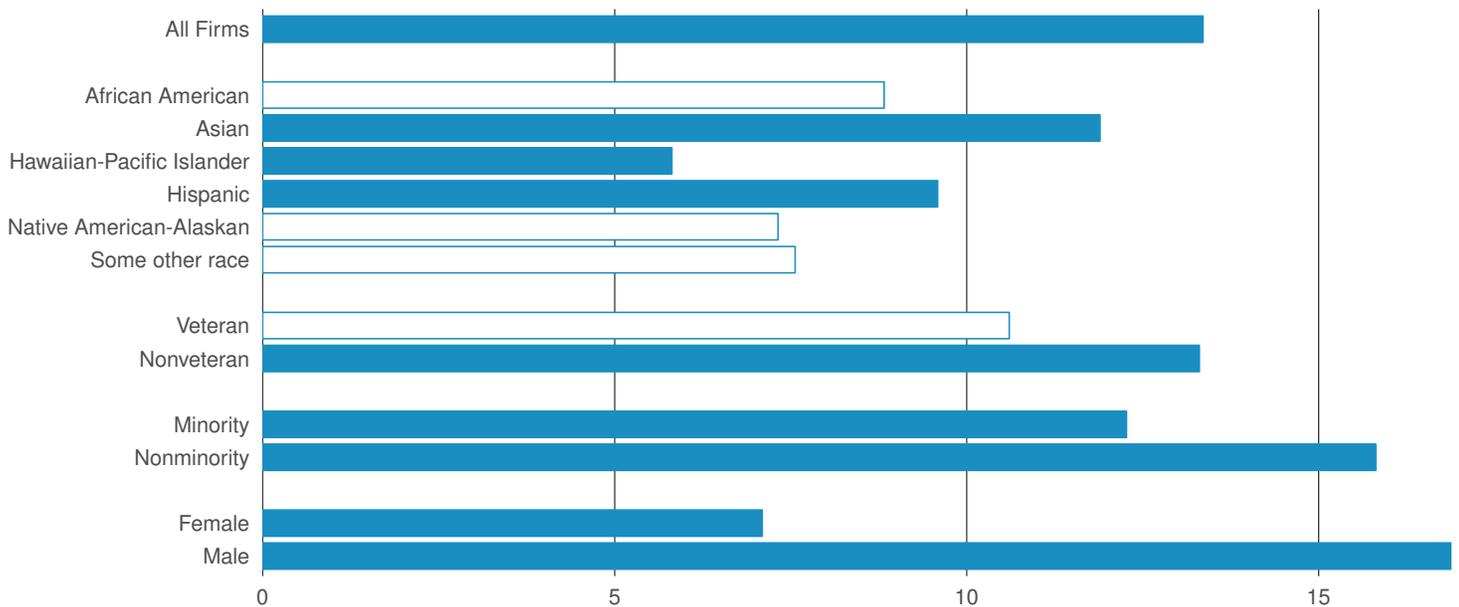
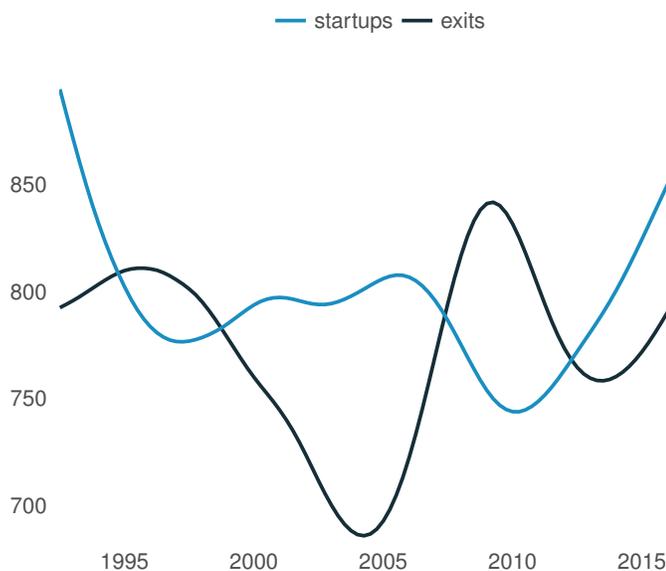


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Hawaii Quarterly Startups and Exits



- In the third quarter of 2016, 830 establishments started up, generating 4,310 new jobs in Hawaii. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 783 establishments exited resulting in 2,517 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 847 companies exported goods from Hawaii in 2015. Of these, 720, or 85.0%, were small firms; they generated 69.4% of Hawaii's \$598.0 million in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Hawaii Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	53,506	104,743	51.1
Health Care and Social Assistance	33,485	69,873	47.9
Retail Trade	26,906	71,688	37.5
Construction	25,095	29,518	85.0
Other Services (except Public Administration)	22,087	25,471	86.7
Administrative, Support, and Waste Management	21,256	60,148	35.3
Professional, Scientific, and Technical Services	16,827	22,734	74.0
Wholesale Trade	13,466	18,856	71.4
Transportation and Warehousing	11,123	29,911	37.2
Manufacturing	9,777	12,449	78.5
Arts, Entertainment, and Recreation	9,213	11,289	81.6
Educational Services	8,921	16,832	53.0
Real Estate and Rental and Leasing	7,825	12,735	61.4
Finance and Insurance	7,079	18,975	37.3
Information	2,021	8,116	24.9
Management of Companies and Enterprises	1,805	6,258	28.8
Utilities	555	3,688	15.0
Mining, Quarrying, and Oil and Gas Extraction	167	167	100.0
Agriculture, Forestry, and Fishing and Hunting	165	165	100.0
Industries not classified	61	61	100.0
Total	271,340	523,677	51.8

Figure 4: Hawaii Small Business Employment by County, 2015

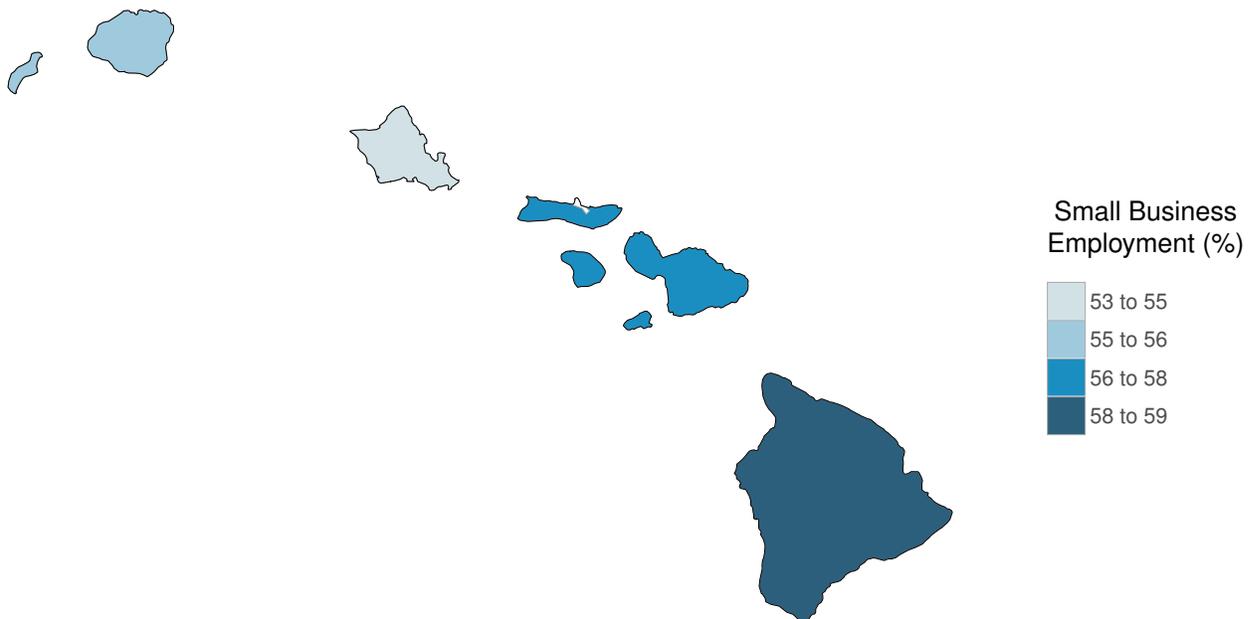


Table 2: Hawaii Small Businesses by Industry and Firm Size, 2015



Industry



1-499 Employees



1-20 Employees



Nonemployer
Firms



Total Small Firms

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	3,065	2,812	16,284	19,349
Health Care and Social Assistance	2,853	2,577	7,886	10,739
Professional, Scientific, and Technical Services	2,818	2,579	15,327	18,145
Accommodation and Food Services	2,785	2,072	2,053	4,838
Construction	2,695	2,392	7,815	10,510
Retail Trade	2,558	2,250	10,059	12,617
Real Estate and Rental and Leasing	1,520	1,421	12,091	13,611
Administrative, Support, and Waste Management	1,490	1,249	8,697	10,187
Wholesale Trade	1,274	1,055	2,641	3,915
Manufacturing	719	593	2,228	2,947
Finance and Insurance	652	566	2,884	3,536
Transportation and Warehousing	633	468	4,064	4,697
Arts, Entertainment, and Recreation	457	344	6,531	6,988
Educational Services	453	343	2,791	3,244
Information	250	214	1,161	1,411
Agriculture, Forestry, and Fishing and Hunting	33	29	1,983	2,016
Utilities	18	12	202	220
Mining, Quarrying, and Oil and Gas Extraction	8	5	10	18
Total	24,156	21,008	104,707	128,863

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

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

IDAHO



158,426 Small Businesses
99.2% of Idaho Businesses

304,700 Small Business Employees
55.8% of Idaho Employees



EMPLOYMENT
14,392
net new jobs



DIVERSITY
10,585
minority-owned
businesses



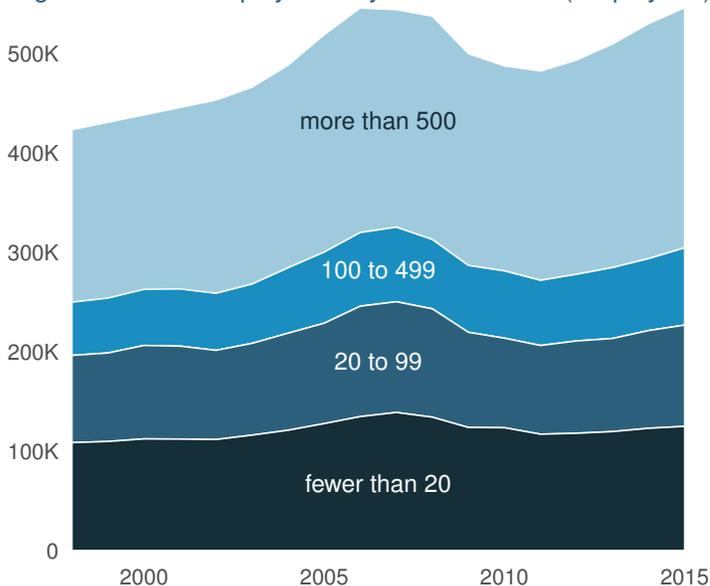
TRADE
1,432
small business
exporters

OVERALL IDAHO ECONOMY

- In the third quarter of 2017, Idaho grew at an annual rate of **2.8%**, which was slower than the overall US growth rate of **3.4%**. Idaho's 2016 growth rate of **2.7%** was down from the 2015 rate of **3.0%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.0%**, down from **3.5%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Idaho Employment by Business Size (Employees)



- Idaho small businesses employed **304,700** people, or **55.8%** 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 **3.2%** during the 12-month period ending in January 2018. This was above the increase of **2.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **14,392** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **8,353** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **3,008** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks increased by 1 between June 2016 and June 2017 to 13 banks. (Source: FDIC)
- In 2016, 33,801 loans under \$100,000 (valued at \$522.7 million) were issued by Idaho lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$42,416 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$23,222. (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: Idaho Employees per Business by Owner's Demographic, 2015

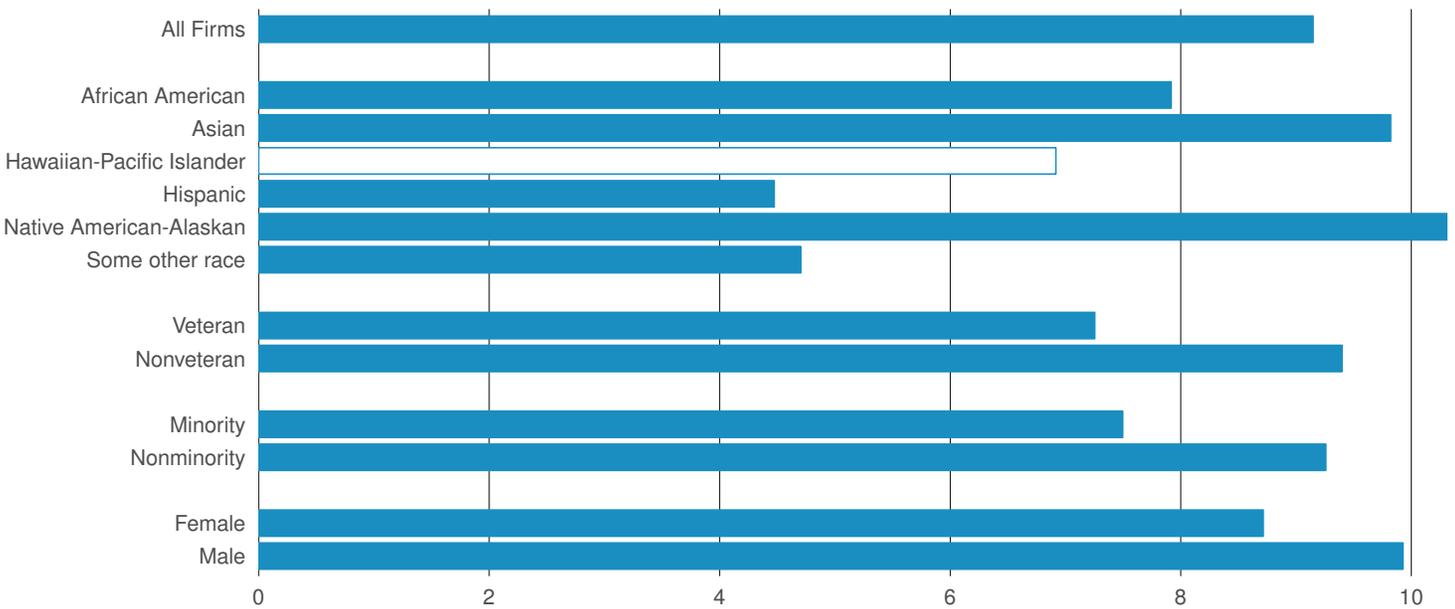
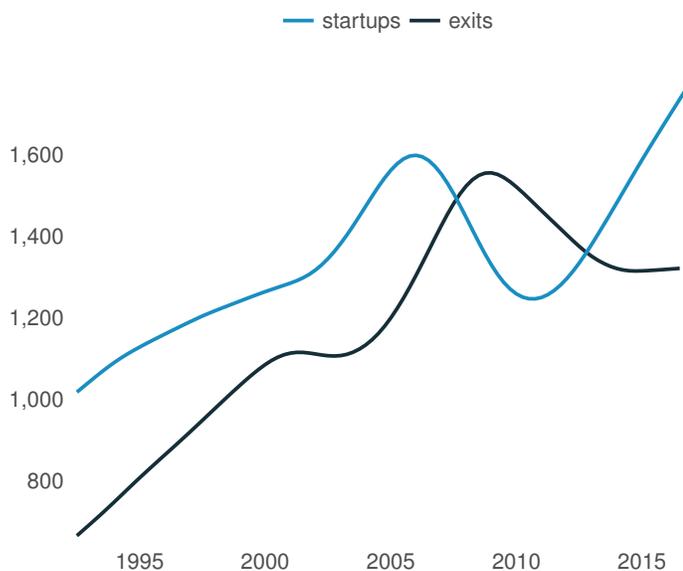


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Idaho Quarterly Startups and Exits



- In the third quarter of 2016, 1,793 establishments started up, generating 5,641 new jobs in Idaho. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,352 establishments exited resulting in 4,044 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 1,728 companies exported goods from Idaho in 2015. Of these, 1,432, or 82.9%, were small firms; they generated 26.8% of Idaho's \$4.0 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Idaho Employment by Industry, 2015

			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	50,141	89,070	56.3
Accommodation and Food Services	39,398	59,491	66.2
Retail Trade	34,558	82,400	41.9
Construction	33,745	34,903	96.7
Manufacturing	26,983	57,884	46.6
Professional, Scientific, and Technical Services	19,958	33,003	60.5
Other Services (except Public Administration)	17,404	19,631	88.7
Administrative, Support, and Waste Management	16,851	39,518	42.6
Wholesale Trade	16,027	30,283	52.9
Transportation and Warehousing	11,486	18,419	62.4
Finance and Insurance	8,617	21,637	39.8
Arts, Entertainment, and Recreation	6,908	9,180	75.3
Real Estate and Rental and Leasing	6,051	7,190	84.2
Educational Services	5,138	13,649	37.6
Information	4,282	11,917	35.9
Agriculture, Forestry, and Fishing and Hunting	3,346	3,431	97.5
Mining, Quarrying, and Oil and Gas Extraction	1,463	2,832	51.7
Management of Companies and Enterprises	1,452	8,368	17.4
Utilities	780	3,606	21.6
Industries not classified	112	112	100.0
Total	304,700	546,524	55.8

Figure 4: Idaho Small Business Employment by County, 2015

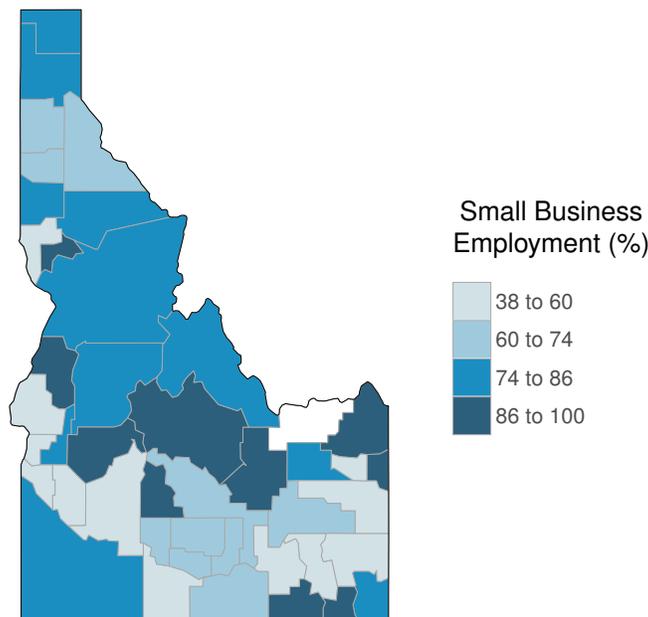


Table 2: Idaho Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Construction	6,125	5,782	13,882	20,007
Health Care and Social Assistance	4,237	3,681	9,081	13,318
Professional, Scientific, and Technical Services	4,084	3,848	15,482	19,566
Retail Trade	3,788	3,354	13,088	16,876
Other Services (except Public Administration)	3,135	2,958	17,525	20,660
Accommodation and Food Services	2,801	2,213	1,600	4,401
Administrative, Support, and Waste Management	2,039	1,863	7,930	9,969
Real Estate and Rental and Leasing	1,965	1,897	16,352	18,317
Manufacturing	1,585	1,240	2,807	4,392
Transportation and Warehousing	1,556	1,406	5,209	6,765
Finance and Insurance	1,381	1,272	3,637	5,018
Wholesale Trade	1,368	1,018	2,034	3,402
Arts, Entertainment, and Recreation	731	647	5,732	6,463
Educational Services	440	348	3,462	3,902
Agriculture, Forestry, and Fishing and Hunting	439	405	2,653	3,092
Information	373	297	1,461	1,834
Utilities	105	91	104	209
Mining, Quarrying, and Oil and Gas Extraction	94	75	182	276
Total	36,205	32,473	122,221	158,426

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
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- 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

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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

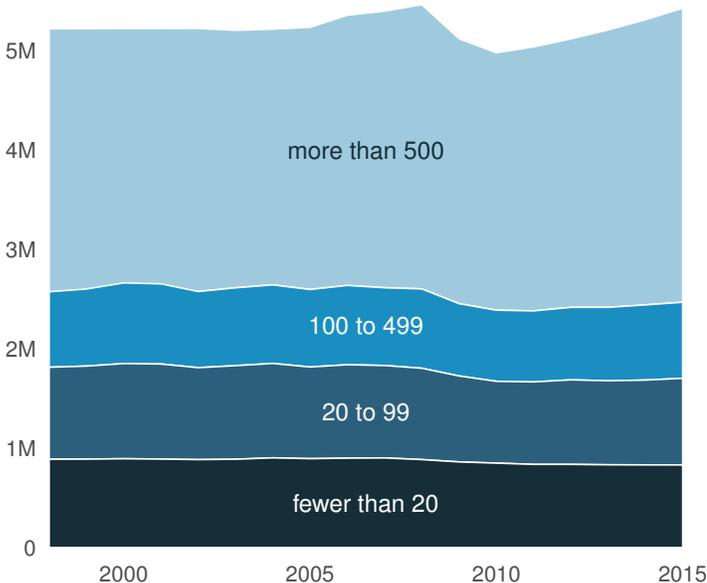
TRADE
20,192
small business
exporters

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](#))

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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

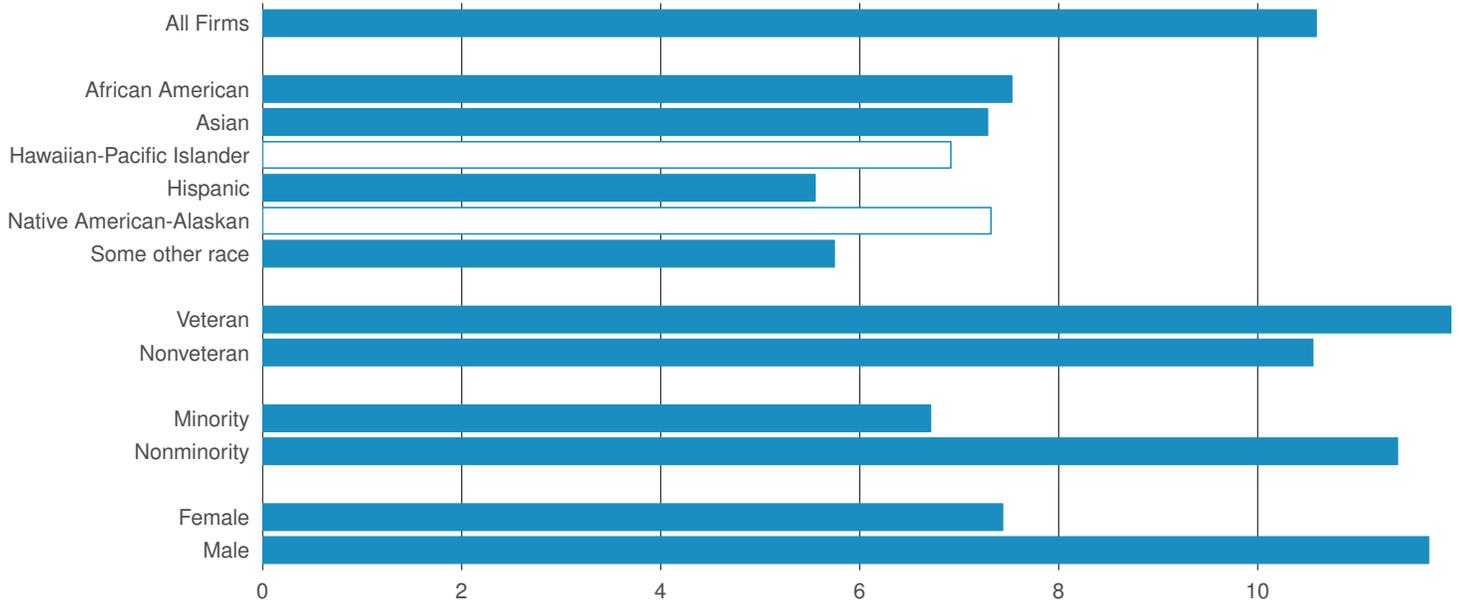
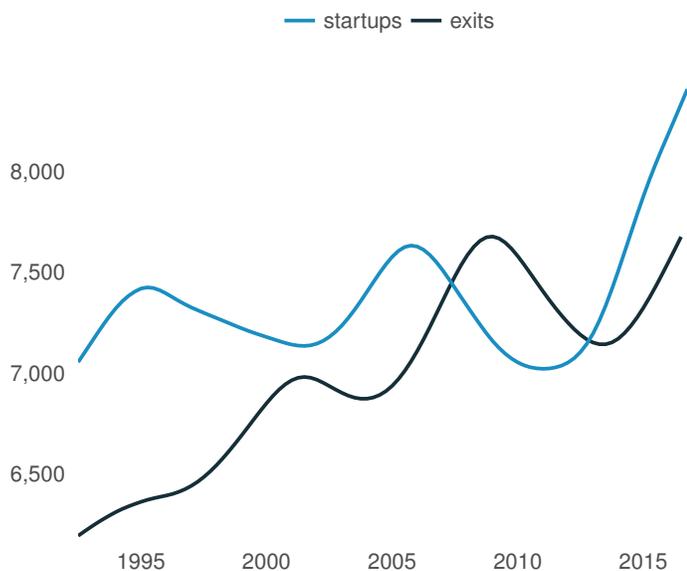


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

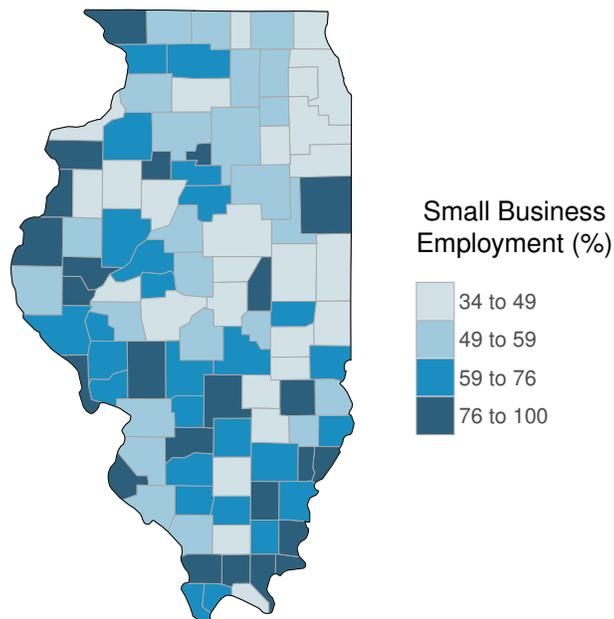


Table 2: Illinois Small Businesses by Industry and Firm Size, 2015



Industry



1-499 Employees



1-20 Employees



Nonemployer
Firms



Total Small Firms

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

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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

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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



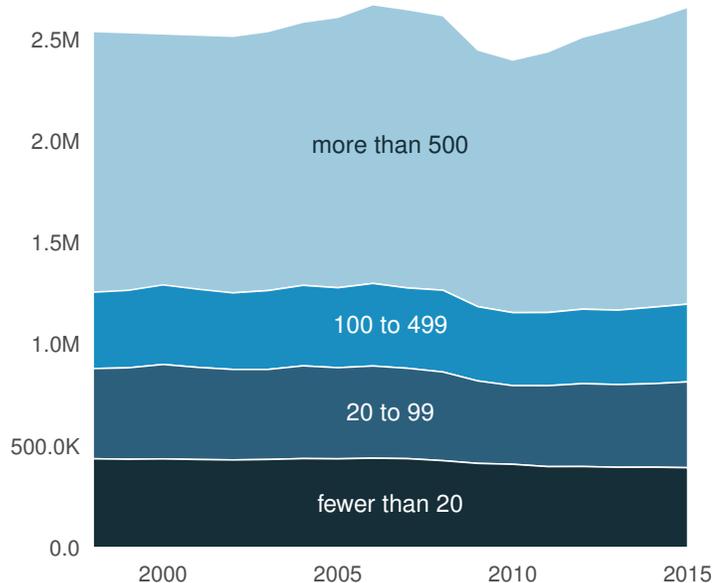
TRADE
7,076
small business
exporters

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

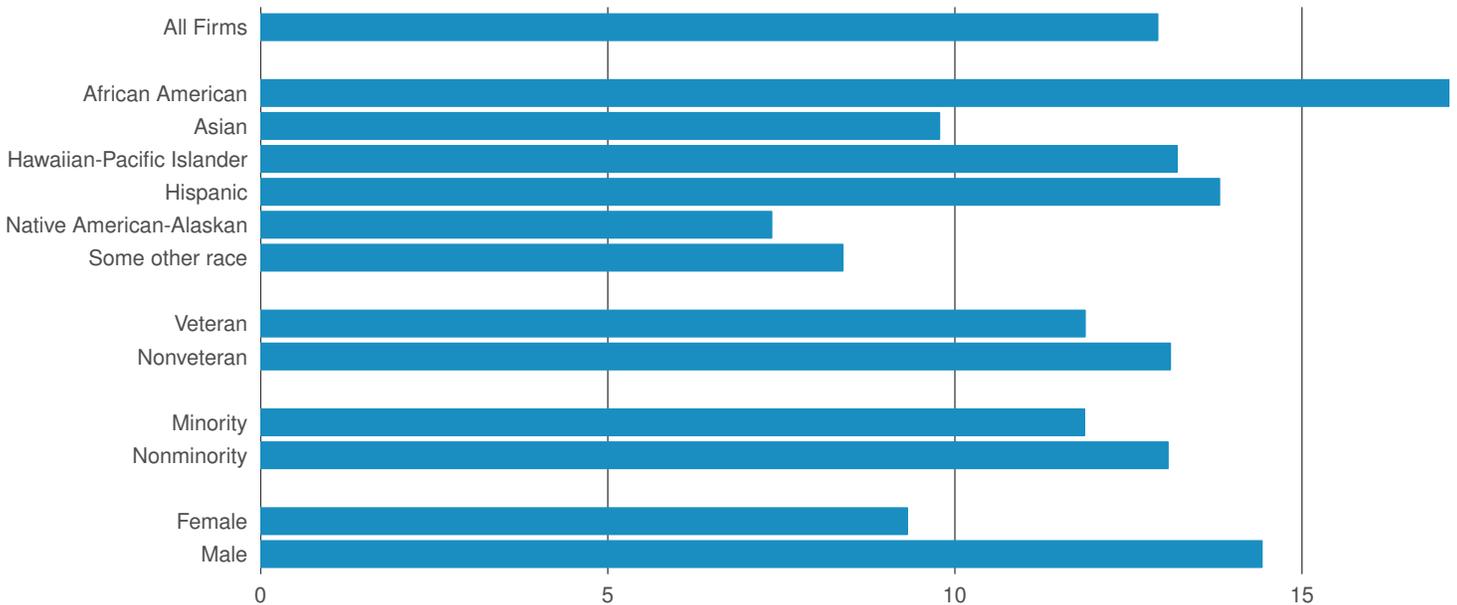
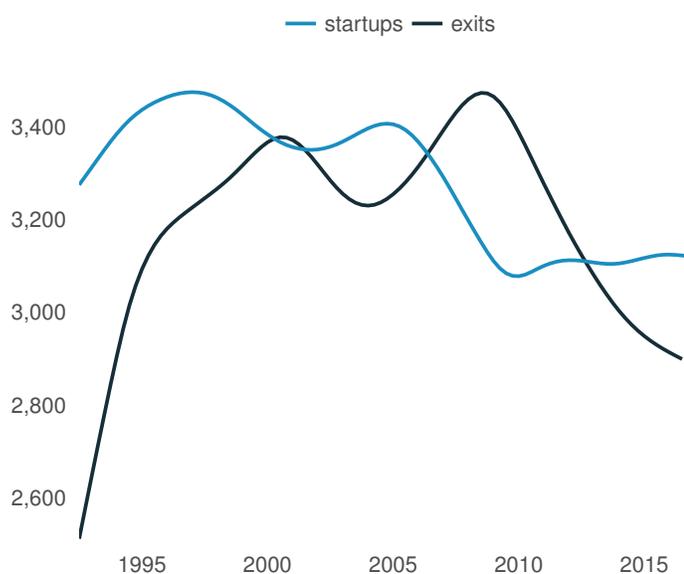


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE).

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

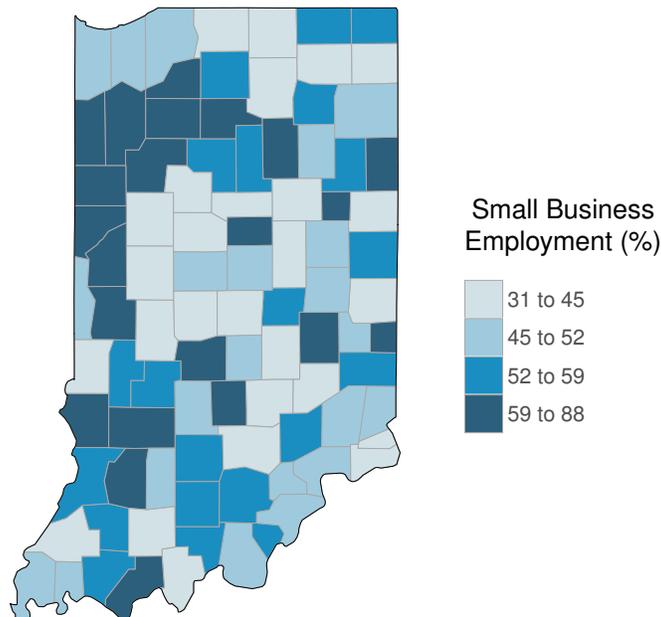


Table 2: Indiana Small Businesses by Industry and Firm Size, 2015

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

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

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

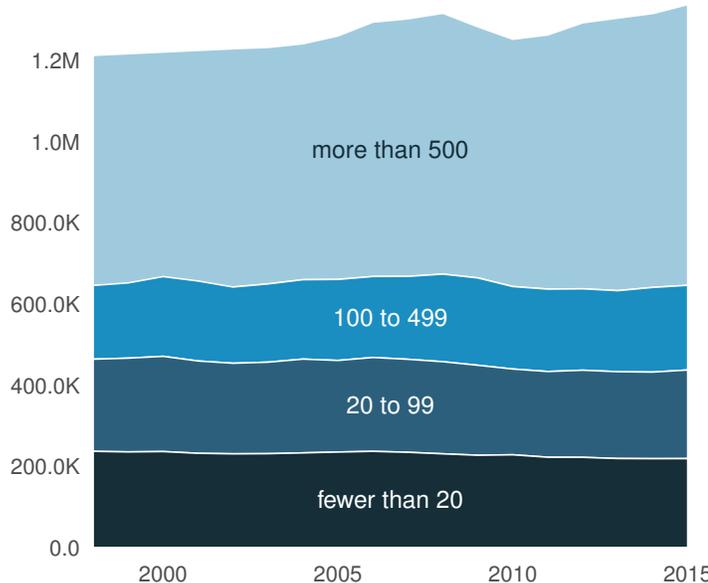
TRADE
2,672
small business
exporters

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

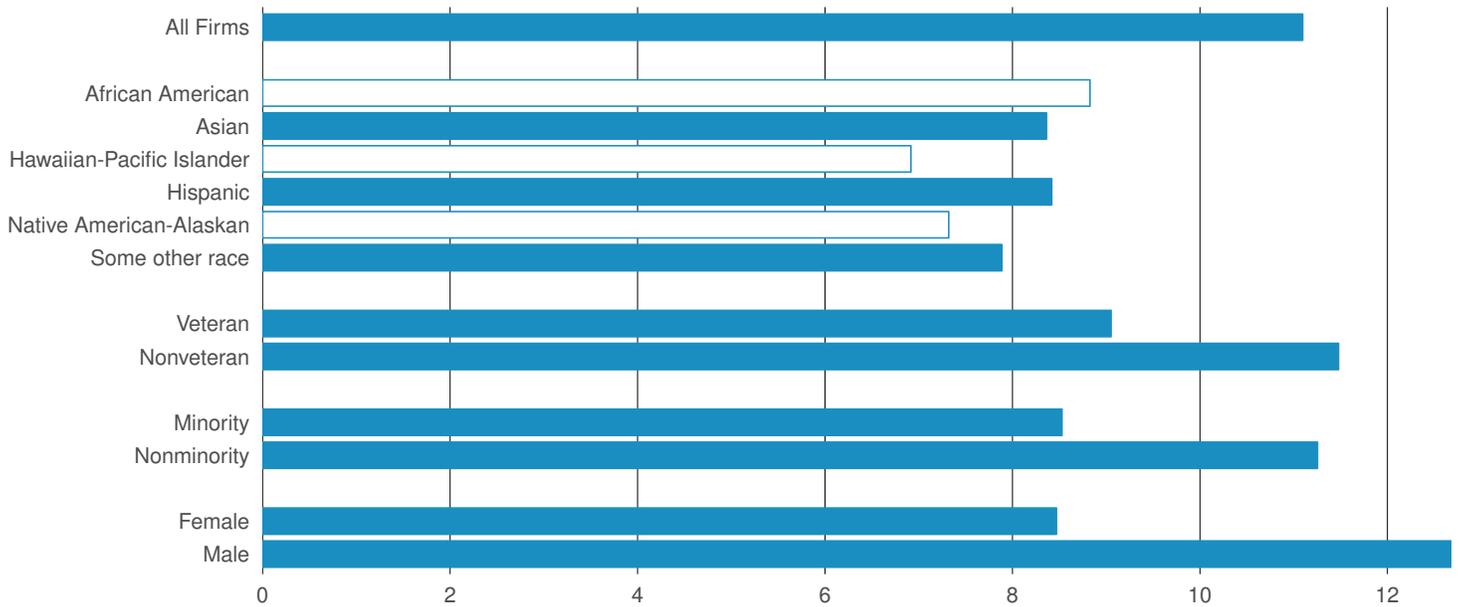
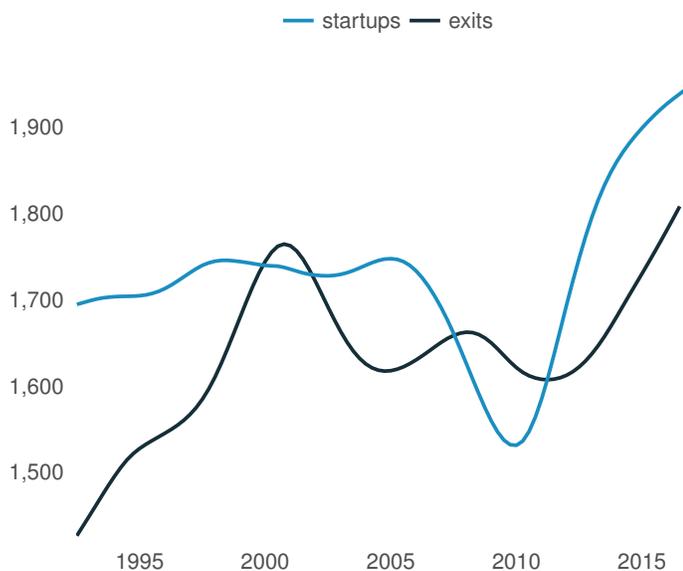


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

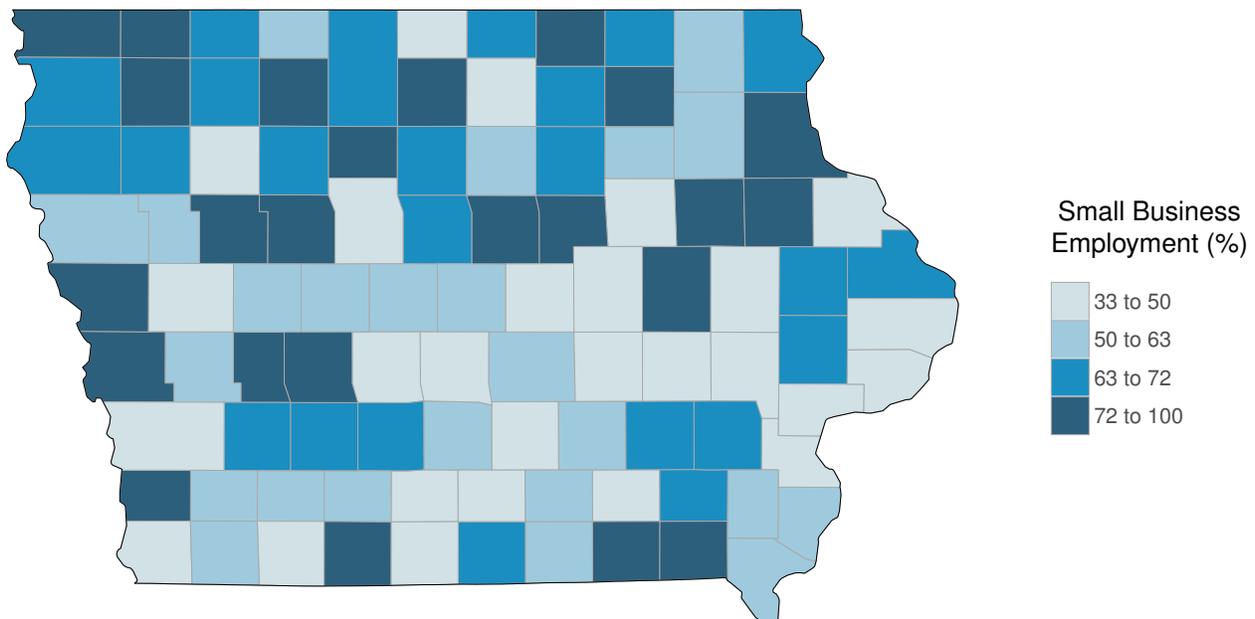


Table 2: Iowa Small Businesses by Industry and Firm Size, 2015

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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- ASE Annual Survey of Entrepreneurs, US Census Bureau
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- ITA International Trade Administration, US Department of Commerce
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- SBO Survey of Business Owners, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

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KANSAS



251,985 Small Businesses
99.1% of Kansas Businesses

606,966 Small Business Employees
51.0% of Kansas Employees

EMPLOYMENT
15,474
net new jobs

DIVERSITY
26,104
minority-owned
businesses

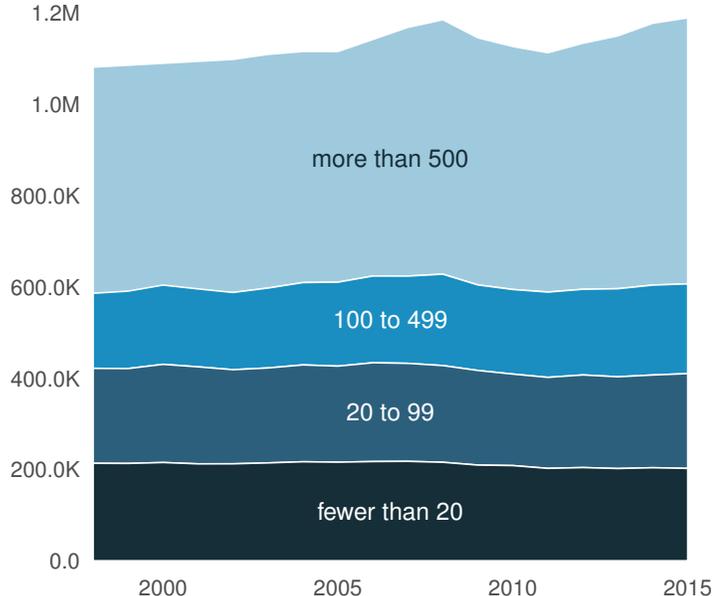
TRADE
2,682
small business
exporters

OVERALL KANSAS ECONOMY

- In the third quarter of 2017, Kansas grew at an annual rate of **2.1%**, which was slower than the overall US growth rate of **3.4%**. Kansas's 2016 growth rate of **-0.9%** was down from the 2015 rate of **1.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.5%**, down from **3.9%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Kansas Employment by Business Size (Employees)



- Kansas small businesses employed **606,966** people, or **51.0%** 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 **0.2%** during the 12-month period ending in January 2018. This was above the decrease of **0.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **15,474** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **6,757** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **3,737** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 17 between June 2016 and June 2017 to 252 banks. (Source: FDIC)
- In 2016, 35,355 loans under \$100,000 (valued at \$487.3 million) were issued by Kansas lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$49,950 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$24,514. (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: Kansas Employees per Business by Owner's Demographic, 2015

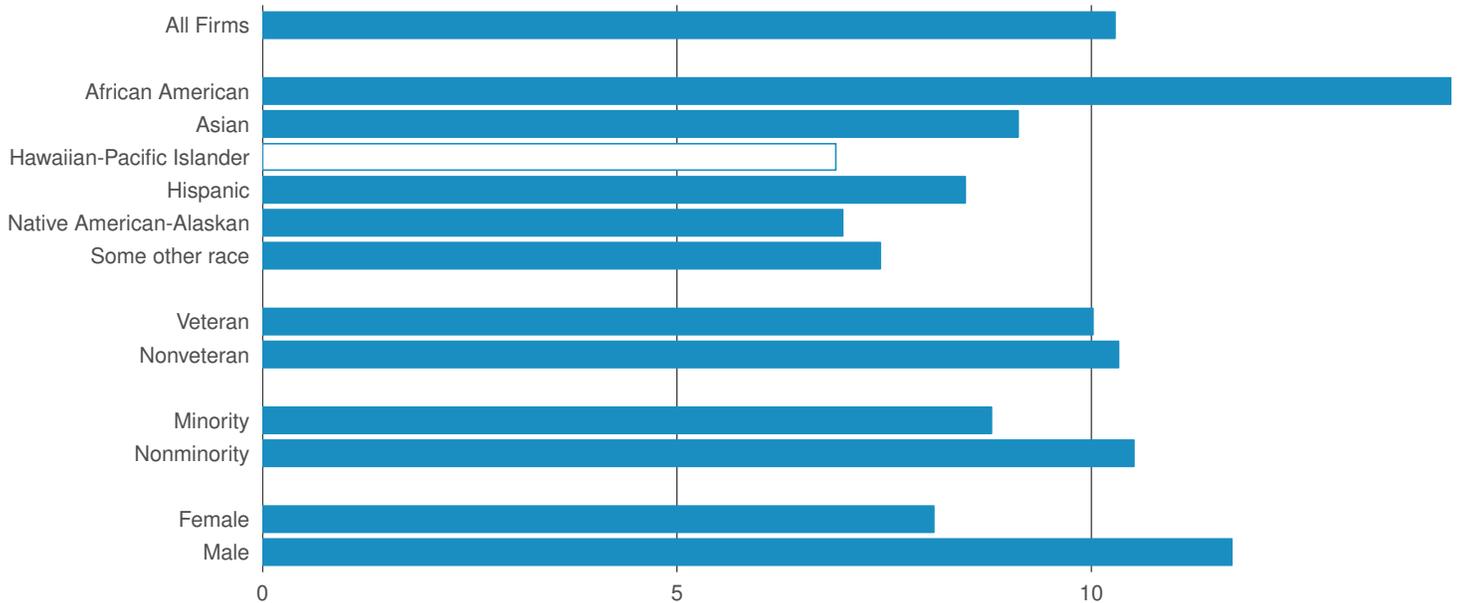
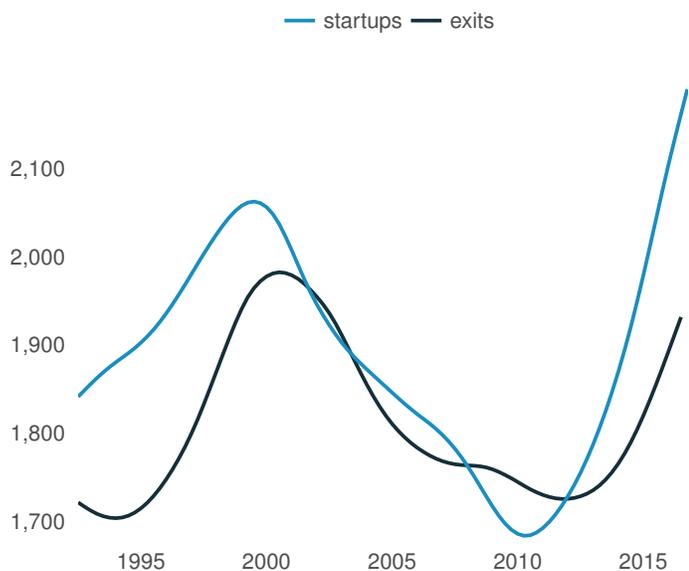


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Kansas Quarterly Startups and Exits



- In the third quarter of 2016, 2,054 establishments started up, generating 7,439 new jobs in Kansas. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,840 establishments exited resulting in 6,328 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

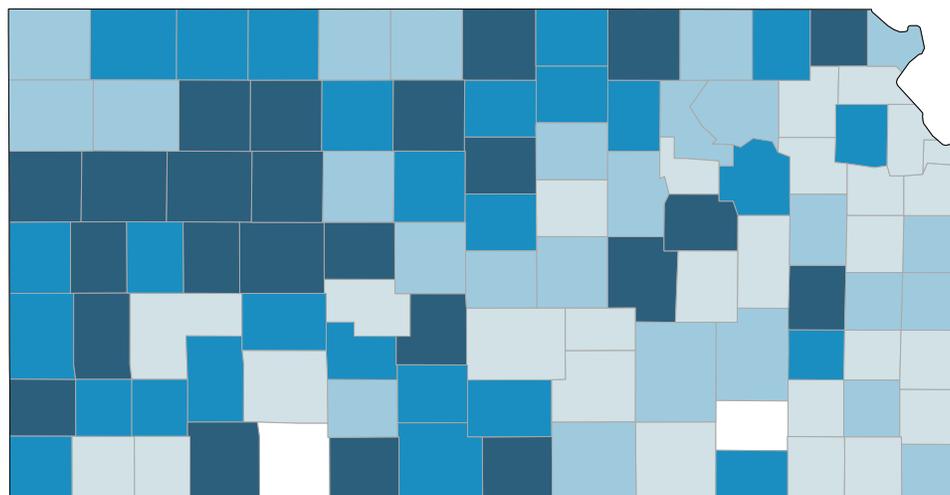
- A total of 3,263 companies exported goods from Kansas in 2015. Of these, 2,682, or 82.2%, were small firms; they generated 22.1% of Kansas's \$8.9 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Kansas Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	103,490	193,684	53.4
Accommodation and Food Services	68,282	113,938	59.9
Manufacturing	60,520	167,014	36.2
Retail Trade	58,049	150,465	38.6
Construction	52,181	63,486	82.2
Other Services (except Public Administration)	46,997	51,664	91.0
Professional, Scientific, and Technical Services	42,130	64,246	65.6
Wholesale Trade	36,639	63,422	57.8
Administrative, Support, and Waste Management	33,432	77,049	43.4
Finance and Insurance	28,550	61,271	46.6
Transportation and Warehousing	16,462	52,669	31.3
Educational Services	13,864	20,871	66.4
Arts, Entertainment, and Recreation	10,981	15,304	71.8
Real Estate and Rental and Leasing	10,942	14,950	73.2
Information	9,521	34,674	27.5
Mining, Quarrying, and Oil and Gas Extraction	7,017	10,012	70.1
Management of Companies and Enterprises	4,967	26,671	18.6
Utilities	1,791	7,291	24.6
Agriculture, Forestry, and Fishing and Hunting	967	1,011	95.6
Industries not classified	184	184	100.0
Total	606,966	1,189,876	51.0

Figure 4: Kansas Small Business Employment by County, 2015



Small Business Employment (%)



Table 2: Kansas 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)	7,335	6,847	28,692	36,027
Construction	6,859	6,303	20,440	27,299
Retail Trade	6,497	5,768	20,532	27,029
Professional, Scientific, and Technical Services	6,338	5,840	24,683	31,021
Health Care and Social Assistance	5,758	4,717	15,396	21,154
Accommodation and Food Services	4,148	3,064	2,479	6,627
Finance and Insurance	3,345	3,002	7,487	10,832
Administrative, Support, and Waste Management	3,014	2,626	14,909	17,923
Wholesale Trade	2,839	2,129	3,203	6,042
Real Estate and Rental and Leasing	2,466	2,323	20,779	23,245
Manufacturing	2,312	1,606	2,867	5,179
Transportation and Warehousing	1,933	1,690	8,231	10,164
Arts, Entertainment, and Recreation	952	813	9,628	10,580
Mining, Quarrying, and Oil and Gas Extraction	947	853	6,000	6,947
Educational Services	666	523	4,914	5,580
Information	600	460	2,112	2,712
Agriculture, Forestry, and Fishing and Hunting	191	179	3,276	3,467
Utilities	49	25	149	198
Total	56,208	48,930	195,777	251,985

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

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- SBO Survey of Business Owners, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

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KENTUCKY



347,159 Small Businesses
99.3% of Kentucky Businesses

696,183 Small Business Employees
44.1% of Kentucky Employees

EMPLOYMENT
17,194
net new jobs

DIVERSITY
27,227
minority-owned
businesses

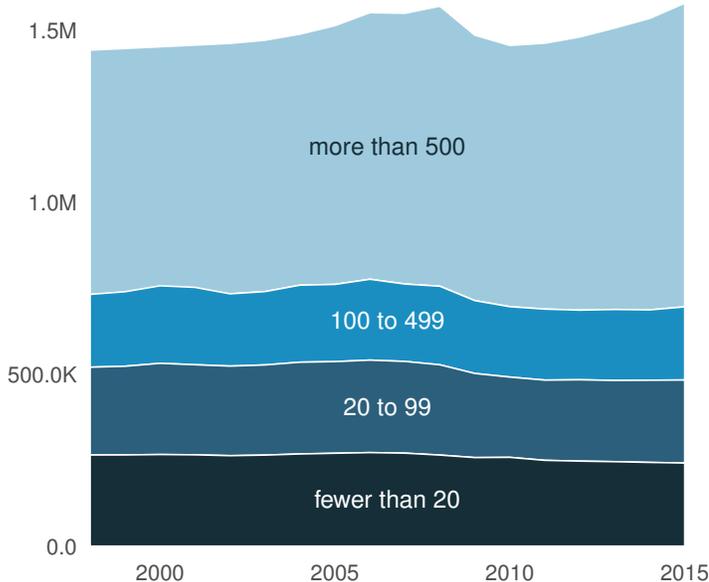
TRADE
3,563
small business
exporters

OVERALL KENTUCKY ECONOMY

- In the third quarter of 2017, Kentucky grew at an annual rate of **2.2%**, which was slower than the overall US growth rate of **3.4%**. Kentucky's 2016 growth rate of **1.2%** was up from the 2015 rate of **1.0%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.3%**, down from **5.2%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Kentucky Employment by Business Size (Employees)



- Kentucky small businesses employed **696,183** people, or **44.1%** 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 **1.4%** during the 12-month period ending in January 2018. This was below the increase of **2.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **17,194** net jobs in 2015. Firms employing 20 to 99 employees experienced the largest gains, adding **6,677** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,240** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 10 between June 2016 and June 2017 to 155 banks. (Source: FDIC)
- In 2016, 48,665 loans under \$100,000 (valued at \$740.0 million) were issued by Kentucky lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$46,441 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$20,807. (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: Kentucky Employees per Business by Owner's Demographic, 2015

