

**ESTIMATING THE LOCAL EFFECTS  
OF DEFENSE CUTS  
ON SMALL BUSINESS, 1992-1999**

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## **EXECUTIVE SUMMARY**

**Challenge to Small Business.** This work is intended to estimate at the local level, the likely impact of the U.S. defense restructuring on small business employment and to provide analytical and database means for keeping these estimates up to date and developing them further in the future. This work reflects the current defense planning of the U.S. government. It draws on work done in U.S. government agencies and in private organizations, including previous and concurrent work done by the NPA Data Services, Inc.

Budgeted reductions in defense spending for compensation and purchases and the shrinkage of the private defense industry are projected to result in a reduction of 1.8 million government and private defense jobs from 5.6 million in 1992 to 3.8 million in 1999.

Cuts in defense spending impact small business in two ways: first, by reducing purchases of government and large contractor firms from the small business contractor, subcontractor and supplier firms in the defense industry, and second, indirectly, by reducing the purchasing power of the customers of the small business firms as a result of job losses by military and civilian defense workers in government and by workers in private defense industry. These indirect reductions involve several rounds of a multiplier effect.

**Steps in Analysis.** In the course of this project, data from different sources were organized into new databases which may be of value in future analyses and are included here.

Location of small business defense jobs was estimated by state from data on distribution of defense contracts and indirect purchases. An assessment was made of the indirect job losses from income losses by estimating excess unemployment prevailing at a given time in defense dependent states compared to states least dependent on defense. The excess unemployment was apportioned into a direct component of former defense workers using the reemployment experience ratios from the U.S. Department of Labor surveys of displaced workers and a residual indirect component which is attributed to job losses indirectly through multiplier effects of lost purchasing power.

Economic effects of past base closings on local economies were analyzed, and a prospective analysis of potential impacts of the 1993 recommendations for base closings and realignments was examined. Two hundred fifteen local economies were identified which are vulnerable to economic decline from defense cuts projected for the 1990s.

**Databases.** In conducting this work, data from different sources were used which were based on different sets of industry definitions. To make the data comparable, a common set of 32 industry definitions consistent with the industry definitions used in the principal data sources was designed and the data provided in variously more detailed categories were

rearranged into these 32 industry categories. These databases would be of use in future analyses of effects of changes in defense spending on small business and in a wide range of other analyses in size of business economics. Three databases are included on data disk incorporated into this report:

(1) The size of business employment database of the Small Business Administration by industry and state was extended to include proprietors and the share of small business by state and industry was calculated in all cases, except where data were omitted to prevent disclosure of information about individual firms.

(2) Data provided to the Small Business Administration by Eagle Eye Publishers, Inc., containing the detailed product/service categories for the prime DoD contracts of \$25,000 or more reported on the Form SF-179 were rearranged into the set of 32 industries. The resulting database contains the distribution by state and by the industry classification of object of contract, the total amount of contracts awards, the amounts of contracts awarded to small business and the small business awards as percent of total.

(3) An annual dataset of current and projected defense employment for the years 1992-99 by state was estimated with detail for the active duty military, active reserves converted to active duty equivalents, government defense civilians, and the defense industry total and its small business component.

**Findings.** Principal findings of the project include:

(1) In 1992, small business defense employment was 1053 thousand, or 36 percent of the private sector defense industry total.

(2) It was only slightly less concentrated in the defense intensive states than the private defense industry total.

(3) The share of small business in the defense industry total is expected to remain stable and the small business defense employment is estimated to decline by the same percentage, 41.7 percent, as the industry total or by 439 thousand from 1053 thousand in 1992 to 614 thousand in 1999. Declines in individual states are also projected to be in proportion to declines in industry totals.

(4) Impact of defense cuts on small business from indirect job losses is likely to be considerably larger than from the direct job losses because: (1) the indirect job losses appear to outnumber the direct losses three to one and (2) the share of small business in all defense industry (19 percent of all defense jobs) is smaller than its share in the general economy (60 percent).

(5) In the first quarter of 1994, the average unemployment rate in the defense dependent states exceeded the unemployment rate in states least dependent on defense by a margin which translates into 1171 thousand unemployed or, roughly, 1.0 percent of the national labor force, associated with the economic defense dependence of the states.

(6) Of this total excess unemployment, 287 thousand, or 25 percent represents defense workers displaced during the 1989-93 period based on the reemployment experience reported in the U.S. Department of Labor survey of displaced workers. The remaining 884 thousand are attributed to the unemployment of workers in the general economy of the defense dependent states displaced through the income multiplier process.

(7) Given the shares of small business in defense employment and in the general economy, the current unemployment resulting from defense cuts originating in small business is calculated at 599 thousand of which 530 thousand, or 88 percent, resulted from the indirect job losses in the defense dependent states.

(8) Past experience of local economies in which defense installations were closed varied from no perceptible effects to long-term declines in employment and population. Nonmetropolitan counties generally had larger proportional economic losses than metropolitan areas.

(9) A government analysis of the potential impact of base closings scheduled for the 1990s, projects a wide range of potential increases in the unemployment rate in the local economies affected.

(10) Because most of the decisions by government and business which will determine the actual size of defense reductions at the local level remain to be made, and because the indirect economic impact of these reductions is unknown, the best approach at present is to identify local economies which are now vulnerable to defense reductions. Accordingly, a total of 91 metropolitan areas and 116 nonmetropolitan counties were identified which had 5 percent or more of their total 1992 employment in defense jobs. These economies can be monitored by policy makers and analysts on a current basis with the now available data.



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## PREFACE

This report was prepared by the NPA Data Services, Inc., for the U.S. Small Business Administration under contract SBA-94-0437

This work is intended to estimate at the local level the probable impact of the U.S. defense restructuring on small business employment and to provide analytical and database means for keeping these estimates up to date and developing them further in the future.

Based on data as of the base year 1992, this work incorporates the latest information about U.S. defense planning, specifically the 1993 recommendations of the Base Closure and Realignment Commission (BCRC), the *Bottom Up* review of U.S. defense policy, and the FY 1995 defense budget. It also draws on work done in U.S. government agencies and in private organizations. The sources of information used are listed in References.

In particular, this work draws on previous and concurrent work done by NPA Data Services, Inc., including the work done in preparation of the *Regional Economic Projections Series*, estimates of defense employment in government and industry prepared for the forthcoming new edition of *Cuts in Defense, Jobs in U.S. Counties, Metropolitan Areas and States*, and estimates of excess unemployment attributable to defense reductions.

This report was prepared by Nestor E. Terleckyj with assistance by Ruth Oversmith. Charles D. Coleman contributed the programming and estimation of economic analyzes involved. Fred Sencindiver of the ASG Services, Inc., developed and managed the databases incorporated in this report.

Many persons helped us to complete this project. In particular, I would like to thank Edward Starr and Bruce D. Phillips of the Small Business Administration for their help in obtaining the necessary information and for helpful comments and suggestions received in the course of this work, Steven Kosiak of Defense Budget Project for his help in obtaining information, and Defense Budget Project for permission to use the data from its publications in the present work, Paul Murphy of Eagle Eye Publishers for help in explaining the CD database supplied to the Small Business Administration, George T. Schultz of the Department of Defense, Office of the Under Secretary for help in understanding the datasets relating to defense contracting and subcontracting by small business and for providing data, and Norman C. Saunders and John F. Stinson of the Bureau of Labor Statistics for providing research materials and for many helpful suggestions. The author alone is responsible for the contents of the report and for any errors that may remain.

Nestor E. Terleckyj  
July 1994



## CHAPTER 1. INTRODUCTION

### Objectives and the Approach of the Analysis

Substantial reductions in the U.S. defense spending, already legislated or programmed to 1999, will cut the numbers of military personnel, civilian government defense employees, and jobs in private defense contractor establishments and those of their suppliers and subcontractors. Further cuts, beyond 1999, may be made until an equilibrium post-Cold War "base force" is achieved.<sup>1</sup> However, these later reductions are less certain and are outside the scope of present work.

The cuts planned for the 1990s will impact heavily on small business. Some small businesses will lose contracts or defense-related sales to the government or to prime defense contractors. Others will lose business servicing the government and private industry defense workers whose jobs will be cut.

The impacts of defense cuts will be highly specific as to location because most of the defense spending is heavily concentrated in comparatively few local economies. These impacts will differ—depending on the magnitude of the reduction in defense business relative to the total size of the local economy and, also, depending on growth in other industries that would compensate locally for the loss of defense business.

The objective of the present work is to estimate reductions in small business

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<sup>1</sup>William W. Kaufmann and John D. Steinbruner. 1991. *Decisions for Defense: Prospects for a New Order*. Washington, D.C.: The Brookings Institution; and William W. Kaufmann. 1992. In "Studies in Defense Policy," *Assessing the Base Force, How Much is Too Much*. Washington, D.C.: The Brookings Institution.

employment for the period 1992-99 that result from cuts in defense expenditures for payrolls and procurement in locations for which significant reductions have been programmed in the Defense Department budgets through the FY 1995 budget<sup>2</sup> and in the Base Closure and Realignment Commission Recommendations of 1991 and 1993.<sup>3</sup> This work also aims at developing a method for regular updates of these estimates in the future.

While most local economies (nonmetropolitan counties or metropolitan areas) in the United States are not very dependent on defense spending, some are heavily dependent. And some large metropolitan areas and states are very dependent either on military installations or on defense contracts of private firms or on both.

The present work builds on the work done earlier by the NPA Data Services, Inc., in estimating total job losses due to defense cuts in U.S. counties and metropolitan areas. The results of the previous work completed in 1992 were published in *Cuts in Defense Jobs in U.S. Counties, Metropolitan Areas, and States, 1991-2001*. A new forthcoming edition of this work updates previous estimates for changes made in the FY 1995 National Defense Budget and the 1993 recommendations of the Base Closure and Realignment Commission (BCRC). The updated estimates are used here.

This work extends the previous NPA Data Services analysis of cuts in defense jobs to the size of business and to a lesser extent the industry levels of data work. While the objective of the work is to identify the probable job losses to small business, in order to

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<sup>2</sup>Feb. 7, 1994 DOD Press Release, FY 1995, Defense Budget, and Defense Secretary's Briefing Outline, also FY 1995 DOD budget.

<sup>3</sup>Defense Base Closure and Realignment Commission (BCRC) and Department of Defense implementation schedules.

develop these estimates, it is necessary to estimate the probable job reductions in individual states and in some industry detail because direct data on defense-dependent small business employment and its location are not available. The small business employment is then derived from state or industry information for defense purchases and contract awards.

This work draws on internal NPA Data Services information and projections of defense-dependent jobs by state and county; on the state-by-industry expenditure projections for 1991-97 of the Defense Department, *Regional Defense Economic Impact Modelling Systems (RDEIMS)*;<sup>4</sup> on the databases and reports of the Small Business Administration;<sup>5</sup> and on state and industry 2-digit industry SIC employment data from the Department of Commerce, Bureau of Economic Analysis, *Regional Economic Information System (REIS)*. In addition, it utilizes data and information from other sources, notably, the analyses conducted at the Defense Budget Project,<sup>6</sup> and the U.S. Departments of Labor,<sup>7</sup> and analysis of the potential impact of base closings on local economies performed at the U.S.

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<sup>4</sup>U.S. Department of Defense. 1991. *Projected Defense Purchases, Detail by Industry and State, Calendar Years 1991 through 1997*. Washington, D.C.: Economic Analysis and Resource Planning Division.

<sup>5</sup>The Small Business Administration provided the state and industry data on disks prepared by the Bureau of the Census.

<sup>6</sup>Schmidt, Conrad Peter, and Steven Kosiak. 1992. *Potential Impact of Defense Spending Reductions on the Defense Industrial Labor Force by State*. Washington, D.C.: Defense Budget Project; also Kosiak and Bitzinger.

<sup>7</sup>Saunders, Norman C. 1993. "Employment Effects of the Rise and Fall in Defense Spending" (April). *Monthly Labor Review*. Office of Employment Projections, Bureau of Labor Statistics.

Department of Defense.<sup>8</sup> The estimates of the effects of defense cuts on small business are extended to 1999 by the NPA Data Services based on an analysis of the FY 1995 National Defense Budget, and on the 1993 recommendations the Base Closure and Realignment Commission as well as of historical analyzes based on the NPADSI data and on the DoD studies of past cases of economic adjustment.<sup>9</sup>

Specialized databases were prepared for this project—combining the input from these and other diverse sources. Portions of these data are tabulated in the Appendixes. Complete databases are included here on disk as part of the final report.

The following chapters summarize the substantive highlights of the estimates obtained, detail the sources of data, and explain the process of estimation. The analytical datasets included here contain estimated projected job losses by small business resulting from the defense cuts programmed for the 1990s, by state for all states and for the MSAs and nonmetropolitan counties with significant projected losses of defense jobs. In addition, an estimate is made of the magnitude of the indirect job losses to small business through the loss of income of the previously displaced defense workers nationally and a method is suggested for monitoring likely losses of small business jobs in specific locations in the future.

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<sup>8</sup>U.S. Department of Defense. "Economic Impact of the Base Closures and Realignments," mimeo, undated.

<sup>9</sup>Office of Economic Adjustment; Office of Assistant Secretary of Defense; Economic Security. *Civilian Reuse of Former Military Bases, Summary of Completed Military Base Economic Adjustment Projects*, September 1993; and Report Prepared By: President's Economic Adjustment Committee and the Office of Economic Adjustment, Office of the Assistant Secretary of Defense, *Economic Adjustment/Conversion*, July 1985.

## **Expected Trends in U.S. Defense Employment<sup>10</sup>**

The total number of defense-dependent jobs in the United States were estimated here by NPA Data Services, Inc., for the period 1991-2003, separately for its three components: Military Personnel including Active Reserves, Government Defense Civilians, and Defense-Dependent Jobs in Private Sector. These projections are then used as the basis for county level estimates and projections.

### **Military Personnel**

The total number of military jobs located in the United States is estimated in active duty equivalents. First, the proportion of active duty personnel that is stationed overseas is estimated, and the number of active duty jobs in the United States is calculated by subtraction. Then, the reserve positions are converted to active duty equivalents, in proportion to average pay in 1992.

Estimates and projections of military jobs in the United States are summarized in Table 1.1. These projection were made as follows:

The total number of July 1 **active duty** military personnel, the number stationed overseas and the number resident in the United States for 1991-1993 was obtained from the current database of the U.S. Bureau of the Census. The size of the active duty forces for 1994 was projected by the percentage change in the end-year FY strength in the 1994 budget (-6.1%) and for the years 1995-99 from the percentage changes in the end-year manpower strength projected in the FY 1995 defense budget (-9.7% in 1995, -2.0% in 1996, -1.8% in

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<sup>10</sup>This section has been adapted from the forthcoming 1994 Edition of "Cuts in Defense Jobs" to be published by the NPA Data Services, Inc.

1997, -0.7% in 1998, and -0.3 in 1999). For the years 1999-2003, further reductions were projected in the active duty manpower at 1.5 percent annually. No reductions are projected after 2003, and a constant level of Armed Forces is assumed from then on.

The proportion of U.S. Armed Forces stationed overseas, during most of the post-World War II period, was in the range of 23 to 27 percent, except during the Korean and the Vietnam Wars when it was higher. This proportion has already declined from 24.0 percent in 1991 to 19.3 percent in 1992, and to 18 percent in 1993. Based on a series of interviews with governmental and private analysts, we assume here that this proportion will decline in equal annual increments to 15 percent in 2003.

The selected reserves positions (Active Reserves and the National Guard) which are located almost entirely in the United States, represent part-time employment. Hence, the local economic effects of reserves per position is low in comparison with active duty personnel. The total number of selected reserves on July 1, 1991 and 1992, is obtained from the DoD manpower statistics by interpolating between the numbers reported for September 30.

The selected reserves positions for 1992-95 were interpolated between the July 1, 1992, estimate and the September 1995 projection in the FY 1995 defense budget. Projections for 1996-99 were based on the percent changes in the reserve strength reported in the 1995 defense budget. Further reductions of 1 percent a year were assumed for the years from 1999 to 2003.

The selected reserves positions, were then converted for each year to active duty equivalents by multiplying their numbers by .166, which is the ratio of average pay for the



two groups in 1992, obtained from the Defense Department pay data and the 1992 strength in Table 1.1. Total military jobs in the United States in active duty equivalents, i.e., the sum of the active duty personnel resident in the United States and the number of selected reserves multiplied by the conversion factor of .166 are shown in the last column of Table 1.1.

### **Government Defense Civilians**

The total number of civilians employed within the United States, by the Department of Defense in 1991 and 1992, is reported by the Defense Department. Percentage change in these numbers from 1992 to 1999 were obtained from the Department of Defense budgets for 1994 and 1995. It was assumed that the percent of all DoD civilians working in the United States will rise from 89 percent in 1992 to 92 percent in 1995 and will remain at that level for future years. For the years between 1999 and 2003 an annual rate of decline of 1.5 percent was assumed.

The number of defense civilian jobs in the United States estimated for the years 1991-2003 is listed in Table 1.2.

### **Defense-Dependent Jobs in the Private Sector**

Defense-dependent jobs in the U.S. private (business and nonprofit) sector are projected on the basis of future real purchases of goods and services for national defense, excluding compensation, as reported quarterly in the National Income and Product Accounts (NIPA) data of the U.S. Department of Commerce, and the future ratio of these purchases to the number of defense-dependent jobs in the private business sector. This ratio is an indicator of productivity of the defense industries.

Purchases from the private sector other than compensation are calculated by

subtracting civilian and military compensation from the total national defense purchases of goods and services in billions of 1987 dollars for the years 1994-2003 as follows:

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| <u>Calendar Years</u> | <u>Total National Defense</u> | <u>Compensation</u> | <u>Purchases Except Compensation</u> |
|-----------------------|-------------------------------|---------------------|--------------------------------------|
| 1991                  | \$281.3                       | \$108.0             | \$173.3                              |
| 1992                  | 261.2                         | 100.9               | 160.3                                |
| 1993                  | 242.7                         | 96.0                | 146.7                                |
| 1994                  | 228.1                         | 91.0                | 137.1                                |
| 1995                  | 216.2                         | 84.3                | 131.9                                |
| 1996                  | 202.4                         | 82.2                | 120.2                                |
| 1997                  | 193.3                         | 80.5                | 112.8                                |
| 1998                  | 188.1                         | 79.7                | 108.4                                |
| 1999                  | 183.5                         | 78.8                | 104.7                                |
| 2000                  | 181.7                         | 77.7                | 104.0                                |
| 2001                  | 179.9                         | 76.5                | 103.4                                |
| 2002                  | 178.1                         | 75.4                | 102.7                                |
| 2003                  | 176.3                         | 74.3                | 102.0                                |

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The data for 1991-93 are the actual figures reported in the national income accounts. The data for 1994-99 were projected from the annual percent changes in the "National Defense Topline" total outlay in real dollars reported in the 1995 defense budget release. Compensation was calculated by summing up the military and civilian compensation based on the 1993 average compensation and the projected total military strength in active duty equivalents and the number of defense civilians given in Tables 2.1 and 2.2 respectively.

The implicit productivity ratio of the defense industries was calculated by dividing the historical data for 1950-93, in real defense purchases from the private sector excluding compensation (obtained from the National Income and Product Accounts, U.S. Department

of Commerce database as of 2-24-94) by the number of private sector defense jobs reported by the Defense Department in the 1995 budget. In the past, this productivity ratio grew at 0.5 percent a year from 1951 to 1966, and at 0.8 percent from 1966 to 1990. It declined by 2.8 percent from 1991 to 1992 due, according to a Defense Department interpretation, to increased employment in defense industries for Desert Storm use and replacement, and rose 1.5 percent from 1992 to 1993. It is projected here to grow at an annual rate of 1.5 percent during 1993-97 and 2.0 percent a year from 1997 to 2003. The corresponding employment numbers and the dollar amounts are listed in Table 1.2.

The growth of the productivity ratio is projected at a higher rate than in the past for two reasons. The downsizing of the defense budget will lead to reductions in the numbers of firms in each branch of the defense industry.<sup>11</sup> This is likely to result in significant staff economies and elimination of duplication. Also, the shrinkage of defense employment will create a plentiful supply of qualified workers. This will allow employers to hire workers when needed rather than to hoard the skilled workers against a possible future need as was done in the past during a tight labor market.

### **Total Defense-Dependent Jobs in the United States**

The history of the past build-up, and the projected reductions of defense-dependent jobs over the years 1978-2003 are summarized in Table 1.3. The table shows: (1) the number of active duty military positions located in the United States, (2) the reserves in active duty equivalents, (3) civilian DoD employees, and (4) defense-dependent jobs in the

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<sup>11</sup>Jerrold T. Lundquist, "Shrinking Fast and Smart" in *Harvard Business Review*, November-December, 1992.

private sector. In the last two columns, it also shows the total defense-dependent jobs and the annual changes in these totals.

Changes in defense-dependent jobs in the 1990s, projected by the NPA Data Services, will more than reverse the increases in jobs cumulated during the defense build-up of the late 1970s-80s. These changes will also reduce the levels of defense jobs, especially military positions, considerably below the levels of the Cold War period. They will shrink the defense industry employment somewhat below the Cold War lows of the middle 1970s.

Substantial reductions in defense jobs are projected for the years 1994-97. Hence, large reductions can be expected at the local level in most defense-dependent areas. Areas which have experienced increases in defense jobs in the 1980s will experience declines in the 1990s. Also, some permanent installations that did not expand much in the 1980s will be reduced or closed down. There will be some exceptions; but, in general, the local job levels will have to add up to the national totals.

**Table 1.1**  
**Military Jobs in the United States, 1991-2003**  
(Estimates for mid-year, in thousands)

| Calendar Year | Active Duty Personnel |          |         | Selected Reserves |                         | Total Military Jobs Active Duty and Equivalents |         |
|---------------|-----------------------|----------|---------|-------------------|-------------------------|---|---------|
|               | Total                 | Overseas | In U.S. | Total Number      | Active Duty Equivalents | Total   | In U.S. |
| 1991          | 2122                  | 511      | 1611    | 1154              | 192                     | 2314  | 1803    |
| 1992          | 1965                  | 380      | 1585    | 1125              | 187                     | 2152  | 1772    |
| 1993          | 1810                  | 327      | 1483    | 1078              | 179                     | 1989  | 1662    |
| 1994          | 1699                  | 301      | 1398    | 1033              | 171                     | 1870  | 1569    |
| 1995          | 1535                  | 267      | 1268    | 989               | 164                     | 1699  | 1432    |
| 1996          | 1505                  | 257      | 1248    | 960               | 159                     | 1664  | 1407    |
| 1997          | 1478                  | 248      | 1230    | 944               | 157                     | 1635  | 1387    |
| 1998          | 1467                  | 242      | 1225    | 929               | 154                     | 1621  | 1379    |
| 1999          | 1462                  | 237      | 1225    | 916               | 152                     | 1614  | 1377    |
| 2000          | 1440                  | 229      | 1211    | 907               | 151                     | 1591  | 1362    |
| 2001          | 1418                  | 221      | 1197    | 898               | 149                     | 1565  | 1346    |
| 2002          | 1397                  | 214      | 1183    | 889               | 148                     | 1545  | 1331    |
| 2003          | 1376                  | 206      | 1170    | 880               | 146                     | 1522  | 1316    |

Sources: U.S. Department of Defense; U.S. Bureau of the Census; NPA Data Services, Inc.

**Table 1.2**  
**Defense-Dependent Civilian Jobs in the United States, 1991-2003**  
 (Estimates for mid-year, in thousands)

| Calendar Year | DoD Civilian Employees in U.S. (thousands) | Private Sector  |   |                                    |
|---------------|--|---|---|------------------------------------|
|               |  | Defense Purchases Excluding Compensation (billions of 1987 dollars) | Defense Purchases per Defense-Dependent Job (thousands of 1987 dollars) | Defense-Dependent Jobs (thousands) |
| 1991          | 911  | 173.3   | 56.36   | 3075                               |
| 1992          | 899  | 160.3   | 54.80   | 2925                               |
| 1993          | 868  | 146.7   | 55.61   | 2638                               |
| 1994          | 836  | 137.1   | 56.44   | 2429                               |
| 1995          | 803  | 131.9   | 57.28   | 2303                               |
| 1996          | 778  | 120.2   | 58.13   | 2068                               |
| 1997          | 756  | 112.8   | 58.99   | 1912                               |
| 1998          | 744  | 108.4   | 60.17   | 1802                               |
| 1999          | 730  | 104.7   | 61.38   | 1706                               |
| 2000          | 719  | 104.0   | 62.60   | 1661                               |
| 2001          | 708  | 103.4   | 63.86   | 1619                               |
| 2002          | 698  | 102.7   | 65.13   | 1576                               |
| 2003          | 687  | 102.0   | 66.44   | 1535                               |

Sources: U.S. Department of Defense; U.S. Department of Commerce; NPA Data Services, Inc.

**Table 1.3**  
**The Buildup and Reductions of Defense-Dependent Employment**  
**in the United States, 1978-2003**  
(thousands)

| Year | Active Duty Personnel in U.S. | Selected Reserves (Active Duty Equivalents) | DoD Civilians in U.S. | Defense Dependent Jobs in the Private Sector | Total                         |                           |
|------|-------------------------------|---|-----------------------|--|-------------------------------|---------------------------|
|      |                               |   |                       |  | Defense Dependent Jobs Number | Change From Previous Year |
| 1978 | 1572                          | 149   | 875                   | 1765   | 4380                          | --                        |
| 1979 | 1543                          | 149   | 857                   | 1860   | 4428                          | 48                        |
| 1980 | 1561                          | 149   | 857                   | 1990   | 4576                          | 148                       |
| 1981 | 1600                          | 149   | 879                   | 2085   | 4713                          | 137                       |
| 1982 | 1606                          | 161   | 884                   | 2290   | 4941                          | 228                       |
| 1983 | 1647                          | 167   | 917                   | 2415   | 5146                          | 235                       |
| 1984 | 1660                          | 130   | 935                   | 2735   | 5460                          | 314                       |
| 1985 | 1663                          | 180   | 976                   | 2980   | 5799                          | 339                       |
| 1986 | 1715                          | 187   | 961                   | 3315   | 6178                          | 379                       |
| 1987 | 1728                          | 191   | 981                   | 3665   | 6565                          | 387                       |
| 1988 | 1687                          | 193   | 945                   | 3450   | 6275                          | -290                      |
| 1989 | 1680                          | 194   | 970                   | 3295   | 6139                          | -136                      |
| 1990 | 1634                          | 192   | 933                   | 3150   | 5909                          | -230                      |
| 1991 | 1611                          | 192   | 911                   | 3075   | 5789                          | -120                      |
| 1992 | 1585                          | 187   | 899                   | 2925   | 5596                          | -193                      |
| 1993 | 1483                          | 179   | 868                   | 2638   | 5168                          | -423                      |
| 1994 | 1398                          | 181   | 836                   | 2429   | 4844                          | -324                      |
| 1995 | 1268                          | 164   | 803                   | 2303   | 4538                          | -306                      |
| 1996 | 1248                          | 159   | 778                   | 2068   | 4253                          | -285                      |
| 1997 | 1230                          | 157   | 756                   | 1912   | 4055                          | -198                      |
| 1998 | 1225                          | 154   | 744                   | 1802   | 3925                          | -130                      |
| 1999 | 1225                          | 152   | 730                   | 1706   | 3813                          | -112                      |
| 2000 | 1211                          | 151   | 719                   | 1661   | 3742                          | -71                       |
| 2001 | 1197                          | 149   | 708                   | 1619   | 3673                          | -69                       |
| 2002 | 1183                          | 148   | 698                   | 1576   | 3605                          | -68                       |
| 2003 | 1170                          | 146   | 687                   | 1535   | 3538                          | -67                       |

Note: For the years 1978-80, comparable data for Selected Reserves was not available. Because there was little change during those years, the 1981 number was used for the previous three years.

Sources: U.S. Department of Defense; U.S. Department of Commerce; and NPA Data Services, Inc.

## CHAPTER 2: DATA AND METHODS

### Principal Data Sources

The principal data sources used are:

(1) Small Business Administration (SBA) data, originally compiled by the Bureau of the Census, is organized by 1- and 2-digit industries, by size of business, by total, small and large businesses with small business divided into establishment size classes 1-19, 20-99, and 100-499 workers. This data is tabulated for the year 1990. It is available in the industry detail listed in Appendix 1.

(2) The Bureau of Economic Analysis (BEA) of the U.S. Department of Commerce state database for 1- and 2-digit industries as shown in Appendix 1. These data are the basis for historical estimates and projections—for states and counties—made by the NPA Data Services, Inc., (NPADSI) which are made at the 1-digit industry level. This NPADSI data includes estimates of data suppressed in the original BEA database to avoid disclosure.

(3) The Defense Department dataset from *Regional Defense Economic Impact Modeling System* (RDEIMS) analyses. This source contains constant dollar estimates of direct and indirect defense purchases from industries by state for years 1991-97 implicit in the National Defense Budget. The distribution of constant dollar purchases by state or by industry can be used to estimate the corresponding distribution of employment by means of employment/purchase ratios. The RDEIMS estimates are available for 77 groupings of industries at varying levels of SIC definitions as shown in Appendix 1. The RDEIMS data is available in greater detail—below the 2-digit level—for industries which are important



defense suppliers, such as aircraft and parts and radio, TV, and communication equipment.

(4) A set of proprietary data, obtained by the Small Business Administration from Eagle Eye Publishers, Inc., which classifies the U.S. government contract awards of \$25,000 and more (reported on Form SF-179) to private performers by 4-digit SIC category of the object of the contract, by place of performance, and by type of business, among others obtained on a CD-ROM are used here. Specifically, the amounts of the FY 1992 contract awards are aggregated for total and for small business awards by state in the higher level SIC classifications as discussed below and used in this work.

(5) Estimates of defense-related direct and indirect defense industry employment by state as developed by S. Kosiak and R.A. Bitzinger of the Defense Budget Project using the results of RDEIMS estimates made by the DoD input-output methods are used to derive state distribution of defense industry employment.

(6) Estimates of direct and indirect defense industry employment (i.e., including prime contractors, subcontractors, and vendors) by industry developed by Norman C. Saunders of the Bureau of Labor Statistics using BLS input-output methods are used to estimate defense industry employment. However, because of the lack of small industry detail for small prime contracts (under \$25,000) and for subcontracts, it was not possible to develop small business data by industry.

### **A Common Set of Industry Definitions**

Because the industry definitions used in different data sources vary substantially, in order to establish comparability of data, the initial step in the preparation of the database for the defense-dependent small business employment was development of a common set of

industry definitions consistent with the industry definitions used in the principal data sources. It was possible to do this because ultimately all classifications used SIC categories at some level of detail.

The industry detail selected for the present analysis of the impact of defense cuts on small business employment, and for the preparation of the database that would facilitate future analyses, has to reconcile the industry detail available in the three critical data sources used. For example, total jobs—including proprietor jobs from BEA/NPADSI—at the state and county level, and the state level data for employment by size of industry from SBA, and DoD RDEIMS defense purchases data by state and by industry.

A set of 32 industry definitions—consistent with the industry definitions used in these three data sources—is shown in Table 2.1. Table 2.1 shows the correspondence of each of the industries defined for the present study—in each of the three basic sources—to one or more industry components, i.e., the SIC/SBA, RDEIMS, and BEA data sets which are itemized in Appendix 1. The data from other sources is also consistent with these definitions.

All the industry definitions, in the three sources, are based on the Standard Industrial Classification (SIC) code. However, they are not at the same level of SIC detail. The BEA list follows the two digit SIC classifications exactly; the SBA list omits a number of industries; and a few more industries were omitted from this study. (See the note to Table 2.1). The RDEIMS list focuses in greater detail on defense industries.

Because the object of the present analysis is the private sector jobs, the government sector is excluded from all these definitions.

The SBA listing excludes the Farm sector; from Transportation and Warehousing it excludes the U.S. Postal Service and Railroad Transportation; and from Services, the Private Household and Services Not Elsewhere Classified. Also omitted from the present tabulations are SIC categories 84—Museums, Art Galleries, etc., and 86—Membership Organizations, which for the most part represent nonbusiness employment. It was also necessary to exclude Tobacco Manufacturing and Leather and Leather Product industries; and from the Transportation and Warehousing industry, Transportation by Air and Pipelines, because the suppressions of information made it impossible to compute a meaningful share of small business. The final selection of 32 industries, shown in Table 2.1, permits estimation of U.S. data for the 32 industries covered for the United States without presence of a suppressed sector. It also permits calculation of the distribution of employment by size of firm including proprietors for most industries in most states. This is discussed in the next chapter.

**Table 2.1**  
**SBA Project -- Matching Industry Codes**

| No.   | Industry Group  | SIC/SBA Code                   | RDEIMS Code                        | BEA Code                         |
|---|---|--------------------------------|------------------------------------|----------------------------------|
| <b>Agricultural Services, Forestry, &amp; Fishery</b> |   |                                |                                    |                                  |
| 1.  | Agri Serv, Forest., Fish., & Other                              | 07/08/09                       | R3/4                               | 100                              |
| <b>Mining</b>   |   |                                |                                    |                                  |
| 2.  | Mining  | 10/12/13/14                    | R5/6/7/8/9/10                      | 130                              |
| <b>Construction</b>                                   |   |                                |                                    |                                  |
| 3.  | Construction  | 15/16/17                       | R11/12                             | 180                              |
| <b>Manufacturing</b>                                  |   |                                |                                    |                                  |
| 4.  | Food & Kindred Products   | 20                             | R14                                | 210                              |
| 5.  | Textile Mill Products   | 22                             | R16/17                             | 220                              |
| 6.  | Apparel & Other Textile Products                                | 23                             | R18/19                             | 230                              |
| 7.  | Lumber & Wood Products (excl. Furniture)                        | 24                             | R20/21                             | 320                              |
| 8.  | Furniture & Fixtures  | 25                             | R22/23                             | 330                              |
| 9.  | Paper & Allied Products   | 26                             | R24/25                             | 240                              |
| 10.   | Printing & Publishing   | 27                             | R26                                | 250                              |
| 11.   | Chemicals & Allied Products                                     | 28                             | R27/28/29/30                       | 260                              |
| 12.   | Petroleum & Coal Products                                       | 29                             | R31                                | 270                              |
| 13.   | Rubber & Misc. Plastic Products                                 | 30                             | R32                                | 290                              |
| 14.   | Stone, Clay, Glass, & Concrete Products                         | 32                             | R35/36                             | 410                              |
| 15.   | Primary Metal Industries  | 33                             | R37/38                             | 340                              |
| 16.   | Fabricated Metal Products<br>(Except Machinery & Trans. Equip.) | 34                             | R39/40/41/42                       | 350                              |
| 17.   | Machinery, Computer Equip.<br>(Except Electrical)               | 35                             | R43/44/45/46/47/48/<br>49/50/51/52 | 360                              |
| 18.   | Electric & Electronic Equip.<br>(Except Computer Equipment)     | 36                             | R53/54/55/56/57/58                 | 370                              |
| 19.   | Trans. Equip. Incl. Motor Vehicles                              | 37                             | R59/60/61                          | 380/90                           |
| 20.   | Instruments & Related Products                                  | 38                             | R62/63                             | 420                              |
| 21.   | Misc. Manufacturing Industries                                  | 39                             | R64                                | 430                              |
| <b>Transportation, Communications, Etc.</b>           |   |                                |                                    |                                  |
| 22.   | Transportation & Warehousing                                    | 41/42/44/45/46/47              | R65                                | 460/70/80                        |
| 23.   | Communication   | 48                             | R66/67                             | 490                              |
| 24.   | Electric, Gas, & Sanitary Service                               | 49                             | R68                                | 500                              |
| <b>Wholesale and Retail Trade</b>                     |   |                                |                                    |                                  |
| 25.   | Wholesale & Retail Trade<br>(Except Eating & Drinking Places)   | 50/51/52/53/54/55/56/57/59     | R69                                | 510/20-excl. 527                 |
| 26.   | Eating & Drinking Places  | 58                             | R74                                | 527                              |
| <b>Finance, Insurance, and Real Estate</b>            |   |                                |                                    |                                  |
| 27.   | Finance & Insurance   | 60/61/62/63/64/67              | R70                                | 540/52/53/54/57                  |
| 28.   | Real Estate & Rentals   | 65                             | R71                                | 555/56                           |
| <b>Services</b>                                       |   |                                |                                    |                                  |
| 29.   | Personal Services   | 72                             | R72                                | 580                              |
| 30.   | Business Services   | 73                             | R73                                | 601                              |
| 31.   | Automotive Repairs & Services                                   | 75                             | R75                                | 602                              |
| 32.   | Other Services<br>(excludes--84, 86, 88, 89)                    | 70/76/78/79/80/81/<br>82/83/87 | R77                                | 570/603/11/12/21/<br>22/23/24/27 |
| *   | Ordinance & Accessories   | *                              | R13                                | *                                |

\* No matching codes available. The industry is included in SIC/SBA Code 34 and 37. It has negligible small business participation and is not analyzed separately in this work.

**Note:** The following designated SIC classes are not covered by the SBA size of business database and are omitted from the present analysis: 01-02--Farm, 40--Railroad Transportation, 43--U.S. Postal Service, 88--Private Households. Also omitted are 84--Museums and 86--Membership Organizations because for the most part they represent nonbusiness employment. In addition, it became necessary to exclude 21--Tobacco Products, 31--Leather Products, 45--Transportation by Air, 46--Pipelines, except National Gas, and 89--Services Not Elsewhere Classified because of massive suppressions of data to avoid company disclosures in these categories, especially for large business, does not permit meaningful estimates of distributions of employment by size of business.

### **CHAPTER 3: SMALL BUSINESS EMPLOYMENT INCLUDING PROPRIETORS BY INDUSTRY AND STATE, 1990**

The SBA/Census employment data covers wage and salary employment by industry, state, and size of business, while the BEA state/industry database also includes the jobs of proprietors, self-employed in sole proprietorships and partnerships, which is derived from Internal Revenue Service information.

In order to estimate total small business employment and the impact of defense cuts on small business jobs, it is important to include the self-employed proprietor jobs in the respective state and industry totals.

SBA database contains wage and salary employment in 51 state units,  $j = 1, 2, \dots, 51$  arranged into 32 industries  $i = 1, 2, \dots, 32$ . Abstracting from the size of business detail these can be represented symbolically for total small business employment as an array of  $51 \times 32 = 1632$  elements  $sw_{ij}$ . However, as explained below, some of these elements cannot be calculated because the data has been suppressed to avoid disclosure, so that the actual number of computed elements is smaller.

The BEA state database includes—for 2-digit industries—estimates of total jobs and of wage and salary jobs. The number of proprietors is calculated as the difference between the two. To each element of the above wage and salary employment array is added the corresponding number of proprietors  $p_{ij}$  in 1990 obtained from the BEA database for states by subtracting the BEA reported wage and salary employment from the reported total employment by state and industry after the BEA industries have been rearranged into the 32

industries used here. The final array of total small business jobs then becomes

$$sb_{ij} = sw_{ij} + p_{ij}.$$

Total small business employment is estimated for the 32 industries, by industry and state, by adding to the SBA small business wage and salary jobs the estimated number of proprietors. All proprietors jobs are assumed to be in establishments with less than 20 workers. Proprietors are added to the column of less than 20 workers, to the total small business employment, i.e., the column of less than 500 workers and to the total employment. The U.S. total estimates for the 32 industries are given in Table 3.1.

Table 3.2 shows the U.S. summary for industries of the data for which the estimates were made. Appendix 2 contains the tabulations of the estimates for the fifty states and the District of Columbia as well as the U.S. summaries given in Tables 3.1 and 3.2.

Adding proprietors to the small business wage and salary employment and to total employment increased the calculated share of small business in total industry employment in individual states by some amount in each case. For the United States total, the share of small business increased from 53.1 percent for wage and salary workers to 61 percent for all workers including proprietors. Increase in the share of small business was comparatively small in industries in which there are few proprietors, such as textile mill products, paper and allied products, petroleum, primary metal products, and transportation equipment. Increases in the small business share were significantly larger in construction, lumber industry, stone, clay and glass, transportation and warehousing, wholesale and retail trade, eating and drinking establishments, real estate and rentals, and in all service industries defined in this project. Table 3.2 is confined to the summary of the state/industry cases,

excluding cases with data omissions made to prevent disclosure of information about individual firms. However, the summary of these cases given in Table 3.2 shows essentially the same results for the United States as the data derived from actual totals reported without data suppressions in Table 3.1. Appendix 2 contains employment tabulations including proprietors, by size of business, by state and by industry, and the small business employment ratios for all the cases for which complete information was provided. This data is also provided on the data disk included in this report in the SBRPT data tables.

Table 3.3 analyzes the relative prevalence of small business employment derived from the data in Appendix 2. The percent of small business jobs, so defined, is listed in the first column. The second column lists the number of states for which the estimates of small business and total employment were made for the given industry, and the third column shows the percentage of states in which the small industry employment was 60 percent or more of total employment in the given industry.

For three industries, the number of states for which the estimates of the small business share could be made was less than 10 which is too small to derive a meaningful percentage of states. Nevertheless, Columns (1) and (3) of Table 3.3 clearly bring out the dominance of small business in construction, lumber and wood products, eating and drinking places, real estate and rentals, personal services, business services, and automotive repair services, and a comparatively small role of small business in chemicals, primary metal, electric and electronic equipment, transportation equipment, instruments manufacturing, and in communication and public utilities.

The tabulation of data by state and size of business based on state/industry estimates

for which all size of business data was available is shown in Table 3.4. In the aggregate, for all cases for which small business share was computed, the small business share was 60.1, very close to that shown for all states and industries in Table 3.1. The share of small business employment in the state total employment varied significantly. It was highest, over 80 percent, in four states with comparatively small population and employment, New Mexico, North Dakota, Vermont, and Wyoming. It was lowest in South Carolina (49.6 percent) and in Arkansas (53.8 percent). However, in 30 of the 51 states and the District of Columbia cases, the small business share of all jobs varied within the fairly narrow range between 55 and 65 percent.



Table 3.1  
Employment by Size of Firm and Industry including Proprietors, 1990

|  | Proprietors | Less Than 20 | 20-99      | 100-499    | Less Than 500 | Over 500   | Total Jobs  | % Small Business |
|--|-------------|--------------|------------|------------|---------------|------------|-------------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 471,100     | 770,027      | 127,895    | 50,545     | 948,467       | 56,758     | 1,005,225   | 94.35 %          |
| Mining                                   | 294,700     | 383,338      | 111,605    | 87,423     | 582,366       | 435,754    | 1,018,120   | 57.20 %          |
| Construction                             | 1,873,300   | 4,046,037    | 1,663,237  | 791,975    | 6,501,249     | 630,575    | 7,131,824   | 91.16 %          |
| Food & Kindred Products                  | 8,600       | 69,060       | 158,745    | 246,640    | 474,445       | 1,100,013  | 1,574,458   | 30.13 %          |
| Textile Mill Products                    | 3,000       | 19,882       | 64,464     | 120,715    | 205,061       | 478,702    | 683,763     | 29.99 %          |
| Apparel & Other Textile Products         | 41,400      | 123,467      | 248,851    | 273,639    | 645,957       | 456,400    | 1,102,357   | 58.60 %          |
| Lumber & Wood Products (exc. Furniture)  | 87,600      | 231,071      | 190,062    | 149,996    | 571,129       | 240,456    | 811,585     | 70.37 %          |
| Furniture & Fixtures                     | 20,200      | 66,392       | 103,163    | 113,499    | 283,054       | 259,232    | 542,286     | 52.20 %          |
| Paper & Allied Products                  | 900         | 15,454       | 66,139     | 94,867     | 176,460       | 502,919    | 679,379     | 25.97 %          |
| Printing & Publishing                    | 93,200      | 348,945      | 322,889    | 263,987    | 935,821       | 790,942    | 1,726,763   | 54.20 %          |
| Chemicals & Allied Products              | 9,400       | 42,638       | 72,981     | 99,867     | 215,486       | 891,259    | 1,106,745   | 19.47 %          |
| Petroleum & Coal Products                | 700         | 5,189        | 10,256     | 12,737     | 28,182        | 116,777    | 144,959     | 19.44 %          |
| Rubber & Misc. Plastic Products          | 800         | 46,945       | 158,913    | 215,153    | 421,011       | 500,786    | 921,797     | 45.67 %          |
| Stone, Clay, Glass & Concrete Products   | 70,300      | 124,368      | 105,192    | 93,565     | 323,125       | 301,192    | 624,317     | 51.76 %          |
| Primary Metal Industries                 | 2,100       | 21,241       | 70,589     | 118,703    | 210,533       | 539,008    | 749,541     | 28.09 %          |
| Fabricated Metal Products (exc. mach.)   | 12,100      | 161,210      | 362,745    | 329,159    | 853,114       | 681,256    | 1,534,370   | 55.60 %          |
| Machinery, Computer Eqpmnt (exc. elect.) | 38,200      | 263,307      | 383,186    | 324,399    | 970,892       | 1,158,258  | 2,129,150   | 45.60 %          |
| Electric & Electronic Equipment          | 9,200       | 62,100       | 164,402    | 250,221    | 476,723       | 1,208,256  | 1,684,979   | 28.29 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 5,400       | 41,616       | 86,613     | 127,709    | 255,938       | 1,680,418  | 1,936,356   | 13.22 %          |
| Instruments & Related Products           | 700         | 35,401       | 83,939     | 118,655    | 237,995       | 783,057    | 1,021,052   | 23.31 %          |
| Misc. Manufacturing Industries           | 55,700      | 128,151      | 112,226    | 91,681     | 332,058       | 132,593    | 464,651     | 71.46 %          |
| Transportation & Warehousing             | 597,300     | 1,141,364    | 573,698    | 387,862    | 2,102,924     | 979,385    | 3,082,309   | 68.23 %          |
| Communication                            | 33,100      | 97,131       | 103,816    | 83,382     | 284,329       | 1,149,297  | 1,433,626   | 19.83 %          |
| Electric, Gas & Sanitary Service         | 53,900      | 91,658       | 58,491     | 52,516     | 202,665       | 808,879    | 1,011,544   | 20.04 %          |
| Wholesale & Retail Trade (exc. eating)   | 2,759,200   | 7,475,519    | 3,910,492  | 2,147,397  | 13,533,408    | 8,843,039  | 22,376,447  | 60.48 %          |
| Eating & Drinking Places                 | 292,500     | 1,638,710    | 2,056,559  | 964,427    | 4,659,696     | 2,209,598  | 6,869,294   | 67.83 %          |
| Finance & Insurance                      | 1,385,000   | 2,022,356    | 650,120    | 621,573    | 3,294,049     | 3,681,990  | 6,976,039   | 47.22 %          |
| Real Estate & Rentals                    | 2,459,400   | 3,065,260    | 334,535    | 242,651    | 3,642,446     | 209,846    | 3,852,292   | 94.55 %          |
| Personal Services                        | 1,103,000   | 1,700,840    | 249,534    | 113,950    | 2,064,324     | 260,968    | 2,325,292   | 88.78 %          |
| Business Services                        | 1,654,600   | 2,548,028    | 945,095    | 1,072,205  | 4,565,328     | 2,347,802  | 6,913,130   | 66.04 %          |
| Automotive Repairs & Services            | 391,500     | 908,031      | 168,681    | 65,380     | 1,142,092     | 166,528    | 1,308,620   | 87.27 %          |
| Miscellaneous Services                   | 4,298,000   | 8,227,037    | 3,231,311  | 3,445,129  | 14,903,477    | 8,698,163  | 23,601,640  | 63.15 %          |
| All Industries                           | 18,126,100  | 35,921,773   | 16,950,424 | 13,171,607 | 66,043,804    | 42,300,106 | 108,343,910 | 60.96 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large

Sources: Small Business Administration; U.S. Department of Commerce; NPA Data Services, Inc.

