

# Veteran-Owned Businesses and Their Owners

Data from the U.S. Census Bureau's  
Survey of Business Owners

By

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

Release Date: April 2017



*This report includes Census Bureau data on veteran-owned businesses and their owners, newly released in December 2015 and February 2016 as part of its Survey of Business Owners (SBO), conducted once every five years for data years ending in 2 and 7. The report is an update of an Office of Advocacy data product published in March 2012 examining then newly-released Census Bureau data on veteran-owned businesses and their owners for data year 2007. Using queries to the Census Bureau's American FactFinder utility, the data in the current report have been extracted from 80 published datasets from the 2012 SBO that include veteran-related data. The current report closely follows the organization of the earlier report for ease of comparison, though there are a number of new reporting categories in this release as a result of revisions to the 2012 SBO survey instruments.*

## Table of Contents

Foreword.....	1
Executive Summary and Key Statistics.....	2
Veteran-Owned Businesses .....	2
Characteristics of Veteran Business Owners .....	8
Chapter 1 - Introduction .....	11
Data on Veteran-Owned Businesses .....	14
How This Report is Organized.....	16
Statistical Considerations.....	17
The Veteran Population .....	19
Chapter 2 - Veteran-Owned Businesses .....	21
Veteran-Owned Businesses by Industry .....	21
Size of Veteran Owned Businesses by Sales Level.....	29
Size of Veteran-Owned Employers by Number of Employees .....	31
Veteran-Owned Firms by Owners’ Gender, Ethnicity and Race.....	34
Veteran-Owned Businesses by State .....	36
Chapter 3 – Characteristics of Veteran-Owned Firms .....	43
Home-Based Businesses .....	45
Businesses Operating as Franchises .....	49
Businesses by Percentage of Export Sales .....	53
E-commerce as Percent of Total Sales.....	54
Seasonal and Part-Time Businesses.....	55
Sources of Capital for Startup or Firm Acquisition .....	56
Amount of Capital for Startup or Firm Acquisition.....	56
Sources of Capital for Expansion or Capital Improvements .....	58
Businesses by Types of Major Customers.....	60
Businesses by Types of Workers.....	61
Businesses by Types of Benefits Provided by Employer Firms.....	62
Businesses by Types of Intellectual Property .....	63
Businesses by Website Use.....	64
Businesses by Number of Owners .....	64
Businesses by Year of Establishment.....	65
Businesses Operating or Reasons for Cessation.....	66
Chapter 4 – Characteristics of Veteran Business Owners .....	68
Veteran Owners’ Service Type and Disability Status.....	69
Age of Business Owners.....	70
Education Level of Business Owners .....	71
Owners’ Primary Function in Business .....	72
Owners’ Prior Business Ownership Experience.....	73
Owners’ Birth Citizenship .....	74
Number of Hours Owners Worked in the Business.....	75

Business Income as the Owner’s Primary Source of Income .....	76
How Owner Initially Acquired Business .....	76
Year of Business Acquisition – Age of Ownership Interest.....	77
Conclusion.....	79
Appendix .....	81

## Table of Figures

Figure 1: Veteran questions in Census Bureau 2012 Survey of Business Owners.....	15
Figure 2: Veteran-owned firms by industry – 2012 .....	21
Figure 3: Size of veteran-owned firms by level of sales/receipts – 2012 .....	29
Figure 4: Size of veteran-owned employers by number of employees – 2012.....	32
Figure 5: Number of veteran-owned businesses by state – 2012 .....	36
Figure 6: Percentages of veteran-owned businesses by state – 2012 .....	37

## Table of Tables

Table 1: Veterans and non-veterans by select demographics – 2012.....	20
Table 2: Distribution of all firms and veteran-owned firms by industry – 2012 .....	22
Table 3: Number and percentage of veteran-owned firms by industry – 2012 .....	24
Table 4: Veteran-owned firms’ sales by industry – 2012 .....	25
Table 5: Distribution by industry of sales: veteran-owned and all firms – 2012.....	27
Table 6: Veteran-owned employer firms and establishments by sectors – 2012 .....	28
Table 7: Distribution by sales levels of all firms and veteran-owned firms – 2012.....	30
Table 8: Number and percentage of veteran-owned firms by sales level – 2012.....	31
Table 9: Distribution by employment size of employer firms – 2012 .....	33
Table 10: Number and percentage of veteran-owned employer firms by size – 2012....	34
Table 11: Veteran-owned firms by gender, ethnicity, minority status and race – 2012..	35
Table 12: Veteran-owned firms by state, sorted alphabetically – 2012 .....	38
Table 13: Number of veteran-owned firms by state, ranked by number – 2012 .....	39
Table 14: Receipts of veteran-owned firms by state, ranked by amount – 2012 .....	40
Table 15: Percent of veteran-owned firms in state, ranked by number share - 2012 .....	41
Table 16: Percent of veteran-owned firms’ state sales, ranked by sales share - 2012 ....	42
Table 17: Home-based businesses by industry – 2012.....	46
Table 18: Home-based businesses by sales range – 2012 .....	47
Table 19: Home-based employer businesses by number of employees – 2012.....	48
Table 20: Businesses operating as franchises by industry – 2012 .....	50
Table 21: Franchised businesses by sales range – 2012 .....	51
Table 22: Franchised employers by number of employees - 2012.....	52
Table 23: Businesses by percentage of export sales – 2012 .....	53
Table 24: Businesses by percentage of e-commerce sales – 2012.....	54
Table 25: Seasonal and part-time businesses - 2012 .....	55
Table 26: Sources of capital for business startup or acquisition – 2012 .....	57

Table 27: Amount of capital for business startup or acquisition – 2012.....	58
Table 28: Sources of capital for business expansion or capital improvements – 2012....	59
Table 29: Businesses by types of customers – 2012.....	60
Table 30: Businesses by types of workers used – 2012.....	61
Table 31: Types of benefits provided by employer firms – 2012 .....	62
Table 32: Businesses by type of intellectual property owned – 2012.....	63
Table 33: Businesses by website use – 2012 .....	64
Table 34: Businesses by number of owners – 2012 .....	65
Table 35: Businesses by year of establishment – 2012 .....	66
Table 36: Businesses operating or reason(s) for cessation – 2012 .....	67
Table 37: Veteran owners’ service type and disability status – 2012 .....	70
Table 38: Age of firm owners – 2012.....	71
Table 39: Education levels of business owners – 2012 .....	72
Table 40: Owners’ primary function in business – 2012 .....	73
Table 41: Owners’ prior business ownership experience.....	74
Table 42: Owners birth citizenship - 2012 .....	74
Table 43: Hours owners worked in the business – 2012 .....	75
Table 44: Business income as primary source of owner income – 2012.....	76
Table 45: How owner acquired business – 2012 .....	77
Table 46: Year of business acquisition – age of ownership interest – 2012 .....	78
Table A-1: All United States firms by industry – 2012 .....	82
Table A-2: Relative standard errors for SBO data on U.S. firms by industry – 2012 .....	83
Table A-3: Veteran-owned firms by industry – 2012.....	84
Table A-4: Relative standard errors for SBO data on VOBs by industry – 2012 .....	85
Table A-5: All U.S. employer firms/establishments – 2012 .....	86
Table A-6: Relative standard errors for all employer firms/establishments – 2012 .....	86
Table A-7: Veteran-owned employer firms/establishments – 2012 .....	87
Table A-8: Relative standard errors for VOB employer firms/establishments – 2012.....	87
Table A-9: All United States firms by sales/receipts and employment size – 2012 .....	88
Table A-10: Relative standard errors for SBO data on all U.S. firms by size – 2012.....	89
Table A-11: Veteran-owned firms by sales/receipts and employment size – 2012.....	90
Table A-12: Relative standard errors for SBO data on VOBs by size – 2012 .....	91
Table A-13: All U.S. firms by gender, ethnicity, minority status, and race – 2012 .....	92
Table A-14: Relative standard errors for data on all firms by demographics – 2012.....	93
Table A-15: Majority ownership of VOBs by demographics – 2012.....	94
Table A-16: Relative standard errors for SBO data on VOBs by demographics – 2012 ...	95
Table A-17: All U.S. firms by state – 2012.....	96
Table A-18: Relative standard errors for SBO data on all U.S. firms by state – 2012.....	98
Table A-19: Veteran-owned firms by state – 2012.....	100
Table A-20: Relative standard errors for SBO data on VOBs by state – 2012 .....	102

## **Foreword**

Businesses owned by veterans and by service-disabled veterans have been a research priority of the U.S. Small Business Administration's Office of Advocacy since the enactment of the Veterans Entrepreneurship and Small Business Development Act of 1999, Public Law 106-50. This report continues Advocacy's ongoing veteran entrepreneurship research program and features data on veteran-owned businesses and their owners. Advocacy believes that good policy requires good information, and it is hoped that the information in this report will help policymakers in government and other stakeholders make more informed decisions.

### **Source of data.**

One of the most important sources of data on veteran-owned businesses and their owners is the U.S. Census Bureau's Survey of Business Owners (SBO). The SBO in its present form is conducted once every five years, and the most recent edition is for data year 2012. About 1.75 million business tax filers received the SBO survey instruments asking for information about the characteristics of their business and its owners. The information obtained from respondents was combined with additional Census data and administrative records from other agencies to develop a wide variety of data products, including information on veteran-owned firms and their owners. The 2012 SBO had 80 datasets with veteran-related information, released in December 2015 and February 2016.

### **Statistical considerations.**

The SBO is based on a sample rather than a complete census. SBO estimates can be considered as a midpoint in a range of possible values. Such "plus or minus" ranges vary depending on a number of factors, especially the size of the population being examined. Census data document the likelihood of variance from each of its estimates using a measurement called the relative standard error, described in detail in Chapter 1 and the Appendix.

## Executive Summary and Key Statistics

In December 2015 and February 2016, the U.S. Census Bureau released data from its Survey of Business Owners (SBO) for 2012. The SBO had 80 datasets with veteran-related information. A summary of significant findings from the SBO follows.

### Veteran-Owned Businesses

#### Top level statistics.

Census estimated that in 2012:

- 2.52 million businesses were majority-owned by veterans.
- Of this total, 442,485 were employers, and 2.08 million were non-employers.
- Veteran-owned firms had receipts of \$1.14 trillion, employed 5.03 million people, and had annual payroll of \$195 billion.
- Veteran-owned firms represented 9.1 percent of all U.S. firms.
- 10.3 percent of all owners of SBO-respondent firms were veterans.
- 7.3 percent of all respondent veteran owners had service-connected disabilities.

#### Veteran-owned employer firms.

- 17.5 percent of all veteran-owned firms were employer firms, slightly lower than the 19.6 percent share of employers among all firms.
- Veteran-owned employers had receipts of \$1.049 trillion. They accounted for 91.9 percent of the receipts of all veteran-owned firms.

#### Veteran-owned firms without employees.

- 82.5 percent of all veteran businesses were non-employers, slightly higher than the non-employer share of all firms, 80.4 percent.
- Veteran non-employers had receipts of \$92.2 billion, or 8.1 percent of the receipts of all veteran-owned businesses.

#### Distribution by industry.

The top six industries for veteran-owned firms were:

- Professional, scientific, and technical services (16.6 percent of all veteran-owned firms),
- Construction (13.2 percent),
- Other services (11.8 percent),
- Real estate (8.6 percent),
- Retail trade (8.1 percent), and
- Administrative and support services (8.0 percent).

**Concentration within industries.**

Overall, 9.1 percent of all U.S. businesses were veteran-owned, but this percentage varied by industry, ranging from 12.9 percent in the mining, quarrying, oil and gas group to a low of 5.7 percent in the accommodation and food services industry. Besides the mining group, other industries with higher-than-average veteran ownership were:

- Finance and insurance (12.8 percent);
- Transportation and warehousing (12.1 percent);
- Construction (11.4 percent);
- Agriculture, forestry and fishing (11.3 percent);
- Utilities (10.9 percent);
- Professional, scientific, and technical services (10.8 percent); and
- Manufacturing (10.2 percent).

**Top industries in terms of sales.**

Five industry groups accounted for 71.5 percent of all veteran-owned firm sales. The top five industries were:

- Wholesale trade (22.9 percent),
- Retail trade (19.5 percent),
- Manufacturing (12.3 percent),
- Construction (10.1 percent), and
- Professional, scientific, and technical services (7.0 percent).

**Concentration of sales within industries.**

Veteran-owned firms accounted for 3.4 percent of all U.S. firm sales. Their share varied by industry, ranging from a high of 7.7 percent in construction to a low of 0.7 percent in the utilities group. Other sectors with higher-than-average veteran shares of sales were:

- Agriculture, forestry and fishing (7.1 percent);
- Other services (6.9 percent);
- Real estate and rental/leasing (5.7 percent);
- Retail trade (5.2 percent);
- Transportation and warehousing (4.9 percent);
- Professional, scientific, and technical services (4.7 percent); and
- Accommodation and food services (4.7 percent).

**Veteran-owned employer establishment numbers.**

The 442,485 veteran-owned employer firms in 2012 operated 501,003 separate establishments. Those operating in only one industry (by two-digit NAICS code) represented 99.3 percent of all firms and 91.8 percent of all establishments. Veteran-owned employers operating in multiple industries represented only 0.7 percent of firms, but had 8.2 percent of establishments.

**Sales and receipts.**

- More than half of all veteran-owned firms (55.8 percent) had annual sales of less than \$25,000, and over one-third (34.9 percent) had annual sales of less than \$10,000. These shares mirrored those for all firms, and they include all firms that reported business income of \$1,000 or more in 2012. Accordingly, many part-time business activities were included.
- 78.6 percent of veteran-owned employer firms had sales of \$100,000 or more, and 37.6 percent had sales of \$500,000 or more.
- Among veteran non-employers, 10.1 percent had sales of \$100,000 or more, while only 0.9 percent had sales of \$500,000 or more.

**Number of employees.**

Most veteran-owned employer firms are very small.

- 54.5 percent of all veteran-owned employer firms have one to four employees;
- 71.3 percent have from one to nine employees;
- 80.6 percent have from one to nineteen;
- 9.0 percent have twenty or more; and
- 3.2 percent have more than fifty.

**Veteran-owned firms by gender, ethnicity, and race.**

The majority ownership of veteran-owned firms was overwhelmingly male (84.3 percent), non-Hispanic (92.9 percent) and white (85.1 percent). Women owned 15.2 percent of all veteran-owned businesses, and self-identified minorities owned 20.6 percent. Majority ownership shares by ethnicity and race were:

- African American (10.7 percent);
- Hispanic (7.0 percent);
- Asian American (2.1 percent);
- American Indian or Alaska Native (1.3 percent)
- Native Hawaiian or other Pacific Islander (0.3 percent); and
- Some other race (2.2 percent).

**Top states by number of firms and sales.**

The states with the most veteran-owned firms, in order, were:

- California (252,377),
- Texas (213,590),
- Florida (185,756),
- New York (137,532) and
- Pennsylvania (97,969).

The states with the most veteran-owned firm sales were the same:

- California (\$135.1 billion),
- Texas (\$109.9 billion),
- Florida (\$57.7 billion),
- New York (\$55.8 billion), and
- Pennsylvania (\$50.3 billion).

**Top states by percentage of firms and sales.**

Ranking states by their percentage of veteran-owned firms controls for differences in state population size. The states with the highest percentages of veteran-owned firms were:

- South Carolina (13.0 percent),
- New Hampshire (12.2 percent),
- Virginia (11.7 percent),
- Alaska (11.7 percent), and
- Mississippi (11.4 percent).

The states with the highest percentages of sales attributable to veteran-owned firms were:

- New Hampshire (6.2 percent),
- Nevada (4.8 percent),
- South Carolina (4.7 percent),
- Mississippi (4.7 percent), and
- Tennessee (4.6 percent).

**Home-based businesses.**

A larger share of veteran-owned businesses than all U.S. firms reported that they were home-based, 57.0 percent compared with 52.2 percent.

**Franchised businesses.**

- The percent of veteran-owned businesses operated as franchises was somewhat lower than that for all firms, 2.1 percent versus 2.9 percent.
- Among veteran-owned employer firms, 4.2 percent were franchises, compared with 5.3 percent for all firms.
- The two most important industries for veteran-owned franchises were accommodations and food services (15.5 percent of all veteran franchise operations) and retail trade (4.7 percent).

**Exporting and e-commerce activity.**

While most veteran-owned firms reported no exporting or e-commerce sales, they differed only slightly from all firms. 93.5 percent reported no export sales, compared

with 91.3 percent of all firms, and 92.8 percent reported no e-commerce sales, versus 91.0 percent for all firms.

**Seasonal and part-time operation.**

Veteran-owned firms had profiles similar to those of all firms with respect to seasonal and part-time operations. Many more non-employers than employers were seasonal or part-time. Among all respondent veteran-owned firms, 48.0 percent were in none of the seasonal or part-time categories included in the survey, as were 77.6 percent of employers, but only 40 percent of non-employers.

**Sources of startup or acquisition capital.**

By far the largest source of capital for business startup or acquisition was personal or family savings: 59.4 percent for veteran-owned firms and 57.3 percent for all firms. Business loans from banks or other commercial lenders were used by 7.8 percent of veteran-owned firms and 7.5 percent of all firms, while personal credit cards were reported by 7.5 percent of veteran-owned firms and 7.6 percent of all firms.

**Amount of startup or acquisition capital.**

Finance patterns were similar to those of all businesses. About one-quarter of all businesses reported that they did not need any capital to start up or acquire their business (23.7 percent of veteran-owned businesses and 24.8 percent of all firms). Among firms that used capital, the share using less than \$5,000 was 34.1 percent for veteran-owned firms and 31.6 percent for all firms. The share using less than \$25,000 was 50.8 percent for veteran-owned firms compared with 46.9 percent for all firms.

**Sources of expansion capital.**

Sources of expansion capital were also similar. Personal and family savings were a primary source of expansion capital for 20.8 percent of veteran-owned firms and 21.9 percent of all firms. Business profits and/or assets were used by 5.5 percent of veteran-owned firms and 5.7 percent of all firms. Personal and business credit cards were used by 4.5 percent of veteran-owned businesses and 4.9 percent of all firms.

**Major customers.**

Veteran-owned businesses reported that their major customers were similar to those of businesses in general. (Major customers are those who account for 10 percent or more of a firm's sales.)

- A slightly lower percent of veteran-owned businesses' major customers were individuals, 67.6 percent, compared with 72.2 percent for all firms.
- Other firms and government accounted for a slightly greater share of veteran-owned businesses' major customers. Other firms were major customers of 37.9 percent of veteran-owned businesses, compared with 34.0 percent for all firms.

- State and local governments were major customers of 6.1 percent of veteran-owned firms, compared with 5.1 percent of all firms; and the federal government was a major customer of 3.2 percent of veteran-owned firms, compared with 2.1 percent of all firms.

### **Type of workers.**

Worker types differed only slightly between veteran-owned firms and all firms.

- Nearly 70 percent of both veteran-owned employer firms and all employer firms reported using their own full-time paid employees to operate the business.
- About half employed part-time workers: 50.4 percent of veteran-owned employers and 54.5 percent of all employers.
- Around one-quarter used contractors: 25.6 percent of veteran-owned employers and 28.2 percent of all employers.
- A small share used day laborers, 2.5 percent of veteran-owned firms and 2.6 percent of all firms.

### **Employee benefits.**

These shares of veteran-owned employer firms reported offering the following benefits to their employees:

- Health insurance contributions: 40.4 percent of veteran-owned employers, compared with 38.8 percent of all employers;
- Retirement plan contributions: 21.9 percent for both groups;
- Profit-sharing plans and/or stock options: 6.0 percent of both groups;
- Paid holidays, vacation, and/or sick leave: 49.7 percent of veteran-owned employers, compared with 46.5 percent of all employers;
- Tuition assistance and/or reimbursement: 4.4 percent of veteran-owned firms, compared with 4.5 percent of all firms; and
- None of these benefits: 36.4 percent of veteran-owned employer firms and 39.8 percent of all employer firms offered none of these benefits.

### **Intellectual property.**

Most firms reported that they owned no intellectual property, 95.3 percent of veteran-owned firms and 94.7 of all firms. Employers owned more intellectual property than non-employers, and more companies owned copyrights and trademarks than patents.

### **Website use.**

A slightly lower share of veteran-owned businesses had websites than that of all businesses:

- Veteran-owned businesses with websites: 23.3 percent (all firms: 27.3 percent);
- Veteran-owned employer firms with websites: 47.0 percent (all employers: 50.7 percent);

- Veteran-owned non-employers with websites: 16.8 percent (all non-employers: 20.9 percent).

**Number of owners.**

Most businesses had only one owner, including 86.1 percent of veteran-owned firms, compared with 73.6 percent of all firms. However, when firms with from one to four owners are considered together, the shares of both veteran-owned firms and all firms are much closer at 97.9 percent and 95.9 percent, respectively.

**Year of establishment.**

Interestingly, 7.9 percent of veteran-owned businesses were newly started in the survey year of 2012, as were 10.6 percent of all firms. The share of veteran-owned firms reporting startup before 1980 (i.e., more than 32 years old) was 11.9 percent, compared with only 5.1 percent of all firms.

## Characteristics of Veteran Business Owners

**Service type and disability status.**

About three-quarters of respondent owners had active duty service at some time (72.0 percent), and 4.9 percent reported post-9/11 active duty (September 2001 or later). 7.3 percent reported having a service-connected disability, including 5.4 percent of employer owners and 7.9 percent of non-employer owners. During the 2012 survey year, 3.3 percent of owners reported service in the National Guard or a Reserve component, and 0.8 percent reported active duty service during 2012.

**Age.**

Veteran business owners are much older than business owners in general.

- In 2012, 74.0 percent of veteran business owners were age 55 and over (all owners: 41 percent);
- 26.0 percent were age 55–64 (all owners: 25.4 percent); and
- 48.0 percent were 65 or older (all owners: 15.6 percent).

On the younger end of age distribution, 11.7 percent of veteran owners were under age 45 (all owners: 32.5 percent). And only 3.4 percent of veteran owners were under age 35, versus 13.5 percent of all owners.

**Education level.**

In 2012, veteran owners were slightly less likely than all owners to have either a bachelor or post-graduate degree (45.2 percent of veteran owners compared with 47.1 of all owners). But veteran owners were slightly more likely to have post-graduate degrees (21.4 percent compared with 19.8 percent for all owners). A larger share had a

high school diploma: only 2.6 percent of veteran owners had not graduated from high school (all owners: 5.0 percent). 71.4 percent had at least some college education.

#### **Primary function in business.**

Owners' primary functions in the business were reported as follows:

- Producing services and/or goods: 59.5 percent of veteran owners and 59.3 percent of all owners;
- Managing day-to-day operations: 67.9 percent of veteran owners and 64.7 percent of all owners; and
- Financial control and the authority to sign loans, leases and contracts: 55.0 percent of veteran owners and 50.5 percent of all owners.

#### **Prior business experience.**

More veteran owners reported previous experience than all owners, 42.4 percent compared with 35.7 percent, respectively. These percentages were very similar for both employers and non-employers.

#### **Birth citizenship.**

Almost all veteran owners, 97.3 percent, were born U.S. citizens, compared with 85.6 percent of all owners. These percentages were very similar for both employers and non-employers.

#### **Hours worked in business.**

Hours worked in the firm were similar for veteran and all owners. Among veteran business owners, 36.1 percent reported that they worked 40 or more hours per week in their businesses (all owners: 37.5 percent). And 11.0 percent worked 60 or more hours per week in their firms (all owners: 10.6 percent).

#### **Business income as primary source of income.**

A higher share of all owners reported that their business provided them with their primary income source: 47.5 percent all owners versus 40.7 percent of veteran owners. Among employer firm owners, these figures were 68.0 percent of all owners and 64.3 percent of veteran owners. Owners of non-employer firms reported somewhat lower reliance on their business income: 40.7 percent of all owners and 33.0 percent of veteran owners indicated that it was their primary source of personal income.

#### **Method of startup.**

By far the largest method for entering business was for owners to found or start the firms themselves.

- Among veteran owners of respondent firms, 85.3 percent founded their businesses (all owners: 83.1 percent).
- Veteran employer owners reported that 74.3 percent started their own firms (all employer owners: 70.0 percent).

- Veteran non-employer owners reported 89.0 percent started their own firms (all non-employers: 87.5 percent).
- Veteran owners also reported that 10.8 percent purchased their businesses (all owners: 11.3 percent); 2.7 percent inherited them (all owners: 2.8 percent), and 2.8 percent acquired their ownership by transfer or as a gift (all owners: 4.4 percent).

**Year business was acquired.**

Interestingly, 7.4 percent of veteran owners indicated that their business ownership was newly acquired in the survey year of 2012, as did 10.4 percent of all owners.

- Veteran owners reporting business acquisition in the four years before 2012 made up 16.2 percent of all owners of respondent veteran businesses (all owners: 21.1 percent).
- From 2000 to 2007, 21.3 percent of veteran owners acquired their businesses (all owners: 23.4 percent).
- As we look further back, the veteran owner shares increase relative to all owners: 14.8 percent of veteran ownership interests were acquired in the 1990s (all owners: 13.1 percent); 10.7 percent of veteran interests began in the 1980s (all owners: 6.8 percent); and 9.5 percent of veteran ownership interests were acquired before 1980 (all owners: 3.5 percent).

## Chapter 1 - Introduction

Veterans of the Armed Forces are represented in every walk of life in the United States. In February 2017, the nation's 20.7 million veterans included one out of every twelve persons in the United States aged 18 years and over.<sup>1</sup> Veterans form a vital part of the nation's population, its labor force, and the business sector. Veterans had majority ownership interests in 2.52 million businesses in 2012,<sup>2</sup> and many veteran business owners have gained important skills and leadership abilities from their active duty and Reserve component service that are often directly relevant to business ownership.

Businesses owned by veterans and by service-disabled veterans have been a research priority of the U.S. Small Business Administration's Office of Advocacy since the enactment of the Veterans Entrepreneurship and Small Business Development Act of 1999.<sup>3</sup> When this legislation was enacted, there was considerable information about small businesses in general, and there were also many sources of data about veterans, but knowledge about the intersection of these two populations was very limited.

The Office of Advocacy has been working to help fill this knowledge gap. It has commissioned a number of contract research studies on veteran entrepreneurship issues, and it continues to work with other federal agencies to develop better information about veteran-owned firms and their owners. Advocacy-sponsored studies have found that:

- About 22 percent of veterans in the U.S. household population were either purchasing or starting a business, or considering doing so in the study period.<sup>4</sup>
- Almost 72 percent of these new veteran entrepreneurs planned to employ at least one person at the outset of their venture.<sup>5</sup>
- About 23 percent of current veteran business owners, and 32 percent of those planning or in the process of starting a new business, indicated that their venture would be 50 percent or more internet-dependent.<sup>6</sup>

---

<sup>1</sup> U.S. Department of Labor, Bureau of Labor Statistics, *Employment Situation – February 2017*, Table A-5; <http://www.bls.gov/news.release/pdf/empsit.pdf>.

<sup>2</sup> U.S. Census Bureau, 2012 Survey of Business Owners. This is the most recent data available. See <https://www.census.gov/data/tables/2012/econ/sbo/2012-sbo-company-summary.html>.

<sup>3</sup> Public Law 106-50; August 17, 1999.

<sup>4</sup> Waldman Associates, 2004; *Entrepreneurship and Business Ownership in the Veteran Population*. Research summary and full report both available at <http://webarchive.loc.gov/all/20100617185117/http://www.sba.gov/advo/research/veterans.html>.

<sup>5</sup> Ibid.

- Military service appeared to have provided business skills to a significant proportion (one-third or more) of both current veteran business owners and those planning to become owners.<sup>7</sup>
- The self-employment rate for veterans was higher than that of non-veterans in each year from 1979 through 2003, the last year covered in the study.<sup>8</sup> (U.S. Bureau of Labor Statistics data show that this remained true through 2014, as well as in 2016.<sup>9</sup>)
- Veterans with service-connected disabilities are self-employed at lower rates than veterans without such disabilities when all veterans, including those not in the active labor force, are included. Most of this rate differential is attributable to service-disabled veterans not working because of their disabilities.<sup>10</sup>
- Military experience is an even stronger predictor of self-employment than graduate level education.<sup>11</sup>
- Military Reserve activations have small but negative effects on a firm's revenues. Small firms (fewer than 100 employees) were more affected than larger firms. Not surprisingly, longer activations had larger impacts on a firm's sales than shorter call-ups.<sup>12</sup>
- In the private sector workforce, veterans are at least 45 percent more likely than those with no active duty military experience to be self-employed.<sup>13</sup>
- Although veterans are more likely to be self-employed than the general population, analysis of veterans-only data shows that self-employment is negatively correlated with the length of military service. Veterans with four or fewer years of service were most likely to be self-employed.<sup>14</sup>

---

<sup>6</sup> Ibid.

<sup>7</sup> Ibid.

<sup>8</sup> Robert W. Fairlie, 2004; *Self-Employed Business Ownership Rates in the United States: 1979-2003*.

Research summary and full report both available at

<http://webarchive.loc.gov/all/20100617185117/http://www.sba.gov/advo/research/veterans.html>.

<sup>9</sup> U.S. Department of Labor, Bureau of Labor Statistics, annual *Employment Situation of Veterans*.

<sup>10</sup> Open Blue Solutions, 2007; *Self-Employment in the Veteran and Service-Disabled Veteran Population*.

Research summary and full report both available at

<http://webarchive.loc.gov/all/20100617185117/http://www.sba.gov/advo/research/veterans.html>.

<sup>11</sup> Chad Moutray, 2007; *Educational Attainment and Other Characteristics of the Self-Employed an Examination Using Data from the Panel Study of Income Dynamics*. Research summary and report at <http://webarchive.loc.gov/all/20100617185117/http://www.sba.gov/advo/research/veterans.html>.

<sup>12</sup> John Hope, Brian Oh, and Patrick Mackin, 2009; *An Analysis of the Effect of Reserve Activation on Small Business*. Research summary and full report both available at

<http://webarchive.loc.gov/all/20100617185117/http://www.sba.gov/advo/research/veterans.html>.

<sup>13</sup> John Hope, Brian Oh, and Patrick Mackin, 2011; *Factors Affecting Entrepreneurship among Veterans*.

Research summary and full report both available at <http://www.sba.gov/advocacy/7540/15428>.

<sup>14</sup> Ibid.

- An exception to the negative correlation of self-employment with veterans' length of service occurs with the subgroup of veterans who are career military retirees with service of twenty years or more. In this group, additional years of service correlate with a higher probability of self-employment.<sup>15</sup>
- Data from the Census Bureau's Survey of Income and Program Participation showed that male veterans of all ages, when taken together, appear to have a slightly higher rate of firm ownership and management than their non-veteran peers, but this difference was not statistically significant. Male veterans between 25 and 54 years old appear to be significantly less involved in firm ownership and management than their age peers, but this difference is offset by the large number of veterans aged 55 or older when all age groups are aggregated.<sup>16</sup>
- In 2013, veteran business owners were more likely to operate as corporations than non-veteran business owners—43.8 percent versus 36.5 percent, respectively.<sup>17</sup>
- Data from the Federal Reserve's Survey of Consumer Finances show that veteran households with small businesses had higher income than non-veteran small business households.<sup>18</sup>
- Veteran households with small businesses had higher net worth than other veteran households, but similar income.<sup>19</sup>

These findings came from studies using a variety of different data sources over a range of time periods, and can actually contradict each other in some cases. They should not be regarded as the final word on their subject matter. Indeed, one of the important purposes of Advocacy-sponsored research is to encourage stakeholders and researchers to pursue additional work to improve our knowledge on veteran entrepreneurship, a dynamic, ever-changing area. Advocacy-sponsored research projects have sometimes opened whole new lines of inquiry, adding value to existing government resources that

---

<sup>15</sup> Ibid.