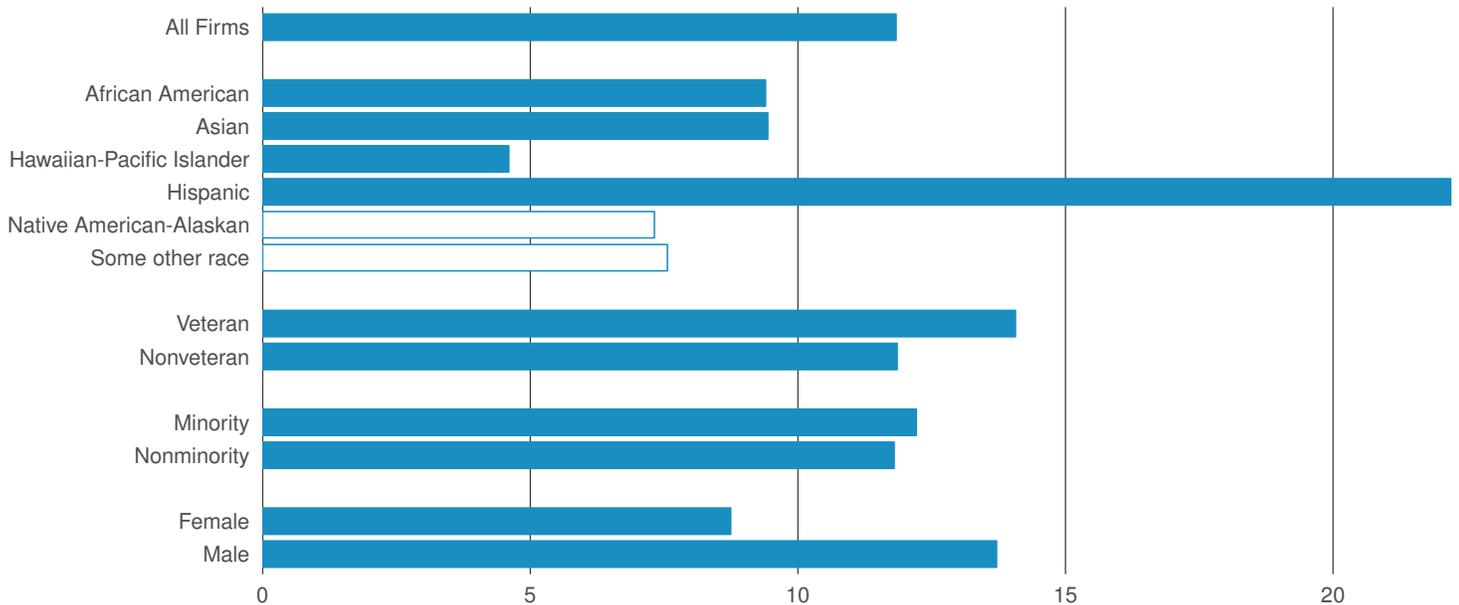
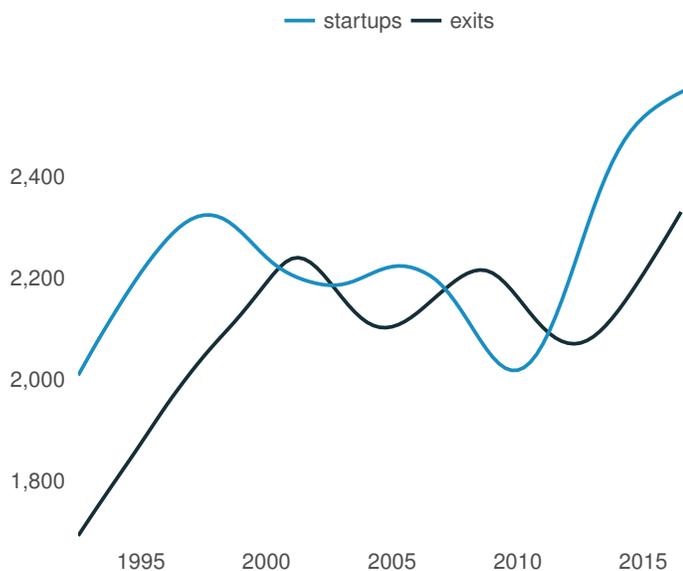


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Kentucky Quarterly Startups and Exits



- In the third quarter of 2016, 2,673 establishments started up, generating 12,229 new jobs in Kentucky. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,561 establishments exited resulting in 11,241 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 4,476 companies exported goods from Kentucky in 2015. Of these, 3,563, or 79.6%, were small firms; they generated 33.9% of Kentucky's \$26.3 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Kentucky Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	103,050	253,185	40.7
Accommodation and Food Services	100,062	170,344	58.7
Retail Trade	75,550	207,315	36.4
Manufacturing	73,404	232,007	31.6
Construction	57,020	65,891	86.5
Other Services (except Public Administration)	52,947	65,799	80.5
Professional, Scientific, and Technical Services	48,554	72,731	66.8
Administrative, Support, and Waste Management	36,531	119,443	30.6
Wholesale Trade	36,431	72,254	50.4
Finance and Insurance	26,124	73,587	35.5
Transportation and Warehousing	20,629	92,858	22.2
Educational Services	14,920	28,599	52.2
Arts, Entertainment, and Recreation	13,818	16,931	81.6
Real Estate and Rental and Leasing	12,084	17,217	70.2
Information	7,853	35,992	21.8
Mining, Quarrying, and Oil and Gas Extraction	6,845	14,068	48.7
Management of Companies and Enterprises	5,205	30,671	17.0
Utilities	3,073	8,413	36.5
Agriculture, Forestry, and Fishing and Hunting	1,224	1,313	93.2
Industries not classified	859	859	100.0
Total	696,183	1,579,477	44.1

Figure 4: Kentucky Small Business Employment by County, 2015

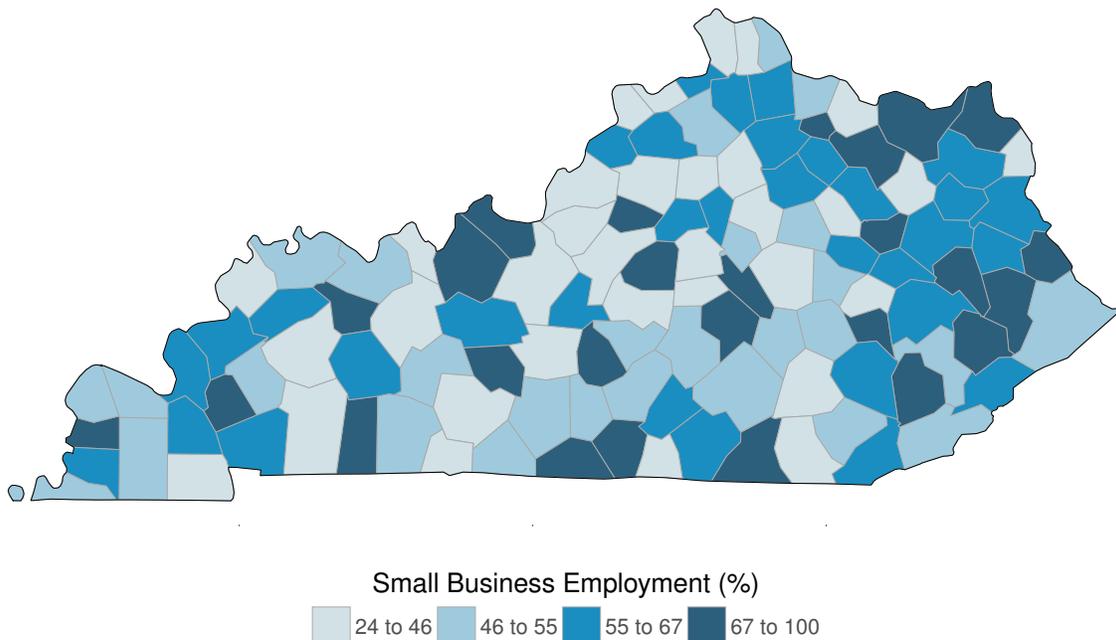


Table 2: Kentucky Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Health Care and Social Assistance	9,048	8,013	18,476	27,524
Retail Trade	8,804	7,850	27,728	36,532
Other Services (except Public Administration)	8,476	7,922	49,224	57,700
Professional, Scientific, and Technical Services	7,413	6,842	29,153	36,566
Construction	6,938	6,267	38,466	45,404
Accommodation and Food Services	5,414	3,922	3,204	8,618
Administrative, Support, and Waste Management	3,143	2,720	27,604	30,747
Wholesale Trade	2,945	2,264	4,287	7,232
Manufacturing	2,852	1,927	3,966	6,818
Finance and Insurance	2,814	2,511	7,206	10,020
Real Estate and Rental and Leasing	2,762	2,586	28,371	31,133
Transportation and Warehousing	2,108	1,804	14,824	16,932
Arts, Entertainment, and Recreation	1,231	1,053	12,622	13,853
Educational Services	743	584	6,595	7,338
Information	654	532	2,679	3,333
Mining, Quarrying, and Oil and Gas Extraction	359	263	1,614	1,973
Agriculture, Forestry, and Fishing and Hunting	221	207	4,618	4,839
Utilities	74	45	198	272
Total	66,324	57,864	280,835	347,159

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

LOUISIANA



437,437 Small Businesses
99.5% of Louisiana Businesses

917,466 Small Business Employees
53.2% of Louisiana Employees

EMPLOYMENT
16,849
net new jobs

DIVERSITY
126,076
minority-owned
businesses

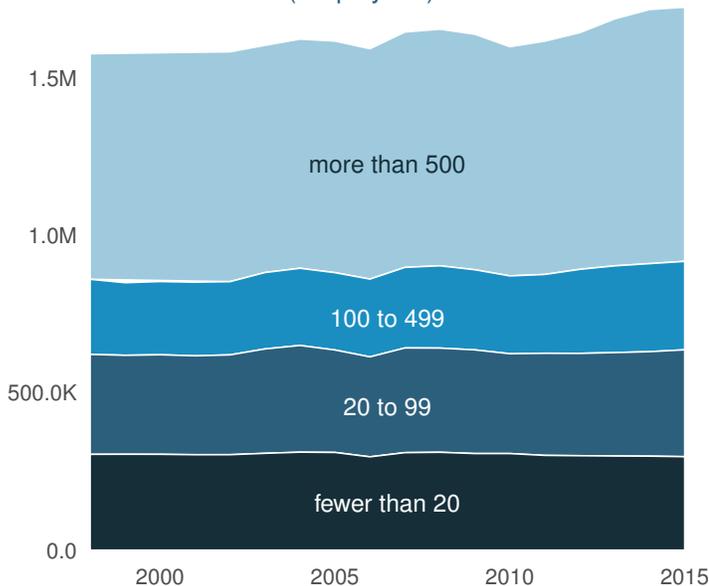
TRADE
3,140
small business
exporters

OVERALL LOUISIANA ECONOMY

- In the third quarter of 2017, Louisiana grew at an annual rate of **1.1%**, which was slower than the overall US growth rate of **3.4%**. Louisiana's 2016 growth rate of **0.2%** was down from the 2015 rate of **0.6%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.6%**, down from **5.8%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Louisiana Employment by Business Size (Employees)



- Louisiana small businesses employed **917,466** people, or **53.2%** 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 January 2018. This was above the decrease of **1.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **16,849** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **11,659** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **1,887** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 3 between June 2016 and June 2017 to 128 banks. (Source: FDIC)
- In 2016, 67,477 loans under \$100,000 (valued at \$971.0 million) were issued by Louisiana lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,668 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$22,449. (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: Louisiana Employees per Business by Owner's Demographic, 2015

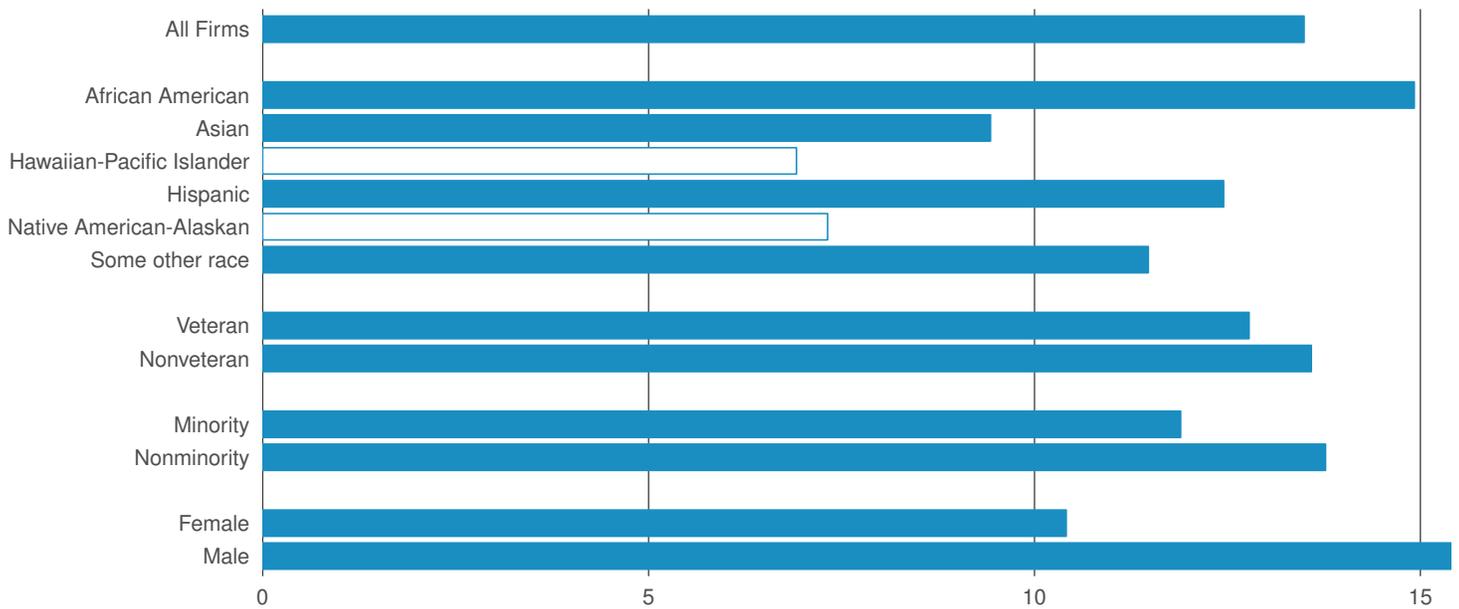
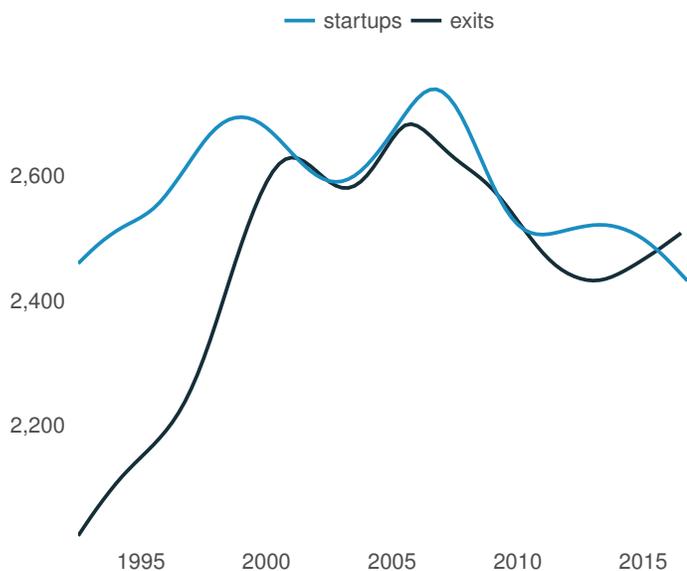


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Louisiana Quarterly Startups and Exits



- In the third quarter of 2016, 2,321 establishments started up, generating 10,862 new jobs in Louisiana. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,538 establishments exited resulting in 10,956 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

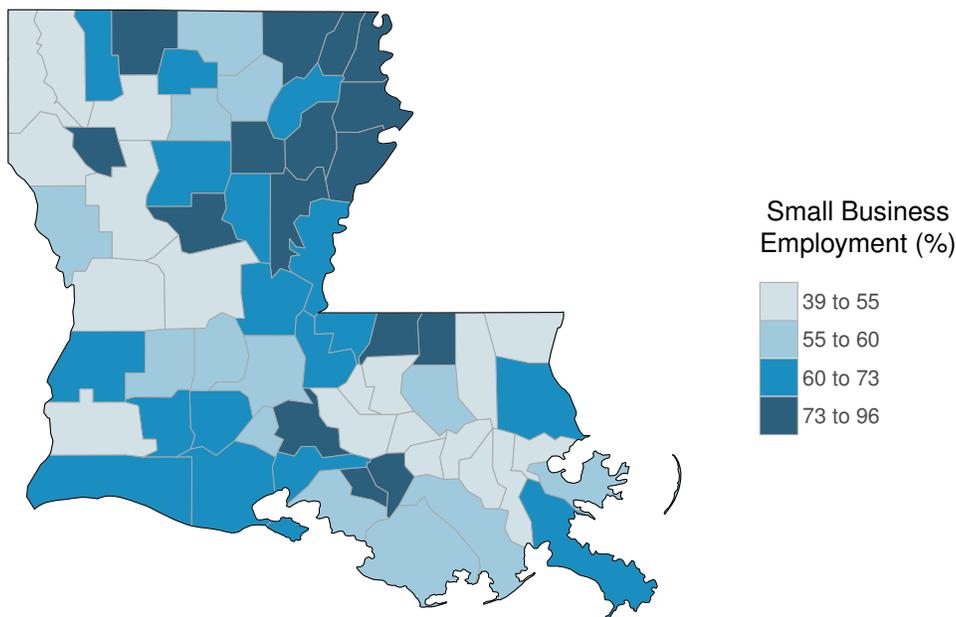
- A total of 3,732 companies exported goods from Louisiana in 2015. Of these, 3,140, or 84.1%, were small firms; they generated 32.7% of Louisiana's \$47.6 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Louisiana Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	158,612	289,548	54.8
Accommodation and Food Services	123,144	212,407	58.0
Retail Trade	94,744	238,174	39.8
Construction	78,813	138,482	56.9
Professional, Scientific, and Technical Services	70,027	105,778	66.2
Other Services (except Public Administration)	66,731	75,598	88.3
Manufacturing	53,415	125,354	42.6
Wholesale Trade	49,183	78,235	62.9
Administrative, Support, and Waste Management	48,948	104,599	46.8
Finance and Insurance	32,352	63,015	51.3
Transportation and Warehousing	31,944	72,841	43.9
Educational Services	28,269	44,026	64.2
Real Estate and Rental and Leasing	22,484	31,900	70.5
Mining, Quarrying, and Oil and Gas Extraction	21,072	54,643	38.6
Arts, Entertainment, and Recreation	16,252	25,160	64.6
Management of Companies and Enterprises	7,851	23,468	33.5
Information	7,417	26,261	28.2
Agriculture, Forestry, and Fishing and Hunting	3,609	4,156	86.8
Utilities	2,353	11,082	21.2
Industries not classified	246	246	100.0
Total	917,466	1,724,973	53.2

Figure 4: Louisiana Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

Table 2: Louisiana 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	10,923	10,122	38,777	49,700
Retail Trade	9,946	8,803	26,161	36,107
Health Care and Social Assistance	9,509	7,861	32,899	42,408
Other Services (except Public Administration)	8,943	8,198	66,778	75,721
Construction	7,766	6,874	36,772	44,538
Accommodation and Food Services	6,839	5,024	7,797	14,636
Administrative, Support, and Waste Management	3,888	3,294	37,537	41,425
Wholesale Trade	3,774	2,893	4,512	8,286
Finance and Insurance	3,699	3,351	9,510	13,209
Real Estate and Rental and Leasing	3,588	3,291	33,546	37,134
Transportation and Warehousing	2,797	2,343	18,412	21,209
Manufacturing	2,725	2,019	4,512	7,237
Arts, Entertainment, and Recreation	1,311	1,095	15,505	16,816
Mining, Quarrying, and Oil and Gas Extraction	1,201	919	5,458	6,659
Educational Services	1,093	730	7,629	8,722
Information	588	465	3,181	3,769
Agriculture, Forestry, and Fishing and Hunting	586	545	8,950	9,536
Utilities	193	172	287	480
Total	79,214	68,136	358,223	437,437

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

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MAINE



145,536 Small Businesses
99.3% of Maine Businesses

284,658 Small Business Employees
56.9% of Maine Employees

EMPLOYMENT
4,323
net new jobs

DIVERSITY
4,330
minority-owned
businesses

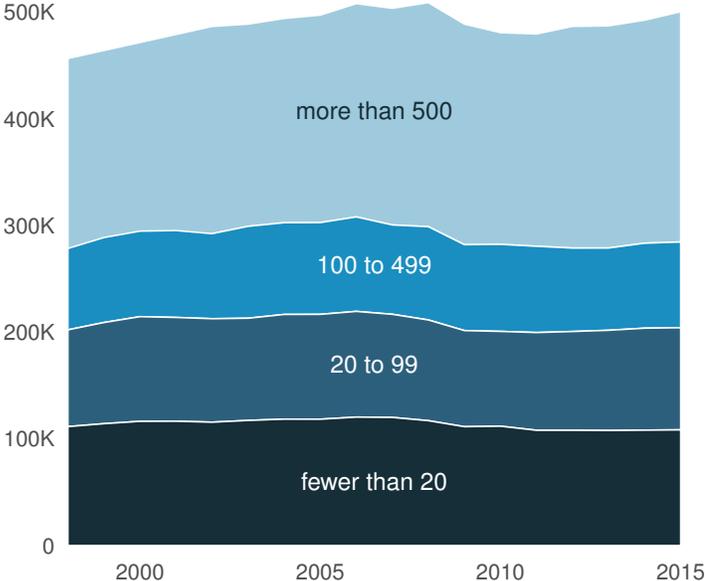
TRADE
1,735
small business
exporters

OVERALL MAINE ECONOMY

- In the third quarter of 2017, Maine grew at an annual rate of **3.2%**, which was slower than the overall US growth rate of **3.4%**. Maine's 2016 growth rate of **1.6%** was up from the 2015 rate of **0.8%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.0%**, down from **3.4%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Maine Employment by Business Size (Employees)



- Maine small businesses employed **284,658** people, or **56.9%** 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 **0.5%** during the 12-month period ending in January 2018. This was below the increase of **2.8%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **4,323** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **2,977** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **338** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks was unchanged at 26 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 23,219 loans under \$100,000 (valued at \$405.8 million) were issued by Maine lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$41,921 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,733. (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: Maine Employees per Business by Owner's Demographic, 2015

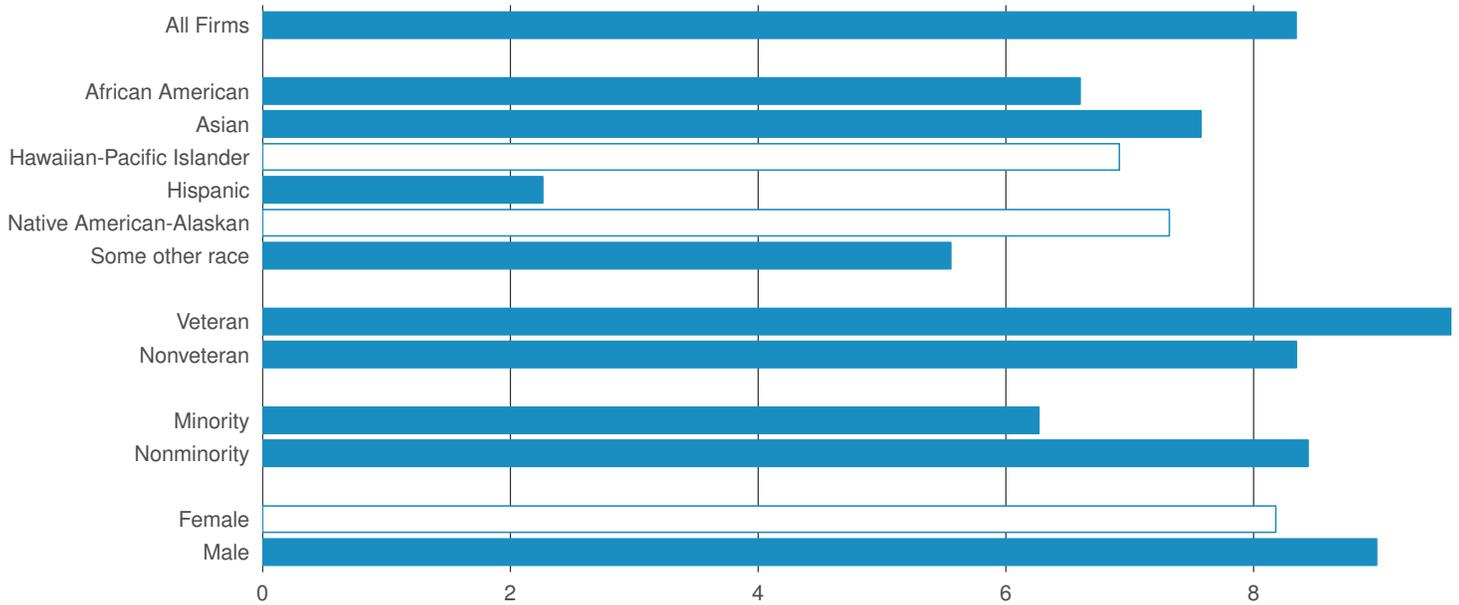
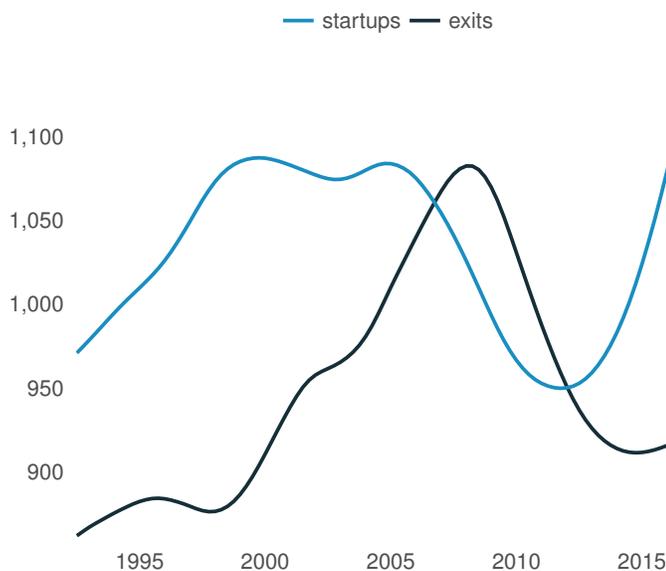


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Maine Quarterly Startups and Exits



- In the third quarter of 2016, 1,077 establishments started up, generating 2,879 new jobs in Maine. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 952 establishments exited resulting in 2,664 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 2,087 companies exported goods from Maine in 2015. Of these, 1,735, or 83.1%, were small firms; they generated 51.2% of Maine's \$2.3 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Maine Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	50,944	109,725	46.4
Accommodation and Food Services	40,863	51,406	79.5
Retail Trade	36,443	82,303	44.3
Manufacturing	24,886	50,316	49.5
Construction	21,936	23,601	92.9
Professional, Scientific, and Technical Services	17,644	22,832	77.3
Other Services (except Public Administration)	16,968	18,425	92.1
Administrative, Support, and Waste Management	14,863	23,346	63.7
Wholesale Trade	10,928	17,643	61.9
Finance and Insurance	10,174	27,149	37.5
Transportation and Warehousing	8,129	15,160	53.6
Educational Services	7,680	18,543	41.4
Arts, Entertainment, and Recreation	6,741	7,948	84.8
Real Estate and Rental and Leasing	5,121	6,323	81.0
Information	5,026	11,250	44.7
Agriculture, Forestry, and Fishing and Hunting	3,270	3,358	97.4
Management of Companies and Enterprises	1,849	8,888	20.8
Utilities	990	2,121	46.7
Industries not classified	135	135	100.0
Mining, Quarrying, and Oil and Gas Extraction	68	77	88.3
Total	284,658	500,549	56.9

Figure 4: Maine Small Business Employment by County, 2015

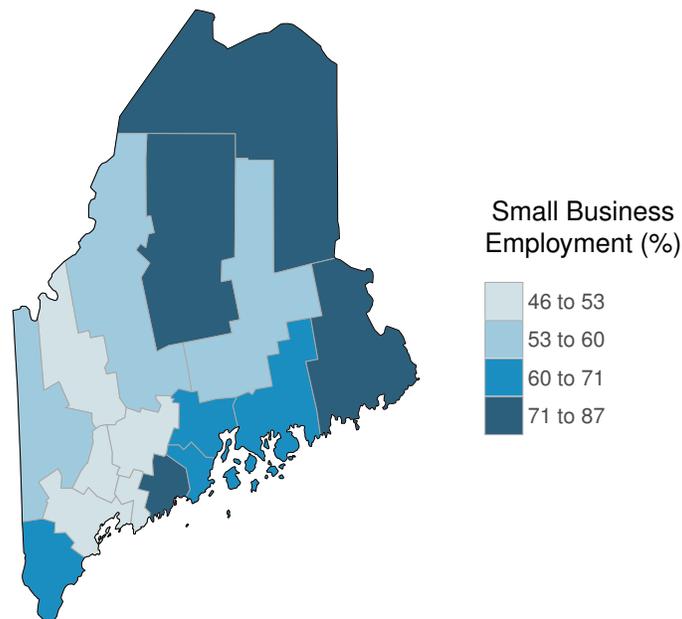


Table 2: Maine Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	4,795	4,582	17,343	22,138
Retail Trade	4,125	3,695	9,158	13,283
Accommodation and Food Services	3,575	2,993	1,674	5,249
Other Services (except Public Administration)	3,369	3,205	14,255	17,624
Professional, Scientific, and Technical Services	3,176	2,971	13,662	16,838
Health Care and Social Assistance	2,996	2,528	7,757	10,753
Administrative, Support, and Waste Management	1,884	1,715	7,889	9,773
Manufacturing	1,502	1,174	2,548	4,050
Real Estate and Rental and Leasing	1,418	1,363	11,459	12,877
Wholesale Trade	1,190	974	1,630	2,820
Transportation and Warehousing	1,034	923	3,140	4,174
Agriculture, Forestry, and Fishing and Hunting	887	850	9,270	10,157
Arts, Entertainment, and Recreation	854	770	6,956	7,810
Finance and Insurance	788	660	1,806	2,594
Information	468	386	1,295	1,763
Educational Services	448	354	2,991	3,439
Utilities	36	25	87	123
Mining, Quarrying, and Oil and Gas Extraction	19	16	92	111
Total	32,524	29,292	113,012	145,536

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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- SBO Survey of Business Owners, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

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MARYLAND



581,712 Small Businesses
99.5% of Maryland Businesses

1.1 million Small Business Employees
50.2% of Maryland Employees

EMPLOYMENT
21,356
net new jobs

DIVERSITY
203,326
minority-owned
businesses

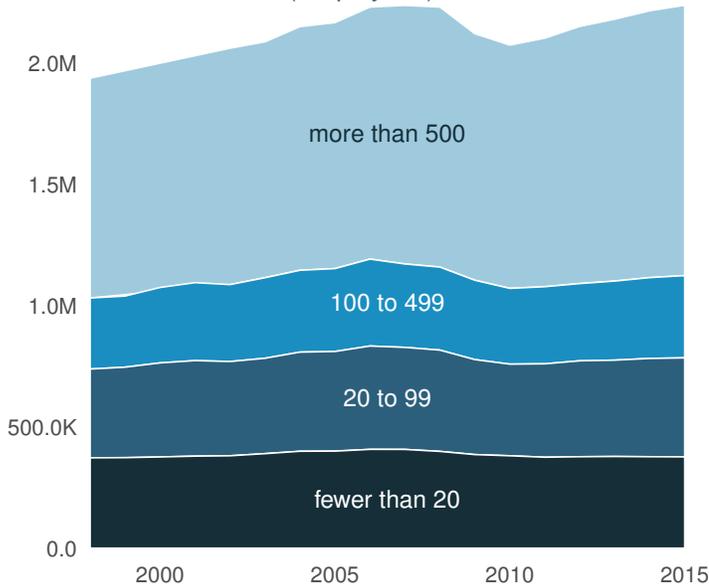
TRADE
5,715
small business
exporters

OVERALL MARYLAND ECONOMY

- In the third quarter of 2017, Maryland grew at an annual rate of **2.6%**, which was slower than the overall US growth rate of **3.4%**. Maryland's 2016 growth rate of **2.5%** was up from the 2015 rate of **1.9%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.1%**, down from **4.3%** in January 2017. This was equal to the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Maryland Employment by Business Size (Employees)



- Maryland small businesses employed **1.1 million** people, or **50.2%** 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 **0.7%** during the 12-month period ending in January 2018. This was below the increase of **1.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **21,356** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **13,864** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **1,689** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 3 between June 2016 and June 2017 to 54 banks. (Source: FDIC)
- In 2016, 106,161 loans under \$100,000 (valued at \$1.5 billion) were issued by Maryland lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$53,626 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$26,691. (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: Maryland Employees per Business by Owner's Demographic, 2015

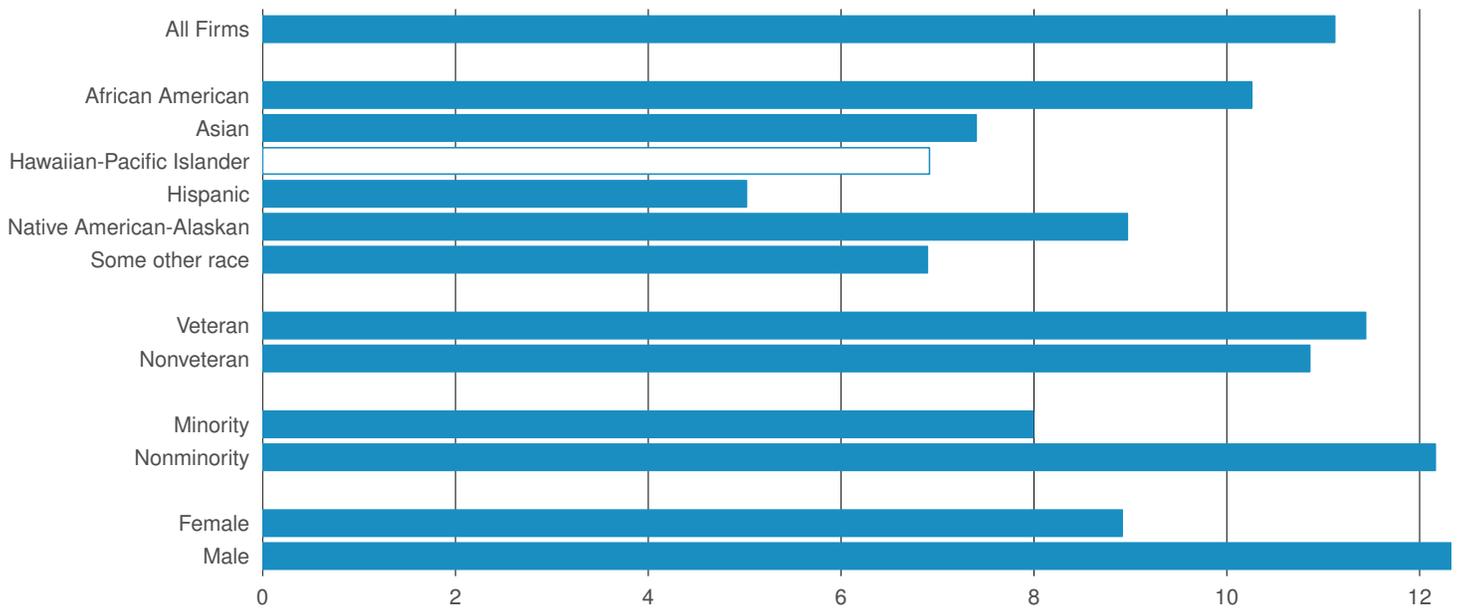
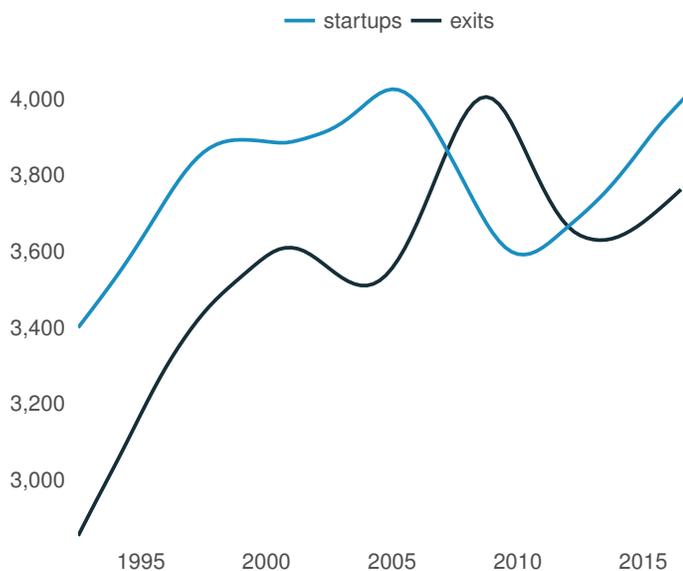


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Maryland Quarterly Startups and Exits



- In the third quarter of 2016, 3,703 establishments started up, generating 12,809 new jobs in Maryland. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,889 establishments exited resulting in 12,955 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 6,528 companies exported goods from Maryland in 2015. Of these, 5,715, or 87.5%, were small firms; they generated 29.6% of Maryland's \$9.1 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Maryland Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	167,343	366,774	45.6
Professional, Scientific, and Technical Services	145,712	273,594	53.3
Accommodation and Food Services	135,909	220,945	61.5
Construction	123,103	143,706	85.7
Other Services (except Public Administration)	98,449	114,523	86.0
Retail Trade	95,066	290,304	32.7
Administrative, Support, and Waste Management	86,135	191,693	44.9
Wholesale Trade	49,964	87,739	56.9
Manufacturing	46,151	97,575	47.3
Educational Services	36,534	82,558	44.3
Finance and Insurance	35,534	100,070	35.5
Real Estate and Rental and Leasing	27,604	44,031	62.7
Transportation and Warehousing	25,319	69,414	36.5
Arts, Entertainment, and Recreation	24,136	42,519	56.8
Information	16,888	50,918	33.2
Management of Companies and Enterprises	8,051	51,252	15.7
Agriculture, Forestry, and Fishing and Hunting	768	1,253	61.3
Mining, Quarrying, and Oil and Gas Extraction	702	1,077	65.2
Utilities	697	9,515	7.3
Industries not classified	357	357	100.0
Total	1,124,422	2,239,817	50.2

Figure 4: Maryland Small Business Employment by County, 2015

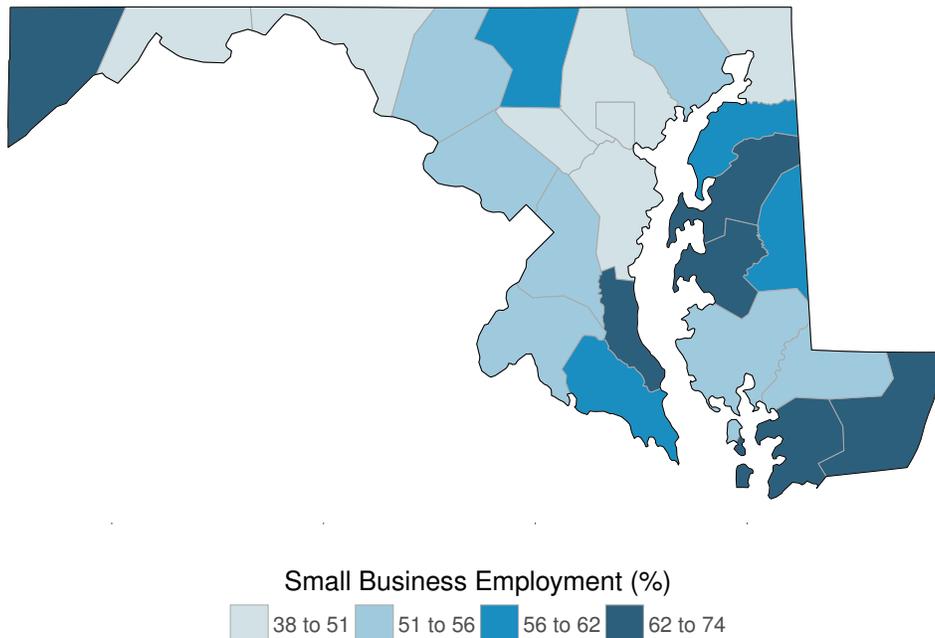


Table 2: Maryland Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	17,733	15,843	77,143	94,876
Construction	13,736	12,249	41,705	55,441
Other Services (except Public Administration)	12,656	11,522	63,924	76,580
Health Care and Social Assistance	12,091	10,420	52,135	64,226
Retail Trade	10,934	9,860	33,041	43,975
Accommodation and Food Services	8,994	6,884	7,468	16,462
Administrative, Support, and Waste Management	6,864	5,837	38,484	45,348
Real Estate and Rental and Leasing	4,334	3,947	49,092	53,426
Wholesale Trade	4,263	3,396	5,727	9,990
Finance and Insurance	3,863	3,444	11,621	15,484
Transportation and Warehousing	2,875	2,456	34,642	37,517
Manufacturing	2,624	2,011	4,559	7,183
Educational Services	1,904	1,472	17,792	19,696
Arts, Entertainment, and Recreation	1,835	1,516	27,711	29,546
Information	1,204	981	6,619	7,823
Agriculture, Forestry, and Fishing and Hunting	191	183	3,265	3,456
Mining, Quarrying, and Oil and Gas Extraction	51	37	89	140
Utilities	37	27	501	538
Total	106,194	92,411	475,518	581,712

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

MASSACHUSETTS

652,661 Small Businesses
99.5% of Massachusetts Businesses

1.5 million Small Business Employees
46.1% of Massachusetts Employees



EMPLOYMENT
36,355
net new jobs



DIVERSITY
89,930
minority-owned
businesses



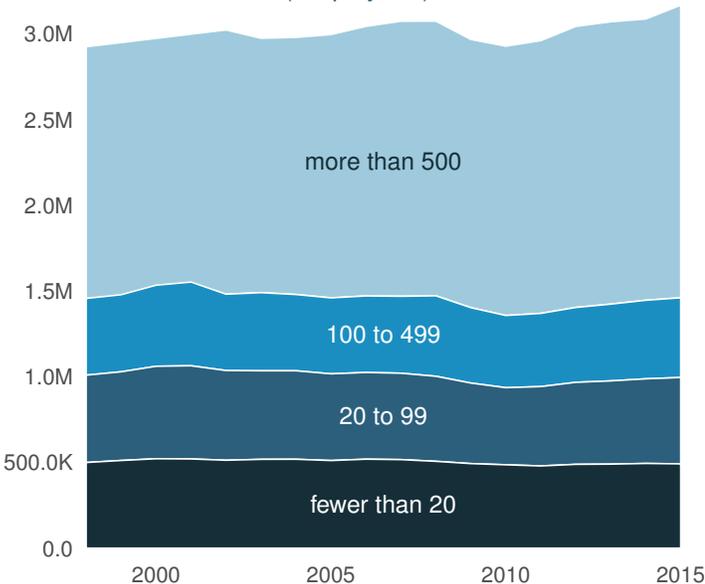
TRADE
9,193
small business
exporters

OVERALL MASSACHUSETTS ECONOMY

- In the third quarter of 2017, Massachusetts grew at an annual rate of **3.8%**, which was faster than the overall US growth rate of **3.4%**. Massachusetts's 2016 growth rate of **1.5%** was down from the 2015 rate of **3.8%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.5%**, down from **3.9%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Massachusetts Employment by Business Size (Employees)



- Massachusetts small businesses employed **1.5 million** people, or **46.1%** 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 **0.8%** during the 12-month period ending in January 2018. This was below the increase of **2.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **36,355** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **20,901** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **7,238** 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 9 between June 2016 and June 2017 to 128 banks. (Source: FDIC)
- In 2016, 121,986 loans under \$100,000 (valued at \$1.9 billion) were issued by Massachusetts lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$60,670 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$30,754. (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: Massachusetts Employees per Business by Owner's Demographic, 2015

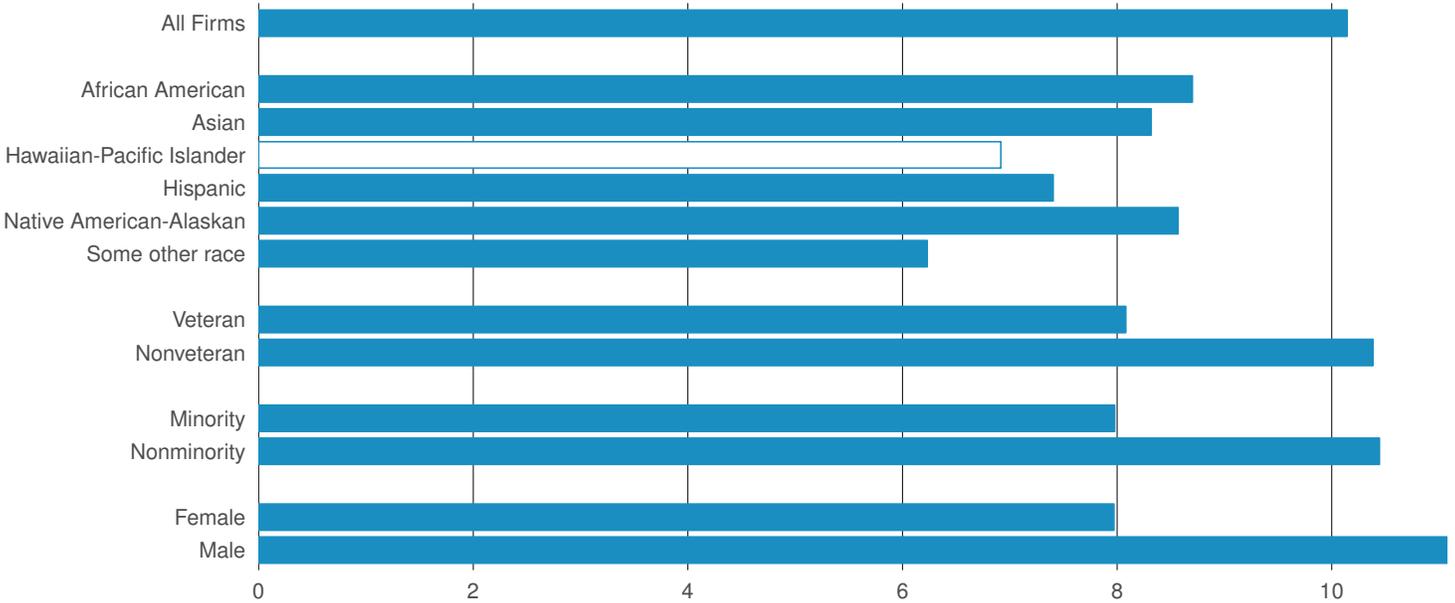
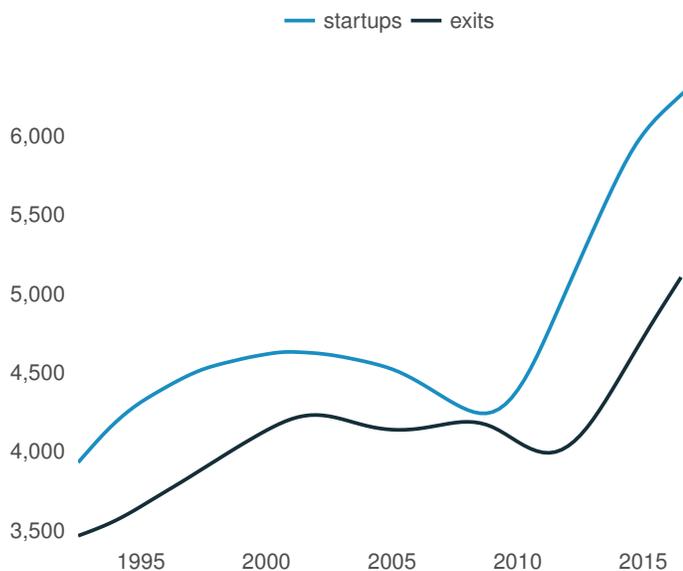


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Massachusetts Quarterly Startups and Exits



- In the third quarter of 2016, 5,537 establishments started up, generating 15,966 new jobs in Massachusetts. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 5,207 establishments exited resulting in 16,951 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 10,313 companies exported goods from Massachusetts in 2015. Of these, 9,193, or 89.1%, were small firms; they generated 34.7% of Massachusetts's \$23.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Massachusetts Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	223,082	620,843	35.9
Accommodation and Food Services	192,741	288,078	66.9
Professional, Scientific, and Technical Services	153,095	276,712	55.3
Retail Trade	122,068	366,046	33.3
Manufacturing	119,230	221,773	53.8
Construction	108,974	124,019	87.9
Other Services (except Public Administration)	108,318	124,628	86.9
Administrative, Support, and Waste Management	88,229	199,815	44.2
Wholesale Trade	77,197	140,387	55.0
Educational Services	60,057	216,515	27.7
Finance and Insurance	55,483	182,925	30.3
Arts, Entertainment, and Recreation	39,645	56,464	70.2
Transportation and Warehousing	34,398	82,451	41.7
Information	33,377	113,375	29.4
Real Estate and Rental and Leasing	31,389	46,623	67.3
Management of Companies and Enterprises	9,365	91,357	10.3
Utilities	1,362	12,572	10.8
Agriculture, Forestry, and Fishing and Hunting	1,019	1,028	99.1
Industries not classified	863	863	100.0
Mining, Quarrying, and Oil and Gas Extraction	648	855	75.8
Total	1,460,540	3,167,329	46.1

Figure 4: Massachusetts Small Business Employment by County, 2015

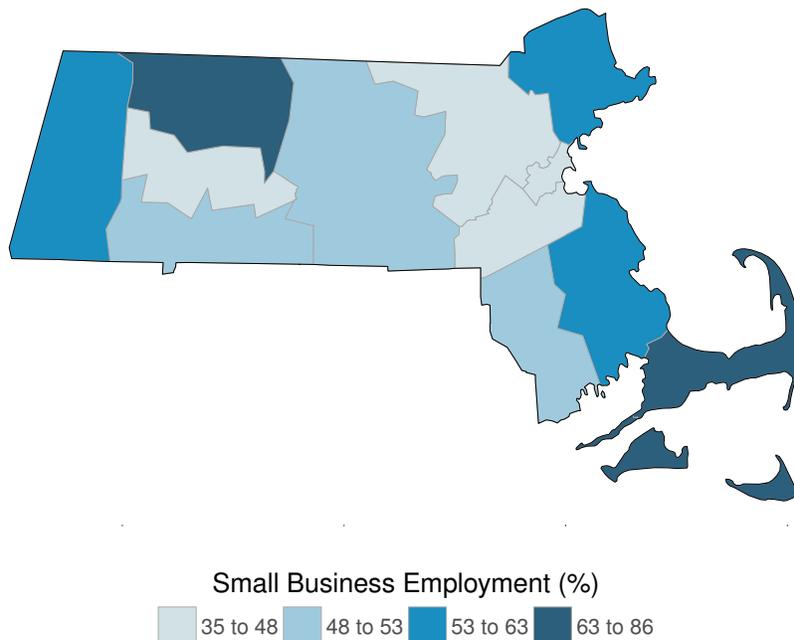


Table 2: Massachusetts Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	19,665	17,805	98,300	117,965
Construction	17,782	16,702	56,726	74,508
Other Services (except Public Administration)	16,353	15,304	60,109	76,462
Retail Trade	15,539	14,168	29,703	45,242
Accommodation and Food Services	13,686	10,730	6,069	19,755
Health Care and Social Assistance	12,577	10,460	40,573	53,150
Administrative, Support, and Waste Management	8,984	8,016	33,761	42,745
Wholesale Trade	6,175	4,956	7,349	13,524
Manufacturing	5,921	4,336	6,157	12,078
Real Estate and Rental and Leasing	5,228	4,881	56,692	61,920
Finance and Insurance	4,866	4,181	14,150	19,016
Transportation and Warehousing	3,115	2,626	33,922	37,037
Arts, Entertainment, and Recreation	3,041	2,525	34,896	37,937
Educational Services	2,801	2,185	22,490	25,291
Information	1,946	1,512	8,061	10,007
Agriculture, Forestry, and Fishing and Hunting	335	328	4,617	4,952
Utilities	68	49	651	719
Mining, Quarrying, and Oil and Gas Extraction	57	43	72	129
Total	138,363	121,404	514,298	652,661

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

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MICHIGAN



870,301 Small Businesses
99.6% of Michigan Businesses

1.8 million Small Business Employees
49.2% of Michigan Employees

EMPLOYMENT
66,240
net new jobs

DIVERSITY
158,892
minority-owned
businesses

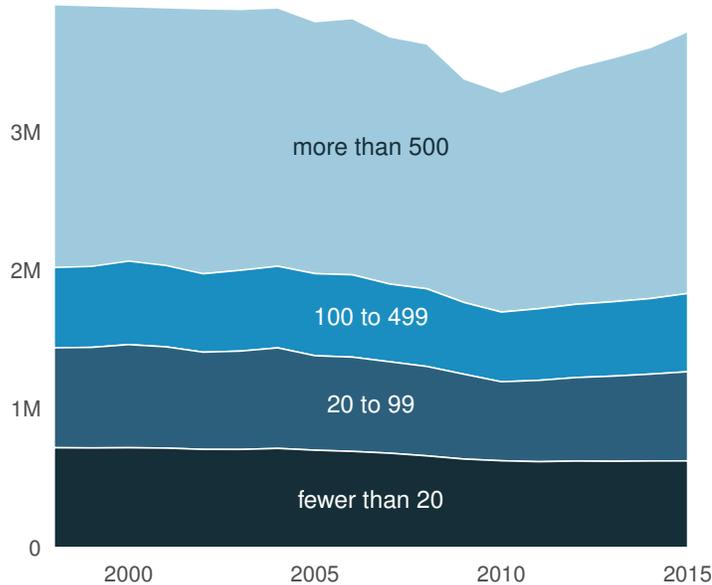
TRADE
13,114
small business
exporters

OVERALL MICHIGAN ECONOMY

- In the third quarter of 2017, Michigan grew at an annual rate of **3.5%**, which was faster than the overall US growth rate of **3.4%**. Michigan's 2016 growth rate of **2.2%** was down from the 2015 rate of **2.9%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.7%**, down from **5.0%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Michigan Employment by Business Size (Employees)



- Michigan small businesses employed **1.8 million** people, or **49.2%** 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 **0.8%** during the 12-month period ending in January 2018. This was below the increase of **1.4%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **66,240** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **30,799** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **16,020** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 8 between June 2016 and June 2017 to 100 banks. (Source: FDIC)
- In 2016, 139,013 loans under \$100,000 (valued at \$2.1 billion) were issued by Michigan lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,005 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$20,580. (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: Michigan Employees per Business by Owner's Demographic, 2015

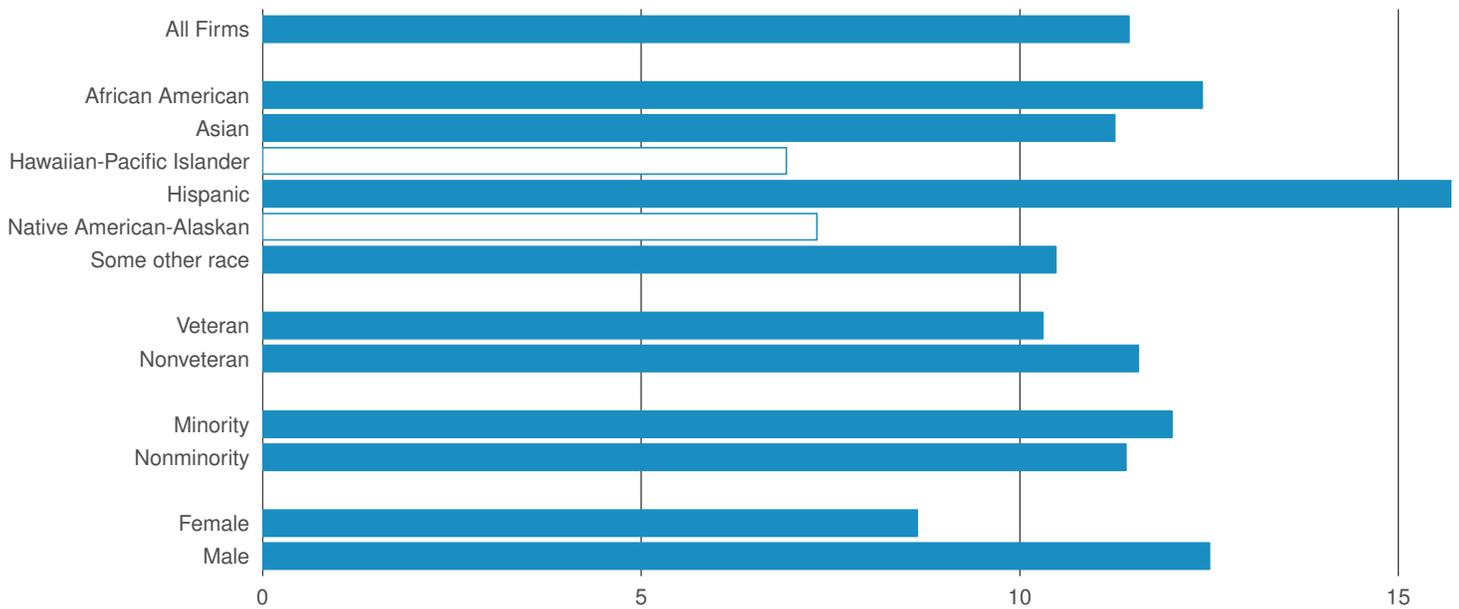
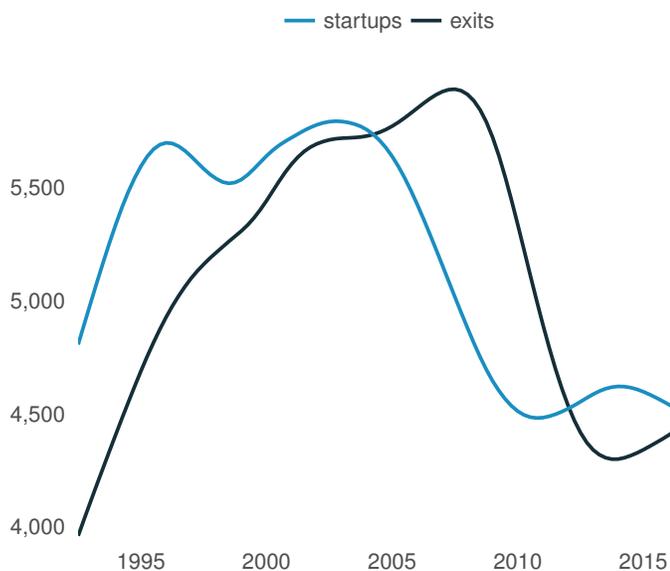