**Table 3.2**  
**Employment by Size of Firm and Industry for which Small Business and Total Employment Data has been Calculated for Selected States.**

|  | Proprietors | Less Than 20 | 20-99      | 100-499   | Less Than 500 | Over 500   | Total Jobs | % Small Business |
|--|-------------|--------------|------------|-----------|---------------|------------|------------|------------------|
| Agr. Serv., Forest., Fish., & Other      |             |              |            |           |               |            |            |                  |
| Mining                                   |             |              |            |           |               |            |            |                  |
| Construction                             | 1,464,352   | 1,204,086    | 1,362,607  | 663,507   | 5,230,200     | 525,408    | 5,755,608  | 90.87 %          |
| Food & Kindred Products                  | 143,032     | 202,339      | 156,450    | 245,275   | 604,064       | 1,096,468  | 1,700,532  | 35.52 %          |
| Textile Mill Products                    | 24,825      | 36,672       | 51,127     | 96,015    | 183,814       | 412,149    | 595,963    | 30.84 %          |
| Apparel & Other Textile Products         | 24,610      | 100,515      | 236,071    | 257,839   | 594,425       | 416,446    | 1,010,871  | 58.80 %          |
| Lumber & Wood Products (exc. Furniture)  | 142,214     | 279,915      | 183,057    | 146,284   | 609,256       | 235,735    | 844,991    | 72.10 %          |
| Furniture & Fixtures                     | 19,906      | 60,381       | 92,549     | 107,598   | 260,528       | 250,887    | 511,415    | 50.94 %          |
| Paper & Allied Products                  | 635         | 12,059       | 52,651     | 76,349    | 141,059       | 325,978    | 467,037    | 30.20 %          |
| Printing & Publishing                    | 92,101      | 344,159      | 320,007    | 262,855   | 927,021       | 786,432    | 1,713,453  | 54.10 %          |
| Chemicals & Allied Products              | 9,038       | 40,128       | 69,215     | 94,611    | 203,954       | 827,160    | 1,031,114  | 19.78 %          |
| Petroleum & Coal Products                | 98          | 1,121        | 2,002      | 3,233     | 6,356         | 40,909     | 47,265     | 13.45 %          |
| Rubber & Misc. Plastic Products          | 731         | 44,429       | 152,966    | 206,854   | 404,249       | 488,715    | 892,964    | 45.27 %          |
| Stone, Clay, Glass & Concrete Products   | 60,210      | 108,395      | 95,751     | 86,490    | 290,636       | 292,755    | 583,391    | 49.82 %          |
| Primary Metal Industries                 | 21,533      | 38,220       | 63,860     | 106,814   | 208,894       | 448,467    | 657,361    | 31.78 %          |
| Fabricated Metal Products (exc. mach.)   | 11,400      | 157,781      | 358,592    | 326,074   | 842,447       | 676,970    | 1,519,417  | 55.45 %          |
| Machinery, Computer Eqpmnt (exc. elect.) | 36,864      | 259,537      | 380,031    | 322,268   | 961,836       | 1,152,152  | 2,113,988  | 45.50 %          |
| Electric & Electronic Equipment          | 8,851       | 60,155       | 160,682    | 242,104   | 462,941       | 1,143,425  | 1,606,366  | 28.82 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 68,113      | 97,592       | 71,919     | 110,763   | 280,274       | 1,375,282  | 1,655,556  | 16.93 %          |
| Instruments & Related Products           | 612         | 32,458       | 78,721     | 110,541   | 221,720       | 725,746    | 947,466    | 23.40 %          |
| Misc. Manufacturing Industries           | 45,742      | 108,810      | 98,606     | 80,923    | 288,339       | 117,618    | 405,957    | 71.03 %          |
| Transportation & Warehousing             | 37,800      | 80,307       | 45,676     | 34,421    | 160,404       | 55,688     | 216,092    | 74.23 %          |
| Communication                            | 57,697      | 116,488      | 97,004     | 78,948    | 292,440       | 1,114,653  | 1,407,093  | 20.78 %          |
| Electric, Gas & Sanitary Service         | 32,515      | 56,395       | 38,037     | 35,195    | 129,627       | 514,313    | 643,940    | 20.13 %          |
| Wholesale & Retail Trade (exc. eating)   | 2,298,970   | 6,239,386    | 3,308,363  | 1,856,779 | 11,404,528    | 7,680,285  | 19,084,813 | 59.76 %          |
| Eating & Drinking Places                 | 292,500     | 1,638,710    | 2,056,559  | 964,427   | 4,659,696     | 2,209,598  | 6,869,294  | 67.83 %          |
| Finance & Insurance                      | 1,014,982   | 1,472,862    | 471,112    | 488,026   | 2,432,000     | 2,877,485  | 5,309,485  | 45.80 %          |
| Real Estate & Rentals                    | 2,426,322   | 3,024,482    | 331,246    | 241,526   | 3,597,254     | 209,587    | 3,806,841  | 94.49 %          |
| Personal Services                        | 1,070,081   | 1,653,422    | 245,372    | 112,613   | 2,011,407     | 257,895    | 2,269,302  | 88.64 %          |
| Business Services                        | 1,645,309   | 2,534,677    | 942,067    | 1,070,976 | 4,547,720     | 2,345,904  | 6,893,624  | 65.97 %          |
| Automotive Repairs & Services            | 369,294     | 862,991      | 163,586    | 63,831    | 1,090,408     | 162,872    | 1,253,280  | 87.00 %          |
| Miscellaneous Services                   | 1,562,875   | 2,955,010    | 1,154,181  | 1,283,037 | 5,392,228     | 3,435,444  | 8,827,672  | 61.08 %          |
| All Industries                           | 12,983,212  | 25,823,482   | 12,840,067 | 9,776,176 | 48,439,725    | 32,202,426 | 80,642,151 | 60.07 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

Sources: Small Business Administration; U.S. Department of Commerce; NPA Data Services, Inc.

**Table 3.3**  
**Relative Prevalence of Small Business Employment by Industry and State, 1990**

| Industry                                    | Estimated Small Business Employment           |                                    |   |
|---|---|------------------------------------|---|
|   | As percent of<br>all U.S. jobs<br>in industry | Number of states<br>with estimates | Percent of states<br>with 60% or more<br>jobs in small business |
| Construction                                | 91  | 25                                 | 100   |
| Food & Kindred Products                     | 36  | 46                                 | 13  |
| Textile Mill Products                       | 31  | 14                                 | 50  |
| Apparel & Other Textile Products            | 59  | 29                                 | 38  |
| Lumber & Wood Products (excl. Furniture)    | 72  | 39                                 | 87  |
| Furniture & Fixtures                        | 51  | 27                                 | 44  |
| Paper & Allied Products                     | 30  | 19                                 | 0   |
| Printing & Publishing                       | 54  | 46                                 | 35  |
| Chemicals & Allied Products                 | 20  | 32                                 | 3   |
| Petroleum & Coal Products                   | 13  | 4                                  | 0   |
| Rubber & Misc. Plastic Products             | 45  | 36                                 | 28  |
| Stone, Clay, Glass & Concrete Products      | 50  | 34                                 | 26  |
| Primary Metal Industries                    | 32  | 26                                 | 8   |
| Fabricated Metal Products (excl. mach.)     | 55  | 40                                 | 43  |
| Machinery, Computer Equipment (excl. elec.) | 45  | 43                                 | 19  |
| Electric & Electronic Equipment             | 29  | 37                                 | 3   |
| Trans. Equipment incl. Motor Vehicles       | 17  | 27                                 | 0   |
| Instruments & Related Products              | 23  | 29                                 | 0   |
| Misc. Manufacturing Industries              | 71  | 30                                 | 60  |
| Transportation & Warehousing                | 74  | 1                                  | 100   |
| Communication                               | 21  | 40                                 | 5   |
| Electric, Gas & Sanitary Service            | 20  | 24                                 | 0   |
| Wholesale & Retail Trade (excl. eating)     | 60  | 28                                 | 64  |
| Eating & Drinking Places                    | 68  | 51                                 | 92  |
| Finance & Insurance                         | 46  | 20                                 | 5   |
| Real Estate & Rentals                       | 94  | 45                                 | 100   |
| Personal Services                           | 89  | 43                                 | 100   |
| Business Services                           | 66  | 49                                 | 90  |
| Automotive Repairs & Services               | 87  | 41                                 | 100   |
| Miscellaneous Services                      | 61  | 6                                  | 67  |
| <b>All Industries</b>                       | <b>60</b>                                     | <b>51</b>                          | <b>69</b>   |

Sources: Small Business Administration; U.S. Department of Commerce; NPA Data Services, Inc.

**Table 3.4**  
**Employment by Size of Business and by State**  
**for which the Size of Business Data Has Been Calculated**

|                               | Proprietors | 1.T20      | 20-99      | 100-499   | LT500      | OVER500    | Total Jobs | % Small Business |
|-------------------------------|-------------|------------|------------|-----------|------------|------------|------------|------------------|
| ALABAMA                       | 199,991     | 379,671    | 175,247    | 134,033   | 688,951    | 511,630    | 1,200,581  | 57.4 %           |
| ALASKA                        | 5,314       | 11,609     | 7,105      | 7,329     | 26,043     | 8,027      | 34,070     | 76.4 %           |
| ARIZONA                       | 150,965     | 283,384    | 135,287    | 89,247    | 507,918    | 352,701    | 860,619    | 59.0 %           |
| ARKANSAS                      | 72,680      | 112,832    | 44,792     | 41,569    | 199,193    | 170,982    | 370,175    | 53.8 %           |
| CALIFORNIA                    | 2,210,173   | 4,296,850  | 2,127,022  | 1,557,886 | 7,981,758  | 4,744,379  | 12,726,137 | 62.7 %           |
| COLORADO                      | 190,331     | 313,505    | 126,528    | 73,387    | 513,420    | 260,947    | 774,367    | 66.3 %           |
| CONNECTICUT                   | 168,318     | 337,712    | 168,934    | 125,620   | 632,266    | 456,763    | 1,089,029  | 58.1 %           |
| DELAWARE                      | 12,700      | 23,582     | 13,160     | 8,762     | 45,504     | 23,589     | 69,093     | 65.9 %           |
| DISTRICT OF COLUMBIA          | 12,909      | 25,797     | 21,135     | 17,857    | 64,789     | 51,542     | 116,331    | 55.7 %           |
| FLORIDA                       | 721,839     | 1,446,852  | 628,477    | 401,603   | 2,476,932  | 1,439,117  | 3,916,049  | 63.3 %           |
| GEORGIA                       | 305,231     | 625,358    | 309,412    | 234,970   | 1,169,740  | 991,925    | 2,161,665  | 54.1 %           |
| HAWAII                        | 22,629      | 47,537     | 29,321     | 20,534    | 97,392     | 34,461     | 131,853    | 73.9 %           |
| IDAHO                         | 25,429      | 44,686     | 16,592     | 12,754    | 74,032     | 28,646     | 102,678    | 72.1 %           |
| ILLINOIS                      | 711,235     | 1,469,388  | 795,086    | 657,103   | 2,921,577  | 2,050,142  | 4,971,719  | 58.8 %           |
| INDIANA                       | 257,761     | 537,792    | 298,368    | 235,369   | 1,071,529  | 799,087    | 1,870,616  | 57.3 %           |
| IOWA                          | 140,566     | 262,625    | 115,308    | 73,514    | 451,447    | 279,166    | 730,613    | 61.8 %           |
| KANSAS                        | 125,579     | 206,976    | 85,800     | 63,779    | 356,555    | 201,030    | 557,585    | 63.9 %           |
| KENTUCKY                      | 84,745      | 141,024    | 73,231     | 61,344    | 275,599    | 202,785    | 478,384    | 57.6 %           |
| LOUISIANA                     | 98,826      | 185,444    | 96,724     | 75,518    | 357,686    | 217,119    | 574,805    | 62.2 %           |
| MAINE                         | 31,332      | 53,283     | 24,205     | 19,345    | 96,833     | 24,747     | 121,580    | 79.6 %           |
| MARYLAND                      | 225,304     | 471,602    | 260,722    | 185,194   | 917,518    | 560,068    | 1,477,586  | 62.1 %           |
| MASSACHUSETTS                 | 359,582     | 707,033    | 359,801    | 263,831   | 1,330,665  | 901,028    | 2,231,693  | 59.6 %           |
| MICHIGAN                      | 278,709     | 641,621    | 430,353    | 305,064   | 1,377,038  | 1,160,312  | 2,537,350  | 54.3 %           |
| MINNESOTA                     | 240,121     | 487,082    | 259,282    | 185,396   | 931,760    | 608,003    | 1,539,763  | 60.5 %           |
| MISSISSIPPI                   | 101,594     | 151,729    | 51,388     | 50,880    | 253,997    | 171,052    | 425,049    | 59.8 %           |
| MISSOURI                      | 241,211     | 411,319    | 178,355    | 131,051   | 720,725    | 528,801    | 1,249,526  | 57.7 %           |
| MONTANA                       | 5,671       | 19,163     | 11,452     | 3,725     | 34,340     | 11,007     | 45,347     | 75.7 %           |
| NEBRASKA                      | 59,919      | 128,069    | 66,737     | 39,434    | 234,240    | 147,579    | 381,819    | 61.3 %           |
| NEVADA                        | 33,459      | 58,232     | 27,694     | 15,200    | 101,126    | 34,205     | 135,331    | 74.7 %           |
| NEW HAMPSHIRE                 | 40,147      | 66,400     | 31,444     | 19,807    | 117,651    | 61,493     | 179,144    | 65.7 %           |
| NEW JERSEY                    | 392,672     | 846,949    | 444,727    | 331,291   | 1,622,967  | 1,091,847  | 2,714,814  | 59.8 %           |
| NEW MEXICO                    | 38,729      | 63,380     | 24,886     | 16,300    | 104,566    | 25,816     | 130,382    | 80.2 %           |
| NEW YORK                      | 1,137,819   | 2,478,486  | 1,219,423  | 1,033,027 | 4,730,936  | 3,132,739  | 7,863,675  | 60.2 %           |
| NORTH CAROLINA                | 311,142     | 644,608    | 318,595    | 262,517   | 1,225,720  | 983,967    | 2,209,687  | 55.5 %           |
| NORTH DAKOTA                  | 9,578       | 19,109     | 10,854     | 6,107     | 36,070     | 8,205      | 44,275     | 81.5 %           |
| OHIO                          | 641,719     | 1,315,526  | 721,956    | 583,120   | 2,620,602  | 2,004,834  | 4,625,436  | 56.7 %           |
| OKLAHOMA                      | 115,285     | 227,207    | 94,599     | 73,021    | 394,827    | 246,401    | 641,228    | 61.6 %           |
| OREGON                        | 180,323     | 342,633    | 152,154    | 109,434   | 604,221    | 233,868    | 838,089    | 72.1 %           |
| PENNSYLVANIA                  | 713,573     | 1,476,920  | 777,140    | 669,409   | 2,923,469  | 2,042,320  | 4,965,789  | 58.9 %           |
| RHODE ISLAND                  | 19,316      | 43,829     | 32,265     | 26,791    | 102,885    | 49,406     | 152,291    | 67.6 %           |
| SOUTH CAROLINA                | 119,163     | 242,550    | 117,507    | 104,165   | 464,222    | 472,631    | 936,853    | 49.6 %           |
| SOUTH DAKOTA                  | 3,594       | 12,400     | 9,835      | 5,250     | 27,485     | 11,572     | 39,057     | 70.4 %           |
| TENNESSEE                     | 225,034     | 442,816    | 223,864    | 174,992   | 841,672    | 646,621    | 1,488,293  | 56.6 %           |
| TEXAS                         | 791,647     | 1,549,088  | 721,419    | 563,318   | 2,833,825  | 2,118,370  | 4,952,195  | 57.2 %           |
| UTAH                          | 42,707      | 70,648     | 39,970     | 31,425    | 142,043    | 79,212     | 221,255    | 64.2 %           |
| VERMONT                       | 20,424      | 20,160     | 12,225     | 8,213     | 40,598     | 10,012     | 50,610     | 80.2 %           |
| VIRGINIA                      | 420,985     | 724,166    | 287,365    | 208,183   | 1,219,714  | 799,188    | 2,018,902  | 60.4 %           |
| WASHINGTON                    | 372,982     | 718,009    | 311,318    | 208,694   | 1,238,021  | 495,760    | 1,733,781  | 71.4 %           |
| WEST VIRGINIA                 | 52,218      | 106,880    | 46,323     | 27,271    | 180,474    | 76,269     | 256,743    | 70.3 %           |
| WISCONSIN                     | 246,080     | 520,393    | 298,826    | 219,987   | 1,039,206  | 636,811    | 1,676,017  | 62.0 %           |
| WYOMING                       | 3,952       | 9,568      | 5,854      | 2,556     | 17,978     | 4,244      | 22,222     | 80.9 %           |
| UNITED STATES (sum of states) | 12,983,212  | 25,823,482 | 12,840,067 | 9,776,176 | 48,439,725 | 32,202,426 | 80,642,151 | 60.1 %           |

Sources: Small Business Administration; U.S. Department of Commerce; NIPA Data Services, Inc.

## **CHAPTER 4. SMALL BUSINESS EMPLOYMENT IN DEFENSE INDUSTRY, 1992-1999**

### **Small Business Employment in the U.S. Defense Industry in 1992**

The estimate of total private industry defense employment of 2925 thousand persons in 1992 was obtained from the Department of Defense FY 1995 budget. The state distribution of this total was derived from the analysis of the Defense Budget Project.<sup>12</sup> The state estimates include employment by defense contractors and the subsequent rounds of their subcontractors and suppliers. The defense industry employment constitutes over one-half (52%) of the total estimated defense employment in government and industry in the United States of 5596 thousand in 1992. The government defense jobs in 1992 include 1585 thousand active duty military positions in the United States, plus 187 thousand full-time equivalents of reserves and National Guard positions in the U.S. and 899 thousand civilian workers of the Defense Department for a total of 2681 thousand government defense jobs in the base year 1992.

Small business, as defined by the Department of Defense,<sup>13</sup> accounts for 36 percent of the purchases, direct and indirect, other than wages and salaries, by the Department of Defense. No official estimates of defense jobs in the small business are available. A

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<sup>12</sup>Kosiak, Steven, and Richard A. Bitzinger. 1993. *Potential Impact of Defense Spending Reductions on the Defense Industrial Labor Force by State* (May). Washington, D.C.: Defense Budget Project.

<sup>13</sup>The U.S. Department of Defense uses alternate criteria of either the number of jobs or the amount of revenue depending on the object of contract.

benchmark estimate of the small business employment in defense industry is made from the proportion of purchases. Consequently, the small business employment in the U.S. defense industry in 1992 is estimated here at 1,053,000 jobs or 36 percent of the defense industry employment of 2,925,000.

This calculation is based on the FY 1992 distribution of contract awards reported by the Department of Defense, Office of Small Business Utilization:

|  |                 |
|--|-----------------|
| Total domestic prime purchase contracts . . . . .                                | \$117.2 billion |
| Prime contracts to big business . . . . .  | 93.2 billion    |
| Prime contracts to small business . . . . .                                      | 24.0 billion    |
| <hr/>  |                 |
| Subcontracts from 1,742 large defense contractors<br>to small business . . . . . | 18.2 billion    |
| <hr/>  |                 |
| Total contracts to small business . . . . .                                      | 42.2 billion    |
| <hr/>  |                 |

Assuming that there is no net flow of purchases from small business to big business, that the distribution of these contracts is representative of all purchases, and that jobs are distributed in proportion to purchases, the small business performance of defense work thus represents 36.0 percent of all defense jobs in the private sector, of which 20.5 percent represents the small business prime contract work and 15.5 percent work on subcontracts from large prime defense contractors.

The differences between the amounts in the above accounting and the amounts reported for large (\$25,000 and over) prime contracts in the Eagle Eye database is due mostly to the difference in the size of contracts reported, but it may also be due to the differences in the method of information collection. The Eagle Eye totals are:

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|  |                 |
|--|-----------------|
| Total large DoD contracts awards . . . . . | \$107.4 billion |
| Awards to big business . . . . .           | 90.3 billion    |
| Awards to small business . . . . .         | 17.1 billion    |

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In this data set the small business awards amount to 15.9 of total large prime contract awards, while for all prime contracts reported by the Department of Defense, the small business proportion is 20.5. The difference is consistent with the DoD estimate of \$8 billion in contracts under \$25 thousand awarded to small business in FY 92.

**State Location of the Defense Industry Jobs, 1992**

There is no direct estimate of small business defense jobs by state. However, estimates can be made from the reported distribution of the amount of defense contracts and purchases and the available estimates of all defense industry jobs by state.

Total defense industry jobs by state estimated by the Defense Budget Project,<sup>14</sup> rescaled to the Defense Department total defense industry employment of 2,925,000 reported subsequently in the budget document for FY 1995 are shown in the first column of Table 4.1. The small business share of reported large contract awards in the total defense industry jobs calculated from the data for large prime contracts is shown in Table 4.2. This share was raised for each state (except three) in proportion to the relative difference in the share of all small business in prime contracts, multiplying the small business share of large prime contracts by its share in all prime contracts, i.e., by 20.5/15.9. In three states (Montana, North Dakota, and Wyoming) in which the small business share in large contracts was

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<sup>14</sup>Kosiak, Steven, and Richard A. Bitzinger. 1993. *Potential Impact of Defense Spending Reductions on the Defense Industrial Labor Force by State* (May). Washington, D.C.: Defense Budget Project.

already 60 percent or more no further additions were made. The share of small business prime contracts so adjusted for small contracts is shown in the second column of Table 4.1. The estimate of jobs attributed by the small business share of all prime defense contracts, are shown in the third column of Table 4.1.

The total of the small business jobs attributed by prime contracts is 599.6 thousand or 20.5 of all defense industry jobs. The remaining 15.5 percent or 453.4 thousand small business defense jobs is calculated from the amount of subcontracts.

The jobs resulting from subcontracts are distributed among the states—in proportion to the indirect purchases resulting from purchases that were estimated by the Defense Department Office of Economic Analysis for 1992 using the RDEIMS models estimates shown in Column 4, and the resulting job estimates attributed by subcontracts to small business in Column 5. Table 4.1 also shows the total defense jobs in small and in big business and the small business share of defense industry jobs in each state.

The defense industry small business jobs, like all defense industry jobs, are heavily concentrated in a few states. Eleven states with 30,000 or more small business defense industry jobs account for 613.3 thousand of these jobs, or 58 percent of the small business total. Higher than average proportions of small business employment in total defense industry occur only in states with small population and comparatively small defense employment such as Delaware, Montana, North and South Dakota, and Wyoming, in some large industrial states including Illinois, Pennsylvania and Ohio and also in Virginia and Maryland. Most states with large scale defense industry including California, Connecticut, Massachusetts, Missouri, and Washington have less than average shares of defense industry



employment in small business.

### **Change in the Defense Industry Employment By State, 1992-1999**

The total reduction in defense industry jobs is projected by the NPA Data Services at 1219 thousand from 2925 thousand in 1992 to 1706 thousand in 1999. This projection allows for a 1.5 percent annual productivity growth in the defense industry to 1997 and for a 2 percent growth rate thereafter to 1999.

The relative distribution of the total private sector defense jobs by state in 1992 was obtained as mentioned above from the Defense Budget Project study by Kosiak and Bitzinger. The relative distribution from the same study for 1998, the last year for which these estimates were made was applied by NPA Data Services to its national estimates for 1998 and later years including 1999. The Defense Budget Project estimates take into account different distributions of employment related to different defense appropriation titles and differences in the projected budget reductions for these titles. The final estimates for defense employment in industry and in government for 1992 and 1999 are shown in Table 4.3.

There is no available statistical basis for assuming changes in the small industry defense jobs other than in proportion to reductions in the total defense industry jobs in each state. Both the big and the small defense businesses are undergoing a series of consolidations and absorptions of some companies by others. While the ultimate regional location of future defense plants is subject to considerable uncertainty, at this time, proportional reductions are assumed for all size firms within states. Therefore, the percent reductions estimated for all defense industry jobs (shown in Table 4.3) are applied to calculate the reductions in the small business defense industry jobs by state, between 1992 and 1999, as shown in Table 4.4. The

database of defense jobs by category, including the small business employment, is provided annually for the years 1992-99 on the data disk in the SBANNUAL table.

Of the small business reductions, 58 percent are projected for the eleven states with over 30 thousand small business defense industry jobs. The projected reduction of 438.8 thousand jobs are heavily concentrated in areas where the defense industry jobs in small business are now concentrated.

The small business policy problem is likely to be identifiable at the level of particular metropolitan areas and nonmetropolitan counties within states including states which as a whole may not be heavily dependent on defense. The projected reduction of 438.8 thousand small business defense jobs is less than 1 percent of the estimated total of 65.7 million small business jobs in the United States. However, at the local level some of these percentages can be quite high. Because proprietors are not likely to be heavily engaged in subcontracting or in direct sale of goods and services to prime contractors, it is the wage and salary component of the small business workforce that will likely be impacted by defense cuts. Aid in transition is likely to be needed for the individuals affected and at the local community level.

The direct job losses to small businesses in the defense industry are only a part, and by all indications a considerably smaller part of all small business job losses that actually result from defense reductions. The larger impact of defense job reductions will occur through loss of business because of the job and income losses of the military and government defense civilians and of big and small defense business jobs. These are discussed in Chapter 5.

### **Small Business Defense Industry Jobs By Industry**

Defense jobs by industry for all business were estimated in a study by Norman C. Saunders using the BLS input-output model.<sup>15</sup> These estimates, consolidated into the 32 industries defined in the present work are reproduced here in Table 4.5. However, there is no basis with the data available now to estimate more than a small part of the small business component in the defense jobs by industry and state, the part that can be imputed from the distribution of prime defense contracts awards of \$25,000 or more to small business. The difficulty is that small prime contracts and the subcontracts to small business appear to be distributed among the industries quite differently than are the large contracts to small business. All the methods of imputation broke down. Large prime contract employment could be distributed by industry but it represents only a small proportion of the small business total. The share of small business in large prime contracts by industry is given in Table 4.6. Appendix 3, and the data disk Tables EERPT contain information which could be used to calculate the small business jobs supported by the large DoD contract awards.<sup>16</sup>

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<sup>15</sup>Saunders, Norman C. 1993. "Employment Effects of the Rise and Fall in Defense Spending" (April). *Monthly Labor Review*. Office of Employment Projections, Bureau of Labor Statistics.

<sup>16</sup>In compiling this database, the negative amounts of contract awards (cancellations, adjustments, etc.) were treated as zero.

**Table 4.1**  
**Estimation of Small Business Jobs in the Defense Industry, 1992**

| State          | Total<br>Defense<br>Industry<br>Jobs | SB<br>Share of<br>Prime<br>Contracts | SB<br>Jobs from<br>Prime<br>Contracts | Indirect<br>Purchases<br>from<br>Defense<br>Purchases | SB<br>Indirect<br>Defense<br>Jobs | SB<br>Total<br>Defense<br>Jobs | Big<br>Business<br>Total<br>Defense<br>Jobs | SB as<br>Percent of<br>Defense<br>Total |
|----------------|--------------------------------------|--------------------------------------|---------------------------------------|---|-----------------------------------|--------------------------------|---|---|
| ALABAMA        | 42.3                                 | 0.438                                | 18.5                                  | 2.016   | 6.5                               | 25.0                           | 17.3  | 59.2                                    |
| ALASKA         | 7.0                                  | 0.451                                | 3.2                                   | 0.276   | 0.9                               | 4.0                            | 2.9   | 57.9                                    |
| ARIZONA        | 50.9                                 | 0.148                                | 7.6                                   | 2.168   | 7.0                               | 14.6                           | 36.4  | 28.6                                    |
| ARKANSAS       | 17.1                                 | 0.439                                | 7.5                                   | 1.015   | 3.3                               | 10.8                           | 6.3   | 63.1                                    |
| CALIFORNIA     | 543.7                                | 0.135                                | 73.4                                  | 20.610  | 66.5                              | 139.9                          | 403.8                                       | 25.7                                    |
| COLORADO       | 51.5                                 | 0.131                                | 6.8                                   | 2.695   | 8.7                               | 15.5                           | 36.0  | 30.0                                    |
| CONNECTICUT    | 92.0                                 | 0.101                                | 9.3                                   | 3.816   | 12.3                              | 21.6                           | 70.4  | 23.5                                    |
| DELAWARE       | 6.7                                  | 0.426                                | 2.8                                   | 0.510   | 1.6                               | 4.5                            | 2.2   | 67.2                                    |
| D.C.           | 16.9                                 | 0.213                                | 3.6                                   | 0.723   | 2.3                               | 5.9                            | 11.0  | 35.1                                    |
| FLORIDA        | 112.5                                | 0.207                                | 23.3                                  | 4.868   | 15.7                              | 39.0                           | 73.5  | 34.6                                    |
| GEORGIA        | 62.0                                 | 0.083                                | 5.1                                   | 3.049   | 9.8                               | 15.0                           | 47.0  | 24.2                                    |
| HAWAH          | 10.8                                 | 0.502                                | 5.4                                   | 0.299   | 1.0                               | 6.4                            | 4.4   | 59.2                                    |
| IDAHO          | 4.2                                  | 0.606                                | 2.6                                   | 0.320   | 1.0                               | 3.6                            | 0.6   | 84.9                                    |
| ILLINOIS       | 82.1                                 | 0.308                                | 25.3                                  | 5.589   | 18.0                              | 43.3                           | 38.8  | 52.7                                    |
| INDIANA        | 63.7                                 | 0.109                                | 7.0                                   | 3.592   | 11.6                              | 18.6                           | 45.1  | 29.2                                    |
| IOWA           | 19.1                                 | 0.106                                | 2.0                                   | 1.110   | 3.6                               | 5.6                            | 13.5  | 29.4                                    |
| KANSAS         | 24.3                                 | 0.165                                | 4.0                                   | 1.397   | 4.5                               | 8.5                            | 15.7  | 35.1                                    |
| KENTUCKY       | 21.1                                 | 0.568                                | 12.0                                  | 1.389   | 4.5                               | 16.5                           | 4.6   | 78.1                                    |
| LOUISIANA      | 38.5                                 | 0.370                                | 14.2                                  | 2.209   | 7.1                               | 21.3                           | 17.1  | 55.5                                    |
| MAINE          | 14.4                                 | 0.055                                | 0.8                                   | 0.578   | 1.9                               | 2.7                            | 11.8  | 18.4                                    |
| MARYLAND       | 82.4                                 | 0.281                                | 23.1                                  | 3.201   | 10.3                              | 33.5                           | 48.9  | 40.6                                    |
| MASSACHUSETTS  | 132.6                                | 0.139                                | 18.4                                  | 5.547   | 17.9                              | 36.3                           | 96.3  | 27.4                                    |
| MICHIGAN       | 66.8                                 | 0.168                                | 11.2                                  | 4.504   | 14.5                              | 25.8                           | 41.1  | 38.5                                    |
| MINNESOTA      | 44.8                                 | 0.064                                | 2.9                                   | 2.339   | 7.6                               | 10.4                           | 34.4  | 23.3                                    |
| MISSISSIPPI    | 31.1                                 | 0.109                                | 3.4                                   | 1.224   | 4.0                               | 7.4                            | 23.8  | 23.6                                    |
| MISSOURI       | 80.8                                 | 0.100                                | 8.1                                   | 3.244   | 10.5                              | 18.5                           | 62.3  | 22.9                                    |
| MONTANA        | 3.5                                  | 0.852                                | 3.0                                   | 0.000   | 0.0                               | 3.0                            | 0.5   | 85.2                                    |
| NEBRASKA       | 9.0                                  | 0.528                                | 4.8                                   | 0.602   | 1.9                               | 6.7                            | 2.3   | 74.4                                    |
| NEVADA         | 5.7                                  | 0.360                                | 2.1                                   | 0.341   | 1.1                               | 3.2                            | 2.6   | 55.2                                    |
| NEW HAMPSHIRE  | 15.3                                 | 0.161                                | 2.4                                   | 0.795   | 2.6                               | 5.0                            | 10.2  | 32.9                                    |
| NEW JERSEY     | 88.2                                 | 0.249                                | 22.0                                  | 4.712   | 15.2                              | 37.2                           | 51.0  | 42.2                                    |
| NEW MEXICO     | 16.4                                 | 0.506                                | 8.3                                   | 0.772   | 2.5                               | 10.8                           | 5.6   | 65.8                                    |
| NEW YORK       | 173.8                                | 0.143                                | 24.9                                  | 9.179   | 29.6                              | 54.6                           | 119.2                                       | 31.4                                    |
| NORTH CAROLINA | 46.1                                 | 0.206                                | 9.5                                   | 2.916   | 9.4                               | 18.9                           | 27.2  | 41.0                                    |
| NORTH DAKOTA   | 3.4                                  | 0.723                                | 2.5                                   | 0.000   | 0.0                               | 2.5                            | 0.9   | 72.3                                    |
| OHIO           | 124.1                                | 0.238                                | 29.6                                  | 6.883   | 22.2                              | 51.8                           | 72.3  | 41.7                                    |
| OKLAHOMA       | 26.8                                 | 0.427                                | 11.4                                  | 1.554   | 5.0                               | 16.5                           | 10.3  | 61.4                                    |
| OREGON         | 14.6                                 | 0.416                                | 6.1                                   | 1.020   | 3.3                               | 9.4                            | 5.2   | 64.1                                    |
| PENNSYLVANIA   | 115.8                                | 0.229                                | 26.5                                  | 6.356   | 20.5                              | 47.0                           | 68.8  | 40.6                                    |
| RHODE ISLAND   | 12.1                                 | 0.224                                | 2.7                                   | 0.617   | 2.0                               | 4.7                            | 7.4   | 38.9                                    |
| SOUTH CAROLINA | 25.4                                 | 0.434                                | 11.0                                  | 1.580   | 5.1                               | 16.1                           | 9.3   | 63.5                                    |
| SOUTH DAKOTA   | 3.1                                  | 0.641                                | 2.0                                   | 0.205   | 0.7                               | 2.6                            | 0.4   | 85.6                                    |
| TENNESSEE      | 32.4                                 | 0.258                                | 8.4                                   | 2.180   | 7.0                               | 15.4                           | 17.0  | 47.5                                    |
| TEXAS          | 190.2                                | 0.142                                | 27.1                                  | 10.179  | 32.9                              | 59.9                           | 130.3                                       | 31.5                                    |
| UTAH           | 21.7                                 | 0.281                                | 6.1                                   | 0.942   | 3.0                               | 9.1                            | 12.6  | 42.1                                    |
| VERMONT        | 5.9                                  | 0.181                                | 1.1                                   | 0.337   | 1.1                               | 2.2                            | 3.8   | 36.5                                    |
| VIRGINIA       | 145.9                                | 0.377                                | 55.0                                  | 4.885   | 15.8                              | 70.8                           | 75.1  | 48.5                                    |
| WASHINGTON     | 76.1                                 | 0.169                                | 12.9                                  | 2.868   | 9.3                               | 22.1                           | 53.9  | 29.1                                    |
| WEST VIRGINIA  | 10.7                                 | 0.573                                | 6.1                                   | 0.838   | 2.7                               | 8.8                            | 1.9   | 82.6                                    |
| WISCONSIN      | 36.1                                 | 0.300                                | 10.8                                  | 2.387   | 7.7                               | 18.6                           | 17.6  | 51.4                                    |
| WYOMING        | 3.4                                  | 0.648                                | 2.2                                   | 0.000   | 0.0                               | 2.2                            | 1.2   | 64.8                                    |
| TOTAL          | 2925.0                               | 0.205                                | 599.6                                 | 140.436   | 453.4                             | 1053.0                         | 1872.0                                      | 36.0                                    |

Sources: The Defense Budget Project; Eagle Eye Publishers, Inc.; U.S. Department of Defense; Npa Data Services, Inc.

**Table 4.2**  
**Distribution of the Department of Defense Prime Contract Awards of \$25,000 or More**  
**by State and Size of Business FY 1992**

|                      | Total 1992  | Small Business 1992 | % Small Business |
|----------------------|-------------|---------------------|------------------|
| ALASKA               | 331,645     | 123,188             | 37.1 %           |
| ALABAMA              | 1,828,648   | 858,072             | 38.0 %           |
| ARKANSAS             | 283,879     | 85,194              | 30.1 %           |
| ARIZONA              | 1,917,583   | 233,242             | 12.2 %           |
| CALIFORNIA           | 23,033,719  | 2,556,312           | 11.1 %           |
| COLORADO             | 2,404,814   | 280,140             | 10.8 %           |
| CONNECTICUT          | 3,038,003   | 252,342             | 8.3 %            |
| DISTRICT OF COLUMBIA | 1,422,384   | 249,342             | 17.5 %           |
| DELAWARE             | 100,380     | 35,158              | 35.0 %           |
| FLORIDA              | 4,537,184   | 789,981             | 17.0 %           |
| GEORGIA              | 3,741,123   | 252,538             | 6.8 %            |
| HAWAII               | 567,828     | 234,352             | 41.3 %           |
| IOWA                 | 434,002     | 37,787              | 8.7 %            |
| IDAHO                | 84,998      | 32,359              | 49.8 %           |
| ILLINOIS             | 1,258,612   | 317,979             | 25.3 %           |
| INDIANA              | 1,536,028   | 137,604             | 9.0 %            |
| KANSAS               | 805,568     | 109,474             | 13.6 %           |
| KENTUCKY             | 408,198     | 190,704             | 46.7 %           |
| LOUISIANA            | 1,200,925   | 384,823             | 30.4 %           |
| MASSACHUSETTS        | 5,487,723   | 626,558             | 11.4 %           |
| MARYLAND             | 3,717,716   | 858,209             | 23.1 %           |
| MAINE                | 1,305,270   | 58,534              | 4.5 %            |
| MICHIGAN             | 1,634,520   | 225,245             | 13.8 %           |
| MINNESOTA            | 1,400,200   | 73,559              | 5.3 %            |
| MISSOURI             | 3,628,715   | 298,109             | 8.2 %            |
| MISSISSIPPI          | 2,560,894   | 229,727             | 9.0 %            |
| MONTANA              | 55,475      | 47,291              | 85.2 %           |
| NORTH CAROLINA       | 1,372,344   | 231,580             | 16.9 %           |
| NORTH DAKOTA         | 142,105     | 102,795             | 72.3 %           |
| NEBRASKA             | 282,531     | 122,728             | 43.4 %           |
| NEW HAMPSHIRE        | 418,038     | 66,266              | 13.2 %           |
| NEW JERSEY           | 3,173,834   | 651,284             | 20.5 %           |
| NEW MEXICO           | 708,310     | 295,553             | 41.8 %           |
| NEVADA               | 230,278     | 88,088              | 29.6 %           |
| NEW YORK             | 5,181,382   | 611,229             | 11.8 %           |
| OHIO                 | 2,830,822   | 575,153             | 19.8 %           |
| OKLAHOMA             | 726,807     | 254,871             | 35.1 %           |
| OREGON               | 204,232     | 69,799              | 34.2 %           |
| PENNSYLVANIA         | 2,563,725   | 481,285             | 18.8 %           |
| RHODE ISLAND         | 446,751     | 82,029              | 18.4 %           |
| SOUTH CAROLINA       | 737,132     | 283,516             | 35.7 %           |
| SOUTH DAKOTA         | 78,840      | 41,432              | 52.7 %           |
| TENNESSEE            | 979,021     | 207,789             | 21.2 %           |
| TEXAS                | 8,506,418   | 992,307             | 11.7 %           |
| UTAH                 | 602,987     | 139,321             | 23.1 %           |
| VIRGINIA             | 8,193,193   | 1,917,102           | 31.0 %           |
| VERMONT              | 62,928      | 8,350               | 14.9 %           |
| WASHINGTON           | 2,191,854   | 303,695             | 13.9 %           |
| WISCONSIN            | 858,968     | 212,548             | 24.7 %           |
| WEST VIRGINIA        | 86,747      | 40,878              | 47.1 %           |
| WYOMING              | 81,054      | 39,557              | 64.8 %           |
| UNITED STATES        | 107,423,465 | 17,064,805          | 15.9 %           |

Source: Eagle Eye Publishers (c) 1992; NPA Data Services, Inc.

**Table 4.3**  
**Defense-Related Employment by State**  
**(thousands of jobs)**

| State          | Private Sector Defense Jobs |        |                        | Active Duty Military and Government Defense Civilians |        |                        | Total Defense Jobs (excluding reserves) |        |                        |
|----------------|-----------------------------|--------|------------------------|---|--------|------------------------|---|--------|------------------------|
|                | 1992                        | 1999   | Percent Change 1992-99 | 1992  | 1999   | Percent Change 1992-99 | 1992                                    | 1999   | Percent Change 1992-99 |
| ALABAMA        | 42.3                        | 26.3   | -37.7                  | 49.0  | 40.1   | -18.2                  | 91.3                                    | 66.4   | -27.2                  |
| ALASKA         | 7.0                         | 4.6    | -34.0                  | 33.7  | 31.7   | -6.0                   | 40.7                                    | 36.3   | -10.8                  |
| ARIZONA        | 51.0                        | 28.2   | -44.7                  | 38.5  | 32.7   | -15.1                  | 89.5                                    | 60.9   | -32.0                  |
| ARKANSAS       | 17.1                        | 9.8    | -42.5                  | 13.1  | 9.8    | -25.4                  | 30.2                                    | 19.6   | -35.0                  |
| CALIFORNIA     | 543.7                       | 329.1  | -39.5                  | 352.6   | 233.2  | -33.9                  | 896.3                                   | 562.3  | -37.3                  |
| COLORADO       | 51.5                        | 33.1   | -35.8                  | 63.3  | 48.6   | -23.1                  | 114.7                                   | 81.7   | -28.8                  |
| CONNECTICUT    | 92.0                        | 48.9   | -46.9                  | 13.3  | 13.1   | -1.3                   | 105.3                                   | 62.0   | -41.1                  |
| DELAWARE       | 6.7                         | 4.1    | -38.4                  | 7.5   | 6.3    | -16.6                  | 14.2                                    | 10.4   | -26.8                  |
| D.C.           | 16.9                        | 10.7   | -36.6                  | 35.2  | 29.8   | -15.4                  | 52.2                                    | 40.5   | -22.3                  |
| FLORIDA        | 112.5                       | 64.9   | -42.3                  | 130.1   | 90.5   | -30.4                  | 242.6                                   | 155.5  | -35.9                  |
| GEORGIA        | 62.0                        | 36.2   | -41.7                  | 116.7   | 101.2  | -13.2                  | 178.6                                   | 137.4  | -23.1                  |
| HAWAII         | 10.8                        | 7.0    | -34.8                  | 76.5  | 63.9   | -16.4                  | 87.3                                    | 71.0   | -18.7                  |
| IDAHO          | 4.2                         | 2.8    | -34.7                  | 7.7   | 5.0    | -34.9                  | 12.0                                    | 7.8    | -34.8                  |
| ILLINOIS       | 82.1                        | 47.5   | -42.2                  | 58.2  | 51.6   | -11.4                  | 140.3                                   | 99.0   | -29.4                  |
| INDIANA        | 63.7                        | 35.0   | -45.1                  | 22.6  | 8.1    | -64.3                  | 86.3                                    | 43.0   | -50.1                  |
| IOWA           | 19.1                        | 11.0   | -42.4                  | 2.1   | 2.0    | -3.9                   | 21.2                                    | 13.0   | -38.6                  |
| KANSAS         | 24.3                        | 14.3   | -41.2                  | 34.6  | 28.6   | -17.4                  | 58.9                                    | 42.9   | -27.2                  |
| KENTUCKY       | 21.1                        | 12.5   | -40.7                  | 59.6  | 48.2   | -19.2                  | 80.7                                    | 60.7   | -24.8                  |
| LOUISIANA      | 38.4                        | 21.8   | -43.3                  | 37.3  | 26.5   | -29.0                  | 75.7                                    | 48.3   | -36.2                  |
| MAINE          | 14.4                        | 8.1    | -44.1                  | 14.5  | 9.9    | -31.3                  | 28.9                                    | 18.0   | -37.7                  |
| MARYLAND       | 82.4                        | 48.4   | -41.3                  | 84.2  | 76.4   | -9.3                   | 166.6                                   | 124.8  | -25.1                  |
| MASSACHUSETTS  | 132.6                       | 76.4   | -42.4                  | 19.0  | 15.2   | -19.6                  | 151.6                                   | 91.7   | -39.5                  |
| MICHIGAN       | 66.8                        | 38.3   | -42.6                  | 19.6  | 16.1   | -18.1                  | 86.4                                    | 54.4   | -37.1                  |
| MINNESOTA      | 44.8                        | 25.4   | -43.3                  | 4.1   | 3.8    | -5.8                   | 48.9                                    | 29.3   | -40.1                  |
| MISSISSIPPI    | 31.1                        | 17.8   | -42.9                  | 27.1  | 23.2   | -14.5                  | 58.3                                    | 41.0   | -29.7                  |
| MISSOURI       | 80.8                        | 43.4   | -46.3                  | 38.3  | 32.8   | -14.3                  | 119.1                                   | 76.2   | -36.0                  |
| MONTANA        | 3.5                         | 2.2    | -37.6                  | 7.0   | 5.6    | -20.8                  | 10.5                                    | 7.8    | -26.4                  |
| NEBRASKA       | 9.0                         | 5.5    | -38.5                  | 17.5  | 15.9   | -8.9                   | 26.5                                    | 21.5   | -19.0                  |
| NEVADA         | 5.7                         | 3.6    | -36.9                  | 12.2  | 10.0   | -18.0                  | 17.9                                    | 13.6   | -24.0                  |
| NEW HAMPSHIRE  | 15.3                        | 8.4    | -45.0                  | 1.9   | 1.8    | -5.0                   | 17.1                                    | 10.2   | -40.6                  |
| NEW JERSEY     | 88.2                        | 51.1   | -42.1                  | 37.2  | 30.6   | -17.8                  | 125.4                                   | 81.7   | -34.9                  |
| NEW MEXICO     | 16.4                        | 10.2   | -37.7                  | 29.3  | 26.6   | -9.0                   | 45.7                                    | 36.9   | -19.3                  |
| NEW YORK       | 173.8                       | 97.1   | -44.1                  | 48.8  | 31.5   | -35.6                  | 222.7                                   | 128.6  | -42.2                  |
| NORTH CAROLINA | 46.1                        | 28.8   | -37.5                  | 141.1   | 114.9  | -18.6                  | 187.2                                   | 143.7  | -23.3                  |
| NORTH DAKOTA   | 3.4                         | 2.1    | -38.1                  | 14.5  | 11.8   | -18.9                  | 17.9                                    | 13.9   | -22.5                  |
| OHIO           | 124.1                       | 70.3   | -43.4                  | 48.9  | 35.3   | -27.7                  | 173.0                                   | 105.6  | -39.0                  |
| OKLAHOMA       | 26.8                        | 16.8   | -37.4                  | 58.8  | 50.8   | -13.5                  | 85.6                                    | 67.6   | -21.0                  |
| OREGON         | 14.6                        | 8.3    | -43.2                  | 4.3   | 4.0    | -6.9                   | 18.9                                    | 12.3   | -35.0                  |
| PENNSYLVANIA   | 115.8                       | 66.6   | -42.5                  | 55.3  | 32.4   | -41.4                  | 171.1                                   | 99.0   | -42.1                  |
| RHODE ISLAND   | 12.1                        | 6.9    | -43.0                  | 9.1   | 7.4    | -18.5                  | 21.2                                    | 14.3   | -32.5                  |
| SOUTH CAROLINA | 25.4                        | 15.9   | -37.3                  | 68.7  | 45.3   | -34.1                  | 94.2                                    | 61.2   | -35.0                  |
| SOUTH DAKOTA   | 3.1                         | 2.0    | -34.4                  | 9.3   | 7.6    | -18.4                  | 12.4                                    | 9.6    | -22.4                  |
| TENNESSEE      | 32.4                        | 18.9   | -41.8                  | 18.5  | 7.7    | -58.4                  | 50.9                                    | 26.6   | -47.8                  |
| TEXAS          | 190.2                       | 109.3  | -42.5                  | 200.2   | 165.8  | -17.2                  | 390.5                                   | 275.1  | -29.5                  |
| UTAH           | 21.7                        | 12.9   | -40.5                  | 27.2  | 24.1   | -11.4                  | 48.9                                    | 37.0   | -24.3                  |
| VERMONT        | 5.9                         | 3.3    | -44.9                  | 0.8   | 0.8    | -3.5                   | 6.8                                     | 4.1    | -39.8                  |
| VIRGINIA       | 145.9                       | 85.7   | -41.2                  | 226.8   | 192.7  | -15.0                  | 372.6                                   | 278.4  | -25.3                  |
| WASHINGTON     | 76.1                        | 47.4   | -37.7                  | 75.6  | 72.6   | -3.9                   | 151.6                                   | 120.0  | -20.8                  |
| WEST VIRGINIA  | 10.7                        | 6.3    | -41.2                  | 2.4   | 2.3    | -4.6                   | 13.1                                    | 8.6    | -34.5                  |
| WISCONSIN      | 36.1                        | 18.7   | -48.2                  | 4.6   | 4.4    | -4.6                   | 40.7                                    | 23.1   | -43.3                  |
| WYOMING        | 3.4                         | 2.2    | -35.6                  | 5.7   | 4.7    | -17.3                  | 9.1                                     | 6.9    | -24.1                  |
| UNITED STATES  | 2925.0                      | 1706.1 | -41.7                  | 2484.0  | 1954.8 | -21.3                  | 5409.0                                  | 3660.9 | -32.3                  |

Sources: Defense Budget Project; U.S. Department of Defense; NPA Data Services, Inc.

