

2019 Small Business Profile

United States



30.7 million Small Businesses
99.9% of United States Businesses

59.9 million Small Business Employees
47.3% of United States Employees



EMPLOYMENT
1.8 million
net new jobs



DIVERSITY
8.7 million
minority-owned
business employees



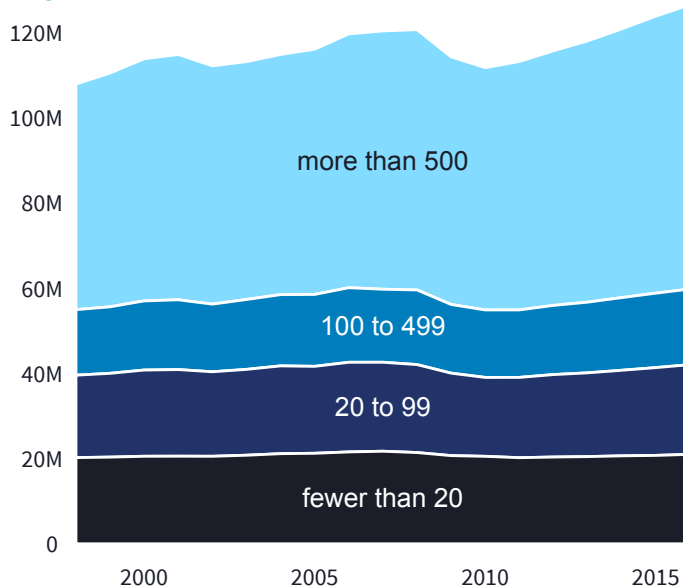
TRADE
280,229
small business
exporters

Overall United States Economy

- Multiple economic indicators consistently signaled a strengthening US economy in 2018. In the third quarter of 2018, the United States grew at an annual rate of **3.4%**. The United States's 2017 growth rate of **2.2%** was up from the 2016 rate of **1.6%**. (Source: [BEA](#))
- The employment situation in the United States continued to improve. In February 2019, the unemployment rate was **3.8%**, down from **4.1%** in February 2018. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- United States small businesses employed **59.9 million** people, or **47.3%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.1%** during the 12-month period ending in February 2019. This was below the increase of **1.8%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **1.8 million** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **1.2 million** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **259,591** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **271** between June 2016 and June 2017 to **5,787** banks. (Source: [FDIC](#))
- In 2017, **6.1 million** loans under \$100,000 (valued at **\$90.8 billion**) were issued by United States lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$51,419** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$25,240**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: United States Employees per Business by Owner's Demographic, 2016

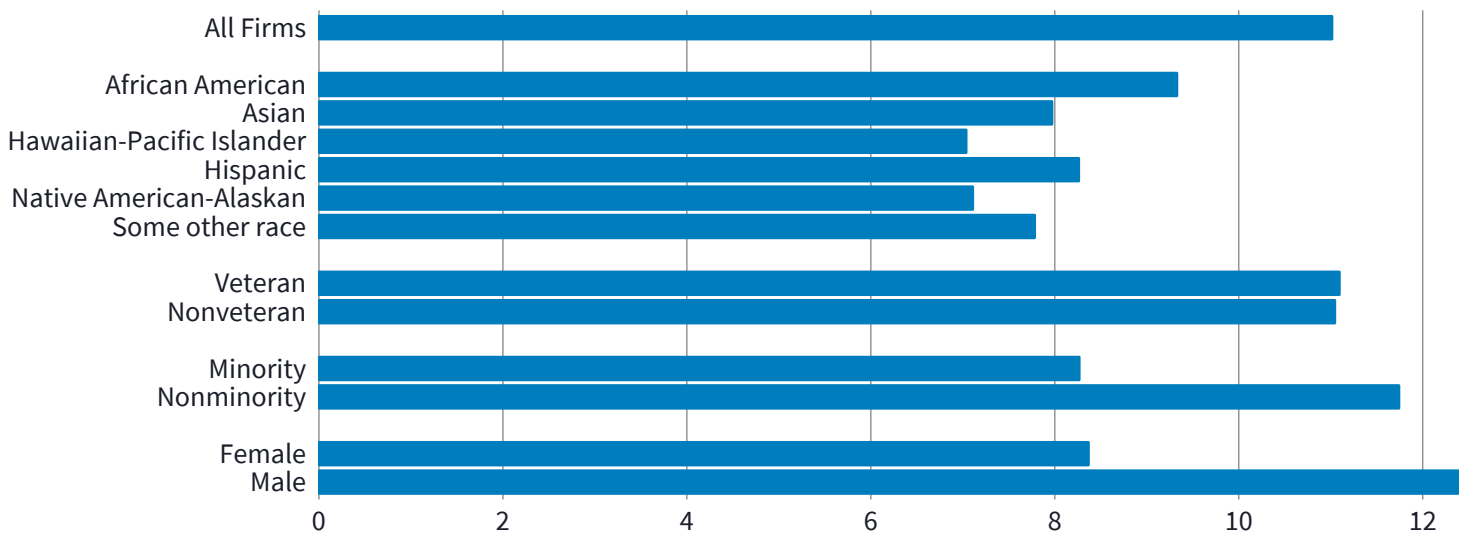
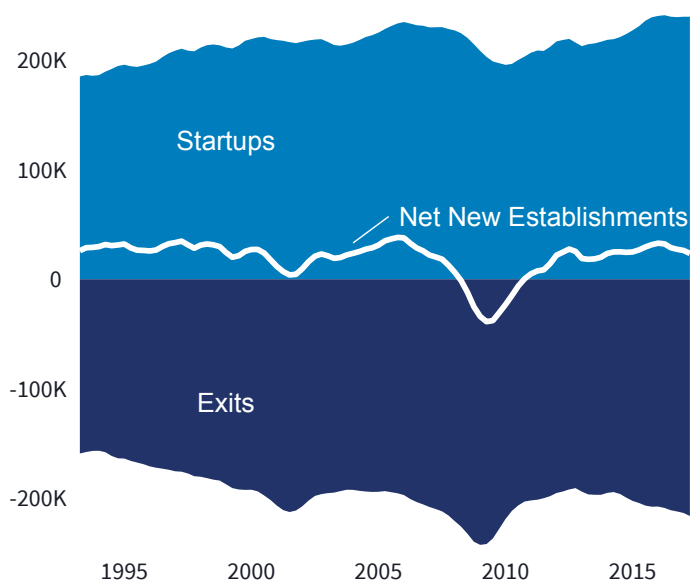


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE).

Turnover among Establishments with Employees

Figure 3: United States Quarterly Startups and Exits



- In the third quarter of 2017, **241,000** establishments started up, generating **851,000** new jobs in the United States. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **226,000** establishments exited resulting in **763,000** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of **287,314** companies exported goods from the United States in 2016. Of these, **280,229**, or **97.5%**, were small firms; they generated **33.3%** of the United States's **\$1.3 trillion** in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: United States Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	8,827,665	19,735,708	44.7
Accommodation and Food Services	8,311,349	13,704,017	60.6
Retail Trade	5,578,660	15,967,893	34.9
Construction	5,196,519	6,311,264	82.3
Professional, Scientific, and Technical Services	5,182,179	8,799,893	58.9
Manufacturing	5,108,012	11,590,420	44.1
Other Services (except Public Administration)	4,689,910	5,499,244	85.3
Administrative, Support, and Waste Management	3,690,079	11,628,509	31.7
Wholesale Trade	3,446,199	6,110,748	56.4
Finance and Insurance	1,920,108	6,336,795	30.3
Transportation and Warehousing	1,667,017	4,729,709	35.2
Educational Services	1,630,541	3,677,275	44.3
Real Estate and Rental and Leasing	1,434,649	2,111,418	67.9
Arts, Entertainment, and Recreation	1,411,192	2,311,437	61.1
Information	906,836	3,447,950	26.3
Management of Companies and Enterprises	401,312	3,380,437	11.9
Mining, Quarrying, and Oil and Gas Extraction	244,160	587,017	41.6
Agriculture, Forestry, and Fishing and Hunting	134,578	160,411	83.9
Utilities	111,076	638,917	17.4
Industries not classified	23,176	23,176	100.0
Total	59,915,217	126,752,238	47.3

Figure 4: United States Self-Employment Rates by County, 2017

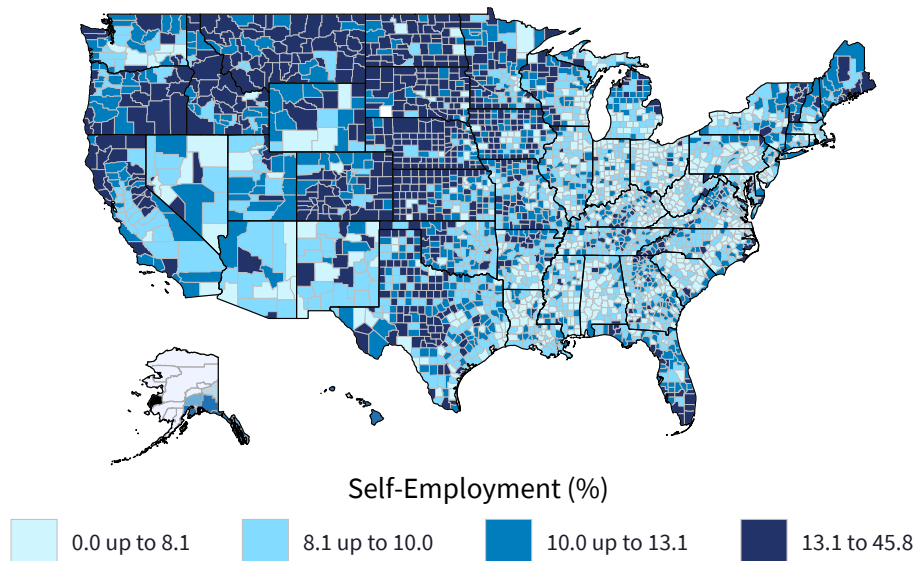







Table 2: United States Small Businesses by Industry and Firm Size, 2016

				
Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	688,950	643,403	3,680,410	4,369,360
Professional, Scientific, and Technical Services	802,476	752,427	3,441,179	4,243,655
Construction	682,292	626,743	2,471,026	3,153,318
Real Estate and Rental and Leasing	298,838	285,871	2,678,028	2,976,866
Retail Trade	648,729	592,057	2,003,669	2,652,398
Health Care and Social Assistance	657,311	571,372	1,953,802	2,611,113
Administrative, Support, and Waste Management	336,997	299,496	2,082,724	2,419,721
Transportation and Warehousing	179,166	159,882	1,864,990	2,044,156
Arts, Entertainment, and Recreation	125,441	109,099	1,383,841	1,509,282
Finance and Insurance	236,273	219,695	716,791	953,064
Accommodation and Food Services	525,323	405,202	382,958	908,281
Educational Services	90,421	71,558	717,924	808,345
Wholesale Trade	300,128	258,585	406,938	707,066
Manufacturing	246,125	186,786	349,146	595,271
Information	74,614	64,976	337,194	411,808
Agriculture, Forestry, and Fishing and Hunting	21,730	20,394	236,228	257,958
Mining, Quarrying, and Oil and Gas Extraction	19,937	16,959	86,587	106,524
Utilities	5,698	4,484	19,613	25,311
Total	5,934,985	5,305,960	24,813,048	30,748,033

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS). Data for counties shown in white in Figure 4 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Alabama

396,432 Small Businesses
99.4% of Alabama Businesses

789,425 Small Business Employees
47.2% of Alabama Employees

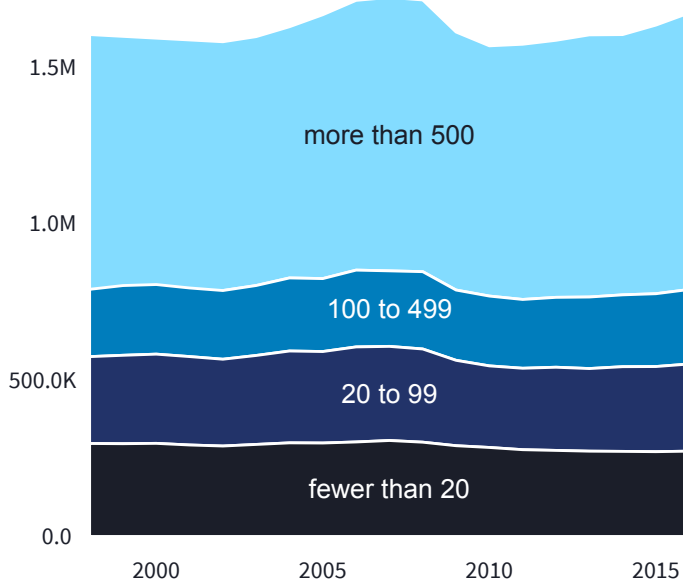


Overall Alabama Economy

- In the third quarter of 2018, Alabama grew at an annual rate of **2.7%**, which was slower than the overall US growth rate of **3.4%**. Alabama's 2017 growth rate of **1.6%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.7%**, down from **4.0%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Alabama small businesses employed **789,425** people, or **47.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.3%** during the 12-month period ending in February 2019. This was below the increase of **1.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **25,320** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **13,573** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **662** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by 5 between June 2016 and June 2017 to 123 banks. (Source: FDIC)
- In 2017, 62,699 loans under \$100,000 (valued at \$1.1 billion) were issued by Alabama lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,212 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$24,640. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Alabama Employees per Business by Owner's Demographic, 2016

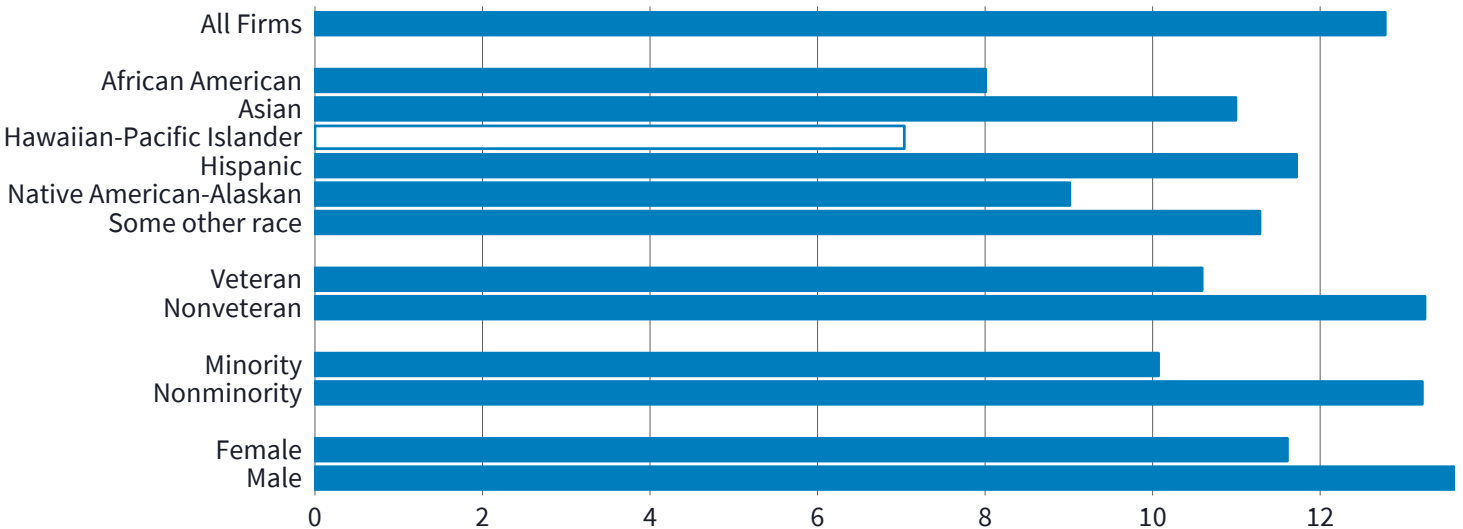
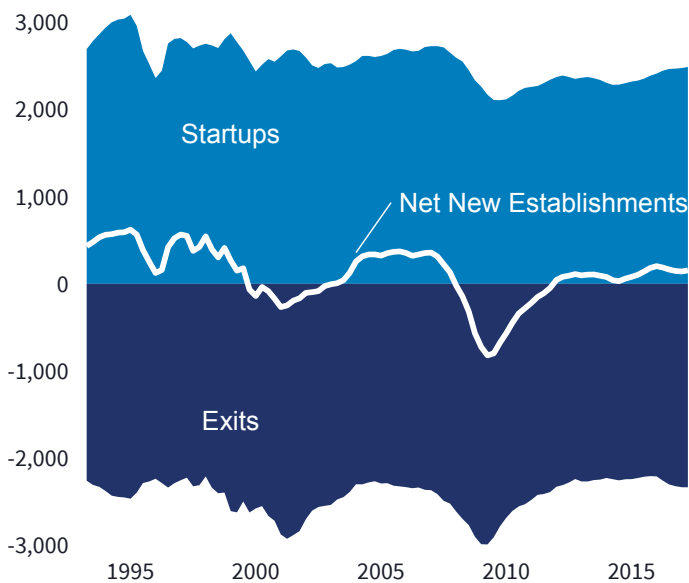


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Alabama Quarterly Startups and Exits



- In the third quarter of 2017, 2,617 establishments started up, generating 12,013 new jobs in Alabama. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,390 establishments exited resulting in 10,274 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 4,095 companies exported goods from Alabama in 2016. Of these, 3,293, or 80.4%, were small firms; they generated 15.8% of Alabama's \$18.7 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Alabama Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	116,119	245,766	47.2
Accommodation and Food Services	101,045	178,552	56.6
Retail Trade	87,806	237,123	37.0
Manufacturing	81,544	250,252	32.6
Other Services (except Public Administration)	69,339	81,529	85.0
Construction	67,051	82,327	81.4
Professional, Scientific, and Technical Services	61,123	100,476	60.8
Administrative, Support, and Waste Management	46,028	150,843	30.5
Wholesale Trade	43,992	72,647	60.6
Finance and Insurance	25,352	70,109	36.2
Transportation and Warehousing	23,821	59,000	40.4
Real Estate and Rental and Leasing	15,778	23,218	68.0
Educational Services	14,791	26,176	56.5
Arts, Entertainment, and Recreation	12,317	17,892	68.8
Information	9,130	32,984	27.7
Agriculture, Forestry, and Fishing and Hunting	5,774	6,589	87.6
Management of Companies and Enterprises	3,835	17,797	21.5
Mining, Quarrying, and Oil and Gas Extraction	2,153	5,216	41.3
Utilities	2,121	14,447	14.7
Industries not classified	306	306	100.0
Total	789,425	1,673,249	47.2

Figure 4: Alabama Self-Employment Rates by County, 2017

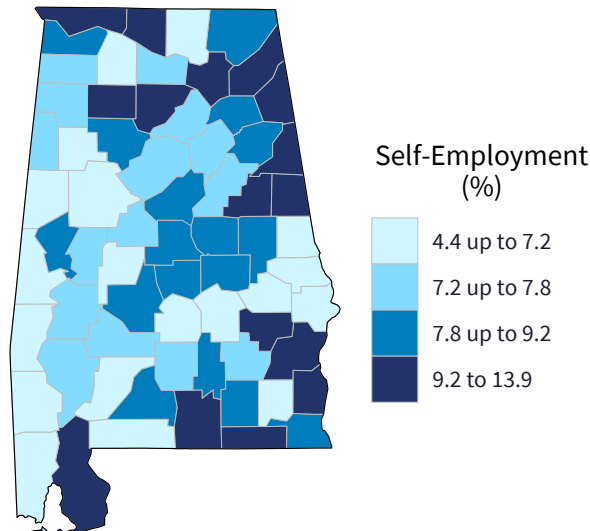


Table 2: Alabama Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	10,116	9,366	63,144	73,260
Construction	7,201	6,381	40,258	47,459
Administrative, Support, and Waste Management	3,483	2,961	38,577	42,060
Professional, Scientific, and Technical Services	8,096	7,392	33,753	41,849
Retail Trade	10,566	9,531	28,910	39,476
Real Estate and Rental and Leasing	2,975	2,759	31,032	34,007
Health Care and Social Assistance	7,768	6,517	22,818	30,586
Transportation and Warehousing	2,253	1,900	14,937	17,190
Arts, Entertainment, and Recreation	1,057	906	12,601	13,658
Accommodation and Food Services	5,801	4,323	5,288	11,089
Finance and Insurance	2,899	2,581	8,033	10,932
Wholesale Trade	3,578	2,795	5,164	8,742
Educational Services	781	604	7,859	8,640
Manufacturing	3,279	2,289	4,646	7,925
Agriculture, Forestry, and Fishing and Hunting	785	728	4,207	4,992
Information	649	531	2,970	3,619
Mining, Quarrying, and Oil and Gas Extraction	125	80	525	650
Utilities	90	62	272	362
Total	71,438	61,882	324,994	396,432

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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2019 Small Business Profile

Alaska



73,354 Small Businesses
99.1% of Alaska Businesses

141,147 Small Business Employees
53.0% of Alaska Employees



EMPLOYMENT
794
net jobs lost



DIVERSITY
12,735
minority-owned
business employees



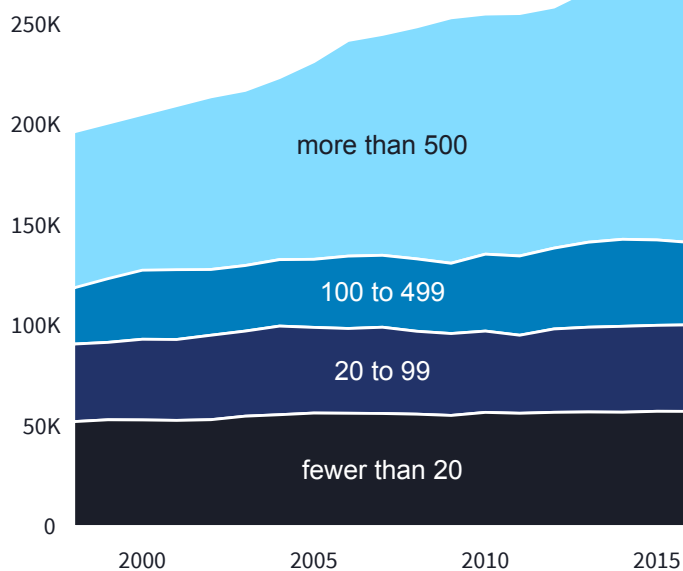
TRADE
544
small business
exporters

Overall Alaska Economy

- In the third quarter of 2018, Alaska grew at an annual rate of **1.0%**, which was slower than the overall US growth rate of **3.4%**. Alaska's 2017 growth rate of **-0.5%** was up from the 2016 rate of **-2.0%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **6.5%**, down from **6.7%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Alaska small businesses employed **141,147** people, or **53.0%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.5%** during the 12-month period ending in February 2019. This was above the decrease of **0.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **794** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **1,915** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **2,020** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks was unchanged at 5 between June 2016 and June 2017. (Source: FDIC)
- In 2017, 13,535 loans under \$100,000 (valued at \$221.2 million) were issued by Alaska lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$60,106 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$30,832. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Alaska Employees per Business by Owner's Demographic, 2016

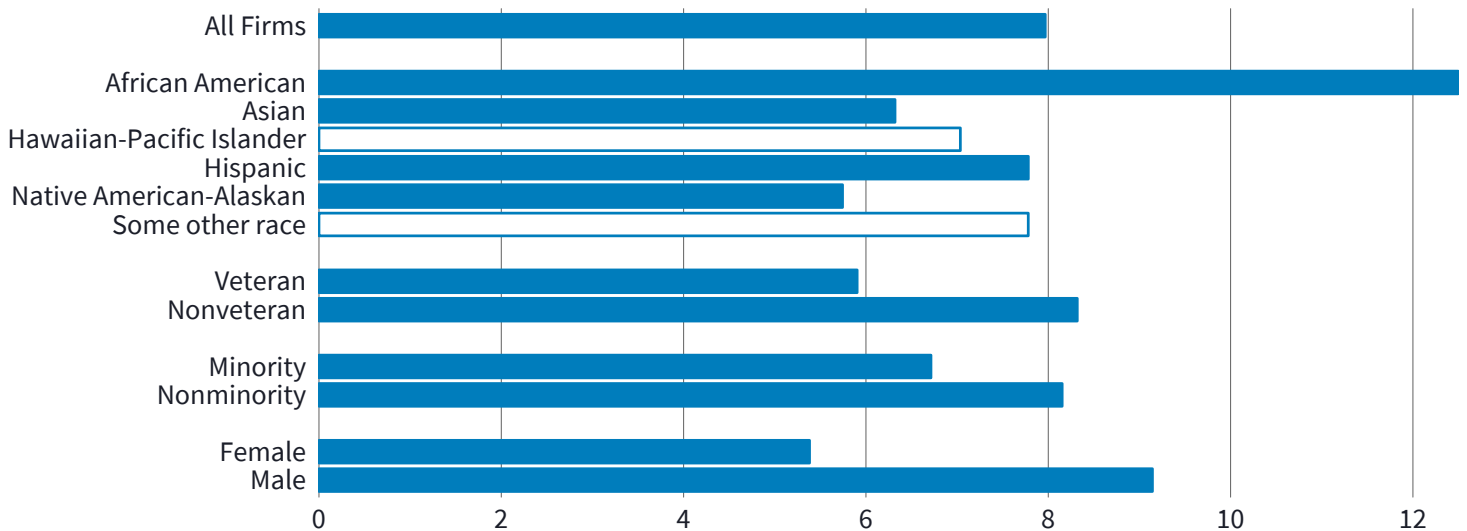
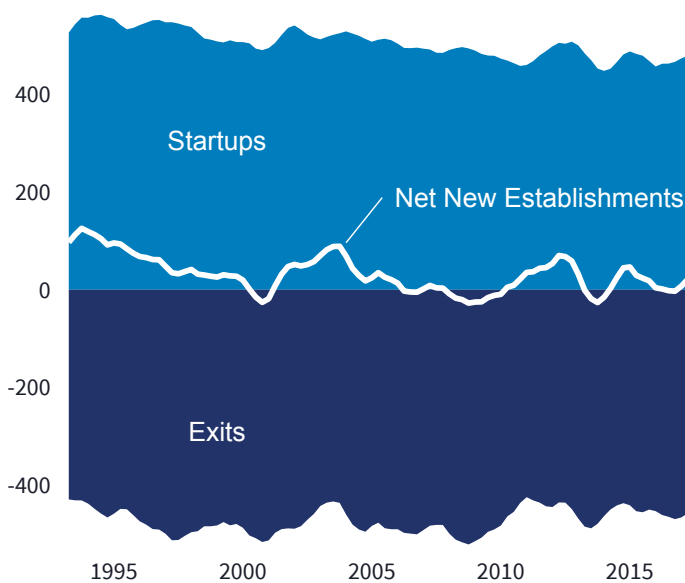


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Alaska Quarterly Startups and Exits



- In the third quarter of 2017, 491 establishments started up, generating 1,825 new jobs in Alaska. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 498 establishments exited resulting in 1,605 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 746 companies exported goods from Alaska in 2016. Of these, 544, or 72.9%, were small firms; they generated 55.5% of Alaska's \$4.2 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Alaska Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	28,051	49,799	56.3
Accommodation and Food Services	21,022	28,606	73.5
Retail Trade	14,552	35,101	41.5
Construction	12,787	17,022	75.1
Professional, Scientific, and Technical Services	11,634	19,498	59.7
Other Services (except Public Administration)	9,079	9,787	92.8
Transportation and Warehousing	7,183	18,655	38.5
Administrative, Support, and Waste Management	6,532	17,035	38.3
Wholesale Trade	4,814	9,306	51.7
Manufacturing	4,102	12,701	32.3
Finance and Insurance	3,721	7,602	48.9
Real Estate and Rental and Leasing	3,637	4,489	81.0
Arts, Entertainment, and Recreation	3,153	4,534	69.5
Educational Services	2,737	3,105	88.1
Information	2,454	6,759	36.3
Utilities	1,754	2,066	84.9
Mining, Quarrying, and Oil and Gas Extraction	1,704	11,838	14.4
Management of Companies and Enterprises	1,546	7,477	20.7
Agriculture, Forestry, and Fishing and Hunting	634	641	98.9
Industries not classified	51	51	100.0
Total	141,147	266,072	53.0

Figure 4: Alaska Self-Employment Rates by County, 2017

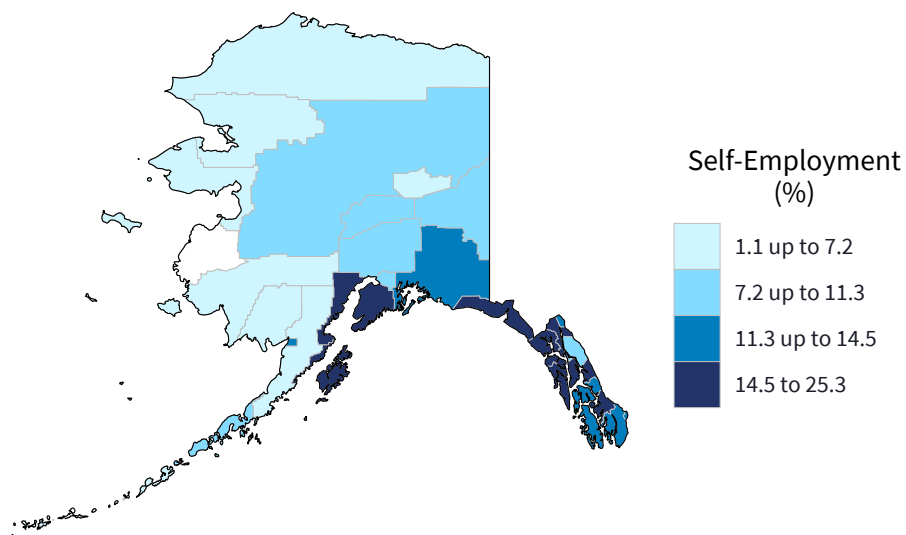


Table 2: Alaska Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Agriculture, Forestry, and Fishing and Hunting	450	443	8,442	8,892
Professional, Scientific, and Technical Services	1,622	1,467	6,830	8,452
Other Services (except Public Administration)	1,639	1,548	5,560	7,199
Construction	2,415	2,281	4,543	6,958
Retail Trade	1,741	1,558	4,576	6,317
Real Estate and Rental and Leasing	796	748	5,138	5,934
Health Care and Social Assistance	2,040	1,787	3,738	5,778
Administrative, Support, and Waste Management	887	810	3,174	4,061
Arts, Entertainment, and Recreation	533	491	3,466	3,999
Accommodation and Food Services	1,796	1,522	1,816	3,612
Transportation and Warehousing	817	717	2,394	3,211
Finance and Insurance	369	325	2,833	3,202
Educational Services	227	191	1,825	2,052
Manufacturing	418	363	1,160	1,578
Wholesale Trade	403	303	598	1,001
Information	182	145	512	694
Mining, Quarrying, and Oil and Gas Extraction	110	89	294	404
Utilities	55	37	47	102
Total	16,408	14,836	56,946	73,354

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS). Data for counties shown in white in Figure 4 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

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2019 Small Business Profile

Arizona



571,495 Small Businesses
99.4% of Arizona Businesses

1.0 million Small Business Employees
43.7% of Arizona Employees



EMPLOYMENT
43,792
net new jobs



DIVERSITY
146,664
minority-owned
business employees



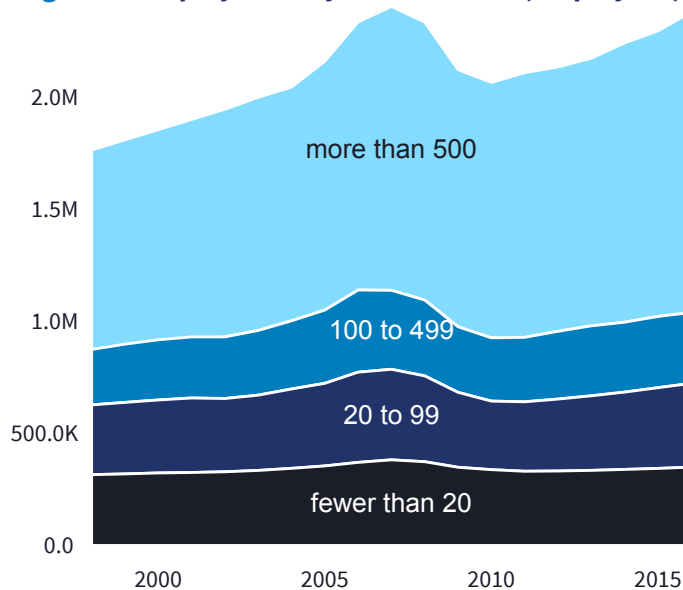
TRADE
6,462
small business
exporters

Overall Arizona Economy

- In the third quarter of 2018, Arizona grew at an annual rate of **4.3%**, which was faster than the overall US growth rate of **3.4%**. Arizona's 2017 growth rate of **3.1%** was down from the 2016 rate of **3.2%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **5.1%**, up from **4.8%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Arizona small businesses employed **1.0 million** people, or **43.7%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **3.4%** during the 12-month period ending in February 2019. This was above the increase of **3.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **43,792** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **25,045** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **9,187** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 2 between June 2016 and June 2017 to 16 banks. (Source: FDIC)
- In 2017, 131,014 loans under \$100,000 (valued at \$1.9 billion) were issued by Arizona lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,801 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$23,631. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Arizona Employees per Business by Owner's Demographic, 2016

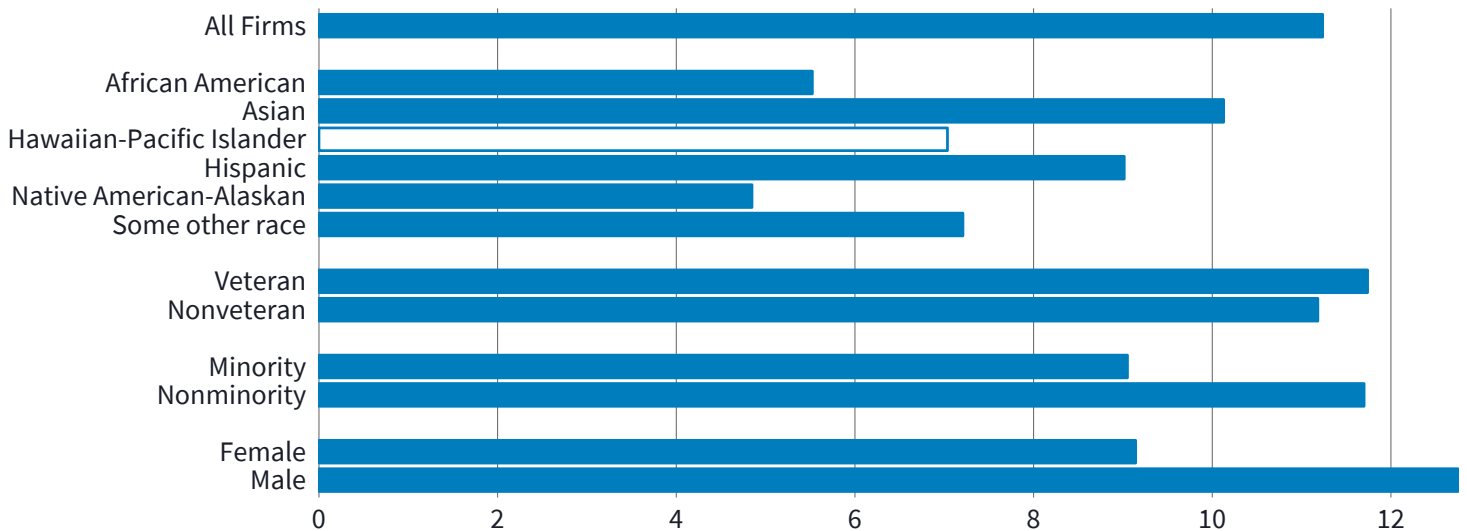
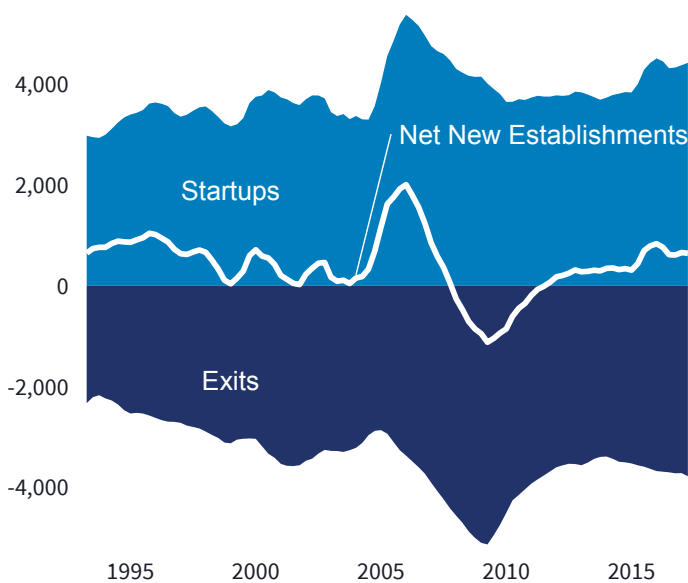


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Arizona Quarterly Startups and Exits



- In the third quarter of 2017, 4,661 establishments started up, generating 18,394 new jobs in Arizona. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 4,027 establishments exited resulting in 13,360 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 7,405 companies exported goods from Arizona in 2016. Of these, 6,462, or 87.3%, were small firms; they generated 24.7% of Arizona's \$19.6 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Arizona Employment by Industry, 2016

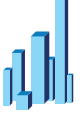



 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	163,158	359,183	45.4
Accommodation and Food Services	161,202	290,496	55.5
Construction	115,559	141,740	81.5
Retail Trade	83,493	320,561	26.0
Professional, Scientific, and Technical Services	82,386	148,267	55.6
Administrative, Support, and Waste Management	78,313	270,730	28.9
Other Services (except Public Administration)	74,969	89,232	84.0
Manufacturing	65,118	144,208	45.2
Wholesale Trade	46,866	93,790	50.0
Educational Services	29,971	60,892	49.2
Real Estate and Rental and Leasing	28,924	46,609	62.1
Finance and Insurance	28,118	147,682	19.0
Arts, Entertainment, and Recreation	28,017	47,840	58.6
Transportation and Warehousing	26,208	89,655	29.2
Information	12,965	48,161	26.9
Management of Companies and Enterprises	7,984	54,879	14.5
Utilities	2,437	12,388	19.7
Mining, Quarrying, and Oil and Gas Extraction	1,776	11,178	15.9
Agriculture, Forestry, and Fishing and Hunting	1,367	1,521	89.9
Industries not classified	397	397	100.0
Total	1,039,228	2,379,409	43.7

Figure 4: Arizona Self-Employment Rates by County, 2017

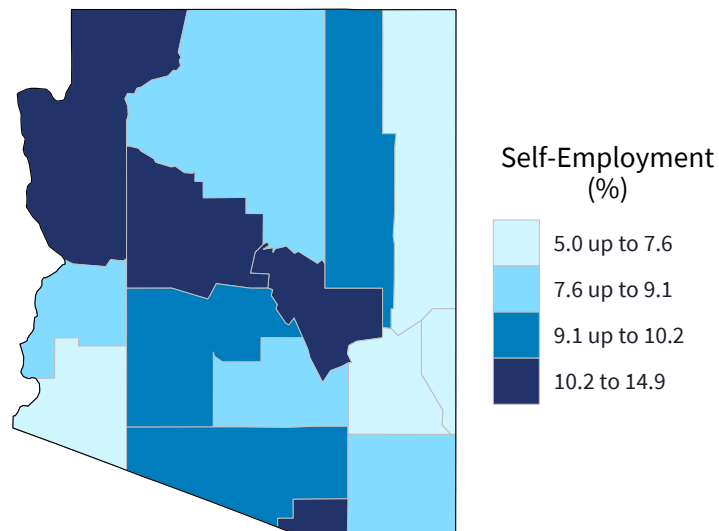


Table 2: Arizona Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	15,771	14,701	66,495	82,266
Other Services (except Public Administration)	9,968	9,163	67,540	77,508
Real Estate and Rental and Leasing	7,249	6,918	61,422	68,671
Construction	11,618	10,265	39,010	50,628
Health Care and Social Assistance	13,430	11,852	36,753	50,183
Retail Trade	9,440	8,448	39,782	49,222
Administrative, Support, and Waste Management	6,840	5,949	40,649	47,489
Transportation and Warehousing	2,566	2,155	33,654	36,220
Arts, Entertainment, and Recreation	1,619	1,304	24,449	26,068
Finance and Insurance	4,786	4,462	14,563	19,349
Educational Services	1,809	1,395	13,097	14,906
Accommodation and Food Services	8,431	6,055	6,312	14,743
Wholesale Trade	4,667	3,791	7,759	12,426
Manufacturing	3,768	2,872	7,289	11,057
Information	1,167	971	6,006	7,173
Agriculture, Forestry, and Fishing and Hunting	204	185	2,366	2,570
Mining, Quarrying, and Oil and Gas Extraction	143	110	344	487
Utilities	132	109	325	457
Total	103,680	91,032	467,815	571,495

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Arkansas



249,907 Small Businesses
99.3% of Arkansas Businesses

490,497 Small Business Employees
47.9% of Arkansas Employees



EMPLOYMENT
12,586
net new jobs



DIVERSITY
31,054
minority-owned
business employees



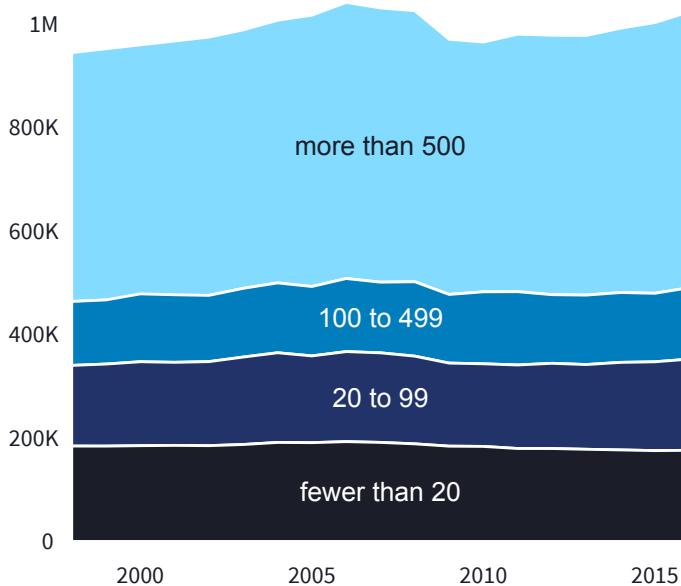
TRADE
1,765
small business
exporters

Overall Arkansas Economy

- In the third quarter of 2018, Arkansas grew at an annual rate of **1.9%**, which was slower than the overall US growth rate of **3.4%**. Arkansas's 2017 growth rate of **0.3%** was down from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.8%**, unchanged from **3.8%** in February 2018. This was equal to the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Arkansas small businesses employed **490,497** people, or **47.9%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.5%** during the 12-month period ending in February 2019. This was equal to the increase of **0.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **12,586** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **9,140** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **1,523** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 6 between June 2016 and June 2017 to 98 banks. (Source: FDIC)
- In 2017, 46,458 loans under \$100,000 (valued at \$772.0 million) were issued by Arkansas lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$46,889 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$22,188. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Arkansas Employees per Business by Owner's Demographic, 2016

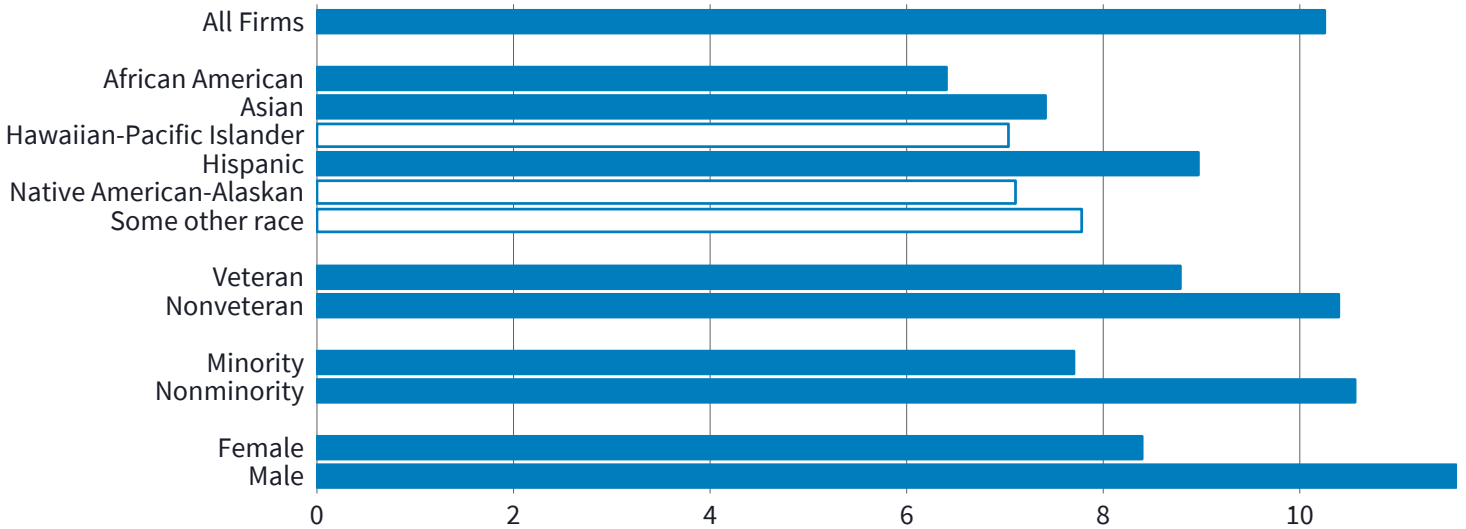
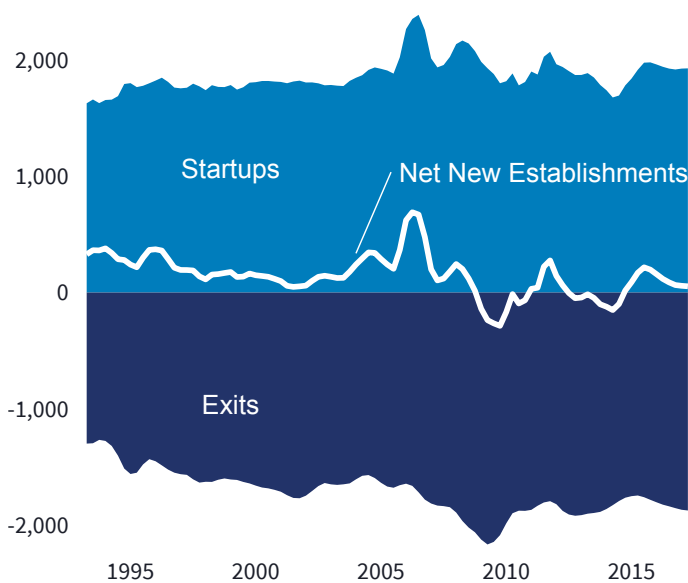


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Arkansas Quarterly Startups and Exits



- In the third quarter of 2017, 1,902 establishments started up, generating 7,035 new jobs in Arkansas. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,871 establishments exited resulting in 5,338 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 2,265 companies exported goods from Arkansas in 2016. Of these, 1,765, or 77.9%, were small firms; they generated 19.6% of Arkansas's \$5.3 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Arkansas Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	85,205	170,777	49.9
Accommodation and Food Services	72,763	105,795	68.8
Retail Trade	54,635	147,616	37.0
Manufacturing	40,625	153,952	26.4
Construction	40,292	45,609	88.3
Other Services (except Public Administration)	38,510	40,828	94.3
Wholesale Trade	27,592	47,341	58.3
Professional, Scientific, and Technical Services	26,568	37,811	70.3
Administrative, Support, and Waste Management	25,537	63,655	40.1
Finance and Insurance	16,494	36,831	44.8
Transportation and Warehousing	16,224	53,468	30.3
Educational Services	11,090	15,997	69.3
Real Estate and Rental and Leasing	9,310	12,490	74.5
Arts, Entertainment, and Recreation	7,979	9,844	81.1
Information	5,152	25,303	20.4
Agriculture, Forestry, and Fishing and Hunting	4,179	4,815	86.8
Management of Companies and Enterprises	3,119	39,186	8.0
Utilities	2,542	7,077	35.9
Mining, Quarrying, and Oil and Gas Extraction	2,493	5,271	47.3
Industries not classified	188	188	100.0
Total	490,497	1,023,854	47.9

Figure 4: Arkansas Self-Employment Rates by County, 2017

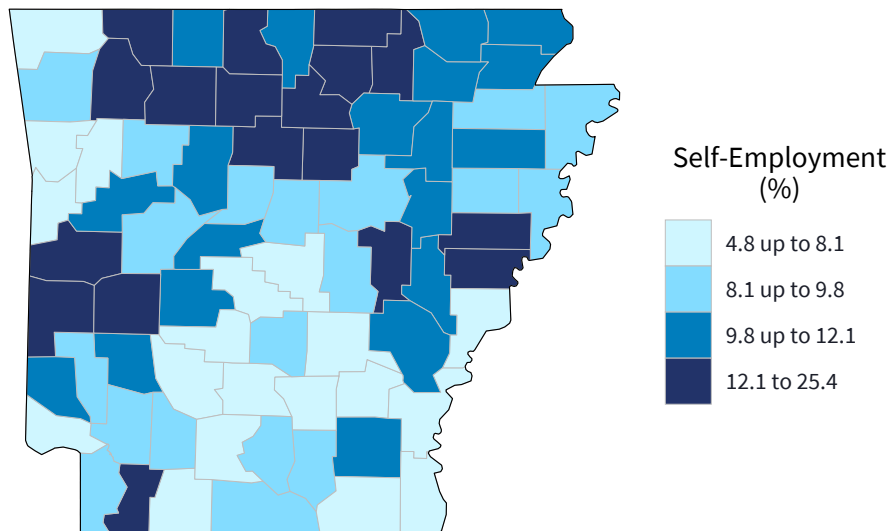


Table 2: Arkansas Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	6,244	5,857	36,575	42,819
Construction	5,192	4,729	28,645	33,837
Retail Trade	6,476	5,856	18,617	25,093
Professional, Scientific, and Technical Services	5,255	4,960	18,051	23,306
Administrative, Support, and Waste Management	2,180	1,900	20,319	22,499
Health Care and Social Assistance	5,700	4,831	15,783	21,483
Real Estate and Rental and Leasing	2,297	2,171	18,410	20,707
Transportation and Warehousing	1,849	1,628	10,857	12,706
Finance and Insurance	2,317	2,127	6,053	8,370
Arts, Entertainment, and Recreation	770	666	7,021	7,791
Accommodation and Food Services	4,246	3,088	3,170	7,416
Wholesale Trade	2,257	1,702	2,909	5,166
Educational Services	550	424	4,588	5,138
Agriculture, Forestry, and Fishing and Hunting	608	565	4,453	5,061
Manufacturing	1,991	1,449	2,807	4,798
Information	426	344	1,711	2,137
Mining, Quarrying, and Oil and Gas Extraction	265	225	1,090	1,355
Utilities	122	102	168	290
Total	48,680	42,719	201,227	249,907

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

California




4.0 million Small Businesses
99.8% of California Businesses

7.1 million Small Business Employees
48.8% of California Employees



EMPLOYMENT
249,508
net new jobs



DIVERSITY
2.1 million
minority-owned
business employees



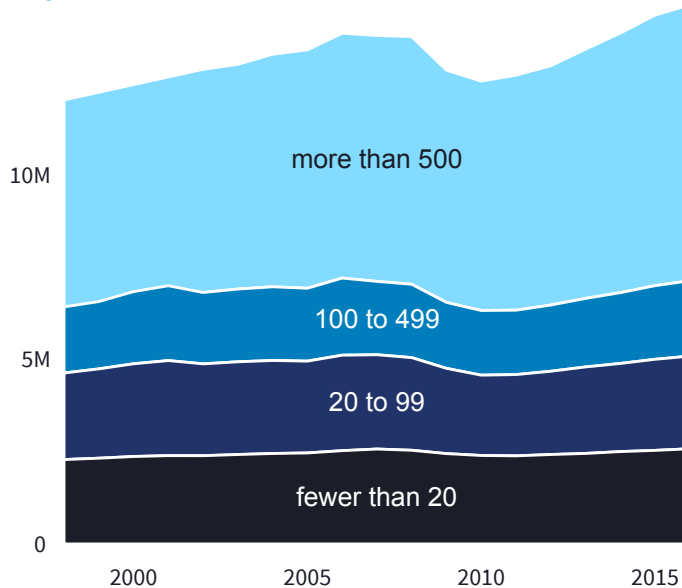
TRADE
69,387
small business
exporters

Overall California Economy

- In the third quarter of 2018, California grew at an annual rate of **3.5%**, which was faster than the overall US growth rate of **3.4%**. California's 2017 growth rate of **3.0%** was down from the 2016 rate of **3.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.2%**, down from **4.3%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- California small businesses employed **7.1 million** people, or **48.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.7%** during the 12-month period ending in February 2019. This was above the increase of **1.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **249,508** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **176,744** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **25,931** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **11** between June 2016 and June 2017 to **174** banks. (Source: [FDIC](#))
- In 2017, **976,373** loans under \$100,000 (valued at **\$14.4 billion**) were issued by California lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$60,641** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$26,443**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: California Employees per Business by Owner's Demographic, 2016

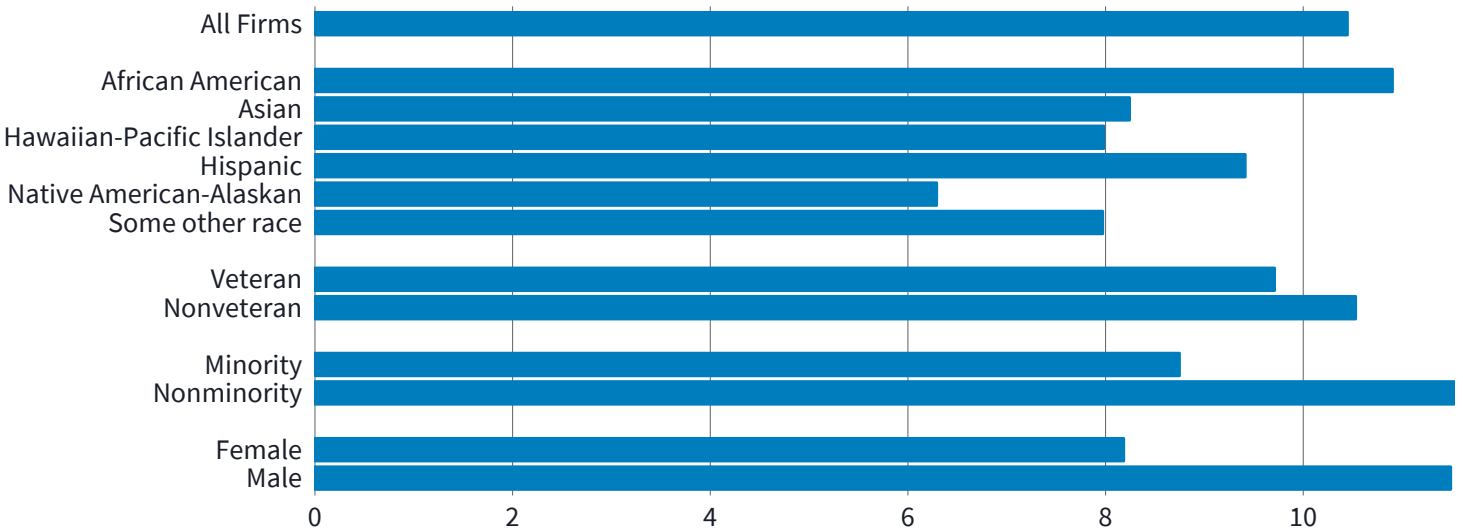
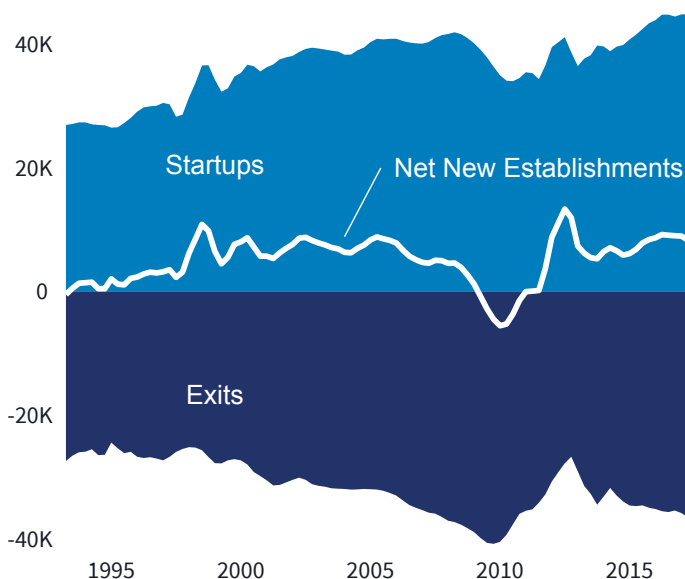


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE).

Turnover among Establishments with Employees

Figure 3: California Quarterly Startups and Exits



- In the third quarter of 2017, **44,965** establishments started up, generating **128,156** new jobs in California. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **36,259** establishments exited resulting in **106,510** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 72,665 companies exported goods from California in 2016. Of these, 69,387, or 95.5%, were small firms; they generated 43.0% of California's \$151.1 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: California Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	1,056,102	1,671,180	63.2
Health Care and Social Assistance	906,686	1,928,468	47.0
Professional, Scientific, and Technical Services	714,381	1,190,717	60.0
Manufacturing	610,542	1,154,342	52.9
Retail Trade	608,609	1,711,363	35.6
Construction	596,094	723,574	82.4
Wholesale Trade	509,655	843,285	60.4
Other Services (except Public Administration)	476,410	586,153	81.3
Administrative, Support, and Waste Management	427,597	1,457,869	29.3
Educational Services	220,946	422,749	52.3
Real Estate and Rental and Leasing	207,346	292,748	70.8
Finance and Insurance	197,927	611,298	32.4
Transportation and Warehousing	175,959	505,066	34.8
Information	170,175	711,680	23.9
Arts, Entertainment, and Recreation	169,434	338,705	50.0
Management of Companies and Enterprises	45,766	339,153	13.5
Agriculture, Forestry, and Fishing and Hunting	19,892	27,481	72.4
Mining, Quarrying, and Oil and Gas Extraction	7,370	20,933	35.2
Utilities	4,329	59,601	7.3
Industries not classified	3,984	3,984	100.0
Total	7,129,204	14,600,349	48.8

Figure 4: California Self-Employment Rates by County, 2017

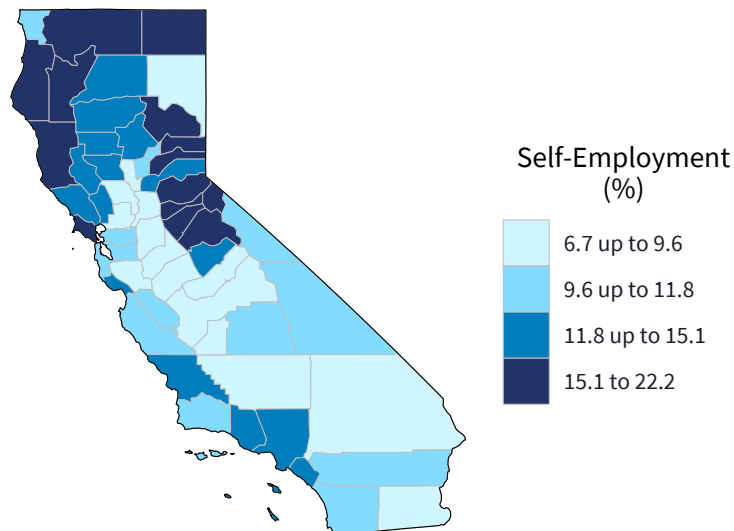







Table 2: California Small Businesses by Industry and Firm Size, 2016

				
Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	114,535	106,793	554,028	668,563
Other Services (except Public Administration)	67,652	62,615	485,315	552,967
Real Estate and Rental and Leasing	42,647	40,613	327,862	370,509
Health Care and Social Assistance	91,056	82,608	262,480	353,536
Transportation and Warehousing	19,077	16,808	308,642	327,719
Retail Trade	69,453	63,125	236,905	306,358
Construction	70,656	64,176	221,871	292,527
Administrative, Support, and Waste Management	36,757	32,129	249,705	286,462
Arts, Entertainment, and Recreation	23,310	21,464	215,558	238,868
Finance and Insurance	28,474	26,496	87,937	116,411
Accommodation and Food Services	65,108	50,196	47,721	112,829
Wholesale Trade	50,095	43,415	61,924	112,019
Educational Services	12,369	9,716	89,905	102,274
Manufacturing	34,655	26,858	46,459	81,114
Information	16,220	14,300	63,372	79,592
Agriculture, Forestry, and Fishing and Hunting	1,842	1,628	13,078	14,920
Mining, Quarrying, and Oil and Gas Extraction	497	400	3,042	3,539
Utilities	490	439	1,611	2,101
Total	745,791	666,646	3,277,415	4,023,206

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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


2019 Small Business Profile

Colorado



630,113 Small Businesses
99.5% of Colorado Businesses

1.1 million Small Business Employees
48.2% of Colorado Employees



EMPLOYMENT
46,224
net new jobs



DIVERSITY
111,864
minority-owned
business employees



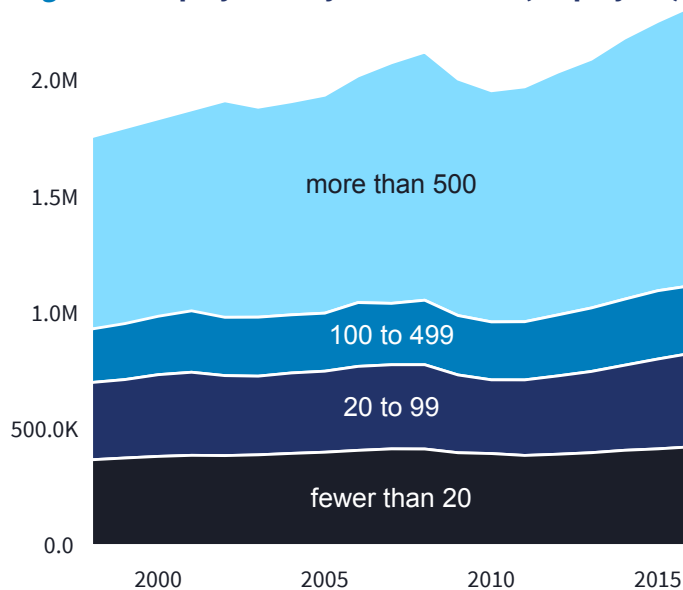
TRADE
4,857
small business
exporters

Overall Colorado Economy

- In the third quarter of 2018, Colorado grew at an annual rate of **3.8%**, which was faster than the overall US growth rate of **3.4%**. Colorado's 2017 growth rate of **2.7%** was up from the 2016 rate of **2.3%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.7%**, up from **2.9%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Colorado small businesses employed **1.1 million** people, or **48.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.9%** during the 12-month period ending in February 2019. This was below the increase of **3.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **46,224** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **30,921** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **6,651** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 3 between June 2016 and June 2017 to 88 banks. (Source: FDIC)
- In 2017, 135,881 loans under \$100,000 (valued at \$2.0 billion) were issued by Colorado lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$53,872 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$26,923. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Colorado Employees per Business by Owner's Demographic, 2016

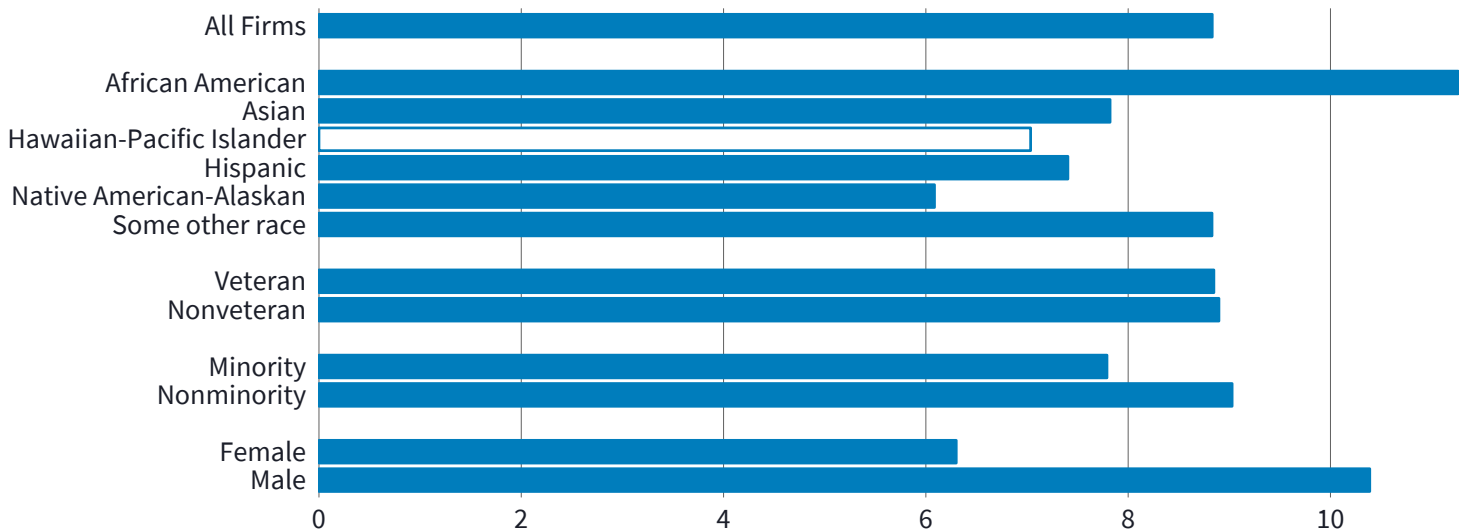
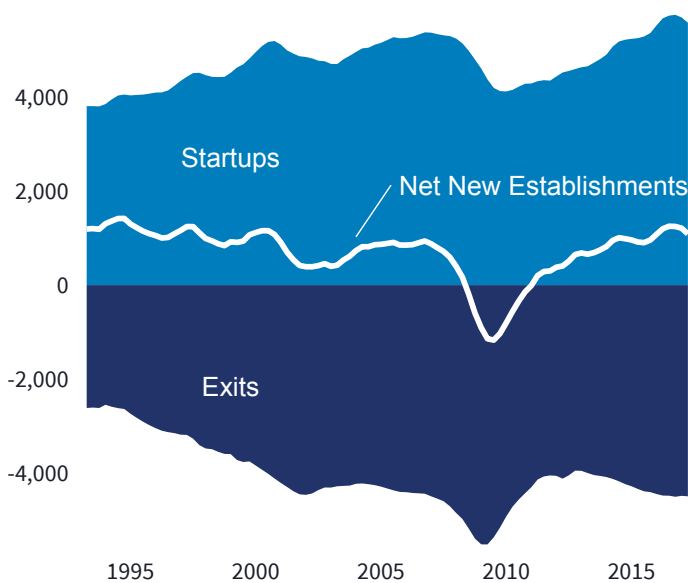


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Colorado Quarterly Startups and Exits



- In the third quarter of 2017, 5,464 establishments started up, generating 15,889 new jobs in Colorado. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 4,771 establishments exited resulting in 15,770 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 5,582 companies exported goods from Colorado in 2016. Of these, 4,857, or 87.0%, were small firms; they generated 28.1% of Colorado's \$7.1 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Colorado Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	174,231	282,483	61.7
Health Care and Social Assistance	152,257	307,955	49.4
Construction	121,557	152,325	79.8
Professional, Scientific, and Technical Services	111,721	194,466	57.5
Retail Trade	99,429	281,435	35.3
Other Services (except Public Administration)	86,883	107,296	81.0
Administrative, Support, and Waste Management	71,827	256,339	28.0
Manufacturing	62,208	121,428	51.2
Wholesale Trade	49,890	102,986	48.4
Real Estate and Rental and Leasing	31,238	45,440	68.7
Finance and Insurance	31,228	106,462	29.3
Educational Services	30,893	51,155	60.4
Arts, Entertainment, and Recreation	28,200	58,086	48.5
Transportation and Warehousing	21,972	67,489	32.6
Information	20,075	86,918	23.1
Mining, Quarrying, and Oil and Gas Extraction	10,669	22,684	47.0
Management of Companies and Enterprises	7,604	60,073	12.7
Utilities	3,106	10,868	28.6
Agriculture, Forestry, and Fishing and Hunting	1,843	1,931	95.4
Industries not classified	371	371	100.0
Total	1,117,202	2,318,190	48.2

Figure 4: Colorado Self-Employment Rates by County, 2017

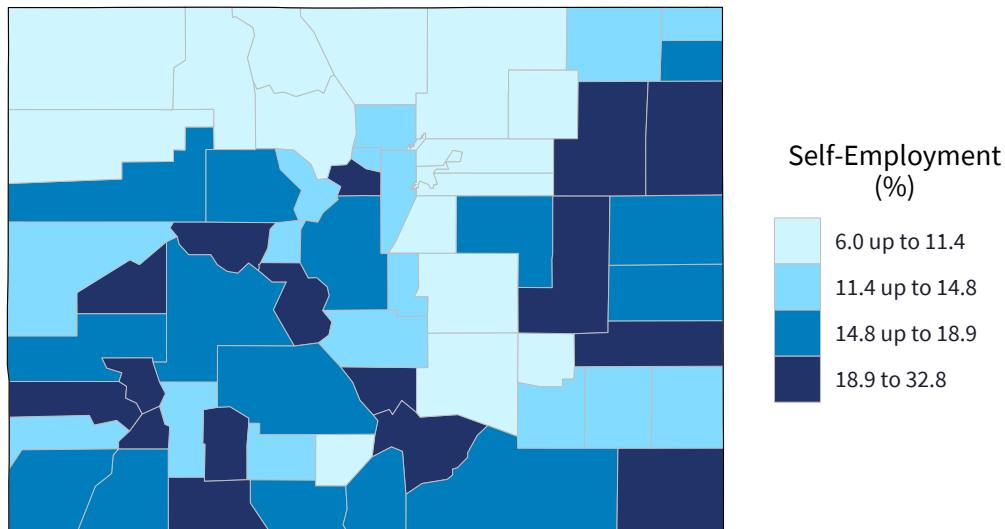


Table 2: Colorado Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	23,605	22,144	85,971	109,576
Construction	17,421	16,029	55,552	72,973
Real Estate and Rental and Leasing	9,468	9,087	63,338	72,806
Other Services (except Public Administration)	12,967	12,030	58,937	71,904
Retail Trade	11,944	10,783	38,142	50,086
Health Care and Social Assistance	12,872	11,303	33,087	45,959
Administrative, Support, and Waste Management	7,536	6,683	33,768	41,304
Transportation and Warehousing	2,979	2,638	30,410	33,389
Arts, Entertainment, and Recreation	2,655	2,356	29,745	32,400
Finance and Insurance	5,906	5,512	15,597	21,503
Educational Services	2,404	2,000	15,743	18,147
Accommodation and Food Services	9,981	7,261	6,366	16,347
Wholesale Trade	5,329	4,423	7,252	12,581
Manufacturing	4,564	3,699	7,703	12,267
Information	1,818	1,544	7,566	9,384
Agriculture, Forestry, and Fishing and Hunting	317	302	4,158	4,475
Mining, Quarrying, and Oil and Gas Extraction	998	845	3,401	4,399
Utilities	186	141	373	559
Total	133,004	119,093	497,109	630,113

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Connecticut



346,950 Small Businesses
99.3% of Connecticut Businesses

750,457 Small Business Employees
48.9% of Connecticut Employees



EMPLOYMENT
26,960
net new jobs



DIVERSITY
68,346
minority-owned
business employees



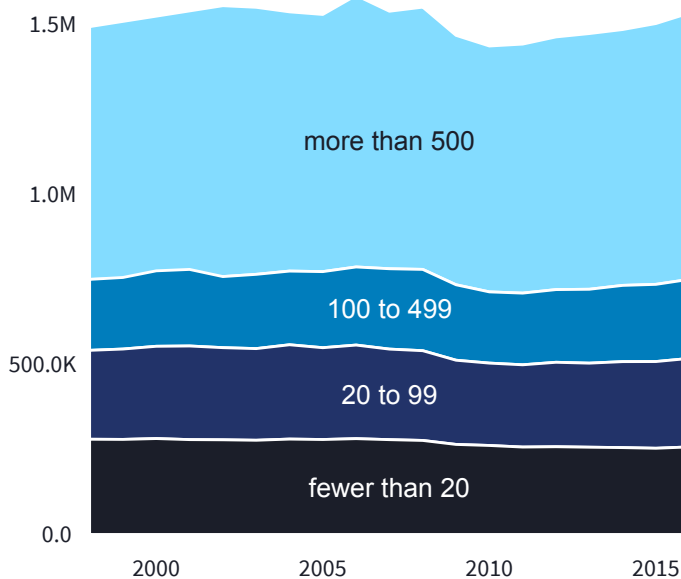
TRADE
4,984
small business
exporters

Overall Connecticut Economy

- In the third quarter of 2018, Connecticut grew at an annual rate of **3.3%**, which was slower than the overall US growth rate of **3.4%**. Connecticut's 2017 growth rate of **-1.1%** was down from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.8%**, down from **4.5%** in February 2018. This was equal to the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Connecticut small businesses employed **750,457** people, or **48.9%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **2.5%** during the 12-month period ending in February 2019. This was above the decrease of **0.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **26,960** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **13,803** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **5,447** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at **42** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **82,024** loans under \$100,000 (valued at **\$1.2 billion**) were issued by Connecticut lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$63,883** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$32,078**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Connecticut Employees per Business by Owner's Demographic, 2016

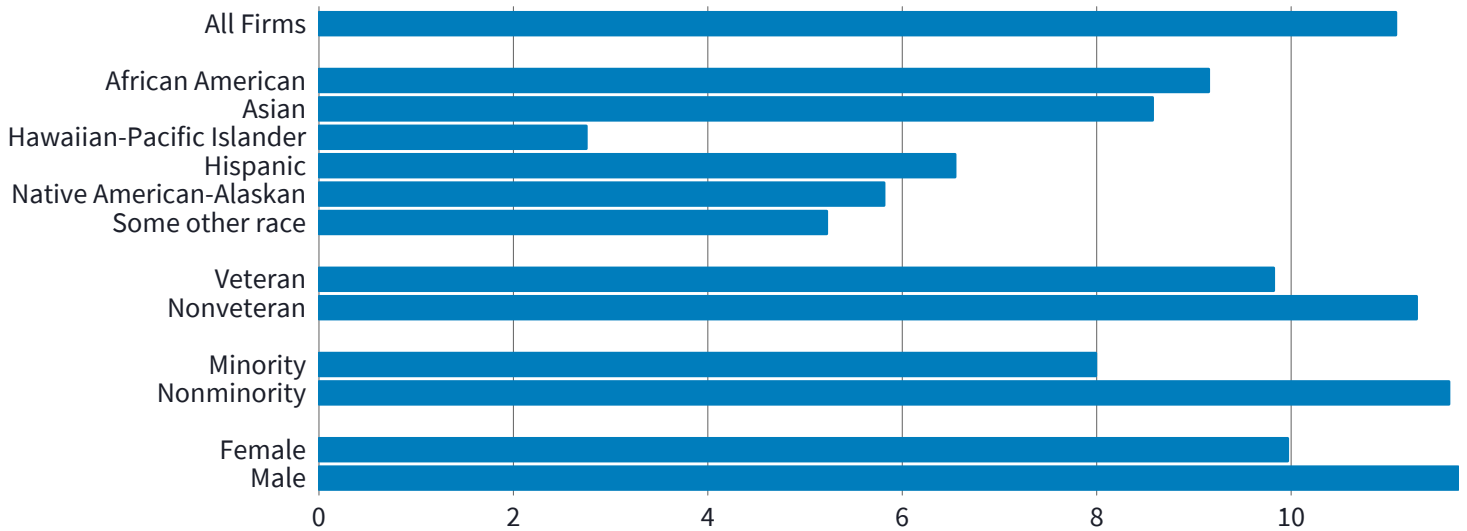
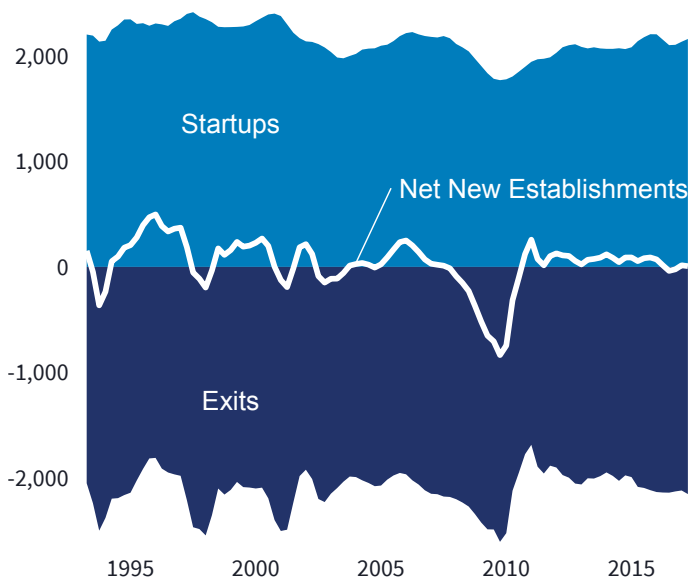


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE).