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Michigan Quarterly Startups and Exits



- In the third quarter of 2016, 4,577 establishments started up, generating 18,517 new jobs in Michigan. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 5,348 establishments exited resulting in 18,778 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 14,680 companies exported goods from Michigan in 2015. Of these, 13,114, or 89.3%, were small firms; they generated 23.9% of Michigan's \$49.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Michigan Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	271,807	601,090	45.2
Manufacturing	263,022	566,793	46.4
Accommodation and Food Services	234,179	371,152	63.1
Retail Trade	190,741	465,941	40.9
Other Services (except Public Administration)	142,923	157,538	90.7
Professional, Scientific, and Technical Services	141,340	263,238	53.7
Administrative, Support, and Waste Management	120,145	334,014	36.0
Construction	115,691	132,230	87.5
Wholesale Trade	103,619	176,798	58.6
Finance and Insurance	57,976	151,233	38.3
Transportation and Warehousing	45,900	112,260	40.9
Arts, Entertainment, and Recreation	34,783	46,486	74.8
Educational Services	34,737	72,957	47.6
Real Estate and Rental and Leasing	34,143	51,755	66.0
Information	21,793	69,379	31.4
Management of Companies and Enterprises	12,714	120,315	10.6
Agriculture, Forestry, and Fishing and Hunting	3,596	3,803	94.6
Mining, Quarrying, and Oil and Gas Extraction	2,662	5,298	50.2
Utilities	1,585	22,078	7.2
Industries not classified	922	922	100.0
Total	1,834,278	3,725,280	49.2

Figure 4: Michigan Small Business Employment by County, 2015

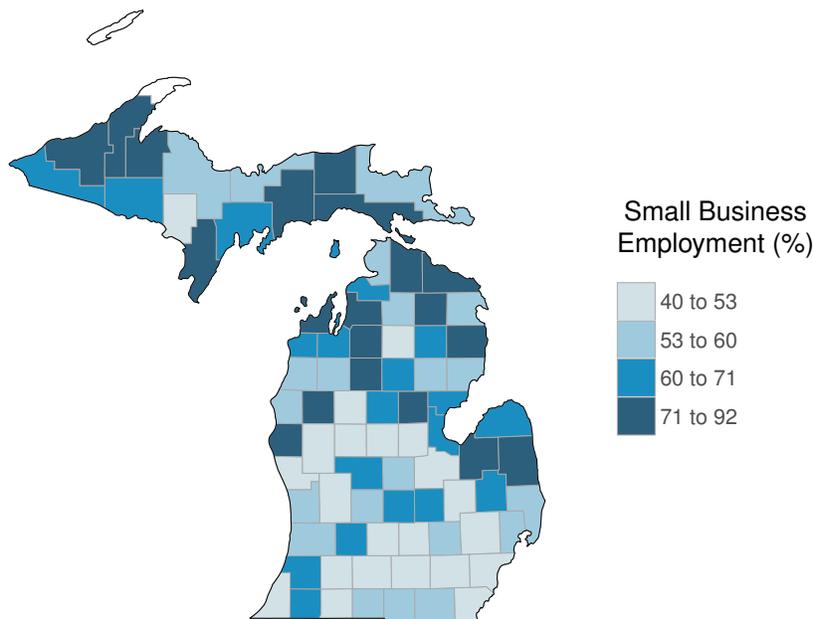


Table 2: Michigan Small Businesses by Industry and Firm Size, 2015



Industry



1-499 Employees



1-20 Employees



Nonemployer
Firms



Total Small Firms

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Retail Trade	21,960	19,950	58,890	80,850
Other Services (except Public Administration)	21,199	19,775	123,070	144,269
Health Care and Social Assistance	19,566	16,939	62,763	82,329
Professional, Scientific, and Technical Services	19,309	17,693	85,129	104,438
Construction	18,333	17,149	77,236	95,569
Accommodation and Food Services	14,933	11,301	9,937	24,870
Manufacturing	10,818	7,678	12,214	23,032
Administrative, Support, and Waste Management	9,713	8,424	57,855	67,568
Wholesale Trade	8,407	6,792	11,157	19,564
Finance and Insurance	6,499	5,881	17,895	24,394
Real Estate and Rental and Leasing	5,797	5,390	77,039	82,836
Transportation and Warehousing	5,001	4,339	33,515	38,516
Arts, Entertainment, and Recreation	3,134	2,701	34,797	37,931
Information	2,105	1,818	8,301	10,406
Educational Services	2,043	1,629	22,608	24,651
Agriculture, Forestry, and Fishing and Hunting	566	527	5,670	6,236
Mining, Quarrying, and Oil and Gas Extraction	278	229	1,866	2,144
Utilities	82	63	312	394
Total	170,047	149,192	700,254	870,301

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

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CPS	Current Population Survey, BLS
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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

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MINNESOTA



513,118 Small Businesses
99.5% of Minnesota Businesses

1.2 million Small Business Employees
47.8% of Minnesota Employees

EMPLOYMENT
34,242
net new jobs

DIVERSITY
47,277
minority-owned
businesses

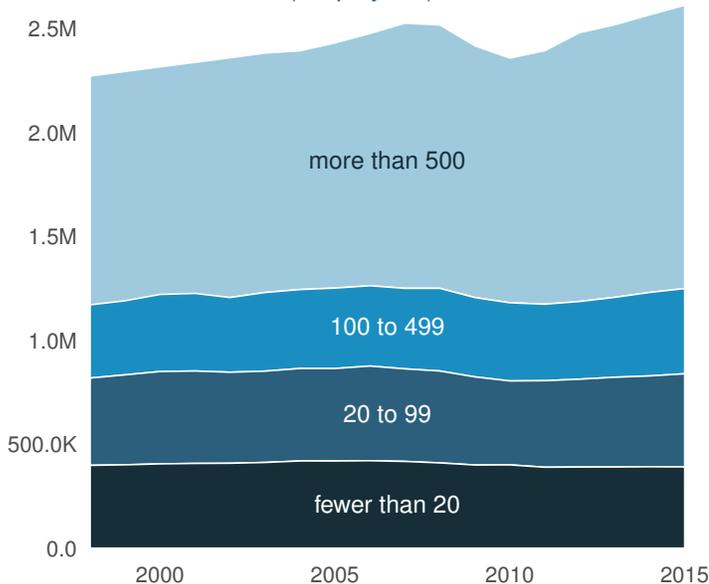
TRADE
7,191
small business
exporters

OVERALL MINNESOTA ECONOMY

- In the third quarter of 2017, Minnesota grew at an annual rate of **2.4%**, which was slower than the overall US growth rate of **3.4%**. Minnesota's 2016 growth rate of **2.1%** was up from the 2015 rate of **1.5%**. (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: Minnesota Employment by Business Size (Employees)



- Minnesota small businesses employed **1.2 million** people, or **47.8%** 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 **1.3%** during the 12-month period ending in January 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 **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **34,242** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **19,354** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **7,220** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 9 between June 2016 and June 2017 to 311 banks. (Source: FDIC)
- In 2016, 97,218 loans under \$100,000 (valued at \$1.4 billion) were issued by Minnesota lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,209 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$26,111. (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: Minnesota Employees per Business by Owner's Demographic, 2015

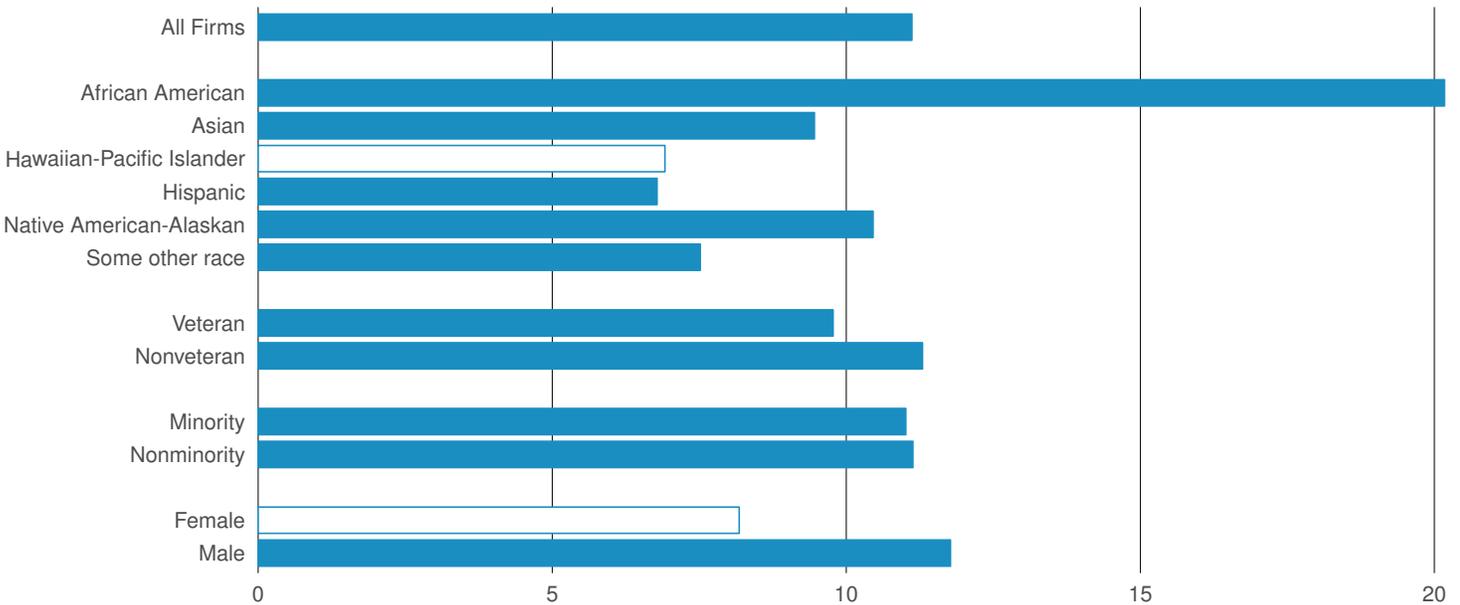
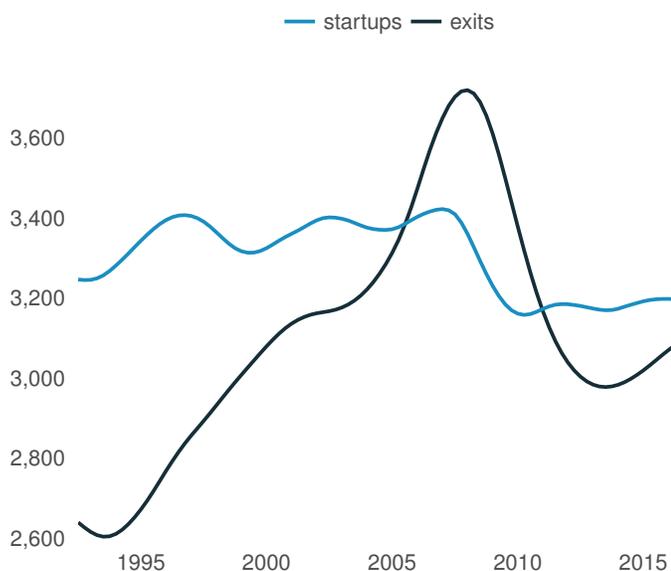


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Minnesota Quarterly Startups and Exits



- In the third quarter of 2016, 2,998 establishments started up, generating 12,603 new jobs in Minnesota. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,948 establishments exited resulting in 11,385 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 8,266 companies exported goods from Minnesota in 2015. Of these, 7,191, or 87.0%, were small firms; they generated 29.4% of Minnesota's \$18.6 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Minnesota Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	212,924	452,260	47.1
Accommodation and Food Services	145,876	236,077	61.8
Manufacturing	138,586	304,497	45.5
Retail Trade	118,084	300,197	39.3
Other Services (except Public Administration)	106,089	117,495	90.3
Professional, Scientific, and Technical Services	93,965	179,196	52.4
Construction	90,299	113,779	79.4
Wholesale Trade	73,364	134,535	54.5
Administrative, Support, and Waste Management	63,329	163,693	38.7
Finance and Insurance	44,327	152,797	29.0
Transportation and Warehousing	38,570	80,299	48.0
Educational Services	33,602	73,523	45.7
Arts, Entertainment, and Recreation	28,248	47,068	60.0
Real Estate and Rental and Leasing	25,526	38,106	67.0
Information	19,890	57,814	34.4
Management of Companies and Enterprises	10,002	137,964	7.2
Utilities	2,581	14,207	18.2
Agriculture, Forestry, and Fishing and Hunting	2,359	2,525	93.4
Mining, Quarrying, and Oil and Gas Extraction	1,168	5,968	19.6
Industries not classified	314	314	100.0
Total	1,249,103	2,612,314	47.8

Figure 4: Minnesota Small Business Employment by County, 2015

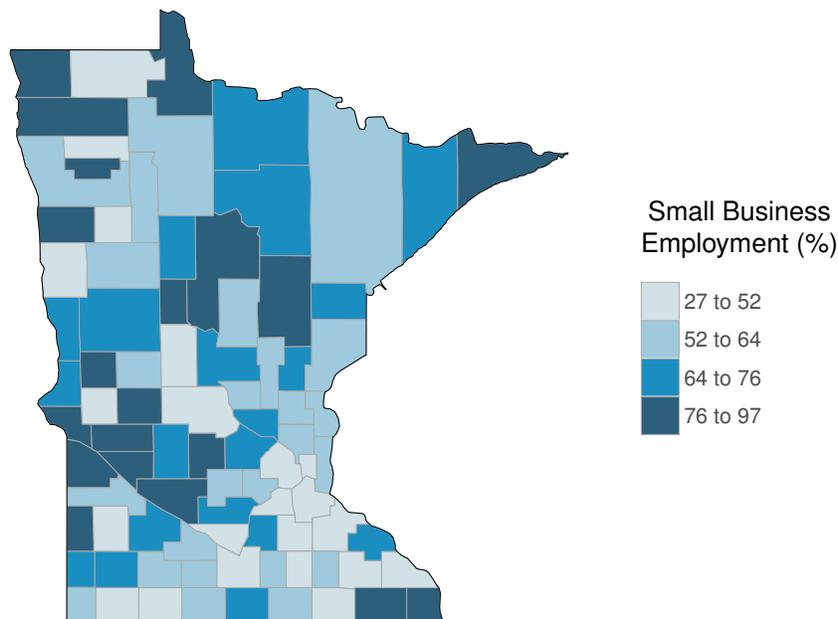


Table 2: Minnesota Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	16,041	15,140	39,913	55,954
Professional, Scientific, and Technical Services	15,485	14,398	60,362	75,847
Other Services (except Public Administration)	14,252	13,073	50,690	64,942
Retail Trade	11,653	10,267	38,789	50,442
Health Care and Social Assistance	10,015	7,901	30,080	40,095
Accommodation and Food Services	8,317	6,062	4,020	12,337
Administrative, Support, and Waste Management	6,282	5,566	24,734	31,016
Manufacturing	6,276	4,548	7,538	13,814
Wholesale Trade	6,065	4,825	6,719	12,784
Finance and Insurance	5,662	5,134	13,138	18,800
Real Estate and Rental and Leasing	5,166	4,848	43,418	48,584
Transportation and Warehousing	3,973	3,432	24,425	28,398
Arts, Entertainment, and Recreation	2,660	2,320	28,702	31,362
Educational Services	1,770	1,328	14,131	15,901
Information	1,442	1,179	5,286	6,728
Agriculture, Forestry, and Fishing and Hunting	526	502	4,964	5,490
Mining, Quarrying, and Oil and Gas Extraction	120	101	145	265
Utilities	95	43	324	419
Total	115,740	101,002	397,378	513,118

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

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

MISSISSIPPI



254,598 Small Businesses
99.3% of Mississippi Businesses

434,843 Small Business Employees
46.9% of Mississippi Employees



EMPLOYMENT
6,652
net new jobs



DIVERSITY
74,801
minority-owned
businesses



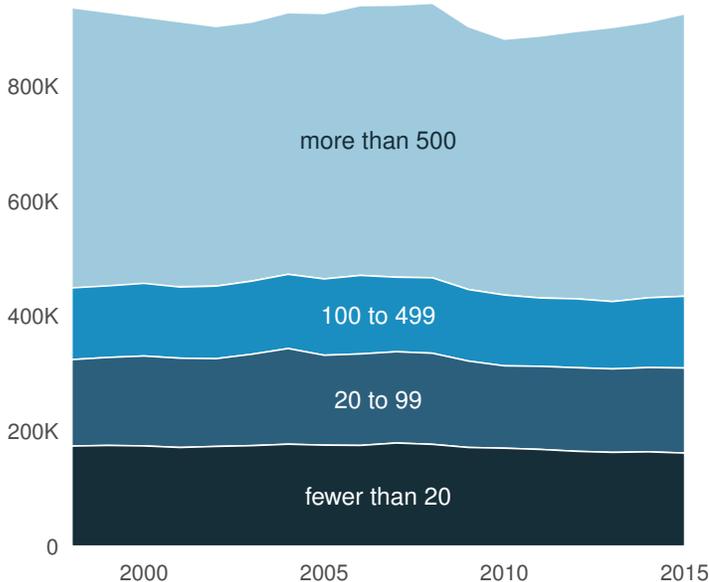
TRADE
1,539
small business
exporters

OVERALL MISSISSIPPI ECONOMY

- In the third quarter of 2017, Mississippi grew at an annual rate of 2.7%, which was slower than the overall US growth rate of 3.4%. Mississippi's 2016 growth rate of 1.2% was up from the 2015 rate of 0.2%. (Source: BEA)
- In January 2018, the unemployment rate was 4.6%, down from 5.4% in January 2017. This was above the January 2018 national unemployment rate of 4.1%. (Source: CPS)

EMPLOYMENT

Figure 1: Mississippi Employment by Business Size (Employees)



- Mississippi small businesses employed 434,843 people, or 46.9% 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 below the increase of 1.2% during the prior 12-month period. (Source: CPS)
- The number of proprietors increased in 2016 by 1.8% relative to the previous year. (Source: BEA)
- Small businesses created 6,652 net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding 4,149 net jobs. The smallest gains were in firms employing 100 to 499 employees, which added 1,187 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 was unchanged at **79** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2016, **31,385** loans under \$100,000 (valued at **\$524.6 million**) were issued by Mississippi lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$46,036** in 2016. For individuals self-employed at their own unincorporated firms, this figure was **\$22,271**. (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: Mississippi Employees per Business by Owner's Demographic, 2015

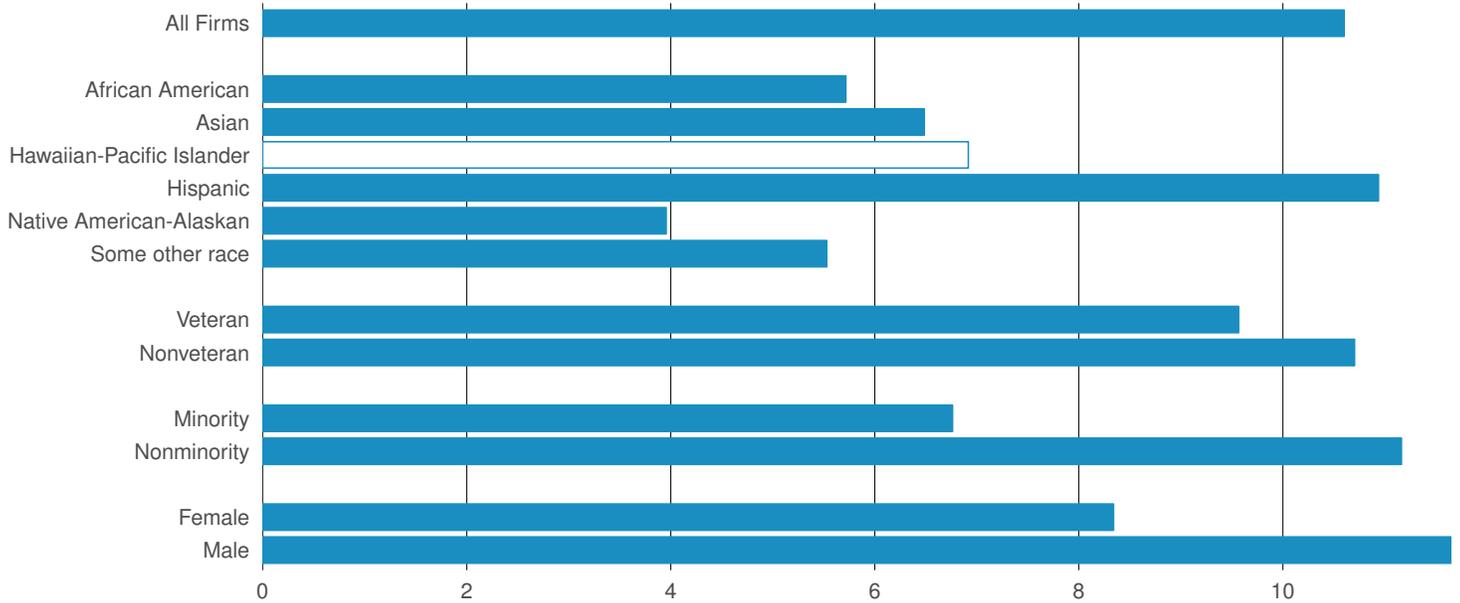
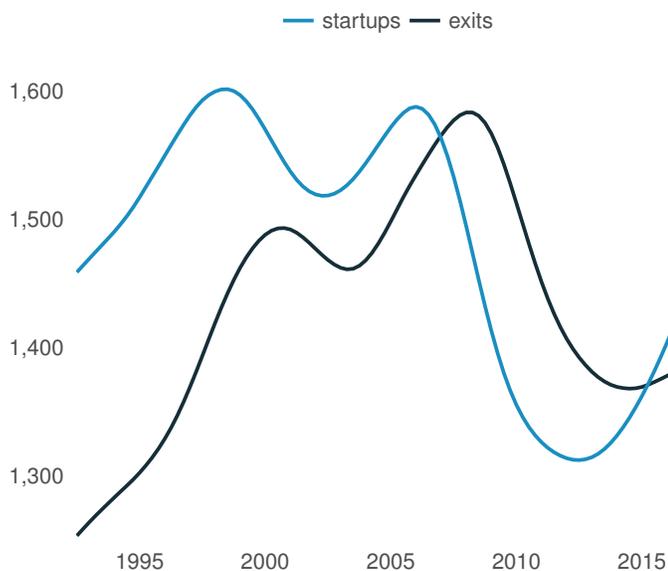


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Mississippi Quarterly Startups and Exits



- In the third quarter of 2016, **1,447** establishments started up, generating **6,954** new jobs in Mississippi. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,427** establishments exited resulting in **5,200** 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

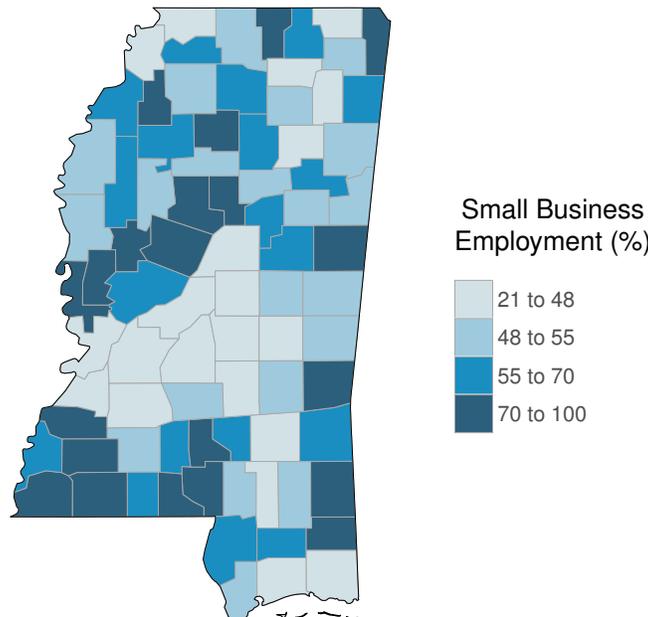
- A total of 2,028 companies exported goods from Mississippi in 2015. Of these, 1,539, or 75.9%, were small firms; they generated 16.3% of Mississippi's \$10.4 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Mississippi Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	65,004	162,749	39.9
Accommodation and Food Services	62,606	123,946	50.5
Retail Trade	57,075	142,817	40.0
Manufacturing	42,717	141,189	30.3
Other Services (except Public Administration)	35,851	38,186	93.9
Construction	32,191	43,531	73.9
Professional, Scientific, and Technical Services	23,676	30,736	77.0
Wholesale Trade	21,703	36,738	59.1
Administrative, Support, and Waste Management	20,595	56,761	36.3
Finance and Insurance	15,861	33,059	48.0
Transportation and Warehousing	15,149	37,193	40.7
Educational Services	9,784	17,857	54.8
Real Estate and Rental and Leasing	7,696	10,289	74.8
Arts, Entertainment, and Recreation	6,520	8,770	74.3
Utilities	4,408	9,346	47.2
Agriculture, Forestry, and Fishing and Hunting	4,313	4,975	86.7
Information	3,715	13,773	27.0
Mining, Quarrying, and Oil and Gas Extraction	3,383	5,939	57.0
Management of Companies and Enterprises	2,315	8,256	28.0
Industries not classified	281	281	100.0
Total	434,843	926,391	46.9

Figure 4: Mississippi Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

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

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Retail Trade	6,957	6,300	17,517	24,474
Other Services (except Public Administration)	5,945	5,603	43,062	49,007
Health Care and Social Assistance	4,660	3,987	20,709	25,369
Professional, Scientific, and Technical Services	4,112	3,813	18,264	22,376
Accommodation and Food Services	3,821	2,911	3,951	7,772
Construction	3,707	3,345	27,864	31,571
Finance and Insurance	2,070	1,890	6,306	8,376
Wholesale Trade	1,863	1,426	3,001	4,864
Real Estate and Rental and Leasing	1,809	1,697	15,702	17,511
Administrative, Support, and Waste Management	1,783	1,549	24,291	26,074
Manufacturing	1,622	1,077	2,602	4,224
Transportation and Warehousing	1,596	1,371	10,563	12,159
Agriculture, Forestry, and Fishing and Hunting	664	619	3,827	4,491
Arts, Entertainment, and Recreation	607	520	6,541	7,148
Educational Services	468	336	4,292	4,760
Utilities	348	315	290	638
Information	336	272	1,524	1,860
Mining, Quarrying, and Oil and Gas Extraction	307	258	1,649	1,956
Total	42,643	37,401	211,955	254,598

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

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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

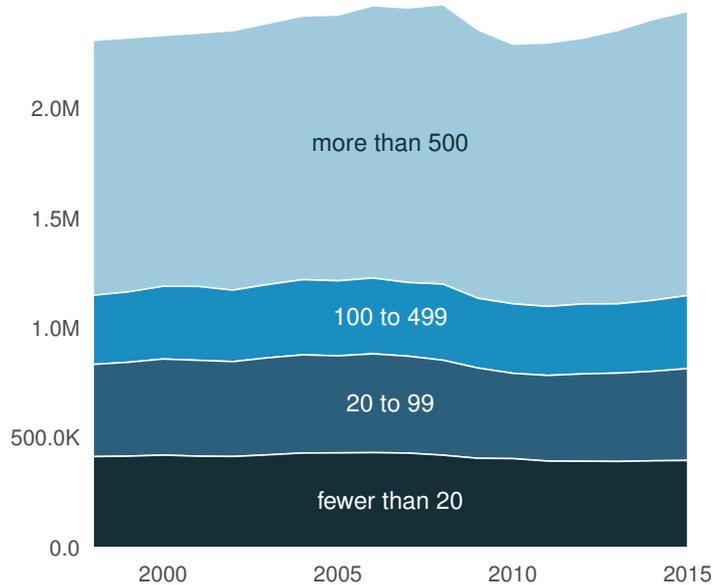
TRADE
5,088
small business
exporters

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

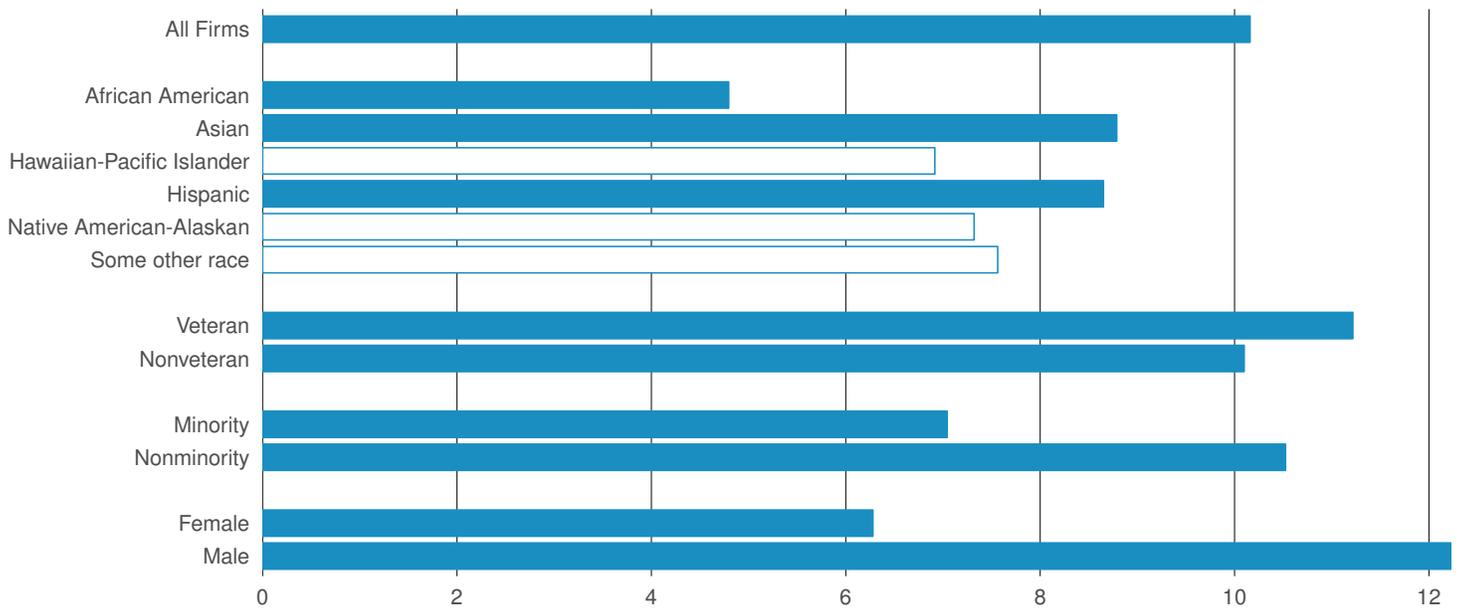
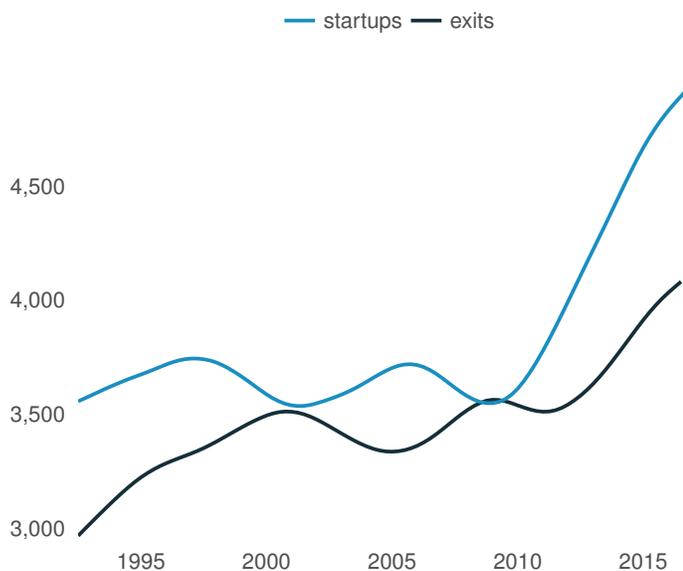


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

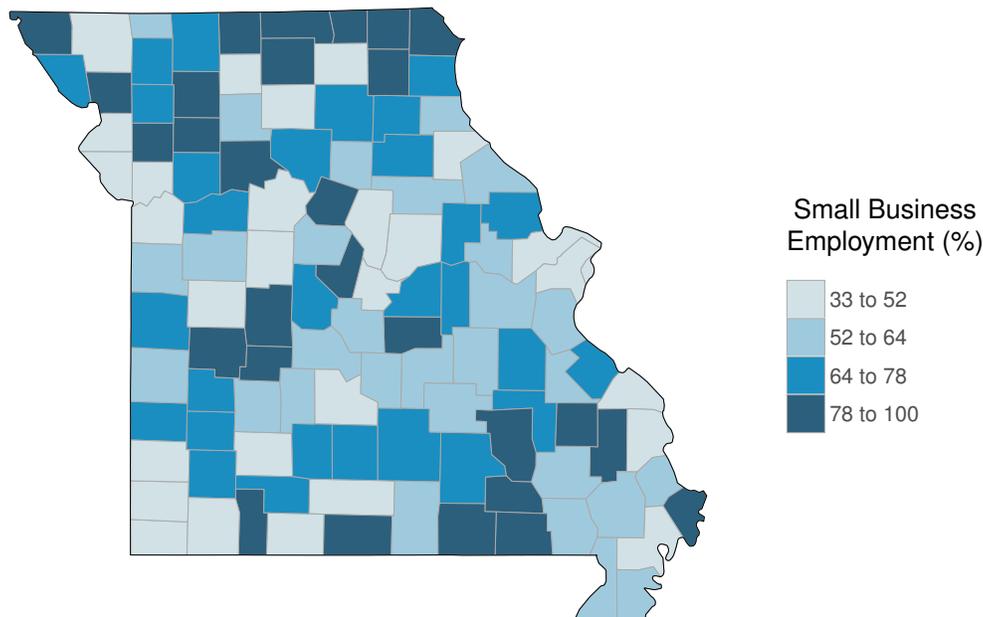


Table 2: Missouri Small Businesses by Industry and Firm Size, 2015

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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- 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

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MONTANA



118,315 Small Businesses
99.3% of Montana Businesses

244,668 Small Business Employees
65.2% of Montana Employees



EMPLOYMENT
6,519
net new jobs



DIVERSITY
5,575
minority-owned
businesses



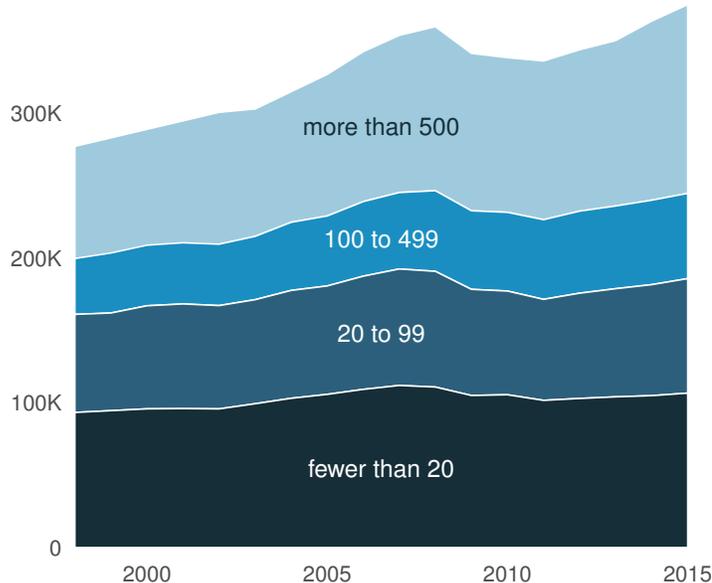
TRADE
1,201
small business
exporters

OVERALL MONTANA ECONOMY

- In the third quarter of 2017, Montana grew at an annual rate of **2.0%**, which was slower than the overall US growth rate of **3.4%**. Montana's 2016 growth rate of **1.1%** was down from the 2015 rate of **2.3%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.1%**, up from **4.0%** in January 2017. This was equal to the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Montana Employment by Business Size (Employees)



- Montana small businesses employed **244,668** people, or **65.2%** 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 **0.6%** during the 12-month period ending in January 2018. This was equal to the increase of **0.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,519** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **4,800** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **58** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 4 between June 2016 and June 2017 to 51 banks. (Source: FDIC)
- In 2016, 27,746 loans under \$100,000 (valued at \$422.5 million) were issued by Montana lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$39,474 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,337. (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: Montana Employees per Business by Owner's Demographic, 2015

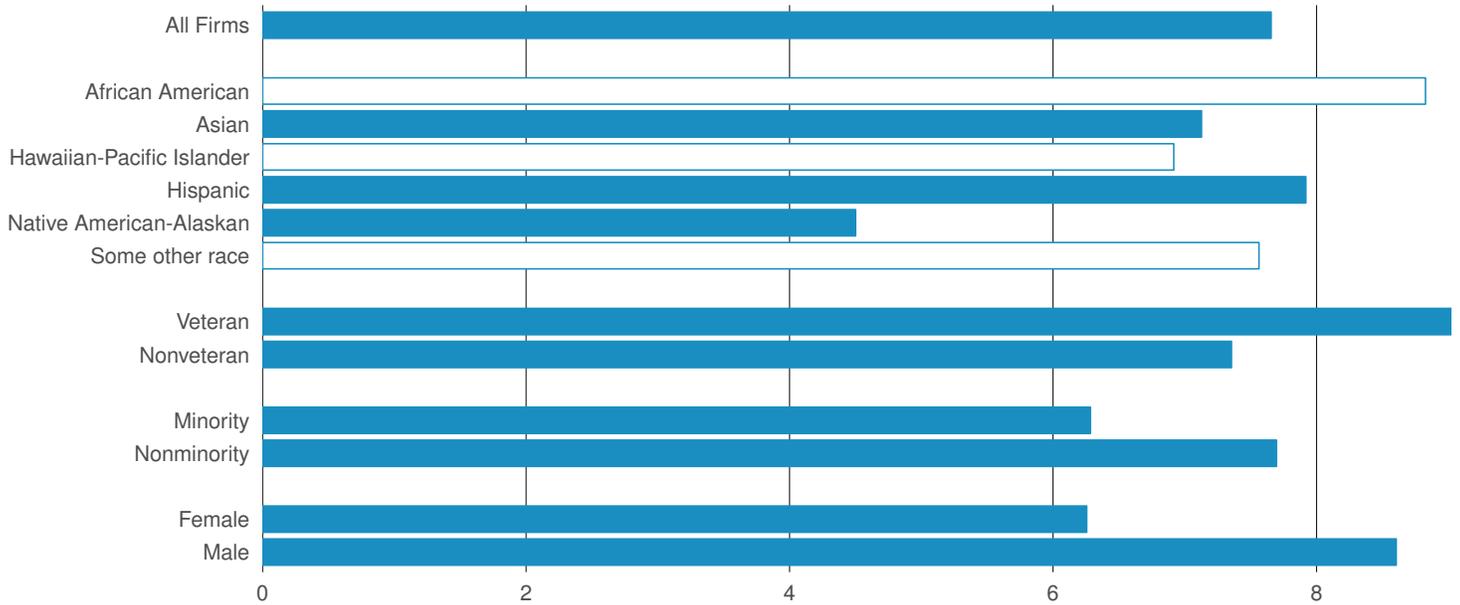
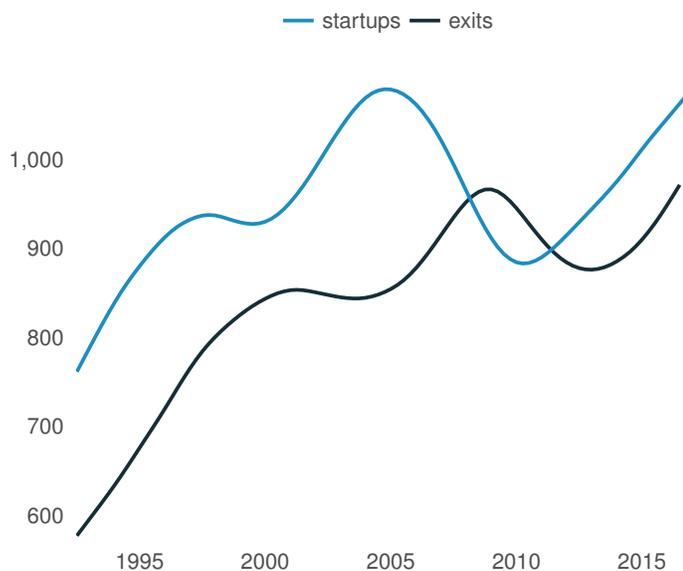


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Montana Quarterly Startups and Exits



- In the third quarter of 2016, 979 establishments started up, generating 2,680 new jobs in Montana. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 968 establishments exited resulting in 2,761 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 1,426 companies exported goods from Montana in 2015. Of these, 1,201, or 84.2%, were small firms; they generated 65.6% of Montana's \$1.1 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Montana Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	42,307	49,771	85.0
Health Care and Social Assistance	39,988	67,806	59.0
Retail Trade	30,700	59,901	51.3
Construction	22,729	24,836	91.5
Other Services (except Public Administration)	15,732	16,232	96.9
Professional, Scientific, and Technical Services	15,153	19,801	76.5
Manufacturing	13,310	17,937	74.2
Wholesale Trade	10,362	16,366	63.3
Administrative, Support, and Waste Management	9,480	24,787	38.2
Arts, Entertainment, and Recreation	9,231	11,352	81.3
Transportation and Warehousing	8,033	13,838	58.1
Finance and Insurance	7,949	16,728	47.5
Educational Services	5,155	6,151	83.8
Real Estate and Rental and Leasing	4,914	5,755	85.4
Information	3,930	8,724	45.0
Mining, Quarrying, and Oil and Gas Extraction	2,456	7,141	34.4
Management of Companies and Enterprises	1,129	3,686	30.6
Utilities	1,040	3,094	33.6
Agriculture, Forestry, and Fishing and Hunting	996	1,061	93.9
Industries not classified	74	74	100.0
Total	244,668	375,041	65.2

Figure 4: Montana Small Business Employment by County, 2015

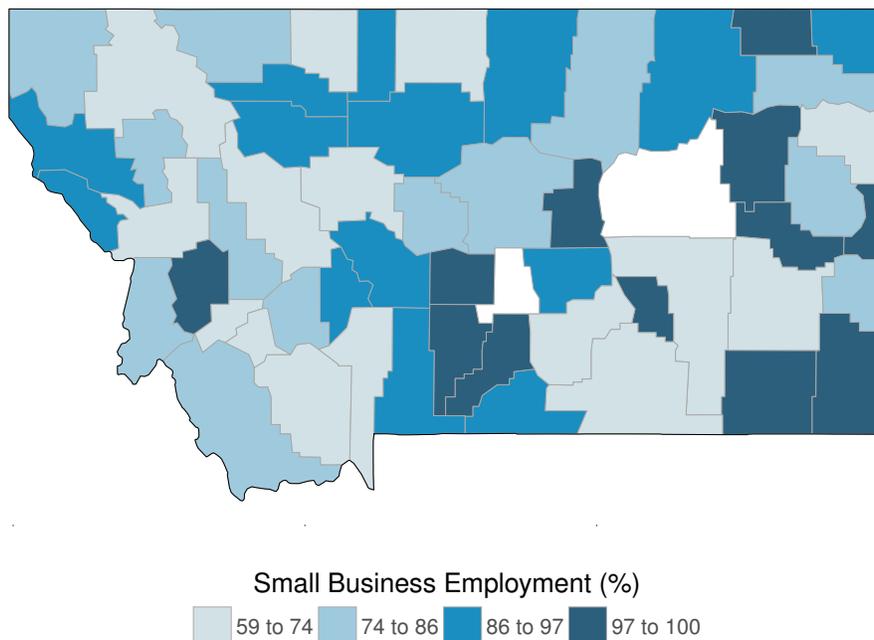


Table 2: Montana Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	5,227	5,039	12,196	17,423
Retail Trade	3,462	3,098	8,411	11,873
Professional, Scientific, and Technical Services	3,384	3,216	11,158	14,542
Accommodation and Food Services	3,082	2,449	1,508	4,590
Other Services (except Public Administration)	2,978	2,830	11,743	14,721
Health Care and Social Assistance	2,877	2,513	5,083	7,960
Real Estate and Rental and Leasing	1,678	1,630	12,050	13,728
Administrative, Support, and Waste Management	1,594	1,497	5,028	6,622
Manufacturing	1,210	1,041	2,088	3,298
Transportation and Warehousing	1,172	1,061	2,809	3,981
Finance and Insurance	1,146	1,052	2,167	3,313
Arts, Entertainment, and Recreation	1,055	957	5,179	6,234
Wholesale Trade	1,045	834	1,243	2,288
Educational Services	367	305	1,764	2,131
Agriculture, Forestry, and Fishing and Hunting	349	340	2,764	3,113
Information	349	303	945	1,294
Mining, Quarrying, and Oil and Gas Extraction	327	297	733	1,060
Utilities	75	54	100	175
Total	31,346	28,589	86,969	118,315

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

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

NEBRASKA



172,958 Small Businesses
99.1% of Nebraska Businesses

406,745 Small Business Employees
46.7% of Nebraska Employees

EMPLOYMENT
11,221
net new jobs

DIVERSITY
14,561
minority-owned
businesses

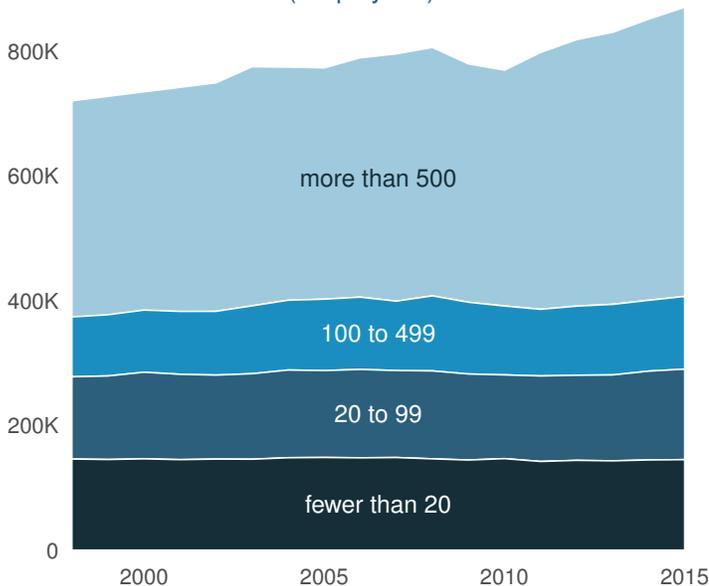
TRADE
1,444
small business
exporters

OVERALL NEBRASKA ECONOMY

- In the third quarter of 2017, Nebraska grew at an annual rate of **1.9%**, which was slower than the overall US growth rate of **3.4%**. Nebraska's 2016 growth rate of **0.9%** was down from the 2015 rate of **2.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **2.9%**, down from **3.1%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Nebraska Employment by Business Size (Employees)



- Nebraska small businesses employed **406,745** people, or **46.7%** 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 **0.3%** 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 **11,221** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **6,007** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **1,776** 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 8 between June 2016 and June 2017 to 179 banks. (Source: FDIC)
- In 2016, 28,372 loans under \$100,000 (valued at \$481.7 million) were issued by Nebraska lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$43,900 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$25,730. (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: Nebraska Employees per Business by Owner's Demographic, 2015

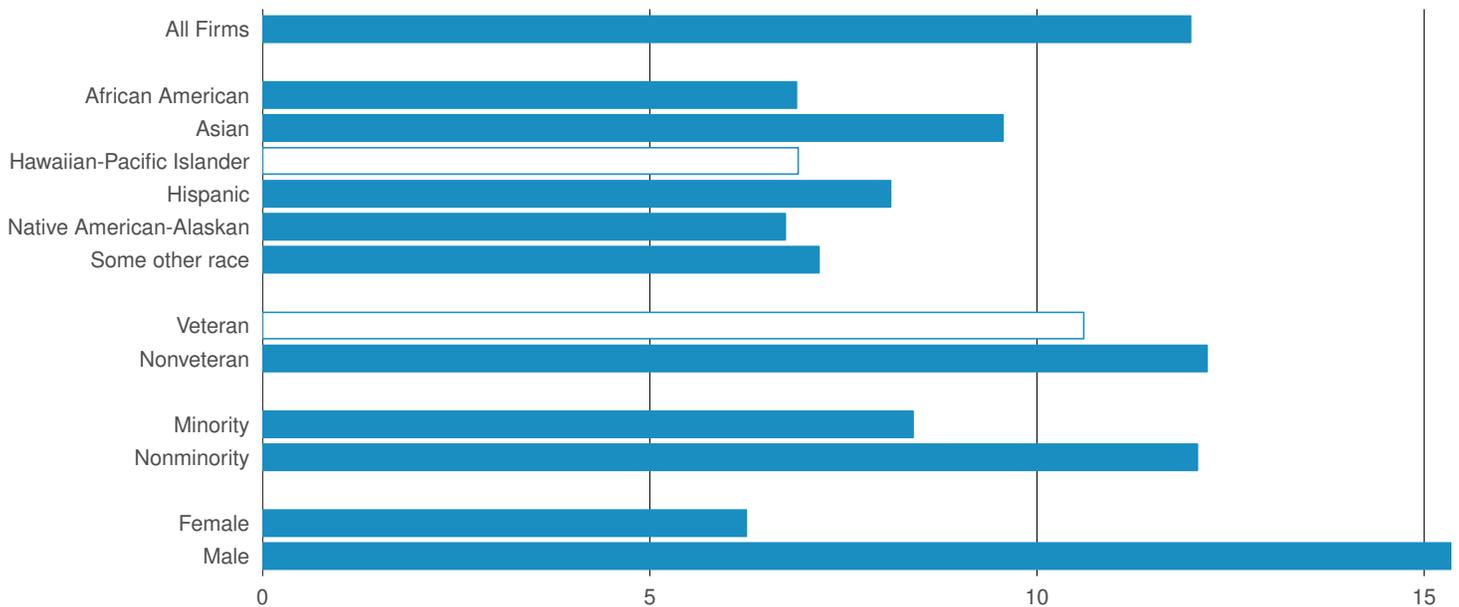
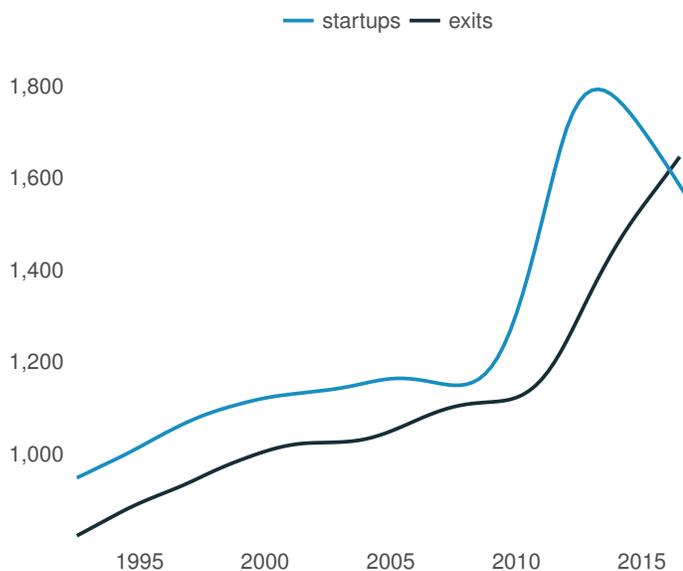


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Nebraska Quarterly Startups and Exits



- In the third quarter of 2016, 1,554 establishments started up, generating 4,763 new jobs in Nebraska. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,724 establishments exited resulting in 4,542 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 1,821 companies exported goods from Nebraska in 2015. Of these, 1,444, or 79.3%, were small firms; they generated 25.5% of Nebraska's \$6.3 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Nebraska Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	66,159	125,501	52.7
Accommodation and Food Services	51,890	74,336	69.8
Retail Trade	44,856	112,829	39.8
Construction	39,162	44,765	87.5
Other Services (except Public Administration)	33,134	36,823	90.0
Manufacturing	29,791	93,149	32.0
Professional, Scientific, and Technical Services	26,308	98,940	26.6
Wholesale Trade	24,167	42,341	57.1
Administrative, Support, and Waste Management	20,835	60,906	34.2
Finance and Insurance	18,241	62,428	29.2
Transportation and Warehousing	14,036	29,602	47.4
Arts, Entertainment, and Recreation	9,401	14,166	66.4
Educational Services	8,775	18,838	46.6
Real Estate and Rental and Leasing	8,341	10,778	77.4
Information	6,847	20,980	32.6
Management of Companies and Enterprises	2,935	20,409	14.4
Mining, Quarrying, and Oil and Gas Extraction	851	1,171	72.7
Agriculture, Forestry, and Fishing and Hunting	702	1,215	57.8
Utilities	169	957	17.7
Industries not classified	145	145	100.0
Total	406,745	870,279	46.7

Figure 4: Nebraska Small Business Employment by County, 2015

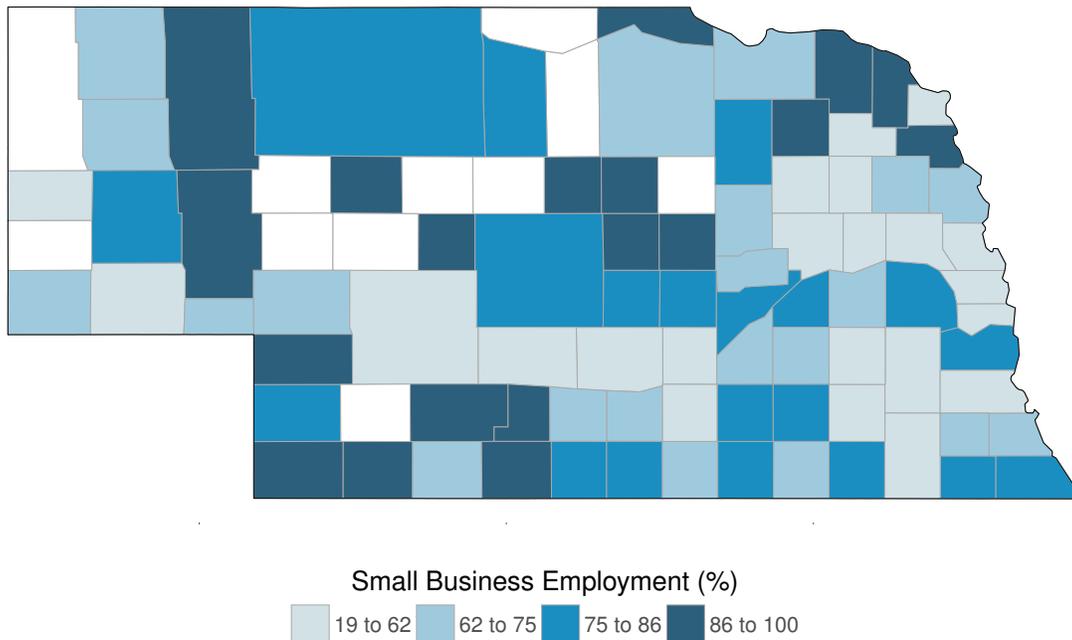


Table 2: Nebraska Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Construction	6,145	5,721	15,364	21,509
Other Services (except Public Administration)	5,284	4,926	20,394	25,678
Retail Trade	4,561	4,004	13,875	18,436
Health Care and Social Assistance	4,234	3,492	12,051	16,285
Professional, Scientific, and Technical Services	4,142	3,824	13,534	17,676
Accommodation and Food Services	3,287	2,490	1,586	4,873
Finance and Insurance	2,379	2,154	5,331	7,710
Administrative, Support, and Waste Management	2,232	2,011	9,126	11,358
Transportation and Warehousing	2,046	1,887	7,098	9,144
Wholesale Trade	1,975	1,482	1,843	3,818
Real Estate and Rental and Leasing	1,761	1,657	15,253	17,014
Manufacturing	1,447	1,064	1,557	3,004
Arts, Entertainment, and Recreation	815	700	6,494	7,309
Educational Services	483	355	3,377	3,860
Information	441	332	1,326	1,767
Agriculture, Forestry, and Fishing and Hunting	179	167	3,087	3,266
Mining, Quarrying, and Oil and Gas Extraction	105	93	159	264
Utilities	18	11	63	81
Total	41,440	36,469	131,518	172,958

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>.