**Table 4.4**  
**Reductions in Small Business Defense Jobs in Private Industry by State, 1992-1999**

| State                | SB Defense<br>Industry<br>Jobs, 1992<br>(thousands) | <u>Change in SB Defense Jobs, 1992-1999</u> |           | SB Defense<br>Industry<br>Jobs, 1999 |
|----------------------|---|---|-----------|--------------------------------------|
|                      |   | (thousands)                                 | (percent) |                                      |
| ALABAMA              | 25.0  | -9.4  | -37.7     | 15.6                                 |
| ALASKA               | 4.0   | -1.4  | -34.0     | 2.7                                  |
| ARIZONA              | 14.6  | -6.5  | -44.7     | 8.1                                  |
| ARKANSAS             | 10.8  | -4.6  | -42.5     | 6.2                                  |
| CALIFORNIA           | 139.9   | -55.2                                       | -39.5     | 84.7                                 |
| COLORADO             | 15.5  | -5.5  | -35.8     | 9.9                                  |
| CONNECTICUT          | 21.6  | -10.1                                       | -46.9     | 11.5                                 |
| DELAWARE             | 4.5   | -1.7  | -38.4     | 2.8                                  |
| DISTRICT OF COLUMBIA | 5.9   | -2.2  | -36.6     | 3.8                                  |
| FLORIDA              | 39.0  | -16.5                                       | -42.3     | 22.5                                 |
| GEORGIA              | 15.0  | -6.2  | -41.7     | 8.7                                  |
| HAWAII               | 6.4   | -2.2  | -34.8     | 4.2                                  |
| IDAHO                | 3.6   | -1.2  | -34.7     | 2.3                                  |
| ILLINOIS             | 43.3  | -18.3                                       | -42.2     | 25.0                                 |
| INDIANA              | 18.6  | -8.4  | -45.1     | 10.2                                 |
| IOWA                 | 5.6   | -2.4  | -42.4     | 3.2                                  |
| KANSAS               | 8.5   | -3.5  | -41.2     | 5.0                                  |
| KENTUCKY             | 16.5  | -6.7  | -40.7     | 9.8                                  |
| LOUISIANA            | 21.3  | -9.2  | -43.3     | 12.1                                 |
| MAINE                | 2.7   | -1.2  | -44.1     | 1.5                                  |
| MARYLAND             | 33.5  | -13.8                                       | -41.3     | 19.7                                 |
| MASSACHUSETTS        | 36.3  | -15.4                                       | -42.4     | 20.9                                 |
| MICHIGAN             | 25.8  | -11.0                                       | -42.6     | 14.8                                 |
| MINNESOTA            | 10.4  | -4.5  | -43.3     | 5.9                                  |
| MISSISSIPPI          | 7.4   | -3.2  | -42.9     | 4.2                                  |
| MISSOURI             | 18.5  | -8.6  | -46.3     | 9.9                                  |
| MONTANA              | 3.0   | -1.1  | -37.6     | 1.9                                  |
| NEBRASKA             | 6.7   | -2.6  | -38.5     | 4.1                                  |
| NEVADA               | 3.2   | -1.2  | -36.9     | 2.0                                  |
| NEW HAMPSHIRE        | 5.0   | -2.3  | -45.0     | 2.8                                  |
| NEW JERSEY           | 37.2  | -15.7                                       | -42.1     | 21.5                                 |
| NEW MEXICO           | 10.8  | -4.1  | -37.7     | 6.7                                  |
| NEW YORK             | 54.6  | -24.1                                       | -44.1     | 30.5                                 |
| NORTH CAROLINA       | 18.9  | -7.1  | -37.5     | 11.8                                 |
| NORTH DAKOTA         | 2.5   | -0.9  | -38.1     | 1.5                                  |
| OHIO                 | 51.8  | -22.5                                       | -43.4     | 29.3                                 |
| OKLAHOMA             | 16.5  | -6.2  | -37.4     | 10.3                                 |
| OREGON               | 9.4   | -4.0  | -43.2     | 5.3                                  |
| PENNSYLVANIA         | 47.0  | -20.0                                       | -42.5     | 27.0                                 |
| RHODE ISLAND         | 4.7   | -2.0  | -43.0     | 2.7                                  |
| SOUTH CAROLINA       | 16.1  | -6.0  | -37.3     | 10.1                                 |
| SOUTH DAKOTA         | 2.6   | -0.9  | -34.4     | 1.7                                  |
| TENNESSEE            | 15.4  | -6.4  | -41.8     | 9.0                                  |
| TEXAS                | 59.9  | -25.5                                       | -42.5     | 34.4                                 |
| UTAH                 | 9.1   | -3.7  | -40.5     | 5.4                                  |
| VERMONT              | 2.2   | -1.0  | -44.9     | 1.2                                  |
| VIRGINIA             | 70.8  | -29.2                                       | -41.2     | 41.6                                 |
| WASHINGTON           | 22.1  | -8.3  | -37.7     | 13.8                                 |
| WEST VIRGINIA        | 8.8   | -3.6  | -41.2     | 5.2                                  |
| WISCONSIN            | 18.6  | -8.9  | -48.2     | 9.6                                  |
| WYOMING              | 2.2   | -0.8  | -35.6     | 1.4                                  |
| TOTAL                | 1053.0  | -438.8                                      | -41.7     | 614.2                                |

Source: NPA Data Services, Inc.

**Table 4.5**  
**Defense Dependent Employment by Industry, 1992**  
**(thousands)**

| Industry Group  |   |               |
|---|---|---------------|
| <b>Agricultural Services, Forestry, &amp; Fishery</b> |   |               |
| 1.  | Agri Serv, Forest., Fish., & Other                              | 8.7           |
| <b>Mining</b>   |   |               |
| 2.  | Mining  | 21.3          |
| <b>Construction</b>                                   |   |               |
| 3.  | Construction  | 138.6         |
| <b>Manufacturing</b>                                  |   |               |
| 4.  | Food & Kindred Products   | *             |
| 5.  | Textile Mill Products   | 9.0           |
| 6.  | Apparel & Other Textile Products                                | 17.9          |
| 7.  | Lumber & Wood Products (excl. Furniture)                        | 13.2          |
| 8.  | Furniture & Fixtures  |               |
| 9.  | Paper & Allied Products   | 15.5          |
| 10.   | Printing & Publishing   | 27.1          |
| 11.   | Chemicals & Allied Products                                     | 24.8          |
| 12.   | Petroleum & Coal Products                                       | 5.1           |
| 13.   | Rubber & Misc. Plastic Products                                 | 36.7          |
| 14.   | Stone, Clay, Glass, & Concrete Products                         | 17.5          |
| 15.   | Primary Metal Industries  | 61.4          |
| 16.   | Fabricated Metal Products<br>(Except Machinery & Trans. Equip.) | 126.7         |
| 17.   | Machinery, Computer Equip.<br>(Except Electrical)               | 123.0         |
| 18.   | Electric & Electronic Equip.<br>(Except Computer Equipment)     | 221.7         |
| 19.   | Trans. Equip. Incl. Motor Vehicles                              | 504.5         |
| 20.   | Instruments & Related Products                                  | 120.0         |
| 21.   | Misc. Manufacturing Industries                                  | 5.2           |
| <b>Transportation, Communications, Etc.</b>           |   |               |
| 22.   | Transportation & Warehousing                                    | 159.9         |
| 23.   | Communication   | 28.5          |
| 24.   | Electric, Gas, & Sanitary Service                               | 28.4          |
| <b>Wholesale and Retail Trade</b>                     |   |               |
| 25.   | Wholesale & Retail Trade<br>(Except Eating & Drinking Places)   | 325.7         |
| 26.   | Eating & Drinking Places  | 102.5         |
| <b>Finance, Insurance, and Real Estate</b>            |   |               |
| 27.   | Finance & Insurance   | 48.0          |
| 28.   | Real Estate & Rentals   | 25.0          |
| <b>Services</b>                                       |   |               |
| 29.   | Personal Services   | 5.8           |
| 30.   | Business Services   | 415.0         |
| 31.   | Automotive Repairs & Services                                   | 18.0          |
| 32.   | Miscellaneous Services<br>(excludes--84, 86, 88, 89)            | 492.1         |
| <b>Total</b>  |   | <b>3146.9</b> |

\* Estimated at less than minimum reported.

Source: Norman C. Saunders, "Employment Effects of the Rise and Fall in Defense Spending" in *Monthly Labor Review*, April 1993, Office of Employment Projections, Bureau of Labor Statistics; NPA Data Services, Inc.



**Table 4.6**  
**Distribution of Department of Defense Prime Contract Awards**  
**of \$25,000 or More by Industry, FY 1992**

|  | Small Business | Total       | % Small Business |
|--|----------------|-------------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 58,172         | 66,692      | 87.2 %           |
| Mining                                   | 45,188         | 56,776      | 79.6 %           |
| Construction                             | 3,848,299      | 7,313,168   | 52.8 %           |
| Food & Kindred Products                  | 235,119        | 866,163     | 44.5 %           |
| Textile Mill Products                    | 23,818         | 61,159      | 38.9 %           |
| Apparel & Other Textile Products         | 222,159        | 427,168     | 52.0 %           |
| Lumber & Wood Products (exc. Furniture)  | 30,856         | 37,578      | 82.1 %           |
| Furniture & Fixtures                     | 82,889         | 307,933     | 26.9 %           |
| Paper & Allied Products                  | 7,401          | 57,243      | 12.9 %           |
| Printing & Publishing                    | 21,277         | 167,899     | 12.7 %           |
| Chemicals & Allied Products              | 89,721         | 678,976     | 13.2 %           |
| Petroleum & Coal Products                | 549,269        | 2,340,189   | 23.5 %           |
| Rubber & Misc. Plastic Products          | 130,786        | 289,344     | 45.2 %           |
| Stone, Clay, Glass & Concrete Products   | 26,958         | 31,138      | 86.6 %           |
| Primary Metal Industries                 | 44,359         | 237,604     | 18.7 %           |
| Fabricated Metal Products (exc. mach.)   | 759,123        | 5,120,709   | 14.8 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 859,049        | 3,510,217   | 24.5 %           |
| Electric & Electronic Equipment          | 967,391        | 6,383,076   | 15.2 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 1,835,269      | 43,298,362  | 4.2 %            |
| Instruments & Related Products           | 473,604        | 4,640,639   | 10.2 %           |
| Misc. Manufacturing Industries           | 36,744         | 90,653      | 40.5 %           |
| Transportation & Warehousing             | 365,744        | 1,359,682   | 26.9 %           |
| Communication                            | 154,676        | 1,738,861   | 8.9 %            |
| Electric, Gas & Sanitary Service         | 145,423        | 1,065,150   | 13.7 %           |
| Wholesale & Retail Trade (exc. eating)   | 433,399        | 1,129,853   | 38.4 %           |
| Eating & Drinking Places                 | 254,757        | 273,312     | 93.2 %           |
| Finance & Insurance                      | 229            | 316,625     | 0.1 %            |
| Real Estate & Rentals                    | 12,590         | 31,772      | 39.6 %           |
| Personal Services                        | 39,280         | 51,320      | 76.5 %           |
| Business Services                        | 1,547,688      | 4,041,784   | 38.3 %           |
| Automotive Repairs & Services            | 22,122         | 52,666      | 42.0 %           |
| Miscellaneous Services                   | 3,621,546      | 21,379,734  | 16.9 %           |
| All Industries                           | 17,094,905     | 107,423,465 | 15.9 %           |

Source: Eagle Eye Publishers, Inc., SF-179 Reports (c) 1992; NPA Data Services, Inc.

## **CHAPTER 5: JOB LOSSES FROM DEFENSE CUTS THROUGH INCOME MULTIPLIERS**

### **Nature of Job Losses Through Income Multiplier**

Apparently, the larger part of job losses to small business has been occurring indirectly through the loss of purchasing power of defense workers whose jobs in government and industry have been eliminated rather than through the direct job losses of small business in the defense industry. Small business defense jobs amount to 19 percent of all U.S. defense jobs including the military and civilian government jobs.

One reason that small business is likely to be much more heavily impacted by indirect job losses is that small business constitutes a comparatively smaller proportion—about 36 percent of all jobs in the defense industry, while it constitutes a large proportion of business in general—about 60 percent nationally and not far from 60 percent in most states.

The other is that the number of indirect job losses appear to be greater than that of the direct job losses, especially in the later stages of defense cuts. The losses of business income and jobs resulting from reductions in government and defense industry jobs, therefore, impact much more on small business including business of proprietors.

Estimating the indirect job losses and their share of small business is very difficult. However, some approaches can be taken to provide a means for judging the orders of magnitude involved.

Jobs lost through the income multiplier have a time dimension. When defense jobs

are eliminated and at least some workers become unemployed their spending power is much reduced. The resulting reduction of expenditures flows through the economy in successive rounds of business and consumer expenditure reductions. If none of the job losses are compensated for by new job creation, the multiplier can amount nationally to a total of four and one-half times the original job reduction. However, in practice, following the past reductions of defense spending after the Korean and the Vietnam Wars, the ensuing recessions were relatively short and new job creation—especially from increased spending for consumer durables and business investment—replaced the defense job losses within a few years. In this work, the main reliance is placed on empirical estimates derived from the past and current actual experience. This narrows the range of possible outcomes from between the best-case and the worst-case assumption about the relevant size of the multiplier to what are the more likely outcomes.

Because the indirect job losses are diffused through the economy, they cannot readily be traced. But they are largest in the areas of the immediate impacts of cuts in defense jobs on particular defense dependent states and on specific defense dependent communities within the states. There the size of the job losses can be observed and analyzed from past experience and anticipated from the expected future reductions.

#### **An Estimate of Excess Unemployment from Defense Cuts<sup>17</sup>**

A benchmark indication of the total size of job losses from defense cuts outstanding

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<sup>17</sup>The original discussion of the concept and measurement of the excess unemployment from defense cuts appeared in "Cuts in Defense" and in Nestor E. Terleckyj's article "Unemployment Recovery Lags in Defense-Dependent States" in the December 1993, Vol. XV, No. 3 issue of *Looking Ahead*.

at any given time, can be calculated from differences of unemployment rates between groups of states with different degrees of economic dependence on defense. An approximate size of the excess unemployment due to defense reductions, can be gauged by comparing the unemployment rates prevailing in the group of states which are least dependent on defense with the unemployment rate in the states with average defense dependence and the states with higher than average defense dependence.

The defense dependence of a state is measured here by the proportion of defense-related purchases to total purchases made in each state in 1991, the midpoint of the period since the defense reductions were accelerated. These purchases include not only the direct military and civilian pay that is disbursed in each state by the Defense Department, but also the total purchases of goods and services by the Department of Defense from private industry, including the successive rounds of purchases from subcontractors and vendors.<sup>18</sup>

The 12 states with a high proportion of defense purchases, ranging from 10.3 percent to 6.3 percent of all purchases in 1991, listed in descending order of defense dependence, are Virginia, Alaska, Hawaii, Connecticut, Washington, California, Maryland, Maine, Mississippi, Massachusetts, New Mexico, and Arizona.

The group of 21 states with near average dependence on defense ranging from 6.1 percent to 4.2 percent are Missouri, Utah, District of Columbia, Colorado, Alabama, Rhode Island, New Hampshire, Florida, Oklahoma, South Carolina, Texas, Georgia, Kansas, Indiana, Ohio, Louisiana, Vermont, New Jersey, Pennsylvania, North Dakota, and

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<sup>18</sup>These estimates based on the tabulations of the 1991 defense share of total purchases made in each state are provided in the work of Schmidt and Kosiak.

New York.

The 18 states with low proportions of defense purchases, ranging from 4.2 percent to 3.3 percent are Minnesota, Arkansas, North Carolina, Nebraska, Kentucky, Nevada, Montana, Delaware, Tennessee, Wyoming, Illinois, South Dakota, Wisconsin, West Virginia, Iowa, Michigan, Idaho, and Oregon.

The average unemployment rate computed from the seasonally adjusted data for the three groups of states—monthly from mid-1989 through March 1994—is shown in Chart 5.1. It is clear that the three groups of states followed different paths. In the least defense-dependent group of states, the recession as measured by the unemployment rate has been over since the rate returned to its pre-recession level of 5.5 percent in the last months of 1993. In the medium defense dependent states, the unemployment remains at about 1 percentage point above the unemployment rate of the least dependent states and above its own pre-recession level. In the highly defense dependent states the unemployment rate, is about 1.5 percent above the rate in the least dependent states, and 2 percentage points above what it was before the recession. Because the states were grouped only on the basis of the defense dependence of their economies, these differences in unemployment can be interpreted as reflecting mostly the effects of defense cuts. Other factors undoubtedly contributed to movements in unemployment in individual states at different times but these factors apparently averaged out within the larger groups of states defined here and over time. There is no reason to think that these other factors were systematically correlated with defense-dependence of the states over the long run.

This estimated excess unemployment associated with defense cuts is not a complete

indicator because it does not include any job losses in the states with low dependence on defense or job losses of persons who migrated to the states with low defense dependence. On the other hand, because it is intended to measure the current stock of unemployment associated with defense reductions, it should not include persons already reemployed either in their original place of residence or through migration in economies that returned to pre-recession levels of unemployment.

A benchmark total of excess unemployment may be calculated by multiplying the differences in the two groups of states—medium and highly defense dependent states—and the rate in the states with the low defense dependence, by the labor force totals in the two more defense dependent groups of states. The numbers of the unemployed so calculated are shown in Chart 5.2. The total excess unemployment so attributed to defense cuts in the medium and in the highly defense dependent group of states has been of about the same order of magnitude, even though the difference in the unemployment rate was greater in the highly defense dependent states. The reason is that the size of the labor force in the medium dependent group of states was much larger (60.3 million in mid-1991) than in the highly defense dependent states (33.0 million).

The monthly history of total excess unemployment in the two groups of states combined is plotted in Chart 3. The chart shows that the excess unemployment so defined rose from a negative 200,000 in the second half of 1989, when the highly defense dependent states still enjoyed the advantageous aftereffects of the defense buildup of the 1980s, to 200,000 in mid-1991. It rose rapidly to nearly 0.5 million in early 1992 and to well over 1.0 million late in 1992. This total declined in early 1993, but climbed again later in that

year and in early 1994 as the unemployment rate in the less dependent states declined while it remained sticky in the other two groups of states.

While the calculated excess unemployment is only an approximate and incomplete benchmark, it appears to be a meaningful indicator of the current stock of jobs lost due to defense cuts. It provides a rough "bottom line" reading of the current size of the defense adjustment problem nationwide and a start for its further detailing geographically and by size of business. While more detailed estimates of the excess unemployment could be made by state, the estimates for single states would be very volatile and subject to distortions by other factors and would require much more detailed case analyses than are possible here.

The estimates of excess unemployment do not distinguish between unemployment from job losses from primary defense employers, i.e., the federal government and the defense industry, and the job losses generated by income multiplier effects from the loss of support of the expenditures of the defense industry and government workers whose jobs were cut and of those who became unemployed in earlier rounds of the indirect multiplier effects. Some estimates to make these distinctions which would help in assessing the small business share of the excess unemployment are attempted next.

### **Significance for Small Business**

Because of the comparatively larger share of small business in the general economy than in the defense industry (60 vs. 36 percent of the defense industry jobs and 19 percent of all defense jobs), it is important to know what proportion of the excess unemployment represents the primary job losses and how much of it results from secondary effects. From analyzing the time sequences in specific cases it can be inferred that the secondary job losses

are likely to come later and probably to endure after the primary reductions in defense jobs are completed and compensated for.

It is possible to estimate the size of the primary excess unemployment from the results of surveys of displaced workers conducted by the U.S. Department of Labor. These surveys of workers, 20 years and older, who were displaced, i.e., "lost their job due to plant closings, company failures, or other curtailments in employment during three five-year periods," were conducted in January 1984 for workers displaced during the 1979-83 period, in January 1990 for workers displaced in 1985-89 and in January 1992 for workers displaced in 1987-91.<sup>19</sup> The following was the employment status in January 1992 of the workers displaced during the five years 1987-91.

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|                        |       |
|------------------------|-------|
| Employed               | 64.9% |
| Unemployed             | 22.2  |
| Not in the labor force | 12.9  |

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These results were similar to those obtained in earlier surveys. In January 1984, 60.1 percent of workers discharged during the preceding five year period 1979-83 were employed, 25.5 percent unemployed, and 14.4 percent left the labor force. In January 1990, 72.3 percent of the workers that were displaced in the five year period 1985-89 were employed, 14.0 percent unemployed, and 13.6 percent not in the labor force. Both the most recent period and the period 1979-83 were affected by recessions and had somewhat lower reemployment percentage than the middle survey for January 1990. The latest survey of

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<sup>19</sup>U.S. Department of Labor is *Displaced Workers, 1989-1991*, Bulletin 2427, July 1993. Washington D.C.: Bureau of Labor Statistics.



January 1992 of workers displaced in 1987-91 is probably most relevant to the experience of workers discharged from primary defense jobs over a preceding five year period.

Consequently, the estimated primary unemployment of the displaced defense workers in industry and government is calculated here for each year as 22.2 percent of net reductions in total defense jobs over the preceding five years, defined as the difference in total defense employment in the current year less defense employment five years earlier, as given by the data for total defense dependent jobs in Table 1.3. The five year changes in total defense jobs and the primary excess unemployment, i.e., the estimated number of the previously discharged defense workers remaining unemployed during the year are also plotted in Chart 5.3.

Because the monthly estimates of excess unemployment are volatile, annual averages of excess unemployment were calculated. These are listed in the first column of Table 5.1. The five year net change in total defense jobs and the excess unemployment from losses of direct defense jobs in government and industry derived from them are shown in the second and the third columns, respectively. The indirect excess unemployment representing job losses from the reduction of purchasing power of the displaced job workers and the subsequent previous rounds of multiplier effects shown in the fourth column is calculated by subtracting the current direct excess unemployment from the total excess unemployment.

The data for excess unemployment and indirect unemployment for 1994 above are for the first quarter of 1994. Indirect as percent of total excess unemployment was calculated for the years when both were positive. This proportion increased from 25 percent in the first year, 1991, to 75 percent in the second and then stabilized at that level.

The last step in this analysis is the estimation of excess unemployment and its two components of direct and indirect excess unemployment resulting from job losses in small business. Estimation of primary unemployment for small business requires a calculation of primary unemployment from losses of defense jobs in the private sector. This calculation is based on a five year change in defense industry employment as given in Table 1.3. The total primary unemployment for defense industry is calculated as .222 of the five year change in private sector defense jobs multiplied by (-1) as follows:

| Year | 5 Year Change<br>in Private Sector<br>Defense Jobs | Primary Excess<br>Unemployment from<br>Private Sector<br>Defense Jobs Losses |
|------|--|--|
| 1989 | 560  | -124   |
| 1990 | 170  | -38  |
| 1991 | -240   | 53   |
| 1992 | -740   | 164  |
| 1993 | -812   | 180  |
| 1994 | -866   | 192  |

The direct small business unemployment is then calculated as 36 percent of the total primary unemployment in the private sector shown above. Indirect unemployment in small business is then calculated at 60 percent of the total indirect excess unemployment shown in Table 5.1.

The estimates of the small business excess unemployment and its components are listed in Table 5.2. In early 1994, the excess unemployment in small business totaled 599 thousand. This was 51 of total excess unemployment of 1171 thousand listed in Table 5.1. This share has been stable since 1992 after it rose from 31 percent in 1991 the first year in which the excess unemployment began to accumulate.

In Chart 5.3, the total excess unemployment is plotted together with the past and projected cumulated five year changes in primary defense jobs and with the past and projected estimates of primary unemployment defined as 22.2 percent of cuts in total defense jobs over successive five year periods. The size of the projected cuts in the primary defense jobs, indicates that the excess unemployment may persist at rather high levels for the rest of the decade, and possibly longer until the primary job cuts are completed and the secondary, i.e., indirect unemployment is worked off.

This means that public policies aimed to ease the transition to lower levels of defense spending, including policies carried out specifically in support of small business, will be required for the rest of the 1990s and possibly longer. Because the proportion of secondary unemployment will eventually rise and because it is likely to continue longer, the proportion of unemployment impact on the small business is likely to increase with time.

Aside from general macroeconomic policies aimed at increasing creation of jobs, economic transition has to be accomplished at the local level. The next chapter provides an analysis of actual employment history in some cases of past losses of defense jobs. It also provides estimates of the potential future losses of defense jobs for the economically vulnerable metropolitan areas and nonmetropolitan counties which have high proportions of defense employment.

**Table 5.1**  
**Distribution of Excess Unemployment Between Primary and Indirect Job Losses**  
**from Defense Cuts, 1989-1994**

| <u>Year</u> | <u>Total Excess Unemployment Annual Average</u> | <u>Five Year Change in Total Defense Jobs</u> | <u>Primary Excess Unemployment (.222 of 5-yr.chg. sign reversed)</u> | <u>Indirect Excess Unemployment (Residual)</u><br><u>thousands % of total</u> |     |
|-------------|---|---|--|---|-----|
| 1989        | -168  | 679   | -151   | -17   | --  |
| 1990        | -22   | 110   | -24  | 2   | --  |
| 1991        | 115   | -389  | 86   | 29  | 25% |
| 1992        | 852   | -969  | 215  | 637   | 75  |
| 1993        | 911   | -1107   | 246  | 665   | 73  |
| 1994        | 1171*   | -1295   | 287  | 884*  | 75  |

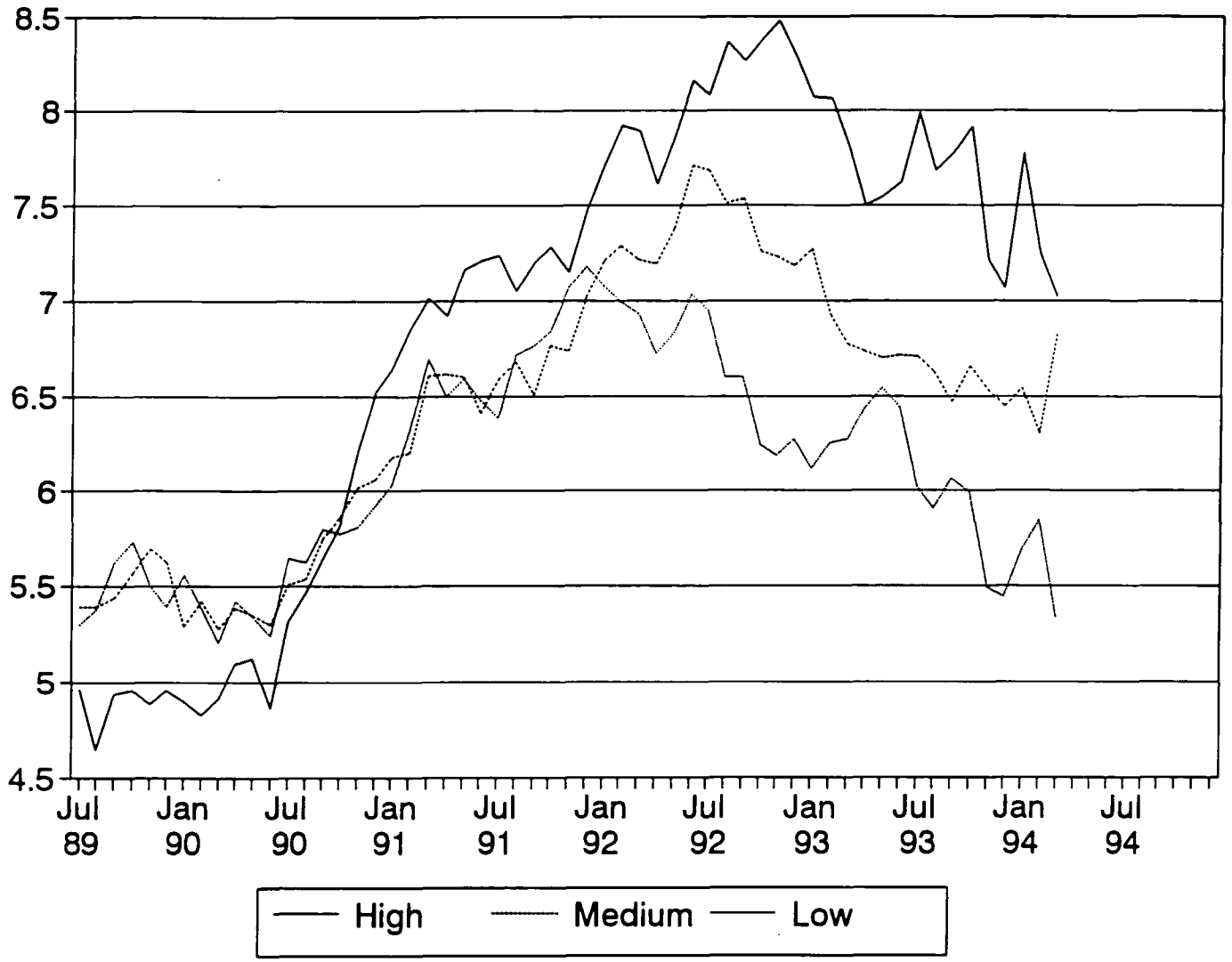
\*First Quarter of 1994

**Table 5.2**  
**Excess Unemployment From Job Losses in Small Business**  
**Attributed to Cuts in Defense Spending, 1989-1994**

| <u>Year</u> | <u>Primary</u> | <u>Indirect</u> | <u>Total</u> |
|-------------|----------------|-----------------|--------------|
| 1989        | -45            | -10             | -54          |
| 1990        | -14            | -1              | -15          |
| 1991        | 19             | 17              | 36           |
| 1992        | 59             | 383             | 442          |
| 1993        | 65             | 399             | 464          |
| 1994        | 69             | 530*            | 599*         |

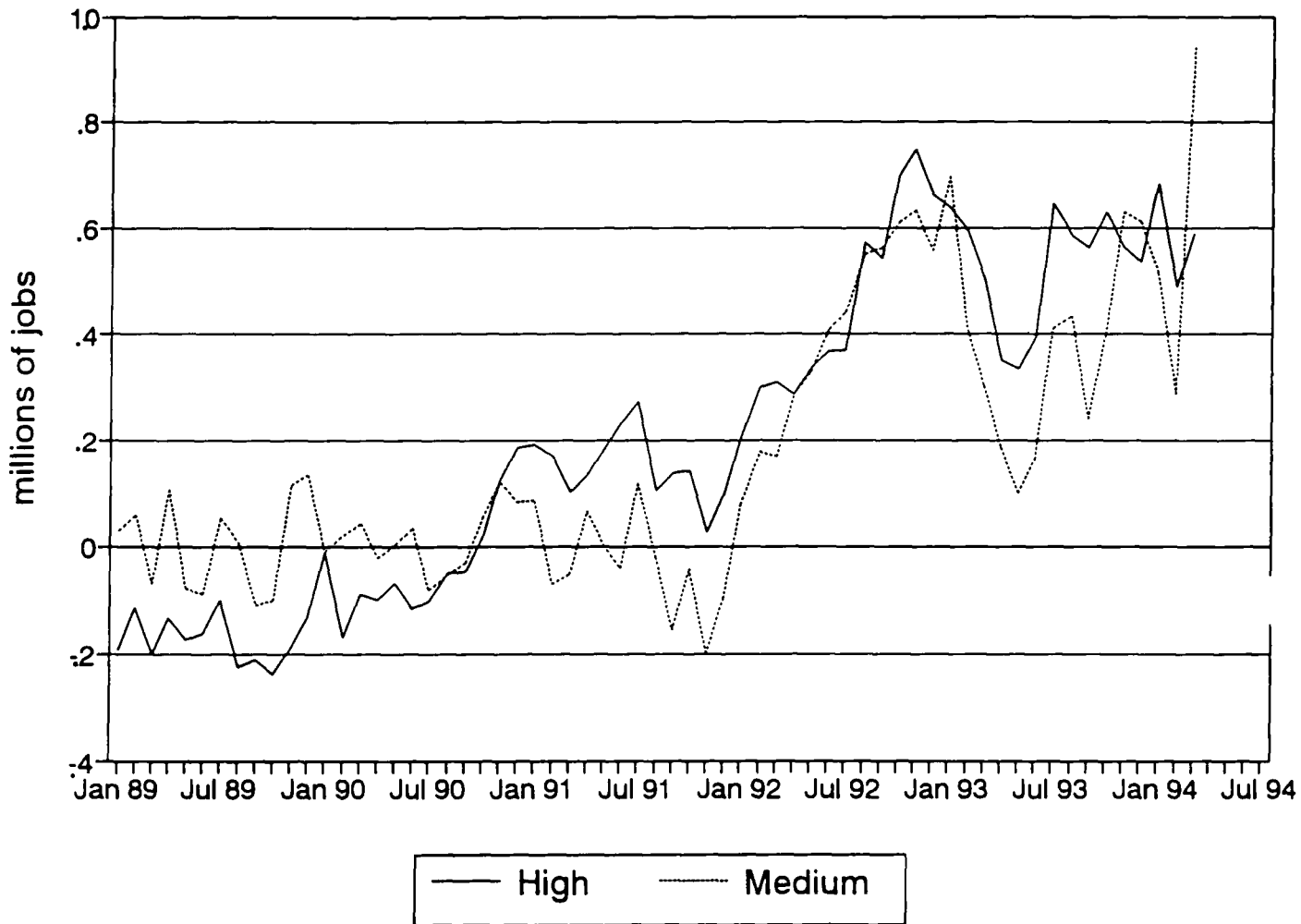
\*First quarter of 1994.

**Chart 5.1**  
**Unemployment Rates in States with High, Medium, and Low**  
**Economic Dependence on Defense, 1989-1994**  
 (seasonally adjusted)



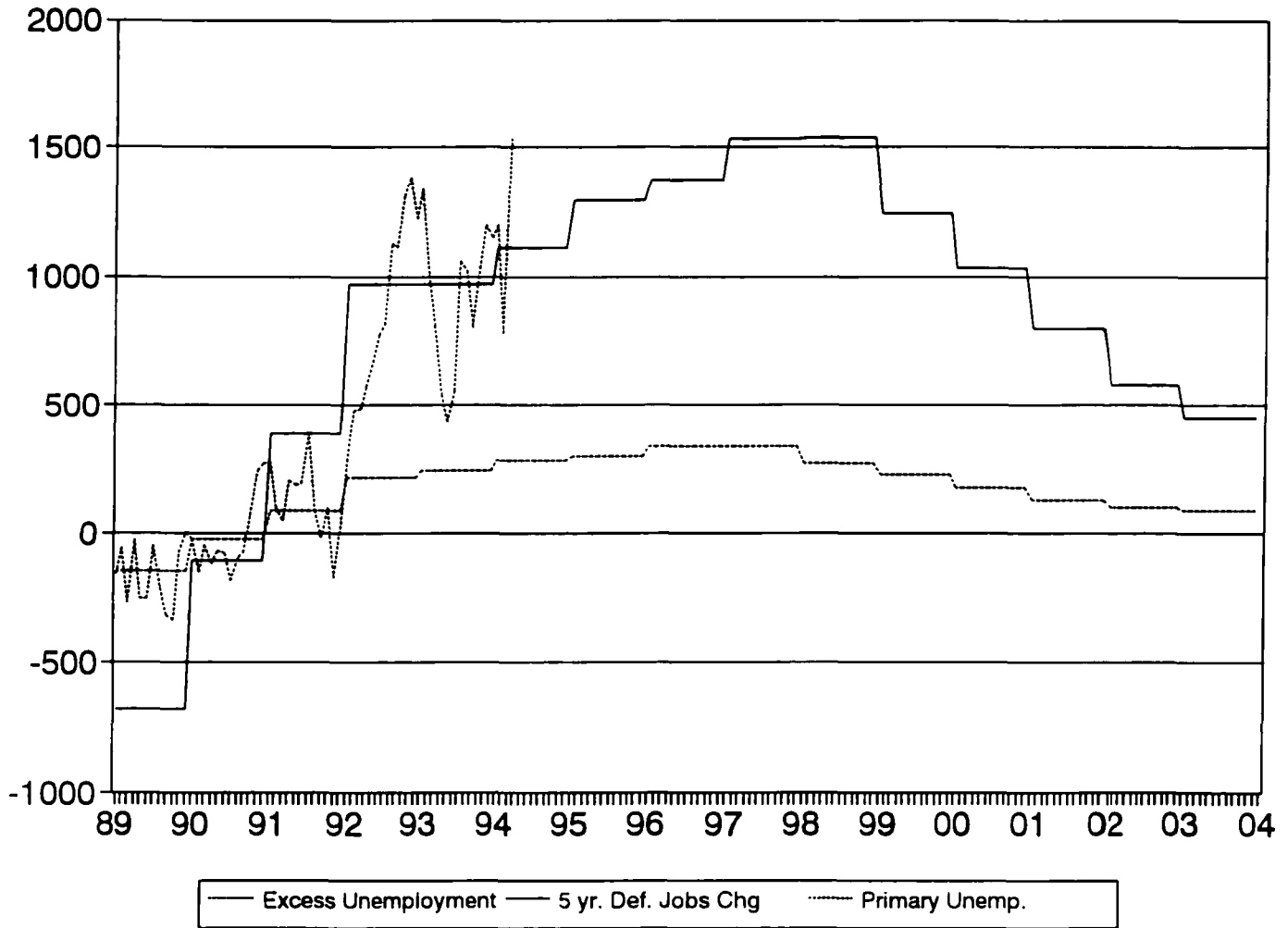
Sources: U.S. Department of Labor; NPA Data Services, Inc.

**Chart 5.2**  
**Excess Unemployment Attributable to Defense Cuts in States**  
**with Medium and with High Economic Dependence on Defense**  
(millions)



Sources: U.S. Department of Labor; NPA Data Services, Inc.

**Chart 5.3**  
**Excess Unemployment, Total Cut in Defense Jobs over Preceding Five Year Period,**  
**and Estimated Primary Unemployment of Defense Workers**  
 (thousands)



Source: NPA Data Services, Inc.

## **CHAPTER 6: IMPACT OF DEFENSE CUTS ON LOCAL ECONOMIES AND SMALL BUSINESS**

### **Uncertainties about Future Local Effects**

Nationally, roughly one-half of total unemployment attributable to defense cuts represents job losses in small business. This proportion probably applies currently to most local situations except in places and at times where a large defense installation or plant closes down. In such cases, the direct job losses may be more numerous initially. In later stages, after most of the initial job losers became reemployed, either in the community or after migrating elsewhere, the indirect effects will continue and the impact on small business is likely to become higher than average.

The direct effects of the already programmed closings and transfers of personnel of defense facilities can be anticipated. A certain number of jobs will be lost in particular communities, i.e., metropolitan areas or nonmetropolitan counties. What will replace these jobs, if anything, and when, is subject to uncertainty. The probability of the closings actually occurring when programmed is high. But their actual effect on the economy depends on the advantages and disadvantages of the community, including its size and diversity, the size of programmed job losses relative to total employment, existence of growth industries and the ability of the community to work with the state and federal agencies to anticipate events so that it can better replace or adjust to the programmed losses. The indirect losses from the programmed closings are quite uncertain. They will depend on the same factors as the direct losses as well as on the general state of the economy.



While closings and realignments of military installations are the least uncertain of defense job reductions as to their time and location, they represent only a comparatively small part of the total job losses from the budgeted cuts in real defense spending and even a comparatively small part of the total expected reduction of military and government civilian jobs. Thus the total recommendations of the 1993 Base Closure and Realignment Commission add up to net reductions of 62.4 thousand military and civilian jobs or 3.5 percent of the total reduction of 1783 jobs (564 thousand government military and civilian jobs plus 1219 thousand jobs in the private defense industry) projected by the NPA Data Services, Inc., for the 1992-1999 period on the basis of the FY 1995 defense budget and other planning documents and assumptions as explained in Chapter 4.

For the most part, the location of future reductions in direct defense employment is quite uncertain. To some extent, the future reductions in direct government defense jobs will depend on future base closing recommendations. However to an overwhelming extent the location of most future job cuts required by reductions in the defense budget will be determined by administrative actions and strategic, technological, and political considerations of the U.S. government, and in private industry by corporate decisions regarding mergers, acquisitions, and relocations of plants and on decisions and ability of companies to participate in different lines of defense research and production.

The size and location of indirect job losses is even more difficult to predict. Because of these uncertainties the actual events will have to be monitored on a current basis at the local level in areas which are economically vulnerable to defense cuts.

Nevertheless, base closings contain some of the major cuts in local defense

employment. Because of this and because of their predictability, they have received most of the attention. The experience of local economies affected by base closings in the past provides an indication of what may be expected in similar situations in the future.

### **Analyses of the Effects of Past and Prospective Base Closings**

The Department of Defense has published an analysis of civilian reuse of former military bases closed over the period 1961-93 in which civilian conversion was completed.<sup>20</sup> This study reports that in all the cases examined combined, eventually more new jobs (171,000) were created at the facilities of former bases than were lost originally (87,000). Four year colleges and post-secondary vocational schools and community colleges have been established at 36 former bases, high school level vocational training facilities at 21 former bases, industrial and office parks at 83 former bases, and municipal or general aviation airports at 43 former DoD facilities.

The database of the NPA Data Services contains annual data for total employment as well as for federal civilian and federal military employment in counties and metropolitan areas for the years starting 1967. This permits a review of cases with the "impact year" of 1968 or later. A review was conducted of the economic impacts on fourteen metropolitan areas and six nonmetropolitan counties listed in the Defense Department summary of completed economic adjustment projects. The economic effect of these cases is summarized for metropolitan statistical areas (using 1993 definitions) in Table 6.1 and for nonmetropolitan counties in Table 6.2. These tables show the changes in total federal

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<sup>20</sup>U.S. Department of Defense. 1993. *Civilian Reuse of Former Military Bases, Summary of Completed Military Base Economic Adjustment Projects* (September). Washington, D.C.: Office of Economic Adjustment, Office of Assistant Secretary of Defense; Economic Security.

employment and in total employment of the community over a two year period from the base year, i.e., the last year before the impact year and the year following the impact year and also the same over a five year period from the base year. These tables also show the two year change in federal jobs as percent of total employment in the base year, the year the total base year employment was recovered in the community and the number of years required for the recovery. Special circumstances which bear on the evaluation of these cases such as general recessions and population losses that the community experienced are noted in Remarks. Table 6.1 also includes analysis of one case of industrial defense job losses in Wichita, KS, which occurred over a series of years.<sup>21</sup>

These analyses indicate that the nonmetropolitan counties had greater difficulty replacing job losses than the metropolitan areas. In large diversified metropolitan areas where job reductions were a small proportion of the total base year employment, as in Boston or Nashville, there were small or no effects of the federal job cuts on the community. Large effects on total employment and population losses occurred in only one relatively small metropolitan area, Amarillo Texas. Also large drops in employment occurred in Wichita, KS, where there were job reductions in the aircraft industry and population losses were experienced over a number of years.

In the defense dependent nonmetropolitan counties examined in Table 6.2, the impact of base closings was considerably more severe. Of the six counties analyzed, in three cases the base year employment was not recovered as of 1993. In the remaining three cases, it

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<sup>21</sup>U.S. Department of Defense. 1985. *Economic Adjustment/Conversion*. Report prepared by the President's Economic Adjustment Committee, the Office of Economic Adjustment and the Office of the Assistant Secretary of Defense. Washington, D.C.: July 1985.

took eight years in one and 16 years in another case for the base year employment to recover. Population losses were experienced in five cases. In four of the five, these losses have not been recovered. In only one case (Monroe County, FL, which includes Key West) there was no decline in either employment or population. By contrast, of the 14 metropolitan cases analyzed, the base year employment level was recovered in all cases. The longest time for the recovery was ten years. In six cases there was continued employment growth through the impact year including a case where 10 percent of the base year employment was lost in a small metropolitan area (Laredo, TX—there was, however, a one year dip in Laredo employment and population in the year following the impact year). These cases, in addition to the very clear difference between the experience of nonmetropolitan counties and experience of the metropolitan areas, also show great variety of the extent to which losses of defense jobs were compensated for or absorbed by local economies.

An analysis of the potential economic impact of the 1993 Base Closures and Realignment was made at the Defense Department using DoD Office of Economic Adjustment Spreadsheet Model.<sup>22</sup> "Worst case" estimates were made of the potential additions to the current unemployment rates of metropolitan areas or counties resulting from cumulative direct and indirect impacts of the closures and realignments proposed by the DoD and those added by the 1993 Base Closure and Realignment Commission. Of the 64 areas examined for which one or more closures were recommended, the worst case estimate of cumulative impact amounted to additional unemployment of 10 percent or more, in 14

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<sup>22</sup>U.S. Department of Defense. "Economic Impact of the Base Closures and Realignments," mimeo, undated.

cases.<sup>23</sup> In ten cases, the estimated addition to unemployment was between 5 and 10 percent, in twenty between 1 and 5 percent, and in twenty less than 1 percent. Of the 14 cases with estimated impact of 10 percent and more, 7 were metropolitan areas and another 7 nonmetropolitan counties. Even these estimates show that the number of communities severely affected by base closings may be fairly small. Economies of a limited number of communities can be easily monitored on a regular basis.

Past experience summarized in Tables 6.1 and 6.2 shows that on a two year basis the total job reductions were in many cases less than the reductions in the direct defense jobs even for several nonmetropolitan counties. In some cases the direct losses were at least partially offset within the first year. It also shows that in metropolitan economies job losses in most cases were eventually replaced, but that the time over which they were replaced has varied substantially. On the other hand, among the nonmetropolitan counties, especially those not in proximity to a sizable metropolitan area, the replacement of job losses from closings of military installations where the losses were a large proportion of the local economy were not replaced at all and population losses resulted in a permanent shrinkage of the county economy and population.