Turnover among Establishments with Employees

Figure 3: Connecticut Quarterly Startups and Exits



- In the third quarter of 2017, **2,251** establishments started up, generating **8,282** new jobs in Connecticut. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,528** establishments exited resulting in **8,320** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 5,656 companies exported goods from Connecticut in 2016. Of these, 4,984, or 88.1%, were small firms; they generated 33.1% of Connecticut's \$13.5 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Connecticut Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	144,127	285,014	50.6
Accommodation and Food Services	95,741	146,476	65.4
Manufacturing	75,323	155,579	48.4
Retail Trade	69,789	186,979	37.3
Professional, Scientific, and Technical Services	56,323	106,207	53.0
Other Services (except Public Administration)	54,062	60,983	88.7
Construction	49,982	58,249	85.8
Administrative, Support, and Waste Management	42,772	85,639	49.9
Wholesale Trade	39,925	73,356	54.4
Finance and Insurance	29,675	126,081	23.5
Educational Services	24,270	76,423	31.8
Arts, Entertainment, and Recreation	22,924	28,450	80.6
Transportation and Warehousing	15,373	43,315	35.5
Real Estate and Rental and Leasing	13,179	20,237	65.1
Information	10,603	37,781	28.1
Management of Companies and Enterprises	4,454	34,199	13.0
Utilities	1,032	7,438	13.9
Mining, Quarrying, and Oil and Gas Extraction	361	931	38.8
Agriculture, Forestry, and Fishing and Hunting	334	334	100.0
Industries not classified	208	208	100.0
Total	750,457	1,533,879	48.9

Figure 4: Connecticut Self-Employment Rates by County, 2017

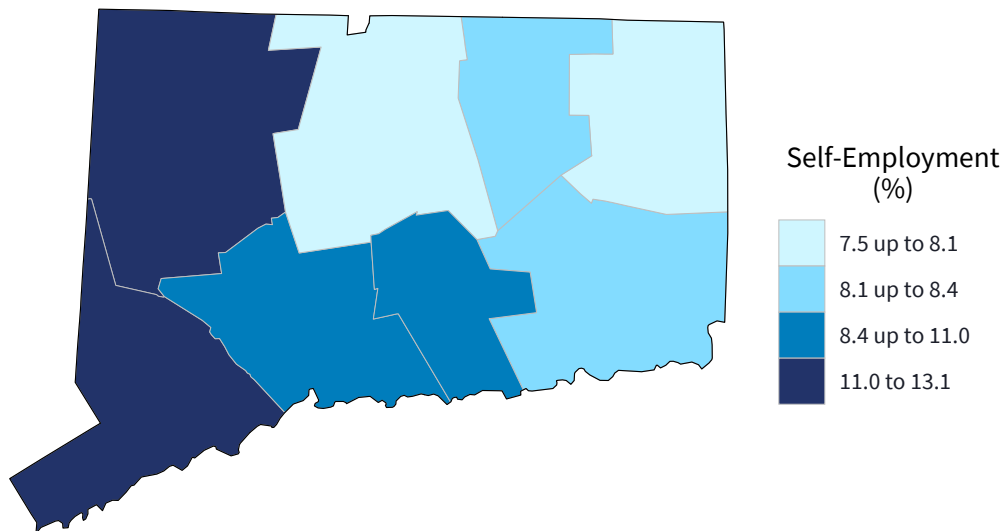


Table 2: Connecticut Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	8,152	7,466	46,382	54,534
Other Services (except Public Administration)	8,854	8,310	31,115	39,969
Construction	7,866	7,317	31,177	39,043
Real Estate and Rental and Leasing	2,346	2,178	36,600	38,946
Health Care and Social Assistance	7,198	5,780	25,039	32,237
Retail Trade	8,077	7,242	19,266	27,343
Administrative, Support, and Waste Management	4,538	4,070	19,585	24,123
Arts, Entertainment, and Recreation	1,522	1,230	17,111	18,633
Finance and Insurance	3,119	2,749	10,977	14,096
Transportation and Warehousing	1,202	974	12,579	13,781
Educational Services	1,312	1,050	10,949	12,261
Accommodation and Food Services	7,068	5,603	3,806	10,874
Wholesale Trade	3,261	2,584	4,235	7,496
Manufacturing	3,675	2,671	3,421	7,096
Information	869	705	3,983	4,852
Agriculture, Forestry, and Fishing and Hunting	78	75	1,212	1,290
Utilities	41	28	206	247
Mining, Quarrying, and Oil and Gas Extraction	42	36	56	98
Total	69,251	60,237	277,699	346,950

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- ACS American Community Survey, US Census Bureau
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- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Delaware



82,121 Small Businesses
98.3% of Delaware Businesses

187,556 Small Business Employees
46.9% of Delaware Employees



EMPLOYMENT
8,499
net new jobs



DIVERSITY
19,713
minority-owned
business employees



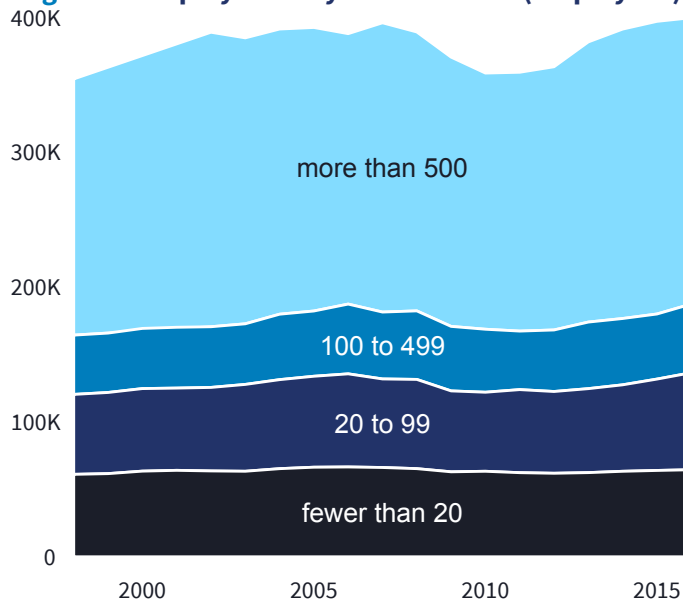
TRADE
1,545
small business
exporters

Overall Delaware Economy

- In the third quarter of 2018, Delaware grew at an annual rate of **3.4%**, which was the same as the overall US growth rate. Delaware's 2017 growth rate of **0.1%** was up from the 2016 rate of **-2.8%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.4%**, down from **4.0%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Delaware small businesses employed **187,556** people, or **46.9%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.6%** during the 12-month period ending in February 2019. This was below the increase of **1.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **8,499** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **5,118** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **992** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at **22** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **18,372** loans under \$100,000 (valued at **\$289.0 million**) were issued by Delaware lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,363** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$30,437**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Delaware Employees per Business by Owner's Demographic, 2016

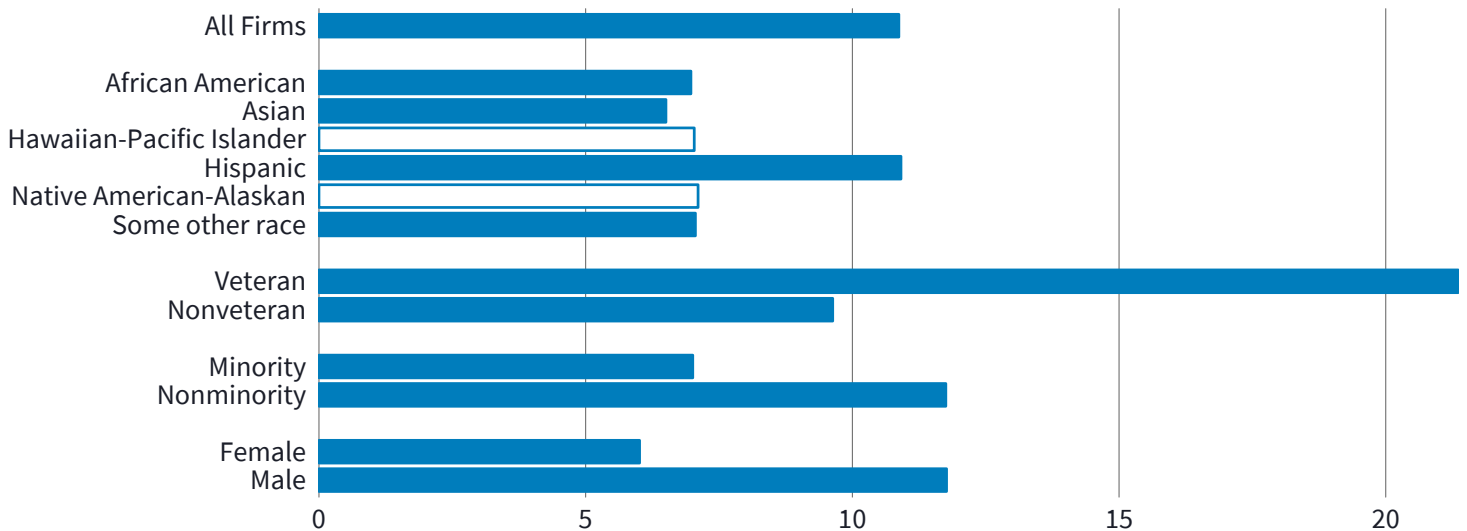
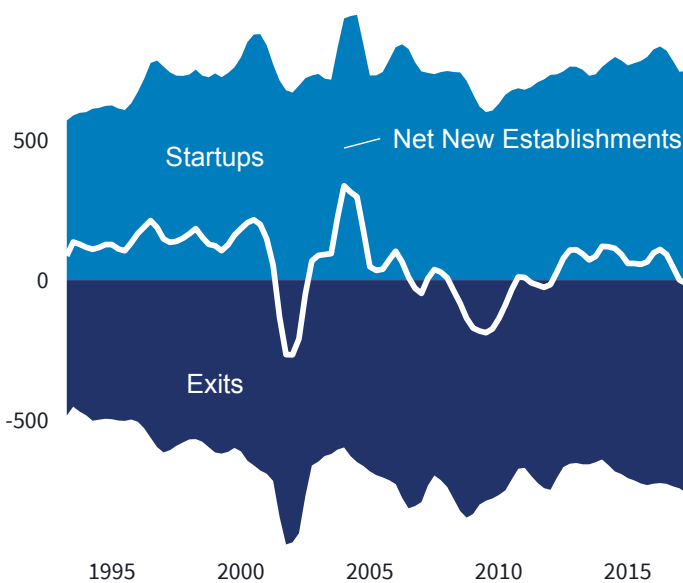


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Delaware Quarterly Startups and Exits



- In the third quarter of 2017, **981** establishments started up, generating **3,893** new jobs in Delaware. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **910** establishments exited resulting in **3,717** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 1,786 companies exported goods from Delaware in 2016. Of these, 1,545, or 86.5%, were small firms; they generated 20.5% of Delaware's \$4.2 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Delaware Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	29,713	67,806	43.8
Accommodation and Food Services	28,660	41,458	69.1
Construction	18,496	20,158	91.8
Retail Trade	18,251	56,173	32.5
Professional, Scientific, and Technical Services	17,378	29,556	58.8
Other Services (except Public Administration)	13,878	14,887	93.2
Administrative, Support, and Waste Management	12,699	29,380	43.2
Manufacturing	9,232	27,189	34.0
Wholesale Trade	7,237	16,853	42.9
Finance and Insurance	5,936	42,232	14.1
Transportation and Warehousing	5,822	14,338	40.6
Real Estate and Rental and Leasing	5,410	6,537	82.8
Educational Services	5,017	7,204	69.6
Arts, Entertainment, and Recreation	4,996	8,754	57.1
Information	2,806	6,766	41.5
Management of Companies and Enterprises	1,267	8,245	15.4
Utilities	469	2,200	21.3
Agriculture, Forestry, and Fishing and Hunting	109	124	87.9
Mining, Quarrying, and Oil and Gas Extraction	106	135	78.5
Industries not classified	74	74	100.0
Total	187,556	400,069	46.9

Figure 4: Delaware Self-Employment Rates by County, 2017

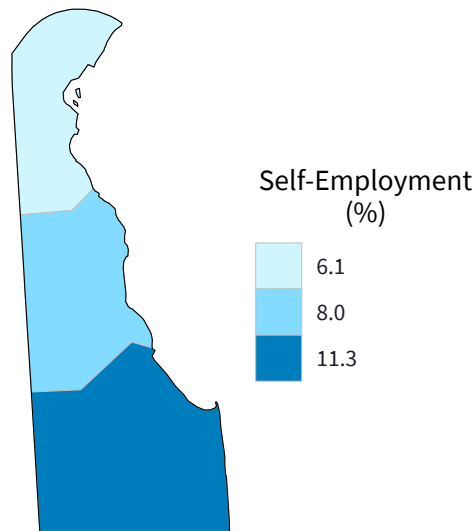


Table 2: Delaware Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	2,616	2,353	8,964	11,580
Real Estate and Rental and Leasing	949	861	9,613	10,562
Other Services (except Public Administration)	2,055	1,879	7,992	10,047
Construction	2,192	1,972	6,119	8,311
Retail Trade	2,197	1,964	5,690	7,887
Health Care and Social Assistance	1,791	1,437	4,268	6,059
Administrative, Support, and Waste Management	1,219	1,066	4,298	5,517
Transportation and Warehousing	578	481	3,649	4,227
Arts, Entertainment, and Recreation	394	332	3,645	4,039
Finance and Insurance	997	875	2,691	3,688
Accommodation and Food Services	1,698	1,220	848	2,546
Educational Services	294	230	1,978	2,272
Wholesale Trade	880	714	1,115	1,995
Information	303	260	1,043	1,346
Manufacturing	481	364	670	1,151
Agriculture, Forestry, and Fishing and Hunting	32	32	477	509
Utilities	15	10	52	67
Mining, Quarrying, and Oil and Gas Extraction	11	9	9	20
Total	19,000	16,335	63,121	82,121

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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

2019 Small Business Profile

District of Columbia

76,083 Small Businesses
98.2% of District of Columbia Businesses

247,461 Small Business Employees
47.0% of District of Columbia Employees



EMPLOYMENT
11,207
net new jobs



DIVERSITY
49,015
minority-owned
business employees



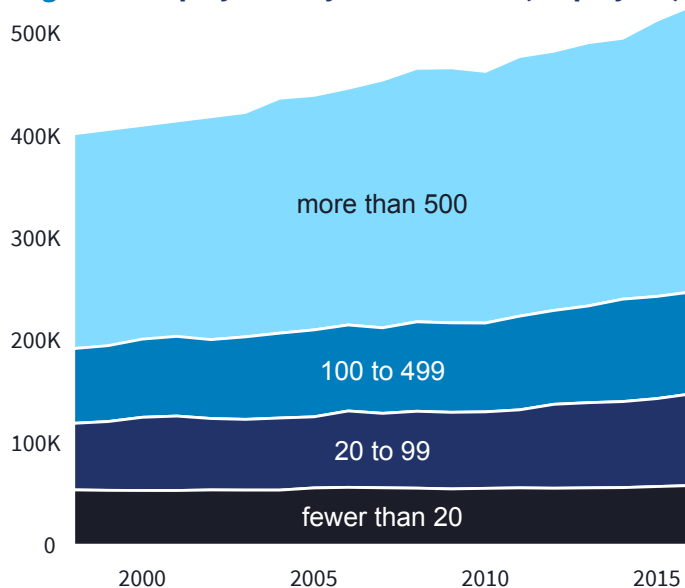
TRADE
448
small business
exporters

Overall District of Columbia Economy

- In the third quarter of 2018, the District of Columbia grew at an annual rate of **1.9%**, which was slower than the overall US growth rate of **3.4%**. The District of Columbia's 2017 growth rate of **2.2%** was up from the 2016 rate of **2.0%**. (Source: BEA)
- In February 2019, the unemployment rate was **5.5%**, down from **5.8%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: CPS)

Employment

Figure 1: Employment by Business Size (Employees)



- District of Columbia small businesses employed **247,461** people, or **47.0%** of the private workforce, in 2016. (Source: SUSB)
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: SUSB)
- Private-sector employment increased **0.1%** during the 12-month period ending in February 2019. This was below the increase of **1.7%** during the prior 12-month period. (Source: CPS)
- The number of proprietors increased in 2017 by **2.4%** relative to the previous year. (Source: BEA)
- Small businesses created **11,207** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **5,065** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **2,061** net jobs. (Source: SUSB)

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at **3** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **14,827** loans under \$100,000 (valued at **\$215.4 million**) were issued by District of Columbia lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$70,370** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$42,374**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: District of Columbia Employees per Business by Owner's Demographic, 2016

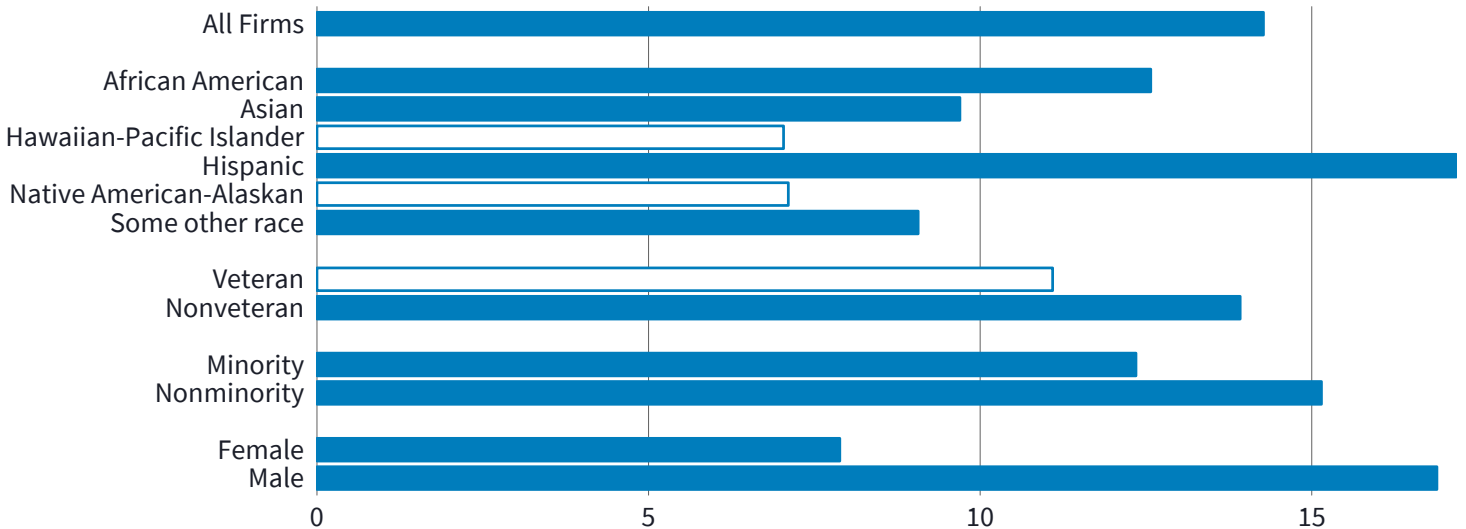
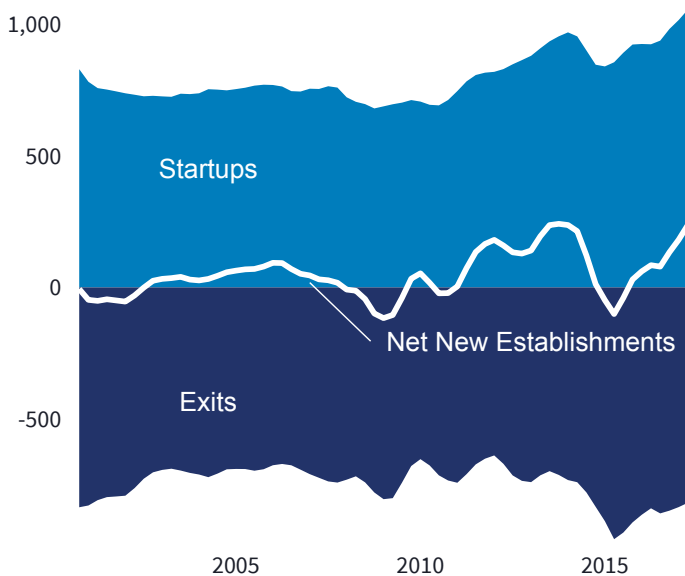


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: District of Columbia Quarterly Startups and Exits



- In the third quarter of 2017, **1,168** establishments started up, generating **4,306** new jobs in the District of Columbia. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **803** establishments exited resulting in **3,212** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 2000 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 592 companies exported goods from the District of Columbia in 2016. Of these, 448, or 75.7%, were small firms; they generated 90.4% of the District of Columbia's \$141.0 million in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: District of Columbia Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Other Services (except Public Administration)	59,921	75,210	79.7
Professional, Scientific, and Technical Services	46,962	102,780	45.7
Accommodation and Food Services	39,226	72,186	54.3
Health Care and Social Assistance	28,391	68,675	41.3
Educational Services	15,249	49,847	30.6
Administrative, Support, and Waste Management	15,149	33,333	45.4
Retail Trade	7,802	22,143	35.2
Construction	7,742	10,049	77.0
Information	6,843	22,834	30.0
Real Estate and Rental and Leasing	6,231	12,340	50.5
Arts, Entertainment, and Recreation	4,554	9,565	47.6
Finance and Insurance	4,014	17,729	22.6
Wholesale Trade	2,145	4,702	45.6
Transportation and Warehousing	1,120	3,875	28.9
Management of Companies and Enterprises	1,034	18,452	5.6
Manufacturing	978	1,258	77.7
Industries not classified	78	78	100.0
Utilities	20	1,820	1.1
Agriculture, Forestry, and Fishing and Hunting	s	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	s	-
Total	247,461	526,879	47.0

Figure 4: District of Columbia Self-Employment Rates by County, 2017

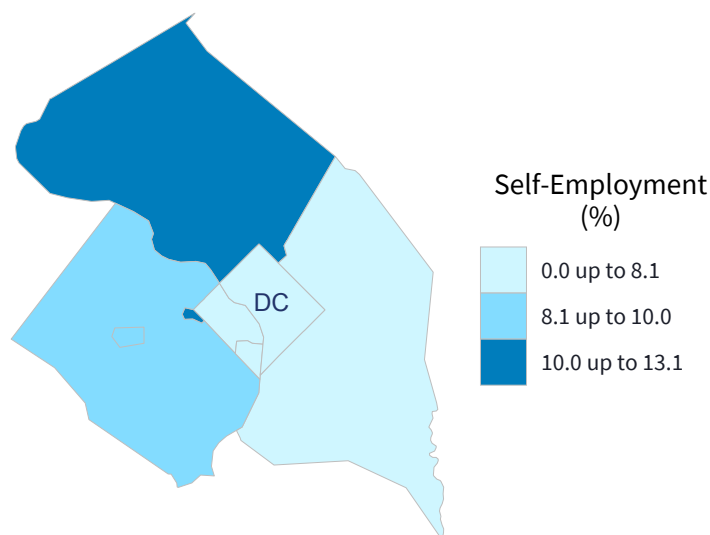


Table 2: District of Columbia Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	4,277	3,510	16,066	20,343
Other Services (except Public Administration)	3,661	2,839	6,954	10,615
Transportation and Warehousing	116	93	6,736	6,852
Real Estate and Rental and Leasing	724	611	5,487	6,211
Health Care and Social Assistance	1,648	1,346	4,313	5,961
Arts, Entertainment, and Recreation	285	232	5,187	5,472
Administrative, Support, and Waste Management	672	468	3,436	4,108
Educational Services	514	331	2,982	3,496
Accommodation and Food Services	1,902	1,276	1,252	3,154
Retail Trade	1,249	1,101	1,798	3,047
Construction	428	328	2,020	2,448
Information	413	306	1,488	1,901
Finance and Insurance	387	278	983	1,370
Wholesale Trade	252	212	301	553
Manufacturing	101	87	297	398
Utilities	8	7	46	54
Agriculture, Forestry, and Fishing and Hunting	1	1	51	52
Mining, Quarrying, and Oil and Gas Extraction	1	1	s	1
Total	16,685	13,118	59,398	76,083

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS). Values labeled "s" in Tables 1 and 2 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Florida



2.5 million Small Businesses
99.8% of Florida Businesses

3.4 million Small Business Employees
41.6% of Florida Employees



EMPLOYMENT
160,222
net new jobs



DIVERSITY
621,206
minority-owned
business employees



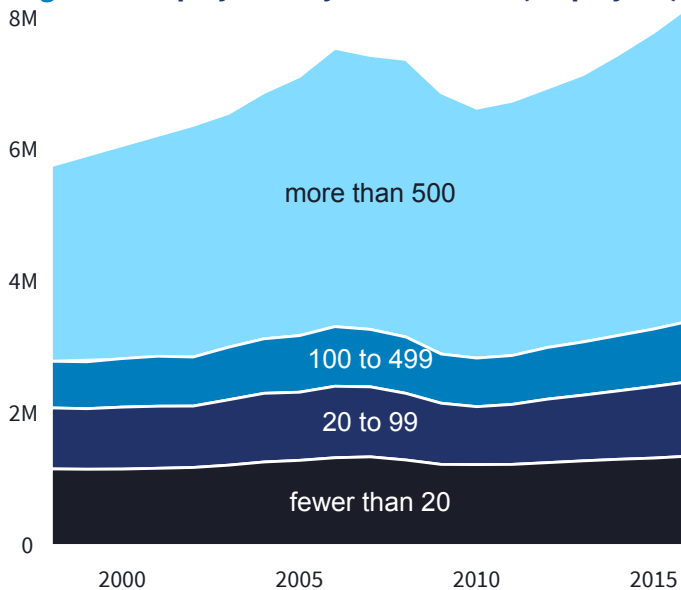
TRADE
55,137
small business
exporters

Overall Florida Economy

- In the third quarter of 2018, Florida grew at an annual rate of **3.8%**, which was faster than the overall US growth rate of **3.4%**. Florida's 2017 growth rate of **2.2%** was down from the 2016 rate of **3.2%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.5%**, down from **3.9%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Florida small businesses employed **3.4 million** people, or **41.6%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **2.1%** during the 12-month period ending in February 2019. This was equal to the increase of **2.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **160,222** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **97,998** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **23,960** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by **14** between June 2016 and June 2017 to **138** banks. (Source: [FDIC](#))
- In 2017, **528,485** loans under \$100,000 (valued at **\$7.1 billion**) were issued by Florida lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$41,926** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$20,838**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Florida Employees per Business by Owner's Demographic, 2016

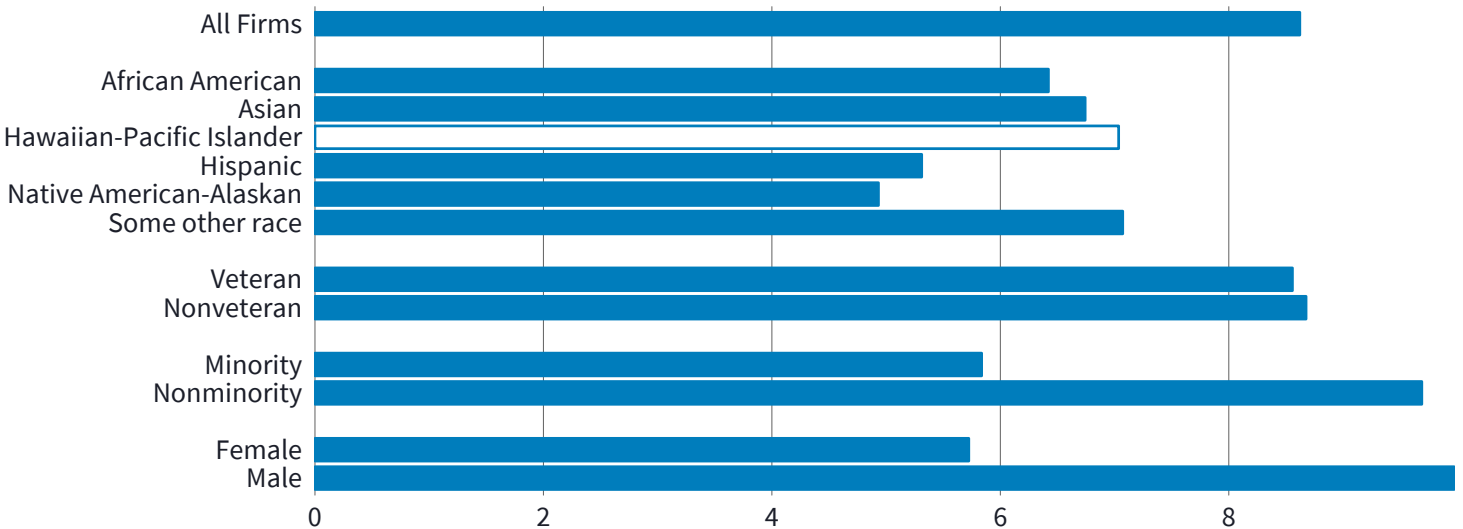
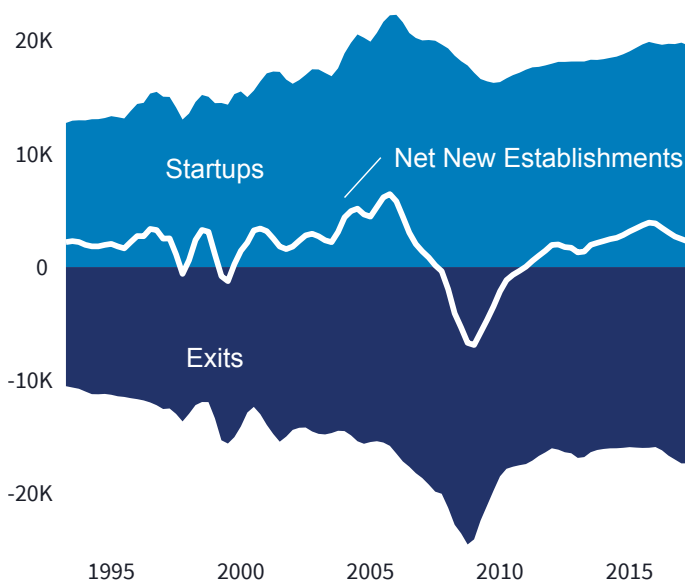


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Florida Quarterly Startups and Exits



- In the third quarter of 2017, **17,956** establishments started up, generating **67,771** new jobs in Florida. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **17,355** establishments exited resulting in **61,534** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 58,104 companies exported goods from Florida in 2016. Of these, 55,137, or 94.9%, were small firms; they generated 58.6% of Florida's \$47.5 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Florida Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	494,763	935,554	52.9
Health Care and Social Assistance	476,768	1,086,559	43.9
Construction	348,136	397,243	87.6
Professional, Scientific, and Technical Services	334,050	499,518	66.9
Retail Trade	326,868	1,088,564	30.0
Other Services (except Public Administration)	257,709	326,030	79.0
Administrative, Support, and Waste Management	255,538	1,707,780	15.0
Wholesale Trade	189,670	318,689	59.5
Manufacturing	165,701	306,700	54.0
Finance and Insurance	108,428	355,395	30.5
Real Estate and Rental and Leasing	100,978	164,836	61.3
Arts, Entertainment, and Recreation	99,381	198,688	50.0
Educational Services	85,763	174,121	49.3
Transportation and Warehousing	80,703	248,639	32.5
Information	38,469	167,490	23.0
Management of Companies and Enterprises	19,227	153,650	12.5
Agriculture, Forestry, and Fishing and Hunting	6,853	9,051	75.7
Utilities	6,306	26,487	23.8
Mining, Quarrying, and Oil and Gas Extraction	1,719	3,747	45.9
Industries not classified	901	901	100.0
Total	3,397,931	8,169,642	41.6

Figure 4: Florida Self-Employment Rates by County, 2017

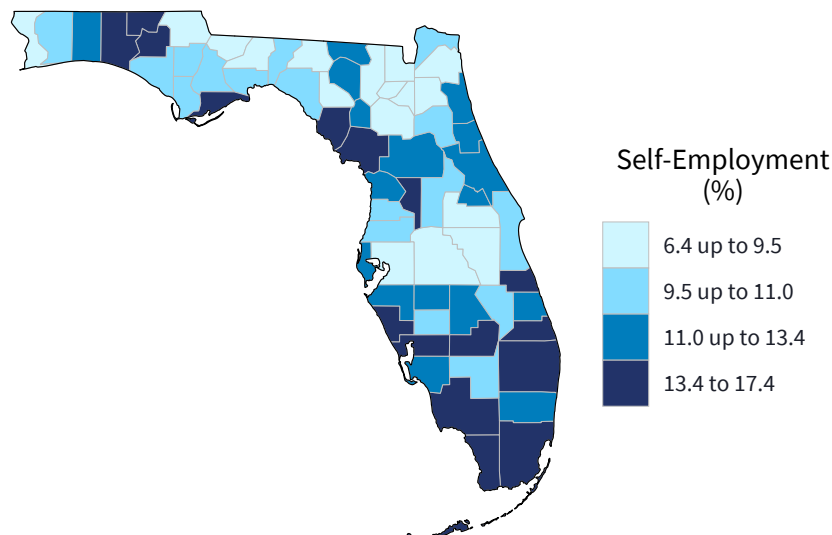


Table 2: Florida Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	43,818	41,195	346,169	389,987
Professional, Scientific, and Technical Services	72,600	69,118	240,709	313,309
Real Estate and Rental and Leasing	29,404	28,478	245,008	274,412
Administrative, Support, and Waste Management	31,036	28,446	233,972	265,008
Construction	50,024	46,236	181,203	231,227
Health Care and Social Assistance	47,178	42,738	174,719	221,897
Retail Trade	47,401	44,306	140,281	187,682
Transportation and Warehousing	12,585	11,517	170,071	182,656
Arts, Entertainment, and Recreation	7,844	6,785	84,437	92,281
Finance and Insurance	17,487	16,385	60,494	77,981
Wholesale Trade	26,113	23,517	38,001	64,114
Accommodation and Food Services	30,067	23,006	32,726	62,793
Educational Services	6,209	5,109	44,592	50,801
Manufacturing	12,102	10,064	22,853	34,955
Information	4,836	4,350	23,135	27,971
Agriculture, Forestry, and Fishing and Hunting	1,033	959	13,221	14,254
Utilities	290	247	1,526	1,816
Mining, Quarrying, and Oil and Gas Extraction	177	143	797	974
Total	440,365	403,481	2,053,914	2,494,279

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Georgia



1.1 million Small Businesses
99.6% of Georgia Businesses

1.6 million Small Business Employees
43.1% of Georgia Employees



EMPLOYMENT
71,103
net new jobs



DIVERSITY
278,172
minority-owned
business employees



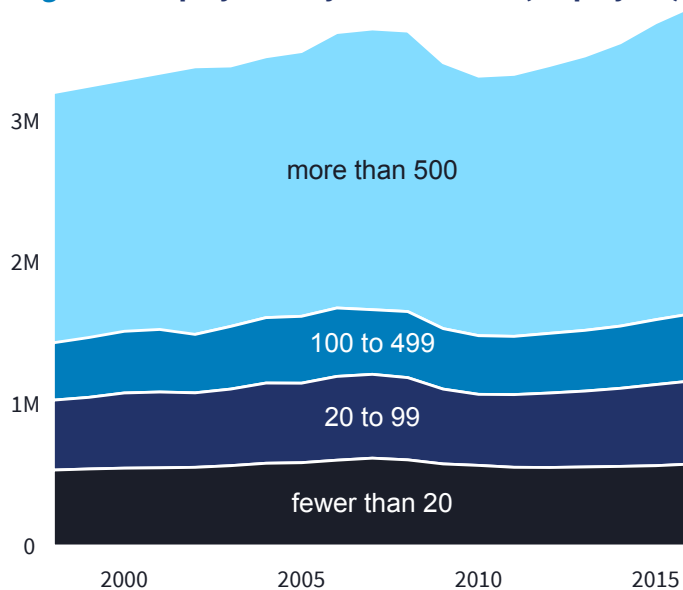
TRADE
12,334
small business
exporters

Overall Georgia Economy

- In the third quarter of 2018, Georgia grew at an annual rate of **3.6%**, which was faster than the overall US growth rate of **3.4%**. Georgia's 2017 growth rate of **3.1%** was down from the 2016 rate of **3.3%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.9%**, down from **4.2%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Georgia small businesses employed **1.6 million** people, or **43.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.8%** during the 12-month period ending in February 2019. This was below the increase of **2.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **71,103** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **40,488** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **11,261** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **11** between June 2016 and June 2017 to **181** banks. (Source: [FDIC](#))
- In 2017, **197,012** loans under \$100,000 (valued at **\$2.8 billion**) were issued by Georgia lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$50,049** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$23,270**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Georgia Employees per Business by Owner's Demographic, 2016

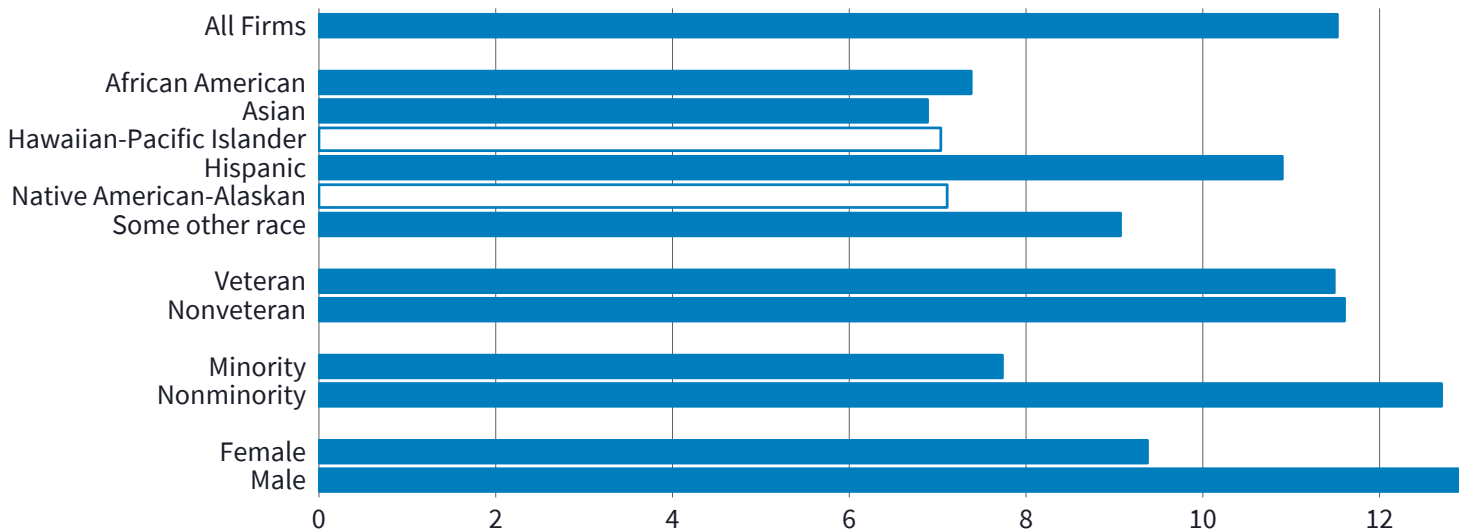
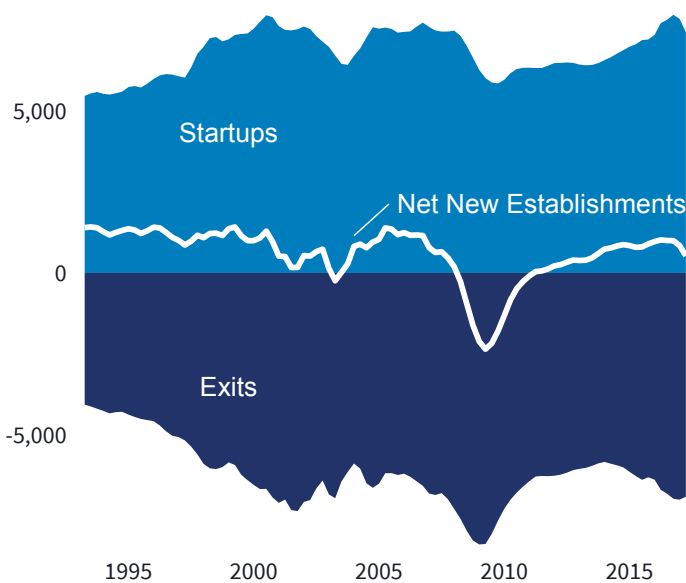


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Georgia Quarterly Startups and Exits



- In the third quarter of 2017, **6,945** establishments started up, generating **29,281** new jobs in Georgia. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **7,258** establishments exited resulting in **27,535** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 14,068 companies exported goods from Georgia in 2016. Of these, 12,334, or 87.7%, were small firms; they generated 26.4% of Georgia's \$32.0 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Georgia Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	250,822	421,223	59.5
Health Care and Social Assistance	219,755	497,019	44.2
Professional, Scientific, and Technical Services	151,174	263,554	57.4
Retail Trade	144,608	485,488	29.8
Construction	135,765	171,834	79.0
Other Services (except Public Administration)	134,491	159,287	84.4
Manufacturing	125,887	367,902	34.2
Administrative, Support, and Waste Management	110,795	379,545	29.2
Wholesale Trade	102,550	211,958	48.4
Finance and Insurance	53,629	177,532	30.2
Educational Services	44,542	85,987	51.8
Transportation and Warehousing	43,323	182,614	23.7
Real Estate and Rental and Leasing	37,814	62,742	60.3
Arts, Entertainment, and Recreation	30,050	48,413	62.1
Information	25,282	120,699	20.9
Management of Companies and Enterprises	10,325	131,006	7.9
Agriculture, Forestry, and Fishing and Hunting	7,207	7,729	93.2
Utilities	6,532	24,832	26.3
Mining, Quarrying, and Oil and Gas Extraction	2,773	4,501	61.6
Industries not classified	568	568	100.0
Total	1,637,892	3,804,433	43.1

Figure 4: Georgia Self-Employment Rates by County, 2017

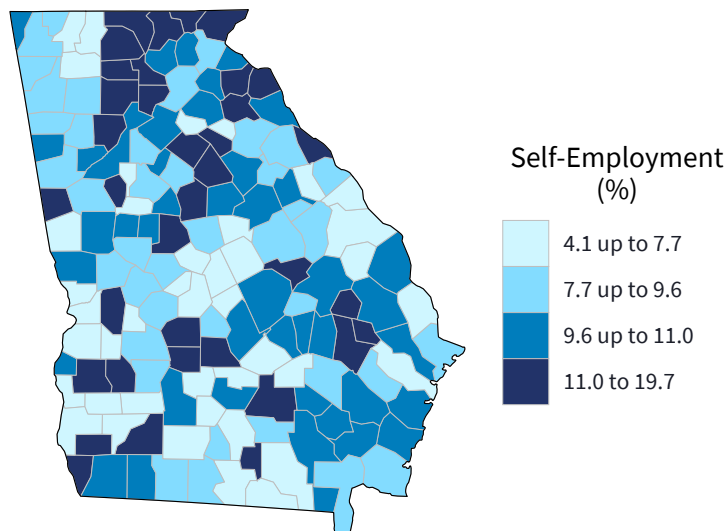


Table 2: Georgia Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	19,630	18,157	162,230	181,860
Professional, Scientific, and Technical Services	26,771	24,963	104,421	131,192
Construction	17,055	15,476	97,011	114,066
Administrative, Support, and Waste Management	9,949	8,683	98,840	108,789
Health Care and Social Assistance	18,339	15,885	66,638	84,977
Real Estate and Rental and Leasing	8,810	8,321	76,166	84,976
Retail Trade	20,680	19,120	63,732	84,412
Transportation and Warehousing	5,023	4,301	64,135	69,158
Arts, Entertainment, and Recreation	2,885	2,519	41,492	44,377
Accommodation and Food Services	14,421	10,599	15,564	29,985
Finance and Insurance	7,475	6,829	21,855	29,330
Educational Services	2,735	2,202	24,787	27,522
Wholesale Trade	9,988	8,251	12,696	22,684
Manufacturing	6,019	4,441	10,637	16,656
Information	2,176	1,828	11,187	13,363
Agriculture, Forestry, and Fishing and Hunting	936	839	5,714	6,650
Utilities	119	63	670	789
Mining, Quarrying, and Oil and Gas Extraction	101	71	133	234
Total	173,163	152,967	877,908	1,051,071

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Hawaii



132,640 Small Businesses
99.3% of Hawaii Businesses

275,115 Small Business Employees
52.1% of Hawaii Employees



EMPLOYMENT
6,560
net new jobs



DIVERSITY
122,872
minority-owned
business employees



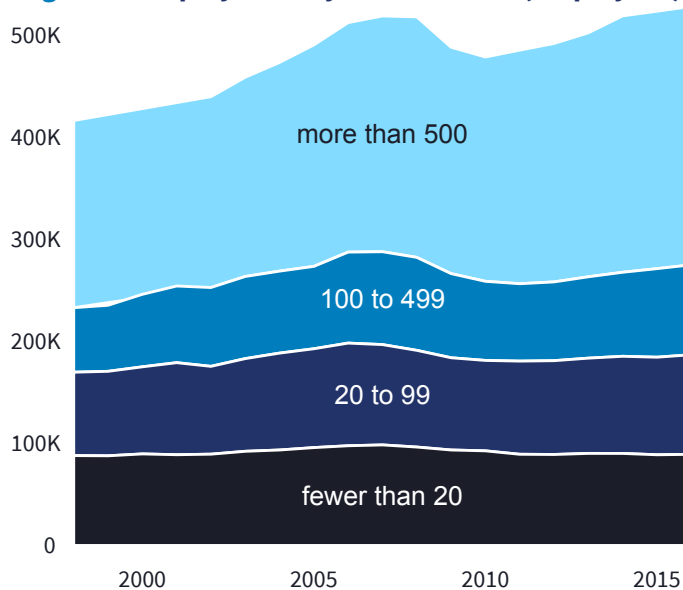
TRADE
679
small business
exporters

Overall Hawaii Economy

- In the third quarter of 2018, Hawaii grew at an annual rate of **2.0%**, which was slower than the overall US growth rate of **3.4%**. Hawaii's 2017 growth rate of **1.2%** was down from the 2016 rate of **2.0%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.7%**, up from **2.3%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Hawaii small businesses employed **275,115** people, or **52.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **1.2%** during the 12-month period ending in February 2019. This was below the decrease of **0.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **6,560** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **4,398** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **469** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at 8 between June 2016 and June 2017. (Source: FDIC)
- In 2017, 27,691 loans under \$100,000 (valued at \$428.2 million) were issued by Hawaii lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$54,510 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$30,347. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Hawaii Employees per Business by Owner's Demographic, 2016

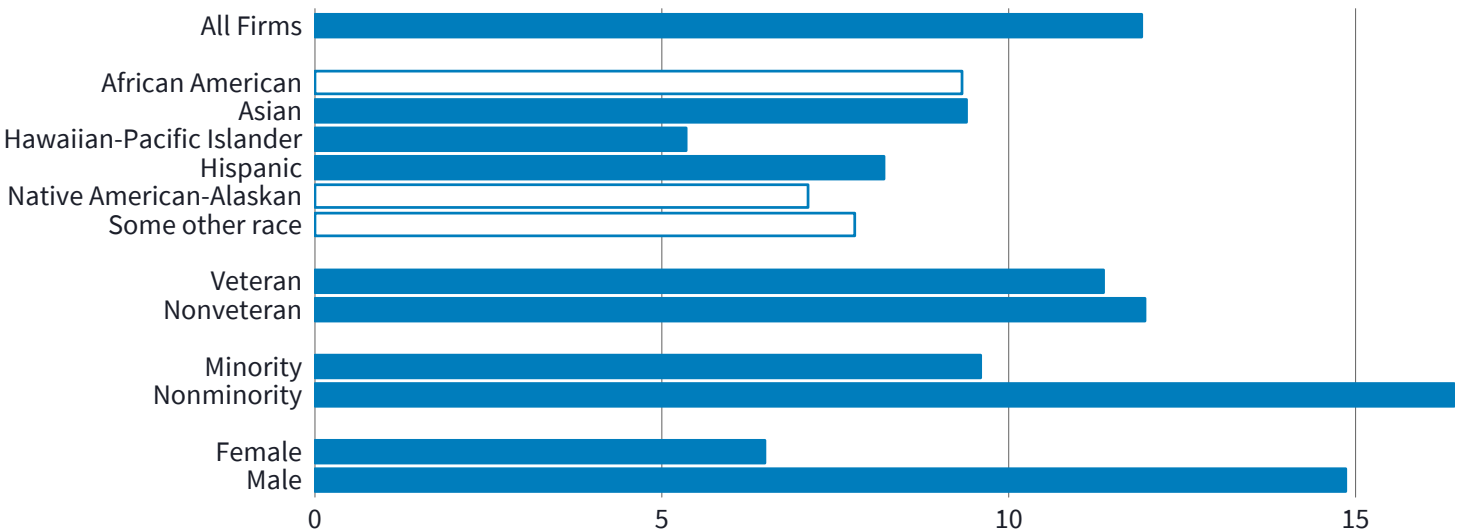
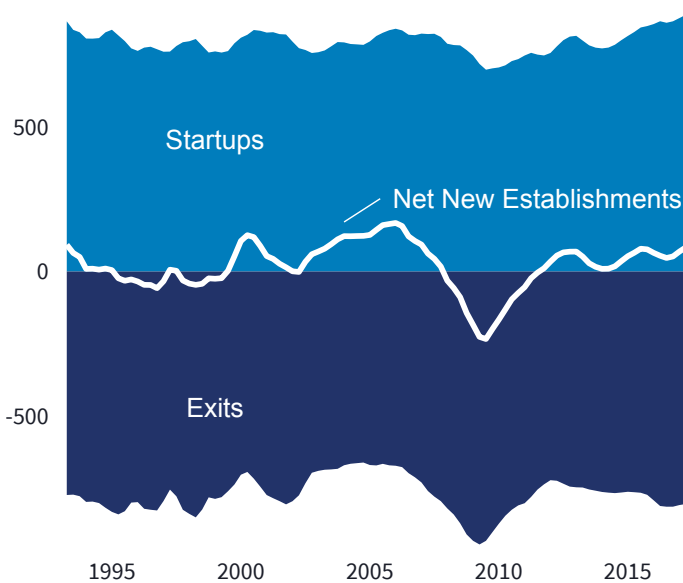


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Hawaii Quarterly Startups and Exits



- In the third quarter of 2017, 908 establishments started up, generating 5,351 new jobs in Hawaii. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 820 establishments exited resulting in 2,566 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 781 companies exported goods from Hawaii in 2016. Of these, 679, or 86.9%, were small firms; they generated 63.6% of Hawaii's \$440.0 million in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Hawaii Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	54,111	107,940	50.1
Health Care and Social Assistance	33,735	71,052	47.5
Construction	27,904	33,488	83.3
Retail Trade	26,413	70,647	37.4
Administrative, Support, and Waste Management	21,733	55,128	39.4
Other Services (except Public Administration)	21,419	25,580	83.7
Professional, Scientific, and Technical Services	16,532	22,782	72.6
Wholesale Trade	13,593	19,345	70.3
Transportation and Warehousing	11,544	30,155	38.3
Manufacturing	10,048	13,040	77.1
Arts, Entertainment, and Recreation	9,215	11,380	81.0
Educational Services	8,700	18,190	47.8
Real Estate and Rental and Leasing	8,181	11,945	68.5
Finance and Insurance	7,049	19,060	37.0
Information	2,059	8,202	25.1
Management of Companies and Enterprises	1,871	6,395	29.3
Utilities	586	3,664	16.0
Mining, Quarrying, and Oil and Gas Extraction	176	176	100.0
Agriculture, Forestry, and Fishing and Hunting	151	151	100.0
Industries not classified	95	95	100.0
Total	275,115	528,415	52.1

Figure 4: Hawaii Self-Employment Rates by County, 2017

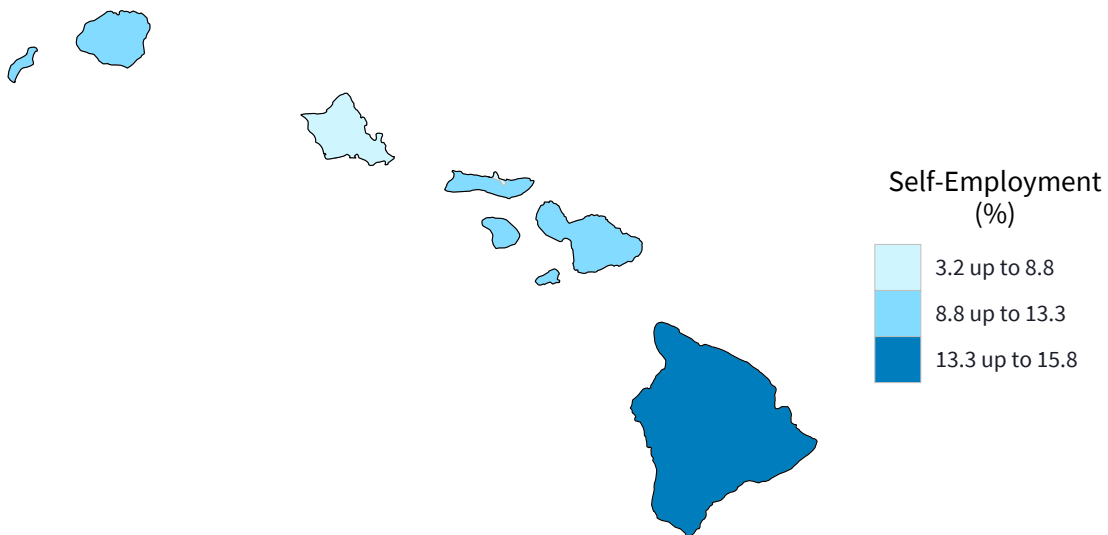


Table 2: Hawaii Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	3,061	2,815	16,605	19,666
Professional, Scientific, and Technical Services	2,783	2,541	15,516	18,299
Real Estate and Rental and Leasing	1,544	1,441	12,490	14,034
Retail Trade	2,533	2,228	10,450	12,983
Health Care and Social Assistance	2,820	2,541	8,059	10,879
Construction	2,785	2,441	7,865	10,650
Administrative, Support, and Waste Management	1,496	1,245	8,994	10,490
Arts, Entertainment, and Recreation	469	358	6,639	7,108
Transportation and Warehousing	648	476	5,678	6,326
Accommodation and Food Services	2,894	2,149	2,217	5,111
Wholesale Trade	1,256	1,039	2,585	3,841
Finance and Insurance	645	562	2,872	3,517
Educational Services	470	366	2,885	3,355
Manufacturing	729	599	2,195	2,924
Agriculture, Forestry, and Fishing and Hunting	33	30	1,894	1,927
Information	252	212	1,159	1,411
Utilities	19	13	193	212
Mining, Quarrying, and Oil and Gas Extraction	7	4	12	19
Total	24,332	21,099	108,308	132,640

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Idaho



162,905 Small Businesses
99.2% of Idaho Businesses

315,753 Small Business Employees
56.2% of Idaho Employees



EMPLOYMENT
14,998
net new jobs



DIVERSITY
13,523
minority-owned
business employees



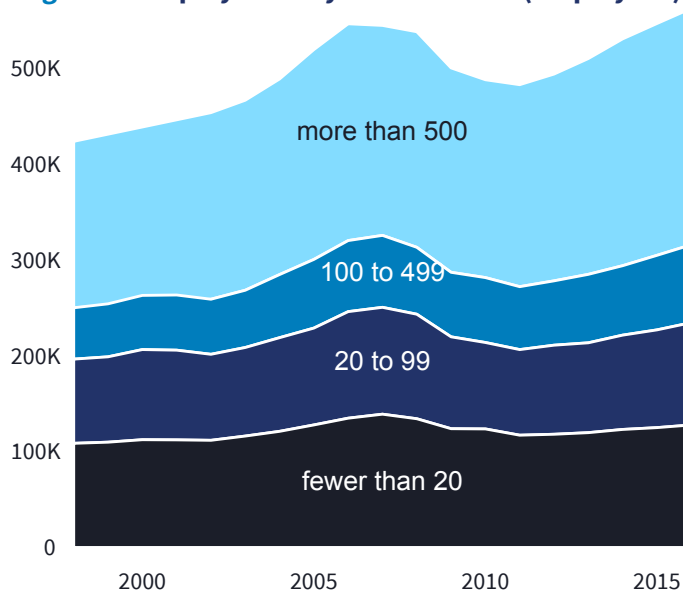
TRADE
1,305
small business
exporters

Overall Idaho Economy

- In the third quarter of 2018, Idaho grew at an annual rate of **3.9%**, which was faster than the overall US growth rate of **3.4%**. Idaho's 2017 growth rate of **2.4%** was down from the 2016 rate of **3.7%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.9%**, down from **3.0%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Idaho small businesses employed **315,753** people, or **56.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **2.1%** during the 12-month period ending in February 2019. This was below the increase of **3.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **14,998** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **7,494** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **3,653** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks increased by **1** between June 2016 and June 2017 to **13** banks. (Source: [FDIC](#))
- In 2017, **31,419** loans under \$100,000 (valued at **\$522.7 million**) were issued by Idaho lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$41,775** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$21,515**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Idaho Employees per Business by Owner's Demographic, 2016

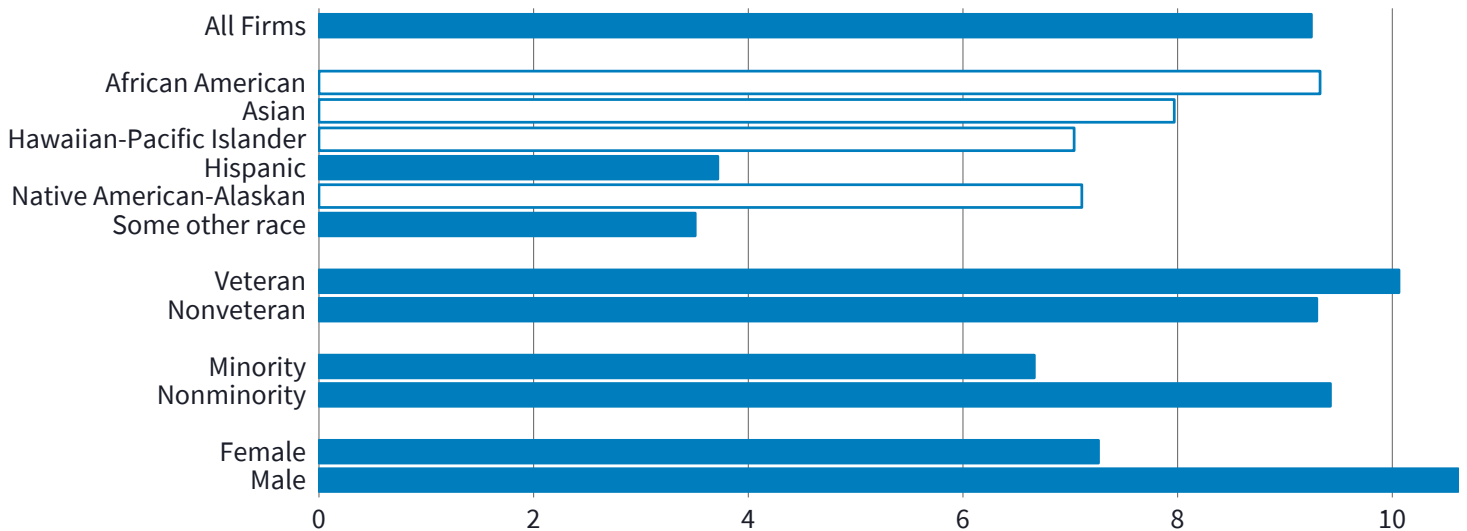
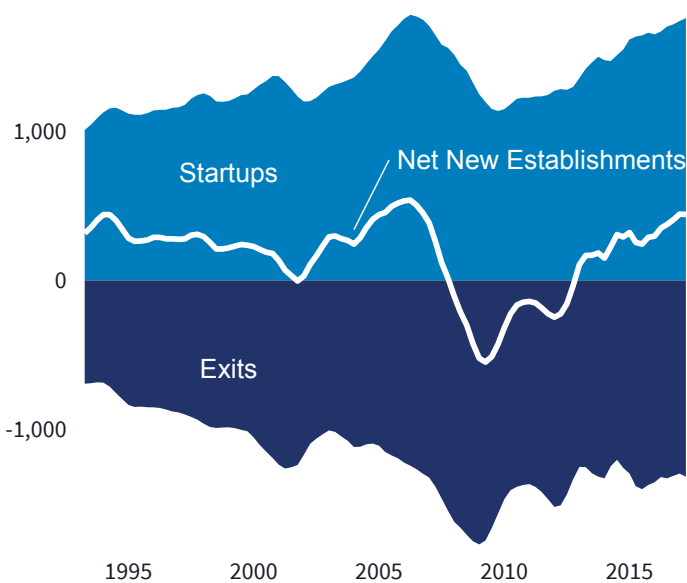


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Idaho Quarterly Startups and Exits



- In the third quarter of 2017, **1,810** establishments started up, generating **4,951** new jobs in Idaho. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,429** establishments exited resulting in **3,418** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 1,534 companies exported goods from Idaho in 2016. Of these, 1,305, or 85.1%, were small firms; they generated 19.2% of Idaho's \$4.6 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Idaho Employment by Industry, 2016





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	52,864	91,190	58.0
Accommodation and Food Services	42,055	61,928	67.9
Construction	36,996	38,254	96.7
Retail Trade	35,013	84,071	41.6
Manufacturing	27,578	60,078	45.9
Professional, Scientific, and Technical Services	20,000	32,852	60.9
Other Services (except Public Administration)	17,847	20,209	88.3
Administrative, Support, and Waste Management	17,271	39,761	43.4
Wholesale Trade	16,580	31,319	52.9
Transportation and Warehousing	11,189	18,457	60.6
Finance and Insurance	8,638	22,432	38.5
Arts, Entertainment, and Recreation	7,314	9,010	81.2
Real Estate and Rental and Leasing	6,252	7,320	85.4
Information	4,870	13,103	37.2
Educational Services	4,650	14,934	31.1
Agriculture, Forestry, and Fishing and Hunting	2,708	3,359	80.6
Management of Companies and Enterprises	1,534	7,713	19.9
Mining, Quarrying, and Oil and Gas Extraction	1,469	2,584	56.8
Utilities	803	3,586	22.4
Industries not classified	122	122	100.0
Total	315,753	562,282	56.2

Figure 4: Idaho Self-Employment Rates by County, 2017

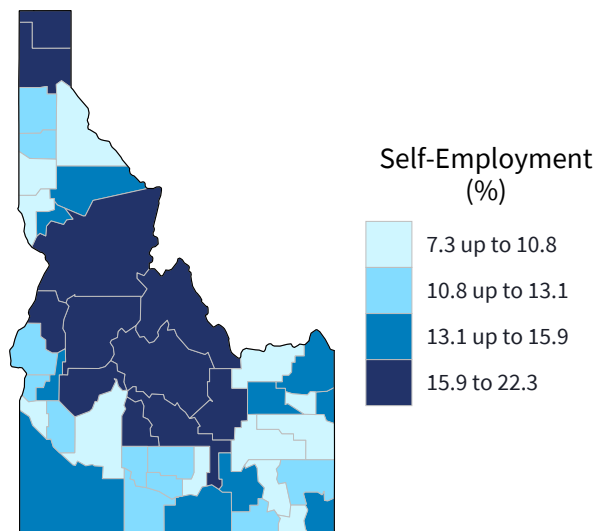


Table 2: Idaho Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	3,187	3,005	17,886	21,073
Construction	6,381	6,016	14,428	20,809
Professional, Scientific, and Technical Services	4,133	3,882	15,888	20,021
Real Estate and Rental and Leasing	2,095	2,027	16,899	18,994
Retail Trade	3,878	3,438	13,447	17,325
Health Care and Social Assistance	4,313	3,747	9,098	13,411
Administrative, Support, and Waste Management	2,093	1,910	8,135	10,228
Transportation and Warehousing	1,562	1,410	5,715	7,277
Arts, Entertainment, and Recreation	755	663	6,072	6,827
Finance and Insurance	1,393	1,287	3,671	5,064
Accommodation and Food Services	2,831	2,207	1,665	4,496
Manufacturing	1,615	1,260	2,852	4,467
Educational Services	443	364	3,569	4,012
Wholesale Trade	1,375	1,022	1,997	3,372
Agriculture, Forestry, and Fishing and Hunting	464	431	2,666	3,130
Information	390	311	1,560	1,950
Mining, Quarrying, and Oil and Gas Extraction	96	74	166	262
Utilities	107	93	122	229
Total	37,069	33,229	125,836	162,905

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- ACS American Community Survey, US Census Bureau
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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Illinois