<sup>16</sup> Compendium Federal Technology, LLC, 2014; *An Exploration of Veteran Business Creation and Management using the Census Bureau's Survey of Income and Program Participation*. Research summary and full report available at <https://www.sba.gov/content/exploration-veteran-business-creation-and-management-using-census-bureaus-survey-income-and>.

<sup>17</sup> Office of Advocacy Issue Brief Number 7, 2015; *Profile of Veteran Business Owners: 2013*. Issue Brief available at <https://www.sba.gov/sites/default/files/advocacy/Issue-brief-7-profile-of-veteran-business-owners.pdf>.

<sup>18</sup> George Haynes, 2015; *Income and Net Worth of Veteran Business Owners over the Business Cycle, 2007–2013*. Research summary and full report both available at <https://www.sba.gov/advocacy/income-and-net-worth-veteran-business-owners-over-business-cycle-2007-2013>.

<sup>19</sup> Ibid.

may not have been originally intended to yield information on veteran-owned firms or their owners.

This report is an update of one published in March 2012 examining then newly-released Census Bureau data on veteran-owned businesses and their owners for data year 2007.<sup>20</sup> The current report closely follows the organization of the earlier report for ease of comparison, though there are a number of new reporting categories in this release.

## Data on Veteran-Owned Businesses

The most important source of data on veteran-owned businesses and their owners is the U.S. Census Bureau's Survey of Business Owners (SBO), conducted once every five years for data years ending in 2 and 7. The SBO was first conducted in its present form for data year 2002, and the most recent edition is for data year 2012.<sup>21</sup> About 1.75 million businesses received one of two SBO survey instruments asking for information about the characteristics of the business and its owners.<sup>22</sup> The information obtained from respondents was combined with additional Census data and administrative records from other agencies to develop a wide variety of data products, including information on veteran-owned firms and their owners.<sup>23</sup> Eighty datasets with specific veteran-related information from the 2012 SBO were released in December 2015 and February 2016.

The SBO's scope is broad and includes most non-farm businesses with receipts of \$1,000 or more that file Internal Revenue Service tax forms as individual proprietorships, partnerships, or corporations.<sup>24</sup> The SBO covers both firms with and without paid

---

<sup>20</sup> That report is available on Advocacy's website at <https://www.sba.gov/content/veteran-owned-businesses-and-their-owners-data-census-bureaus-survey-business-owners>.

<sup>21</sup> The SBO incorporates many of the purposes and questions of prior business surveys conducted by Census once every five years since 1972 as part of the economic census. The SBO's immediate predecessor surveys included the Survey of Minority-Owned Business Enterprises (SMOBE), the Survey of Women-Owned Business Enterprises (SWOBE), and the 1992 Characteristics of Business Owners (CBO) Survey. The SMOBE/SWOBE surveys continued in 1997, while the CBO survey was discontinued after 1992.

<sup>22</sup> Approximately half of the businesses selected for the 2012 SBO were asked to respond electronically to the new 2012 SBO-2 form that asked 39 fewer questions than the 2012 SBO-1 form. The SBO-2 form covered the key topics of gender, ethnicity, race, and veteran status, and was possible because data on business and owner characteristics covered in the SBO-1 form are only published at the national level.

<sup>23</sup> All SBO data are reported in the aggregate; information on individual firms or owners is never disclosed.

<sup>24</sup> Excluded from the SBO are the following sectors/industries: Crop and Animal Production (NAICS 111 and 112); Rail Transportation (NAICS 482); Postal Service (NAICS 491); Monetary Authorities-Central Bank (NAICS 521); Funds, Trusts, and Other Financial Vehicles (NAICS 525); Religious, Grantmaking, Civic, Professional, and Similar Organizations (NAICS 813); Private Households (NAICS 814); and Public Administration (NAICS 92).

employees. The SBO is conducted on a company or firm basis rather than an establishment basis. A company or firm is a business consisting of one or more domestic establishments that the reporting firm specified as being under its ownership or control.

The Census Bureau revised the veteran-related questions used in its 2012 SBO survey instruments to capture more information about veteran business owners. The new survey instruments explicitly included members of the National Guard and Reserve components in its “top level” (A) question, something that was not clear in the 2007 questionnaire, though many Guard and Reserve members probably answered the earlier version’s top-level veteran question in the affirmative. Additional questions in the 2012 SBO provided information on disability status, active duty service at any time, post-9/11 active duty service, active duty service in the survey year, and Guard or Reserve service in the survey year. The actual questions for each of up to four business owners appear below.

**Figure 1: Veteran questions in Census Bureau 2012 Survey of Business Owners**

A. Has *Owner 1* ever served in any branch of the U.S. Armed Forces, including the Coast Guard, the National Guard, or a Reserve component of any service branch?

Yes                       No

B. (If Yes) Do any of the following characteristics describe *Owner 1*'s military service? **Mark *x* all that apply.**

- Served on active duty military service, not including training for the Reserves or National Guard
- Disabled as the result of illness or injury incurred or aggravated during military service
- Served on active duty military service after September 11, 2001
- Served on active duty military service in 2012
- Served in the National Guard or as a reservist of any branch of the U.S. Armed Forces in 2012
- None of the above

Those answering the top level (A) question in the affirmative are counted as veterans for the purposes of the SBO, though not all may qualify as veterans for the purposes of certain programs or benefits provided by the Department of Veterans Affairs.<sup>25</sup>

<sup>25</sup> The question of who is a “veteran” can become complex and is beyond the scope of this report. A basic statutory definition used for Department of Veterans Affairs (VA) programs and benefits provides that “the term ‘veteran’ means a person who served in the active military, naval, or air service, and who was discharged or released therefrom under conditions other than dishonorable.” (38 U.S.C. §101(2); 38 C.F.R.

The Census Bureau revised the veteran questions after extensive outreach to stakeholders, including veteran service organizations, congressional committees, other government agencies, and research organizations. The questions underwent cognitive testing, were published for public comment, and were reviewed and approved by the Office of Management and Budget. The new questions recognize the increasingly important role that members of the National Guard and Reserve components play in the Armed Forces. For the first time, the 2012 SBO provides us with data on their business ownership, as well as that of post-9/11 veterans, and those who served on active duty during the survey year. The 2012 SBO also retained the 2007 SBO's question on service-disabled veteran business owners. A business is "veteran-owned" if one or more veterans together own 51 percent or more of the stock or equity in the business.

## How This Report is Organized

Most of the information in this report originates in the 2012 SBO, which includes eighty different datasets with veteran-related information. There are any number of ways in which data could be extracted and presented. This report generally presents some of the most important and useful information at the "top level" – that is, for the entire United States – although it also includes state-level summary data. Subject to statistical constraints, users may be able to generate information analogous to that in Chapter 2 for individual states, and even for metropolitan areas, counties, and cities, by using the American FactFinder utility. Information on how to do this, and much more about the SBO in general, is available at

<https://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

Following this introduction, SBO veteran-related data are presented in three chapters. Chapter 2 includes data with "full universe" estimates, i.e., estimates of the total populations of veteran-owned firms. Because of statistical constraints, not all estimates in the SBO are full universe estimates; instead, some are partial estimates based on survey respondents only. Chapter 2 includes only full universe estimates of total populations and contains no partial estimates.

---

§3.1(d)) There are further statutory and regulatory provisions on what constitutes active service, with the result that veteran status can depend on a variety of factors, including the length, period and type of service, disability status, and others. A primer on this subject can be found in *Who Is a "Veteran"?—Basic Eligibility for Veterans' Benefits* (<https://www.fas.org/sgp/crs/misc/R42324.pdf>) prepared by the Congressional Research Service (May 2016). As the title of this report suggests, the term "veteran" is often related to eligibility for various VA programs and benefits, each with its own requirements. Even within the veteran community itself, there can be confusion as to who is and is not a veteran. The Census Bureau's SBO is not concerned with the complex statutory and administrative distinctions determining eligibility for VA programs – it simply relies on self-reported data from business owners themselves on who is or is not a veteran.

Chapter 3 includes estimates for firm data in categories where Census reporting is based on respondents only. These partial estimates yield useful information on business “characteristics” including distributions of cohorts by certain attributes (for example, identifying veteran-owned firms by the source of capital for the startup or acquisition of the business). However, these respondent-only estimates must be used with caution because they do not tell us the total numbers or sales amounts for all firms. The distribution percentages in this chapter are actually more useful than the number or dollar amounts presented for respondents only, data that are in one sense incomplete. The limitations of respondent-only data will be further explained in Chapter 3.

Chapter 4 includes estimates for veteran business owner “characteristics” including age, education, birth citizenship, prior business experience, and information on owners who were service-disabled, members of the National Guard or Reserve components, post-9/11 veterans, and those on active duty at some time during the survey year. In this section, we again encounter partial estimates based on owners of respondent firms only. The same sort of limitations that apply for respondent-only firm characteristics also apply to the owner characteristics in this chapter.

The report is followed by an appendix with additional information and documentation. The appendix includes a series of charts with more detailed data on all full universe reporting categories presented in Chapter 2, including new information on the number of employees and payroll for each data cohort. In the interest of data quality, each data cell in the appendix charts also has a corresponding cell depicting the relative standard error for that cell. These values can help users determine the reliability of the Census data estimate, which can in turn inform decisions on how and when to use these data.

## **Statistical Considerations**

The SBO is based on a sample of businesses rather than a complete census. The sample is quite large, about 1.75 million 2012 federal tax filers reporting business income, but SBO estimates are still subject to sampling variability and may differ from results that would have been obtained from a complete census of all firms. Because these data are based on a survey, various kinds of sampling and non-sampling errors can occur, with the result that SBO estimates usually have a “plus or minus” factor that can be associated with them. A stated estimate can be thought of as a midpoint in a range of possible values. This range can be quite small or it can be significant, depending on a number of factors, especially the sample size of the population being examined.

Census provides us with a measure of the likelihood of variance from its stated estimates for each data cell in reports generated using its American FactFinder utility. This measure is called the relative standard error (RSE). The RSE is a measure of sampling variability and, as calculated for the SBO, also partially reflects various response and processing errors. The RSE allows us to calculate the size of the range, also called a confidence interval, within which an estimate is likely to fall. The lower the RSE, the smaller the plus or minus range, and the higher the reliability for any given estimate. At the 90 percent confidence level, one can multiply the RSE by 1.6 to estimate the upper and lower bounds of likely variance from the stated estimate.

For example, the SBO estimates that in 2012 there were 334,035 veteran-owned construction firms in the U.S. The RSE for this data cell is 1.3, which means that we can state with 90 percent confidence that there were 334,035 veteran-owned construction businesses, plus or minus 2.1 percent ( $1.3 \times 1.6$ ) or about 7,000 firms – put differently, between 327,000 and 341,000 firms. National estimates for the numbers of veteran-owned firms in most of the 20 major industry groups have low RSEs, with 15 sectors having RSEs of 2.0 or less, so the industry data is quite reliable at the national level.

With respect to geography, the RSE for the number of all veteran-owned firms in the U.S. is 0.4, meaning that at 90 percent confidence the plus or minus range is only about 0.6 percent. If we look at veteran-owned firms in a given state – a subset of the national total – the RSEs range from a low of 0.9 for Florida to a high of 8.4 for Vermont. Although larger states (with more firms) tend to have lower RSEs, the correlation is not exact (e.g., the largest state, California, has an RSE of 1.0, slightly higher than Florida's).

As we look at breakout cohorts with smaller numbers (for example, in smaller industry groups or geographic areas), the RSEs are generally higher. An RSE of 6 results in a “plus or minus” factor of less than 10 percent, which is still useful for most purposes. Data with even higher RSEs can also be useful for some purposes, for example by setting a lower or upper bound to a range, as in: “There are probably at least x number of ....” or “There are probably no more than y number of ....” However, when greater precision is needed, SBO estimates that have large RSEs should be used with caution or not at all.

RSEs are included in the appendix for all full universe data estimates (those presented in Chapter 2). For more information on SBO methodology and definitions, see the 2012 SBO website at <http://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

## The Veteran Population

Beginning with a brief description of the veteran population in general helps put the business data in context. Table 1 provides key demographic data on veterans in the SBO data year 2012. In that year, the 21.2 million veterans in the United States accounted for 8.9 percent of the population aged 18 and over,<sup>26</sup> and they made up 7.2 percent of the civilian labor force.<sup>27</sup> Within this group, 92.4 percent of veterans were male, and 45.1 percent were at least 65 years old. Three-quarters had served in one or more wartime periods, with the balance serving in peacetime only. In 2012, 83.7 percent of veterans were white, 11.3 percent were African American, and 5.0 percent other races; 5.7 percent were of Hispanic ethnicity. Veterans had higher median incomes than their non-veteran peers. More than one-quarter had some type of disability (26.6 percent), though not necessarily service-connected; this was nearly double the rate of non-veterans. Both the income and disability differences between veterans and non-veterans may be related to their much older age profile.

---

<sup>26</sup> U.S. Census Bureau, American Community Survey 2012 1-Year Estimates, Table S2101.

<sup>27</sup> U.S. Bureau of Labor Statistics, *Employment Situation of Veterans, 2012*.

**Table 1: Veterans and non-veterans by select demographics – 2012**

Characteristic	Veterans	Non-veterans	Total
<b>Civilian population 18 years and over</b>	21,230,865	217,947,903	239,178,768
<b>PERIOD OF SERVICE</b>			
Wartime veterans <sup>1</sup>	75.0%	n/a	n/a
Gulf War II (9/2001 or later)	12.9%	n/a	n/a
Gulf War I (8/1990 to 8/2001)	17.1%	n/a	n/a
Vietnam era	34.9%	n/a	n/a
Korean War	10.9%	n/a	n/a
World War II	7.5%	n/a	n/a
Peacetime veterans	25.0%	n/a	n/a
<b>GENDER</b>			
Male	92.4%	44.2%	48.4%
Female	7.6%	55.8%	51.6%
<b>AGE</b>			
18 to 34 years	8.6%	32.6%	30.4%
35 to 54 years	24.8%	36.4%	35.4%
55 to 64 years	21.5%	15.6%	16.1%
65 to 74 years	22.6%	8.8%	10.0%
75 years and over	22.5%	6.6%	8.0%
<b>RACE AND ETHNICITY</b>			
One race	98.3%	98.0%	98.0%
White	83.7%	74.9%	75.7%
Black or African American	11.3%	12.2%	12.1%
American Indian & Alaska Native	0.8%	0.8%	0.8%
Asian	1.3%	5.5%	5.1%
Native Hawaiian & Other Pacific Islander	0.2%	0.2%	0.2%
Some other race	1.1%	4.5%	4.2%
Two or more races	1.7%	2.0%	2.0%
Hispanic or Latino (of any race)	5.7%	15.6%	14.7%
White alone, not Hispanic or Latino	79.6%	64.6%	66.0%
<b>MEDIAN INCOME (In 2012 dollars)</b>			
Civilians 18 years and over with income	\$36,264	\$25,337	\$26,278
Male	\$36,672	\$31,586	n/a
Female	\$30,929	\$21,071	n/a
<b>EDUCATIONAL ATTAINMENT</b>			
Civilian population 25 years and over	20,906,634	187,196,707	208,103,341
Less than high school graduate	7.1%	14.4%	13.7%
High school graduate or equivalent	29.2%	27.9%	28.1%
Some college or associate's degree	36.9%	28.3%	29.2%
Bachelor's degree or higher	26.7%	29.3%	29.1%
<b>DISABILITY STATUS</b>			
Civilian population 18 years and over with poverty status determined	20,850,367	211,923,815	232,774,182
With any disability	26.6%	13.7%	14.8%

1 Veterans who served in more than one wartime period are counted in each but only once in the totals. Source: U.S. Census Bureau, American Community Survey 2012, One-Year Estimates, Tables S2101 and B21002.

## Chapter 2 - Veteran-Owned Businesses

This chapter presents basic information on veteran-owned firms by industry, size, location, and the gender, race and ethnicity of the majority ownership in these firms. More detail on sales/receipts and employment, together with the relative standard errors for estimates in this section, appear in the appendix. All estimates in this chapter are based on the total number of firms in each category.

### Veteran-Owned Businesses by Industry

Figure 2 shows that veteran-owned businesses are widely distributed among all major industry groups. Two groups—construction and professional, scientific and technical services—have the most firms. Together, they account for about 30 percent of all veteran-owned firms.

**Figure 2: Veteran-owned firms by industry – 2012**

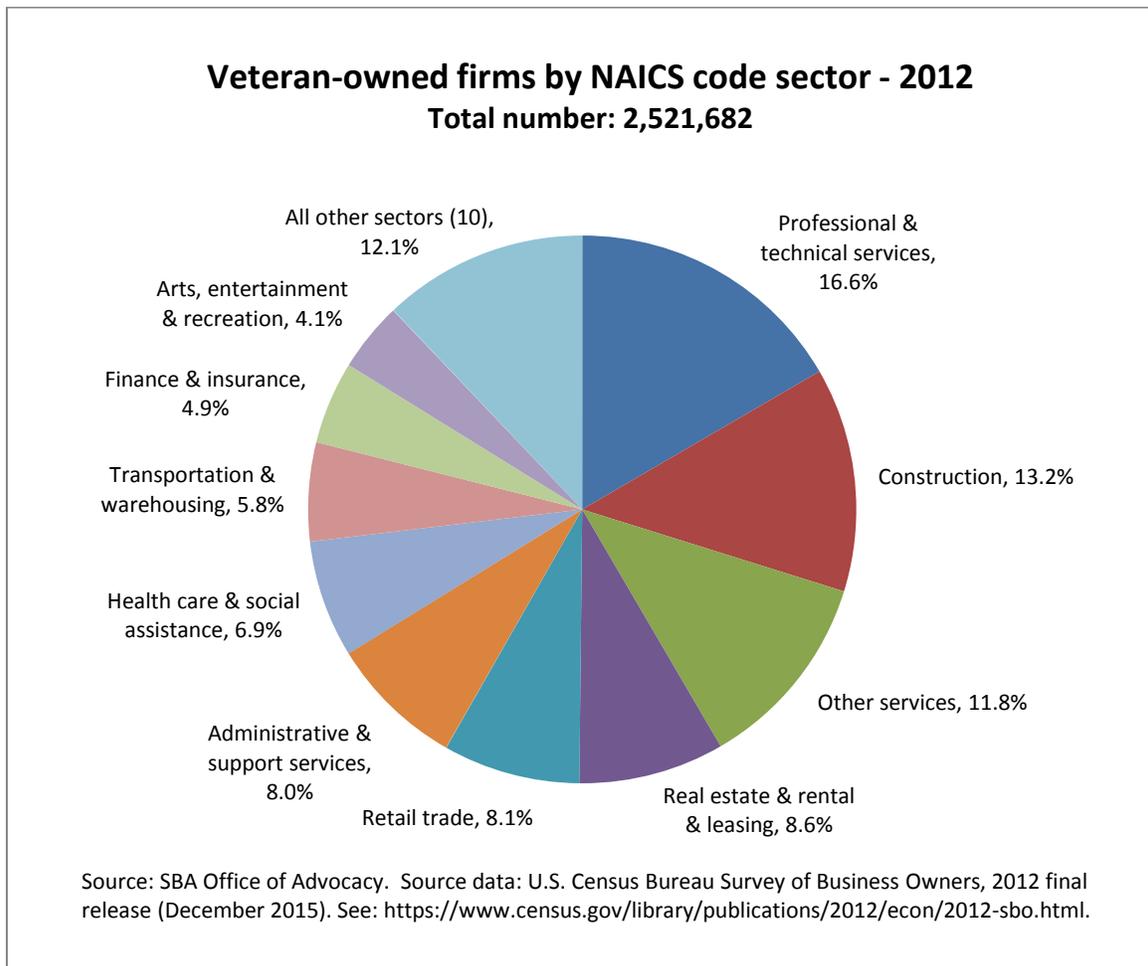


Table 2 compares the distribution of veteran-owned firms to that of all U.S. firms among 20 major industry groups, as defined by their standard two-digit North American Industry Classification System (NAICS) codes. The distribution of veteran-owned firms among industries is generally similar to that of all firms. The top four industries for both all firms and those owned by veterans are the same. There are some differences, however, between the two groups in certain industries.

**Table 2: Distribution of all firms and veteran-owned firms by industry – 2012**

**(percent)**

Industry (two-digit NAICS code)	All firms		Firms with employees		Firms without employees	
	All	Veteran-owned	All	Veteran-owned	All	Veteran-owned
Total for all sectors	100	100	100	100	100	100
Agriculture, forestry, and fishing	0.9	1.1	0.4	0.3	1.1	1.3
Mining, quarrying, oil and gas	0.5	0.7	0.4	0.5	0.5	0.7
Utilities	0.1	0.1	0.1	0.1	0.1	0.1
Construction	10.6	13.2	11.9	14.3	10.3	13.0
Manufacturing	2.1	2.4	4.7	5.4	1.5	1.7
Wholesale trade	2.5	2.7	5.8	6.4	1.8	2.0
Retail trade	9.1	8.1	12.0	9.9	8.4	7.7
Transportation and warehousing	4.4	5.8	3.1	3.5	4.7	6.3
Information	1.4	1.2	1.3	1.0	1.4	1.3
Finance and insurance	3.5	4.9	4.3	5.9	3.3	4.7
Real estate and rental and leasing	9.7	8.6	5.0	5.3	10.9	9.3
Professional, scientific, and technical services	14.1	16.6	14.2	16.9	14.1	16.6
Management of firms/enterprises	0.1	0.1	0.5	0.4	0.0	0.0
Administrative and support services, and waste management	8.4	8.0	6.1	5.9	8.9	8.4
Educational services	2.4	1.8	1.6	0.7	2.7	2.0
Health care and social assistance	9.3	6.9	11.7	11.9	8.7	5.9
Arts, entertainment and recreation	4.8	4.1	2.1	1.2	5.5	4.7
Accommodation and food services	3.0	1.9	9.1	5.1	1.5	1.2
Other services	13.2	11.8	6.8	5.9	14.7	13.0
Industries not classified	0.03	0.03	0.1	0.1	0.00	0.01

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners final release (December 2015). Detail may not add to totals as firms with establishments in multiple industries are counted in each, but only once in the totals. The agriculture group does not include animal and crop production.

The percentage of veteran-owned firms that are in the construction industry was somewhat higher than that of all firms in this industry (13.2 percent compared with 10.6 percent). This was also true for transportation and warehousing (5.8 percent compared with 4.4 percent); finance and insurance (4.9 percent compared with 3.5 percent); and professional, scientific, and technical services (16.6 percent compared with 14.1 percent).

The share of veteran-owned firms in health care and social assistance was lower than that for all firms (6.9 percent and 9.3 percent, respectively). Veteran-owned firms also had lower shares in other services (11.8 percent compared with 13.2 percent for all firms), and accommodation and food services (1.9 percent compared with 3.0 percent).

These trends generally held true for both firms with employees and firms without employees, except in the case of employer firms in the health care and social assistance industry, where veteran-owned firms had a slightly higher share than all firms (11.9 percent compared with 11.7 percent), which was more than offset by their lower share among non-employers.

Table 3 provides the estimated numbers of veteran-owned firms in each of the 20 major industry groups, together with the percentage that such firms represent of all firms in the industry (all firms owned by both veterans and non-veterans). Overall, 9.1 percent of all firms were veteran-owned, but this share varies by industry, ranging from a high of 12.9 percent in the mining, quarrying, oil and gas group to a low of 5.7 percent in the accommodation and food services industry.

Other industries in which veteran-owned firms had higher than average participation rates included finance and insurance at 12.8 percent; transportation and warehousing at 12.1 percent; construction at 11.4 percent; agriculture, forestry and fishing at 11.3 percent; utilities at 10.9 percent; professional, scientific, and technical services at 10.8 percent; and manufacturing at 10.2 percent.

Besides accommodation and food services, industries in which veteran-owned businesses had lower than average participation rates included: educational services at 6.7 percent, health care and social assistance at 6.8 percent, and management of firms and enterprises at 6.8 percent.

Veteran-owned non-employers represented 9.4 percent of all non-employers, while veteran-owned employers made up 8.2 percent of all employers. Veteran non-

employers also had a larger share than veteran employers in all but two of the 19 major industry groups for which we have data – the health care and social assistance group (8.2 percent employers, 6.4 percent non-employers) and the real estate, rental and leasing group (8.7 percent employers, 8.0 percent non-employers).

Industry shares for veteran non-employers were notably higher than those for veteran employers in utilities (13.0 vs. 4.5 percent); agriculture, forestry and fishing (11.7 vs. 7.2 percent); arts, entertainment and recreation (8.1 vs. 4.7 percent); educational services (7.1 vs. 3.7 percent); and accommodation and food services (7.4 vs. 4.6 percent).

**Table 3: Number and percentage of veteran-owned firms by industry – 2012**

Industry (two-digit NAICS code)	Veteran-owned firms					
	All		With employees		Without employees	
	Number	% of all firms within industry	Number	% of all firms within industry	Number	% of all firms within industry
Total for all industry groups	2,521,682	9.1	442,485	8.2	2,079,197	9.4
Agriculture, forestry, and fishing	28,943	11.3	1,510	7.2	27,434	11.7
Mining, quarrying, oil and gas	16,815	12.9	2,280	10.3	14,535	13.4
Utilities	2,577	10.9	261	4.5	2,316	13.0
Construction	334,035	11.4	63,496	9.8	270,539	11.8
Manufacturing	60,026	10.2	24,112	9.4	35,914	10.8
Wholesale trade	69,022	9.8	28,302	9.0	40,720	10.5
Retail trade	204,464	8.1	43,996	6.8	160,468	8.6
Transportation and warehousing	147,038	12.1	15,583	9.3	131,455	12.6
Information	31,232	8.0	4,559	6.4	26,673	8.4
Finance and insurance	123,180	12.8	25,945	11.1	97,236	13.4
Real estate and rental and leasing	216,795	8.1	23,598	8.7	193,197	8.0
Professional, scientific, and tech svcs.	419,666	10.8	74,654	9.7	345,012	11.0
Management of firms/enterprises	1,822	6.8	1,822	6.8	0	N/A
Admin. and support and waste mgt.	200,625	8.7	26,200	8.0	174,425	8.8
Educational services	45,226	6.7	3,145	3.7	42,082	7.1
Health care and social assistance	174,996	6.8	52,444	8.2	122,552	6.4
Arts, entertainment and recreation	103,776	7.8	5,337	4.7	98,439	8.1
Accommodation and food services	47,888	5.7	22,755	4.6	25,133	7.4
Other services	297,026	8.2	26,107	7.1	270,919	8.3
Industries not classified	735	10.1	588	9.3	148	15.3

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015). Detail may not add to totals as firms with establishments in multiple industries are counted in each, but only once in the totals. The agriculture group does not include animal and crop production. N/A: not available.

Table 4 shows data on the sales or receipts of veteran-owned firms by industry. Overall, veteran-owned firms had receipts of more than \$1.14 trillion in 2012. This represented 3.4 percent of all U.S. firm receipts. Veteran-owned employers had 3.2 percent of all employer revenue, while veteran-owned non-employers accounted for a much larger share, 8.9 percent of all non-employer revenue. These shares can be compared with corresponding shares in Table 3 for numbers of firms: a 9.1 percent share for all veteran-owned firms, 8.2 percent for employers, and 9.4 percent for non-employers.

**Table 4: Veteran-owned firms' sales by industry – 2012**  
(thousands of dollars)

Industry (two-digit NAICS code)	Veteran-owned firms					
	All		With employees		Without employees	
	Sales	% in sector	Sales	% in sector	Sales	% in sector
Total for all sectors	1,141,055,180	3.4	1,048,870,785	3.2	92,184,395	8.9
Agriculture, forestry, and fishing	2,892,967	7.1	1,763,957	5.8	1,129,009	11.1
Mining, quarrying, oil and gas	15,237,193	2.6	14,192,062	2.4	1,045,131	9.6
Utilities	3,830,674	0.7	3,748,032	0.7	82,642	11.4
Construction	115,102,694	7.7	102,127,597	7.5	12,975,097	11.0
Manufacturing	140,716,703	2.4	139,105,909	2.4	1,610,795	8.2
Wholesale trade	260,776,812	3.3	256,946,012	3.2	3,830,800	8.6
Retail trade	222,158,370	5.2	214,604,087	5.1	7,554,284	8.0
Transportation and warehousing	43,894,480	4.9	35,689,796	4.3	8,204,683	12.0
Information	13,674,169	1.1	12,883,438	1.0	790,731	7.0
Finance and insurance	41,417,673	1.1	35,472,150	1.0	5,945,523	10.6
Real estate and rental and leasing	40,637,109	5.7	25,804,028	5.3	14,833,081	6.5
Professional, scientific, and technical services	80,313,667	4.7	65,204,449	4.1	15,109,218	10.8
Management of firms/enterprises	6,178,856	2.0	6,178,856	2.0	0	N/A
Admin. and support and waste mgt.	33,117,031	4.5	29,386,416	4.2	3,730,616	9.1
Educational services	5,744,659	2.1	5,176,784	2.0	567,875	7.0
Health care and social assistance	50,421,786	2.6	45,571,331	2.4	4,850,455	7.7
Arts, entertainment and recreation	9,175,604	4.2	7,215,852	3.8	1,959,752	6.9
Accommodation and food services	33,946,779	4.7	32,599,097	4.7	1,347,683	7.4
Other services	21,703,976	6.9	15,115,016	6.4	6,588,959	8.2
Industries not classified	113,976	10.2	85,915	11.4	N/A	N/A

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015). Detail may not add to totals as firms with establishments in multiple industries are counted in each, but only once in the totals. The agriculture group does not include animal and crop production. N/A: not available.

Overall, 3.4 percent of all U.S. firm sales/receipts were attributable to veteran-owned firms, but this share varies by classified industry, ranging from a high of 7.7 percent in construction to a low of 0.7 percent in the utilities group. Besides construction, other sectors with notably higher than average veteran shares of sales include: agriculture, forestry and fishing at 7.1 percent; other services at 6.9 percent; real estate and rental/leasing at 5.7 percent; retail trade at 5.2 percent; transportation and warehousing at 4.9 percent; and professional, scientific and technical services at 4.7 percent.

Besides the utility group, sectors with lower than average veteran shares of sales include the information group and the finance and insurance group, both at 1.1 percent; management of firms and enterprises at 2.0 percent; and educational services at 2.1 percent.

Table 5 presents the distribution among major industry groups of the sales of all U.S. firms and veteran-owned firms, in the same way as Table 2 presented distributions of the number of firms.

**Table 5: Distribution by industry of sales: veteran-owned and all firms – 2012  
(percent)**

Industry (two-digit NAICS code)	All firms		Firms with employees		Firms without employees	
	All	Veteran-owned	All	Veteran-owned	All	Veteran-owned
Total for all sectors	100	100	100	100	100	100
Agriculture, forestry, and fishing	0.1	0.3	0.1	0.2	1.0	1.2
Mining, quarrying, oil and gas	1.8	1.3	1.8	1.4	1.0	1.1
Utilities	1.6	0.3	1.6	0.4	0.1	0.1
Construction	4.4	10.1	4.2	9.7	11.3	14.1
Manufacturing	17.5	12.3	18.0	13.3	1.9	1.7
Wholesale trade	23.7	22.9	24.4	24.5	4.3	4.2
Retail trade	12.8	19.5	12.9	20.5	9.1	8.2
Transportation and warehousing	2.7	3.8	2.5	3.4	6.6	8.9
Information	3.7	1.2	3.8	1.2	1.1	0.9
Finance and insurance	10.9	3.6	11.1	3.4	5.4	6.4
Real estate and rental and leasing	2.1	3.6	1.5	2.5	22.0	16.1
Professional, scientific, and technical services	5.1	7.0	4.9	6.2	13.4	16.4
Management of firms/enterprises	0.9	0.5	0.9	0.6	N/A	N/A
Admin. & support & waste mgt.	2.2	2.9	2.2	2.8	3.9	4.0
Educational services	0.8	0.5	0.8	0.5	0.8	0.6
Health care and social assistance	5.8	4.4	5.8	4.3	6.0	5.3
Arts, entertainment and recreation	0.6	0.8	0.6	0.7	2.7	2.1
Accommodation and food services	2.1	3.0	2.1	3.1	1.8	1.5
Other services	0.9	1.9	0.7	1.4	7.7	7.1
Industries not classified	0.003	0.01	0.002	0.01	0.03	N/A

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015). Detail may not add to totals as firms with establishments in multiple industries are counted in each, but only once in the totals. The agriculture group does not include animal and crop production. N/A: not available.