### **Identifying the Location of Potential Future Job Losses**

In order to identify communities which are at risk of adverse economic impact from downsizing and restructuring of the U.S. Defense forces, the best place to start is with the

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<sup>23</sup>The ratio of indirect to direct job reductions ranged in the 14 severely impacted cases from a high of 1.81 for a county economy in which a Naval Aviation Depot is to be closed to a low of .4 in two cases where airforce bases would be closed. Most ratios were in the neighborhood of .8 and 1. These are hypothetical worst case estimates.

local economies which currently have the largest shares of their total employment in defense jobs. Such estimates were made by the NPA Data Services as part of its ongoing database preparation for the 1994 *Regional Economic Projections Series*. The current estimates prepared in early Summer of 1994 contain defense employment, total employment, and estimated reduction in defense employment made annually for the 1992-2003 period for counties, metropolitan areas, and states. These estimates will be published in the forthcoming 1994 Edition of *Cuts in Defense Jobs, in U.S. Counties, Metropolitan Areas, and States*, which contains detailed description of the methods used in making these estimates.<sup>24</sup>

Defense employment ratios and projected defense reductions for the years 1992-1999 as percentage of the base year (1992) employment used here are derived from this database for the local economies vulnerable to losses of defense jobs. Vulnerability is defined for the present purpose as 5 percent or more of total 1992 employment in (primary) defense jobs. A different threshold may be chosen for other purposes. Table 6.3 shows in the first column defense employment as a percent of total 1992 employment for 91 metropolitan areas which

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<sup>24</sup>The estimating process was carried out at the county level. County estimates were aggregated into totals for Metropolitan Statistical Areas and States. For each category of defense jobs, all annual estimates were conformed to the respective national totals shown here in Table 1.3. County estimates for the military and government defense civilians for the base year 1992 were obtained from the DoD "Distribution of Personnel" report for 1992. The relatively small undistributed personnel numbers within each state were allocated by population. County changes in government personnel were first projected by assuming reductions in proportion to the national changes and then adjusted for the base closings and relocations. Also, smaller reductions were assumed for counties in economic areas which are expected to remain strategically important or which include central command, intelligence, R&D and training functions. Private sector defense jobs in 1992 were distributed within each state among counties in proportion to Department of Defense contract awards. For subsequent years reductions of county defense jobs were projected in proportion to the changes in the respective state totals.

had 5 or more percent of their total 1992 employment in direct defense jobs arranged in descending order of the defense employment percentage. Table 6.4 shows the same estimate for the 116 nonmetropolitan counties.

Table 6.3 shows that 13 of the 91 metropolitan areas listed had defense employment ratio of 20 percent or more, while Table 6.4 lists 53 of the 116 nonmetropolitan counties shown as having 20 or more of their employment in defense jobs. This underscores the greater potential vulnerability of the nonmetropolitan local economies.<sup>25</sup>

Tables 6.3 and 6.4 also show the currently projected reductions in defense jobs for all the areas with 5 percent or more of employment in direct defense jobs. These reductions generally correspond to the proportion of defense employment in 1992, but there are some major exceptions. These exceptions reflect the changes in the military and government defense civilian jobs programmed in accordance with the recommendations of the Base Closings and Realignment Commission. In some cases, these recommendations involve transfers of jobs to particular areas. These differences also reflect assumptions made about smaller reductions to be made in locations of continued strategic importance, and those with command, R&D, intelligence and training functions. Reductions of the private industry defense jobs embody differences in the relative reductions in these jobs by state estimated by

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<sup>25</sup>In addition to inherent uncertainty about where the actual defense job cuts, both governmental and private, will occur in the future, there is also some uncertainty as to where exactly the private sector jobs in private industry are located at present which arises from year to year variability in government contract awards by which the county distribution of the private sector defense jobs within states is estimated. This introduces considerable instability into the estimates for some small areas. Eventually this statistical noise may be reduced by averaging contract awards over several years, but doing this was not practical within the scope of this project.

Defense Budget Project based on differences in location of jobs funded by different appropriation titles and on budgeted differences in their future funding. Otherwise, the local defense reductions were projected in proportion required to satisfy the projected national totals for the military and government defense civilians and the projected state totals for the private sector defense jobs. Thus, in the absence of more information much of the local allocation of national changes was made in proportion to the national or state totals.

There still remains further uncertainty about how the future local changes in direct defense jobs will affect the indirect employment through local losses of purchasing power. Past experience and prospective analyses of local impacts indicate that there are likely to be great differences in the effects on local economies even among the cases with comparable percentage reductions in defense jobs.

Because of these uncertainties and because the number of vulnerable local economies is not large, the policy concerns regarding local impacts of defense reductions would probably be best satisfied by devising an economic information system which could monitor on a timely basis the communities deemed vulnerable to defense cuts.

### **Coping with Uncertainty**

The objects of policy concern are, the people whose jobs are lost, the communities which are faced with substantial losses of revenue, and businesses, especially small businesses, which may experience hardships and contribute to further job losses. Because the size of future losses of primary defense jobs in government and defense industry is quite uncertain in most cases and the size of the indirect job losses is even more uncertain in all cases, it is necessary for the policy agencies concerned with mitigating or alleviating the



impact of defense job reductions to monitor the economies in the defense dependent communities on an ongoing basis.

Fortunately, information exists for designing such a system. The household survey of employment and unemployment of residents produces monthly data of labor force, employment and unemployment for counties and metropolitan areas. Also, the nonfarm employment reports are available by industry on a monthly basis for labor market areas and states. The labor market areas generally correspond to the metropolitan statistical areas.

In October 1993 the U.S. Department of Labor published an analysis of labor force, employment and unemployment in 206 defense dependent labor market areas and compared changes in these areas from 1990 to 1992 with changes in the relevant regional totals.<sup>26</sup> This analysis reported generally unfavorable unemployment trends in these areas relative to trends in unemployment in the regions in which they are located. A comparison to 1993 may be published soon.

However, it should be possible to develop a more timely, monitoring system targeted more directly on areas with large dependence on defense and including some information for small business, utilizing more current, monthly or quarterly, employment and unemployment data as well as other information such as DoD quarterly contract awards reported on form SF-179 and compiled by the Eagle Eye Publishers, Inc., defense payroll and contract payments by county reported annually by the Bureau of the Census in the Consolidated Federal Funds Reports, and the annual Regional Economic Information System (REIS) data

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<sup>26</sup>U.S. Department of Labor. 1993. "Department of Defense Downsizing: Areas of Potential Impact" (October). Bureau of Labor Statistics, Local Area Unemployment Statistics.

of the Bureau of Economic Analysis and update estimates for current years prepared by the NPA Data Services, Inc., which would help identify by state and county actual employment trends in small business dominated industries.

As analysis in Chapter 5 indicates, direct jobs losses are only part of the problem of job losses from defense restructuring. Most, about 75 percent, of the current excess unemployment that may be attributed to defense reductions appears to consist of the indirect job losses. Because at present small business represents about one half of the excess unemployment attributable to defense cuts, roughly one half of the currently existing unemployment that may be attributed to defense cuts probably represents job losses in small business. This suggests importance of identifying in defense vulnerable communities in which unemployment is rising, job losses in small business, especially in such small business dominated industries as construction, retail trade, including eating and drinking places, real estate and rentals, personal services, business services, and repair services.

**Table 6.1**  
**Economic Analysis of Federal Employment Reductions**  
**in Selected Metropolitan Statistical Areas 1967-1993**  
 (Based on MSA Definitions of June 1993. Employment in Thousands.)

| MSA and Facility                      | Impact Year | Change in Federal Employment |       | Change in Total Employment |       | 2 Year Fed. Change % Base Year Employment | Year Employment Recovered |                       | Remarks   |
|---------------------------------------|-------------|------------------------------|-------|----------------------------|-------|---|---------------------------|-----------------------|---|
|                                       |             | 2 yr                         | 5 yr  | 2 yr                       | 5 yr  |   | Date                      | Years Since Base Year |   |
| Albany GA<br>Albany Naval Air Station | 1974        | -2.9                         | -2.0  | -5.1                       | 0.0   | -5.5%                                     | 1978                      | 5                     | 1975 recession, 1973-74 population decline, regained 1977 |
| Amarillo TX<br>Amarillo AFB           | 1968        | -13.4                        | -14.0 | -10.4                      | -5.9  | -17.8                                     | 1974                      | 7                     | big effect—pop. decline 1968-70, regained 1980            |
| Baltimore MD<br>Ft. Holabird          | 1973        | 3.4                          | 0.0   | 45.2                       | 57.5  | no.cut                                    | 1973                      | 1                     | no effect   |
| 59 Boston MA-NH<br>Boston Shipyard    | 1974        | -10.1                        | -15.6 | -64.0                      | 195.6 | -0.4                                      | 1977                      | 4                     | 1975 recession, pop. losses 1973-75, regained 1978        |
| Duluth MN-WI<br>Duluth AFB            | 1982        | -1.2                         | -1.1  | -15.3                      | -11.4 | -1.0                                      | 1991                      | 10                    | 1982 recession, mining & mfg. job losses                  |
| Laredo TX<br>Laredo AFB               | 1973        | -2.8                         | -3.0  | -.8                        | 5.2   | -10.2                                     | 1973                      | 1                     | small effect—pop.loss 1973-74, recovered 1976             |
| Nashville TN<br>Sewart AFB            | 1969        | -4.0                         | -5.3  | 16.1                       | 67.6  | -1.2                                      | 1961                      | 1                     | no effect, other growth                                   |
| Newburgh NY<br>Stewart AFB            | 1969        | -1.8                         | -2.4  | 3.1                        | 13.6  | -2.0                                      | 1969                      | 1                     | no effect   |
| Orlando FL<br>McCoy AFB               | 1974        | -0.5                         | 2.1   | -7.6                       | 52.2  | 0.0                                       | 1976                      | 2                     | 1975 recession  |

**Table 6.1 (continued)**

|  |      |       |        |       |      |      |      |   |  |
|--|------|-------|--------|-------|------|------|------|---|--|
| Providence RI<br>New Kingstown NAS     | 1974 | -9.4  | -10.6  | -19.3 | 27.8 | -2.3 | 1977 | 4 | some effect—1975 recession,<br>population loss 1973-5,<br>recovered 1985 |
| Springfield MA<br>Westover AFB         | 1974 | -4.1  | -4.7   | -9.4  | 11.9 | -1.6 | 1977 | 4 | 1975 recession, pop.loss 1973-79<br>recovered 1988                       |
| Topeka KS<br>Forbes AFB                | 1973 | -3.4  | -3.9   | 1.5   | 6.3  | -4.1 | 1973 | 1 | some effect—pop.losses 1972-74<br>recovered 1988                         |
| Ventura CA<br>Oxnard AFB               | 1970 | -4.5  | -4.2   | 5.7   | 30.2 | -3.4 | 1971 | 1 | no effect  |
| Wichita KS<br>Aircraft Mfg<br>Declines | 1968 | -8.1* | -15.5* | 8.0   | 2.8  | -4.1 | 1972 | 5 | long term reductions,<br>pop.losses 1969-72<br>recovered 1975            |

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\*Decline in manufacturing employment

Source: U.S. Department of Defense; NPA Data Services, Inc.

**Table 6.2**  
**Economic Analysis of Federal Employment Reductions**  
**in Selected Nonmetropolitan Counties 1967-1993**  
 (Employment in Thousands)

| MSA and Facility                           | Impact Year | Change in Federal Employment |       | Change in Total Employment |      | 2 Year Fed. Change % Base Year Employment | Year Employment Recovered |                       | Remarks  |
|--|-------------|------------------------------|-------|----------------------------|------|---|---------------------------|-----------------------|--|
|  |             | 2 yr                         | 5 yr  | 2 yr                       | 5 yr |   | Date                      | Years Since Base Year |  |
| Dallas Cty AL<br>Craig AFB                 | 1977        | -2.3                         | -2.3  | -1.8                       | -1.2 | -9.1                                      | not recovered             |                       | population losses, 1977-93   |
| Monroe Cty FL<br>Truman Annex,<br>Key West | 1973        | -0.9                         | -1.5  | 1.8                        | 4.7  | -3.6                                      | no decline                |                       |  |
| Chippewa Cty MI<br>Kimcheloe AFB           | 1977        | -3.3                         | -3.6  | -2.3                       | -3.6 | -23.6                                     | 1992                      | 16                    | population losses to 1980,<br>not recovered to base                    |
| Valley Cty MT<br>Glasgow AFB               | 1968        | -4.0                         | -4.1  | -3.7                       | -3.1 | -44.8                                     | not recovered             |                       | population losses 1968-93  |
| Newport Cty RI<br>Newport Naval Base 1974  |             | -9.8                         | -10.7 | -9.2                       | -4.9 | -23.8                                     | 1981                      | 8                     | 1975 recession,<br>population losses to 1980,<br>not recovered to base |
| Howard Cty TX<br>Webb AFB                  | 1977        | -3.0                         | -2.9  | -2.5                       | -0.7 | -16.2                                     | not recovered             |                       | population losses,<br>not recovered to base                            |

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Source: U.S. Department of Defense; NPA Data Services, Inc.

**Table 6.3**  
**Potential Losses of Defense Jobs in Metropolitan Statistical Areas**  
**with 5 Percent or More of Total 1992 Employment in Defense Jobs**

| Metropolitan Statistical Area                       | [1]<br>Defense Jobs<br>as Percent of<br>of Total<br>Employment<br>1992 | [2]<br>Defense<br>Jobs<br>1992 | [3]<br>Total<br>Employment<br>1992 | [4]<br>Projected<br>Defense<br>Jobs<br>Reduction<br>1992-1999 | [5]<br>[4] as<br>Percent<br>of [3] |
|---|--|--------------------------------|------------------------------------|---|------------------------------------|
| 3605 JACKSONVILLE; NC                               | 65.23  | 49527                          | 75930                              | -10456  | -13.77                             |
| 2560 FAYETTEVILLE; NC                               | 46.78  | 73472                          | 157070                             | -18644  | -11.87                             |
| 4200 LAWTON; OK                                     | 46.67  | 28898                          | 61920                              | -6398   | -10.33                             |
| 2750 FORT WALTON BEACH; FL                          | 42.93  | 37701                          | 87810                              | -9726   | -11.08                             |
| 1660 CLARKSVILLE-HOPKINSVILLE; TN-KY                | 42.07  | 36196                          | 86040                              | -7913   | -9.20                              |
| 3810 KILLEEN-TEMPLE; TX                             | 39.46  | 49934                          | 126530                             | 2589  | 2.05                               |
| 1150 BREMERTON; WA                                  | 29.81  | 30203                          | 101310                             | -4315   | -4.26                              |
| 7520 SAVANNAH; GA                                   | 26.57  | 39283                          | 147860                             | -8915   | -6.03                              |
| 0920 BILOXI-GULFPORT-PASCAGOULA; MS                 | 25.58  | 41840                          | 163570                             | -14138  | -8.64                              |
| 1720 COLORADO SPRINGS; CO                           | 23.74  | 57418                          | 241900                             | -9512   | -3.93                              |
| 5523 NEW LONDON-NORWICH; CT                         | 23.57  | 33179                          | 140770                             | -10824  | -7.69                              |
| 3440 HUNTSVILLE; AL                                 | 21.21  | 41157                          | 194060                             | -12789  | -6.59                              |
| 2190 DOVER; DE                                      | 20.38  | 12390                          | 60780                              | -3342   | -5.50                              |
| 0450 ANNISTON; AL                                   | 19.87  | 12266                          | 61740                              | -3341   | -5.41                              |
| 3040 GREAT FALLS; MT                                | 19.29  | 8845                           | 45860                              | -2372   | -5.17                              |
| 8140 SUMTER; SC                                     | 18.53  | 8885                           | 47950                              | -1643   | -3.43                              |
| 1800 COLUMBUS; GA-AL                                | 17.90  | 25820                          | 144280                             | -4889   | -3.39                              |
| 5720 NORFOLK-VIRGINIA BEACH-<br>NEWPORT NEWS; VA-NC | 17.88  | 153252                         | 857210                             | -28480  | -3.32                              |
| 9360 YUMA; AZ                                       | 16.98  | 9186                           | 54090                              | -1740   | -3.22                              |
| 1580 CHEYENNE; WY                                   | 16.14  | 7284                           | 45140                              | -1630   | -3.61                              |
| 3320 HONOLULU; HI                                   | 15.76  | 87675                          | 556440                             | -16492  | -2.96                              |
| 6660 RAPID CITY; SD                                 | 15.37  | 8834                           | 57460                              | -1787   | -3.11                              |
| 8720 VALLEJO-FAIRFIELD-NAPA; CA                     | 15.13  | 29854                          | 197370                             | -16897  | -8.56                              |
| 7120 SALINAS; CA                                    | 14.94  | 30007                          | 200910                             | -24339  | -12.11                             |
| 7800 SOUTH BEND; IN                                 | 14.86  | 20630                          | 138840                             | -9467   | -6.82                              |
| 9080 WICHITA FALLS; TX                              | 14.71  | 11367                          | 77260                              | -2504   | -3.24                              |
| 0040 ABILENE; TX                                    | 14.64  | 10461                          | 71440                              | -3061   | -4.28                              |
| 4900 MELBOURNE-TITUSVILLE-PALM BAY; FL              | 14.38  | 29345                          | 204130                             | -10951  | -5.36                              |
| 8200 TACOMA; WA                                     | 14.37  | 40096                          | 279000                             | -1160   | -.42                               |
| 1440 CHARLESTON-NORTH CHARLESTON; SC                | 14.34  | 40741                          | 284150                             | -21965  | -7.73                              |
| 6080 PENSACOLA; FL                                  | 13.95  | 23900                          | 171280                             | -2565   | -1.50                              |
| 2980 GOLDSBORO; NC                                  | 13.88  | 7708                           | 55550                              | -1705   | -3.07                              |
| 0380 ANCHORAGE; AK                                  | 13.65  | 21836                          | 159990                             | -2393   | -1.50                              |
| 4680 MACON; GA                                      | 13.47  | 21620                          | 160470                             | -2172   | -1.35                              |
| 7320 SAN DIEGO; CA                                  | 13.25  | 180487                         | 1361920                            | -29699  | -2.18                              |
| 0960 BINGHAMTON; NY                                 | 12.58  | 17389                          | 138190                             | -7869   | -5.69                              |
| 2000 DAYTON-SPRINGFIELD; OH                         | 12.55  | 66981                          | 533810                             | -25220  | -4.72                              |
| 2985 GRAND FORKS; ND-MN                             | 12.53  | 7632                           | 60930                              | -1700   | -2.79                              |
| 7240 SAN ANTONIO; TX                                | 12.31  | 87441                          | 710130                             | -22520  | -3.17                              |
| 2340 ENID; OK                                       | 11.60  | 3750                           | 32330                              | -1163   | -3.60                              |
| 8840 WASHINGTON; DC-MD-VA-WV                        | 11.19  | 325370                         | 2908960                            | -93126  | -3.20                              |
| 0860 BELLINGHAM; WA                                 | 10.94  | 8299                           | 75850                              | -3219   | -4.24                              |
| 2320 EL PASO; TX                                    | 10.58  | 28874                          | 272900                             | -6178   | -2.26                              |
| 1360 CEDAR RAPIDS; IA                               | 10.30  | 12060                          | 117110                             | -5229   | -4.47                              |
| 7480 SANTA BARBARA-SANTA MARIA-<br>LOMPOC; CA       | 10.21  | 22009                          | 215540                             | -7610   | -3.53                              |

Table 6.3 (continued)

| Metropolitan Statistical Area                                | [1]<br>Defense Jobs<br>as Percent of<br>of Total<br>Employment<br>1992 | [2]<br>Defense<br>Jobs<br>1992 | [3]<br>Total<br>Employment<br>1992 | [4]<br>Projected<br>Defense<br>Jobs<br>Reduction<br>1992-1999 | [5]<br>[4] as<br>Percent<br>of [3] |
|--|--|--------------------------------|------------------------------------|---|------------------------------------|
| 2800 FORT WORTH-ARLINGTON; TX                                | 9.96   | 73470                          | 737930                             | -34529  | -4.68                              |
| 9340 YUBA CITY; CA   | 9.23   | 5116                           | 55450                              | -1048   | -1.89                              |
| 1880 CORPUS CHRISTI; TX                                      | 9.04   | 15645                          | 173110                             | -4156   | -2.40                              |
| 7200 SAN ANGELO; TX  | 8.86   | 4871                           | 54950                              | -1146   | -2.09                              |
| 8520 TUCSON; AZ  | 8.86   | 29175                          | 329380                             | -9250   | -2.81                              |
| 0460 APPLETON-OSHKOSH-NEENAH; WI                             | 8.78   | 17581                          | 200160                             | -8600   | -4.30                              |
| 1760 COLUMBIA; SC  | 7.96   | 24055                          | 302280                             | -3061   | -1.01                              |
| 4940 MERCED; CA  | 7.87   | 6241                           | 79320                              | -5960   | -7.51                              |
| 8680 UTICA-ROME; NY  | 7.81   | 11996                          | 153580                             | -8271   | -5.39                              |
| 7040 ST. LOUIS; MO-IL  | 7.75   | 112798                         | 1455990                            | -42211  | -2.90                              |
| 5240 MONTGOMERY; AL  | 7.72   | 13344                          | 172890                             | -2599   | -1.50                              |
| 6323 PITTSFIELD; MA  | 7.66   | 5628                           | 73430                              | -2373   | -3.23                              |
| 7680 SHREVEPORT-BOSSIER CITY; LA                             | 7.64   | 14983                          | 196200                             | -2445   | -1.25                              |
| 0120 ALBANY; GA  | 7.59   | 4781                           | 62990                              | -438  | -.70                               |
| 7400 SAN JOSE; CA  | 7.59   | 73608                          | 970150                             | -32479  | -3.35                              |
| 1400 CHAMPAIGN-URBANA; IL                                    | 7.57   | 8622                           | 113970                             | -2046   | -1.80                              |
| 9040 WICHITA; KS   | 7.21   | 22454                          | 311320                             | -8019   | -2.58                              |
| 8735 VENTURA; CA   | 7.18   | 22923                          | 319180                             | -6878   | -2.15                              |
| 5380 NASSAU-SUFFOLK; NY                                      | 7.11   | 98396                          | 1383830                            | -43892  | -3.17                              |
| 6920 SACRAMENTO; CA  | 6.87   | 50923                          | 741750                             | -20067  | -2.71                              |
| 6240 PINE BLUFF; AR  | 6.80   | 2891                           | 42510                              | -658  | -1.55                              |
| 0600 AUGUSTA-AIKEN; GA-SC                                    | 6.79   | 16013                          | 235770                             | -3326   | -1.41                              |
| 5880 OKLAHOMA CITY; OK                                       | 6.75   | 38652                          | 572210                             | -7153   | -1.25                              |
| 1960 DAVENPORT-MOLINE-ROCK ISLAND; IA-IL                     | 6.59   | 13385                          | 203190                             | -4795   | -2.36                              |
| 2760 FORT WAYNE; IN  | 6.58   | 19205                          | 291820                             | -8593   | -2.94                              |
| 4320 LIMA; OH  | 6.54   | 5915                           | 90400                              | -2569   | -2.84                              |
| 6780 RIVERSIDE-SAN BERNARDINO; CA                            | 6.49   | 64796                          | 998950                             | -21548  | -2.16                              |
| 0680 BAKERSFIELD; CA   | 6.38   | 16368                          | 256640                             | -4019   | -1.57                              |
| 5483 NEW HAVEN-BRIDGEPORT-STAMFORD-<br>DANBURY-WATERBURY; CT | 6.35   | 58829                          | 925940                             | -27805  | -3.00                              |
| 5190 MONMOUTH-OCEAN; NJ                                      | 6.26   | 26510                          | 423760                             | -9201   | -2.17                              |
| 9280 YORK; PA  | 6.00   | 11138                          | 185490                             | -3383   | -1.82                              |
| 6015 PANAMA CITY; FL   | 5.91   | 4313                           | 72920                              | -1681   | -2.31                              |
| 4480 LOS ANGELES-LONG BEACH; CA                              | 5.90   | 280945                         | 4764450                            | -116783   | -2.45                              |
| 1640 CINCINNATI; OH-KY-IN                                    | 5.78   | 52590                          | 909320                             | -22840  | -2.51                              |
| 3600 JACKSONVILLE; FL  | 5.73   | 30676                          | 534930                             | -4002   | -.75                               |
| 7160 SALT LAKE CITY-OGDEN; UT                                | 5.60   | 35607                          | 635730                             | -7385   | -1.16                              |
| 5960 ORLANDO; FL   | 5.59   | 43115                          | 771330                             | -24846  | -3.22                              |
| 0720 BALTIMORE; MD   | 5.54   | 75276                          | 1358500                            | -22001  | -1.62                              |
| 5920 OMAHA; NE-IA  | 5.50   | 23392                          | 425340                             | -4092   | -.96                               |
| 3960 LAKE CHARLES; LA  | 5.49   | 4533                           | 82540                              | -1968   | -2.38                              |
| 5660 NEWBURGH; NY-PA   | 5.44   | 8133                           | 149540                             | -1677   | -1.12                              |
| 1303 BURLINGTON; VT  | 5.39   | 6264                           | 116170                             | -2565   | -2.21                              |
| 0200 ALBUQUERQUE; NM   | 5.29   | 18148                          | 343180                             | -4496   | -1.31                              |
| 6160 PHILADELPHIA; PA-NJ                                     | 5.21   | 135441                         | 2598010                            | -60920  | -2.34                              |
| 4100 LAS CRUCES; NM  | 5.14   | 3057                           | 59450                              | -1193   | -2.01                              |
| 2080 DENVER; CO  | 5.01   | 55992                          | 1116800                            | -23972  | -2.15                              |

Source: NPA Data Services, Inc.

**Table 6.4**  
**Potential Losses of Defense Jobs in Nonmetropolitan Counties**  
**with 5 Percent or More of Total 1992 Employment in Defense Jobs**

| County                                 | [1]<br>Defense Jobs<br>as Percent of<br>of Total<br>Employment<br>1992 | [2]<br>Defense<br>Jobs<br>1992 | [3]<br>Total<br>Employment<br>1992 | [4]<br>Projected<br>Defense<br>Jobs<br>Reduction<br>1992-1999 | [5]<br>[4] as<br>Percent<br>of [3] |
|--|--|--------------------------------|------------------------------------|---|------------------------------------|
| 06091 SIERRA, CA                       | 98.77  | 1361                           | 1381                               | -143  | -10.36                             |
| 26001 ALCONA, MI                       | 98.76  | 2548                           | 2580                               | -499  | -19.34                             |
| 12129 WAKULLA, FL                      | 97.59  | 3798                           | 3991                               | -1603   | -40.16                             |
| 48387 RED RIVER, TX                    | 86.08  | 4991                           | 5798                               | -37   | -.63                               |
| 49045 TOOELE, UT                       | 80.81  | 10327                          | 12967                              | -3350   | -25.84                             |
| 18101 MARTIN, IN                       | 72.50  | 6585                           | 9143                               | -1913   | -20.92                             |
| 29169 PULASKI, MO                      | 71.98  | 16689                          | 23237                              | -3547   | -15.26                             |
| 16039 ELMORE, ID                       | 71.43  | 6975                           | 9843                               | -3060   | -31.09                             |
| 20161 RILEY, KS                        | 69.26  | 21584                          | 31173                              | -4218   | -13.53                             |
| 23023 SAGADAHOC, ME                    | 68.42  | 14820                          | 22133                              | -5927   | -26.78                             |
| 22115 VERNON, LA                       | 64.65  | 20111                          | 31148                              | -9347   | -30.01                             |
| 05013 CALHOUN, AR                      | 57.10  | 2479                           | 4452                               | -1049   | -23.56                             |
| 35035 OTERO, NM                        | 56.47  | 14626                          | 26025                              | -2602   | -10.00                             |
| 48015 AUSTIN, TX                       | 55.20  | 5861                           | 10890                              | -2490   | -22.87                             |
| 01031 COFFEE, AL                       | 55.12  | 13036                          | 23828                              | -2805   | -11.77                             |
| 54105 WIRT, WV                         | 52.82  | 631                            | 1225                               | -257  | -20.98                             |
| 40065 JACKSON, OK                      | 45.48  | 6529                           | 14467                              | -1614   | -11.16                             |
| 02290 YUKON-KOYUKUK CENSUS AREA, AK    | 44.11  | 1404                           | 3237                               | -350  | -10.80                             |
| 02010 ALEUTIAN ISLANDS CENSUS AREA, AK | 41.15  | 4000                           | 9761                               | -486  | -4.98                              |
| 06027 INYO, CA                         | 40.16  | 3665                           | 9360                               | -1445   | -15.44                             |
| 44005 NEWPORT, RI                      | 38.72  | 18385                          | 48152                              | -6019   | -12.50                             |
| 04003 COCHISE, AZ                      | 38.19  | 15259                          | 40337                              | -4786   | -11.87                             |
| 37049 CRAVEN, NC                       | 38.01  | 18394                          | 48561                              | 303   | .62                                |
| 13039 CAMDEN, GA                       | 37.55  | 6716                           | 17956                              | 488   | 2.72                               |
| 24037 ST. MARYS, MD                    | 36.15  | 12344                          | 34525                              | -1953   | -5.66                              |
| 35057 TORRANCE, NM                     | 36.10  | 1104                           | 3136                               | -411  | -13.11                             |
| 17013 CALHOUN, IL                      | 36.02  | 701                            | 1996                               | -296  | -14.83                             |
| 31173 THURSTON, NE                     | 35.97  | 1094                           | 3119                               | -419  | -13.44                             |
| 21093 HARDIN, KY                       | 35.06  | 20369                          | 58104                              | -3971   | -6.83                              |
| 22081 RED RIVER, LA                    | 34.93  | 1176                           | 3453                               | -506  | -14.66                             |
| 56045 WESTON, WY                       | 33.91  | 1224                           | 3701                               | -434  | -11.72                             |
| 35009 CURRY, NM                        | 33.73  | 7618                           | 22645                              | 72  | .32                                |
| 47031 COFFEE, TN                       | 32.39  | 8585                           | 27140                              | -3426   | -12.62                             |
| 32001 CHURCHILL, NV                    | 31.81  | 2942                           | 9361                               | -779  | -8.32                              |
| 36045 JEFFERSON, NY                    | 31.49  | 18418                          | 58699                              | -4138   | -7.05                              |
| 02090 FAIRBANKS NORTH STARBOROUGH, AK  | 27.90  | 12312                          | 44220                              | -1156   | -2.61                              |
| 39159 UNION, OH                        | 27.77  | 6017                           | 22218                              | -2601   | -11.71                             |
| 45013 BEAUFORT, SC                     | 27.57  | 15154                          | 55116                              | -3254   | -5.90                              |
| 32021 MINERAL, NV                      | 27.22  | 844                            | 3181                               | -311  | -9.79                              |
| 05073 LAFAYETTE, AR                    | 24.85  | 765                            | 3155                               | -319  | -10.10                             |
| 46093 MEADE, SD                        | 24.17  | 1717                           | 7283                               | -580  | -7.96                              |
| 29101 JOHNSON, MO                      | 24.11  | 5347                           | 22236                              | -1193   | -5.37                              |
| 38101 WARD, ND                         | 22.71  | 7949                           | 35107                              | -1736   | -4.95                              |
| 54109 WYOMING, WV                      | 22.61  | 1506                           | 6828                               | -607  | -8.89                              |
| 24047 WORCESTER, MD                    | 21.76  | 6113                           | 28115                              | -1052   | -3.74                              |
| 41027 HOOD RIVER, OR                   | 21.34  | 2374                           | 11390                              | -957  | -8.41                              |
| 48465 VAL VERDE, TX                    | 21.11  | 3215                           | 15282                              | -730  | -4.78                              |



Table 6.4 (continued)

|                                      | [1]   | [2]                     | [3]                         | [4]  | [5]                         |
|--------------------------------------|---|-------------------------|-----------------------------|--|-----------------------------|
| County                               | Defense Jobs<br>as Percent of<br>of Total<br>Employment<br>1992 | Defense<br>Jobs<br>1992 | Total<br>Employment<br>1992 | Projected<br>Defense<br>Jobs<br>Reduction<br>1992-1999 | [4] as<br>Percent<br>of [3] |
| 54053 MASON, WV                      | 21.07   | 2074                    | 10088                       | -844   | -8.36                       |
| 38079 ROLETTE, ND                    | 20.67   | 962                     | 4771                        | -360   | -7.55                       |
| 05047 FRANKLIN, AR                   | 20.43   | 1188                    | 5962                        | -497   | -8.34                       |
| 47017 CARROLL, TN                    | 20.35   | 2591                    | 13056                       | -1074  | -8.23                       |
| 18103 MIAMI, IN                      | 20.29   | 3330                    | 16409                       | -3304  | -20.13                      |
| 02060 BRISTOL BAY BOROUGH, AK        | 20.16   | 355                     | 1771                        | -45  | -2.54                       |
| 55081 MONROE, WI                     | 18.83   | 3744                    | 20164                       | -1066  | -5.28                       |
| 04012 LA PAZ, AZ                     | 18.57   | 1136                    | 6273                        | -504   | -8.04                       |
| 48273 KLEBERG, TX                    | 17.02   | 2263                    | 13429                       | -349   | -2.60                       |
| 41049 MORROW, OR                     | 16.94   | 737                     | 4464                        | -315   | -7.06                       |
| 28149 WARREN, MS                     | 16.31   | 4106                    | 25316                       | -426   | -1.68                       |
| 26103 MARQUETTE, MI                  | 15.26   | 5358                    | 35245                       | -2177  | -6.18                       |
| 05103 OUACHITA, AR                   | 15.14   | 1762                    | 11926                       | -731   | -6.13                       |
| 02240 S.E. FAIRBANKS CENSUS AREA, AK | 14.29   | 319                     | 2240                        | 25   | 1.12                        |
| 17071 HENDERSON, IL                  | 13.84   | 309                     | 2291                        | -129   | -5.64                       |
| 36099 SENECA, NY                     | 13.21   | 1822                    | 13828                       | -233   | -1.69                       |
| 49003 BOX ELDER, UT                  | 12.45   | 2448                    | 20164                       | -976   | -4.84                       |
| 40121 PITTSBURG, OK                  | 12.37   | 2212                    | 18057                       | -325   | -1.80                       |
| 26165 WEXFORD, MI                    | 12.36   | 1786                    | 14817                       | -756   | -5.10                       |
| 02050 BETHEL CENSUS AREA, AK         | 12.15   | 615                     | 5061                        | -63  | -1.24                       |
| 20175 SEWARD, KS                     | 12.02   | 1593                    | 13583                       | -649   | -4.78                       |
| 54077 PRESTON, WV                    | 11.02   | 1018                    | 9461                        | -408   | -4.31                       |
| 48297 LIVE OAK, TX                   | 10.87   | 485                     | 4574                        | -203   | -4.43                       |
| 13185 LOWNDES, GA                    | 10.80   | 4722                    | 43760                       | -975   | -2.23                       |
| 42059 GREENE, PA                     | 10.79   | 1414                    | 13423                       | -588   | -4.38                       |
| 48413 SCHLEICHER, TX                 | 10.55   | 171                     | 1621                        | -37  | -2.26                       |
| 54071 PENDLETON, WV                  | 10.39   | 369                     | 3580                        | -98  | -2.73                       |
| 06031 KINGS, CA                      | 10.26   | 4439                    | 43333                       | 3644   | 8.41                        |
| 21139 LIVINGSTON, KY                 | 10.10   | 302                     | 3069                        | -120   | -3.93                       |
| 36019 CLINTON, NY                    | 9.98  | 4157                    | 41900                       | -3607  | -8.61                       |
| 42089 MONROE, PA                     | 9.92  | 5066                    | 51457                       | -719   | -1.40                       |
| 21147 MCCREARY, KY                   | 9.58  | 357                     | 3820                        | -139   | -3.65                       |
| 42055 FRANKLIN, PA                   | 9.50  | 5683                    | 60258                       | -1522  | -2.53                       |
| 29091 HOWELL, MO                     | 9.34  | 1699                    | 18642                       | -772   | -4.14                       |
| 21129 LEE, KY                        | 9.29  | 211                     | 2324                        | -84  | -3.61                       |
| 28123 SCOTT, MS                      | 9.27  | 1282                    | 14176                       | -538   | -3.80                       |
| 23031 YORK, ME                       | 9.11  | 7281                    | 80136                       | -449   | -.56                        |
| 23003 AROOSTOOK, ME                  | 9.09  | 4068                    | 44799                       | -3926  | -8.76                       |
| 28075 LAUDERDALE, MS                 | 9.06  | 3892                    | 43145                       | -871   | -2.02                       |
| 01019 CHEROKEE, AL                   | 8.94  | 551                     | 6309                        | -199   | -3.15                       |
| 37137 PAMLICO, NC                    | 8.72  | 318                     | 3738                        | -118   | -3.16                       |
| 51933 MONTGOMERY + RADFORD, VA       | 8.54  | 4005                    | 48027                       | -1569  | -3.27                       |
| 54059 MINGO, WV                      | 8.38  | 1022                    | 12491                       | -407   | -3.26                       |
| 51033 CAROLINE, VA                   | 8.10  | 439                     | 5443                        | -42  | -.76                        |
| 28087 LOWNDES, MS                    | 8.09  | 2850                    | 35384                       | -649   | -1.83                       |
| 20061 GEARY, KS                      | 8.03  | 2175                    | 27759                       | -882   | -3.18                       |
| 17199 WILLIAMSON, IL                 | 7.88  | 1925                    | 25027                       | -799   | -3.19                       |
| 47069 HARDEMAN, TN                   | 7.53  | 765                     | 10415                       | -311   | -2.99                       |
| 19057 DES MOINES, IA                 | 7.32  | 1939                    | 27130                       | -806   | -2.97                       |
| 12087 MONROE, FL                     | 7.27  | 3615                    | 50024                       | -821   | -1.64                       |

Table 6.4 (continued)

| County                   | [1]<br>Defense Jobs<br>as Percent of<br>of Total<br>Employment<br>1992 | [2]<br>Defense<br>Jobs<br>1992 | [3]<br>Total<br>Employment<br>1992 | [4]<br>Projected<br>Defense<br>Jobs<br>Reduction<br>1992-1999 | [5]<br>[4] as<br>Percent<br>of [3] |
|--------------------------|--|--------------------------------|------------------------------------|---|------------------------------------|
| 13191 MCINTOSH, GA       | 7.25   | 208                            | 2939                               | -85   | -2.89                              |
| 30005 BLAINE, MT         | 7.22   | 207                            | 2936                               | -76   | -2.59                              |
| 45053 JASPER, SC         | 7.20   | 353                            | 5012                               | -126  | -2.50                              |
| 30085 ROOSEVELT, MT      | 6.73   | 348                            | 5288                               | -126  | -2.37                              |
| 40039 CUSTER, OK         | 6.60   | 936                            | 14528                              | -341  | -2.35                              |
| 48025 BEE, TX            | 6.60   | 717                            | 10885                              | -691  | -6.35                              |
| 22125 WEST FELICIANA, LA | 6.28   | 454                            | 7401                               | -191  | -2.58                              |
| 45011 BARNWELL, SC       | 6.12   | 550                            | 9204                               | -198  | -2.15                              |
| 17151 POPE, IL           | 6.01   | 71                             | 1215                               | -29   | -2.41                              |
| 13187 LUMPKIN, GA        | 5.66   | 294                            | 5196                               | -58   | -1.11                              |
| 55029 DOOR, WI           | 5.64   | 906                            | 16482                              | -428  | -2.60                              |
| 05001 ARKANSAS, AR       | 5.37   | 657                            | 12521                              | -267  | -2.13                              |
| 01109 PIKE, AL           | 5.19   | 719                            | 14174                              | -259  | -1.83                              |
| 55057 JUNEAU, WI         | 5.15   | 601                            | 11858                              | -196  | -1.65                              |
| 06051 MONO, CA           | 5.12   | 370                            | 7252                               | -77   | -1.07                              |
| 35006 CIBOLA, NM         | 5.09   | 323                            | 6477                               | -112  | -1.72                              |
| 13065 CLINCH, GA         | 5.07   | 137                            | 2764                               | -55   | -1.98                              |
| 26039 CRAWFORD, MI       | 5.04   | 256                            | 5158                               | -62   | -1.21                              |
| 28141 TISHOMINGO, MS     | 5.01   | 408                            | 8339                               | -167  | -2.00                              |

Source: NPA Data Services, Inc.

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## DATABASE INSTRUCTION

### Structure of the Paradox Database Files Developed by NPA Data Services Inc. for the Small Business Administration, July 1994.

Three database tables were created: SBRPT contains Proprietor, Small Business, and Total Employment by Industry. EERPT contains Total and Small Business prime contracts from the Eagle Eye CD-ROM by state and by industry. SBANNUAL contains the annual data and projections of total and Small Business defense industry jobs for all states from 1992 to 1999.

Two supplementary tables have also been supplied: INDUSTRY is a list of Industry codes and their labels. STATCODE is a list of SBA, FIPS, and Postal state codes and their labels.