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- 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

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NEVADA



254,337 Small Businesses
99.1% of Nevada Businesses

474,535 Small Business Employees
42.0% of Nevada Employees

EMPLOYMENT
26,753
net new jobs

DIVERSITY
71,827
minority-owned
businesses

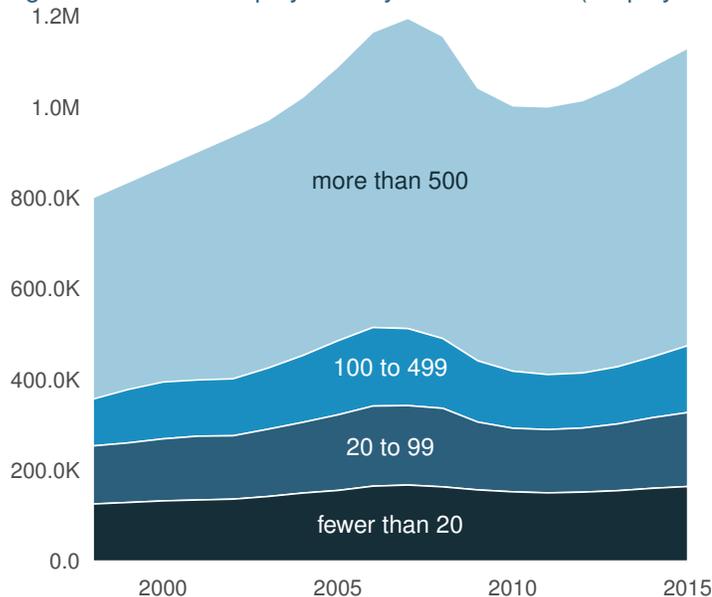
TRADE
2,617
small business
exporters

OVERALL NEVADA ECONOMY

- In the third quarter of 2017, Nevada grew at an annual rate of **3.3%**, which was slower than the overall US growth rate of **3.4%**. Nevada's 2016 growth rate of **1.4%** was down from the 2015 rate of **3.5%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.9%**, down from **5.3%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Nevada Employment by Business Size (Employees)



- Nevada small businesses employed **474,535** people, or **42.0%** 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 **2.6%** during the 12-month period ending in January 2018. This was below the increase of **2.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **26,753** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **15,562** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,769** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks was unchanged at 17 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 55,446 loans under \$100,000 (valued at \$744.3 million) were issued by Nevada lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,174 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$22,344. (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: Nevada Employees per Business by Owner's Demographic, 2015

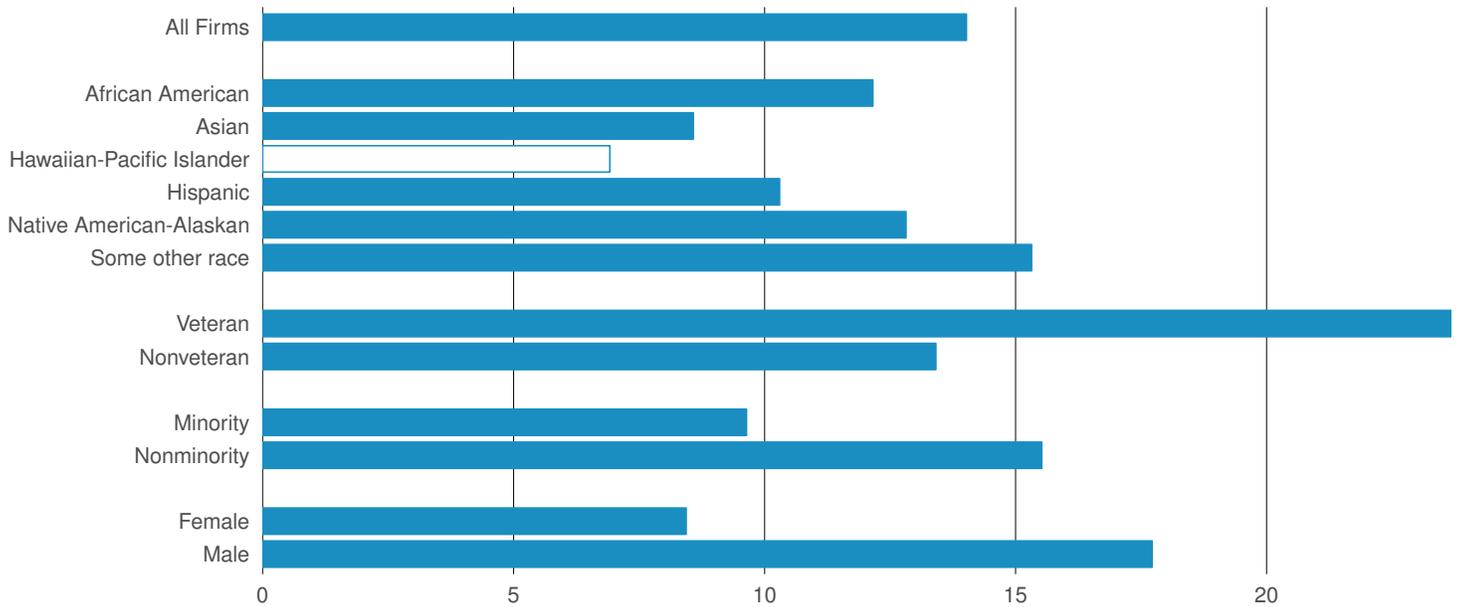
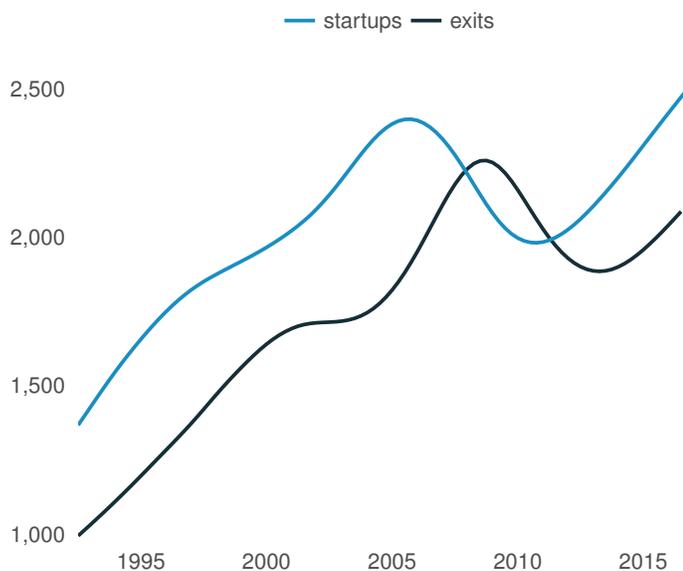


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Nevada Quarterly Startups and Exits



- In the third quarter of 2016, 2,429 establishments started up, generating 9,034 new jobs in Nevada. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,264 establishments exited resulting in 6,970 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 3,031 companies exported goods from Nevada in 2015. Of these, 2,617, or 86.3%, were small firms; they generated 17.0% of Nevada's \$7.5 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Nevada Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	81,478	318,033	25.6
Health Care and Social Assistance	58,763	112,938	52.0
Construction	52,827	65,511	80.6
Administrative, Support, and Waste Management	45,909	111,715	41.1
Retail Trade	41,704	147,131	28.3
Professional, Scientific, and Technical Services	39,948	58,330	68.5
Other Services (except Public Administration)	25,993	32,291	80.5
Manufacturing	24,349	42,374	57.5
Arts, Entertainment, and Recreation	19,632	28,384	69.2
Wholesale Trade	18,286	34,681	52.7
Real Estate and Rental and Leasing	16,233	28,833	56.3
Transportation and Warehousing	15,388	51,562	29.8
Finance and Insurance	11,767	34,818	33.8
Educational Services	8,501	11,214	75.8
Information	5,698	16,658	34.2
Mining, Quarrying, and Oil and Gas Extraction	4,122	12,994	31.7
Management of Companies and Enterprises	2,990	17,538	17.0
Utilities	643	4,656	13.8
Industries not classified	173	173	100.0
Agriculture, Forestry, and Fishing and Hunting	131	131	100.0
Total	474,535	1,129,965	42.0

Figure 4: Nevada Small Business Employment by County, 2015

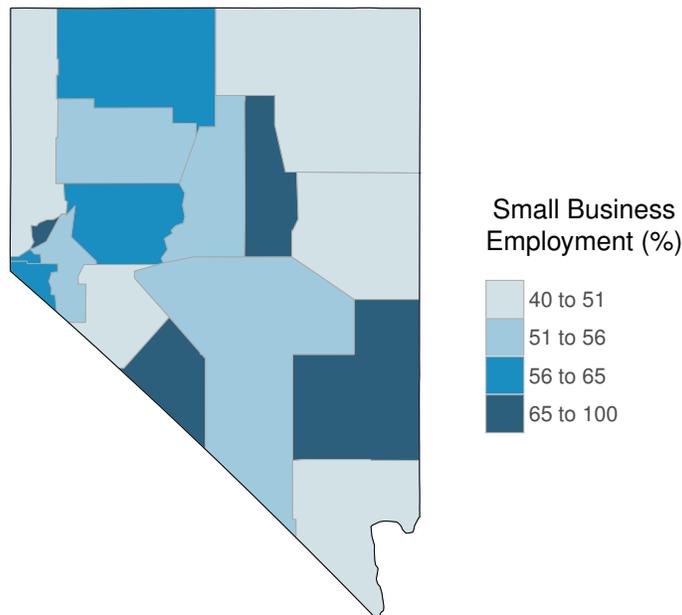


Table 2: Nevada Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	7,952	7,403	30,613	38,565
Health Care and Social Assistance	5,588	4,984	15,354	20,942
Retail Trade	4,679	4,122	18,228	22,907
Construction	4,599	3,909	10,851	15,450
Accommodation and Food Services	4,213	3,137	2,993	7,206
Other Services (except Public Administration)	3,840	3,529	33,022	36,862
Administrative, Support, and Waste Management	3,682	3,134	16,616	20,298
Real Estate and Rental and Leasing	3,332	3,118	28,822	32,154
Finance and Insurance	2,358	2,145	7,699	10,057
Wholesale Trade	2,302	1,816	3,825	6,127
Manufacturing	1,613	1,244	2,604	4,217
Arts, Entertainment, and Recreation	1,238	1,027	16,029	17,267
Transportation and Warehousing	1,175	956	10,942	12,117
Information	785	696	3,282	4,067
Educational Services	644	513	3,951	4,595
Mining, Quarrying, and Oil and Gas Extraction	179	138	355	534
Agriculture, Forestry, and Fishing and Hunting	53	52	661	714
Utilities	45	31	133	178
Total	48,357	42,140	205,980	254,337

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

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

NEW HAMPSHIRE



133,676 Small Businesses
99.0% of New Hampshire Businesses

291,348 Small Business Employees
50.5% of New Hampshire Employees



EMPLOYMENT
6,747
net new jobs



DIVERSITY
6,107
minority-owned
businesses



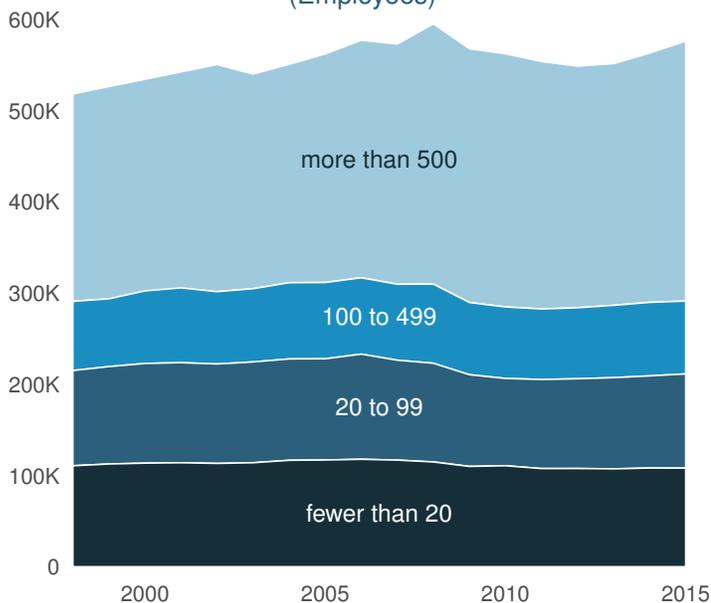
TRADE
2,248
small business
exporters

OVERALL NEW HAMPSHIRE ECONOMY

- In the third quarter of 2017, New Hampshire grew at an annual rate of **4.4%**, which was faster than the overall US growth rate of **3.4%**. New Hampshire's 2016 growth rate of **1.6%** was down from the 2015 rate of **2.6%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **2.6%**, down from **2.8%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New Hampshire Employment by Business Size (Employees)



- New Hampshire small businesses employed **291,348** people, or **50.5%** 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 **0.2%** during the 12-month period ending in January 2018. This was below the increase of **0.4%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,747** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **3,952** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **837** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 1 between June 2016 and June 2017 to 18 banks. (Source: FDIC)
- In 2016, 24,500 loans under \$100,000 (valued at \$378.0 million) were issued by New Hampshire lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,961 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$27,201. (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: New Hampshire Employees per Business by Owner's Demographic, 2015

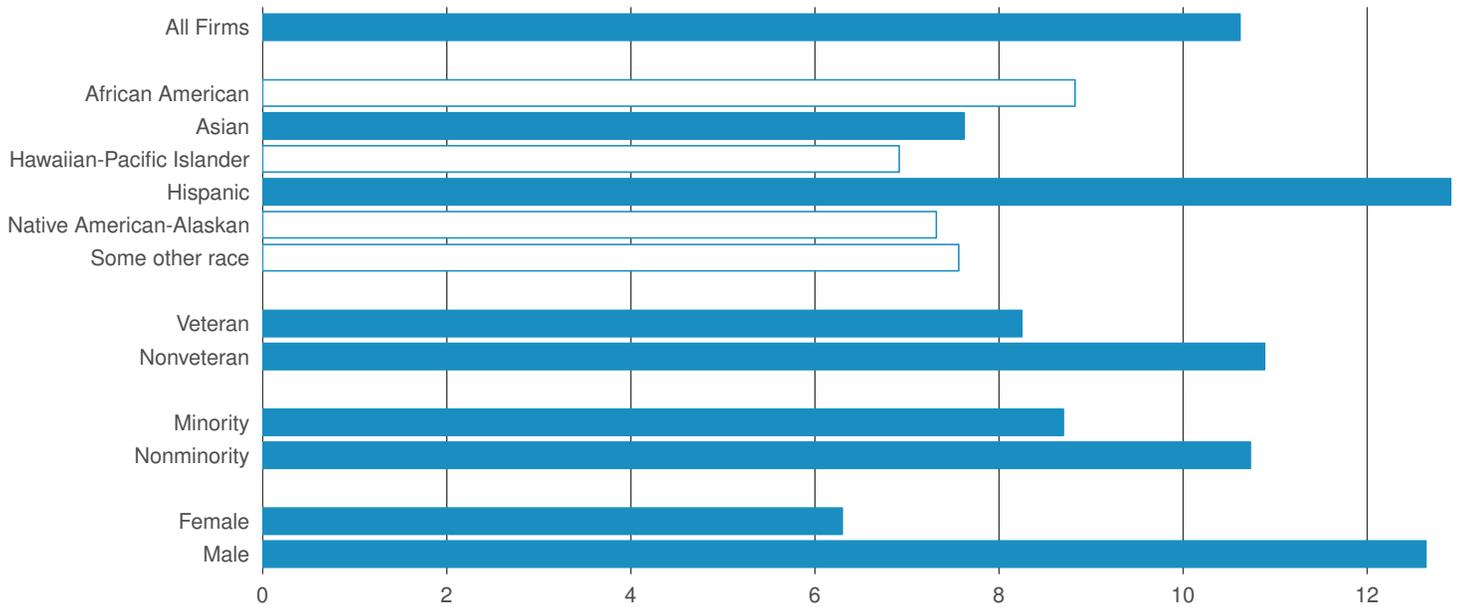
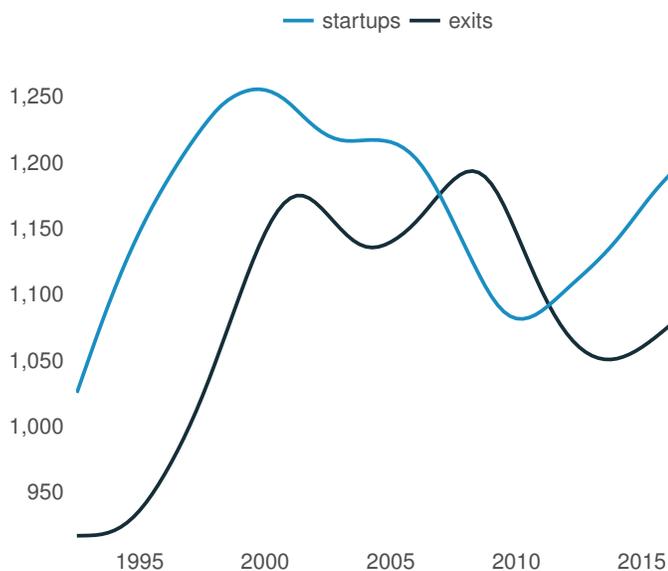


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: New Hampshire Quarterly Startups and Exits



- In the third quarter of 2016, 1,179 establishments started up, generating 3,755 new jobs in New Hampshire. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,120 establishments exited resulting in 3,281 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

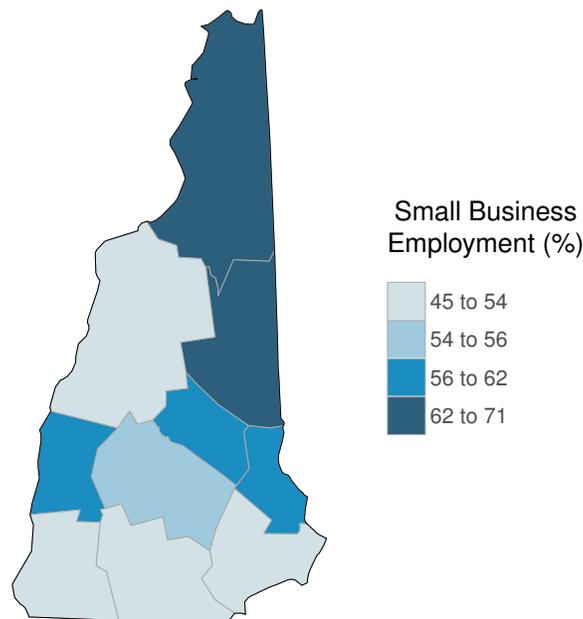
- A total of 2,610 companies exported goods from New Hampshire in 2015. Of these, 2,248, or 86.1%, were small firms; they generated 38.3% of New Hampshire's \$3.8 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New Hampshire Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	42,070	90,039	46.7
Accommodation and Food Services	41,610	55,685	74.7
Retail Trade	33,599	98,903	34.0
Manufacturing	28,951	67,441	42.9
Construction	23,290	24,356	95.6
Professional, Scientific, and Technical Services	21,788	30,511	71.4
Other Services (except Public Administration)	19,880	22,369	88.9
Administrative, Support, and Waste Management	15,504	50,788	30.5
Wholesale Trade	15,332	24,583	62.4
Educational Services	9,383	24,782	37.9
Finance and Insurance	8,954	27,592	32.5
Arts, Entertainment, and Recreation	8,817	12,339	71.5
Transportation and Warehousing	6,761	12,825	52.7
Real Estate and Rental and Leasing	5,928	7,176	82.6
Information	5,672	13,880	40.9
Management of Companies and Enterprises	2,207	9,196	24.0
Utilities	699	3,004	23.3
Agriculture, Forestry, and Fishing and Hunting	587	622	94.4
Mining, Quarrying, and Oil and Gas Extraction	212	229	92.6
Industries not classified	104	104	100.0
Total	291,348	576,424	50.5

Figure 4: New Hampshire Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

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

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	3,892	3,627	16,588	20,480
Retail Trade	3,592	3,150	8,519	12,111
Other Services (except Public Administration)	3,388	3,200	12,637	16,025
Professional, Scientific, and Technical Services	3,385	3,083	17,233	20,618
Accommodation and Food Services	2,986	2,346	1,234	4,220
Health Care and Social Assistance	2,527	2,109	6,159	8,686
Administrative, Support, and Waste Management	1,999	1,814	7,349	9,348
Manufacturing	1,576	1,166	2,249	3,825
Wholesale Trade	1,419	1,114	1,868	3,287
Real Estate and Rental and Leasing	1,094	1,021	12,564	13,658
Finance and Insurance	870	745	2,404	3,274
Arts, Entertainment, and Recreation	726	615	6,345	7,071
Transportation and Warehousing	659	573	2,548	3,207
Educational Services	565	439	3,481	4,046
Information	372	294	1,449	1,821
Agriculture, Forestry, and Fishing and Hunting	140	136	1,664	1,804
Mining, Quarrying, and Oil and Gas Extraction	42	34	52	94
Utilities	34	22	94	128
Total	29,239	25,545	104,437	133,676

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

NEW JERSEY

861,373 Small Businesses
99.6% of New Jersey Businesses

1.8 million Small Business Employees
49.8% of New Jersey Employees



EMPLOYMENT
33,072
net new jobs



DIVERSITY
237,187
minority-owned
businesses



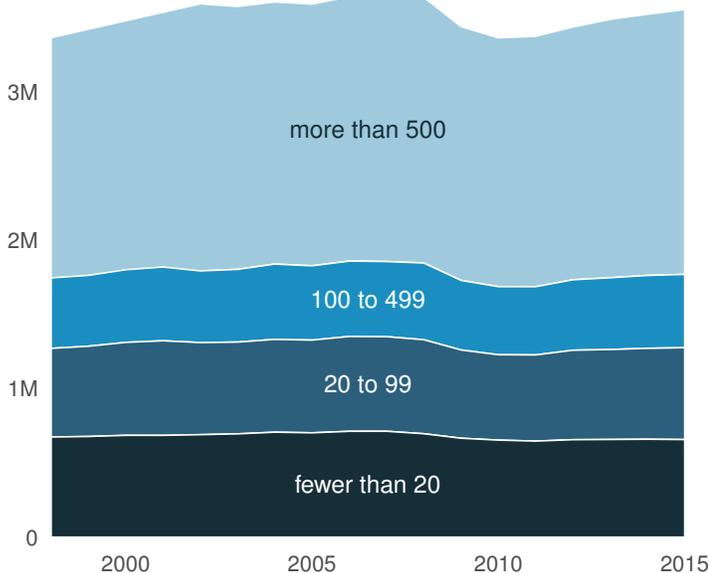
TRADE
18,304
small business
exporters

OVERALL NEW JERSEY ECONOMY

- In the third quarter of 2017, New Jersey grew at an annual rate of **2.7%**, which was slower than the overall US growth rate of **3.4%**. New Jersey's 2016 growth rate of **0.7%** was down from the 2015 rate of **1.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.7%**, up from **4.6%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New Jersey Employment by Business Size (Employees)



- New Jersey small businesses employed **1.8 million** people, or **49.8%** 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 **0.4%** during the 12-month period ending in January 2018. This was below the increase of **0.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **33,072** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **22,698** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **1,423** 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 4 between June 2016 and June 2017 to 85 banks. (Source: FDIC)
- In 2016, 210,048 loans under \$100,000 (valued at \$3.2 billion) were issued by New Jersey lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$60,462 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$30,032. (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: New Jersey Employees per Business by Owner's Demographic, 2015

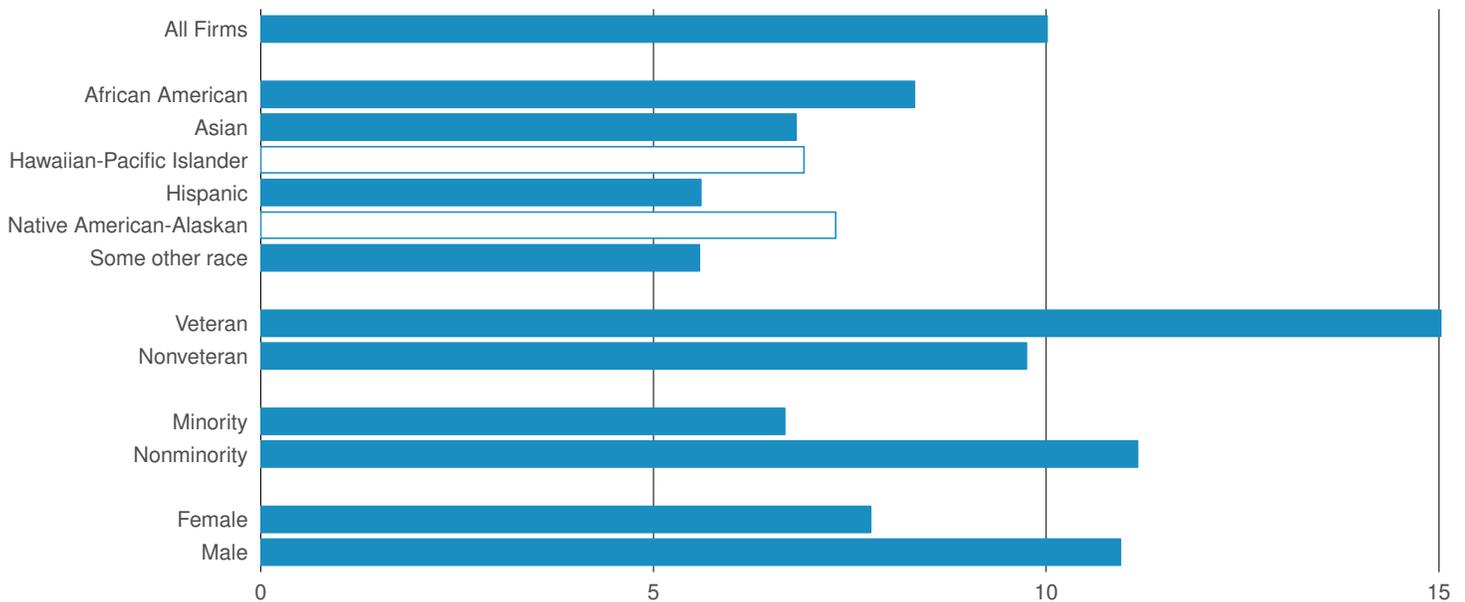
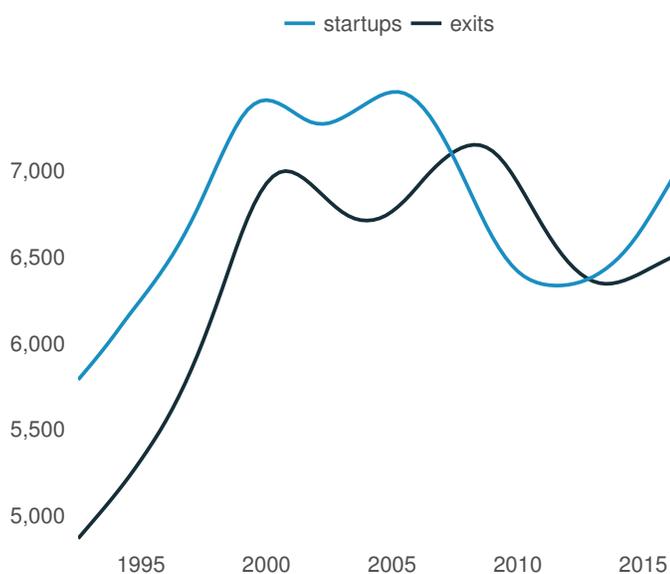


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: New Jersey Quarterly Startups and Exits



- In the third quarter of 2016, 6,199 establishments started up, generating 25,490 new jobs in New Jersey. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 6,320 establishments exited resulting in 21,603 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 19,970 companies exported goods from New Jersey in 2015. Of these, 18,304, or 91.7%, were small firms; they generated 43.1% of New Jersey's \$28.2 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New Jersey Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	278,774	568,289	49.1
Professional, Scientific, and Technical Services	187,155	321,642	58.2
Accommodation and Food Services	186,308	296,362	62.9
Retail Trade	158,519	460,856	34.4
Wholesale Trade	144,162	255,379	56.5
Other Services (except Public Administration)	137,247	152,771	89.8
Manufacturing	135,893	218,549	62.2
Construction	128,591	146,153	88.0
Administrative, Support, and Waste Management	118,816	316,537	37.5
Transportation and Warehousing	69,398	165,343	42.0
Educational Services	59,483	110,934	53.6
Finance and Insurance	49,204	192,320	25.6
Arts, Entertainment, and Recreation	45,913	60,001	76.5
Real Estate and Rental and Leasing	38,828	56,523	68.7
Information	20,369	87,708	23.2
Management of Companies and Enterprises	10,351	126,898	8.2
Utilities	1,138	19,746	5.8
Agriculture, Forestry, and Fishing and Hunting	893	900	99.2
Mining, Quarrying, and Oil and Gas Extraction	528	1,246	42.4
Industries not classified	462	462	100.0
Total	1,772,032	3,558,619	49.8

Figure 4: New Jersey Small Business Employment by County, 2015

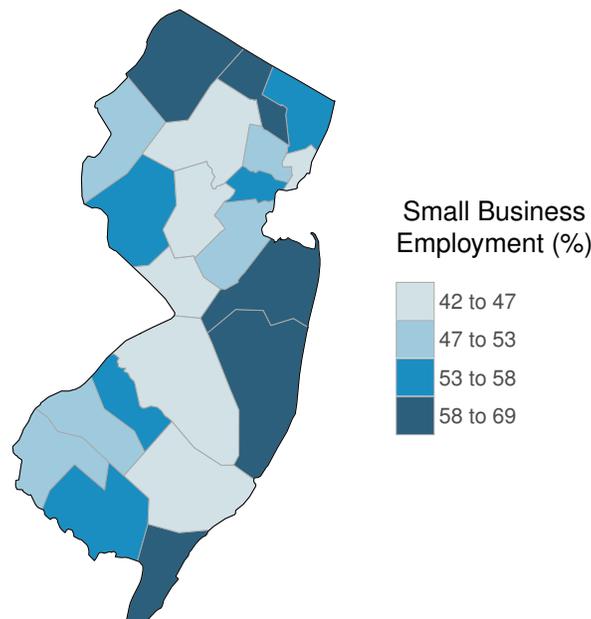


Table 2: New Jersey Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	27,168	24,885	114,931	142,099
Other Services (except Public Administration)	22,501	21,149	76,680	99,181
Retail Trade	21,741	20,069	50,024	71,765
Health Care and Social Assistance	21,433	18,532	54,086	75,519
Construction	20,874	19,576	54,731	75,605
Accommodation and Food Services	17,761	15,096	10,478	28,239
Wholesale Trade	12,116	10,056	14,362	26,478
Administrative, Support, and Waste Management	12,005	10,721	43,273	55,278
Real Estate and Rental and Leasing	7,077	6,637	96,358	103,435
Manufacturing	6,739	4,977	7,000	13,739
Transportation and Warehousing	6,343	5,406	52,379	58,722
Finance and Insurance	5,827	5,188	23,009	28,836
Educational Services	3,469	2,750	23,607	27,076
Arts, Entertainment, and Recreation	3,304	2,755	36,723	40,027
Information	1,796	1,493	10,365	12,161
Agriculture, Forestry, and Fishing and Hunting	200	188	2,054	2,254
Utilities	75	56	656	731
Mining, Quarrying, and Oil and Gas Extraction	56	42	49	105
Total	190,608	170,012	670,765	861,373

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

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NEW MEXICO



154,257 Small Businesses
99.0% of New Mexico Businesses

339,640 Small Business Employees
54.2% of New Mexico Employees

EMPLOYMENT
6,907
net new jobs

DIVERSITY
60,595
minority-owned
businesses

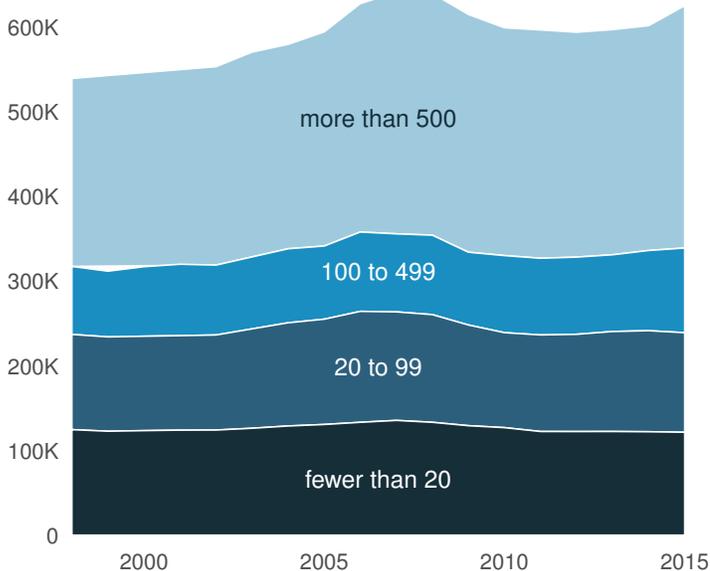
TRADE
1,164
small business
exporters

OVERALL NEW MEXICO ECONOMY

- In the third quarter of 2017, New Mexico grew at an annual rate of **1.7%**, which was slower than the overall US growth rate of **3.4%**. New Mexico's 2016 growth rate of **0.2%** was down from the 2015 rate of **1.6%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **5.9%**, down from **6.5%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New Mexico Employment by Business Size (Employees)



- New Mexico small businesses employed **339,640** people, or **54.2%** 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 **1.3%** during the 12-month period ending in January 2018. This was above the increase of **0.1%** 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 **6,907** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **4,069** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **80** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 1 between June 2016 and June 2017 to 39 banks. (Source: FDIC)
- In 2016, 26,055 loans under \$100,000 (valued at \$380.9 million) were issued by New Mexico lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$41,733 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$18,772. (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: New Mexico Employees per Business by Owner's Demographic, 2015

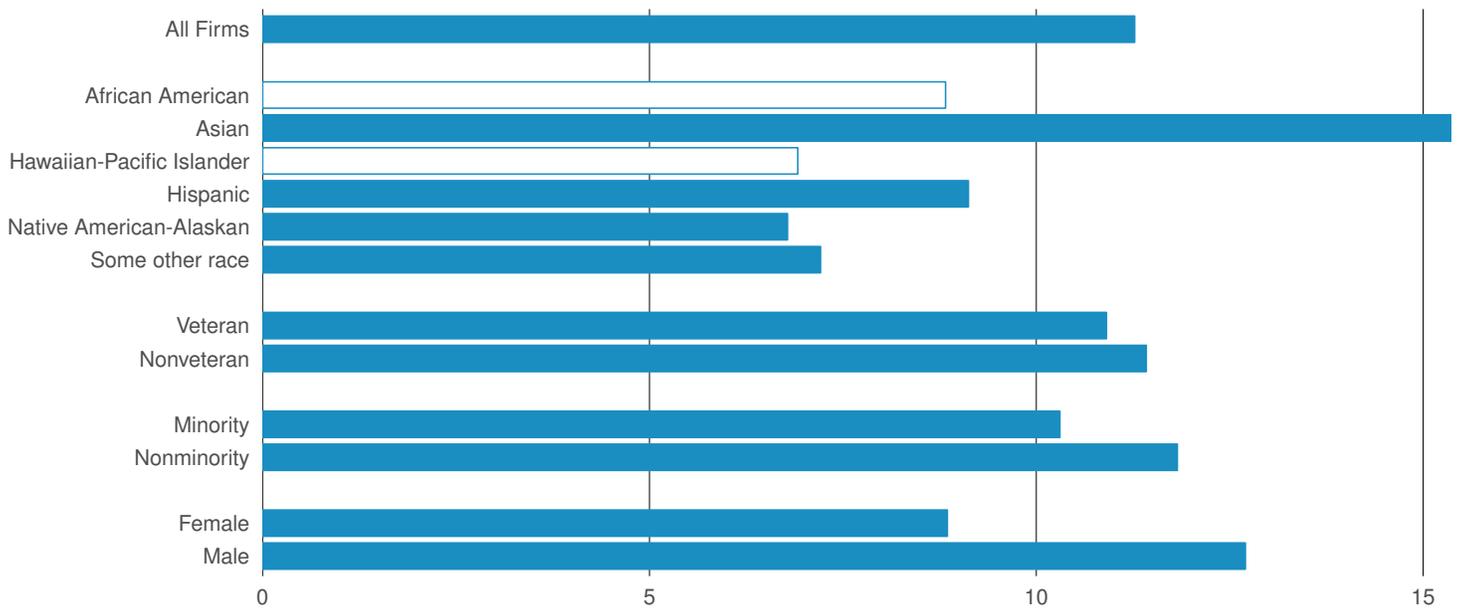
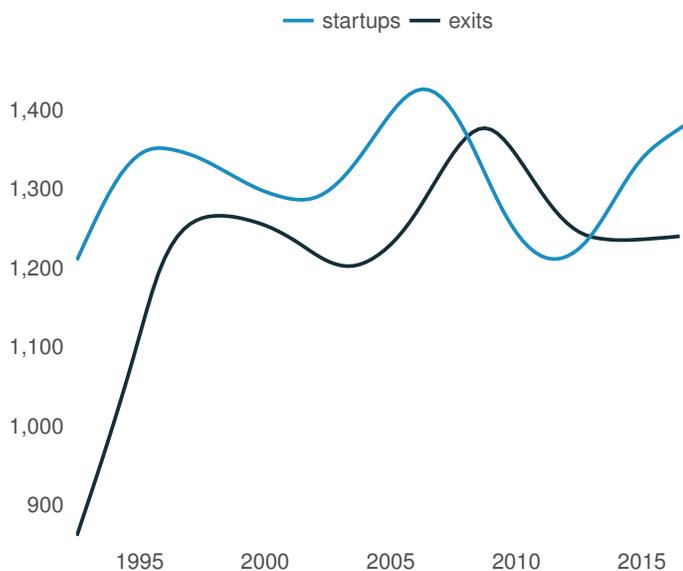


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: New Mexico Quarterly Startups and Exits



- In the third quarter of 2016, 1,333 establishments started up, generating 4,502 new jobs in New Mexico. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,289 establishments exited resulting in 4,423 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 1,404 companies exported goods from New Mexico in 2015. Of these, 1,164, or 82.9%, were small firms; they generated 43.2% of New Mexico's \$3.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New Mexico Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	60,064	119,731	50.2
Accommodation and Food Services	56,145	86,494	64.9
Construction	36,242	38,310	94.6
Retail Trade	33,173	96,659	34.3
Professional, Scientific, and Technical Services	24,309	s	-
Other Services (except Public Administration)	23,895	26,292	90.9
Administrative, Support, and Waste Management	15,068	32,280	46.7
Manufacturing	14,834	26,145	56.7
Wholesale Trade	11,917	21,283	56.0
Finance and Insurance	11,509	22,777	50.5
Mining, Quarrying, and Oil and Gas Extraction	10,986	23,641	46.5
Transportation and Warehousing	10,164	18,516	54.9
Arts, Entertainment, and Recreation	8,762	12,871	68.1
Educational Services	8,088	8,993	89.9
Real Estate and Rental and Leasing	7,390	10,283	71.9
Information	3,765	11,413	33.0
Management of Companies and Enterprises	1,593	6,755	23.6
Utilities	1,296	4,611	28.1
Agriculture, Forestry, and Fishing and Hunting	362	421	86.0
Industries not classified	78	78	100.0
Total	339,640	626,284	54.2

Figure 4: New Mexico Small Business Employment by County, 2015

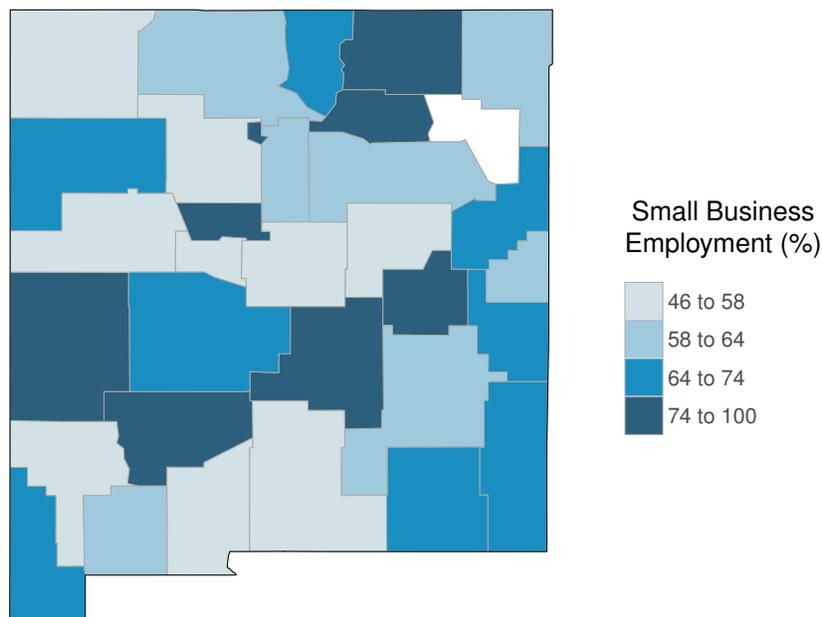


Table 2: New Mexico Small Businesses by Industry and Firm Size, 2015



Industry



1-499 Employees



1-20 Employees



Nonemployer
Firms



Total Small Firms

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	4,196	3,781	11,064	15,260
Professional, Scientific, and Technical Services	4,118	3,801	16,471	20,589
Health Care and Social Assistance	3,836	3,226	11,372	15,208
Other Services (except Public Administration)	3,716	3,444	16,562	20,278
Retail Trade	3,684	3,256	11,074	14,758
Accommodation and Food Services	2,986	2,111	1,967	4,953
Real Estate and Rental and Leasing	1,765	1,670	12,141	13,906
Administrative, Support, and Waste Management	1,513	1,337	8,927	10,440
Finance and Insurance	1,288	1,132	2,998	4,286
Wholesale Trade	1,250	970	2,904	4,154
Manufacturing	1,240	1,039	3,153	4,393
Transportation and Warehousing	1,089	932	4,786	5,875
Arts, Entertainment, and Recreation	624	531	8,792	9,416
Mining, Quarrying, and Oil and Gas Extraction	615	451	1,203	1,818
Educational Services	530	426	4,729	5,259
Information	360	303	1,532	1,892
Utilities	127	108	117	244
Agriculture, Forestry, and Fishing and Hunting	87	85	1,487	1,574
Total	32,978	28,663	121,279	154,257

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 and values labeled "s" in Table 1 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>.

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- 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

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NEW YORK



2.1 million Small Businesses
99.8% of New York Businesses

4.0 million Small Business Employees
50.2% of New York Employees

EMPLOYMENT
113,528
net new jobs

DIVERSITY
708,962
minority-owned
businesses

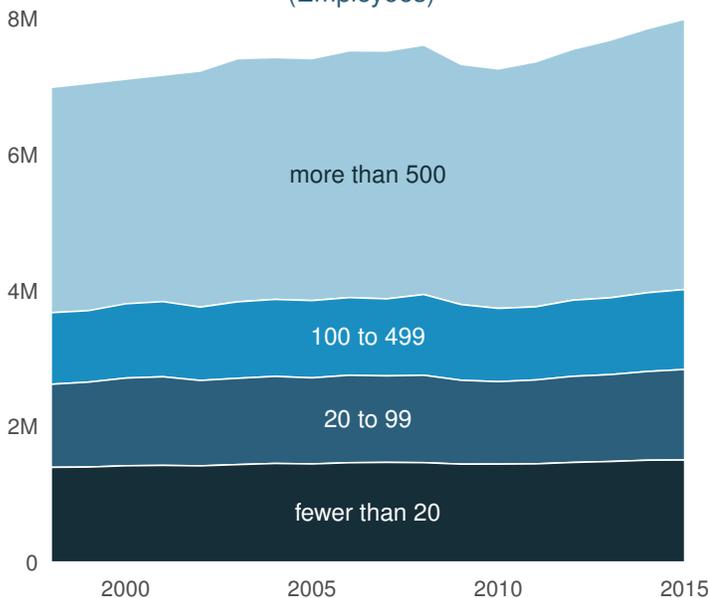
TRADE
35,642
small business
exporters

OVERALL NEW YORK ECONOMY

- In the third quarter of 2017, New York grew at an annual rate of **4.0%**, which was faster than the overall US growth rate of **3.4%**. New York's 2016 growth rate of **0.4%** was down from the 2015 rate of **2.0%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.7%**, unchanged from **4.7%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: New York Employment by Business Size (Employees)



- New York small businesses employed **4.0 million** people, or **50.2%** 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 above the decrease of **0.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **113,528** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **72,920** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **9,623** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 3 between June 2016 and June 2017 to 145 banks. (Source: FDIC)
- In 2016, 417,765 loans under \$100,000 (valued at \$5.7 billion) were issued by New York lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,335 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$23,740. (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: New York Employees per Business by Owner's Demographic, 2015

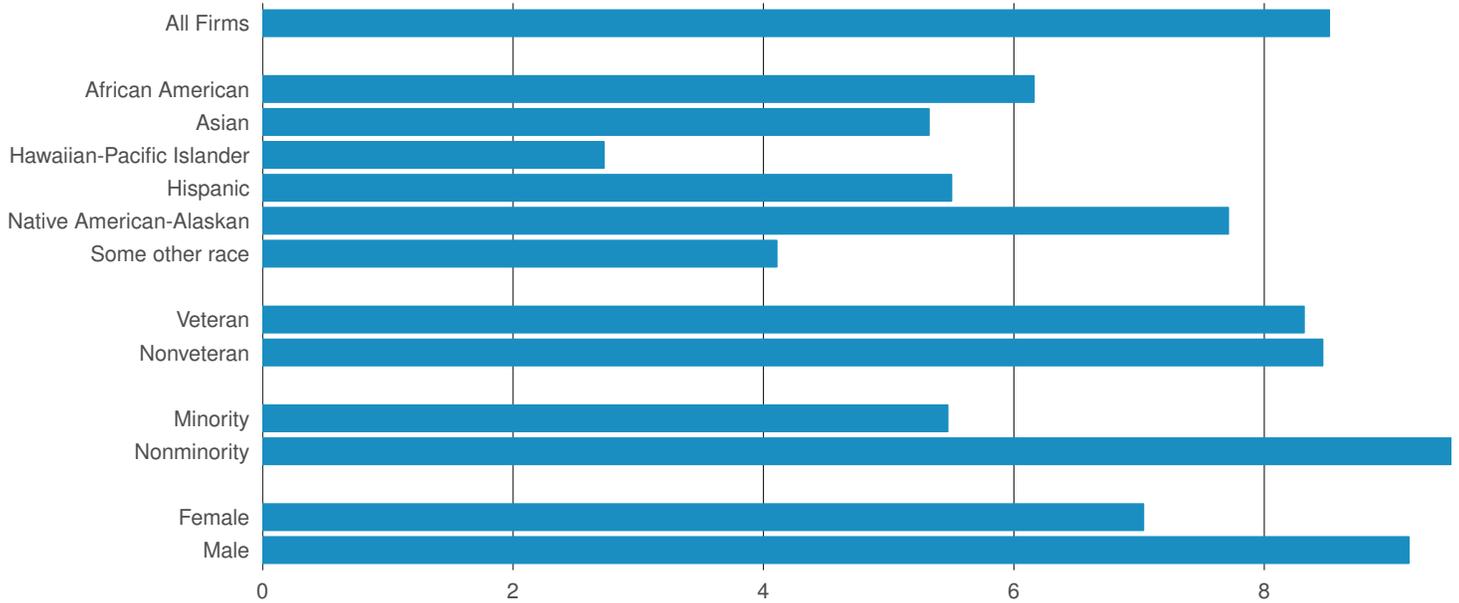
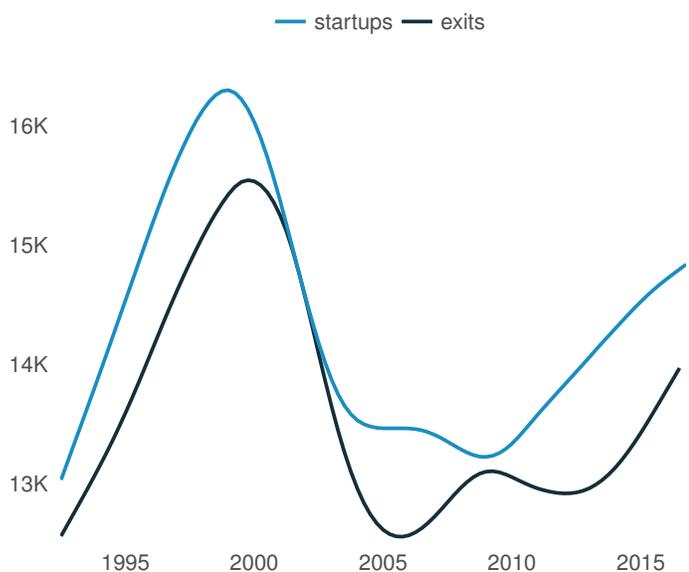


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE).