Wholesale trade was the single largest industry group in terms of sales/receipts for both all U.S. firms and veteran-owned firms, accounting respectively for 23.7 and 22.9 percent of total all-sector sales. For veteran-owned firms, retail trade was second, with 19.5 percent of all sales, followed by manufacturing at 12.3 percent and construction at 10.1 percent. These four industries together accounted for 64.8 percent of all veteran-owned firm sales. Add in the professional, scientific, and technical services group's 7.0

percent, and the top five industries together provided 71.8 percent of all veteran-owned firm sales.

There are a few interesting differences between the industry shares of all U.S. firm receipts and those of veteran-owned firms. For veteran-owned firms, the construction sector accounts for 10.1 percent of all receipts, but only 4.4 percent of the receipts of all U.S. firms. The retail sector provides veteran-owned firms with 19.5 percent of all sales, and 12.8 percent of sales for all U.S. firms. The finance and insurance sector accounts for 10.9 percent of all U.S. firm sales/receipts, but only 3.6 percent of all veteran sales.

Table 6 provides data on firms that operate in multiple industry groups, as defined by the same two-digit NAICS codes used in the preceding tables. This table also shows the number of establishments operated by these firms. A firm is a business organization or entity consisting of one or more domestic establishments (locations) under common ownership or control. The SBO is conducted on a firm basis. All establishments are included as part of the owning or controlling firm. Firms with more than one domestic establishment are counted in each industry and geographic area in which they operate, but only once in the total for all sectors and the totals at the national and state levels.

**Table 6: Veteran-owned employer firms and establishments by sectors – 2012**

Number of sectors in which firms operate	Firms		Establishments		Average number of establishments per firm
	Number	Percent	Number	Percent	
Totals	442,485	100	501,003	100	1.13
One NAICS sector	439,184	99.3	460,038	91.8	1.05
Two or more NAICS sectors	3,301	0.7	40,965	8.2	12.41

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015).

Most veteran-owned employer firms operate in a single industry sector, accounting for 99.3 percent of all firms and 91.8 percent of all establishments. Although most single industry firms have a single establishment, the much higher ratio of establishments to firms for multi-sector firms suggests that these are larger firms, which is confirmed by sales and employment data presented in Appendix Table A-7. Although averages are used to contrast single sector and multi-sector firms, the latter likely operate with a broad range of establishment numbers, from one to many.

## Size of Veteran Owned Businesses by Sales Level

The 2012 SBO provides data on the size of veteran-owned firms, both by the level of their sales, and by the number of employees. Figure 3 depicts the size distribution of veteran-owned firms by their level of sales.

**Figure 3: Size of veteran-owned firms by level of sales/receipts – 2012**

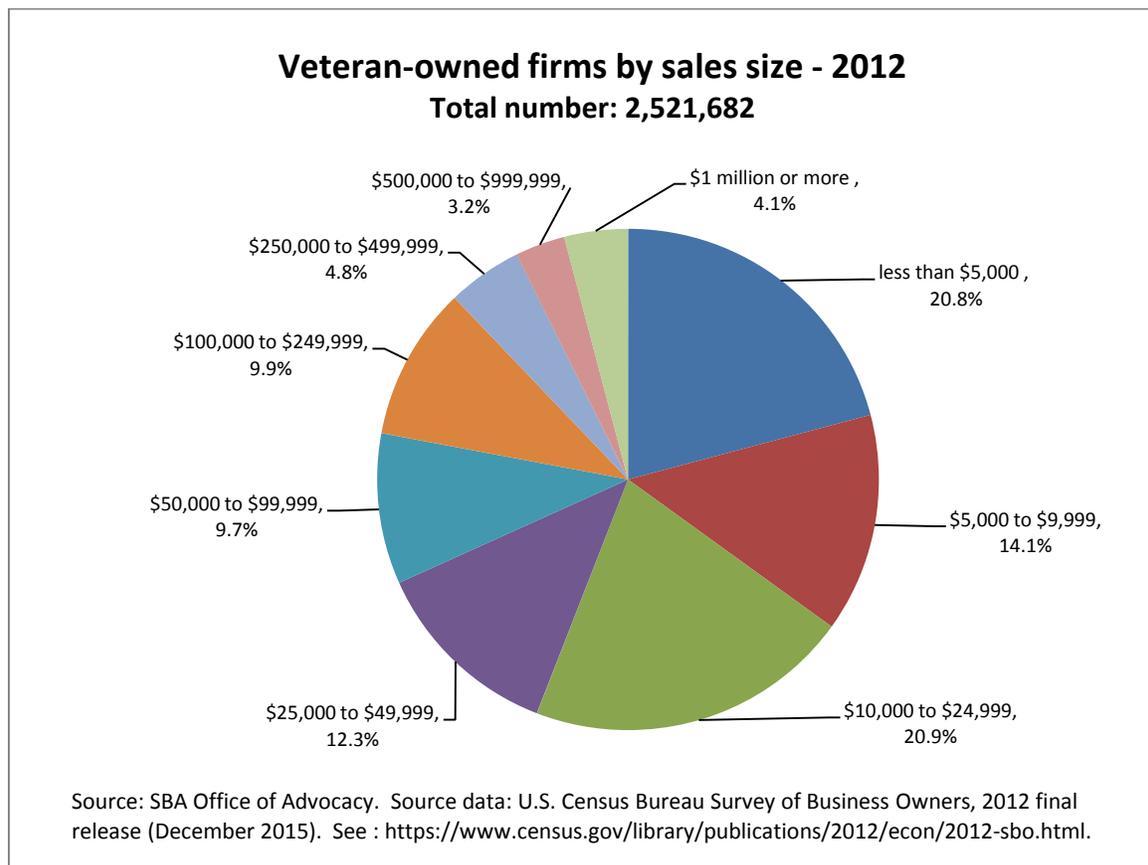


Table 7 depicts the distribution of all U.S. firms and of veteran-owned firms among various size cohorts by their shares of total 2012 receipts. The distribution of receipts is very similar for both groups throughout the range of size classes.

When employers and non-employers are taken together, the share of firms in each sales size class generally decreases as the sales size level increases. However, when employer firms are broken out, their shares rise as the sales level goes up, while the opposite happens with non-employers, whose shares decline at higher sales levels.

More than half of all veteran-owned firms (55.8 percent) had annual sales of less than \$25,000; and about one-third (34.9 percent) had annual sales of less than \$10,000.

These shares mirror those for all firms, and it is important to remember that the SBO captures data on all firms that reported business income of \$1,000 or more in 2012. Therefore, many part-time or beginning business activities are included in the SBO estimates.

Not surprisingly, employer firms in both groups had higher sales levels than firms without employees. Among veteran-owned employers, 37.6 percent had sales of \$500,000 or more, while only 0.9 percent of veteran non-employers reached this level.

**Table 7: Distribution by sales levels of all firms and veteran-owned firms – 2012**  
(percent)

Firm size by level of sales/receipts	All		Firms with employees		Firms without employees	
	All	Veteran-owned	All	Veteran-owned	All	Veteran-owned
Total for all firms	100	100	100	100	100	100
Less than \$5,000	19.8	20.8	0.6	0.7	24.5	25.1
\$5,000 to \$9,999	13.8	14.1	1.0	1.2	16.9	16.8
\$10,000 to \$24,999	21.3	20.9	3.0	3.4	25.7	24.7
\$25,000 to \$49,999	11.7	12.3	5.0	5.6	13.3	13.7
\$50,000 to \$99,999	9.4	9.7	9.8	10.6	9.3	9.5
\$100,000 to \$249,999	9.9	9.9	21.8	22.7	7.0	7.2
\$250,000 to \$499,999	5.3	4.8	18.3	18.3	2.1	2.0
\$500,000 to \$999,999	3.8	3.2	15.4	14.9	0.9	0.7
\$1 million or more	5.1	4.1	24.9	22.7	0.2	0.2

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015). Totals may not add to 100 percent due to rounding in sales/receipts size cohorts.

Table 8 provides the numbers of veteran-owned firms in each receipts size class shown in Table 7, together with the percentage that these firms represent among all firms at that level. Overall, 9.1 percent of all firms are veteran-owned, and firm shares are similar in all receipts size classes, ranging from a high of 9.6 percent in two classes, the \$25,000 to \$49,999 class and the less than \$5,000 class, to a low of 7.5 percent in the \$1 million and over class.

Veteran-owned employers represent 8.2 percent of all employers, but 9.4 percent of all non-employers. This lower share for veteran-owned employers remains true for all size categories from \$25,000 or more in annual receipts up, except for the \$500,000 to \$999,000 category, where veteran-owned employers have a slightly larger share than their non-employer peers, 7.9 percent vs. 7.5 percent.

**Table 8: Number and percentage of veteran-owned firms by sales level – 2012**

Firm size by level of receipts	Veteran-owned firms					
	All		With employees		Without employees	
	Number	% of all firms in cohort	Number	% of all firms in cohort	Number	% of all firms in cohort
Total for all firms	2,521,682	9.1	442,485	8.2	2,079,197	9.4
Less than \$5,000	524,919	9.6	2,982	8.5	521,937	9.6
\$5,000 to \$9,999	355,396	9.3	5,180	9.3	350,216	9.3
\$10,000 to \$24,999	528,259	9.0	14,987	9.1	513,272	9.0
\$25,000 to \$49,999	309,977	9.6	24,558	9.0	285,418	9.7
\$50,000 to \$99,999	244,589	9.4	46,803	8.8	197,786	9.5
\$100,000 to \$249,999	250,753	9.2	100,484	8.5	150,268	9.7
\$250,000 to \$499,999	121,935	8.3	81,190	8.2	40,746	8.6
\$500,000 to \$999,999	81,301	7.8	65,815	7.9	15,486	7.5
\$1 million or more	104,554	7.5	100,485	7.4	4,069	9.2

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015). Detail may not add to totals because of rounding.

## Size of Veteran-Owned Employers by Number of Employees

Figure 4 shows that more than half (54.5 percent) of veteran-owned employer firms had one to four employees. Businesses with one to nine employees accounted for 71.3 percent of firms, and those with one to nineteen employees accounted for 80.6 percent.

Veteran-owned employers with twenty or more employees accounted for 9.0 percent of all firms, while those with fifty or more employees accounted for 3.2 percent.

In addition, 10.4 percent of veteran-owned employer firms had no employees during the SBO “snapshot” pay period including March 12, 2012, but had some employment at other times of the year (e.g., seasonal employees).<sup>28</sup>

**Figure 4: Size of veteran-owned employers by number of employees – 2012**

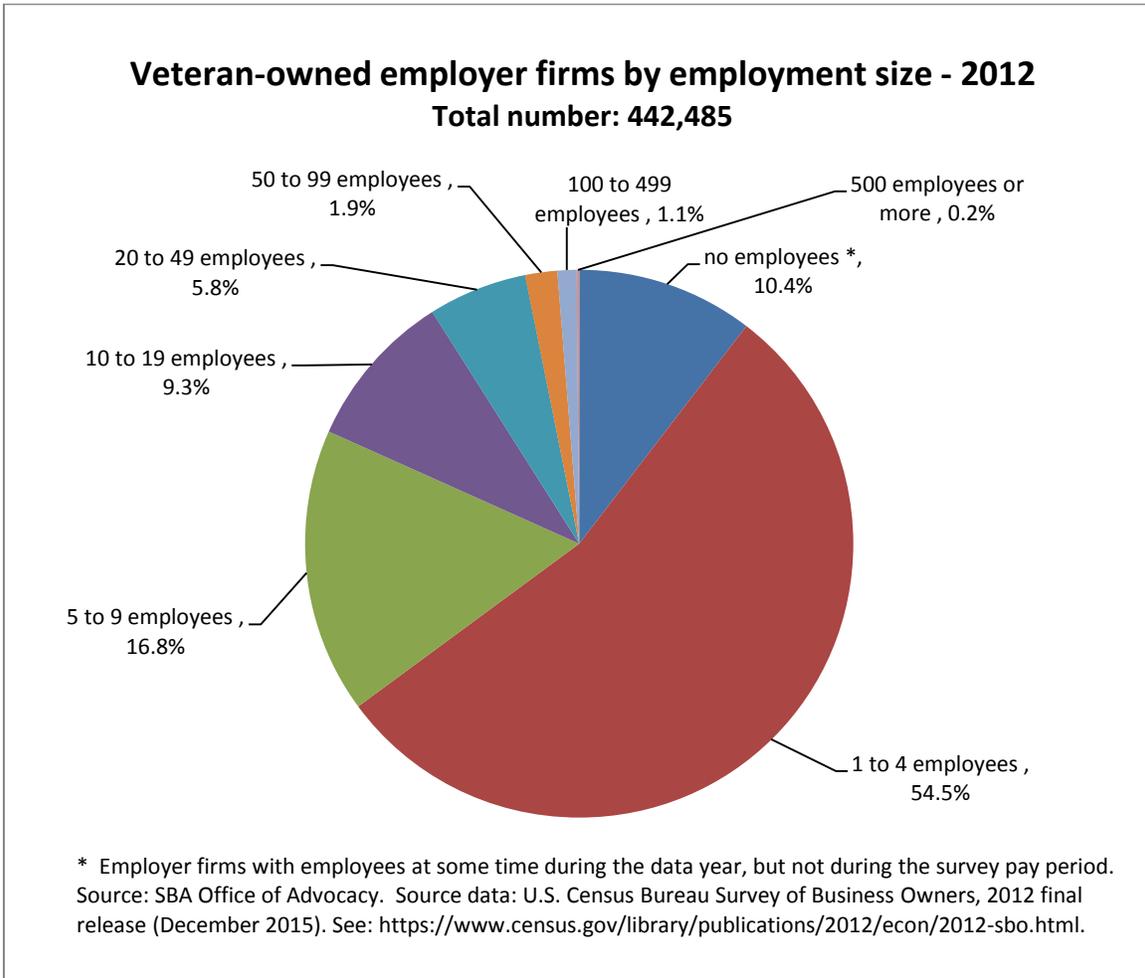


Table 9 shows the distribution of all U.S. and veteran-owned employer firms among various firm size cohorts by their number of employees. The distribution of size classes is similar for both groups throughout the range of employment classes.

<sup>28</sup> Additional information on seasonal and part-time businesses is presented in Chapter 3.

As noted above, 54.5 percent of all veteran-owned employers had one to four employees, with another 16.8 percent in the five-to-nine employee category. Veteran-owned firms with ten or more employees represented 18.3 percent of all veteran-owned employers.

**Table 9: Distribution by employment size of employer firms – 2012**  
(percent)

Firm size by number of employees	All firms	Veteran-owned
All firms with employees	100	100
No employees *	11.2	10.4
1 to 4 employees	50.4	54.5
5 to 9 employees	17.1	16.8
10 to 19 employees	10.5	9.3
20 to 49 employees	6.8	5.8
50 to 99 employees	2.2	1.9
100 to 499 employees	1.5	1.1
500 employees or more	0.3	0.2

\* Employer firms with no employees are those businesses with employees at some time during the year, but no employees during the March 12<sup>th</sup> “snapshot” pay period.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015). Detail may not add to totals because of rounding.

Table 10 presents the numbers of veteran-owned employer firms in each of the employment size classes shown in Table 9, together with the percentage that these firms represent among all firms in that size group. Overall, 8.2 percent of all employer firms were veteran-owned. Veteran firm shares ranged from 8.8 percent to 7.0 percent in the various size cohorts, except that in the largest two size classes, firms with 100 to 499 and with 500 or more employees, the shares were 6.0 percent and 3.9 percent, respectively.

**Table 10: Number and percentage of veteran-owned employer firms by size – 2012**

Firm size by number of employees	Number of veteran-owned employers	Percent of all firms within size class
All firms with employees	442,485	8.2
No employees *	46,064	7.6
1 to 4 employees	241,112	8.8
5 to 9 employees	74,331	8.0
10 to 19 employees	41,198	7.3
20 to 49 employees	25,787	7.0
50 to 99 employees	8,389	7.2
100 to 499 employees	4,918	6.0
500 employees or more	686	3.9

\* Employer firms with no employees are those businesses with employees at some time during the year, but no employees during the March 12<sup>th</sup> “snapshot” pay period. Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, final release (December 2015). Detail may not add to totals because of rounding.

## Veteran-Owned Firms by Owners’ Gender, Ethnicity and Race

Table 11 depicts the number and percentage of all veteran-owned firms by gender, ethnicity, minority status, and race. One or more veterans with the demographic attributes indicated had majority interest ownership in the firms.

Veteran-owned firms had majority ownership that was overwhelmingly male (84.3 percent), non-Hispanic (92.9 percent) and White (85.1 percent). Women owned 15.2 percent of all veteran-owned businesses, and self-identified minorities as a whole owned 20.6 percent.

Businesses with majority ownership by African Americans represented 10.7 percent of all firms; 7.0 percent had Hispanic ownership; 2.1 percent had Asian American ownership; 1.3 percent had American Indian or Alaska Native ownership; 0.3 percent had majority ownership by either Native Hawaiians or other Pacific Islanders; and 2.2 percent indicated ownership by some other race.

Women, Hispanics, and minorities, both as a whole and by specific group, all had markedly higher ownership shares of non-employers than of employers.

**Table 11: Veteran-owned firms by gender, ethnicity, minority status and race – 2012**

Veteran-owned firm cohort	Veteran-owned firms					
	All		With employees		Without employees	
	Number	%	Number	%	Number	%
<b>All firms</b>	<b>2,521,682</b>	<b>100</b>	<b>442,485</b>	<b>100</b>	<b>2,079,197</b>	<b>100</b>
<b>By gender</b>		100		100		100
Female	383,302	15.2	12,617	2.9	370,685	17.8
Male	2,124,666	84.3	427,012	96.5	1,697,654	81.6
Equally male/female	13,714	0.5	2,857	0.6	10,857	0.5
<b>By ethnicity</b>		100		100		100
Hispanic	176,046	7.0	14,674	3.3	161,372	7.8
Non-Hispanic	2,343,815	92.9	427,469	96.6	1,916,346	92.2
Equally Hispanic/Non-Hispanic	1,821	0.1	343	0.1	1,478	0.1
<b>By minority status</b>		100		100		100
Minority	520,666	20.6	37,764	8.5	482,902	23.2
Non-minority	1,998,120	79.2	404,102	91.3	1,594,018	76.7
Equally minority/non-minority	2,896	0.1	619	0.1	2,277	0.1
<b>By race</b>		100		100		100
White	2,145,322	85.1	419,237	94.7	1,726,085	83.0
African American	270,053	10.7	12,600	2.8	257,453	12.4
American Indian or Alaska Native	33,984	1.3	3,545	0.8	30,439	1.5
Asian	52,355	2.1	7,276	1.6	45,078	2.2
Native Hawaiian or Other Pacific Islander	6,931	0.3	653	0.1	6,277	0.3
Some other race	55,928	2.2	2,694	0.6	53,234	2.6

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners, final release (December 2015). Detail may not add to totals due to rounding or because Hispanic owners may be of any race. Moreover, each owner had the option of selecting more than one race and is included in each race selected.

## Veteran-Owned Businesses by State

This section presents five tables with summary data on veteran-owned firms in each state and the District of Columbia. Tables 12-16 present the same data sorted five ways: alphabetically, by the number of firms, by the amount of receipts, by the percentage of veteran-owned firms, and by percentage of veteran-owned firms' sales. Figures 5 and 6 show the U.S. map in terms of the number and percent of veteran-owned businesses in each state.

**Figure 5: Number of veteran-owned businesses by state – 2012**

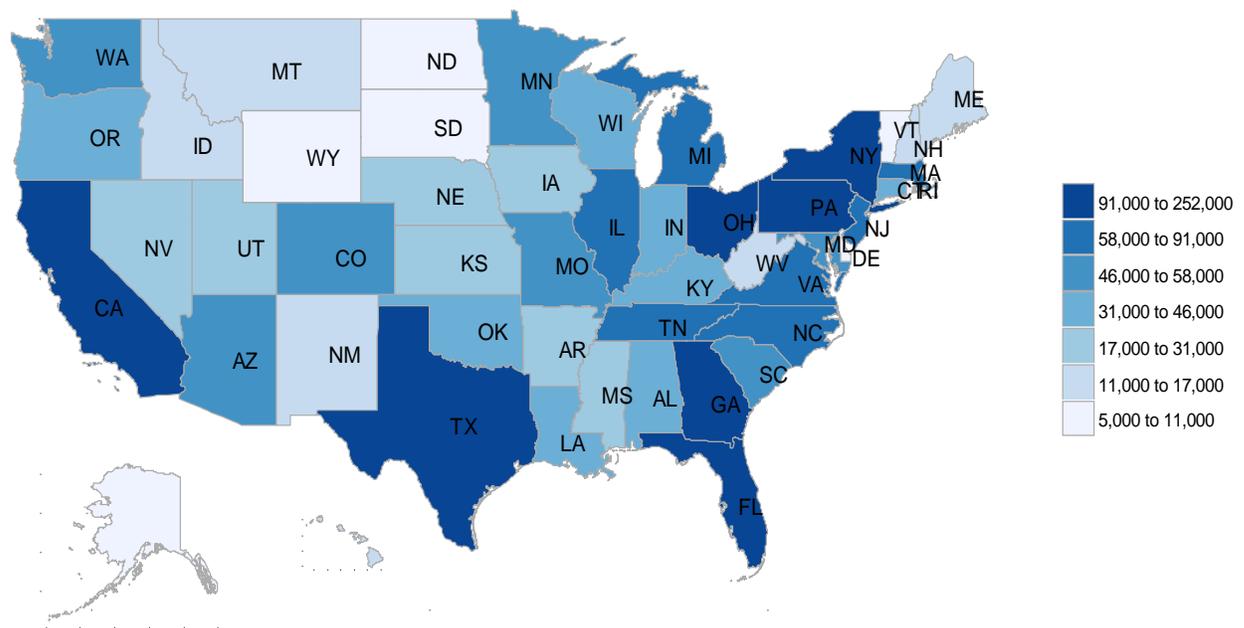


Table 12 presents the number of veteran-owned firms and their total sales by state. The data are provided for all veteran-owned firms, and then broken out for both employers and non-employers. This table is sorted alphabetically by state.

Table 13 presents the same data as Table 12 sorted by the number of firms in descending order. California, Texas, Florida, New York and Pennsylvania have the most veteran-owned firms, in that order. Figure 5 shows the U.S. map with the states classified by number of veteran-owned firms.

Table 14 presents the same data sorted by the amount of their sales in descending order. The leaders are the same as those in Table 13 and in the same order: California, Texas, Florida, New York, and Pennsylvania.

Table 15 is of special interest because it controls for the effect of state population size by ranking the percentage of firms that are veteran-owned within each state. South Carolina is the leader at 13.0 percent, followed by New Hampshire at 12.2 percent, Virginia and Alaska at 11.7 percent, Mississippi at 11.4 percent, and West Virginia at 11.3 percent. Figure 6 shows this ranking visually, with the states classified by their shares of veteran-owned firms.

**Figure 6: Percentages of veteran-owned businesses by state – 2012**

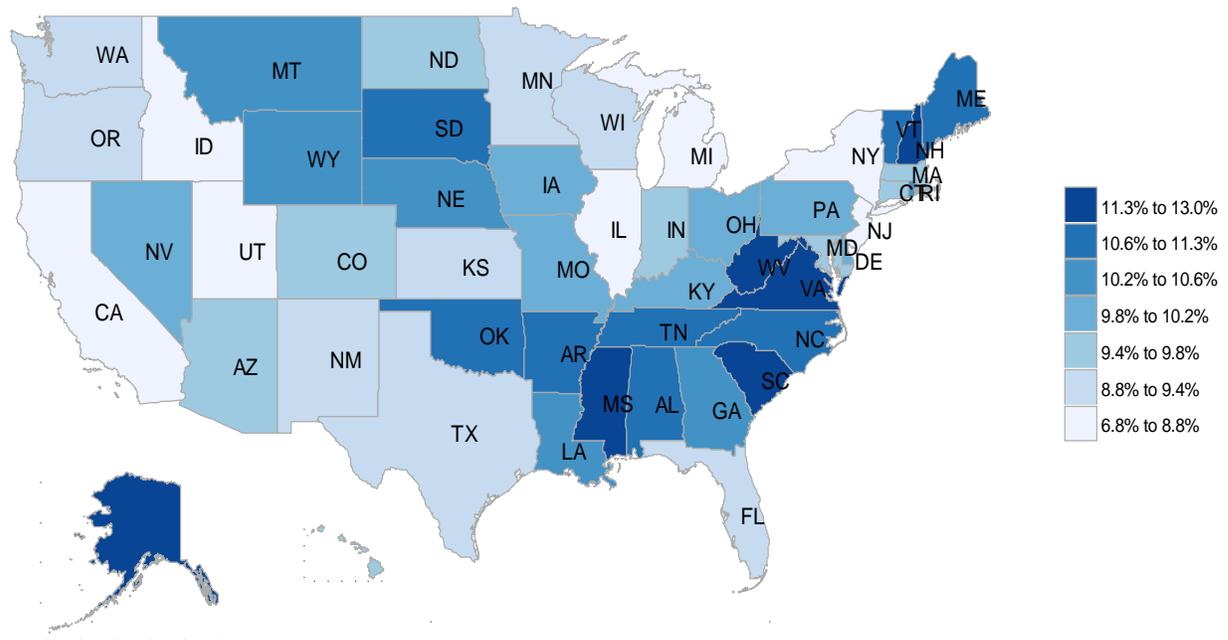


Table 16 ranks by state the share of all sales/receipts attributable to veteran-owned firms. New Hampshire leads at 6.2 percent, followed by Nevada at 4.8 percent, South Carolina and Mississippi at 4.7 percent, and Tennessee at 4.6 percent.

**Table 12: Veteran-owned firms by state, sorted alphabetically – 2012**

State	Veteran-owned firms					
	All		With employees		Without employees	
	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Number	Sales (\$1,000)
<b>United States</b>	<b>2,521,682</b>	<b>1,141,055,180</b>	<b>442,485</b>	<b>1,048,870,785</b>	<b>2,079,197</b>	<b>92,184,395</b>
Alabama	41,943	18,578,154	7,478	17,188,388	34,466	1,389,766
Alaska	7,953	2,895,599	1,630	2,556,711	6,323	338,888
Arizona	46,780	21,326,971	7,705	19,420,311	39,075	1,906,660
Arkansas	25,915	9,828,240	4,556	8,982,005	21,359	846,236
California	252,377	135,056,837	43,201	124,780,962	209,175	10,275,875
Colorado	51,722	17,309,362	9,618	15,326,010	42,104	1,983,352
Connecticut	31,056	14,626,848	5,713	13,307,524	25,343	1,319,323
Delaware	7,206	4,127,859	1,592	3,864,029	5,614	263,830
District of Columbia	5,070	2,064,848	919	1,863,954	4,150	200,894
Florida	185,756	57,670,087	31,266	51,467,990	154,489	6,202,096
Georgia	96,787	35,745,281	15,068	32,890,778	81,718	2,854,503
Hawaii	11,148	4,498,716	2,322	4,068,155	8,826	430,560
Idaho	12,804	3,475,483	2,593	3,092,087	10,211	383,396
Illinois	89,110	45,376,994	16,720	42,501,484	72,390	2,875,510
Indiana	45,174	26,314,629	8,209	24,781,510	36,965	1,533,119
Iowa	25,889	10,916,652	5,467	10,130,862	20,422	785,790
Kansas	21,610	9,784,758	4,110	9,001,733	17,499	783,024
Kentucky	33,208	12,809,308	5,557	11,730,534	27,651	1,078,774
Louisiana	42,211	22,651,541	7,099	20,983,748	35,112	1,667,793
Maine	15,689	4,735,430	3,046	4,230,665	12,642	504,765
Maryland	50,976	20,709,680	8,972	18,922,180	42,004	1,787,500
Massachusetts	58,339	32,279,570	11,379	29,830,724	46,959	2,448,846
Michigan	71,861	31,245,858	10,627	29,147,251	61,234	2,098,607
Minnesota	45,582	23,370,052	9,263	21,726,040	36,319	1,644,012
Mississippi	26,789	10,067,440	4,224	9,134,543	22,565	932,897
Missouri	49,217	22,116,006	8,873	20,493,163	40,344	1,622,843
Montana	11,486	3,372,745	2,589	3,004,525	8,898	368,219
Nebraska	16,693	8,205,259	3,591	7,679,600	13,101	525,659
Nevada	23,049	10,597,148	4,098	9,593,369	18,951	1,003,779
New Hampshire	16,119	7,607,877	3,122	6,966,846	12,996	641,031
New Jersey	57,996	33,436,659	11,122	30,920,028	46,874	2,516,630
New Mexico	14,096	6,075,518	3,094	5,669,652	11,002	405,866
New York	137,532	55,830,178	24,389	50,752,518	113,143	5,077,661
North Carolina	86,571	36,900,183	15,030	33,823,681	71,542	3,076,502
North Dakota	6,584	3,633,237	1,235	3,358,906	5,349	274,332
Ohio	91,316	37,193,818	15,265	33,853,013	76,051	3,340,805
Oklahoma	36,273	16,711,070	7,132	15,233,117	29,141	1,477,953
Oregon	30,918	14,252,245	7,013	13,225,908	23,905	1,026,337
Pennsylvania	97,969	50,297,970	19,144	46,736,224	78,825	3,561,746
Rhode Island	9,904	3,557,718	2,138	3,120,552	7,766	437,166
South Carolina	47,987	16,576,981	8,889	14,924,339	39,098	1,652,642
South Dakota	8,604	3,997,845	1,533	3,670,778	7,071	327,068
Tennessee	59,379	30,049,377	9,233	27,672,509	50,146	2,376,868
Texas	213,590	109,881,105	32,806	101,181,133	180,784	8,699,971
Utah	18,754	8,327,767	4,352	7,726,805	14,401	600,961
Vermont	8,237	2,380,620	1,365	2,098,543	6,872	282,077
Virginia	76,434	34,087,852	15,061	31,221,568	61,373	2,866,284
Washington	49,331	20,653,096	10,323	18,954,964	39,009	1,698,132
West Virginia	12,912	5,635,335	2,227	5,224,949	10,685	410,386
Wisconsin	39,830	20,506,763	7,790	19,361,688	32,040	1,145,075
Wyoming	6,470	1,704,615	1,258	1,472,229	5,212	232,386

Source: SBA Office of Advocacy. Source data from Census Bureau 2012 SBO final release (December 2015). Firms with more than one domestic establishment are counted in each geographic area in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