1.2 million Small Businesses
99.6% of Illinois Businesses

2.5 million Small Business Employees
45.1% of Illinois Employees



EMPLOYMENT
45,740
net new jobs



DIVERSITY
307,434
minority-owned
business employees



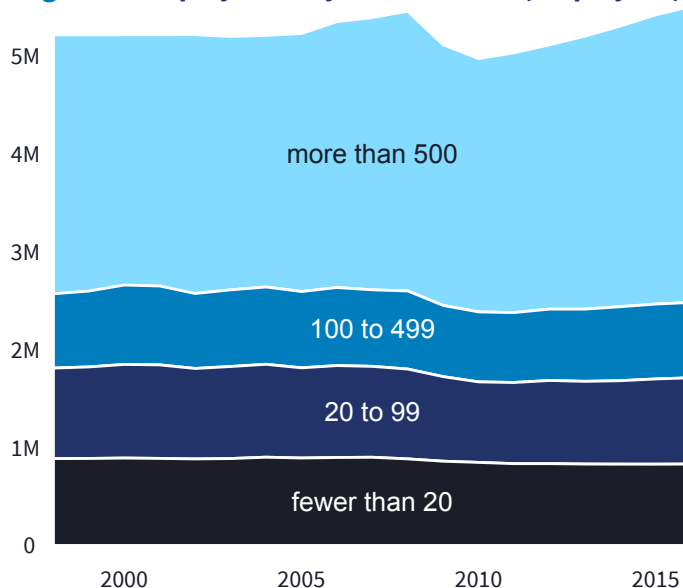
TRADE
20,182
small business
exporters

Overall Illinois Economy

- In the third quarter of 2018, Illinois grew at an annual rate of **2.5%**, which was slower than the overall US growth rate of **3.4%**. Illinois's 2017 growth rate of **0.4%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.3%**, down from **4.4%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Illinois small businesses employed **2.5 million** people, or **45.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.05%** during the 12-month period ending in February 2019. This was below the increase of **0.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **45,740** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **35,348** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,240** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 23 between June 2016 and June 2017 to 459 banks. (Source: FDIC)
- In 2017, 218,934 loans under \$100,000 (valued at \$3.0 billion) were issued by Illinois lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,020 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$25,453. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Illinois Employees per Business by Owner's Demographic, 2016

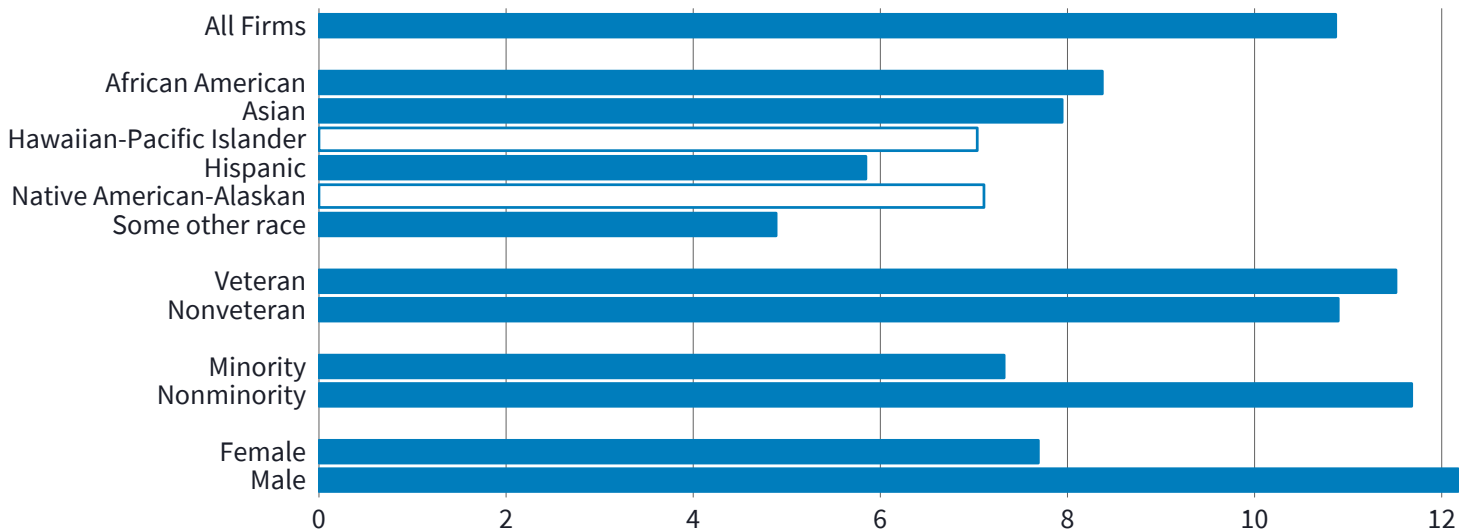
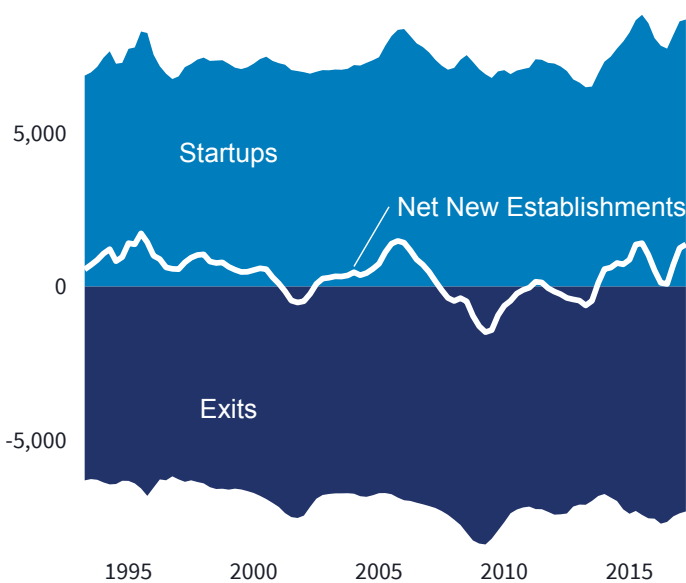


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Illinois Quarterly Startups and Exits



- In the third quarter of 2017, 8,226 establishments started up, generating 27,657 new jobs in Illinois. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 8,352 establishments exited resulting in 33,744 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 22,551 companies exported goods from Illinois in 2016. Of these, 20,182, or 89.5%, were small firms; they generated 25.3% of Illinois's \$55.0 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Illinois Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	351,492	805,338	43.6
Accommodation and Food Services	330,331	528,395	62.5
Manufacturing	262,768	535,830	49.0
Professional, Scientific, and Technical Services	220,969	389,970	56.7
Other Services (except Public Administration)	209,081	248,938	84.0
Retail Trade	205,809	631,937	32.6
Construction	172,746	208,396	82.9
Wholesale Trade	167,497	321,872	52.0
Administrative, Support, and Waste Management	148,991	540,722	27.6
Finance and Insurance	102,330	346,002	29.6
Transportation and Warehousing	79,199	244,615	32.4
Educational Services	67,685	171,194	39.5
Real Estate and Rental and Leasing	52,864	79,100	66.8
Arts, Entertainment, and Recreation	51,940	82,801	62.7
Information	35,818	123,156	29.1
Management of Companies and Enterprises	17,184	213,814	8.0
Mining, Quarrying, and Oil and Gas Extraction	4,602	7,918	58.1
Utilities	2,734	30,454	9.0
Agriculture, Forestry, and Fishing and Hunting	1,197	1,999	59.9
Industries not classified	620	620	100.0
Total	2,485,857	5,513,071	45.1

Figure 4: Illinois Self-Employment Rates by County, 2017

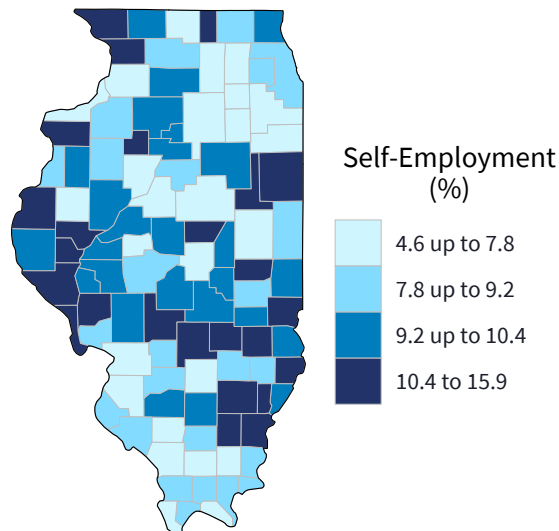


Table 2: Illinois Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	29,793	27,588	148,194	177,987
Professional, Scientific, and Technical Services	35,994	33,353	127,899	163,893
Transportation and Warehousing	13,752	12,623	121,694	135,446
Construction	28,558	26,720	92,110	120,668
Health Care and Social Assistance	25,675	22,215	86,572	112,247
Real Estate and Rental and Leasing	10,035	9,348	93,530	103,565
Retail Trade	23,095	20,685	70,763	93,858
Administrative, Support, and Waste Management	14,130	12,440	74,351	88,481
Arts, Entertainment, and Recreation	4,445	3,808	50,875	55,320
Finance and Insurance	11,753	10,526	29,882	41,635
Accommodation and Food Services	21,498	16,675	13,489	34,987
Educational Services	3,834	2,954	29,368	33,202
Wholesale Trade	14,109	11,345	13,981	28,090
Manufacturing	11,591	8,260	10,267	21,858
Information	2,867	2,379	11,511	14,378
Agriculture, Forestry, and Fishing and Hunting	310	296	4,997	5,307
Mining, Quarrying, and Oil and Gas Extraction	407	356	1,760	2,167
Utilities	149	100	492	641
Total	251,837	222,142	981,735	1,233,572

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Indiana



512,348 Small Businesses
99.4% of Indiana Businesses

1.2 million Small Business Employees
44.9% of Indiana Employees



EMPLOYMENT
34,813
net new jobs



DIVERSITY
113,465
minority-owned
business employees



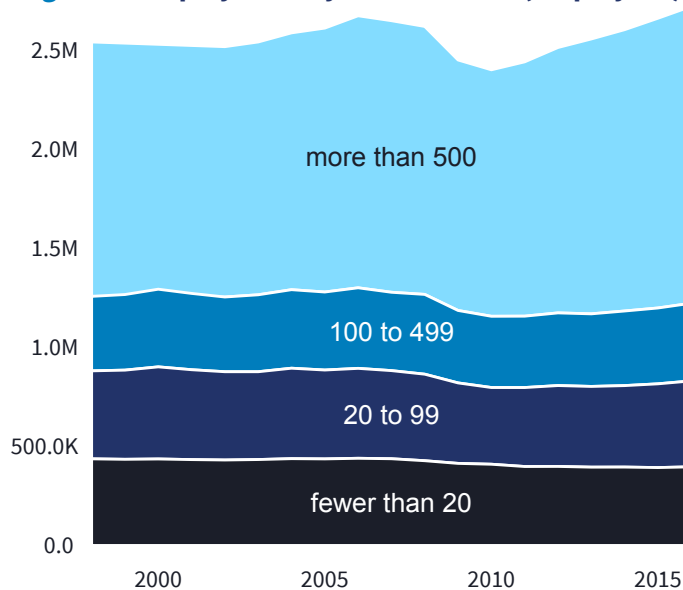
TRADE
6,872
small business
exporters

Overall Indiana Economy

- In the third quarter of 2018, Indiana grew at an annual rate of **3.0%**, which was slower than the overall US growth rate of **3.4%**. Indiana's 2017 growth rate of **1.8%** was up from the 2016 rate of **1.7%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.5%**, up from **3.3%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Indiana small businesses employed **1.2 million** people, or **44.9%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.1%** during the 12-month period ending in February 2019. This was below the increase of **1.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **34,813** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **18,915** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **7,602** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 5 between June 2016 and June 2017 to 111 banks. (Source: FDIC)
- In 2017, 79,260 loans under \$100,000 (valued at \$1.3 billion) were issued by Indiana lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$46,733 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$21,550. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Indiana Employees per Business by Owner's Demographic, 2016

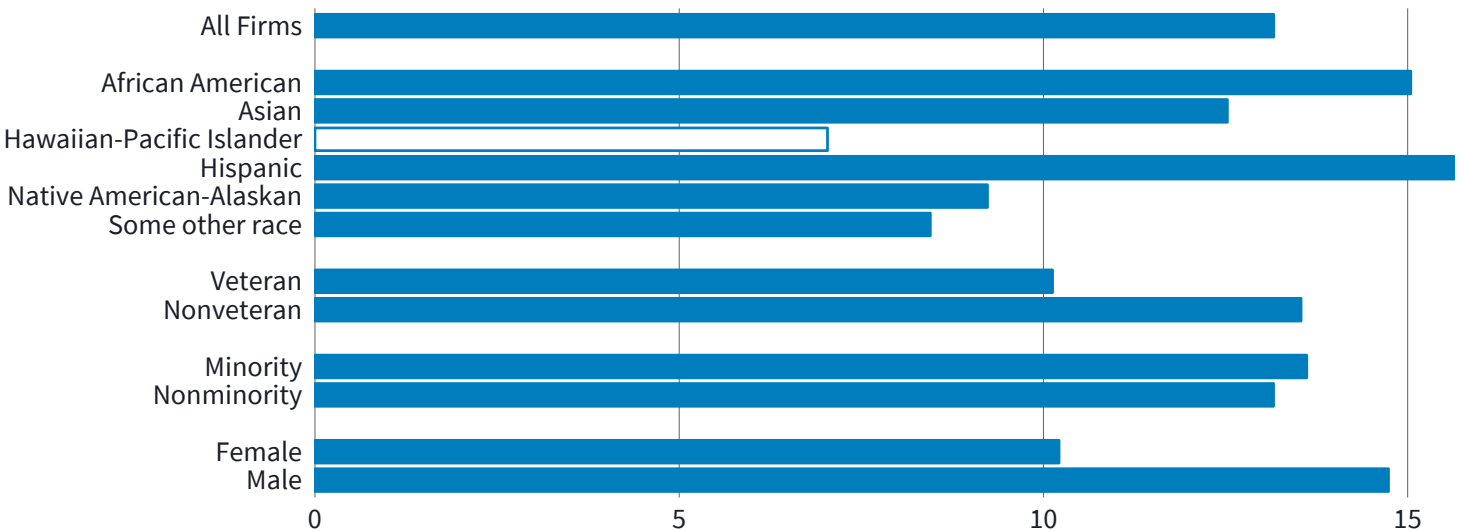
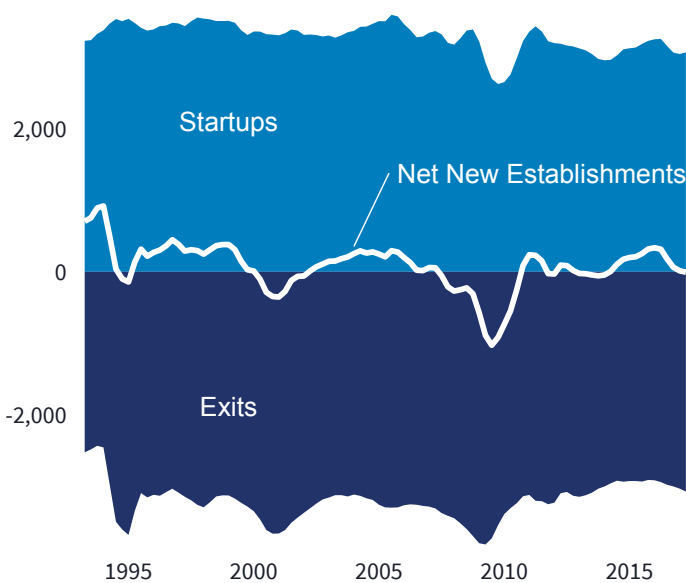


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Indiana Quarterly Startups and Exits



- In the third quarter of 2017, 3,490 establishments started up, generating 12,883 new jobs in Indiana. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,104 establishments exited resulting in 13,665 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of **8,170** companies exported goods from Indiana in 2016. Of these, **6,872**, or **84.1%**, were small firms; they generated **16.3%** of Indiana's **\$32.0 billion** in total exports. (Source: [ITA](#))

Small Business Employment by Industry and Self-Employment by County

Table 1: Indiana Employment by Industry, 2016





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Manufacturing	178,450	500,104	35.7
Health Care and Social Assistance	174,112	423,622	41.1
Accommodation and Food Services	162,284	276,564	58.7
Retail Trade	113,447	325,581	34.8
Other Services (except Public Administration)	108,796	127,449	85.4
Construction	102,552	122,512	83.7
Professional, Scientific, and Technical Services	74,249	128,583	57.7
Wholesale Trade	66,179	118,177	56.0
Administrative, Support, and Waste Management	64,898	216,495	30.0
Transportation and Warehousing	41,172	124,985	32.9
Finance and Insurance	37,623	101,691	37.0
Educational Services	24,390	68,406	35.7
Arts, Entertainment, and Recreation	24,333	33,842	71.9
Real Estate and Rental and Leasing	23,799	34,043	69.9
Information	11,744	44,335	26.5
Management of Companies and Enterprises	8,235	51,586	16.0
Utilities	3,109	15,109	20.6
Mining, Quarrying, and Oil and Gas Extraction	1,867	5,564	33.6
Agriculture, Forestry, and Fishing and Hunting	911	1,407	64.7
Industries not classified	222	222	100.0
Total	1,222,372	2,720,277	44.9

Figure 4: Indiana Self-Employment Rates by County, 2017

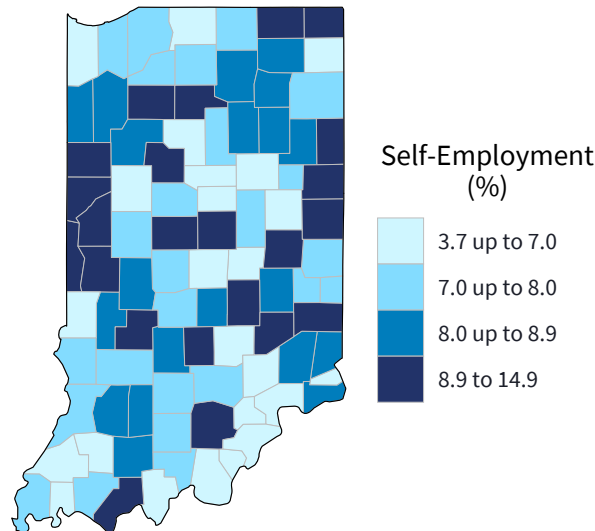


Table 2: Indiana Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	14,735	13,547	67,740	82,475
Construction	12,877	11,758	47,928	60,805
Professional, Scientific, and Technical Services	11,563	10,635	45,749	57,312
Retail Trade	11,587	10,217	40,537	52,124
Real Estate and Rental and Leasing	4,525	4,214	44,275	48,800
Administrative, Support, and Waste Management	5,930	5,192	33,730	39,660
Health Care and Social Assistance	9,802	8,125	27,728	37,530
Transportation and Warehousing	4,205	3,571	26,961	31,166
Arts, Entertainment, and Recreation	2,007	1,693	20,472	22,479
Finance and Insurance	4,468	4,076	11,515	15,983
Accommodation and Food Services	9,230	6,828	5,134	14,364
Educational Services	1,468	1,167	12,432	13,900
Manufacturing	6,457	4,328	7,055	13,512
Wholesale Trade	5,416	4,163	6,179	11,595
Information	900	715	4,548	5,448
Agriculture, Forestry, and Fishing and Hunting	241	230	3,999	4,240
Mining, Quarrying, and Oil and Gas Extraction	142	108	632	774
Utilities	164	121	305	469
Total	105,429	90,845	406,919	512,348

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Iowa



270,484 Small Businesses
99.3% of Iowa Businesses

651,635 Small Business Employees
48.1% of Iowa Employees



EMPLOYMENT
9,470
net new jobs



DIVERSITY
25,822
minority-owned
business employees



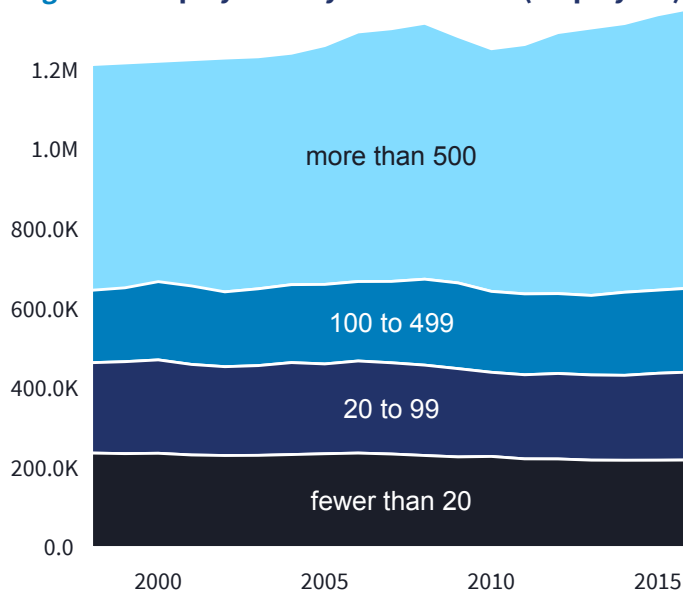
TRADE
2,616
small business
exporters

Overall Iowa Economy

- In the third quarter of 2018, Iowa grew at an annual rate of **3.3%**, which was slower than the overall US growth rate of **3.4%**. Iowa's 2017 growth rate of **0.3%** was down from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.4%**, down from **2.7%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Iowa small businesses employed **651,635** people, or **48.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.6%** during the 12-month period ending in February 2019. This was above the increase of **0.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **9,470** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **8,226** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **516** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 7 between June 2016 and June 2017 to 301 banks. (Source: FDIC)
- In 2017, 36,113 loans under \$100,000 (valued at \$605.3 million) were issued by Iowa lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,148 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$26,032. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Iowa Employees per Business by Owner's Demographic, 2016

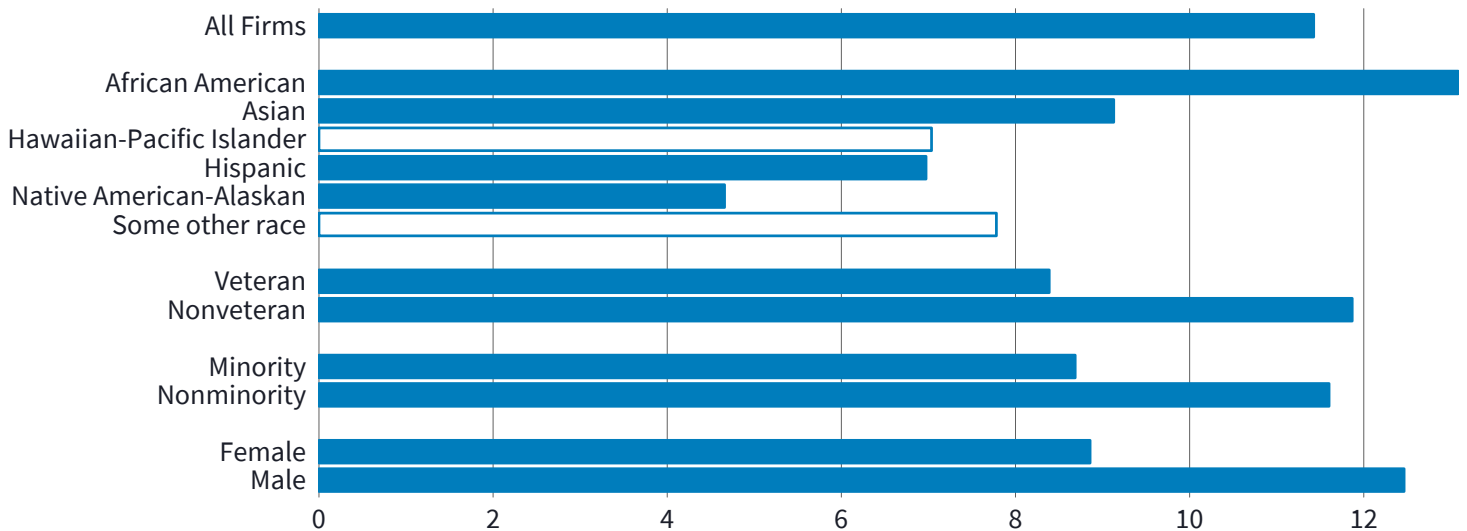
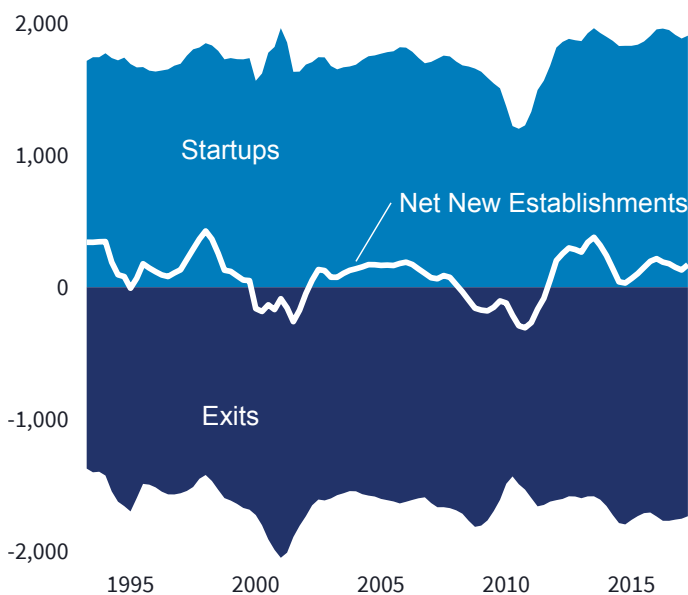


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Iowa Quarterly Startups and Exits



- In the third quarter of 2017, 2,026 establishments started up, generating 7,463 new jobs in Iowa. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,789 establishments exited resulting in 5,851 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of **3,163** companies exported goods from Iowa in 2016. Of these, **2,616**, or **82.7%**, were small firms; they generated **21.6%** of Iowa's **\$10.8 billion** in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Iowa Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	111,933	224,133	49.9
Accommodation and Food Services	84,566	121,432	69.6
Manufacturing	68,178	208,831	32.6
Retail Trade	64,204	187,275	34.3
Construction	58,809	66,874	87.9
Other Services (except Public Administration)	48,597	52,284	92.9
Wholesale Trade	43,205	68,683	62.9
Professional, Scientific, and Technical Services	35,547	55,168	64.4
Finance and Insurance	31,562	98,251	32.1
Administrative, Support, and Waste Management	27,777	77,808	35.7
Transportation and Warehousing	20,530	57,434	35.7
Arts, Entertainment, and Recreation	15,018	20,389	73.7
Educational Services	12,711	35,240	36.1
Real Estate and Rental and Leasing	10,350	13,679	75.7
Information	8,890	29,739	29.9
Management of Companies and Enterprises	5,006	24,568	20.4
Utilities	1,662	7,971	20.9
Agriculture, Forestry, and Fishing and Hunting	1,488	2,538	58.6
Mining, Quarrying, and Oil and Gas Extraction	1,424	2,012	70.8
Industries not classified	178	178	100.0
Total	651,635	1,354,487	48.1

Figure 4: Iowa Self-Employment Rates by County, 2017

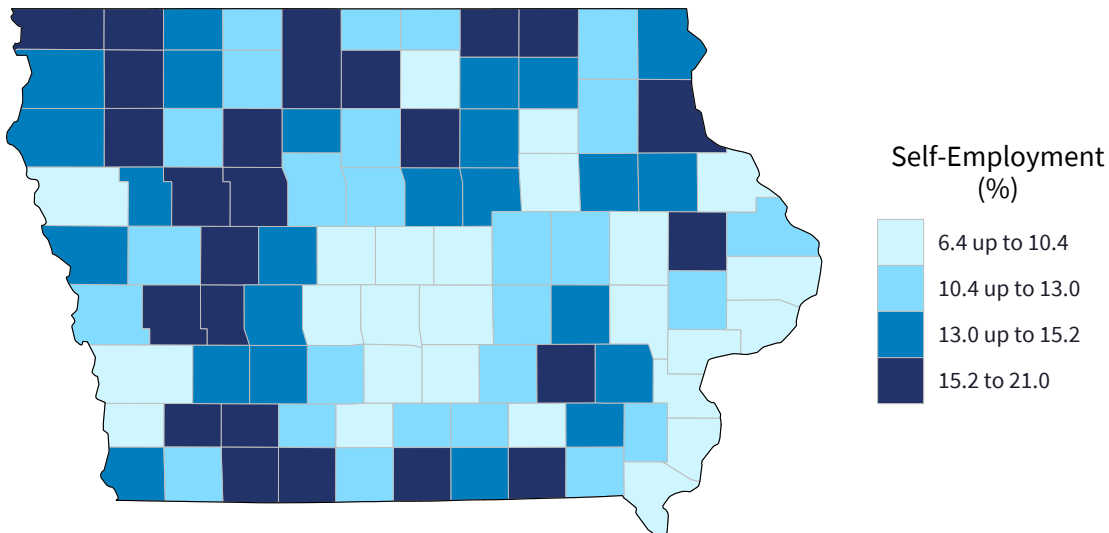


Table 2: Iowa Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	8,450	8,001	31,418	39,868
Construction	8,445	7,807	26,182	34,627
Retail Trade	6,843	5,998	23,199	30,042
Real Estate and Rental and Leasing	2,289	2,144	24,286	26,575
Professional, Scientific, and Technical Services	5,643	5,188	20,703	26,346
Health Care and Social Assistance	5,444	4,287	19,119	24,563
Administrative, Support, and Waste Management	3,057	2,750	14,082	17,139
Transportation and Warehousing	3,005	2,723	12,063	15,068
Arts, Entertainment, and Recreation	1,372	1,201	9,899	11,271
Finance and Insurance	3,324	2,968	7,495	10,819
Accommodation and Food Services	5,513	4,271	2,765	8,278
Wholesale Trade	3,036	2,320	3,145	6,181
Manufacturing	2,682	1,869	3,021	5,703
Educational Services	676	525	4,929	5,605
Agriculture, Forestry, and Fishing and Hunting	302	287	5,095	5,397
Information	742	606	2,131	2,873
Utilities	74	38	230	304
Mining, Quarrying, and Oil and Gas Extraction	66	45	32	98
Total	60,690	53,124	209,794	270,484

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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

2019 Small Business Profile

Kansas



254,297 Small Businesses
99.1% of Kansas Businesses

604,215 Small Business Employees
51.0% of Kansas Employees



EMPLOYMENT
9,106
net new jobs



DIVERSITY
42,748
minority-owned
business employees



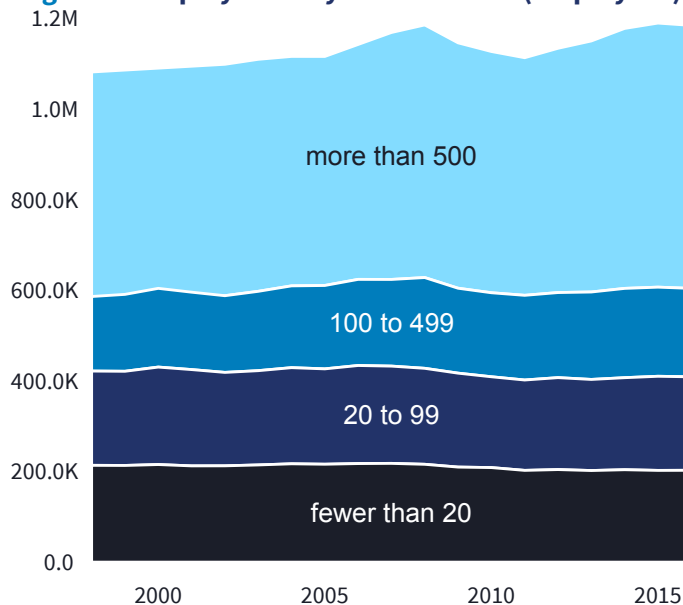
TRADE
2,644
small business
exporters

Overall Kansas Economy

- In the third quarter of 2018, Kansas grew at an annual rate of **2.3%**, which was slower than the overall US growth rate of **3.4%**. Kansas's 2017 growth rate of **0.2%** was down from the 2016 rate of **2.2%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.4%**, down from **3.5%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Kansas small businesses employed **604,215** people, or **51.0%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.7%** during the 12-month period ending in February 2019. This was above the increase of **0.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **9,106** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **6,898** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **1,577** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **17** between June 2016 and June 2017 to **252** banks. (Source: [FDIC](#))
- In 2017, **37,201** loans under \$100,000 (valued at **\$534.8 million**) were issued by Kansas lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,470** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$24,974**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Kansas Employees per Business by Owner's Demographic, 2016

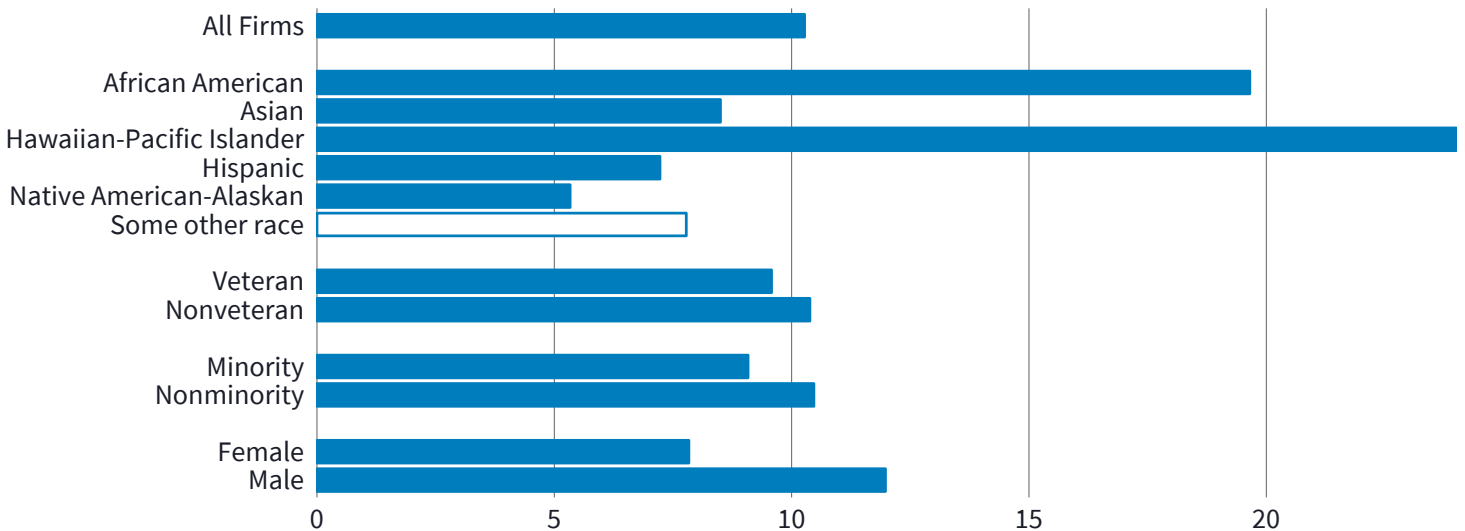
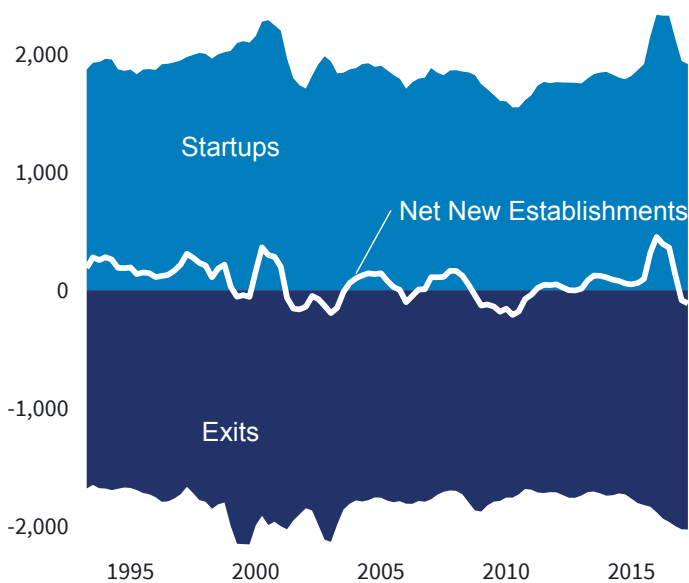


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Kansas Quarterly Startups and Exits



- In the third quarter of 2017, **1,905** establishments started up, generating **6,879** new jobs in Kansas. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,731** establishments exited resulting in **6,617** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 3,190 companies exported goods from Kansas in 2016. Of these, 2,644, or 82.9%, were small firms; they generated 27.6% of Kansas's \$8.4 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Kansas Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	103,221	191,669	53.9
Accommodation and Food Services	69,361	115,329	60.1
Manufacturing	59,042	160,006	36.9
Retail Trade	57,744	153,917	37.5
Construction	53,434	65,081	82.1
Other Services (except Public Administration)	47,144	50,989	92.5
Professional, Scientific, and Technical Services	40,860	65,414	62.5
Wholesale Trade	36,756	62,811	58.5
Administrative, Support, and Waste Management	33,102	81,652	40.5
Finance and Insurance	28,671	60,819	47.1
Transportation and Warehousing	16,331	55,850	29.2
Educational Services	13,580	20,516	66.2
Arts, Entertainment, and Recreation	11,334	16,133	70.3
Real Estate and Rental and Leasing	10,928	14,984	72.9
Information	9,349	30,674	30.5
Mining, Quarrying, and Oil and Gas Extraction	5,788	7,571	76.4
Management of Companies and Enterprises	4,795	22,949	20.9
Utilities	1,746	7,287	24.0
Agriculture, Forestry, and Fishing and Hunting	831	861	96.5
Industries not classified	198	198	100.0
Total	604,215	1,184,710	51.0

Figure 4: Kansas Self-Employment Rates by County, 2017

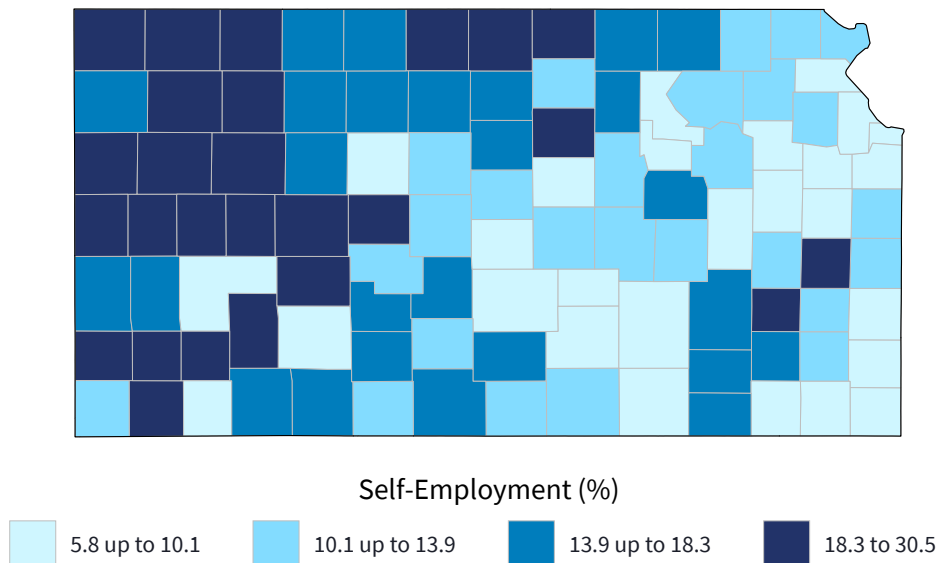


Table 2: Kansas Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	7,325	6,840	28,703	36,028
Professional, Scientific, and Technical Services	6,256	5,767	24,902	31,158
Construction	6,836	6,250	20,662	27,498
Retail Trade	6,376	5,647	20,707	27,083
Real Estate and Rental and Leasing	2,518	2,369	21,271	23,789
Health Care and Social Assistance	5,806	4,776	15,353	21,159
Administrative, Support, and Waste Management	3,062	2,669	14,915	17,977
Transportation and Warehousing	1,939	1,695	9,446	11,385
Arts, Entertainment, and Recreation	976	834	10,012	10,988
Finance and Insurance	3,360	3,021	7,607	10,967
Accommodation and Food Services	4,170	3,076	2,497	6,667
Mining, Quarrying, and Oil and Gas Extraction	887	818	5,598	6,485
Wholesale Trade	2,826	2,126	3,119	5,945
Educational Services	650	501	4,946	5,596
Manufacturing	2,283	1,597	2,852	5,135
Agriculture, Forestry, and Fishing and Hunting	180	168	3,400	3,580
Information	615	475	2,123	2,738
Utilities	49	25	141	190
Total	56,043	48,798	198,254	254,297

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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- BEA Bureau of Economic Analysis, US Department of Commerce
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- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Kentucky



351,260 Small Businesses
99.3% of Kentucky Businesses

702,054 Small Business Employees
43.8% of Kentucky Employees



EMPLOYMENT
16,824
net new jobs



DIVERSITY
50,401
minority-owned
business employees



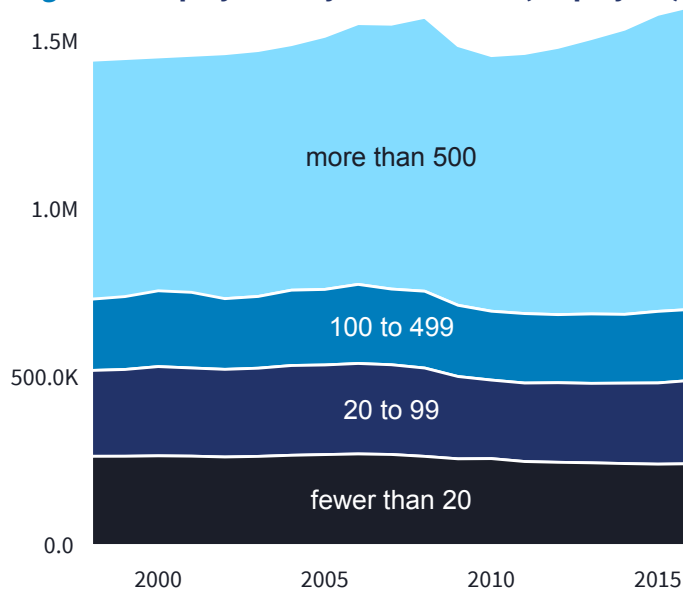
TRADE
3,479
small business
exporters

Overall Kentucky Economy

- In the third quarter of 2018, Kentucky grew at an annual rate of **2.1%**, which was slower than the overall US growth rate of **3.4%**. Kentucky's 2017 growth rate of **1.7%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.1%**, down from **4.3%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Kentucky small businesses employed **702,054** people, or **43.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.6%** during the 12-month period ending in February 2019. This was below the increase of **1.4%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **16,824** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **11,367** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **1,398** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **10** between June 2016 and June 2017 to **155** banks. (Source: [FDIC](#))
- In 2017, **53,601** loans under \$100,000 (valued at **\$818.1 million**) were issued by Kentucky lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,527** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$21,749**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Kentucky Employees per Business by Owner's Demographic, 2016

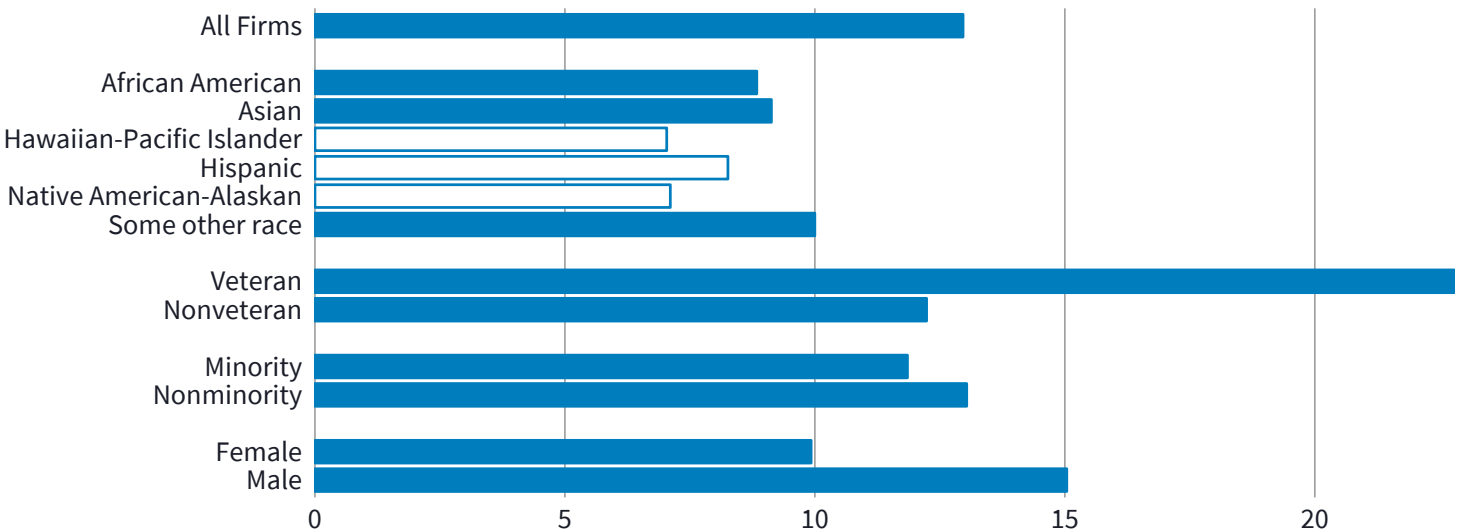
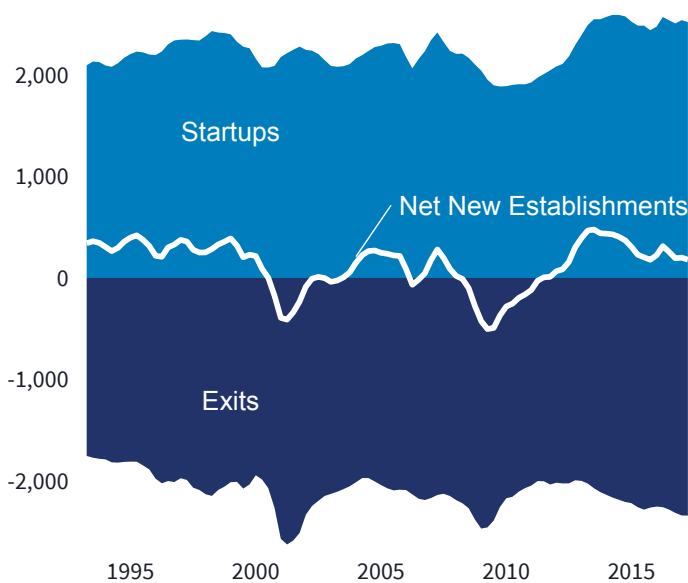


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Kentucky Quarterly Startups and Exits



- In the third quarter of 2017, **2,389** establishments started up, generating **9,070** new jobs in Kentucky. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,492** establishments exited resulting in **8,551** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 4,471 companies exported goods from Kentucky in 2016. Of these, 3,479, or 77.8%, were small firms; they generated 43.7% of Kentucky's \$27.8 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Kentucky Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	103,440	255,345	40.5
Accommodation and Food Services	102,946	173,991	59.2
Retail Trade	77,228	214,356	36.0
Manufacturing	72,076	235,487	30.6
Construction	62,004	69,808	88.8
Other Services (except Public Administration)	53,711	66,783	80.4
Professional, Scientific, and Technical Services	48,279	74,749	64.6
Administrative, Support, and Waste Management	36,935	121,236	30.5
Wholesale Trade	35,702	71,545	49.9
Finance and Insurance	24,981	74,742	33.4
Transportation and Warehousing	21,245	96,476	22.0
Arts, Entertainment, and Recreation	14,924	17,667	84.5
Educational Services	14,546	28,807	50.5
Real Estate and Rental and Leasing	12,488	18,186	68.7
Information	7,933	32,140	24.7
Mining, Quarrying, and Oil and Gas Extraction	4,904	10,134	48.4
Management of Companies and Enterprises	4,310	31,161	13.8
Utilities	2,450	8,530	28.7
Agriculture, Forestry, and Fishing and Hunting	1,411	1,489	94.8
Industries not classified	541	541	100.0
Total	702,054	1,603,173	43.8

Figure 4: Kentucky Self-Employment Rates by County, 2017

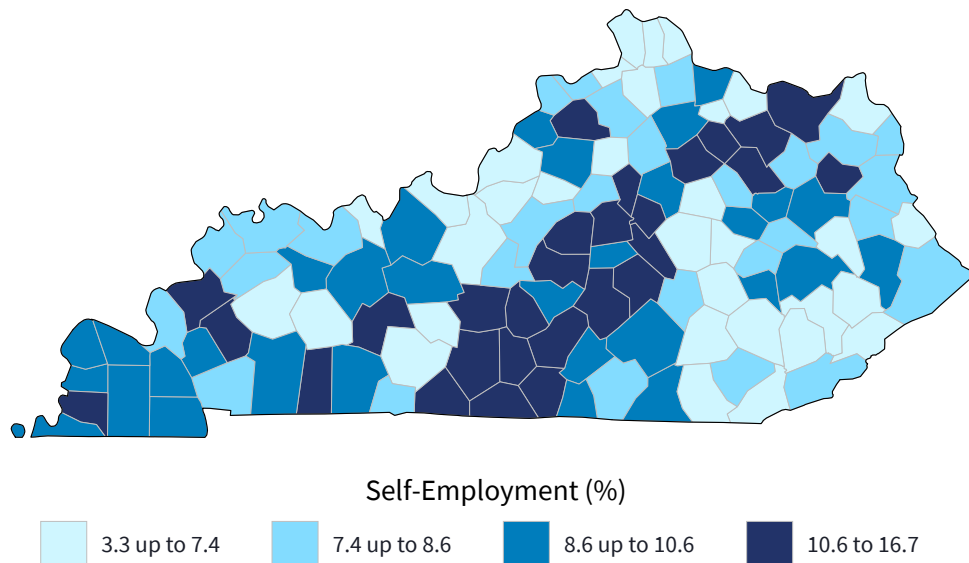


Table 2: Kentucky Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	8,556	8,000	49,353	57,909
Construction	7,068	6,370	38,907	45,975
Professional, Scientific, and Technical Services	7,343	6,759	29,684	37,027
Retail Trade	8,757	7,771	28,197	36,954
Real Estate and Rental and Leasing	2,855	2,668	29,042	31,897
Administrative, Support, and Waste Management	3,155	2,718	27,644	30,799
Health Care and Social Assistance	8,951	7,909	18,596	27,547
Transportation and Warehousing	2,059	1,752	16,403	18,462
Arts, Entertainment, and Recreation	1,229	1,030	12,941	14,170
Finance and Insurance	2,813	2,521	7,185	9,998
Accommodation and Food Services	5,493	3,891	3,334	8,827
Educational Services	744	590	6,688	7,432
Wholesale Trade	2,898	2,240	4,254	7,152
Manufacturing	2,839	1,924	3,861	6,700
Agriculture, Forestry, and Fishing and Hunting	229	214	4,594	4,823
Information	655	529	2,676	3,331
Mining, Quarrying, and Oil and Gas Extraction	311	231	1,477	1,788
Utilities	72	45	217	289
Total	66,207	57,586	285,053	351,260

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Louisiana



447,440 Small Businesses
99.5% of Louisiana Businesses

902,758 Small Business Employees
52.8% of Louisiana Employees

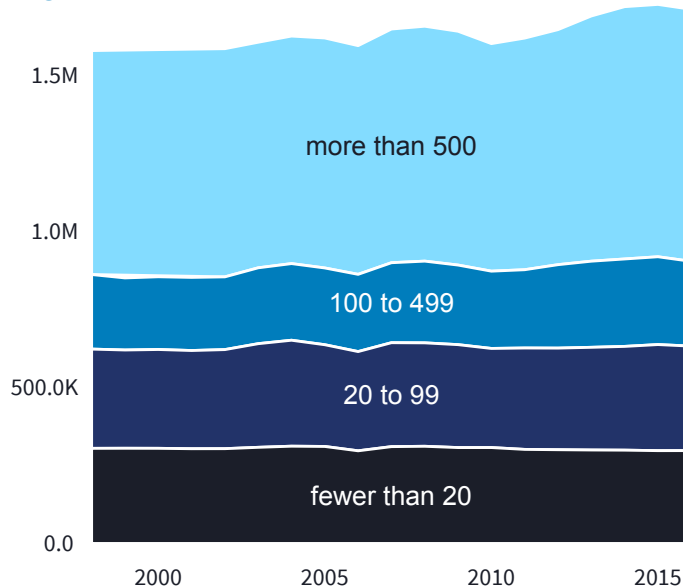


Overall Louisiana Economy

- In the third quarter of 2018, Louisiana grew at an annual rate of **1.9%**, which was slower than the overall US growth rate of **3.4%**. Louisiana's 2017 growth rate of **-0.8%** was up from the 2016 rate of **-1.3%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.9%**, up from **4.7%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Louisiana small businesses employed **902,758** people, or **52.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.4%** during the 12-month period ending in February 2019. This was below the increase of **1.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **10,105** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **9,751** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **10,454** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by 3 between June 2016 and June 2017 to 128 banks. (Source: FDIC)
- In 2017, 86,865 loans under \$100,000 (valued at \$1.2 billion) were issued by Louisiana lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,633 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$22,103. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Louisiana Employees per Business by Owner's Demographic, 2016

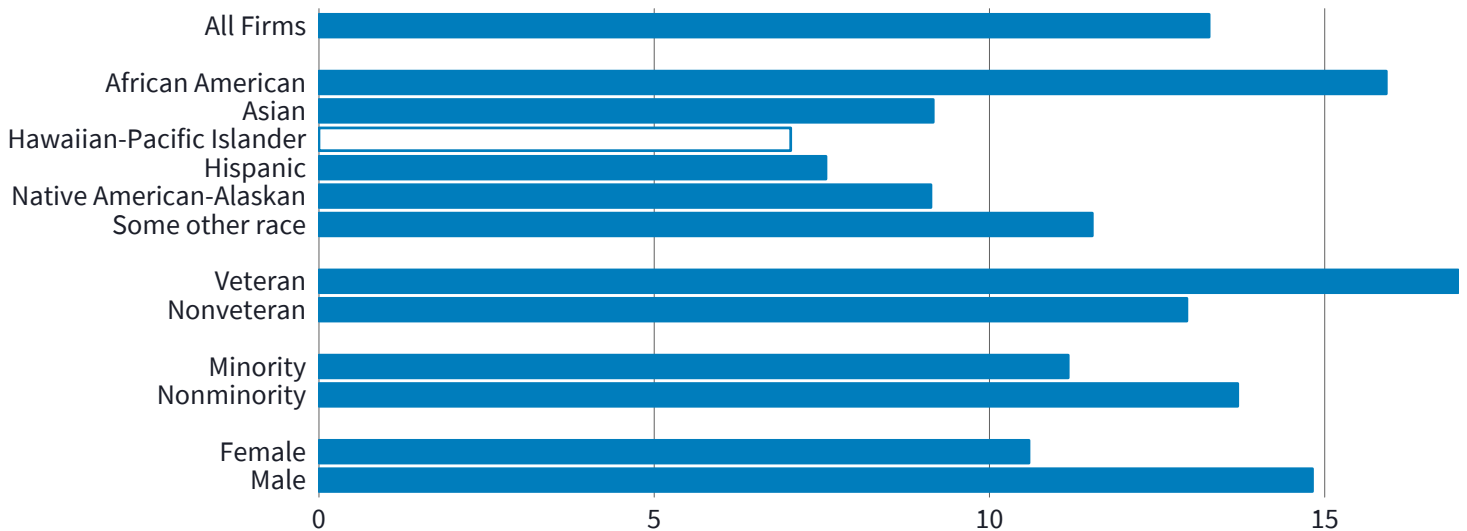
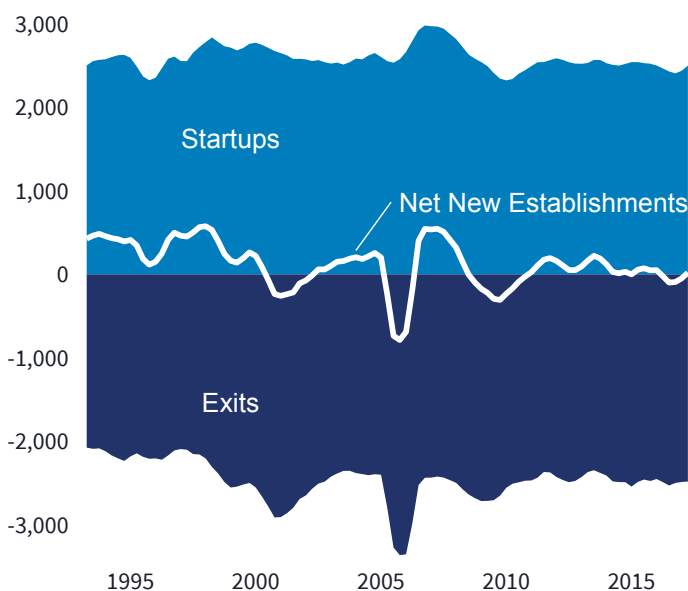


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Louisiana Quarterly Startups and Exits



- In the third quarter of 2017, 2,568 establishments started up, generating 11,655 new jobs in Louisiana. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,392 establishments exited resulting in 9,404 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 3,588 companies exported goods from Louisiana in 2016. Of these, 3,034, or 84.6%, were small firms; they generated 34.8% of Louisiana's \$46.4 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Louisiana Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	156,097	294,641	53.0
Accommodation and Food Services	127,487	218,289	58.4
Retail Trade	94,878	240,119	39.5
Construction	76,700	135,543	56.6
Professional, Scientific, and Technical Services	68,456	97,108	70.5
Other Services (except Public Administration)	66,666	75,808	87.9
Manufacturing	49,547	118,352	41.9
Administrative, Support, and Waste Management	48,645	105,382	46.2
Wholesale Trade	46,880	75,766	61.9
Finance and Insurance	32,615	64,521	50.5
Transportation and Warehousing	30,664	68,693	44.6
Educational Services	28,782	43,929	65.5
Real Estate and Rental and Leasing	21,100	30,746	68.6
Arts, Entertainment, and Recreation	17,154	25,583	67.1
Mining, Quarrying, and Oil and Gas Extraction	16,184	43,227	37.4
Management of Companies and Enterprises	7,728	25,579	30.2
Information	7,219	30,111	24.0
Agriculture, Forestry, and Fishing and Hunting	3,466	4,091	84.7
Utilities	2,258	11,506	19.6
Industries not classified	232	232	100.0
Total	902,758	1,709,226	52.8

Figure 4: Louisiana Self-Employment Rates by County, 2017

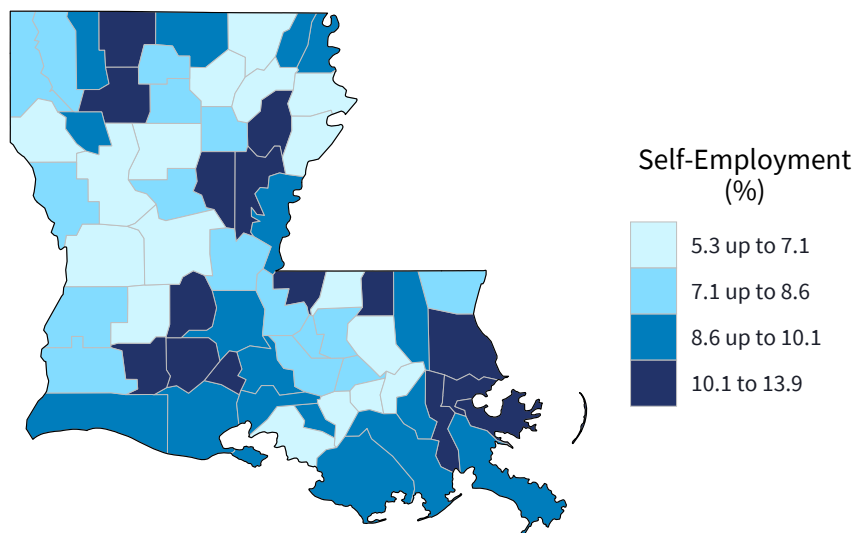







Table 2: Louisiana Small Businesses by Industry and Firm Size, 2016

 Industry	 1-499 Employees	 1-19 Employees	 Nonemployer Firms	 Total Small Firms
Other Services (except Public Administration)	8,949	8,212	65,952	74,901
Professional, Scientific, and Technical Services	10,593	9,796	39,954	50,547
Construction	7,865	6,989	38,661	46,526
Health Care and Social Assistance	9,585	7,929	34,302	43,887
Administrative, Support, and Waste Management	3,853	3,255	38,020	41,873
Real Estate and Rental and Leasing	3,574	3,294	35,135	38,709
Retail Trade	9,880	8,731	26,320	36,200
Transportation and Warehousing	2,739	2,309	22,202	24,941
Arts, Entertainment, and Recreation	1,326	1,104	16,067	17,393
Accommodation and Food Services	6,955	5,085	7,941	14,896
Finance and Insurance	3,661	3,321	9,948	13,609
Agriculture, Forestry, and Fishing and Hunting	578	540	8,981	9,559
Educational Services	1,096	738	7,620	8,716
Wholesale Trade	3,711	2,859	4,549	8,260
Manufacturing	2,653	1,994	4,470	7,123
Mining, Quarrying, and Oil and Gas Extraction	1,086	853	4,989	6,075
Information	593	474	3,366	3,959
Utilities	181	164	258	439
Total	78,705	67,765	368,735	447,440

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- ACS American Community Survey, US Census Bureau
- ASE Annual Survey of Entrepreneurs, US Census Bureau
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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Maine



147,270 Small Businesses
99.2% of Maine Businesses

289,156 Small Business Employees
56.5% of Maine Employees



EMPLOYMENT
4,728
net new jobs



DIVERSITY
5,213
minority-owned
business employees



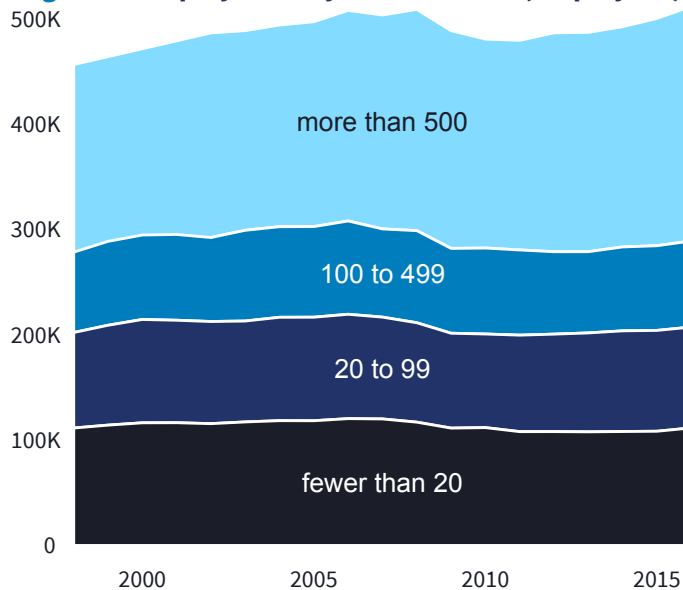
TRADE
1,548
small business
exporters

Overall Maine Economy

- In the third quarter of 2018, Maine grew at an annual rate of **2.6%**, which was slower than the overall US growth rate of **3.4%**. Maine's 2017 growth rate of **1.9%** was up from the 2016 rate of **1.7%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.4%**, up from **3.2%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Maine small businesses employed **289,156** people, or **56.5%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.4%** during the 12-month period ending in February 2019. This was below the increase of **0.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **4,728** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **5,777** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **872** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks was unchanged at **26** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **25,192** loans under \$100,000 (valued at **\$390.0 million**) were issued by Maine lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,992** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$25,413**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Maine Employees per Business by Owner's Demographic, 2016

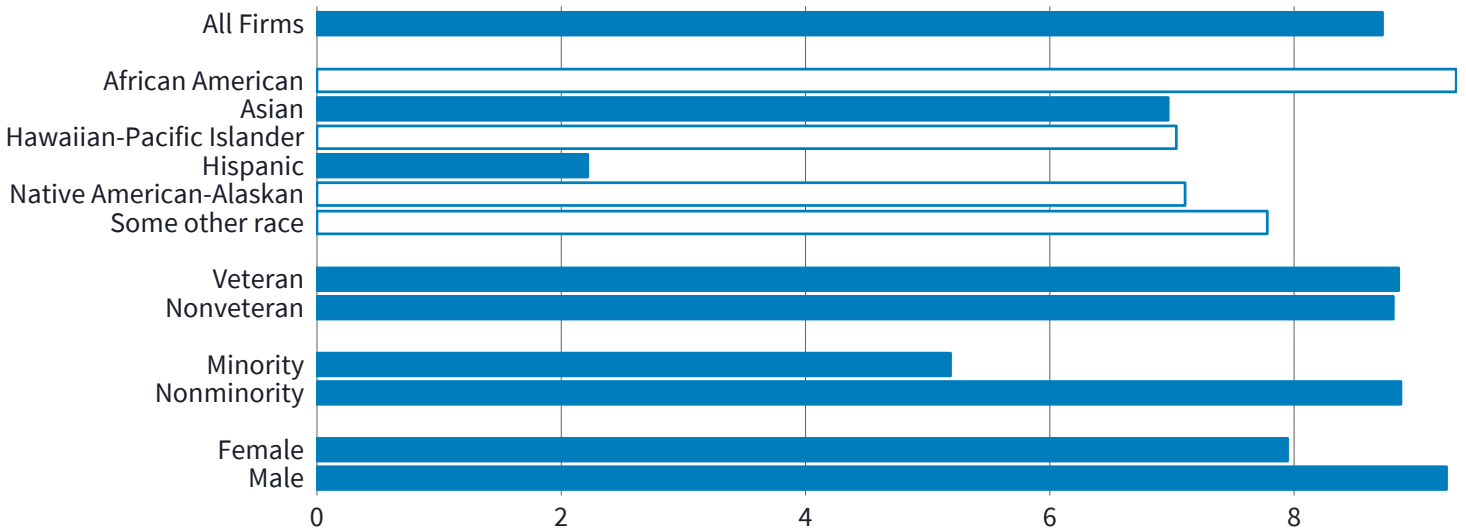
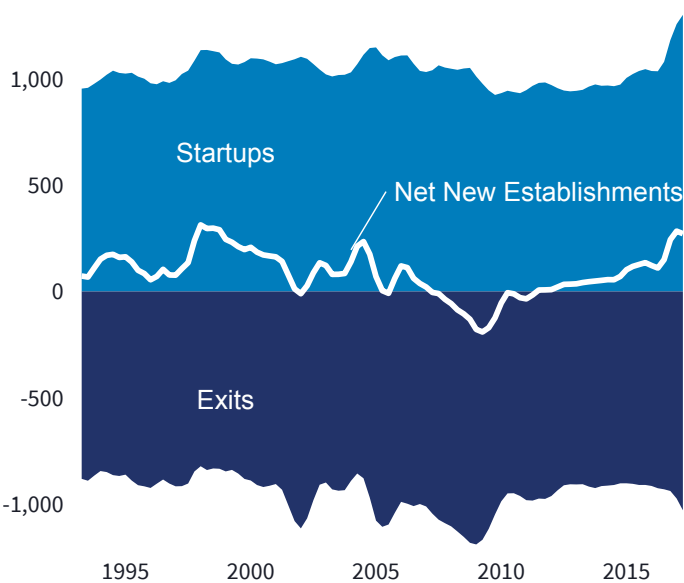


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Maine Quarterly Startups and Exits



- In the third quarter of 2017, **1,325** establishments started up, generating **3,459** new jobs in Maine. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,167** establishments exited resulting in **3,274** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of **1,841** companies exported goods from Maine in 2016. Of these, **1,548**, or **84.1%**, were small firms; they generated **50.4%** of Maine's **\$2.5 billion** in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Maine Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	50,488	111,720	45.2
Accommodation and Food Services	40,907	51,972	78.7
Retail Trade	37,328	83,847	44.5
Manufacturing	25,162	49,793	50.5
Construction	23,526	25,506	92.2
Professional, Scientific, and Technical Services	17,913	23,182	77.3
Other Services (except Public Administration)	17,353	18,738	92.6
Administrative, Support, and Waste Management	14,554	24,664	59.0
Wholesale Trade	11,260	18,369	61.3
Finance and Insurance	10,480	28,305	37.0
Transportation and Warehousing	8,486	15,695	54.1
Educational Services	7,635	17,952	42.5
Arts, Entertainment, and Recreation	6,836	8,048	84.9
Information	5,493	11,872	46.3
Real Estate and Rental and Leasing	5,481	6,656	82.3
Agriculture, Forestry, and Fishing and Hunting	3,123	3,170	98.5
Management of Companies and Enterprises	1,999	9,657	20.7
Utilities	879	2,527	34.8
Industries not classified	148	148	100.0
Mining, Quarrying, and Oil and Gas Extraction	105	115	91.3
Total	289,156	511,936	56.5

Figure 4: Maine Self-Employment Rates by County, 2017

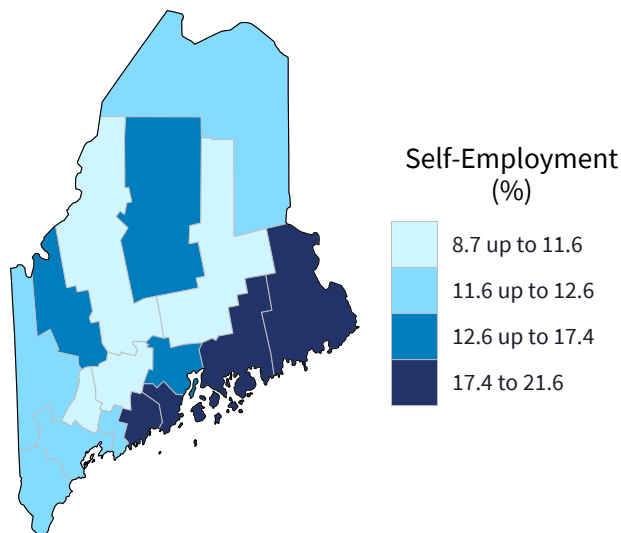


Table 2: Maine Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Construction	4,899	4,678	17,362	22,261
Other Services (except Public Administration)	3,443	3,290	14,284	17,727
Professional, Scientific, and Technical Services	3,179	2,969	13,992	17,171
Retail Trade	4,091	3,667	9,402	13,493
Real Estate and Rental and Leasing	1,507	1,449	11,805	13,312
Health Care and Social Assistance	2,966	2,502	7,686	10,652
Agriculture, Forestry, and Fishing and Hunting	899	867	9,238	10,137
Administrative, Support, and Waste Management	1,931	1,764	7,911	9,842
Arts, Entertainment, and Recreation	862	773	7,349	8,211
Accommodation and Food Services	3,605	3,008	1,709	5,314
Transportation and Warehousing	1,061	942	3,390	4,451
Manufacturing	1,512	1,190	2,474	3,986
Educational Services	454	368	2,950	3,404
Wholesale Trade	1,159	939	1,631	2,790
Finance and Insurance	768	640	1,805	2,573
Information	472	396	1,315	1,787
Utilities	34	24	84	118
Mining, Quarrying, and Oil and Gas Extraction	20	17	86	106
Total	32,797	29,555	114,473	147,270