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: New York Quarterly Startups and Exits



- In the third quarter of 2016, 14,417 establishments started up, generating 50,848 new jobs in New York. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 14,037 establishments exited resulting in 50,757 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 37,949 companies exported goods from New York in 2015. Of these, 35,642, or 93.9%, were small firms; they generated 57.0% of New York's \$68.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: New York Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	597,082	1,498,808	39.8
Accommodation and Food Services	542,249	760,701	71.3
Retail Trade	377,634	937,328	40.3
Professional, Scientific, and Technical Services	360,715	643,955	56.0
Other Services (except Public Administration)	326,306	378,667	86.2
Construction	301,707	332,748	90.7
Wholesale Trade	258,501	370,892	69.7
Manufacturing	251,630	422,940	59.5
Administrative, Support, and Waste Management	237,022	581,106	40.8
Educational Services	148,623	427,145	34.8
Finance and Insurance	143,569	532,836	26.9
Real Estate and Rental and Leasing	140,439	175,898	79.8
Arts, Entertainment, and Recreation	108,420	176,145	61.6
Transportation and Warehousing	106,877	238,524	44.8
Information	80,030	283,737	28.2
Management of Companies and Enterprises	25,715	187,954	13.7
Mining, Quarrying, and Oil and Gas Extraction	2,665	4,004	66.6
Agriculture, Forestry, and Fishing and Hunting	2,656	2,884	92.1
Utilities	2,521	41,193	6.1
Industries not classified	1,529	1,529	100.0
Total	4,015,890	7,998,994	50.2

Figure 4: New York Small Business Employment by County, 2015

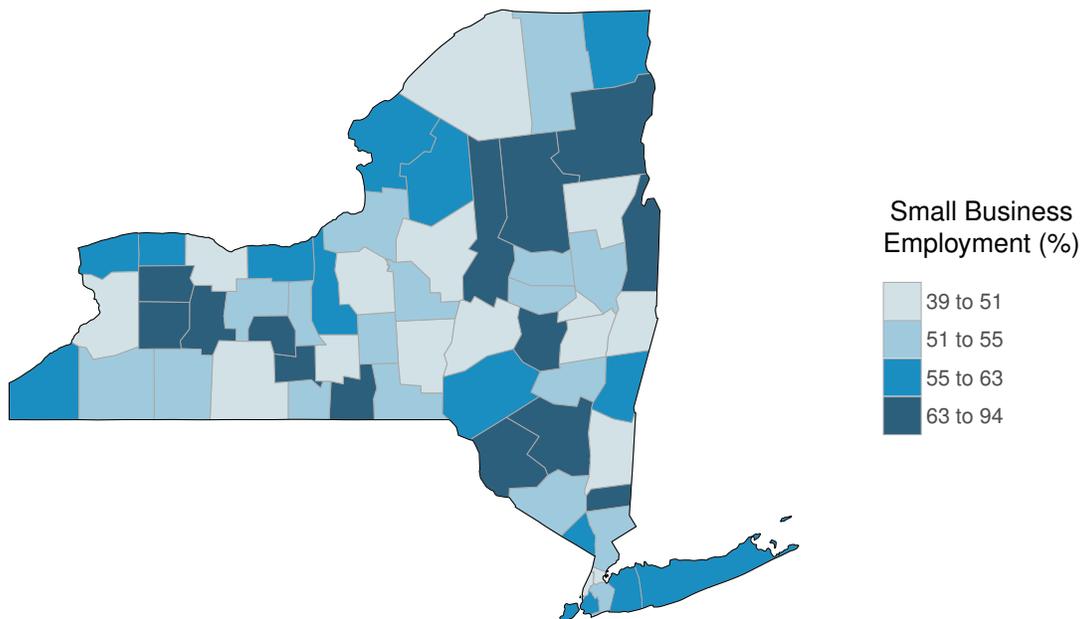


Table 2: New York Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Retail Trade	58,661	54,788	118,643	177,304
Professional, Scientific, and Technical Services	57,172	53,232	259,153	316,325
Other Services (except Public Administration)	54,616	51,602	219,675	274,291
Construction	47,069	43,926	129,906	176,975
Accommodation and Food Services	45,718	38,336	29,133	74,851
Health Care and Social Assistance	43,880	38,651	166,984	210,864
Real Estate and Rental and Leasing	29,640	28,277	197,249	226,889
Wholesale Trade	28,495	25,108	33,835	62,330
Administrative, Support, and Waste Management	23,966	21,437	104,113	128,079
Finance and Insurance	15,144	13,549	49,970	65,114
Manufacturing	14,818	11,630	18,432	33,250
Arts, Entertainment, and Recreation	11,559	10,303	131,864	143,423
Transportation and Warehousing	11,062	9,687	133,388	144,450
Information	7,465	6,430	30,163	37,628
Educational Services	7,295	5,586	54,486	61,781
Agriculture, Forestry, and Fishing and Hunting	588	569	6,398	6,986
Mining, Quarrying, and Oil and Gas Extraction	226	190	792	1,018
Utilities	178	138	1,452	1,630
Total	458,031	414,877	1,685,636	2,143,667

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

NORTH CAROLINA



890,398 Small Businesses
99.6% of North Carolina Businesses

1.6 million Small Business Employees
44.3% of North Carolina Employees

EMPLOYMENT
50,881
net new jobs

DIVERSITY
183,333
minority-owned
businesses

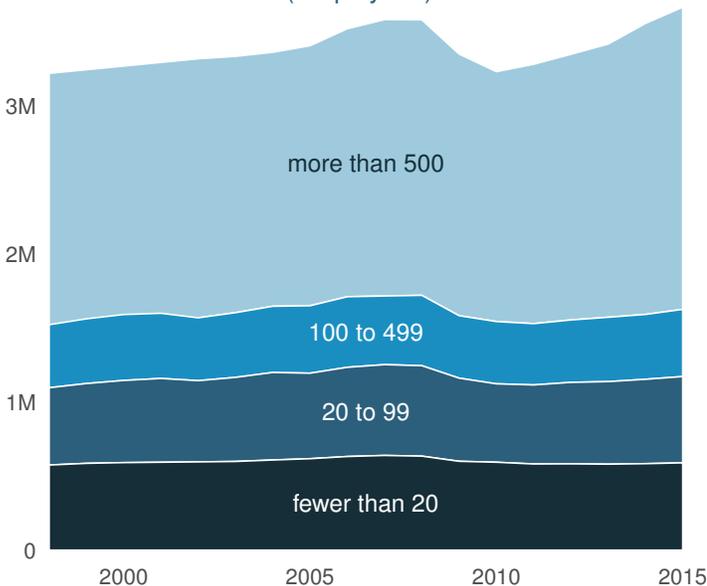
TRADE
9,410
small business
exporters

OVERALL NORTH CAROLINA ECONOMY

- In the third quarter of 2017, North Carolina grew at an annual rate of **3.0%**, which was slower than the overall US growth rate of **3.4%**. North Carolina's 2016 growth rate of **1.9%** was down from the 2015 rate of **2.7%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.5%**, down from **4.9%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: North Carolina Employment by Business Size (Employees)



- North Carolina small businesses employed **1.6 million** people, or **44.3%** 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 increased **1.8%** during the 12-month period ending in January 2018. This was below the increase of **2.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **50,881** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **30,523** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,187** 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 59 banks. (Source: FDIC)
- In 2016, 153,793 loans under \$100,000 (valued at \$2.5 billion) were issued by North Carolina lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$43,867 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,134. (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: North Carolina Employees per Business by Owner's Demographic, 2015

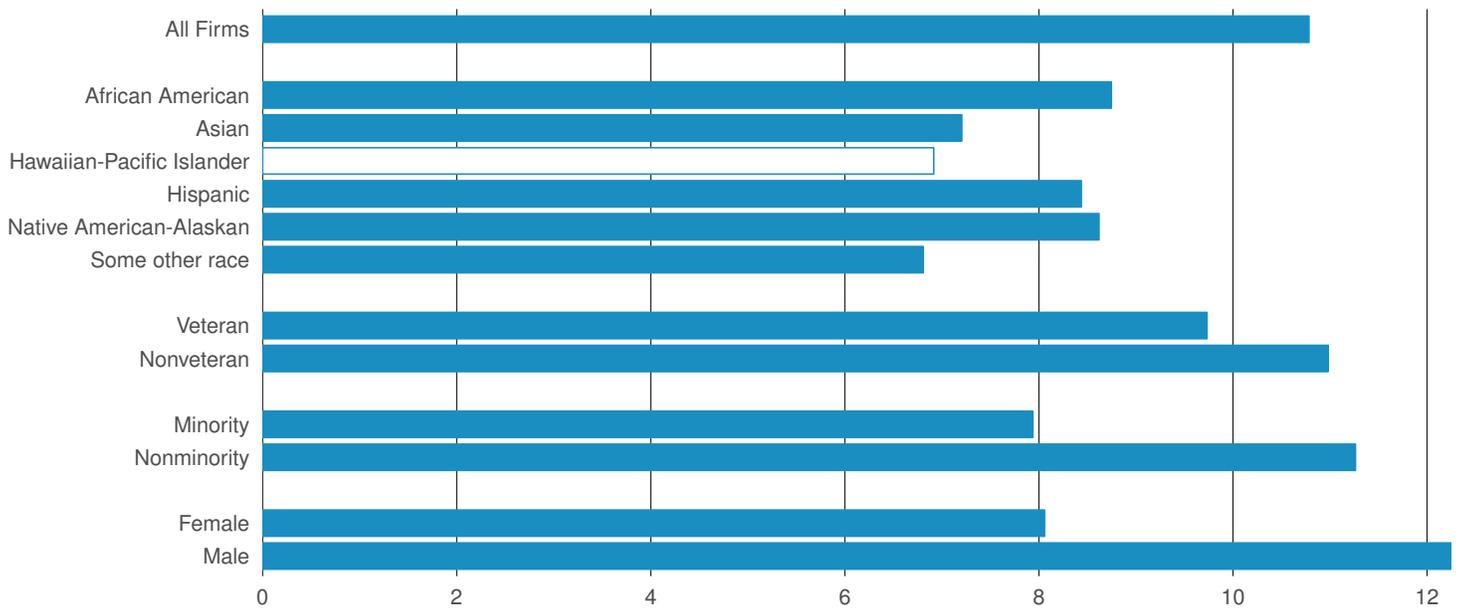
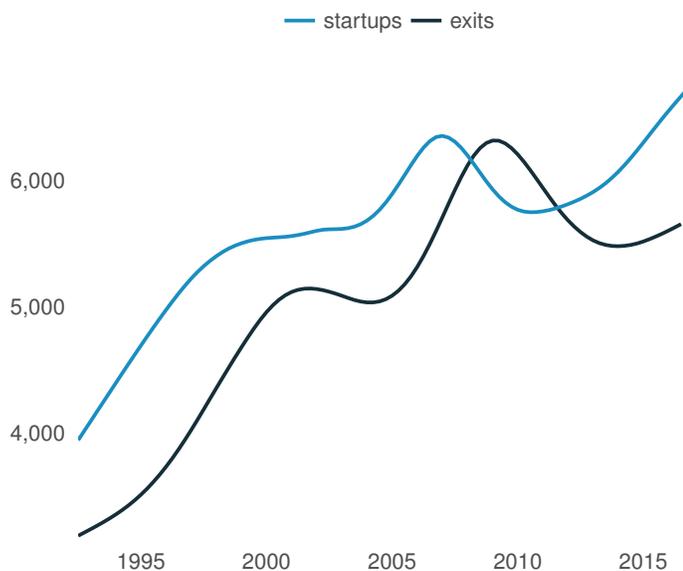


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: North Carolina Quarterly Startups and Exits



- In the third quarter of 2016, 6,878 establishments started up, generating 25,006 new jobs in North Carolina. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 6,039 establishments exited resulting in 22,348 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 10,766 companies exported goods from North Carolina in 2015. Of these, 9,410, or 87.4%, were small firms; they generated 26.1% of North Carolina's \$26.2 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: North Carolina Employment by Industry, 2015

			
Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	251,590	568,180	44.3
Accommodation and Food Services	232,900	393,180	59.2
Retail Trade	154,405	481,681	32.1
Manufacturing	154,395	423,987	36.4
Construction	149,026	175,757	84.8
Other Services (except Public Administration)	135,108	151,208	89.4
Professional, Scientific, and Technical Services	120,038	211,232	56.8
Administrative, Support, and Waste Management	105,138	374,491	28.1
Wholesale Trade	91,054	179,558	50.7
Educational Services	43,283	98,681	43.9
Arts, Entertainment, and Recreation	39,323	62,066	63.4
Finance and Insurance	38,321	177,411	21.6
Transportation and Warehousing	36,685	119,570	30.7
Real Estate and Rental and Leasing	34,537	49,709	69.5
Information	19,940	79,884	25.0
Management of Companies and Enterprises	11,914	95,942	12.4
Agriculture, Forestry, and Fishing and Hunting	4,319	4,710	91.7
Utilities	3,631	19,598	18.5
Mining, Quarrying, and Oil and Gas Extraction	1,358	2,738	49.6
Industries not classified	701	701	100.0
Total	1,627,666	3,670,284	44.3

Figure 4: North Carolina Small Business Employment by County, 2015

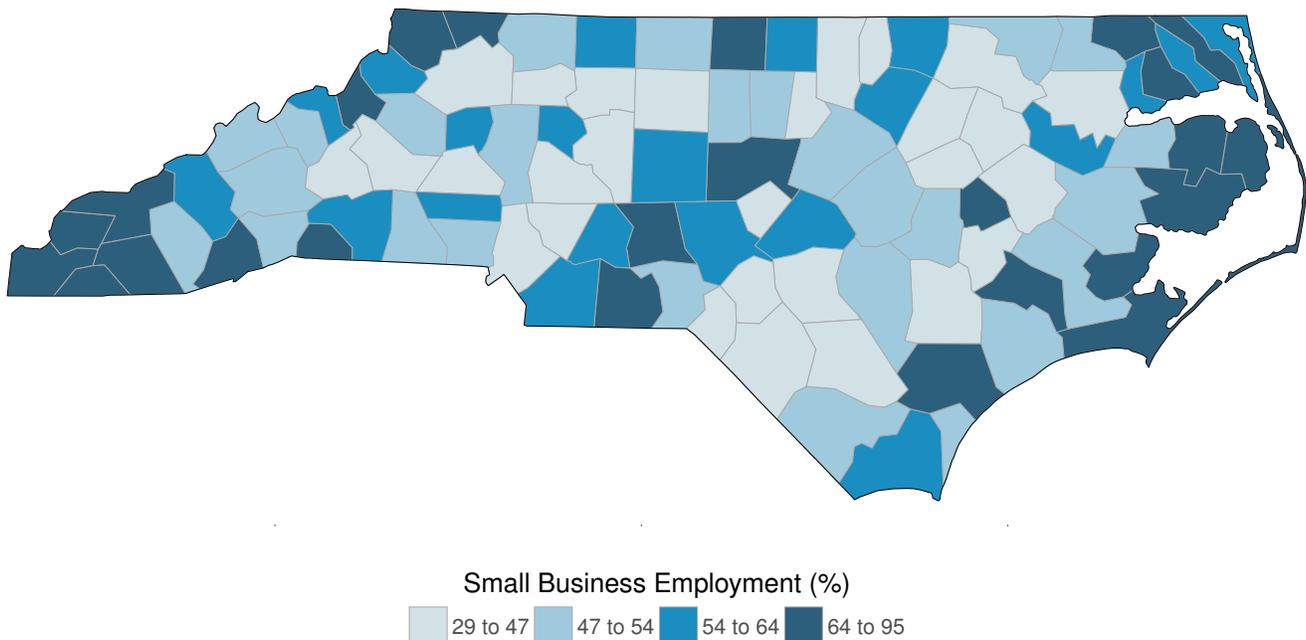


Table 2: North Carolina Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	21,367	19,900	89,226	110,593
Other Services (except Public Administration)	21,348	19,978	122,932	144,280
Construction	21,204	19,513	85,812	107,016
Retail Trade	19,409	17,637	60,547	79,956
Health Care and Social Assistance	16,631	13,841	50,745	67,376
Accommodation and Food Services	14,316	10,764	9,945	24,261
Administrative, Support, and Waste Management	10,196	9,008	73,865	84,061
Wholesale Trade	8,514	6,950	11,625	20,139
Real Estate and Rental and Leasing	8,133	7,705	76,453	84,586
Manufacturing	7,189	5,194	10,842	18,031
Finance and Insurance	6,226	5,767	19,730	25,956
Transportation and Warehousing	4,571	4,036	34,722	39,293
Arts, Entertainment, and Recreation	3,379	2,892	37,183	40,562
Educational Services	2,547	2,049	22,326	24,873
Information	1,685	1,417	8,308	9,993
Agriculture, Forestry, and Fishing and Hunting	772	737	7,552	8,324
Utilities	134	88	673	807
Mining, Quarrying, and Oil and Gas Extraction	98	75	153	251
Total	167,759	148,085	722,639	890,398

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
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- 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

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NORTH DAKOTA



72,723 Small Businesses
98.8% of North Dakota Businesses

210,948 Small Business Employees
57.7% of North Dakota Employees



EMPLOYMENT
5,571
net new jobs



DIVERSITY
3,180
minority-owned
businesses



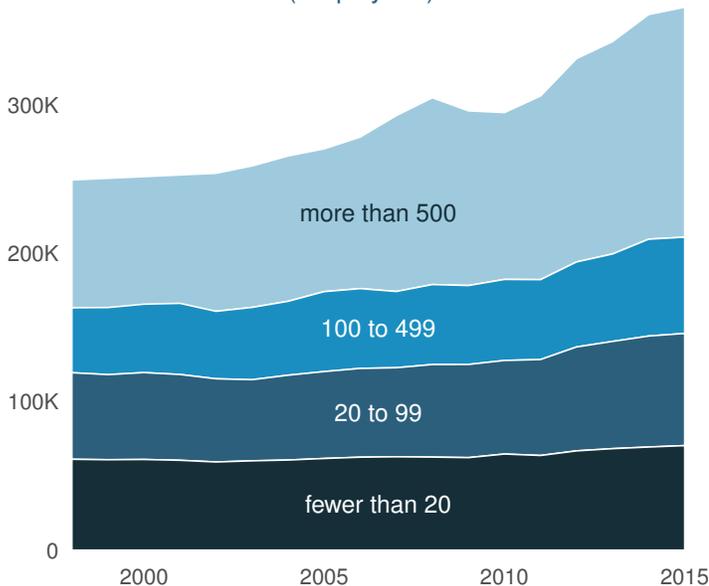
TRADE
1,279
small business
exporters

OVERALL NORTH DAKOTA ECONOMY

- In the third quarter of 2017, North Dakota grew at an annual rate of **1.7%**, which was slower than the overall US growth rate of **3.4%**. North Dakota's 2016 growth rate of **-5.0%** was down from the 2015 rate of **-2.5%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **2.6%**, down from **2.8%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: North Dakota Employment by Business Size (Employees)



- North Dakota small businesses employed **210,948** people, or **57.7%** 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 below the increase of **0.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,571** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **4,371** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **561** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 1 between June 2016 and June 2017 to 77 banks. (Source: FDIC)
- In 2016, 14,047 loans under \$100,000 (valued at \$232.7 million) were issued by North Dakota lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$55,127 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$36,377. (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: North Dakota Employees per Business by Owner's Demographic, 2015

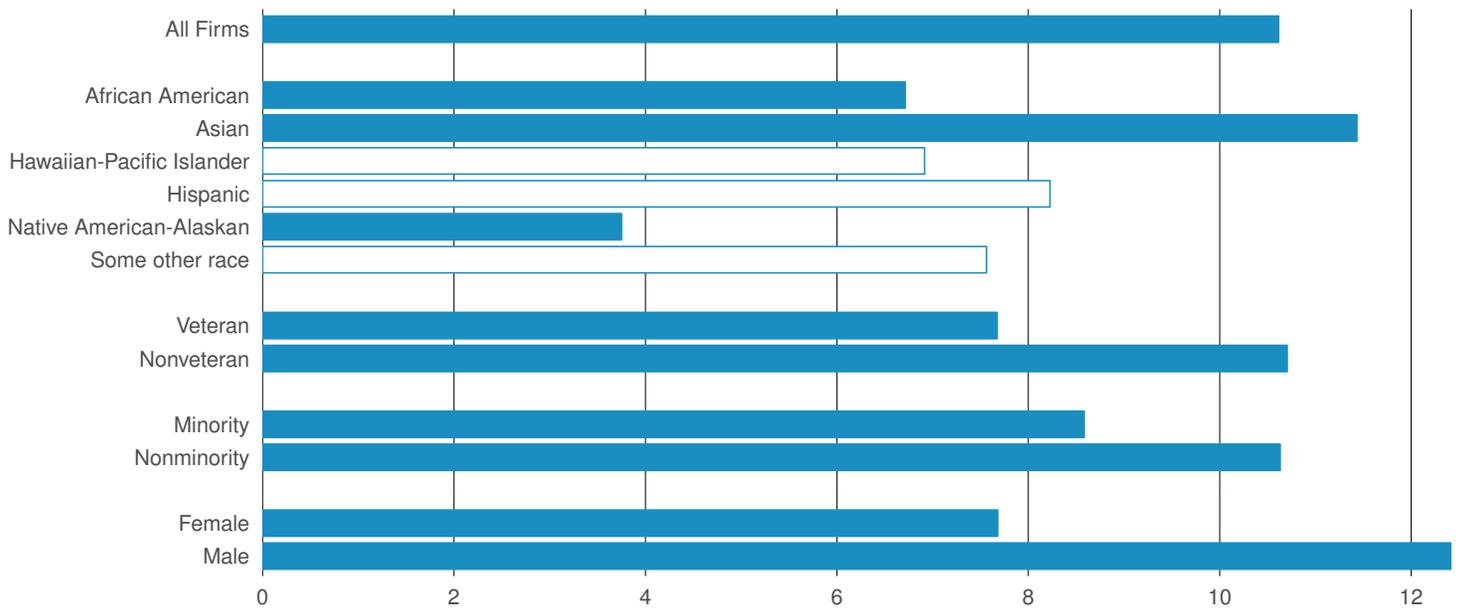
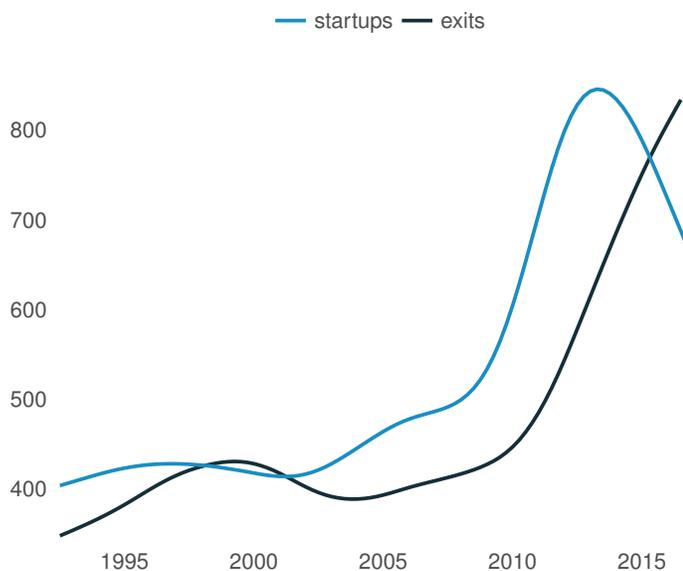


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: North Dakota Quarterly Startups and Exits



- In the third quarter of 2016, 667 establishments started up, generating 2,923 new jobs in North Dakota. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 725 establishments exited resulting in 2,378 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

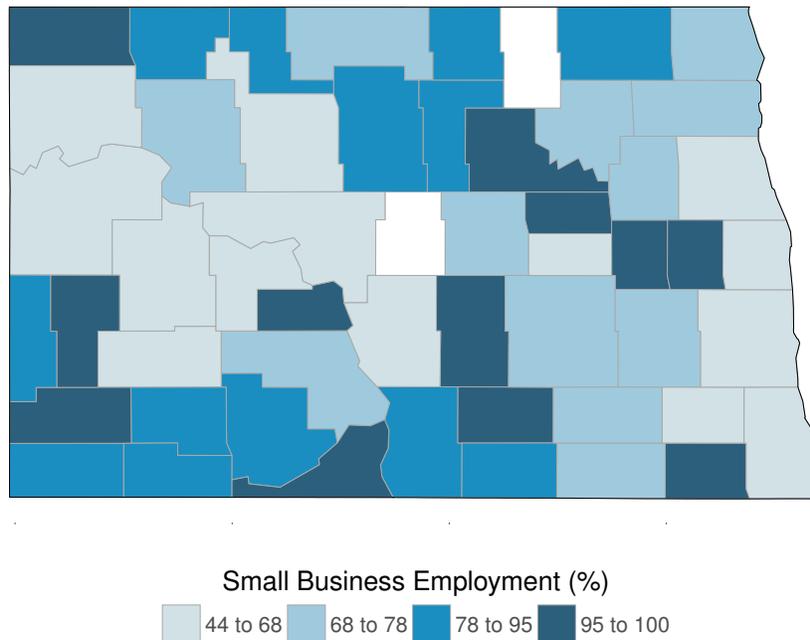
- A total of 1,566 companies exported goods from North Dakota in 2015. Of these, 1,279, or 81.7%, were small firms; they generated 34.7% of North Dakota's \$3.4 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: North Dakota Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	32,104	39,787	80.7
Retail Trade	26,220	52,005	50.4
Health Care and Social Assistance	25,664	59,272	43.3
Construction	22,500	25,725	87.5
Wholesale Trade	14,211	23,980	59.3
Other Services (except Public Administration)	13,110	14,048	93.3
Manufacturing	11,986	25,361	47.3
Professional, Scientific, and Technical Services	11,804	16,113	73.3
Transportation and Warehousing	11,422	19,664	58.1
Finance and Insurance	8,461	18,128	46.7
Administrative, Support, and Waste Management	7,960	14,826	53.7
Mining, Quarrying, and Oil and Gas Extraction	7,850	25,054	31.3
Arts, Entertainment, and Recreation	4,230	5,463	77.4
Real Estate and Rental and Leasing	4,064	6,028	67.4
Educational Services	3,713	4,817	77.1
Information	3,205	6,798	47.1
Utilities	1,465	3,598	40.7
Management of Companies and Enterprises	567	4,697	12.1
Agriculture, Forestry, and Fishing and Hunting	334	451	74.1
Industries not classified	78	78	100.0
Total	210,948	365,893	57.7

Figure 4: North Dakota Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

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

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	3,044	2,792	5,662	8,706
Other Services (except Public Administration)	2,357	2,216	7,443	9,800
Retail Trade	2,109	1,769	5,921	8,030
Accommodation and Food Services	1,724	1,253	691	2,415
Professional, Scientific, and Technical Services	1,670	1,504	5,057	6,727
Health Care and Social Assistance	1,517	1,266	4,976	6,493
Transportation and Warehousing	1,418	1,279	2,984	4,402
Finance and Insurance	1,003	904	2,367	3,370
Wholesale Trade	954	654	715	1,669
Administrative, Support, and Waste Management	952	850	3,207	4,159
Real Estate and Rental and Leasing	892	832	7,281	8,173
Manufacturing	622	463	687	1,309
Arts, Entertainment, and Recreation	396	343	2,372	2,768
Mining, Quarrying, and Oil and Gas Extraction	379	270	883	1,262
Information	188	136	432	620
Educational Services	142	97	1,212	1,354
Agriculture, Forestry, and Fishing and Hunting	107	105	1,321	1,428
Utilities	46	27	52	98
Total	19,460	16,820	53,263	72,723

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

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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

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OHIO



944,797 Small Businesses
99.6% of Ohio Businesses

2.2 million Small Business Employees
46.0% of Ohio Employees



EMPLOYMENT
64,691
net new jobs



DIVERSITY
122,602
minority-owned
businesses



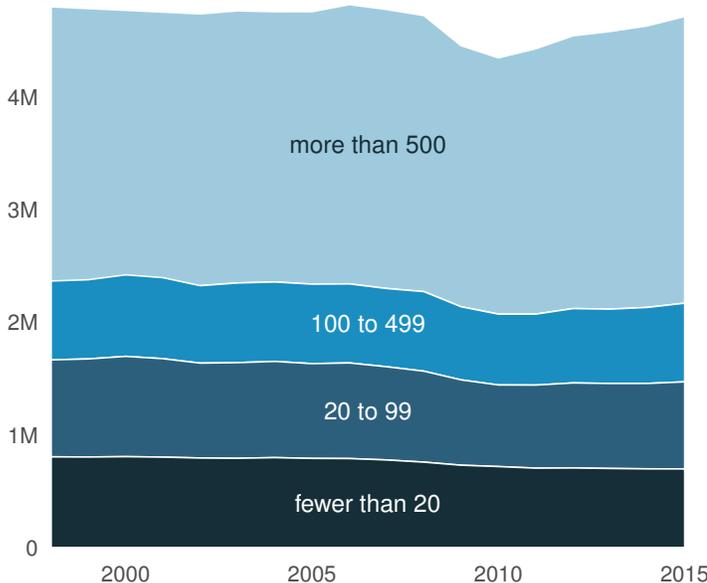
TRADE
14,237
small business
exporters

OVERALL OHIO ECONOMY

- In the third quarter of 2017, Ohio grew at an annual rate of **3.9%**, which was faster than the overall US growth rate of **3.4%**. Ohio's 2016 growth rate of **1.1%** was unchanged from the 2015 rate of **1.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.7%**, down from **5.2%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Ohio Employment by Business Size (Employees)



- Ohio small businesses employed **2.2 million** people, or **46.0%** 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 **0.6%** during the 12-month period ending in January 2018. This was above the increase of **0.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **64,691** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **29,636** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **14,169** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 11 between June 2016 and June 2017 to 192 banks. (Source: FDIC)
- In 2016, 146,308 loans under \$100,000 (valued at \$2.4 billion) were issued by Ohio lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$46,766 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$22,275. (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: Ohio Employees per Business by Owner's Demographic, 2015

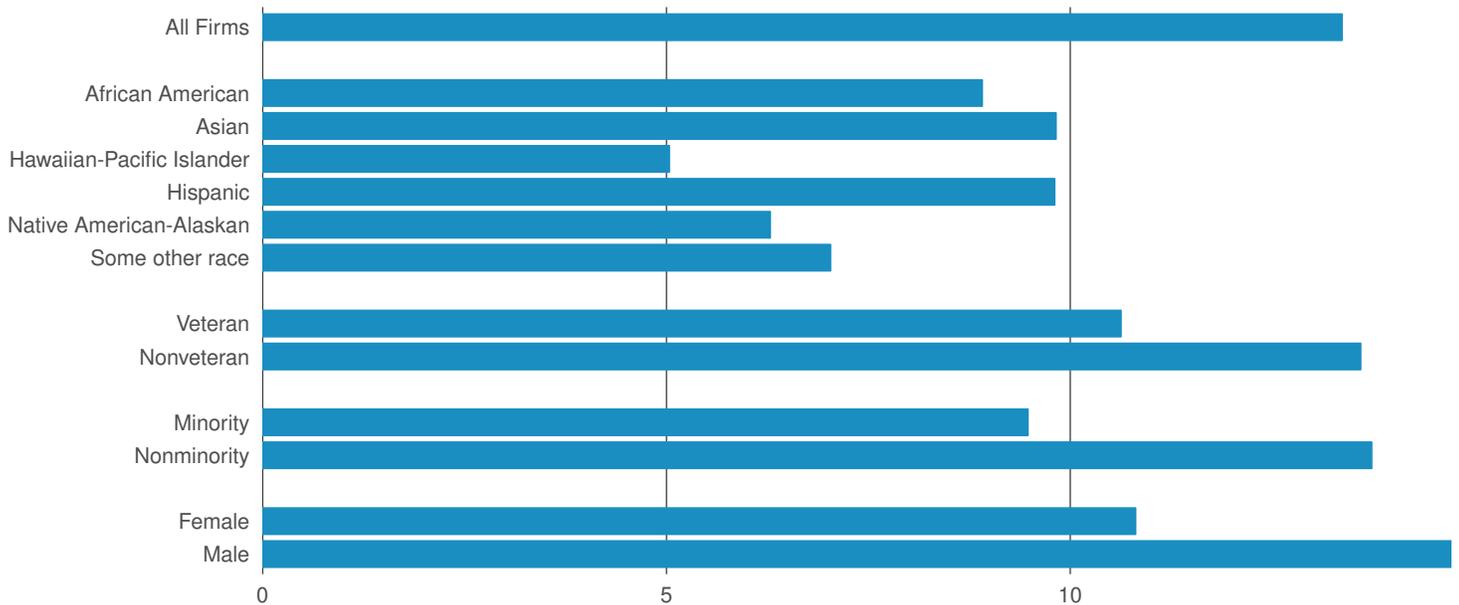
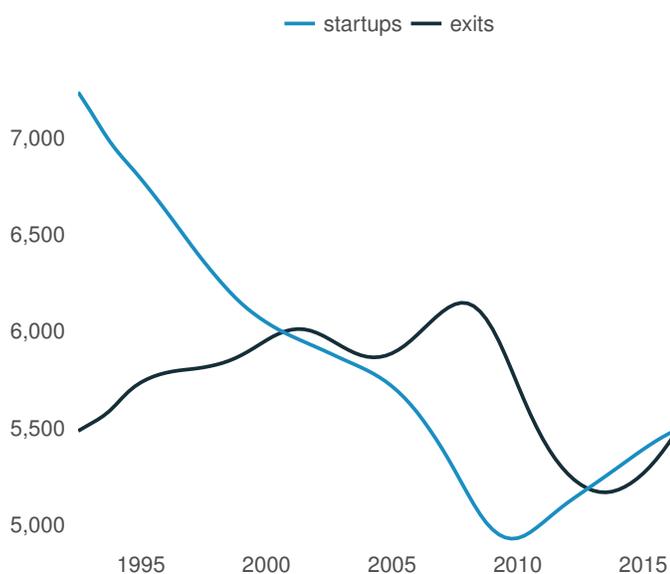


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE).

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Ohio Quarterly Startups and Exits



- In the third quarter of 2016, 5,334 establishments started up, generating 20,911 new jobs in Ohio. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 5,482 establishments exited resulting in 21,505 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 16,046 companies exported goods from Ohio in 2015. Of these, 14,237, or 88.7%, were small firms; they generated 22.4% of Ohio's \$45.8 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Ohio Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	354,564	824,772	43.0
Manufacturing	298,254	663,884	44.9
Accommodation and Food Services	273,523	461,895	59.2
Retail Trade	188,507	565,140	33.4
Other Services (except Public Administration)	174,082	202,085	86.1
Professional, Scientific, and Technical Services	157,476	250,042	63.0
Construction	153,542	179,883	85.4
Wholesale Trade	136,002	235,573	57.7
Administrative, Support, and Waste Management	129,982	397,326	32.7
Finance and Insurance	59,528	241,764	24.6
Transportation and Warehousing	58,337	171,286	34.1
Educational Services	55,745	120,934	46.1
Arts, Entertainment, and Recreation	44,171	67,047	65.9
Real Estate and Rental and Leasing	40,872	65,324	62.6
Information	21,479	84,415	25.4
Management of Companies and Enterprises	15,180	150,099	10.1
Mining, Quarrying, and Oil and Gas Extraction	6,158	12,932	47.6
Utilities	2,984	23,839	12.5
Agriculture, Forestry, and Fishing and Hunting	1,040	1,204	86.4
Industries not classified	541	541	100.0
Total	2,171,967	4,719,985	46.0

Figure 4: Ohio Small Business Employment by County, 2015

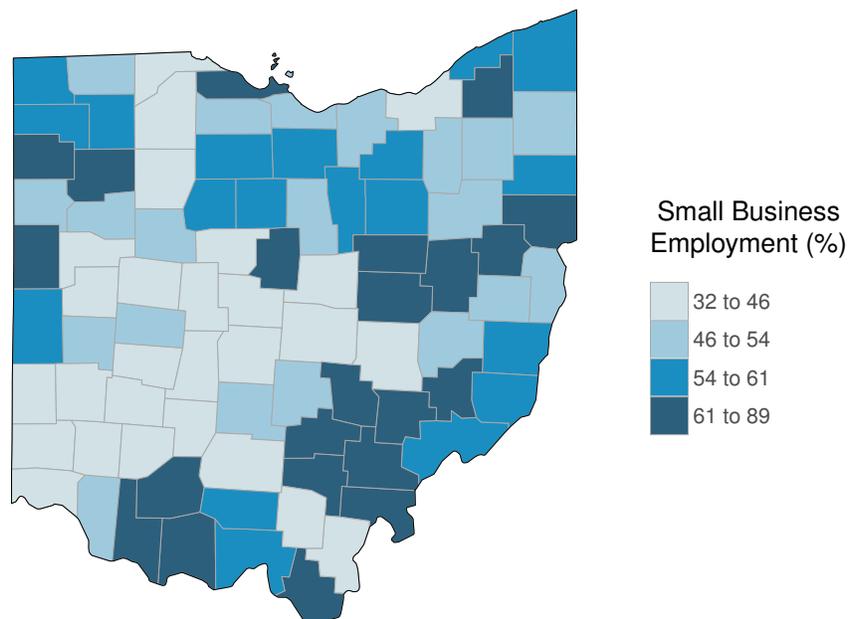


Table 2: Ohio Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	24,404	22,617	109,464	133,868
Professional, Scientific, and Technical Services	21,086	19,179	97,095	118,181
Retail Trade	19,642	17,501	67,883	87,525
Health Care and Social Assistance	19,327	15,652	66,432	85,759
Construction	19,286	17,633	90,186	109,472
Accommodation and Food Services	16,603	12,630	10,468	27,071
Manufacturing	11,842	8,127	13,549	25,391
Administrative, Support, and Waste Management	10,774	9,334	65,668	76,442
Wholesale Trade	10,178	8,024	12,759	22,937
Finance and Insurance	7,764	7,092	21,749	29,513
Real Estate and Rental and Leasing	6,927	6,394	82,228	89,155
Transportation and Warehousing	5,533	4,664	43,621	49,154
Arts, Entertainment, and Recreation	3,455	2,910	39,187	42,642
Educational Services	2,606	1,882	23,930	26,536
Information	1,517	1,199	8,694	10,211
Mining, Quarrying, and Oil and Gas Extraction	537	458	3,433	3,970
Agriculture, Forestry, and Fishing and Hunting	261	250	6,529	6,790
Utilities	150	98	543	693
Total	181,379	155,991	763,418	944,797

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

OKLAHOMA



347,165 Small Businesses
99.4% of Oklahoma Businesses

712,797 Small Business Employees
52.0% of Oklahoma Employees

EMPLOYMENT
13,139
net new jobs

DIVERSITY
64,847
minority-owned
businesses

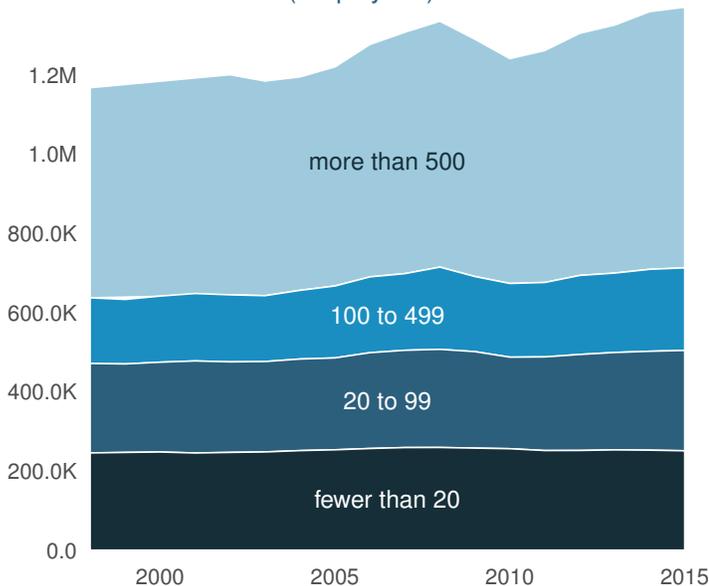
TRADE
2,592
small business
exporters

OVERALL OKLAHOMA ECONOMY

- In the third quarter of 2017, Oklahoma grew at an annual rate of **2.8%**, which was slower than the overall US growth rate of **3.4%**. Oklahoma's 2016 growth rate of **-4.1%** was down from the 2015 rate of **3.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.1%**, down from **4.6%** in January 2017. This was equal to the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Oklahoma Employment by Business Size (Employees)



- Oklahoma small businesses employed **712,797** people, or **52.0%** 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 **1.5%** during the 12-month period ending in January 2018. This was above the decrease of **0.5%** 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 **13,139** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **8,130** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **1,435** 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 was unchanged at **210** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2016, **50,974** loans under \$100,000 (valued at **\$778.8 million**) were issued by Oklahoma lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,491** in 2016. For individuals self-employed at their own unincorporated firms, this figure was **\$23,234**. (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: Oklahoma Employees per Business by Owner's Demographic, 2015

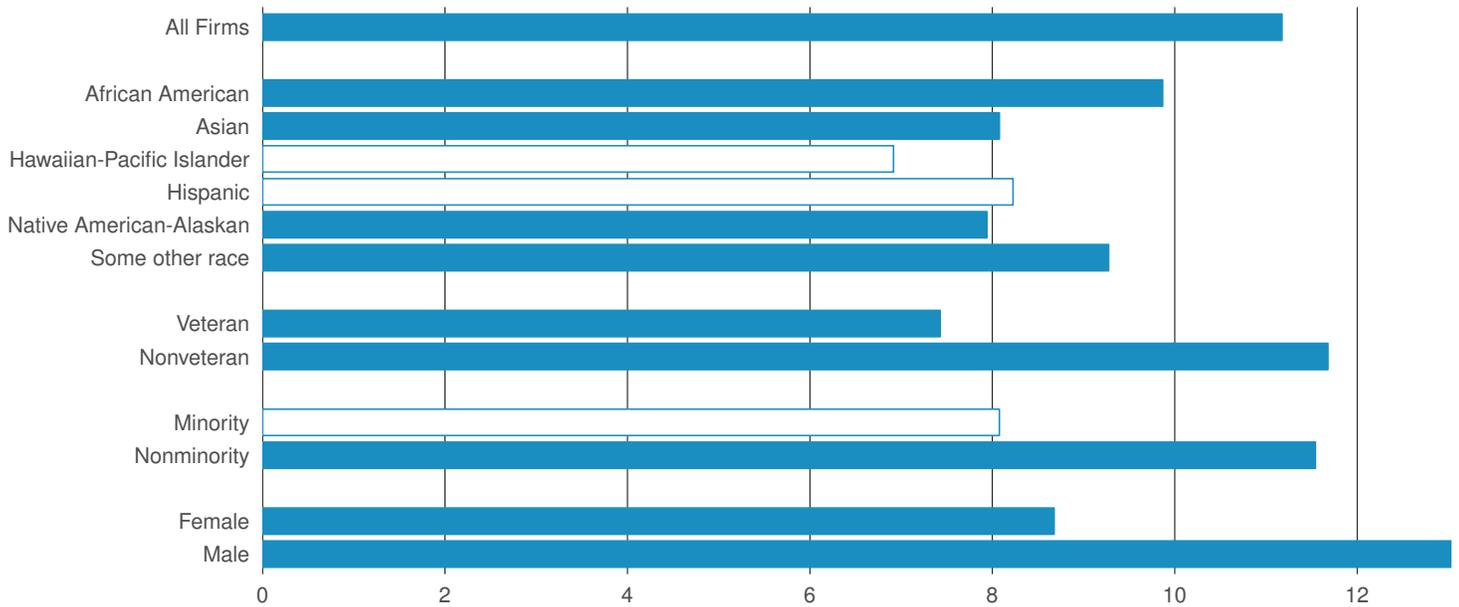
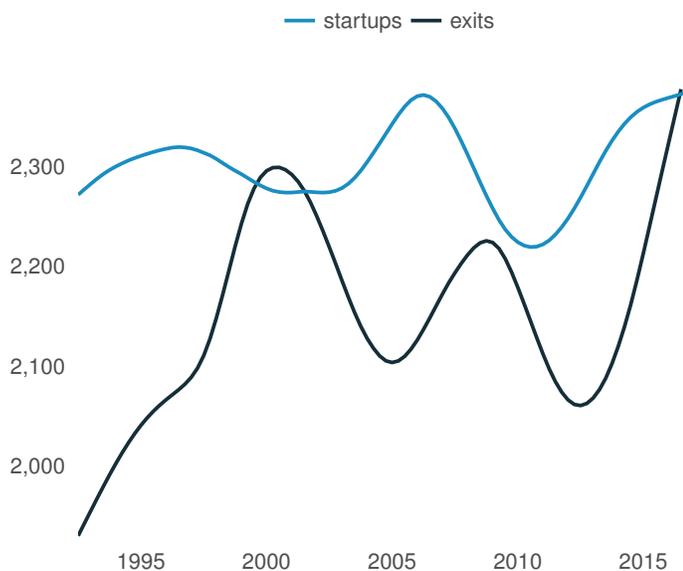


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Oklahoma Quarterly Startups and Exits



- In the third quarter of 2016, **2,354** establishments started up, generating **10,406** new jobs in Oklahoma. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,310** establishments exited resulting in **8,028** 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

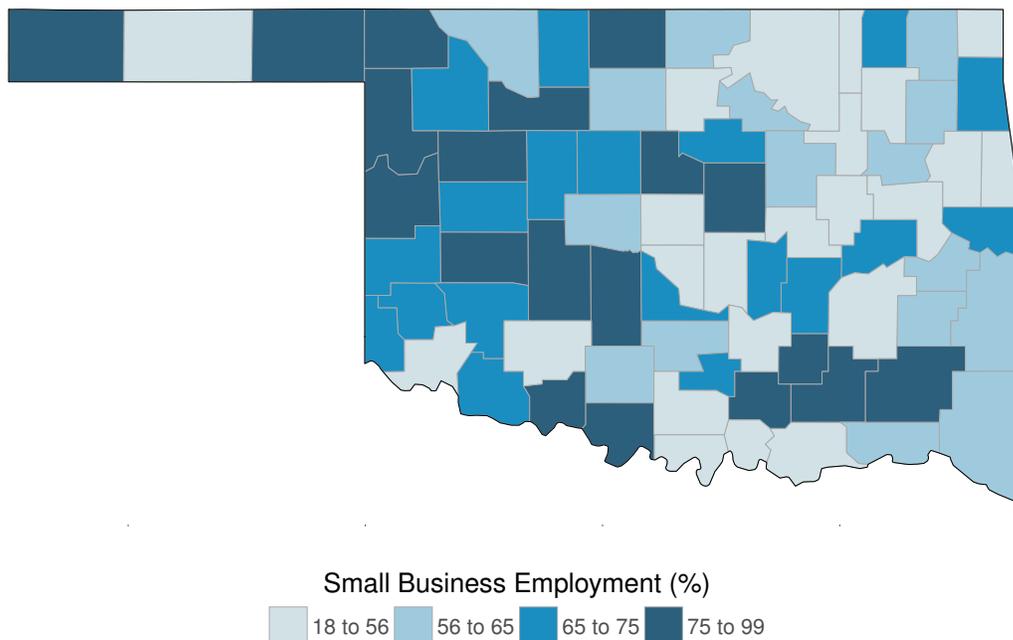
- A total of 3,091 companies exported goods from Oklahoma in 2015. Of these, 2,592, or 83.9%, were small firms; they generated 24.6% of Oklahoma's \$4.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Oklahoma Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	112,344	214,372	52.4
Accommodation and Food Services	88,925	148,676	59.8
Retail Trade	71,704	183,726	39.0
Construction	63,229	71,747	88.1
Manufacturing	58,559	140,997	41.5
Other Services (except Public Administration)	57,173	62,533	91.4
Professional, Scientific, and Technical Services	50,639	70,888	71.4
Administrative, Support, and Waste Management	41,968	103,724	40.5
Wholesale Trade	36,907	60,627	60.9
Finance and Insurance	29,382	58,894	49.9
Mining, Quarrying, and Oil and Gas Extraction	23,371	55,629	42.0
Transportation and Warehousing	18,761	49,395	38.0
Arts, Entertainment, and Recreation	16,542	28,494	58.1
Real Estate and Rental and Leasing	14,322	23,353	61.3
Educational Services	11,674	21,451	54.4
Information	8,214	29,302	28.0
Management of Companies and Enterprises	5,114	37,708	13.6
Utilities	3,141	8,540	36.8
Agriculture, Forestry, and Fishing and Hunting	637	741	86.0
Industries not classified	191	191	100.0
Total	712,797	1,370,988	52.0

Figure 4: Oklahoma Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

Table 2: Oklahoma 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	8,875	8,348	29,634	38,509
Other Services (except Public Administration)	8,286	7,679	46,092	54,378
Health Care and Social Assistance	8,237	7,074	17,692	25,929
Construction	8,029	7,314	36,228	44,257
Retail Trade	7,986	7,125	25,978	33,964
Accommodation and Food Services	5,291	3,933	3,904	9,195
Finance and Insurance	3,781	3,436	8,077	11,858
Administrative, Support, and Waste Management	3,740	3,301	26,530	30,270
Real Estate and Rental and Leasing	3,296	3,109	25,157	28,453
Wholesale Trade	3,253	2,547	3,817	7,070
Manufacturing	2,912	2,157	4,068	6,980
Mining, Quarrying, and Oil and Gas Extraction	2,701	2,388	14,005	16,706
Transportation and Warehousing	2,067	1,763	12,273	14,340
Arts, Entertainment, and Recreation	1,006	835	11,019	12,025
Educational Services	669	538	5,553	6,222
Information	652	530	2,636	3,288
Agriculture, Forestry, and Fishing and Hunting	159	154	3,353	3,512
Utilities	105	62	202	307
Total	70,947	62,433	276,218	347,165

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
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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

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OREGON



368,308 Small Businesses
99.4% of Oregon Businesses

823,658 Small Business Employees
55.0% of Oregon Employees

EMPLOYMENT
35,384
net new jobs

DIVERSITY
41,440
minority-owned
businesses

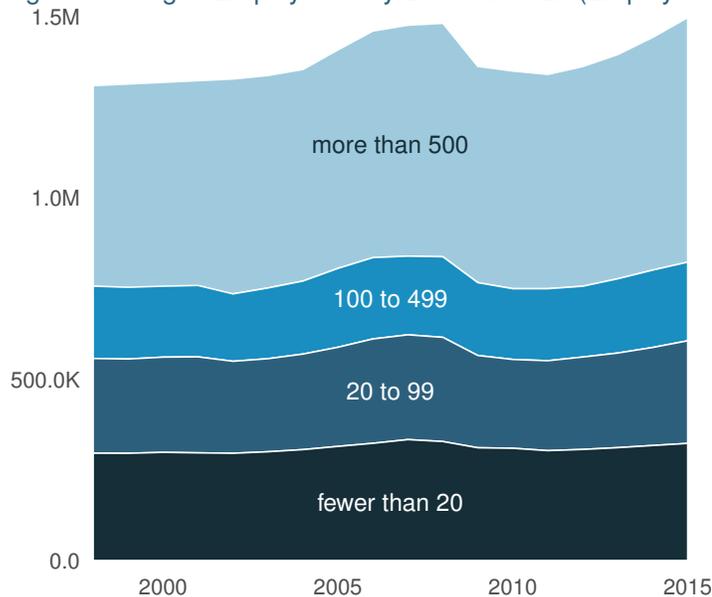
TRADE
5,251
small business
exporters

OVERALL OREGON ECONOMY

- In the third quarter of 2017, Oregon grew at an annual rate of **3.8%**, which was faster than the overall US growth rate of **3.4%**. Oregon's 2016 growth rate of **3.8%** was down from the 2015 rate of **4.8%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.1%**, down from **4.2%** in January 2017. This was equal to the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Oregon Employment by Business Size (Employees)



- Oregon small businesses employed **823,658** people, or **55.0%** 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 **2.5%** during the 12-month period ending in January 2018. This was below the increase of **3.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **35,384** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **22,015** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **6,426** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 2 between June 2016 and June 2017 to 23 banks. (Source: FDIC)
- In 2016, 83,300 loans under \$100,000 (valued at \$1.1 billion) were issued by Oregon lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,522 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,131. (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: Oregon Employees per Business by Owner's Demographic, 2015

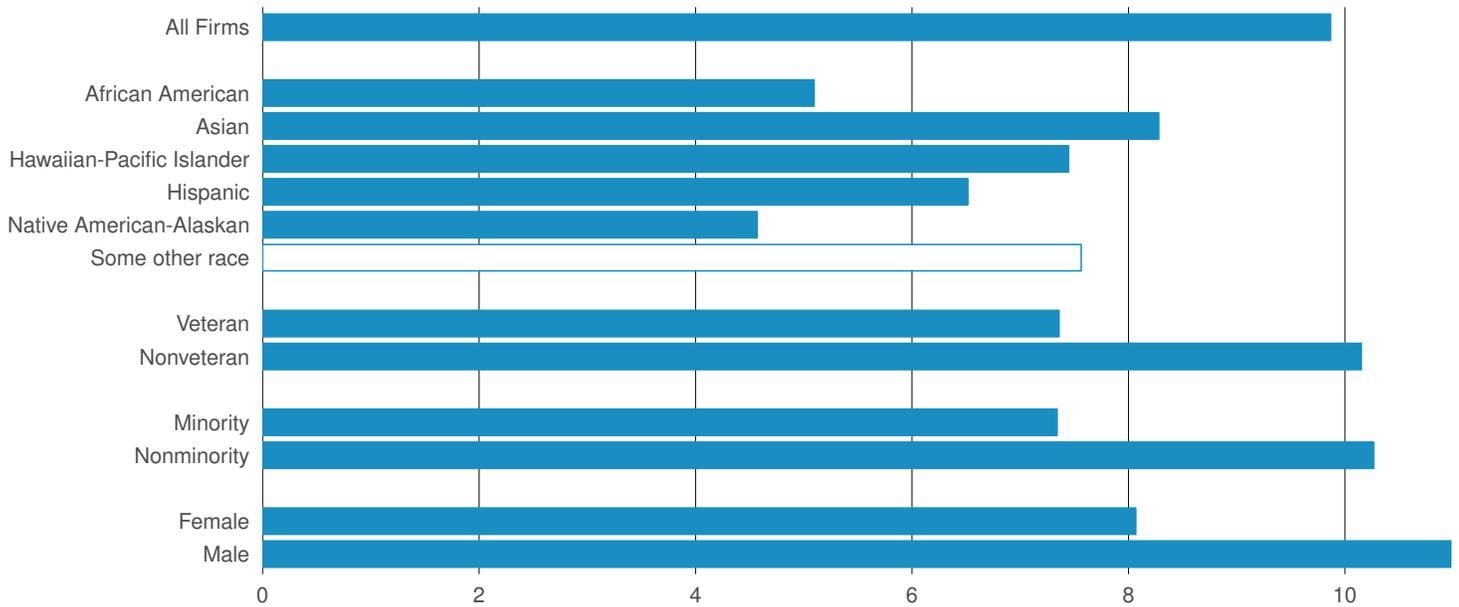
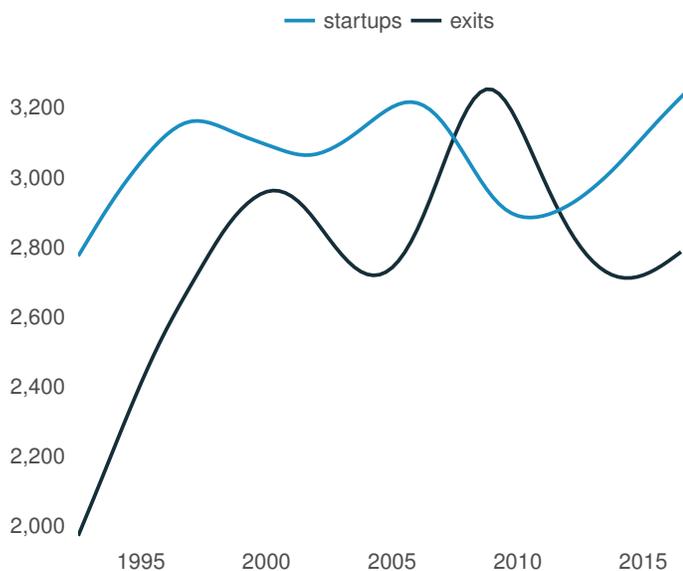


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Oregon Quarterly Startups and Exits



- In the third quarter of 2016, 3,339 establishments started up, generating 11,480 new jobs in Oregon. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,996 establishments exited resulting in 10,046 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

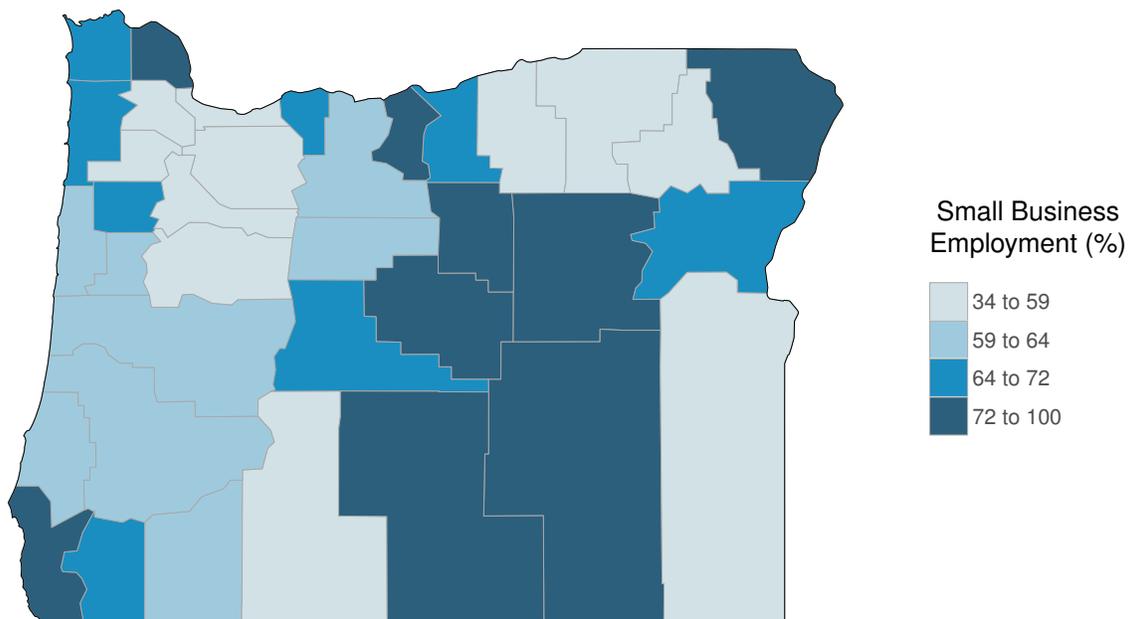
- A total of 5,953 companies exported goods from Oregon in 2015. Of these, 5,251, or 88.2%, were small firms; they generated 27.0% of Oregon's \$18.9 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Oregon Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	123,163	170,380	72.3
Health Care and Social Assistance	113,420	234,608	48.3
Manufacturing	83,668	159,648	52.4
Retail Trade	82,907	202,996	40.8
Construction	69,272	79,992	86.6
Professional, Scientific, and Technical Services	59,613	90,894	65.6
Other Services (except Public Administration)	58,271	66,204	88.0
Administrative, Support, and Waste Management	46,663	98,828	47.2
Wholesale Trade	44,221	82,223	53.8
Transportation and Warehousing	22,757	56,730	40.1
Educational Services	21,922	38,167	57.4
Real Estate and Rental and Leasing	21,467	27,910	76.9
Finance and Insurance	20,675	59,584	34.7
Arts, Entertainment, and Recreation	19,930	26,256	75.9
Information	14,664	36,436	40.2
Agriculture, Forestry, and Fishing and Hunting	11,582	12,143	95.4
Management of Companies and Enterprises	7,021	45,943	15.3
Utilities	1,152	7,987	14.4
Mining, Quarrying, and Oil and Gas Extraction	852	1,360	62.6
Industries not classified	438	438	100.0
Total	823,658	1,498,727	55.0

Figure 4: Oregon Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

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

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	11,611	10,904	20,896	32,507
Professional, Scientific, and Technical Services	11,152	10,426	47,603	58,755
Health Care and Social Assistance	9,919	8,786	24,766	34,685
Retail Trade	9,093	8,082	24,583	33,676
Other Services (except Public Administration)	9,071	8,488	34,115	43,186
Accommodation and Food Services	8,708	6,998	4,429	13,137
Real Estate and Rental and Leasing	4,880	4,638	33,200	38,080
Manufacturing	4,857	3,783	7,563	12,420
Administrative, Support, and Waste Management	4,842	4,310	17,057	21,899
Wholesale Trade	4,000	3,161	5,045	9,045
Finance and Insurance	3,061	2,801	6,412	9,473
Transportation and Warehousing	2,477	2,126	12,159	14,636
Arts, Entertainment, and Recreation	1,700	1,457	20,860	22,560
Educational Services	1,404	1,114	8,732	10,136
Agriculture, Forestry, and Fishing and Hunting	1,292	1,126	6,089	7,381
Information	1,205	1,009	4,995	6,200
Utilities	109	84	187	296
Mining, Quarrying, and Oil and Gas Extraction	108	92	148	256
Total	89,469	79,747	278,839	368,308

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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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

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PENNSYLVANIA



1.0 million Small Businesses
99.6% of Pennsylvania Businesses

2.5 million Small Business Employees
46.7% of Pennsylvania Employees



EMPLOYMENT
47,140
net new jobs



DIVERSITY
131,462
minority-owned
businesses



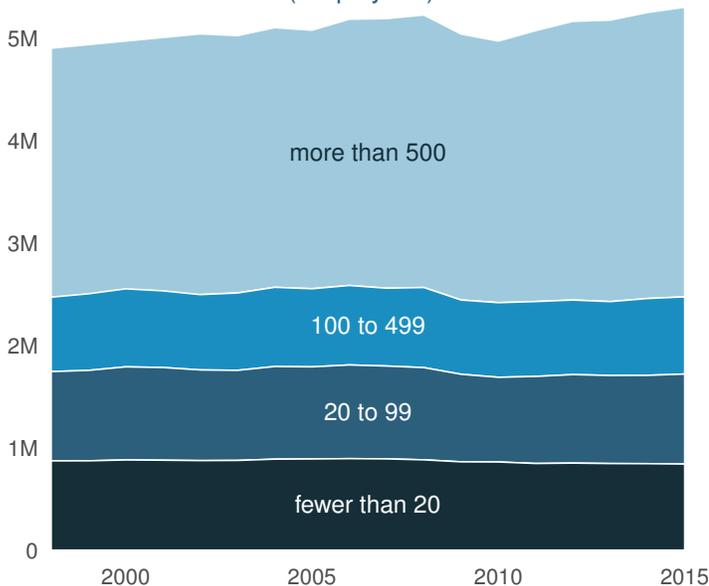
TRADE
13,345
small business
exporters

OVERALL PENNSYLVANIA ECONOMY

- In the third quarter of 2017, Pennsylvania grew at an annual rate of **3.2%**, which was slower than the overall US growth rate of **3.4%**. Pennsylvania's 2016 growth rate of **0.6%** was down from the 2015 rate of **2.3%**. (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: Pennsylvania Employment by Business Size (Employees)



- Pennsylvania small businesses employed **2.5 million** people, or **46.7%** 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 equal to the decrease of **0.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **47,140** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **28,180** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **9,187** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 8 between June 2016 and June 2017 to 160 banks. (Source: FDIC)
- In 2016, 189,671 loans under \$100,000 (valued at \$3.3 billion) were issued by Pennsylvania lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$51,086 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$25,566. (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: Pennsylvania Employees per Business by Owner's Demographic, 2015