**Table 13: Number of veteran-owned firms by state, ranked by number – 2012**

State	Veteran-owned firms					
	All		With employees		Without employees	
	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Number	Sales (\$1,000)
<b>United States</b>	<b>2,521,682</b>	<b>1,141,055,180</b>	<b>442,485</b>	<b>1,048,870,785</b>	<b>2,079,197</b>	<b>92,184,395</b>
California	252,377	135,056,837	43,201	124,780,962	209,175	10,275,875
Texas	213,590	109,881,105	32,806	101,181,133	180,784	8,699,971
Florida	185,756	57,670,087	31,266	51,467,990	154,489	6,202,096
New York	137,532	55,830,178	24,389	50,752,518	113,143	5,077,661
Pennsylvania	97,969	50,297,970	19,144	46,736,224	78,825	3,561,746
Georgia	96,787	35,745,281	15,068	32,890,778	81,718	2,854,503
Ohio	91,316	37,193,818	15,265	33,853,013	76,051	3,340,805
Illinois	89,110	45,376,994	16,720	42,501,484	72,390	2,875,510
North Carolina	86,571	36,900,183	15,030	33,823,681	71,542	3,076,502
Virginia	76,434	34,087,852	15,061	31,221,568	61,373	2,866,284
Michigan	71,861	31,245,858	10,627	29,147,251	61,234	2,098,607
Tennessee	59,379	30,049,377	9,233	27,672,509	50,146	2,376,868
Massachusetts	58,339	32,279,570	11,379	29,830,724	46,959	2,448,846
New Jersey	57,996	33,436,659	11,122	30,920,028	46,874	2,516,630
Colorado	51,722	17,309,362	9,618	15,326,010	42,104	1,983,352
Maryland	50,976	20,709,680	8,972	18,922,180	42,004	1,787,500
Washington	49,331	20,653,096	10,323	18,954,964	39,009	1,698,132
Missouri	49,217	22,116,006	8,873	20,493,163	40,344	1,622,843
South Carolina	47,987	16,576,981	8,889	14,924,339	39,098	1,652,642
Arizona	46,780	21,326,971	7,705	19,420,311	39,075	1,906,660
Minnesota	45,582	23,370,052	9,263	21,726,040	36,319	1,644,012
Indiana	45,174	26,314,629	8,209	24,781,510	36,965	1,533,119
Louisiana	42,211	22,651,541	7,099	20,983,748	35,112	1,667,793
Alabama	41,943	18,578,154	7,478	17,188,388	34,466	1,389,766
Wisconsin	39,830	20,506,763	7,790	19,361,688	32,040	1,145,075
Oklahoma	36,273	16,711,070	7,132	15,233,117	29,141	1,477,953
Kentucky	33,208	12,809,308	5,557	11,730,534	27,651	1,078,774
Connecticut	31,056	14,626,848	5,713	13,307,524	25,343	1,319,323
Oregon	30,918	14,252,245	7,013	13,225,908	23,905	1,026,337
Mississippi	26,789	10,067,440	4,224	9,134,543	22,565	932,897
Arkansas	25,915	9,828,240	4,556	8,982,005	21,359	846,236
Iowa	25,889	10,916,652	5,467	10,130,862	20,422	785,790
Nevada	23,049	10,597,148	4,098	9,593,369	18,951	1,003,779
Kansas	21,610	9,784,758	4,110	9,001,733	17,499	783,024
Utah	18,754	8,327,767	4,352	7,726,805	14,401	600,961
Nebraska	16,693	8,205,259	3,591	7,679,600	13,101	525,659
New Hampshire	16,119	7,607,877	3,122	6,966,846	12,996	641,031
Maine	15,689	4,735,430	3,046	4,230,665	12,642	504,765
New Mexico	14,096	6,075,518	3,094	5,669,652	11,002	405,866
West Virginia	12,912	5,635,335	2,227	5,224,949	10,685	410,386
Idaho	12,804	3,475,483	2,593	3,092,087	10,211	383,396
Montana	11,486	3,372,745	2,589	3,004,525	8,898	368,219
Hawaii	11,148	4,498,716	2,322	4,068,155	8,826	430,560
Rhode Island	9,904	3,557,718	2,138	3,120,552	7,766	437,166
South Dakota	8,604	3,997,845	1,533	3,670,778	7,071	327,068
Vermont	8,237	2,380,620	1,365	2,098,543	6,872	282,077
Alaska	7,953	2,895,599	1,630	2,556,711	6,323	338,888
Delaware	7,206	4,127,859	1,592	3,864,029	5,614	263,830
North Dakota	6,584	3,633,237	1,235	3,358,906	5,349	274,332
Wyoming	6,470	1,704,615	1,258	1,472,229	5,212	232,386
District of Columbia	5,070	2,064,848	919	1,863,954	4,150	200,894

Source: SBA Office of Advocacy. Source data from Census Bureau 2012 SBO final release (December 2015). Firms with more than one domestic establishment are counted in each geographic area in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

**Table 14: Receipts of veteran-owned firms by state, ranked by amount – 2012**

State	Veteran-owned firms					
	Number	All Receipts (\$1,000)	With employees Number	With employees Receipts (\$1,000)	Without employees Number	Without employees Receipts (\$1,000)
<b>United States</b>	<b>2,521,682</b>	<b>1,141,055,180</b>	<b>442,485</b>	<b>1,048,870,785</b>	<b>2,079,197</b>	<b>92,184,395</b>
California	252,377	135,056,837	43,201	124,780,962	209,175	10,275,875
Texas	213,590	109,881,105	32,806	101,181,133	180,784	8,699,971
Florida	185,756	57,670,087	31,266	51,467,990	154,489	6,202,096
New York	137,532	55,830,178	24,389	50,752,518	113,143	5,077,661
Pennsylvania	97,969	50,297,970	19,144	46,736,224	78,825	3,561,746
Illinois	89,110	45,376,994	16,720	42,501,484	72,390	2,875,510
Ohio	91,316	37,193,818	15,265	33,853,013	76,051	3,340,805
North Carolina	86,571	36,900,183	15,030	33,823,681	71,542	3,076,502
Georgia	96,787	35,745,281	15,068	32,890,778	81,718	2,854,503
Virginia	76,434	34,087,852	15,061	31,221,568	61,373	2,866,284
New Jersey	57,996	33,436,659	11,122	30,920,028	46,874	2,516,630
Massachusetts	58,339	32,279,570	11,379	29,830,724	46,959	2,448,846
Michigan	71,861	31,245,858	10,627	29,147,251	61,234	2,098,607
Tennessee	59,379	30,049,377	9,233	27,672,509	50,146	2,376,868
Indiana	45,174	26,314,629	8,209	24,781,510	36,965	1,533,119
Minnesota	45,582	23,370,052	9,263	21,726,040	36,319	1,644,012
Louisiana	42,211	22,651,541	7,099	20,983,748	35,112	1,667,793
Missouri	49,217	22,116,006	8,873	20,493,163	40,344	1,622,843
Arizona	46,780	21,326,971	7,705	19,420,311	39,075	1,906,660
Maryland	50,976	20,709,680	8,972	18,922,180	42,004	1,787,500
Washington	49,331	20,653,096	10,323	18,954,964	39,009	1,698,132
Wisconsin	39,830	20,506,763	7,790	19,361,688	32,040	1,145,075
Alabama	41,943	18,578,154	7,478	17,188,388	34,466	1,389,766
Colorado	51,722	17,309,362	9,618	15,326,010	42,104	1,983,352
Oklahoma	36,273	16,711,070	7,132	15,233,117	29,141	1,477,953
South Carolina	47,987	16,576,981	8,889	14,924,339	39,098	1,652,642
Connecticut	31,056	14,626,848	5,713	13,307,524	25,343	1,319,323
Oregon	30,918	14,252,245	7,013	13,225,908	23,905	1,026,337
Kentucky	33,208	12,809,308	5,557	11,730,534	27,651	1,078,774
Iowa	25,889	10,916,652	5,467	10,130,862	20,422	785,790
Nevada	23,049	10,597,148	4,098	9,593,369	18,951	1,003,779
Mississippi	26,789	10,067,440	4,224	9,134,543	22,565	932,897
Arkansas	25,915	9,828,240	4,556	8,982,005	21,359	846,236
Kansas	21,610	9,784,758	4,110	9,001,733	17,499	783,024
Utah	18,754	8,327,767	4,352	7,726,805	14,401	600,961
Nebraska	16,693	8,205,259	3,591	7,679,600	13,101	525,659
New Hampshire	16,119	7,607,877	3,122	6,966,846	12,996	641,031
New Mexico	14,096	6,075,518	3,094	5,669,652	11,002	405,866
West Virginia	12,912	5,635,335	2,227	5,224,949	10,685	410,386
Maine	15,689	4,735,430	3,046	4,230,665	12,642	504,765
Hawaii	11,148	4,498,716	2,322	4,068,155	8,826	430,560
Delaware	7,206	4,127,859	1,592	3,864,029	5,614	263,830
South Dakota	8,604	3,997,845	1,533	3,670,778	7,071	327,068
North Dakota	6,584	3,633,237	1,235	3,358,906	5,349	274,332
Rhode Island	9,904	3,557,718	2,138	3,120,552	7,766	437,166
Idaho	12,804	3,475,483	2,593	3,092,087	10,211	383,396
Montana	11,486	3,372,745	2,589	3,004,525	8,898	368,219
Alaska	7,953	2,895,599	1,630	2,556,711	6,323	338,888
Vermont	8,237	2,380,620	1,365	2,098,543	6,872	282,077
District of Columbia	5,070	2,064,848	919	1,863,954	4,150	200,894
Wyoming	6,470	1,704,615	1,258	1,472,229	5,212	232,386

Source: SBA Office of Advocacy. Source data from Census Bureau 2012 SBO final release (December 2015). Firms with more than one domestic establishment are counted in each geographic area in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

**Table 15: Percent of veteran-owned firms in state, ranked by number share - 2012**

State	Number			Receipts (\$1,000)		
	All firms	All veteran-owned firms	Percent share	All firms	All veteran-owned firms	Percent share
<b>United States</b>	<b>27,626,360</b>	<b>2,521,682</b>	<b>9.1</b>	<b>33,536,848,821</b>	<b>1,141,055,180</b>	<b>3.4</b>
South Carolina	367,726	47,987	13.0	350,808,351	16,576,981	4.7
New Hampshire	131,638	16,119	12.2	122,281,669	7,607,877	6.2
Virginia	653,193	76,434	11.7	843,986,907	34,087,852	4.0
Alaska	68,032	7,953	11.7	96,513,632	2,895,599	3.0
Mississippi	235,454	26,789	11.4	213,455,621	10,067,440	4.7
West Virginia	114,435	12,912	11.3	131,412,471	5,635,335	4.3
Maine	139,570	15,689	11.2	106,687,572	4,735,430	4.4
Alabama	374,153	41,943	11.2	410,217,329	18,578,154	4.5
Arkansas	231,959	25,915	11.2	252,140,106	9,828,240	3.9
Oklahoma	327,229	36,273	11.1	408,279,095	16,711,070	4.1
Vermont	75,827	8,237	10.9	55,593,703	2,380,620	4.3
Tennessee	550,453	59,379	10.8	647,300,920	30,049,377	4.6
North Carolina	805,985	86,571	10.7	847,349,408	36,900,183	4.4
South Dakota	81,314	8,604	10.6	88,352,462	3,997,845	4.5
Rhode Island	94,642	9,904	10.5	100,825,779	3,557,718	3.5
Georgia	929,864	96,787	10.4	960,432,488	35,745,281	3.7
Wyoming	62,427	6,470	10.4	69,117,582	1,704,615	2.5
Montana	112,419	11,486	10.2	81,867,845	3,372,745	4.1
Louisiana	414,291	42,211	10.2	639,279,967	22,651,541	3.5
Nebraska	164,089	16,693	10.2	238,987,196	8,205,259	3.4
Nevada	227,156	23,049	10.1	218,695,720	10,597,148	4.8
Ohio	904,814	91,316	10.1	1,204,964,794	37,193,818	3.1
Pennsylvania	975,453	97,969	10.0	1,366,843,438	50,297,970	3.7
Kentucky	331,546	33,208	10.0	453,197,077	12,809,308	2.8
Missouri	491,606	49,217	10.0	598,271,031	22,116,006	3.7
Iowa	259,121	25,889	10.0	383,732,360	10,916,652	2.8
Delaware	73,418	7,206	9.8	151,181,125	4,127,859	2.7
North Dakota	68,270	6,584	9.6	117,848,841	3,633,237	3.1
Massachusetts	607,664	58,339	9.6	839,944,464	32,279,570	3.8
Maryland	531,953	50,976	9.6	513,951,749	20,709,680	4.0
Connecticut	326,693	31,056	9.5	598,874,847	14,626,848	2.4
Colorado	547,352	51,722	9.4	534,919,373	17,309,362	3.2
Indiana	479,059	45,174	9.4	691,923,792	26,314,629	3.8
Hawaii	118,454	11,148	9.4	102,120,740	4,498,716	4.4
Arizona	499,926	46,780	9.4	497,211,439	21,326,971	4.3
New Mexico	151,363	14,096	9.3	149,305,276	6,075,518	4.1
Minnesota	489,494	45,582	9.3	694,788,651	23,370,052	3.4
Wisconsin	432,980	39,830	9.2	614,392,925	20,506,763	3.3
Oregon	339,305	30,918	9.1	333,073,339	14,252,245	4.3
Washington	541,522	49,331	9.1	702,144,490	20,653,096	2.9
Texas	2,356,748	213,590	9.1	3,623,481,905	109,881,105	3.0
Kansas	239,118	21,610	9.0	368,793,775	9,784,758	2.7
Florida	2,100,187	185,756	8.8	1,516,846,612	57,670,087	3.8
Idaho	146,642	12,804	8.7	116,313,555	3,475,483	3.0
Michigan	834,087	71,861	8.6	1,005,215,114	31,245,858	3.1
District of Columbia	63,408	5,070	8.0	205,091,146	2,064,848	1.0
Illinois	1,135,017	89,110	7.9	1,683,129,252	45,376,994	2.7
Utah	251,419	18,754	7.5	251,055,510	8,327,767	3.3
New Jersey	792,088	57,996	7.3	1,233,058,233	33,436,659	2.7
California	3,548,449	252,377	7.1	3,917,367,474	135,056,837	3.4
New York	2,008,988	137,532	6.8	2,184,220,670	55,830,178	2.6

Source: SBA Office of Advocacy. Source data from Census Bureau 2012 SBO final release (December 2015). Firms with more than one domestic establishment are counted in each geographic area in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

**Table 16: Percent of veteran-owned firms' state sales, ranked by sales share - 2012**

State	Number			Receipts (\$1,000)		
	All firms	All veteran-owned firms	Percent share	All firms	All veteran-owned firms	Percent share
<b>United States</b>	<b>27,626,360</b>	<b>2,521,682</b>	<b>9.1</b>	<b>33,536,848,821</b>	<b>1,141,055,180</b>	<b>3.4</b>
New Hampshire	131,638	16,119	12.2	122,281,669	7,607,877	6.2
Nevada	227,156	23,049	10.1	218,695,720	10,597,148	4.8
South Carolina	367,726	47,987	13.0	350,808,351	16,576,981	4.7
Mississippi	235,454	26,789	11.4	213,455,621	10,067,440	4.7
Tennessee	550,453	59,379	10.8	647,300,920	30,049,377	4.6
Alabama	374,153	41,943	11.2	410,217,329	18,578,154	4.5
South Dakota	81,314	8,604	10.6	88,352,462	3,997,845	4.5
Maine	139,570	15,689	11.2	106,687,572	4,735,430	4.4
Hawaii	118,454	11,148	9.4	102,120,740	4,498,716	4.4
North Carolina	805,985	86,571	10.7	847,349,408	36,900,183	4.4
Arizona	499,926	46,780	9.4	497,211,439	21,326,971	4.3
West Virginia	114,435	12,912	11.3	131,412,471	5,635,335	4.3
Vermont	75,827	8,237	10.9	55,593,703	2,380,620	4.3
Oregon	339,305	30,918	9.1	333,073,339	14,252,245	4.3
Montana	112,419	11,486	10.2	81,867,845	3,372,745	4.1
Oklahoma	327,229	36,273	11.1	408,279,095	16,711,070	4.1
New Mexico	151,363	14,096	9.3	149,305,276	6,075,518	4.1
Virginia	653,193	76,434	11.7	843,986,907	34,087,852	4.0
Maryland	531,953	50,976	9.6	513,951,749	20,709,680	4.0
Arkansas	231,959	25,915	11.2	252,140,106	9,828,240	3.9
Massachusetts	607,664	58,339	9.6	839,944,464	32,279,570	3.8
Indiana	479,059	45,174	9.4	691,923,792	26,314,629	3.8
Florida	2,100,187	185,756	8.8	1,516,846,612	57,670,087	3.8
Georgia	929,864	96,787	10.4	960,432,488	35,745,281	3.7
Missouri	491,606	49,217	10.0	598,271,031	22,116,006	3.7
Pennsylvania	975,453	97,969	10.0	1,366,843,438	50,297,970	3.7
Louisiana	414,291	42,211	10.2	639,279,967	22,651,541	3.5
Rhode Island	94,642	9,904	10.5	100,825,779	3,557,718	3.5
California	3,548,449	252,377	7.1	3,917,367,474	135,056,837	3.4
Nebraska	164,089	16,693	10.2	238,987,196	8,205,259	3.4
Minnesota	489,494	45,582	9.3	694,788,651	23,370,052	3.4
Wisconsin	432,980	39,830	9.2	614,392,925	20,506,763	3.3
Utah	251,419	18,754	7.5	251,055,510	8,327,767	3.3
Colorado	547,352	51,722	9.4	534,919,373	17,309,362	3.2
Michigan	834,087	71,861	8.6	1,005,215,114	31,245,858	3.1
Ohio	904,814	91,316	10.1	1,204,964,794	37,193,818	3.1
North Dakota	68,270	6,584	9.6	117,848,841	3,633,237	3.1
Texas	2,356,748	213,590	9.1	3,623,481,905	109,881,105	3.0
Alaska	68,032	7,953	11.7	96,513,632	2,895,599	3.0
Idaho	146,642	12,804	8.7	116,313,555	3,475,483	3.0
Washington	541,522	49,331	9.1	702,144,490	20,653,096	2.9
Iowa	259,121	25,889	10.0	383,732,360	10,916,652	2.8
Kentucky	331,546	33,208	10.0	453,197,077	12,809,308	2.8
Delaware	73,418	7,206	9.8	151,181,125	4,127,859	2.7
New Jersey	792,088	57,996	7.3	1,233,058,233	33,436,659	2.7
Illinois	1,135,017	89,110	7.9	1,683,129,252	45,376,994	2.7
Kansas	239,118	21,610	9.0	368,793,775	9,784,758	2.7
New York	2,008,988	137,532	6.8	2,184,220,670	55,830,178	2.6
Wyoming	62,427	6,470	10.4	69,117,582	1,704,615	2.5
Connecticut	326,693	31,056	9.5	598,874,847	14,626,848	2.4
District of Columbia	63,408	5,070	8.0	205,091,146	2,064,848	1.0

Source: SBA Office of Advocacy. Source data from Census Bureau 2012 SBO final release (December 2015). Firms with more than one domestic establishment are counted in each geographic area in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

## Chapter 3 – Characteristics of Veteran-Owned Firms

As noted in Chapter 1, not all Census SBO estimates are for the “full universe” of all firms. All of the estimates in the preceding chapter were full universe estimates for all firms and sales in the various categories and breakouts presented. In this chapter, we now turn to additional estimates that are based on SBO respondents only. About half of those businesses receiving SBO survey instruments were asked to respond to questions on selected economic and demographic characteristics that were not asked of the other half. The 2012 SBO provides the results obtained from these “long-form” respondents at the national level only, and this chapter discusses some of these business characteristics.

Business characteristics are of great interest, and Census has provided a wealth of information in 63 separate datasets with veteran business characteristics data that can be mined online using its American FactFinder utility at <https://www.census.gov/library/publications/2012/econ/2012-sbo.html>. In this chapter, we have extracted selected information from 20 key datasets.

All of the estimates of this chapter are based on SBO respondent-only data that must be used with caution because they do not give us information for all firms. The distribution percentages in this chapter are actually more useful than the number or dollar amounts presented, which, as they are for respondent firms only, are in a sense incomplete.

For example, the SBO estimates that 57.0 percent of respondent veteran-owned firms were home-based (compared with 52.2 percent for all firms). Respondent businesses reporting on the SBO’s home-based question represented 1,512,553 firms. However, the SBO also estimates that the full universe of all veteran-owned firms was actually 2,521,682, so firms reporting on this question represent only 60.0 percent of all firms.

The relative standard error for this respondent-only home-based estimate is 0.8, meaning that we can say with 90 percent confidence that the “plus or minus” range for the estimate is only 1.3 percent. But even though the respondent-only estimate is very reliable, we do not know whether the characteristics of non-respondents – 40 percent of all veteran-owned firms in this case – would be the same as those of respondents. Accordingly, Census has not made full universe estimates for the number of home-based firms or sales – its estimates relate only to respondent firms. This is also true of all other estimates made for the business characteristics presented in this chapter.

Census does provide full universe estimates for all veteran-owned firms so that we can see the difference between the total population and a respondent-only estimate. Some users may be tempted to apply the reported respondent-only percentages to the corresponding full universe populations to estimate what the total number or sales in those cohorts were, but such a procedure relies on an assumption that the characteristics of non-respondents are the same as those of respondents. Unless this is true, the possibility of non-response bias makes the result of such a calculation problematic. Any such extrapolation carries a risk of non-response bias and other possible errors. If such a calculation is made, it should be prefaced with a qualifying statement about the assumptions used.

In this chapter we will examine veteran-owned businesses by a variety of different attributes, or “characteristics” as Census calls them. These include:

- Home-based businesses by industry
- Home-based businesses by sales range
- Home-based businesses by number of employees
- Businesses operated as franchises by industry
- Businesses operated as franchises by sales range
- Businesses operated as franchises by number of employees
- Businesses by percentage of export sales
- E-commerce as percentage of total sales
- Seasonal and part-time businesses
- Sources of capital for startup or firm acquisition
- Amount of capital for startup or firm acquisition
- Sources of capital for expansion or capital improvements
- Businesses by type of customers
- Businesses by type of workers
- Businesses by types of benefits provided by employer firms
- Businesses by types of intellectual property
- Businesses by website use
- Businesses by the number of owners
- Businesses by year of firm establishment
- Businesses operating or reasons for cessation

## Home-Based Businesses

Home-based businesses made up the majority of all respondent U.S. firms, so it is not surprising that they were also the majority of veteran-owned firms. Table 17 presents data on home-based businesses by industry.

In 2012, 57.0 percent of veteran-owned respondent businesses reported that they were operating from the owner's home, compared with 52.2 percent of all respondent businesses. As expected, veteran-owned businesses without employees were more likely to be home-based than those with employees – 65.6 percent compared to 25.5 percent.

With a few variations, percentages of veteran-owned home-based firms were slightly higher than those of all home-based businesses in most industries. Within several industries, home-based veteran-owned firms had a significantly larger share than all home-based firms. These included utilities (76.8 percent veteran-owned compared with 51.9 percent for all firms); wholesale trade (53.0 percent compared with 45.9 percent); transportation and warehousing (54.8 percent compared with 46.5 percent); finance and insurance (47.6 percent compared with 38.0 percent); educational services (64.9 percent compared with 55.2 percent); and other services (54.0 percent vs. 43.0 percent).

**Table 17: Home-based businesses by industry – 2012**

Class	All Firms				Firms with employees				Firms without employees			
	All	% in sector	Veteran-owned	% in sector	All	% in sector	Veteran-owned	% in sector	All	% in sector	Veteran-owned	% in sector
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>	-	<b>5,424,458</b>	-	<b>442,485</b>	-	<b>22,201,902</b>	-	<b>2,079,197</b>	-
<b>All reporting homebased bus.</b>	<b>9,036,484</b>	<b>52.2</b>	<b>862,637</b>	<b>57.0</b>	<b>865,848</b>	<b>23.3</b>	<b>82,428</b>	<b>25.5</b>	<b>8,170,637</b>	<b>60.1</b>	<b>780,209</b>	<b>65.6</b>
Agriculture, forestry & fishing	93,714	57.9	10,790	62.3	6,551	42.4	473	42.4	87,163	59.6	10,316	63.6
Mining, quarrying, oil & gas	38,041	43.8	4,405	46.4	4,095	26.4	433	27.1	33,946	47.6	3,972	50.3
Utilities	6,360	51.9	1,044	76.8	497	23.5	41	23.8	5,862	57.9	1,003	84.6
Construction	1,175,808	68.2	147,691	73.6	233,114	50.6	24,289	52.7	942,694	74.7	123,402	79.8
Manufacturing	157,314	39.3	16,071	39.3	14,653	7.9	1,476	8.0	142,661	66.4	14,595	64.9
Wholesale trade	212,094	45.9	23,723	53.0	48,898	22.3	5,371	25.8	163,196	67.2	18,351	76.4
Retail trade	794,249	49.2	56,801	47.9	27,580	6.4	2,333	7.3	766,668	64.9	54,469	63.0
Transportation and warehousing	293,520	46.5	42,403	54.8	41,441	37.1	3,962	37.3	252,079	48.5	38,441	57.5
Information	185,398	70.0	13,748	71.3	14,870	31.0	1,225	37.3	170,528	78.6	12,523	78.2
Finance and insurance	255,582	38.0	41,025	47.6	23,482	13.8	3,284	17.2	232,100	46.2	37,741	56.2
Real estate and rental and leasing	751,545	40.7	58,926	43.6	45,940	24.1	3,802	23.2	705,606	42.6	55,124	46.4
Prof, scientific and tech svcs	1,911,443	65.3	204,267	67.0	198,055	33.3	18,943	32.5	1,713,387	73.5	185,324	75.1
Management of firms	537	3.2	67	5.2	537	3.2	67	5.2	0	N/A	0	N/A
Admin and support & waste mgt	774,764	61.5	70,845	66.7	104,264	45.8	8,826	47.2	670,500	65.0	62,019	70.9
Educational services	260,734	55.2	17,545	64.9	10,868	26.3	741	34.4	249,865	58.0	16,804	67.5
Health care and social assistance	634,161	42.4	29,813	31.2	44,728	10.5	3,437	8.7	589,432	55.1	26,375	47.1
Arts, entertainment, and rec	566,787	63.7	41,069	66.7	16,601	26.2	779	20.3	550,186	66.5	40,290	69.8
Accommodation and food svcs	75,967	16.7	4,721	19.6	6,463	2.2	475	3.2	69,504	42.1	4,246	45.8
Other services	847,561	43.0	77,588	54.0	22,302	9.1	2,374	13.4	825,259	47.8	75,214	59.7
Industries not classified	1,184	64.5	109	72.1	1,184	64.7	109	72.1	0	N/A	0	N/A
		% total		% total		% total		% total		% total		% total
All reporting homebased bus.	9,036,484	52.2	862,637	57.0	865,848	23.3	82,428	25.5	8,170,637	60.1	780,209	65.6
All reporting non-homebased bus.	8,288,006	47.8	649,915	43.0	2,855,173	76.7	240,387	74.5	5,432,832	39.9	409,529	34.4
Total reporting	17,324,490	100	1,512,553	100	3,721,021	100	322,815	100	13,603,469	100	1,189,738	100
Item not reported	199,096	-	20,366	-	24,419	-	2,889	-	174,677	-	17,478	-

N/A Not applicable.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

The only industry where veteran-owned firms had a much lower share of home-based firms than all U.S. firms was health care and social assistance, where the shares were 31.2 percent and 42.4 percent respectively.

The number of respondent veteran-owned firms reporting on their home-based status represented 60.0 percent of the full universe of all veteran-owned firms.

Table 18 presents data on respondent home-based firms by amount of their sales. Veteran-owned firms had slightly higher home-based percentages than all U.S. firms in the smaller size classes, a difference that narrowed for firms with \$100,000 or more in sales and disappeared for firms with sales of \$500,000 or more.

Respondent veteran-owned firms reporting on their home-based size status represented 60.0 percent of the full universe of all veteran-owned employer firms.

**Table 18: Home-based businesses by sales range – 2012**

Class	Firms with and without employees			
	All	% of all firms within size class	Veteran-owned	% of all firms within size class
<b>Sales Range</b>	<b>27,626,360</b>		<b>2,521,682</b>	
All reporting home-based firms	9,036,484	52.2	862,637	57.0
Less than \$5,000	2,145,155	66.1	204,806	70.5
\$5,000 to \$9,999	1,391,596	64.7	135,425	69.6
\$10,000 to \$24,999	1,918,089	61.0	174,647	66.9
\$25,000 to \$49,999	1,283,535	57.9	128,641	64.2
\$50,000 to \$99,999	996,247	53.1	99,429	58.6
\$100,000 to \$249,999	839,402	42.8	80,518	45.7
\$250,000 to \$499,999	281,851	27.3	24,782	29.0
\$500,000 to \$999,999	119,103	16.3	9,618	16.2
\$1 million or more	61,506	6.3	4,772	6.3
		% total		% total
All reporting home-based businesses	9,036,484	52.2	862,637	57.0
All reporting businesses not home-based	8,288,006	47.8	649,915	43.0
Total reporting	17,324,490	100	1,512,553	100
Item not reported	199,096	-	20,366	-

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

Table 19 presents data on respondent home-based employer firms by employment size. The distribution of firms by size is similar between all firms and veteran-owned firms. More than half (54.4 percent) of veteran home-based employers actually had no employees at all during the “snapshot” pay period including March 12, 2012, although they did have employment at some other time of year.<sup>29</sup> One-third (33.0 percent) of home-based veteran-owned employers had one to four employees.

Respondent veteran-owned employer firms reporting on their home-based size status represented 73.0 percent of the full universe of all veteran-owned employer firms.

**Table 19: Home-based employer businesses by number of employees – 2012**

Class	Firms with employees			
	All firms	% of all firms within size class	Veteran-owned firms	% of all firms within size class
<b>All employer firms</b>	<b>5,424,458</b>		<b>442,485</b>	
All reporting home-based employer firms	865,848	23.3	82,428	25.5
no employees *	178,133	46.2	16,950	54.4
1 to 4 employees	603,254	31.6	58,678	33.0
5 to 9 employees	59,637	9.2	4,644	8.6
10 to 19 employees	18,295	4.6	1,483	4.9
20 to 49 employees	5,344	2.2	532	2.8
50 to 99 employees	862	1.1	83	1.3
100 to 499 employees	300	0.6	57	1.5
500 employees or more	23	0.3	2	0.5
		% total		% total
All reporting home-based businesses	865,848	23.3	82,428	25.5
All reporting businesses not home-based	2,855,173	76.7	240,387	74.5
Total employers reporting	3,721,021	100	322,815	100
Item not reported	24,419	-	2,889	-

\* Employer firms with no employees are those businesses with employees at some time during the year, but no employees during the March 12<sup>th</sup> “snapshot” pay period.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

<sup>29</sup> See Table 25 for information on part-time and seasonal businesses.

## Businesses Operating as Franchises

Table 20 shows that 2.1 percent of all veteran-owned respondent businesses were operated as franchises in 2012, compared with 2.9 percent of all firms. Among veteran-owned employers, 4.2 percent were operated as franchises, compared with 5.3 percent for all firms. Among non-employers, the corresponding shares were 1.6 and 2.3 percent.

Franchise businesses tended to be concentrated in certain industry groups, especially in the accommodation and food services group and in retail trade.<sup>30</sup> Among those six industry groups with firm number RSEs of less than 16 (a plus or minus range of 25.6 percent at 90 percent confidence), these two industries have the largest proportions of veteran-owned firms operating as franchises. In the accommodation and food services industry, 15.5 percent of all respondent veteran-owned firms were operated as franchises; while in retail trade, 4.7 percent of all veteran-owned firms were franchises. The corresponding franchise shares for all firms in these industries, both veteran and non-veteran respondent firms, were 15.0 percent and 6.0 percent respectively.