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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

2019 Small Business Profile

Maryland

594,124 Small Businesses
99.5% of Maryland Businesses

1.1 million Small Business Employees
50.1% of Maryland Employees



EMPLOYMENT
37,604
net new jobs



DIVERSITY
193,099
minority-owned
business employees



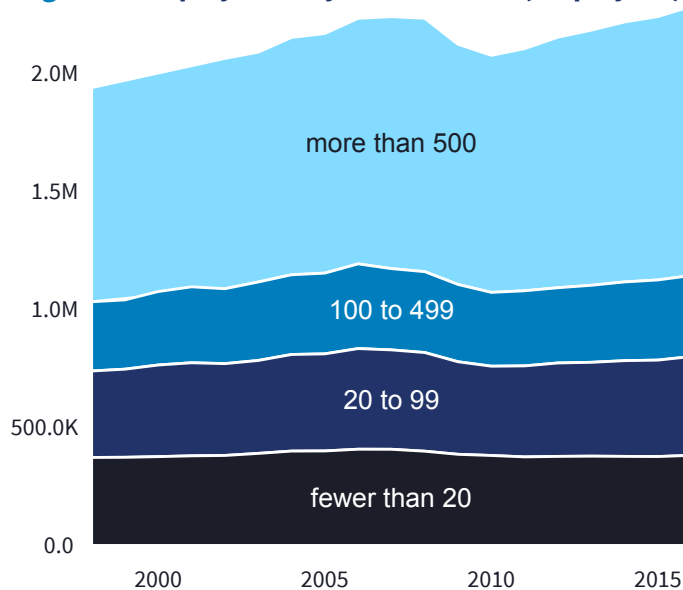
TRADE
5,380
small business
exporters

Overall Maryland Economy

- In the third quarter of 2018, Maryland grew at an annual rate of **2.3%**, which was slower than the overall US growth rate of **3.4%**. Maryland's 2017 growth rate of **2.2%** was down from the 2016 rate of **3.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.7%**, down from **4.2%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Maryland small businesses employed **1.1 million** people, or **50.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.6%** during the 12-month period ending in February 2019. This was equal to the increase of **0.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **37,604** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **24,057** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **5,896** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 3 between June 2016 and June 2017 to 54 banks. (Source: FDIC)
- In 2017, 112,312 loans under \$100,000 (valued at \$1.6 billion) were issued by Maryland lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$56,474 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$26,506. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Maryland Employees per Business by Owner's Demographic, 2016

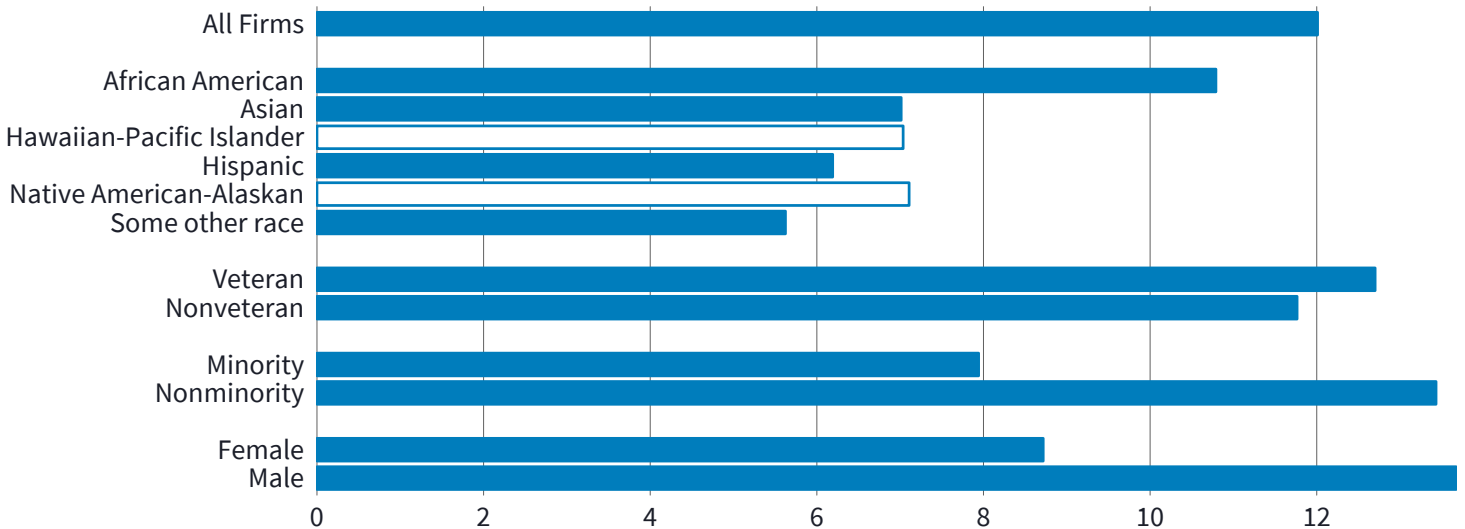
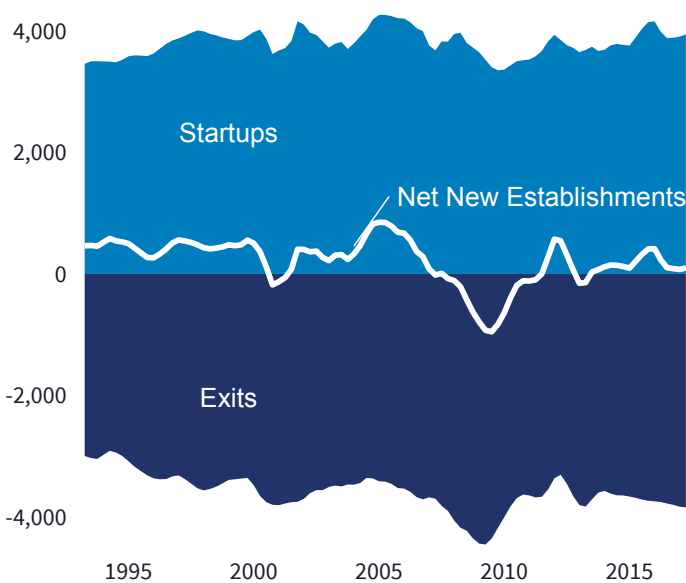


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Maryland Quarterly Startups and Exits



- In the third quarter of 2017, 3,931 establishments started up, generating 18,678 new jobs in Maryland. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,782 establishments exited resulting in 15,181 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 6,235 companies exported goods from Maryland in 2016. Of these, 5,380, or 86.3%, were small firms; they generated 31.3% of Maryland's \$8.4 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Maryland Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	166,711	370,191	45.0
Professional, Scientific, and Technical Services	149,734	276,621	54.1
Accommodation and Food Services	141,053	231,489	60.9
Construction	128,314	150,284	85.4
Other Services (except Public Administration)	99,498	113,861	87.4
Retail Trade	96,124	294,126	32.7
Administrative, Support, and Waste Management	86,948	194,857	44.6
Wholesale Trade	50,331	91,056	55.3
Manufacturing	45,527	97,484	46.7
Educational Services	36,494	83,905	43.5
Finance and Insurance	35,244	101,012	34.9
Real Estate and Rental and Leasing	28,621	45,989	62.2
Transportation and Warehousing	26,104	71,679	36.4
Arts, Entertainment, and Recreation	25,310	39,335	64.3
Information	15,991	52,412	30.5
Management of Companies and Enterprises	8,580	56,062	15.3
Agriculture, Forestry, and Fishing and Hunting	823	1,255	65.6
Utilities	741	9,734	7.6
Mining, Quarrying, and Oil and Gas Extraction	723	1,053	68.7
Industries not classified	320	320	100.0
Total	1,143,191	2,282,725	50.1

Figure 4: Maryland Self-Employment Rates by County, 2017

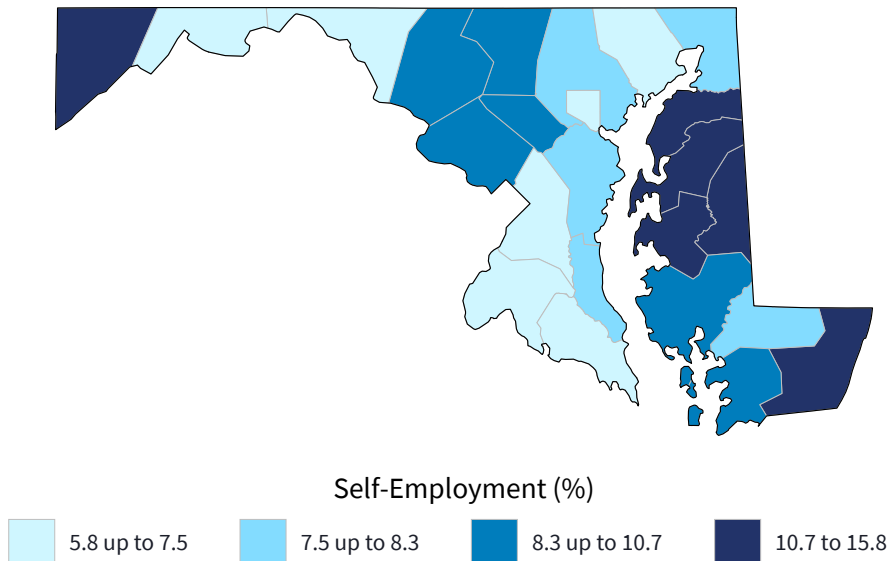


Table 2: Maryland Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	17,891	15,971	77,770	95,661
Other Services (except Public Administration)	12,747	11,619	62,637	75,384
Health Care and Social Assistance	12,115	10,403	50,677	62,792
Construction	13,857	12,325	42,560	56,417
Real Estate and Rental and Leasing	4,471	4,075	50,293	54,764
Transportation and Warehousing	2,841	2,428	45,113	47,954
Administrative, Support, and Waste Management	6,942	5,873	38,507	45,449
Retail Trade	10,840	9,767	33,415	44,255
Arts, Entertainment, and Recreation	1,880	1,553	28,279	30,159
Educational Services	1,936	1,504	17,957	19,893
Accommodation and Food Services	9,035	6,862	7,525	16,560
Finance and Insurance	3,819	3,404	11,655	15,474
Wholesale Trade	4,184	3,312	5,693	9,877
Information	1,220	993	6,929	8,149
Manufacturing	2,600	1,982	4,620	7,220
Agriculture, Forestry, and Fishing and Hunting	200	192	3,338	3,538
Utilities	33	21	500	533
Mining, Quarrying, and Oil and Gas Extraction	45	29	72	117
Total	106,584	92,564	487,540	594,124

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Massachusetts



669,224 Small Businesses
99.5% of Massachusetts Businesses

1.5 million Small Business Employees
45.8% of Massachusetts Employees



EMPLOYMENT
53,980
net new jobs



DIVERSITY
125,988
minority-owned
business employees



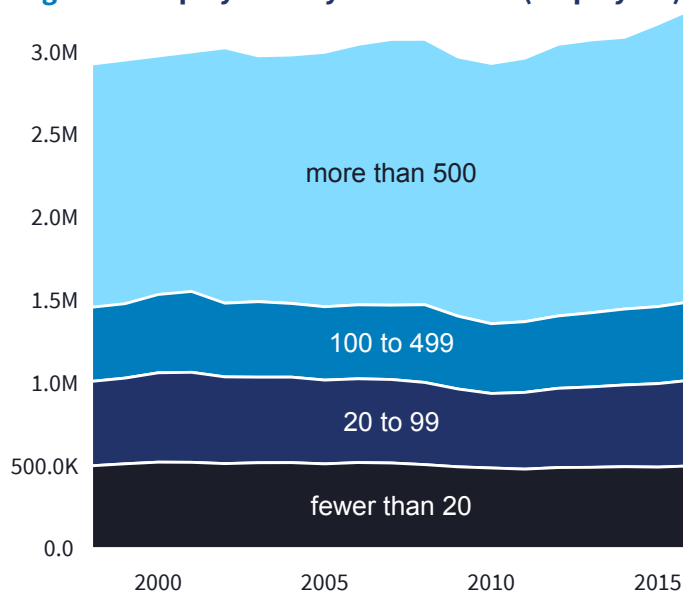
TRADE
8,967
small business
exporters

Overall Massachusetts Economy

- In the third quarter of 2018, Massachusetts grew at an annual rate of **3.5%**, which was faster than the overall US growth rate of **3.4%**. Massachusetts's 2017 growth rate of **2.6%** was up from the 2016 rate of **1.7%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.0%**, down from **3.6%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Massachusetts small businesses employed **1.5 million** people, or **45.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **2.8%** during the 12-month period ending in February 2019. This was equal to the increase of **2.8%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **53,980** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **31,328** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **11,274** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by 9 between June 2016 and June 2017 to 128 banks. (Source: FDIC)
- In 2017, 145,301 loans under \$100,000 (valued at \$2.0 billion) were issued by Massachusetts lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$65,084 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$31,042. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Massachusetts Employees per Business by Owner's Demographic, 2016

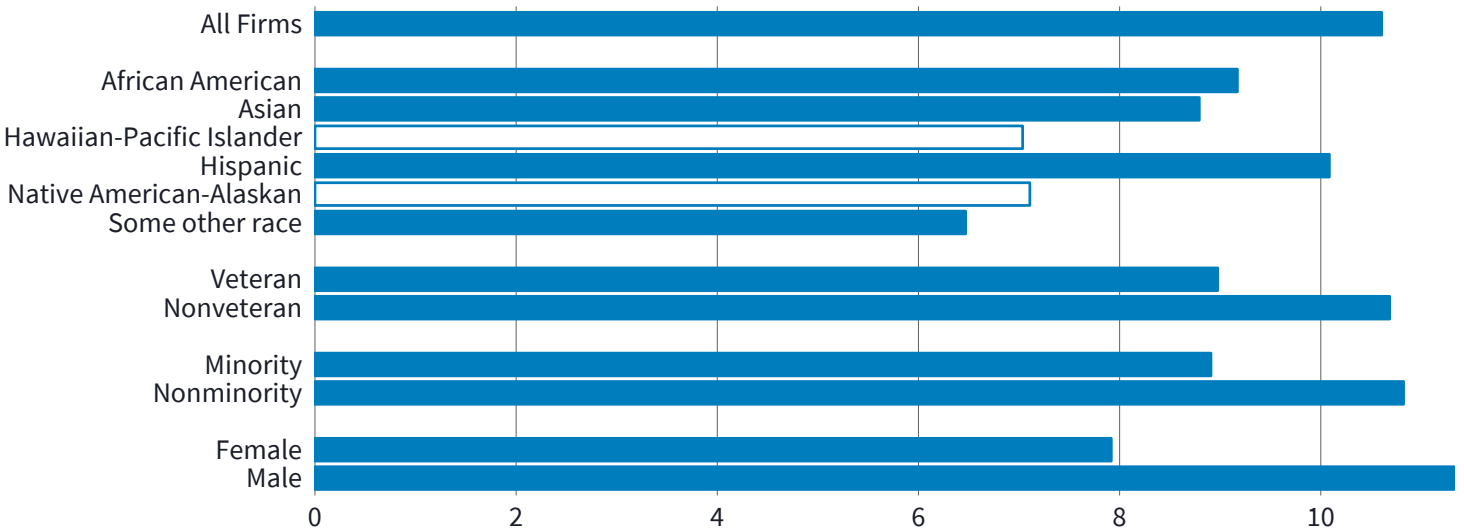
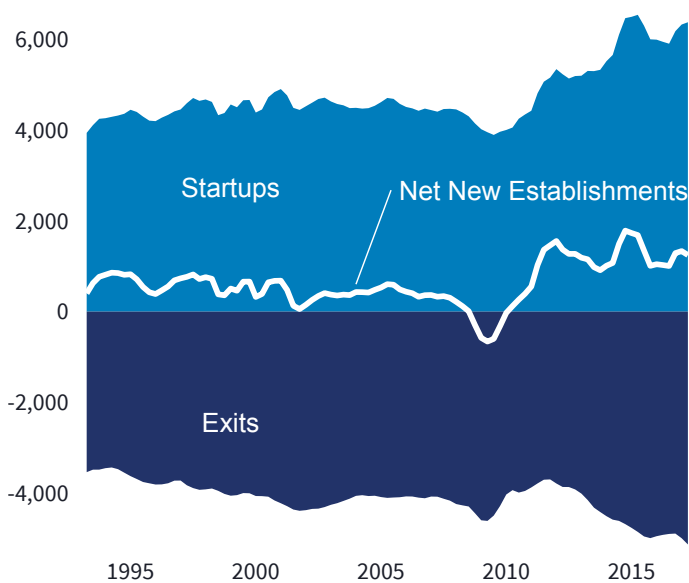


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Massachusetts Quarterly Startups and Exits



- In the third quarter of 2017, 6,423 establishments started up, generating 18,032 new jobs in Massachusetts. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 5,685 establishments exited resulting in 15,658 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 10,085 companies exported goods from Massachusetts in 2016. Of these, 8,967, or 88.9%, were small firms; they generated 35.9% of Massachusetts's \$24.4 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Massachusetts Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	227,593	644,071	35.3
Accommodation and Food Services	200,527	300,348	66.8
Professional, Scientific, and Technical Services	154,719	283,863	54.5
Retail Trade	124,175	373,471	33.2
Manufacturing	119,078	221,424	53.8
Construction	117,133	131,693	88.9
Other Services (except Public Administration)	110,258	127,224	86.7
Administrative, Support, and Waste Management	92,333	200,626	46.0
Wholesale Trade	76,091	143,559	53.0
Educational Services	58,363	219,163	26.6
Finance and Insurance	55,368	189,009	29.3
Arts, Entertainment, and Recreation	41,422	60,235	68.8
Transportation and Warehousing	35,951	84,681	42.5
Information	32,566	114,607	28.4
Real Estate and Rental and Leasing	31,937	46,627	68.5
Management of Companies and Enterprises	9,436	98,805	9.6
Agriculture, Forestry, and Fishing and Hunting	1,043	1,052	99.1
Industries not classified	930	930	100.0
Utilities	801	12,480	6.4
Mining, Quarrying, and Oil and Gas Extraction	692	913	75.8
Total	1,490,416	3,254,781	45.8

Figure 4: Massachusetts Self-Employment Rates by County, 2017

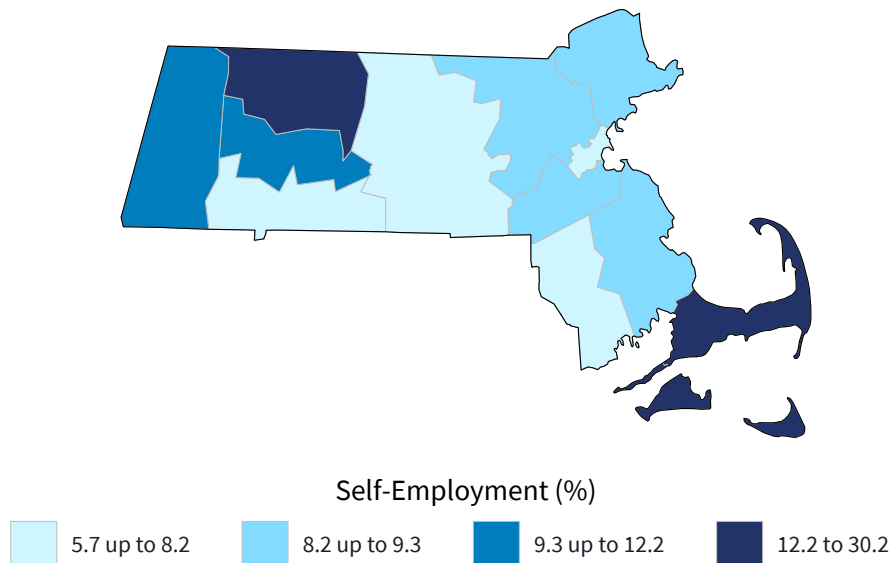


Table 2: Massachusetts Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	19,714	17,844	99,862	119,576
Other Services (except Public Administration)	16,610	15,588	60,802	77,412
Construction	18,467	17,300	56,783	75,250
Real Estate and Rental and Leasing	5,368	4,999	58,038	63,406
Health Care and Social Assistance	12,562	10,345	40,980	53,542
Transportation and Warehousing	3,214	2,709	43,257	46,471
Retail Trade	15,492	14,111	30,093	45,585
Administrative, Support, and Waste Management	9,251	8,270	33,778	43,029
Arts, Entertainment, and Recreation	3,084	2,525	36,127	39,211
Educational Services	2,849	2,235	22,921	25,770
Accommodation and Food Services	13,793	10,720	6,199	19,992
Finance and Insurance	4,778	4,111	14,089	18,867
Wholesale Trade	6,036	4,834	7,162	13,198
Manufacturing	5,887	4,285	5,993	11,880
Information	1,946	1,539	8,083	10,029
Agriculture, Forestry, and Fishing and Hunting	343	337	4,637	4,980
Utilities	72	52	611	683
Mining, Quarrying, and Oil and Gas Extraction	55	40	81	136
Total	139,728	122,430	529,496	669,224

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Michigan

873,722 Small Businesses
99.6% of Michigan Businesses

1.9 million Small Business Employees
49.1% of Michigan Employees



EMPLOYMENT
55,325
net new jobs



DIVERSITY
169,363
minority-owned
business employees



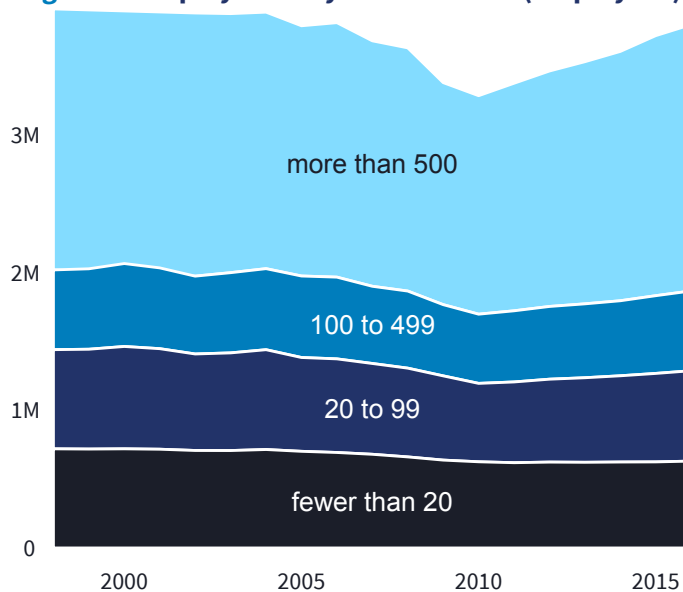
TRADE
12,873
small business
exporters

Overall Michigan Economy

- In the third quarter of 2018, Michigan grew at an annual rate of **2.8%**, which was slower than the overall US growth rate of **3.4%**. Michigan's 2017 growth rate of **2.2%** was up from the 2016 rate of **2.0%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.0%**, down from **4.4%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Michigan small businesses employed **1.9 million** people, or **49.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.0%** during the 12-month period ending in February 2019. This was above the increase of **0.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **55,325** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **30,857** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **11,220** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by 8 between June 2016 and June 2017 to 100 banks. (Source: FDIC)
- In 2017, 145,529 loans under \$100,000 (valued at \$2.2 billion) were issued by Michigan lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$49,302 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$22,597. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Michigan Employees per Business by Owner's Demographic, 2016

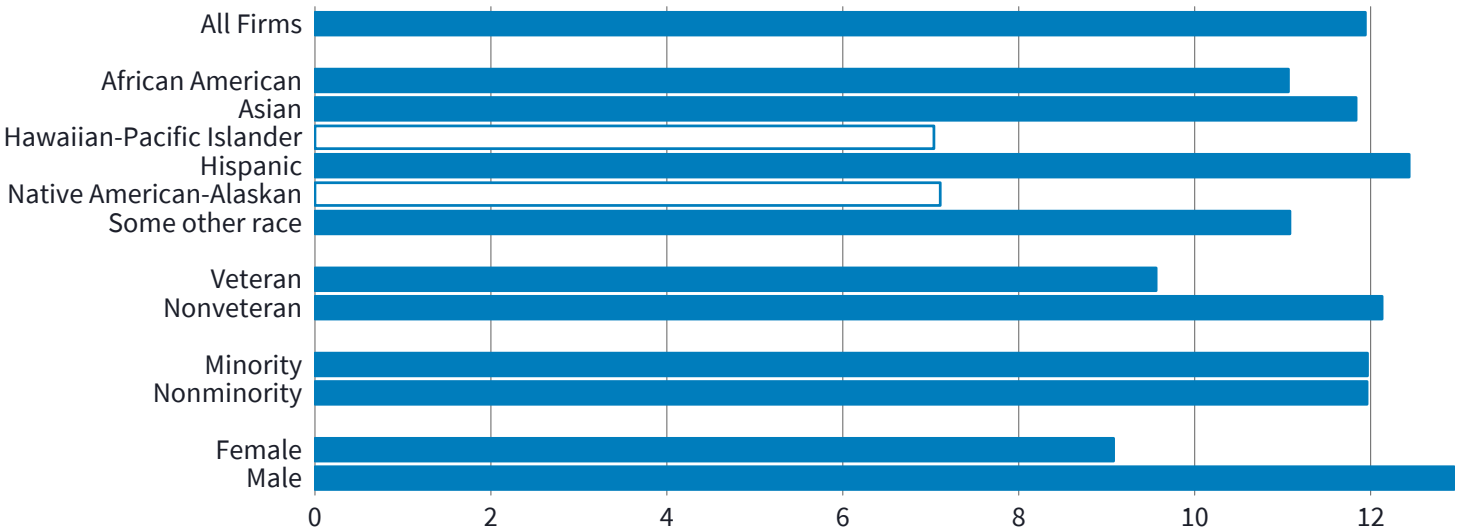
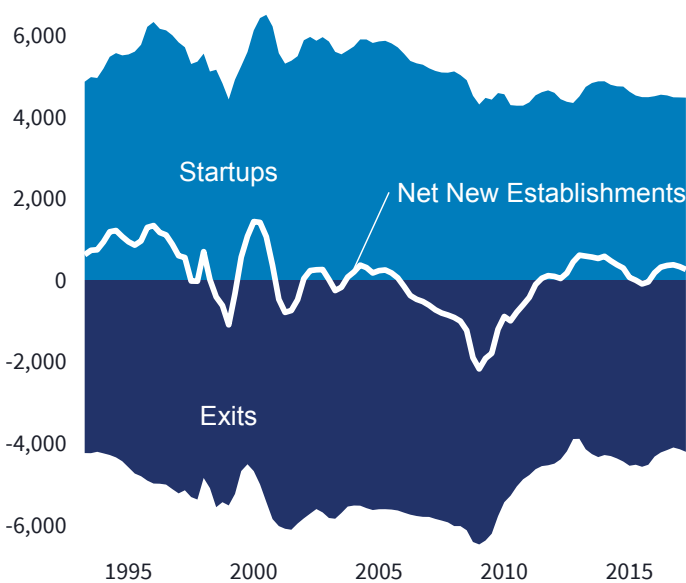


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Michigan Quarterly Startups and Exits



- In the third quarter of 2017, 4,634 establishments started up, generating 19,864 new jobs in Michigan. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 5,334 establishments exited resulting in 22,745 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 14,446 companies exported goods from Michigan in 2016. Of these, 12,873, or 89.1%, were small firms; they generated 23.8% of Michigan's \$50.5 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Michigan Employment by Industry, 2016





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	276,124	615,103	44.9
Manufacturing	261,211	579,509	45.1
Accommodation and Food Services	243,661	385,880	63.1
Retail Trade	192,717	470,993	40.9
Professional, Scientific, and Technical Services	146,951	266,869	55.1
Other Services (except Public Administration)	143,578	159,612	90.0
Administrative, Support, and Waste Management	122,590	337,870	36.3
Construction	122,553	138,920	88.2
Wholesale Trade	103,284	180,432	57.2
Finance and Insurance	58,979	160,029	36.9
Transportation and Warehousing	46,650	114,357	40.8
Arts, Entertainment, and Recreation	36,738	48,434	75.9
Educational Services	35,277	72,796	48.5
Real Estate and Rental and Leasing	34,777	51,699	67.3
Information	21,935	65,937	33.3
Management of Companies and Enterprises	12,978	125,266	10.4
Agriculture, Forestry, and Fishing and Hunting	3,727	3,876	96.2
Mining, Quarrying, and Oil and Gas Extraction	2,363	4,843	48.8
Utilities	1,663	22,024	7.6
Industries not classified	1,129	1,129	100.0
Total	1,868,885	3,805,578	49.1

Figure 4: Michigan Self-Employment Rates by County, 2017

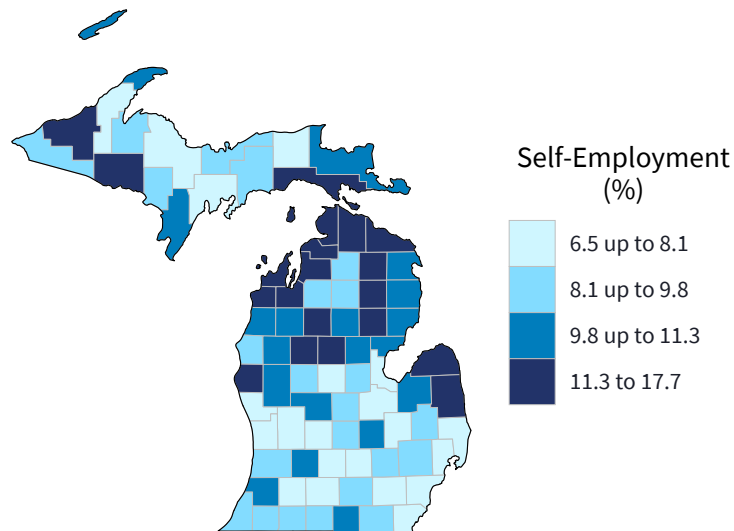


Table 2: Michigan Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	21,308	19,892	119,989	141,297
Professional, Scientific, and Technical Services	19,332	17,666	85,451	104,783
Construction	18,566	17,287	77,549	96,115
Real Estate and Rental and Leasing	5,873	5,484	78,528	84,401
Retail Trade	21,760	19,729	59,513	81,273
Health Care and Social Assistance	19,525	16,810	61,639	81,164
Administrative, Support, and Waste Management	9,616	8,345	57,744	67,360
Transportation and Warehousing	5,124	4,463	37,637	42,761
Arts, Entertainment, and Recreation	3,198	2,738	35,939	39,137
Accommodation and Food Services	15,042	11,270	10,048	25,090
Educational Services	2,014	1,576	22,835	24,849
Finance and Insurance	6,522	5,902	17,862	24,384
Manufacturing	10,713	7,596	12,013	22,726
Wholesale Trade	8,199	6,590	11,108	19,307
Information	2,192	1,903	8,258	10,450
Agriculture, Forestry, and Fishing and Hunting	577	534	5,614	6,191
Mining, Quarrying, and Oil and Gas Extraction	270	224	1,547	1,817
Utilities	84	62	321	405
Total	170,127	148,875	703,595	873,722

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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

2019 Small Business Profile

Minnesota



520,110 Small Businesses
99.5% of Minnesota Businesses

1.3 million Small Business Employees
47.2% of Minnesota Employees



EMPLOYMENT
26,114
net new jobs



DIVERSITY
85,570
minority-owned
business employees



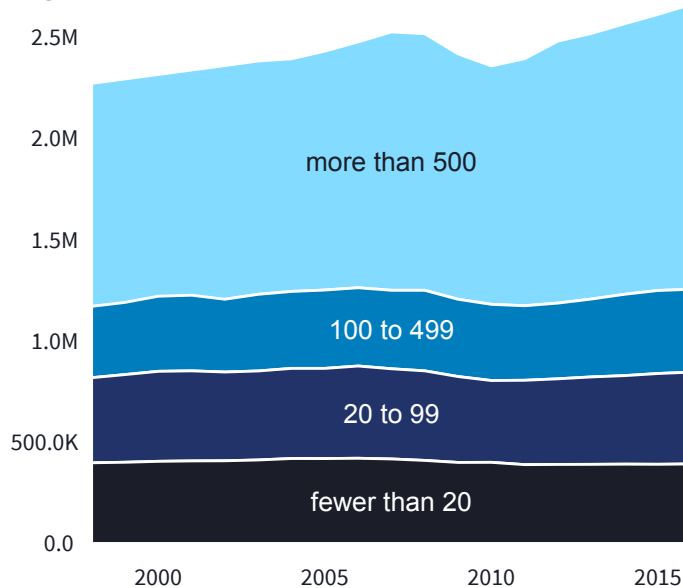
TRADE
7,036
small business
exporters

Overall Minnesota Economy

- In the third quarter of 2018, Minnesota grew at an annual rate of **2.7%**, which was slower than the overall US growth rate of **3.4%**. Minnesota's 2017 growth rate of **1.6%** was down from the 2016 rate of **2.0%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.1%**, unchanged from **3.1%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Minnesota small businesses employed **1.3 million** people, or **47.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.7%** during the 12-month period ending in February 2019. This was below the increase of **1.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **26,114** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **16,818** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,159** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by 9 between June 2016 and June 2017 to 311 banks. (Source: FDIC)
- In 2017, 89,043 loans under \$100,000 (valued at \$1.5 billion) were issued by Minnesota lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,316 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$30,269. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Minnesota Employees per Business by Owner's Demographic, 2016

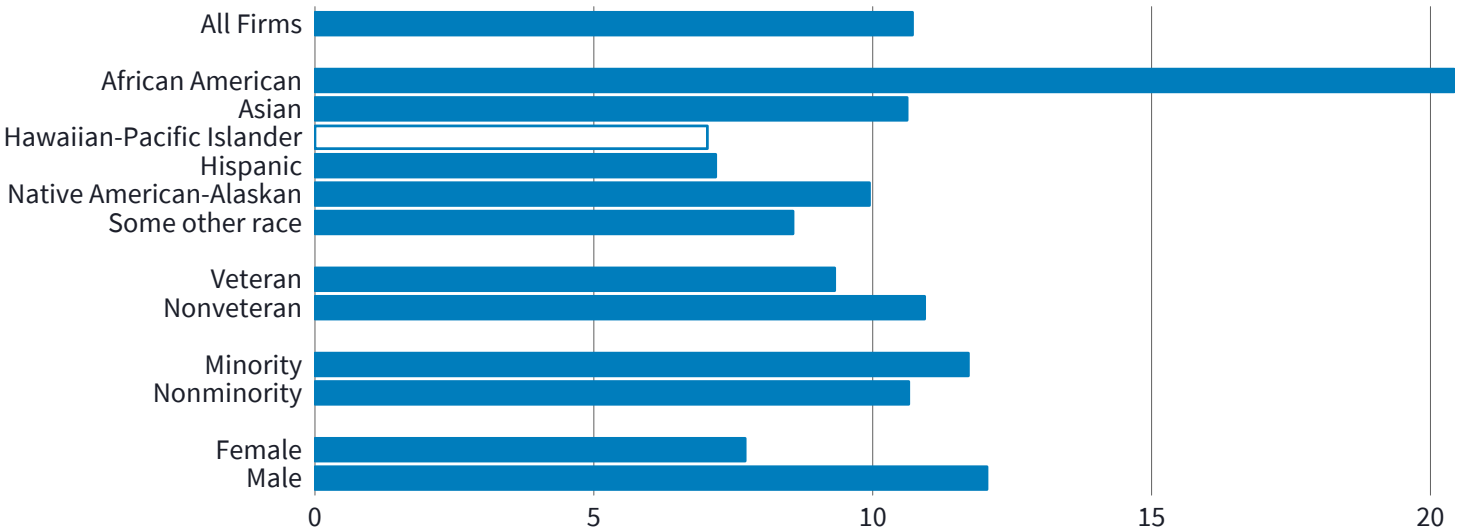
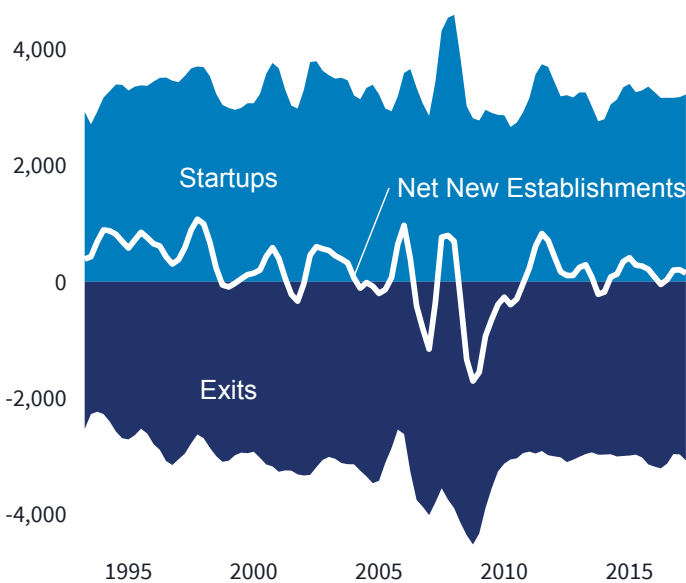


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Minnesota Quarterly Startups and Exits



- In the third quarter of 2017, 3,229 establishments started up, generating 11,679 new jobs in Minnesota. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,268 establishments exited resulting in 12,541 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 8,116 companies exported goods from Minnesota in 2016. Of these, 7,036, or 86.7%, were small firms; they generated 29.7% of Minnesota's \$17.9 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Minnesota Employment by Industry, 2016





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	212,610	460,279	46.2
Accommodation and Food Services	150,366	243,181	61.8
Manufacturing	136,372	305,782	44.6
Retail Trade	118,745	307,266	38.6
Other Services (except Public Administration)	106,622	118,202	90.2
Professional, Scientific, and Technical Services	96,997	183,069	53.0
Construction	94,183	118,033	79.8
Wholesale Trade	71,928	138,136	52.1
Administrative, Support, and Waste Management	60,744	166,463	36.5
Finance and Insurance	44,443	163,505	27.2
Transportation and Warehousing	38,096	83,446	45.7
Educational Services	34,072	72,216	47.2
Arts, Entertainment, and Recreation	28,453	48,324	58.9
Real Estate and Rental and Leasing	26,155	39,639	66.0
Information	19,059	58,844	32.4
Management of Companies and Enterprises	9,365	132,894	7.0
Utilities	2,583	13,662	18.9
Agriculture, Forestry, and Fishing and Hunting	2,464	2,686	91.7
Mining, Quarrying, and Oil and Gas Extraction	1,385	5,684	24.4
Industries not classified	316	316	100.0
Total	1,254,958	2,661,627	47.2

Figure 4: Minnesota Self-Employment Rates by County, 2017

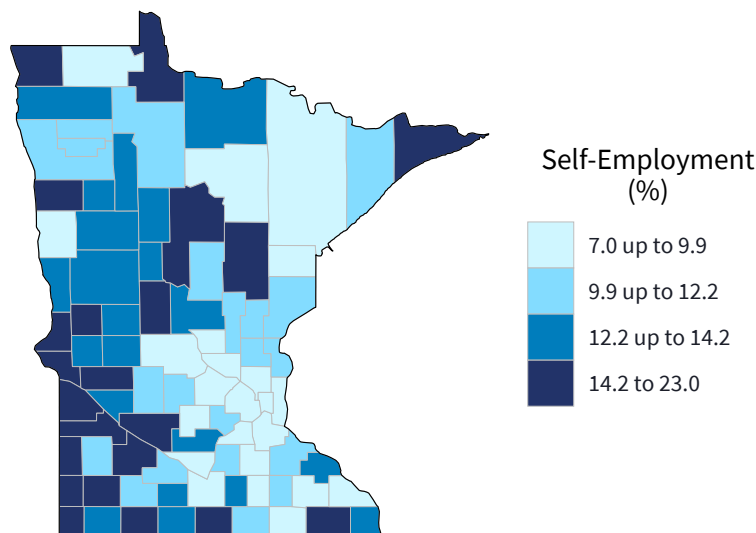


Table 2: Minnesota Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	15,480	14,378	60,738	76,218
Other Services (except Public Administration)	14,462	13,275	50,515	64,977
Construction	16,136	15,169	39,659	55,795
Retail Trade	11,580	10,180	39,138	50,718
Real Estate and Rental and Leasing	5,327	5,000	44,464	49,791
Health Care and Social Assistance	10,031	7,898	29,612	39,643
Transportation and Warehousing	3,987	3,450	28,881	32,868
Arts, Entertainment, and Recreation	2,698	2,348	29,833	32,531
Administrative, Support, and Waste Management	6,385	5,713	24,694	31,079
Finance and Insurance	5,700	5,178	12,984	18,684
Educational Services	1,786	1,346	14,422	16,208
Manufacturing	6,190	4,512	7,407	13,597
Accommodation and Food Services	8,392	6,057	4,173	12,565
Wholesale Trade	5,983	4,775	6,489	12,472
Information	1,421	1,167	5,404	6,825
Agriculture, Forestry, and Fishing and Hunting	525	501	5,059	5,584
Utilities	97	46	309	406
Mining, Quarrying, and Oil and Gas Extraction	122	100	145	267
Total	116,184	101,365	403,926	520,110

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

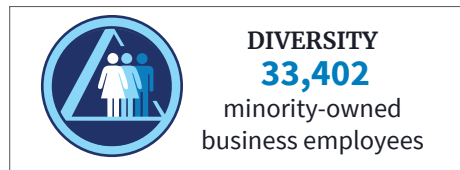
- ACS American Community Survey, US Census Bureau
- ASE Annual Survey of Entrepreneurs, US Census Bureau
- BEA Bureau of Economic Analysis, US Department of Commerce
- BDM Business Employment Dynamics, BLS
- BLS Bureau of Labor Statistics, US Department of Labor
- CPS Current Population Survey, BLS
-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

2019 Small Business Profile

Mississippi

257,404 Small Businesses
99.3% of Mississippi Businesses

440,399 Small Business Employees
46.9% of Mississippi Employees

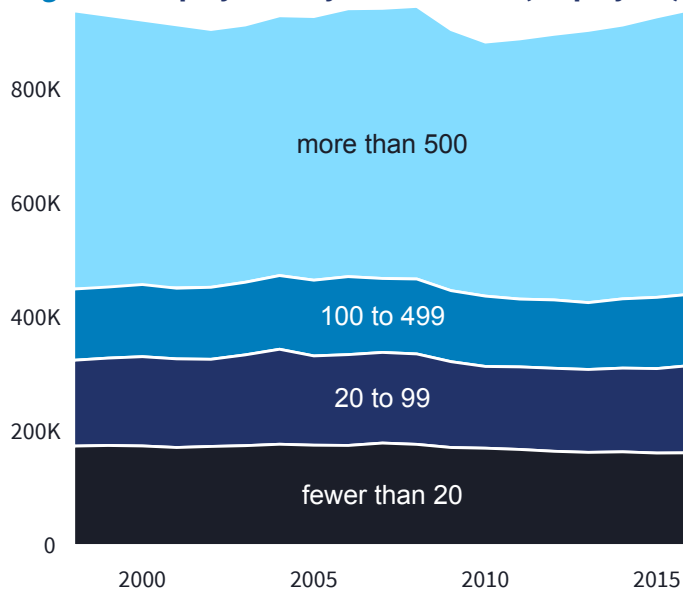


Overall Mississippi Economy

- In the third quarter of 2018, Mississippi grew at an annual rate of **1.9%**, which was slower than the overall US growth rate of **3.4%**. Mississippi's 2017 growth rate of **0.1%** was down from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.8%**, down from **4.9%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Mississippi small businesses employed **440,399** people, or **46.9%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.4%** during the 12-month period ending in February 2019. This was below the increase of **0.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **10,719** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **8,149** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **725** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at **79** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **36,888** loans under \$100,000 (valued at **\$602.2 million**) were issued by Mississippi lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$41,378** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$22,387**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Mississippi Employees per Business by Owner's Demographic, 2016

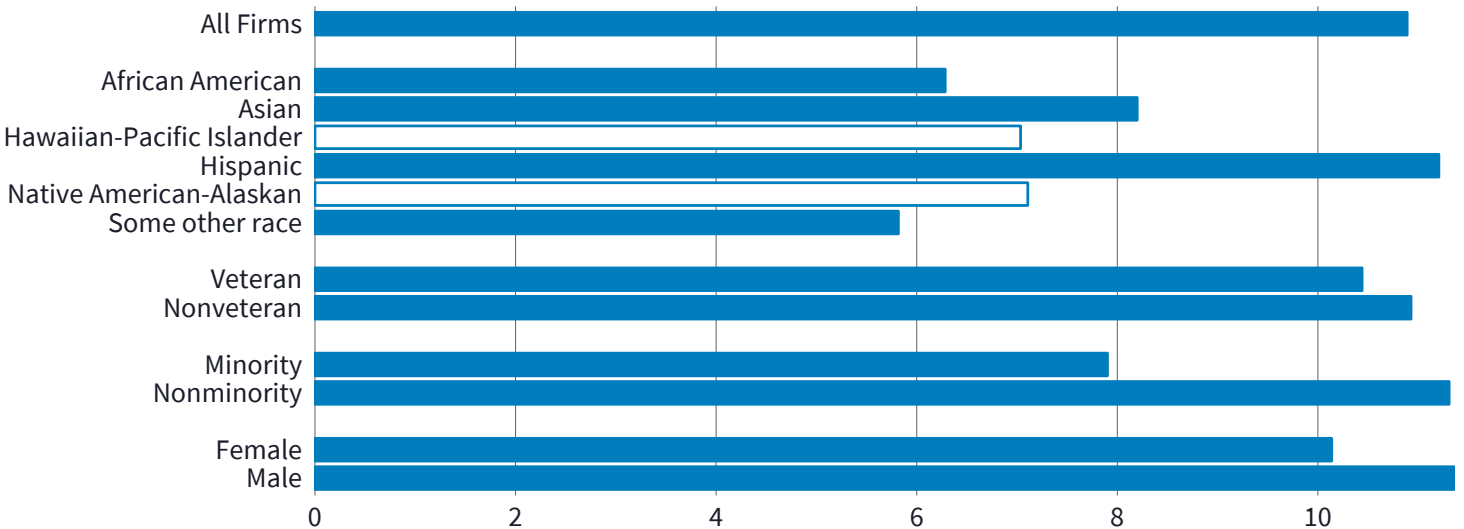
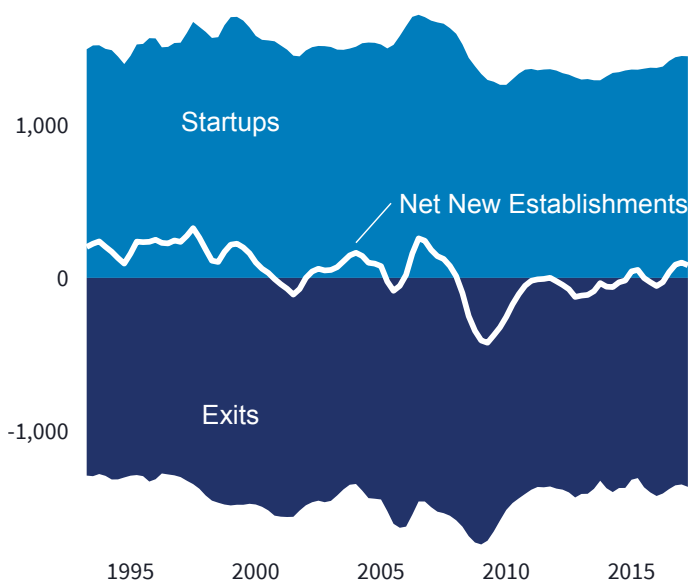


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Mississippi Quarterly Startups and Exits



- In the third quarter of 2017, **1,377** establishments started up, generating **5,325** new jobs in Mississippi. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,457** establishments exited resulting in **5,319** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 1,995 companies exported goods from Mississippi in 2016. Of these, 1,501, or 75.2%, were small firms; they generated 13.8% of Mississippi's \$10.0 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Mississippi Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	65,347	165,677	39.4
Accommodation and Food Services	64,326	128,306	50.1
Retail Trade	57,333	146,030	39.3
Manufacturing	44,899	143,226	31.3
Other Services (except Public Administration)	36,136	38,904	92.9
Construction	32,872	44,551	73.8
Professional, Scientific, and Technical Services	23,725	30,209	78.5
Administrative, Support, and Waste Management	21,537	55,059	39.1
Wholesale Trade	20,907	37,272	56.1
Finance and Insurance	16,044	35,414	45.3
Transportation and Warehousing	15,443	38,944	39.7
Educational Services	10,169	15,774	64.5
Real Estate and Rental and Leasing	7,642	10,257	74.5
Arts, Entertainment, and Recreation	6,861	9,152	75.0
Agriculture, Forestry, and Fishing and Hunting	4,569	5,145	88.8
Utilities	4,377	9,398	46.6
Information	3,459	13,464	25.7
Management of Companies and Enterprises	2,341	8,499	27.5
Mining, Quarrying, and Oil and Gas Extraction	2,275	3,904	58.3
Industries not classified	137	137	100.0
Total	440,399	939,322	46.9

Figure 4: Mississippi Self-Employment Rates by County, 2017

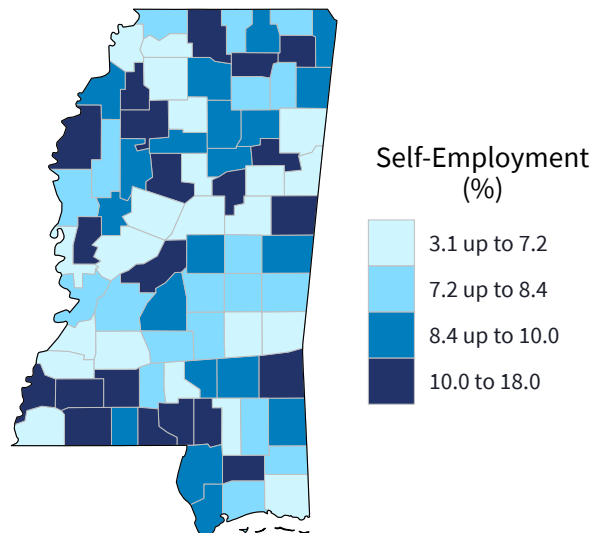


Table 2: Mississippi Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	5,968	5,618	42,822	48,790
Construction	3,697	3,326	28,433	32,130
Administrative, Support, and Waste Management	1,791	1,543	24,634	26,425
Health Care and Social Assistance	4,629	3,948	20,333	24,962
Retail Trade	6,975	6,313	17,413	24,388
Professional, Scientific, and Technical Services	4,044	3,739	18,668	22,712
Real Estate and Rental and Leasing	1,833	1,720	16,172	18,005
Transportation and Warehousing	1,585	1,351	11,549	13,134
Finance and Insurance	2,056	1,868	6,388	8,444
Accommodation and Food Services	3,887	2,915	4,143	8,030
Arts, Entertainment, and Recreation	641	554	6,914	7,555
Educational Services	480	349	4,555	5,035
Wholesale Trade	1,822	1,395	2,971	4,793
Agriculture, Forestry, and Fishing and Hunting	650	601	3,952	4,602
Manufacturing	1,642	1,086	2,659	4,301
Information	340	284	1,447	1,787
Mining, Quarrying, and Oil and Gas Extraction	266	223	1,463	1,729
Utilities	346	315	288	634
Total	42,600	37,245	214,804	257,404

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Missouri



532,277 Small Businesses
99.4% of Missouri Businesses

1.2 million Small Business Employees
46.8% of Missouri Employees



EMPLOYMENT
30,250
net new jobs



DIVERSITY
78,785
minority-owned
business employees



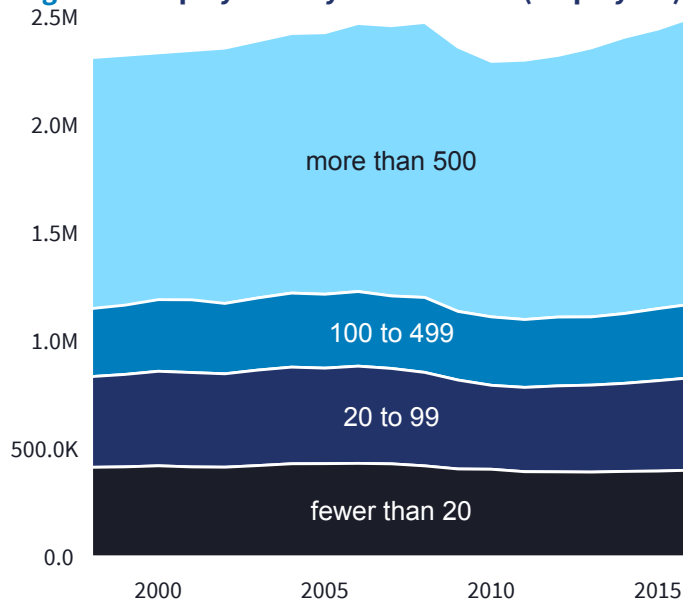
TRADE
5,104
small business
exporters

Overall Missouri Economy

- In the third quarter of 2018, Missouri grew at an annual rate of **2.9%**, which was slower than the overall US growth rate of **3.4%**. Missouri's 2017 growth rate of **0.9%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.2%**, down from **3.5%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Missouri small businesses employed **1.2 million** people, or **46.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.4%** during the 12-month period ending in February 2019. This was above the increase of **0.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **30,250** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **19,569** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,784** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **13** between June 2016 and June 2017 to **275** banks. (Source: [FDIC](#))
- In 2017, **91,751** loans under \$100,000 (valued at **\$1.3 billion**) were issued by Missouri lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$48,758** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$24,237**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Missouri Employees per Business by Owner's Demographic, 2016

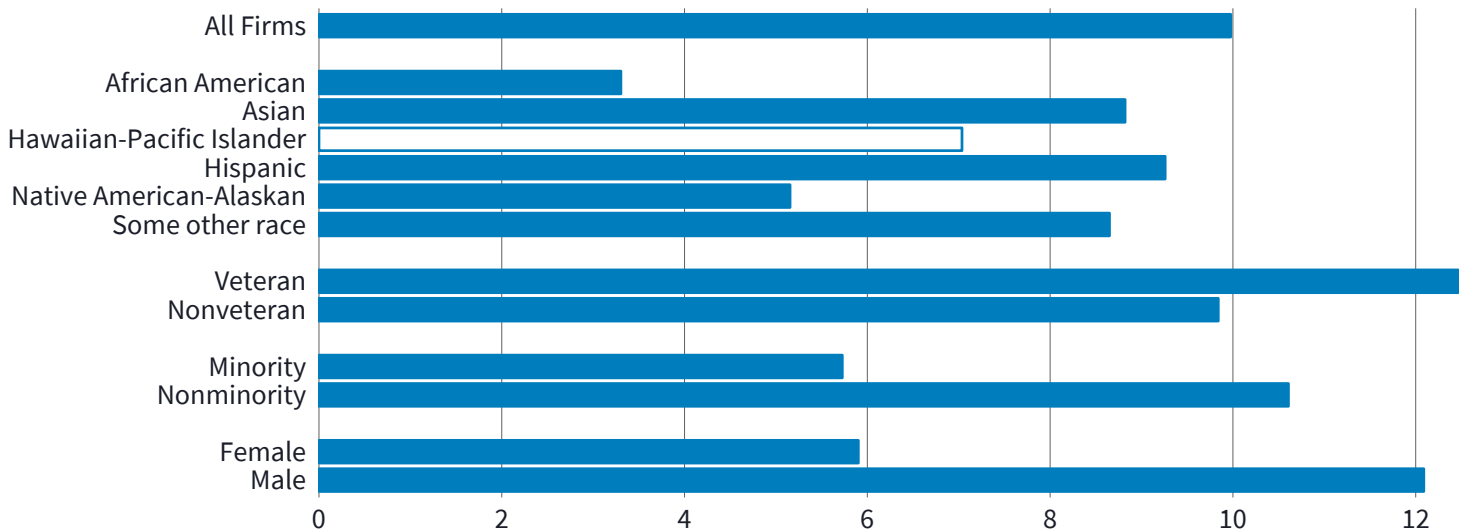
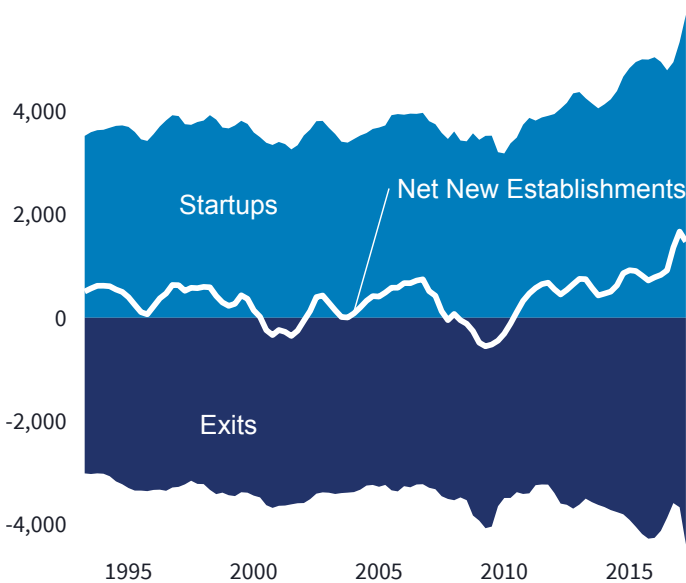


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Missouri Quarterly Startups and Exits



- In the third quarter of 2017, **6,324** establishments started up, generating **19,559** new jobs in Missouri. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **7,229** establishments exited resulting in **18,240** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 6,011 companies exported goods from Missouri in 2016. Of these, 5,104, or 84.9%, were small firms; they generated 23.5% of Missouri's \$13.1 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Missouri Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	190,900	420,073	45.4
Accommodation and Food Services	160,339	260,430	61.6
Retail Trade	111,896	324,717	34.5
Manufacturing	102,330	260,451	39.3
Construction	102,110	121,494	84.0
Other Services (except Public Administration)	97,758	112,527	86.9
Professional, Scientific, and Technical Services	81,782	156,958	52.1
Wholesale Trade	69,544	126,170	55.1
Administrative, Support, and Waste Management	63,645	174,247	36.5
Finance and Insurance	44,576	131,863	33.8
Transportation and Warehousing	34,245	87,182	39.3
Educational Services	30,528	73,871	41.3
Real Estate and Rental and Leasing	25,287	36,906	68.5
Arts, Entertainment, and Recreation	24,123	41,029	58.8
Information	12,330	58,009	21.3
Management of Companies and Enterprises	9,019	86,413	10.4
Utilities	3,221	15,561	20.7
Mining, Quarrying, and Oil and Gas Extraction	2,043	3,541	57.7
Industries not classified	1,663	1,663	100.0
Agriculture, Forestry, and Fishing and Hunting	1,386	1,615	85.8
Total	1,168,725	2,494,720	46.8

Figure 4: Missouri Self-Employment Rates by County, 2017

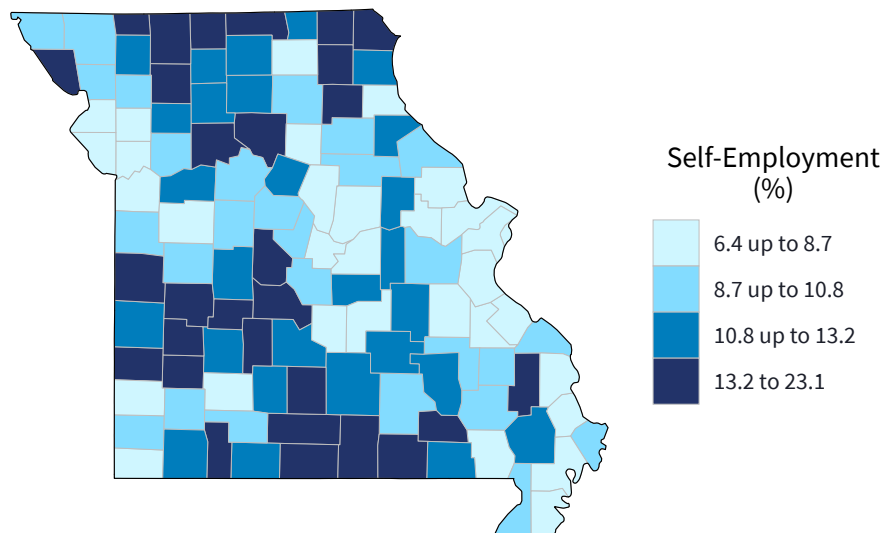


Table 2: Missouri Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	14,239	13,176	66,128	80,367
Construction	13,022	11,904	50,878	63,900
Professional, Scientific, and Technical Services	12,216	11,228	47,057	59,273
Health Care and Social Assistance	25,670	23,783	28,180	53,850
Real Estate and Rental and Leasing	4,859	4,528	46,907	51,766
Retail Trade	11,946	10,485	39,789	51,735
Administrative, Support, and Waste Management	6,315	5,603	33,076	39,391
Transportation and Warehousing	3,802	3,313	23,862	27,664
Arts, Entertainment, and Recreation	2,001	1,692	21,438	23,439
Finance and Insurance	5,323	4,815	13,338	18,661
Accommodation and Food Services	8,765	6,256	5,235	14,000
Wholesale Trade	5,577	4,334	6,342	11,919
Educational Services	1,424	1,083	10,359	11,783
Manufacturing	4,948	3,669	6,108	11,056
Agriculture, Forestry, and Fishing and Hunting	275	261	5,535	5,810
Information	1,086	893	4,467	5,553
Mining, Quarrying, and Oil and Gas Extraction	146	108	328	474
Utilities	91	44	276	367
Total	122,974	108,900	409,303	532,277

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Montana

120,246 Small Businesses
99.3% of Montana Businesses

245,411 Small Business Employees
64.8% of Montana Employees



EMPLOYMENT
2,774
net new jobs



DIVERSITY
6,846
minority-owned
business employees



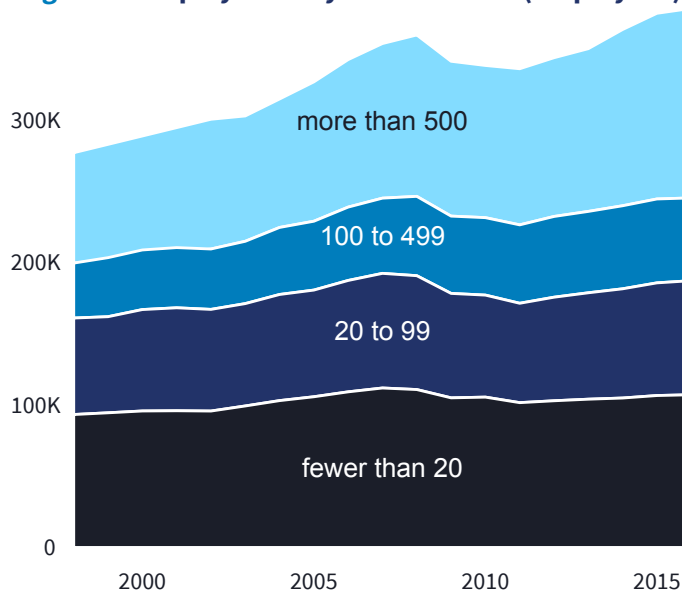
TRADE
1,056
small business
exporters

Overall Montana Economy

- In the third quarter of 2018, Montana grew at an annual rate of **3.4%**, which was the same as the overall US growth rate. Montana's 2017 growth rate of **0.3%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.8%**, unchanged from **3.8%** in February 2018. This was equal to the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Montana small businesses employed **245,411** people, or **64.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.8%** during the 12-month period ending in February 2019. This was above the increase of **0.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,774** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **3,424** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **785** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 4 between June 2016 and June 2017 to 51 banks. (Source: FDIC)
- In 2017, 24,108 loans under \$100,000 (valued at \$396.5 million) were issued by Montana lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$42,114 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$23,719. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Montana Employees per Business by Owner's Demographic, 2016

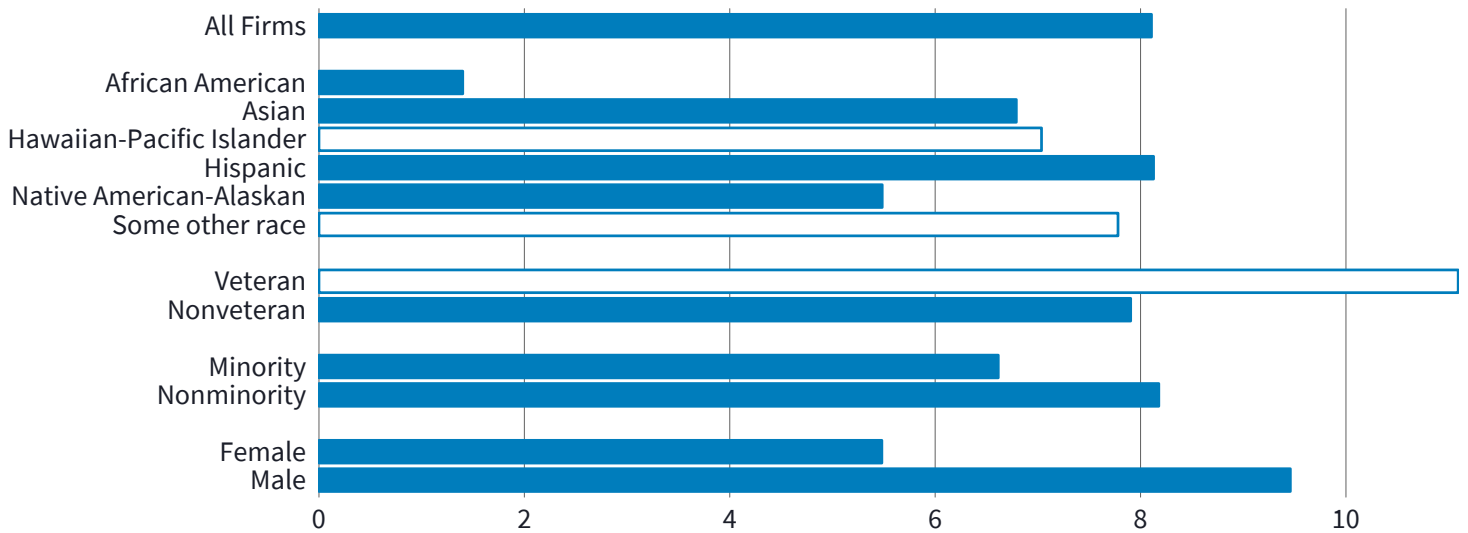
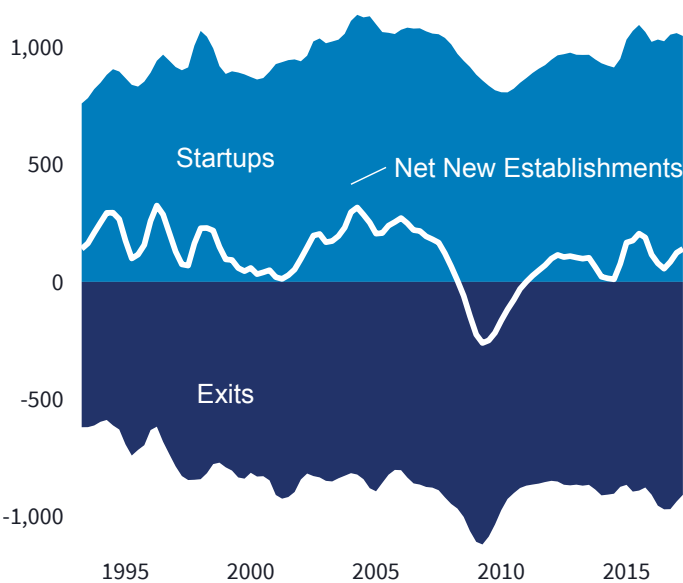


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Montana Quarterly Startups and Exits



- In the third quarter of 2017, 1,091 establishments started up, generating 2,422 new jobs in Montana. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 983 establishments exited resulting in 2,752 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 1,243 companies exported goods from Montana in 2016. Of these, 1,056, or 85.0%, were small firms; they generated 55.5% of Montana's \$1.2 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Montana Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	42,513	51,557	82.5
Health Care and Social Assistance	39,434	70,286	56.1
Retail Trade	31,447	59,582	52.8
Construction	23,456	25,036	93.7
Other Services (except Public Administration)	15,909	16,424	96.9
Professional, Scientific, and Technical Services	15,240	20,616	73.9
Manufacturing	13,523	18,355	73.7
Wholesale Trade	10,004	16,643	60.1
Administrative, Support, and Waste Management	9,677	24,473	39.5
Arts, Entertainment, and Recreation	9,496	10,712	88.6
Finance and Insurance	8,001	16,982	47.1
Transportation and Warehousing	7,640	13,412	57.0
Educational Services	5,165	6,175	83.6
Real Estate and Rental and Leasing	4,915	5,774	85.1
Information	3,942	8,503	46.4
Mining, Quarrying, and Oil and Gas Extraction	2,168	6,012	36.1
Utilities	1,023	3,080	33.2
Agriculture, Forestry, and Fishing and Hunting	884	939	94.1
Management of Companies and Enterprises	875	3,803	23.0
Industries not classified	99	99	100.0
Total	245,411	378,463	64.8

Figure 4: Montana Self-Employment Rates by County, 2017

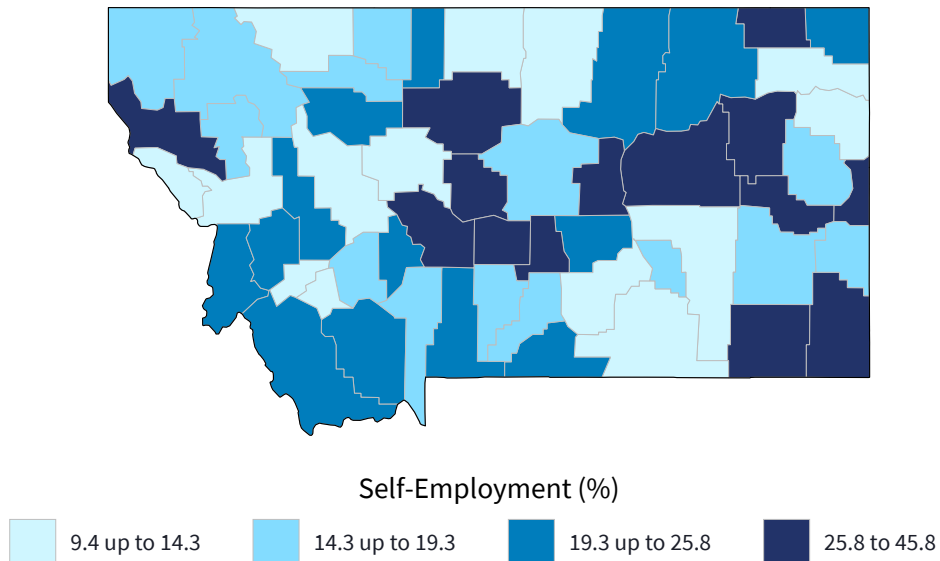


Table 2: Montana Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Construction	5,261	5,083	12,495	17,756
Other Services (except Public Administration)	3,034	2,875	11,892	14,926
Professional, Scientific, and Technical Services	3,401	3,236	11,283	14,684
Real Estate and Rental and Leasing	1,747	1,698	12,372	14,119
Retail Trade	3,453	3,083	8,498	11,951
Health Care and Social Assistance	2,935	2,583	5,116	8,051
Administrative, Support, and Waste Management	1,634	1,532	5,097	6,731
Arts, Entertainment, and Recreation	1,059	950	5,418	6,477
Accommodation and Food Services	3,088	2,449	1,586	4,674
Transportation and Warehousing	1,134	1,025	3,066	4,200
Manufacturing	1,223	1,051	2,081	3,304
Finance and Insurance	1,147	1,060	2,132	3,279
Agriculture, Forestry, and Fishing and Hunting	342	334	2,718	3,060
Wholesale Trade	1,023	816	1,261	2,284
Educational Services	370	306	1,870	2,240
Information	363	314	1,032	1,395
Mining, Quarrying, and Oil and Gas Extraction	295	263	670	965
Utilities	75	52	102	177
Total	31,557	28,784	88,689	120,246