#### Structure of EERPT table

| <u>Field Name</u> | <u>Field Type</u> |
|-------------------|-------------------|
| Stcode            | S                 |
| Industry          | S                 |
| Tot92             | N                 |
| SB92              | N                 |
| %SB               | N                 |

#### Structure of STATCODE table

| <u>Field Name</u> | <u>Field Type</u> |
|-------------------|-------------------|
| SBA               | S                 |
| FIPS              | S                 |
| POSTAL CODE       | A2                |
| TITLE             | A30               |

#### Structure of INDUSTRY table

| <u>Field Name</u> | <u>Field Type</u> |
|-------------------|-------------------|
| Industry          | S                 |
| Label             | A40               |

#### Structure of SBANNUAL table

| <u>Field Name</u> | <u>Field Type</u> |
|-------------------|-------------------|
| FIPS              | S                 |
| 1992              | N                 |
| 1993              | N                 |
| 1994              | N                 |
| 1995              | N                 |
| 1996              | N                 |
| 1997              | N                 |
| 1998              | N                 |
| 1999              | N                 |

#### Structure of SBRPT table

| <u>Field Name</u> | <u>Field Type</u> |
|-------------------|-------------------|
| Census State Code | S                 |
| Industry          | S                 |
| Proprietors       | N                 |
| LT20              | N                 |
| 20-99             | N                 |
| 100-499           | N                 |
| LT500             | N                 |
| OVER500           | N                 |
| Total Jobs        | N                 |
| % Small Business  | N                 |



## **APPENDIX 1**

|   |    |
|---|----|
| Small Business Administration (SBA) Industry Detail . . . . .   | 79 |
| Bureau of Economic Analysis (BEA) Industry Detail . . . . .   | 81 |
| Department of Defense (DoD)Regional Defense Economic<br>Impact Modeling System (RDEIMS) Industry Detail . . . . . | 84 |





## SBA Industry Detail

### SIC Listings

#### **Division A. Agriculture, Forestry and Fishing**

- 01 Agricultural Production - Crops
- 02 Agricultural Production - Livestock and Animal Specialties
- 07 Agricultural Services
- 08 Forestry
- 09 Fishing, Hunting and Trapping

#### **Division B. Mining**

- 10 Metal Mining
- 12 Coal Mining
- 13 Oil and Gas Extraction
- 14 Mining and Quarrying of Nonmetallic Minerals, Except Fuels

#### **Division C. Construction**

- 15 Building Construction - General Contractors and Operative Builders
- 16 Heavy Construction Other than Building Construction - Contractors
- 17 Construction - Special Trade Contractors

#### **Division D. Manufacturing**

- 20 Food and Kindred Products
- 21 Tobacco Products
- 22 Textile Mill Products
- 23 Apparel and Other Finished Products Made from Fabrics and Similar Materials
- 24 Lumber and Wood Products, Except Furniture
- 25 Furniture and Fixtures
- 26 Paper and Allied Products
- 27 Printing, Publishing and Allied Industries
- 28 Chemicals and Allied Products
- 29 Petroleum Refining and Related Industries
- 30 Rubber and Miscellaneous Plastic Products
- 31 Leather and Leather Products
- 32 Stone, Clay, Glass, and Concrete Products
- 33 Primary Metal Industries
- 34 Fabricated Metal Products, Except Machinery and Transportation Equipment
- 35 Industrial and Commercial Machinery and Computer Equipment
- 36 Electronic and Other Electrical Equipment and Components, Except Computer Equipment
- 37 Transportation Equipment
- 38 Measuring, Analyzing and Controlling Instruments: Photographic, Medical and Optical Goods: Watches and Clocks
- 39 Miscellaneous Manufacturing Industries

#### **Division E. Transportation, Communication, Electric, Gas and Sanitary Services**

- 40 Railroad Transportation
- 41 Local and Suburban Transit and Interurban Highway Passenger Transportation
- 42 Motor Freight Transportation and Warehousing
- 43 United States Postal Service
- 44 Water Transportation
- 45 Transportation by Air
- 46 Pipelines, Except Natural Gas
- 47 Transportation Services

- 48 Communications
- 49 Electric, Gas and Sanitary Services

**Division F. Wholesale Trade**

- 50 Wholesale Trade - Durable Goods
- 51 Wholesale Trade - Nondurable Goods

**Division G. Retail Trade**

- 52 Building Materials, Hardware, Garden Supply, and Mobile Home Dealers
- 53 General Merchandise Stores
- 54 Food Stores
- 55 Automotive Dealers and Gasoline Service Stations
- 56 Apparel and Accessory Stores
- 57 Home Furniture, Furnishings and Equipment Stores
- 58 Eating and Drinking Places
- 59 Miscellaneous Retail

**Division H. Finance, Insurance and Real Estate**

- 60 Depository Institutions
- 61 Nondepository Credit Institutions
- 62 Security and Commodity Brokers, Dealers, Exchanges, and Services
- 63 Insurance Carriers
- 64 Insurance Agents, Brokers and Service
- 65 Real Estate
- 67 Holding and Other Investment Offices

**Division I. Services**

- 70 Hotels, Rooming Houses, Camps, and Other Lodging Places
- 72 Personal Services
- 73 Business Services
- 75 Automotive Repair, Services and Parking
- 76 Miscellaneous Repair Services
- 78 Motion Pictures
- 79 Amusement and Recreation Services
- 80 Health Services
- 81 Legal Services
- 82 Educational Services
- 83 Social Services
- 84 Museums, Art Galleries and Botanical and Zoological Gardens
- 86 Membership Organizations
- 87 Engineering, Accounting, Research, Management and Related Services
- 88 Private Households
- 89 Services, Not Elsewhere Classified

**Division J. Public Administration**

- 91 Executive, Legislative and General Government, Except Finance
- 92 Justice, Public Order and Safety
- 93 Public Finance, Taxation and Monetary Policy
- 94 Administration of Human Resource Programs
- 95 Administration of Environmental Quality and Housing Programs
- 96 Administration of Economic Programs
- 97 National Society and International Affairs

**Nonclassifiable Establishments**

- 99 Nonclassifiable Establishments

## BEA Industry Detail

### BEA Code    Title

INCOME BY PLACE OF RESIDENCE  
010 TOTAL PERSONAL INCOME  
011 NONFARM PERSONAL INCOME  
012 FARM INCOME 2/  
  
020 POPULATION (THOUSANDS) 3/  
030 PER CAPITA PERSONAL INCOME (DOLLARS)  
  
DERIVATION OF TOTAL PERSONAL INCOME  
040 EARNINGS BY PLACE OF WORK  
041 LESS: PERSONAL CONT. FOR SOCIAL INSUR. 4/  
042 PLUS: ADJUSTMENT FOR RESIDENCE  
045 EQUALS: NET EARN. BY PLACE OF RESIDENCE  
046 PLUS: DIVIDENDS, INTEREST, AND RENT 6/  
047 PLUS: TRANSFER PAYMENTS  
  
EARNINGS BY PLACE OF WORK  
  
COMPONENTS OF EARNINGS:  
050 WAGES AND SALARIES  
060 OTHER LABOR INCOME  
070 PROPRIETORS' INCOME 7/  
071 FARM  
072 NONFARM  
  
EARNINGS BY INDUSTRY:  
081 FARM  
082 NONFARM  
090 PRIVATE  
  
100 AG. SERV., FOR., FISH., AND OTHER 8/  
110 AGRICULTURAL SERVICES  
120 FORESTRY, FISHERIES, AND OTHER 8/  
121 FORESTRY  
122 FISHERIES  
123 OTHER 8/  
  
130 MINING  
140 COAL MINING  
150 OIL AND GAS EXTRACTION  
160 METAL MINING  
170 NONMETALLIC MINERALS, EXCEPT FUELS  
  
180 CONSTRUCTION  
181 GENERAL BUILDING CONTRACTORS  
182 HEAVY CONSTRUCTION CONTRACTORS  
183 SPECIAL TRADE CONTRACTORS  
  
190 MANUFACTURING  
200 NONDURABLE GOODS  
210 FOOD AND KINDRED PRODUCTS  
220 TEXTILE MILL PRODUCTS  
230 APPAREL AND OTHER TEXTILE PRODUCTS  
240 PAPER AND ALLIED PRODUCTS  
250 PRINTING AND PUBLISHING  
260 CHEMICALS AND ALLIED PRODUCTS  
270 PETROLEUM AND COAL PRODUCTS  
280 TOBACCO MANUFACTURES  
290 RUBBER AND MISC. PLASTICS PRODUCTS  
300 LEATHER AND LEATHER PRODUCTS  
  
310 DURABLE GOODS  
320 LUMBER AND WOOD PRODUCTS  
330 FURNITURE AND FIXTURES  
340 PRIMARY METAL INDUSTRIES  
350 FABRICATED METAL PRODUCTS

BEA Code    Title

360    MACHINERY, EXCEPT ELECTRICAL  
370    ELECTRIC AND ELECTRONIC EQUIPMENT  
380    TRANS. EQUIP. EXCL. MOTOR VEHICLES  
390    MOTOR VEHICLES AND EQUIPMENT  
400    ORDNANCE 9/  
410    STONE, CLAY, AND GLASS PRODUCTS  
420    INSTRUMENTS AND RELATED PRODUCTS  
430    MISC. MANUFACTURING INDUSTRIES

440    TRANSPORTATION AND PUBLIC UTILITIES  
450    RAILROAD TRANSPORTATION  
460    TRUCKING AND WAREHOUSING  
470    WATER TRANSPORTATION  
480    OTHER TRANSPORTATION  
481    LOCAL & INTERURBAN PASSENGER TRANSIT  
482    TRANSPORTATION BY AIR  
483    PIPELINES, EXCEPT NATURAL GAS  
484    TRANSPORTATION SERVICES  
490    COMMUNICATION  
500    ELECTRIC, GAS, AND SANITARY SERVICES

510    WHOLESALE TRADE  
520    RETAIL TRADE  
521    BUILDING MATERIALS AND GARDEN EQUIPMENT  
522    GENERAL MERCHANDISE STORES  
523    FOOD STORES  
524    AUTOMOTIVE DEALERS & SERVICE STATIONS  
525    APPAREL AND ACCESSORY STORES  
526    HOME FURNITURE AND FURNISHINGS STORES  
527    EATING AND DRINKING PLACES  
528    MISCELLANEOUS RETAIL

530    FINANCE, INSURANCE, AND REAL ESTATE  
540    DEPOSITORY & NON-DEP. CREDIT INSTITUTIONS  
550    OTHER FINANCE, INSUR., & REAL ESTATE  
552    SECURITY & COMMODITY BROKERS & SERV.  
553    INSURANCE CARRIERS  
554    INSURANCE AGENTS, BROKERS, & SERVICES  
555    REAL ESTATE  
556    COMBINED REAL ESTATE, INSURANCE, ETC. 10  
557    HOLDING & OTHER INVESTMENT COMPANIES

560    SERVICES  
570    HOTELS AND OTHER LODGING PLACES  
580    PERSONAL SERVICES  
590    PRIVATE HOUSEHOLDS  
601    BUSINESS SERVICES  
602    AUTO REPAIR, SERVICES, AND GARAGES  
603    MISCELLANEOUS REPAIR SERVICES  
611    AMUSEMENT AND RECREATION SERVICES  
612    MOTION PICTURES  
621    HEALTH SERVICES  
622    LEGAL SERVICES  
623    EDUCATIONAL SERVICES  
624    SOCIAL SERVICES 11/  
625    MUSEUMS, BOTANICAL, ZOOLOGICAL GARDENS  
626    MEMBERSHIP ORGANIZATIONS  
627    ENGINEERING AND MANAGEMENT SERVICES 12/  
628    MISCELLANEOUS SERVICES

630    GOVERNMENT AND GOVERNMENT ENTERPRISES  
640    FEDERAL, CIVILIAN  
650    MILITARY  
660    STATE AND LOCAL

## Footnotes:

- 1/ 1969-74 BASED ON 1967 SIC. 1975-87 BASED ON 1972 SIC. 1988-90 BASED ON 1987 SIC.
  - 2/ FARM INCOME CONSISTS OF PROPRIETORS' NET FARM INCOME, THE WAGES OF HIRED FARM LABOR, THE PAY-IN-KIND OF HIRED FARM LABOR, AND THE SALARIES OF OFFICERS OF CORPORATE FARMS.
  - 3/ CENSUS BUREAU MIDYEAR POPULATION ESTIMATES. 1981-89 ARE REVISED AS OF JANUARY 1992 TO REFLECT 1980 + 1990 CENSUS POPULATION COUNTS.
  - 4/ PERSONAL CONTRIBUTIONS FOR SOCIAL INSURANCE ARE INCLUDED IN EARNINGS BY TYPE AND INDUSTRY BUT EXCLUDED FROM PERSONAL INCOME.
  - 5/ U.S. ADJUSTMENT FOR RESIDENCE CONSISTS OF ADJUSTMENTS FOR BORDER WORKERS: INCOME OF U.S. RESIDENTS COMMUTING OUTSIDE U.S. BORDERS TO WORK LESS INCOME OF FOREIGN RESIDENTS COMMUTING INSIDE U.S. BORDERS TO WORK PLUS CERTAIN CARIBBEAN SEASONAL WORKERS.
  - 6/ INCLUDES THE CAPITAL CONSUMPTION ADJUSTMENT FOR RENTAL INCOME OF PERSONS.
  - 7/ INCLUDES THE INVENTORY VALUATION AND CAPITAL CONSUMPTION ADJUSTMENTS.
  - 8/ "OTHER" CONSISTS OF WAGES + SALARIES OF U.S. RESIDENTS EMPLOYED BY INTL. ORG. + FOREIGN EMBASSIES + CONSULATES IN THE U.S.
  - 9/ UNDER THE 1972 STANDARD INDUSTRIAL CLASSIFICATION, ORDNANCE WAS RECLASSIFIED TO FOUR 2-DIGIT INDUSTRIES: FABRICATED METAL PRODUCTS; ELECTRONIC EQUIPMENT, EXCEPT COMPUTER EQUIPMENT; TRANSPORTATION EQUIPMENT; AND INSTRUMENTS AND RELATED PRODUCTS.
  - 10/ UNDER THE 1987 STANDARD INDUSTRIAL CLASSIFICATION, COMBINED REAL ESTATE, INSURANCE, ETC., WAS RECLASSIFIED TO FOUR 2-DIGIT INDUSTRIES: NONDEPOSITORY CREDIT INSTITUTIONS; INSURANCE AGENTS, BROKERS, AND SERVICES: REAL ESTATE; AND LEGAL SERVICES.
  - 11/ THIS CATEGORY IS NEW UNDER THE 1972 STANDARD INDUSTRIAL CLASSIFICATION; THEREFORE ESTIMATES PRIOR TO 1975 DO NOT EXIST.
  - 12/ THIS CATEGORY IS NEW UNDER THE 1987 STANDARD INDUSTRIAL CLASSIFICATION; THEREFORE ESTIMATES PRIOR TO 1988 DO NOT EXIST.
  - 13/ ESTIMATES FOR 1979 FORWARD REFLECT ALASKA CENSUS AREAS AS DEFINED IN THE 1980 DECENNIAL CENSUS; THOSE FOR PRIOR YEARS REFLECT ALASKA CENSUS DIVISIONS AS DEFINED IN THE 1970 DECENNIAL CENSUS. ESTIMATES FROM 1988 FORWARD SEPARATE ALEUTIAN ISLANDS CENSUS AREA INTO ALEUTIANS EAST BOROUGH AND ALEUTIANS WEST CENSUS AREA.
  - 14/ FAR WEST REGION TOTALS DO NOT INCLUDE ALASKA AND HAWAII.
  - 15/ CIBOLA, NM WAS SEPARATED FROM VALENCIA IN JUNE 1981, BUT IN THESE ESTIMATES, VALENCIA INCLUDES CIBOLA THROUGH THE END OF 1981.
  - 16/ LA PAZ COUNTY, AZ WAS SEPARATED FROM YUMA COUNTY ON JANUARY 1, 1983.
- E THE ESTIMATE SHOWN HERE CONSTITUTES THE MAJOR PORTION OF THE TRUE ESTIMATE.
- (D) NOT SHOWN TO AVOID DISCLOSURE OF CONFIDENTIAL INFORMATION  
(L) LESS THAN \$50,000. ESTIMATES ARE INCLUDED IN TOTALS.
- N/A DATA NOT AVAILABLE FOR THIS YEAR.  
REGIONAL ECONOMIC INFORMATION SYSTEM

## DoD RDEIMS Industry Detail

| <u>RDEIMS<br/>ORDER<br/>Number</u> | <u>Industrial Sector</u>                     | <u>Comparable DEIMS<br/>Order Numbers</u> |
|------------------------------------|--|---|
| R1                                 | Agricultural Products                        | 1 - 11                                    |
| R3                                 | Forestry and Fishery Products                | 12 - 13                                   |
| R4                                 | Agricultural, Forestry, and Fishery Services | 14  |
| R5                                 | Iron Ore Mining                              | 15  |
| R6                                 | Nonferrous Metal Mining                      | 16 - 17                                   |
| R7                                 | Coal Mining                                  | 18  |
| R8                                 | Crude Petroleum and Natural Gas              | 19 - 20                                   |
| R9                                 | Stone and Clay Mining and Quarrying          | 21  |
| R10                                | Chemical Fertilizer Mineral Mining           | 22  |
| R11                                | New Construction                             | 23 - 46                                   |
| R12                                | Maintenance and Repair Construction          | 47 - 49                                   |
| R13                                | Ordnance and Accessories                     | 50 - 55                                   |
| R14                                | Food and Kindred Products                    | 56 - 99                                   |
| R15                                | Tobacco Manufacturers                        | 100 - 103                                 |
| R16                                | Fabric Yarn and Thread Mills                 | 104 - 107                                 |
| R17                                | Miscellaneous Textile Goods                  | 108 - 111                                 |
| R18                                | Apparel                                      | 112 - 114                                 |
| R19                                | Miscellaneous Fabricated Textile Products    | 115 - 116                                 |
| R20                                | Lumber and Wood Products                     | 117 - 129                                 |
| R21                                | Wood Containers                              | 130                                       |
| R22                                | Household Furniture                          | 131 - 136                                 |
| R23                                | Other Furniture and Fixtures                 | 137 - 143                                 |
| R24                                | Paper and Allied Products                    | 144 - 154                                 |
| R25                                | Paperboard Containers and Boxes              | 155                                       |
| R26                                | Printing and Publishing                      | 156 - 167                                 |
| R27                                | Chemicals and Chemical Products              | 168 - 77                                  |
| R28                                | Plastics and Synthetic Materials             | 178 - 181                                 |
| R29                                | Drugs, Cleaning, and Toiletry Preparations   | 182 - 186                                 |
| R30                                | Paints and Allied Products                   | 187                                       |
| R31                                | Petroleum Refining and Related Products      | 188 - 192                                 |
| R32                                | Rubber and Miscellaneous Plastic Products    | 193 - 198                                 |
| R33                                | Leather Tanning and Finishing                | 199                                       |
| R34                                | Footwear and Other Leather Products          | 200 - 204                                 |
| R35                                | Glass and Glass Products                     | 205 - 206                                 |
| R36                                | Stone and Clay Products                      | 207 - 222                                 |
| R37                                | Primary Ferrous Metals                       | 223 - 231                                 |
| R38                                | Nonferrous Metals                            | 232 - 245                                 |
| R39                                | Metal Containers                             | 246 - 247                                 |
| R40                                | Fabricated Structural Metal Products         | 248 - 256                                 |
| R41                                | Screw Machine Products and Stampings         | 257 - 259                                 |
| R42                                | Other Fabricated Metal Products              | 260 - 270                                 |
| R43                                | Engines and Turbines                         | 271 - 272                                 |
| R44                                | Farm and Garden Machinery                    | 273 - 274                                 |
| R45                                | Construction and Mining Machinery            | 275 - 277                                 |
| R46                                | Materials-Handling Machinery and Equipment   | 278 - 281                                 |
| R47                                | Metalworking Machinery and Equipment         | 282 - 287                                 |

| <b><u>RDEIMS<br/>ORDER<br/>Number</u></b> | <b><u>Industrial Sector</u></b>                  | <b><u>Comparable DEIMS<br/>Order Numbers</u></b> |
|---|--|--|
| R48                                       | Special Industry Machinery                       | 288 - 293  |
| R49                                       | General Industry Machinery                       | 294 - 300  |
| R50                                       | Miscellaneous Nonelectrical Machinery            | 301 - 302  |
| R51                                       | Office, Computing, and Accounting Machinery      | 303 - 306  |
| R52                                       | Service Industry Machines                        | 307 - 311  |
| R53                                       | Electrical Machinery                             | 312 - 319  |
| R54                                       | Household Appliances                             | 320 - 326  |
| R55                                       | Electrical Lighting and Wiring                   | 327 - 329  |
| R56                                       | Radio, TV, and Communication Equipment           | 330 - 333  |
| R57                                       | Electronic Components and Accessories            | 334 - 340  |
| R58                                       | Miscellaneous Electrical Machinery and Equipment | 341 - 345  |
| R59                                       | Motor Vehicles and Equipment                     | 346 - 350  |
| R60                                       | Aircraft and Parts                               | 351 - 353  |
| R61                                       | Other Transportation Equipment                   | 354 - 360  |
| R62                                       | Instruments and Supplies                         | 361 - 366  |
| R63                                       | Optical, Ophthalmic, and Photographic Equipment  | 367 - 369  |
| R64                                       | Miscellaneous Manufacturing                      | 370 - 379  |
| R65                                       | Transportation and Warehousing                   | 380 - 386  |
| R66                                       | Communication Except Radio and TV                | 387  |
| R67                                       | Radio and TV Broadcasting                        | 388  |
| R68                                       | Utilities  | 389 - 391  |
| R69                                       | Wholesale and Retail Trade                       | 392 - 393  |
| R70                                       | Finance and Insurance                            | 394 - 396  |
| R71                                       | Real Estate and Rentals                          | 397 - 398  |
| R72                                       | Personal Services, Except Automotive             | 399 - 401  |
| R73                                       | Business Services                                | 402 - 414  |
| R74                                       | Eating and Drinking Places                       | 415  |
| R75                                       | Automotive Repair and Service                    | 416 - 417  |
| R77                                       | Miscellaneous Services                           | 418 - 426  |





## **APPENDIX 2**

|   |    |
|---|----|
| Estimates of Small Business Employment Including Proprietors<br>and the Share of Small Business Employment<br>by State and Industry, 1990 . . . . . | 89 |
|---|----|

Note: For the content of industries listed in this database see Table 2.1.



UNITED STATES TOTAL

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|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     | 471,100            | 655,499             | 56,698       | 33,268         | 779,216              | 23,070          | 833,894           | 93.44 %                 |
| Mining                                   | 294,700            | 362,384             | 87,473       | 58,009         | 540,111              | 364,163         | 978,684           | 55.19 %                 |
| Construction                             | 1,873,300          | 1,044,498           | 1,617,437    | 733,205        | 6,129,421            | 563,298         | 7,112,013         | 86.18 %                 |
| Food & Kindred Products                  | 143,226            | 202,533             | 158,745      | 245,830        | 606,708              | 1,098,920       | 1,709,084         | 35.50 %                 |
| Tobacco Manufacturers                    | 5,445              | 5,445               | 0            | 0              | 6,133                | 33,079          | 42,819            | 14.32 %                 |
| Textile Mill Products                    | 54,157             | 66,672              | 60,230       | 116,041        | 221,318              | 454,851         | 700,728           | 31.58 %                 |
| Apparel & Other Textile Products         | 45,517             | 123,459             | 242,731      | 268,961        | 629,214              | 445,250         | 1,100,397         | 57.18 %                 |
| Lumber & Wood Products (exc. Furniture)  | 150,582            | 294,053             | 187,902      | 147,823        | 629,907              | 237,283         | 866,540           | 72.69 %                 |
| Furniture & Fixtures                     | 32,379             | 76,791              | 99,417       | 109,633        | 279,587              | 250,887         | 541,177           | 51.66 %                 |
| Paper & Allied Products                  | 13,554             | 26,869              | 64,667       | 93,054         | 187,213              | 497,964         | 687,161           | 27.24 %                 |
| Printing & Publishing                    | 93,200             | 345,258             | 322,889      | 262,855        | 933,801              | 790,044         | 1,726,763         | 54.08 %                 |
| Chemicals & Allied Products              | 12,268             | 44,319              | 72,153       | 96,718         | 217,381              | 889,191         | 1,104,549         | 19.68 %                 |
| Petroleum & Coal Products                | 2,595              | 4,315               | 5,899        | 6,239          | 20,330               | 97,831          | 133,976           | 15.17 %                 |
| Rubber & Misc. Plastic Products          | 798                | 46,325              | 154,167      | 211,256        | 411,303              | 494,419         | 917,195           | 44.84 %                 |
| Leather & Leather Products               | 22,893             | 26,319              | 14,738       | 17,519         | 58,301               | 47,423          | 120,934           | 48.21 %                 |
| Stone, Clay, Glass & Concrete Products   | 70,300             | 120,930             | 98,282       | 91,966         | 409,650              | 295,695         | 614,666           | 50.38 %                 |
| Primary Metal Industries                 | 27,540             | 45,741              | 68,798       | 114,939        | 234,288              | 535,596         | 771,259           | 30.38 %                 |
| Fabricated Metal Products (exc. mach.)   | 12,100             | 159,957             | 360,310      | 328,576        | 846,290              | 679,282         | 1,531,806         | 55.25 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 39,517             | 263,837             | 381,536      | 322,268        | 966,874              | 1,152,885       | 2,128,928         | 45.42 %                 |
| Electric & Electronic Equipment          | 9,627              | 61,860              | 163,052      | 248,534        | 474,098              | 1,194,017       | 1,666,980         | 28.44 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 121,786            | 152,028             | 75,722       | 113,267        | 350,265              | 1,446,419       | 2,013,878         | 17.39 %                 |
| Instruments & Related Products           | 894                | 34,017              | 80,903       | 116,014        | 232,464              | 765,103         | 1,010,111         | 23.01 %                 |
| Misc. Manufacturing Industries           | 55,700             | 124,908             | 107,330      | 87,245         | 305,702              | 124,447         | 462,156           | 66.15 %                 |
| Transportation & Warehousing             | 755,008            | 1,262,063           | 563,261      | 384,321        | 2,161,551            | 1,518,440       | 3,857,710         | 56.03 %                 |
| Communication                            | 60,004             | 120,617             | 103,816      | 80,764         | 307,040              | 1,140,017       | 1,460,530         | 21.02 %                 |
| Electric, Gas & Sanitary Service         | 53,566             | 85,182              | 51,365       | 44,422         | 199,156              | 796,788         | 1,002,472         | 19.87 %                 |
| Wholesale & Retail Trade (exc. eating)   | 2,759,200          | 7,456,984           | 3,870,655    | 2,117,727      | 13,486,727           | 8,803,041       | 22,340,048        | 60.37 %                 |
| Eating & Drinking Places                 | 292,500            | 1,638,710           | 2,056,559    | 964,427        | 4,659,696            | 2,209,598       | 6,869,294         | 67.83 %                 |
| Finance & Insurance                      | 1,400,529          | 2,029,179           | 620,121      | 599,537        | 3,293,683            | 3,663,859       | 6,990,723         | 47.12 %                 |
| Real Estate & Rentals                    | 2,459,400          | 3,065,260           | 332,222      | 241,526        | 3,632,479            | 209,696         | 3,848,753         | 94.38 %                 |
| Personal Services                        | 1,103,000          | 1,698,011           | 245,372      | 112,613        | 2,064,324            | 260,968         | 2,325,292         | 88.78 %                 |
| Business Services                        | 1,654,600          | 2,548,028           | 942,067      | 1,070,976      | 4,565,328            | 2,347,802       | 6,913,130         | 66.04 %                 |
| Automotive Repairs & Services            | 391,500            | 905,648             | 164,626      | 64,208         | 1,136,282            | 164,351         | 1,288,664         | 88.18 %                 |
| Miscellaneous Services                   | 4,307,738          | 8,219,309           | 3,192,836    | 3,417,120      | 14,839,835           | 8,601,467       | 23,303,202        | 63.68 %                 |
| All Industries                           | 18,790,223         | 46,317,008          | 16,623,979   | 12,920,861     | 65,715,676           | 42,197,144      | 108,975,516       | 60.30 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

UNITED STATES (Sum of State Estimates by Industry)

|   | Proprietors | Less Than 20 | 20-99      | 100-499   | Less Than 500 | Over 500   | Total Jobs | % Small Business |
|---|-------------|--------------|------------|-----------|---------------|------------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other Mining |             |              |            |           |               |            |            |                  |
| Construction                                | 1,464,352   | 1,204,086    | 1,362,607  | 663,507   | 5,230,200     | 525,408    | 5,755,608  | 90.87 %          |
| Food & Kindred Products                     | 143,032     | 202,339      | 156,450    | 245,275   | 604,064       | 1,096,468  | 1,700,532  | 35.52 %          |
| Textile Mill Products                       | 24,825      | 36,672       | 51,127     | 96,015    | 183,814       | 412,149    | 595,963    | 30.84 %          |
| Apparel & Other Textile Products            | 24,610      | 100,515      | 236,071    | 257,839   | 594,425       | 416,446    | 1,010,871  | 58.80 %          |
| Lumber & Wood Products (exc. Furniture)     | 142,214     | 279,915      | 183,057    | 146,284   | 609,256       | 235,735    | 844,991    | 72.10 %          |
| Furniture & Fixtures                        | 19,906      | 60,381       | 92,549     | 107,598   | 260,528       | 250,887    | 511,415    | 50.94 %          |
| Paper & Allied Products                     | 635         | 12,059       | 52,651     | 76,349    | 141,059       | 325,978    | 467,037    | 30.20 %          |
| Printing & Publishing                       | 92,101      | 344,159      | 320,007    | 262,855   | 927,021       | 786,432    | 1,713,453  | 54.10 %          |
| Chemicals & Allied Products                 | 9,038       | 40,128       | 69,215     | 94,611    | 203,954       | 827,160    | 1,031,114  | 19.78 %          |
| Petroleum & Coal Products                   | 98          | 1,121        | 2,002      | 3,233     | 6,356         | 40,909     | 47,265     | 13.45 %          |
| Rubber & Misc. Plastic Products             | 731         | 44,429       | 152,966    | 206,854   | 404,249       | 488,715    | 892,964    | 45.27 %          |
| Stone, Clay, Glass & Concrete Products      | 60,210      | 108,395      | 95,751     | 86,490    | 290,636       | 292,755    | 583,391    | 49.82 %          |
| Primary Metal Industries                    | 21,533      | 38,220       | 63,860     | 106,814   | 208,894       | 448,467    | 657,361    | 31.78 %          |
| Fabricated Metal Products (exc. mach.)      | 11,400      | 157,781      | 358,592    | 326,074   | 842,447       | 676,970    | 1,519,417  | 55.45 %          |
| Machinery, Computer Eqpmnt (exc. elect)     | 36,864      | 259,537      | 380,031    | 322,268   | 961,836       | 1,152,152  | 2,113,988  | 45.50 %          |
| Electric & Electronic Equipment             | 8,851       | 60,155       | 160,682    | 242,104   | 462,941       | 1,143,425  | 1,606,366  | 28.82 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles        | 68,113      | 97,592       | 71,919     | 110,763   | 280,274       | 1,375,282  | 1,655,556  | 16.93 %          |
| Instruments & Related Products              | 612         | 32,458       | 78,721     | 110,541   | 221,720       | 725,746    | 947,466    | 23.40 %          |
| Misc. Manufacturing Industries              | 45,742      | 108,810      | 98,606     | 80,923    | 288,339       | 117,618    | 405,957    | 71.03 %          |
| Transportation & Warehousing                | 37,800      | 80,307       | 45,676     | 34,421    | 160,404       | 55,688     | 216,092    | 74.23 %          |
| Communication                               | 57,697      | 116,488      | 97,004     | 78,948    | 292,440       | 1,114,653  | 1,407,093  | 20.78 %          |
| Electric, Gas & Sanitary Service            | 32,515      | 56,395       | 38,037     | 35,195    | 129,627       | 514,313    | 643,940    | 20.13 %          |
| Wholesale & Retail Trade (exc. eating)      | 2,298,970   | 6,239,386    | 3,308,363  | 1,856,779 | 11,404,528    | 7,680,285  | 19,084,813 | 59.76 %          |
| Eating & Drinking Places                    | 292,500     | 1,638,710    | 2,056,559  | 964,427   | 4,659,696     | 2,209,598  | 6,869,294  | 67.83 %          |
| Finance & Insurance                         | 1,014,982   | 1,472,862    | 471,112    | 488,026   | 2,432,000     | 2,877,485  | 5,309,485  | 45.80 %          |
| Real Estate & Rentals                       | 2,426,322   | 3,024,482    | 331,246    | 241,526   | 3,597,254     | 209,587    | 3,806,841  | 94.49 %          |
| Personal Services                           | 1,070,081   | 1,653,422    | 245,372    | 112,613   | 2,011,407     | 257,895    | 2,269,302  | 88.64 %          |
| Business Services                           | 1,645,309   | 2,534,677    | 942,067    | 1,070,976 | 4,547,720     | 2,345,904  | 6,893,624  | 65.97 %          |
| Automotive Repairs & Services               | 369,294     | 862,991      | 163,586    | 63,831    | 1,090,408     | 162,872    | 1,253,280  | 87.00 %          |
| Miscellaneous Services                      | 1,562,875   | 2,955,010    | 1,154,181  | 1,283,037 | 5,392,228     | 3,435,444  | 8,827,672  | 61.08 %          |
| All Industries                              | 12,983,212  | 25,823,482   | 12,840,067 | 9,776,176 | 48,439,725    | 32,202,426 | 80,642,151 | 60.07 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

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## UNITED STATES (Sum of Industry Estimates by State)

|                               | Proprietors | LT20       | 20-99      | 100-499   | LT500      | OVER500    | Total Jobs | % Small Business |
|-------------------------------|-------------|------------|------------|-----------|------------|------------|------------|------------------|
| ALABAMA                       | 199,991     | 379,671    | 175,247    | 134,033   | 688,951    | 511,630    | 1,200,581  | 57.4 %           |
| ALASKA                        | 5,314       | 11,609     | 7,105      | 7,329     | 26,043     | 8,027      | 34,070     | 76.4 %           |
| ARIZONA                       | 150,965     | 283,384    | 135,287    | 89,247    | 507,918    | 352,701    | 860,619    | 59.0 %           |
| ARKANSAS                      | 72,680      | 112,832    | 44,792     | 41,569    | 199,193    | 170,982    | 370,175    | 53.8 %           |
| CALIFORNIA                    | 2,210,173   | 4,296,850  | 2,127,022  | 1,557,886 | 7,981,758  | 4,744,379  | 12,726,137 | 62.7 %           |
| COLORADO                      | 190,331     | 313,505    | 126,528    | 73,387    | 313,420    | 260,947    | 774,367    | 66.3 %           |
| CONNECTICUT                   | 168,318     | 337,712    | 168,934    | 125,620   | 632,266    | 456,763    | 1,089,029  | 58.1 %           |
| DELAWARE                      | 12,700      | 23,582     | 13,160     | 8,762     | 45,504     | 23,589     | 69,093     | 65.9 %           |
| DISTRICT OF COLUMBIA          | 12,909      | 25,797     | 21,135     | 17,857    | 64,789     | 51,542     | 116,331    | 55.7 %           |
| FLORIDA                       | 721,839     | 1,446,852  | 628,477    | 401,603   | 2,476,932  | 1,439,117  | 3,916,049  | 63.3 %           |
| GEORGIA                       | 305,231     | 625,358    | 309,412    | 234,970   | 1,169,740  | 991,925    | 2,161,665  | 54.1 %           |
| HAWAII                        | 22,629      | 47,537     | 29,321     | 20,534    | 97,392     | 34,461     | 131,853    | 73.9 %           |
| IDAHO                         | 25,429      | 44,686     | 16,592     | 12,754    | 74,032     | 28,646     | 102,678    | 72.1 %           |
| ILLINOIS                      | 711,235     | 1,469,388  | 795,086    | 657,103   | 2,921,577  | 2,050,142  | 4,971,719  | 58.8 %           |
| INDIANA                       | 257,761     | 537,792    | 298,368    | 235,369   | 1,071,529  | 799,087    | 1,870,616  | 57.3 %           |
| IOWA                          | 140,566     | 262,625    | 115,308    | 73,514    | 451,447    | 279,166    | 730,613    | 61.8 %           |
| KANSAS                        | 125,579     | 206,976    | 85,800     | 63,779    | 356,555    | 201,030    | 557,585    | 63.9 %           |
| KENTUCKY                      | 84,745      | 141,024    | 73,231     | 61,344    | 275,599    | 202,785    | 478,384    | 57.6 %           |
| LOUISIANA                     | 98,826      | 185,444    | 96,724     | 75,518    | 357,686    | 217,119    | 574,805    | 62.2 %           |
| MAINE                         | 31,332      | 53,283     | 24,205     | 19,345    | 96,833     | 24,747     | 121,580    | 79.6 %           |
| MARYLAND                      | 225,304     | 471,602    | 260,722    | 185,194   | 917,518    | 560,068    | 1,477,586  | 62.1 %           |
| MASSACHUSETTS                 | 359,582     | 707,033    | 359,801    | 263,831   | 1,330,665  | 901,028    | 2,231,693  | 59.6 %           |
| MICHIGAN                      | 278,709     | 641,621    | 430,353    | 305,064   | 1,377,038  | 1,160,312  | 2,537,350  | 54.3 %           |
| MINNESOTA                     | 240,121     | 487,082    | 259,282    | 185,396   | 931,760    | 608,003    | 1,539,763  | 60.5 %           |
| MISSISSIPPI                   | 101,594     | 151,729    | 51,388     | 50,880    | 253,997    | 171,052    | 425,049    | 59.8 %           |
| MISSOURI                      | 241,211     | 411,319    | 178,355    | 131,051   | 720,725    | 528,801    | 1,249,526  | 57.7 %           |
| MONTANA                       | 5,671       | 19,163     | 11,452     | 3,725     | 34,340     | 11,007     | 45,347     | 75.7 %           |
| NEBRASKA                      | 59,919      | 128,069    | 66,737     | 39,434    | 234,240    | 147,579    | 381,819    | 61.3 %           |
| NEVADA                        | 33,459      | 58,232     | 27,694     | 15,200    | 101,126    | 34,205     | 135,331    | 74.7 %           |
| NEW HAMPSHIRE                 | 40,147      | 66,400     | 31,444     | 19,807    | 117,651    | 61,493     | 179,144    | 65.7 %           |
| NEW JERSEY                    | 392,672     | 846,949    | 444,727    | 331,291   | 1,622,967  | 1,091,847  | 2,714,814  | 59.8 %           |
| NEW MEXICO                    | 38,729      | 63,380     | 24,886     | 16,300    | 104,566    | 25,816     | 130,382    | 80.2 %           |
| NEW YORK                      | 1,137,819   | 2,478,486  | 1,219,423  | 1,033,027 | 4,730,936  | 3,132,739  | 7,863,675  | 60.2 %           |
| NORTH CAROLINA                | 311,142     | 644,608    | 318,595    | 262,517   | 1,225,720  | 983,967    | 2,209,687  | 55.5 %           |
| NORTH DAKOTA                  | 9,578       | 19,109     | 10,854     | 6,107     | 36,070     | 8,205      | 44,275     | 81.5 %           |
| OHIO                          | 641,719     | 1,315,526  | 721,956    | 583,120   | 2,620,602  | 2,004,834  | 4,625,436  | 56.7 %           |
| OKLAHOMA                      | 115,285     | 227,207    | 94,599     | 73,021    | 394,827    | 246,401    | 641,228    | 61.6 %           |
| OREGON                        | 180,323     | 342,633    | 152,154    | 109,434   | 604,221    | 233,868    | 838,089    | 72.1 %           |
| PENNSYLVANIA                  | 713,573     | 1,476,920  | 777,140    | 669,409   | 2,923,469  | 2,042,320  | 4,965,789  | 58.9 %           |
| RHODE ISLAND                  | 19,316      | 43,829     | 32,265     | 26,791    | 102,885    | 49,406     | 152,291    | 67.6 %           |
| SOUTH CAROLINA                | 119,163     | 242,550    | 117,507    | 104,165   | 464,222    | 472,631    | 936,853    | 49.6 %           |
| SOUTH DAKOTA                  | 3,594       | 12,400     | 9,835      | 5,250     | 27,485     | 11,572     | 39,057     | 70.4 %           |
| TENNESSEE                     | 225,034     | 442,816    | 223,864    | 174,992   | 841,672    | 646,621    | 1,488,293  | 56.6 %           |
| TEXAS                         | 791,647     | 1,549,088  | 721,419    | 563,318   | 2,833,825  | 2,118,370  | 4,952,195  | 57.2 %           |
| UTAH                          | 42,707      | 70,648     | 39,970     | 31,425    | 142,043    | 79,212     | 221,255    | 64.2 %           |
| VERMONT                       | 10,424      | 20,160     | 12,225     | 8,213     | 40,598     | 10,012     | 50,610     | 80.2 %           |
| VIRGINIA                      | 420,985     | 724,166    | 287,365    | 208,183   | 1,219,714  | 799,188    | 2,018,902  | 60.4 %           |
| WASHINGTON                    | 372,982     | 718,009    | 311,318    | 208,694   | 1,238,021  | 495,760    | 1,733,781  | 71.4 %           |
| WEST VIRGINIA                 | 52,218      | 106,880    | 46,323     | 27,271    | 180,474    | 76,269     | 256,743    | 70.3 %           |
| WISCONSIN                     | 246,080     | 520,393    | 298,826    | 219,987   | 1,039,206  | 636,811    | 1,676,017  | 62.0 %           |
| WYOMING                       | 3,952       | 9,568      | 5,854      | 2,556     | 17,978     | 4,244      | 22,222     | 80.9 %           |
| UNITED STATES (sum of states) | 12,983,212  | 25,823,482 | 12,840,067 | 9,776,176 | 48,439,725 | 32,202,426 | 80,642,151 | 60.1 %           |

MAINE

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 106                | 551                 | 916          | 1,890          | 3,357                | 3,519           | 6,876             | 48.82 %                 |
| Textile Mill Products                   | 37                 | 157                 | 452          | 1,934          | 2,543                | 2,840           | 5,383             | 47.24 %                 |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) | 2,750              | 5,449               | 3,529        | 3,151          | 12,129               | 3,261           | 15,390            | 78.81 %                 |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 410                | 1,656               | 1,536        | 2,030          | 5,222                | 1,176           | 6,398             | 81.62 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmnt (exc. elect.) | 629                | 1,254               | 1,102        | 902            | 3,258                | 1,257           | 4,515             | 72.16 %                 |
| Electric & Electronic Equipment         | 57                 | 222                 | 434          | 723            | 1,379                | 6,378           | 7,757             | 17.78 %                 |
| Trans. Eqmnt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 1,957              | 10,264              | 12,296       | 6,118          | 28,678               | 2,536           | 31,214            | 91.88 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 13,238             | 15,667              | 606          | 222            | 16,495               | 54              | 16,549            | 99.67 %                 |
| Personal Services                       |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                       | 9,142              | 12,761              | 2,929        | 2,102          | 17,792               | 3,259           | 21,051            | 84.52 %                 |
| Automotive Repairs & Services           | 3,006              | 5,302               | 405          | 273            | 5,980                | 467             | 6,447             | 92.76 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 31,332             | 53,283              | 24,205       | 19,345         | 96,833               | 24,747          | 121,580           | 79.65 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

NEW HAMPSHIRE

|  | Proprietors | Less Than 20 | 20-99  | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|--|-------------|--------------|--------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other     |             |              |        |         |               |          |            |                  |
| Mining                                   |             |              |        |         |               |          |            |                  |
| Construction                             |             |              |        |         |               |          |            |                  |
| Food & Kindred Products                  |             |              |        |         |               |          |            |                  |
| Textile Mill Products                    |             |              |        |         |               |          |            |                  |
| Apparel & Other Textile Products         | 57          | 298          | 533    | 539     | 1,370         | 0        | 1,370      | 100.00 %         |
| Lumber & Wood Products (exc. Furniture)  | 2,751       | 3,964        | 1,696  | 900     | 6,560         | 646      | 7,206      | 91.04 %          |
| Furniture & Fixtures                     |             |              |        |         |               |          |            |                  |
| Paper & Allied Products                  |             |              |        |         |               |          |            |                  |
| Printing & Publishing                    | 955         | 2,587        | 1,824  | 2,631   | 7,042         | 1,958    | 9,000      | 78.24 %          |
| Chemicals & Allied Products              | 1,184       | 1,303        | 157    | 97      | 1,557         | 606      | 2,163      | 71.98 %          |
| Petroleum & Coal Products                |             |              |        |         |               |          |            |                  |
| Rubber & Misc. Plastic Products          | 11          | 339          | 929    | 1,338   | 2,606         | 6,293    | 8,899      | 29.28 %          |
| Stone, Clay, Glass & Concrete Products   | 787         | 1,066        | 644    | 76      | 1,786         | 1,030    | 2,816      | 63.42 %          |
| Primary Metal Industries                 |             |              |        |         |               |          |            |                  |
| Fabricated Metal Products (exc. mach.)   | 91          | 1,121        | 1,316  | 1,698   | 4,135         | 2,829    | 6,964      | 59.38 %          |
| Machinery, Computer Eqpmnt (exc. elect.) | 336         | 1,782        | 2,220  | 1,831   | 5,833         | 13,270   | 19,103     | 30.53 %          |
| Electric & Electronic Equipment          | 580         | 1,214        | 1,501  | 2,053   | 4,768         | 7,767    | 12,535     | 38.04 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles     |             |              |        |         |               |          |            |                  |
| Instruments & Related Products           | 6           | 362          | 964    | 1,558   | 2,884         | 10,779   | 13,663     | 21.11 %          |
| Misc. Manufacturing Industries           |             |              |        |         |               |          |            |                  |
| Transportation & Warehousing             |             |              |        |         |               |          |            |                  |
| Communication                            | 177         | 487          | 805    | 129     | 1,421         | 3,932    | 5,353      | 26.55 %          |
| Electric, Gas & Sanitary Service         |             |              |        |         |               |          |            |                  |
| Wholesale & Retail Trade (exc. eating)   |             |              |        |         |               |          |            |                  |
| Eating & Drinking Places                 | 1,585       | 9,074        | 12,347 | 2,915   | 24,336        | 6,235    | 30,571     | 79.60 %          |
| Finance & Insurance                      |             |              |        |         |               |          |            |                  |
| Real Estate & Rentals                    | 11,873      | 14,865       | 1,287  | 749     | 16,901        | 171      | 17,072     | 99.00 %          |
| Personal Services                        | 6,368       | 9,655        | 814    | 842     | 11,311        | 593      | 11,904     | 95.02 %          |
| Business Services                        | 13,386      | 18,283       | 4,407  | 2,451   | 25,141        | 5,384    | 30,525     | 82.36 %          |
| Automotive Repairs & Services            |             |              |        |         |               |          |            |                  |
| Miscellaneous Services                   |             |              |        |         |               |          |            |                  |
| All Industries                           | 40,147      | 66,400       | 31,444 | 19,807  | 117,651       | 61,493   | 179,144    | 65.67 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

VERMONT

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|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 240                | 658                 | 664          | 1,073          | 2,395                | 1,382           | 3,777             | 63.41 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture)  | 2,503              | 3,464               | 892          | 1,045          | 5,401                | 412             | 5,813             | 92.91 %                 |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 518                | 1,409               | 1,292        | 1,599          | 4,300                | 1,411           | 5,711             | 75.29 %                 |
| Chemicals & Allied Products              |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 6                  | 74                  | 549          | 470            | 1,093                | 502             | 1,595             | 68.53 %                 |
| Stone, Clay, Glass & Concrete Products   |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqpmnt (exc. elect.) | 360                | 727                 | 807          | 1,158          | 2,692                | 2,114           | 4,806             | 56.01 %                 |
| Electric & Electronic Equipment          |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqpmnt., Incl Motor Vehicles      |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 632                | 5,578               | 6,598        | 2,086          | 14,262               | 2,929           | 17,191            | 82.96 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    |                    |                     |              |                |                      |                 |                   |                         |
| Personal Services                        |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                        | 6,165              | 8,250               | 1,423        | 782            | 10,455               | 1,262           | 11,717            | 89.23 %                 |
| Automotive Repairs & Services            |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 10,424             | 20,160              | 12,225       | 8,213          | 40,598               | 10,012          | 50,610            | 80.22 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.