As would be expected, the employer firm share of franchised firms in these two industries is somewhat higher than that for all firms. Among employers, 22.7 percent of all veteran-owned firms in the accommodation and food services group were franchises (all employers: 21.1 percent); while 9.6 percent of veteran-owned firms in retail trade were franchises (all employers: 8.9 percent).

Respondent veteran-owned firms reporting on their franchise status represented 60.0 percent of the full universe of all veteran-owned firms.

---

<sup>30</sup> Because of the relatively low numbers of firms operating as franchises in other industry groups, data for those groups have higher relative standard errors (RSEs) and should be used with caution. Even in the two industries with the largest populations of veteran-owned franchises, the firm number RSEs are 9.3 for the accommodation and food services group, and 4.9 for retail trade. This means that the “plus or minus” ranges at the 90 percent confidence level for the number of veteran-owned franchises in these groups are 14.9 percent and 7.8 percent, respectively. Four other groups have RSEs below 16, including professional services at 10.9, health care and social assistance at 14.5, other services at 15.1, and real estate at 15.9. All other industries have higher RSEs and the Census estimates presented here should be used with caution. All RSEs are available on the SBO website at <https://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

**Table 20: Businesses operating as franchises by industry – 2012**

Class	All Firms				Firms with employees				Firms without employees			
	All	% in sector	Veteran-owned	% in sector	All	% in sector	Veteran-owned	% in sector	All	% in sector	Veteran-owned	% in sector
<b>All firms</b>	<b>27,626,360</b>	-	<b>2,521,682</b>	-	<b>5,424,458</b>		<b>442,485</b>	-	<b>22,201,902</b>	-	<b>2,079,197</b>	-
<b>All reporting homebased bus.</b>	<b>507,834</b>	<b>2.9</b>	<b>32,228</b>	<b>2.1</b>	<b>197,204</b>	<b>5.3</b>	<b>13,695</b>	<b>4.2</b>	<b>310,630</b>	<b>2.3</b>	<b>18,533</b>	<b>1.6</b>
Agriculture, forestry & fishing	2,660	1.6	186	1.1	270	1.8	11	1.0	2,390	1.6	175	1.1
Mining, quarrying, oil & gas	1,361	1.6	83	0.9	478	3.1	69	4.3	882	1.2	14	0.2
Utilities	319	2.6	16	1.2	52	2.4	0	N/A	267	2.6	16	1.3
Construction	28,403	1.6	2,309	1.2	10,327	2.2	839	1.8	18,076	1.4	1,470	1.0
Manufacturing	8,036	2.0	564	1.4	4,928	2.7	378	2.1	3,109	1.5	186	0.8
Wholesale trade	15,517	3.4	1,083	2.4	6,511	3.0	568	2.8	9,006	3.7	515	2.1
Retail trade	97,380	6.0	5,555	4.7	38,525	8.9	3,058	9.6	58,855	5.0	2,497	2.9
Transportation and warehousing	28,645	4.5	2,172	2.8	4,795	4.3	484	4.6	23,850	4.6	1,688	2.5
Information	3,454	1.3	139	0.7	653	1.4	40	1.2	2,800	1.3	99	0.6
Finance and insurance	24,647	3.7	2,728	3.2	9,235	5.4	669	3.5	15,412	3.1	2,059	3.1
Real estate and rental and leasing	48,258	2.6	2,957	2.2	9,579	5.0	861	5.2	38,678	2.3	2,096	1.8
Prof, scientific and tech svcs	32,537	1.1	2,576	0.8	8,783	1.5	770	1.3	23,753	1.0	1,806	0.7
Management of firms	2,179	12.9	150	11.6	2,179	12.9	150	11.6	0	N/A	0	N/A
Admin and support & waste mgt	40,962	3.2	2,619	2.5	13,004	5.7	1,080	5.8	27,958	2.7	1,539	1.8
Educational services	11,948	2.5	432	1.6	3,892	9.4	82	3.8	8,056	1.9	350	1.4
Health care and social assistance	27,788	1.9	1,115	1.2	9,371	2.2	581	1.5	18,416	1.7	534	1.0
Arts, entertainment, and rec	15,301	1.7	731	1.2	5,330	8.4	296	7.7	9,971	1.2	435	0.8
Accommodation and food svcs	68,086	15.0	3,752	15.5	61,123	21.1	3,364	22.7	6,963	4.2	388	4.2
Other services	53,786	2.7	3,297	2.3	11,599	4.7	631	3.5	42,187	2.4	2,665	2.1
Industries not classified	38	2.0	2	1.3	38	2.0	2	1.3	0	N/A	0	N/A
		% total		% total		% total		% total		% total		% total
All reporting homebased bus.	507,834	2.9	32,228	2.1	197,204	5.3	13,695	4.2	310,630	2.3	18,533	1.6
All reporting non-homebased bus.	16,823,809	97.1	1,480,317	97.9	3,525,979	94.7	309,028	95.8	13,297,830	97.7	1,171,289	98.4
Total reporting	17,331,643	100	1,512,545	100	3,723,183	100	322,722	100	13,608,460	100	1,189,822	100
Item not reported	191,943	-	20,374	-	22,256	-	2,981	-	169,686	-	17,393	-

N/A Not applicable.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

Table 21 presents data on respondent franchised firms by sales. Veteran-owned franchised firms had slightly lower percentage shares than all U.S. firms in all sales size classes. However, the difference was very small at the highest level where respondent veteran-owned franchise firms reporting sales of \$1 million or more represented 7.2 percent of all veteran-owned firms in that size class, compared to the 7.4 percent that all U.S. franchised firms represented at that level. The percentage share of franchised firms increased markedly in the higher sales class sizes, those with annual sales of \$250,000 or more.

Respondent veteran-owned employer firms reporting on their franchise firm sales size represented 71.2 percent of the full universe of all veteran-owned employer firms.

**Table 21: Franchised businesses by sales range – 2012**

Sales Range	Firms with and without employees			
	All firms	% of all firms within size class	Veteran-owned firms	% of all firms within size class
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>	
All reporting franchised businesses	507,834	2.9	32,228	2.1
Less than \$5,000	84,067	2.6	4,526	1.6
\$5,000 to \$9,999	45,279	2.1	2,875	1.5
\$10,000 to \$24,999	70,412	2.2	3,944	1.5
\$25,000 to \$49,999	48,044	2.2	3,486	1.7
\$50,000 to \$99,999	42,989	2.3	2,708	1.6
\$100,000 to \$249,999	57,659	2.9	3,919	2.2
\$250,000 to \$499,999	45,680	4.4	2,721	3.2
\$500,000 to \$999,999	41,999	5.7	2,647	4.5
\$1 million or more	71,705	7.4	5,403	7.2
		% total		% total
All reporting franchised businesses	507,834	2.9	32,228	2.1
All reporting businesses not franchised	16,823,809	97.1	1,480,317	97.9
Total reporting	17,331,643	100	1,512,545	100
Item not reported	191,943	-	20,374	-

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

Table 22 presents data on respondent franchised employer firms by the number of their employees. Overall, 4.2 percent of veteran-owned employer businesses were franchises, compared to 5.3 percent of all employer firms. In the smaller employment size classes, veteran-owned franchised firms had smaller shares than their all-firm peers. However, as employment grew, so did veteran-owned shares, reaching parity in the 50 to 99 employee size class (12.9 percent of employers were veteran-owned, compared to 13.1 percent of all firms). In the two largest employment size classes, veteran-owned franchise businesses had larger shares of all employers, 16.8 percent of those with 100 to 499 employees (12.2 for all employers) and 14.0 percent of those with 500 or more employees (9.6 percent for all employers).

Respondent veteran-owned employer firms reporting on their franchise employment represented 72.9 percent of the full universe of all veteran-owned employer firms.

**Table 22: Franchised employers by number of employees - 2012**

Employee size class	Firms with employees			
	All	% of all firms within size class	Veteran-owned	% of all firms within size class
<b>All employer firms</b>	<b>5,424,458</b>		<b>442,485</b>	
All reporting franchised employers	197,204	5.3	13,695	4.2
No employees *	15,350	4.0	927	3.0
1 to 4 employees	61,816	3.2	4,401	2.5
5 to 9 employees	38,763	6.0	2,300	4.3
10 to 19 employees	34,403	8.7	2,353	7.8
20 to 49 employees	29,856	12.1	2,183	11.5
50 to 99 employees	10,048	13.1	839	12.9
100 to 499 employees	6,090	12.2	632	16.8
500 employees or more	877	9.6	60	14.0
		% total		% total
All reporting franchised employers	197,204	5.3	13,695	4.2
All reporting employers not franchised	3,525,979	94.7	309,028	95.8
Total reporting	3,723,183	100	322,722	100
Item not reported	22,256	-	2,981	-

\* Employer firms with no employees are those businesses that have employees at some time during the year, but no employees during the March 12 "snapshot" pay period.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses by Percentage of Export Sales

Table 23 presents a distribution of SBO-respondent firms by the percentage of their export sales. Among veteran-owned firms, 93.5 percent reported no export sales, compared with 91.3 percent for all firms.

Respondent veteran-owned firms reporting on export sales represented 59.5 percent of the full universe of all veteran-owned firms.

**Table 23: Businesses by percentage of export sales – 2012**

Export sales as % of all sales	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,195,561	100	1,499,211	100	3,674,900	100	318,443	100	13,520,661	100	1,180,769	100
None	15,701,614	91.3	1,402,290	93.5	3,337,181	90.8	294,926	92.6	12,364,433	91.4	1,107,365	93.8
1% to 4%	92,145	0.5	8,015	0.5	42,580	1.2	4,120	1.3	49,565	0.4	3,895	0.3
5% to 9%	59,365	0.3	4,834	0.3	25,891	0.7	2,084	0.7	33,474	0.2	2,750	0.2
10% to 19%	64,331	0.4	5,227	0.3	28,551	0.8	2,294	0.7	35,780	0.3	2,934	0.2
20% to 49%	61,713	0.4	5,598	0.4	25,397	0.7	2,191	0.7	36,316	0.3	3,407	0.3
50% to 99%	64,956	0.4	4,561	0.3	23,477	0.6	1,376	0.4	41,479	0.3	3,186	0.3
100%	59,457	0.3	4,077	0.3	14,456	0.4	675	0.2	45,001	0.3	3,401	0.3
Don't know	1,091,980	6.4	64,608	4.3	177,367	4.8	10,778	3.4	914,613	6.8	53,830	4.6
Item not reported	328,025		33,708		70,540		7,261		257,486		26,447	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## E-commerce as Percent of Total Sales

Table 24 presents a distribution of SBO-respondent firms by the percentage of their e-commerce sales.<sup>31</sup> Among veteran-owned firms, 92.8 percent reported no e-commerce sales, compared with 91.0 percent for all firms.

Respondent veteran-owned firms reporting on e-commerce sales represented 60.1 percent of the full universe of all veteran-owned firms.

**Table 24: Businesses by percentage of e-commerce sales – 2012**

E-commerce sales as percent of all sales	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,347,429	100	1,516,046	100	3,723,417	100	323,157	100	13,624,012	100	1,192,888	100
None	15,787,853	91.0	1,406,148	92.8	3,308,008	88.8	290,166	89.8	12,479,846	91.6	1,115,983	93.6
Less than 1%	175,745	1.0	13,714	0.9	69,807	1.9	5,294	1.6	105,938	0.8	8,420	0.7
1% to 4%	177,818	1.0	12,459	0.8	67,227	1.8	5,483	1.7	110,591	0.8	6,976	0.6
5% to 9%	122,155	0.7	9,329	0.6	44,103	1.2	3,891	1.2	78,052	0.6	5,438	0.5
10% to 19%	149,996	0.9	11,577	0.8	48,395	1.3	4,707	1.5	101,601	0.7	6,870	0.6
20% to 49%	177,630	1.0	12,941	0.9	52,232	1.4	3,572	1.1	125,398	0.9	9,369	0.8
50% to 99%	289,550	1.7	19,535	1.3	59,162	1.6	4,730	1.5	230,387	1.7	14,804	1.2
100%	215,826	1.2	14,966	1.0	19,292	0.5	1,136	0.4	196,535	1.4	13,830	1.2
Don't know	249,092	1.4	15,181	1.0	54,552	1.5	4,078	1.3	194,540	1.4	11,103	0.9
% E-commerce not reported	1,764		196		639		102		1,125		94	
E-commerce not reported	176,157		16,873		22,023		2,546		154,134		14,327	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see Census SBO website at <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

<sup>31</sup> For the purposes of the SBO, e-commerce sales are sales of goods and/or services where an order is placed by the buyer or price and terms of sale are negotiated over the internet, extranet, EDI network, electronic mail, or other online system. Payment may or may not be made online.

## Seasonal and Part-Time Businesses

Table 25 presents information supplied by SBO-respondent businesses on whether their firm was operated seasonally or part-time. Four categories of less than full-time operation were available to choose from: businesses that operated for less than 40 hours per week, operated less than 12 months a year, operated as a seasonal business, or operated occasionally. An option of “none of the above” was also possible, which would include full-time businesses. Respondents could answer in multiple categories.

Veteran-owned firms had profiles similar to those of all firms with respect to seasonal and part-time operations. Among respondent veteran-owned firms, 48.0 percent were in none of the four seasonal and part-time categories, compared with 51.5 percent of all firms. As expected, many more non-employers than employers were seasonal or part-time. Among employers, 77.6 percent of veteran-owned firms and 81.4 percent of all firms were in none of the seasonal or part-time categories. Among non-employers, the corresponding percentages were 40.0 percent and 43.4 percent, respectively.

Respondent veteran-owned firms reporting on seasonal or part-time operations represented 59.9 percent of the full universe of all veteran-owned firms.

**Table 25: Seasonal and part-time businesses - 2012**

Category of Operation	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,304,401	100	1,510,714	100	3,715,833	100	322,243	100	13,588,568	100	1,188,471	100
Operated less than 40 hours per week on average	6,243,094	36.1	592,389	39.2	489,702	13.2	55,626	17.3	5,753,392	42.3	536,763	45.2
Operated less than 12 months	1,740,252	10.1	166,241	11.0	170,736	4.6	15,701	4.9	1,569,517	11.6	150,540	12.7
Seasonal business	911,711	5.3	95,317	6.3	112,971	3.0	10,306	3.2	798,739	5.9	85,011	7.2
Operated occasionally	1,717,254	9.9	148,525	9.8	33,186	0.9	3,078	1.0	1,684,068	12.4	145,447	12.2
None of the above	8,919,330	51.5	725,202	48.0	3,024,501	81.4	249,912	77.6	5,894,829	43.4	475,290	40.0
Item not reported	219,185		22,205		29,606		3,460		189,578		18,745	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one operational option. The "none of the above" option would include full-time businesses. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Sources of Capital for Startup or Firm Acquisition

Table 26 presents data from SBO respondents on their sources of capital for business startup or acquisition. A variety of reporting options were offered and respondents could choose all that applied to them. The responses for each of the capital source options were very similar between veteran-owned and all firms, as well as within each of the three firm groups: all firms, employers, and non-employers.

By a large margin, most respondent firms reported that personal or family savings were their source of capital for business startup or acquisition: 59.4 percent of veteran-owned firms and 57.3 percent of all firms. The next two most frequently reported sources of capital were very close in importance. Business loans from banks or other commercial lenders were reported as startup capital sources by 7.8 percent of respondent veteran-owned firms and 7.5 percent of all firms, while personal credit card(s) were reported by 7.5 percent of respondent veteran-owned firms and 7.6 percent of all firms.

Other sources of startup capital for veteran-owned firms were also personal: 6.2 percent used personal or family assets other than savings, and 2.6 percent used personal or family home equity loans. The corresponding shares for all firms were 5.9 and 3.1 percent.

Interestingly, 23.7 percent of respondent veteran-owned firms and 24.9 percent of all firms indicated that they needed no startup or acquisition capital. There was a significant difference between employers and non-employers on this option, however. Among employers, only 7.2 percent of veteran-owned firms and 7.1 percent of all firms indicated that they had no need for startup capital. Many more non-employers said that they needed no capital, 28.2 percent of veteran-owned firms and 29.7 percent of all firms.

Respondent veteran-owned firms reporting on sources of capital for business startup or acquisition represented 59.2 percent of the full universe of all veteran-owned firms.

## Amount of Capital for Startup or Firm Acquisition

Table 27 presents data from SBO respondents on the amount of capital used for business startup or acquisition. The responses for each of the amount options were similar for both veteran-owned firms and all firms. The largest share was in the less than \$5,000 category, 34.1 percent for respondent veteran-owned firms and 31.6

percent for all firms. The shares in this amount range were smaller for employers, at 20.5 percent for veteran-owned firms and 17.9 percent for all firms, while non-employers reported 37.8 percent and 35.4 percent, respectively. Just over half, 50.8 percent, of those veteran-owned firms that reported some amount for startup needs reported less than \$25,000, compared to 46.9 percent for all firms. This does not include those reporting that they needed no capital at all (the “not applicable” option), 23.7 percent (veteran-owned businesses) and 24.8 percent (all firms).

Respondent veteran-owned firms reporting on sources of capital for business startup or acquisition represented 59.2 percent of the full universe of all veteran-owned firms.

**Table 26: Sources of capital for business startup or acquisition – 2012**

Source of capital for startup or acquisition of business	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	16,888,288	100	1,492,583	100	3,606,480	100	322,045	100	13,281,808	100	1,170,538	100
Personal/family savings	9,673,423	57.3	886,471	59.4	2,363,428	65.5	210,810	65.5	7,309,995	55.0	675,662	57.7
Personal/family assets other than savings	994,146	5.9	92,748	6.2	310,909	8.6	26,153	8.1	683,237	5.1	66,595	5.7
Personal/family home equity loan	528,053	3.1	39,014	2.6	228,222	6.3	16,627	5.2	299,831	2.3	22,387	1.9
Personal credit card(s)	1,278,286	7.6	111,513	7.5	310,560	8.6	25,029	7.8	967,726	7.3	86,483	7.4
Business credit card(s)	403,791	2.4	37,343	2.5	147,459	4.1	11,656	3.6	256,332	1.9	25,687	2.2
Business loan from federal, state or local govt.	27,975	0.2	2,002	0.1	12,689	0.4	909	0.3	15,286	0.1	1,093	0.1
Government-guaranteed business loan from bank	106,647	0.6	9,869	0.7	68,275	1.9	5,566	1.7	38,372	0.3	4,303	0.4
Business loan from bank or other financial institution	1,268,875	7.5	116,045	7.8	613,852	17.0	57,040	17.7	655,023	4.9	59,005	5.0
Business loan/investment from family/friends	312,658	1.9	20,882	1.4	158,780	4.4	10,717	3.3	153,877	1.2	10,165	0.9
Investment by venture capitalist(s)	39,181	0.2	2,707	0.2	17,579	0.5	929	0.3	21,602	0.2	1,778	0.2
Grants	34,629	0.2	1,478	0.1	5,466	0.2	442	0.1	29,163	0.2	1,036	0.1
Other source(s) of capital	318,678	1.9	28,686	1.9	109,338	3.0	9,319	2.9	209,339	1.6	19,367	1.7
Don't know	1,174,748	7.0	83,047	5.6	381,228	10.6	33,654	10.5	793,520	6.0	49,392	4.2
None needed	4,197,604	24.9	353,917	23.7	257,426	7.1	23,280	7.2	3,940,178	29.7	330,637	28.2
Item not reported	635,298		37,299		138,960		3,658		496,339		36,677	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (March 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one source of capital option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

**Table 27: Amount of capital for business startup or acquisition – 2012**

Amount of source capital for startup or acquisition of business	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	16,912,993	100	1,494,019	100	3,604,001	100	321,313	100	13,308,992	100	1,172,707	100
Less than \$5,000	5,349,989	31.6	508,896	34.1	644,356	17.9	65,722	20.5	4,705,633	35.4	443,174	37.8
\$5,000 to \$9,999	1,342,102	7.9	130,217	8.7	314,025	8.7	30,252	9.4	1,028,077	7.7	99,966	8.5
\$10,000 to \$24,999	1,258,060	7.4	118,905	8.0	407,361	11.3	36,592	11.4	850,699	6.4	82,313	7.0
\$25,000 to \$49,999	767,882	4.5	67,029	4.5	310,361	8.6	25,878	8.1	457,521	3.4	41,151	3.5
\$50,000 to \$99,999	664,661	3.9	55,820	3.7	328,887	9.1	26,850	8.4	335,774	2.5	28,969	2.5
\$100,000 to \$249,999	628,046	3.7	46,626	3.1	328,685	9.1	25,161	7.8	299,361	2.2	21,465	1.8
\$250,000 to \$999,999	422,634	2.5	29,222	2.0	210,333	5.8	14,827	4.6	212,301	1.6	14,395	1.2
\$1 million to \$2,999,999	114,022	0.7	8,055	0.5	46,899	1.3	3,346	1.0	67,123	0.5	4,710	0.4
\$3 million or more	43,746	0.3	4,321	0.3	18,016	0.5	1,363	0.4	25,730	0.2	2,957	0.3
Don't know	2,124,248	12.6	171,011	11.4	737,650	20.5	68,041	21.2	1,386,598	10.4	102,969	8.8
Not applicable	4,197,604	24.8	353,917	23.7	257,426	7.1	23,280	7.2	3,940,178	29.6	330,637	28.2
Item not reported	610,593		38,900		141,439		4,391		469,154		34,509	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Sources of Capital for Expansion or Capital Improvements

Table 28 presents data from SBO respondents on sources of capital for business expansion or capital improvements. The reporting categories in this dataset are similar to those in Table 26, but several new options appear, including one in which the firm could report that it did not expand or make capital improvements. This choice led all other options, with 61.8 percent of all respondent veteran-owned firms and 57.1 percent of all firms. Personal and family savings were a primary source of expansion or improvement capital for both veteran-owned firms and all firms, at 20.8 percent and 21.9 percent, respectively. Bank loans and business profits were far more important for employers than non-employers, both for veteran-owned firms and for all firms.

Respondent veteran-owned firms reporting capital sources for firm expansion or capital improvements represented 59.7 percent of the full universe of all veteran-owned firms.

**Table 28: Sources of capital for business expansion or capital improvements – 2012**

Source of capital for expansion or capital improvements	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,272,653	100	1,505,631	100	3,708,711	100	321,141	100	13,563,941	100	1,184,490	100
Personal/family savings	3,777,393	21.9	313,296	20.8	795,435	21.4	64,256	20.0	2,981,957	22.0	249,040	21.0
Personal/family assets other than savings	409,999	2.4	35,220	2.3	115,793	3.1	8,852	2.8	294,206	2.2	26,368	2.2
Personal/family home equity loan	262,659	1.5	20,173	1.3	105,399	2.8	8,160	2.5	157,260	1.2	12,014	1.0
Personal credit card	844,354	4.9	67,850	4.5	202,480	5.5	15,206	4.7	641,874	4.7	52,643	4.4
Business credit card	564,251	3.3	46,965	3.1	255,542	6.9	19,388	6.0	308,709	2.3	27,577	2.3
Business loan from federal, state or local government	18,147	0.1	1,324	0.1	7,547	0.2	598	0.2	10,600	0.1	726	0.1
Government-guaranteed business loan from bank	39,809	0.2	3,062	0.2	24,591	0.7	1,916	0.6	15,217	0.1	1,146	0.1
Business loan from bank or other financial institution	785,342	4.5	64,499	4.3	449,881	12.1	37,201	11.6	335,461	2.5	27,298	2.3
Business loan/investment from family/friends	95,121	0.6	5,923	0.4	42,022	1.1	2,741	0.9	53,099	0.4	3,182	0.3
Investment by venture capitalist(s)	22,654	0.1	1,200	0.1	10,611	0.3	379	0.1	12,043	0.1	822	0.1
Business profits and/or assets	985,281	5.7	82,182	5.5	443,611	12.0	35,400	11.0	541,669	4.0	46,782	3.9
Grants	28,246	0.2	1,369	0.1	7,601	0.2	487	0.2	20,644	0.2	882	0.1
Other source	134,480	0.8	9,651	0.6	45,190	1.2	2,637	0.8	89,291	0.7	7,015	0.6
Don't know	1,693,162	9.8	101,230	6.7	375,132	10.1	24,442	7.6	1,318,031	9.7	76,788	6.5
Wanted to expand, but could not obtain funding	226,436	1.3	18,840	1.3	58,599	1.6	4,741	1.5	167,837	1.2	14,099	1.2
Did not expand or make capital improvements	9,855,598	57.1	931,199	61.8	1,725,706	46.5	169,459	52.8	8,129,892	59.9	761,739	64.3
Item not reported	250,933		27,288		36,728		4,562		214,205		22,726	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one source of capital option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses by Types of Major Customers

Table 29 presents data on the “major customers” of respondent businesses. A major customer is one accounting for 10 percent or more of sales. Although the shares of major customers are similar for veteran-owned firms and all firms in most categories, it is noteworthy that 3.2 percent of veteran-owned firms reported the federal government as a major customer, while only 2.1 percent of all firms did (2.0 percent of all firms owned by non-veterans; data not shown). Also of interest is the 6.1 percent share of veteran-owned firms that counted state and local governments among their major customers, almost double the 3.2 percent share for the federal government as a major customer.

Among employers, 4.7 percent of respondent veteran-owned firms reported the federal government as a major customer, and 8.1 percent reported state and local governments, compared with 3.3 percent and 7.5 percent for all employer firms, respectively.

Respondent veteran-owned firms reporting on major customers represented 59.4 percent of the full universe of all veteran-owned firms.

**Table 29: Businesses by types of customers – 2012**

Firm cohort by type of major customers <sup>1</sup>	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,160,303	100	1,497,348	100	3,708,229	100	321,618	100	13,452,074	100	1,175,730	100
Federal govt.	357,840	2.1	48,115	3.2	121,440	3.3	15,231	4.7	236,399	1.8	32,884	2.8
State/local govt. <sup>2</sup>	875,550	5.1	91,015	6.1	276,921	7.5	26,200	8.1	598,628	4.5	64,815	5.5
Other firms <sup>3</sup>	5,840,351	34.0	567,552	37.9	1,522,336	41.1	138,907	43.2	4,318,015	32.1	428,645	36.5
Individuals	12,390,334	72.2	1,012,638	67.6	2,618,624	70.6	219,799	68.3	9,771,710	72.6	792,839	67.4
Item not reported	363,283		35,570		37,210		4,085		326,073		31,486	

1 Major customers are those customers which accounted for 10 percent or more of a business's total sales of goods and/or services, as reported by survey respondents.

2 State and local governments, including school districts, transportation authorities, etc.

3 Other businesses and/or organizations, including distributors of a firm's products.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one type of major customer option. For information on methodology, definitions, and relative standard errors, see

<http://www.census.gov/library/publications/2012/econ/2012-sbo.htm>

## Businesses by Types of Workers

Table 30 presents data on the types of workers used by SBO respondent firms. Respondents could choose more than one worker type, and many did. The shares of worker types differed only slightly between veteran-owned firms and all firms. Nearly 70 percent of both veteran-owned and all employer firms reported using their own full-time paid employees to operate the business. Part-time workers were also reported by 50.4 percent of veteran-owned employers and 54.5 percent of all employers.

Contractors were used by 18.2 percent of all veteran-owned firms and 25.6 percent of veteran-owned employers. The corresponding shares for all firms were 19.6 percent and 28.2 percent. Paid day laborers supplemented the workforce of 2.5 percent of veteran-owned firms and 2.6 percent of all firms.

Respondent veteran-owned firms reporting on their workforce types represented 60.1 percent of the full universe of all veteran-owned firms.

**Table 30: Businesses by types of workers used – 2012**

Type of workers used	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,345,253	100	1,516,084	100	3,724,198	100	323,258	100	13,621,055	100	1,192,827	100
Full-time paid employees	N/A	N/A	N/A	N/A	2,559,284	68.7	223,459	69.1	N/A	N/A	N/A	N/A
Part-time paid employees	N/A	N/A	N/A	N/A	2,029,824	54.5	162,979	50.4	N/A	N/A	N/A	N/A
Paid day laborers	456,596	2.6	37,828	2.5	106,870	2.9	8,992	2.8	349,725	2.6	28,836	2.4
Temporary staffing from temporary help service	266,006	1.5	19,482	1.3	164,835	4.4	12,798	4.0	101,170	0.7	6,684	0.6
Leased employees	N/A	N/A	N/A	N/A	30,907	0.8	2,173	0.7	N/A	N/A	N/A	N/A
Contractors, subcontractors or outside consultants	3,404,404	19.6	276,664	18.2	1,048,628	28.2	82,756	25.6	2,355,776	17.3	193,907	16.3
None of the above	10,339,808	59.6	926,011	61.1	352,176	9.5	32,738	10.1	9,987,631	73.3	893,272	74.9
Item not reported	178,333		16,835		21,242		2,446		157,091		14,389	

N/A Not applicable for non-employers.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one type of employment option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses by Types of Benefits Provided by Employer Firms

Table 31 presents data on the types of benefits provided to employees by SBO-respondent employer firms. Slightly more veteran-owned employers contributed toward their employees' health insurance coverage than did all employers, 40.4 percent compared with 38.8 percent, respectively. Contributions to employees' retirement plans were made by 21.9 percent of both veteran-owned and all employers. Profit-sharing plans and/or stock options were offered to 6.0 percent of the employees of both veteran-owned and all firms

Nearly half, 49.7 percent, of veteran-owned employers offered paid holidays, vacation, and/or sick leave to their employees, slightly more than the 46.5 percent of all employers offering this benefit. Tuition assistance and/or reimbursement was provided to their employees by 4.4 percent of veteran-owned firms and by 4.5 percent of all firms. Over one-third offered none of the listed benefits to employees (36.4 percent of veteran-owned employer firms and 39.8 percent of all employer firms).

Respondent veteran-owned employer firms reporting on their benefit types represented 73.0 percent of the full universe of all veteran-owned employer firms.

**Table 31: Types of benefits provided by employer firms – 2012**

Employee benefits provided	Firms with employees			
	All	Percent	Veteran-owned	Percent
<b>All firms</b>	<b>5,424,458</b>		<b>442,485</b>	
Total reporting	3,719,801	100	323,067	100
Health Insurance	1,442,734	38.8	130,510	40.4
Contributions to retirement plans, including 401(k), Keogh, etc.	815,810	21.9	70,730	21.9
Profit sharing and/or stock options	221,897	6.0	19,410	6.0
Paid holidays, vacation, and/or sick leave	1,727,915	46.5	160,505	49.7
Tuition assistance and/or reimbursement	166,166	4.5	14,063	4.4
None of the above	1,479,428	39.8	117,452	36.4
Item not reported	25,639		2,636	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one type of benefit option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses by Types of Intellectual Property

Table 32 presents data on the types of intellectual property owned by veteran-owned and all businesses. Respondents could report on ownership of one or more of four different types of intellectual property: copyrights, trademarks, granted patents, and pending patents. The profiles of respondent veteran-owned firms and all firms were very similar, with 95.3 percent of the former and 94.7 percent of the latter reporting ownership of none of the four types of intellectual property.

Copyrights were the most important type of intellectual property, being held by 2.9 percent of veteran-owned firms, compared with 3.2 percent of all firms. Trademarks were held by 2.2 percent of veteran-owned firms, compared with 2.6 percent of all firms. Patents, either held or pending, were owned by 0.9 percent of both veteran-owned and all firms. Employers owned more intellectual property than non-employers.

Respondent veteran-owned firms reporting on their intellectual property ownership represented 59.9 percent of the full universe of all veteran-owned employer firms.