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Nebraska



176,358 Small Businesses
99.1% of Nebraska Businesses

412,291 Small Business Employees
46.6% of Nebraska Employees



EMPLOYMENT
8,828
net new jobs



DIVERSITY
21,562
minority-owned
business employees



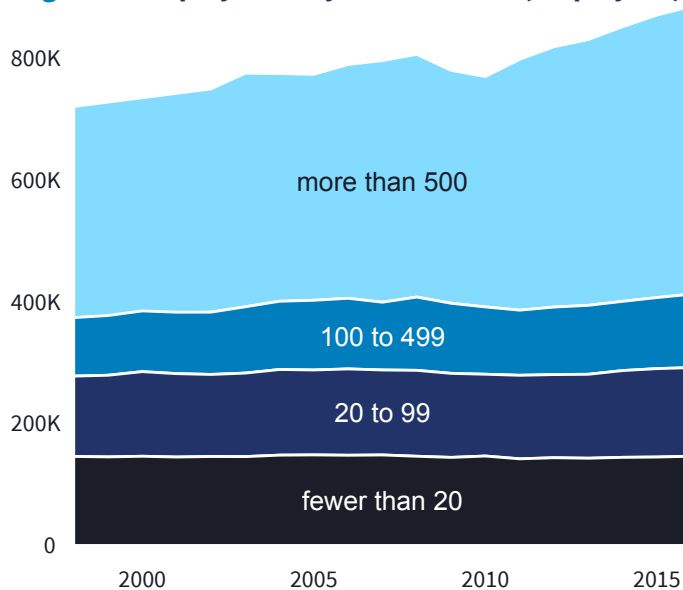
TRADE
1,467
small business
exporters

Overall Nebraska Economy

- In the third quarter of 2018, Nebraska grew at an annual rate of **3.6%**, which was faster than the overall US growth rate of **3.4%**. Nebraska's 2017 growth rate of **0.9%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.8%**, down from **2.9%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Nebraska small businesses employed **412,291** people, or **46.6%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.1%** during the 12-month period ending in February 2019. This was above the increase of **0.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **8,828** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **6,220** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **1,126** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 8 between June 2016 and June 2017 to 179 banks. (Source: FDIC)
- In 2017, 27,239 loans under \$100,000 (valued at \$464.9 million) were issued by Nebraska lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$51,624 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$27,445. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Nebraska Employees per Business by Owner's Demographic, 2016

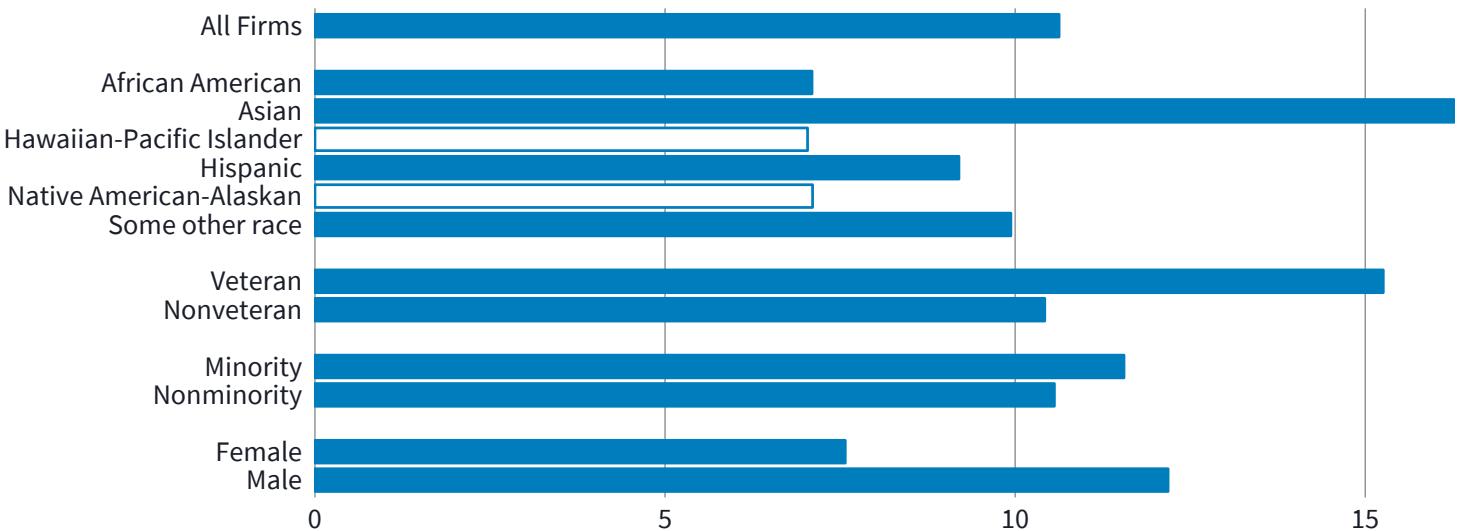
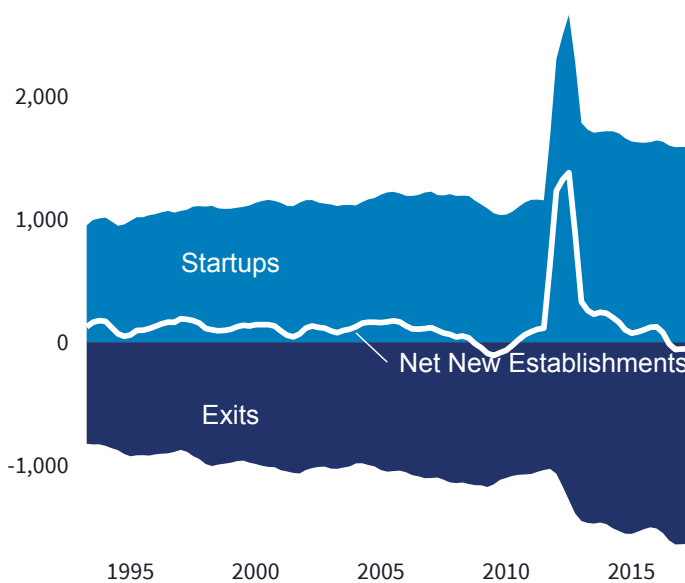


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Nebraska Quarterly Startups and Exits



- In the third quarter of 2017, 1,553 establishments started up, generating 4,841 new jobs in Nebraska. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,716 establishments exited resulting in 4,628 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 1,822 companies exported goods from Nebraska in 2016. Of these, 1,467, or 80.5%, were small firms; they generated 22.8% of Nebraska's \$6.2 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Nebraska Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	67,492	129,977	51.9
Accommodation and Food Services	53,107	77,384	68.6
Retail Trade	44,714	112,718	39.7
Construction	40,739	45,909	88.7
Other Services (except Public Administration)	33,603	36,181	92.9
Manufacturing	29,138	91,984	31.7
Professional, Scientific, and Technical Services	26,671	40,375	66.1
Wholesale Trade	24,712	42,001	58.8
Administrative, Support, and Waste Management	20,725	125,407	16.5
Finance and Insurance	18,304	63,100	29.0
Transportation and Warehousing	14,909	30,505	48.9
Arts, Entertainment, and Recreation	9,878	14,252	69.3
Educational Services	8,689	18,990	45.8
Real Estate and Rental and Leasing	8,161	11,284	72.3
Information	6,582	19,203	34.3
Management of Companies and Enterprises	3,051	21,719	14.0
Mining, Quarrying, and Oil and Gas Extraction	813	1,188	68.4
Agriculture, Forestry, and Fishing and Hunting	721	1,236	58.3
Utilities	182	937	19.4
Industries not classified	100	100	100.0
Total	412,291	884,450	46.6

Figure 4: Nebraska Self-Employment Rates by County, 2017

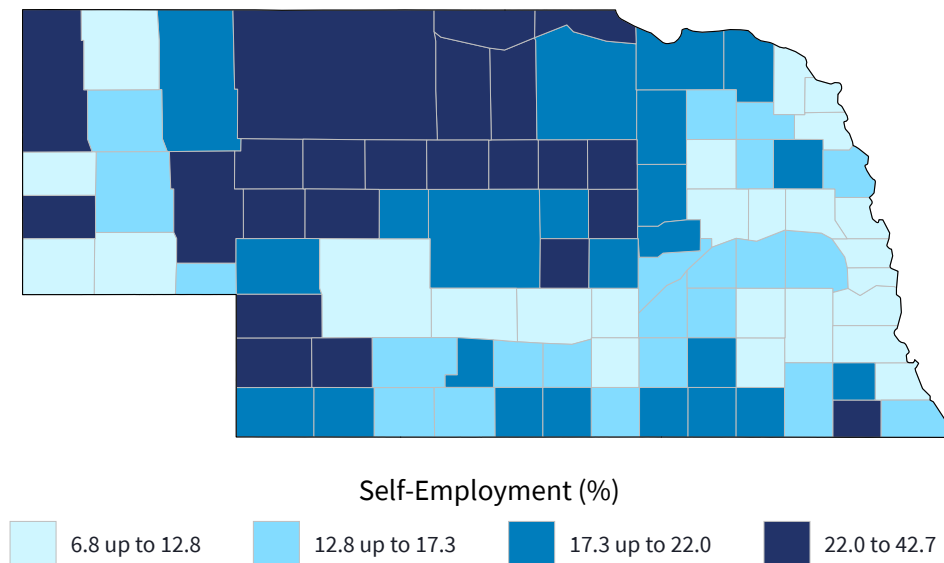


Table 2: Nebraska Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	5,353	4,995	20,639	25,992
Construction	6,251	5,802	15,558	21,809
Retail Trade	4,512	3,947	14,454	18,966
Professional, Scientific, and Technical Services	4,187	3,860	13,878	18,065
Real Estate and Rental and Leasing	1,860	1,756	15,734	17,594
Health Care and Social Assistance	4,301	3,548	11,809	16,110
Administrative, Support, and Waste Management	2,280	2,053	9,319	11,599
Transportation and Warehousing	2,061	1,895	7,978	10,039
Finance and Insurance	2,361	2,146	5,390	7,751
Arts, Entertainment, and Recreation	838	714	6,561	7,399
Accommodation and Food Services	3,323	2,531	1,680	5,003
Educational Services	492	371	3,522	4,014
Wholesale Trade	1,962	1,468	1,755	3,717
Agriculture, Forestry, and Fishing and Hunting	180	168	3,150	3,330
Manufacturing	1,426	1,051	1,540	2,966
Information	449	342	1,338	1,787
Mining, Quarrying, and Oil and Gas Extraction	98	86	148	246
Utilities	19	12	71	90
Total	41,834	36,823	134,524	176,358

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- ACS American Community Survey, US Census Bureau
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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Nevada



270,079 Small Businesses
99.2% of Nevada Businesses

487,407 Small Business Employees
41.8% of Nevada Employees



EMPLOYMENT
19,397
net new jobs



DIVERSITY
98,010
minority-owned
business employees



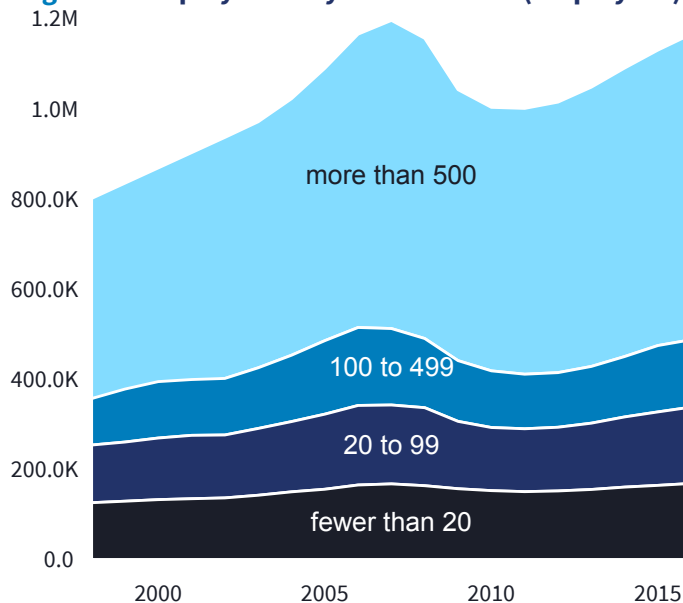
TRADE
2,766
small business
exporters

Overall Nevada Economy

- In the third quarter of 2018, Nevada grew at an annual rate of **4.1%**, which was faster than the overall US growth rate of **3.4%**. Nevada's 2017 growth rate of **3.8%** was up from the 2016 rate of **1.8%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.3%**, down from **4.8%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Nevada small businesses employed **487,407** people, or **41.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **3.0%** during the 12-month period ending in February 2019. This was below the increase of **3.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **19,397** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **16,017** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **1,449** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at **17** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **58,513** loans under \$100,000 (valued at **\$830.1 million**) were issued by Nevada lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$55,579** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$23,403**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Nevada Employees per Business by Owner's Demographic, 2016

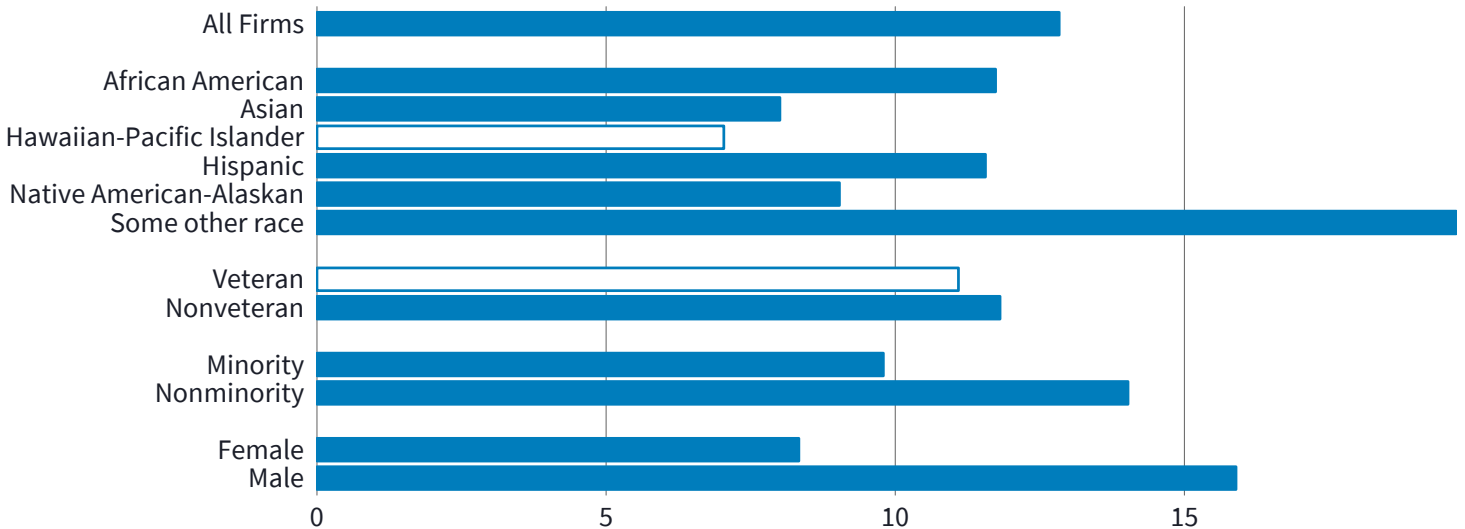
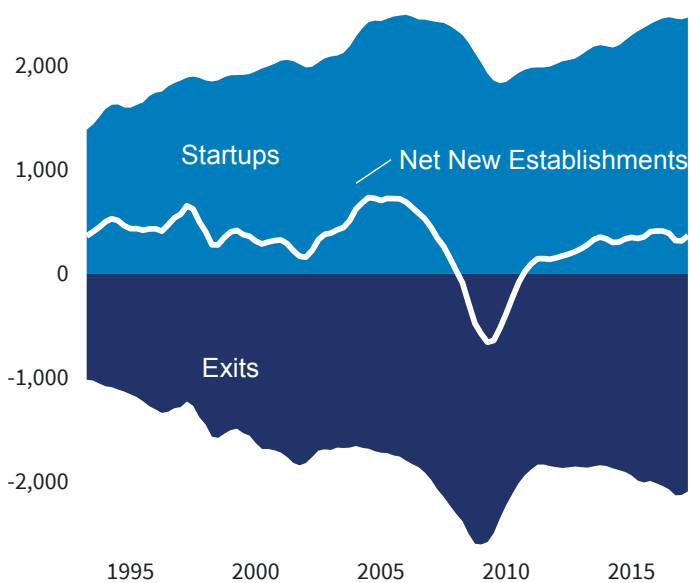


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Nevada Quarterly Startups and Exits



- In the third quarter of 2017, **2,549** establishments started up, generating **9,017** new jobs in Nevada. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,251** establishments exited resulting in **6,428** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 3,222 companies exported goods from Nevada in 2016. Of these, 2,766, or 85.8%, were small firms; they generated 19.3% of Nevada's \$9.1 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Nevada Employment by Industry, 2016

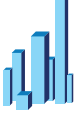



 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Accommodation and Food Services	85,053	321,213	26.5
Health Care and Social Assistance	61,177	121,037	50.5
Construction	56,431	72,817	77.5
Administrative, Support, and Waste Management	44,201	117,264	37.7
Retail Trade	43,306	146,445	29.6
Professional, Scientific, and Technical Services	41,528	59,623	69.7
Other Services (except Public Administration)	27,389	34,193	80.1
Manufacturing	25,334	43,023	58.9
Arts, Entertainment, and Recreation	19,677	29,897	65.8
Wholesale Trade	19,520	36,521	53.4
Real Estate and Rental and Leasing	16,290	30,213	53.9
Transportation and Warehousing	14,536	52,399	27.7
Finance and Insurance	12,274	36,955	33.2
Educational Services	8,403	11,463	73.3
Information	5,450	16,913	32.2
Mining, Quarrying, and Oil and Gas Extraction	3,213	12,175	26.4
Management of Companies and Enterprises	2,724	18,153	15.0
Utilities	591	4,684	12.6
Agriculture, Forestry, and Fishing and Hunting	170	170	100.0
Industries not classified	140	140	100.0
Total	487,407	1,165,298	41.8

Figure 4: Nevada Self-Employment Rates by County, 2017

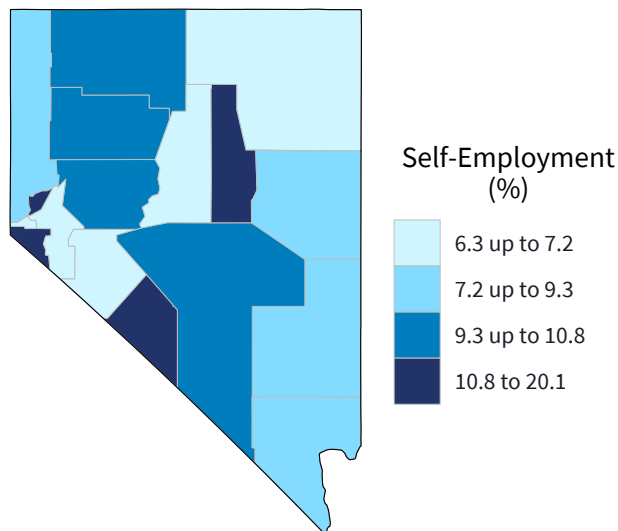


Table 2: Nevada Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	8,096	7,540	31,285	39,381
Other Services (except Public Administration)	3,954	3,646	33,807	37,761
Real Estate and Rental and Leasing	3,423	3,215	29,371	32,794
Retail Trade	4,747	4,166	19,389	24,136
Transportation and Warehousing	1,150	919	20,506	21,656
Health Care and Social Assistance	5,730	5,093	15,684	21,414
Administrative, Support, and Waste Management	3,801	3,270	17,267	21,068
Arts, Entertainment, and Recreation	1,313	1,094	16,332	17,645
Construction	4,646	3,889	11,369	16,015
Finance and Insurance	2,333	2,115	7,782	10,115
Accommodation and Food Services	4,395	3,256	3,104	7,499
Wholesale Trade	2,279	1,793	3,730	6,009
Educational Services	648	514	4,036	4,684
Manufacturing	1,635	1,267	2,575	4,210
Information	820	742	3,359	4,179
Agriculture, Forestry, and Fishing and Hunting	56	55	707	763
Mining, Quarrying, and Oil and Gas Extraction	165	127	351	516
Utilities	40	27	132	172
Total	49,293	42,907	220,786	270,079

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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

2019 Small Business Profile

New Hampshire

134,760 Small Businesses
99.0% of New Hampshire Businesses

295,895 Small Business Employees
49.8% of New Hampshire Employees



EMPLOYMENT
9,239
net new jobs



DIVERSITY
11,868
minority-owned
business employees



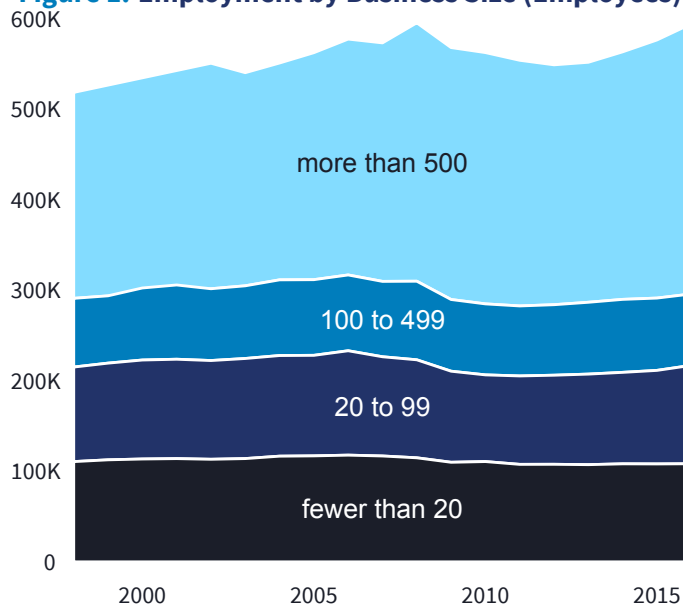
TRADE
2,099
small business
exporters

Overall New Hampshire Economy

- In the third quarter of 2018, New Hampshire grew at an annual rate of **3.7%**, which was faster than the overall US growth rate of **3.4%**. New Hampshire's 2017 growth rate of **2.5%** was up from the 2016 rate of **1.9%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.4%**, down from **2.7%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- New Hampshire small businesses employed **295,895** people, or **49.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.2%** during the 12-month period ending in February 2019. This was above the increase of **1.0%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **9,239** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **5,764** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **1,121** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **1** between June 2016 and June 2017 to **18** banks. (Source: [FDIC](#))
- In 2017, **26,883** loans under \$100,000 (valued at **\$380.3 million**) were issued by New Hampshire lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$50,829** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$31,577**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: New Hampshire Employees per Business by Owner's Demographic, 2016

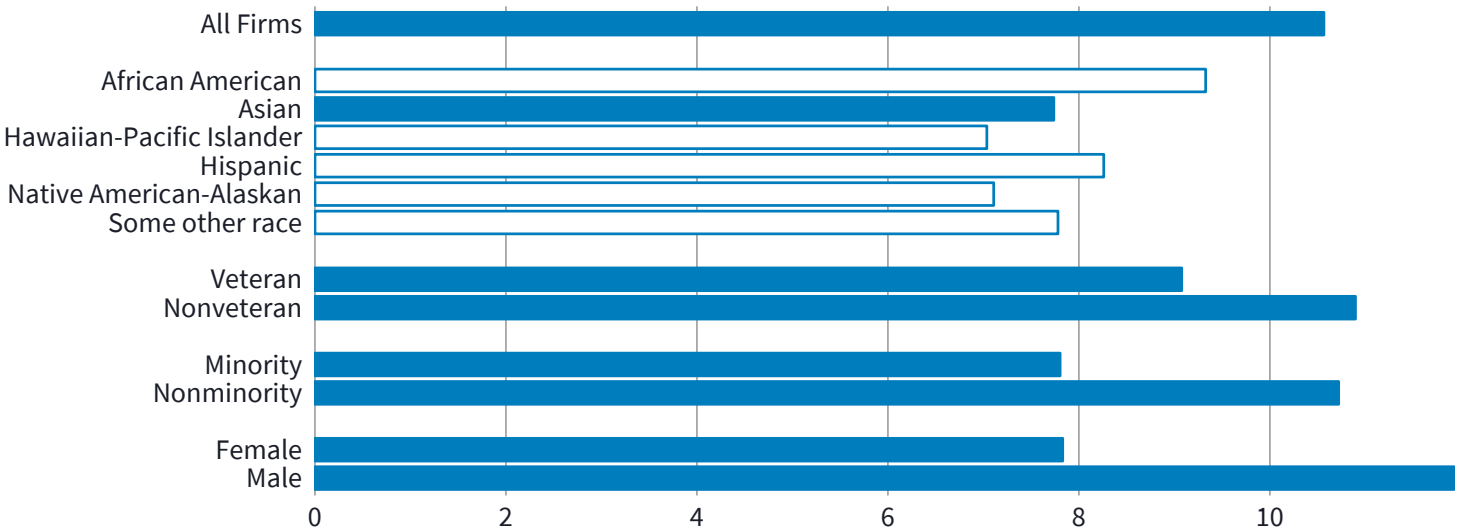
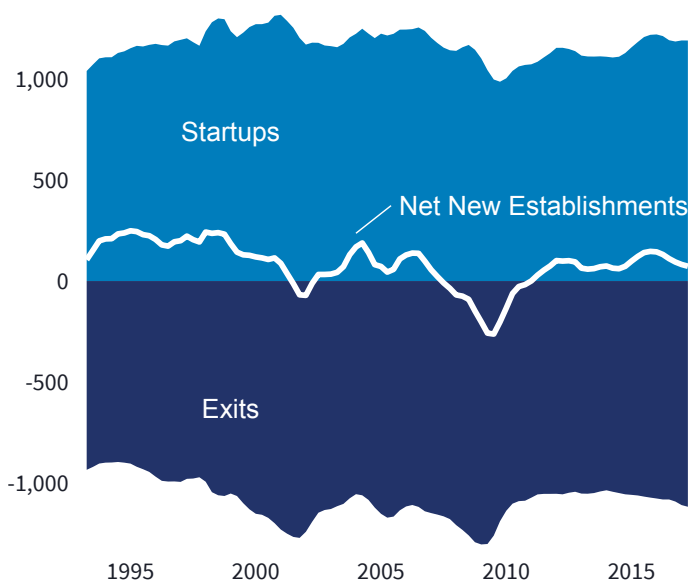


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: New Hampshire Quarterly Startups and Exits



- In the third quarter of 2017, **1,170** establishments started up, generating **2,943** new jobs in New Hampshire. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,160** establishments exited resulting in **2,869** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 2,457 companies exported goods from New Hampshire in 2016. Of these, 2,099, or 85.4%, were small firms; they generated 35.4% of New Hampshire's \$3.9 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: New Hampshire Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	42,699	91,765	46.5
Accommodation and Food Services	42,624	57,495	74.1
Retail Trade	32,787	100,563	32.6
Manufacturing	29,861	68,645	43.5
Construction	24,690	26,207	94.2
Professional, Scientific, and Technical Services	22,305	32,287	69.1
Other Services (except Public Administration)	19,829	22,486	88.2
Administrative, Support, and Waste Management	16,805	55,763	30.1
Wholesale Trade	14,491	24,052	60.2
Educational Services	9,498	25,839	36.8
Finance and Insurance	9,083	28,757	31.6
Arts, Entertainment, and Recreation	8,916	12,331	72.3
Transportation and Warehousing	7,115	13,870	51.3
Real Estate and Rental and Leasing	6,050	7,321	82.6
Information	5,771	14,148	40.8
Management of Companies and Enterprises	1,939	8,809	22.0
Agriculture, Forestry, and Fishing and Hunting	590	633	93.2
Utilities	558	2,971	18.8
Mining, Quarrying, and Oil and Gas Extraction	213	230	92.6
Industries not classified	71	71	100.0
Total	295,895	594,243	49.8

Figure 4: New Hampshire Self-Employment Rates by County, 2017

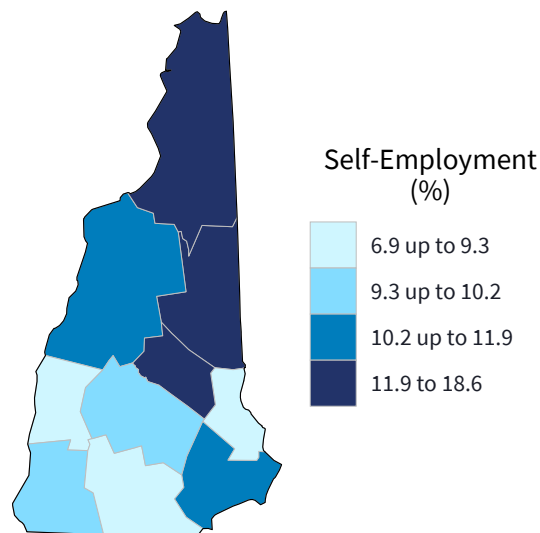







Table 2: New Hampshire Small Businesses by Industry and Firm Size, 2016

				
Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	3,321	3,008	17,438	20,759
Construction	3,959	3,669	16,378	20,337
Other Services (except Public Administration)	3,464	3,272	12,760	16,224
Real Estate and Rental and Leasing	1,115	1,045	12,964	14,079
Retail Trade	3,522	3,079	8,697	12,219
Administrative, Support, and Waste Management	2,013	1,823	7,243	9,256
Health Care and Social Assistance	2,500	2,059	6,124	8,624
Arts, Entertainment, and Recreation	746	621	6,482	7,228
Accommodation and Food Services	2,982	2,304	1,254	4,236
Educational Services	557	432	3,516	4,073
Manufacturing	1,592	1,172	2,160	3,752
Transportation and Warehousing	660	569	2,997	3,657
Finance and Insurance	881	762	2,435	3,316
Wholesale Trade	1,392	1,100	1,816	3,208
Information	361	281	1,448	1,809
Agriculture, Forestry, and Fishing and Hunting	139	135	1,634	1,773
Utilities	31	20	114	145
Mining, Quarrying, and Oil and Gas Extraction	44	38	43	87
Total	29,257	25,445	105,503	134,760

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

New Jersey

884,049 Small Businesses
99.6% of New Jersey Businesses

1.8 million Small Business Employees
49.8% of New Jersey Employees

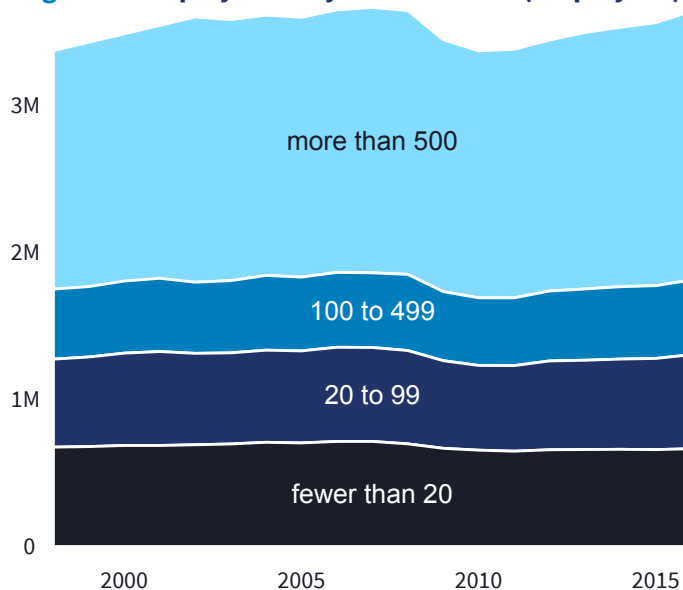


Overall New Jersey Economy

- In the third quarter of 2018, New Jersey grew at an annual rate of **3.3%**, which was slower than the overall US growth rate of **3.4%**. New Jersey's 2017 growth rate of **1.6%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.0%**, down from **4.5%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- New Jersey small businesses employed **1.8 million** people, or **49.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.9%** during the 12-month period ending in February 2019. This was above the decrease of **0.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **61,305** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **40,510** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **9,075** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 4 between June 2016 and June 2017 to 85 banks. (Source: FDIC)
- In 2017, 245,186 loans under \$100,000 (valued at \$3.7 billion) were issued by New Jersey lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$61,313 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$30,712. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: New Jersey Employees per Business by Owner's Demographic, 2016

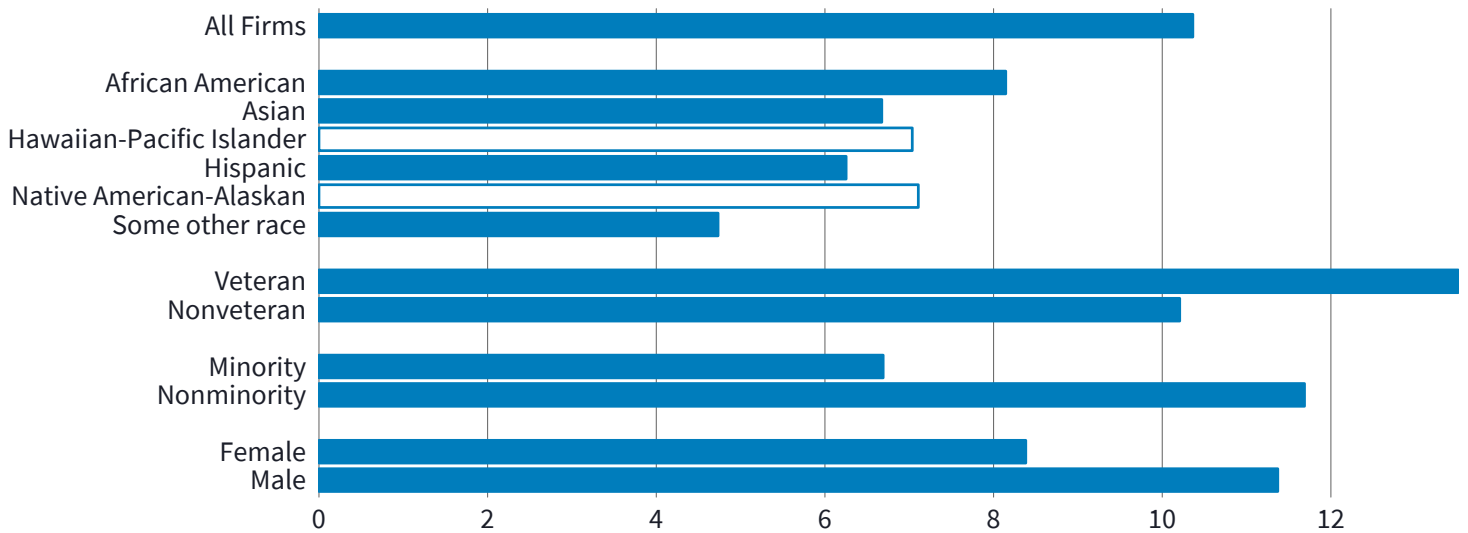
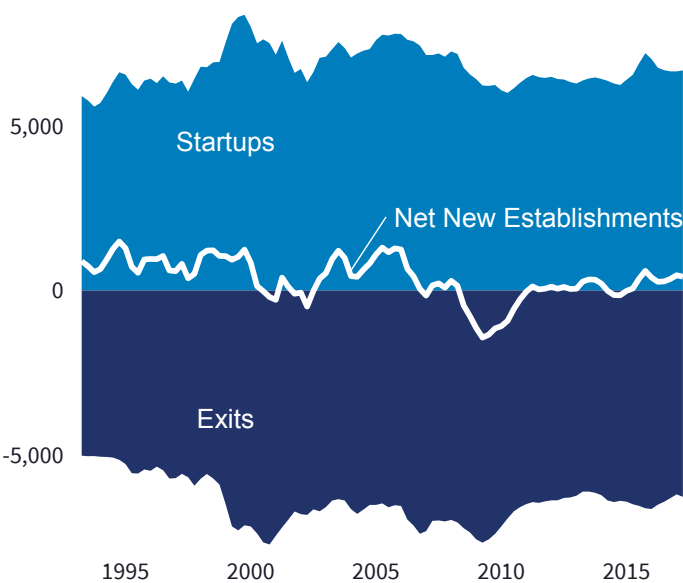


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: New Jersey Quarterly Startups and Exits



- In the third quarter of 2017, 6,089 establishments started up, generating 29,260 new jobs in New Jersey. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 6,967 establishments exited resulting in 22,864 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of **20,281** companies exported goods from New Jersey in 2016. Of these, **18,606**, or **91.7%**, were small firms; they generated **40.8%** of New Jersey's **\$27.4 billion** in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: New Jersey Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	284,798	584,649	48.7
Accommodation and Food Services	194,729	310,558	62.7
Professional, Scientific, and Technical Services	191,145	328,347	58.2
Retail Trade	159,363	464,603	34.3
Wholesale Trade	144,692	264,210	54.8
Other Services (except Public Administration)	140,622	155,185	90.6
Construction	136,834	155,246	88.1
Manufacturing	136,165	218,742	62.2
Administrative, Support, and Waste Management	122,507	326,154	37.6
Transportation and Warehousing	70,130	164,419	42.7
Educational Services	60,946	109,275	55.8
Finance and Insurance	47,480	198,374	23.9
Arts, Entertainment, and Recreation	47,002	63,917	73.5
Real Estate and Rental and Leasing	39,612	58,847	67.3
Information	20,174	86,792	23.2
Management of Companies and Enterprises	10,817	124,389	8.7
Utilities	1,207	20,003	6.0
Agriculture, Forestry, and Fishing and Hunting	982	1,001	98.1
Mining, Quarrying, and Oil and Gas Extraction	513	1,193	43.0
Industries not classified	389	389	100.0
Total	1,810,107	3,636,293	49.8

Figure 4: New Jersey Self-Employment Rates by County, 2017

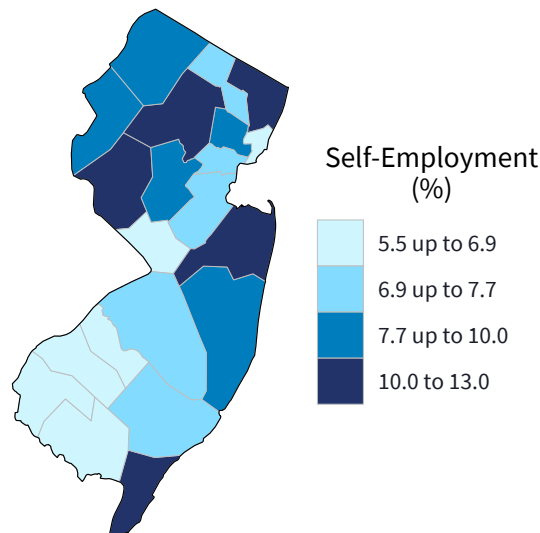


Table 2: New Jersey Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	26,979	24,644	116,289	143,268
Real Estate and Rental and Leasing	7,246	6,795	99,105	106,351
Other Services (except Public Administration)	22,698	21,299	76,432	99,130
Construction	21,182	19,757	55,150	76,332
Health Care and Social Assistance	21,313	18,312	54,045	75,358
Transportation and Warehousing	6,345	5,365	67,795	74,140
Retail Trade	21,584	19,888	50,537	72,121
Administrative, Support, and Waste Management	12,088	10,776	43,744	55,832
Arts, Entertainment, and Recreation	3,313	2,724	37,805	41,118
Finance and Insurance	5,781	5,150	23,201	28,982
Accommodation and Food Services	18,008	15,211	10,648	28,656
Educational Services	3,504	2,767	24,208	27,712
Wholesale Trade	11,901	9,841	14,220	26,121
Manufacturing	6,647	4,890	6,898	13,545
Information	1,806	1,508	10,448	12,254
Agriculture, Forestry, and Fishing and Hunting	208	195	1,989	2,197
Utilities	79	59	668	747
Mining, Quarrying, and Oil and Gas Extraction	61	47	57	118
Total	190,810	169,608	693,239	884,049

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

New Mexico

154,804 Small Businesses
99.0% of New Mexico Businesses

334,945 Small Business Employees
53.3% of New Mexico Employees



EMPLOYMENT
137
net jobs lost



DIVERSITY
84,491
minority-owned
business employees



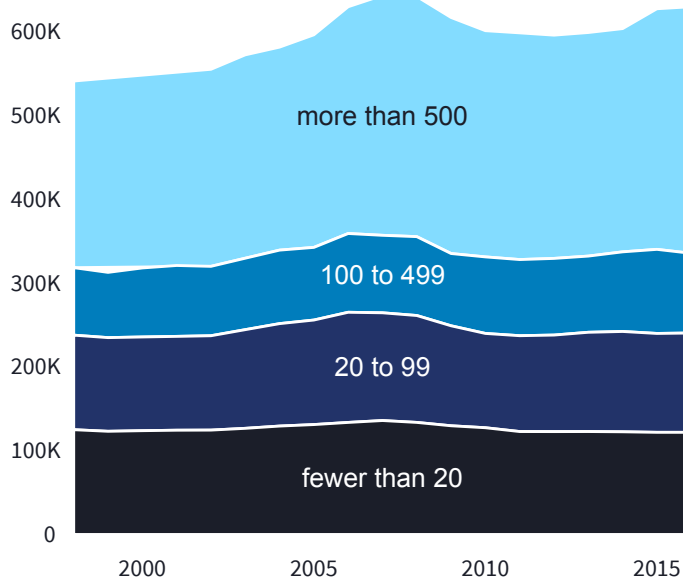
TRADE
1,094
small business
exporters

Overall New Mexico Economy

- In the third quarter of 2018, New Mexico grew at an annual rate of **2.0%**, which was slower than the overall US growth rate of **3.4%**. New Mexico's 2017 growth rate of **0.1%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **5.1%**, unchanged from **5.1%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- New Mexico small businesses employed **334,945** people, or **53.3%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.7%** during the 12-month period ending in February 2019. This was above the increase of **1.2%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **137** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **3,728** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **2,291** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **1** between June 2016 and June 2017 to **39** banks. (Source: [FDIC](#))
- In 2017, **26,639** loans under \$100,000 (valued at **\$406.1 million**) were issued by New Mexico lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$41,098** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$21,722**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: New Mexico Employees per Business by Owner's Demographic, 2016

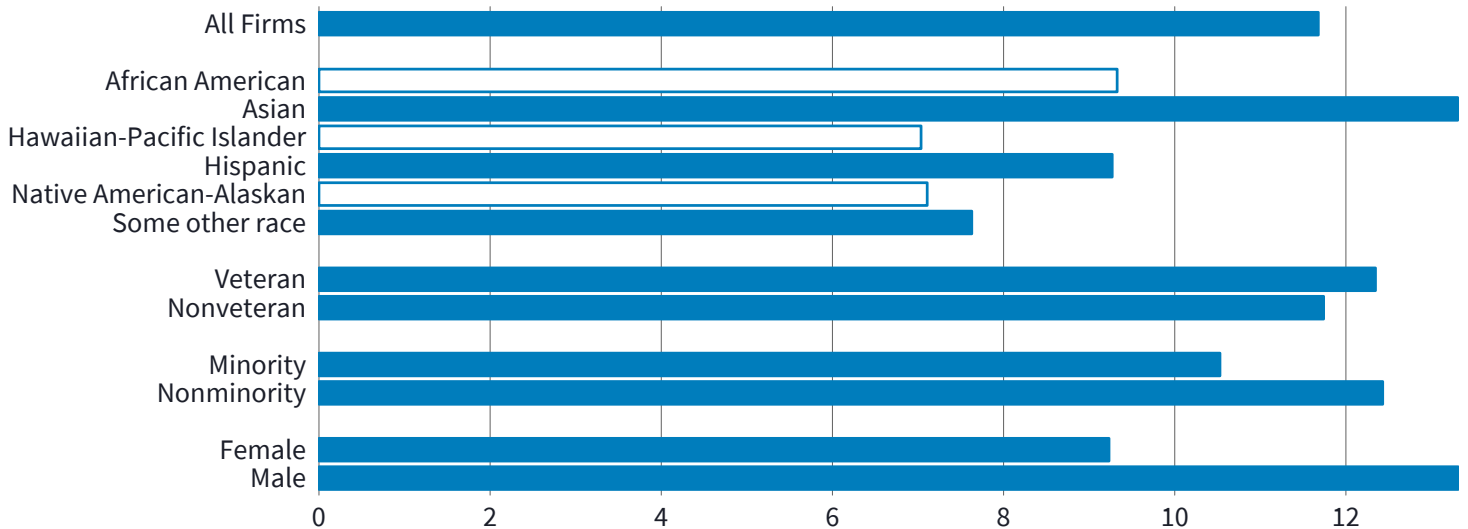
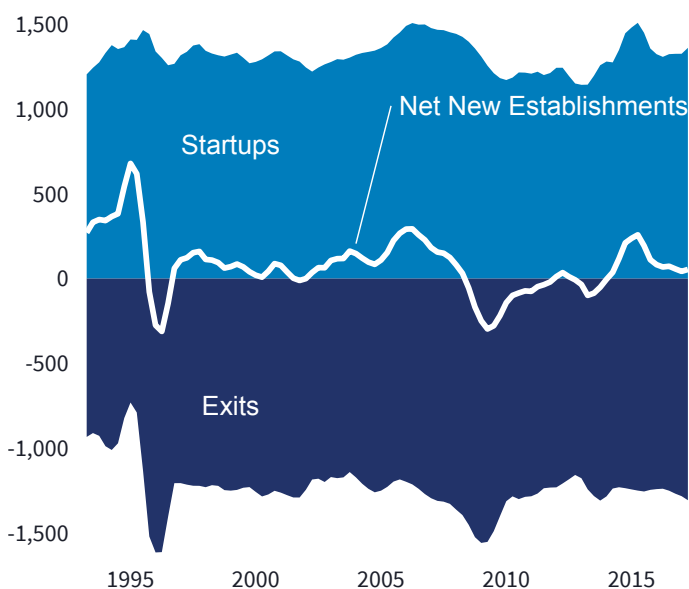


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: New Mexico Quarterly Startups and Exits



- In the third quarter of 2017, **1,467** establishments started up, generating **5,142** new jobs in New Mexico. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **1,355** establishments exited resulting in **4,741** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 1,316 companies exported goods from New Mexico in 2016. Of these, 1,094, or 83.1%, were small firms; they generated 40.6% of New Mexico's \$3.5 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: New Mexico Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	60,107	121,840	49.3
Accommodation and Food Services	56,540	89,698	63.0
Construction	37,407	38,946	96.0
Retail Trade	32,965	97,171	33.9
Other Services (except Public Administration)	24,303	26,494	91.7
Professional, Scientific, and Technical Services	23,179	57,997	40.0
Administrative, Support, and Waste Management	15,266	31,881	47.9
Manufacturing	15,124	25,757	58.7
Wholesale Trade	11,396	21,080	54.1
Finance and Insurance	11,110	24,135	46.0
Transportation and Warehousing	9,106	17,226	52.9
Arts, Entertainment, and Recreation	8,495	13,611	62.4
Mining, Quarrying, and Oil and Gas Extraction	8,495	17,869	47.5
Educational Services	7,976	8,812	90.5
Real Estate and Rental and Leasing	6,783	9,637	70.4
Information	3,393	15,080	22.5
Management of Companies and Enterprises	1,580	6,516	24.2
Utilities	1,261	4,476	28.2
Agriculture, Forestry, and Fishing and Hunting	350	388	90.2
Industries not classified	109	109	100.0
Total	334,945	628,723	53.3

Figure 4: New Mexico Self-Employment Rates by County, 2017

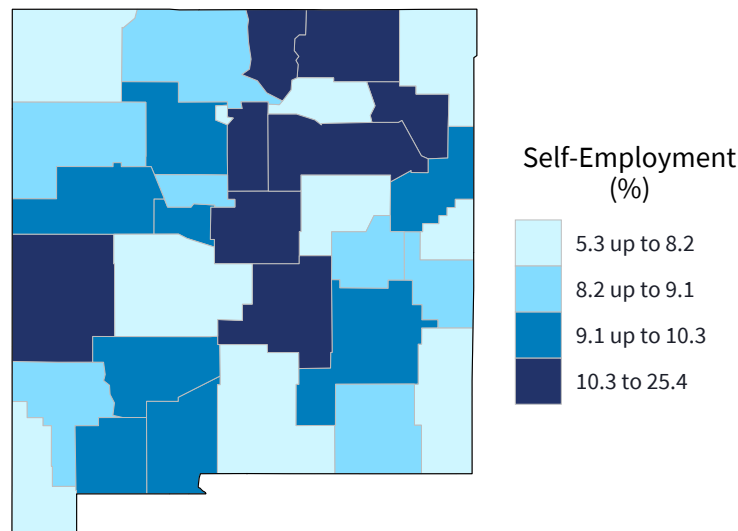







Table 2: New Mexico Small Businesses by Industry and Firm Size, 2016

				
Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	4,031	3,731	16,494	20,525
Other Services (except Public Administration)	3,741	3,484	16,777	20,518
Construction	4,247	3,809	11,165	15,412
Health Care and Social Assistance	3,856	3,214	11,285	15,141
Retail Trade	3,600	3,184	10,883	14,483
Real Estate and Rental and Leasing	1,774	1,682	12,281	14,055
Administrative, Support, and Waste Management	1,556	1,379	8,992	10,548
Arts, Entertainment, and Recreation	639	545	8,840	9,479
Transportation and Warehousing	1,016	860	5,530	6,546
Educational Services	535	432	4,809	5,344
Accommodation and Food Services	2,998	2,111	2,029	5,027
Finance and Insurance	1,252	1,113	2,952	4,204
Manufacturing	1,236	1,029	2,861	4,097
Wholesale Trade	1,212	935	2,722	3,934
Information	349	293	1,654	2,003
Mining, Quarrying, and Oil and Gas Extraction	569	425	1,129	1,698
Agriculture, Forestry, and Fishing and Hunting	94	91	1,538	1,632
Utilities	118	99	101	219
Total	32,762	28,473	122,042	154,804

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

New York

2.2 million Small Businesses
99.8% of New York Businesses

4.1 million Small Business Employees
50.2% of New York Employees

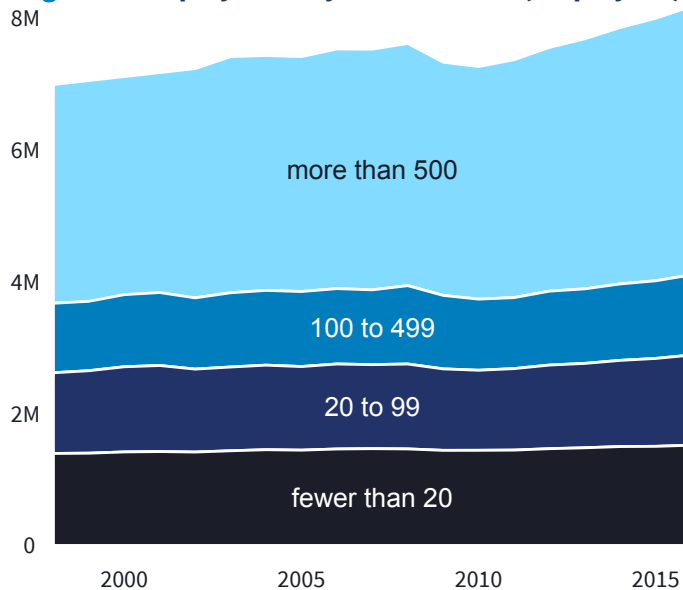


Overall New York Economy

- In the third quarter of 2018, New York grew at an annual rate of **2.8%**, which was slower than the overall US growth rate of **3.4%**. New York's 2017 growth rate of **1.9%** was up from the 2016 rate of **1.3%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.9%**, down from **4.5%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- New York small businesses employed **4.1 million** people, or **50.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.5%** during the 12-month period ending in February 2019. This was above the increase of **0.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.3%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **139,058** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **89,213** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **19,554** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 3 between June 2016 and June 2017 to 145 banks. (Source: FDIC)
- In 2017, 460,385 loans under \$100,000 (valued at \$6.5 billion) were issued by New York lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,490 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$26,356. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: New York Employees per Business by Owner's Demographic, 2016

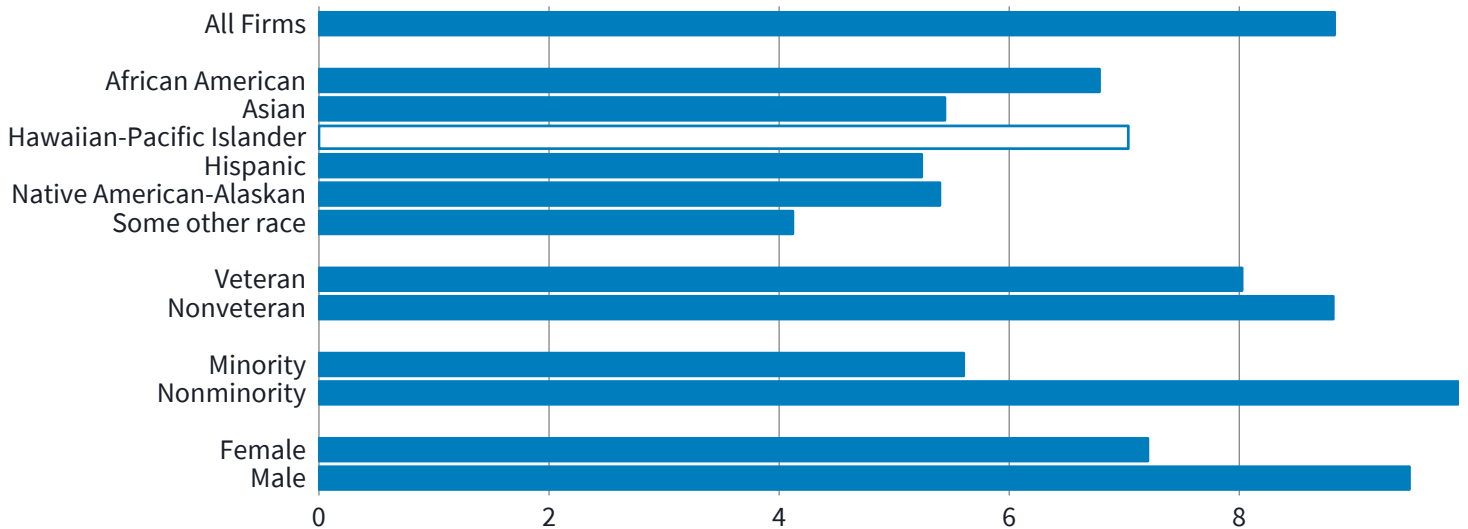
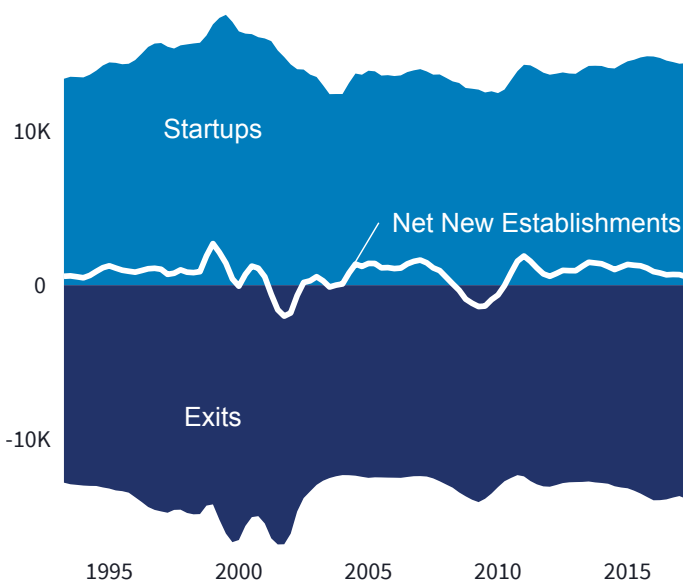


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: New York Quarterly Startups and Exits



- In the third quarter of 2017, 15,299 establishments started up, generating 56,948 new jobs in New York. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 15,062 establishments exited resulting in 58,948 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 36,739 companies exported goods from New York in 2016. Of these, 34,413, or 93.7%, were small firms; they generated 55.1% of New York's \$62.9 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: New York Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	603,220	1,544,405	39.1
Accommodation and Food Services	563,764	786,423	71.7
Retail Trade	385,540	945,066	40.8
Professional, Scientific, and Technical Services	364,674	647,503	56.3
Other Services (except Public Administration)	334,664	395,244	84.7
Construction	324,963	360,410	90.2
Wholesale Trade	253,327	363,200	69.7
Manufacturing	248,021	418,987	59.2
Administrative, Support, and Waste Management	246,824	594,408	41.5
Educational Services	151,963	423,370	35.9
Real Estate and Rental and Leasing	143,861	180,174	79.8
Finance and Insurance	143,507	553,058	25.9
Arts, Entertainment, and Recreation	113,594	184,485	61.6
Transportation and Warehousing	109,247	252,127	43.3
Information	84,435	296,728	28.5
Management of Companies and Enterprises	25,209	184,213	13.7
Mining, Quarrying, and Oil and Gas Extraction	2,726	3,798	71.8
Agriculture, Forestry, and Fishing and Hunting	2,669	2,898	92.1
Utilities	2,245	40,325	5.6
Industries not classified	1,633	1,633	100.0
Total	4,106,086	8,178,455	50.2

Figure 4: New York Self-Employment Rates by County, 2017

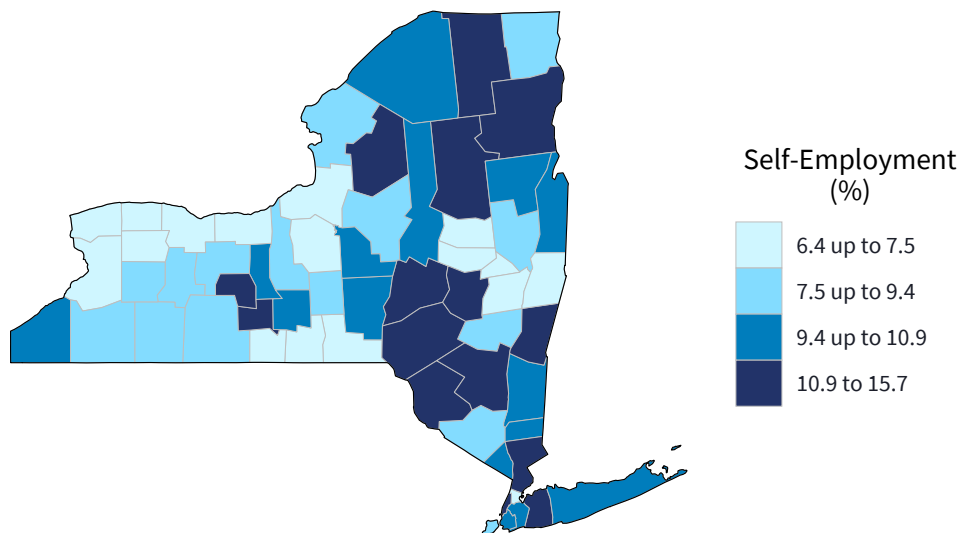


Table 2: New York Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	57,327	53,326	263,335	320,662
Other Services (except Public Administration)	55,198	52,102	214,101	269,299
Real Estate and Rental and Leasing	29,856	28,460	201,630	231,486
Health Care and Social Assistance	43,737	38,428	160,465	204,202
Construction	48,035	44,631	130,570	178,605
Retail Trade	58,667	54,745	118,328	176,995
Transportation and Warehousing	11,127	9,755	155,025	166,152
Arts, Entertainment, and Recreation	11,733	10,429	135,145	146,878
Administrative, Support, and Waste Management	24,207	21,631	103,633	127,840
Accommodation and Food Services	46,562	38,678	28,843	75,405
Finance and Insurance	15,020	13,446	50,632	65,652
Educational Services	7,392	5,676	55,084	62,476
Wholesale Trade	28,051	24,696	33,037	61,088
Information	7,603	6,563	31,642	39,245
Manufacturing	14,555	11,414	18,225	32,780
Agriculture, Forestry, and Fishing and Hunting	584	565	6,426	7,010
Utilities	175	137	1,513	1,688
Mining, Quarrying, and Oil and Gas Extraction	232	193	740	972
Total	460,425	416,199	1,708,374	2,168,799

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

North Carolina



913,398 Small Businesses
99.6% of North Carolina Businesses

1.7 million Small Business Employees
44.1% of North Carolina Employees



EMPLOYMENT
72,119
net new jobs



DIVERSITY
186,813
minority-owned
business employees



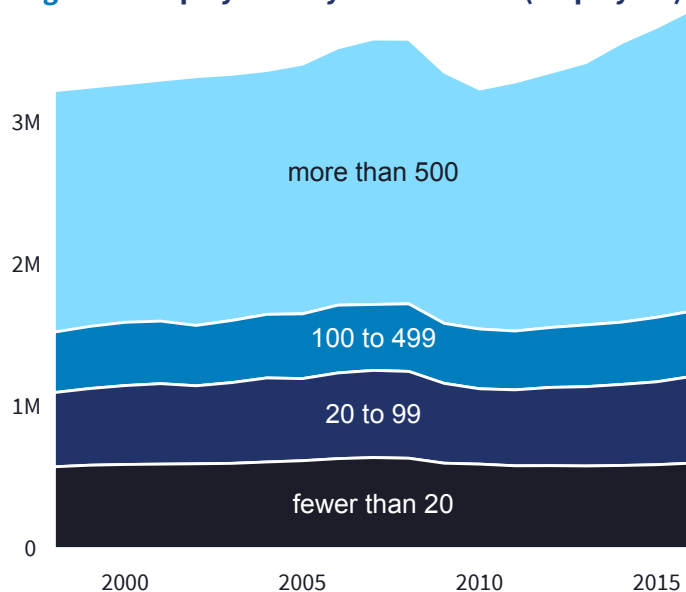
TRADE
9,339
small business
exporters

Overall North Carolina Economy

- In the third quarter of 2018, North Carolina grew at an annual rate of **1.8%**, which was slower than the overall US growth rate of **3.4%**. North Carolina's 2017 growth rate of **2.4%** was up from the 2016 rate of **1.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.9%**, down from **4.2%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- North Carolina small businesses employed **1.7 million** people, or **44.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.2%** during the 12-month period ending in February 2019. This was below the increase of **1.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **72,119** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **42,384** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **10,760** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 5 between June 2016 and June 2017 to 59 banks. (Source: FDIC)
- In 2017, 163,335 loans under \$100,000 (valued at \$2.7 billion) were issued by North Carolina lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$47,498 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$21,898. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: North Carolina Employees per Business by Owner's Demographic, 2016

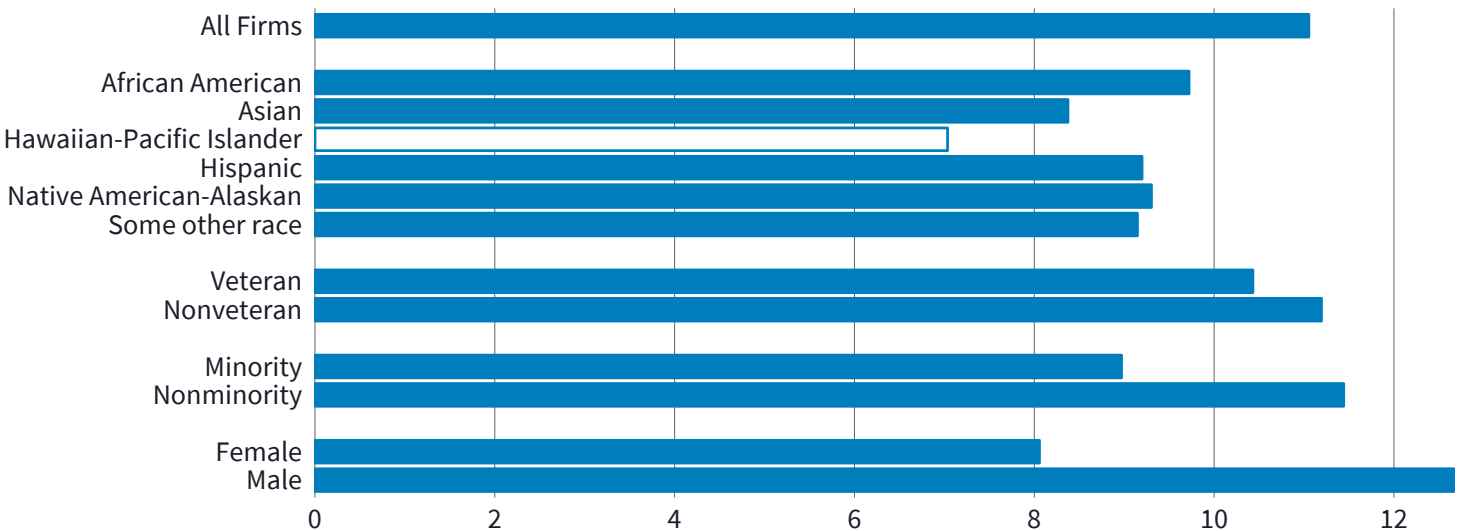
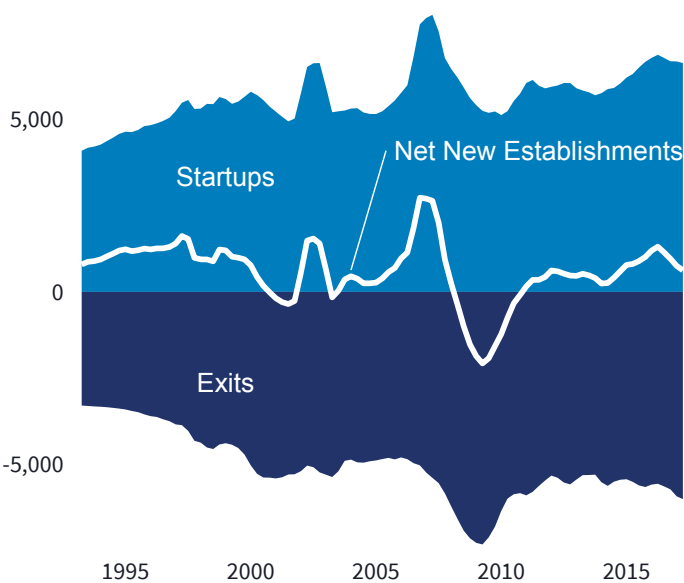


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: North Carolina Quarterly Startups and Exits



- In the third quarter of 2017, 6,577 establishments started up, generating 23,578 new jobs in North Carolina. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 5,524 establishments exited resulting in 20,143 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of **10,717** companies exported goods from North Carolina in 2016. Of these, **9,339**, or **87.1%**, were small firms; they generated **25.1%** of North Carolina's **\$26.1 billion** in total exports. (Source: **ITA**)

Small Business Employment by Industry and Self-Employment by County

Table 1: North Carolina Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	255,570	582,346	43.9
Accommodation and Food Services	243,358	419,128	58.1
Construction	158,352	187,294	84.5
Retail Trade	157,009	496,375	31.6
Manufacturing	156,062	432,538	36.1
Other Services (except Public Administration)	139,518	157,474	88.6
Professional, Scientific, and Technical Services	123,519	220,467	56.0
Administrative, Support, and Waste Management	106,959	382,424	28.0
Wholesale Trade	92,525	191,054	48.4
Educational Services	44,339	98,030	45.2
Arts, Entertainment, and Recreation	41,339	65,049	63.6
Finance and Insurance	38,412	182,063	21.1
Transportation and Warehousing	37,186	123,215	30.2
Real Estate and Rental and Leasing	35,193	53,183	66.2
Information	21,136	83,205	25.4
Management of Companies and Enterprises	11,521	93,361	12.3
Agriculture, Forestry, and Fishing and Hunting	4,453	4,854	91.7
Utilities	3,563	19,579	18.2
Mining, Quarrying, and Oil and Gas Extraction	1,336	2,587	51.6
Industries not classified	700	700	100.0
Total	1,672,050	3,794,926	44.1

Figure 4: North Carolina Self-Employment Rates by County, 2017

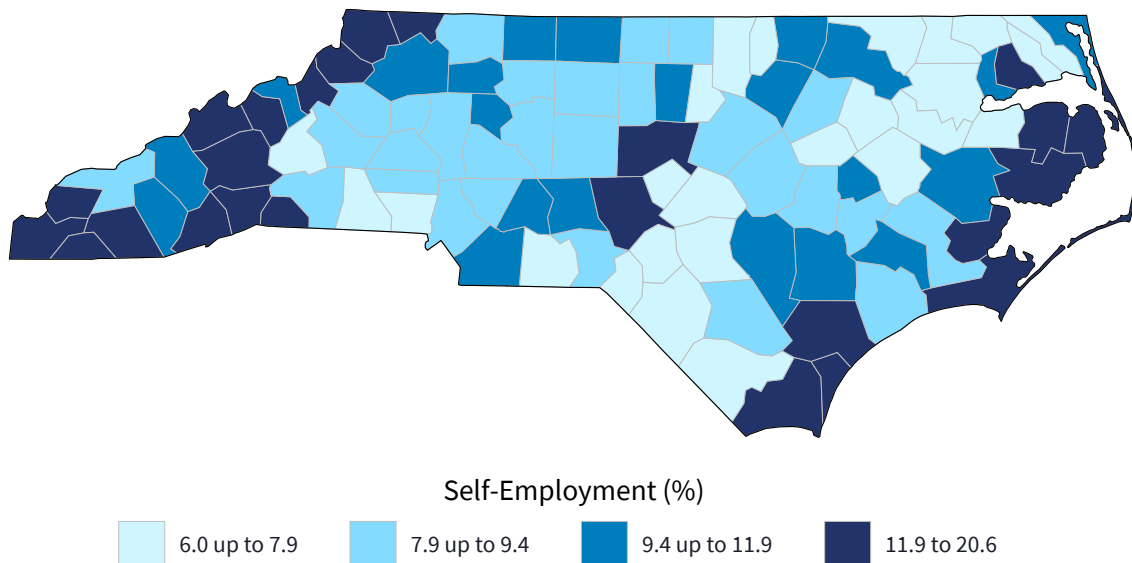


Table 2: North Carolina Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	21,826	20,404	123,738	145,564
Professional, Scientific, and Technical Services	21,783	20,299	91,224	113,007
Construction	21,815	20,011	87,752	109,567
Real Estate and Rental and Leasing	8,493	8,057	79,014	87,507
Administrative, Support, and Waste Management	10,464	9,254	75,604	86,068
Retail Trade	19,544	17,725	62,619	82,163
Health Care and Social Assistance	16,760	13,939	51,144	67,904
Transportation and Warehousing	4,679	4,129	41,258	45,937
Arts, Entertainment, and Recreation	3,460	2,941	38,892	42,352
Finance and Insurance	6,243	5,806	19,708	25,951
Accommodation and Food Services	14,660	10,844	10,383	25,043
Educational Services	2,634	2,141	22,356	24,990
Wholesale Trade	8,430	6,858	11,521	19,951
Manufacturing	7,136	5,115	10,676	17,812
Information	1,688	1,413	8,505	10,193
Agriculture, Forestry, and Fishing and Hunting	772	736	7,658	8,430
Utilities	132	88	662	794
Mining, Quarrying, and Oil and Gas Extraction	96	76	144	240
Total	170,540	150,239	742,858	913,398