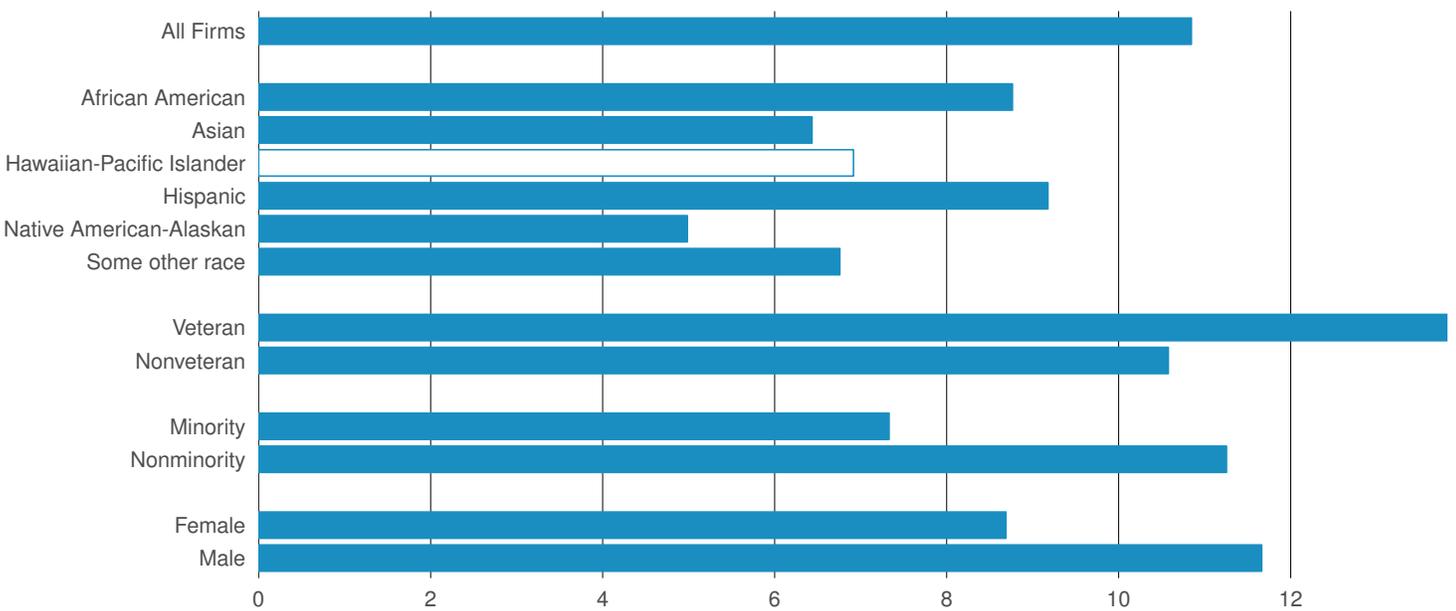
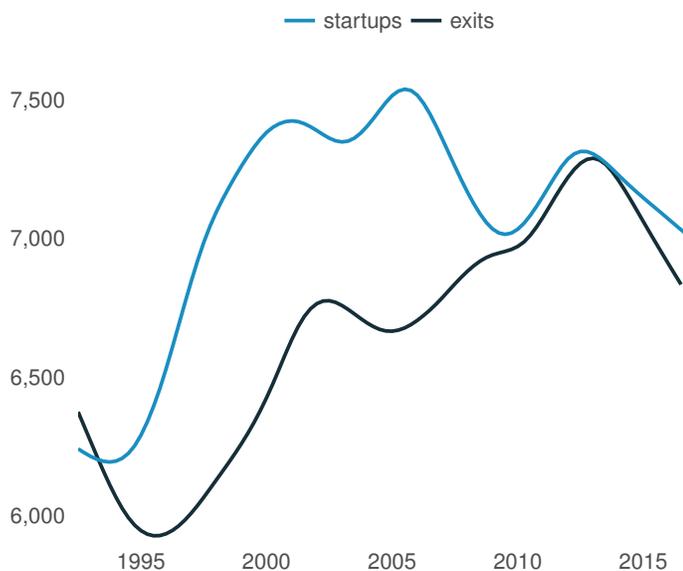


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Pennsylvania Quarterly Startups and Exits



- In the third quarter of 2016, 7,298 establishments started up, generating 25,858 new jobs in Pennsylvania. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 7,301 establishments exited resulting in 20,837 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 15,023 companies exported goods from Pennsylvania in 2015. Of these, 13,345, or 88.8%, were small firms; they generated 31.0% of Pennsylvania's \$36.1 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Pennsylvania Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	399,446	985,243	40.5
Accommodation and Food Services	287,947	457,860	62.9
Manufacturing	267,200	551,797	48.4
Retail Trade	245,539	664,898	36.9
Other Services (except Public Administration)	217,072	242,714	89.4
Professional, Scientific, and Technical Services	196,445	323,826	60.7
Construction	189,079	230,019	82.2
Wholesale Trade	138,317	249,011	55.5
Administrative, Support, and Waste Management	137,320	332,164	41.3
Transportation and Warehousing	78,513	218,687	35.9
Finance and Insurance	74,095	266,704	27.8
Educational Services	73,469	263,477	27.9
Arts, Entertainment, and Recreation	56,902	105,267	54.1
Real Estate and Rental and Leasing	44,912	65,244	68.8
Information	31,079	113,699	27.3
Management of Companies and Enterprises	21,066	171,739	12.3
Mining, Quarrying, and Oil and Gas Extraction	11,944	32,551	36.7
Agriculture, Forestry, and Fishing and Hunting	2,471	2,498	98.9
Utilities	2,231	28,757	7.8
Industries not classified	741	741	100.0
Total	2,475,788	5,306,896	46.7

Figure 4: Pennsylvania Small Business Employment by County, 2015

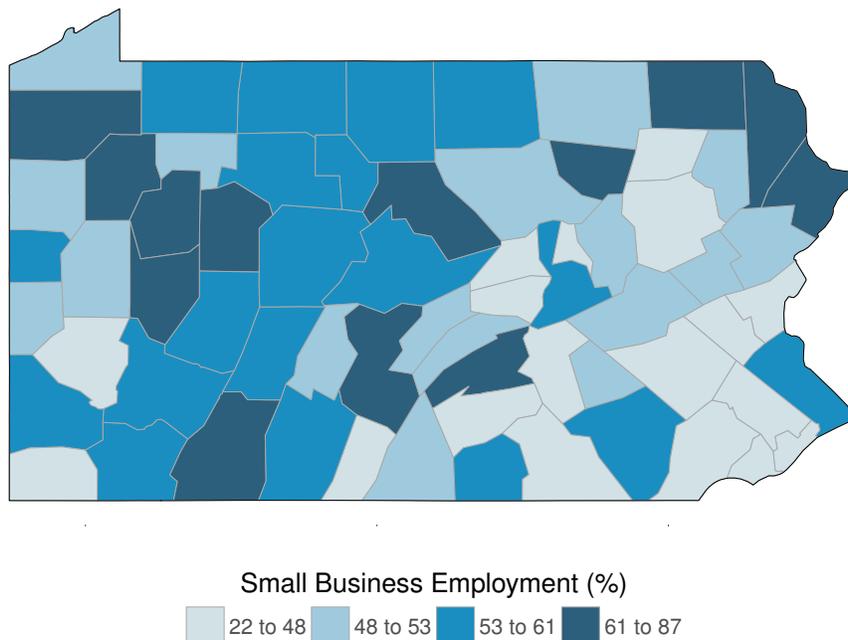


Table 2: Pennsylvania Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	33,434	31,382	108,690	142,124
Professional, Scientific, and Technical Services	26,584	24,160	118,582	145,166
Construction	26,012	23,999	92,934	118,946
Retail Trade	25,408	22,566	79,267	104,675
Health Care and Social Assistance	23,295	19,312	63,103	86,398
Accommodation and Food Services	22,449	18,287	12,794	35,243
Administrative, Support, and Waste Management	12,776	11,229	54,988	67,764
Manufacturing	11,719	8,281	14,325	26,044
Wholesale Trade	10,990	8,759	13,819	24,809
Finance and Insurance	8,800	7,980	25,313	34,113
Real Estate and Rental and Leasing	7,016	6,443	88,569	95,585
Transportation and Warehousing	6,677	5,532	43,769	50,446
Arts, Entertainment, and Recreation	4,290	3,589	46,010	50,300
Educational Services	3,254	2,347	27,990	31,244
Information	2,197	1,751	10,277	12,474
Mining, Quarrying, and Oil and Gas Extraction	778	621	2,915	3,693
Agriculture, Forestry, and Fishing and Hunting	498	475	7,683	8,181
Utilities	156	117	862	1,018
Total	225,847	197,228	811,890	1,037,737

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

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RHODE ISLAND



99,821 Small Businesses
98.9% of Rhode Island Businesses

224,254 Small Business Employees
52.7% of Rhode Island Employees

EMPLOYMENT
2,381
net new jobs

DIVERSITY
14,729
minority-owned
businesses

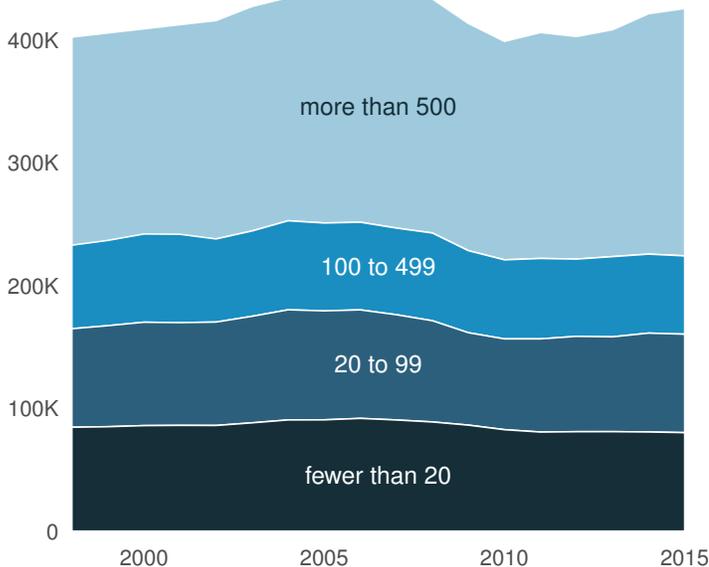
TRADE
1,507
small business
exporters

OVERALL RHODE ISLAND ECONOMY

- In the third quarter of 2017, Rhode Island grew at an annual rate of **3.5%**, which was faster than the overall US growth rate of **3.4%**. Rhode Island's 2016 growth rate of **0.5%** was down from the 2015 rate of **1.9%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.5%**, down from **4.6%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Rhode Island Employment by Business Size (Employees)



- Rhode Island small businesses employed **224,254** people, or **52.7%** 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 **0.7%** 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 **2.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,381** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **2,287** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **547** 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 was unchanged at 9 between June 2016 and June 2017. (Source: FDIC)
- In 2016, 15,947 loans under \$100,000 (valued at \$255.1 million) were issued by Rhode Island lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$51,167 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$26,515. (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: Rhode Island Employees per Business by Owner's Demographic, 2015

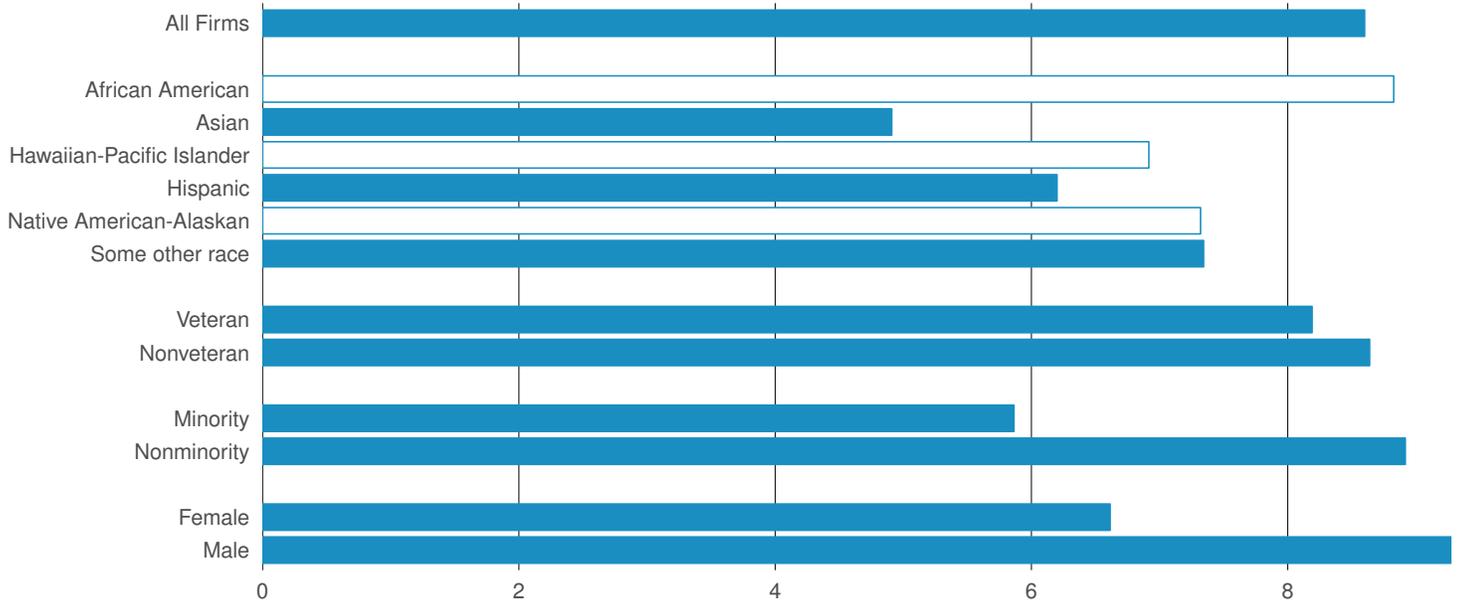
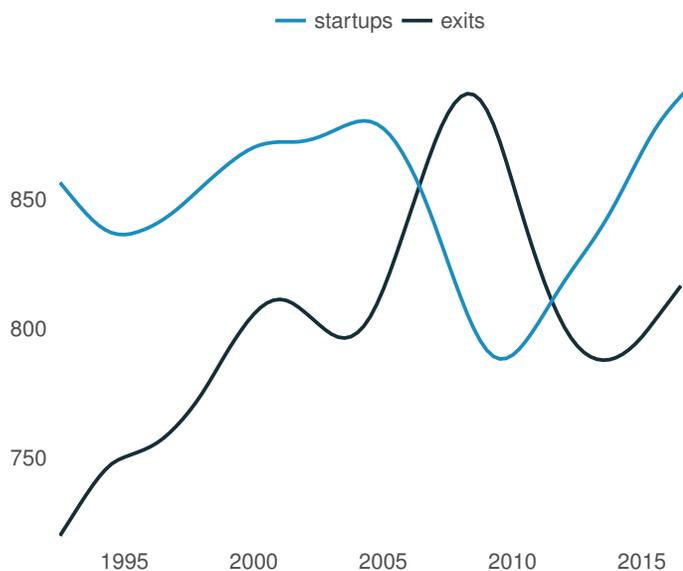


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Rhode Island Quarterly Startups and Exits



- In the third quarter of 2016, 902 establishments started up, generating 2,152 new jobs in Rhode Island. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 829 establishments exited resulting in 2,208 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

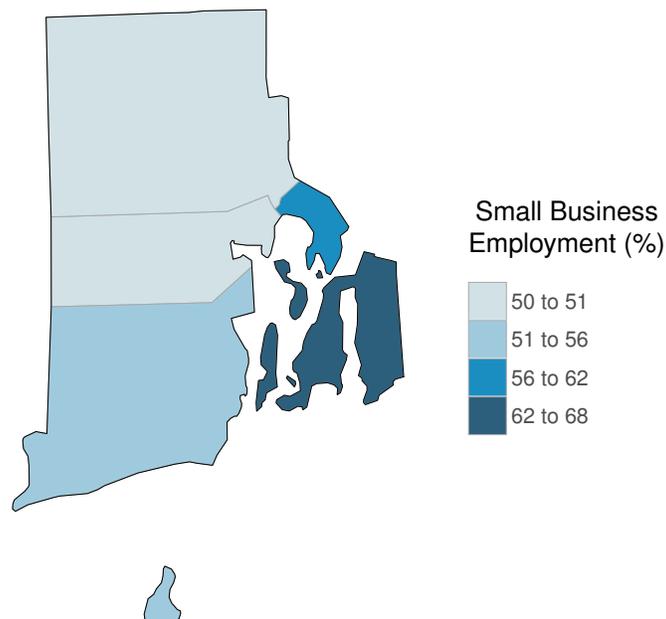
- A total of 1,717 companies exported goods from Rhode Island in 2015. Of these, 1,507, or 87.8%, were small firms; they generated 61.6% of Rhode Island's \$1.8 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Rhode Island Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	44,621	86,655	51.5
Accommodation and Food Services	33,794	47,105	71.7
Manufacturing	25,483	39,160	65.1
Retail Trade	18,293	49,837	36.7
Other Services (except Public Administration)	15,294	17,063	89.6
Construction	15,216	16,470	92.4
Professional, Scientific, and Technical Services	15,169	22,850	66.4
Administrative, Support, and Waste Management	12,417	24,082	51.6
Wholesale Trade	11,858	21,006	56.5
Educational Services	6,849	29,710	23.1
Finance and Insurance	6,774	25,582	26.5
Arts, Entertainment, and Recreation	6,008	10,615	56.6
Transportation and Warehousing	4,317	10,524	41.0
Real Estate and Rental and Leasing	4,018	5,391	74.5
Information	2,283	6,733	33.9
Management of Companies and Enterprises	1,401	11,535	12.1
Agriculture, Forestry, and Fishing and Hunting	138	138	100.0
Mining, Quarrying, and Oil and Gas Extraction	125	164	76.2
Utilities	124	1,056	11.7
Industries not classified	72	72	100.0
Total	224,254	425,748	52.7

Figure 4: Rhode Island Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

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

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	3,021	2,884	8,562	11,583
Professional, Scientific, and Technical Services	2,776	2,563	11,880	14,656
Other Services (except Public Administration)	2,686	2,533	11,349	14,035
Retail Trade	2,569	2,340	5,444	8,013
Accommodation and Food Services	2,557	1,998	1,012	3,569
Health Care and Social Assistance	2,312	1,887	5,596	7,908
Administrative, Support, and Waste Management	1,538	1,390	5,513	7,051
Manufacturing	1,300	957	1,235	2,535
Wholesale Trade	1,081	859	1,194	2,275
Real Estate and Rental and Leasing	852	795	9,678	10,530
Finance and Insurance	671	593	1,955	2,626
Transportation and Warehousing	545	480	3,421	3,966
Arts, Entertainment, and Recreation	496	416	4,902	5,398
Educational Services	367	265	2,728	3,095
Information	216	178	934	1,150
Agriculture, Forestry, and Fishing and Hunting	38	36	1,190	1,228
Mining, Quarrying, and Oil and Gas Extraction	17	16	10	27
Utilities	12	11	144	156
Total	23,074	20,262	76,747	99,821

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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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

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SOUTH CAROLINA

406,536 Small Businesses
99.4% of South Carolina Businesses

777,012 Small Business Employees
46.7% of South Carolina Employees



EMPLOYMENT
29,867
net new jobs



DIVERSITY
83,201
minority-owned
businesses



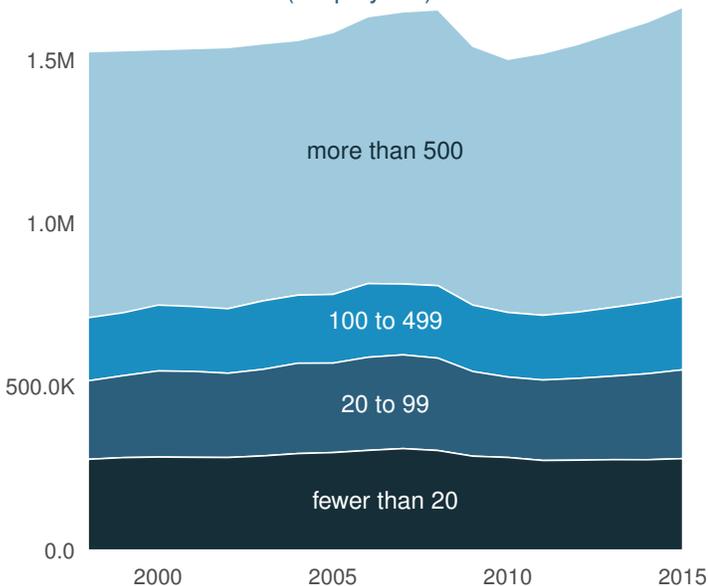
TRADE
5,158
small business
exporters

OVERALL SOUTH CAROLINA ECONOMY

- In the third quarter of 2017, South Carolina grew at an annual rate of **2.9%**, which was slower than the overall US growth rate of **3.4%**. South Carolina's 2016 growth rate of **1.8%** was down from the 2015 rate of **3.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.3%**, down from **4.5%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: South Carolina Employment by Business Size (Employees)



- South Carolina small businesses employed **777,012** people, or **46.7%** 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 **1.0%** during the 12-month period ending in January 2018. This was below the increase of **1.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **29,867** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **15,828** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **6,371** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 3 between June 2016 and June 2017 to 55 banks. (Source: FDIC)
- In 2016, 64,122 loans under \$100,000 (valued at \$980.3 million) were issued by South Carolina lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,199 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$20,649. (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: South Carolina Employees per Business by Owner's Demographic, 2015

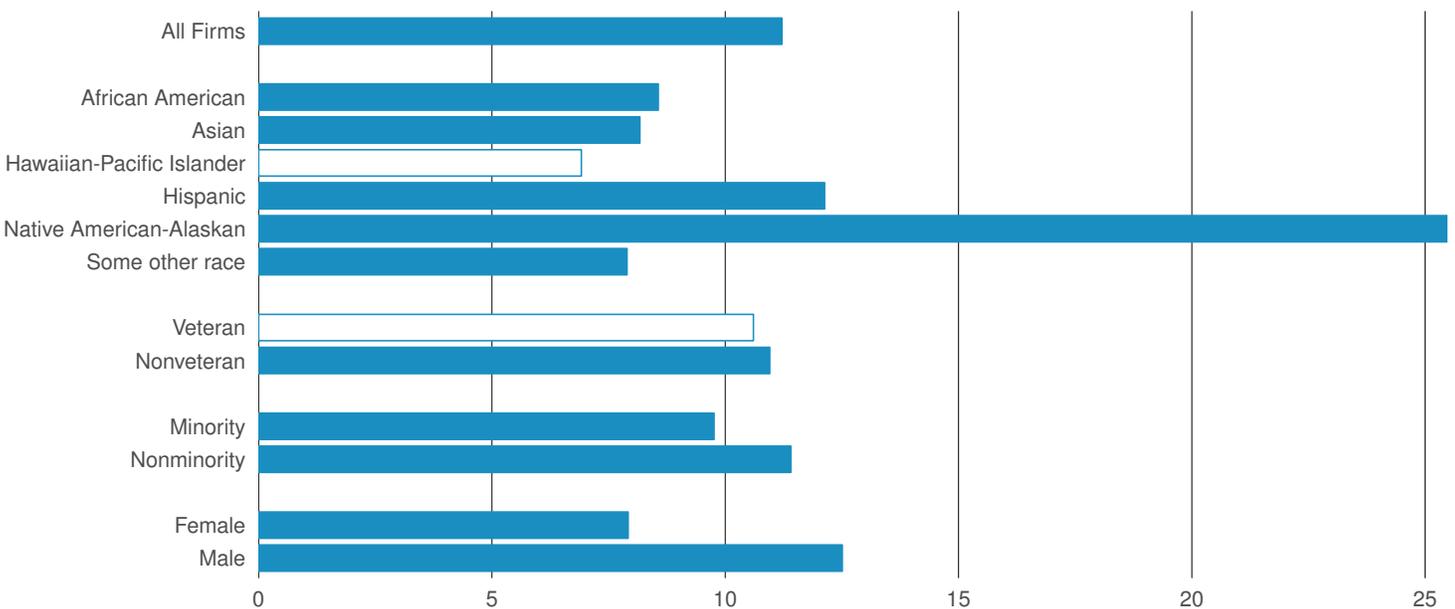
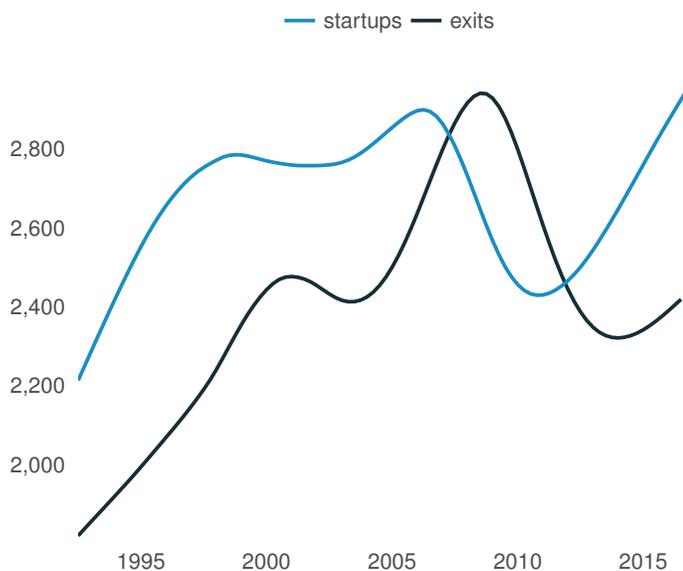


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: South Carolina Quarterly Startups and Exits



- In the third quarter of 2016, 2,769 establishments started up, generating 12,127 new jobs in South Carolina. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,615 establishments exited resulting in 9,061 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

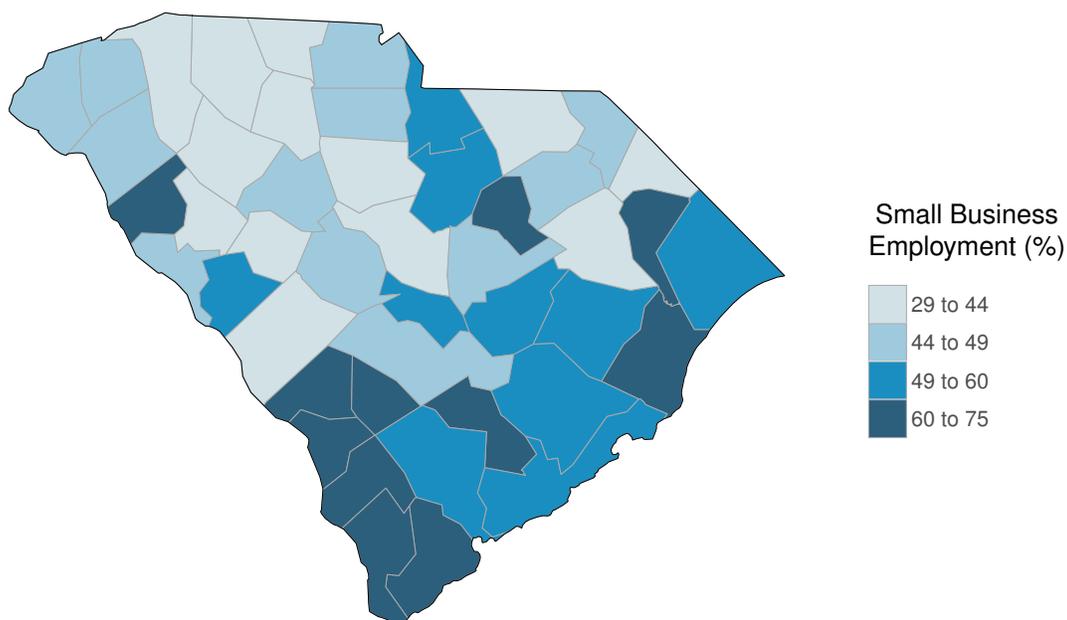
- A total of 6,119 companies exported goods from South Carolina in 2015. Of these, 5,158, or 84.3%, were small firms; they generated 10.3% of South Carolina's \$29.4 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: South Carolina Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	133,124	207,690	64.1
Health Care and Social Assistance	103,507	224,365	46.1
Retail Trade	74,608	236,944	31.5
Manufacturing	73,947	224,665	32.9
Other Services (except Public Administration)	70,787	79,254	89.3
Construction	64,059	75,682	84.6
Administrative, Support, and Waste Management	53,278	172,442	30.9
Professional, Scientific, and Technical Services	52,852	82,841	63.8
Wholesale Trade	37,521	73,764	50.9
Finance and Insurance	22,206	67,755	32.8
Arts, Entertainment, and Recreation	20,744	26,284	78.9
Real Estate and Rental and Leasing	17,940	24,990	71.8
Transportation and Warehousing	16,823	57,916	29.0
Educational Services	16,819	32,229	52.2
Information	7,081	33,880	20.9
Management of Companies and Enterprises	4,635	24,483	18.9
Agriculture, Forestry, and Fishing and Hunting	3,659	3,900	93.8
Utilities	2,630	11,836	22.2
Mining, Quarrying, and Oil and Gas Extraction	454	993	45.7
Industries not classified	338	338	100.0
Total	777,012	1,662,251	46.7

Figure 4: South Carolina Small Business Employment by County, 2015



SMALL BUSINESSES BY INDUSTRY

Table 2: South Carolina 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)	10,477	9,715	59,571	70,048
Retail Trade	10,034	9,173	28,266	38,300
Professional, Scientific, and Technical Services	9,100	8,468	38,237	47,337
Construction	8,853	8,113	36,015	44,868
Health Care and Social Assistance	7,354	6,218	23,787	31,141
Accommodation and Food Services	7,325	5,411	5,701	13,026
Administrative, Support, and Waste Management	4,759	4,180	34,574	39,333
Real Estate and Rental and Leasing	3,984	3,738	37,347	41,331
Wholesale Trade	3,521	2,805	5,505	9,026
Finance and Insurance	3,055	2,810	9,868	12,923
Manufacturing	2,994	2,080	4,365	7,359
Transportation and Warehousing	1,930	1,650	15,295	17,225
Arts, Entertainment, and Recreation	1,445	1,181	15,723	17,168
Educational Services	1,042	820	8,770	9,812
Information	588	486	3,451	4,039
Agriculture, Forestry, and Fishing and Hunting	501	457	2,612	3,113
Utilities	75	44	254	329
Mining, Quarrying, and Oil and Gas Extraction	44	38	90	134
Total	77,105	67,614	329,431	406,536

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

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SOUTH DAKOTA



85,252 Small Businesses
99.0% of South Dakota Businesses

209,694 Small Business Employees
59.3% of South Dakota Employees

EMPLOYMENT
4,956
net new jobs

DIVERSITY
4,096
minority-owned
businesses

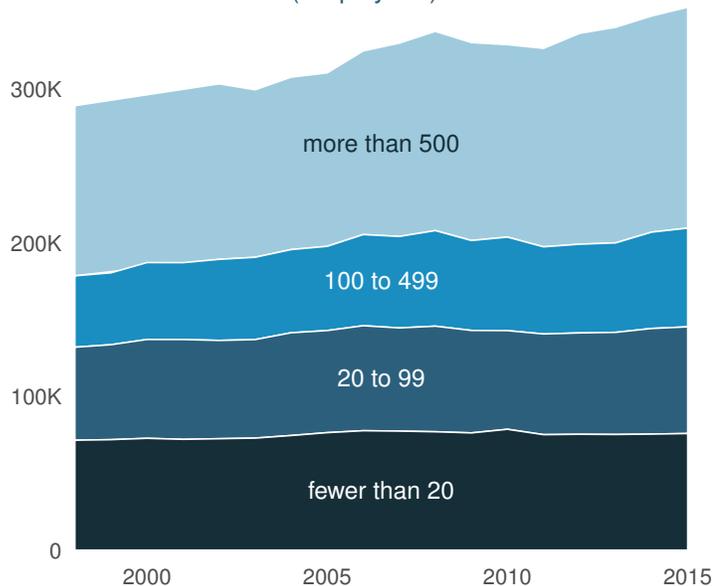
TRADE
711
small business
exporters

OVERALL SOUTH DAKOTA ECONOMY

- In the third quarter of 2017, South Dakota grew at an annual rate of **0.5%**, which was slower than the overall US growth rate of **3.4%**. South Dakota's 2016 growth rate of **0.7%** was down from the 2015 rate of **2.8%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.4%**, up from **3.2%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: South Dakota Employment by Business Size (Employees)



- South Dakota small businesses employed **209,694** people, or **59.3%** 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 increased **0.6%** during the 12-month period ending in January 2018. This was above the increase of **0.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **4,956** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **2,957** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **519** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks was unchanged at **69** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2016, **13,934** loans under \$100,000 (valued at **\$263.2 million**) were issued by South Dakota lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$45,704** in 2016. For individuals self-employed at their own unincorporated firms, this figure was **\$31,506**. (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

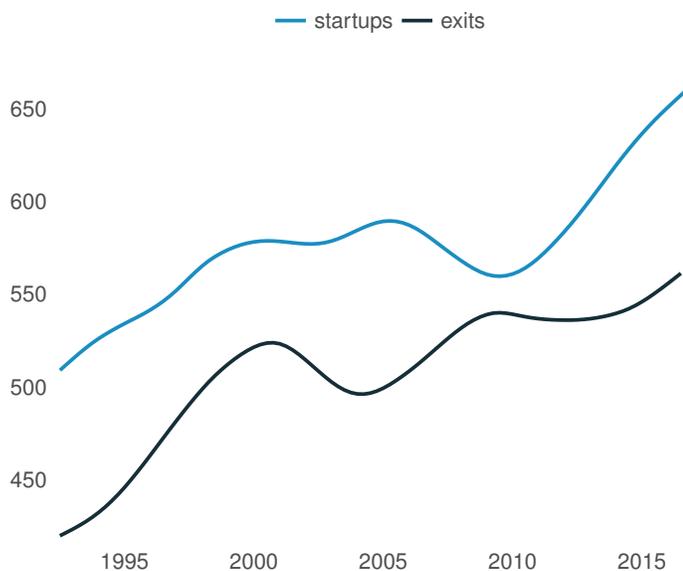
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Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: South Dakota Quarterly Startups and Exits



- In the third quarter of 2016, **575** establishments started up, generating **1,918** new jobs in South Dakota. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **590** establishments exited resulting in **1,439** 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 946 companies exported goods from South Dakota in 2015. Of these, 711, or 75.2%, were small firms; they generated 36.2% of South Dakota's \$1.2 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: South Dakota Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	31,886	40,971	77.8
Health Care and Social Assistance	31,235	65,468	47.7
Retail Trade	26,989	53,311	50.6
Manufacturing	19,712	45,363	43.5
Construction	18,801	19,464	96.6
Other Services (except Public Administration)	14,247	14,668	97.1
Wholesale Trade	13,129	19,019	69.0
Professional, Scientific, and Technical Services	9,730	12,019	81.0
Finance and Insurance	9,164	25,870	35.4
Transportation and Warehousing	6,720	10,861	61.9
Administrative, Support, and Waste Management	6,130	10,579	57.9
Educational Services	5,769	8,029	71.9
Arts, Entertainment, and Recreation	5,605	6,289	89.1
Information	3,923	6,877	57.0
Real Estate and Rental and Leasing	3,461	3,978	87.0
Utilities	1,143	2,242	51.0
Management of Companies and Enterprises	978	6,913	14.1
Mining, Quarrying, and Oil and Gas Extraction	646	1,183	54.6
Agriculture, Forestry, and Fishing and Hunting	368	378	97.4
Industries not classified	58	58	100.0
Total	209,694	353,540	59.3

Figure 4: South Dakota Small Business Employment by County, 2015

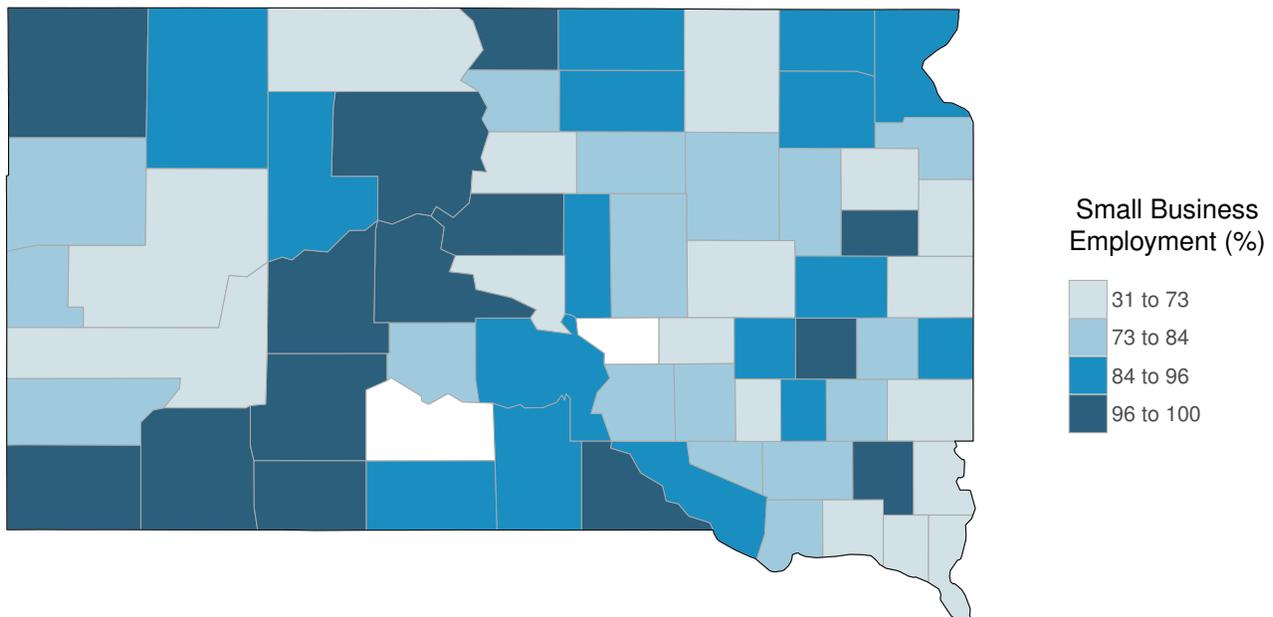


Table 2: South Dakota Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	3,323	3,124	7,402	10,725
Retail Trade	2,711	2,378	7,783	10,494
Other Services (except Public Administration)	2,601	2,453	8,957	11,558
Accommodation and Food Services	2,010	1,555	1,000	3,010
Professional, Scientific, and Technical Services	1,735	1,616	6,018	7,753
Health Care and Social Assistance	1,730	1,419	4,804	6,534
Finance and Insurance	1,140	1,042	2,936	4,076
Transportation and Warehousing	1,047	957	3,076	4,123
Administrative, Support, and Waste Management	965	886	3,777	4,742
Wholesale Trade	942	661	909	1,851
Real Estate and Rental and Leasing	868	817	8,364	9,232
Manufacturing	867	639	1,033	1,900
Arts, Entertainment, and Recreation	629	570	3,457	4,086
Information	268	210	590	858
Educational Services	219	160	1,589	1,808
Agriculture, Forestry, and Fishing and Hunting	147	144	2,174	2,321
Utilities	59	34	65	124
Mining, Quarrying, and Oil and Gas Extraction	47	39	72	119
Total	21,246	18,746	64,006	85,252

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

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

TENNESSEE



589,546 Small Businesses
99.5% of Tennessee Businesses

1.1 million Small Business Employees
42.7% of Tennessee Employees

EMPLOYMENT
36,683
net new jobs

DIVERSITY
105,187
minority-owned
businesses

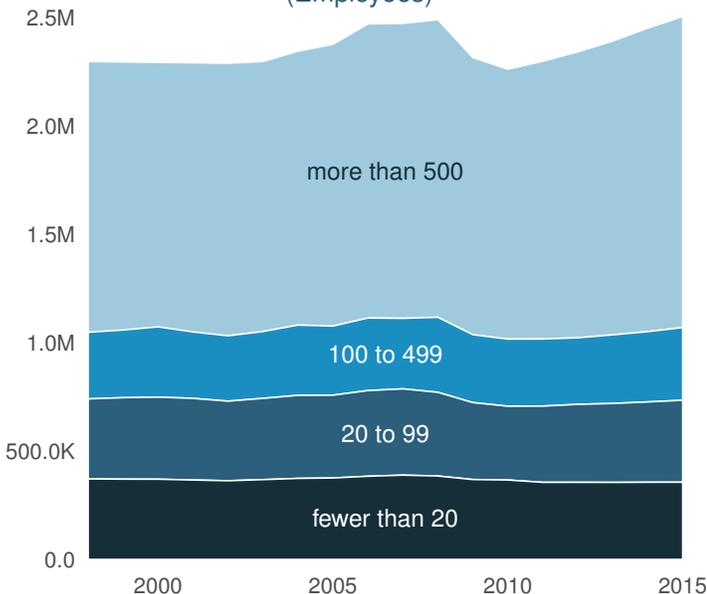
TRADE
5,895
small business
exporters

OVERALL TENNESSEE ECONOMY

- In the third quarter of 2017, Tennessee grew at an annual rate of **3.0%**, which was slower than the overall US growth rate of **3.4%**. Tennessee's 2016 growth rate of **2.9%** was down from the 2015 rate of **3.0%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.3%**, down from **4.5%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Tennessee Employment by Business Size (Employees)



- Tennessee small businesses employed **1.1 million** people, or **42.7%** 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 **2.7%** during the 12-month period ending in January 2018. This was below the increase of **2.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **36,683** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **17,741** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **9,118** 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 8 between June 2016 and June 2017 to 155 banks. (Source: FDIC)
- In 2016, 76,437 loans under \$100,000 (valued at \$1.1 billion) were issued by Tennessee lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$51,389 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$23,290. (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: Tennessee Employees per Business by Owner's Demographic, 2015

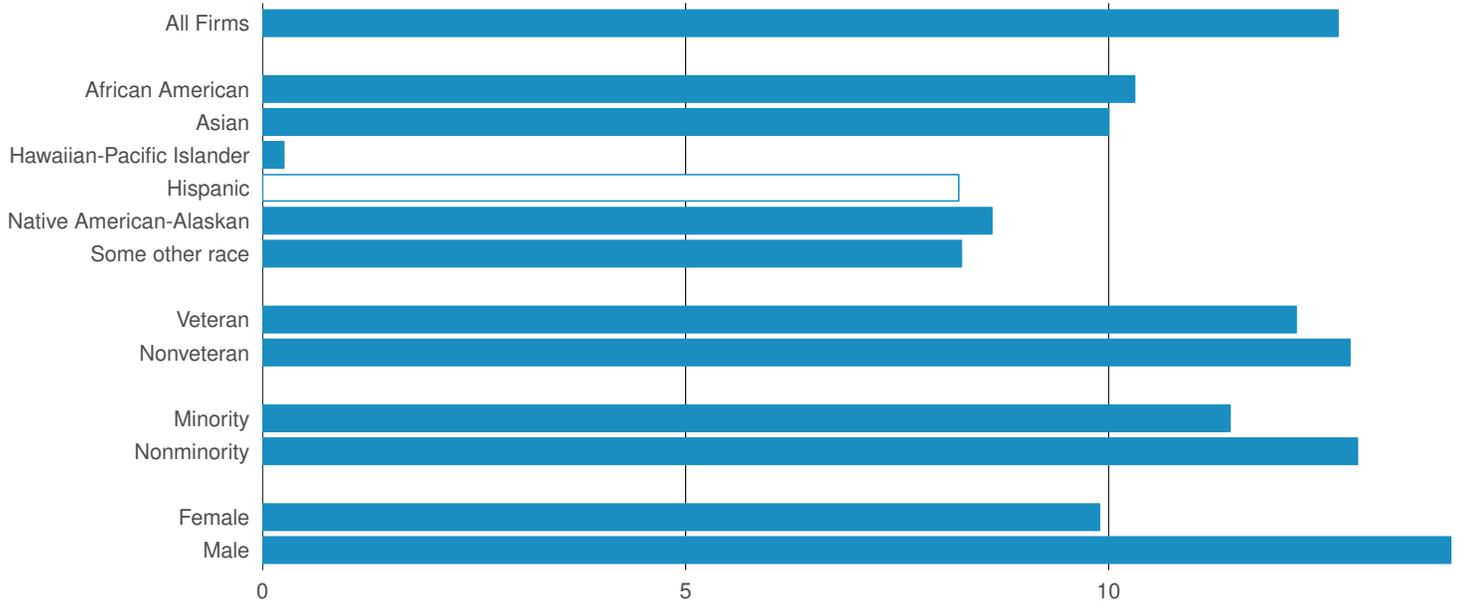
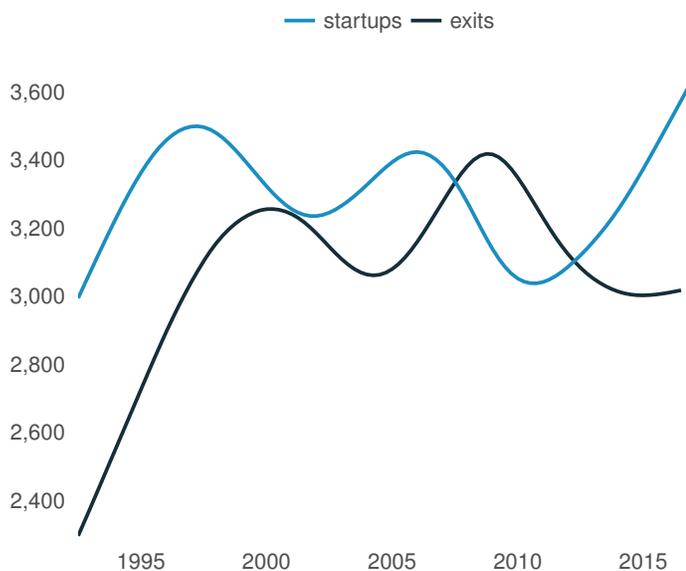


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Tennessee Quarterly Startups and Exits



- In the third quarter of 2016, 3,677 establishments started up, generating 15,389 new jobs in Tennessee. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,163 establishments exited resulting in 12,424 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 7,161 companies exported goods from Tennessee in 2015. Of these, 5,895, or 82.3%, were small firms; they generated 15.8% of Tennessee's \$30.4 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Tennessee Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	155,162	400,693	38.7
Accommodation and Food Services	148,059	267,581	55.3
Retail Trade	104,563	317,075	33.0
Manufacturing	103,447	315,835	32.8
Other Services (except Public Administration)	94,058	108,829	86.4
Construction	84,830	102,872	82.5
Administrative, Support, and Waste Management	75,390	244,525	30.8
Professional, Scientific, and Technical Services	67,256	113,402	59.3
Wholesale Trade	60,452	114,367	52.9
Finance and Insurance	41,061	117,783	34.9
Transportation and Warehousing	33,304	135,090	24.7
Educational Services	27,868	58,750	47.4
Arts, Entertainment, and Recreation	24,834	33,702	73.7
Real Estate and Rental and Leasing	22,202	33,265	66.7
Information	13,407	48,149	27.8
Management of Companies and Enterprises	8,867	86,498	10.3
Utilities	2,460	3,232	76.1
Mining, Quarrying, and Oil and Gas Extraction	2,074	3,139	66.1
Agriculture, Forestry, and Fishing and Hunting	1,323	2,019	65.5
Industries not classified	399	399	100.0
Total	1,071,016	2,507,205	42.7

Figure 4: Tennessee Small Business Employment by County, 2015

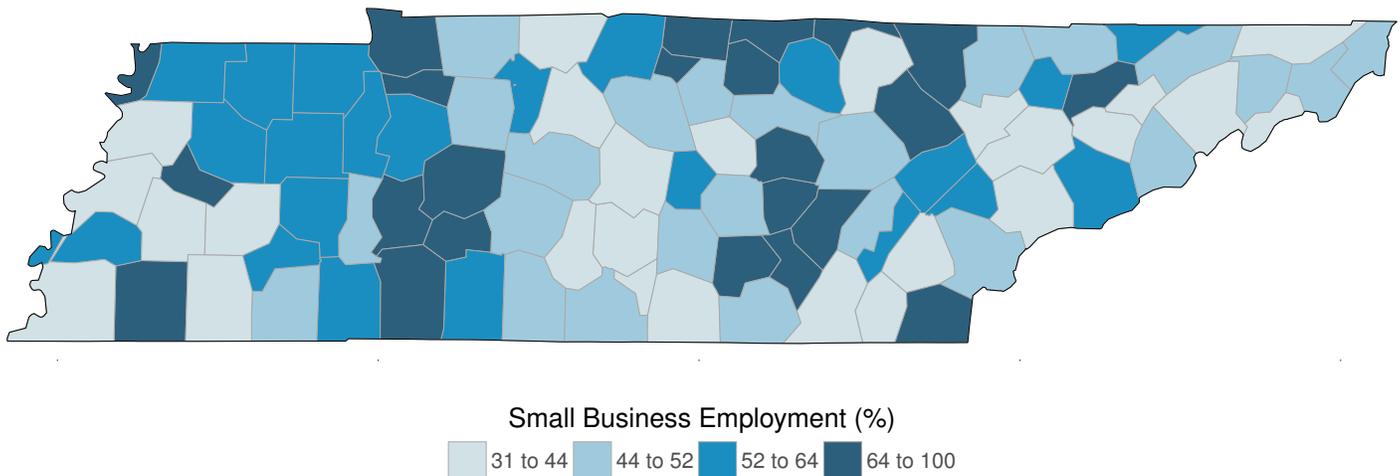


Table 2: Tennessee Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Retail Trade	13,023	11,788	43,623	56,646
Other Services (except Public Administration)	12,846	11,816	90,722	103,568
Health Care and Social Assistance	10,405	8,803	36,015	46,420
Professional, Scientific, and Technical Services	9,749	8,912	55,760	65,509
Construction	9,176	8,146	61,536	70,712
Accommodation and Food Services	8,297	6,065	8,002	16,299
Administrative, Support, and Waste Management	5,234	4,420	51,042	56,276
Wholesale Trade	4,719	3,595	7,315	12,034
Manufacturing	4,557	3,194	6,559	11,116
Finance and Insurance	4,118	3,626	13,187	17,305
Real Estate and Rental and Leasing	3,784	3,483	41,054	44,838
Transportation and Warehousing	2,725	2,235	25,680	28,405
Arts, Entertainment, and Recreation	2,369	2,059	31,120	33,489
Information	1,283	1,072	6,709	7,992
Educational Services	1,206	885	12,298	13,504
Agriculture, Forestry, and Fishing and Hunting	233	217	4,457	4,690
Mining, Quarrying, and Oil and Gas Extraction	98	72	314	412
Utilities	44	17	310	354
Total	93,843	80,686	495,703	589,546

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
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- ITA International Trade Administration, US Department of Commerce
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- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

OFFICE OF ADVOCACY

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TEXAS



2.6 million Small Businesses
99.8% of Texas Businesses

4.7 million Small Business Employees
45.6% of Texas Employees

EMPLOYMENT
194,243
net new jobs

DIVERSITY
1.1 million
minority-owned
businesses

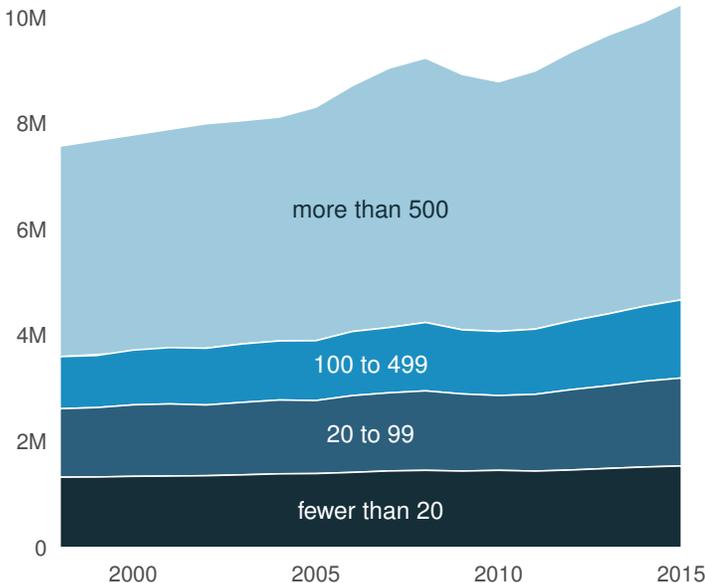
TRADE
37,471
small business
exporters

OVERALL TEXAS ECONOMY

- In the third quarter of 2017, Texas grew at an annual rate of **5.0%**, which was faster than the overall US growth rate of **3.4%**. Texas's 2016 growth rate of **-0.3%** was down from the 2015 rate of **4.2%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.0%**, down from **4.8%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Texas Employment by Business Size (Employees)



- Texas small businesses employed **4.7 million** people, or **45.6%** 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 **2.0%** during the 12-month period ending in January 2018. This was above the increase of **1.6%** 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 **194,243** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **104,382** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **44,364** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 18 between June 2016 and June 2017 to 456 banks. (Source: FDIC)
- In 2016, 444,418 loans under \$100,000 (valued at \$6.8 billion) were issued by Texas lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,359 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$22,573. (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

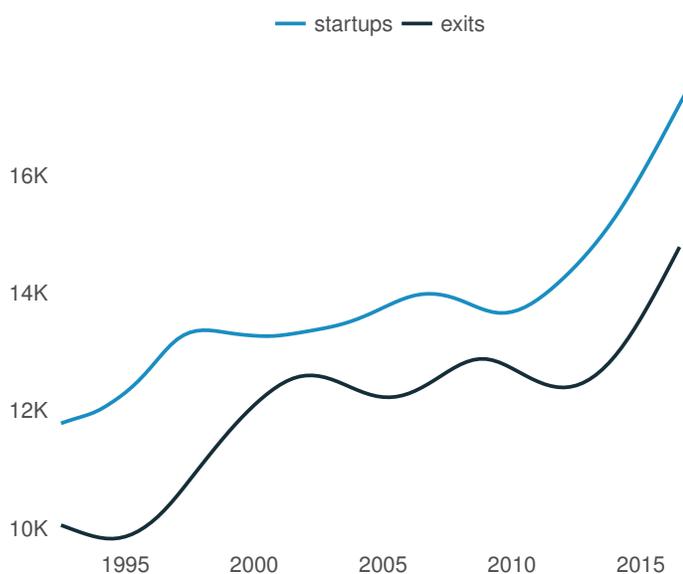
Figure 2: Texas Employees per Business by Owner's Demographic, 2015



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: Texas Quarterly Startups and Exits



- In the third quarter of 2016, 18,499 establishments started up, generating 80,792 new jobs in Texas. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 15,395 establishments exited resulting in 57,352 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 40,343 companies exported goods from Texas in 2015. Of these, 37,471, or 92.9%, were small firms; they generated 37.6% of Texas's \$231.7 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Texas Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	682,997	1,449,547	47.1
Accommodation and Food Services	622,945	1,110,892	56.1
Construction	447,111	659,179	67.8
Professional, Scientific, and Technical Services	402,045	684,780	58.7
Retail Trade	390,490	1,279,651	30.5
Other Services (except Public Administration)	362,065	437,504	82.8
Manufacturing	346,527	811,053	42.7
Administrative, Support, and Waste Management	321,591	950,248	33.8
Wholesale Trade	280,113	523,740	53.5
Finance and Insurance	158,874	508,715	31.2
Transportation and Warehousing	146,135	432,156	33.8
Real Estate and Rental and Leasing	117,089	190,674	61.4
Mining, Quarrying, and Oil and Gas Extraction	102,909	255,258	40.3
Educational Services	95,808	183,617	52.2
Arts, Entertainment, and Recreation	78,586	133,714	58.8
Information	58,465	238,809	24.5
Management of Companies and Enterprises	35,331	326,955	10.8
Utilities	14,559	53,906	27.0
Agriculture, Forestry, and Fishing and Hunting	6,371	7,674	83.0
Industries not classified	1,638	1,638	100.0
Total	4,671,649	10,239,710	45.6

Figure 4: Texas Small Business Employment by County, 2015

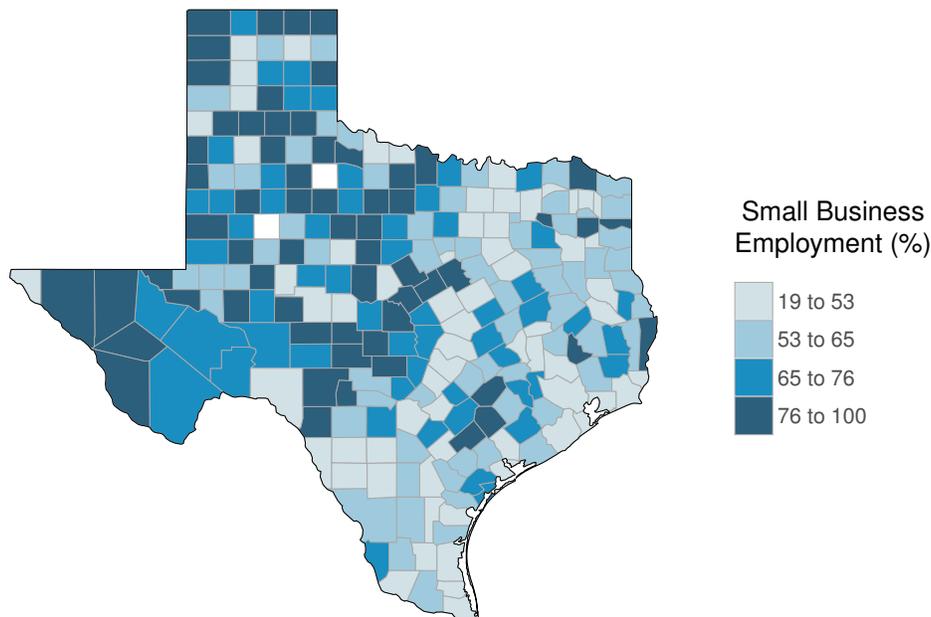


Table 2: Texas Small Businesses by Industry and Firm Size, 2015



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	60,899	56,387	275,218	336,117
Health Care and Social Assistance	52,005	45,036	156,980	208,985
Other Services (except Public Administration)	45,364	41,362	330,039	375,403
Retail Trade	45,171	41,099	186,296	231,467
Construction	40,611	35,588	275,176	315,787
Accommodation and Food Services	35,763	26,541	41,889	77,652
Wholesale Trade	24,663	20,512	36,349	61,012
Administrative, Support, and Waste Management	22,047	18,579	231,640	253,687
Real Estate and Rental and Leasing	20,659	19,400	187,754	208,413
Finance and Insurance	19,346	17,692	71,094	90,440
Manufacturing	16,649	12,216	33,962	50,611
Transportation and Warehousing	14,021	12,055	151,636	165,657
Mining, Quarrying, and Oil and Gas Extraction	7,054	5,778	36,592	43,646
Arts, Entertainment, and Recreation	6,190	5,291	89,511	95,701
Educational Services	5,954	4,772	55,760	61,714
Information	4,266	3,503	23,287	27,553
Agriculture, Forestry, and Fishing and Hunting	1,012	944	19,210	20,222
Utilities	914	762	2,756	3,670
Total	422,575	368,760	2,205,149	2,627,724

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.