**Table 32: Businesses by type of intellectual property owned – 2012**

Type of intellectual property owned	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,312,715	100	1,511,639	100	3,716,822	100	322,400	100	13,595,893	100	1,189,239	100
Copyright	556,930	3.2	43,598	2.9	144,424	3.9	11,212	3.5	412,506	3.0	32,386	2.7
Trademark	454,646	2.6	33,936	2.2	223,833	6.0	15,992	5.0	230,814	1.7	17,944	1.5
Patent (granted)	94,532	0.5	9,244	0.6	48,123	1.3	4,279	1.3	46,409	0.3	4,965	0.4
Patent (pending)	67,886	0.4	5,000	0.3	32,497	0.9	2,154	0.7	35,389	0.3	2,846	0.2
None of the above	16,395,395	94.7	1,439,852	95.3	3,396,005	91.4	297,848	92.4	12,999,390	95.6	1,142,004	96.0
Item not reported	210,871		21,280		28,618		3,303		182,253		17,976	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one type of intellectual property option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses by Website Use

Table 33 presents data on whether or not businesses had a website. Overall, a slightly smaller share of veteran-owned firms had websites than all firms, 23.3 percent compared with 27.3 percent, respectively. More employers had websites than non-employers, with 47.0 percent of respondent veteran-owned employers and 50.7 percent of all employers reporting a website. Among non-employers, 16.8 percent of veteran-owned firms had websites, while 20.9 percent of all firms had websites.

Respondent veteran-owned firms reporting on websites represented 60.1 percent of the full universe of all veteran-owned employer firms.

**Table 33: Businesses by website use – 2012**

Firm cohort by website use	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
All firms	27,626,360		2,521,682		5,424,458		442,485		22,201,902		2,079,197	
Total reporting	17,336,715	100	1,514,591	100	3,721,148	100	322,909	100	13,615,567	100	1,191,682	100
Had website	4,731,410	27.3	352,165	23.3	1,886,741	50.7	151,866	47.0	2,844,669	20.9	200,300	16.8
Did not have website	12,605,305	72.7	1,162,425	76.7	1,834,407	49.3	171,043	53.0	10,770,898	79.1	991,382	83.2
Item not reported	186,871		18,328		24,291		2,794		162,579		15,534	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals because of rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses by Number of Owners

Table 34 presents data on businesses by their number of owners.<sup>32</sup> Most respondent businesses had only one owner, with the share of such veteran-owned firms at 86.1 percent, somewhat higher than the 73.6 percent share for all firms. However, when firms with from one to four owners are considered together, the shares of both veteran-owned firms and all firms are much closer at 97.9 percent and 95.9 percent, respectively.

<sup>32</sup> The SBO-1 and SBO-2 forms asked, "As of December 31, 2012, how many people owned this business? Include yourself if you were a sole proprietor or worked as a consultant or an independent contractor. Do not combine two or more owners to create one owner. Count spouses and partners as separate owners."

Employers were more likely to have multiple owners than non-employers; 24.3 percent of veteran-owned employers and 39.4 percent of all employers had multiple owners, compared with 10.0 percent of veteran and 19.8 percent of all non-employers.

Respondent veteran-owned firms reporting on their number of owners represented 60.5 percent of the full universe of all veteran-owned firms.

**Table 34: Businesses by number of owners – 2012**

Firm cohort by number of owners	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,450,651	100	1,525,291	100	3,737,204	100	324,472	100	13,713,447	100	1,200,820	100
One	12,850,750	73.6	1,313,130	86.1	2,118,025	56.7	241,524	74.4	10,732,724	78.3	1,071,606	89.2
2 to 4	3,889,242	22.3	179,282	11.8	1,342,472	35.9	69,280	21.4	2,546,770	18.6	110,002	9.2
5 to 10	206,570	1.2	14,058	0.9	86,826	2.3	6,570	2.0	119,744	0.9	7,488	0.6
11 or more	86,565	0.5	5,461	0.4	45,402	1.2	2,983	0.9	41,163	0.3	2,478	0.2
Not applicable*	265,131	1.5	8,088	0.5	106,467	2.8	2,547	0.8	158,664	1.2	5,542	0.5
Unknown	152,393	0.9	5,272	0.3	38,011	1.0	1,568	0.5	114,382	0.8	3,704	0.3
Item not reported	73,054		7,627		8,243		1,231		64,811		6,396	

\* Business owned by a parent company, estate, trust, or other entity

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals because of rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses by Year of Establishment

Table 35 presents data on the years in which businesses were originally established. Because the reference year for the SBO is 2012, firm age cohorts can be calculated based on the difference between the year range selected and 2012. However, a significant share of respondents selected the “don’t know” option, 21.9 percent of veteran-owned firms and 23.9 percent of all firms. Interestingly, 7.9 percent of veteran-

owned businesses were newly started in the survey year of 2012, as were 10.6 percent of all firms. The share of veteran-owned firms reporting startup before 1980 (i.e., more than 32 years old) was 11.9 percent, compared with only 5.1 percent of all firms.

Respondent veteran-owned firms reporting on the year of their establishment represented 58.3 percent of the full universe of all veteran-owned firms.

**Table 35: Businesses by year of establishment – 2012**

Year that business was established	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	16,925,558	100	1,470,814	100	3,637,624	100	313,302	100	13,287,934	100	1,157,512	100
Before 1980	863,973	5.1	175,144	11.9	429,747	11.8	75,065	24	434,226	3.3	100,079	8.6
1980 to 1989	1,170,675	6.9	150,326	10.2	461,592	12.7	54,620	17.4	709,083	5.3	95,706	8.3
1990 to 1999	2,060,944	12.2	199,180	13.5	677,520	18.6	54,647	17.4	1,383,424	10.4	144,533	12.5
2000 to 2007	3,589,850	21.2	276,862	18.8	903,569	24.8	55,209	17.6	2,686,281	20.2	221,653	19.1
2008	638,615	3.8	44,337	3.0	126,718	3.5	7,870	2.5	511,897	3.9	36,467	3.2
2009	718,425	4.2	50,418	3.4	132,674	3.6	7,673	2.4	585,751	4.4	42,745	3.7
2010	907,856	5.4	60,183	4.1	145,386	4.0	7,485	2.4	762,469	5.7	52,697	4.6
2011	1,127,886	6.7	75,788	5.2	142,289	3.9	6,508	2.1	985,597	7.4	69,280	6.0
2012	1,794,992	10.6	116,459	7.9	112,191	3.1	5,945	1.9	1,682,800	12.7	110,514	9.5
Don't know	4,052,341	23.9	322,116	21.9	505,936	13.9	38,278	12.2	3,546,404	26.7	283,838	24.5
Item not reported	598,028		62,104		107,816		12,401		490,212		49,703	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Businesses Operating or Reasons for Cessation

Table 36 presents data on whether a survey recipient business was currently operating when the SBO survey instrument was completed, or if not, the reason(s) for the cessation of operations since 2012.<sup>33</sup> Most respondent businesses were still operating when they completed their surveys, especially employers. While 76.8 percent of all

<sup>33</sup> Because the construction of survey sampling frames was dependent on the identification of 2012 federal business tax filers, who naturally filed their tax returns in 2013, there was a lag time between the end of the 2012 data year and the distribution and completion of survey instruments. This lag time could be a year or more and some businesses ended operations during this period, especially smaller non-employers.

veteran-owned businesses and 79.3 percent of all businesses were still operating, 92.4 percent of veteran-owned employers and 94.1 percent of all employers were still operating.

Respondent veteran-owned firms reporting on business operating status or reason(s) for cessation represented 60.1 percent of the full universe of all veteran-owned firms.

**Table 36: Businesses operating or reason(s) for cessation – 2012**

Operating status of business or reason(s) for cessation	All firms				Firms with employees				Firms without employees			
	All	%	Veteran-owned	%	All	%	Veteran-owned	%	All	%	Veteran-owned	%
<b>All firms</b>	<b>27,626,360</b>		<b>2,521,682</b>		<b>5,424,458</b>		<b>442,485</b>		<b>22,201,902</b>		<b>2,079,197</b>	
Total reporting	17,346,886	100	1,516,116	100	3,723,837	100	323,345	100	13,623,049	100	1,192,771	100
<b>Currently operating</b>	<b>13,754,386</b>	<b>79.3</b>	<b>1,164,695</b>	<b>76.8</b>	<b>3,504,815</b>	<b>94.1</b>	<b>298,825</b>	<b>92.4</b>	<b>10,249,571</b>	<b>75.2</b>	<b>865,870</b>	<b>72.6</b>
<b>Ended because of:</b>												
Owner(s) military deployment	3,837	0.0	2,092	0.1	113	0.0	55	0.0	3,724	0.0	2,037	0.2
Owner(s) illness or injury	206,979	1.2	33,882	2.2	10,937	0.3	1,896	0.6	196,042	1.4	31,986	2.7
Owner(s) retired	438,109	2.5	112,704	7.4	32,087	0.9	8,253	2.6	406,022	3.0	104,451	8.8
Owner(s) died	47,671	0.3	11,105	0.7	5,925	0.2	896	0.3	41,746	0.3	10,210	0.9
Business was for a one-time event	284,556	1.6	21,928	1.4	2,590	0.1	261	0.1	281,966	2.1	21,666	1.8
Inadequate cash flow or sales	791,597	4.6	69,621	4.6	70,608	1.9	6,428	2.0	720,989	5.3	63,193	5.3
Lack of business loans/credit	90,916	0.5	10,391	0.7	12,603	0.3	1,378	0.4	78,313	0.6	9,012	0.8
Lack of personal loans/credit	54,323	0.3	5,360	0.4	6,710	0.2	882	0.3	47,613	0.3	4,479	0.4
Owner(s) started another business	116,075	0.7	6,427	0.4	13,367	0.4	979	0.3	102,708	0.8	5,448	0.5
Owner(s) sold the business	131,993	0.8	13,728	0.9	37,541	1.0	3,947	1.2	94,452	0.7	9,781	0.8
Other reason	1,797,527	10.4	117,154	7.7	73,179	2.0	6,242	1.9	1,724,349	12.7	110,912	9.3
Operating status not reported	176,700		16,803		21,603		2,358		155,097		14,445	
Reason operations ceased not reported	25,480		1,597		1,187		19		24,293		1,578	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for respondent firms only. Detail does not add to totals as respondents could select more than one reason for business cessation option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## **Chapter 4 – Characteristics of Veteran Business Owners**

In this chapter we will look at some basic characteristics of veteran business owners. All SBO data on owner characteristics are for owners of respondent firms only, and as a result this chapter is necessarily limited to respondent data as well. Respondent firms include all firms that reported gender, ethnicity, race, or veteran status for at least one owner and were not publicly held or not classifiable by the gender, ethnicity, race, and veteran status of the owners (only 1.6 percent of all firms were publicly held or non-classifiable).

This chapter includes data on all respondent veteran business owners and those owners who were service-disabled, reporting categories that were continued from the 2007 SBO. In addition, this chapter includes new data that the 2012 SBO developed for the first time on veteran business owners who were members of the National Guard or Reserve components, post-9/11 veterans, and veterans who had active duty service some time during the 2012 survey year. These new reporting categories are the result of an expanded veteran-related question in the 2012 SBO survey instruments, as discussed in Chapter 1.

Business owners were asked to report on the characteristics of up to four individuals with the largest share of ownership; no information was collected for any additional owners regarding their characteristics. However, as Table 34 above showed, 97.9 percent of all respondent veteran-owned firms had one to four owners. Respondents provided data on the selected economic and demographic characteristics of an estimated 25.9 million business owners. Of these, 5.5 million (or 21.2 percent) were owners of employer firms, and 20.4 million (or 78.8 percent) were owners of non-employer businesses.

These 25.9 million business owners do not represent the total universe of all business owners, an estimate that Census does not provide. Although we know that firms that responded to SBO business characteristic questions represented about 61 to 63 percent of the nation's 27.6 million non-farm businesses in 2012 (depending on the question asked) and about 60 percent of all veteran-owned firms, we do not know that the 25.9 million owners of those respondent firms also represented 61 to 63 percent of all owners. The data needed to make sound estimates of the total numbers of business owners are not available in the SBO.

As was the case in the preceding chapter on firm characteristics, distribution percentages are actually more useful than the reported numbers of owners, which are in a sense incomplete, being for owners of respondent firms only. For example, it is useful to know that 7.3 percent of all veteran owners of respondent firms were service-disabled, but perhaps less useful to know that their estimated number was 167,052 (plus or minus 3.2 percent), because this number represents only a portion of a larger, unknown number of all service-disabled veteran owners including both respondents and non-respondents.

Despite these limitations, SBO owner characteristics remain of great interest, and Census has provided ten separate datasets with owner characteristic data that can be mined online using its American FactFinder utility at <https://www.census.gov/library/publications/2012/econ/2012-sbo.html>. In this chapter, we have extracted selected data from the following datasets:

- Veteran owners' service type and disability status
- Owners' age
- Owners' education
- Owners' primary function in business
- Owners' prior experience owning a business
- Owners' birth citizenship
- Average hours per week spent in business by owners
- Whether business was primary source of owners' personal income
- How owner initially acquired business
- Year of business acquisition - length of owner's business ownership interest

## **Veteran Owners' Service Type and Disability Status**

Table 37 presents data on the type of service of veteran owners of respondent SBO businesses. Active duty service was reported by 72.0 percent of respondent owners, and 4.9 percent reported post-9/11 active duty (September 2001 or later). A service-connected disability was reported by 7.3 percent, including 5.4 percent of employer owners and 7.9 percent of non-employer owners. During the 2012 survey year, 3.3 percent of owners reported service in the National Guard or a Reserve component, while 0.8 percent reported active duty service at some time during the year.

**Table 37: Veteran owners' service type and disability status – 2012**

Firm cohort by type of type of service and service-connected disability status	All respondent firms		Respondent firms with employees		Respondent firms without employees	
	Veteran owners	%	Veteran owners	%	Veteran owners	%
<b>All veteran owners of respondent firms</b>	<b>2,675,374</b>		<b>570,096</b>		<b>2,105,278</b>	
Total reporting	2,292,035	100	566,414	100	1,725,620	100
Active duty service at some time	1,651,308	72.0	405,532	71.6	1,245,775	72.2
Service-connected disability	167,052	7.3	30,497	5.4	136,555	7.9
Post 9/11 active duty service	113,415	4.9	19,886	3.5	93,529	5.4
Active duty service in 2012	18,640	0.8	2,408	0.4	16,233	0.9
National Guard or military reservist in 2012	74,641	3.3	16,853	3.0	57,788	3.3
Item not reported	533,055		138,468		394,587	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals as respondents could select more than one option, or a "none of the above" option not shown. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Age of Business Owners

Table 38 presents data on the age of owners of SBO-respondent firms. Veteran business owners were markedly older than non-veteran business owners, reflecting the age profile of the underlying veteran population (see Table 1). In 2012, 74.0 percent of veteran business owners were age 55 and over, with 26.0 percent aged 55 through 64, and 48.0 percent aged 65 or older. In contrast, 41.0 percent of all business owners were age 55 and over, with 25.4 percent of these owners between the ages of 55 and 64, and 15.6 percent age 65 and over.

At the other end of the scale, 11.7 percent of respondent veteran owners were younger than age 45, while 32.5 percent of all respondent business owners were in this age group. Among veteran owners only 3.4 percent were under age 35, while 13.5 percent of all owners were in this age group.

The age differences between all owners and veteran owners were also similar for both employer and non-employer firms.

**Table 38: Age of firm owners – 2012**

Age of Owners	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,289,810	100	2,299,500	100	5,521,719	100	568,926	100	16,768,090	100	1,730,574	100
Under 25	544,769	2.4	8,219	0.4	31,569	0.6	803	0.1	513,201	3.1	7,416	0.4
25 to 34	2,474,927	11.1	68,031	3.0	344,859	6.2	8,349	1.5	2,130,068	12.7	59,682	3.4
35 to 44	4,228,685	19.0	191,626	8.3	1,004,456	18.2	39,178	6.9	3,224,229	19.2	152,448	8.8
45 to 54	5,905,641	26.5	328,846	14.3	1,672,377	30.3	79,702	14.0	4,233,264	25.2	249,144	14.4
55 to 64	5,665,142	25.4	598,076	26.0	1,592,826	28.8	157,591	27.7	4,072,316	24.3	440,485	25.5
65 or over	3,470,646	15.6	1,104,703	48.0	875,633	15.9	283,303	49.8	2,595,012	15.5	821,401	47.5
Item not reported	164,626		16,840		9,729		1,170		154,897		15,670	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Education Level of Business Owners

In Table 39, we see data on the highest education level reached by owners of SBO-respondent firms. Veterans had an education profile similar to that of other business owners, with minor variations at the highest and lowest ends of the scale. In 2012, veteran owners of respondent firms were slightly less likely than all owners to have either a bachelor or post-graduate degree (45.2 percent of veteran owners compared with 47.1 of all owners). But veteran owners were slightly more likely to have post-graduate degrees (21.4 percent compared to 19.8 percent for all owners) and less likely not to have graduated from high school (2.6 percent compared to 5.0 percent for all owners).

Among veteran business owners, 71.4 percent had at least some college education. These included 19.2 percent with some college but no degree, 7.0 percent with an associate’s degree, 23.8 percent with a bachelor’s degree, and 21.4 percent with a master’s, doctorate, or professional degree.

**Table 39: Education levels of business owners – 2012**

Owners' highest level of education	Owners of respondent firms with and without employees				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,271,462	100	2,298,477	100	5,516,046	100	568,752	100	16,755,416	100	1,729,724	100
Less than high school	1,115,495	5.0	59,094	2.6	176,856	3.2	11,547	2.0	938,639	5.6	47,547	2.7
High school graduate - diploma or GED	4,215,374	18.9	448,657	19.5	1,048,952	19.0	111,001	19.5	3,166,422	18.9	337,656	19.5
Technical, trade or vocational school	1,489,394	6.7	150,268	6.5	308,999	5.6	34,715	6.1	1,180,394	7.0	115,552	6.7
Some college, but no degree	3,582,008	16.1	441,756	19.2	840,184	15.2	99,766	17.5	2,741,824	16.4	341,990	19.8
Associate degree	1,362,179	6.1	160,381	7.0	301,061	5.5	32,374	5.7	1,061,118	6.3	128,007	7.4
Bachelor's degree	6,086,934	27.3	547,301	23.8	1,586,460	28.8	139,240	24.5	4,500,475	26.9	408,061	23.6
Master's, doctorate, or professional degree	4,420,078	19.8	491,020	21.4	1,253,533	22.7	140,110	24.6	3,166,544	18.9	350,910	20.3
Item not reported	182,974		17,864		15,402		1,343		167,572		16,520	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Owners' Primary Function in Business

Table 40 presents information reported by owners of respondent businesses on their primary functions within their businesses. Owners could choose more than one category in their responses. The profiles of both veteran owners and all owners were similar.

An estimated 59.5 percent of veteran owners and 59.3 percent of all owners reported “producing services and/or goods” as their primary function; 67.9 percent of veteran owners and 64.7 percent of all owners had “managing day-to-day operations” as their primary function; and 55.0 percent of veteran owners indicated that financial control

and the authority to sign loans, leases and contracts was their primary responsibility, compared with 50.5 percent of all owners.

Within both the employer and non-employer breakouts, responses to this question were very similar for both veteran owners and all owners in each of the primary function options, although employers reported somewhat higher percentages in each of the options than non-employers.

**Table 40: Owners’ primary function in business – 2012**

Primary Functions	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,283,511	100	2,297,712	100	5,524,760	100	569,372	100	16,758,750	100	1,728,340	100
Providing services or producing goods	13,224,437	59.3	1,368,189	59.5	3,075,837	55.7	323,866	56.9	10,148,601	60.6	1,044,323	60.4
Managing day-to-day operations	14,420,996	64.7	1,559,710	67.9	3,994,748	72.3	415,111	72.9	10,426,247	62.2	1,144,599	66.2
Financial control over loans, leases, contracts	11,250,764	50.5	1,264,134	55.0	3,609,424	65.3	389,607	68.4	7,641,340	45.6	874,527	50.6
None of the above	3,077,639	13.8	267,593	11.6	562,333	10.2	49,819	8.7	2,515,306	15.0	217,774	12.6
Item not reported	170,925		18,628		6,688		724		164,237		17,904	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals as respondents could select more than one option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Owners’ Prior Business Ownership Experience

Table 41 presents data on whether owners of respondent businesses had prior business ownership or self-employment experience. More veteran owners reported previous experience than did all owners, 42.4 percent compared with 35.7 percent, respectively. These percentages were very similar for both employers and non-employers.

**Table 41: Owners' prior business ownership experience**

Firm cohort by prior business ownership experience	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All firms</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,267,919	100	2,297,098	100	5,518,954	100	568,651	100	16,748,965	100	1,728,448	100
Previous business ownership or self-employment	7,941,283	35.7	974,982	42.4	2,101,141	38.1	240,623	42.3	5,840,142	34.9	734,359	42.5
No previous business ownership or self-employment	14,326,636	64.3	1,322,116	57.6	3,417,813	61.9	328,028	57.7	10,908,823	65.1	994,089	57.5
Item not reported	186,517		19,242		12,495		1,445		174,022		17,797	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Owners' Birth Citizenship

Table 42 presents data on whether owners of respondent businesses were born a citizen of the United States. Almost all veteran owners, 97.3 percent, were born U.S. citizens, compared with 85.6 percent of all owners. These percentages were very similar for both employers and non-employers.

**Table 42: Owners birth citizenship - 2012**

Firm cohort by whether owner was born in the United States	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All firms</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,272,423	100	2,298,097	100	5,517,083	100	568,086	100	16,755,341	100	1,730,012	100
Born a U.S. citizen	19,064,338	85.6	2,235,482	97.3	4,684,998	84.9	550,814	97.0	14,379,340	85.8	1,684,667	97.4
Not born a U.S. citizen	3,208,085	14.4	62,616	2.7	832,084	15.1	17,271	3.0	2,376,001	14.2	45,345	2.6
Item not reported	182,012		18,243		14,366		2,010		167,647		16,233	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Number of Hours Owners Worked in the Business

Table 43 presents information on the average number of hours that respondent business owners reported working in their firms. Among veteran owners, 36.1 percent reported 40 or more hours per week on average in their businesses, with 11.0 percent working 60 or more hours. Among all owners, 37.5 percent reported an average 40 or more hours a week, while 10.6 percent reported working 60 or more hours.

There were differences between the hours worked by owners of employer and non-employer firms. Non-employer owners spent fewer hours in their business than their employer owner counterparts. Among non-employers, 43.9 percent of veteran owners worked less than 20 hours a week on average and 9.4 percent no hours at all, compared with 41.8 percent and 9.9 percent of all owners, respectively. In contrast, 15.9 percent of veteran employer owners and 15.2 percent of all employer owners worked less than 20 hours per week, while 7.9 percent of veteran employer owners and 8.7 percent of all employer owners worked no hours at all.

At the other end of the scale, among employers 44.6 percent of veteran owners and 46.5 percent of all owners worked more than 40 hours a week, while among non-employers the corresponding shares were 21.4 percent and 20.8 percent, respectively.

**Table 43: Hours owners worked in the business – 2012**

Hours	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,283,144	100	2,297,619	100	5,524,599	100	569,235	100	16,758,545	100	1,728,383	100
None	2,143,405	9.6	206,597	9.0	478,138	8.7	44,967	7.9	1,665,267	9.9	161,630	9.4
Less than 20 hours	7,837,159	35.2	849,303	37.0	840,059	15.2	90,538	15.9	6,997,100	41.8	758,765	43.9
20 to 39 hours	3,959,044	17.8	411,935	17.9	808,312	14.6	96,806	17.0	3,150,732	18.8	315,129	18.2
40 hours	2,279,403	10.2	206,847	9.0	828,787	15.0	83,102	14.6	1,450,616	8.7	123,746	7.2
41 to 59 hours	3,710,384	16.7	369,557	16.1	1,597,851	28.9	157,467	27.7	2,112,533	12.6	212,090	12.3
60 or more hours	2,353,749	10.6	253,380	11.0	971,452	17.6	96,355	16.9	1,382,297	8.2	157,024	9.1
Item not reported	171,292		18,722		6,849		860		164,443		17,861	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Business Income as the Owner’s Primary Source of Income

Table 44 presents data on whether or not the income from a respondent business was the primary source of income for its owner(s). Respondent owners reported that in 2012 their business was the owner’s primary source of personal income for 40.7 percent of veteran owners and 47.5 percent all owners.

Among owners of employer firms, 64.3 percent of veteran owners and 68.0 percent of all owners reported that their business income was their primary source of personal income. Owners of non-employer firms reported somewhat lower reliance on their business income, with 33.0 percent of veteran owners and 40.7 percent of all owners indicating that it was their primary source of personal income.

**Table 44: Business income as primary source of owner income – 2012**

Firm cohort by whether business was primary source of personal income	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All firms</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,275,552	100	2,297,475	100	5,521,582	100	568,852	100	16,753,970	100	1,728,623	100
Primary source of income	10,581,984	47.5	935,925	40.7	3,756,117	68.0	366,008	64.3	6,825,867	40.7	569,917	33.0
Not primary source of income	11,693,568	52.5	1,361,550	59.3	1,765,465	32.0	202,844	35.7	9,928,104	59.3	1,158,706	67.0
Item not reported	178,884		18,866		9,867		1,244		169,017		17,622	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## How Owner Initially Acquired Business

Table 45 presents data on how owners initially acquired their businesses. The SBO survey instruments offered four general options, and respondents could select one or more. The profiles of veteran owners and all owners were very similar in their methods of business acquisition. By far the largest method was for owners to start the firms themselves. Among veteran owners of respondent firms, 85.3 percent founded their businesses, compared to 83.1 percent of all owners. Veteran employer owners reported that 74.3 percent started their own firms, compared with 70.0 percent of all

employer owners. Veteran non-employer owners reported 89.0 percent started their own firms, as did 87.5 percent of all non-employers.

Veteran owners also reported that 10.8 percent purchased their businesses, 2.7 percent inherited them, and 2.8 percent acquired their ownership by transfer or as a gift. This corresponds to 11.3 percent, 2.8 percent, and 4.4 percent for all owners, respectively.

**Table 45: How owner acquired business – 2012**

Method of acquisition	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	22,224,880	100	2,293,207	100	5,522,835	100	569,158	100	16,702,045	100	1,724,049	100
Founded or started	18,475,838	83.1	1,956,811	85.3	3,863,277	70.0	422,916	74.3	14,612,561	87.5	1,533,895	89.0
Purchased	2,518,376	11.3	247,569	10.8	1,197,394	21.7	115,798	20.3	1,320,982	7.9	131,771	7.6
Inherited	611,375	2.8	61,028	2.7	208,326	3.8	20,781	3.7	403,050	2.4	40,246	2.3
Transfer of ownership or gift	968,662	4.4	64,375	2.8	382,617	6.9	23,329	4.1	586,045	3.5	41,045	2.4
Item not reported	229,556		23,134		8,614		938		220,942		22,196	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, owner characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals as respondents could select more than one option. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Year of Business Acquisition – Age of Ownership Interest

Table 46 presents data on the years in which owners of respondent firms initially acquired their ownership interests. Survey recipients had the same age options to select from as those presented earlier in Table 35 which dealt with firm age, rather than ownership interest acquisition. Because the reference year for the SBO is 2012, ownership age cohorts can be calculated based on the difference between the year range selected and 2012.

Interestingly, 7.4 percent of veteran owners of respondent firms indicated that their business ownership was newly acquired in the survey year of 2012, as did 10.4 percent of all owners. Veteran owners reporting business acquisition in the four years before 2012 made up 16.2 percent of all owners of respondent veteran businesses, while 21.1 percent of all owners reported their acquisitions in this period.

From 2000 to 2007, 21.3 percent of veteran owners acquired their businesses, compared to 23.4 percent of all owners. As we look further back, the veteran owner shares increase relative to all owners: 14.8 percent of veteran ownership interests were acquired in the 1990's, compared with 13.1 percent for all owners; 10.7 percent of veteran interests began in the 1980's, compared to 6.8 percent for all owners; and 9.5 percent of veteran ownership interests were acquired before 1980, compared to 3.5 percent for all owners.

**Table 46: Year of business acquisition – age of ownership interest – 2012**

Year that owner initially acquired interest in business	Owners of all respondent firms				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
<b>All</b>	<b>25,938,755</b>		<b>2,675,374</b>		<b>5,531,596</b>		<b>570,096</b>		<b>20,407,159</b>		<b>2,105,278</b>	
Total reporting	21,684,762	100	2,233,250	100	5,394,994	100	554,327	100	16,289,768	100	1,678,923	100
Before 1980	751,395	3.5	212,951	9.5	305,582	5.7	87,928	15.9	445,812	2.7	125,024	7.4
1980 to 1989	1,469,725	6.8	239,951	10.7	613,842	11.4	94,175	17.0	855,883	5.3	145,776	8.7
1990 to 1999	2,839,515	13.1	331,148	14.8	1,054,361	19.5	107,827	19.5	1,785,154	11.0	223,321	13.3
2000 to 2007	5,084,907	23.4	476,148	21.3	1,528,867	28.3	120,659	21.8	3,556,040	21.8	355,489	21.2
2008	892,892	4.1	74,664	3.3	226,944	4.2	16,799	3.0	665,948	4.1	57,866	3.4
2009	977,281	4.5	79,268	3.5	229,407	4.3	16,315	2.9	747,875	4.6	62,954	3.7
2010	1,232,466	5.7	97,009	4.3	261,248	4.8	17,073	3.1	971,217	6.0	79,935	4.8
2011	1,485,065	6.8	114,366	5.1	268,503	5.0	16,041	2.9	1,216,562	7.5	98,325	5.9
2012	2,256,034	10.4	165,450	7.4	242,684	4.5	14,531	2.6	2,013,350	12.4	150,919	9.0
Don't know	4,695,482	21.7	442,294	19.8	663,556	12.3	62,978	11.4	4,031,926	24.8	379,316	22.6
Item not reported	769,674		83,091		136,455		15,769		633,219		67,321	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2012 Survey of Business Owners, business characteristics release (February 2016). Percentages are for owners of respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, and relative standard errors, see <http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

## Conclusion

The Census Bureau's current 2012 SBO provides a wealth of data on veteran-owned businesses and their owners, including first-time ever data on owners who were members of the National Guard or Reserve components, post 9-11 veterans, and those on active duty at some time during the survey year. The preceding analyses have summarized key data from large datasets available online using the Census Bureau's American FactFinder utility at

<http://www.census.gov/library/publications/2012/econ/2012-sbo.html>.

In all, eighty datasets have information on veteran-owned businesses or their owners, including seven with full-universe estimates of all firms by industry, location, size by receipts/sales, size by number of employees, and majority ownership by gender, ethnicity, minority status, and race. Of the 80 datasets, 63 concern characteristics of respondent businesses, and ten more have data on the characteristics of the owners of respondent firms.

The Census Bureau has provided access to all of these datasets on its website with its American FactFinder utility, through which users can set their own criteria and design queries for the creation of customized reports with information specific to their interest. There are any number of combinations of data that can be retrieved, and all such custom reports can be printed or downloaded in either PDF or standard spreadsheet formats. For additional information on how to use the American FactFinder utility, consult the Census webpage at

<http://factfinder.census.gov/faces/nav/jsf/pages/index.xhtml>.

The SBO also produced very rich underlying data which can be used by researchers to explore questions not addressed in the published online sources. For additional SBO data resources, see <http://www.census.gov/programs-surveys/sbo/data.html>.

The SBO results provided in this report are based on samples and administrative data for data year 2012. As this report was being finalized, Census had just released a new data product that will provide annual supplements to the larger SBO, which is conducted once every five years. The new Annual Survey of Entrepreneurs (ASE) will be limited to employer firms and will produce annual estimates on businesses by gender, ethnicity, race and veteran status, including data on their industry, receipts, payroll and employment. It will also include business and owner characteristics, including those for

veteran-owned firms. The first ASE in this new series, released in September 2016, is for data year 2014, to be followed by new editions for data years 2015 and 2016, after which the full five-year SBO will again be conducted for data year 2017. The new ASE is most welcome and will provide much more timely data on veteran-owned businesses and their owners than has ever been available before.