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- ACS American Community Survey, US Census Bureau
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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

North Dakota



73,142 Small Businesses
98.8% of North Dakota Businesses

198,964 Small Business Employees
57.3% of North Dakota Employees



EMPLOYMENT
10,494
net jobs lost



DIVERSITY
6,364
minority-owned
business employees



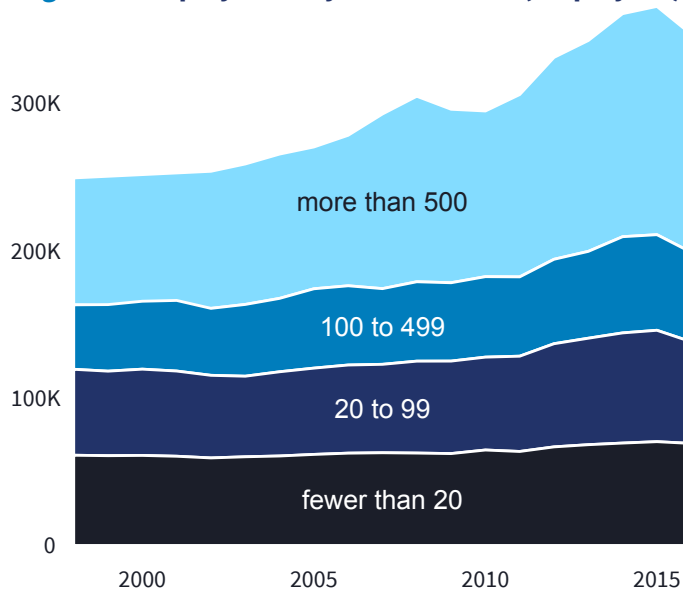
TRADE
1,289
small business
exporters

Overall North Dakota Economy

- In the third quarter of 2018, North Dakota grew at an annual rate of **3.8%**, which was faster than the overall US growth rate of **3.4%**. North Dakota's 2017 growth rate of **-0.5%** was up from the 2016 rate of **-6.5%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.4%**, down from **2.7%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- North Dakota small businesses employed **198,964** people, or **57.3%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.2%** during the 12-month period ending in February 2019. This was above the decrease of **1.4%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **10,494** net jobs in 2016. Firms employing fewer than 20 employees experienced the smallest losses, losing **1,118** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **5,136** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **1** between June 2016 and June 2017 to **77** banks. (Source: [FDIC](#))
- In 2017, **12,188** loans under \$100,000 (valued at **\$226.8 million**) were issued by North Dakota lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$51,012** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$35,085**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: North Dakota Employees per Business by Owner's Demographic, 2016

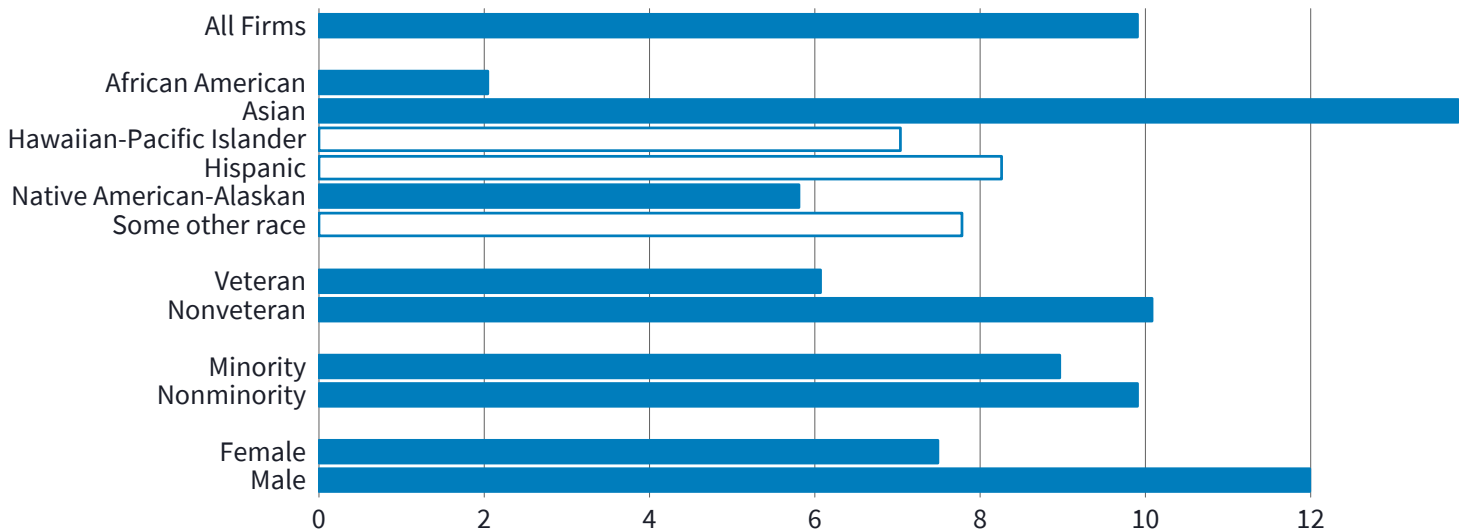
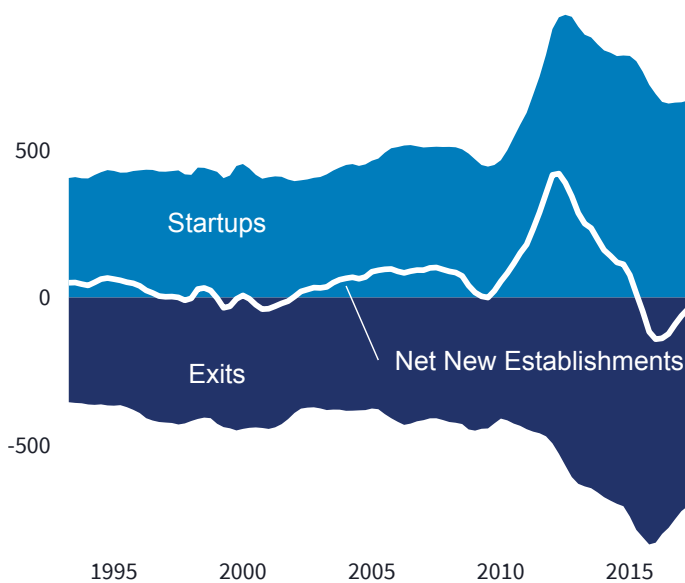


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: North Dakota Quarterly Startups and Exits



- In the third quarter of 2017, **665** establishments started up, generating **2,300** new jobs in North Dakota. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **659** establishments exited resulting in **2,445** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of **1,526** companies exported goods from North Dakota in 2016. Of these, **1,289**, or **84.5%**, were small firms; they generated **36.7%** of North Dakota's **\$4.7 billion** in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: North Dakota Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	31,066	38,071	81.6
Health Care and Social Assistance	26,698	61,322	43.5
Retail Trade	24,720	50,760	48.7
Construction	20,640	23,362	88.3
Wholesale Trade	13,133	22,893	57.4
Other Services (except Public Administration)	12,925	14,024	92.2
Professional, Scientific, and Technical Services	11,666	15,817	73.8
Manufacturing	10,853	23,984	45.3
Transportation and Warehousing	9,355	15,806	59.2
Administrative, Support, and Waste Management	7,864	14,294	55.0
Finance and Insurance	7,837	17,843	43.9
Mining, Quarrying, and Oil and Gas Extraction	5,065	16,424	30.8
Arts, Entertainment, and Recreation	4,358	5,659	77.0
Real Estate and Rental and Leasing	3,815	5,479	69.6
Educational Services	3,378	4,403	76.7
Information	3,135	7,274	43.1
Utilities	1,397	3,546	39.4
Management of Companies and Enterprises	666	5,472	12.2
Agriculture, Forestry, and Fishing and Hunting	321	442	72.6
Industries not classified	72	72	100.0
Total	198,964	346,947	57.3

Figure 4: North Dakota Self-Employment Rates by County, 2017

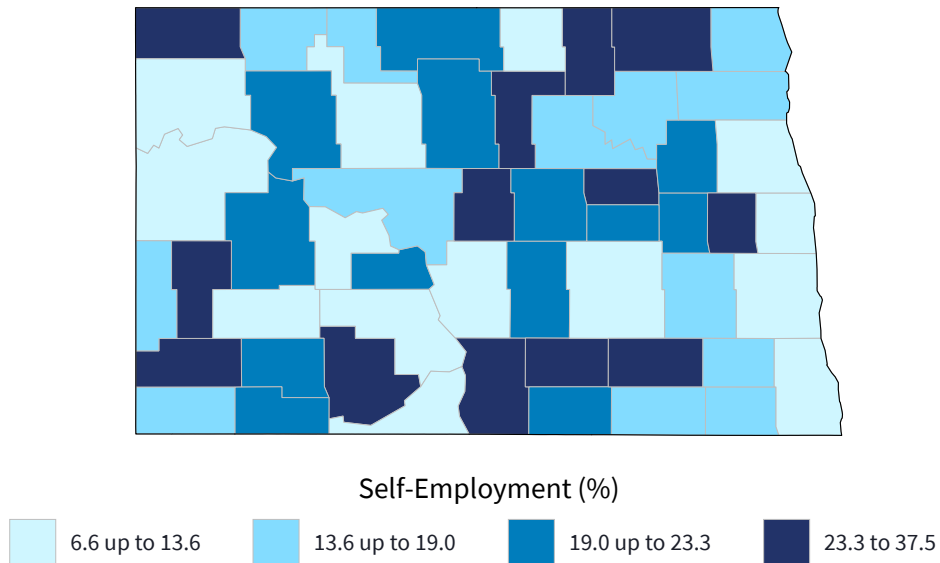


Table 2: North Dakota Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	2,351	2,212	7,587	9,938
Construction	2,940	2,715	5,627	8,567
Real Estate and Rental and Leasing	871	809	7,499	8,370
Retail Trade	2,091	1,756	6,127	8,218
Professional, Scientific, and Technical Services	1,617	1,450	5,210	6,827
Health Care and Social Assistance	1,534	1,265	4,879	6,413
Transportation and Warehousing	1,250	1,120	3,044	4,294
Administrative, Support, and Waste Management	942	839	3,310	4,252
Finance and Insurance	993	902	2,273	3,266
Arts, Entertainment, and Recreation	407	355	2,435	2,842
Accommodation and Food Services	1,746	1,298	684	2,430
Wholesale Trade	955	680	748	1,703
Educational Services	145	104	1,359	1,504
Agriculture, Forestry, and Fishing and Hunting	106	104	1,369	1,475
Manufacturing	592	452	647	1,239
Mining, Quarrying, and Oil and Gas Extraction	377	287	789	1,166
Information	189	138	434	623
Utilities	39	20	43	82
Total	19,078	16,556	54,064	73,142

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Ohio



949,479 Small Businesses
99.6% of Ohio Businesses

2.2 million Small Business Employees
45.8% of Ohio Employees



EMPLOYMENT
46,439
net new jobs



DIVERSITY
153,645
minority-owned
business employees



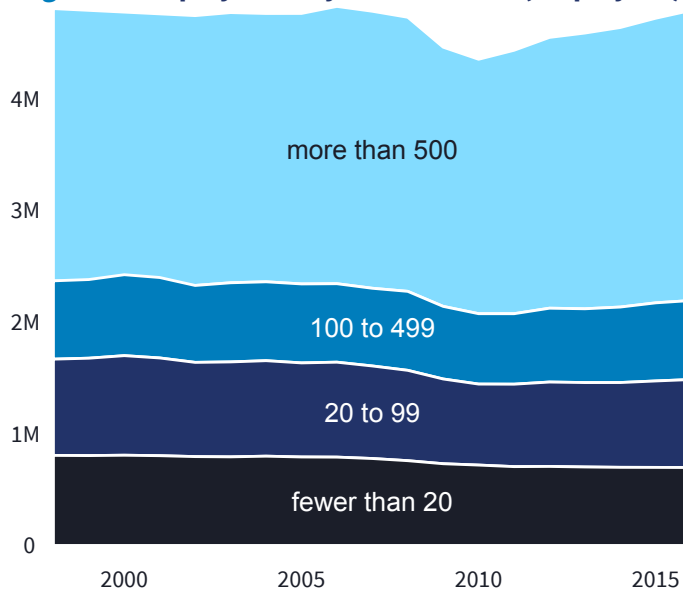
TRADE
13,986
small business
exporters

Overall Ohio Economy

- In the third quarter of 2018, Ohio grew at an annual rate of **2.8%**, which was slower than the overall US growth rate of **3.4%**. Ohio's 2017 growth rate of **1.6%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.6%**, up from **4.5%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Ohio small businesses employed **2.2 million** people, or **45.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.5%** during the 12-month period ending in February 2019. This was equal to the increase of **0.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **46,439** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **29,559** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **5,818** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **11** between June 2016 and June 2017 to **192** banks. (Source: [FDIC](#))
- In 2017, **156,543** loans under \$100,000 (valued at **\$2.5 billion**) were issued by Ohio lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$51,557** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$22,259**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Ohio Employees per Business by Owner's Demographic, 2016

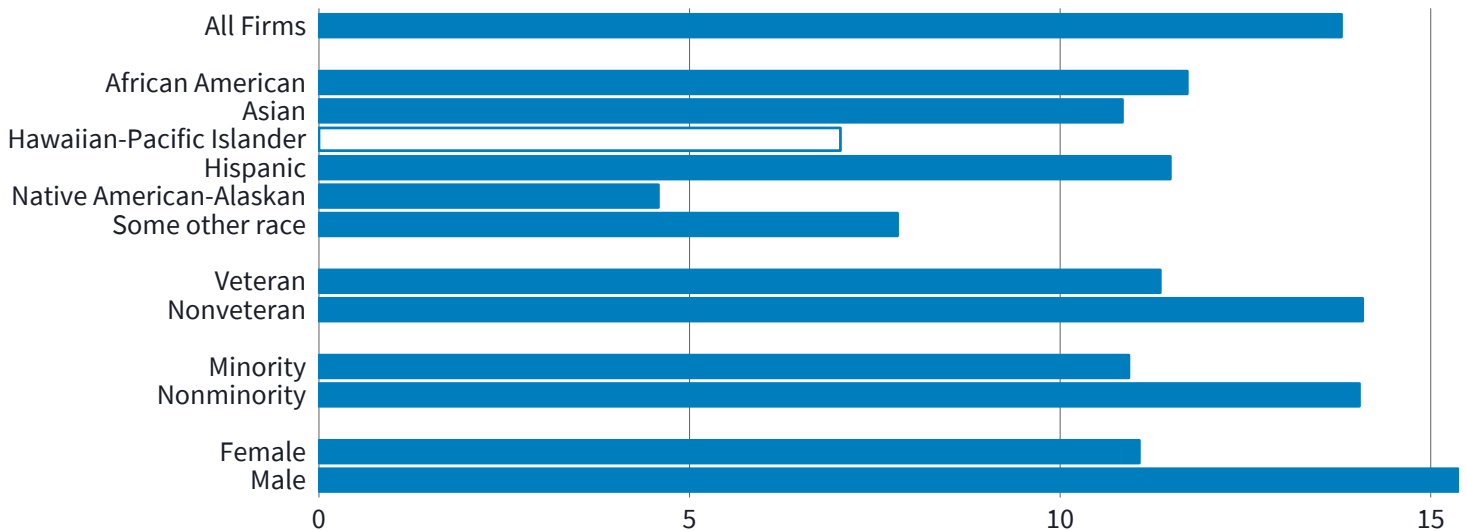
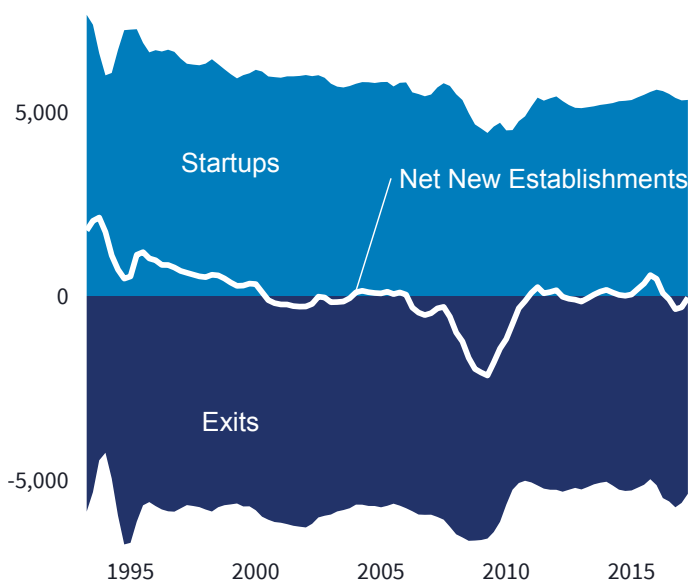


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Ohio Quarterly Startups and Exits



- In the third quarter of 2017, **5,422** establishments started up, generating **20,339** new jobs in Ohio. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **5,496** establishments exited resulting in **21,307** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 15,729 companies exported goods from Ohio in 2016. Of these, 13,986, or 88.9%, were small firms; they generated 22.9% of Ohio's \$44.5 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Ohio Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	358,046	840,716	42.6
Manufacturing	291,048	662,428	43.9
Accommodation and Food Services	283,021	481,956	58.7
Retail Trade	189,957	573,837	33.1
Other Services (except Public Administration)	174,566	202,431	86.2
Professional, Scientific, and Technical Services	161,703	250,766	64.5
Construction	157,092	188,864	83.2
Wholesale Trade	134,425	232,886	57.7
Administrative, Support, and Waste Management	133,261	397,162	33.6
Finance and Insurance	58,871	255,131	23.1
Transportation and Warehousing	58,744	176,312	33.3
Educational Services	56,232	121,226	46.4
Arts, Entertainment, and Recreation	46,148	68,762	67.1
Real Estate and Rental and Leasing	41,505	66,391	62.5
Information	21,956	84,760	25.9
Management of Companies and Enterprises	16,550	150,837	11.0
Mining, Quarrying, and Oil and Gas Extraction	5,146	10,575	48.7
Utilities	3,167	23,488	13.5
Agriculture, Forestry, and Fishing and Hunting	1,039	1,207	86.1
Industries not classified	443	443	100.0
Total	2,192,920	4,790,178	45.8

Figure 4: Ohio Self-Employment Rates by County, 2017

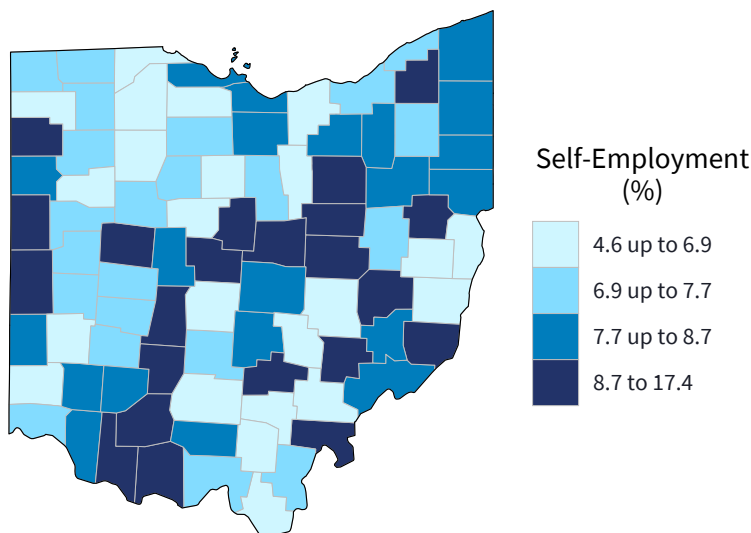


Table 2: Ohio Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	24,311	22,501	107,426	131,737
Professional, Scientific, and Technical Services	20,983	19,021	97,787	118,770
Construction	19,275	17,510	90,050	109,325
Real Estate and Rental and Leasing	7,099	6,560	83,800	90,899
Retail Trade	19,480	17,370	68,666	88,146
Health Care and Social Assistance	19,059	15,308	64,611	83,670
Administrative, Support, and Waste Management	10,798	9,341	64,747	75,545
Transportation and Warehousing	5,496	4,631	50,296	55,792
Arts, Entertainment, and Recreation	3,503	2,923	40,503	44,006
Finance and Insurance	7,732	7,063	21,535	29,267
Accommodation and Food Services	16,708	12,484	10,775	27,483
Educational Services	2,609	1,872	24,250	26,859
Manufacturing	11,677	8,023	13,099	24,776
Wholesale Trade	9,939	7,852	12,501	22,440
Information	1,581	1,271	8,799	10,380
Agriculture, Forestry, and Fishing and Hunting	269	258	6,532	6,801
Mining, Quarrying, and Oil and Gas Extraction	524	451	2,948	3,472
Utilities	140	84	533	673
Total	180,621	154,808	768,858	949,479

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

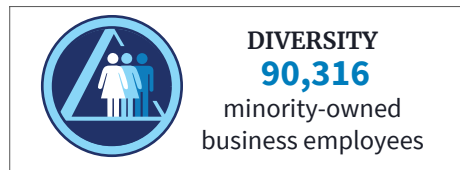
- ACS American Community Survey, US Census Bureau
- ASE Annual Survey of Entrepreneurs, US Census Bureau
- BEA Bureau of Economic Analysis, US Department of Commerce
- BDM Business Employment Dynamics, BLS
- BLS Bureau of Labor Statistics, US Department of Labor
- CPS Current Population Survey, BLS
-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

2019 Small Business Profile

Oklahoma

350,718 Small Businesses
99.4% of Oklahoma Businesses

712,582 Small Business Employees
52.4% of Oklahoma Employees

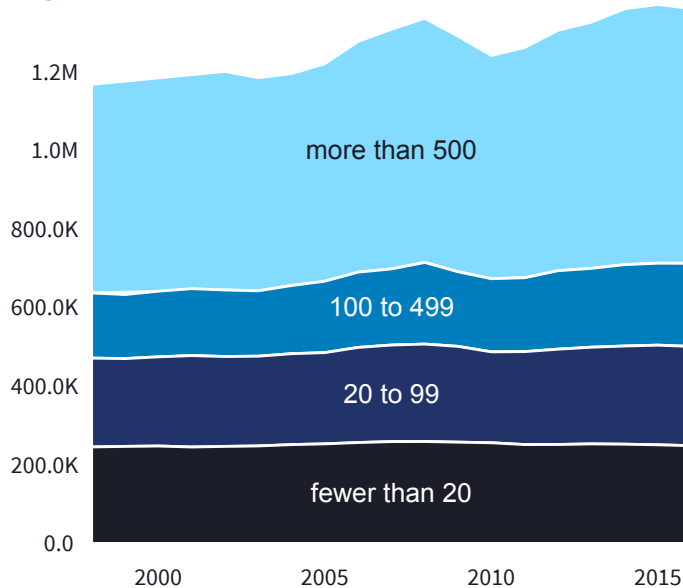


Overall Oklahoma Economy

- In the third quarter of 2018, Oklahoma grew at an annual rate of **2.2%**, which was slower than the overall US growth rate of **3.4%**. Oklahoma's 2017 growth rate of **0.7%** was up from the 2016 rate of **-2.7%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.3%**, down from **3.8%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Oklahoma small businesses employed **712,582** people, or **52.4%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.1%** during the 12-month period ending in February 2019. This was below the increase of **1.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.1%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **2,262** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **4,945** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **3,731** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2014 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at **210** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **54,933** loans under \$100,000 (valued at **\$839.4 million**) were issued by Oklahoma lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$45,387** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$23,951**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Oklahoma Employees per Business by Owner's Demographic, 2016

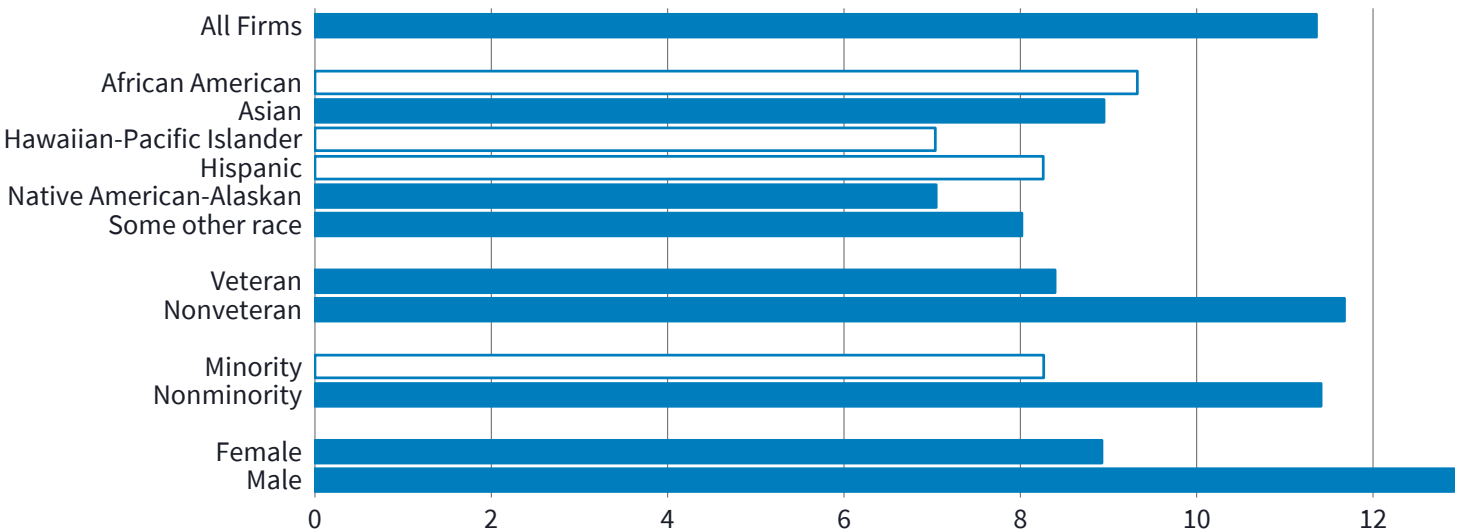
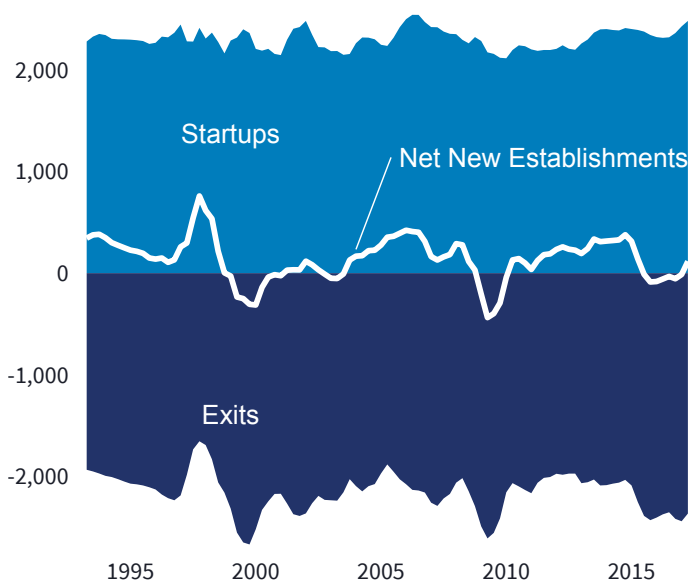


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Oklahoma Quarterly Startups and Exits



- In the third quarter of 2017, **2,540** establishments started up, generating **11,446** new jobs in Oklahoma. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **2,113** establishments exited resulting in **10,045** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 2,993 companies exported goods from Oklahoma in 2016. Of these, 2,509, or 83.8%, were small firms; they generated 26.0% of Oklahoma's \$4.5 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Oklahoma Employment by Industry, 2016

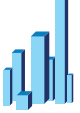



 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	114,928	221,349	51.9
Accommodation and Food Services	95,113	154,255	61.7
Retail Trade	70,942	186,499	38.0
Construction	61,819	72,570	85.2
Other Services (except Public Administration)	57,841	63,126	91.6
Manufacturing	54,393	129,975	41.8
Professional, Scientific, and Technical Services	50,673	73,514	68.9
Administrative, Support, and Waste Management	44,729	102,931	43.5
Wholesale Trade	35,419	58,394	60.7
Finance and Insurance	29,937	60,301	49.6
Mining, Quarrying, and Oil and Gas Extraction	19,351	40,201	48.1
Transportation and Warehousing	17,807	47,463	37.5
Arts, Entertainment, and Recreation	16,911	29,878	56.6
Real Estate and Rental and Leasing	13,864	22,786	60.8
Educational Services	12,134	21,515	56.4
Information	7,804	27,919	28.0
Management of Companies and Enterprises	4,889	38,100	12.8
Utilities	3,230	8,725	37.0
Agriculture, Forestry, and Fishing and Hunting	653	733	89.1
Industries not classified	145	145	100.0
Total	712,582	1,360,379	52.4

Figure 4: Oklahoma Self-Employment Rates by County, 2017

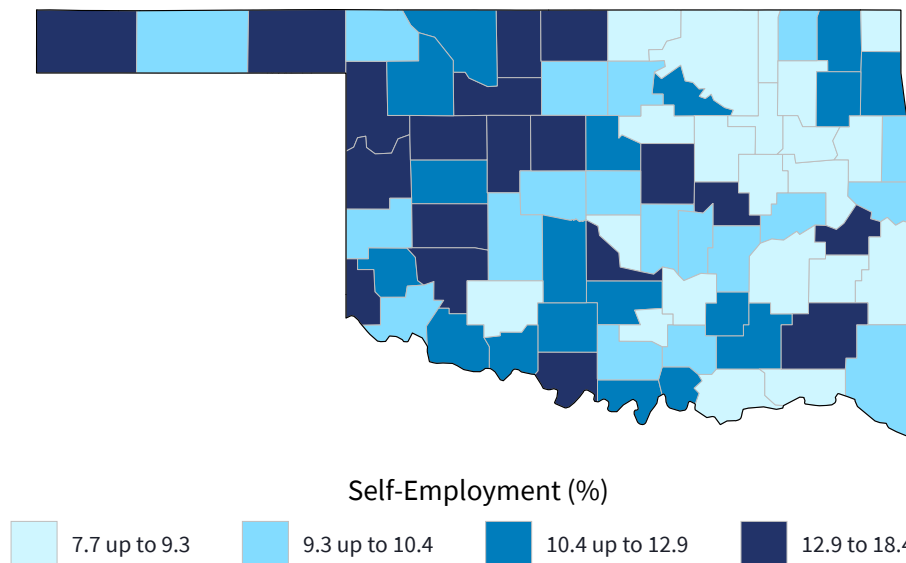


Table 2: Oklahoma Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	8,336	7,723	46,262	54,598
Construction	8,080	7,367	36,752	44,832
Professional, Scientific, and Technical Services	8,693	8,163	29,953	38,646
Retail Trade	7,796	6,951	26,630	34,426
Administrative, Support, and Waste Management	3,767	3,303	26,674	30,441
Real Estate and Rental and Leasing	3,321	3,134	26,039	29,360
Health Care and Social Assistance	8,201	7,003	17,990	26,191
Transportation and Warehousing	2,026	1,739	13,379	15,405
Mining, Quarrying, and Oil and Gas Extraction	2,465	2,202	12,769	15,234
Arts, Entertainment, and Recreation	1,030	845	11,637	12,667
Finance and Insurance	3,792	3,449	8,275	12,067
Accommodation and Food Services	5,438	4,009	4,139	9,577
Wholesale Trade	3,190	2,501	3,790	6,980
Manufacturing	2,821	2,121	3,963	6,784
Educational Services	686	548	5,614	6,300
Agriculture, Forestry, and Fishing and Hunting	157	150	3,523	3,680
Information	648	531	2,676	3,324
Utilities	106	61	227	333
Total	70,426	61,923	280,292	350,718

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Oregon



377,860 Small Businesses
99.4% of Oregon Businesses

852,983 Small Business Employees
55.0% of Oregon Employees



EMPLOYMENT
37,592
net new jobs



DIVERSITY
75,014
minority-owned
business employees



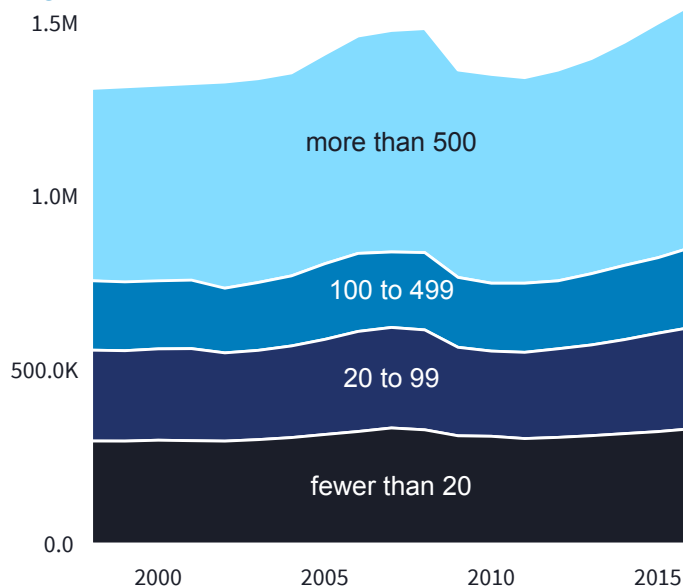
TRADE
5,032
small business
exporters

Overall Oregon Economy

- In the third quarter of 2018, Oregon grew at an annual rate of **3.5%**, which was faster than the overall US growth rate of **3.4%**. Oregon's 2017 growth rate of **3.6%** was down from the 2016 rate of **4.7%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.4%**, up from **4.2%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Oregon small businesses employed **852,983** people, or **55.0%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.7%** during the 12-month period ending in February 2019. This was below the increase of **1.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **37,592** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **22,203** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **7,554** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by 2 between June 2016 and June 2017 to 23 banks. (Source: FDIC)
- In 2017, 77,665 loans under \$100,000 (valued at \$1.1 billion) were issued by Oregon lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,585 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$24,931. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Oregon Employees per Business by Owner's Demographic, 2016

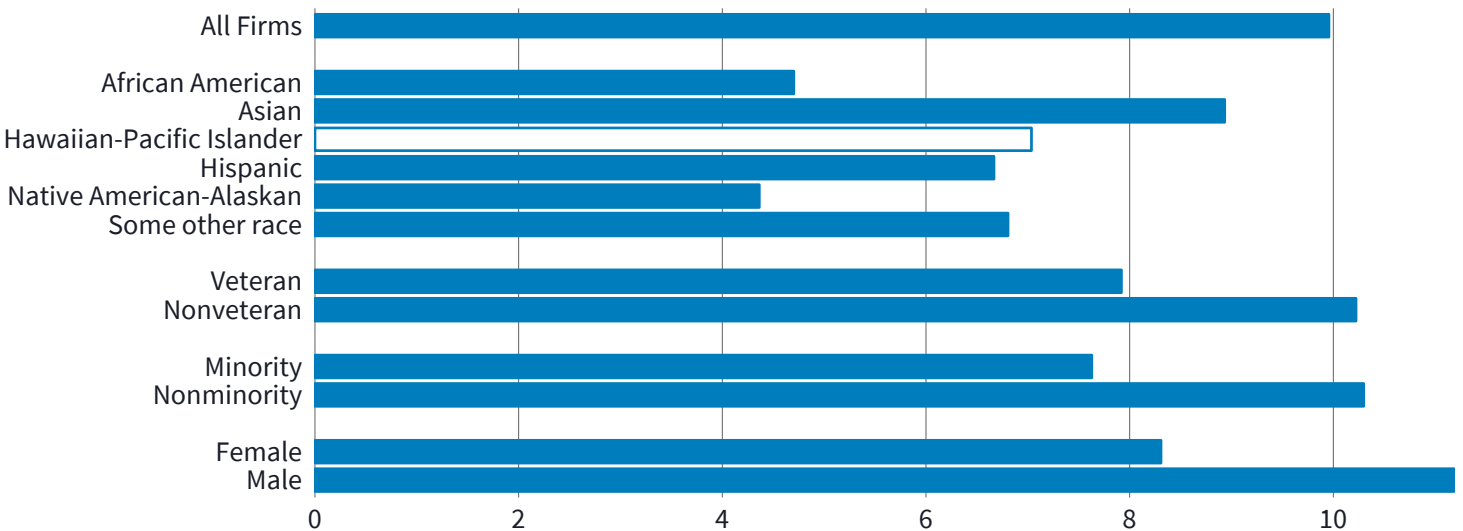
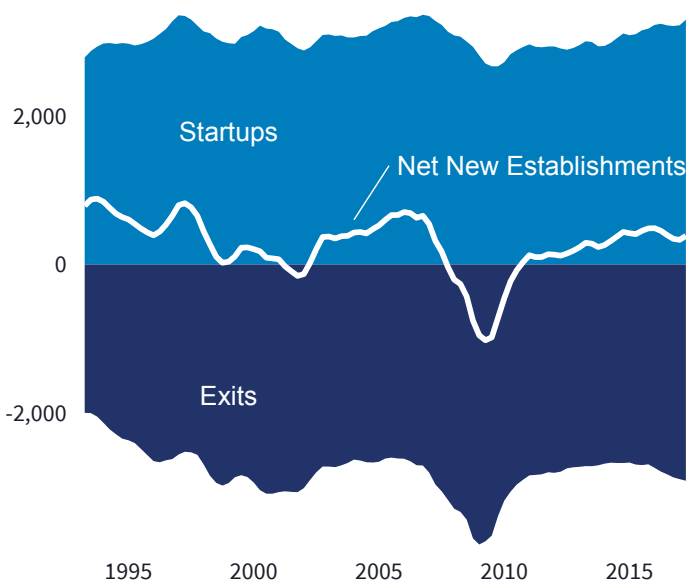


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Oregon Quarterly Startups and Exits



- In the third quarter of 2017, 3,841 establishments started up, generating 11,358 new jobs in Oregon. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,106 establishments exited resulting in 8,998 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 5,670 companies exported goods from Oregon in 2016. Of these, 5,032, or 88.7%, were small firms; they generated 21.4% of Oregon's \$20.9 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Oregon Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	129,058	176,965	72.9
Health Care and Social Assistance	117,511	245,776	47.8
Retail Trade	84,964	208,523	40.7
Manufacturing	84,742	163,707	51.8
Construction	74,636	86,202	86.6
Professional, Scientific, and Technical Services	63,719	91,071	70.0
Other Services (except Public Administration)	59,787	68,407	87.4
Administrative, Support, and Waste Management	49,615	102,612	48.4
Wholesale Trade	42,671	83,938	50.8
Transportation and Warehousing	23,654	57,040	41.5
Educational Services	22,534	38,780	58.1
Real Estate and Rental and Leasing	21,740	28,670	75.8
Arts, Entertainment, and Recreation	20,891	27,470	76.1
Finance and Insurance	20,868	60,828	34.3
Information	15,601	38,361	40.7
Agriculture, Forestry, and Fishing and Hunting	11,564	12,433	93.0
Management of Companies and Enterprises	7,008	50,810	13.8
Utilities	1,125	7,769	14.5
Mining, Quarrying, and Oil and Gas Extraction	864	1,399	61.8
Industries not classified	431	431	100.0
Total	852,983	1,551,192	55.0

Figure 4: Oregon Self-Employment Rates by County, 2017

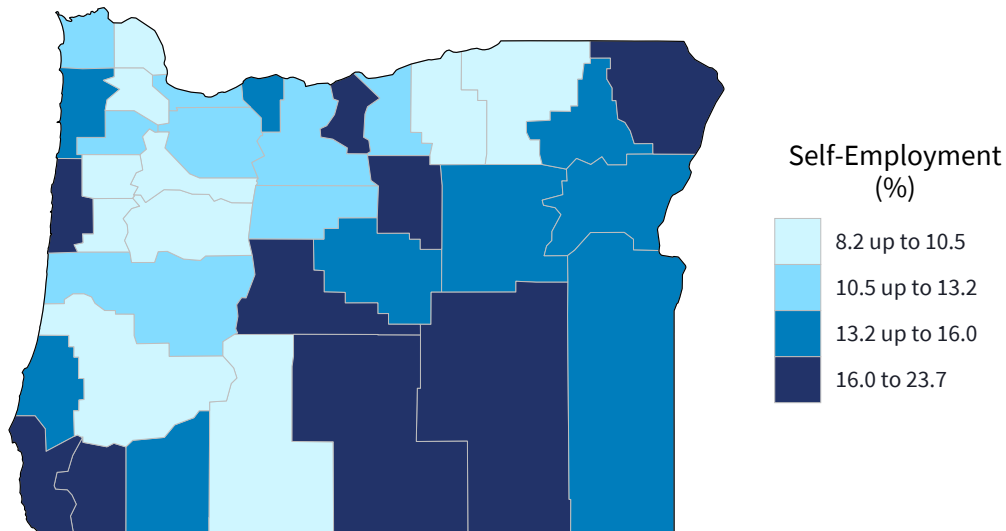


Table 2: Oregon Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	11,442	10,672	48,505	59,947
Other Services (except Public Administration)	9,262	8,671	34,402	43,664
Real Estate and Rental and Leasing	5,069	4,816	34,184	39,253
Health Care and Social Assistance	10,034	8,860	24,433	34,467
Retail Trade	9,130	8,103	25,081	34,211
Construction	12,047	11,291	21,486	33,533
Arts, Entertainment, and Recreation	1,744	1,487	21,539	23,283
Administrative, Support, and Waste Management	5,015	4,468	17,222	22,237
Transportation and Warehousing	2,534	2,174	15,591	18,125
Accommodation and Food Services	8,935	7,099	4,822	13,757
Manufacturing	4,906	3,828	7,541	12,447
Educational Services	1,445	1,156	9,027	10,472
Finance and Insurance	3,088	2,837	6,235	9,323
Wholesale Trade	3,947	3,131	4,956	8,903
Agriculture, Forestry, and Fishing and Hunting	1,295	1,138	6,097	7,392
Information	1,263	1,055	5,105	6,368
Utilities	109	86	183	292
Mining, Quarrying, and Oil and Gas Extraction	104	89	129	233
Total	91,322	81,288	286,538	377,860

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Pennsylvania



1.1 million Small Businesses
99.6% of Pennsylvania Businesses

2.5 million Small Business Employees
46.6% of Pennsylvania Employees



EMPLOYMENT
51,487
net new jobs



DIVERSITY
166,074
minority-owned
business employees



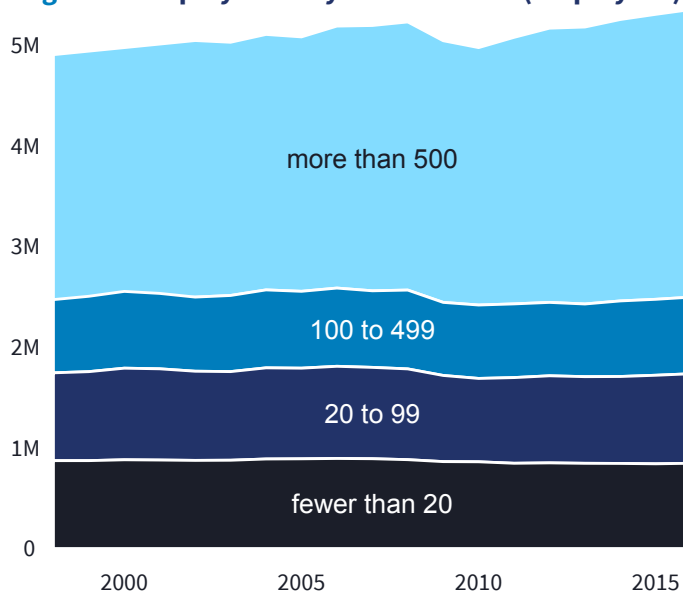
TRADE
13,345
small business
exporters

Overall Pennsylvania Economy

- In the third quarter of 2018, Pennsylvania grew at an annual rate of **2.8%**, which was slower than the overall US growth rate of **3.4%**. Pennsylvania's 2017 growth rate of **2.2%** was up from the 2016 rate of **1.2%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.0%**, down from **4.5%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Pennsylvania small businesses employed **2.5 million** people, or **46.6%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.6%** during the 12-month period ending in February 2019. This was above the increase of **0.0%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **51,487** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **34,842** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **6,478** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 8 between June 2016 and June 2017 to 160 banks. (Source: FDIC)
- In 2017, 208,578 loans under \$100,000 (valued at \$3.5 billion) were issued by Pennsylvania lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$52,358 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$26,138. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Pennsylvania Employees per Business by Owner's Demographic, 2016

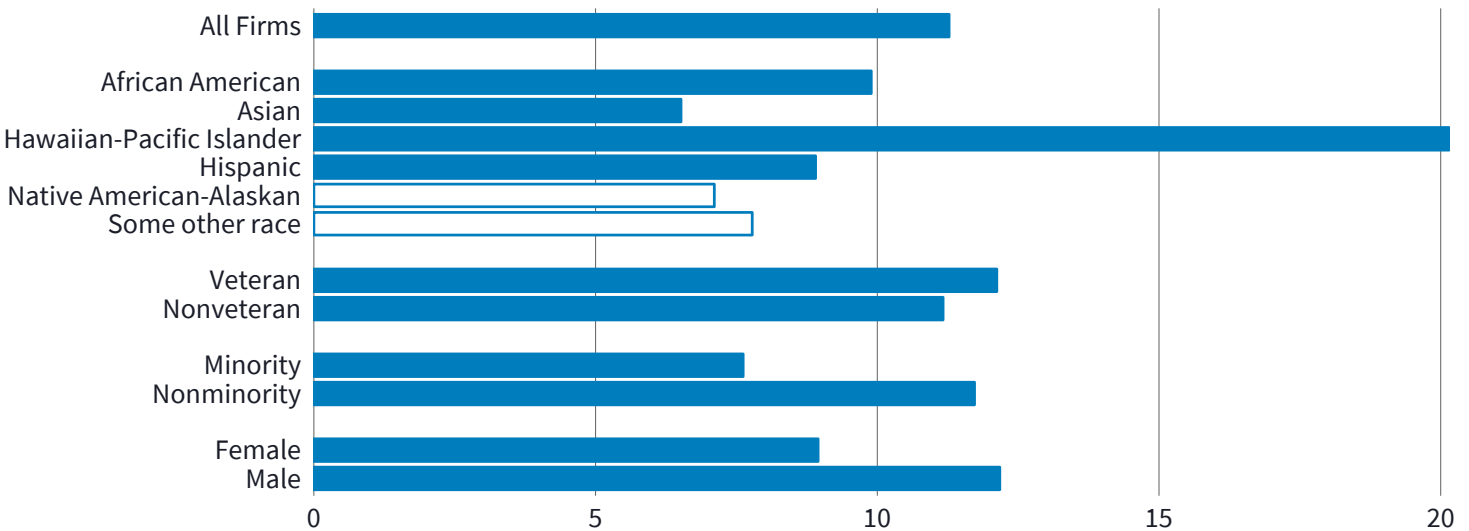
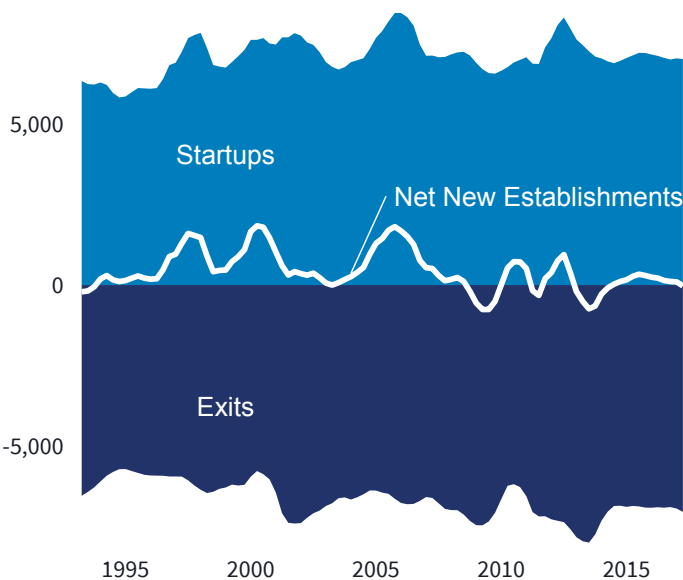


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Pennsylvania Quarterly Startups and Exits



- In the third quarter of 2017, 6,907 establishments started up, generating 23,314 new jobs in Pennsylvania. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 7,460 establishments exited resulting in 23,148 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of **15,015** companies exported goods from Pennsylvania in 2016. Of these, **13,345**, or **88.9%**, were small firms; they generated **32.0%** of Pennsylvania's **\$33.2 billion** in total exports. (Source: **ITA**)

Small Business Employment by Industry and Self-Employment by County

Table 1: Pennsylvania Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	402,456	1,005,144	40.0
Accommodation and Food Services	297,648	475,598	62.6
Manufacturing	265,053	540,072	49.1
Retail Trade	246,029	667,206	36.9
Other Services (except Public Administration)	217,264	243,806	89.1
Construction	196,960	237,738	82.8
Professional, Scientific, and Technical Services	195,427	324,440	60.2
Administrative, Support, and Waste Management	140,804	331,715	42.4
Wholesale Trade	137,408	248,232	55.4
Transportation and Warehousing	78,352	222,332	35.2
Finance and Insurance	74,223	273,515	27.1
Educational Services	73,171	267,345	27.4
Arts, Entertainment, and Recreation	59,280	108,287	54.7
Real Estate and Rental and Leasing	45,895	66,325	69.2
Information	31,405	111,248	28.2
Management of Companies and Enterprises	20,319	176,458	11.5
Mining, Quarrying, and Oil and Gas Extraction	10,309	21,919	47.0
Agriculture, Forestry, and Fishing and Hunting	2,512	2,539	98.9
Utilities	2,381	30,417	7.8
Industries not classified	628	628	100.0
Total	2,497,524	5,354,964	46.6

Figure 4: Pennsylvania Self-Employment Rates by County, 2017

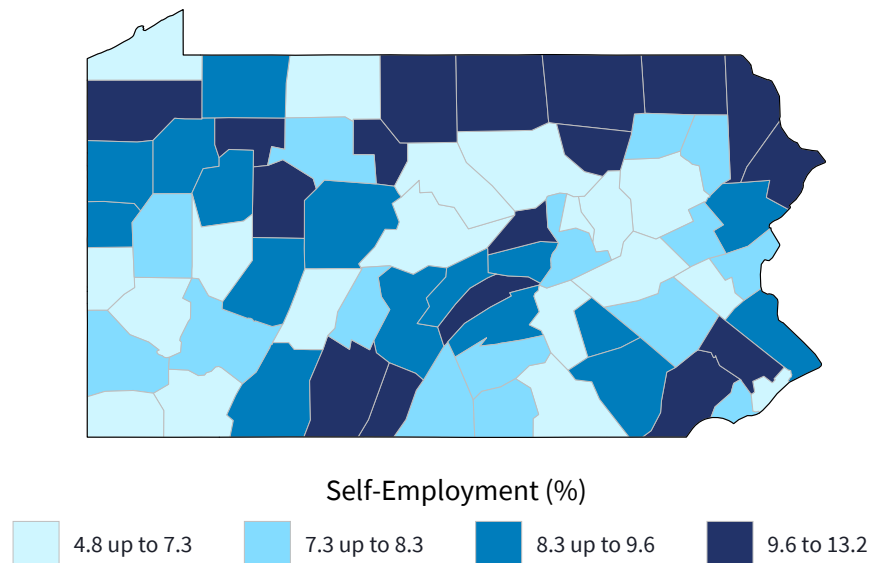


Table 2: Pennsylvania Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	26,507	24,075	119,826	146,333
Other Services (except Public Administration)	33,487	31,418	108,006	141,493
Construction	26,194	24,100	93,241	119,435
Retail Trade	25,269	22,452	80,786	106,055
Real Estate and Rental and Leasing	7,160	6,596	90,529	97,689
Health Care and Social Assistance	23,242	19,196	63,658	86,900
Administrative, Support, and Waste Management	12,949	11,352	55,153	68,102
Transportation and Warehousing	6,719	5,611	56,662	63,381
Arts, Entertainment, and Recreation	4,377	3,636	47,742	52,119
Accommodation and Food Services	22,588	18,292	12,977	35,565
Finance and Insurance	8,821	8,024	25,453	34,274
Educational Services	3,287	2,369	28,459	31,746
Manufacturing	11,638	8,252	14,075	25,713
Wholesale Trade	10,731	8,578	13,891	24,622
Information	2,244	1,808	10,403	12,647
Agriculture, Forestry, and Fishing and Hunting	483	459	7,793	8,276
Mining, Quarrying, and Oil and Gas Extraction	748	579	2,493	3,241
Utilities	164	124	804	968
Total	226,082	197,281	831,951	1,058,033

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Rhode Island



101,516 Small Businesses
98.9% of Rhode Island Businesses

229,974 Small Business Employees
52.8% of Rhode Island Employees



EMPLOYMENT
5,248
net new jobs



DIVERSITY
9,246
minority-owned
business employees



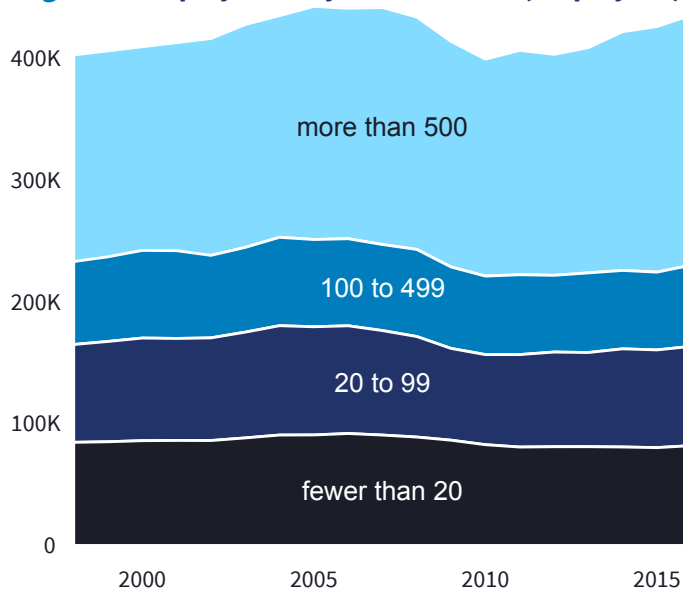
TRADE
1,424
small business
exporters

Overall Rhode Island Economy

- In the third quarter of 2018, Rhode Island grew at an annual rate of **2.9%**, which was slower than the overall US growth rate of **3.4%**. Rhode Island's 2017 growth rate of **0.7%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.9%**, down from **4.3%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Rhode Island small businesses employed **229,974** people, or **52.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.3%** during the 12-month period ending in February 2019. This was below the increase of **0.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **5,248** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **4,248** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **77** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at **9** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **20,379** loans under \$100,000 (valued at **\$289.5 million**) were issued by Rhode Island lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$65,580** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$30,561**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Rhode Island Employees per Business by Owner's Demographic, 2016

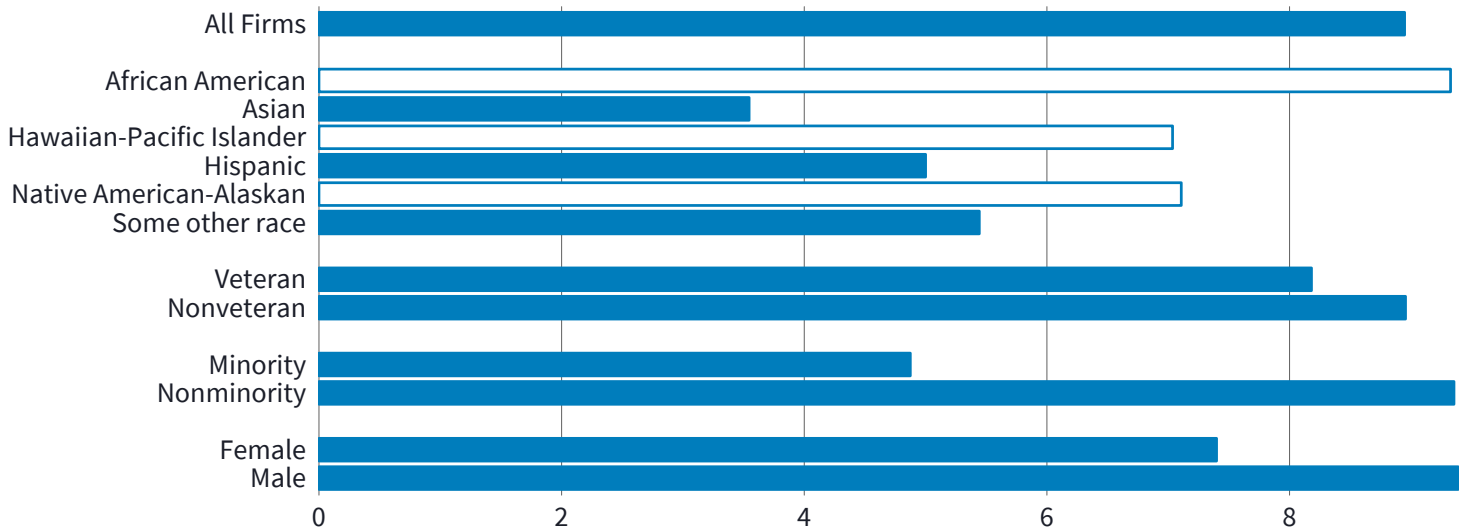
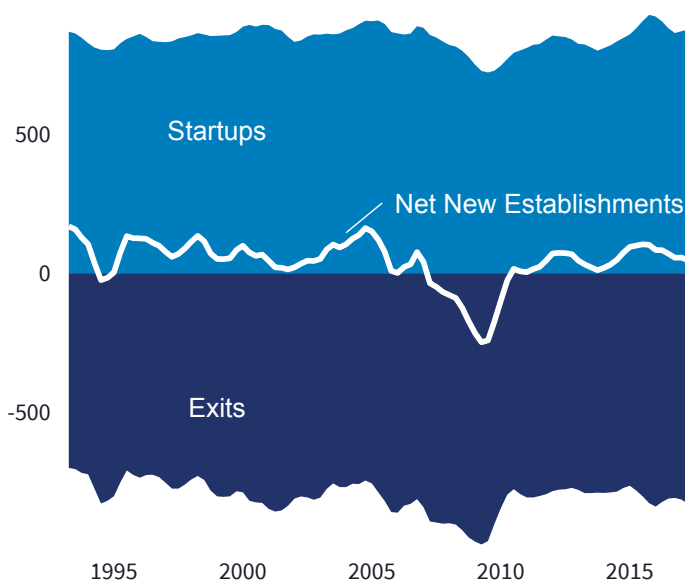


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Rhode Island Quarterly Startups and Exits



- In the third quarter of 2017, **925** establishments started up, generating **2,989** new jobs in Rhode Island. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **894** establishments exited resulting in **2,361** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 1,640 companies exported goods from Rhode Island in 2016. Of these, 1,424, or 86.8%, were small firms; they generated 62.7% of Rhode Island's \$2.0 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Rhode Island Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	43,170	88,587	48.7
Accommodation and Food Services	36,528	48,316	75.6
Manufacturing	24,856	40,132	61.9
Retail Trade	18,742	48,978	38.3
Construction	16,922	18,015	93.9
Professional, Scientific, and Technical Services	16,118	23,771	67.8
Other Services (except Public Administration)	15,691	17,402	90.2
Administrative, Support, and Waste Management	13,348	25,249	52.9
Wholesale Trade	11,959	20,245	59.1
Finance and Insurance	6,831	27,255	25.1
Educational Services	6,800	30,170	22.5
Arts, Entertainment, and Recreation	5,888	11,042	53.3
Transportation and Warehousing	4,581	11,503	39.8
Real Estate and Rental and Leasing	4,086	5,346	76.4
Information	2,480	7,035	35.3
Management of Companies and Enterprises	1,517	10,565	14.4
Agriculture, Forestry, and Fishing and Hunting	148	148	100.0
Mining, Quarrying, and Oil and Gas Extraction	126	146	86.3
Utilities	121	1,181	10.2
Industries not classified	62	62	100.0
Total	229,974	435,148	52.8

Figure 4: Rhode Island Self-Employment Rates by County, 2017

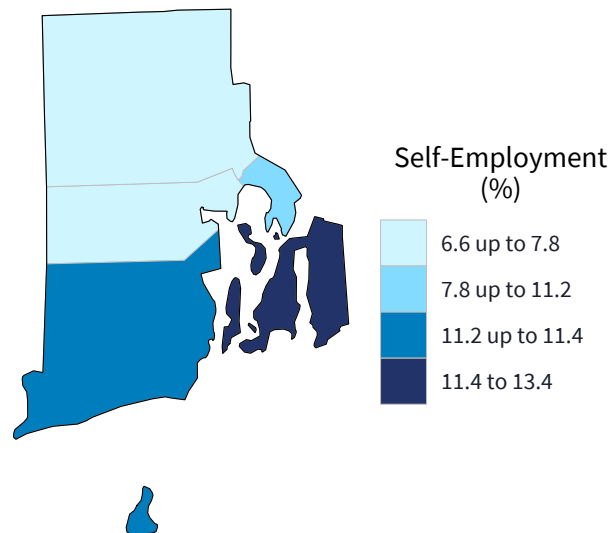


Table 2: Rhode Island Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	2,760	2,539	12,121	14,881
Other Services (except Public Administration)	2,708	2,558	11,365	14,073
Construction	3,096	2,937	8,374	11,470
Real Estate and Rental and Leasing	866	809	9,899	10,765
Retail Trade	2,540	2,303	5,416	7,956
Health Care and Social Assistance	2,260	1,859	5,670	7,930
Administrative, Support, and Waste Management	1,557	1,398	5,362	6,919
Arts, Entertainment, and Recreation	485	409	5,149	5,634
Transportation and Warehousing	592	524	4,567	5,159
Accommodation and Food Services	2,575	1,989	993	3,568
Educational Services	358	258	2,829	3,187
Finance and Insurance	687	611	1,939	2,626
Manufacturing	1,267	937	1,164	2,431
Wholesale Trade	1,075	857	1,201	2,276
Agriculture, Forestry, and Fishing and Hunting	39	37	1,187	1,226
Information	229	189	951	1,180
Utilities	12	10	187	199
Mining, Quarrying, and Oil and Gas Extraction	14	13	7	21
Total	23,135	20,290	78,381	101,516

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- ACS American Community Survey, US Census Bureau
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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

South Carolina



418,031 Small Businesses
99.4% of South Carolina Businesses

794,711 Small Business Employees
46.3% of South Carolina Employees



EMPLOYMENT
30,885
net new jobs



DIVERSITY
88,867
minority-owned
business employees



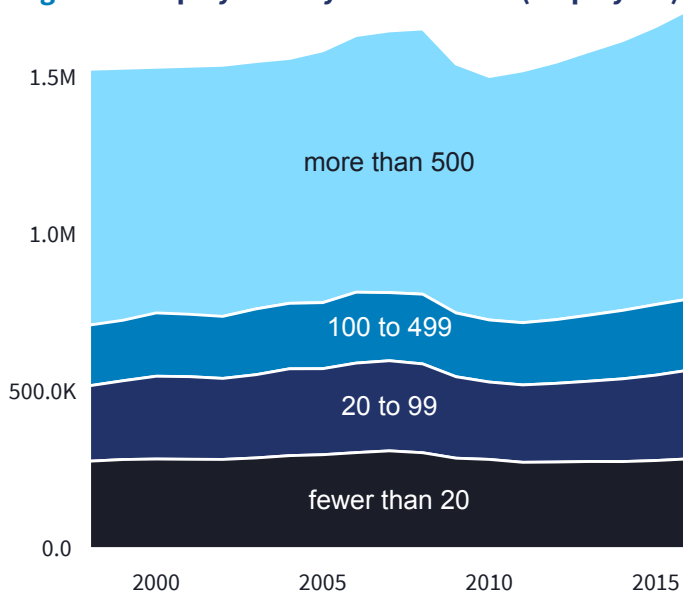
TRADE
5,300
small business
exporters

Overall South Carolina Economy

- In the third quarter of 2018, South Carolina grew at an annual rate of **2.9%**, which was slower than the overall US growth rate of **3.4%**. South Carolina's 2017 growth rate of **2.6%** was unchanged from the 2016 rate of **2.6%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.2%**, down from **3.8%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- South Carolina small businesses employed **794,711** people, or **46.3%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.7%** during the 12-month period ending in February 2019. This was above the increase of **1.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **30,885** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **18,352** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **4,044** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 3 between June 2016 and June 2017 to 55 banks. (Source: FDIC)
- In 2017, 72,824 loans under \$100,000 (valued at \$1.1 billion) were issued by South Carolina lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,564 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$22,074. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: South Carolina Employees per Business by Owner's Demographic, 2016

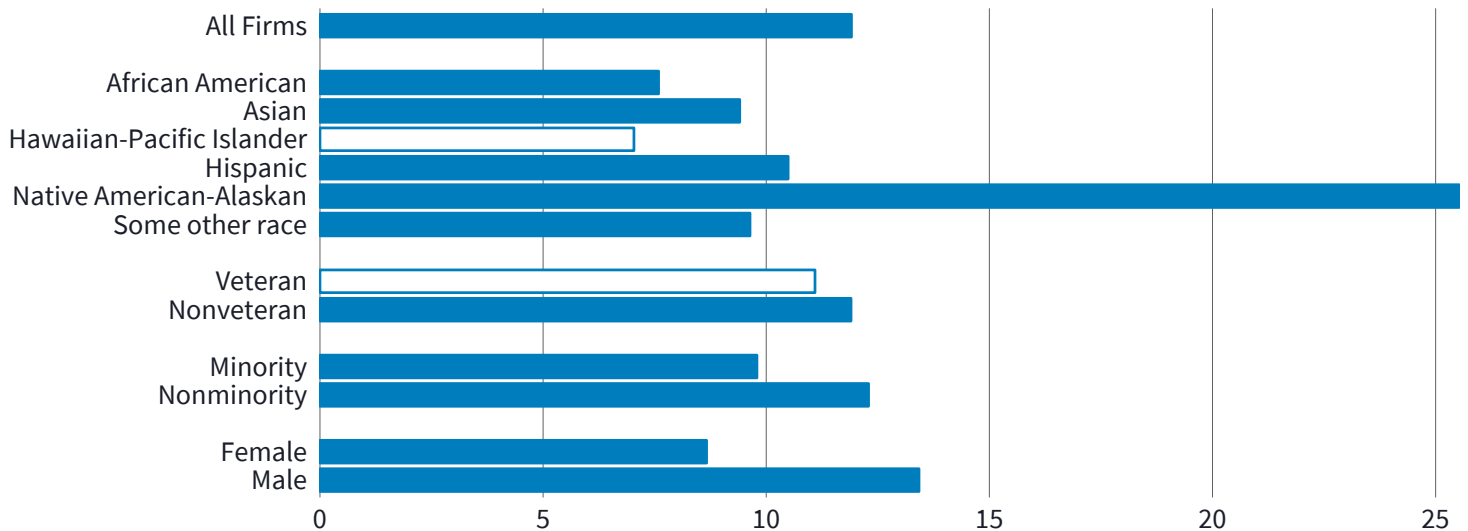
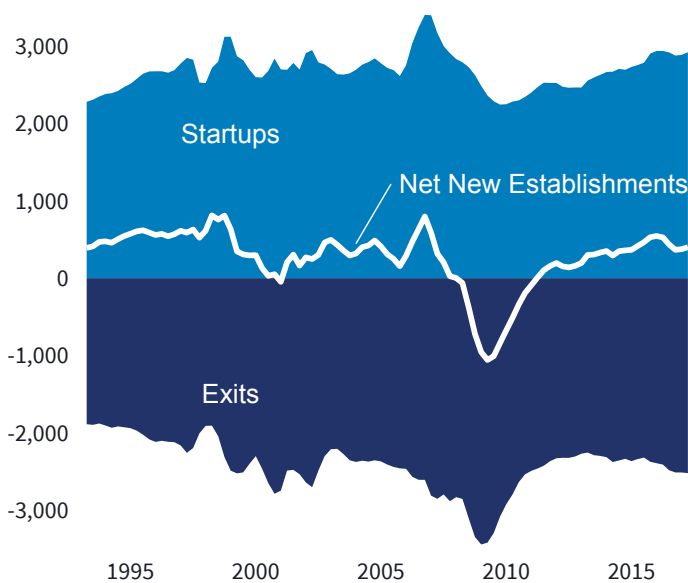


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: South Carolina Quarterly Startups and Exits



- In the third quarter of 2017, 2,900 establishments started up, generating 10,771 new jobs in South Carolina. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,629 establishments exited resulting in 8,793 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 6,303 companies exported goods from South Carolina in 2016. Of these, 5,300, or 84.1%, were small firms; they generated 11.2% of South Carolina's \$29.6 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: South Carolina Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	138,162	220,891	62.5
Health Care and Social Assistance	104,431	230,608	45.3
Retail Trade	76,982	244,946	31.4
Manufacturing	73,958	228,268	32.4
Other Services (except Public Administration)	72,122	81,622	88.4
Construction	68,426	79,827	85.7
Professional, Scientific, and Technical Services	54,994	89,194	61.7
Administrative, Support, and Waste Management	52,036	171,845	30.3
Wholesale Trade	36,763	73,208	50.2
Arts, Entertainment, and Recreation	21,981	27,281	80.6
Finance and Insurance	21,672	69,856	31.0
Real Estate and Rental and Leasing	18,590	26,063	71.3
Educational Services	18,287	32,531	56.2
Transportation and Warehousing	17,535	60,392	29.0
Information	6,915	36,207	19.1
Management of Companies and Enterprises	4,704	26,402	17.8
Agriculture, Forestry, and Fishing and Hunting	3,685	3,920	94.0
Utilities	2,571	11,972	21.5
Mining, Quarrying, and Oil and Gas Extraction	605	1,171	51.7
Industries not classified	292	292	100.0
Total	794,711	1,716,496	46.3