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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

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UTAH



277,140 Small Businesses
99.3% of Utah Businesses

557,794 Small Business Employees
46.3% of Utah Employees



EMPLOYMENT
29,956
net new jobs



DIVERSITY
24,406
minority-owned
businesses



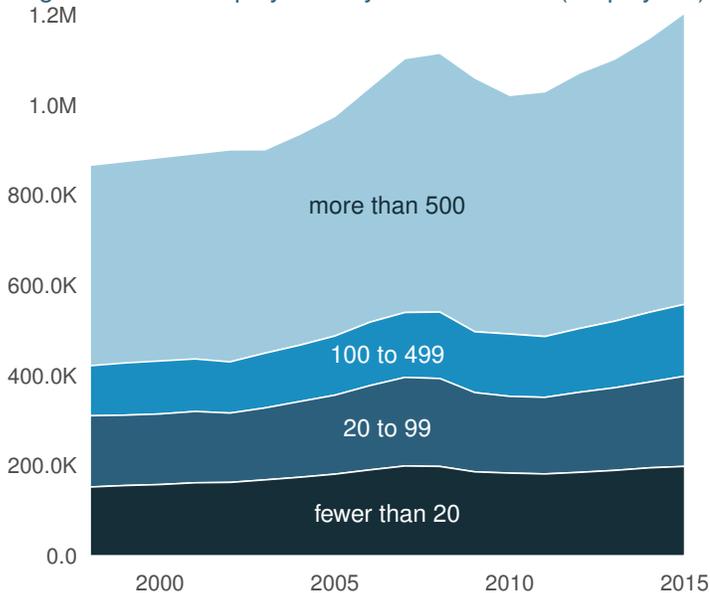
TRADE
2,917
small business
exporters

OVERALL UTAH ECONOMY

- In the third quarter of 2017, Utah grew at an annual rate of **3.9%**, which was faster than the overall US growth rate of **3.4%**. Utah's 2016 growth rate of **3.7%** was down from the 2015 rate of **4.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.1%**, down from **3.3%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Utah Employment by Business Size (Employees)



- Utah small businesses employed **557,794** people, or **46.3%** 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 increased **2.6%** during the 12-month period ending in January 2018. This was below the increase of **3.8%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **29,956** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **16,114** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **3,299** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 2 between June 2016 and June 2017 to 45 banks. (Source: FDIC)
- In 2016, 62,686 loans under \$100,000 (valued at \$960.5 million) were issued by Utah lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,918 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$19,462. (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: Utah Employees per Business by Owner's Demographic, 2015

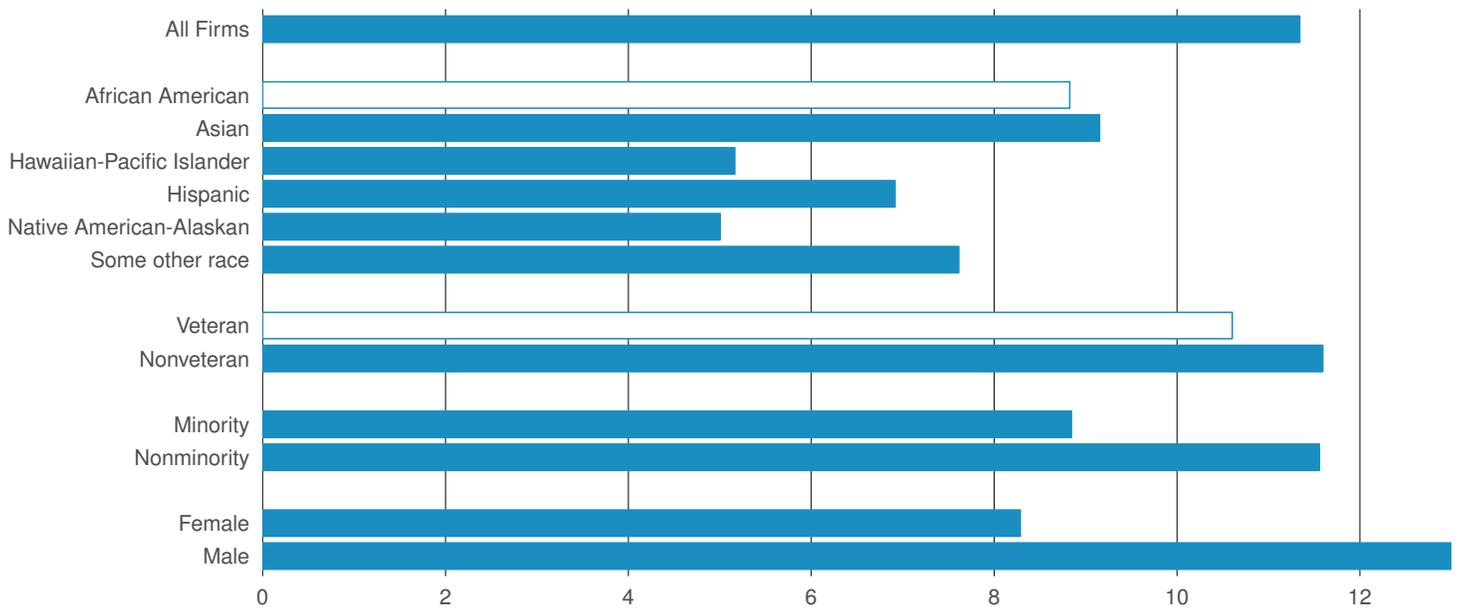
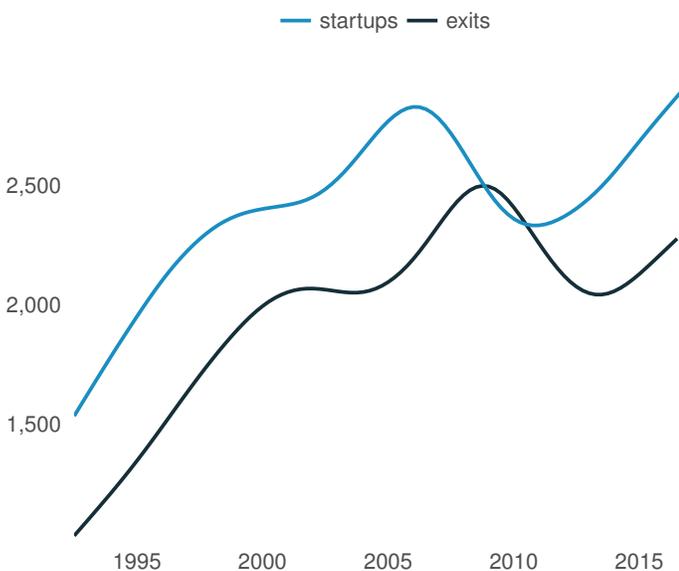


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Utah Quarterly Startups and Exits



- In the third quarter of 2016, 2,994 establishments started up, generating 10,256 new jobs in Utah. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,365 establishments exited resulting in 8,249 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 3,466 companies exported goods from Utah in 2015. Of these, 2,917, or 84.2%, were small firms; they generated 48.9% of Utah's \$11.5 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Utah Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	69,648	111,570	62.4
Health Care and Social Assistance	65,867	133,442	49.4
Construction	61,067	72,958	83.7
Retail Trade	59,965	150,671	39.8
Professional, Scientific, and Technical Services	51,990	93,945	55.3
Manufacturing	51,261	118,196	43.4
Administrative, Support, and Waste Management	35,210	125,719	28.0
Wholesale Trade	31,081	55,320	56.2
Other Services (except Public Administration)	26,256	48,847	53.8
Finance and Insurance	21,245	62,207	34.2
Educational Services	16,953	46,306	36.6
Transportation and Warehousing	16,843	58,453	28.8
Real Estate and Rental and Leasing	15,144	21,404	70.8
Information	13,501	44,211	30.5
Arts, Entertainment, and Recreation	12,228	21,402	57.1
Management of Companies and Enterprises	4,123	23,922	17.2
Mining, Quarrying, and Oil and Gas Extraction	3,715	10,441	35.6
Utilities	1,102	4,322	25.5
Agriculture, Forestry, and Fishing and Hunting	479	502	95.4
Industries not classified	116	116	100.0
Total	557,794	1,203,954	46.3

Figure 4: Utah Small Business Employment by County, 2015

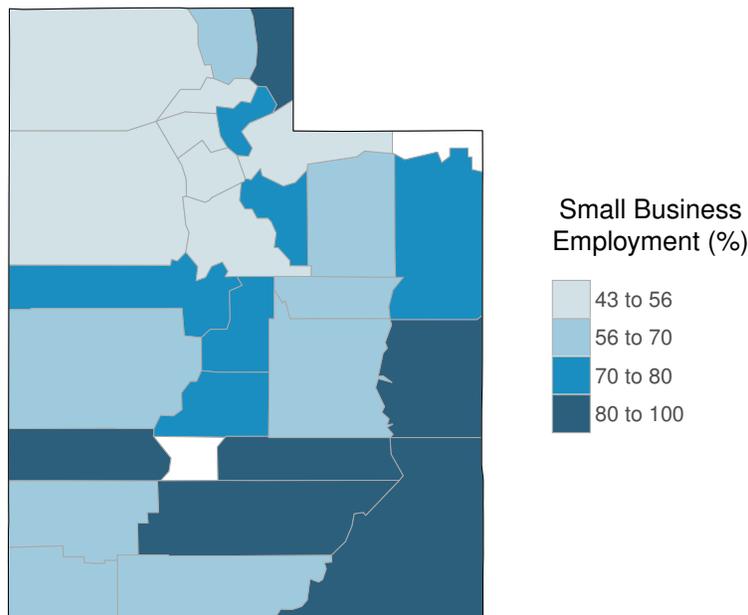


Table 2: Utah Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	9,316	8,686	35,499	44,815
Construction	8,725	8,071	17,039	25,764
Health Care and Social Assistance	6,430	5,737	12,784	19,214
Retail Trade	5,994	5,306	23,708	29,702
Real Estate and Rental and Leasing	4,388	4,219	33,229	37,617
Other Services (except Public Administration)	4,350	4,067	28,359	32,709
Accommodation and Food Services	3,799	2,732	2,253	6,052
Administrative, Support, and Waste Management	3,680	3,299	13,093	16,773
Finance and Insurance	3,087	2,864	8,973	12,060
Manufacturing	2,912	2,250	4,286	7,198
Wholesale Trade	2,787	2,170	3,991	6,778
Transportation and Warehousing	1,929	1,690	7,065	8,994
Educational Services	1,009	795	7,800	8,809
Arts, Entertainment, and Recreation	1,003	856	12,189	13,192
Information	942	757	3,923	4,865
Mining, Quarrying, and Oil and Gas Extraction	383	328	476	859
Agriculture, Forestry, and Fishing and Hunting	90	86	1,449	1,539
Utilities	76	67	164	240
Total	60,860	54,115	216,280	277,140

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

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- 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

VERMONT

77,683 Small Businesses
99.0% of Vermont Businesses

158,098 Small Business Employees
59.4% of Vermont Employees



EMPLOYMENT
3,419
net new jobs



DIVERSITY
2,350
minority-owned
businesses



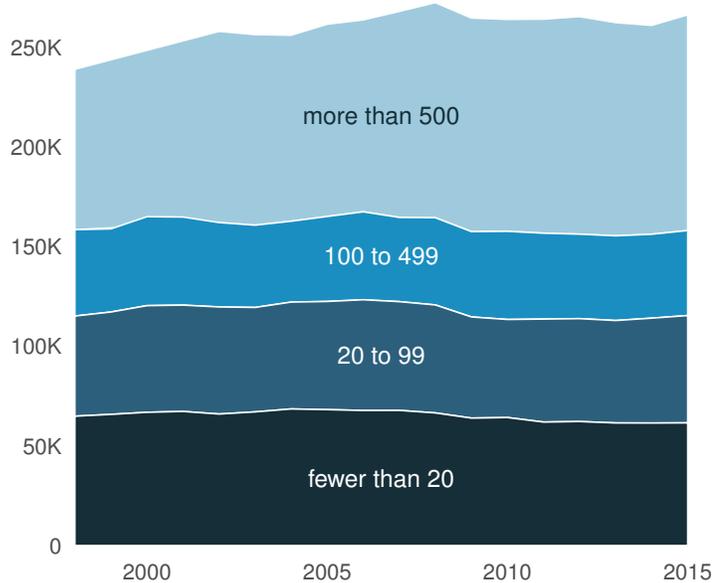
TRADE
983
small business
exporters

OVERALL VERMONT ECONOMY

- In the third quarter of 2017, Vermont grew at an annual rate of **3.4%**, which was the same as the overall US growth rate. Vermont's 2016 growth rate of **0.7%** was down from the 2015 rate of **0.9%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **2.9%**, down from **3.1%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Vermont Employment by Business Size (Employees)



- Vermont small businesses employed **158,098** people, or **59.4%** 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 below the increase of **0.6%** 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 **3,419** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **1,900** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **726** 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 1 between June 2016 and June 2017 to 11 banks. (Source: FDIC)
- In 2016, 11,156 loans under \$100,000 (valued at \$167.4 million) were issued by Vermont lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,415 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$21,796. (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: Vermont Employees per Business by Owner's Demographic, 2015

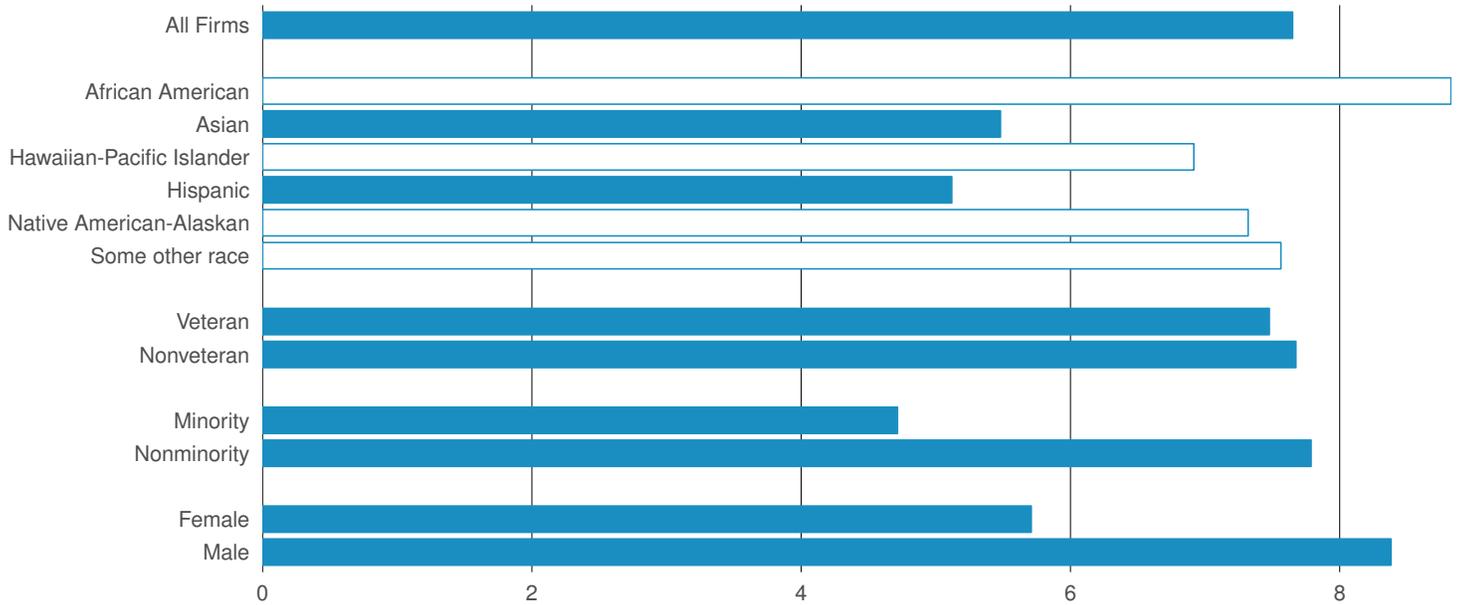
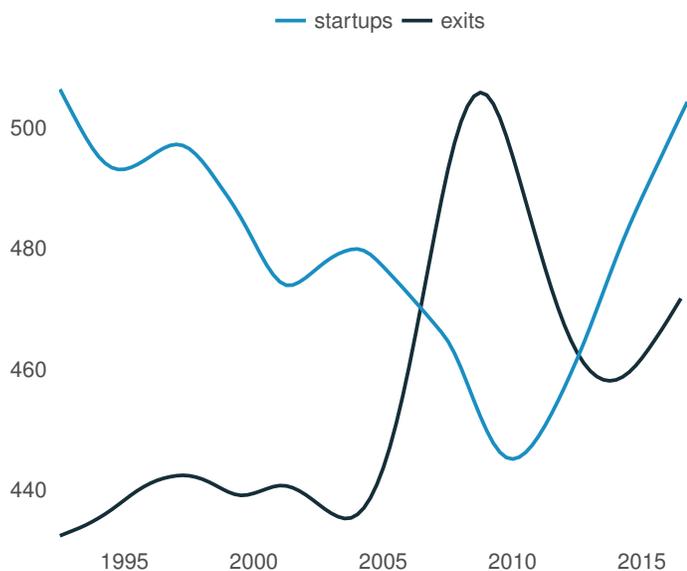


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Vermont Quarterly Startups and Exits



- In the third quarter of 2016, 545 establishments started up, generating 1,526 new jobs in Vermont. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 491 establishments exited resulting in 1,319 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 1,183 companies exported goods from Vermont in 2015. Of these, 983, or 83.1%, were small firms; they generated 34.9% of Vermont's in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Vermont Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	23,751	48,095	49.4
Retail Trade	22,415	40,006	56.0
Accommodation and Food Services	21,237	32,985	64.4
Manufacturing	15,504	29,786	52.1
Construction	12,844	13,911	92.3
Professional, Scientific, and Technical Services	10,118	18,840	53.7
Other Services (except Public Administration)	9,030	9,310	97.0
Wholesale Trade	8,456	11,605	72.9
Educational Services	7,253	15,899	45.6
Finance and Insurance	5,576	9,103	61.3
Administrative, Support, and Waste Management	4,934	7,877	62.6
Arts, Entertainment, and Recreation	4,724	7,165	65.9
Information	4,000	6,839	58.5
Transportation and Warehousing	3,606	5,744	62.8
Real Estate and Rental and Leasing	2,494	3,401	73.3
Management of Companies and Enterprises	893	2,825	31.6
Agriculture, Forestry, and Fishing and Hunting	506	506	100.0
Utilities	481	1,943	24.8
Mining, Quarrying, and Oil and Gas Extraction	220	467	47.1
Industries not classified	56	56	100.0
Total	158,098	266,363	59.4

Figure 4: Vermont Small Business Employment by County, 2015

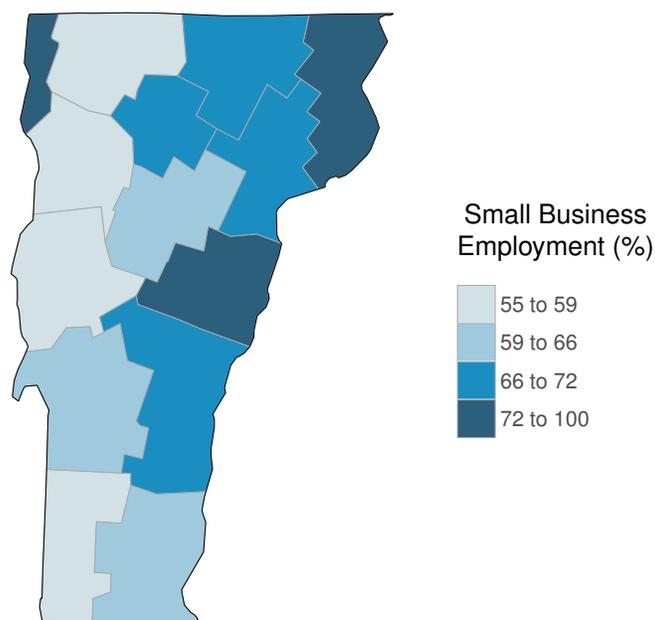


Table 2: Vermont Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	2,678	2,559	9,048	11,726
Retail Trade	2,248	1,952	4,210	6,458
Professional, Scientific, and Technical Services	1,964	1,861	9,029	10,993
Other Services (except Public Administration)	1,909	1,835	7,146	9,055
Accommodation and Food Services	1,676	1,341	1,212	2,888
Health Care and Social Assistance	1,621	1,348	4,825	6,446
Administrative, Support, and Waste Management	997	936	4,486	5,483
Manufacturing	901	703	1,958	2,859
Real Estate and Rental and Leasing	637	602	5,611	6,248
Wholesale Trade	619	464	906	1,525
Arts, Entertainment, and Recreation	450	406	4,405	4,855
Finance and Insurance	417	357	1,006	1,423
Transportation and Warehousing	406	347	1,368	1,774
Educational Services	350	274	2,251	2,601
Information	330	272	813	1,143
Agriculture, Forestry, and Fishing and Hunting	142	139	1,880	2,022
Mining, Quarrying, and Oil and Gas Extraction	35	30	61	96
Utilities	21	14	97	118
Total	17,371	15,490	60,312	77,683

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>.

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- NES Nonemployer Statistics, US Census Bureau
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- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

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VIRGINIA



723,962 Small Businesses
99.5% of Virginia Businesses

1.5 million Small Business Employees
47.0% of Virginia Employees

EMPLOYMENT
34,566
net new jobs

DIVERSITY
184,956
minority-owned
businesses

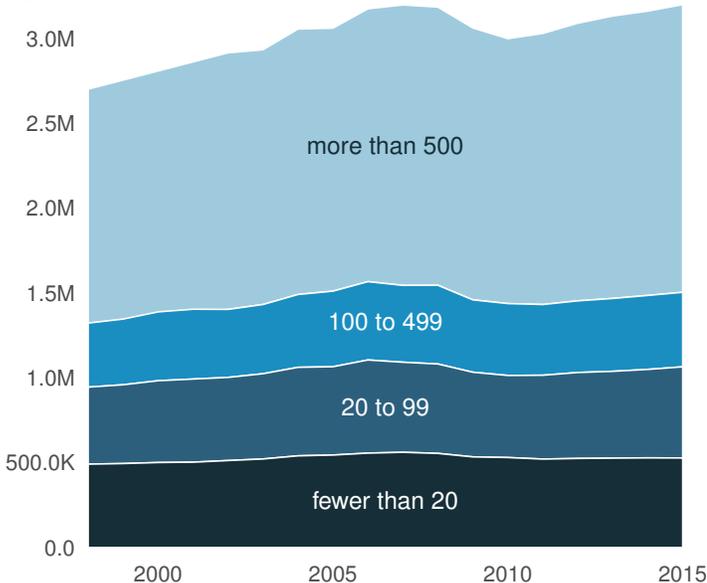
TRADE
6,131
small business
exporters

OVERALL VIRGINIA ECONOMY

- In the third quarter of 2017, Virginia grew at an annual rate of **2.3%**, which was slower than the overall US growth rate of **3.4%**. Virginia's 2016 growth rate of **0.5%** was down from the 2015 rate of **2.2%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.6%**, down from **4.0%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Virginia Employment by Business Size (Employees)



- Virginia small businesses employed **1.5 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 **1.3%** during the 12-month period ending in January 2018. This was below the increase of **1.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **34,566** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **24,812** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **654** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 10 between June 2016 and June 2017 to 80 banks. (Source: FDIC)
- In 2016, 138,129 loans under \$100,000 (valued at \$2.0 billion) were issued by Virginia lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$51,492 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$22,481. (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: Virginia Employees per Business by Owner's Demographic, 2015

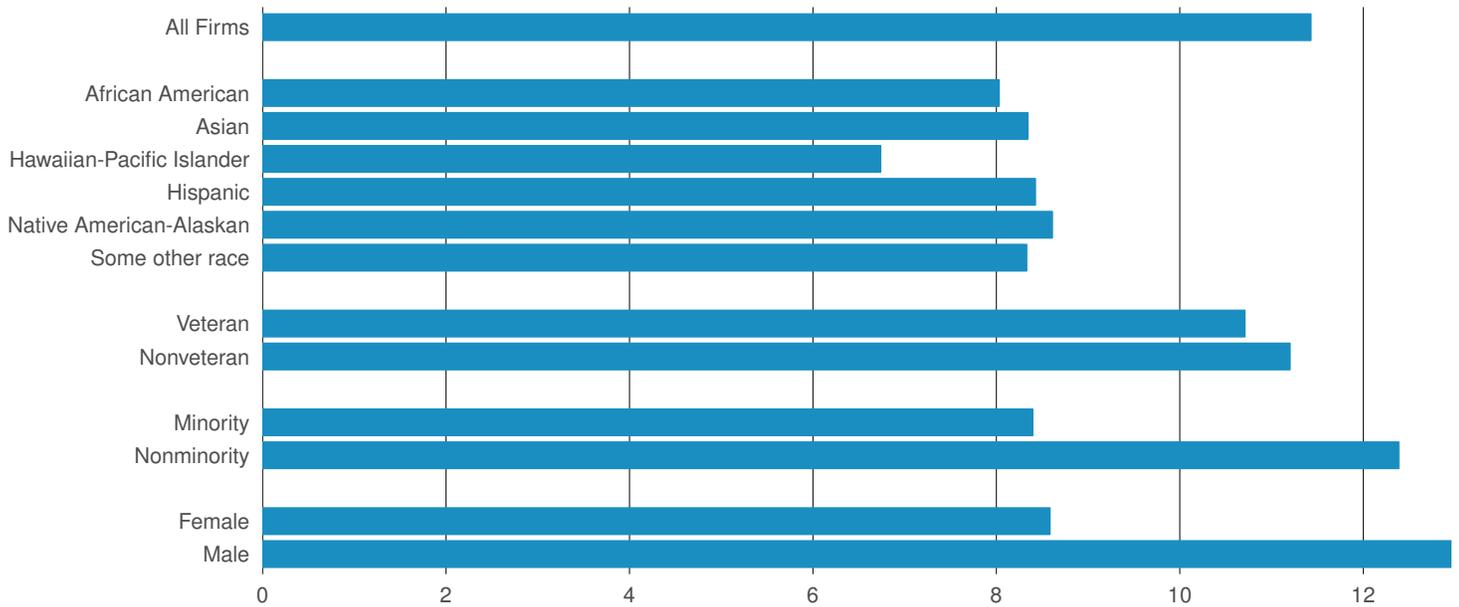
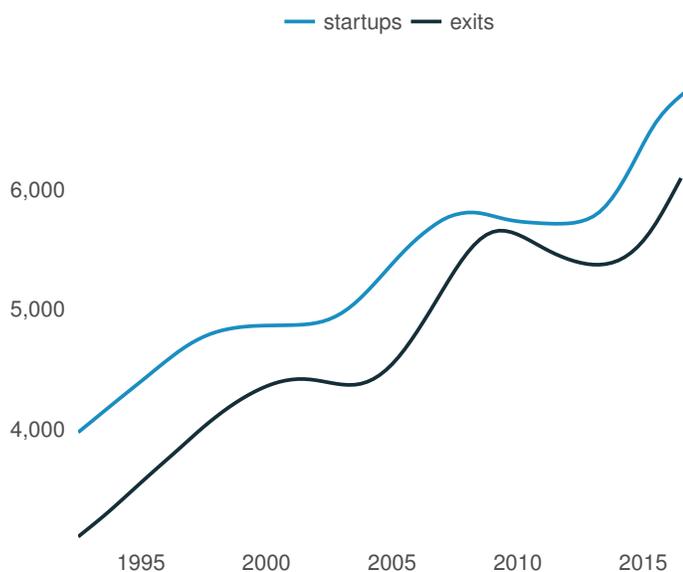


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE).

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Virginia Quarterly Startups and Exits



- In the third quarter of 2016, 4,980 establishments started up, generating 18,847 new jobs in Virginia. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 7,008 establishments exited resulting in 24,647 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 7,247 companies exported goods from Virginia in 2015. Of these, 6,131, or 84.6%, were small firms; they generated 26.6% of Virginia's \$16.5 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Virginia Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Professional, Scientific, and Technical Services	220,000	437,548	50.3
Health Care and Social Assistance	196,014	435,558	45.0
Accommodation and Food Services	191,179	340,122	56.2
Construction	143,866	172,653	83.3
Other Services (except Public Administration)	143,248	162,852	88.0
Retail Trade	132,423	423,864	31.2
Administrative, Support, and Waste Management	109,808	245,379	44.8
Manufacturing	82,737	236,645	35.0
Wholesale Trade	56,943	103,178	55.2
Finance and Insurance	41,948	157,892	26.6
Educational Services	41,670	79,198	52.6
Transportation and Warehousing	34,894	102,124	34.2
Real Estate and Rental and Leasing	32,585	53,455	61.0
Arts, Entertainment, and Recreation	31,654	58,065	54.5
Information	25,673	94,665	27.1
Management of Companies and Enterprises	9,749	67,733	14.4
Agriculture, Forestry, and Fishing and Hunting	3,470	4,169	83.2
Mining, Quarrying, and Oil and Gas Extraction	3,314	8,583	38.6
Utilities	2,092	14,470	14.5
Industries not classified	565	565	100.0
Total	1,503,832	3,198,718	47.0

Figure 4: Virginia Small Business Employment by County, 2015

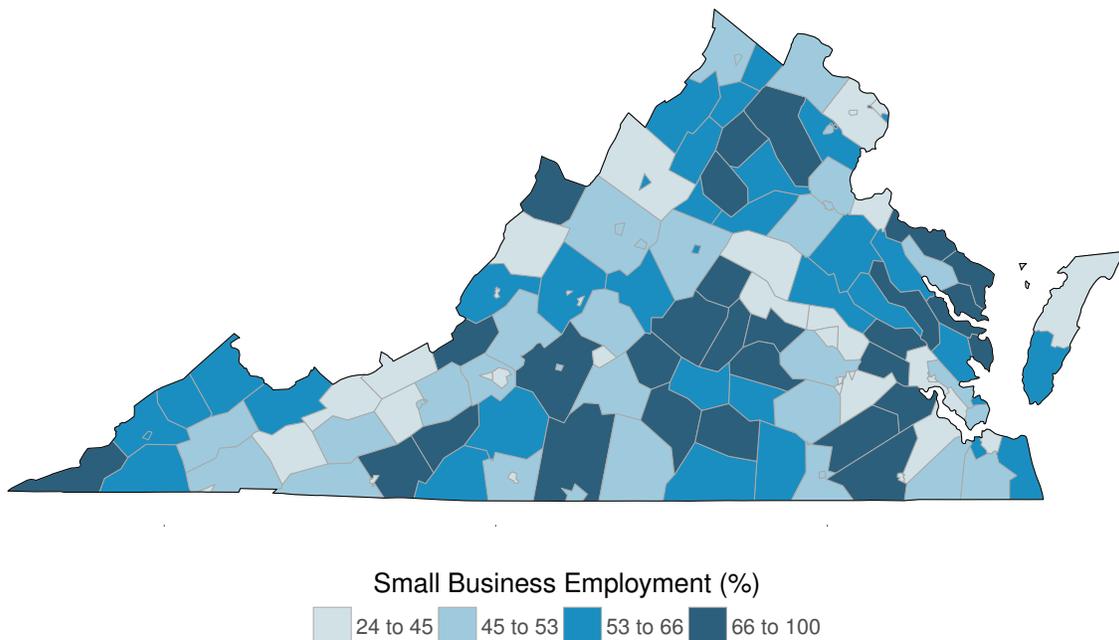


Table 2: Virginia Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Professional, Scientific, and Technical Services	25,667	23,007	92,907	118,574
Other Services (except Public Administration)	19,868	18,313	83,299	103,167
Construction	18,901	17,216	59,612	78,513
Retail Trade	15,049	13,523	44,125	59,174
Health Care and Social Assistance	14,250	12,079	43,301	57,551
Accommodation and Food Services	12,481	9,668	8,290	20,771
Administrative, Support, and Waste Management	8,594	7,344	46,652	55,246
Real Estate and Rental and Leasing	6,413	5,985	65,460	71,873
Finance and Insurance	5,231	4,758	14,441	19,672
Wholesale Trade	4,972	3,954	7,325	12,297
Manufacturing	4,177	3,101	6,220	10,397
Transportation and Warehousing	3,858	3,324	38,375	42,233
Educational Services	2,687	2,172	20,958	23,645
Arts, Entertainment, and Recreation	2,619	2,206	32,115	34,734
Information	1,769	1,398	7,846	9,615
Agriculture, Forestry, and Fishing and Hunting	667	632	4,897	5,564
Mining, Quarrying, and Oil and Gas Extraction	161	105	187	348
Utilities	63	41	436	499
Total	147,516	129,345	576,446	723,962

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

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- SBO Survey of Business Owners, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2018 SMALL BUSINESS PROFILE

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WASHINGTON



590,908 Small Businesses
99.5% of Washington Businesses

1.3 million Small Business Employees
51.5% of Washington Employees

EMPLOYMENT
62,095
net new jobs

DIVERSITY
92,772
minority-owned
businesses

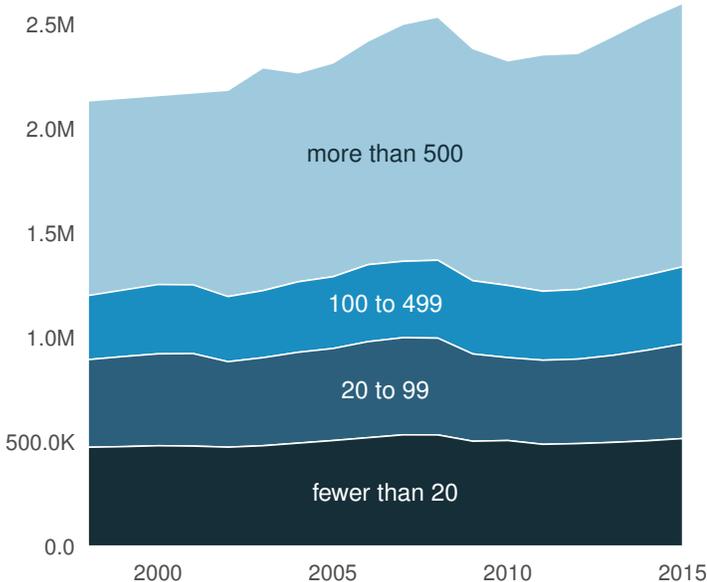
TRADE
10,901
small business
exporters

OVERALL WASHINGTON ECONOMY

- In the third quarter of 2017, Washington grew at an annual rate of **4.3%**, which was faster than the overall US growth rate of **3.4%**. Washington's 2016 growth rate of **4.2%** was up from the 2015 rate of **3.7%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.7%**, down from **4.9%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Washington Employment by Business Size (Employees)



- Washington small businesses employed **1.3 million** people, or **51.5%** 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 **2.4%** during the 12-month period ending in January 2018. This was below the increase of **3.0%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **62,095** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **37,689** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **10,770** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 4 between June 2016 and June 2017 to 48 banks. (Source: FDIC)
- In 2016, 129,625 loans under \$100,000 (valued at \$1.8 billion) were issued by Washington lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,668 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$24,405. (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: Washington Employees per Business by Owner's Demographic, 2015

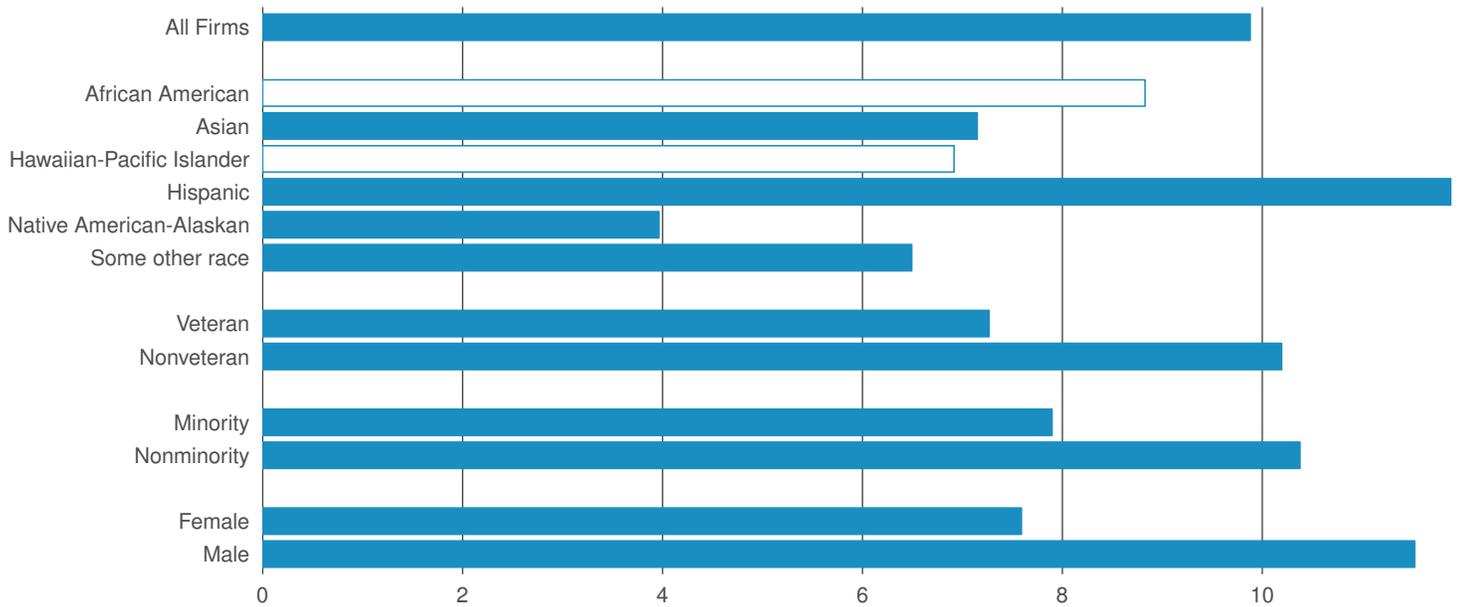
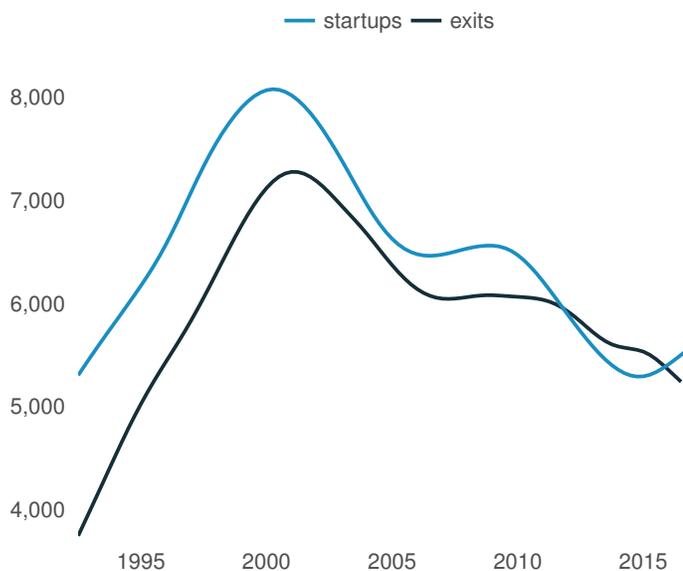


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Washington Quarterly Startups and Exits



- In the third quarter of 2016, 4,636 establishments started up, generating 15,750 new jobs in Washington. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 5,225 establishments exited resulting in 15,201 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 12,211 companies exported goods from Washington in 2015. Of these, 10,901, or 89.3%, were small firms; they generated 19.3% of Washington's \$79.6 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Washington Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	186,906	392,857	47.6
Accommodation and Food Services	176,276	268,482	65.7
Construction	139,221	164,222	84.8
Retail Trade	128,803	330,705	38.9
Professional, Scientific, and Technical Services	124,270	193,065	64.4
Manufacturing	112,497	262,314	42.9
Other Services (except Public Administration)	97,630	112,917	86.5
Wholesale Trade	78,847	130,798	60.3
Administrative, Support, and Waste Management	71,146	151,766	46.9
Arts, Entertainment, and Recreation	39,136	59,908	65.3
Real Estate and Rental and Leasing	34,786	46,038	75.6
Transportation and Warehousing	34,017	97,081	35.0
Finance and Insurance	33,312	96,389	34.6
Educational Services	32,700	55,107	59.3
Information	24,923	127,377	19.6
Agriculture, Forestry, and Fishing and Hunting	11,875	13,954	85.1
Management of Companies and Enterprises	9,491	87,296	10.9
Utilities	1,448	8,815	16.4
Mining, Quarrying, and Oil and Gas Extraction	1,066	2,584	41.3
Industries not classified	733	733	100.0
Total	1,339,083	2,602,408	51.5

Figure 4: Washington Small Business Employment by County, 2015

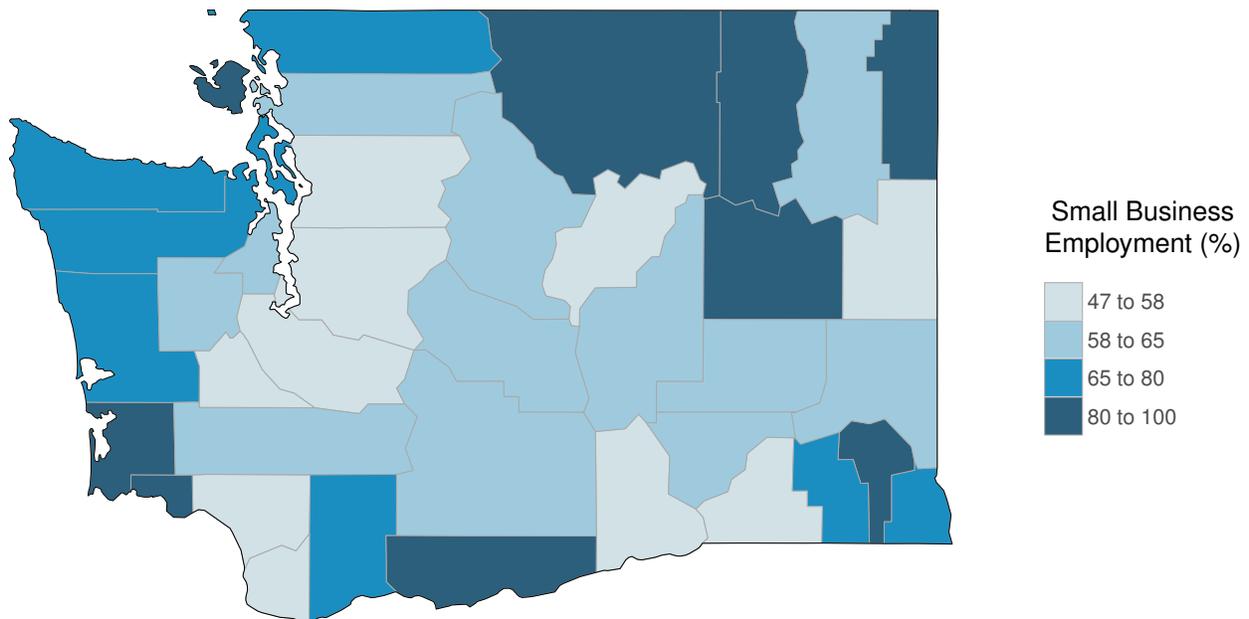


Table 2: Washington Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	21,066	19,536	30,896	51,962
Professional, Scientific, and Technical Services	19,421	17,922	81,936	101,357
Health Care and Social Assistance	16,221	14,475	32,595	48,816
Other Services (except Public Administration)	15,397	14,397	51,817	67,214
Retail Trade	14,155	12,614	39,740	53,895
Accommodation and Food Services	13,102	10,598	5,700	18,802
Administrative, Support, and Waste Management	8,190	7,407	28,226	36,416
Real Estate and Rental and Leasing	8,094	7,691	55,084	63,178
Wholesale Trade	6,926	5,572	7,818	14,744
Manufacturing	6,279	4,903	9,013	15,292
Finance and Insurance	4,702	4,333	11,206	15,908
Transportation and Warehousing	4,126	3,558	28,617	32,743
Arts, Entertainment, and Recreation	2,674	2,226	29,753	32,427
Educational Services	2,584	2,166	16,357	18,941
Information	1,914	1,552	7,226	9,140
Agriculture, Forestry, and Fishing and Hunting	1,376	1,255	7,559	8,935
Utilities	168	147	357	525
Mining, Quarrying, and Oil and Gas Extraction	118	101	235	353
Total	146,773	131,142	444,135	590,908

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

WEST VIRGINIA



114,391 Small Businesses
98.9% of West Virginia Businesses

280,213 Small Business Employees
49.6% of West Virginia Employees



EMPLOYMENT
2,774
net jobs lost



DIVERSITY
5,769
minority-owned
businesses



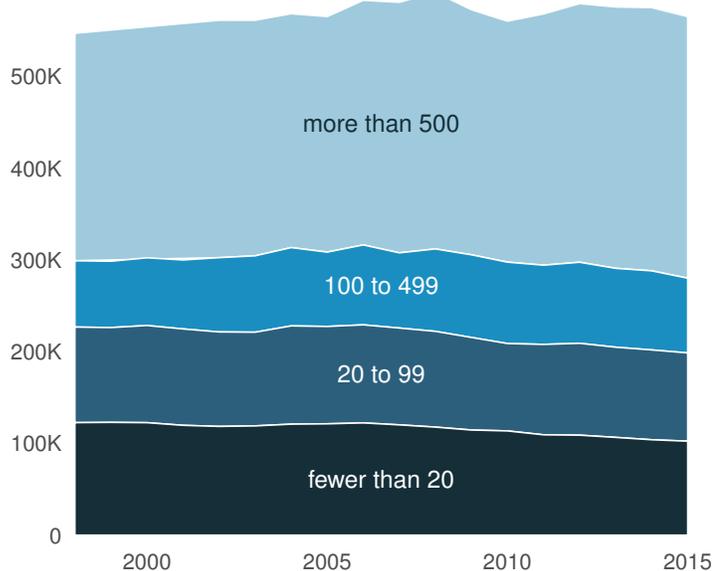
TRADE
826
small business
exporters

OVERALL WEST VIRGINIA ECONOMY

- In the third quarter of 2017, West Virginia grew at an annual rate of **2.9%**, which was slower than the overall US growth rate of **3.4%**. West Virginia's 2016 growth rate of **-1.1%** was down from the 2015 rate of **0.7%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **5.4%**, up from **5.3%** in January 2017. This was above the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: West Virginia Employment by Business Size (Employees)



- West Virginia small businesses employed **280,213** people, or **49.6%** 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 **0.6%** during the 12-month period ending in January 2018. This was below the increase of **0.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **2,774** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **418** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **1,976** 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 2 between June 2016 and June 2017 to 57 banks. (Source: FDIC)
- In 2016, 16,528 loans under \$100,000 (valued at \$263.7 million) were issued by West Virginia lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$42,418 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$19,962. (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: West Virginia Employees per Business by Owner's Demographic, 2015

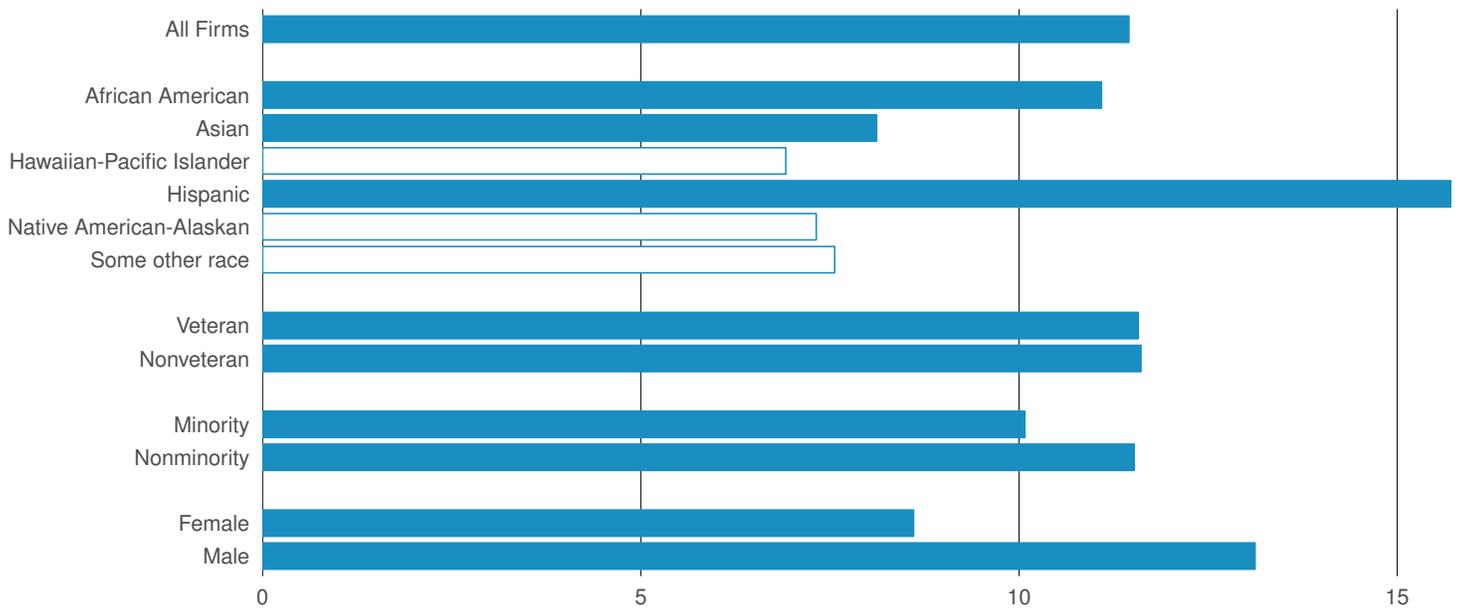
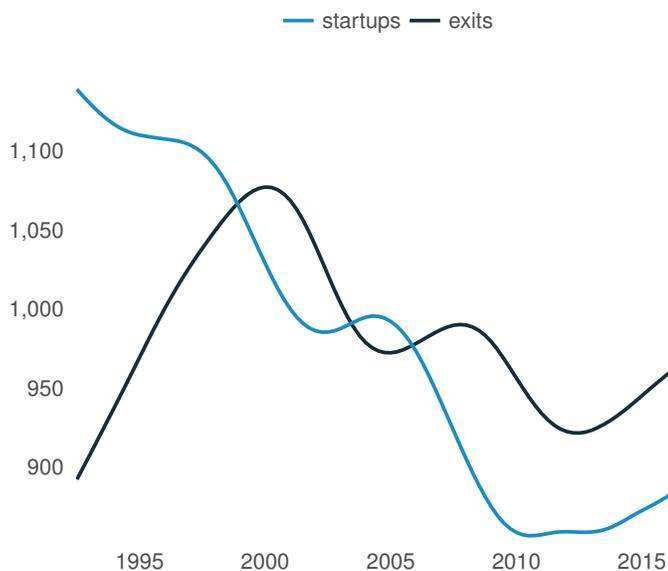


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: West Virginia Quarterly Startups and Exits



- In the third quarter of 2016, 888 establishments started up, generating 3,788 new jobs in West Virginia. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,020 establishments exited resulting in 3,783 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 1,086 companies exported goods from West Virginia in 2015. Of these, 826, or 76.1%, were small firms; they generated 25.4% of West Virginia's \$5.5 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: West Virginia Employment by Industry, 2015

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	56,836	130,862	43.4
Accommodation and Food Services	40,692	67,254	60.5
Retail Trade	32,271	85,720	37.6
Other Services (except Public Administration)	21,622	24,306	89.0
Construction	21,528	24,183	89.0
Professional, Scientific, and Technical Services	19,035	26,802	71.0
Manufacturing	18,712	48,347	38.7
Administrative, Support, and Waste Management	14,925	32,234	46.3
Wholesale Trade	11,391	22,128	51.5
Finance and Insurance	9,269	17,458	53.1
Transportation and Warehousing	7,045	14,144	49.8
Arts, Entertainment, and Recreation	6,422	7,406	86.7
Mining, Quarrying, and Oil and Gas Extraction	6,034	25,252	23.9
Educational Services	4,333	10,010	43.3
Real Estate and Rental and Leasing	4,133	5,894	70.1
Information	2,625	10,517	25.0
Management of Companies and Enterprises	1,467	5,482	26.8
Agriculture, Forestry, and Fishing and Hunting	921	934	98.6
Utilities	844	6,394	13.2
Industries not classified	108	108	100.0
Total	280,213	565,435	49.6

Figure 4: West Virginia Small Business Employment by County, 2015

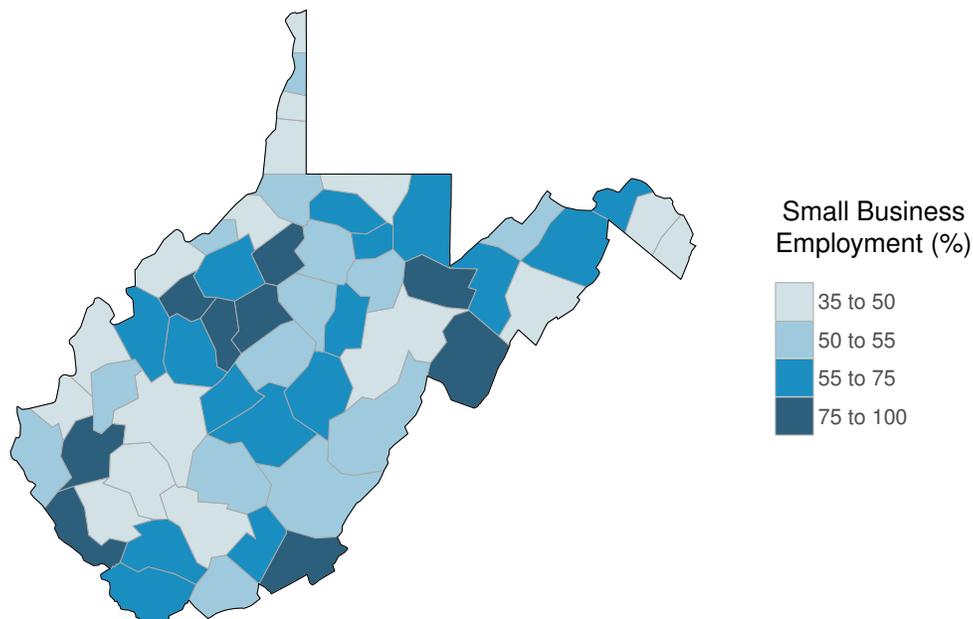


Table 2: West Virginia Small Businesses by Industry and Firm Size, 2015

 Industry	 1-499 Employees	 1-20 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (except Public Administration)	4,009	3,810	15,303	19,312
Retail Trade	3,245	2,825	10,272	13,517
Health Care and Social Assistance	3,098	2,523	7,078	10,176
Construction	3,090	2,864	9,078	12,168
Accommodation and Food Services	2,504	1,929	1,302	3,806
Professional, Scientific, and Technical Services	2,462	2,190	9,455	11,917
Administrative, Support, and Waste Management	1,168	1,009	7,040	8,208
Real Estate and Rental and Leasing	1,062	1,005	8,674	9,736
Finance and Insurance	1,023	901	2,138	3,161
Manufacturing	968	684	1,248	2,216
Transportation and Warehousing	933	813	3,547	4,480
Wholesale Trade	927	684	1,363	2,290
Arts, Entertainment, and Recreation	660	579	4,323	4,983
Mining, Quarrying, and Oil and Gas Extraction	421	333	2,562	2,983
Agriculture, Forestry, and Fishing and Hunting	271	268	1,250	1,521
Educational Services	244	190	2,523	2,767
Information	197	157	875	1,072
Utilities	42	33	105	147
Total	26,255	22,858	88,136	114,391