The Office of Advocacy is continuing its own research program on topics related to veteran entrepreneurship. Advocacy is pursuing ongoing research to further the dissemination of veteran-related data, and collaborating with other agencies to learn more about businesses owned by veterans and service-disabled veterans, thereby adding value to existing government resources.

To access recent Advocacy-sponsored veteran-related research, go to Advocacy's **Research Issues** page at <https://www.sba.gov/category/advocacy-navigation-structure/research-and-statistics/other-topics> and select **Veterans** in the drop-down filter box. Older veteran-related research sponsored by Advocacy can be accessed on the Library of Congress's archive of Advocacy's website at <http://webarchive.loc.gov/all/20100617185117/http://www.sba.gov/advo/research/veterans.html>.

## Appendix

This appendix includes data supplemental to that presented in Chapter 2, which included full universe estimates for veteran-owned firms and analogous data on all U.S. firms for the purposes of comparison. In addition to basic information on the number of firms and their sales, this appendix presents employment data on those businesses with employees, including their number of employees during the “snapshot” March 12<sup>th</sup> pay period and the amount of their payroll

Also presented here are the relative standard errors corresponding to data cells in Chapter 2 and in the appendix. As explained earlier in this report, the SBO is based on a sample of businesses rather than a complete census. The sample is quite large, about 1.75 million in 2012, but SBO estimates are still subject to sampling variability and may differ from results that would have been obtained from a complete census of all firms.

Census provides us with a measure of the likelihood of variance from its stated estimates for each data cell in reports generated using its American FactFinder utility. This measure is called the relative standard error (RSE). The RSE is a measure of sampling variability. As calculated for the SBO, the RSE also partially reflects various response errors and processing errors. In general, the smaller the RSE, the lower the “plus or minus” range for any given estimate. At the 90 percent confidence level, one can multiply the RSE by 1.6 to estimate the plus or minus percentage likelihood of variance from the stated estimate. More on how to use RSEs, and on SBO methodology in general can be found at <http://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

The following appendix includes tables with data on both all firms and veteran-owned firms, including data:

- by industry (two-digit NAICS codes);
- by number of firms and establishments;
- by size (both by their level of sales/receipts and the number of their employees);
- by demographic characteristics of their majority ownership, including gender, ethnicity, minority status, and race; and
- by state (including the District of Columbia).

**Table A-1: All United States firms by industry – 2012**

NAICS industry group		All firms		Firms with employees				Firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>0</b>	<b>Total for all sectors</b>	<b>27,626,360</b>	<b>33,536,848,821</b>	<b>5,424,458</b>	<b>32,495,262,387</b>	<b>115,249,007</b>	<b>5,236,446,058</b>	<b>22,201,902</b>	<b>1,041,586,434</b>
11	Agriculture, forestry, and fishing <sup>1</sup>	255,866	40,522,888	20,890	30,349,125	165,770	5,927,347	234,976	10,173,763
21	Mining, quarrying, oil and gas	130,632	595,179,003	22,055	584,300,589	895,777	63,251,261	108,576	10,878,415
22	Utilities	23,643	528,413,744	5,845	527,689,339	646,531	58,436,312	17,798	724,405
23	Construction	2,940,190	1,486,862,827	644,798	1,369,164,816	5,585,177	275,826,196	2,295,392	117,698,011
31-33	Manufacturing	588,991	5,876,677,247	257,465	5,856,989,649	11,338,918	600,267,276	331,526	19,687,598
42	Wholesale trade	703,666	7,960,694,758	314,373	7,916,338,817	6,056,094	373,207,148	389,293	44,355,941
44-45	Retail trade	2,518,810	4,287,386,006	650,108	4,193,065,281	14,620,910	368,204,465	1,868,703	94,320,725
48-49	Transportation and warehousing <sup>2</sup>	1,213,201	895,478,583	167,738	827,101,794	4,305,427	184,238,964	1,045,463	68,376,789
51	Information	388,089	1,254,738,623	71,404	1,243,517,855	3,338,030	271,518,444	316,686	11,220,767
52	Finance and insurance <sup>3</sup>	960,514	3,653,019,281	232,757	3,597,026,511	6,079,888	528,395,344	727,756	55,992,770
53	Real estate and rental and leasing	2,680,942	717,412,493	270,948	487,772,223	1,924,048	86,404,189	2,409,994	229,640,271
54	Professional, scientific, and technical services	3,898,509	1,723,941,607	771,227	1,584,614,019	9,471,866	589,687,090	3,127,282	139,327,587
55	Management of firms/enterprises	26,843	307,226,000	26,843	307,226,000	3,211,841	315,655,857	0	0
56	Admin. and support and waste mgt.	2,311,810	740,647,688	329,220	699,748,840	10,006,812	335,844,959	1,982,590	40,898,848
61	Educational services	676,443	272,223,014	84,183	264,119,679	3,461,795	119,246,993	592,260	8,103,335
62	Health care and social assistance	2,564,112	1,945,238,795	637,013	1,882,353,622	17,377,174	733,363,658	1,927,099	62,885,174
71	Arts, entertainment, and recreation	1,328,187	217,813,000	114,665	189,410,251	2,022,808	62,063,809	1,213,522	28,402,750
72	Accommodation and food services	834,182	715,841,499	494,415	697,582,894	11,954,997	194,336,423	339,767	18,258,605
81	Other services <sup>4</sup>	3,639,339	316,417,771	367,088	236,138,721	2,778,173	70,424,473	3,272,252	80,279,049
99	Industries not classified	7,283	1,113,994	6,316	752,363	6,972	145,853	967	361,631

1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2012 Survey of Business Owners (SBO).

2 Rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2012 SBO.

3 Monetary authorities-central banks (NAICS 521) and funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2012 SBO.

4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2012 SBO.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Industry detail may not add to the all-sector totals because firms with more than one domestic establishment are counted in each industry in which they operate, but only once in the all-sector totals. Data may also be withheld in one sector because it did not meet publication standards, but included in the all-sector totals. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-2: Relative standard errors for SBO data on U.S. firms by industry – 2012**

NAICS industry group		All firms		Firms with employees				Firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>0</b>	<b>Total for all sectors</b>	<b>0.1</b>	<b>0.2</b>	<b>0.1</b>	<b>0.2</b>	<b>0.4</b>	<b>0.1</b>	<b>0.1</b>	<b>0.6</b>
11	Agriculture, forestry, and fishing <sup>1</sup>	0.2	1.6	0.7	2.0	4.0	2.3	0.2	1.9
21	Mining, quarrying, oil and gas	0.6	0.7	1.0	0.8	1.0	0.8	0.7	5.8
22	Utilities	1.0	2.1	1.7	2.2	2.6	2.7	1.2	4.4
23	Construction	0.1	0.7	0.2	0.8	0.7	0.8	0.1	0.9
31-33	Manufacturing	0.6	1.1	0.4	1.2	0.3	0.3	0.8	2.2
42	Wholesale trade	0.3	0.6	0.2	0.7	0.8	0.9	0.4	2.6
44-45	Retail trade	0.2	0.7	0.2	0.8	0.4	0.6	0.2	1.8
48-49	Transportation and warehousing <sup>2</sup>	0.2	0.3	0.5	0.3	0.5	0.3	0.1	0.8
51	Information	0.5	0.2	0.8	0.2	0.4	0.2	0.5	2.0
52	Finance and insurance <sup>3</sup>	0.2	0.4	0.3	0.5	1.3	0.6	0.2	1.4
53	Real estate and rental and leasing	0.1	0.9	0.2	1.3	1.3	0.9	0.1	0.9
54	Professional, scientific, and technical services	0.1	0.3	0.2	0.4	1.5	0.4	0.1	2.6
55	Management of firms/enterprises	1.5	0.8	1.5	0.8	0.6	0.4	0	0
56	Admin. and support and waste mgt.	0.1	0.6	0.3	0.7	1.6	0.7	0.1	0.8
61	Educational services	0.2	0.2	0.5	0.2	0.3	0.2	0.2	1.2
62	Health care and social assistance	0.1	0.3	0.1	0.4	0.4	0.5	0.1	1.2
71	Arts, entertainment, and recreation	0.2	0.8	0.3	1.0	1.0	0.8	0.2	0.9
72	Accommodation and food services	0.2	0.9	0.1	0.8	0.8	0.9	0.4	4.7
81	Other services <sup>4</sup>	0.0	0.6	0.2	0.8	10.4	0.7	0.1	0.7
99	Industries not classified	3.8	15.6	2.9	2.8	4.8	2.6	23	44.3

1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2012 Survey of Business Owners (SBO).

2 Rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2012 SBO.

3 Monetary authorities-central banks (NAICS 521) and funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2012 SBO.

4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2012 SBO.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-3: Veteran-owned firms by industry – 2012**

NAICS Industry Group		All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>0</b>	<b>Total for all sectors</b>	<b>2,521,682</b>	<b>1,141,055,180</b>	<b>442,485</b>	<b>1,048,870,785</b>	<b>5,026,272</b>	<b>195,031,031</b>	<b>2,079,197</b>	<b>92,184,395</b>
11	Agriculture, forestry, and fishing <sup>1</sup>	28,943	2,892,967	1,510	1,763,957	9,297	339,763	27,434	1,129,009
21	Mining, quarrying, oil and gas	16,815	15,237,193	2,280	14,192,062	32,690	1,927,054	14,535	1,045,131
22	Utilities	2,577	3,830,674	261	3,748,032	2,369	193,954	2,316	82,642
23	Construction	334,035	115,102,694	63,496	102,127,597	481,993	22,949,195	270,539	12,975,097
31-33	Manufacturing	60,026	140,716,703	24,112	139,105,909	553,063	25,327,759	35,914	1,610,795
42	Wholesale trade	69,022	260,776,812	28,302	256,946,012	346,252	16,905,228	40,720	3,830,800
44-45	Retail trade	204,464	222,158,370	43,996	214,604,087	641,000	18,918,009	160,468	7,554,284
48-49	Transportation and warehousing <sup>2</sup>	147,038	43,894,480	15,583	35,689,796	222,657	8,759,771	131,455	8,204,683
51	Information	31,232	13,674,169	4,559	12,883,438	69,837	3,762,767	26,673	790,731
52	Finance and insurance <sup>3</sup>	123,180	41,417,673	25,945	35,472,150	160,399	10,132,743	97,236	5,945,523
53	Real estate and rental and leasing	216,795	40,637,109	23,598	25,804,028	134,856	5,359,511	193,197	14,833,081
54	Professional, scientific, and technical services	419,666	80,313,667	74,654	65,204,449	402,804	23,906,423	345,012	15,109,218
55	Management of firms/enterprises	1,822	6,178,856	1,822	6,178,856	76,459	5,894,951	0	0
56	Admin. and support and waste mgt.	200,625	33,117,031	26,200	29,386,416	506,093	13,722,980	174,425	3,730,616
61	Educational services	45,226	5,744,659	3,145	5,176,784	84,804	2,217,981	42,082	567,875
62	Health care and social assistance	174,996	50,421,786	52,444	45,571,331	503,890	18,445,575	122,552	4,850,455
71	Arts, entertainment, and recreation	103,776	9,175,604	5,337	7,215,852	69,123	2,749,698	98,439	1,959,752
72	Accommodation and food services	47,888	33,946,779	22,755	32,599,097	573,158	9,015,315	25,133	1,347,683
81	Other services <sup>4</sup>	297,026	21,703,976	26,107	15,115,016	154,725	4,486,227	270,919	6,588,959
99	Industries not classified	735	113,976	588	85,915	804	16,126	148	S

- 1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2012 Survey of Business Owners (SBO).
- 2 Rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2012 SBO.
- 3 Monetary authorities-central banks (NAICS 521) and funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2012 SBO.
- 4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2012 SBO.

S Withheld because estimate did not meet Census publication standards.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Industry detail may not add to the all-sector totals because firms with more than one domestic establishment are counted in each industry in which they operate, but only once in the all-sector totals. Data may also be withheld in one sector because it did not meet publication standards, but included in the all-sector totals. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-4: Relative standard errors for SBO data on VOBs by industry – 2012**

NAICS Industry Group		All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>0</b>	<b>Total for all sectors</b>	<b>0.4</b>	<b>1.2</b>	<b>0.8</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>	<b>0.4</b>	<b>1.1</b>
11	Agriculture, forestry, and fishing <sup>1</sup>	1.8	7.4	11.9	8.8	10.3	8.6	1.6	9.7
21	Mining, quarrying, oil and gas	4.9	7.2	6.4	7.5	10.0	8.1	5.0	12.5
22	Utilities	8.6	3.9	17.6	4.1	11.4	6.8	8.5	20.5
23	Construction	1.3	3.1	2.3	3.3	2.9	2.5	1.1	5.5
31-33	Manufacturing	1.6	2.6	1.5	2.8	2.6	3.0	2.1	6.7
42	Wholesale trade	1.7	1.7	2.9	1.8	2.8	2.0	2.5	10.2
44-45	Retail trade	1.2	4.1	1.5	4.5	2.1	3.0	1.4	2.9
48-49	Transportation and warehousing <sup>2</sup>	1.4	1.6	1.3	2.1	3.2	2.0	1.5	2.4
51	Information	2.8	3.9	3.3	4.4	5.3	3.7	3.1	3.5
52	Finance and insurance <sup>3</sup>	1.4	3.4	2.5	3.8	3.7	5.7	1.5	4.9
53	Real estate and rental and leasing	1.4	3.4	3.2	6.1	5.3	5.4	1.5	4.1
54	Professional, scientific, and technical services	0.6	1.4	2.0	1.8	2.4	1.4	0.8	1.6
55	Management of firms/enterprises	5.1	4.4	5.4	4.6	2.7	2.2	0	0
56	Admin. and support and waste mgt.	1.0	3.1	3.0	3.6	4.6	3.6	1.2	2.7
61	Educational services	1.2	4.1	4.1	4.7	6.1	5.1	1.3	5.4
62	Health care and social assistance	0.6	1.9	1.0	2.0	3.8	2.8	0.8	4.4
71	Arts, entertainment, and recreation	1.1	6.0	4.6	7.4	5.0	4.6	1.0	3.0
72	Accommodation and food services	2.0	3.1	3.1	3.5	3.9	3.7	2.0	11.7
81	Other services <sup>4</sup>	0.5	1.7	1.2	2.7	2.9	2.6	0.5	2.5
99	Industries not classified	10.3	18.4	8.4	11.7	25.9	10.6	39.6	S

1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2012 Survey of Business Owners (SBO).

2 Rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2012 SBO.

3 Monetary authorities-central banks (NAICS 521) and funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2012 SBO.

4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2012 SBO.

S Withheld because estimate did not meet Census publication standards.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-5: All U.S. employer firms/establishments – 2012**

Number of sectors in which firms operate	All U.S. firms with employees				
	Number of firms	Number of establishments	Sales/receipts (\$1,000)	# employees in March 12 pay period	Annual payroll (\$1,000)
<b>Total for all sectors</b>	<b>5,424,458</b>	<b>7,082,297</b>	<b>32,495,262,387</b>	<b>115,249,007</b>	<b>5,236,446,058</b>
One NAICS sector	5,378,721	5,768,937	12,385,589,386	61,993,777	2,466,271,308
Two NAICS sectors or more	45,738	1,313,360	20,109,673,000	53,255,230	2,770,174,750
Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <a href="https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html">https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html</a> .					

**Table A-6: Relative standard errors for all employer firms/establishments – 2012**

Number of sectors in which firms operate	Veteran-owned firms with employees				
	Number of firms	Number of establishments	Sales/receipts (\$1,000)	# employees in March 12 pay period	Annual payroll (\$1,000)
<b>Total for all sectors</b>	<b>0.1</b>	<b>0.1</b>	<b>0.2</b>	<b>0.4</b>	<b>0.1</b>
One NAICS sector	0.1	0.1	0.4	0.6	0.2
Two NAICS sectors or more	1.5	0.2	0.2	0.3	0.1
Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <a href="https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html">https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html</a> .					

**Table A-7: Veteran-owned employer firms/establishments – 2012**

Number of sectors in which firms operate	Veteran-owned firms with employees				
	Number of firms	Number of establishments	Sales/receipts (\$1,000)	# employees in March 12 pay period	Annual payroll (\$1,000)
<b>Total for all sectors</b>	<b>442,485</b>	<b>501,003</b>	<b>1,048,870,785</b>	<b>5,026,272</b>	<b>195,031,031</b>
One NAICS sector	439,184	460,038	714,296,081	3,807,890	147,552,823
Two NAICS sectors or more	3,301	40,965	334,574,704	1,218,383	47,478,208
Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <a href="https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html">https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html</a> .					

**Table A-8: Relative standard errors for VOB employer firms/establishments – 2012**

Number of sectors in which firms operate	Veteran-owned firms with employees				
	Number of firms	Number of establishments	Sales/receipts (\$1,000)	# employees in March 12 pay period	Annual payroll (\$1,000)
<b>Total for all sectors</b>	<b>0.8</b>	<b>0.6</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>
One NAICS sector	0.8	0.7	1.8	1.3	1.4
Two NAICS sectors or more	6.2	2.0	1.2	1.5	0.9
Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <a href="https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html">https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html</a> .					

**Table A-9: All United States firms by sales/receipts and employment size – 2012**

Firm size	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>All firms</b>	<b>27,626,360</b>	<b>33,536,848,821</b>	<b>5,424,458</b>	<b>32,495,262,387</b>	<b>115,249,007</b>	<b>5,236,446,058</b>	<b>22,201,902</b>	<b>1,041,586,434</b>
Sales/receipts of less than \$5,000	5,469,270	13,046,494	35,242	97,686	30,923	809,015	5,434,028	12,948,807
Sales/receipts of \$5,000 to \$9,999	3,808,698	25,768,110	55,678	393,794	39,072	235,577	3,753,020	25,374,316
Sales/receipts of \$10,000 to \$24,999	5,879,871	90,757,038	165,176	2,795,870	145,742	1,232,236	5,714,695	87,961,168
Sales/receipts of \$25,000 to \$49,999	3,230,034	113,389,384	273,794	10,130,113	303,374	3,486,031	2,956,239	103,259,270
Sales/receipts of \$50,000 to \$99,999	2,605,612	184,470,277	533,472	39,497,175	764,632	12,301,389	2,072,140	144,973,103
Sales/receipts of \$100,000 to \$249,999	2,726,093	434,655,856	1,180,295	197,877,959	2,715,114	57,188,564	1,545,798	236,777,897
Sales/receipts of \$250,000 to \$499,999	1,467,664	518,302,635	991,671	355,156,621	4,050,706	99,912,673	475,992	163,146,014
Sales/receipts of \$500,000 to \$999,999	1,042,930	734,871,923	836,938	592,608,948	5,983,366	167,880,136	205,992	142,262,975
Sales/receipts of \$1,000,000 or more	1,396,188	31,421,587,104	1,352,192	31,296,704,221	101,216,078	4,893,400,437	43,996	124,882,884
<b>All employer firms</b>			<b>5,424,458</b>	<b>32,495,262,387</b>	<b>115,249,007</b>	<b>5,236,446,058</b>		
Firms with no employees *			609,098	188,381,164	0	30,088,653		
Firms with 1 to 4 employees			2,736,389	1,124,382,778	5,587,272	179,410,542		
Firms with 5 to 9 employees			927,950	1,109,082,004	6,101,831	208,579,096		
Firms with 10 to 19 employees			567,334	1,326,695,627	7,615,940	273,568,595		
Firms with 20 to 49 employees			366,663	2,135,498,954	11,030,513	421,908,840		
Firms with 50 to 99 employees			116,988	1,701,613,262	8,025,423	333,423,273		
Firms with 100 to 499 employees			82,313	3,829,465,245	16,062,347	710,098,679		
Firms with 500 employees or more			17,724	21,080,143,353	60,825,680	3,079,368,379		

\* Employer firms with no employees are those businesses that have employees at some time during the year, but no employees during the March 12 "snapshot" pay period.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Size cohort detail may not add to the all-size totals due to rounding. Data may also be withheld in one cohort because it did not meet publication standards, but included in the all-size totals. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-10: Relative standard errors for SBO data on all U.S. firms by size – 2012**

Firm size	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>All firms</b>	<b>0.1</b>	<b>0.2</b>	<b>0.1</b>	<b>0.2</b>	<b>0.4</b>	<b>0.1</b>	<b>0.1</b>	<b>0.6</b>
Sales/receipts of less than \$5,000	0.2	0.2	2.6	2.9	4.5	5.3	0.2	0.2
Sales/receipts of \$5,000 to \$9,999	0.2	0.2	1.6	1.7	3.8	9.2	0.2	0.2
Sales/receipts of \$10,000 to \$24,999	0.2	0.2	1.0	1.0	3.5	8.9	0.2	0.2
Sales/receipts of \$25,000 to \$49,999	0.2	0.2	0.6	0.5	1.0	0.8	0.2	0.2
Sales/receipts of \$50,000 to \$99,999	0.3	0.3	0.8	0.8	1.1	0.9	0.4	0.4
Sales/receipts of \$100,000 to \$249,999	0.3	0.3	0.5	0.5	0.8	0.6	0.3	0.3
Sales/receipts of \$250,000 to \$499,999	0.3	0.4	0.4	0.4	0.5	0.4	0.7	0.8
Sales/receipts of \$500,000 to \$999,999	0.4	0.4	0.5	0.5	0.6	0.6	1.3	1.1
Sales/receipts of \$1,000,000 or more	0.2	0.2	0.2	0.2	0.4	0.1	2.7	4.9
<b>All employer firms</b>			<b>0.1</b>	<b>0.2</b>	<b>0.4</b>	<b>0.1</b>		
Firms with no employees *			0.3	1.5	0	1.6		
Firms with 1 to 4 employees			0.2	0.4	0.3	0.4		
Firms with 5 to 9 employees			0.3	0.8	0.3	0.5		
Firms with 10 to 19 employees			0.5	1.1	0.5	0.5		
Firms with 20 to 49 employees			0.6	0.8	0.6	0.9		
Firms with 50 to 99 employees			1.1	1.0	1.0	0.8		
Firms with 100 to 499 employees			0.5	0.7	0.6	0.4		
Firms with 500 employees or more			0.5	0.3	0.7	0.1		

\* Employer firms with no employees are those businesses with employees at some time during the year, but no employees during the March 12 "snapshot" pay period.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-11: Veteran-owned firms by sales/receipts and employment size – 2012**

Firm size	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>All firms</b>	<b>2,521,682</b>	<b>1,141,055,180</b>	<b>442,485</b>	<b>1,048,870,785</b>	<b>5,026,272</b>	<b>195,031,031</b>	<b>2,079,197</b>	<b>92,184,395</b>
Sales/receipts of less than \$5,000	524,919	1,244,221	2,982	8,042	2,051	18,536	521,937	1,236,179
Sales/receipts of \$5,000 to \$9,999	355,396	2,403,329	5,180	36,517	3,339	16,324	350,216	2,366,812
Sales/receipts of \$10,000 to \$24,999	528,259	8,180,784	14,987	251,697	13,307	102,836	513,272	7,929,087
Sales/receipts of \$25,000 to \$49,999	309,977	10,932,939	24,558	907,476	26,637	312,760	285,418	10,025,464
Sales/receipts of \$50,000 to \$99,999	244,589	17,283,997	46,803	3,458,754	64,096	1,063,662	197,786	13,825,243
Sales/receipts of \$100,000 to \$249,999	250,753	39,729,617	100,484	16,834,273	210,915	5,018,147	150,268	22,895,345
Sales/receipts of \$250,000 to \$499,999	121,935	42,993,216	81,190	29,070,576	303,953	8,523,623	40,746	13,922,640
Sales/receipts of \$500,000 to \$999,999	81,301	57,263,415	65,815	46,603,887	433,705	13,912,374	15,486	10,659,528
Sales/receipts of \$1,000,000 or more	104,554	961,023,661	100,485	951,699,563	3,968,269	166,062,770	4,069	9,324,098
<b>All employer firms</b>			<b>442,485</b>	<b>1,048,870,785</b>	<b>5,026,272</b>	<b>195,031,031</b>		
Firms with no employees *			46,064	11,318,257	0	1,988,322		
Firms with 1 to 4 employees			241,112	88,732,471	478,901	15,688,425		
Firms with 5 to 9 employees			74,331	86,863,736	486,776	17,758,058		
Firms with 10 to 19 employees			41,198	96,075,785	549,132	21,269,466		
Firms with 20 to 49 employees			25,787	151,572,595	774,998	31,140,931		
Firms with 50 to 99 employees			8,389	126,547,040	575,788	23,179,788		
Firms with 100 to 499 employees			4,918	200,619,140	925,532	38,575,490		
Firms with 500 employees or more			686	287,141,759	1,235,147	45,430,551		

\* Employer firms with no employees are those businesses that have employees at some time during the year, but no employees during the March 12 "snapshot" pay period.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Size cohort detail may not add to the all-size totals due to rounding. Data may also be withheld in one cohort because it did not meet publication standards, but included in the all-size totals. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-12: Relative standard errors for SBO data on VOBs by size – 2012**

Firm size	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>All firms</b>	<b>0.4</b>	<b>1.2</b>	<b>0.8</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>	<b>0.4</b>	<b>1.1</b>
Sales/receipts of less than \$5,000	1.0	1.0	9.0	10.0	13.5	10.0	0.9	0.9
Sales/receipts of \$5,000 to \$9,999	0.7	0.7	7.9	7.7	13.3	9.3	0.8	0.7
Sales/receipts of \$10,000 to \$24,999	1.0	1.0	3.6	3.9	6.1	4.8	1.0	1.0
Sales/receipts of \$25,000 to \$49,999	0.7	0.8	3.2	3.4	3.8	4.2	0.8	0.9
Sales/receipts of \$50,000 to \$99,999	1.2	1.3	2.2	2.1	3.1	2.6	1.3	1.5
Sales/receipts of \$100,000 to \$249,999	1.3	1.4	2.5	2.8	3.1	3.0	1.9	2.0
Sales/receipts of \$250,000 to \$499,999	1.4	1.5	1.4	1.5	1.9	1.7	3.9	4.2
Sales/receipts of \$500,000 to \$999,999	1.2	1.1	1.2	1.1	1.5	1.7	3.6	3.7
Sales/receipts of \$1,000,000 or more	0.8	1.4	1.0	1.4	1.4	1.4	7.7	7.2
<b>All employer firms</b>			<b>0.8</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>		
Firms with no employees *			2.7	6.7	0	7.0		
Firms with 1 to 4 employees			1.3	2.6	1.2	1.5		
Firms with 5 to 9 employees			1.3	3.2	1.4	1.8		
Firms with 10 to 19 employees			2.0	2.6	2.2	2.4		
Firms with 20 to 49 employees			2.1	3.9	2.1	4.1		
Firms with 50 to 99 employees			4.3	6.5	3.9	4.4		
Firms with 100 to 499 employees			3.3	4.0	3.3	2.4		
Firms with 500 employees or more			3.8	0	1.9	0.5		

\* Employer firms with no employees are those businesses with employees at some time during the year, but no employees during the March 12 "snapshot" pay period.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-13: All U.S. firms by gender, ethnicity, minority status, and race – 2012**

Firm cohort	All firms				Firms with employees								Firms without employees			
	Number	%	Sales or receipts (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%	Number of employees in March 12 pay period	%	Annual payroll (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%
<b>All firms</b>	<b>27,626,360</b>		<b>33,536,848,821</b>		<b>5,424,458</b>		<b>32,495,262,387</b>		<b>115,249,007</b>		<b>5,236,446,058</b>		<b>22,201,902</b>		<b>1,041,586,434</b>	
<b>Classifiable by gender</b>	27,179,380	100	11,964,077,871	100	5,136,203	100	10,964,584,749	100	56,058,563	100	2,096,442,212	100	22,043,177	100	999,493,123	100
Female	9,878,397	36.3	1,419,834,295	11.9	1,035,655	20.2	1,190,586,438	10.9	8,431,614	15.0	263,720,252	12.6	8,842,742	40.1	229,247,857	22.9
Male	14,844,597	54.6	9,466,039,188	79.1	3,335,572	64.9	8,813,398,192	80.4	41,132,111	73.4	1,643,868,568	78.4	11,509,025	52.2	652,640,996	65.3
Equally male/female	2,456,386	9.0	1,078,204,389	9.0	764,977	14.9	960,600,118	8.8	6,494,837	11.6	188,853,393	9.0	1,691,409	7.7	117,604,270	11.8
<b>Classifiable by ethnicity</b>	27,179,380	100	11,964,077,871	100	5,136,203	100	10,964,584,749	100	56,058,563	100	2,096,442,212	100	22,043,177	100	999,493,123	100
Hispanic	3,305,873	12.2	473,635,944	4.0	287,501	5.6	379,994,999	3.5	2,329,553	4.2	70,855,704	3.4	3,018,371	13.7	93,640,945	9.4
Non-Hispanic	23,743,181	87.4	11,436,499,443	95.6	4,809,590	93.6	10,536,805,932	96.1	53,368,757	95.2	2,015,415,733	96.1	18,933,591	85.9	899,693,511	90.0
Equally Hispanic/non-Hispanic	130,326	0.5	53,942,485	0.5	39,112	0.8	47,783,818	0.4	360,253	0.6	10,170,774	0.5	91,214	0.4	6,158,667	0.6
<b>Classifiable by minority status</b>	27,179,380	100	11,964,077,871	100	5,136,203	100	10,964,584,749	100	56,058,563	100	2,096,442,212	100	22,043,177	100	999,493,123	100
Minority	7,952,386	29.3	1,380,149,131	11.5	908,800	17.7	1,161,430,713	10.6	7,165,151	12.8	219,297,701	10.5	7,043,587	32.0	218,718,418	21.9
Non-minority	18,987,918	69.9	10,482,831,537	87.6	4,156,683	80.9	9,714,345,077	88.6	48,255,649	86.1	1,856,388,208	88.5	14,831,235	67.3	768,486,460	76.9
Equally minority/non-minority	239,076	0.9	101,097,203	0.8	70,721	1.4	88,808,959	0.8	637,763	1.1	20,756,303	1.0	168,355	0.8	12,288,244	1.2
<b>Classifiable by race</b>	27,179,380	100	11,964,077,871	100	5,136,203	100	10,964,584,749	100	56,058,563	100	2,096,442,212	100	22,043,177	100	999,493,123	100
White	21,539,858	79.3	10,950,990,565	91.5	4,438,062	86.4	10,104,625,082	92.2	50,567,816	90.2	1,929,295,400	92.0	17,101,796	77.6	846,365,483	84.7
African American	2,584,403	9.5	150,203,163	1.3	109,137	2.1	103,451,510	0.9	975,052	1.7	27,689,957	1.3	2,475,266	11.2	46,751,654	4.7
American Indian or Alaska Native	272,919	1.0	38,838,125	0.3	26,179	0.5	31,654,165	0.3	208,178	0.4	6,994,509	0.3	246,740	1.1	7,183,960	0.7
Asian	1,917,902	7.1	699,492,422	5.8	481,026	9.4	627,532,399	5.7	3,572,577	6.4	110,543,615	5.3	1,436,876	6.5	71,960,023	7.2
Native Hawaiian or Pacific Islander	54,749	0.2	8,136,445	0.1	4,706	0.1	6,469,957	0.1	39,001	0.1	1,430,591	0.1	50,043	0.2	1,666,488	0.2
Some other race	1,174,340	4.3	109,828,269	0.9	79,366	1.5	77,379,670	0.7	596,489	1.1	16,395,890	0.8	1,094,974	5.0	32,448,600	3.2