Figure 4: South Carolina Self-Employment Rates by County, 2017

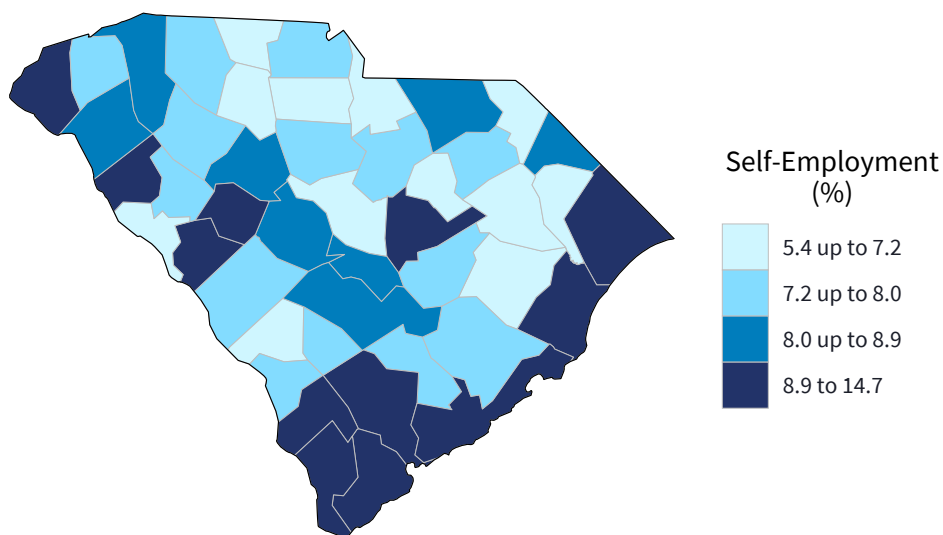


Table 2: South Carolina Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	10,577	9,822	59,813	70,390
Professional, Scientific, and Technical Services	9,324	8,662	39,504	48,828
Construction	9,161	8,371	37,335	46,496
Real Estate and Rental and Leasing	4,197	3,954	38,851	43,048
Administrative, Support, and Waste Management	4,847	4,257	34,982	39,829
Retail Trade	10,012	9,132	28,986	38,998
Health Care and Social Assistance	7,409	6,260	24,145	31,554
Transportation and Warehousing	2,006	1,705	18,285	20,291
Arts, Entertainment, and Recreation	1,509	1,223	16,535	18,044
Accommodation and Food Services	7,447	5,420	5,850	13,297
Finance and Insurance	3,090	2,849	10,072	13,162
Educational Services	1,044	815	8,963	10,007
Wholesale Trade	3,427	2,733	5,430	8,857
Manufacturing	2,979	2,064	4,373	7,352
Information	619	522	3,599	4,218
Agriculture, Forestry, and Fishing and Hunting	507	459	2,675	3,182
Utilities	79	49	267	346
Mining, Quarrying, and Oil and Gas Extraction	44	37	74	118
Total	78,292	68,539	339,739	418,031

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

South Dakota



86,550 Small Businesses
99.0% of South Dakota Businesses

210,534 Small Business Employees
58.8% of South Dakota Employees



EMPLOYMENT
2,298
net new jobs



DIVERSITY
5,096
minority-owned
business employees



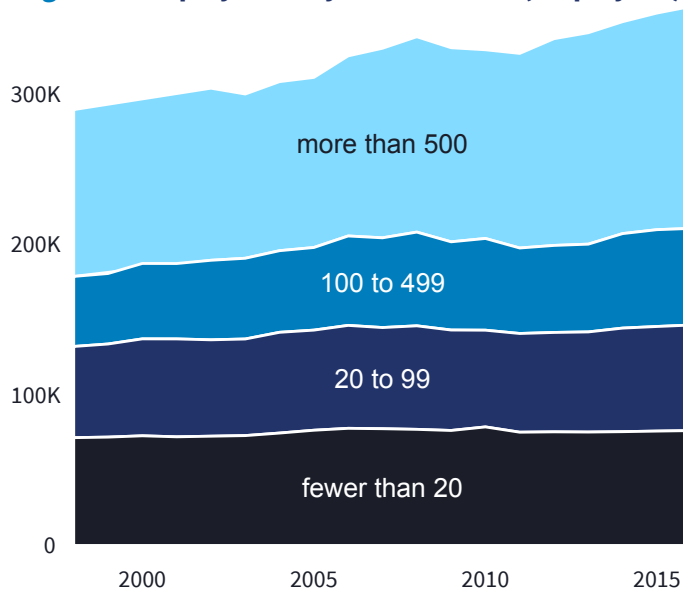
TRADE
669
small business
exporters

Overall South Dakota Economy

- In the third quarter of 2018, South Dakota grew at an annual rate of **3.6%**, which was faster than the overall US growth rate of **3.4%**. South Dakota's 2017 growth rate of **-0.03%** was down from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.9%**, down from **3.1%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- South Dakota small businesses employed **210,534** people, or **58.8%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.4%** during the 12-month period ending in February 2019. This was above the increase of **0.8%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.5%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,298** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **2,759** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **602** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks was unchanged at 69 between June 2016 and June 2017. (Source: FDIC)
- In 2017, 13,752 loans under \$100,000 (valued at \$287.1 million) were issued by South Dakota lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,173 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$32,792. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: South Dakota Employees per Business by Owner's Demographic, 2016

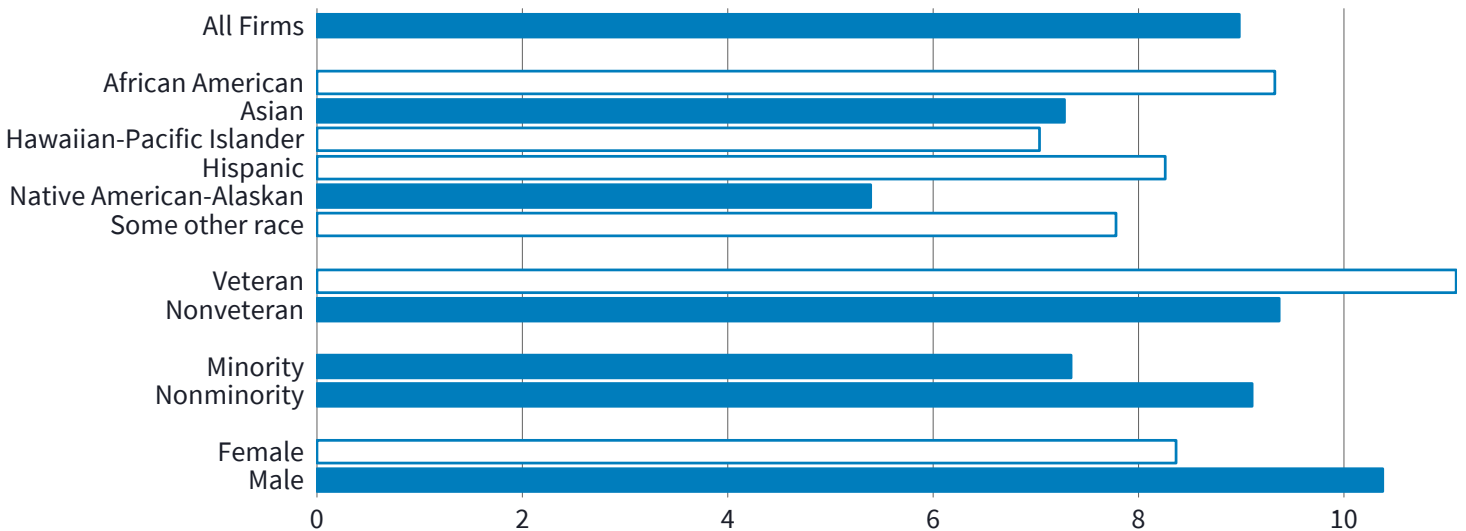
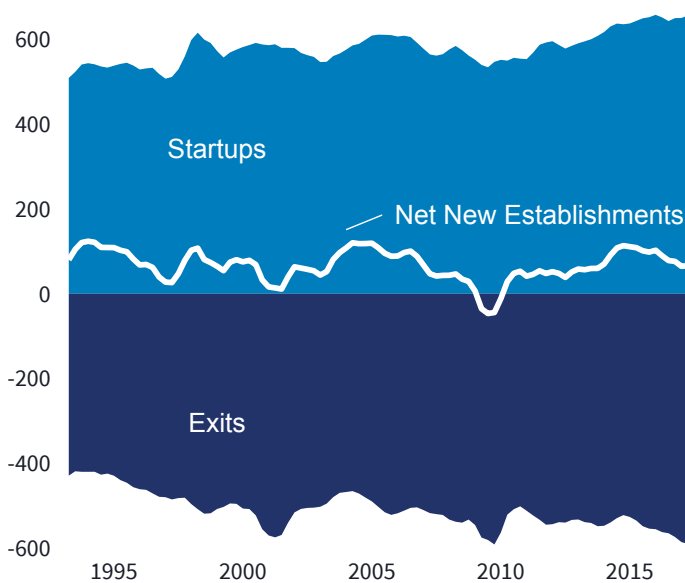


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: South Dakota Quarterly Startups and Exits



- In the third quarter of 2017, 659 establishments started up, generating 1,821 new jobs in South Dakota. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 612 establishments exited resulting in 1,509 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 880 companies exported goods from South Dakota in 2016. Of these, 669, or 76.0%, were small firms; they generated of South Dakota's \$1.1 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: South Dakota Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	32,213	40,482	79.6
Health Care and Social Assistance	30,970	67,218	46.1
Retail Trade	27,358	54,400	50.3
Construction	19,320	20,279	95.3
Manufacturing	19,260	44,429	43.4
Other Services (except Public Administration)	14,266	14,715	96.9
Wholesale Trade	13,018	19,138	68.0
Professional, Scientific, and Technical Services	9,819	12,163	80.7
Finance and Insurance	8,544	26,276	32.5
Administrative, Support, and Waste Management	7,218	11,803	61.2
Transportation and Warehousing	6,332	10,672	59.3
Arts, Entertainment, and Recreation	5,719	6,410	89.2
Educational Services	5,647	7,863	71.8
Information	4,012	7,208	55.7
Real Estate and Rental and Leasing	3,656	4,160	87.9
Utilities	1,138	2,230	51.0
Management of Companies and Enterprises	1,042	7,034	14.8
Mining, Quarrying, and Oil and Gas Extraction	608	1,061	57.3
Agriculture, Forestry, and Fishing and Hunting	361	376	96.0
Industries not classified	33	33	100.0
Total	210,534	357,950	58.8

Figure 4: South Dakota Self-Employment Rates by County, 2017

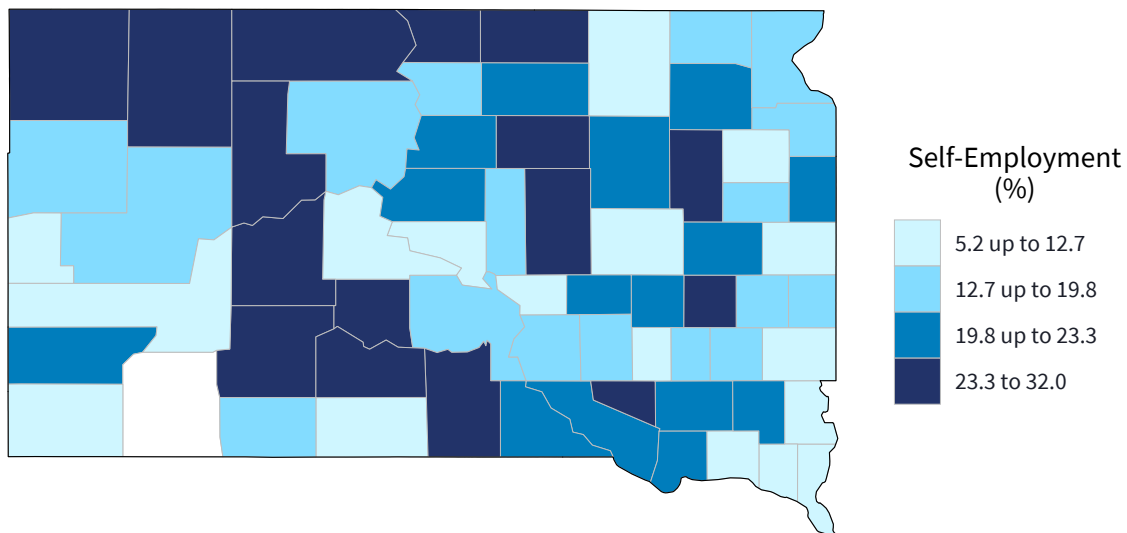


Table 2: South Dakota Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	2,633	2,492	9,147	11,780
Construction	3,336	3,131	7,478	10,814
Retail Trade	2,689	2,346	7,903	10,592
Real Estate and Rental and Leasing	904	853	8,588	9,492
Professional, Scientific, and Technical Services	1,737	1,617	6,280	8,017
Health Care and Social Assistance	1,732	1,418	4,803	6,535
Administrative, Support, and Waste Management	1,005	916	3,932	4,937
Arts, Entertainment, and Recreation	623	560	3,646	4,269
Transportation and Warehousing	1,067	987	3,040	4,107
Finance and Insurance	1,126	1,020	2,883	4,009
Accommodation and Food Services	2,019	1,553	1,058	3,077
Agriculture, Forestry, and Fishing and Hunting	145	142	2,180	2,325
Manufacturing	856	632	997	1,853
Wholesale Trade	943	669	910	1,853
Educational Services	219	160	1,616	1,835
Information	258	203	632	890
Mining, Quarrying, and Oil and Gas Extraction	52	42	67	119
Utilities	57	33	62	119
Total	21,328	18,808	65,222	86,550

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS). Data for counties shown in white in Figure 4 were withheld by the Census Bureau because they do not meet publication standards or could disclose information regarding individual businesses.

References

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

2019 Small Business Profile

Tennessee



603,310 Small Businesses
99.4% of Tennessee Businesses

1.1 million Small Business Employees
42.3% of Tennessee Employees



EMPLOYMENT
43,308
net new jobs



DIVERSITY
114,441
minority-owned
business employees



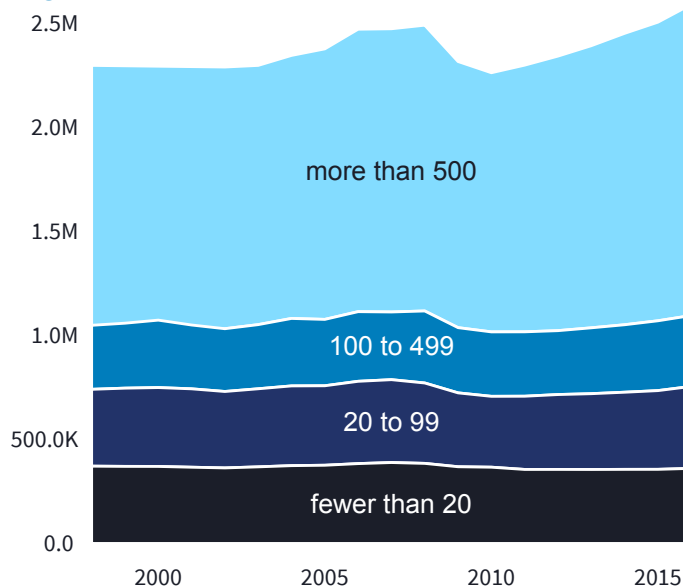
TRADE
5,725
small business
exporters

Overall Tennessee Economy

- In the third quarter of 2018, Tennessee grew at an annual rate of **3.1%**, which was slower than the overall US growth rate of **3.4%**. Tennessee's 2017 growth rate of **2.8%** was up from the 2016 rate of **1.9%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.2%**, down from **3.6%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Tennessee small businesses employed **1.1 million** people, or **42.3%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.8%** during the 12-month period ending in February 2019. This was below the increase of **2.7%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.6%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **43,308** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **25,410** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **6,285** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 8 between June 2016 and June 2017 to 155 banks. (Source: FDIC)
- In 2017, 84,939 loans under \$100,000 (valued at \$1.3 billion) were issued by Tennessee lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$50,611 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$26,238. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Tennessee Employees per Business by Owner's Demographic, 2016

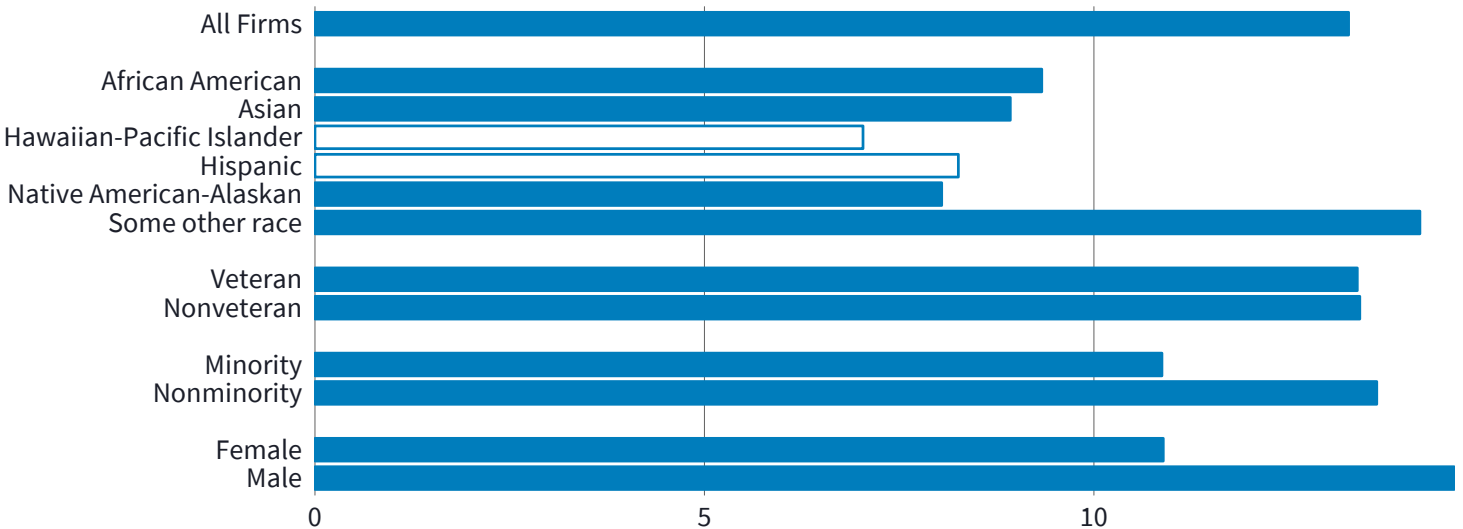
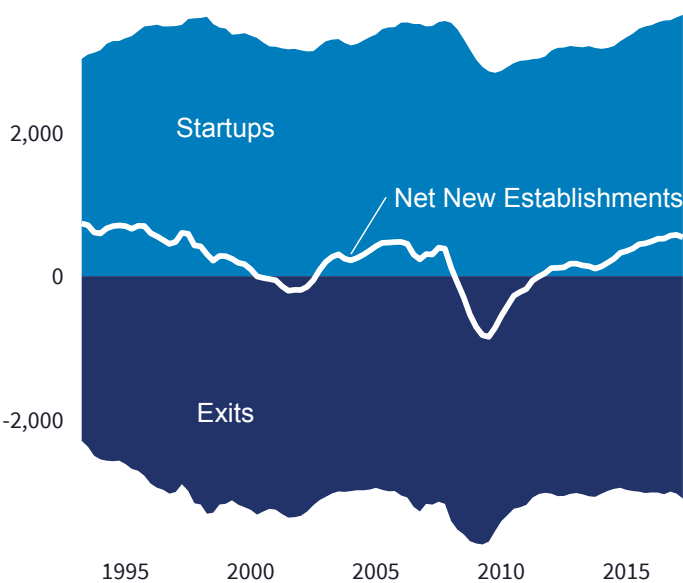


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Tennessee Quarterly Startups and Exits



- In the third quarter of 2017, 3,639 establishments started up, generating 15,149 new jobs in Tennessee. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 3,157 establishments exited resulting in 11,583 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 6,961 companies exported goods from Tennessee in 2016. Of these, 5,725, or 82.2%, were small firms; they generated 15.9% of Tennessee's \$29.5 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Tennessee Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	156,208	411,490	38.0
Accommodation and Food Services	154,150	280,012	55.1
Retail Trade	108,677	329,760	33.0
Manufacturing	104,394	319,674	32.7
Other Services (except Public Administration)	95,521	111,800	85.4
Construction	90,133	111,297	81.0
Administrative, Support, and Waste Management	77,380	252,322	30.7
Professional, Scientific, and Technical Services	67,728	117,580	57.6
Wholesale Trade	60,689	116,291	52.2
Finance and Insurance	39,480	122,885	32.1
Transportation and Warehousing	35,734	141,880	25.2
Educational Services	29,948	61,135	49.0
Arts, Entertainment, and Recreation	25,484	35,331	72.1
Real Estate and Rental and Leasing	22,858	34,562	66.1
Information	13,469	48,714	27.6
Management of Companies and Enterprises	9,022	89,073	10.1
Utilities	2,528	3,263	77.5
Mining, Quarrying, and Oil and Gas Extraction	1,306	3,220	40.6
Agriculture, Forestry, and Fishing and Hunting	1,152	1,927	59.8
Industries not classified	384	384	100.0
Total	1,096,245	2,592,600	42.3

Figure 4: Tennessee Self-Employment Rates by County, 2017

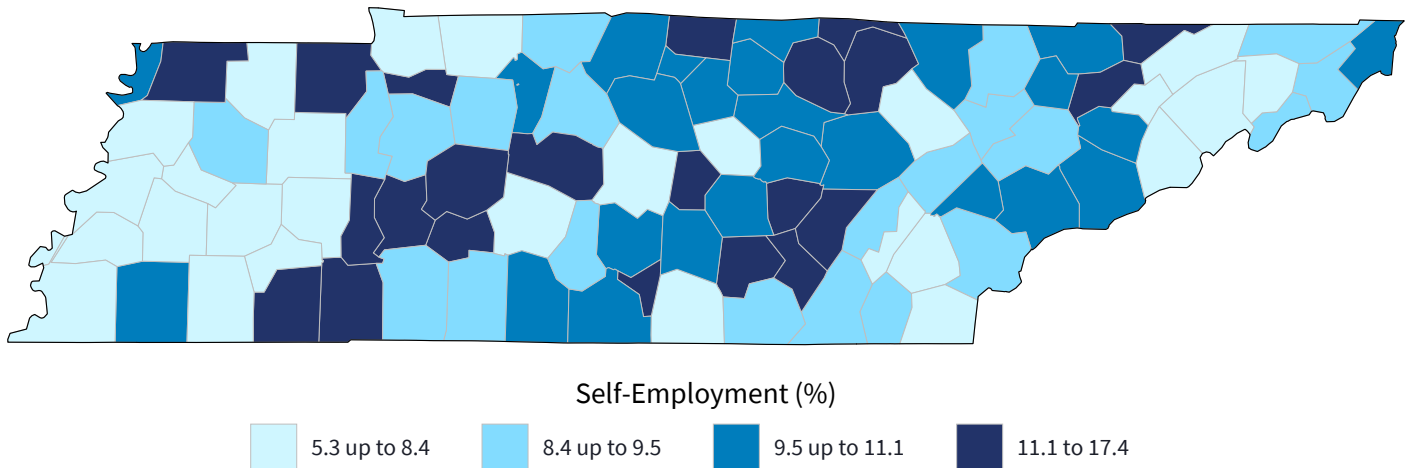


Table 2: Tennessee Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	12,926	11,877	90,661	103,587
Construction	9,431	8,323	62,798	72,229
Professional, Scientific, and Technical Services	9,762	8,887	57,234	66,996
Administrative, Support, and Waste Management	5,315	4,470	51,818	57,133
Retail Trade	13,068	11,795	43,768	56,836
Real Estate and Rental and Leasing	3,825	3,523	42,997	46,822
Health Care and Social Assistance	10,310	8,655	36,067	46,377
Arts, Entertainment, and Recreation	2,438	2,115	32,821	35,259
Transportation and Warehousing	2,763	2,245	29,992	32,755
Finance and Insurance	4,168	3,693	13,424	17,592
Accommodation and Food Services	8,570	6,233	8,681	17,251
Educational Services	1,221	888	12,707	13,928
Wholesale Trade	4,643	3,511	7,127	11,770
Manufacturing	4,598	3,249	6,495	11,093
Information	1,336	1,120	7,117	8,453
Agriculture, Forestry, and Fishing and Hunting	231	216	4,313	4,544
Mining, Quarrying, and Oil and Gas Extraction	103	80	267	370
Utilities	44	14	309	353
Total	94,714	81,147	508,596	603,310

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Texas



2.7 million Small Businesses
99.8% of Texas Businesses

4.7 million Small Business Employees
45.1% of Texas Employees



EMPLOYMENT
93,022
net new jobs



DIVERSITY
1.1 million
minority-owned
business employees



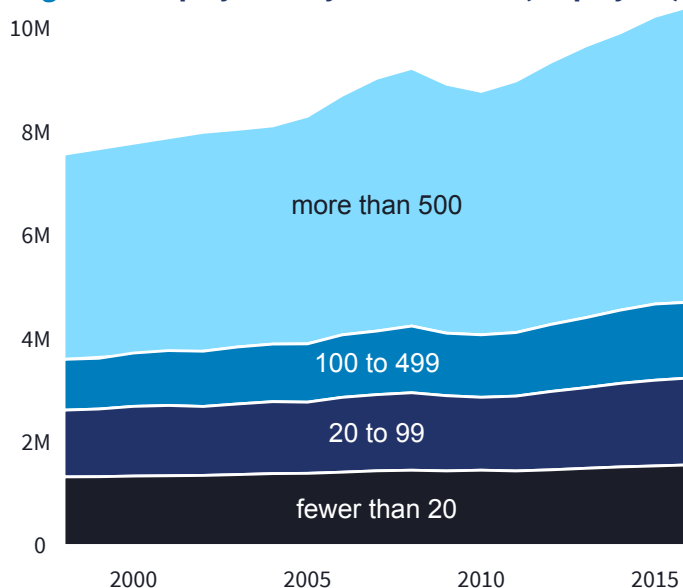
TRADE
36,590
small business
exporters

Overall Texas Economy

- In the third quarter of 2018, Texas grew at an annual rate of **3.7%**, which was faster than the overall US growth rate of **3.4%**. Texas's 2017 growth rate of **1.3%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.8%**, down from **4.1%** in February 2018. This was equal to the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Texas small businesses employed **4.7 million** people, or **45.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.9%** during the 12-month period ending in February 2019. This was below the increase of **2.6%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.2%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **93,022** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **94,600** net jobs. The largest losses were in firms employing 100 to 499 employees, which lost **10,004** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by **18** between June 2016 and June 2017 to **456** banks. (Source: [FDIC](#))
- In 2017, **510,662** loans under \$100,000 (valued at **\$7.9 billion**) were issued by Texas lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$52,460** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$25,126**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Texas Employees per Business by Owner's Demographic, 2016

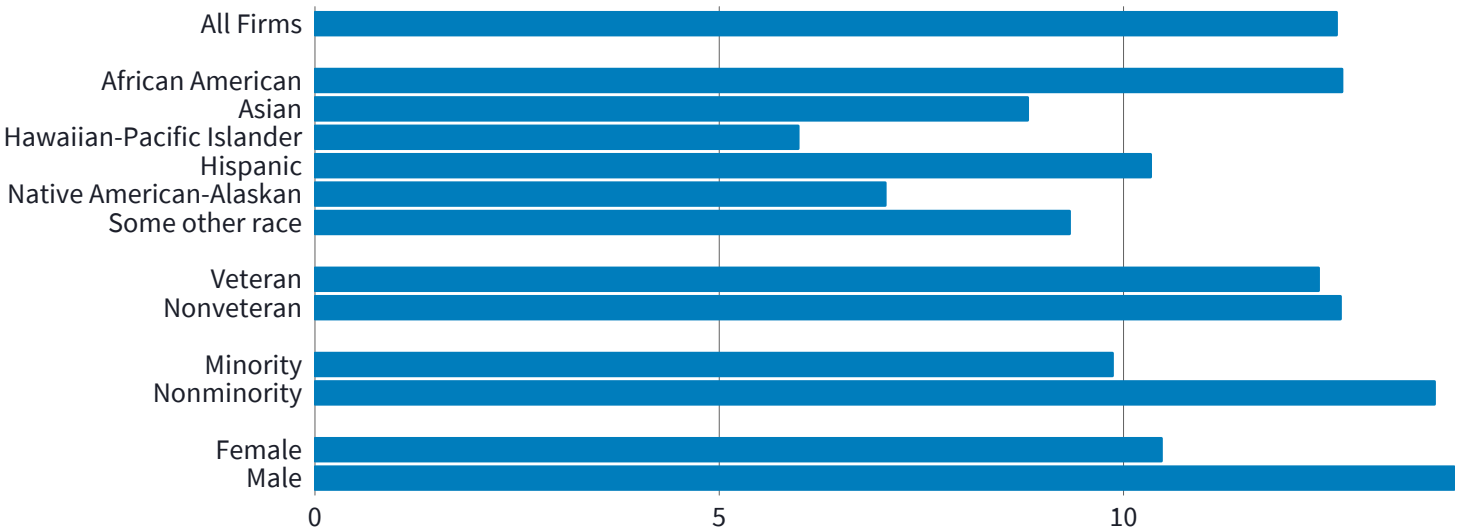
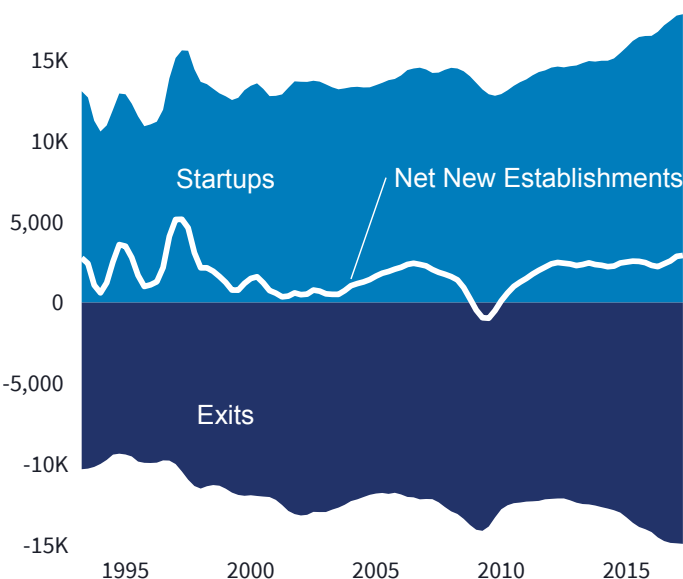


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE).

Turnover among Establishments with Employees

Figure 3: Texas Quarterly Startups and Exits



- In the third quarter of 2017, **17,899** establishments started up, generating **75,709** new jobs in Texas. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **15,859** establishments exited resulting in **63,511** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 39,482 companies exported goods from Texas in 2016. Of these, 36,590, or 92.7%, were small firms; they generated 39.3% of Texas's \$217.8 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Texas Employment by Industry, 2016

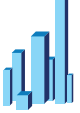



 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	701,103	1,509,548	46.4
Accommodation and Food Services	651,516	1,177,398	55.3
Construction	456,759	674,150	67.8
Professional, Scientific, and Technical Services	403,947	708,331	57.0
Retail Trade	393,463	1,304,467	30.2
Other Services (except Public Administration)	370,817	445,847	83.2
Manufacturing	330,724	768,921	43.0
Administrative, Support, and Waste Management	323,239	979,748	33.0
Wholesale Trade	272,934	520,508	52.4
Finance and Insurance	161,850	535,456	30.2
Transportation and Warehousing	143,543	445,428	32.2
Real Estate and Rental and Leasing	116,663	191,473	60.9
Educational Services	100,469	193,774	51.8
Mining, Quarrying, and Oil and Gas Extraction	83,729	199,207	42.0
Arts, Entertainment, and Recreation	82,228	144,598	56.9
Information	57,700	241,572	23.9
Management of Companies and Enterprises	34,260	325,375	10.5
Utilities	14,745	55,504	26.6
Agriculture, Forestry, and Fishing and Hunting	5,683	7,127	79.7
Industries not classified	1,492	1,492	100.0
Total	4,706,864	10,429,924	45.1

Figure 4: Texas Self-Employment Rates by County, 2017

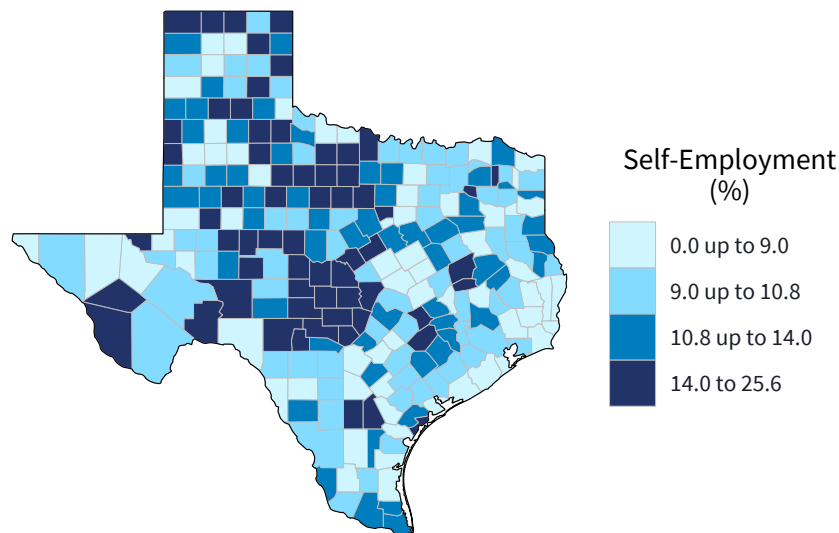


Table 2: Texas Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	46,216	42,064	336,731	382,947
Professional, Scientific, and Technical Services	61,313	56,731	272,975	334,288
Construction	41,718	36,520	288,107	329,825
Administrative, Support, and Waste Management	22,515	19,021	236,687	259,202
Retail Trade	45,327	41,208	185,915	231,242
Health Care and Social Assistance	52,772	45,575	157,676	210,448
Real Estate and Rental and Leasing	21,341	20,101	188,861	210,202
Transportation and Warehousing	14,170	12,221	175,572	189,742
Arts, Entertainment, and Recreation	6,444	5,490	93,153	99,597
Finance and Insurance	19,443	17,808	69,784	89,227
Accommodation and Food Services	37,088	27,353	44,247	81,335
Educational Services	6,239	5,029	55,777	62,016
Wholesale Trade	24,469	20,435	34,864	59,333
Manufacturing	16,542	12,266	33,376	49,918
Mining, Quarrying, and Oil and Gas Extraction	6,478	5,373	31,570	38,048
Information	4,411	3,677	24,140	28,551
Agriculture, Forestry, and Fishing and Hunting	1,026	968	19,764	20,790
Utilities	926	773	2,588	3,514
Total	428,177	373,619	2,251,787	2,679,964

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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

2019 Small Business Profile

Utah



287,803 Small Businesses
99.3% of Utah Businesses

572,888 Small Business Employees
46.2% of Utah Employees



EMPLOYMENT
24,549
net new jobs



DIVERSITY
30,233
minority-owned
business employees



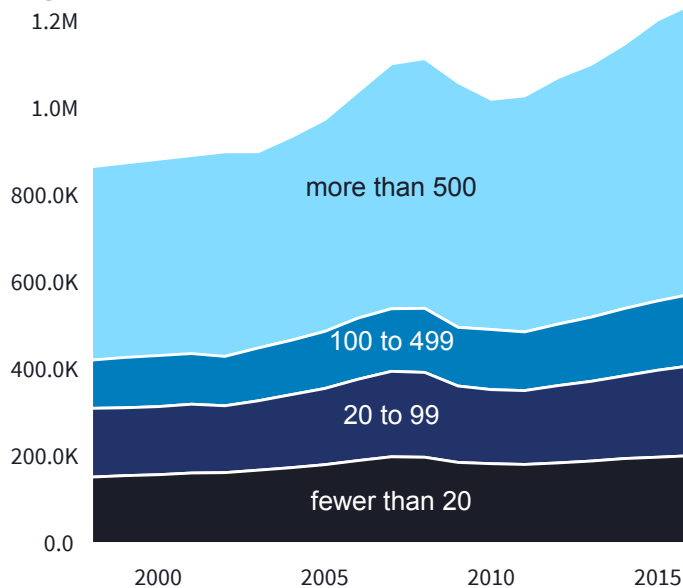
TRADE
3,006
small business
exporters

Overall Utah Economy

- In the third quarter of 2018, Utah grew at an annual rate of **4.4%**, which was faster than the overall US growth rate of **3.4%**. Utah's 2017 growth rate of **2.5%** was down from the 2016 rate of **3.6%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.0%**, down from **3.1%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Utah small businesses employed **572,888** people, or **46.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.3%** during the 12-month period ending in February 2019. This was below the increase of **2.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.4%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **24,549** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **15,547** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **2,263** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks decreased by 2 between June 2016 and June 2017 to 45 banks. (Source: FDIC)
- In 2017, 64,881 loans under \$100,000 (valued at \$1.1 billion) were issued by Utah lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$55,477 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$21,407. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Utah Employees per Business by Owner's Demographic, 2016

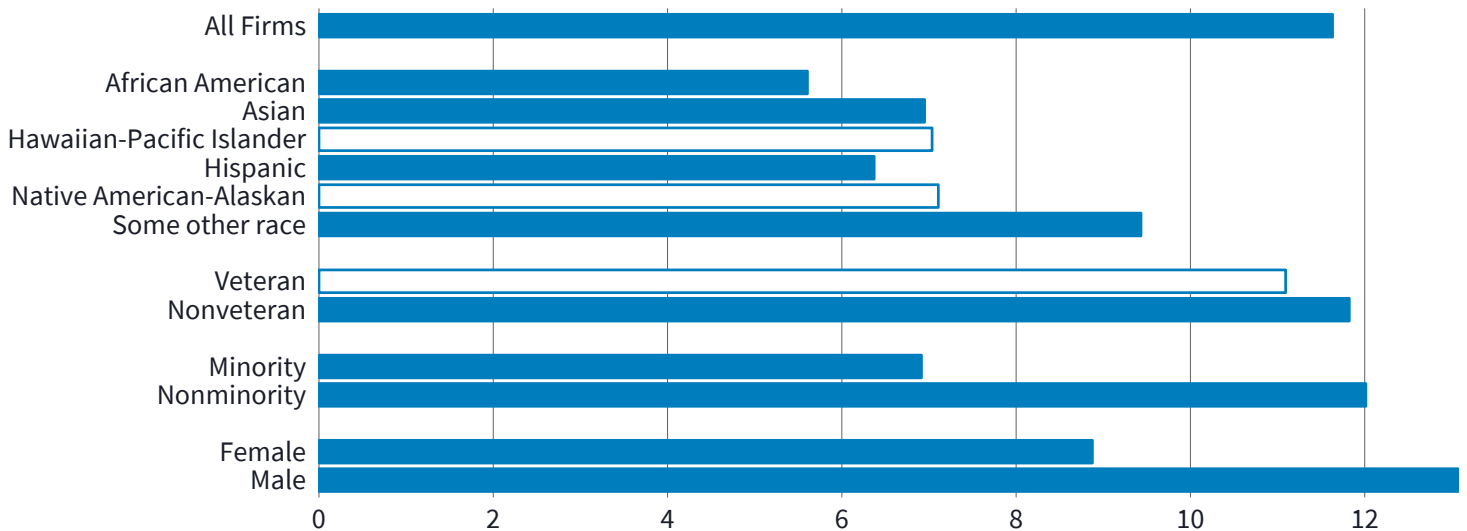
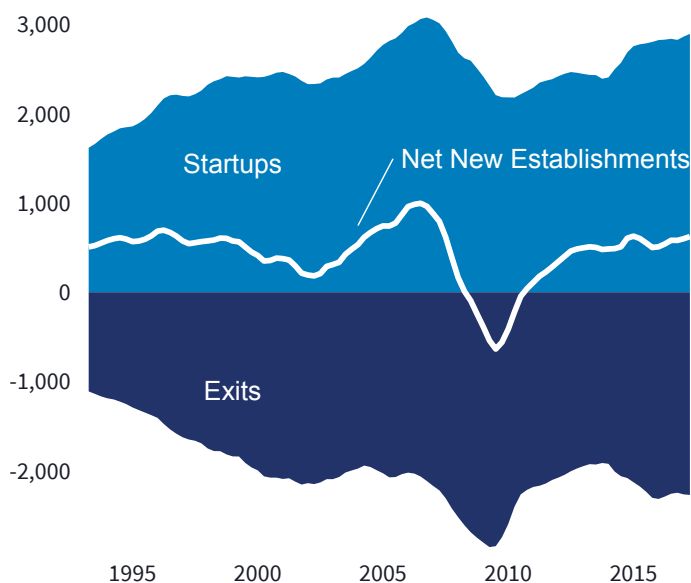


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Utah Quarterly Startups and Exits



- In the third quarter of 2017, 2,915 establishments started up, generating 9,247 new jobs in Utah. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 2,360 establishments exited resulting in 6,859 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 3,503 companies exported goods from Utah in 2016. Of these, 3,006, or 85.8%, were small firms; they generated 49.3% of Utah's \$10.1 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Utah Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	70,851	116,119	61.0
Health Care and Social Assistance	67,995	138,929	48.9
Construction	65,438	78,557	83.3
Retail Trade	60,019	156,070	38.5
Professional, Scientific, and Technical Services	54,241	88,760	61.1
Manufacturing	52,672	120,947	43.5
Administrative, Support, and Waste Management	35,408	133,666	26.5
Wholesale Trade	32,132	57,696	55.7
Other Services (except Public Administration)	27,363	52,540	52.1
Finance and Insurance	21,841	65,259	33.5
Educational Services	18,132	48,608	37.3
Transportation and Warehousing	17,091	56,433	30.3
Real Estate and Rental and Leasing	15,135	19,956	75.8
Information	13,678	46,034	29.7
Arts, Entertainment, and Recreation	12,414	22,359	55.5
Management of Companies and Enterprises	3,691	24,214	15.2
Mining, Quarrying, and Oil and Gas Extraction	3,070	8,361	36.7
Utilities	1,191	4,295	27.7
Agriculture, Forestry, and Fishing and Hunting	421	440	95.7
Industries not classified	105	105	100.0
Total	572,888	1,239,348	46.2

Figure 4: Utah Self-Employment Rates by County, 2017

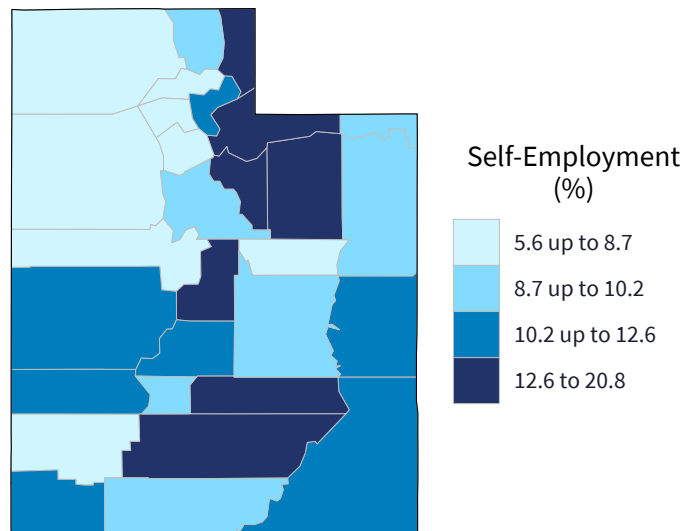


Table 2: Utah Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	9,677	9,028	36,931	46,608
Real Estate and Rental and Leasing	4,611	4,435	34,067	38,678
Other Services (except Public Administration)	4,463	4,176	29,289	33,752
Retail Trade	6,265	5,550	25,008	31,273
Construction	9,020	8,312	17,458	26,478
Health Care and Social Assistance	6,476	5,739	12,997	19,473
Administrative, Support, and Waste Management	3,763	3,380	13,694	17,457
Arts, Entertainment, and Recreation	1,057	923	12,866	13,923
Finance and Insurance	3,127	2,904	8,925	12,052
Transportation and Warehousing	1,911	1,652	9,210	11,121
Educational Services	1,037	808	8,070	9,107
Manufacturing	2,955	2,300	4,299	7,254
Wholesale Trade	2,750	2,133	4,030	6,780
Accommodation and Food Services	3,902	2,816	2,397	6,299
Information	974	788	4,048	5,022
Agriculture, Forestry, and Fishing and Hunting	90	86	1,477	1,567
Mining, Quarrying, and Oil and Gas Extraction	328	289	423	751
Utilities	77	66	194	271
Total	62,420	55,500	225,383	287,803

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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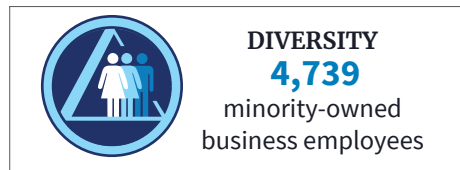
- ACS American Community Survey, US Census Bureau
- ASE Annual Survey of Entrepreneurs, US Census Bureau
- BEA Bureau of Economic Analysis, US Department of Commerce
- BDM Business Employment Dynamics, BLS
- BLS Bureau of Labor Statistics, US Department of Labor
- CPS Current Population Survey, BLS
-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

2019 Small Business Profile

Vermont

77,614 Small Businesses
99.0% of Vermont Businesses

161,080 Small Business Employees
61.3% of Vermont Employees

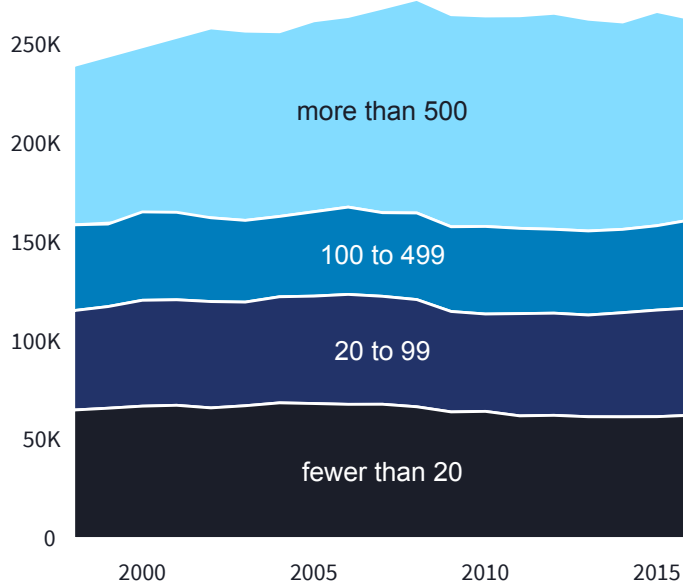


Overall Vermont Economy

- In the third quarter of 2018, Vermont grew at an annual rate of **2.2%**, which was slower than the overall US growth rate of **3.4%**. Vermont's 2017 growth rate of **1.3%** was down from the 2016 rate of **1.4%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.4%**, down from **2.7%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Vermont small businesses employed **161,080** people, or **61.3%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **0.04%** during the 12-month period ending in February 2019. This was below the increase of **0.8%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **2,271** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **1,939** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **85** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **1** between June 2016 and June 2017 to **11** banks. (Source: [FDIC](#))
- In 2017, **11,529** loans under \$100,000 (valued at **\$163.9 million**) were issued by Vermont lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$44,051** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$21,761**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Vermont Employees per Business by Owner's Demographic, 2016

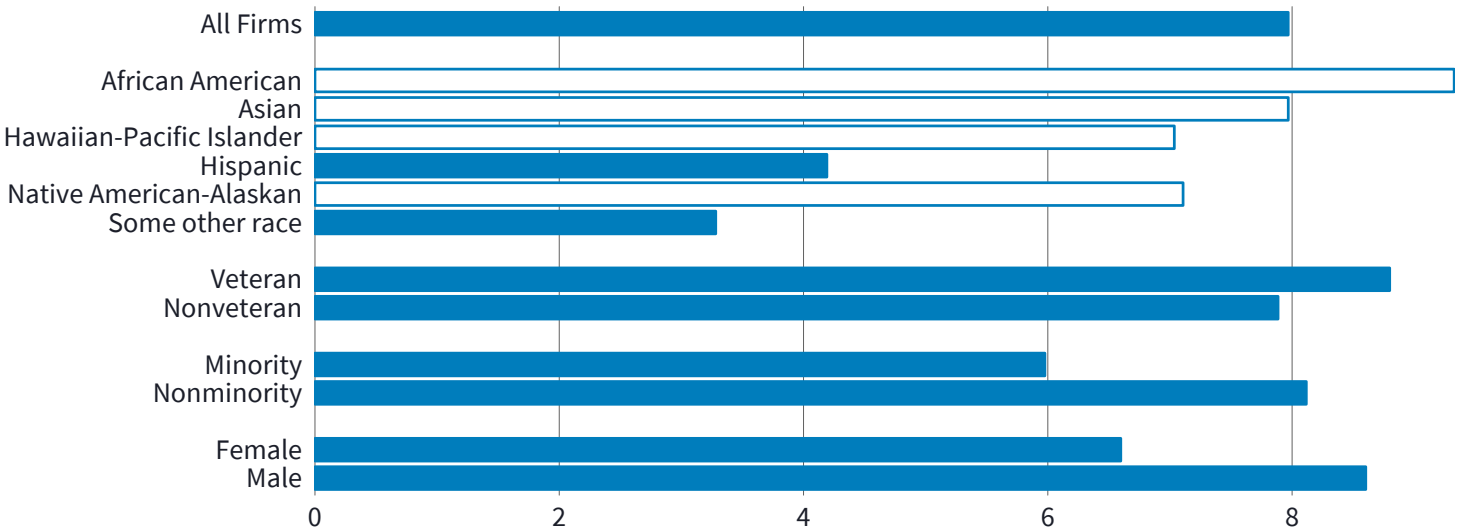
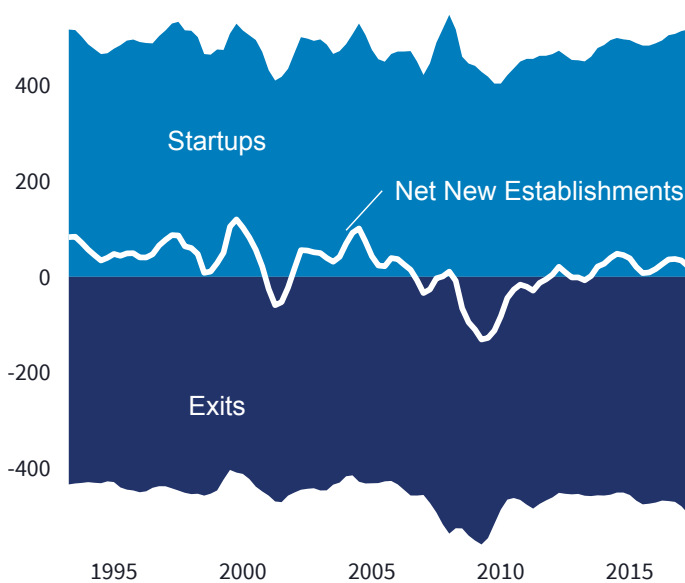


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Vermont Quarterly Startups and Exits



- In the third quarter of 2017, **494** establishments started up, generating **1,484** new jobs in Vermont. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **525** establishments exited resulting in **1,481** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 1,086 companies exported goods from Vermont in 2016. Of these, 932, or 85.8%, were small firms; they generated 22.6% of Vermont's \$2.8 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Vermont Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Health Care and Social Assistance	24,100	48,818	49.4
Retail Trade	21,952	39,998	54.9
Accommodation and Food Services	20,976	33,099	63.4
Manufacturing	16,492	29,913	55.1
Construction	13,434	13,912	96.6
Professional, Scientific, and Technical Services	10,539	12,916	81.6
Other Services (except Public Administration)	9,113	10,184	89.5
Wholesale Trade	8,416	11,909	70.7
Educational Services	7,591	15,560	48.8
Finance and Insurance	5,493	9,539	57.6
Arts, Entertainment, and Recreation	5,351	7,665	69.8
Administrative, Support, and Waste Management and Information	5,320	8,158	65.2
Information	4,135	7,041	58.7
Transportation and Warehousing	3,485	5,893	59.1
Real Estate and Rental and Leasing	2,515	3,430	73.3
Management of Companies and Enterprises	969	2,182	44.4
Utilities	463	1,573	29.4
Agriculture, Forestry, and Fishing and Hunting	460	460	100.0
Mining, Quarrying, and Oil and Gas Extraction	231	410	56.3
Industries not classified	45	45	100.0
Total	161,080	262,705	61.3

Figure 4: Vermont Self-Employment Rates by County, 2017

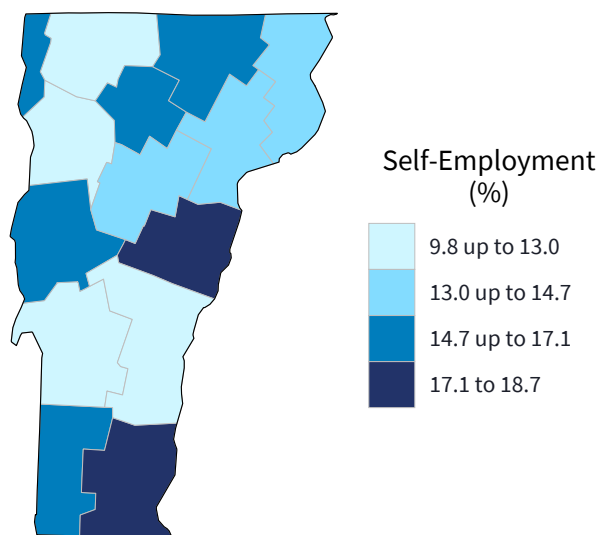


Table 2: Vermont Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Construction	2,686	2,563	8,963	11,649
Professional, Scientific, and Technical Services	1,983	1,868	9,030	11,013
Other Services (except Public Administration)	1,947	1,869	7,107	9,054
Retail Trade	2,182	1,894	4,299	6,481
Health Care and Social Assistance	1,608	1,346	4,785	6,393
Real Estate and Rental and Leasing	631	597	5,609	6,240
Administrative, Support, and Waste Management	1,041	973	4,352	5,393
Arts, Entertainment, and Recreation	469	424	4,554	5,023
Accommodation and Food Services	1,660	1,334	1,199	2,859
Manufacturing	916	714	1,917	2,833
Educational Services	361	284	2,206	2,567
Agriculture, Forestry, and Fishing and Hunting	137	134	1,831	1,968
Transportation and Warehousing	412	355	1,484	1,896
Wholesale Trade	597	455	883	1,480
Finance and Insurance	407	351	989	1,396
Information	327	269	860	1,187
Utilities	23	14	105	128
Mining, Quarrying, and Oil and Gas Extraction	36	31	53	89
Total	17,388	15,518	60,226	77,614

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

Virginia



745,886 Small Businesses
99.5% of Virginia Businesses

1.5 million Small Business Employees
47.2% of Virginia Employees



EMPLOYMENT
50,960
net new jobs



DIVERSITY
256,237
minority-owned
business employees



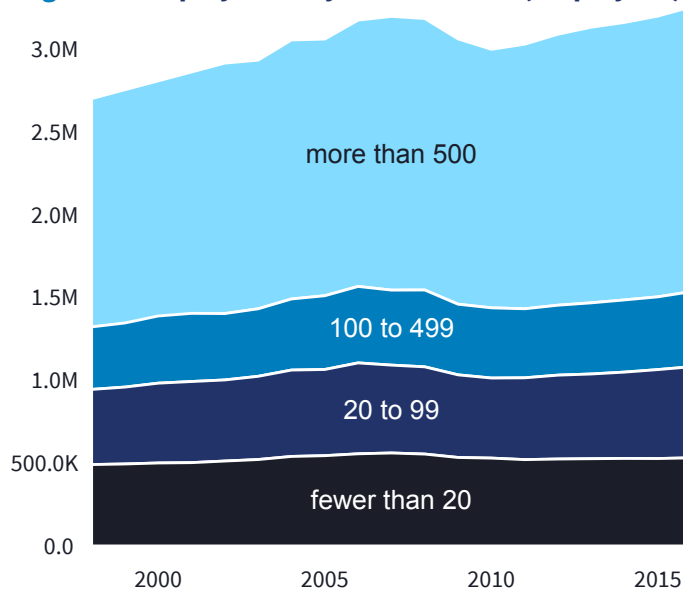
TRADE
6,127
small business
exporters

Overall Virginia Economy

- In the third quarter of 2018, Virginia grew at an annual rate of **3.3%**, which was slower than the overall US growth rate of **3.4%**. Virginia's 2017 growth rate of **1.8%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.9%**, down from **3.2%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Virginia small businesses employed **1.5 million** people, or **47.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.1%** during the 12-month period ending in February 2019. This was below the increase of **1.5%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.8%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **50,960** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **28,248** net jobs. The smallest gains were in firms employing 100 to 499 employees, which added **10,564** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **10** between June 2016 and June 2017 to **80** banks. (Source: [FDIC](#))
- In 2017, **142,905** loans under \$100,000 (valued at **\$2.1 billion**) were issued by Virginia lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$52,404** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$25,219**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Virginia Employees per Business by Owner's Demographic, 2016

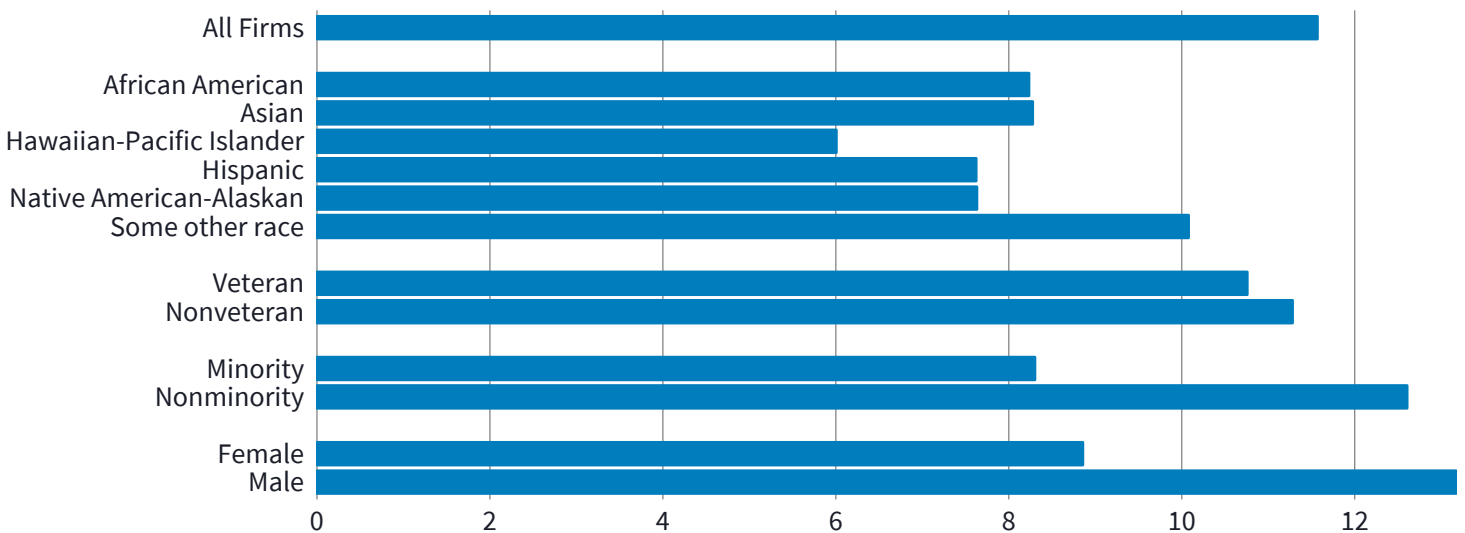
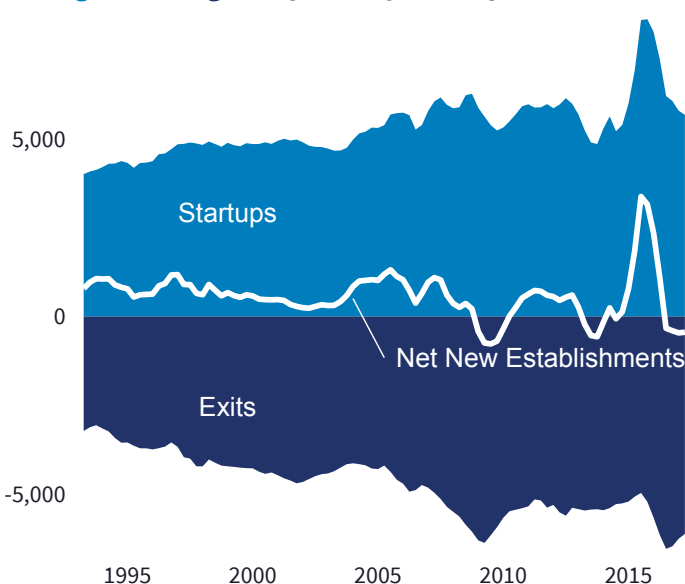


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE).