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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- ASE Annual Survey of Entrepreneurs, US Census Bureau
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- 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

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WISCONSIN



448,032 Small Businesses
99.4% of Wisconsin Businesses

1.2 million Small Business Employees
49.7% of Wisconsin Employees



EMPLOYMENT
35,895
net new jobs



DIVERSITY
40,468
minority-owned
businesses



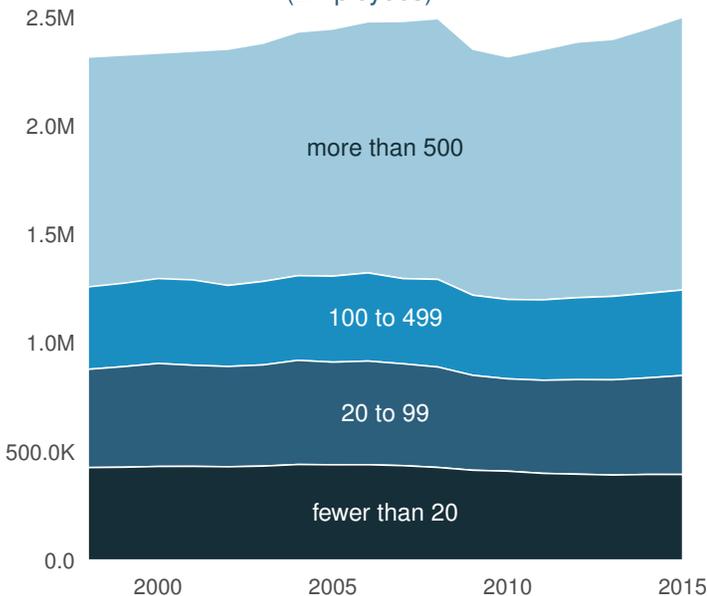
TRADE
7,419
small business
exporters

OVERALL WISCONSIN ECONOMY

- In the third quarter of 2017, Wisconsin grew at an annual rate of **3.2%**, which was slower than the overall US growth rate of **3.4%**. Wisconsin's 2016 growth rate of **1.3%** was down from the 2015 rate of **2.1%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **3.1%**, down from **3.5%** in January 2017. This was below the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Wisconsin Employment by Business Size (Employees)



- Wisconsin small businesses employed **1.2 million** people, or **49.7%** 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 **1.1%** during the 12-month period ending in January 2018. This was below the increase of **1.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **35,895** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **17,374** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **8,547** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks decreased by 16 between June 2016 and June 2017 to 215 banks. (Source: FDIC)
- In 2016, 78,494 loans under \$100,000 (valued at \$1.0 billion) were issued by Wisconsin lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$43,406 in 2016. For individuals self-employed at their own unincorporated firms, this figure was \$22,210. (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: Wisconsin Employees per Business by Owner's Demographic, 2015

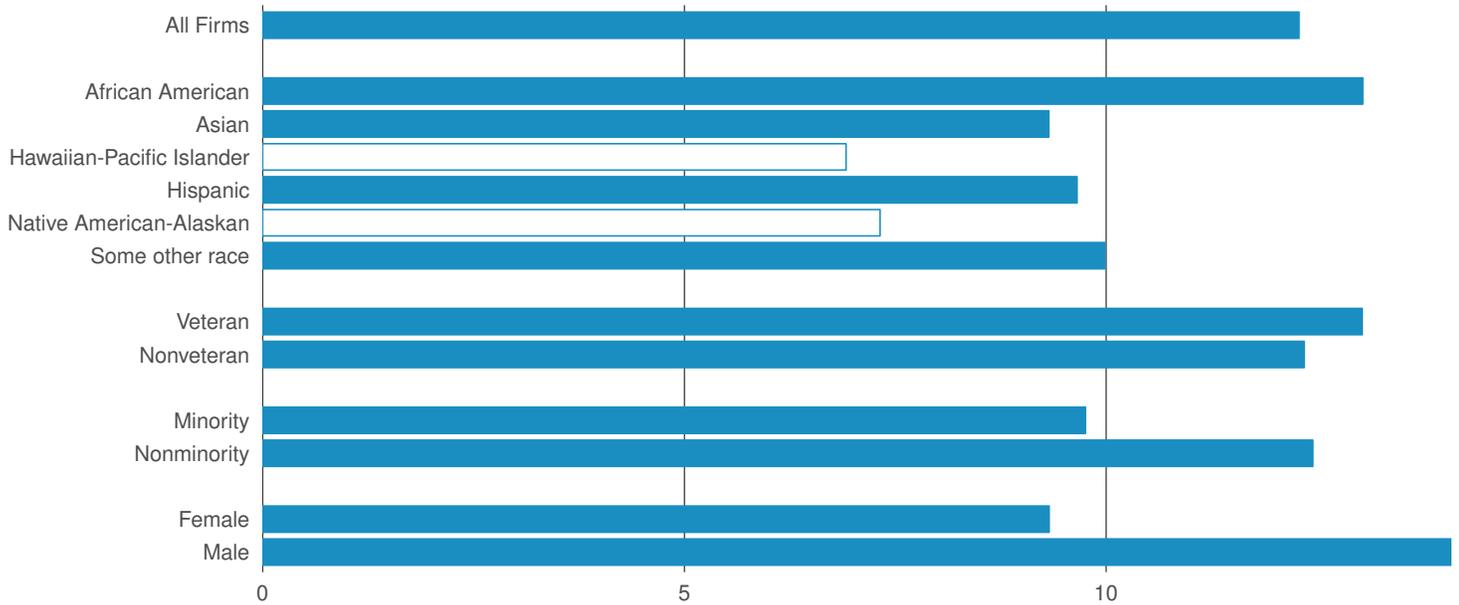
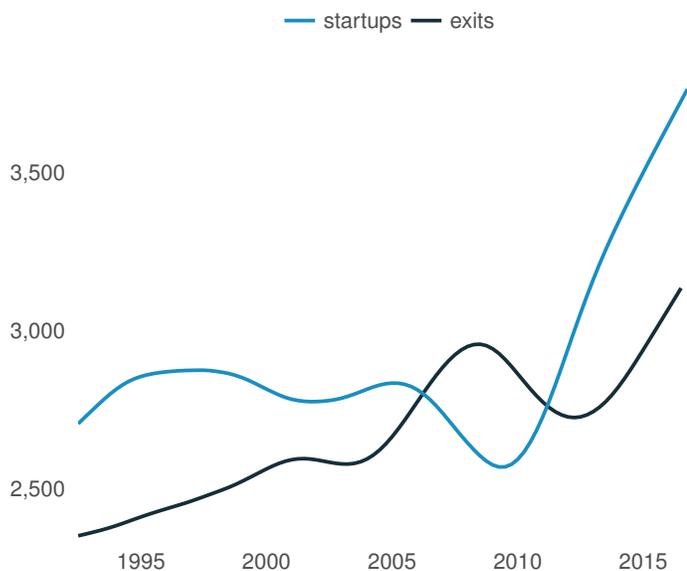


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Wisconsin Quarterly Startups and Exits



- In the third quarter of 2016, 3,927 establishments started up, generating 12,397 new jobs in Wisconsin. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,126 establishments exited resulting in 10,322 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 8,634 companies exported goods from Wisconsin in 2015. Of these, 7,419, or 85.9%, were small firms; they generated 27.4% of Wisconsin's \$20.3 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Wisconsin Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Manufacturing	207,614	450,924	46.0
Health Care and Social Assistance	167,229	394,420	42.4
Accommodation and Food Services	163,571	233,532	70.0
Retail Trade	125,690	309,366	40.6
Other Services (except Public Administration)	95,172	106,860	89.1
Construction	83,336	101,661	82.0
Professional, Scientific, and Technical Services	75,488	107,911	70.0
Wholesale Trade	73,962	117,053	63.2
Administrative, Support, and Waste Management	60,375	158,083	38.2
Transportation and Warehousing	43,739	101,754	43.0
Finance and Insurance	43,632	137,219	31.8
Arts, Entertainment, and Recreation	32,385	42,824	75.6
Educational Services	24,142	55,556	43.5
Real Estate and Rental and Leasing	20,644	25,150	82.1
Information	14,317	56,824	25.2
Management of Companies and Enterprises	8,226	83,803	9.8
Agriculture, Forestry, and Fishing and Hunting	2,572	3,179	80.9
Mining, Quarrying, and Oil and Gas Extraction	1,969	3,149	62.5
Utilities	1,074	13,914	7.7
Industries not classified	350	350	100.0
Total	1,245,487	2,503,532	49.7

Figure 4: Wisconsin Small Business Employment by County, 2015

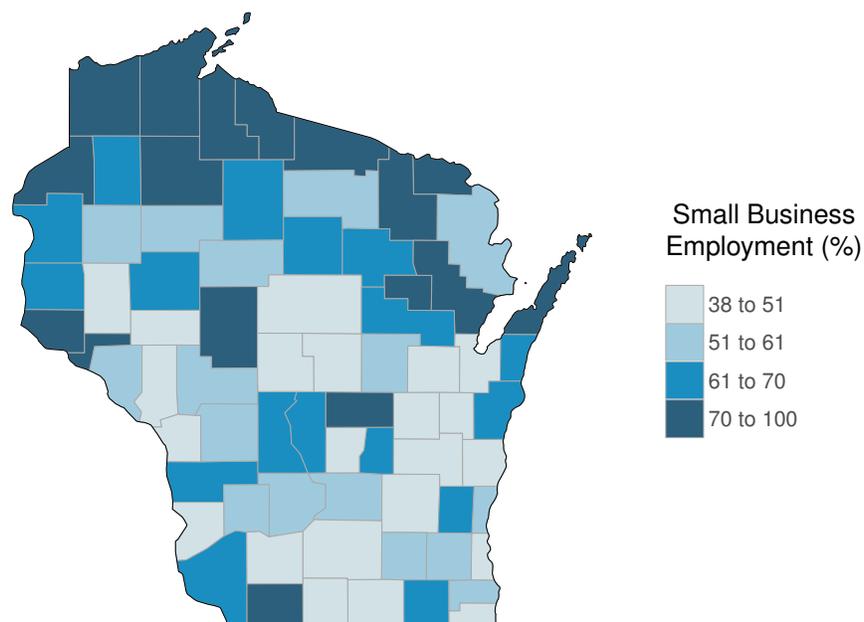


Table 2: Wisconsin Small Businesses by Industry and Firm Size, 2015



Industry



1-499 Employees



1-20 Employees



Nonemployer
Firms



Total Small Firms

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	13,416	12,389	50,318	63,734
Construction	13,271	12,411	38,461	51,732
Accommodation and Food Services	11,626	9,171	5,874	17,500
Retail Trade	11,621	10,085	38,638	50,259
Professional, Scientific, and Technical Services	10,336	9,432	43,922	54,258
Health Care and Social Assistance	9,780	8,009	22,604	32,384
Manufacturing	7,291	4,805	7,186	14,477
Administrative, Support, and Waste Management	5,530	4,887	20,147	25,677
Wholesale Trade	5,094	3,935	6,577	11,671
Transportation and Warehousing	4,502	3,890	16,173	20,675
Finance and Insurance	4,412	3,901	11,279	15,691
Real Estate and Rental and Leasing	3,730	3,477	40,292	44,022
Arts, Entertainment, and Recreation	2,555	2,166	20,160	22,715
Educational Services	1,482	1,132	9,401	10,883
Information	936	721	4,067	5,003
Agriculture, Forestry, and Fishing and Hunting	543	519	6,495	7,038
Mining, Quarrying, and Oil and Gas Extraction	137	106	131	268
Utilities	51	24	210	261
Total	106,097	91,361	341,935	448,032

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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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

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

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WYOMING



65,462 Small Businesses
98.8% of Wyoming Businesses

137,665 Small Business Employees
62.6% of Wyoming Employees



EMPLOYMENT
2,038
net new jobs



DIVERSITY
4,075
minority-owned
businesses



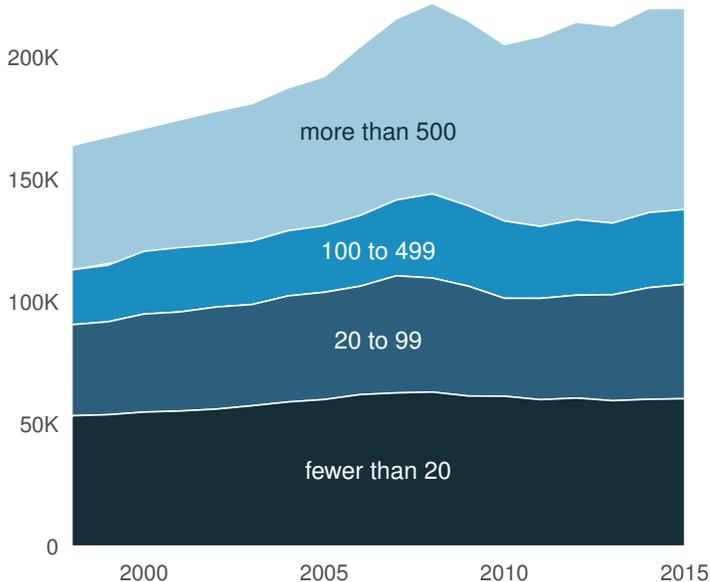
TRADE
328
small business
exporters

OVERALL WYOMING ECONOMY

- In the third quarter of 2017, Wyoming grew at an annual rate of **2.5%**, which was slower than the overall US growth rate of **3.4%**. Wyoming's 2016 growth rate of **-1.8%** was down from the 2015 rate of **0.6%**. (Source: [BEA](#))
- In January 2018, the unemployment rate was **4.1%**, down from **4.7%** in January 2017. This was equal to the January 2018 national unemployment rate of **4.1%**. (Source: [CPS](#))

EMPLOYMENT

Figure 1: Wyoming Employment by Business Size (Employees)



- Wyoming small businesses employed **137,665** people, or **62.6%** 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 **0.8%** during the 12-month period ending in January 2018. This was above the decrease of **2.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2016 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,038** net jobs in 2015. Firms employing fewer than 20 employees experienced the largest gains, adding **2,785** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **390** net jobs. (Source: [SUSB](#))

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INCOME AND FINANCE

- The number of banks was unchanged at **32** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2016, **11,708** loans under \$100,000 (valued at **\$188.0 million**) were issued by Wyoming lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$46,800** in 2016. For individuals self-employed at their own unincorporated firms, this figure was **\$21,397**. (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: Wyoming Employees per Business by Owner's Demographic, 2015

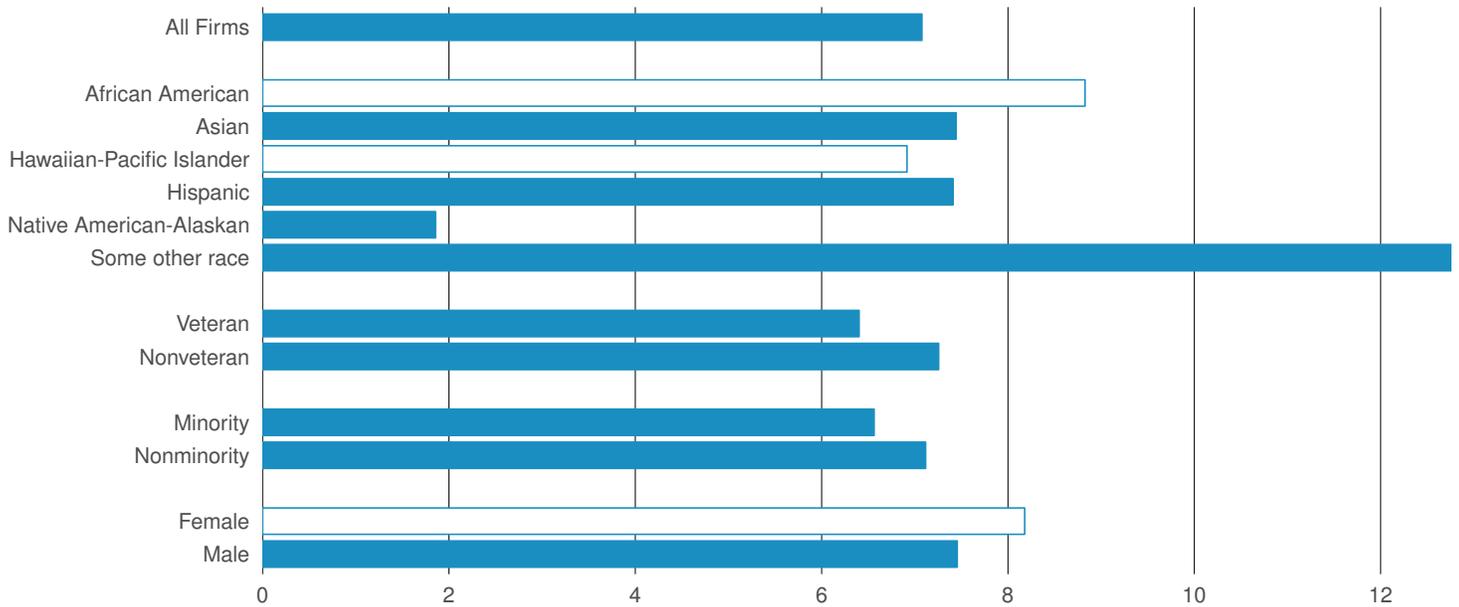
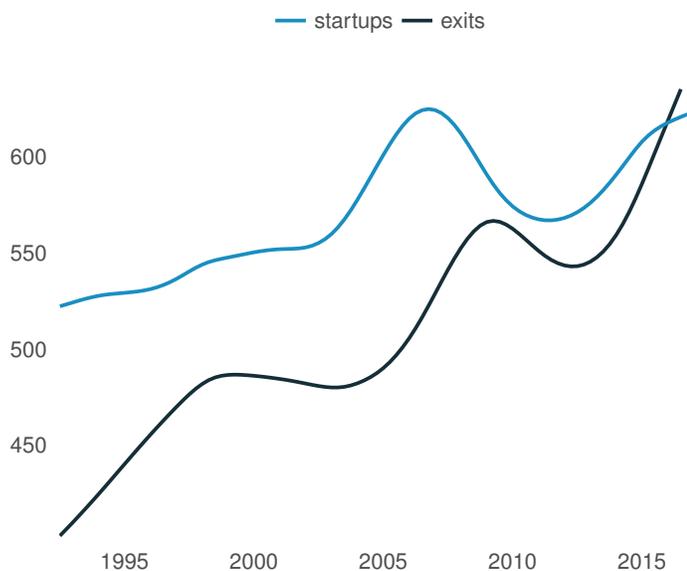


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding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

TURNOVER AMONG ESTABLISHMENTS WITH EMPLOYEES

Figure 3: Wyoming Quarterly Startups and Exits



- In the third quarter of 2016, **632** establishments started up, generating **1,691** new jobs in Wyoming. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **587** establishments exited resulting in **1,519** 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 447 companies exported goods from Wyoming in 2015. Of these, 328, or 73.4%, were small firms; they generated 63.0% of Wyoming's \$1.1 billion in total exports. (Source: ITA)

SMALL BUSINESS EMPLOYMENT BY INDUSTRY AND COUNTY

Table 1: Wyoming Employment by Industry, 2015

 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	24,319	29,305	83.0
Health Care and Social Assistance	20,948	32,521	64.4
Construction	16,420	20,246	81.1
Retail Trade	14,973	32,372	46.3
Professional, Scientific, and Technical Services	9,088	10,113	89.9
Other Services (except Public Administration)	7,736	8,326	92.9
Mining, Quarrying, and Oil and Gas Extraction	7,567	24,594	30.8
Transportation and Warehousing	5,425	11,147	48.7
Manufacturing	5,176	9,904	52.3
Wholesale Trade	4,961	8,586	57.8
Administrative, Support, and Waste Management	4,678	6,506	71.9
Finance and Insurance	4,329	6,677	64.8
Real Estate and Rental and Leasing	3,440	4,857	70.8
Arts, Entertainment, and Recreation	2,802	4,483	62.5
Information	2,498	4,024	62.1
Educational Services	1,879	2,115	88.8
Utilities	610	2,679	22.8
Management of Companies and Enterprises	483	1,074	45.0
Agriculture, Forestry, and Fishing and Hunting	216	235	91.9
Industries not classified	117	117	100.0
Total	137,665	219,881	62.6

Figure 4: Wyoming Small Business Employment by County, 2015

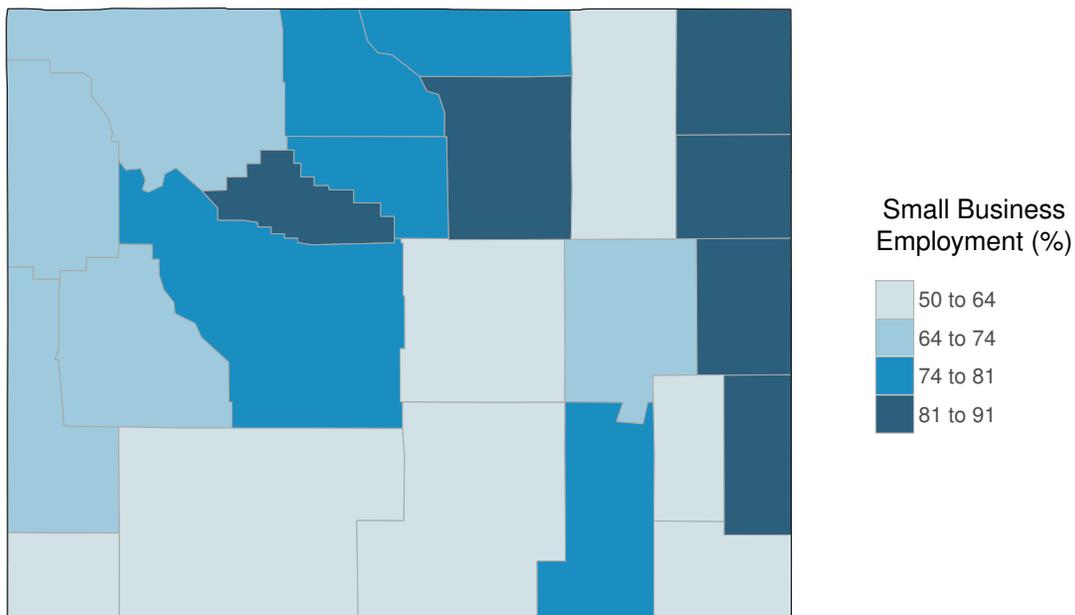


Table 2: Wyoming Small Businesses by Industry and Firm Size, 2015

Industry	1-499 Employees	1-20 Employees	Nonemployer Firms	Total Small Firms
Construction	2,610	2,426	4,682	7,292
Professional, Scientific, and Technical Services	2,145	2,033	5,986	8,131
Retail Trade	1,807	1,586	4,721	6,528
Other Services (except Public Administration)	1,714	1,645	6,101	7,815
Health Care and Social Assistance	1,692	1,481	3,262	4,954
Accommodation and Food Services	1,554	1,205	705	2,259
Real Estate and Rental and Leasing	986	939	7,600	8,586
Administrative, Support, and Waste Management	920	863	3,180	4,100
Transportation and Warehousing	734	650	1,670	2,404
Finance and Insurance	610	545	1,349	1,959
Mining, Quarrying, and Oil and Gas Extraction	595	481	1,253	1,848
Wholesale Trade	516	385	760	1,276
Manufacturing	506	429	967	1,473
Arts, Entertainment, and Recreation	428	388	2,763	3,191
Information	184	145	583	767
Educational Services	171	152	1,148	1,319
Agriculture, Forestry, and Fishing and Hunting	88	86	1,353	1,441
Utilities	34	22	57	91
Total	17,322	15,541	48,140	65,462

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

AMERICAN SAMOA



EMPLOYMENT
395
net new jobs



BUSINESSES
484
small establishments

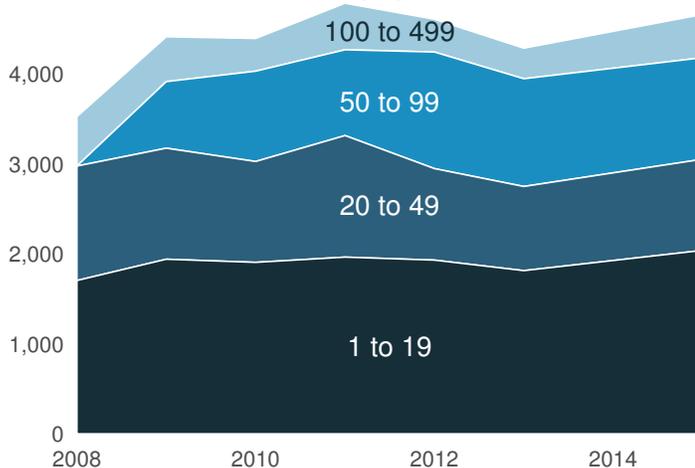


TRADE
\$455.0M
in total exports*

Jobs, establishments, and exports are from the 2015 County Business Patterns (CBP) and 2016 Bureau of Economic Analysis (BEA) data.

ECONOMIC OUTPUT AND EMPLOYMENT

Figure 1: American Samoa Employment by Establishment Size (Employees)



- The American Samoa economy contracted at an annual rate of 2.5% to \$632.0 million in 2016 while per capita income decreased 3.4% to \$10,785 in 2016. (Source: BEA)
- The number of private sector employees in American Samoa increased 5.1% to 8,156 in 2015. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2015. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on American Samoa employment by industry. (Source: CBP)

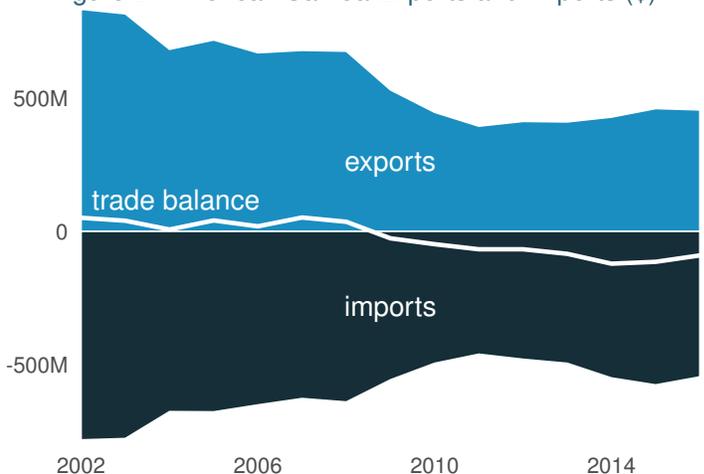
The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses.

INTERNATIONAL TRADE

- Figure 2 displays the evolution of American Samoa imports, exports, and trade balance from 2002 to 2016. (Source: BEA)
- In 2016, American Samoa total exports decreased 1.1% to \$455.0 million, while its total imports decreased 5.2% to \$545.0 million. This resulted in a 2016 trade deficit of \$90.0 million. (Source: BEA)
- * Exports and imports reflect trade between American Samoa and the rest of the world, including the US.

Economic growth and trade statistics are expressed in real US dollars. Values labeled 's' in Table 1 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

Figure 2: American Samoa Exports and Imports (\$)

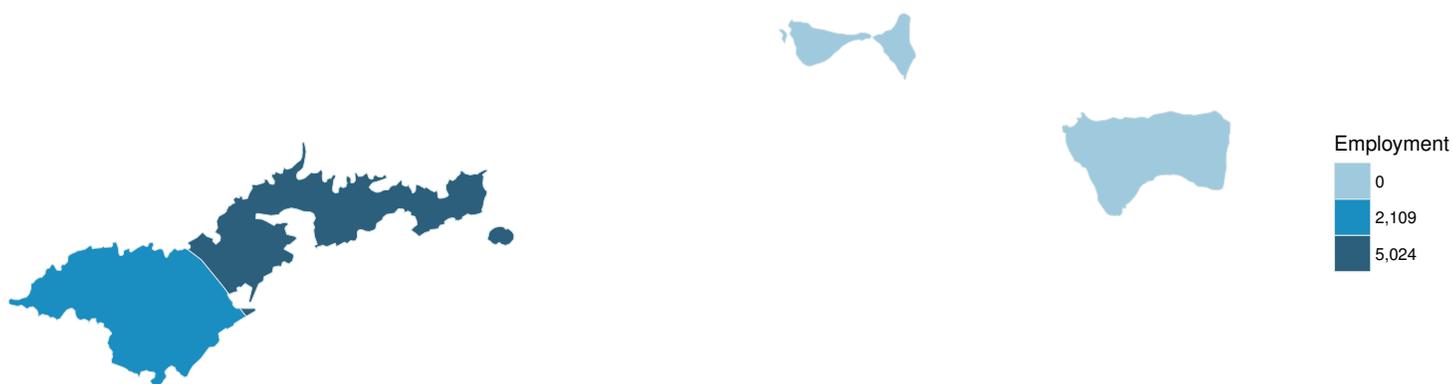


EMPLOYMENT BY INDUSTRY AND MUNICIPALITY, 2015

Table 1: American Samoa Employment, Establishments, and Payroll by Industry, 2015. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Manufacturing	3,160	38	50,943	16,121
Retail Trade	1,465	170	20,655	14,099
Construction	500	30	9,113	18,226
Accommodation and Food Services	448	40	6,335	14,141
Other Services (Except Public Administration)	399	45	4,627	11,596
Transportation and Warehousing	326	27	4,649	14,261
Wholesale Trade	264	25	4,784	18,121
Professional, Scientific, and Technical Services	199	26	5,788	29,085
Information	168	6	4,024	23,952
Educational Services	127	4	1,760	13,858
Administrative, Support, and Waste Management	116	24	1,679	14,474
Finance and Insurance	110	10	2,735	24,864
Real Estate and Rental and Leasing	67	13	878	13,104
Industries not Classified	26	9	269	10,346
Agriculture, Forestry, and Fishing and Hunting	s	1	s	-
Arts, Entertainment, and Recreation	s	1	s	-
Health Care and Social Assistance	s	15	s	-
Management of Companies and Enterprises	s	2	s	-
Total	8,156	486	140,751	17,257

Figure 3: American Samoa Employment by Municipality, 2015. (Source: CBP)



REFERENCES

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

- BEA Bureau of Economic Analysis
- BLS Bureau of Labor Statistics, US Department of Labor
- CBP County Business Patterns, US Census Bureau

2018 SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

GUAM



EMPLOYMENT
1,088
net new jobs



BUSINESSES
3,466
small establishments

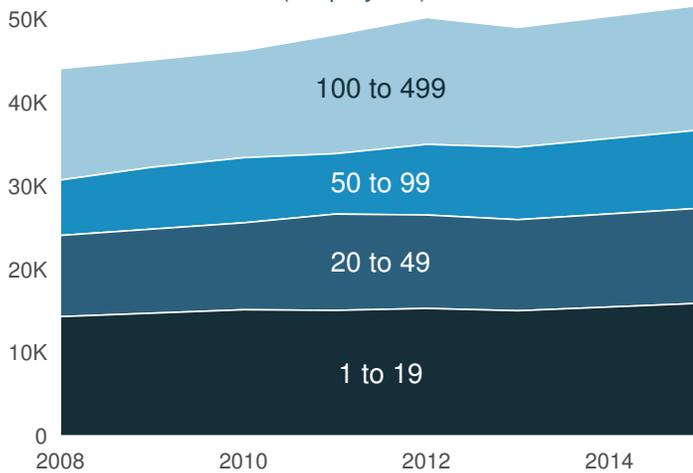


TRADE
\$1.1B
in total exports*

Jobs, establishments, and exports are from the 2015 County Business Patterns (CBP) and 2016 Bureau of Economic Analysis (BEA) data.

ECONOMIC OUTPUT AND EMPLOYMENT

Figure 1: Guam Employment by Establishment Size (Employees)



- The Guam economy grew at an annual rate of 0.4% to \$5.2 billion in 2016 while per capita income decreased 0.3% to \$31,961 in 2016. (Source: BEA)
- The number of private sector employees in Guam increased 1.9% to 57,902 in 2015. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2015. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on Guam employment by industry. (Source: CBP)

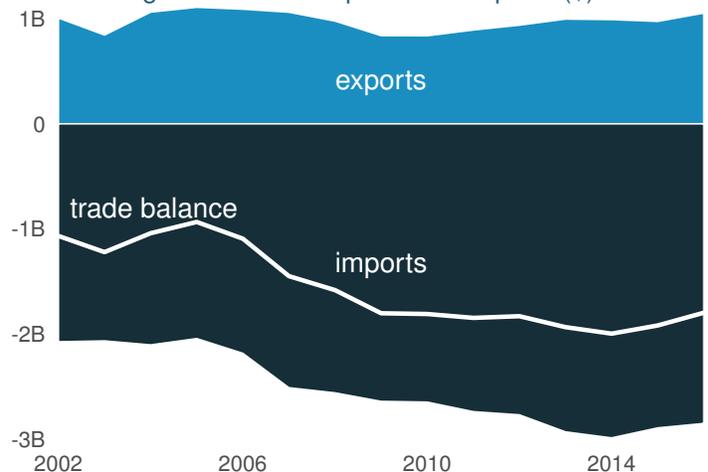
The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses.

INTERNATIONAL TRADE

- Figure 2 displays the evolution of Guam imports, exports, and trade balance from 2002 to 2016. (Source: BEA)
- In 2016, Guam total exports increased 8.1% to \$1.1 billion, while its total imports decreased 1.5% to \$2.8 billion. This resulted in a 2016 trade deficit of \$1.8 billion. (Source: BEA)
- * Exports and imports reflect trade between Guam and the rest of the world, including the US.

Economic growth and trade statistics are expressed in real US dollars. Values labeled 's' in Table 1 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

Figure 2: Guam Exports and Imports (\$)

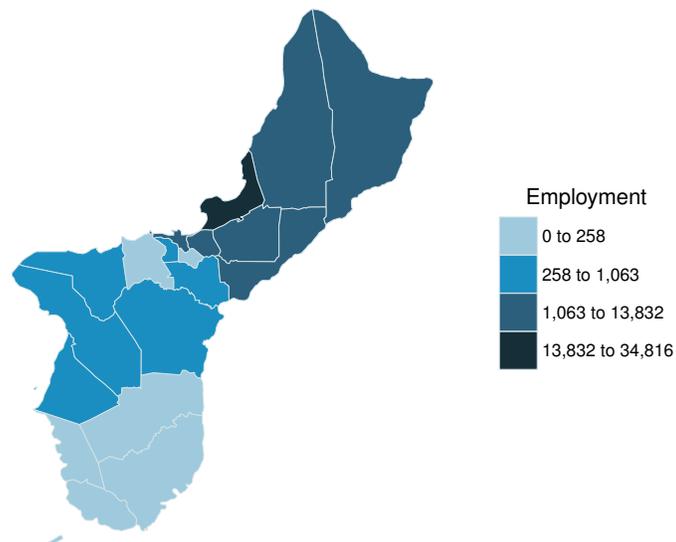


EMPLOYMENT BY INDUSTRY AND MUNICIPALITY, 2015

Table 1: Guam Employment, Establishments, and Payroll by Industry, 2015. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Accommodation and Food Services	13,496	518	231,928	17,185
Retail Trade	9,801	684	217,246	22,166
Construction	6,380	346	164,934	25,852
Administrative, Support, and Waste Management	4,479	172	93,001	20,764
Health Care and Social Assistance	3,758	204	163,813	43,590
Wholesale Trade	2,849	200	80,587	28,286
Transportation and Warehousing	2,782	99	106,025	38,111
Professional, Scientific, and Technical Services	2,646	262	111,557	42,161
Other Services (Except Public Administration)	2,500	293	58,624	23,450
Finance and Insurance	2,230	128	89,093	39,952
Real Estate and Rental and Leasing	2,083	263	52,006	24,967
Educational Services	1,255	60	26,390	21,028
Information	1,227	52	46,167	37,626
Arts, Entertainment, and Recreation	1,174	69	21,243	18,095
Manufacturing	911	57	22,040	24,193
Industries not Classified	196	51	2,715	13,852
Management of Companies and Enterprises	68	9	3,340	49,118
Utilities	61	5	3,216	52,721
Agriculture, Forestry, and Fishing and Hunting	s	2	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	1	s	-
Total	57,902	3,475	1,494,258	25,807

Figure 3: Guam Employment by Municipality, 2015. (Source: CBP)



REFERENCES

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

BEA Bureau of Economic Analysis
 BLS Bureau of Labor Statistics, US Department of Labor
 CBP County Business Patterns, US Census Bureau

2018 SMALL BUSINESS PROFILE

U.S. SMALL BUSINESS ADMINISTRATION

OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

NORTHERN MARIANA ISLANDS



EMPLOYMENT
4,198
net new jobs



BUSINESSES
1,722
small establishments

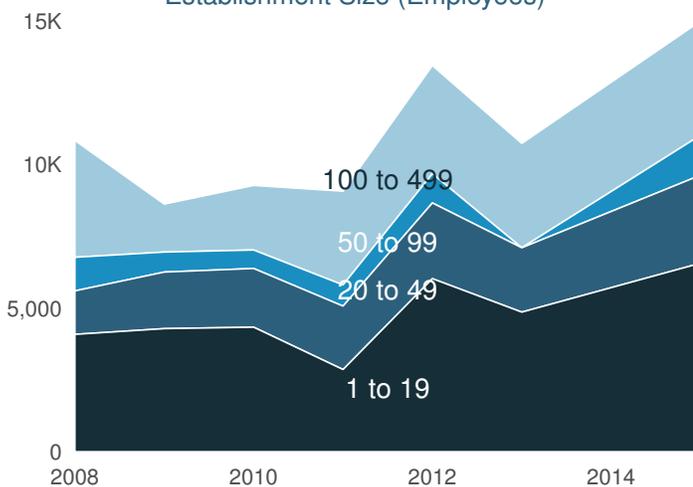


TRADE
\$740.0M
in total exports*

Jobs, establishments, and exports are from the 2015 County Business Patterns (CBP) and 2016 Bureau of Economic Analysis (BEA) data.

ECONOMIC OUTPUT AND EMPLOYMENT

Figure 1: Northern Mariana Islands Employment by Establishment Size (Employees)



- The Northern Mariana Islands economy grew at an annual rate of 28.6% to \$1.1 billion in 2016 while per capita income increased 29.1% to \$20,968 in 2016. (Source: BEA)
- The number of private sector employees in the Northern Mariana Islands increased 34.8% to 16,276 in 2015. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2015. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on the Northern Mariana Islands employment by industry. (Source: CBP)

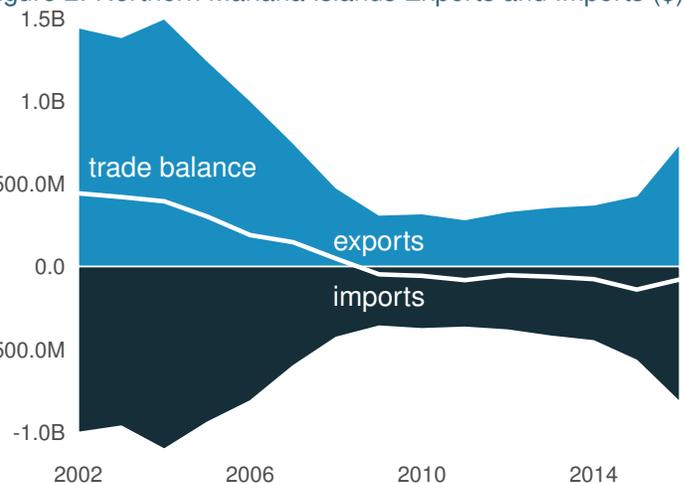
The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses.

INTERNATIONAL TRADE

- Figure 2 displays the evolution of the Northern Mariana Islands imports, exports, and trade balance from 2002 to 2016. (Source: BEA)
- In 2016, the Northern Mariana Islands total exports increased 72.9% to \$740.0 million, while its total imports increased 44.3% to \$818.0 million. This resulted in a 2016 trade deficit of \$78.0 million. (Source: BEA)
- * Exports and imports reflect trade between the Northern Mariana Islands and the rest of the world, including the US.

Economic growth and trade statistics are expressed in real US dollars. Values labeled 's' in Table 1 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

Figure 2: Northern Mariana Islands Exports and Imports (\$)

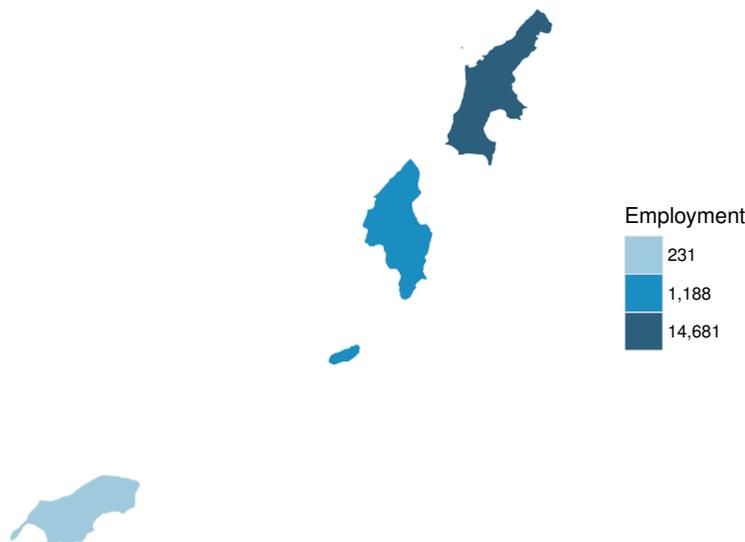


EMPLOYMENT BY INDUSTRY AND MUNICIPALITY, 2015

Table 1: Northern Mariana Islands Employment, Establishments, and Payroll by Industry, 2015. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Accommodation and Food Services	4,203	195	69,733	16,591
Retail Trade	2,475	346	40,571	16,392
Administrative, Support, and Waste Management	1,646	147	24,453	14,856
Health Care and Social Assistance	1,042	45	34,101	32,726
Transportation and Warehousing	1,038	48	18,614	17,933
Construction	842	80	14,618	17,361
Wholesale Trade	681	83	12,208	17,927
Other Services (Except Public Administration)	651	166	9,570	14,700
Real Estate and Rental and Leasing	563	163	8,355	14,840
Professional, Scientific, and Technical Services	556	102	11,868	21,345
Arts, Entertainment, and Recreation	459	53	7,302	15,908
Manufacturing	442	48	7,562	17,109
Information	409	23	11,928	29,164
Educational Services	340	68	5,905	17,368
Finance and Insurance	277	47	7,468	26,960
Industries not Classified	217	98	2,267	10,447
Management of Companies and Enterprises	24	5	689	28,708
Agriculture, Forestry, and Fishing and Hunting	s	2	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	1	s	-
Utilities	s	4	s	-
Total	16,276	1,724	301,267	18,510

Figure 3: Northern Mariana Islands Employment by Municipality, 2015. (Source: CBP)



REFERENCES

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

BEA Bureau of Economic Analysis
 BLS Bureau of Labor Statistics, US Department of Labor
 CBP County Business Patterns, US Census Bureau

2018 SMALL BUSINESS PROFILE

PUERTO RICO



EMPLOYMENT
3,084
net jobs lost



BUSINESSES
43,478
small establishments

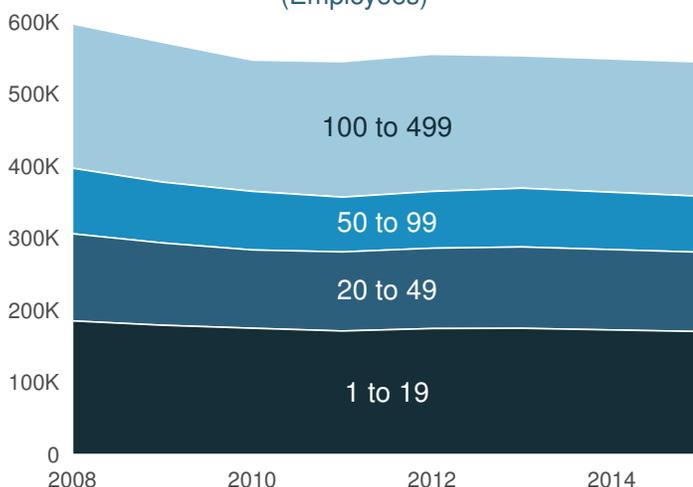


TRADE
\$71.9B
in total exports*

Jobs, establishments, and exports are from the 2015 County Business Patterns (CBP) and 2016 Government Development Bank (GDB) data. Data were collected prior to the hurricanes of 2017.

ECONOMIC OUTPUT AND EMPLOYMENT

Figure 1: Puerto Rico Employment by Establishment Size (Employees)



- The Puerto Rico economy grew at an annual rate of 0.8% to \$105.0 billion in 2016 while per capita income increased 3.7% to \$30,516 in 2016. (Source: GDB)
- The number of private sector employees in Puerto Rico decreased 0.5% to 677,974 in 2015. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2015. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on Puerto Rico employment by industry. (Source: CBP)

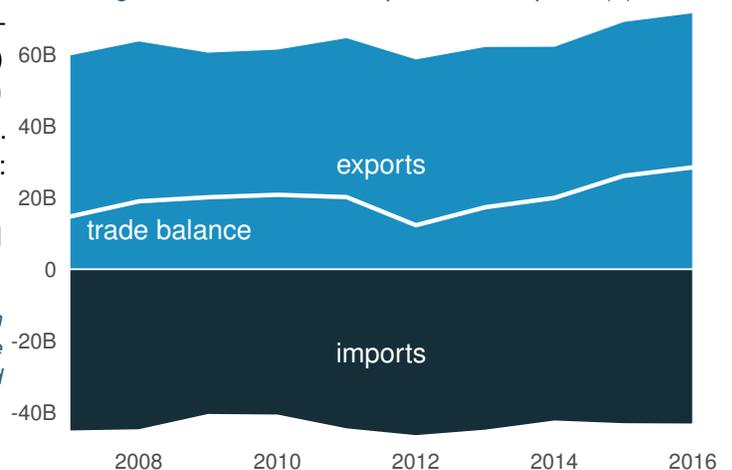
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INTERNATIONAL TRADE

- Figure 2 displays the evolution of Puerto Rico imports, exports, and trade balance from 2007 to 2016. (Source: GDB)
- In 2016, Puerto Rico total exports increased 3.6% to \$71.9 billion, while its total imports increased 0.2% to \$43.3 billion. This resulted in a 2016 trade surplus of \$28.5 billion. (Source: GDB)
- * Exports and imports reflect trade between Puerto Rico and the rest of the world, including the US.

Economic growth and trade statistics for Puerto Rico are expressed in nominal US dollars. Values labeled 's' in Table 1 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

Figure 2: Puerto Rico Exports and Imports (\$)

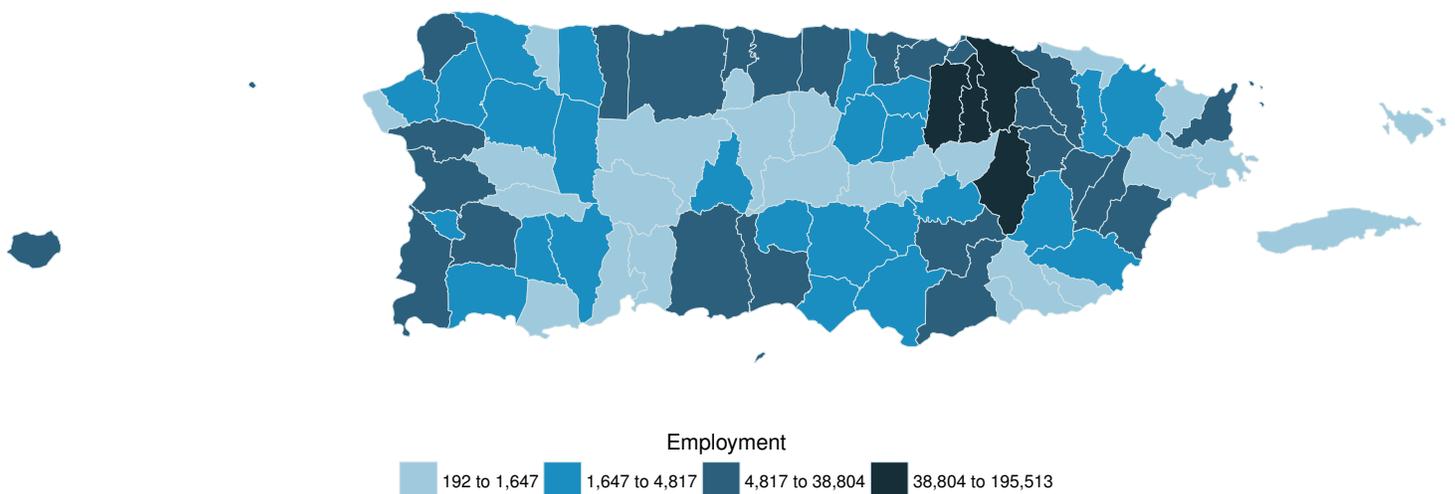


EMPLOYMENT BY INDUSTRY AND MUNICIPALITY, 2015

Table 1: Puerto Rico Employment, Establishments, and Payroll by Industry, 2015. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Retail Trade	130,558	9,569	2,388,446	18,294
Health Care and Social Assistance	84,261	7,646	2,065,345	24,511
Accommodation and Food Services	79,246	4,434	1,100,317	13,885
Administrative, Support, and Waste Management	77,062	1,928	1,469,218	19,065
Manufacturing	73,706	1,730	2,885,248	39,145
Educational Services	40,866	920	853,944	20,896
Professional, Scientific, and Technical Services	32,389	4,327	1,218,929	37,634
Finance and Insurance	31,708	1,814	1,432,372	45,174
Wholesale Trade	29,568	1,986	1,129,035	38,184
Construction	24,510	1,773	527,896	21,538
Other Services (Except Public Administration)	18,841	3,313	363,810	19,309
Information	18,019	681	749,673	41,605
Transportation and Warehousing	14,312	988	414,799	28,983
Real Estate and Rental and Leasing	10,414	1,581	257,470	24,723
Management of Companies and Enterprises	7,129	102	341,322	47,878
Arts, Entertainment, and Recreation	3,543	452	71,374	20,145
Industries not Classified	810	293	12,931	15,964
Mining, Quarrying, and Oil and Gas Extraction	516	43	10,707	20,750
Utilities	344	26	21,650	62,936
Agriculture, Forestry, and Fishing and Hunting	172	14	1,417	8,238
Total	677,974	43,620	17,315,903	25,541

Figure 3: Puerto Rico Employment by Municipality, 2015. (Source: CBP)



REFERENCES

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

BLS Bureau of Labor Statistics, US Department of Labor
 CBP County Business Patterns, US Census Bureau
 GDB Government Development Bank for Puerto Rico

US VIRGIN ISLANDS



EMPLOYMENT
423
net jobs lost



BUSINESSES
2,569
small establishments

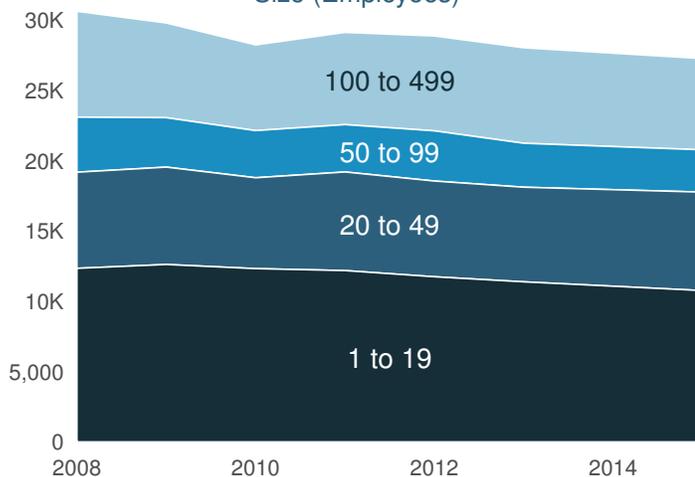


TRADE
\$1.4B
in total exports*

Jobs, establishments, and exports are from the 2015 County Business Patterns (CBP) and 2016 Bureau of Economic Analysis (BEA) data. Data were collected prior to the hurricanes of 2017.

ECONOMIC OUTPUT AND EMPLOYMENT

Figure 1: US Virgin Islands Employment by Establishment Size (Employees)



- The US Virgin Islands economy grew at an annual rate of 0.9% to \$3.1 billion in 2016 while per capita income increased 1.1% to \$29,838 in 2016. (Source: BEA)
- The number of private sector employees in the US Virgin Islands decreased 1.4% to 29,118 in 2015. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2015. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on the US Virgin Islands employment by industry. (Source: CBP)

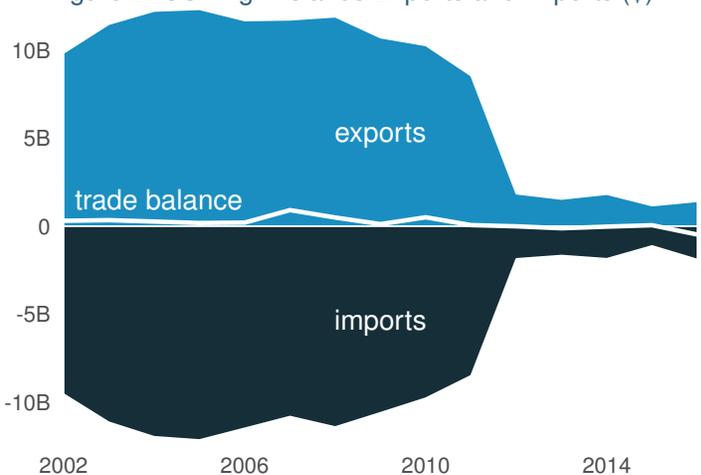
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INTERNATIONAL TRADE

- Figure 2 displays the evolution of the US Virgin Islands imports, exports, and trade balance from 2002 to 2016. (Source: BEA)
- In 2016, the US Virgin Islands total exports increased 20.9% to \$1.4 billion, while its total imports increased 69.5% to \$1.9 billion. This resulted in a 2016 trade deficit of \$470.0 million. (Source: BEA)
- * Exports and imports reflect trade between the US Virgin Islands and the rest of the world, including the US.

Economic growth and trade statistics are expressed in real US dollars. Values labeled 's' in Table 1 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

Figure 2: US Virgin Islands Exports and Imports (\$)



EMPLOYMENT BY INDUSTRY AND MUNICIPALITY, 2015

Table 1: US Virgin Islands Employment, Establishments, and Payroll by Industry, 2015. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Accommodation and Food Services	6,966	297	175,918	25,254
Retail Trade	6,086	535	136,588	22,443
Health Care and Social Assistance	3,152	259	136,423	43,281
Administrative, Support, and Waste Management	2,132	165	78,406	36,776
Transportation and Warehousing	1,677	108	53,187	31,716
Construction	1,293	160	47,089	36,418
Finance and Insurance	1,082	116	69,927	64,628
Other Services (Except Public Administration)	1,015	214	27,112	26,711
Real Estate and Rental and Leasing	1,002	196	39,465	39,386
Professional, Scientific, and Technical Services	979	240	52,316	53,438
Information	775	41	38,667	49,893
Wholesale Trade	771	58	44,001	57,070
Arts, Entertainment, and Recreation	676	55	15,625	23,114
Educational Services	673	33	18,636	27,691
Manufacturing	602	49	27,131	45,068
Management of Companies and Enterprises	126	8	5,503	43,675
Industries not Classified	56	28	888	15,857
Utilities	37	6	2,498	67,514
Agriculture, Forestry, and Fishing and Hunting	s	2	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	2	s	-
Total	29,118	2,572	969,738	33,304

Figure 3: US Virgin Islands Employment by Municipality, 2015. (Source: CBP)



REFERENCES

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BEA Bureau of Economic Analysis
 BLS Bureau of Labor Statistics, US Department of Labor
 CBP County Business Patterns, US Census Bureau