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Detail may not add to totals due to rounding or because a Hispanic firm may be of any race. Moreover, each owner had the option of selecting more than one race and therefore is included in each race selected. Percentages are based on total reporting within a gender, ethnicity, race, and/or veteran status group for the characteristics tabulated in this dataset. Detail is not provided for publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-14: Relative standard errors for data on all firms by demographics – 2012**

Firm cohort	All firms		Firms with employees				Firms without employees	
	Number	Sales or receipts (\$1,000s)	Number	Sales or receipts (\$1,000s)	Number of employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales or receipts (\$1,000s)
<b>All firms</b>	<b>0.1</b>	<b>0.2</b>	<b>0.1</b>	<b>0.2</b>	<b>0.4</b>	<b>0.1</b>	<b>0.1</b>	<b>0.6</b>
<b>Classifiable by gender</b>	0.1	0.4	0.1	0.4	0.7	0.2	0.1	0.4
Female	0.1	0.6	0.2	0.7	0.8	0.7	0.1	0.6
Male	0.1	0.5	0.1	0.5	0.9	0.2	0.1	0.5
Equally male/female	0.4	1.0	0.5	1.1	0.9	0.5	0.5	1.3
<b>Classifiable by ethnicity</b>	0.1	0.4	0.1	0.4	0.7	0.2	0.1	0.4
Hispanic	0.1	1.3	0.8	1.8	1.1	1.1	0.1	1.0
Non-Hispanic	0.1	0.4	0.1	0.4	0.8	0.3	0.1	0.5
Equally Hispanic/non-Hispanic	1.2	5.6	1.6	6.8	4.8	4.4	1.4	4.3
<b>Classifiable by minority status</b>	0.1	0.4	0.1	0.4	0.7	0.2	0.1	0.4
Minority	0.1	0.5	0.5	0.7	0.7	0.6	0.1	0.7
Non-minority	0.1	0.4	0.2	0.5	0.8	0.3	0.1	0.6
Equally minority/non-minority	1.0	4.0	1.5	4.9	3.2	3.3	1.0	3.7
<b>Classifiable by race</b>	0.1	0.4	0.1	0.4	0.7	0.2	0.1	0.4
White	0.1	0.4	0.1	0.4	0.8	0.2	0.1	0.5
African American	0.1	1.3	1.2	1.8	2.1	1.4	0.1	0.9
American Indian or Alaska Native	0.5	6.7	2.3	8.8	3.8	5.4	0.4	1.6
Asian	0.2	0.7	0.4	0.9	1.3	1.1	0.3	1.6
Native Hawaiian or Pacific Islander	1.8	2.9	5.3	3.6	5.9	4.9	1.7	9.6
Some other race	0.4	3.2	1.5	4.6	2.5	3.5	0.4	1.1
<p>Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <a href="https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html">https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html</a></p>								

**Table A-15: Majority ownership of VOBs by demographics – 2012**

Veteran-owned firm cohort	All veteran-owned firms				Veteran-owned firms with employees								Veteran-owned firms without employees			
	Number	%	Sales or receipts (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%	Number of employees in March 12 pay period	%	Annual payroll (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%
<b>All firms</b>	<b>2,521,682</b>	<b>100</b>	<b>1,141,055,180</b>	<b>100</b>	<b>442,485</b>	<b>100</b>	<b>1,048,870,785</b>	<b>100</b>	<b>5,026,272</b>	<b>100</b>	<b>195,031,031</b>	<b>100</b>	<b>2,079,197</b>	<b>100</b>	<b>92,184,395</b>	<b>100</b>
<b>Classifiable by gender</b>																
Female	383,302	15.2	17,950,613	1.6	12,617	2.9	10,890,350	1.0	102,662	2.0	3,342,244	1.7	370,685	17.8	7,060,263	7.7
Male	2,124,666	84.3	1,120,923,970	98.2	427,012	96.5	1,036,371,060	98.8	4,907,338	97.6	191,262,306	98.1	1,697,654	81.6	84,552,910	91.7
Equally male/female	13,714	0.5	2,180,597	0.2	2,857	0.6	1,609,374	0.2	16,272	0.3	426,481	0.2	10,857	0.5	571,223	0.6
<b>Classifiable by ethnicity</b>																
Hispanic	176,046	7.0	26,128,053	2.3	14,674	3.3	21,345,660	2.0	165,917	3.3	5,788,233	3.0	161,372	7.8	4,782,393	5.2
Non-Hispanic	2,343,815	92.9	1,114,483,184	97.7	427,469	96.6	1,027,159,138	97.9	4,857,566	96.6	189,141,566	97.0	1,916,346	92.2	87,324,046	94.7
Equally Hispanic/non-Hispanic	1,821	0.1	443,943	0.0	343	0.1	365,986	0.0	2,789	0.1	101,232	0.1	1,478	0.1	77,956	0.1
<b>Classifiable by minority status</b>																
Minority	520,666	20.6	60,565,838	5.3	37,764	8.5	48,099,473	4.6	358,297	7.1	12,714,144	6.5	482,902	23.2	12,466,365	13.5
Non-minority	1,998,120	79.2	1,079,630,260	94.6	404,102	91.3	1,000,068,379	95.3	4,662,829	92.8	182,117,625	93.4	1,594,018	76.7	79,561,881	86.3
Equally minority/non-minority	2,896	0.1	859,082	0.1	619	0.1	702,933	0.1	5,145	0.1	199,261	0.1	2,277	0.1	156,149	0.2
<b>Classifiable by race</b>																
White	2,145,322	85.1	1,104,545,350	96.8	419,237	94.7	1,020,660,721	97.3	4,822,583	95.9	187,460,414	96.1	1,726,085	83.0	83,884,629	91.0
African American	270,053	10.7	18,896,430	1.7	12,600	2.8	13,834,906	1.3	110,939	2.2	3,788,375	1.9	257,453	12.4	5,061,524	5.5
American Indian or Alaska Native	33,984	1.3	5,229,418	0.5	3,545	0.8	4,121,108	0.4	24,762	0.5	1,045,955	0.5	30,439	1.5	1,108,310	1.2
Asian	52,355	2.1	10,292,973	0.9	7,276	1.6	8,504,747	0.8	57,509	1.1	2,191,246	1.1	45,078	2.2	1,788,226	1.9
Native Hawaiian or Pacific Islander	6,931	0.3	989,235	0.1	653	0.1	805,540	0.1	5,535	0.1	218,524	0.1	6,277	0.3	183,695	0.2
Some other race	55,928	2.2	5,624,677	0.5	2,694	0.6	4,194,307	0.4	25,885	0.5	1,091,940	0.6	53,234	2.6	1,430,370	1.6

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Detail may not add to totals due to rounding or because a Hispanic firm may be of any race. Moreover, each owner had the option of selecting more than one race and therefore is included in each race selected. Percentages are based on total reporting within a gender, ethnicity, race, and/or veteran status group for the characteristics tabulated in this dataset. Detail is not provided for publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-16: Relative standard errors for SBO data on VOBs by demographics – 2012**

Veteran-owned firm cohort	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales or receipts (\$1,000s)	Number	Sales or receipts (\$1,000s)	Number of employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales or receipts (\$1,000s)
<b>All firms</b>	<b>0.4</b>	<b>1.2</b>	<b>0.8</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>	<b>0.4</b>	<b>1.1</b>
<b>Classifiable by gender</b>								
Female	0.4	6.1	3.2	10.3	12.9	7.0	0.4	3.2
Male	0.4	1.2	0.8	1.3	1.1	1.2	0.4	1.3
Equally male/female	5.3	12.7	8.1	16.8	18.2	13.9	6.3	12.3
<b>Classifiable by ethnicity</b>								
Hispanic	0.9	6.8	3.0	8.5	8.2	6.0	0.9	2.8
Non-Hispanic	0.4	1.2	0.8	1.3	1.1	1.2	0.4	1.1
Equally Hispanic/non-Hispanic	17.1	15.5	22.8	17.9	24.3	21.5	18.2	34.3
<b>Classifiable by minority status</b>								
Minority	0.5	3.9	1.8	5.1	4.0	4.0	0.4	1.5
Non-minority	0.4	1.2	0.7	1.4	1.1	1.2	0.5	1.2
Equally minority/non-minority	9.9	9.0	19.8	11.4	15.9	11.2	11.7	24.8
<b>Classifiable by race</b>								
White	0.4	1.2	0.7	1.4	1.2	1.2	0.5	1.2
African American	0.7	3.8	3.1	5.5	2.8	2.9	0.7	1.6
American Indian or Alaska Native	2.2	11.8	8.0	15.9	11.4	10.7	1.9	3.2
Asian	2.8	5.4	5.9	7.3	5.2	5.9	2.9	3.7
Native Hawaiian or Pacific Islander	5.0	8.8	13.6	11.3	12.4	9.1	4.8	17.0
Some other race	1.7	22.9	6.2	31.3	14.5	15.4	1.7	3.1

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-17: All U.S. firms by state – 2012**

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>United States</b>	<b>27,626,360</b>	<b>33,536,848,821</b>	<b>5,424,458</b>	<b>32,495,262,387</b>	<b>115,249,007</b>	<b>5,236,446,058</b>	<b>22,201,902</b>	<b>1,041,586,434</b>
Alabama	374,153	410,217,329	67,449	397,528,241	1,503,375	57,623,419	306,704	12,689,088
Alaska	68,032	96,513,632	15,559	93,828,516	250,582	12,665,443	52,474	2,685,115
Arizona	499,926	497,211,439	97,142	475,057,944	2,067,193	85,580,819	402,783	22,153,495
Arkansas	231,959	252,140,106	46,950	244,520,345	954,400	34,592,096	185,009	7,619,761
California	3,548,449	3,917,367,474	679,042	3,765,656,960	12,858,633	685,054,404	2,869,407	151,710,515
Colorado	547,352	534,919,373	121,314	513,650,946	1,980,875	92,229,842	426,038	21,268,427
Connecticut	326,693	598,874,847	68,184	581,499,014	1,471,831	83,176,163	258,508	17,375,833
Delaware	73,418	151,181,125	18,231	148,050,844	368,977	18,384,846	55,188	3,130,281
District of Columbia	63,408	205,091,146	13,913	202,711,341	431,602	29,113,925	49,495	2,379,805
Florida	2,100,187	1,516,846,612	393,247	1,449,835,596	6,771,200	271,235,401	1,706,940	67,011,016
Georgia	929,864	960,432,488	160,373	932,030,306	3,304,743	144,633,626	769,491	28,402,182
Hawaii	118,454	102,120,740	23,038	97,223,349	464,922	17,913,118	95,415	4,897,391
Idaho	146,642	116,313,555	34,459	111,556,753	491,949	19,170,846	112,183	4,756,802
Illinois	1,135,017	1,683,129,252	240,420	1,645,060,143	5,039,666	248,460,339	894,597	38,069,109
Indiana	479,059	691,923,792	101,174	676,776,081	2,446,289	97,124,628	377,886	15,147,711
Iowa	259,121	383,732,360	58,366	375,370,962	1,235,622	46,586,790	200,755	8,361,398
Kansas	239,118	368,793,775	53,964	359,875,464	1,104,553	43,623,220	185,154	8,918,311
Kentucky	331,546	453,197,077	63,483	442,237,341	1,447,919	54,105,007	268,063	10,959,736
Louisiana	414,291	639,279,967	76,534	623,856,237	1,614,346	67,258,711	337,757	15,423,731
Maine	139,570	106,687,572	31,705	102,180,021	483,961	18,146,861	107,865	4,507,551
Maryland	531,953	513,951,749	101,876	494,948,174	2,128,866	101,963,707	430,078	19,003,575
Massachusetts	607,664	839,944,464	132,625	815,146,705	3,039,328	170,432,057	475,040	24,797,760
Michigan	834,087	1,005,215,114	162,121	974,174,952	3,406,485	147,274,793	671,966	31,040,163
Minnesota	489,494	694,788,651	109,736	677,657,170	2,422,065	113,609,544	379,758	17,131,480
Mississippi	235,454	213,455,621	41,170	205,774,474	813,499	27,702,437	194,284	7,681,148
Missouri	491,606	598,271,031	106,452	581,991,112	2,261,103	94,020,388	385,154	16,279,920
Montana	112,419	81,867,845	29,699	78,139,673	334,640	11,411,027	82,720	3,728,172
Nebraska	164,089	238,987,196	39,351	233,942,404	787,654	30,187,528	124,738	5,044,792

**Table A-17: All U.S. firms by state – 2012 (continued)**

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
Nevada	227,156	218,695,720	46,071	209,094,446	1,012,551	39,224,083	181,085	9,601,273
New Hampshire	131,638	122,281,669	29,099	116,952,968	547,003	23,477,357	102,540	5,328,701
New Jersey	792,088	1,233,058,233	184,682	1,197,110,076	3,460,873	184,252,551	607,406	35,948,157
New Mexico	151,363	149,305,276	33,058	144,820,727	578,270	21,858,408	118,305	4,484,550
New York	2,008,988	2,184,220,670	430,781	2,107,240,219	7,589,238	434,160,801	1,578,207	76,980,450
North Carolina	805,985	847,349,408	155,774	821,111,921	3,248,898	131,761,536	650,211	26,237,486
North Dakota	68,270	117,848,841	18,246	115,229,737	337,937	14,485,692	50,024	2,619,104
Ohio	904,814	1,204,964,794	174,469	1,172,296,638	4,469,800	185,978,276	730,345	32,668,156
Oklahoma	327,229	408,279,095	67,130	395,097,426	1,245,948	50,091,297	260,099	13,181,670
Oregon	339,305	333,073,339	83,592	320,863,128	1,319,186	55,888,860	255,713	12,210,212
Pennsylvania	975,453	1,366,843,438	214,662	1,329,697,810	5,114,145	227,457,572	760,791	37,145,627
Rhode Island	94,642	100,825,779	22,860	97,633,382	402,184	17,016,491	71,782	3,192,397
South Carolina	367,726	350,808,351	71,794	338,564,862	1,476,351	53,891,119	295,932	12,243,489
South Dakota	81,314	88,352,462	20,182	85,472,586	319,944	11,004,297	61,132	2,879,875
Tennessee	550,453	647,300,920	88,890	625,637,818	2,324,699	91,432,910	461,563	21,663,103
Texas	2,356,748	3,623,481,905	383,033	3,524,863,959	10,408,335	432,661,395	1,973,715	98,617,946
Utah	251,419	251,055,510	57,760	242,904,937	1,027,136	40,457,484	193,659	8,150,572
Vermont	75,827	55,593,703	17,143	53,143,984	247,600	9,076,563	58,684	2,449,719
Virginia	653,193	843,986,907	137,879	820,859,186	3,025,452	145,344,259	515,314	23,127,720
Washington	541,522	702,144,490	136,624	682,153,326	2,528,451	118,774,765	404,897	19,991,164
West Virginia	114,435	131,412,471	26,092	127,616,583	560,743	20,418,056	88,343	3,795,889
Wisconsin	432,980	614,392,925	101,708	599,659,645	2,308,307	95,335,517	331,272	14,733,280
Wyoming	62,427	69,117,582	16,994	66,955,955	209,682	9,115,782	45,433	2,161,627

Source: SBA Office of Advocacy. Source data are from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Firms with more than one domestic establishment are counted in each geographic area in which they operate, but only once in the U.S. and state totals for all sectors. Data may withheld in a state because it did not meet publication standards, but included in the U.S. totals. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-18: Relative standard errors for SBO data on all U.S. firms by state – 2012**

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>United States</b>	<b>0.1</b>	<b>0.2</b>	<b>0.1</b>	<b>0.2</b>	<b>0.4</b>	<b>0.1</b>	<b>0.1</b>	<b>0.6</b>
Alabama	0.2	0.7	0.3	0.7	1.2	0.8	0.2	1.5
Alaska	0.8	1.9	1.2	2.1	2.4	2.2	0.7	3.6
Arizona	0.1	0.5	0.5	0.5	0.6	0.3	0.1	2.6
Arkansas	0.2	1.2	0.6	1.3	0.9	0.9	0.2	4.5
California	0.0	0.4	0.2	0.5	0.6	0.4	0.0	2.7
Colorado	0.1	0.7	0.4	0.7	1.1	0.7	0.1	2.3
Connecticut	0.2	0.8	0.5	0.9	0.7	1.1	0.2	2.7
Delaware	0.5	1.4	0.9	1.4	0.9	1.4	0.5	4.2
District of Columbia	0.4	3.4	0.8	3.6	1.2	0.9	0.3	3.3
Florida	0.0	0.6	0.2	0.7	0.7	0.4	0.0	1.2
Georgia	0.1	0.5	0.3	0.5	0.4	0.4	0.1	1.5
Hawaii	0.2	1.1	0.6	1.2	1.5	0.9	0.2	5.5
Idaho	0.4	0.7	0.8	0.7	1.2	1.1	0.4	4.7
Illinois	0.1	0.5	0.2	0.6	0.7	0.5	0.1	2.7
Indiana	0.1	0.7	0.4	0.7	0.8	0.8	0.1	2.1
Iowa	0.2	1.0	0.4	1.1	1.0	1.0	0.2	3.4
Kansas	0.3	1.0	0.6	1.1	0.7	0.7	0.3	4.1
Kentucky	0.2	0.6	0.3	0.6	0.8	0.8	0.2	3.3
Louisiana	0.2	2.9	0.3	3.1	0.9	1.0	0.1	2.3
Maine	0.5	0.6	0.8	0.7	1.1	1.0	0.5	3.6
Maryland	0.1	0.7	0.4	0.8	0.8	0.5	0.1	1.8
Massachusetts	0.1	0.8	0.4	0.9	0.6	1.1	0.1	2.3
Michigan	0.1	0.8	0.4	0.9	0.8	1.0	0.1	1.7
Minnesota	0.1	1.0	0.3	1.0	0.8	0.6	0.1	4.3
Mississippi	0.3	0.9	0.7	0.9	0.7	0.7	0.3	2.7
Missouri	0.1	1.4	0.4	1.5	0.7	0.5	0.1	2.5
Montana	0.6	0.8	0.6	0.9	1.1	0.8	0.6	3.9
Nebraska	0.3	0.8	0.8	0.9	0.8	0.9	0.3	4.4

**Table A-18: Relative standard errors for SBO data on all U.S. firms by state – 2012 (continued)**

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
Nevada	0.2	1.3	0.6	1.4	1.1	0.8	0.2	1.8
New Hampshire	0.5	0.9	1.0	1.0	0.9	1.2	0.7	2.7
New Jersey	0.1	1.1	0.3	1.2	0.7	0.8	0.1	1.9
New Mexico	0.2	1.9	0.6	2.0	0.9	1.8	0.1	3.0
New York	0	0.4	0.2	0.5	0.9	0.4	0	1.3
North Carolina	0.1	0.7	0.3	0.7	0.5	0.6	0.1	3.9
North Dakota	0.6	1.6	0.9	1.7	1.7	1.9	0.7	8.1
Ohio	0.1	0.7	0.2	0.7	0.7	0.7	0.1	2.2
Oklahoma	0.2	1.1	0.3	1.1	0.8	0.7	0.2	4.3
Oregon	0.2	1.1	0.5	1.2	0.8	0.8	0.2	2.1
Pennsylvania	0.1	0.5	0.2	0.5	0.4	0.3	0.1	1.8
Rhode Island	0.4	1.2	0.7	1.3	0.7	0.6	0.5	3.6
South Carolina	0.2	0.6	0.4	0.6	0.8	1.0	0.2	2.9
South Dakota	0.7	0.8	0.9	0.9	1.2	1.3	0.8	5.2
Tennessee	0.1	0.4	0.8	0.4	3.6	1.0	0.1	4.0
Texas	0	1.1	0.2	1.2	1.2	0.4	0	1.0
Utah	0.2	1.0	0.6	1.0	1.0	1.0	0.2	3.1
Vermont	0.7	0.8	0.9	0.8	0.9	0.9	0.7	3.7
Virginia	0.1	0.7	0.3	0.7	0.5	0.4	0.1	2
Washington	0.1	0.5	0.4	0.6	11.6	0.5	0.1	2.3
West Virginia	0.5	0.6	0.8	0.6	0.8	0.7	0.5	5.3
Wisconsin	0.2	1.1	0.5	1.1	0.9	0.9	0.2	2.2
Wyoming	0.7	0.9	1.0	1.0	1.1	1.4	0.7	3.6

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-19: Veteran-owned firms by state – 2012**

State	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>United States</b>	<b>2,521,682</b>	<b>1,141,055,180</b>	<b>442,485</b>	<b>1,048,870,785</b>	<b>5,026,272</b>	<b>195,031,031</b>	<b>2,079,197</b>	<b>92,184,395</b>
Alabama	41,943	18,578,154	7,478	17,188,388	89,748	3,078,887	34,466	1,389,766
Alaska	7,953	2,895,599	1,630	2,556,711	11,575	594,372	6,323	338,888
Arizona	46,780	21,326,971	7,705	19,420,311	132,811	4,040,268	39,075	1,906,660
Arkansas	25,915	9,828,240	4,556	8,982,005	52,729	1,588,880	21,359	846,236
California	252,377	135,056,837	43,201	124,780,962	528,868	21,768,811	209,175	10,275,875
Colorado	51,722	17,309,362	9,618	15,326,010	74,278	3,120,795	42,104	1,983,352
Connecticut	31,056	14,626,848	5,713	13,307,524	59,428	2,673,667	25,343	1,319,323
Delaware	7,206	4,127,859	1,592	3,864,029	16,919	646,442	5,614	263,830
District of Columbia	5,070	2,064,848	919	1,863,954	10,860	620,546	4,150	200,894
Florida	185,756	57,670,087	31,266	51,467,990	261,978	10,195,078	154,489	6,202,096
Georgia	96,787	35,745,281	15,068	32,890,778	157,080	5,801,925	81,718	2,854,503
Hawaii	11,148	4,498,716	2,322	4,068,155	24,878	1,016,815	8,826	430,560
Idaho	12,804	3,475,483	2,593	3,092,087	22,944	667,579	10,211	383,396
Illinois	89,110	45,376,994	16,720	42,501,484	195,641	7,900,608	72,390	2,875,510
Indiana	45,174	26,314,629	8,209	24,781,510	114,837	3,833,722	36,965	1,533,119
Iowa	25,889	10,916,652	5,467	10,130,862	51,801	1,824,027	20,422	785,790
Kansas	21,610	9,784,758	4,110	9,001,733	43,283	1,588,937	17,499	783,024
Kentucky	33,208	12,809,308	5,557	11,730,534	65,633	1,953,677	27,651	1,078,774
Louisiana	42,211	22,651,541	7,099	20,983,748	100,013	4,551,456	35,112	1,667,793
Maine	15,689	4,735,430	3,046	4,230,665	20,145	732,873	12,642	504,765
Maryland	50,976	20,709,680	8,972	18,922,180	96,508	4,549,277	42,004	1,787,500
Massachusetts	58,339	32,279,570	11,379	29,830,724	126,181	5,154,532	46,959	2,448,846
Michigan	71,861	31,245,858	10,627	29,147,251	123,824	4,656,753	61,234	2,098,607
Minnesota	45,582	23,370,052	9,263	21,726,040	109,679	4,154,222	36,319	1,644,012
Mississippi	26,789	10,067,440	4,224	9,134,543	52,278	1,699,454	22,565	932,897
Missouri	49,217	22,116,006	8,873	20,493,163	103,175	3,919,765	40,344	1,622,843
Montana	11,486	3,372,745	2,589	3,004,525	17,503	574,228	8,898	368,219
Nebraska	16,693	8,205,259	3,591	7,679,600	37,994	1,346,404	13,101	525,659

**Table A-19: Veteran-owned firms by state – 2012 (continued)**

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
Nevada	23,049	10,597,148	4,098	9,593,369	56,929	2,217,021	18,951	1,003,779
New Hampshire	16,119	7,607,877	3,122	6,966,846	37,025	1,248,618	12,996	641,031
New Jersey	57,996	33,436,659	11,122	30,920,028	115,644	5,206,777	46,874	2,516,630
New Mexico	14,096	6,075,518	3,094	5,669,652	32,138	1,003,770	11,002	405,866
New York	137,532	55,830,178	24,389	50,752,518	227,214	10,908,938	113,143	5,077,661
North Carolina	86,571	36,900,183	15,030	33,823,681	166,626	5,635,101	71,542	3,076,502
North Dakota	6,584	3,633,237	1,235	3,358,906	13,957	582,118	5,349	274,332
Ohio	91,316	37,193,818	15,265	33,853,013	176,975	6,718,242	76,051	3,340,805
Oklahoma	36,273	16,711,070	7,132	15,233,117	70,503	2,587,314	29,141	1,477,953
Oregon	30,918	14,252,245	7,013	13,225,908	76,949	3,158,775	23,905	1,026,337
Pennsylvania	97,969	50,297,970	19,144	46,736,224	231,182	8,598,878	78,825	3,561,746
Rhode Island	9,904	3,557,718	2,138	3,120,552	17,507	690,853	7,766	437,166
South Carolina	47,987	16,576,981	8,889	14,924,339	85,984	2,678,979	39,098	1,652,642
South Dakota	8,604	3,997,845	1,533	3,670,778	16,197	517,220	7,071	327,068
Tennessee	59,379	30,049,377	9,233	27,672,509	121,434	4,227,517	50,146	2,376,868
Texas	213,590	109,881,105	32,806	101,181,133	433,864	16,580,265	180,784	8,699,971
Utah	18,754	8,327,767	4,352	7,726,805	43,956	1,579,125	14,401	600,961
Vermont	8,237	2,380,620	1,365	2,098,543	10,229	390,322	6,872	282,077
Virginia	76,434	34,087,852	15,061	31,221,568	175,583	8,116,483	61,373	2,866,284
Washington	49,331	20,653,096	10,323	18,954,964	90,754	3,653,271	39,009	1,698,132
West Virginia	12,912	5,635,335	2,227	5,224,949	26,076	828,935	10,685	410,386
Wisconsin	39,830	20,506,763	7,790	19,361,688	87,740	3,312,013	32,040	1,145,075
Wyoming	6,470	1,704,615	1,258	1,472,229	9,217	336,498	5,212	232,386

Source: SBA Office of Advocacy. Source data are from the U.S. Census Bureau 2012 Survey of Business Owners (December 2015). Firms with more than one domestic establishment are counted in each geographic area in which they operate, but only once in the U.S. and state totals for all sectors. Data may withheld in a state because it did not meet publication standards, but included in the U.S. totals. For information on methodology, definitions, and relative standard errors, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.

**Table A-20: Relative standard errors for SBO data on VOBs by state – 2012**

State	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
<b>United States</b>	<b>0.4</b>	<b>1.2</b>	<b>0.8</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>	<b>0.4</b>	<b>1.1</b>
Alabama	1.9	5.5	3.6	6.0	4.8	4.4	2.0	8.1
Alaska	5.2	7.1	5.9	7.5	6.5	6.4	5.5	12.5
Arizona	2.2	2.5	3.1	2.2	3.4	2.2	2.3	13.3
Arkansas	3.0	9.8	6.4	10.9	7.1	6.7	3.7	11.7
California	1.0	5.4	3.3	6.1	3.4	3.0	1.0	2.3
Colorado	2.3	4.8	4.7	5.8	3.3	3.6	2.3	5.6
Connecticut	2.1	5.0	4.8	5.6	5.2	4.6	2.8	7.8
Delaware	4.8	5.6	5.7	6.3	5.1	5.8	6.1	12.4
District of Columbia	4.7	5.9	8.3	6.6	6.0	8.8	4.9	14.5
Florida	0.9	4.3	2.8	4.9	4.5	4.8	0.9	5.7
Georgia	1.4	3.8	3.5	4.7	4.7	4.0	1.3	6.1
Hawaii	4.5	6.3	8.5	6.8	9.3	10.1	5.1	7.7
Idaho	5.3	9.7	6.4	10.9	7.1	5.7	5.9	8.9
Illinois	2.0	4.0	3.2	4.1	5.1	5.4	1.7	7.2
Indiana	1.6	8.6	3.0	9.9	7.9	8.9	2.2	8.9
Iowa	3.8	3.0	6.3	3.4	7.2	8.3	4.6	6.8
Kansas	2.8	9.6	5.2	11.0	10.0	8.4	3.3	8.4
Kentucky	2.7	3.6	9.1	3.8	8.1	5.2	4.3	9.5
Louisiana	2.0	5.2	3.4	5.7	3.7	3.7	2.3	10.0
Maine	4.6	5.2	6.5	4.8	5.8	5.7	5.9	15.4
Maryland	1.3	2.9	4.9	3.2	4.2	3.8	1.9	2.9
Massachusetts	1.6	4.3	4.7	4.9	3.8	4.6	2.3	7.0
Michigan	1.5	9.2	4.4	10.1	6.5	7.4	1.6	5.8
Minnesota	2.5	7.5	5.0	8.5	5.4	5.7	2.5	8.1
Mississippi	2.0	5.3	5.0	6.1	4.1	4.3	2.4	7.5
Missouri	2.8	4.8	3.0	5.2	2.3	2.8	3.3	8.2
Montana	4.7	4.0	9.2	4.7	8.5	6.8	5.2	8.4
Nebraska	4.5	5.4	7.8	5.9	5.1	3.8	5.1	10.0

**Table A-20: Relative standard errors for SBO data on veteran-owned firms by state – 2012 (continued)**

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
Nevada	3.1	3.3	3.3	3.2	3.6	4.0	3.6	7.4
New Hampshire	4.6	6.5	6.5	7.0	6.5	11.2	5.3	10.3
New Jersey	2.5	10	2.9	11.4	6.6	5.9	2.6	5.8
New Mexico	3.0	4.8	4.8	5.2	4.8	3.7	2.8	9.7
New York	1.4	5.7	2.7	6.3	6.0	5.9	1.5	7.6
North Carolina	1.6	4.6	3.8	5.4	4.7	3.5	1.9	8.3
North Dakota	4.9	9.2	10.8	10.6	9.8	11.8	5.2	8.8
Ohio	1.4	3.5	3.4	4.3	3.6	4.1	1.7	7.6
Oklahoma	3.2	5.5	4.1	6.6	5.2	5.0	3.2	6.1
Oregon	1.4	11.3	3.8	12.2	4.9	5.5	1.6	8.7
Pennsylvania	1.6	5.0	2.2	5.5	3.7	4.2	2.0	5.1
Rhode Island	4.4	6.7	7.9	5.4	5.9	5.5	4.3	23.5
South Carolina	2.0	3.9	3.7	5.0	3.3	3.6	2.3	8.4
South Dakota	5.9	4.6	8.2	5.2	8.6	6.7	6.2	14.6
Tennessee	1.6	4.0	2.9	3.6	4.9	3.9	1.5	15.6
Texas	1.1	2.6	1.7	2.9	6.1	1.9	1.1	3.9
Utah	4.7	10.2	7.2	11.6	5.9	6.6	5.1	12.3
Vermont	8.4	7.3	10.4	8.2	9.3	8.1	9.2	16.5
Virginia	2.1	2.8	2.6	3.5	6.7	4.2	2.7	8.7
Washington	1.9	8.8	4.6	10.2	7.7	7.7	2.5	5.5
West Virginia	5.2	6.5	5.8	7.2	6.0	5.9	5.7	15.6
Wisconsin	2.4	8.7	3.2	9.4	7.1	5.8	2.8	7.0
Wyoming	7.4	5.0	8.2	5.7	7.7	12.0	8.5	19.8

Source: SBA Office of Advocacy. Source data are from the U.S. Census Bureau 2012 Survey of Business Owners (published December 2015). Because the estimates are based on a sample, rather than a complete census, they are subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. For information on methodology, definitions, sampling and nonsampling errors, and confidentiality protection, see the 2012 SBO website at <https://www.census.gov/programs-surveys/sbo/technical-documentation/methodology/2012-sbo-methodology.html>.