NEW HAMPSHIRE

VERMONT

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 240                | 658                 | 664          | 1,073          | 2,395                | 1,382           | 3,777             | 63.41 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) | 2,503              | 3,464               | 892          | 1,045          | 5,401                | 412             | 5,813             | 92.91 %                 |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 518                | 1,409               | 1,292        | 1,599          | 4,300                | 1,411           | 5,711             | 75.29 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 6                  | 74                  | 549          | 470            | 1,093                | 502             | 1,595             | 68.53 %                 |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmmt (exc. elect.) | 360                | 727                 | 807          | 1,158          | 2,692                | 2,114           | 4,806             | 56.01 %                 |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 632                | 5,578               | 6,598        | 2,086          | 14,262               | 2,929           | 17,191            | 82.96 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   |                    |                     |              |                |                      |                 |                   |                         |
| Personal Services                       |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                       | 6,165              | 8,250               | 1,423        | 782            | 10,455               | 1,262           | 11,717            | 89.23 %                 |
| Automotive Repairs & Services           |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 10,424             | 20,160              | 12,225       | 8,213          | 40,598               | 10,012          | 50,610            | 80.22 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

MASSACHUSETTS

|   | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|---|-------------|--------------|---------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    |             |              |         |         |               |          |            |                  |
| Mining                                  |             |              |         |         |               |          |            |                  |
| Construction                            | 62,490      | 118,116      | 31,167  | 10,255  | 159,538       | 11,152   | 170,690    | 93.47 %          |
| Food & Kindred Products                 | 233         | 2,040        | 5,386   | 5,839   | 13,265        | 11,314   | 24,579     | 53.97 %          |
| Textile Mill Products                   | 14,743      | 15,334       | 2,687   | 4,450   | 22,471        | 9,098    | 31,569     | 71.18 %          |
| Apparel & Other Textile Products        | 705         | 2,330        | 5,809   | 6,575   | 14,714        | 6,713    | 21,427     | 68.67 %          |
| Lumber & Wood Products (exc. Furniture) | 1,108       | 3,063        | 1,814   | 485     | 5,362         | 492      | 5,854      | 91.60 %          |
| Furniture & Fixtures                    | 593         | 1,795        | 2,077   | 1,448   | 5,320         | 629      | 5,949      | 89.43 %          |
| Paper & Allied Products                 | 26          | 534          | 3,680   | 6,268   | 10,482        | 12,545   | 23,027     | 45.52 %          |
| Printing & Publishing                   | 2,665       | 10,019       | 11,633  | 10,415  | 32,067        | 27,517   | 59,584     | 53.82 %          |
| Chemicals & Allied Products             | 411         | 1,410        | 2,679   | 2,565   | 6,654         | 10,397   | 17,051     | 39.02 %          |
| Petroleum & Coal Products               |             |              |         |         |               |          |            |                  |
| Rubber & Misc. Plastic Products         | 21          | 1,641        | 6,412   | 7,367   | 15,420        | 12,883   | 28,303     | 54.48 %          |
| Stone, Clay, Glass & Concrete Products  | 2,587       | 3,718        | 2,333   | 1,254   | 7,305         | 6,218    | 13,523     | 54.02 %          |
| Primary Metal Industries                | 28          | 838          | 2,336   | 3,256   | 6,430         | 8,998    | 15,428     | 41.68 %          |
| Fabricated Metal Products (exc. mach.)  | 605         | 5,593        | 12,427  | 7,003   | 25,023        | 15,428   | 40,451     | 61.86 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 2,110       | 9,045        | 12,360  | 11,416  | 32,821        | 48,077   | 80,898     | 40.57 %          |
| Electric & Electronic Equipment         | 494         | 2,830        | 7,413   | 13,562  | 23,805        | 51,731   | 75,536     | 31.51 %          |
| Trans. Eqmmt., Incl. Motor Vehicles     |             |              |         |         |               |          |            |                  |
| Instruments & Related Products          | 20          | 1,977        | 6,012   | 7,602   | 15,591        | 57,700   | 73,291     | 21.27 %          |
| Misc. Manufacturing Industries          | 1,407       | 3,518        | 4,416   | 3,505   | 11,439        | 10,159   | 21,598     | 52.96 %          |
| Transportation & Warehousing            |             |              |         |         |               |          |            |                  |
| Communication                           | 1,738       | 2,704        | 2,686   | 1,059   | 6,449         | 32,264   | 38,713     | 16.66 %          |
| Electric, Gas & Sanitary Service        | 1,751       | 2,450        | 920     | 1,021   | 4,391         | 20,123   | 24,514     | 17.91 %          |
| Wholesale & Retail Trade (exc. eating)  | 65,727      | 192,717      | 106,120 | 57,541  | 356,378       | 258,761  | 615,139    | 57.93 %          |
| Eating & Drinking Places                | 6,674       | 43,777       | 62,138  | 22,372  | 128,287       | 50,271   | 178,558    | 71.85 %          |
| Finance & Insurance                     | 40,636      | 57,960       | 19,489  | 29,337  | 106,786       | 143,361  | 250,147    | 42.69 %          |
| Real Estate & Rentals                   | 59,158      | 73,124       | 9,049   | 8,935   | 91,108        | 5,077    | 96,185     | 94.72 %          |
| Personal Services                       | 28,590      | 46,467       | 6,063   | 3,355   | 55,885        | 5,923    | 61,808     | 90.42 %          |
| Business Services                       | 55,495      | 80,685       | 28,669  | 34,669  | 144,023       | 80,640   | 224,663    | 64.11 %          |
| Automotive Repairs & Services           | 9,567       | 23,348       | 4,026   | 2,277   | 29,651        | 3,557    | 33,208     | 89.29 %          |
| Miscellaneous Services                  |             |              |         |         |               |          |            |                  |
| All Industries                          | 359,582     | 707,033      | 359,801 | 263,831 | 1,330,665     | 901,028  | 2,231,693  | 59.63 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

RHODE ISLAND

96

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Textile Mill Products                   | 24                 | 313                 | 1,608        | 2,669          | 4,590                | 3,559           | 8,149             | 56.33 %                 |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 654                | 1,737               | 1,777        | 830            | 4,344                | 3,023           | 7,367             | 58.97 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                | 38                 | 382                 | 467          | 779            | 1,628                | 4,168           | 5,796             | 28.09 %                 |
| Fabricated Metal Products (exc. mach.)  | 66                 | 1,883               | 3,255        | 2,317          | 7,455                | 6,354           | 13,809            | 53.99 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 283                | 1,485               | 1,450        | 1,324          | 4,259                | 1,964           | 6,223             | 68.44 %                 |
| Electric & Electronic Equipment         | 67                 | 274                 | 411          | 1,997          | 2,682                | 3,098           | 5,780             | 46.40 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          | 8                  | 238                 | 399          | 1,154          | 1,791                | 5,352           | 7,143             | 25.07 %                 |
| Misc. Manufacturing Industries          | 480                | 3,960               | 6,393        | 6,150          | 16,503               | 9,246           | 25,749            | 64.09 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 1,585              | 8,487               | 10,777       | 2,923          | 22,187               | 5,624           | 27,811            | 79.78 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 5,898              | 7,993               | 801          | 2,048          | 10,842               | 134             | 10,976            | 98.78 %                 |
| Personal Services                       | 4,658              | 7,847               | 653          | 310            | 8,810                | 845             | 9,655             | 91.25 %                 |
| Business Services                       | 5,555              | 9,230               | 4,274        | 4,290          | 17,794               | 6,039           | 23,833            | 74.66 %                 |
| Automotive Repairs & Services           |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 19,316             | 43,829              | 32,265       | 26,791         | 102,885              | 49,406          | 152,291           | 67.56 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

## CONNECTICUT

Page 8

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 100                | 847                 | 1,210        | 2,084          | 4,141                | 5,956           | 10,097            | 41.01 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) | 3,522              | 4,545               | 1,136        | 724            | 6,405                | 0               | 6,405             | 100.00 %                |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 1,062              | 5,162               | 6,897        | 7,085          | 19,144               | 12,595          | 31,739            | 60.32 %                 |
| Chemicals & Allied Products             | 268                | 828                 | 1,197        | 1,221          | 3,246                | 20,814          | 24,060            | 13.49 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 20                 | 846                 | 2,800        | 2,642          | 6,288                | 5,792           | 12,080            | 52.05 %                 |
| Stone, Clay, Glass & Concrete Products  | 756                | 1,384               | 1,324        | 1,201          | 3,909                | 923             | 4,832             | 80.90 %                 |
| Primary Metal Industries                | 33                 | 545                 | 1,402        | 3,856          | 5,803                | 5,698           | 11,501            | 50.46 %                 |
| Fabricated Metal Products (exc. mach.)  | 329                | 4,415               | 10,317       | 9,726          | 24,458               | 14,224          | 38,682            | 63.23 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 1,407              | 7,356               | 7,602        | 7,533          | 22,491               | 29,875          | 52,366            | 42.95 %                 |
| Electric & Electronic Equipment         | 334                | 1,660               | 4,907        | 6,167          | 12,734               | 22,130          | 34,864            | 36.52 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          | 20                 | 824                 | 2,917        | 3,452          | 7,193                | 17,411          | 24,604            | 29.24 %                 |
| Misc. Manufacturing Industries          | 1,878              | 3,118               | 1,855        | 1,024          | 5,997                | 4,284           | 10,281            | 58.33 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 791                | 1,443               | 2,315        | 1,455          | 5,213                | 18,623          | 23,836            | 21.87 %                 |
| Electric, Gas & Sanitary Service        | 1,779              | 2,329               | 470          | 1,288          | 4,087                | 11,669          | 15,756            | 25.94 %                 |
| Wholesale & Retail Trade (exc. eating)  | 38,275             | 109,949             | 59,915       | 31,101         | 200,965              | 135,834         | 336,799           | 59.67 %                 |
| Eating & Drinking Places                | 4,281              | 25,109              | 27,566       | 7,529          | 60,204               | 21,518          | 81,722            | 73.67 %                 |
| Finance & Insurance                     | 21,285             | 31,226              | 10,354       | 14,166         | 55,746               | 93,530          | 149,276           | 37.34 %                 |
| Real Estate & Rentals                   | 46,777             | 55,200              | 3,032        | 2,838          | 61,070               | 1,923           | 62,993            | 96.95 %                 |
| Personal Services                       | 12,863             | 24,375              | 4,303        | 607            | 29,285               | 2,909           | 32,194            | 90.96 %                 |
| Business Services                       | 29,526             | 45,509              | 15,906       | 18,673         | 80,088               | 29,689          | 109,777           | 72.96 %                 |
| Automotive Repairs & Services           | 3,012              | 11,042              | 1,509        | 1,248          | 13,799               | 1,366           | 15,165            | 90.99 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 168,318            | 337,712             | 168,934      | 125,620        | 632,266              | 456,763         | 1,089,029         | 58.06 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

NEW YORK

|   | Proprietors | Less Than 20 | 20-99     | 100-499   | Less Than 500 | Over 500  | Total Jobs | % Small Business |
|---|-------------|--------------|-----------|-----------|---------------|-----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    |             |              |           |           |               |           |            |                  |
| Mining                                  |             |              |           |           |               |           |            |                  |
| Construction                            | 108,017     | 248,669      | 98,455    | 45,530    | 392,654       | 22,395    | 415,049    | 94.60 %          |
| Food & Kindred Products                 | 802         | 5,373        | 10,807    | 12,509    | 28,689        | 36,312    | 65,001     | 44.14 %          |
| Textile Mill Products                   | 307         | 3,173        | 9,268     | 5,398     | 17,839        | 4,339     | 22,178     | 80.44 %          |
| Apparel & Other Textile Products        | 4,770       | 22,981       | 56,414    | 26,988    | 106,383       | 14,610    | 120,993    | 87.92 %          |
| Lumber & Wood Products (exc. Furniture) | 3,016       | 7,590        | 7,018     | 3,271     | 17,879        | 2,608     | 20,487     | 87.27 %          |
| Furniture & Fixtures                    | 484         | 4,370        | 7,270     | 7,123     | 18,763        | 5,573     | 24,336     | 77.10 %          |
| Paper & Allied Products                 | 59          | 1,645        | 7,554     | 11,434    | 20,633        | 21,069    | 41,702     | 49.48 %          |
| Printing & Publishing                   | 8,639       | 31,086       | 32,869    | 27,281    | 91,236        | 94,598    | 185,834    | 49.10 %          |
| Chemicals & Allied Products             | 388         | 2,443        | 5,038     | 7,767     | 15,248        | 52,587    | 67,835     | 22.48 %          |
| Petroleum & Coal Products               |             |              |           |           |               |           |            |                  |
| Rubber & Misc. Plastic Products         | 31          | 2,440        | 9,340     | 10,563    | 22,343        | 14,213    | 36,556     | 61.12 %          |
| Stone, Clay, Glass & Concrete Products  | 5,848       | 8,729        | 4,872     | 3,551     | 17,152        | 15,388    | 32,540     | 52.71 %          |
| Primary Metal Industries                | 87          | 1,087        | 3,331     | 4,469     | 8,887         | 15,996    | 24,883     | 35.72 %          |
| Fabricated Metal Products (exc. mach.)  | 493         | 10,017       | 20,157    | 18,761    | 48,935        | 19,980    | 68,915     | 71.01 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 4,248       | 15,349       | 17,887    | 14,000    | 47,236        | 73,274    | 120,510    | 39.20 %          |
| Electric & Electronic Equipment         | 374         | 4,639        | 12,331    | 23,107    | 40,077        | 72,814    | 112,891    | 35.50 %          |
| Trans. Eqmmt., Incl. Motor Vehicles     | 294         | 1,919        | 3,163     | 5,042     | 10,124        | 44,441    | 54,565     | 18.55 %          |
| Instruments & Related Products          | 45          | 2,629        | 7,201     | 11,526    | 21,356        | 109,777   | 131,133    | 16.29 %          |
| Misc. Manufacturing Industries          | 3,746       | 12,465       | 15,890    | 10,919    | 39,274        | 10,075    | 49,349     | 79.58 %          |
| Transportation & Warehousing            | 37,800      | 80,307       | 45,676    | 34,421    | 160,404       | 55,688    | 216,092    | 74.23 %          |
| Communication                           | 2,892       | 5,577        | 6,286     | 7,630     | 19,493        | 112,392   | 131,885    | 14.78 %          |
| Electric, Gas & Sanitary Service        |             |              |           |           |               |           |            |                  |
| Wholesale & Retail Trade (exc. eating)  | 183,626     | 556,656      | 282,792   | 145,081   | 984,529       | 563,284   | 1,547,813  | 63.61 %          |
| Eating & Drinking Places                | 20,987      | 129,698      | 121,129   | 43,353    | 294,180       | 100,323   | 394,503    | 74.57 %          |
| Finance & Insurance                     | 108,378     | 158,480      | 52,171    | 76,522    | 287,173       | 480,771   | 767,944    | 37.40 %          |
| Real Estate & Rentals                   | 97,116      | 175,954      | 35,563    | 19,760    | 231,277       | 19,441    | 250,718    | 92.25 %          |
| Personal Services                       | 82,176      | 125,134      | 15,499    | 7,973     | 148,606       | 11,353    | 159,959    | 92.90 %          |
| Business Services                       | 116,390     | 191,915      | 81,976    | 100,758   | 374,649       | 200,272   | 574,921    | 65.17 %          |
| Automotive Repairs & Services           | 17,414      | 52,792       | 8,340     | 4,203     | 65,335        | 11,480    | 76,815     | 85.06 %          |
| Miscellaneous Services                  | 329,392     | 615,369      | 241,126   | 344,087   | 1,200,582     | 947,686   | 2,148,268  | 55.89 %          |
| All Industries                          | 1,137,819   | 2,478,486    | 1,219,423 | 1,033,027 | 4,730,936     | 3,132,739 | 7,863,675  | 60.16 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

## NEW JERSEY

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 56,360             | 131,022             | 48,220       | 27,149         | 206,391              | 12,927          | 219,318           | 94.11 %                 |
| Food & Kindred Products                 | 281                | 2,124               | 5,464        | 10,230         | 17,818               | 27,811          | 45,629            | 39.05 %                 |
| Textile Mill Products                   | 197                | 1,608               | 4,889        | 4,096          | 10,593               | 1,229           | 11,822            | 89.60 %                 |
| Apparel & Other Textile Products        | 932                | 5,547               | 13,688       | 11,174         | 30,409               | 9,428           | 39,837            | 76.33 %                 |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    | 221                | 1,509               | 3,250        | 2,191          | 6,950                | 2,010           | 8,960             | 77.57 %                 |
| Paper & Allied Products                 | 30                 | 956                 | 3,735        | 6,819          | 11,510               | 12,540          | 24,050            | 47.86 %                 |
| Printing & Publishing                   | 4,929              | 15,112              | 13,630       | 12,500         | 41,242               | 36,355          | 77,597            | 53.15 %                 |
| Chemicals & Allied Products             | 397                | 2,775               | 7,355        | 11,512         | 21,642               | 99,238          | 120,880           | 17.90 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 29                 | 2,278               | 9,018        | 8,923          | 20,219               | 13,160          | 33,379            | 60.57 %                 |
| Stone, Clay, Glass & Concrete Products  | 1,659              | 3,171               | 4,077        | 3,122          | 10,370               | 13,212          | 23,582            | 43.97 %                 |
| Primary Metal Industries                | 52                 | 724                 | 2,947        | 2,878          | 6,549                | 9,679           | 16,228            | 40.36 %                 |
| Fabricated Metal Products (exc. mach.)  | 188                | 6,081               | 12,741       | 10,720         | 29,542               | 12,805          | 42,347            | 69.76 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 2,445              | 10,373              | 12,358       | 8,488          | 31,219               | 24,730          | 55,949            | 55.80 %                 |
| Electric & Electronic Equipment         | 225                | 2,666               | 8,862        | 11,196         | 22,724               | 28,756          | 51,480            | 44.14 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 243                | 1,117               | 1,746        | 1,870          | 4,733                | 8,375           | 13,108            | 36.11 %                 |
| Instruments & Related Products          | 29                 | 1,824               | 4,015        | 7,915          | 13,754               | 33,378          | 47,132            | 29.18 %                 |
| Misc. Manufacturing Industries          | 2,027              | 4,574               | 5,922        | 5,081          | 15,577               | 3,976           | 19,553            | 79.67 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 1,392              | 2,305               | 1,525        | 2,649          | 6,479                | 62,178          | 68,657            | 9.44 %                  |
| Electric, Gas & Sanitary Service        | 1,390              | 2,581               | 2,087        | 1,228          | 5,896                | 26,828          | 32,724            | 18.02 %                 |
| Wholesale & Retail Trade (exc. eating)  | 86,889             | 256,798             | 142,222      | 85,287         | 484,307              | 352,519         | 836,826           | 57.87 %                 |
| Eating & Drinking Places                | 8,835              | 49,339              | 52,825       | 17,463         | 119,627              | 47,979          | 167,606           | 71.37 %                 |
| Finance & Insurance                     | 40,138             | 58,782              | 19,162       | 21,598         | 99,542               | 155,258         | 254,800           | 39.07 %                 |
| Real Estate & Rentals                   | 64,613             | 87,003              | 11,450       | 3,345          | 101,798              | 4,649           | 106,447           | 95.63 %                 |
| Personal Services                       | 29,965             | 52,942              | 7,983        | 3,571          | 64,496               | 7,644           | 72,140            | 89.40 %                 |
| Business Services                       | 80,388             | 116,433             | 40,682       | 48,418         | 205,533              | 79,286          | 284,819           | 72.16 %                 |
| Automotive Repairs & Services           | 8,818              | 27,305              | 4,874        | 1,868          | 34,047               | 5,897           | 39,944            | 85.24 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 392,672            | 846,949             | 444,727      | 331,291        | 1,622,967            | 1,091,847       | 2,714,814         | 59.78 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

PENNSYLVANIA

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|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 89,872             | 191,807             | 75,408       | 36,241         | 303,456              | 31,760          | 335,216           | 90.53 %                 |
| Food & Kindred Products                 | 529                | 3,804               | 11,169       | 17,704         | 32,677               | 55,101          | 87,778            | 37.23 %                 |
| Textile Mill Products                   | 141                | 1,175               | 5,235        | 8,867          | 15,277               | 10,455          | 25,732            | 59.37 %                 |
| Apparel & Other Textile Products        | 2,195              | 5,761               | 20,858       | 27,450         | 54,069               | 23,978          | 78,047            | 69.28 %                 |
| Lumber & Wood Products (exc. Furniture) | 3,335              | 9,567               | 8,199        | 6,740          | 24,506               | 9,766           | 34,272            | 71.50 %                 |
| Furniture & Fixtures                    | 543                | 2,185               | 4,505        | 4,776          | 11,466               | 8,661           | 20,127            | 56.97 %                 |
| Paper & Allied Products                 | 38                 | 793                 | 3,871        | 7,551          | 12,215               | 27,484          | 39,699            | 30.77 %                 |
| Printing & Publishing                   | 2,656              | 12,400              | 16,271       | 14,694         | 43,365               | 48,232          | 91,597            | 47.34 %                 |
| Chemicals & Allied Products             | 98                 | 1,864               | 3,685        | 5,146          | 10,695               | 48,406          | 59,101            | 18.10 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 54                 | 2,221               | 9,139        | 10,377         | 21,737               | 20,985          | 42,722            | 50.88 %                 |
| Stone, Clay, Glass & Concrete Products  | 3,380              | 6,335               | 5,799        | 6,233          | 18,367               | 29,745          | 48,112            | 38.18 %                 |
| Primary Metal Industries                | 205                | 1,529               | 6,221        | 11,251         | 19,001               | 67,793          | 86,794            | 21.89 %                 |
| Fabricated Metal Products (exc. mach.)  | 541                | 8,316               | 21,515       | 22,138         | 51,969               | 43,385          | 95,354            | 54.50 %                 |
| Machinery, Computer Eqmnt (exc. elect.) | 856                | 12,565              | 21,940       | 18,057         | 52,562               | 54,806          | 107,368           | 48.95 %                 |
| Electric & Electronic Equipment         | 322                | 2,898               | 8,347        | 11,083         | 22,328               | 60,170          | 82,498            | 27.06 %                 |
| Trans. Eqmnt., Incl. Motor Vehicles     | 178                | 1,158               | 2,880        | 3,654          | 7,692                | 43,438          | 51,130            | 15.04 %                 |
| Instruments & Related Products          | 44                 | 1,828               | 4,479        | 7,548          | 13,855               | 27,250          | 41,105            | 33.71 %                 |
| Misc. Manufacturing Industries          | 1,865              | 4,778               | 4,459        | 3,991          | 13,228               | 10,705          | 23,933            | 55.27 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 1,266              | 3,546               | 4,903        | 5,248          | 13,697               | 42,944          | 56,641            | 24.18 %                 |
| Electric, Gas & Sanitary Service        | 4,503              | 6,084               | 2,439        | 1,368          | 9,891                | 52,116          | 62,007            | 15.95 %                 |
| Wholesale & Retail Trade (exc. eating)  | 145,107            | 358,571             | 201,103      | 109,501        | 669,175              | 417,060         | 1,086,235         | 61.60 %                 |
| Eating & Drinking Places                | 19,447             | 84,836              | 86,402       | 35,897         | 207,135              | 97,509          | 304,644           | 67.99 %                 |
| Finance & Insurance                     | 53,866             | 81,960              | 26,445       | 31,369         | 139,774              | 180,093         | 319,867           | 43.70 %                 |
| Real Estate & Rentals                   | 76,399             | 97,985              | 10,893       | 8,761          | 117,639              | 7,635           | 125,274           | 93.91 %                 |
| Personal Services                       | 62,758             | 90,398              | 9,711        | 5,161          | 105,270              | 13,117          | 118,387           | 88.92 %                 |
| Business Services                       | 61,230             | 97,185              | 40,807       | 46,250         | 184,242              | 94,046          | 278,288           | 66.21 %                 |
| Automotive Repairs & Services           | 21,364             | 44,907              | 6,265        | 1,932          | 53,104               | 8,298           | 61,402            | 86.49 %                 |
| Miscellaneous Services                  | 160,781            | 340,464             | 154,192      | 200,421        | 695,077              | 507,382         | 1,202,459         | 57.80 %                 |
| All Industries                          | 713,573            | 1,476,920           | 777,140      | 669,409        | 2,923,469            | 2,042,320       | 4,965,789         | 58.87 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.



|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 70,879             | 157,493             | 63,356       | 25,473         | 246,322              | 25,612          | 271,934           | 90.58 %                 |
| Food & Kindred Products                 | 257                | 2,392               | 4,813        | 11,089         | 18,294               | 39,585          | 57,879            | 31.61 %                 |
| Textile Mill Products                   | 5,104              | 5,388               | 866          | 1,677          | 7,931                | 1,294           | 9,225             | 85.97 %                 |
| Apparel & Other Textile Products        | 85                 | 1,259               | 2,827        | 2,603          | 6,689                | 7,437           | 14,126            | 47.35 %                 |
| Lumber & Wood Products (exc. Furniture) | 1,833              | 5,644               | 5,548        | 4,342          | 15,534               | 7,125           | 22,659            | 68.56 %                 |
| Furniture & Fixtures                    | 158                | 1,601               | 2,732        | 3,981          | 8,314                | 8,760           | 17,074            | 48.69 %                 |
| Paper & Allied Products                 | 22                 | 991                 | 4,240        | 5,411          | 10,642               | 22,302          | 32,944            | 32.30 %                 |
| Printing & Publishing                   | 2,620              | 12,470              | 15,011       | 14,522         | 42,003               | 36,342          | 78,345            | 53.61 %                 |
| Chemicals & Allied Products             | 132                | 1,832               | 4,136        | 5,849          | 11,817               | 55,500          | 67,317            | 17.55 %                 |
| Petroleum & Coal Products               | 22                 | 362                 | 718          | 1,077          | 2,157                | 3,886           | 6,043             | 35.69 %                 |
| Rubber & Misc. Plastic Products         | 53                 | 3,397               | 13,639       | 22,677         | 39,713               | 64,451          | 104,164           | 38.13 %                 |
| Stone, Clay, Glass & Concrete Products  | 1,613              | 4,422               | 7,348        | 8,328          | 20,098               | 27,756          | 47,854            | 42.00 %                 |
| Primary Metal Industries                | 142                | 1,518               | 6,944        | 13,881         | 22,343               | 66,373          | 88,716            | 25.18 %                 |
| Fabricated Metal Products (exc. mach.)  | 267                | 10,460              | 29,638       | 27,881         | 67,979               | 77,955          | 145,934           | 46.58 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 1,161              | 18,601              | 32,685       | 24,859         | 76,145               | 83,861          | 160,006           | 47.59 %                 |
| Electric & Electronic Equipment         | 92                 | 2,035               | 6,615        | 9,895          | 18,545               | 59,073          | 77,618            | 23.89 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 93                 | 1,277               | 4,119        | 9,441          | 14,837               | 125,947         | 140,784           | 10.54 %                 |
| Instruments & Related Products          | 20                 | 1,386               | 3,841        | 5,919          | 11,146               | 20,230          | 31,376            | 35.52 %                 |
| Misc. Manufacturing Industries          | 1,657              | 4,330               | 5,047        | 3,878          | 13,255               | 5,046           | 18,301            | 72.43 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 484                | 2,142               | 3,403        | 2,760          | 8,305                | 42,685          | 50,990            | 16.29 %                 |
| Electric, Gas & Sanitary Service        | 2,184              | 3,304               | 1,348        | 1,496          | 6,148                | 43,833          | 49,981            | 12.30 %                 |
| Wholesale & Retail Trade (exc. eating)  | 115,443            | 294,518             | 180,414      | 93,443         | 568,375              | 429,881         | 998,256           | 56.94 %                 |
| Eating & Drinking Places                | 10,934             | 68,580              | 89,436       | 42,211         | 200,227              | 121,515         | 321,742           | 62.23 %                 |
| Finance & Insurance                     | 49,181             | 75,051              | 21,190       | 21,791         | 118,032              | 140,054         | 258,086           | 45.73 %                 |
| Real Estate & Rentals                   | 93,297             | 112,058             | 12,230       | 9,616          | 133,904              | 10,406          | 144,310           | 92.79 %                 |
| Personal Services                       | 41,540             | 68,883              | 12,061       | 5,278          | 86,222               | 15,088          | 101,310           | 85.11 %                 |
| Business Services                       | 38,389             | 71,738              | 39,058       | 40,823         | 151,619              | 105,012         | 256,631           | 59.08 %                 |
| Automotive Repairs & Services           | 13,104             | 34,369              | 8,401        | 2,248          | 45,018               | 6,962           | 51,980            | 86.61 %                 |
| Miscellaneous Services                  | 190,953            | 348,025             | 140,292      | 160,671        | 648,988              | 350,863         | 999,851           | 64.91 %                 |
| All Industries                          | 641,719            | 1,315,526           | 721,956      | 583,120        | 2,620,602            | 2,004,834       | 4,625,436         | 56.66 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 44,304             | 94,612              | 33,757       | 16,677         | 145,046              | 12,829          | 157,875           | 91.87 %                 |
| Food & Kindred Products                 | 181                | 1,295               | 2,680        | 4,114          | 8,089                | 25,077          | 33,166            | 24.39 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        | 130                | 812                 | 1,729        | 3,075          | 5,616                | 4,404           | 10,020            | 56.05 %                 |
| Lumber & Wood Products (exc. Furniture) | 2,677              | 5,693               | 6,635        | 4,960          | 17,288               | 8,854           | 26,142            | 66.13 %                 |
| Furniture & Fixtures                    | 336                | 1,534               | 3,298        | 7,826          | 12,658               | 13,671          | 26,329            | 48.08 %                 |
| Paper & Allied Products                 | 8                  | 412                 | 2,128        | 3,547          | 6,087                | 9,901           | 15,988            | 38.07 %                 |
| Printing & Publishing                   | 2,537              | 7,496               | 7,338        | 6,444          | 21,278               | 19,494          | 40,772            | 52.19 %                 |
| Chemicals & Allied Products             | 173                | 868                 | 1,687        | 2,448          | 5,003                | 26,677          | 31,680            | 15.79 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 7                  | 1,489               | 5,293        | 11,992         | 18,774               | 28,199          | 46,973            | 39.97 %                 |
| Stone, Clay, Glass & Concrete Products  | 1,615              | 3,123               | 3,293        | 2,091          | 8,507                | 9,834           | 18,341            | 46.38 %                 |
| Primary Metal Industries                | 45                 | 679                 | 3,367        | 5,826          | 9,872                | 60,351          | 70,223            | 14.06 %                 |
| Fabricated Metal Products (exc. mach.)  | 384                | 4,110               | 14,119       | 12,846         | 31,075               | 32,917          | 63,992            | 48.56 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 628                | 7,526               | 13,875       | 9,833          | 31,234               | 33,805          | 65,039            | 48.02 %                 |
| Electric & Electronic Equipment         | 67                 | 879                 | 3,264        | 7,967          | 12,110               | 60,631          | 72,741            | 16.65 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 94                 | 1,315               | 5,073        | 8,068          | 14,456               | 65,418          | 79,874            | 18.10 %                 |
| Instruments & Related Products          | 6                  | 685                 | 1,489        | 1,932          | 4,106                | 14,671          | 18,777            | 21.87 %                 |
| Misc. Manufacturing Industries          | 519                | 1,629               | 2,378        | 1,826          | 5,833                | 4,599           | 10,432            | 55.91 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 489                | 1,901               | 2,200        | 1,662          | 5,763                | 19,808          | 25,571            | 22.54 %                 |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  | 62,771             | 165,624             | 91,835       | 53,067         | 310,526              | 180,992         | 491,518           | 63.18 %                 |
| Eating & Drinking Places                | 5,207              | 35,902              | 48,214       | 28,353         | 112,469              | 55,846          | 168,315           | 66.82 %                 |
| Finance & Insurance                     | 22,268             | 34,600              | 13,723       | 15,450         | 63,773               | 64,584          | 128,357           | 49.68 %                 |
| Real Estate & Rentals                   | 49,050             | 58,074              | 4,397        | 3,426          | 65,897               | 1,603           | 67,500            | 97.63 %                 |
| Personal Services                       | 27,315             | 41,394              | 5,630        | 2,170          | 49,194               | 7,151           | 56,345            | 87.31 %                 |
| Business Services                       | 26,374             | 43,314              | 16,633       | 17,497         | 77,444               | 34,869          | 112,313           | 68.95 %                 |
| Automotive Repairs & Services           | 10,576             | 22,826              | 4,333        | 2,272          | 29,431               | 2,902           | 32,333            | 91.02 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 257,761            | 537,792             | 298,368      | 235,369        | 1,071,529            | 799,087         | 1,870,616         | 57.28 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

## ILLINOIS

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|   | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500  | Total Jobs | % Small Business |
|---|-------------|--------------|---------|---------|---------------|-----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    |             |              |         |         |               |           |            |                  |
| Mining                                  |             |              |         |         |               |           |            |                  |
| Construction                            | 67,693      | 156,040      | 67,709  | 39,609  | 263,358       | 22,910    | 286,268    | 92.00 %          |
| Food & Kindred Products                 | 371         | 2,965        | 7,452   | 14,747  | 25,164        | 66,345    | 91,509     | 27.50 %          |
| Textile Mill Products                   | 3,853       | 4,188        | 796     | 801     | 5,785         | 1,623     | 7,408      | 78.09 %          |
| Apparel & Other Textile Products        | 708         | 2,358        | 4,239   | 4,668   | 11,265        | 6,096     | 17,361     | 64.89 %          |
| Lumber & Wood Products (exc. Furniture) | 1,220       | 4,091        | 4,229   | 2,617   | 10,937        | 3,282     | 14,219     | 76.92 %          |
| Furniture & Fixtures                    | 178         | 1,955        | 4,444   | 4,377   | 10,776        | 9,302     | 20,078     | 53.67 %          |
| Paper & Allied Products                 | 27          | 1,046        | 5,208   | 7,845   | 14,099        | 22,580    | 36,679     | 38.44 %          |
| Printing & Publishing                   | 6,185       | 20,930       | 21,538  | 21,898  | 64,366        | 57,954    | 122,320    | 52.62 %          |
| Chemicals & Allied Products             | 522         | 2,221        | 5,231   | 6,160   | 13,612        | 56,139    | 69,751     | 19.52 %          |
| Petroleum & Coal Products               | 22          | 265          | 554     | 700     | 1,519         | 10,987    | 12,506     | 12.15 %          |
| Rubber & Misc. Plastic Products         | 28          | 2,547        | 10,549  | 15,006  | 28,102        | 35,549    | 63,651     | 44.15 %          |
| Stone, Clay, Glass & Concrete Products  | 1,665       | 4,117        | 4,371   | 3,989   | 12,477        | 11,232    | 23,709     | 52.63 %          |
| Primary Metal Industries                | 111         | 1,395        | 5,966   | 11,265  | 18,626        | 32,619    | 51,245     | 36.35 %          |
| Fabricated Metal Products (exc. mach.)  | 319         | 10,632       | 29,661  | 27,512  | 67,805        | 46,052    | 113,857    | 59.55 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 543         | 14,866       | 29,544  | 26,964  | 71,374        | 90,103    | 161,477    | 44.20 %          |
| Electric & Electronic Equipment         | 305         | 3,355        | 10,373  | 19,546  | 33,274        | 79,334    | 112,608    | 29.55 %          |
| Trans. Eqmmt., Incl. Motor Vehicles     | 218         | 1,228        | 2,888   | 5,800   | 9,916         | 37,545    | 47,461     | 20.89 %          |
| Instruments & Related Products          | 25          | 1,677        | 4,665   | 6,393   | 12,735        | 24,260    | 36,995     | 34.42 %          |
| Misc. Manufacturing Industries          | 2,221       | 5,306        | 6,493   | 7,146   | 18,945        | 8,138     | 27,083     | 69.95 %          |
| Transportation & Warehousing            |             |              |         |         |               |           |            |                  |
| Communication                           | 1,672       | 3,806        | 3,109   | 2,635   | 9,550         | 55,674    | 65,224     | 14.64 %          |
| Electric, Gas & Sanitary Service        |             |              |         |         |               |           |            |                  |
| Wholesale & Retail Trade (exc. eating)  | 107,242     | 323,355      | 192,844 | 108,779 | 624,978       | 473,640   | 1,098,618  | 56.89 %          |
| Eating & Drinking Places                | 15,306      | 79,416       | 103,796 | 41,468  | 224,680       | 93,293    | 317,973    | 70.66 %          |
| Finance & Insurance                     | 71,122      | 106,869      | 41,005  | 40,170  | 188,044       | 208,116   | 396,160    | 47.47 %          |
| Real Estate & Rentals                   | 73,297      | 98,638       | 13,764  | 10,511  | 122,913       | 16,857    | 139,770    | 87.94 %          |
| Personal Services                       | 59,141      | 86,941       | 12,134  | 3,865   | 102,940       | 12,287    | 115,227    | 89.34 %          |
| Business Services                       | 109,637     | 152,808      | 47,872  | 66,796  | 267,476       | 134,652   | 402,128    | 66.52 %          |
| Automotive Repairs & Services           | 16,347      | 42,013       | 9,200   | 2,211   | 53,424        | 6,136     | 59,560     | 89.70 %          |
| Miscellaneous Services                  | 171,257     | 334,360      | 145,452 | 153,625 | 633,437       | 427,437   | 1,060,874  | 59.71 %          |
| All Industries                          | 711,235     | 1,469,388    | 795,086 | 657,103 | 2,921,577     | 2,050,142 | 4,971,719  | 58.76 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 108                | 1,718               | 4,249        | 5,757          | 11,724               | 30,054          | 41,778            | 28.06 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        | 688                | 1,505               | 1,574        | 1,179          | 4,258                | 14,647          | 18,905            | 22.52 %                 |
| Lumber & Wood Products (exc. Furniture) | 1,844              | 6,201               | 5,081        | 2,391          | 13,673               | 3,671           | 17,344            | 78.83 %                 |
| Furniture & Fixtures                    | 334                | 1,629               | 3,797        | 4,925          | 10,351               | 24,641          | 34,992            | 29.58 %                 |
| Paper & Allied Products                 | 24                 | 586                 | 2,646        | 3,153          | 6,385                | 14,357          | 20,742            | 30.78 %                 |
| Printing & Publishing                   | 1,859              | 10,086              | 11,123       | 9,419          | 30,628               | 21,691          | 52,319            | 58.54 %                 |
| Chemicals & Allied Products             | 165                | 1,474               | 1,830        | 2,860          | 6,164                | 41,745          | 47,909            | 12.87 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 24                 | 2,621               | 9,863        | 18,561         | 31,045               | 21,967          | 53,012            | 58.56 %                 |
| Stone, Clay, Glass & Concrete Products  | 990                | 3,038               | 3,549        | 2,002          | 8,589                | 9,751           | 18,340            | 46.83 %                 |
| Primary Metal Industries                | 43                 | 1,566               | 5,902        | 9,771          | 17,239               | 29,807          | 47,046            | 36.64 %                 |
| Fabricated Metal Products (exc. mach.)  | 590                | 11,039              | 28,257       | 28,871         | 68,167               | 52,900          | 121,067           | 56.31 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 1,207              | 19,645              | 36,103       | 25,045         | 80,793               | 52,841          | 133,634           | 60.46 %                 |
| Electric & Electronic Equipment         | 61                 | 1,562               | 4,504        | 6,168          | 12,234               | 16,475          | 28,709            | 42.61 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 211                | 2,164               | 6,045        | 11,731         | 19,940               | 260,256         | 280,196           | 7.12 %                  |
| Instruments & Related Products          | 22                 | 1,073               | 3,056        | 2,398          | 6,527                | 14,832          | 21,359            | 30.56 %                 |
| Misc. Manufacturing Industries          | 1,775              | 4,248               | 2,590        | 1,858          | 8,696                | 2,058           | 10,754            | 80.86 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 488                | 2,180               | 2,912        | 1,979          | 7,071                | 27,853          | 34,924            | 20.25 %                 |
| Electric, Gas & Sanitary Service        | 1,955              | 2,930               | 1,492        | 690            | 5,112                | 31,087          | 36,199            | 14.12 %                 |
| Wholesale & Retail Trade (exc. eating)  | 98,264             | 262,662             | 149,591      | 76,875         | 489,128              | 311,668         | 800,796           | 61.08 %                 |
| Eating & Drinking Places                | 9,832              | 60,656              | 89,494       | 37,486         | 187,636              | 80,864          | 268,500           | 69.88 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 82,702             | 98,672              | 7,795        | 6,513          | 112,980              | 2,870           | 115,850           | 97.52 %                 |
| Personal Services                       | 33,145             | 53,730              | 9,536        | 4,761          | 68,027               | 8,204           | 76,231            | 89.24 %                 |
| Business Services                       | 32,471             | 60,178              | 33,386       | 39,396         | 132,960              | 80,654          | 213,614           | 62.24 %                 |
| Automotive Repairs & Services           | 9,907              | 30,458              | 5,978        | 1,275          | 37,711               | 5,419           | 43,130            | 87.44 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 278,709            | 641,621             | 430,353      | 305,064        | 1,377,038            | 1,160,312       | 2,537,350         | 54.27 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             | 34,377             | 77,365              | 24,680       | 12,087         | 114,132              | 5,216           | 119,348           | 95.63 %                 |
| Food & Kindred Products                  | 369                | 2,925               | 6,722        | 9,711          | 19,358               | 39,502          | 58,860            | 32.89 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         | 960                | 1,537               | 1,243        | 2,152          | 4,932                | 3,725           | 8,657             | 56.97 %                 |
| Lumber & Wood Products (exc. Furniture)  | 1,284              | 5,879               | 5,830        | 6,435          | 18,144               | 9,973           | 28,117            | 64.53 %                 |
| Furniture & Fixtures                     | 118                | 1,059               | 2,000        | 3,349          | 6,408                | 6,604           | 13,012            | 49.25 %                 |
| Paper & Allied Products                  | 10                 | 456                 | 2,145        | 3,662          | 6,263                | 41,560          | 47,823            | 13.10 %                 |
| Printing & Publishing                    | 2,308              | 8,249               | 10,308       | 9,417          | 27,974               | 23,345          | 51,319            | 54.51 %                 |
| Chemicals & Allied Products              | 124                | 804                 | 1,793        | 2,462          | 5,059                | 6,945           | 12,004            | 42.14 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 12                 | 1,014               | 4,792        | 7,877          | 13,683               | 13,333          | 27,016            | 50.65 %                 |
| Stone, Clay, Glass & Concrete Products   | 743                | 2,145               | 1,949        | 1,727          | 5,821                | 3,068           | 8,889             | 65.49 %                 |
| Primary Metal Industries                 | 15                 | 603                 | 3,777        | 6,473          | 10,853               | 13,615          | 24,468            | 44.36 %                 |
| Fabricated Metal Products (exc. mach.)   | 122                | 4,125               | 11,179       | 13,874         | 29,178               | 29,590          | 58,768            | 49.65 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 122                | 7,699               | 15,700       | 16,850         | 40,249               | 63,900          | 104,149           | 38.65 %                 |
| Electric & Electronic Equipment          | 93                 | 964                 | 3,130        | 7,839          | 11,933               | 31,697          | 43,630            | 27.35 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 68                 | 613                 | 1,257        | 4,029          | 5,899                | 23,508          | 29,407            | 20.06 %                 |
| Instruments & Related Products           | 7                  | 700                 | 1,792        | 3,102          | 5,594                | 12,270          | 17,864            | 31.31 %                 |
| Misc. Manufacturing Industries           | 571                | 1,947               | 2,892        | 3,070          | 7,909                | 3,169           | 11,078            | 71.39 %                 |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 465                | 1,867               | 2,447        | 526            | 4,840                | 14,441          | 19,281            | 25.10 %                 |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   | 56,121             | 151,931             | 92,865       | 52,530         | 297,326              | 148,018         | 445,344           | 66.76 %                 |
| Eating & Drinking Places                 | 11,744             | 50,314              | 59,413       | 16,693         | 126,420              | 30,547          | 156,967           | 80.54 %                 |
| Finance & Insurance                      | 35,126             | 48,888              | 15,712       | 11,330         | 75,930               | 73,363          | 149,293           | 50.86 %                 |
| Real Estate & Rentals                    | 36,867             | 45,504              | 3,419        | 2,367          | 51,290               | 988             | 52,278            | 98.11 %                 |
| Personal Services                        | 20,727             | 35,481              | 5,002        | 2,270          | 42,753               | 4,721           | 47,474            | 90.06 %                 |
| Business Services                        | 36,293             | 51,963              | 15,195       | 18,758         | 85,916               | 32,097          | 118,013           | 72.80 %                 |
| Automotive Repairs & Services            | 7,434              | 16,361              | 3,584        | 1,397          | 21,342               | 1,616           | 22,958            | 92.96 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 246,080            | 520,393             | 298,826      | 219,987        | 1,039,206            | 636,811         | 1,676,017         | 62.00 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

MINNESOTA

|   | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|---|-------------|--------------|---------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other Mining |             |              |         |         |               |          |            |                  |
| Construction                                | 36,407      | 71,714       | 22,752  | 10,329  | 104,795       | 7,955    | 112,750    | 92.94 %          |
| Food & Kindred Products                     | 88          | 1,476        | 3,066   | 6,968   | 11,510        | 35,551   | 47,061     | 24.46 %          |
| Textile Mill Products                       |             |              |         |         |               |          |            |                  |
| Apparel & Other Textile Products            |             |              |         |         |               |          |            |                  |
| Lumber & Wood Products (exc. Furniture)     | 2,773       | 5,053        | 2,777   | 2,186   | 10,016        | 9,620    | 19,636     | 51.01 %          |
| Furniture & Fixtures                        | 470         | 1,221        | 1,506   | 2,667   | 5,394         | 1,259    | 6,653      | 81.08 %          |
| Paper & Allied Products                     | 29          | 332          | 972     | 995     | 2,299         | 28,741   | 31,040     | 7.41 %           |
| Printing & Publishing                       | 2,674       | 8,263        | 8,873   | 7,601   | 24,737        | 29,064   | 53,801     | 45.98 %          |
| Chemicals & Allied Products                 | 101         | 876          | 1,307   | 1,602   | 3,785         | 6,150    | 9,935      | 38.10 %          |
| Petroleum & Coal Products                   |             |              |         |         |               |          |            |                  |
| Rubber & Misc. Plastic Products             | 10          | 1,161        | 3,579   | 6,077   | 10,817        | 5,568    | 16,385     | 66.02 %          |
| Stone, Clay, Glass & Concrete Products      | 2,793       | 3,869        | 1,743   | 1,047   | 6,659         | 6,322    | 12,981     | 51.30 %          |
| Primary Metal Industries                    | 40          | 331          | 1,766   | 2,904   | 5,001         | 2,432    | 7,433      | 67.28 %          |
| Fabricated Metal Products (exc. mach.)      | 486         | 3,694        | 7,882   | 6,971   | 18,547        | 18,971   | 37,518     | 49.43 %          |
| Machinery, Computer Eqpmnt (exc. elect.)    | 1,127       | 6,268        | 10,220  | 10,957  | 27,445        | 46,072   | 73,517     | 37.33 %          |
| Electric & Electronic Equipment             | 80          | 958          | 4,295   | 6,220   | 11,473        | 19,116   | 30,589     | 37.51 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles        | 92          | 555          | 1,413   | 2,048   | 4,016         | 4,998    | 9,014      | 44.55 %          |
| Instruments & Related Products              | 28          | 887          | 2,609   | 3,813   | 7,309         | 25,294   | 32,603     | 22.42 %          |
| Misc. Manufacturing Industries              | 1,759       | 3,083        | 1,511   | 2,925   | 7,519         | 1,606    | 9,125      | 82.40 %          |
| Transportation & Warehousing                |             |              |         |         |               |          |            |                  |
| Communication                               | 501         | 1,938        | 2,569   | 1,307   | 5,814         | 14,431   | 20,245     | 28.72 %          |
| Electric, Gas & Sanitary Service            | 1,175       | 1,889        | 1,620   | 1,526   | 5,035         | 14,259   | 19,294     | 26.10 %          |
| Wholesale & Retail Trade (exc. eating)      | 54,588      | 152,286      | 83,710  | 50,114  | 286,110       | 169,712  | 455,822    | 62.77 %          |
| Eating & Drinking Places                    | 4,620       | 30,765       | 46,044  | 20,832  | 97,641        | 35,859   | 133,500    | 73.14 %          |
| Finance & Insurance                         | 30,227      | 45,440       | 14,766  | 9,868   | 70,074        | 71,611   | 141,685    | 49.46 %          |
| Real Estate & Rentals                       | 44,056      | 53,135       | 6,950   | 4,439   | 64,524        | 2,059    | 66,583     | 96.91 %          |
| Personal Services                           | 25,674      | 37,272       | 5,681   | 1,717   | 44,670        | 7,351    | 52,021     | 85.87 %          |
| Business Services                           | 22,717      | 39,246       | 17,661  | 18,908  | 75,815        | 39,567   | 115,382    | 65.71 %          |
| Automotive Repairs & Services               | 7,606       | 15,370       | 4,010   | 1,375   | 20,755        | 4,435    | 25,190     | 82.39 %          |
| Miscellaneous Services                      |             |              |         |         |               |          |            |                  |
| All Industries                              | 240,121     | 487,082      | 259,282 | 185,396 | 931,760       | 608,003  | 1,539,763  | 60.51 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 155                | 1,144               | 2,302        | 5,011          | 8,457                | 35,635          | 44,092            | 19.18 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture)  | 450                | 1,194               | 877          | 1,893          | 3,964                | 3,638           | 7,602             | 52.14 %                 |
| Furniture & Fixtures                     | 79                 | 326                 | 586          | 500            | 1,412                | 3,391           | 4,803             | 29.40 %                 |
| Paper & Allied Products                  | 9                  | 128                 | 438          | 555            | 1,121                | 5,274           | 6,395             | 17.53 %                 |
| Printing & Publishing                    | 1,238              | 4,406               | 4,084        | 3,714          | 12,204               | 11,682          | 23,886            | 51.09 %                 |
| Chemicals & Allied Products              | 49                 | 347                 | 753          | 681            | 1,781                | 4,639           | 6,420             | 27.74 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 9                  | 332                 | 1,066        | 2,662          | 4,060                | 9,490           | 13,550            | 29.96 %                 |
| Stone, Clay, Glass & Concrete Products   |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                 | 28                 | 187                 | 699          | 1,269          | 2,155                | 6,397           | 8,552             | 25.20 %                 |
| Fabricated Metal Products (exc. mach.)   | 68                 | 1,254               | 2,387        | 2,356          | 5,997                | 13,476          | 19,473            | 30.80 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 64                 | 2,003               | 5,733        | 7,160          | 14,896               | 27,303          | 42,199            | 35.30 %                 |
| Electric & Electronic Equipment          | 64                 | 255                 | 410          | 2,209          | 2,874                | 14,565          | 17,439            | 16.48 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 60                 | 421                 | 1,105        | 2,265          | 3,791                | 5,386           | 9,177             | 41.31 %                 |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 11,946             | 13,447              | 1,515        | 1,114          | 16,076               | 10,297          | 26,373            | 60.96 %                 |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   | 40,789             | 107,722             | 52,688       | 19,875         | 180,285              | 94,176          | 274,461           | 65.69 %                 |
| Eating & Drinking Places                 | 4,614              | 24,713              | 27,701       | 14,135         | 66,549               | 14,545          | 81,094            | 82.06 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 24,673             | 28,945              | 2,258        | 663            | 31,866               | 1,211           | 33,077            | 96.34 %                 |
| Personal Services                        | 21,003             | 28,481              | 2,683        | 537            | 31,701               | 2,099           | 33,800            | 93.79 %                 |
| Business Services                        | 29,094             | 35,670              | 6,684        | 5,870          | 48,224               | 14,850          | 63,074            | 76.46 %                 |
| Automotive Repairs & Services            | 6,174              | 11,650              | 1,339        | 1,045          | 14,034               | 1,112           | 15,146            | 92.66 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 140,566            | 262,625             | 115,308      | 73,514         | 451,447              | 279,166         | 730,613           | 61.79 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

MISSOURI

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 50,495             | 97,129              | 30,247       | 12,477         | 139,853              | 10,258          | 150,111           | 93.17 %                 |
| Food & Kindred Products                 | 250                | 1,382               | 2,738        | 4,176          | 8,296                | 38,119          | 46,415            | 17.87 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        | 598                | 1,341               | 2,774        | 5,816          | 9,931                | 12,172          | 22,103            | 44.93 %                 |
| Lumber & Wood Products (exc. Furniture) | 960                | 4,156               | 4,302        | 2,069          | 10,527               | 1,708           | 12,235            | 86.04 %                 |
| Furniture & Fixtures                    | 660                | 1,334               | 1,696        | 2,980          | 6,010                | 4,399           | 10,409            | 57.74 %                 |
| Paper & Allied Products                 | 26                 | 298                 | 1,830        | 2,384          | 4,512                | 9,248           | 13,760            | 32.79 %                 |
| Printing & Publishing                   | 1,256              | 7,578               | 7,821        | 6,550          | 21,949               | 22,541          | 44,490            | 49.33 %                 |
| Chemicals & Allied Products             | 72                 | 1,004               | 2,176        | 4,070          | 7,250                | 23,169          | 30,419            | 23.83 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 12                 | 902                 | 2,894        | 4,142          | 7,938                | 9,981           | 17,919            | 44.30 %                 |
| Stone, Clay, Glass & Concrete Products  | 554                | 1,959               | 2,170        | 1,901          | 6,030                | 6,176           | 12,206            | 49.40 %                 |
| Primary Metal Industries                | 48                 | 509                 | 1,183        | 2,465          | 4,157                | 8,606           | 12,763            | 32.57 %                 |
| Fabricated Metal Products (exc. mach.)  | 262                | 3,365               | 7,412        | 5,911          | 16,688               | 23,888          | 40,576            | 41.13 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 407                | 4,165               | 7,398        | 5,096          | 16,659               | 17,497          | 34,156            | 48.77 %                 |
| Electric & Electronic Equipment         | 64                 | 704                 | 1,877        | 3,393          | 5,974                | 31,342          | 37,316            | 16.01 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 138                | 948                 | 2,264        | 2,517          | 5,729                | 67,470          | 73,199            | 7.83 %                  |
| Instruments & Related Products          | 15                 | 410                 | 1,286        | 1,894          | 3,590                | 8,944           | 12,534            | 28.64 %                 |
| Misc. Manufacturing Industries          | 1,480              | 2,843               | 2,098        | 1,934          | 6,875                | 2,046           | 8,921             | 77.07 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 545                | 2,081               | 2,421        | 1,225          | 5,727                | 31,467          | 37,194            | 15.40 %                 |
| Electric, Gas & Sanitary Service        | 1,250              | 1,917               | 2,457        | 652            | 5,026                | 18,125          | 23,151            | 21.71 %                 |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 6,363              | 33,488              | 44,519       | 20,696         | 98,703               | 51,784          | 150,487           | 65.59 %                 |
| Finance & Insurance                     | 30,690             | 45,947              | 15,098       | 10,775         | 71,820               | 74,557          | 146,377           | 49.07 %                 |
| Real Estate & Rentals                   | 49,646             | 59,526              | 4,551        | 5,196          | 69,273               | 1,877           | 71,150            | 97.36 %                 |
| Personal Services                       | 32,404             | 46,528              | 7,023        | 1,837          | 55,388               | 8,025           | 63,413            | 87.34 %                 |
| Business Services                       | 50,851             | 67,954              | 16,773       | 19,826         | 104,553              | 41,599          | 146,152           | 71.54 %                 |
| Automotive Repairs & Services           | 12,165             | 23,851              | 3,347        | 1,069          | 28,267               | 3,803           | 32,070            | 88.14 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 241,211            | 411,319             | 178,355      | 131,051        | 720,725              | 528,801         | 1,249,526         | 57.68 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.