Turnover among Establishments with Employees

Figure 3: Virginia Quarterly Startups and Exits



- In the third quarter of 2017, **5,930** establishments started up, generating **21,963** new jobs in Virginia. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **6,334** establishments exited resulting in **21,736** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 7,250 companies exported goods from Virginia in 2016. Of these, 6,127, or 84.5%, were small firms; they generated 29.7% of Virginia's \$15.1 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Virginia Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Professional, Scientific, and Technical Services	231,958	460,280	50.4
Accommodation and Food Services	200,648	352,666	56.9
Health Care and Social Assistance	199,975	438,562	45.6
Construction	150,151	178,228	84.2
Other Services (except Public Administration)	145,219	164,222	88.4
Retail Trade	131,241	430,293	30.5
Administrative, Support, and Waste Management	108,581	245,131	44.3
Manufacturing	82,875	240,375	34.5
Wholesale Trade	55,385	106,045	52.2
Educational Services	43,244	79,710	54.3
Finance and Insurance	40,726	153,431	26.5
Transportation and Warehousing	35,134	104,296	33.7
Real Estate and Rental and Leasing	33,227	55,031	60.4
Arts, Entertainment, and Recreation	32,154	61,118	52.6
Information	26,215	87,084	30.1
Management of Companies and Enterprises	9,037	70,063	12.9
Agriculture, Forestry, and Fishing and Hunting	3,552	4,186	84.9
Mining, Quarrying, and Oil and Gas Extraction	3,012	7,750	38.9
Utilities	2,252	15,151	14.9
Industries not classified	550	550	100.0
Total	1,535,136	3,254,172	47.2

Figure 4: Virginia Self-Employment Rates by County, 2017

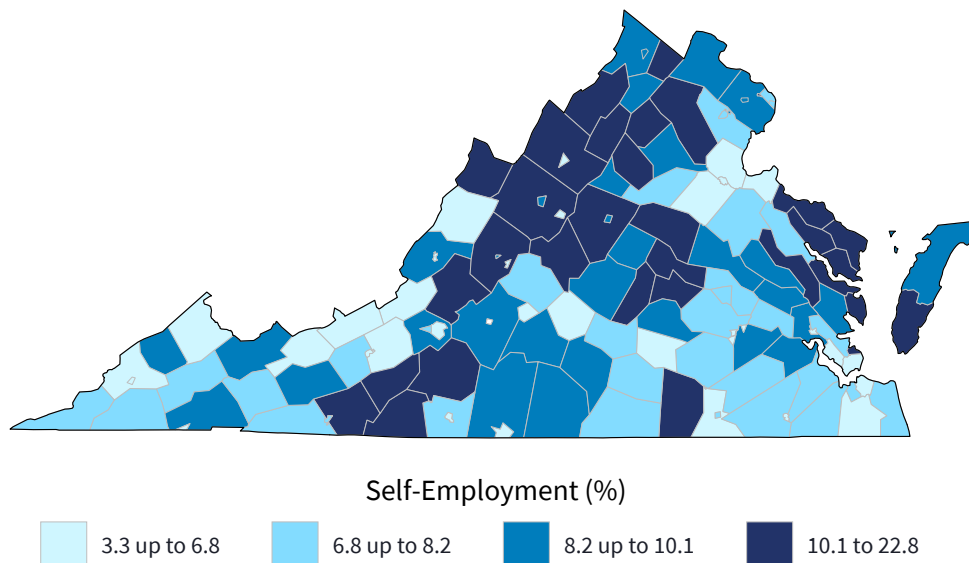


Table 2: Virginia Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	25,842	23,057	94,719	120,561
Other Services (except Public Administration)	20,097	18,499	84,756	104,853
Construction	19,003	17,254	60,599	79,602
Real Estate and Rental and Leasing	6,672	6,244	67,000	73,672
Retail Trade	14,904	13,408	46,696	61,600
Health Care and Social Assistance	14,419	12,193	43,556	57,975
Administrative, Support, and Waste Management	8,711	7,461	47,658	56,369
Transportation and Warehousing	3,933	3,392	48,047	51,980
Arts, Entertainment, and Recreation	2,674	2,249	33,226	35,900
Educational Services	2,700	2,169	20,993	23,693
Accommodation and Food Services	12,623	9,649	8,662	21,285
Finance and Insurance	5,215	4,758	14,529	19,744
Wholesale Trade	4,865	3,878	7,281	12,146
Manufacturing	4,181	3,107	6,175	10,356
Information	1,766	1,409	8,022	9,788
Agriculture, Forestry, and Fishing and Hunting	658	622	4,881	5,539
Utilities	64	41	409	473
Mining, Quarrying, and Oil and Gas Extraction	162	111	200	362
Total	148,477	129,908	597,409	745,886

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

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- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Washington

608,956 Small Businesses
99.5% of Washington Businesses

1.4 million Small Business Employees
51.4% of Washington Employees



EMPLOYMENT
62,697
net new jobs



DIVERSITY
197,023
minority-owned
business employees



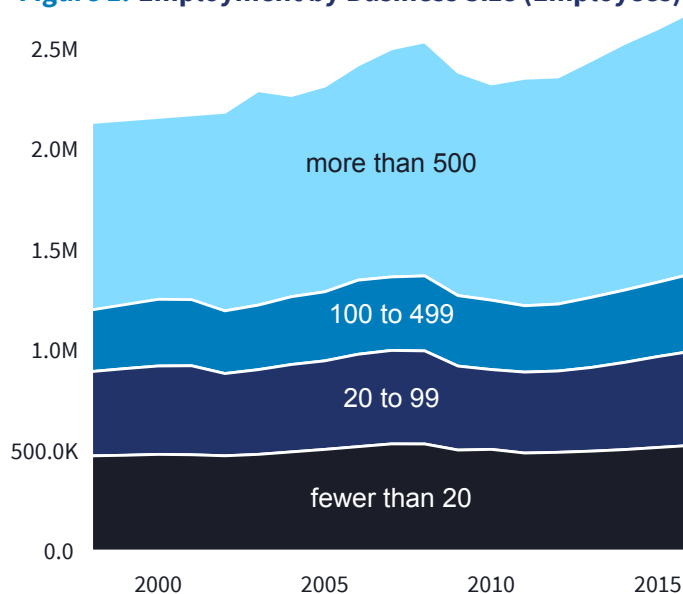
TRADE
10,890
small business
exporters

Overall Washington Economy

- In the third quarter of 2018, Washington grew at an annual rate of **5.8%**, which was faster than the overall US growth rate of **3.4%**. Washington's 2017 growth rate of **4.7%** was up from the 2016 rate of **3.8%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **4.5%**, down from **4.6%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Washington small businesses employed **1.4 million** people, or **51.4%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **2.5%** during the 12-month period ending in February 2019. This was above the increase of **2.0%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.9%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **62,697** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **35,184** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **10,538** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 4 between June 2016 and June 2017 to 48 banks. (Source: FDIC)
- In 2017, 123,156 loans under \$100,000 (valued at \$1.8 billion) were issued by Washington lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$54,732 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$26,157. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: Washington Employees per Business by Owner's Demographic, 2016

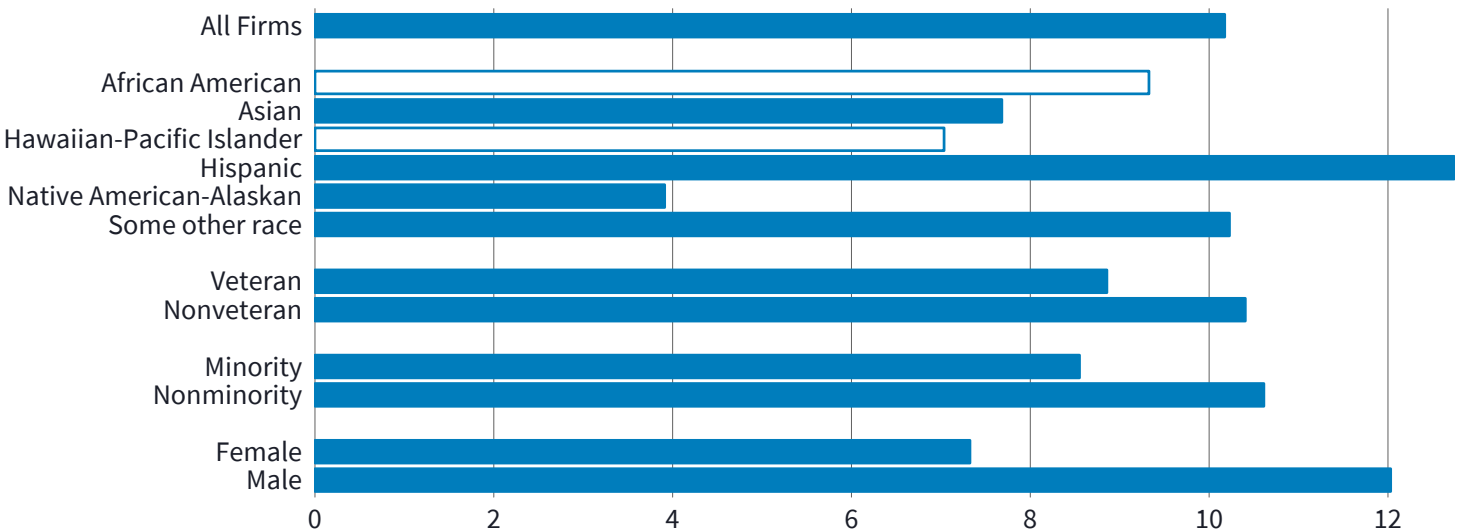
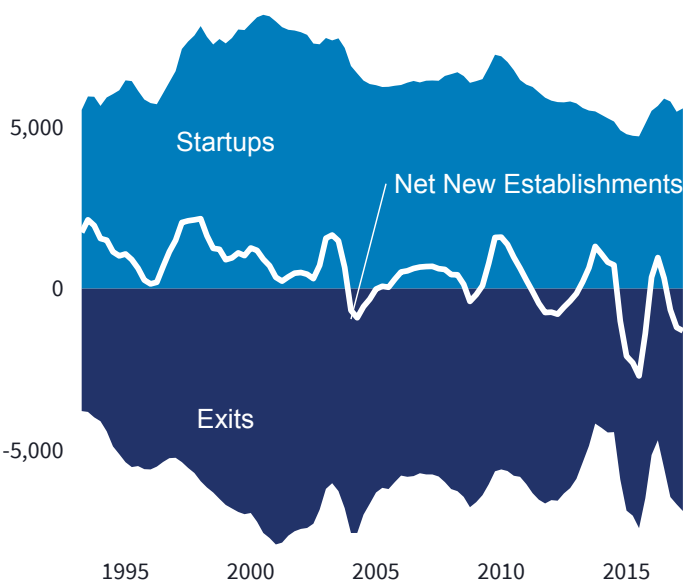


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Washington Quarterly Startups and Exits



- In the third quarter of 2017, 5,918 establishments started up, generating 16,130 new jobs in Washington. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 4,802 establishments exited resulting in 13,806 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of **12,147** companies exported goods from Washington in 2016. Of these, **10,890**, or **89.7%**, were small firms; they generated **17.3%** of Washington's **\$73.4 billion** in total exports. (Source: *ITA*)

Small Business Employment by Industry and Self-Employment by County

Table 1: Washington Employment by Industry, 2016





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	191,411	407,355	47.0
Accommodation and Food Services	187,203	280,232	66.8
Construction	149,498	175,002	85.4
Retail Trade	133,646	336,572	39.7
Professional, Scientific, and Technical Services	130,735	201,766	64.8
Manufacturing	111,494	265,401	42.0
Other Services (except Public Administration)	97,027	117,245	82.8
Wholesale Trade	78,197	134,403	58.2
Administrative, Support, and Waste Management	73,235	155,830	47.0
Arts, Entertainment, and Recreation	40,302	61,784	65.2
Transportation and Warehousing	36,165	99,199	36.5
Real Estate and Rental and Leasing	35,877	48,351	74.2
Finance and Insurance	34,138	98,196	34.8
Educational Services	31,039	54,997	56.4
Information	25,719	132,733	19.4
Agriculture, Forestry, and Fishing and Hunting	11,343	12,969	87.5
Management of Companies and Enterprises	9,316	90,880	10.3
Utilities	1,438	9,246	15.6
Mining, Quarrying, and Oil and Gas Extraction	1,131	2,550	44.4
Industries not classified	644	644	100.0
Total	1,379,558	2,685,355	51.4

Figure 4: Washington Self-Employment Rates by County, 2017

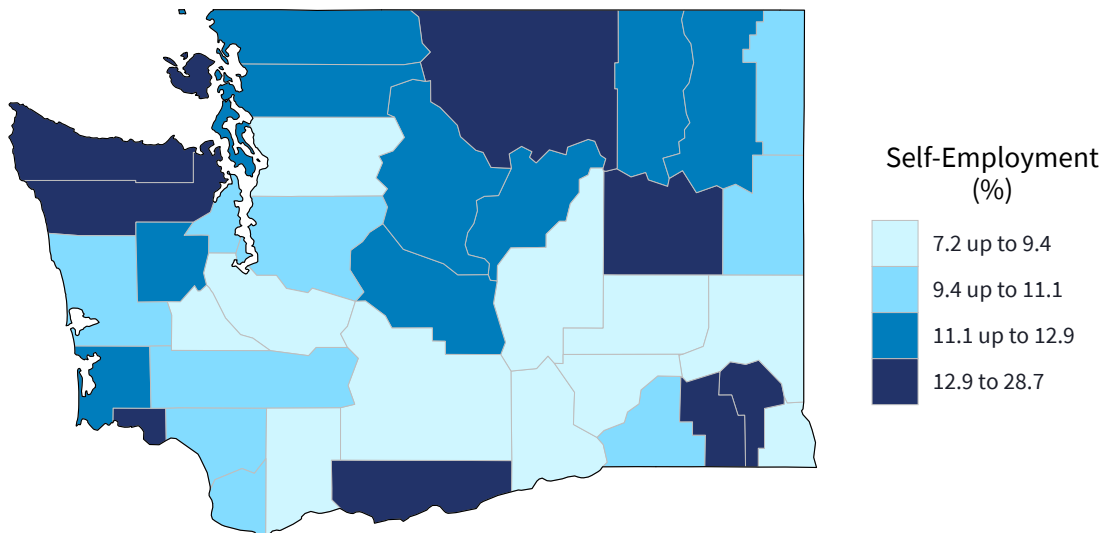


Table 2: Washington Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, Scientific, and Technical Services	19,885	18,333	84,057	103,942
Other Services (except Public Administration)	15,488	14,513	51,981	67,469
Real Estate and Rental and Leasing	8,521	8,128	56,868	65,389
Retail Trade	14,182	12,600	40,644	54,826
Construction	22,102	20,492	32,263	54,365
Health Care and Social Assistance	16,318	14,512	32,761	49,079
Transportation and Warehousing	4,221	3,635	35,614	39,835
Administrative, Support, and Waste Management	8,394	7,565	28,974	37,368
Arts, Entertainment, and Recreation	2,721	2,260	30,823	33,544
Accommodation and Food Services	13,431	10,752	6,098	19,529
Educational Services	2,559	2,163	16,612	19,171
Finance and Insurance	4,658	4,301	11,202	15,860
Manufacturing	6,235	4,853	8,810	15,045
Wholesale Trade	6,884	5,547	7,529	14,413
Information	1,956	1,599	7,443	9,399
Agriculture, Forestry, and Fishing and Hunting	1,352	1,233	7,362	8,714
Utilities	169	146	333	502
Mining, Quarrying, and Oil and Gas Extraction	115	96	216	331
Total	149,366	133,314	459,590	608,956

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

West Virginia



113,410 Small Businesses
98.9% of West Virginia Businesses

275,145 Small Business Employees
49.2% of West Virginia Employees



EMPLOYMENT
3,097
net jobs lost



DIVERSITY
12,954
minority-owned
business employees



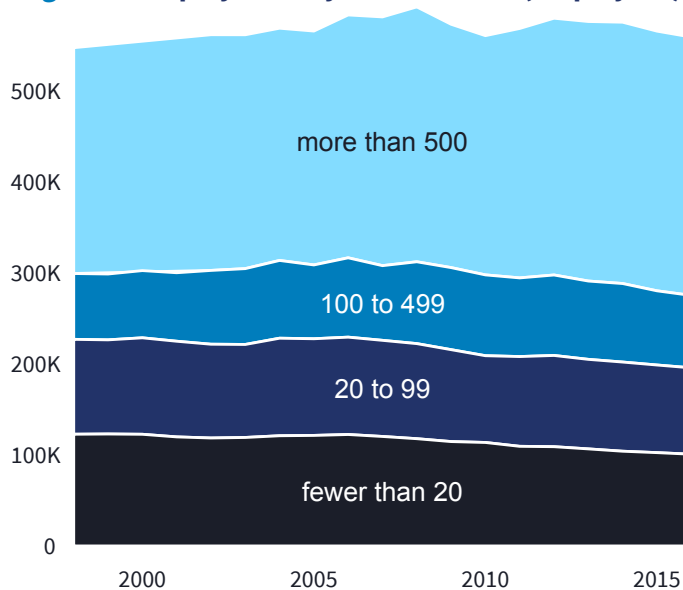
TRADE
805
small business
exporters

Overall West Virginia Economy

- In the third quarter of 2018, West Virginia grew at an annual rate less than **0.1%**, which was slower than the overall US growth rate of **3.4%**. West Virginia's 2017 growth rate of **2.2%** was up from the 2016 rate of less than **0.1%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **5.2%**, down from **5.4%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- West Virginia small businesses employed **275,145** people, or **49.2%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment increased **1.0%** during the 12-month period ending in February 2019. This was above the increase of **0.3%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **3,097** net jobs in 2016. Firms employing fewer than 20 employees experienced the smallest losses, losing **85** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **1,767** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by 2 between June 2016 and June 2017 to 57 banks. (Source: FDIC)
- In 2017, 17,674 loans under \$100,000 (valued at \$272.8 million) were issued by West Virginia lending institutions reporting under the Community Reinvestment Act. (Source: FFIEC)
- The median income for individuals self-employed at their own incorporated businesses was \$45,060 in 2017. For individuals self-employed at their own unincorporated firms, this figure was \$22,750. (Source: ACS)

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

Employer Business Owner Demographics

Figure 2: West Virginia Employees per Business by Owner's Demographic, 2016

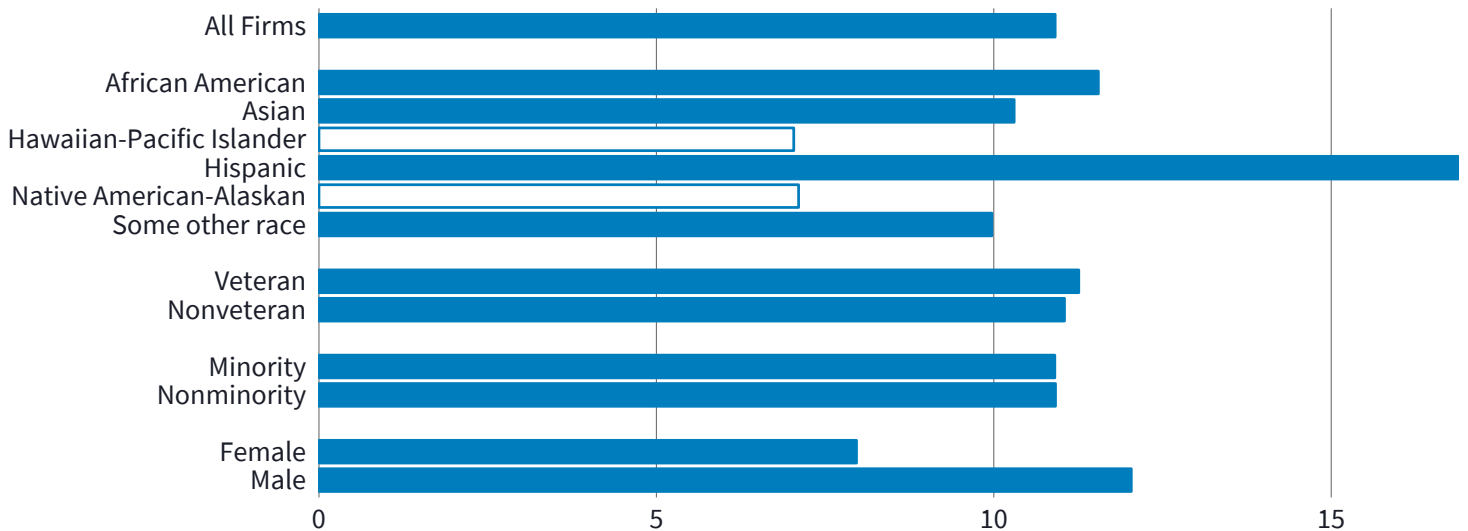
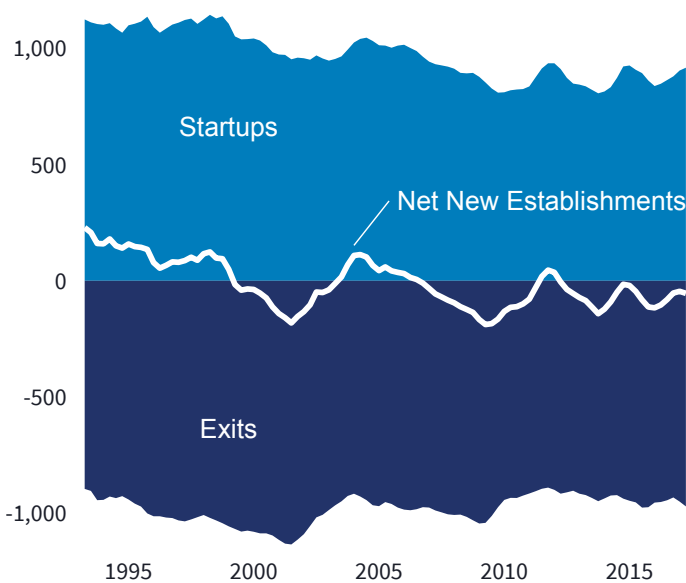


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: West Virginia Quarterly Startups and Exits



- In the third quarter of 2017, 862 establishments started up, generating 4,023 new jobs in West Virginia. Startups are counted when business establishments hire at least one employee for the first time. (Source: BDM)
- In the same period, 1,051 establishments exited resulting in 3,910 jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: BDM)
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: BDM)

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

International Trade

- A total of 1,047 companies exported goods from West Virginia in 2016. Of these, 805, or 76.9%, were small firms; they generated 29.5% of West Virginia's \$4.7 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: West Virginia Employment by Industry, 2016





 Industry	 Small Business Employment	 Total Private Employment	 Small Business Employment Share
Health Care and Social Assistance	57,151	134,188	42.6
Accommodation and Food Services	40,734	68,310	59.6
Retail Trade	32,067	86,580	37.0
Construction	21,893	24,133	90.7
Other Services (except Public Administration)	21,201	23,682	89.5
Professional, Scientific, and Technical Services	18,607	25,026	74.4
Manufacturing	17,665	47,274	37.4
Administrative, Support, and Waste Management	12,673	33,332	38.0
Wholesale Trade	10,769	18,455	58.4
Finance and Insurance	9,154	17,092	53.6
Transportation and Warehousing	6,786	14,882	45.6
Arts, Entertainment, and Recreation	6,448	7,430	86.8
Mining, Quarrying, and Oil and Gas Extraction	5,242	19,766	26.5
Educational Services	4,893	8,831	55.4
Real Estate and Rental and Leasing	4,044	6,569	61.6
Information	2,376	10,492	22.6
Management of Companies and Enterprises	1,634	5,396	30.3
Agriculture, Forestry, and Fishing and Hunting	874	886	98.6
Utilities	818	6,465	12.7
Industries not classified	116	116	100.0
Total	275,145	558,905	49.2

Figure 4: West Virginia Self-Employment Rates by County, 2017

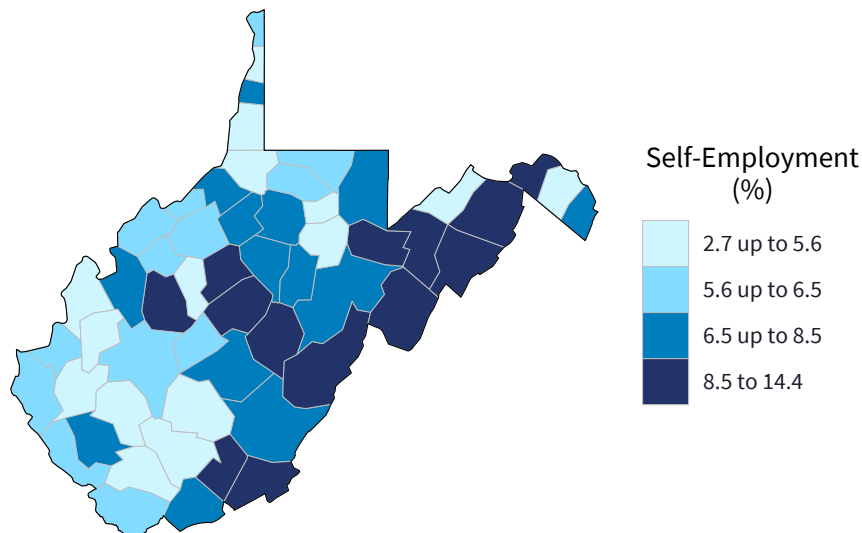


Table 2: West Virginia Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	3,991	3,789	15,254	19,245
Retail Trade	3,148	2,732	10,122	13,270
Construction	3,061	2,830	9,297	12,358
Professional, Scientific, and Technical Services	2,388	2,125	9,411	11,799
Health Care and Social Assistance	3,041	2,470	7,029	10,070
Real Estate and Rental and Leasing	1,041	983	8,726	9,767
Administrative, Support, and Waste Management	1,141	993	7,001	8,142
Arts, Entertainment, and Recreation	637	560	4,365	5,002
Transportation and Warehousing	906	787	3,829	4,735
Accommodation and Food Services	2,478	1,891	1,276	3,754
Finance and Insurance	1,018	900	2,120	3,138
Educational Services	246	190	2,560	2,806
Mining, Quarrying, and Oil and Gas Extraction	394	318	1,972	2,366
Wholesale Trade	893	658	1,319	2,212
Manufacturing	937	676	1,208	2,145
Agriculture, Forestry, and Fishing and Hunting	270	267	1,242	1,512
Information	191	158	842	1,033
Utilities	42	35	98	140
Total	25,739	22,407	87,671	113,410

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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- CPS Current Population Survey, BLS
- FDIC Call Reports, Federal Deposit Insurance Corporation
- FFIEC Federal Financial Institutions Examination Council
- ITA International Trade Administration, US Department of Commerce
- NES Nonemployer Statistics, US Census Bureau
- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Wisconsin



452,594 Small Businesses
99.4% of Wisconsin Businesses

1.3 million Small Business Employees
49.9% of Wisconsin Employees



EMPLOYMENT
30,108
net new jobs



DIVERSITY
58,673
minority-owned
business employees



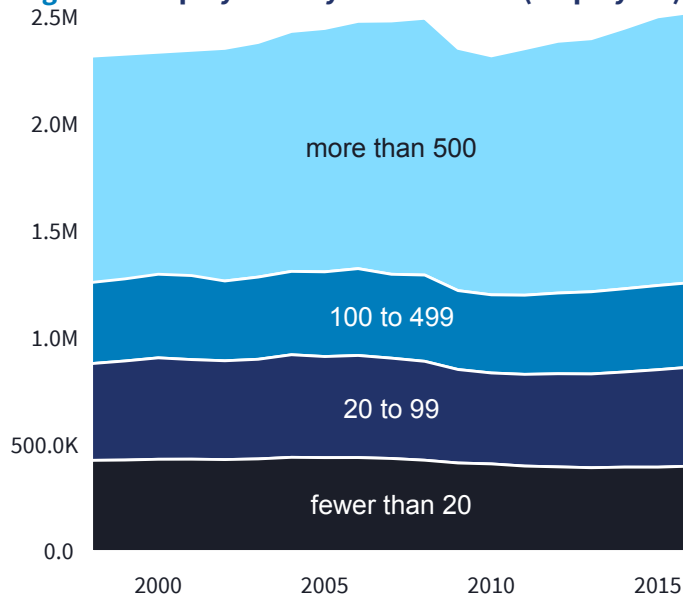
TRADE
7,337
small business
exporters

Overall Wisconsin Economy

- In the third quarter of 2018, Wisconsin grew at an annual rate of **2.8%**, which was slower than the overall US growth rate of **3.4%**. Wisconsin's 2017 growth rate of **1.3%** was up from the 2016 rate of **1.2%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **2.9%**, unchanged from **2.9%** in February 2018. This was below the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Wisconsin small businesses employed **1.3 million** people, or **49.9%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.4%** during the 12-month period ending in February 2019. This was below the increase of **0.9%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **1.7%** relative to the previous year. (Source: [BEA](#))
- Small businesses created **30,108** net jobs in 2016. Firms employing fewer than 20 employees experienced the largest gains, adding **19,223** net jobs. The smallest gains were in firms employing 20 to 99 employees, which added **4,191** net jobs. (Source: [SUSB](#))

The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy (<http://advocacy.sba.gov>). Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses. Small businesses are defined for this profile as firms employing fewer than 500 employees. Net small business job change, employees of minority-owned businesses, and exporter share statistics are based on the 2016 Statistics of US Businesses (SUSB), 2016 Annual Survey of Entrepreneurs (ASE), and 2016 International Trade Administration (ITA) data, respectively.

Income and Finance

- The number of banks decreased by **16** between June 2016 and June 2017 to **215** banks. (Source: [FDIC](#))
- In 2017, **71,540** loans under \$100,000 (valued at **\$1.0 billion**) were issued by Wisconsin lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$49,744** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$25,524**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Wisconsin Employees per Business by Owner's Demographic, 2016

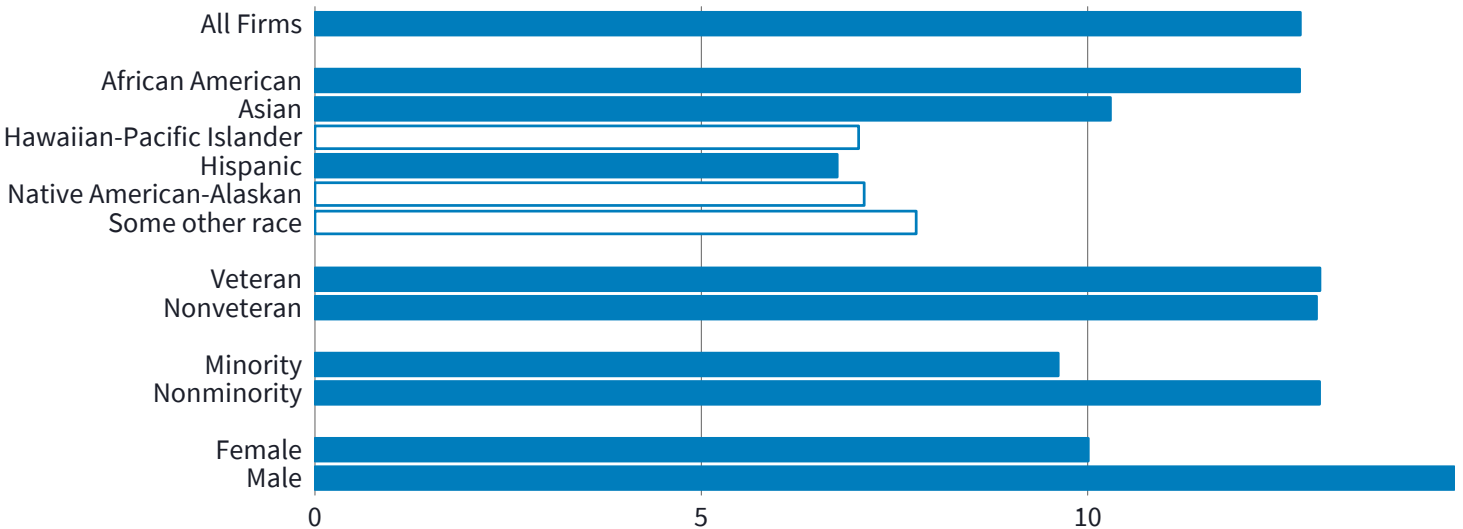
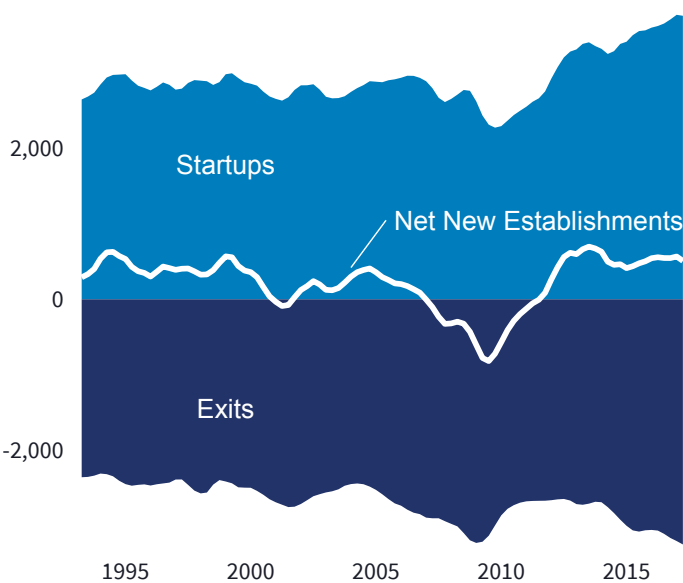


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Wisconsin Quarterly Startups and Exits



- In the third quarter of 2017, **3,590** establishments started up, generating **11,015** new jobs in Wisconsin. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **3,288** establishments exited resulting in **9,627** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 8,485 companies exported goods from Wisconsin in 2016. Of these, 7,337, or 86.5%, were small firms; they generated 26.8% of Wisconsin's \$19.0 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Wisconsin Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Manufacturing	206,047	452,798	45.5
Health Care and Social Assistance	169,457	395,239	42.9
Accommodation and Food Services	167,832	238,224	70.5
Retail Trade	126,918	314,425	40.4
Other Services (except Public Administration)	95,846	107,710	89.0
Construction	89,257	108,099	82.6
Wholesale Trade	73,591	120,411	61.1
Professional, Scientific, and Technical Services	72,850	107,316	67.9
Administrative, Support, and Waste Management	63,515	154,684	41.1
Transportation and Warehousing	43,899	103,910	42.2
Finance and Insurance	42,854	138,232	31.0
Arts, Entertainment, and Recreation	32,169	45,105	71.3
Educational Services	25,240	56,291	44.8
Real Estate and Rental and Leasing	21,355	26,415	80.8
Information	14,285	55,771	25.6
Management of Companies and Enterprises	7,980	80,072	10.0
Agriculture, Forestry, and Fishing and Hunting	2,255	3,314	68.0
Mining, Quarrying, and Oil and Gas Extraction	2,186	3,254	67.2
Utilities	1,038	12,704	8.2
Industries not classified	355	355	100.0
Total	1,258,929	2,524,329	49.9

Figure 4: Wisconsin Self-Employment Rates by County, 2017

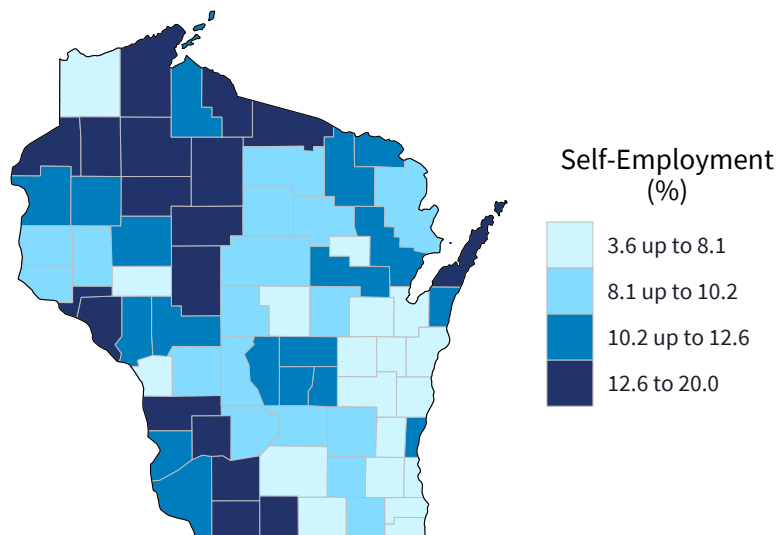


Table 2: Wisconsin Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Other Services (except Public Administration)	13,448	12,430	49,762	63,210
Professional, Scientific, and Technical Services	10,249	9,321	44,667	54,916
Construction	13,356	12,427	38,484	51,840
Retail Trade	11,515	9,971	39,309	50,824
Real Estate and Rental and Leasing	3,822	3,569	41,010	44,832
Health Care and Social Assistance	9,829	7,979	22,139	31,968
Administrative, Support, and Waste Management	5,599	4,941	20,404	26,003
Arts, Entertainment, and Recreation	2,534	2,146	20,976	23,510
Transportation and Warehousing	4,526	3,916	18,635	23,161
Accommodation and Food Services	11,660	9,143	5,897	17,557
Finance and Insurance	4,382	3,888	11,164	15,546
Manufacturing	7,199	4,739	7,249	14,448
Wholesale Trade	5,018	3,864	6,486	11,504
Educational Services	1,507	1,150	9,484	10,991
Agriculture, Forestry, and Fishing and Hunting	540	518	6,413	6,953
Information	954	749	4,115	5,069
Utilities	54	24	202	256
Mining, Quarrying, and Oil and Gas Extraction	131	97	118	249
Total	106,080	91,135	346,514	452,594

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

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- SUSB Statistics of US Businesses, US Census Bureau

2019 Small Business Profile

Wyoming

66,653 Small Businesses
98.8% of Wyoming Businesses

131,499 Small Business Employees
63.1% of Wyoming Employees



EMPLOYMENT
5,949
net jobs lost



DIVERSITY
6,374
minority-owned
business employees



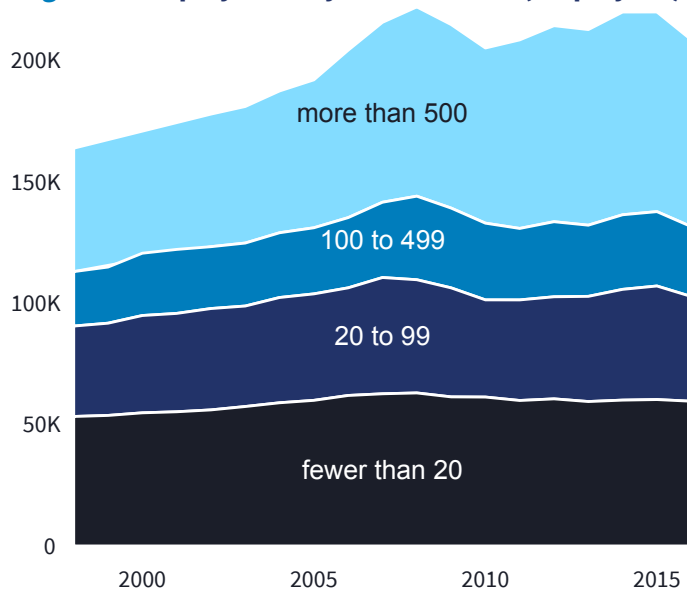
TRADE
293
small business
exporters

Overall Wyoming Economy

- In the third quarter of 2018, Wyoming grew at an annual rate of **1.8%**, which was slower than the overall US growth rate of **3.4%**. Wyoming's 2017 growth rate of **1.4%** was up from the 2016 rate of **-3.6%**. (Source: [BEA](#))
- In February 2019, the unemployment rate was **3.9%**, down from **4.0%** in February 2018. This was above the February 2019 national unemployment rate of **3.8%**. (Source: [CPS](#))

Employment

Figure 1: Employment by Business Size (Employees)



- Wyoming small businesses employed **131,499** people, or **63.1%** of the private workforce, in 2016. (Source: [SUSB](#))
- Firms with fewer than 100 employees have the largest share of small business employment. Figure 1 provides further details on firms with employees. (Source: [SUSB](#))
- Private-sector employment decreased **0.03%** during the 12-month period ending in February 2019. This was above the decrease of **1.1%** during the prior 12-month period. (Source: [CPS](#))
- The number of proprietors increased in 2017 by **2.0%** relative to the previous year. (Source: [BEA](#))
- Small businesses lost **5,949** net jobs in 2016. Firms employing fewer than 20 employees experienced the smallest losses, losing **477** net jobs. The largest losses were in firms employing 20 to 99 employees, which lost **3,527** net jobs. (Source: [SUSB](#))

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Income and Finance

- The number of banks was unchanged at **32** between June 2016 and June 2017. (Source: [FDIC](#))
- In 2017, **12,018** loans under \$100,000 (valued at **\$197.0 million**) were issued by Wyoming lending institutions reporting under the Community Reinvestment Act. (Source: [FFIEC](#))
- The median income for individuals self-employed at their own incorporated businesses was **\$51,861** in 2017. For individuals self-employed at their own unincorporated firms, this figure was **\$30,847**. (Source: [ACS](#))

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

Employer Business Owner Demographics

Figure 2: Wyoming Employees per Business by Owner's Demographic, 2016

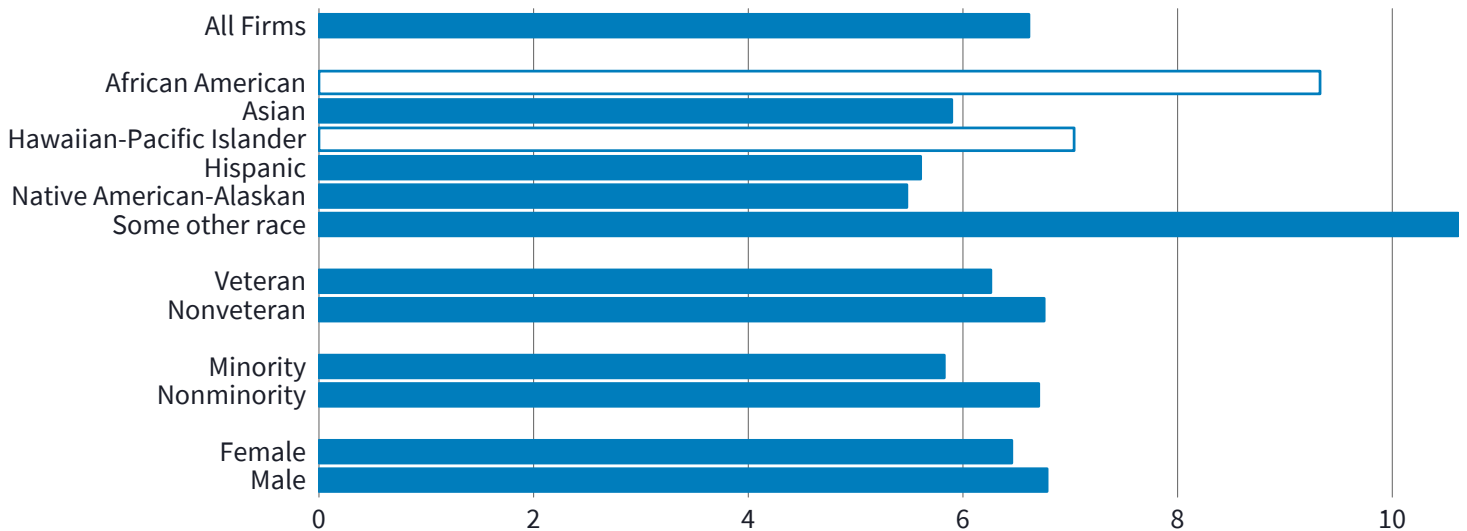
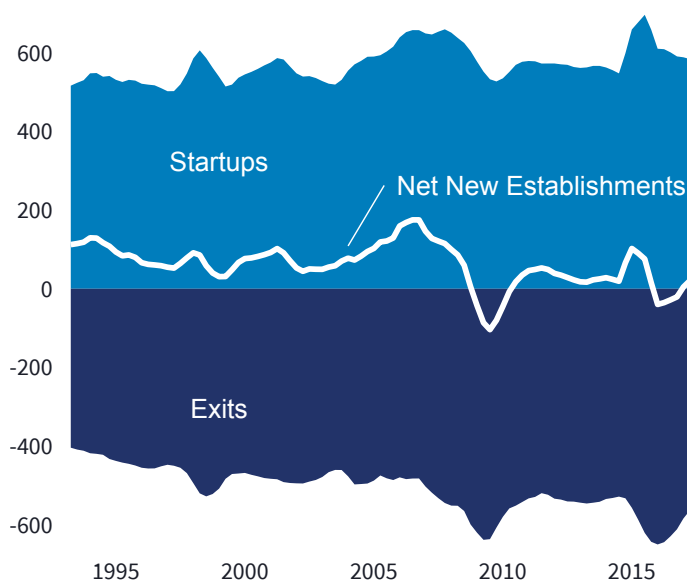


Figure 2 shows the average number of employees per employer business by owner's demographic group according to the 2016 Annual Survey of Entrepreneurs (ASE). Unshaded bars display US values; data were withheld because they do not meet Census Bureau publication standards or could disclose information regarding individual businesses.

Turnover among Establishments with Employees

Figure 3: Wyoming Quarterly Startups and Exits



- In the third quarter of 2017, **612** establishments started up, generating **1,979** new jobs in Wyoming. Startups are counted when business establishments hire at least one employee for the first time. (Source: [BDM](#))
- In the same period, **560** establishments exited resulting in **1,313** jobs lost. Exits occur when establishments go from having at least one employee to having none, and then remain closed for at least one year. (Source: [BDM](#))
- Figure 3 displays quarterly startups and exits from 1993 to 2017. Each series is smoothed across multiple quarters to highlight long-run trends. (Source: [BDM](#))

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

International Trade

- A total of 395 companies exported goods from Wyoming in 2016. Of these, 293, or 74.2%, were small firms; they generated 57.4% of Wyoming's \$1.0 billion in total exports. (Source: ITA)

Small Business Employment by Industry and Self-Employment by County

Table 1: Wyoming Employment by Industry, 2016

Industry	Small Business Employment	Total Private Employment	Small Business Employment Share
Accommodation and Food Services	23,045	28,484	80.9
Health Care and Social Assistance	20,661	33,429	61.8
Construction	15,972	18,597	85.9
Retail Trade	14,956	31,157	48.0
Professional, Scientific, and Technical Services	8,781	9,720	90.3
Other Services (except Public Administration)	7,789	8,470	92.0
Mining, Quarrying, and Oil and Gas Extraction	5,577	18,876	29.5
Manufacturing	4,732	9,183	51.5
Wholesale Trade	4,550	7,910	57.5
Finance and Insurance	4,493	6,668	67.4
Administrative, Support, and Waste Management	4,399	6,135	71.7
Transportation and Warehousing	4,394	10,332	42.5
Real Estate and Rental and Leasing	3,252	4,516	72.0
Arts, Entertainment, and Recreation	3,089	4,871	63.4
Information	2,399	3,945	60.8
Educational Services	1,972	2,033	97.0
Utilities	582	2,616	22.2
Management of Companies and Enterprises	450	1,063	42.3
Agriculture, Forestry, and Fishing and Hunting	245	274	89.4
Industries not classified	161	161	100.0
Total	131,499	208,440	63.1

Figure 4: Wyoming Self-Employment Rates by County, 2017

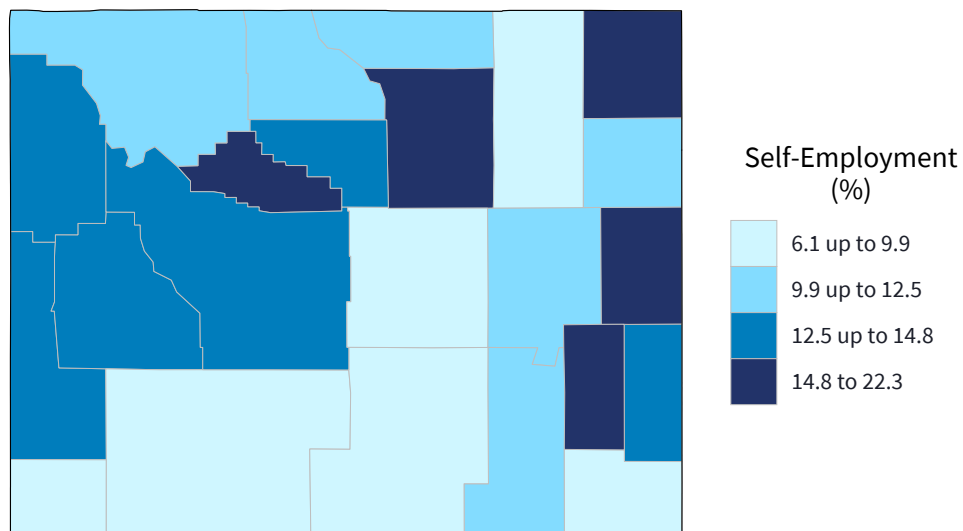


Table 2: Wyoming Small Businesses by Industry and Firm Size, 2016

Industry	1-499 Employees	1-19 Employees	Nonemployer Firms	Total Small Firms
Real Estate and Rental and Leasing	1,003	956	7,819	8,822
Professional, Scientific, and Technical Services	2,115	2,004	6,240	8,355
Other Services (except Public Administration)	1,702	1,636	6,156	7,858
Construction	2,652	2,478	4,901	7,553
Retail Trade	1,801	1,580	4,826	6,627
Health Care and Social Assistance	1,689	1,486	3,361	5,050
Administrative, Support, and Waste Management	930	874	3,317	4,247
Arts, Entertainment, and Recreation	436	397	2,828	3,264
Transportation and Warehousing	686	616	1,673	2,359
Accommodation and Food Services	1,516	1,187	733	2,249
Finance and Insurance	592	528	1,445	2,037
Mining, Quarrying, and Oil and Gas Extraction	532	447	1,130	1,662
Agriculture, Forestry, and Fishing and Hunting	83	81	1,391	1,474
Manufacturing	495	424	953	1,448
Educational Services	170	146	1,256	1,426
Wholesale Trade	505	378	771	1,276
Information	195	156	632	827
Utilities	35	23	63	98
Total	17,158	15,465	49,495	66,653

Tables 1 and 2 display data from the 2016 SUSB. Table 2 includes additional data from the 2016 Nonemployer Statistics (NES). Figure 4 provides estimates of the rate of self-employment among employed civilians, 16 years and over, including both incorporated and unincorporated businesses, from the 2017 American Community Survey (ACS).

References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

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

2019 Small Business Profile

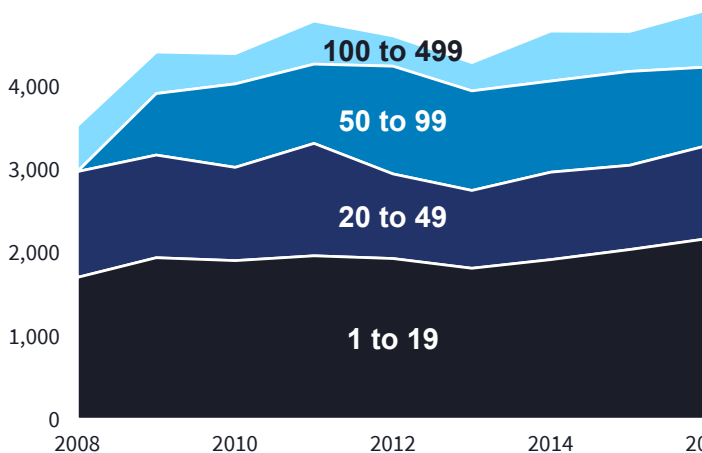
American Samoa



Jobs, establishments, and exports are from the 2016 County Business Patterns (CBP) and 2017 Bureau of Economic Analysis (BEA) data.

Economic Output and Employment

Figure 1: Employment by Establishment Size (Employees)



- The American Samoa economy contracted at an annual rate of 5.3% to \$598.0 million in 2017 while per capita income decreased 5.5% to \$10,187 in 2017. (Source: BEA)
- The number of private sector employees in American Samoa increased 4.3% to 8,506 in 2016. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2016. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on American Samoa employment by industry. (Source: CBP)

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International Trade

- Figure 2 displays the evolution of American Samoa imports, exports, and trade balance from 2002 to 2017. (Source: BEA)
- In 2017, American Samoa total exports decreased 21.1% to \$358.0 million, while its total imports decreased 12.9% to \$486.0 million. This resulted in a 2017 trade deficit of \$128.0 million. (Source: BEA)
- * Exports and imports reflect trade between American Samoa and the rest of the world, including the US.

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

Figure 2: Exports and Imports (\$)

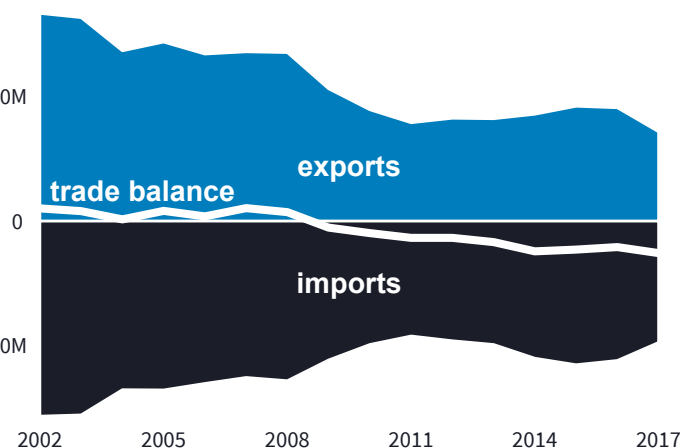
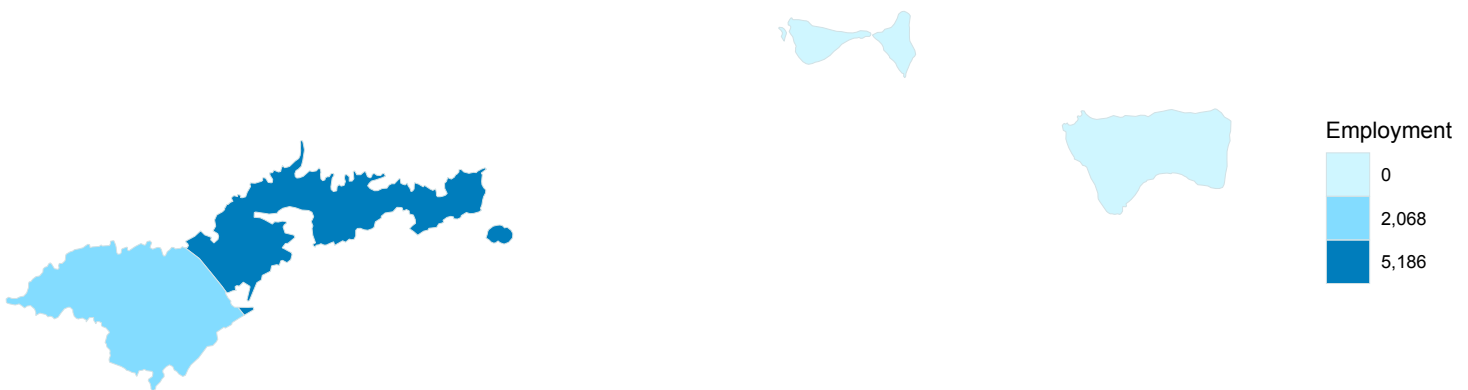


Table 1: American Samoa Employment, Establishments, and Payroll by Industry, 2016. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Manufacturing	3,190	40	51,017	15,993
Retail Trade	1,515	172	21,398	14,124
Accommodation and Food Services	576	44	7,176	12,458
Construction	502	33	8,512	16,956
Other Services (Except Public Administration)	384	47	4,982	12,974
Transportation and Warehousing	343	27	4,893	14,265
Wholesale Trade	268	26	5,785	21,586
Information	185	7	4,253	22,989
Professional, Scientific, and Technical Services	169	26	5,355	31,686
Educational Services	168	5	1,994	11,869
Administrative, Support, and Waste Management	119	21	1,868	15,697
Finance and Insurance	109	11	2,685	24,633
Real Estate and Rental and Leasing	80	15	1,270	15,875
Industries not Classified	29	9	306	10,552
Agriculture, Forestry, and Fishing and Hunting	s	2	s	-
Arts, Entertainment, and Recreation	s	1	s	-
Health Care and Social Assistance	s	16	s	-
Management of Companies and Enterprises	s	2	s	-
Total	8,506	504	144,226	16,956

Figure 3: American Samoa Employment by Municipality, 2016. (Source: CBP)



References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- BEA Bureau of Economic Analysis
- CBP County Business Patterns, US Census Bureau

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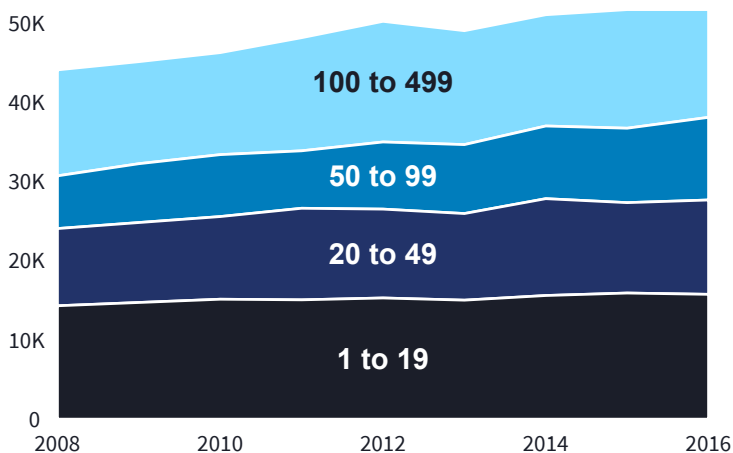
Guam



Jobs, establishments, and exports are from the 2016 County Business Patterns (CBP) and 2017 Bureau of Economic Analysis (BEA) data.

Economic Output and Employment

Figure 1: Employment by Establishment Size (Employees)



- The Guam economy grew at an annual rate of **0.2%** to **\$5.2 billion** in 2017 while per capita income decreased **0.1%** to **\$32,105** in 2017. (Source: BEA)
- The number of private sector employees in Guam increased **2%** to **59,032** in 2016. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2016. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on Guam employment by industry. (Source: CBP)

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International Trade

Figure 2: Exports and Imports (\$)

- Figure 2 displays the evolution of Guam imports, exports, and trade balance from 2002 to 2017. (Source: BEA)
- In 2017, Guam total exports was unchanged at **\$1.05 billion**, while its total imports decreased **1%** to **\$2.83 billion**. This resulted in a 2017 trade deficit of **\$1.78 billion**. (Source: BEA)
- * Exports and imports reflect trade between Guam and the rest of the world, including the US.

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

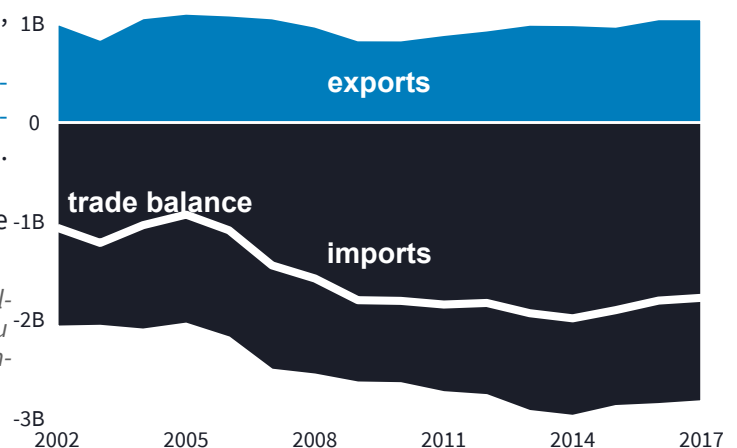
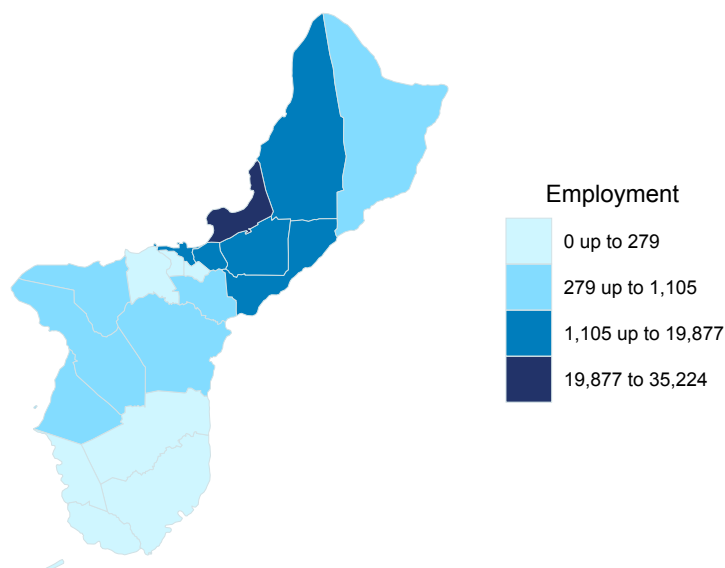


Table 1: Guam Employment, Establishments, and Payroll by Industry, 2016. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Accommodation and Food Services	14,643	522	247,552	16,906
Retail Trade	9,930	683	230,025	23,165
Construction	5,696	357	141,633	24,865
Health Care and Social Assistance	4,363	211	175,057	40,123
Administrative, Support, and Waste Management	4,314	166	92,250	21,384
Wholesale Trade	3,007	205	80,716	26,843
Professional, Scientific, and Technical Services	2,718	261	117,701	43,304
Transportation and Warehousing	2,649	92	100,471	37,928
Other Services (Except Public Administration)	2,411	284	57,266	23,752
Real Estate and Rental and Leasing	2,188	278	57,487	26,274
Finance and Insurance	2,161	127	95,677	44,274
Educational Services	1,249	63	27,130	21,721
Information	1,247	50	46,428	37,232
Arts, Entertainment, and Recreation	1,209	71	22,005	18,201
Manufacturing	885	52	22,090	24,960
Industries not Classified	214	66	3,002	14,028
Management of Companies and Enterprises	75	8	3,263	43,507
Utilities	66	4	2,863	43,379
Agriculture, Forestry, and Fishing and Hunting	3	3	78	26,000
Mining, Quarrying, and Oil and Gas Extraction	s	1	s	-
Total	59,032	3,504	1,522,834	25,797

Figure 3: Guam Employment by Municipality, 2016. (Source: CBP)



References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

BEA Bureau of Economic Analysis
 CBP County Business Patterns, US Census Bureau

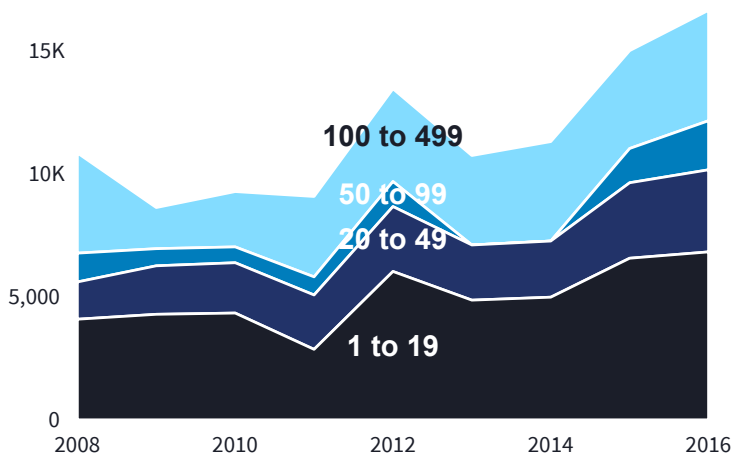
Northern Mariana Islands



Jobs, establishments, and exports are from the 2016 County Business Patterns (CBP) and 2017 Bureau of Economic Analysis (BEA) data.

Economic Output and Employment

Figure 1: Employment by Establishment Size (Employees)



- The Northern Mariana Islands economy grew at an annual rate of **25.1%** to **\$1.3 billion** in 2017 while per capita income increased **25.9%** to **\$26,223** in 2017. (Source: BEA)
- The number of private sector employees in Northern Mariana Islands increased **12.9%** to **18,374** in 2016. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2016. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on Northern Mariana Islands employment by industry. (Source: CBP)

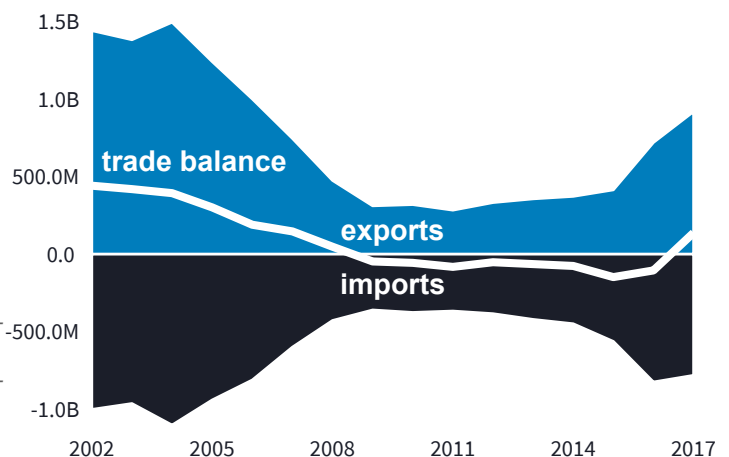
The Small Business Profiles are produced by the US Small Business Administration's Office of Advocacy. Each report incorporates the most up-to-date government data to present a unique snapshot of small businesses.

International Trade

- Figure 2 displays the evolution of Northern Mariana Islands imports, exports, and trade balance from 2002 to 2017. (Source: BEA)
- In 2017, Northern Mariana Islands total exports increased **27.6%** to **\$920.0 million**, while its total imports decreased **5.2%** to **\$782.0 million**. This resulted in a 2017 trade surplus of **\$138.0 million**. (Source: BEA)
- * Exports and imports reflect trade between Northern Mariana Islands and the rest of the world, including the US.

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

Figure 2: Exports and Imports (\$)

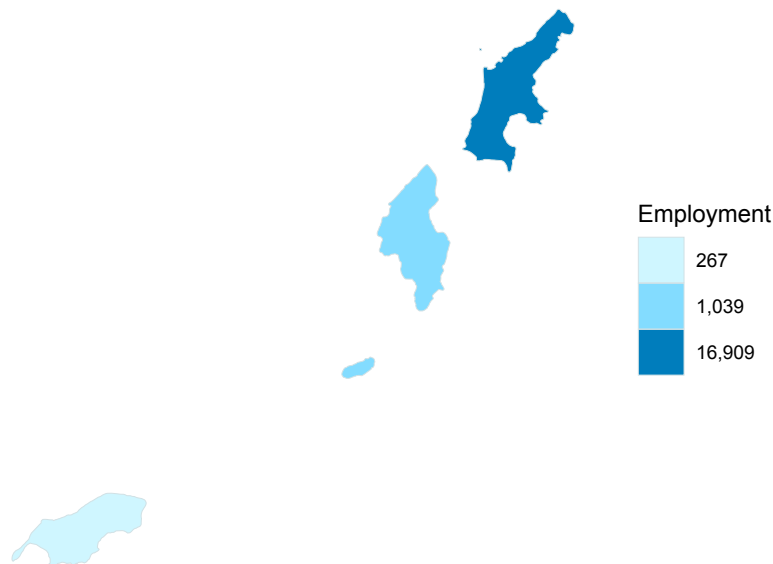


Employment by Industry and Municipality

Table 1: Northern Mariana Islands Employment, Establishments, and Payroll by Industry, 2016. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Accommodation and Food Services	5,255	202	102,829	19,568
Retail Trade	2,577	349	42,260	16,399
Administrative, Support, and Waste Management	1,655	162	25,422	15,361
Construction	1,399	96	29,205	20,876
Transportation and Warehousing	1,057	53	20,754	19,635
Health Care and Social Assistance	1,016	45	36,553	35,977
Wholesale Trade	762	92	13,230	17,362
Real Estate and Rental and Leasing	662	161	9,665	14,600
Other Services (Except Public Administration)	636	162	9,729	15,297
Manufacturing	550	45	9,255	16,827
Professional, Scientific, and Technical Services	534	110	13,306	24,918
Arts, Entertainment, and Recreation	500	57	8,158	16,316
Information	397	22	10,967	27,625
Educational Services	391	61	7,235	18,504
Finance and Insurance	285	48	8,009	28,102
Industries not Classified	202	82	2,363	11,698
Management of Companies and Enterprises	37	6	977	26,405
Agriculture, Forestry, and Fishing and Hunting	s	1	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	1	s	-
Utilities	s	4	s	-
Total	18,374	1,759	362,360	19,721

Figure 3: Northern Mariana Islands Employment by Municipality, 2016. (Source: CBP)



References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

BEA Bureau of Economic Analysis
 CBP County Business Patterns, US Census Bureau

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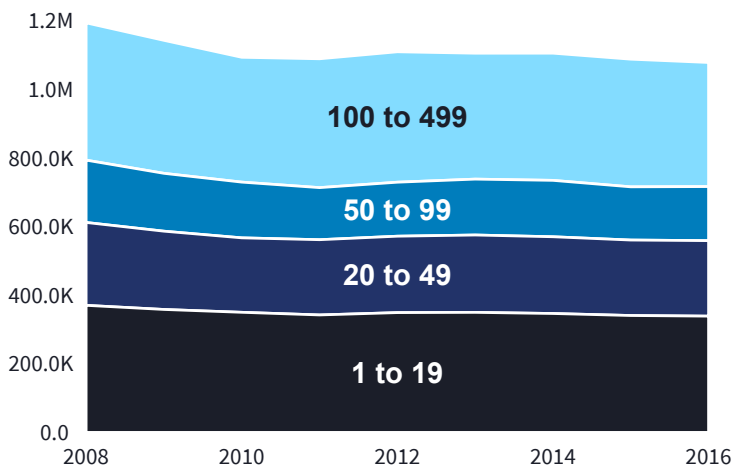
Puerto Rico



Jobs, establishments, and exports are from the 2016 County Business Patterns (CBP) and 2017 Government Development Bank (GDB) data.

Economic Output and Employment

Figure 1: Employment by Establishment Size (Employees)



- The Puerto Rico economy contracted at an annual rate of 2.4% to \$104.2 billion in 2017 while per capita income increased 1.3% to \$30,907 in 2017. (Source: GDB)
- The number of private sector employees in Puerto Rico decreased 0.8% to 672,399 in 2016. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2016. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on Puerto Rico employment by industry. (Source: CBP)

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International Trade

Figure 2: Exports and Imports (\$)

- Figure 2 displays the evolution of Puerto Rico imports, exports, and trade balance from 2007 to 2017. (Source: GDB)
 - In 2017, Puerto Rico total exports increased 2.7% to \$73.8 billion, while its total imports increased 19.6% to \$51.8 billion. This resulted in a 2017 trade surplus of \$22.0 billion. (Source: GDB)
- * Exports and imports reflect trade between Puerto Rico and the rest of the world, including the US.

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

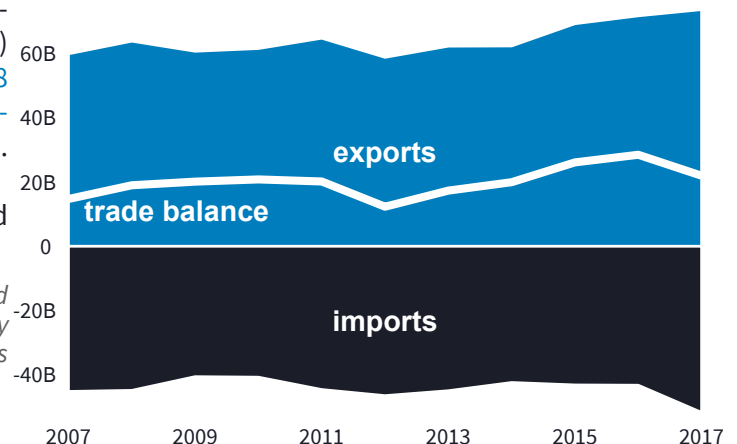
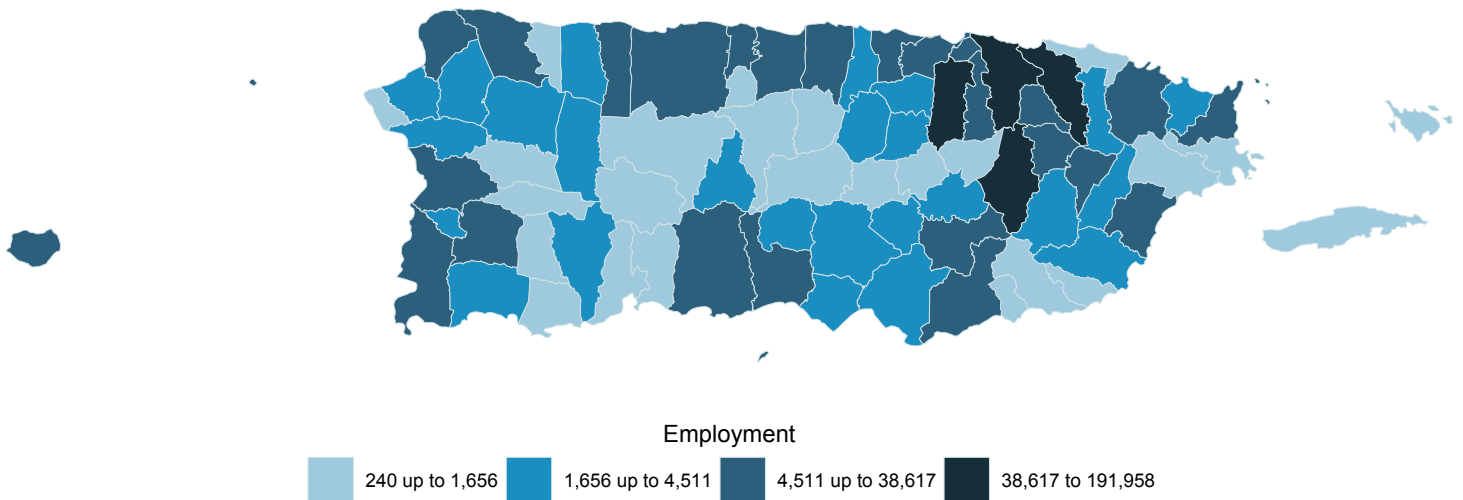


Table 1: Puerto Rico Employment, Establishments, and Payroll by Industry, 2016. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Retail Trade	131,644	9,313	2,451,020	18,619
Health Care and Social Assistance	82,836	7,563	2,046,491	24,705
Accommodation and Food Services	80,101	4,508	1,115,101	13,921
Administrative, Support, and Waste Management	73,889	1,963	1,383,444	18,723
Manufacturing	72,437	1,703	2,910,185	40,175
Educational Services	42,242	902	828,872	19,622
Professional, Scientific, and Technical Services	32,525	4,405	1,236,642	38,021
Finance and Insurance	30,463	1,785	1,418,353	46,560
Wholesale Trade	29,342	1,968	1,106,801	37,721
Construction	21,924	1,707	488,074	22,262
Other Services (Except Public Administration)	18,501	3,286	359,864	19,451
Information	17,928	714	747,577	41,699
Transportation and Warehousing	14,849	969	422,969	28,485
Real Estate and Rental and Leasing	11,402	1,589	275,636	24,174
Management of Companies and Enterprises	7,003	104	346,131	49,426
Arts, Entertainment, and Recreation	4,023	455	81,166	20,175
Mining, Quarrying, and Oil and Gas Extraction	511	44	10,102	19,769
Industries not Classified	366	306	7,586	20,727
Utilities	314	27	19,384	61,732
Agriculture, Forestry, and Fishing and Hunting	99	14	884	8,929
Total	672,399	43,325	17,256,282	25,664

Figure 3: Puerto Rico Employment by Municipality, 2016. (Source: CBP)



References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- CBP** County Business Patterns, US Census Bureau
- GDB** Government Development Bank for Puerto Rico

2019 Small Business Profile

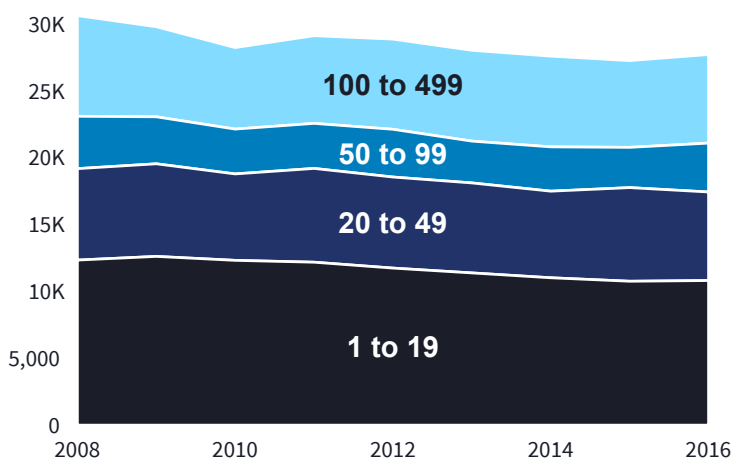
US Virgin Islands



Jobs, establishments, and exports are from the 2016 County Business Patterns (CBP) and 2017 Bureau of Economic Analysis (BEA) data.

Economic Output and Employment

Figure 1: Employment by Establishment Size (Employees)



- The US Virgin Islands economy contracted at an annual rate of 1.7% to \$3.1 billion in 2017 while per capita income decreased 1.5% to \$29,388 in 2017. (Source: BEA)
- The number of private sector employees in US Virgin Islands increased 1.6% to 29,598 in 2016. (Source: CBP)
- Figure 1 displays private sector employment for establishments with fewer than 500 employees from 2008 to 2016. Establishments with fewer than 100 employees have the largest share of overall employment. (Source: CBP)
- Table 1 provides additional details on US Virgin Islands employment by industry. (Source: CBP)

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International Trade

- Figure 2 displays the evolution of US Virgin Islands imports, exports, and trade balance from 2002 to 2017. (Source: BEA)
 - In 2017, US Virgin Islands total exports increased 26% to \$1.8 billion, while its total imports increased 26.2% to \$2.4 billion. This resulted in a 2017 trade deficit of \$592.0 million. (Source: BEA)
- * Exports and imports reflect trade between US Virgin Islands and the rest of the world, including the US.

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

Figure 2: Exports and Imports (\$)

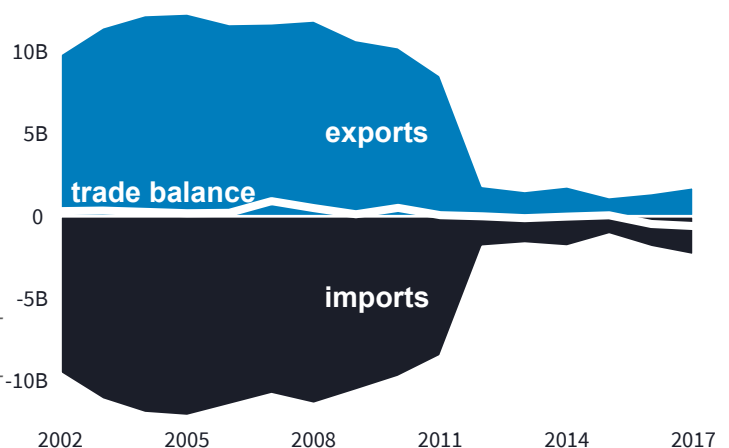


Table 1: US Virgin Islands Employment, Establishments, and Payroll by Industry, 2016. (Source: CBP)

Industry	Total Private Employment	Total Private Establishments	Annual Payroll (\$ Thousands)	Annual Payroll per Employee (\$)
Accommodation and Food Services	7,239	305	182,638	25,230
Retail Trade	6,262	508	137,206	21,911
Health Care and Social Assistance	3,116	248	140,516	45,095
Administrative, Support, and Waste Management	2,142	155	86,377	40,325
Transportation and Warehousing	1,749	113	54,015	30,883
Construction	1,348	154	50,231	37,263
Other Services (Except Public Administration)	1,200	222	36,372	30,310
Real Estate and Rental and Leasing	1,127	204	44,865	39,809
Finance and Insurance	1,118	119	67,835	60,675
Professional, Scientific, and Technical Services	918	225	54,375	59,232
Information	720	45	34,554	47,992
Educational Services	643	33	18,595	28,919
Wholesale Trade	630	60	27,245	43,246
Arts, Entertainment, and Recreation	609	51	14,455	23,736
Manufacturing	585	46	26,002	44,448
Management of Companies and Enterprises	84	7	5,343	63,607
Utilities	47	5	2,841	60,447
Industries not Classified	46	24	918	19,957
Agriculture, Forestry, and Fishing and Hunting	s	1	s	-
Mining, Quarrying, and Oil and Gas Extraction	s	3	s	-
Total	29,598	2,528	986,079	33,316

Figure 3: US Virgin Islands Employment by Municipality, 2016. (Source: CBP)



References

The Small Business Profiles, source data, and methodology are available at <https://go.usa.gov/xmb5R>.

- BEA Bureau of Economic Analysis
- CBP County Business Patterns, US Census Bureau