NORTH DAKOTA

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 27                 | 229                 | 484          | 1,423          | 2,136                | 2,177           | 4,313             | 49.52 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture)  |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    |                    |                     |              |                |                      |                 |                   |                         |
| Chemicals & Allied Products              |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products   |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   | 62                 | 261                 | 156          | 387            | 804                  | 0               | 804               | 100.00 %                |
| Machinery, Computer Eqpmnt (exc. elect.) | 229                | 665                 | 699          | 363            | 1,727                | 2,037           | 3,764             | 45.88 %                 |
| Electric & Electronic Equipment          |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqpmnt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 1,401              | 6,701               | 7,402        | 3,087          | 17,190               | 1,952           | 19,142            | 89.80 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    |                    |                     |              |                |                      |                 |                   |                         |
| Personal Services                        | 5,070              | 7,023               | 684          | 99             | 7,806                | 546             | 8,352             | 93.46 %                 |
| Business Services                        | 2,789              | 4,230               | 1,429        | 748            | 6,407                | 1,493           | 7,900             | 81.10 %                 |
| Automotive Repairs & Services            |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 9,578              | 19,109              | 10,854       | 6,107          | 36,070               | 8,205           | 44,275            | 81.47 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

SOUTH DAKOTA

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 27                 | 241                 | 537          | 438            | 1,216                | 5,260           | 6,476             | 18.78 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 337                | 1,195               | 865          | 363            | 2,423                | 862             | 3,285             | 73.76 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmmt (exc. elect.) | 162                | 497                 | 748          | 1,476          | 2,721                | 2,994           | 5,715             | 47.61 %                 |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 1,407              | 7,328               | 7,389        | 2,952          | 17,669               | 2,408           | 20,077            | 88.01 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   |                    |                     |              |                |                      |                 |                   |                         |
| Personal Services                       |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                       |                    |                     |              |                |                      |                 |                   |                         |
| Automotive Repairs & Services           | 1,661              | 3,139               | 296          | 21             | 3,456                | 48              | 3,504             | 98.63 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 3,594              | 12,400              | 9,835        | 5,250          | 27,485               | 11,572          | 39,057            | 70.37 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

NEBRASKA

|   | Proprietors | Less Than 20 | 20-99  | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|---|-------------|--------------|--------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    |             |              |        |         |               |          |            |                  |
| Mining                                  |             |              |        |         |               |          |            |                  |
| Construction                            |             |              |        |         |               |          |            |                  |
| Food & Kindred Products                 | 38          | 709          | 1,719  | 2,639   | 5,067         | 22,000   | 27,067     | 18.72 %          |
| Textile Mill Products                   |             |              |        |         |               |          |            |                  |
| Apparel & Other Textile Products        |             |              |        |         |               |          |            |                  |
| Lumber & Wood Products (exc. Furniture) |             |              |        |         |               |          |            |                  |
| Furniture & Fixtures                    |             |              |        |         |               |          |            |                  |
| Paper & Allied Products                 |             |              |        |         |               |          |            |                  |
| Printing & Publishing                   | 858         | 2,777        | 2,450  | 1,834   | 7,061         | 5,219    | 12,280     | 57.50 %          |
| Chemicals & Allied Products             |             |              |        |         |               |          |            |                  |
| Petroleum & Coal Products               |             |              |        |         |               |          |            |                  |
| Rubber & Misc. Plastic Products         | 3           | 192          | 710    | 1,293   | 2,195         | 3,543    | 5,738      | 38.25 %          |
| Stone, Clay, Glass & Concrete Products  |             |              |        |         |               |          |            |                  |
| Primary Metal Industries                |             |              |        |         |               |          |            |                  |
| Fabricated Metal Products (exc. mach.)  | 30          | 460          | 1,066  | 1,206   | 2,732         | 4,542    | 7,274      | 37.56 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 161         | 1,297        | 1,776  | 2,583   | 5,656         | 6,496    | 12,152     | 46.54 %          |
| Electric & Electronic Equipment         | 36          | 205          | 391    | 931     | 1,527         | 7,508    | 9,035      | 16.90 %          |
| Trans. Eqmmt., Incl. Motor Vehicles     |             |              |        |         |               |          |            |                  |
| Instruments & Related Products          |             |              |        |         |               |          |            |                  |
| Misc. Manufacturing Industries          |             |              |        |         |               |          |            |                  |
| Transportation & Warehousing            |             |              |        |         |               |          |            |                  |
| Communication                           | 203         | 1,029        | 1,078  | 1,306   | 3,413         | 7,742    | 11,155     | 30.60 %          |
| Electric, Gas & Sanitary Service        | 459         | 745          | 205    | 0       | 950           | 1,798    | 2,748      | 34.57 %          |
| Wholesale & Retail Trade (exc. eating)  | 24,150      | 63,602       | 31,227 | 15,295  | 110,124       | 48,257   | 158,381    | 69.53 %          |
| Eating & Drinking Places                | 2,521       | 13,850       | 16,810 | 7,225   | 37,885        | 11,910   | 49,795     | 76.08 %          |
| Finance & Insurance                     |             |              |        |         |               |          |            |                  |
| Real Estate & Rentals                   | 13,875      | 16,473       | 1,615  | 719     | 18,807        | 93       | 18,900     | 99.51 %          |
| Personal Services                       | 10,293      | 14,502       | 2,092  | 675     | 17,269        | 1,048    | 18,317     | 94.28 %          |
| Business Services                       | 7,292       | 12,228       | 5,598  | 3,728   | 21,554        | 27,423   | 48,977     | 44.01 %          |
| Automotive Repairs & Services           |             |              |        |         |               |          |            |                  |
| Miscellaneous Services                  |             |              |        |         |               |          |            |                  |
| All Industries                          | 59,919      | 128,069      | 66,737 | 39,434  | 234,240       | 147,579  | 381,819    | 61.35 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|   | Proprietors | Less Than 20 | 20-99  | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|---|-------------|--------------|--------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other Mining |             |              |        |         |               |          |            |                  |
| Construction                                | 23,555      | 43,903       | 14,593 | 6,829   | 65,325        | 3,954    | 69,279     | 94.29 %          |
| Food & Kindred Products                     | 66          | 765          | 1,391  | 2,223   | 4,379         | 22,421   | 26,800     | 16.34 %          |
| Textile Mill Products                       |             |              |        |         |               |          |            |                  |
| Apparel & Other Textile Products            | 73          | 333          | 817    | 601     | 1,751         | 2,907    | 4,658      | 37.59 %          |
| Lumber & Wood Products (exc. Furniture)     | 263         | 815          | 936    | 916     | 2,667         | 769      | 3,436      | 77.62 %          |
| Furniture & Fixtures                        |             |              |        |         |               |          |            |                  |
| Paper & Allied Products                     |             |              |        |         |               |          |            |                  |
| Printing & Publishing                       | 1,224       | 4,230        | 3,850  | 4,963   | 13,043        | 9,871    | 22,914     | 56.92 %          |
| Chemicals & Allied Products                 | 54          | 277          | 771    | 1,011   | 2,059         | 6,193    | 8,252      | 24.95 %          |
| Petroleum & Coal Products                   |             |              |        |         |               |          |            |                  |
| Rubber & Misc. Plastic Products             | 3           | 475          | 1,721  | 1,972   | 4,168         | 6,313    | 10,481     | 39.77 %          |
| Stone, Clay, Glass & Concrete Products      | 508         | 1,238        | 1,229  | 793     | 3,260         | 2,867    | 6,127      | 53.21 %          |
| Primary Metal Industries                    |             |              |        |         |               |          |            |                  |
| Fabricated Metal Products (exc. mach.)      | 116         | 1,310        | 2,598  | 3,039   | 6,947         | 3,086    | 10,033     | 69.24 %          |
| Machinery, Computer Eqmmt (exc. elect.)     | 249         | 2,180        | 4,657  | 5,031   | 11,868        | 10,697   | 22,565     | 52.59 %          |
| Electric & Electronic Equipment             | 128         | 618          | 1,049  | 1,291   | 2,958         | 7,056    | 10,014     | 29.54 %          |
| Trans. Eqmmt., Incl. Motor Vehicles         | 77          | 625          | 1,502  | 3,080   | 5,207         | 45,564   | 50,771     | 10.26 %          |
| Instruments & Related Products              | 4           | 156          | 395    | 990     | 1,541         | 4,582    | 6,123      | 25.17 %          |
| Misc. Manufacturing Industries              | 239         | 595          | 537    | 451     | 1,583         | 1,047    | 2,630      | 60.19 %          |
| Transportation & Warehousing                |             |              |        |         |               |          |            |                  |
| Communication                               | 15,669      | 16,634       | 1,665  | 823     | 19,122        | 12,464   | 31,586     | 60.54 %          |
| Electric, Gas & Sanitary Service            |             |              |        |         |               |          |            |                  |
| Wholesale & Retail Trade (exc. eating)      |             |              |        |         |               |          |            |                  |
| Eating & Drinking Places                    | 3,468       | 18,734       | 23,896 | 10,491  | 53,121        | 23,499   | 76,620     | 69.33 %          |
| Finance & Insurance                         | 15,947      | 26,572       | 10,458 | 7,946   | 44,976        | 23,435   | 68,411     | 65.74 %          |
| Real Estate & Rentals                       | 25,192      | 29,664       | 2,491  | 1,421   | 33,576        | 392      | 33,968     | 98.85 %          |
| Personal Services                           | 14,261      | 20,707       | 2,109  | 1,344   | 24,160        | 2,713    | 26,873     | 89.90 %          |
| Business Services                           | 18,472      | 25,926       | 7,571  | 8,345   | 41,842        | 10,628   | 52,470     | 79.74 %          |
| Automotive Repairs & Services               | 6,011       | 11,219       | 1,564  | 219     | 13,002        | 572      | 13,574     | 95.79 %          |
| Miscellaneous Services                      |             |              |        |         |               |          |            |                  |
| All Industries                              | 125,579     | 206,976      | 85,800 | 63,779  | 356,555       | 201,030  | 557,585    | 63.95 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

DELAWARE

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|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 21                 | 153                 | 394          | 448            | 995                  | 7,044           | 8,039             | 12.38 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture)  |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 108                | 648                 | 703          | 322            | 1,673                | 1,063           | 2,736             | 61.15 %                 |
| Chemicals & Allied Products              |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products   |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqpmnt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment          |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqpmnt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 490                | 4,041               | 7,102        | 2,343          | 13,486               | 5,920           | 19,406            | 69.49 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 6,290              | 8,182               | 892          | 660            | 9,734                | 137             | 9,871             | 98.61 %                 |
| Personal Services                        | 2,563              | 4,417               | 928          | 385            | 5,730                | 433             | 6,163             | 92.97 %                 |
| Business Services                        | 3,228              | 6,141               | 3,141        | 4,604          | 13,886               | 8,992           | 22,878            | 60.70 %                 |
| Automotive Repairs & Services            |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 12,700             | 23,582              | 13,160       | 8,762          | 45,504               | 23,589          | 69,093            | 65.86 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

MARYLAND

|  | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|--|-------------|--------------|---------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other     |             |              |         |         |               |          |            |                  |
| Mining                                   |             |              |         |         |               |          |            |                  |
| Construction                             | 34,796      | 92,591       | 58,527  | 32,244  | 183,362       | 20,715   | 204,077    | 89.85 %          |
| Food & Kindred Products                  | 65          | 951          | 2,495   | 3,638   | 7,084         | 15,231   | 22,315     | 31.75 %          |
| Textile Mill Products                    |             |              |         |         |               |          |            |                  |
| Apparel & Other Textile Products         | (8,844)     | (8,125)      | 1,510   | 2,076   | (4,539)       | 5,396    | 857        | -529.64 %        |
| Lumber & Wood Products (exc. Furniture)  | 152         | 1,274        | 1,846   | 780     | 3,900         | 679      | 4,579      | 85.17 %          |
| Furniture & Fixtures                     | 364         | 1,098        | 1,347   | 1,083   | 3,528         | 349      | 3,877      | 91.00 %          |
| Paper & Allied Products                  | 13          | 286          | 860     | 1,488   | 2,634         | 6,555    | 9,189      | 28.66 %          |
| Printing & Publishing                    | 1,619       | 6,285        | 7,140   | 7,340   | 20,765        | 13,251   | 34,016     | 61.04 %          |
| Chemicals & Allied Products              | 37          | 545          | 876     | 1,088   | 2,509         | 11,295   | 13,804     | 18.18 %          |
| Petroleum & Coal Products                |             |              |         |         |               |          |            |                  |
| Rubber & Misc. Plastic Products          | 11          | 534          | 906     | 1,453   | 2,893         | 5,436    | 8,329      | 34.73 %          |
| Stone, Clay, Glass & Concrete Products   | 504         | 994          | 1,425   | 1,496   | 3,915         | 3,640    | 7,555      | 51.82 %          |
| Primary Metal Industries                 | 10,921      | 11,092       | 348     | 746     | 12,186        | 10,205   | 22,391     | 54.42 %          |
| Fabricated Metal Products (exc. mach.)   | 155         | 1,425        | 3,358   | 3,720   | 8,503         | 2,610    | 11,113     | 76.51 %          |
| Machinery, Computer Eqpmnt (exc. elect.) | 303         | 1,835        | 3,269   | 2,994   | 8,098         | 9,558    | 17,656     | 45.87 %          |
| Electric & Electronic Equipment          | 96          | 714          | 1,519   | 2,991   | 5,224         | 11,361   | 16,585     | 31.50 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles     |             |              |         |         |               |          |            |                  |
| Instruments & Related Products           | 7           | 551          | 1,168   | 1,032   | 2,751         | 25,977   | 28,728     | 9.58 %           |
| Misc. Manufacturing Industries           | 847         | 1,661        | 1,374   | 685     | 3,720         | 823      | 4,543      | 81.88 %          |
| Transportation & Warehousing             |             |              |         |         |               |          |            |                  |
| Communication                            | 641         | 1,337        | 1,801   | 1,882   | 5,020         | 23,991   | 29,011     | 17.30 %          |
| Electric, Gas & Sanitary Service         |             |              |         |         |               |          |            |                  |
| Wholesale & Retail Trade (exc. eating)   | 39,313      | 122,186      | 79,900  | 48,978  | 251,064       | 182,363  | 433,427    | 57.93 %          |
| Eating & Drinking Places                 | 4,388       | 27,994       | 38,604  | 13,763  | 80,361        | 55,301   | 135,662    | 59.24 %          |
| Finance & Insurance                      | 18,043      | 27,750       | 9,956   | 12,694  | 50,400        | 75,690   | 126,090    | 39.97 %          |
| Real Estate & Rentals                    | 55,645      | 69,241       | 9,277   | 7,147   | 85,665        | 8,331    | 93,996     | 91.14 %          |
| Personal Services                        | 19,687      | 32,783       | 6,187   | 2,869   | 41,839        | 5,348    | 47,187     | 88.67 %          |
| Business Services                        | 41,328      | 61,012       | 23,456  | 32,029  | 116,497       | 63,211   | 179,708    | 64.83 %          |
| Automotive Repairs & Services            | 5,213       | 15,588       | 3,573   | 978     | 20,139        | 2,752    | 22,891     | 87.98 %          |
| Miscellaneous Services                   |             |              |         |         |               |          |            |                  |
| All Industries                           | 225,304     | 471,602      | 260,722 | 185,194 | 917,518       | 560,068  | 1,477,586  | 62.10 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

DISTRICT OF COLUMBIA

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|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 499                | 1,637               | 1,857        | 1,678          | 5,172                | 8,974           | 14,146            | 36.56 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               | 0                  | 0                   | 0            | 0              | 0                    | 46              | 46                | 0.00 %                  |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmmt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 822                | 1,092               | 770          | 1,256          | 3,118                | 10,334          | 13,452            | 23.18 %                 |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 223                | 4,317               | 8,899        | 2,274          | 15,490               | 11,760          | 27,250            | 56.84 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 4,530              | 7,902               | 3,501        | 3,511          | 14,914               | 834             | 15,748            | 94.70 %                 |
| Personal Services                       |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                       | 6,655              | 10,202              | 5,259        | 8,116          | 23,577               | 18,112          | 41,689            | 56.55 %                 |
| Automotive Repairs & Services           | 180                | 647                 | 849          | 1,022          | 2,518                | 1,482           | 4,000             | 62.95 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 12,909             | 25,797              | 21,135       | 17,857         | 64,789               | 51,542          | 116,331           | 55.69 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|   | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|---|-------------|--------------|---------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    |             |              |         |         |               |          |            |                  |
| Mining                                  |             |              |         |         |               |          |            |                  |
| Construction                            | 55,913      | 128,463      | 60,979  | 30,744  | 220,186       | 14,978   | 235,164    | 93.63 %          |
| Food & Kindred Products                 | 36,782      | 37,875       | 2,025   | 4,565   | 44,465        | 27,174   | 71,639     | 62.07 %          |
| Textile Mill Products                   |             |              |         |         |               |          |            |                  |
| Apparel & Other Textile Products        | 120         | 844          | 3,006   | 6,500   | 10,350        | 21,313   | 31,663     | 32.69 %          |
| Lumber & Wood Products (exc. Furniture) | 27,495      | 32,719       | 5,945   | 5,535   | 44,199        | 7,531    | 51,730     | 85.44 %          |
| Furniture & Fixtures                    | 755         | 1,502        | 1,664   | 2,077   | 5,243         | 19,393   | 24,636     | 21.28 %          |
| Paper & Allied Products                 |             |              |         |         |               |          |            |                  |
| Printing & Publishing                   | 1,478       | 7,020        | 6,179   | 6,445   | 19,644        | 19,272   | 38,916     | 50.48 %          |
| Chemicals & Allied Products             | 42          | 520          | 785     | 1,242   | 2,547         | 27,523   | 30,070     | 8.47 %           |
| Petroleum & Coal Products               |             |              |         |         |               |          |            |                  |
| Rubber & Misc. Plastic Products         | 9           | 400          | 1,444   | 1,357   | 3,201         | 14,537   | 17,738     | 18.05 %          |
| Stone, Clay, Glass & Concrete Products  | 842         | 1,606        | 2,462   | 3,043   | 7,111         | 8,338    | 15,449     | 46.03 %          |
| Primary Metal Industries                |             |              |         |         |               |          |            |                  |
| Fabricated Metal Products (exc. mach.)  | 250         | 1,572        | 3,782   | 2,888   | 8,242         | 9,835    | 18,077     | 45.59 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 297         | 2,678        | 4,356   | 5,689   | 12,723        | 12,371   | 25,094     | 50.70 %          |
| Electric & Electronic Equipment         | 182         | 866          | 2,331   | 4,175   | 7,372         | 17,083   | 24,455     | 30.15 %          |
| Trans. Eqmmt., Incl. Motor Vehicles     | 35,660      | 36,283       | 1,421   | 2,064   | 39,768        | 40,632   | 80,400     | 49.46 %          |
| Instruments & Related Products          | 6           | 426          | 1,041   | 1,569   | 3,036         | 14,139   | 17,175     | 17.68 %          |
| Misc. Manufacturing Industries          |             |              |         |         |               |          |            |                  |
| Transportation & Warehousing            |             |              |         |         |               |          |            |                  |
| Communication                           | 1,154       | 3,151        | 2,668   | 2,246   | 8,065         | 39,385   | 47,450     | 17.00 %          |
| Electric, Gas & Sanitary Service        |             |              |         |         |               |          |            |                  |
| Wholesale & Retail Trade (exc. eating)  | 57,609      | 158,594      | 87,964  | 49,942  | 296,500       | 256,184  | 552,684    | 53.65 %          |
| Eating & Drinking Places                | 4,370       | 30,743       | 39,639  | 22,782  | 93,164        | 71,428   | 164,592    | 56.60 %          |
| Finance & Insurance                     | 46,516      | 59,091       | 12,043  | 10,879  | 82,013        | 90,299   | 172,312    | 47.60 %          |
| Real Estate & Rentals                   | 72,247      | 88,103       | 10,055  | 7,715   | 105,873       | 4,874    | 110,747    | 95.60 %          |
| Personal Services                       | 23,978      | 41,305       | 7,114   | 3,644   | 52,063        | 9,542    | 61,605     | 84.51 %          |
| Business Services                       | 46,326      | 69,027       | 26,491  | 30,699  | 126,217       | 70,039   | 196,256    | 64.31 %          |
| Automotive Repairs & Services           | 8,954       | 21,378       | 3,971   | 2,383   | 27,732        | 3,318    | 31,050     | 89.31 %          |
| Miscellaneous Services                  |             |              |         |         |               |          |            |                  |
| All Industries                          | 420,985     | 724,166      | 287,365 | 208,183 | 1,219,714     | 799,188  | 2,018,902  | 60.41 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.



WEST VIRGINIA

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 101                | 387                 | 510          | 782            | 1,679                | 2,110           | 3,789             | 44.31 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) | 2,030              | 4,187               | 1,930        | 1,386          | 7,503                | 875             | 8,378             | 89.56 %                 |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 485                | 1,387               | 733          | 1,094          | 3,214                | 2,207           | 5,421             | 59.29 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  | 305                | 851                 | 1,147        | 1,464          | 3,462                | 5,081           | 8,543             | 40.52 %                 |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  | 20                 | 389                 | 1,384        | 1,143          | 2,916                | 3,211           | 6,127             | 47.59 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 393                | 1,469               | 1,352        | 970            | 3,791                | 1,556           | 5,347             | 70.90 %                 |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  | 21,404             | 51,381              | 24,946       | 10,746         | 87,073               | 43,392          | 130,465           | 66.74 %                 |
| Eating & Drinking Places                | 2,709              | 10,250              | 9,036        | 6,828          | 26,114               | 10,455          | 36,569            | 71.41 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 7,538              | 10,069              | 540          | 203            | 10,812               | 116             | 10,928            | 98.94 %                 |
| Personal Services                       | 7,126              | 10,888              | 1,139        | 559            | 12,586               | 1,551           | 14,137            | 89.03 %                 |
| Business Services                       | 6,607              | 9,655               | 2,982        | 2,014          | 14,651               | 5,246           | 19,897            | 73.63 %                 |
| Automotive Repairs & Services           | 3,500              | 5,967               | 624          | 82             | 6,673                | 469             | 7,142             | 93.43 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 52,218             | 106,880             | 46,323       | 27,271         | 180,474              | 76,269          | 256,743           | 70.29 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

NORTH CAROLINA

|  | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|--|-------------|--------------|---------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other     |             |              |         |         |               |          |            |                  |
| Mining                                   |             |              |         |         |               |          |            |                  |
| Construction                             | 68,192      | 143,203      | 48,016  | 24,459  | 215,678       | 18,600   | 234,278    | 92.06 %          |
| Food & Kindred Products                  | 266         | 1,599        | 3,788   | 5,542   | 10,929        | 40,881   | 51,810     | 21.09 %          |
| Textile Mill Products                    | 207         | 2,303        | 13,222  | 36,067  | 51,592        | 162,108  | 213,700    | 24.14 %          |
| Apparel & Other Textile Products         | 803         | 2,456        | 10,500  | 22,388  | 35,344        | 41,742   | 77,086     | 45.85 %          |
| Lumber & Wood Products (exc. Furniture)  | 6,486       | 14,013       | 11,573  | 4,993   | 30,579        | 13,624   | 44,203     | 69.18 %          |
| Furniture & Fixtures                     | 947         | 3,389        | 7,408   | 10,270  | 21,067        | 64,071   | 85,138     | 24.74 %          |
| Paper & Allied Products                  |             |              |         |         |               |          |            |                  |
| Printing & Publishing                    | 2,679       | 8,386        | 6,635   | 4,541   | 19,562        | 15,056   | 34,618     | 56.51 %          |
| Chemicals & Allied Products              | 345         | 1,095        | 2,163   | 2,429   | 5,687         | 41,047   | 46,734     | 12.17 %          |
| Petroleum & Coal Products                |             |              |         |         |               |          |            |                  |
| Rubber & Misc. Plastic Products          | 15          | 941          | 3,352   | 5,392   | 9,685         | 27,327   | 37,012     | 26.17 %          |
| Stone, Clay, Glass & Concrete Products   | 2,879       | 4,272        | 3,117   | 5,115   | 12,504        | 13,483   | 25,987     | 48.12 %          |
| Primary Metal Industries                 |             |              |         |         |               |          |            |                  |
| Fabricated Metal Products (exc. mach.)   | 398         | 2,906        | 6,168   | 5,385   | 14,459        | 16,538   | 30,997     | 46.65 %          |
| Machinery, Computer Eqpmnt (exc. elect.) | 462         | 5,629        | 8,464   | 8,058   | 22,151        | 41,890   | 64,041     | 34.59 %          |
| Electric & Electronic Equipment          | 67          | 937          | 2,381   | 3,235   | 6,553         | 53,612   | 60,165     | 10.89 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles     |             |              |         |         |               |          |            |                  |
| Instruments & Related Products           |             |              |         |         |               |          |            |                  |
| Misc. Manufacturing Industries           | 1,155       | 2,674        | 2,108   | 1,458   | 6,240         | 2,635    | 8,875      | 70.31 %          |
| Transportation & Warehousing             |             |              |         |         |               |          |            |                  |
| Communication                            | 507         | 2,704        | 2,545   | 2,105   | 7,354         | 21,740   | 29,094     | 25.28 %          |
| Electric, Gas & Sanitary Service         | 1,552       | 2,230        | 1,752   | 2,076   | 6,058         | 28,259   | 34,317     | 17.65 %          |
| Wholesale & Retail Trade (exc. eating)   | 86,244      | 217,005      | 102,040 | 55,592  | 374,637       | 248,846  | 623,483    | 60.09 %          |
| Eating & Drinking Places                 | 6,931       | 38,767       | 48,320  | 29,126  | 116,213       | 69,568   | 185,781    | 62.55 %          |
| Finance & Insurance                      |             |              |         |         |               |          |            |                  |
| Real Estate & Rentals                    | 56,677      | 68,701       | 5,922   | 4,973   | 79,596        | 2,210    | 81,806     | 97.30 %          |
| Personal Services                        | 27,317      | 42,204       | 8,431   | 2,651   | 53,286        | 6,914    | 60,200     | 88.51 %          |
| Business Services                        | 32,032      | 51,610       | 17,370  | 24,463  | 93,443        | 50,731   | 144,174    | 64.81 %          |
| Automotive Repairs & Services            | 14,981      | 27,584       | 3,320   | 2,199   | 33,103        | 3,085    | 36,188     | 91.48 %          |
| Miscellaneous Services                   |             |              |         |         |               |          |            |                  |
| All Industries                           | 311,142     | 644,608      | 318,595 | 262,517 | 1,225,720     | 983,967  | 2,209,687  | 55.47 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

SOUTH CAROLINA

|  | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|--|-------------|--------------|---------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other     |             |              |         |         |               |          |            |                  |
| Mining                                   |             |              |         |         |               |          |            |                  |
| Construction                             |             |              |         |         |               |          |            |                  |
| Food & Kindred Products                  | 70          | 476          | 1,198   | 2,005   | 3,679         | 9,989    | 13,668     | 26.92 %          |
| Textile Mill Products                    | 24          | 441          | 2,585   | 8,936   | 11,962        | 84,976   | 96,938     | 12.34 %          |
| Apparel & Other Textile Products         | 107         | 890          | 5,148   | 12,202  | 18,240        | 21,373   | 39,613     | 46.05 %          |
| Lumber & Wood Products (exc. Furniture)  | 1,225       | 5,325        | 4,094   | 2,060   | 11,479        | 4,734    | 16,213     | 70.80 %          |
| Furniture & Fixtures                     | 495         | 790          | 669     | 883     | 2,342         | 2,386    | 4,728      | 49.53 %          |
| Paper & Allied Products                  |             |              |         |         |               |          |            |                  |
| Printing & Publishing                    | 1,154       | 3,721        | 2,300   | 1,497   | 7,518         | 5,420    | 12,938     | 58.11 %          |
| Chemicals & Allied Products              | 212         | 668          | 1,099   | 1,450   | 3,217         | 32,522   | 35,739     | 9.00 %           |
| Petroleum & Coal Products                |             |              |         |         |               |          |            |                  |
| Rubber & Misc. Plastic Products          | 8           | 467          | 888     | 2,397   | 3,752         | 19,625   | 23,377     | 16.05 %          |
| Stone, Clay, Glass & Concrete Products   | 1,835       | 2,537        | 1,240   | 2,111   | 5,888         | 6,175    | 12,063     | 48.81 %          |
| Primary Metal Industries                 | 22          | 224          | 357     | 927     | 1,508         | 6,357    | 7,865      | 19.17 %          |
| Fabricated Metal Products (exc. mach.)   | 85          | 1,367        | 2,332   | 4,453   | 8,152         | 9,773    | 17,925     | 45.48 %          |
| Machinery, Computer Eqpmnt (exc. elect.) | 102         | 2,208        | 3,486   | 5,900   | 11,594        | 23,699   | 35,293     | 32.85 %          |
| Electric & Electronic Equipment          | 76          | 365          | 600     | 1,480   | 2,445         | 21,536   | 23,981     | 10.20 %          |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 9           | 362          | 515     | 1,934   | 2,811         | 9,688    | 12,499     | 22.49 %          |
| Instruments & Related Products           |             |              |         |         |               |          |            |                  |
| Misc. Manufacturing Industries           | 557         | 1,094        | 573     | 623     | 2,290         | 1,890    | 4,180      | 54.78 %          |
| Transportation & Warehousing             |             |              |         |         |               |          |            |                  |
| Communication                            | 343         | 1,377        | 1,593   | 1,693   | 4,663         | 8,107    | 12,770     | 36.52 %          |
| Electric, Gas & Sanitary Service         | 792         | 1,202        | 944     | 1,030   | 3,176         | 8,616    | 11,792     | 26.93 %          |
| Wholesale & Retail Trade (exc. eating)   | 42,575      | 104,548      | 45,879  | 21,706  | 172,133       | 118,232  | 290,365    | 59.28 %          |
| Eating & Drinking Places                 | 4,252       | 19,491       | 24,166  | 14,233  | 57,890        | 38,228   | 96,118     | 60.23 %          |
| Finance & Insurance                      |             |              |         |         |               |          |            |                  |
| Real Estate & Rentals                    | 32,309      | 38,408       | 3,277   | 2,261   | 43,946        | 606      | 44,552     | 98.64 %          |
| Personal Services                        | 14,011      | 21,454       | 3,884   | 1,102   | 26,440        | 3,154    | 29,594     | 89.34 %          |
| Business Services                        | 11,478      | 21,165       | 8,519   | 12,397  | 42,081        | 34,143   | 76,224     | 55.21 %          |
| Automotive Repairs & Services            | 7,422       | 13,970       | 2,161   | 885     | 17,016        | 1,402    | 18,418     | 92.39 %          |
| Miscellaneous Services                   |             |              |         |         |               |          |            |                  |
| All Industries                           | 119,163     | 242,550      | 117,507 | 104,165 | 464,222       | 472,631  | 936,853    | 49.55 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

GEORGIA

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             | 54,599             | 109,956             | 47,352       | 25,001         | 182,309              | 13,179          | 195,488           | 93.26 %                 |
| Food & Kindred Products                  | 196                | 1,177               | 2,846        | 7,852          | 11,875               | 48,710          | 60,585            | 19.60 %                 |
| Textile Mill Products                    | 65                 | 1,407               | 4,763        | 12,348         | 18,518               | 83,383          | 101,901           | 18.17 %                 |
| Apparel & Other Textile Products         | 976                | 2,154               | 7,471        | 14,714         | 24,339               | 45,257          | 69,596            | 34.97 %                 |
| Lumber & Wood Products (exc. Furniture)  | 2,669              | 9,507               | 6,268        | 4,891          | 20,666               | 12,413          | 33,079            | 62.47 %                 |
| Furniture & Fixtures                     | 1,432              | 2,725               | 2,863        | 2,194          | 7,782                | 5,091           | 12,873            | 60.45 %                 |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 1,057              | 7,087               | 7,295        | 4,953          | 19,335               | 21,170          | 40,505            | 47.73 %                 |
| Chemicals & Allied Products              | 135                | 1,070               | 2,111        | 3,287          | 6,468                | 15,535          | 22,003            | 29.40 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 8                  | 741                 | 3,238        | 3,689          | 7,668                | 9,620           | 17,288            | 44.35 %                 |
| Stone, Clay, Glass & Concrete Products   | 1,226              | 2,980               | 3,419        | 2,288          | 8,687                | 11,028          | 19,715            | 44.06 %                 |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   | 116                | 2,120               | 5,562        | 5,347          | 13,029               | 10,621          | 23,650            | 55.09 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 67                 | 3,616               | 6,023        | 5,881          | 15,520               | 15,601          | 31,121            | 49.87 %                 |
| Electric & Electronic Equipment          | 180                | 918                 | 1,662        | 3,113          | 5,693                | 28,691          | 34,384            | 16.56 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 55                 | 739                 | 1,463        | 1,511          | 3,713                | 37,668          | 41,381            | 8.97 %                  |
| Instruments & Related Products           | 6                  | 378                 | 1,038        | 1,431          | 2,847                | 6,817           | 9,664             | 29.46 %                 |
| Misc. Manufacturing Industries           | 357                | 1,402               | 1,441        | 1,206          | 4,049                | 4,220           | 8,269             | 48.97 %                 |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 594                | 3,035               | 3,412        | 1,698          | 8,145                | 44,690          | 52,835            | 15.42 %                 |
| Electric, Gas & Sanitary Service         | 964                | 1,501               | 1,631        | 2,841          | 5,973                | 22,186          | 28,159            | 21.21 %                 |
| Wholesale & Retail Trade (exc. eating)   | 72,919             | 197,024             | 94,292       | 54,428         | 345,744              | 288,935         | 634,679           | 54.48 %                 |
| Eating & Drinking Places                 | 5,303              | 32,348              | 47,620       | 27,093         | 107,061              | 84,925          | 191,986           | 55.77 %                 |
| Finance & Insurance                      | 43,040             | 59,491              | 16,732       | 12,214         | 88,437               | 89,978          | 178,415           | 49.57 %                 |
| Real Estate & Rentals                    | 59,503             | 72,122              | 7,466        | 5,942          | 85,530               | 5,275           | 90,805            | 94.19 %                 |
| Personal Services                        | 24,797             | 40,370              | 5,865        | 1,882          | 48,117               | 7,930           | 56,047            | 85.85 %                 |
| Business Services                        | 24,589             | 48,265              | 23,421       | 26,410         | 98,096               | 74,730          | 172,826           | 56.76 %                 |
| Automotive Repairs & Services            | 10,378             | 23,225              | 4,158        | 2,756          | 30,139               | 4,272           | 34,411            | 87.59 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 305,231            | 625,358             | 309,412      | 234,970        | 1,169,740            | 991,925         | 2,161,665         | 54.11 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

FLORIDA

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|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 107,582            | 250,018             | 115,152      | 45,854         | 411,024              | 31,475          | 442,499           | 92.89 %                 |
| Food & Kindred Products                 | 362                | 2,465               | 4,058        | 6,905          | 13,428               | 33,589          | 47,017            | 28.56 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        | 486                | 5,381               | 11,171       | 11,911         | 28,463               | 4,912           | 33,375            | 85.28 %                 |
| Lumber & Wood Products (exc. Furniture) | 2,860              | 8,367               | 7,555        | 4,353          | 20,275               | 5,313           | 25,588            | 79.24 %                 |
| Furniture & Fixtures                    | 1,998              | 6,099               | 4,880        | 4,512          | 15,491               | 2,490           | 17,981            | 86.15 %                 |
| Paper & Allied Products                 | 34                 | 578                 | 1,252        | 1,817          | 3,647                | 10,988          | 14,635            | 24.92 %                 |
| Printing & Publishing                   | 3,456              | 16,258              | 10,859       | 7,169          | 34,286               | 30,856          | 65,142            | 52.63 %                 |
| Chemicals & Allied Products             | 170                | 1,881               | 2,979        | 2,039          | 6,899                | 14,783          | 21,682            | 31.82 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 31                 | 2,196               | 5,945        | 4,994          | 13,135               | 6,702           | 19,837            | 66.21 %                 |
| Stone, Clay, Glass & Concrete Products  | 5,207              | 7,597               | 4,740        | 2,922          | 15,259               | 13,906          | 29,165            | 52.32 %                 |
| Primary Metal Industries                | 57                 | 434                 | 770          | 1,159          | 2,363                | 2,840           | 5,203             | 45.42 %                 |
| Fabricated Metal Products (exc. mach.)  | 214                | 5,678               | 10,633       | 10,200         | 26,511               | 10,181          | 36,692            | 72.25 %                 |
| Machinery, Computer Eqmnt (exc. elect.) | 555                | 6,286               | 7,909        | 5,452          | 19,647               | 19,624          | 39,271            | 50.03 %                 |
| Electric & Electronic Equipment         | 483                | 2,927               | 6,388        | 8,304          | 17,619               | 46,731          | 64,350            | 27.38 %                 |
| Trans. Eqmnt., Incl. Motor Vehicles     | 174                | 3,263               | 4,257        | 8,546          | 16,066               | 30,733          | 46,799            | 34.33 %                 |
| Instruments & Related Products          | 22                 | 1,389               | 3,486        | 3,080          | 7,955                | 36,654          | 44,609            | 17.83 %                 |
| Misc. Manufacturing Industries          | 2,361              | 6,320               | 3,352        | 1,627          | 11,299               | 1,330           | 12,629            | 89.47 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 2,322              | 5,404               | 4,559        | 5,353          | 15,316               | 62,185          | 77,501            | 19.76 %                 |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  | 164,018            | 413,890             | 175,005      | 106,711        | 695,606              | 531,724         | 1,227,330         | 56.68 %                 |
| Eating & Drinking Places                | 12,094             | 78,246              | 115,285      | 55,409         | 248,940              | 165,613         | 414,553           | 60.05 %                 |
| Finance & Insurance                     | 75,114             | 108,336             | 30,631       | 29,220         | 168,187              | 180,071         | 348,258           | 48.29 %                 |
| Real Estate & Rentals                   | 200,416            | 248,954             | 26,782       | 15,995         | 291,731              | 20,935          | 312,666           | 93.30 %                 |
| Personal Services                       | 48,194             | 84,995              | 12,592       | 5,535          | 103,122              | 16,285          | 119,407           | 86.36 %                 |
| Business Services                       | 75,075             | 134,059             | 49,353       | 49,002         | 232,414              | 142,696         | 375,110           | 61.96 %                 |
| Automotive Repairs & Services           | 18,554             | 45,831              | 8,884        | 3,534          | 58,249               | 16,501          | 74,750            | 77.93 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 721,839            | 1,446,852           | 628,477      | 401,603        | 2,476,932            | 1,439,117       | 3,916,049         | 63.25 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

KENTUCKY

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|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 159                | 765                 | 1,414        | 3,694          | 5,873                | 13,013          | 18,886            | 31.10 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture)  | 3,505              | 6,092               | 4,297        | 2,205          | 12,594               | 1,419           | 14,013            | 89.87 %                 |
| Furniture & Fixtures                     | 260                | 733                 | 851          | 1,017          | 2,601                | 1,768           | 4,369             | 59.53 %                 |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 1,437              | 4,140               | 3,716        | 2,443          | 10,299               | 11,769          | 22,068            | 46.67 %                 |
| Chemicals & Allied Products              | 131                | 399                 | 769          | 1,050          | 2,218                | 12,509          | 14,727            | 15.06 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 7                  | 273                 | 934          | 2,895          | 4,102                | 12,161          | 16,263            | 25.22 %                 |
| Stone, Clay, Glass & Concrete Products   | 754                | 1,836               | 1,863        | 932            | 4,631                | 5,436           | 10,067            | 46.00 %                 |
| Primary Metal Industries                 | 9                  | 153                 | 226          | 937            | 1,316                | 15,566          | 16,882            | 7.80 %                  |
| Fabricated Metal Products (exc. mach.)   | 143                | 1,432               | 5,193        | 2,996          | 9,621                | 11,688          | 21,309            | 45.15 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 243                | 2,560               | 3,290        | 3,630          | 9,480                | 20,278          | 29,758            | 31.86 %                 |
| Electric & Electronic Equipment          |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 14                 | 237                 | 1,006        | 2,651          | 3,894                | 17,726          | 21,620            | 18.01 %                 |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           | 506                | 1,089               | 921          | 636            | 2,646                | 2,551           | 5,197             | 50.91 %                 |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 543                | 1,938               | 1,602        | 516            | 4,056                | 9,600           | 13,656            | 29.70 %                 |
| Electric, Gas & Sanitary Service         | 1,034              | 1,701               | 1,229        | 1,524          | 4,454                | 11,539          | 15,993            | 27.85 %                 |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 3,421              | 18,365              | 29,365       | 19,661         | 67,391               | 28,859          | 96,250            | 70.02 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 29,948             | 34,679              | 2,502        | 1,973          | 39,154               | 514             | 39,668            | 98.70 %                 |
| Personal Services                        | 16,487             | 24,373              | 3,286        | 2,179          | 29,838               | 3,866           | 33,704            | 88.53 %                 |
| Business Services                        | 17,146             | 25,258              | 8,138        | 10,066         | 43,462               | 20,931          | 64,393            | 67.49 %                 |
| Automotive Repairs & Services            | 8,998              | 15,001              | 2,629        | 339            | 17,969               | 1,592           | 19,561            | 91.86 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 84,745             | 141,024             | 73,231       | 61,344         | 275,599              | 202,785         | 478,384           | 57.61 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 43,892             | 81,313              | 34,603       | 17,452         | 133,368              | 7,123           | 140,491           | 94.93 %                 |
| Food & Kindred Products                 | 241                | 1,091               | 1,884        | 3,829          | 6,804                | 31,191          | 37,995            | 17.91 %                 |
| Textile Mill Products                   | 60                 | 276                 | 1,761        | 5,136          | 7,173                | 15,242          | 22,415            | 32.00 %                 |
| Apparel & Other Textile Products        | 216                | 1,058               | 7,666        | 14,838         | 23,562               | 35,758          | 59,320            | 39.72 %                 |
| Lumber & Wood Products (exc. Furniture) | 4,269              | 8,136               | 5,241        | 4,296          | 17,673               | 5,563           | 23,236            | 76.06 %                 |
| Furniture & Fixtures                    | 326                | 1,300               | 3,263        | 4,807          | 9,370                | 17,591          | 26,961            | 34.75 %                 |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 1,768              | 6,065               | 7,095        | 4,716          | 17,876               | 19,023          | 36,899            | 48.45 %                 |
| Chemicals & Allied Products             | 175                | 716                 | 1,251        | 2,859          | 4,826                | 39,259          | 44,085            | 10.95 %                 |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 17                 | 793                 | 2,033        | 3,787          | 6,613                | 21,088          | 27,701            | 23.87 %                 |
| Stone, Clay, Glass & Concrete Products  | 1,654              | 2,988               | 2,080        | 2,348          | 7,416                | 8,327           | 15,743            | 47.11 %                 |
| Primary Metal Industries                | 49                 | 309                 | 1,211        | 3,133          | 4,653                | 10,473          | 15,126            | 30.76 %                 |
| Fabricated Metal Products (exc. mach.)  | 408                | 2,558               | 6,118        | 6,428          | 15,104               | 22,101          | 37,205            | 40.60 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 486                | 4,207               | 5,946        | 4,245          | 14,398               | 29,054          | 43,452            | 33.14 %                 |
| Electric & Electronic Equipment         | 98                 | 740                 | 1,612        | 2,928          | 5,280                | 30,999          | 36,279            | 14.55 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 117                | 824                 | 2,060        | 3,159          | 6,043                | 28,559          | 34,602            | 17.46 %                 |
| Instruments & Related Products          | 14                 | 413                 | 612          | 1,002          | 2,027                | 7,701           | 9,728             | 20.84 %                 |
| Misc. Manufacturing Industries          | 1,012              | 2,221               | 2,021        | 2,448          | 6,690                | 7,302           | 13,992            | 47.81 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 666                | 2,246               | 2,259        | 1,480          | 5,985                | 15,821          | 21,806            | 27.45 %                 |
| Electric, Gas & Sanitary Service        | 1,175              | 1,632               | 898          | 1,701          | 4,231                | 3,641           | 7,872             | 53.75 %                 |
| Wholesale & Retail Trade (exc. eating)  | 64,630             | 158,768             | 76,041       | 41,343         | 276,152              | 178,688         | 454,840           | 60.71 %                 |
| Eating & Drinking Places                | 5,415              | 23,042              | 30,497       | 18,871         | 72,410               | 57,917          | 130,327           | 55.56 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 45,302             | 54,302              | 3,915        | 3,512          | 61,729               | 2,627           | 64,356            | 95.92 %                 |
| Personal Services                       | 21,399             | 33,090              | 6,124        | 2,864          | 42,078               | 6,057           | 48,135            | 87.42 %                 |
| Business Services                       | 22,599             | 37,261              | 14,931       | 17,071         | 69,263               | 42,089          | 111,352           | 62.20 %                 |
| Automotive Repairs & Services           | 9,046              | 17,467              | 2,742        | 739            | 20,948               | 3,427           | 24,375            | 85.94 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 225,034            | 442,816             | 223,864      | 174,992        | 841,672              | 646,621         | 1,488,293         | 56.55 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             | 27,137             | 57,174              | 29,375       | 13,347         | 99,896               | 27,786          | 127,682           | 78.24 %                 |
| Food & Kindred Products                  | 35,372             | 36,052              | 1,937        | 5,123          | 43,112               | 26,337          | 69,449            | 62.08 %                 |
| Textile Mill Products                    | 53                 | 775                 | 2,676        | 3,636          | 7,087                | 32,003          | 39,090            | 18.13 %                 |
| Apparel & Other Textile Products         | 318                | 1,117               | 3,873        | 10,736         | 15,726               | 40,807          | 56,533            | 27.82 %                 |
| Lumber & Wood Products (exc. Furniture)  | 5,356              | 12,227              | 6,795        | 6,779          | 25,801               | 6,848           | 32,649            | 79.03 %                 |
| Furniture & Fixtures                     | 603                | 1,373               | 2,707        | 2,391          | 6,471                | 4,679           | 11,150            | 58.04 %                 |
| Paper & Allied Products                  | 13                 | 182                 | 1,051        | 309            | 1,542                | 17,422          | 18,964            | 8.13 %                  |
| Printing & Publishing                    | 1,139              | 3,825               | 2,334        | 2,582          | 8,741                | 6,099           | 14,840            | 58.90 %                 |
| Chemicals & Allied Products              | 113                | 518                 | 577          | 827            | 1,922                | 11,134          | 13,056            | 14.72 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 9                  | 398                 | 1,421        | 2,319          | 4,138                | 14,956          | 19,094            | 21.67 %                 |
| Stone, Clay, Glass & Concrete Products   | 1,731              | 2,728               | 1,521        | 2,103          | 6,352                | 3,853           | 10,205            | 62.24 %                 |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   | 140                | 2,202               | 4,756        | 5,016          | 11,974               | 13,584          | 25,558            | 46.85 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 268                | 2,793               | 4,454        | 2,901          | 10,148               | 15,212          | 25,360            | 40.02 %                 |
| Electric & Electronic Equipment          | 68                 | 559                 | 1,548        | 1,324          | 3,431                | 16,288          | 19,719            | 17.40 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 163                | 939                 | 1,629        | 2,322          | 4,890                | 18,593          | 23,483            | 20.82 %                 |
| Instruments & Related Products           | 7                  | 235                 | 334          | 1,260          | 1,829                | 2,770           | 4,599             | 39.77 %                 |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 429                | 2,150               | 2,256        | 996            | 5,402                | 15,162          | 20,564            | 26.27 %                 |
| Electric, Gas & Sanitary Service         | 618                | 1,180               | 1,304        | 1,073          | 3,557                | 15,092          | 18,649            | 19.07 %                 |
| Wholesale & Retail Trade (exc. eating)   | 47,461             | 120,382             | 58,844       | 31,880         | 211,106              | 115,627         | 326,733           | 64.61 %                 |
| Eating & Drinking Places                 | 3,338              | 17,601              | 19,539       | 14,477         | 51,617               | 33,543          | 85,160            | 60.61 %                 |
| Finance & Insurance                      | 16,626             | 24,463              | 8,906        | 6,021          | 39,390               | 38,824          | 78,214            | 50.36 %                 |
| Real Estate & Rentals                    | 27,024             | 33,056              | 2,367        | 2,427          | 37,850               | 2,660           | 40,510            | 93.43 %                 |
| Personal Services                        | 13,746             | 22,525              | 3,648        | 1,440          | 27,613               | 3,412           | 31,025            | 89.00 %                 |
| Business Services                        | 10,702             | 20,244              | 9,111        | 11,790         | 41,145               | 27,645          | 68,790            | 59.81 %                 |
| Automotive Repairs & Services            | 7,557              | 14,973              | 2,284        | 954            | 18,211               | 1,294           | 19,505            | 93.37 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 199,991            | 379,671             | 175,247      | 134,033        | 688,951              | 511,630         | 1,200,581         | 57.38 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.



MISSISSIPPI

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other Mining |                    |                     |              |                |                      |                 |                   |                         |
| Construction                                | 16,836             | 31,876              | 12,027       | 4,474          | 48,377               | 3,325           | 51,702            | 93.57 %                 |
| Food & Kindred Products                     | 83                 | 624                 | 1,462        | 3,276          | 5,362                | 18,771          | 24,133            | 22.22 %                 |
| Textile Mill Products                       |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products            | 132                | 406                 | 1,414        | 7,771          | 9,591                | 23,016          | 32,607            | 29.41 %                 |
| Lumber & Wood Products (exc. Furniture)     | 31,338             | 36,118              | 5,093        | 3,770          | 44,981               | 9,612           | 54,593            | 82.39 %                 |
| Furniture & Fixtures                        | 297                | 1,091               | 3,318        | 7,816          | 12,225               | 13,881          | 26,106            | 46.83 %                 |
| Paper & Allied Products                     | 7                  | 101                 | 330          | 1,333          | 1,764                | 7,368           | 9,132             | 19.32 %                 |
| Printing & Publishing                       | 632                | 2,067               | 1,572        | 333            | 3,972                | 3,832           | 7,804             | 50.90 %                 |
| Chemicals & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products             | 7                  | 299                 | 1,217        | 777            | 2,293                | 6,672           | 8,965             | 25.58 %                 |
| Stone, Clay, Glass & Concrete Products      | 736                | 1,338               | 557          | 1,005          | 2,900                | 3,332           | 6,232             | 46.53 %                 |
| Primary Metal Industries                    |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)      | 89                 | 790                 | 1,581        | 1,603          | 3,974                | 9,914           | 13,888            | 28.61 %                 |
| Machinery, Computer Eqmmt (exc. elect.)     | 124                | 1,384               | 1,529        | 1,234          | 4,147                | 11,088          | 15,235            | 27.22 %                 |
| Electric & Electronic Equipment             |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles         | 16,535             | 16,759              | 891          | 875            | 18,525               | 18,248          | 36,773            | 50.38 %                 |
| Instruments & Related Products              |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries              | 367                | 762                 | 479          | 712            | 1,953                | 1,925           | 3,878             | 50.36 %                 |
| Transportation & Warehousing                |                    |                     |              |                |                      |                 |                   |                         |
| Communication                               | 296                | 1,325               | 1,319        | 981            | 3,625                | 7,542           | 11,167            | 32.46 %                 |
| Electric, Gas & Sanitary Service            | 239                | 1,232               | 1,145        | 1,541          | 3,918                | 6,783           | 10,701            | 36.61 %                 |
| Wholesale & Retail Trade (exc. eating)      |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                    | 2,892              | 12,337              | 10,802       | 7,667          | 30,806               | 16,422          | 47,228            | 65.23 %                 |
| Finance & Insurance                         |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                       | 16,534             | 19,613              | 1,126        | 439            | 21,178               | 643             | 21,821            | 97.05 %                 |
| Personal Services                           | 8,620              | 13,325              | 1,531        | 699            | 15,555               | 1,200           | 16,755            | 92.84 %                 |
| Business Services                           | 5,830              | 10,282              | 3,995        | 4,574          | 18,851               | 7,478           | 26,329            | 71.60 %                 |
| Automotive Repairs & Services               |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                      |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                              | 101,594            | 151,729             | 51,388       | 50,880         | 253,997              | 171,052         | 425,049           | 59.76 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 61                 | 578                 | 1,831        | 1,849          | 4,258                | 38,456          | 42,714            | 9.97 %                  |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         | 76                 | 351                 | 1,253        | 3,219          | 4,823                | 6,983           | 11,806            | 40.85 %                 |
| Lumber & Wood Products (exc. Furniture)  | 2,274              | 5,902               | 4,117        | 3,302          | 13,321               | 7,468           | 20,789            | 64.08 %                 |
| Furniture & Fixtures                     | 167                | 688                 | 833          | 2,601          | 4,122                | 5,705           | 9,827             | 41.95 %                 |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 663                | 2,422               | 1,810        | 1,539          | 5,771                | 6,579           | 12,350            | 46.73 %                 |
| Chemicals & Allied Products              | 169                | 397                 | 235          | 869            | 1,501                | 5,102           | 6,603             | 22.73 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 8                  | 305                 | 913          | 1,086          | 2,304                | 7,778           | 10,082            | 22.85 %                 |
| Stone, Clay, Glass & Concrete Products   | 395                | 1,107               | 1,440        | 906            | 3,453                | 1,665           | 5,118             | 67.47 %                 |
| Primary Metal Industries                 | 8,962              | 9,070               | 425          | 1,036          | 10,531               | 6,329           | 16,860            | 62.46 %                 |
| Fabricated Metal Products (exc. mach.)   | 80                 | 1,011               | 2,030        | 2,612          | 5,653                | 12,225          | 17,878            | 31.62 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 247                | 1,992               | 2,171        | 2,294          | 6,457                | 11,227          | 17,684            | 36.51 %                 |
| Electric & Electronic Equipment          | 64                 | 347                 | 804          | 2,959          | 4,110                | 14,941          | 19,051            | 21.57 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 6,188              | 6,600               | 1,031        | 1,300          | 8,931                | 9,712           | 18,643            | 47.91 %                 |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           | 357                | 881                 | 735          | 1,301          | 2,917                | 1,198           | 4,115             | 70.89 %                 |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 2,843              | 13,208              | 16,303       | 7,423          | 36,934               | 13,431          | 50,365            | 73.33 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 19,575             | 23,013              | 1,458        | 1,302          | 25,773               | 1,437           | 27,210            | 94.72 %                 |
| Personal Services                        | 10,403             | 15,126              | 1,777        | 796            | 17,699               | 1,027           | 18,726            | 94.52 %                 |
| Business Services                        | 14,219             | 19,632              | 4,720        | 4,917          | 29,269               | 18,802          | 48,071            | 60.89 %                 |
| Automotive Repairs & Services            | 5,929              | 10,202              | 906          | 258            | 11,366               | 917             | 12,283            | 92.53 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 72,680             | 112,832             | 44,792       | 41,569         | 199,193              | 170,982         | 370,175           | 53.81 %                 |

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LOUISIANA

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             | 21,543             | 45,476              | 23,217       | 16,819         | 85,512               | 29,028          | 114,540           | 74.66 %                 |
| Food & Kindred Products                  | 137                | 1,148               | 4,939        | 2,806          | 8,893                | 9,734           | 18,627            | 47.74 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         | 47                 | 277                 | 758          | 2,261          | 3,296                | 8,230           | 11,526            | 28.60 %                 |
| Lumber & Wood Products (exc. Furniture)  | 848                | 3,958               | 2,348        | 1,176          | 7,482                | 5,351           | 12,833            | 58.30 %                 |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 942                | 3,611               | 2,073        | 1,433          | 7,117                | 3,673           | 10,790            | 65.96 %                 |
| Chemicals & Allied Products              | 137                | 554                 | 1,077        | 880            | 2,511                | 25,954          | 28,465            | 8.82 %                  |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 15                 | 325                 | 582          | 1,843          | 2,750                | 1,059           | 3,809             | 72.20 %                 |
| Stone, Clay, Glass & Concrete Products   | 418                | 1,164               | 1,253        | 1,183          | 3,600                | 2,380           | 5,980             | 60.20 %                 |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   | 283                | 1,433               | 3,077        | 1,757          | 6,267                | 6,608           | 12,875            | 48.68 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 449                | 2,571               | 3,589        | 1,359          | 7,519                | 3,077           | 10,596            | 70.96 %                 |
| Electric & Electronic Equipment          | 61                 | 272                 | 614          | 524            | 1,410                | 4,850           | 6,260             | 22.52 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 2,978              | 3,606               | 1,383        | 3,416          | 8,405                | 19,493          | 27,898            | 30.13 %                 |
| Instruments & Related Products           | 16                 | 203                 | 116          | 297            | 616                  | 592             | 1,208             | 50.99 %                 |
| Misc. Manufacturing Industries           | 441                | 1,005               | 732          | 509            | 2,246                | 0               | 2,246             | 100.00 %                |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 303                | 1,270               | 2,115        | 1,090          | 4,475                | 13,428          | 17,903            | 25.00 %                 |
| Electric, Gas & Sanitary Service         | 655                | 1,558               | 1,320        | 1,472          | 4,350                | 17,403          | 21,753            | 20.00 %                 |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 5,039              | 20,149              | 25,423       | 16,972         | 62,544               | 36,095          | 98,639            | 63.41 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 26,112             | 32,638              | 2,973        | 2,062          | 37,673               | 1,311           | 38,984            | 96.64 %                 |
| Personal Services                        | 14,899             | 21,950              | 3,465        | 910            | 26,325               | 3,797           | 30,122            | 87.39 %                 |
| Business Services                        | 18,171             | 30,179              | 13,474       | 16,219         | 59,872               | 23,335          | 83,207            | 71.96 %                 |
| Automotive Repairs & Services            | 5,332              | 12,097              | 2,196        | 530            | 14,823               | 1,721           | 16,544            | 89.60 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 98,826             | 185,444             | 96,724       | 75,518         | 357,686              | 217,119         | 574,805           | 62.23 %                 |

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|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 49                 | 839                 | 1,118        | 1,893          | 3,850                | 10,151          | 14,001            | 27.50 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         | 105                | 418                 | 947          | 1,459          | 2,824                | 4,717           | 7,541             | 37.45 %                 |
| Lumber & Wood Products (exc. Furniture)  |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 977                | 3,909               | 2,399        | 1,630          | 7,938                | 4,432           | 12,370            | 64.17 %                 |
| Chemicals & Allied Products              | 58                 | 413                 | 553          | 653            | 1,619                | 2,041           | 3,660             | 44.23 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 9                  | 500                 | 1,061        | 1,334          | 2,895                | 8,744           | 11,639            | 24.87 %                 |
| Stone, Clay, Glass & Concrete Products   | 213                | 932                 | 1,084        | 1,540          | 3,556                | 5,587           | 9,143             | 38.89 %                 |
| Primary Metal Industries                 | 22                 | 279                 | 831          | 1,944          | 3,054                | 2,632           | 5,686             | 53.71 %                 |
| Fabricated Metal Products (exc. mach.)   | 143                | 2,434               | 3,944        | 4,480          | 10,858               | 6,760           | 17,618            | 61.63 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 355                | 3,394               | 3,569        | 3,122          | 10,085               | 16,594          | 26,679            | 37.80 %                 |
| Electric & Electronic Equipment          | 190                | 605                 | 1,270        | 1,158          | 3,033                | 10,097          | 13,130            | 23.10 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 292                | 803                 | 1,487        | 1,051          | 3,341                | 16,085          | 19,426            | 17.20 %                 |
| Instruments & Related Products           | 18                 | 466                 | 476          | 1,281          | 2,223                | 2,756           | 4,979             | 44.65 %                 |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 200                | 1,225               | 1,395        | 881            | 3,501                | 10,362          | 13,863            | 25.25 %                 |
| Electric, Gas & Sanitary Service         | 1,087              | 1,897               | 1,518        | 1,132          | 4,547                | 11,442          | 15,989            | 28.44 %                 |
| Wholesale & Retail Trade (exc. eating)   | 35,159             | 92,576              | 39,409       | 23,872         | 155,857              | 82,299          | 238,156           | 65.44 %                 |
| Eating & Drinking Places                 | 4,184              | 19,558              | 19,557       | 12,936         | 52,051               | 27,532          | 79,583            | 65.40 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 27,302             | 32,520              | 2,546        | 2,568          | 37,634               | 1,801           | 39,435            | 95.43 %                 |
| Personal Services                        | 15,616             | 21,685              | 2,769        | 1,737          | 26,191               | 2,403           | 28,594            | 91.60 %                 |
| Business Services                        | 22,167             | 30,698              | 7,183        | 8,021          | 45,902               | 15,538          | 61,440            | 74.71 %                 |
| Automotive Repairs & Services            | 7,139              | 12,056              | 1,483        | 329            | 13,868               | 4,428           | 18,296            | 75.80 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 115,285            | 227,207             | 94,599       | 73,021         | 394,827              | 246,401         | 641,228           | 61.57 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 114,443            | 224,917             | 94,447       | 45,468         | 364,832              | 92,065          | 456,897           | 79.85 %                 |
| Food & Kindred Products                 | 410                | 3,710               | 7,838        | 13,225         | 24,773               | 68,974          | 93,747            | 26.43 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        | 852                | 4,298               | 7,761        | 10,714         | 22,773               | 26,391          | 49,164            | 46.32 %                 |
| Lumber & Wood Products (exc. Furniture) | 2,180              | 7,033               | 6,113        | 7,002          | 20,148               | 9,041           | 29,189            | 69.03 %                 |
| Furniture & Fixtures                    | 1,024              | 2,973               | 3,594        | 4,749          | 11,316               | 4,379           | 15,695            | 72.10 %                 |
| Paper & Allied Products                 | 60                 | 745                 | 2,522        | 3,254          | 6,521                | 18,901          | 25,422            | 25.65 %                 |
| Printing & Publishing                   | 6,829              | 22,136              | 14,233       | 10,887         | 47,256               | 29,981          | 77,237            | 61.18 %                 |
| Chemicals & Allied Products             | 876                | 3,302               | 3,786        | 7,920          | 15,008               | 69,047          | 84,055            | 17.85 %                 |
| Petroleum & Coal Products               | 54                 | 494                 | 730          | 1,456          | 2,680                | 25,990          | 28,670            | 9.35 %                  |
| Rubber & Misc. Plastic Products         | 80                 | 2,719               | 7,272        | 8,766          | 18,757               | 21,056          | 39,813            | 47.11 %                 |
| Stone, Clay, Glass & Concrete Products  | 3,500              | 6,812               | 5,007        | 5,687          | 17,506               | 20,386          | 37,892            | 46.20 %                 |
| Primary Metal Industries                | 141                | 1,205               | 3,567        | 3,965          | 8,737                | 20,211          | 28,948            | 30.18 %                 |
| Fabricated Metal Products (exc. mach.)  | 1,151              | 10,282              | 18,290       | 16,472         | 45,044               | 38,350          | 83,394            | 54.01 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 1,314              | 14,075              | 18,736       | 15,165         | 47,976               | 63,003          | 110,979           | 43.23 %                 |
| Electric & Electronic Equipment         | 520                | 3,451               | 6,789        | 10,131         | 20,371               | 74,905          | 95,276            | 21.38 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 288                | 2,828               | 3,838        | 4,889          | 11,555               | 83,072          | 94,627            | 12.21 %                 |
| Instruments & Related Products          | 47                 | 2,063               | 3,536        | 3,814          | 9,413                | 45,595          | 55,008            | 17.11 %                 |
| Misc. Manufacturing Industries          | 3,072              | 7,046               | 3,658        | 3,472          | 14,176               | 4,332           | 18,508            | 76.59 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 2,625              | 7,320               | 8,278        | 6,772          | 22,370               | 69,325          | 91,695            | 24.40 %                 |
| Electric, Gas & Sanitary Service        | 3,801              | 7,518               | 4,901        | 4,751          | 17,170               | 65,165          | 82,335            | 20.85 %                 |
| Wholesale & Retail Trade (exc. eating)  | 157,584            | 445,960             | 208,710      | 143,328        | 797,998              | 650,832         | 1,448,830         | 55.08 %                 |
| Eating & Drinking Places                | 17,670             | 87,312              | 115,775      | 75,411         | 278,498              | 171,844         | 450,342           | 61.84 %                 |
| Finance & Insurance                     | 113,706            | 160,715             | 56,016       | 39,225         | 255,956              | 188,474         | 444,430           | 57.59 %                 |
| Real Estate & Rentals                   | 153,430            | 188,421             | 20,213       | 22,553         | 231,187              | 29,204          | 260,391           | 88.78 %                 |
| Personal Services                       | 66,041             | 101,892             | 17,500       | 9,150          | 128,542              | 21,109          | 149,651           | 85.89 %                 |
| Business Services                       | 112,077            | 169,627             | 66,620       | 78,820         | 315,067              | 197,049         | 512,116           | 61.52 %                 |
| Automotive Repairs & Services           | 27,872             | 60,234              | 11,689       | 6,272          | 78,195               | 9,689           | 87,884            | 88.98 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 791,647            | 1,549,088           | 721,419      | 563,318        | 2,833,825            | 2,118,370       | 4,952,195         | 57.22 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

MONTANA

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture)  | 1,017              | 2,893               | 1,621        | 750            | 5,264                | 3,970           | 9,234             | 57.01 %                 |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    |                    |                     |              |                |                      |                 |                   |                         |
| Chemicals & Allied Products              |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products   |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqpmnt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment          |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqpmnt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           | 281                | 531                 | 311          | 543            | 1,385                | 0               | 1,385             | 100.00 %                |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service         | 158                | 520                 | 621          | 0              | 1,141                | 3,359           | 4,500             | 25.36 %                 |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 1,939              | 11,091              | 8,519        | 2,307          | 21,917               | 3,475           | 25,392            | 86.31 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    |                    |                     |              |                |                      |                 |                   |                         |
| Personal Services                        |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                        |                    |                     |              |                |                      |                 |                   |                         |
| Automotive Repairs & Services            | 2,276              | 4,128               | 380          | 125            | 4,633                | 203             | 4,836             | 95.80 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 5,671              | 19,163              | 11,452       | 3,725          | 34,340               | 11,007          | 45,347            | 75.73 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 68                 | 294                 | 597          | 2,669          | 3,560                | 12,568          | 16,128            | 22.07 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture)  | 2,026              | 4,628               | 2,959        | 2,680          | 10,267               | 5,244           | 15,511            | 66.19 %                 |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 193                | 1,120               | 633          | 537            | 2,290                | 2,453           | 4,743             | 48.28 %                 |
| Chemicals & Allied Products              |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products   |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqpmnt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment          |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqpmnt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 174                | 762                 | 306          | 217            | 1,285                | 2,596           | 3,881             | 33.11 %                 |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 1,475              | 9,343               | 9,302        | 4,214          | 22,859               | 3,751           | 26,610            | 85.90 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 12,586             | 14,285              | 610          | 315            | 15,210               | 31              | 15,241            | 99.80 %                 |
| Personal Services                        |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                        | 6,274              | 9,230               | 1,717        | 2,040          | 12,987               | 1,731           | 14,718            | 88.24 %                 |
| Automotive Repairs & Services            | 2,633              | 5,024               | 468          | 82             | 5,574                | 272             | 5,846             | 95.35 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 25,429             | 44,686              | 16,592       | 12,754         | 74,032               | 28,646          | 102,678           | 72.10 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

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|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   |                    |                     |              |                |                      |                 |                   |                         |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmmt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 52                 | 458                 | 266          | 0              | 724                  | 1,323           | 2,047             | 35.37 %                 |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 735                | 4,574               | 4,950        | 2,523          | 12,047               | 1,971           | 14,018            | 85.94 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   |                    |                     |              |                |                      |                 |                   |                         |
| Personal Services                       |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                       | 3,165              | 4,536               | 638          | 33             | 5,207                | 950             | 6,157             | 84.57 %                 |
| Automotive Repairs & Services           |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 3,952              | 9,568               | 5,854        | 2,556          | 17,978               | 4,244           | 22,222            | 80.90 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.



COLORADO

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 30,757             | 60,490              | 22,262       | 7,882          | 90,634               | 7,255           | 97,889            | 92.59 %                 |
| Food & Kindred Products                 | 63                 | 1,044               | 2,124        | 2,568          | 5,736                | 19,184          | 24,920            | 23.02 %                 |
| Textile Mill Products                   | 10                 | 134                 | 319          | 0              | 453                  | 0               | 453               | 100.00 %                |
| Apparel & Other Textile Products        | 889                | 1,570               | 864          | 932            | 3,366                | 1,064           | 4,430             | 75.98 %                 |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 973                | 5,660               | 4,782        | 1,955          | 12,397               | 11,766          | 24,163            | 51.31 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 19                 | 679                 | 1,685        | 1,354          | 3,718                | 3,909           | 7,627             | 48.75 %                 |
| Stone, Clay, Glass & Concrete Products  | 1,361              | 2,229               | 1,595        | 492            | 4,316                | 4,188           | 8,504             | 50.75 %                 |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  | 191                | 1,751               | 2,917        | 2,043          | 6,711                | 10,729          | 17,440            | 38.48 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 319                | 2,664               | 3,478        | 3,447          | 9,589                | 19,999          | 29,588            | 32.41 %                 |
| Electric & Electronic Equipment         | 413                | 1,401               | 2,063        | 2,769          | 6,233                | 9,205           | 15,438            | 40.37 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          | 16                 | 781                 | 1,474        | 2,481          | 4,736                | 17,807          | 22,543            | 21.01 %                 |
| Misc. Manufacturing Industries          | 1,392              | 2,513               | 1,039        | 1,127          | 4,679                | 817             | 5,496             | 85.13 %                 |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 857                | 2,210               | 1,812        | 1,404          | 5,426                | 27,625          | 33,051            | 16.42 %                 |
| Electric, Gas & Sanitary Service        | 613                | 1,373               | 1,581        | 742            | 3,696                | 9,908           | 13,604            | 27.17 %                 |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 3,690              | 26,513              | 38,005       | 14,905         | 79,423               | 33,218          | 112,641           | 70.51 %                 |
| Finance & Insurance                     | 29,694             | 40,881              | 11,333       | 7,850          | 60,064               | 44,492          | 104,556           | 57.45 %                 |
| Real Estate & Rentals                   | 57,341             | 67,529              | 7,548        | 4,096          | 79,173               | 2,988           | 82,161            | 96.36 %                 |
| Personal Services                       | 21,691             | 30,223              | 3,688        | 1,374          | 35,285               | 4,067           | 39,352            | 89.67 %                 |
| Business Services                       | 33,911             | 49,765              | 15,490       | 15,174         | 80,429               | 30,231          | 110,660           | 72.68 %                 |
| Automotive Repairs & Services           | 6,131              | 14,095              | 2,469        | 792            | 17,356               | 2,495           | 19,851            | 87.43 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 190,331            | 313,505             | 126,528      | 73,387         | 513,420              | 260,947         | 774,367           | 66.30 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 52                 | 359                 | 599          | 495            | 1,453                | 1,968           | 3,421             | 42.47 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) | 72                 | 620                 | 901          | 844            | 2,365                | 597             | 2,962             | 79.84 %                 |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   |                    |                     |              |                |                      |                 |                   |                         |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmmt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          | 383                | 1,104               | 1,040        | 605            | 2,749                | 0               | 2,749             | 100.00 %                |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 735                | 1,462               | 761          | 420            | 2,643                | 5,280           | 7,923             | 33.36 %                 |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 1,639              | 10,077              | 15,375       | 8,910          | 34,362               | 8,506           | 42,868            | 80.16 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 14,694             | 18,190              | 921          | 374            | 19,485               | 519             | 20,004            | 97.41 %                 |
| Personal Services                       | 5,604              | 8,638               | 1,299        | 210            | 10,147               | 1,042           | 11,189            | 90.69 %                 |
| Business Services                       | 13,161             | 17,171              | 3,228        | 4,183          | 24,582               | 7,242           | 31,824            | 77.24 %                 |
| Automotive Repairs & Services           | 2,389              | 5,759               | 762          | 259            | 6,780                | 662             | 7,442             | 91.10 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 38,729             | 63,380              | 24,886       | 16,300         | 104,566              | 25,816          | 130,382           | 80.20 %                 |

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|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 128                | 749                 | 1,767        | 1,338          | 3,854                | 4,824           | 8,678             | 44.41 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         | 489                | 1,089               | 1,426        | 886            | 3,401                | 1,855           | 5,256             | 64.71 %                 |
| Lumber & Wood Products (exc. Furniture)  | 215                | 1,371               | 2,110        | 1,609          | 5,090                | 2,794           | 7,884             | 64.56 %                 |
| Furniture & Fixtures                     | 3,776              | 4,678               | 1,163        | 415            | 6,256                | 827             | 7,083             | 88.32 %                 |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 1,106              | 4,744               | 3,655        | 1,704          | 10,103               | 7,274           | 17,377            | 58.14 %                 |
| Chemicals & Allied Products              | 38                 | 415                 | 455          | 367            | 1,237                | 3,705           | 4,942             | 25.03 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 6                  | 636                 | 1,828        | 1,110          | 3,574                | 2,239           | 5,813             | 61.48 %                 |
| Stone, Clay, Glass & Concrete Products   | 695                | 1,557               | 1,872        | 1,093          | 4,522                | 3,628           | 8,150             | 55.48 %                 |
| Primary Metal Industries                 | 44                 | 243                 | 336          | 624            | 1,203                | 5,522           | 6,725             | 17.89 %                 |
| Fabricated Metal Products (exc. mach.)   | 374                | 2,209               | 2,951        | 1,815          | 6,975                | 2,967           | 9,942             | 70.16 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 487                | 3,019               | 4,438        | 1,905          | 9,362                | 10,552          | 19,914            | 47.01 %                 |
| Electric & Electronic Equipment          | 40                 | 920                 | 2,701        | 3,164          | 6,785                | 32,753          | 39,538            | 17.16 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 2,462              | 2,950               | 718          | 1,775          | 5,443                | 29,753          | 35,196            | 15.46 %                 |
| Instruments & Related Products           |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries           |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 393                | 1,226               | 1,225        | 1,154          | 3,605                | 15,780          | 19,385            | 18.60 %                 |
| Electric, Gas & Sanitary Service         | 310                | 1,015               | 567          | 1,680          | 3,262                | 11,039          | 14,301            | 22.81 %                 |
| Wholesale & Retail Trade (exc. eating)   | 34,656             | 91,200              | 46,014       | 29,118         | 166,332              | 132,051         | 298,383           | 55.74 %                 |
| Eating & Drinking Places                 | 3,399              | 23,355              | 32,955       | 16,898         | 73,208               | 37,813          | 111,021           | 65.94 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 61,134             | 69,818              | 6,961        | 4,700          | 81,479               | 2,512           | 83,991            | 97.01 %                 |
| Personal Services                        | 12,682             | 21,797              | 4,306        | 1,406          | 27,509               | 4,270           | 31,779            | 86.56 %                 |
| Business Services                        | 22,809             | 36,328              | 14,062       | 14,909         | 65,299               | 35,732          | 101,031           | 64.63 %                 |
| Automotive Repairs & Services            | 5,722              | 14,065              | 3,777        | 1,577          | 19,419               | 4,811           | 24,230            | 80.14 %                 |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 150,965            | 283,384             | 135,287      | 89,247         | 507,918              | 352,701         | 860,619           | 59.02 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

|  | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|--|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other     |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                   |                    |                     |              |                |                      |                 |                   |                         |
| Construction                             |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                  | 53                 | 661                 | 1,975        | 1,892          | 4,528                | 5,717           | 10,245            | 44.20 %                 |
| Textile Mill Products                    |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products         | 822                | 1,176               | 1,379        | 1,222          | 3,777                | 2,031           | 5,808             | 65.03 %                 |
| Lumber & Wood Products (exc. Furniture)  | 4,320              | 4,965               | 1,089        | 386            | 6,440                | 801             | 7,241             | 88.94 %                 |
| Furniture & Fixtures                     |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                  |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                    | 871                | 2,585               | 1,785        | 1,596          | 5,966                | 4,190           | 10,156            | 58.74 %                 |
| Chemicals & Allied Products              | 42                 | 292                 | 394          | 898            | 1,584                | 1,653           | 3,237             | 48.93 %                 |
| Petroleum & Coal Products                |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products          | 8                  | 397                 | 715          | 785            | 1,897                | 479             | 2,376             | 79.84 %                 |
| Stone, Clay, Glass & Concrete Products   | 54                 | 344                 | 672          | 848            | 1,864                | 880             | 2,744             | 67.93 %                 |
| Primary Metal Industries                 |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)   | 45                 | 1,007               | 2,105        | 1,861          | 4,973                | 2,656           | 7,629             | 65.19 %                 |
| Machinery, Computer Eqpmnt (exc. elect.) | 576                | 1,712               | 1,722        | 606            | 4,040                | 6,083           | 10,123            | 39.91 %                 |
| Electric & Electronic Equipment          | 172                | 635                 | 1,059        | 1,739          | 3,433                | 4,315           | 7,748             | 44.31 %                 |
| Trans. Eqpmnt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products           | 7                  | 344                 | 718          | 838            | 1,900                | 5,902           | 7,802             | 24.35 %                 |
| Misc. Manufacturing Industries           | 662                | 1,264               | 863          | 351            | 2,478                | 3,413           | 5,891             | 42.06 %                 |
| Transportation & Warehousing             |                    |                     |              |                |                      |                 |                   |                         |
| Communication                            | 130                | 636                 | 552          | 430            | 1,618                | 5,469           | 7,087             | 22.83 %                 |
| Electric, Gas & Sanitary Service         |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)   |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                 | 1,198              | 9,563               | 14,628       | 8,400          | 32,591               | 11,336          | 43,927            | 74.19 %                 |
| Finance & Insurance                      |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                    | 16,010             | 19,098              | 1,827        | 1,545          | 22,470               | 1,041           | 23,511            | 95.57 %                 |
| Personal Services                        | 7,248              | 10,126              | 1,544        | 1,210          | 12,880               | 1,000           | 13,880            | 92.80 %                 |
| Business Services                        | 10,489             | 15,843              | 6,943        | 6,818          | 29,604               | 22,246          | 51,850            | 57.10 %                 |
| Automotive Repairs & Services            |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                   |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                           | 42,707             | 70,648              | 39,970       | 31,425         | 142,043              | 79,212          | 221,255           | 64.20 %                 |

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NEVADA

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 29                 | 260                 | 351          | 388            | 999                  | 651             | 1,650             | 60.55 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 330                | 1,307               | 1,123        | 565            | 2,995                | 1,538           | 4,533             | 66.07 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  | 83                 | 492                 | 653          | 450            | 1,595                | 931             | 2,526             | 63.14 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 90                 | 562                 | 490          | 784            | 1,836                | 686             | 2,522             | 72.80 %                 |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 463                | 885                 | 662          | 776            | 2,323                | 4,383           | 6,706             | 34.64 %                 |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 1,188              | 8,992               | 12,252       | 4,893          | 26,137               | 11,045          | 37,182            | 70.29 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 17,038             | 20,731              | 3,436        | 1,906          | 26,073               | 630             | 26,703            | 97.64 %                 |
| Personal Services                       | 4,108              | 6,617               | 1,623        | 733            | 8,973                | 2,133           | 11,106            | 80.79 %                 |
| Business Services                       | 8,745              | 13,952              | 5,584        | 4,177          | 23,713               | 9,410           | 33,123            | 71.59 %                 |
| Automotive Repairs & Services           | 1,385              | 4,434               | 1,520        | 528            | 6,482                | 2,798           | 9,280             | 69.85 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 33,459             | 58,232              | 27,694       | 15,200         | 101,126              | 34,205          | 135,331           | 74.72 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

WASHINGTON

|   | Proprietors | Less Than 20 | 20-99   | 100-499 | Less Than 500 | Over 500 | Total Jobs | % Small Business |
|---|-------------|--------------|---------|---------|---------------|----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    |             |              |         |         |               |          |            |                  |
| Mining                                  |             |              |         |         |               |          |            |                  |
| Construction                            | 37,701      | 91,738       | 38,335  | 17,475  | 147,548       | 9,511    | 157,059    | 93.94 %          |
| Food & Kindred Products                 | 38,149      | 39,911       | 5,402   | 6,435   | 51,748        | 19,555   | 71,303     | 72.57 %          |
| Textile Mill Products                   |             |              |         |         |               |          |            |                  |
| Apparel & Other Textile Products        |             |              |         |         |               |          |            |                  |
| Lumber & Wood Products (exc. Furniture) | 2,830       | 9,877        | 9,009   | 9,903   | 28,789        | 14,920   | 43,709     | 65.87 %          |
| Furniture & Fixtures                    |             |              |         |         |               |          |            |                  |
| Paper & Allied Products                 | 16          | 221          | 943     | 1,995   | 3,159         | 13,064   | 16,223     | 19.47 %          |
| Printing & Publishing                   | 1,181       | 6,113        | 4,944   | 3,396   | 14,453        | 8,887    | 23,340     | 61.92 %          |
| Chemicals & Allied Products             | 186         | 725          | 687     | 622     | 2,034         | 11,214   | 13,248     | 15.35 %          |
| Petroleum & Coal Products               |             |              |         |         |               |          |            |                  |
| Rubber & Misc. Plastic Products         |             |              |         |         |               |          |            |                  |
| Stone, Clay, Glass & Concrete Products  |             |              |         |         |               |          |            |                  |
| Primary Metal Industries                | 62          | 276          | 969     | 1,260   | 2,505         | 10,971   | 13,476     | 18.59 %          |
| Fabricated Metal Products (exc. mach.)  | 207         | 2,761        | 4,271   | 3,377   | 10,409        | 3,731    | 14,140     | 73.61 %          |
| Machinery, Computer Eqmnt (exc. elect.) | 376         | 4,186        | 5,735   | 6,308   | 16,229        | 9,019    | 25,248     | 64.28 %          |
| Electric & Electronic Equipment         | 236         | 1,155        | 2,865   | 3,084   | 7,104         | 6,130    | 13,234     | 53.68 %          |
| Trans. Eqmnt., Incl. Motor Vehicles     |             |              |         |         |               |          |            |                  |
| Instruments & Related Products          | 25          | 943          | 1,664   | 922     | 3,529         | 10,449   | 13,978     | 25.25 %          |
| Misc. Manufacturing Industries          |             |              |         |         |               |          |            |                  |
| Transportation & Warehousing            |             |              |         |         |               |          |            |                  |
| Communication                           | 507         | 1,884        | 1,986   | 1,111   | 4,981         | 21,899   | 26,880     | 18.53 %          |
| Electric, Gas & Sanitary Service        | 524         | 1,553        | 759     | 1,334   | 3,646         | 6,253    | 9,899      | 36.83 %          |
| Wholesale & Retail Trade (exc. eating)  | 59,392      | 153,346      | 83,351  | 43,311  | 280,008       | 149,339  | 429,347    | 65.22 %          |
| Eating & Drinking Places                | 6,002       | 37,148       | 52,082  | 18,094  | 107,324       | 39,391   | 146,715    | 73.15 %          |
| Finance & Insurance                     |             |              |         |         |               |          |            |                  |
| Real Estate & Rentals                   | 63,987      | 77,189       | 7,198   | 5,118   | 89,505        | 3,818    | 93,323     | 95.91 %          |
| Personal Services                       | 21,755      | 33,063       | 4,482   | 2,948   | 40,493        | 3,527    | 44,020     | 91.99 %          |
| Business Services                       | 35,353      | 52,939       | 15,120  | 15,433  | 83,492        | 27,268   | 110,760    | 75.38 %          |
| Automotive Repairs & Services           | 8,652       | 19,527       | 3,668   | 905     | 24,100        | 2,484    | 26,584     | 90.66 %          |
| Miscellaneous Services                  | 95,841      | 183,454      | 67,848  | 65,663  | 316,965       | 124,330  | 441,295    | 71.83 %          |
| All Industries                          | 372,982     | 718,009      | 311,318 | 208,694 | 1,238,021     | 495,760  | 1,733,781  | 71.41 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

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|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            | 26,014             | 53,022              | 16,021       | 5,923          | 74,966               | 3,034           | 78,000            | 96.11 %                 |
| Food & Kindred Products                 | 24,914             | 26,130              | 3,148        | 5,459          | 34,737               | 10,727          | 45,464            | 76.41 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) | 4,068              | 11,119              | 10,695       | 16,550         | 38,364               | 28,804          | 67,168            | 57.12 %                 |
| Furniture & Fixtures                    | 666                | 1,487               | 1,430        | 784            | 3,701                | 497             | 4,198             | 88.16 %                 |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 850                | 4,166               | 3,265        | 2,359          | 9,790                | 6,661           | 16,451            | 59.51 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         | 21                 | 843                 | 1,458        | 2,073          | 4,374                | 1,416           | 5,790             | 75.54 %                 |
| Stone, Clay, Glass & Concrete Products  | 1,933              | 2,742               | 968          | 723            | 4,433                | 1,595           | 6,028             | 73.54 %                 |
| Primary Metal Industries                | 138                | 441                 | 550          | 2,365          | 3,356                | 8,576           | 11,932            | 28.13 %                 |
| Fabricated Metal Products (exc. mach.)  | 159                | 2,212               | 4,126        | 3,179          | 9,517                | 2,296           | 11,813            | 80.56 %                 |
| Machinery, Computer Eqmmt (exc. elect.) | 741                | 3,524               | 4,905        | 3,123          | 11,552               | 7,258           | 18,810            | 61.41 %                 |
| Electric & Electronic Equipment         | 115                | 952                 | 2,000        | 2,997          | 5,949                | 6,802           | 12,751            | 46.66 %                 |
| Trans. Eqmmt., Incl. Motor Vehicles     | 101                | 787                 | 1,013        | 2,600          | 4,400                | 6,105           | 10,505            | 41.88 %                 |
| Instruments & Related Products          | 20                 | 647                 | 1,164        | 1,388          | 3,199                | 10,378          | 13,577            | 23.56 %                 |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           | 425                | 1,521               | 1,237        | 1,067          | 3,825                | 9,643           | 13,468            | 28.40 %                 |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  | 39,179             | 99,807              | 52,866       | 29,743         | 182,416              | 89,423          | 271,839           | 67.10 %                 |
| Eating & Drinking Places                | 3,832              | 26,207              | 29,556       | 13,434         | 69,197               | 18,242          | 87,439            | 79.14 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 36,263             | 42,782              | 3,733        | 2,994          | 49,509               | 1,419           | 50,928            | 97.21 %                 |
| Personal Services                       | 13,323             | 19,549              | 2,291        | 1,621          | 23,461               | 1,795           | 25,256            | 92.89 %                 |
| Business Services                       | 21,299             | 31,717              | 10,318       | 10,022         | 52,057               | 17,542          | 69,599            | 74.80 %                 |
| Automotive Repairs & Services           | 6,262              | 12,978              | 1,410        | 1,030          | 15,418               | 1,655           | 17,073            | 90.31 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 180,323            | 342,633             | 152,154      | 109,434        | 604,221              | 233,868         | 838,089           | 72.10 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

CALIFORNIA

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|   | Proprietors | Less Than 20 | 20-99     | 100-499   | Less Than 500 | Over 500  | Total Jobs | % Small Business |
|---|-------------|--------------|-----------|-----------|---------------|-----------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    |             |              |           |           |               |           |            |                  |
| Mining                                  |             |              |           |           |               |           |            |                  |
| Construction                            | 180,498     | 445,979      | 251,950   | 133,709   | 831,638       | 80,366    | 912,004    | 91.19 %          |
| Food & Kindred Products                 | 861         | 9,097        | 24,663    | 33,256    | 67,016        | 108,556   | 175,572    | 38.17 %          |
| Textile Mill Products                   |             |              |           |           |               |           |            |                  |
| Apparel & Other Textile Products        | 15,115      | 39,093       | 57,419    | 41,190    | 137,702       | 19,484    | 157,186    | 87.60 %          |
| Lumber & Wood Products (exc. Furniture) | 2,490       | 12,816       | 20,419    | 15,756    | 48,991        | 21,243    | 70,234     | 69.75 %          |
| Furniture & Fixtures                    | 2,622       | 9,937        | 19,398    | 15,856    | 45,191        | 18,880    | 64,071     | 70.53 %          |
| Paper & Allied Products                 | 184         | 1,769        | 7,246     | 6,529     | 15,544        | 24,079    | 39,623     | 39.23 %          |
| Printing & Publishing                   | 13,091      | 47,227       | 39,073    | 24,076    | 110,376       | 74,248    | 184,624    | 59.78 %          |
| Chemicals & Allied Products             | 2,034       | 6,292        | 9,623     | 10,680    | 26,595        | 43,632    | 70,227     | 37.87 %          |
| Petroleum & Coal Products               |             |              |           |           |               |           |            |                  |
| Rubber & Misc. Plastic Products         | 110         | 7,014        | 23,781    | 25,504    | 56,299        | 31,689    | 87,988     | 63.98 %          |
| Stone, Clay, Glass & Concrete Products  | 8,470       | 13,467       | 13,588    | 11,876    | 38,931        | 26,325    | 65,256     | 59.66 %          |
| Primary Metal Industries                | 191         | 2,601        | 7,962     | 8,375     | 18,938        | 16,253    | 35,191     | 53.81 %          |
| Fabricated Metal Products (exc. mach.)  | 1,647       | 21,614       | 47,278    | 35,632    | 104,524       | 51,279    | 155,803    | 67.09 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 9,876       | 41,825       | 44,256    | 36,275    | 122,356       | 117,750   | 240,106    | 50.96 %          |
| Electric & Electronic Equipment         | 2,301       | 14,394       | 42,362    | 50,682    | 107,438       | 173,485   | 280,923    | 38.24 %          |
| Trans. Eqmmt., Incl. Motor Vehicles     | 1,311       | 7,272        | 15,752    | 13,125    | 36,149        | 276,869   | 313,018    | 11.55 %          |
| Instruments & Related Products          | 102         | 6,963        | 16,774    | 22,950    | 46,687        | 151,479   | 198,166    | 23.56 %          |
| Misc. Manufacturing Industries          | 10,368      | 20,849       | 15,478    | 9,862     | 46,189        | 9,028     | 55,217     | 83.65 %          |
| Transportation & Warehousing            |             |              |           |           |               |           |            |                  |
| Communication                           | 1,798       | 6,783        | 9,786     | 9,913     | 26,482        | 159,788   | 186,270    | 14.22 %          |
| Electric, Gas & Sanitary Service        | 2,547       | 6,054        | 4,829     | 3,029     | 13,912        | 73,790    | 87,702     | 15.86 %          |
| Wholesale & Retail Trade (exc. eating)  | 297,835     | 816,328      | 465,776   | 267,592   | 1,549,696     | 1,028,548 | 2,578,244  | 60.11 %          |
| Eating & Drinking Places                | 37,187      | 204,533      | 255,383   | 126,220   | 586,136       | 266,282   | 852,418    | 68.76 %          |
| Finance & Insurance                     | 153,379     | 220,360      | 65,922    | 79,601    | 365,883       | 460,924   | 826,807    | 44.25 %          |
| Real Estate & Rentals                   | 428,043     | 518,435      | 58,723    | 40,307    | 617,465       | 34,002    | 651,467    | 94.78 %          |
| Personal Services                       | 128,098     | 188,209      | 28,937    | 16,929    | 234,075       | 33,225    | 267,300    | 87.57 %          |
| Business Services                       | 257,646     | 386,741      | 145,964   | 150,652   | 683,357       | 341,151   | 1,024,508  | 66.70 %          |
| Automotive Repairs & Services           | 37,718      | 107,860      | 29,409    | 9,740     | 147,009       | 24,278    | 171,287    | 85.83 %          |
| Miscellaneous Services                  | 614,651     | 1,133,338    | 405,271   | 358,570   | 1,897,179     | 1,077,746 | 2,974,925  | 63.77 %          |
| All Industries                          | 2,210,173   | 4,296,850    | 2,127,022 | 1,557,886 | 7,981,758     | 4,744,379 | 12,726,137 | 62.72 %          |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.



|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 38                 | 302                 | 580          | 2,033          | 2,915                | 2,414           | 5,329             | 54.70 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) | 200                | 400                 | 540          | 1,153          | 2,093                | 1,066           | 3,159             | 66.26 %                 |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   |                    |                     |              |                |                      |                 |                   |                         |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmmt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment         | 46                 | 59                  | 0            | 0              | 59                   | 0               | 59                | 100.00 %                |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 583                | 4,381               | 4,395        | 2,688          | 11,464               | 1,850           | 13,314            | 86.10 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   |                    |                     |              |                |                      |                 |                   |                         |
| Personal Services                       |                    |                     |              |                |                      |                 |                   |                         |
| Business Services                       | 4,447              | 6,467               | 1,590        | 1,455          | 9,512                | 2,697           | 12,209            | 77.91 %                 |
| Automotive Repairs & Services           |                    |                     |              |                |                      |                 |                   |                         |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 5,314              | 11,609              | 7,105        | 7,329          | 26,043               | 8,027           | 34,070            | 76.44 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

HAWAII

|   | <u>Proprietors</u> | <u>Less Than 20</u> | <u>20-99</u> | <u>100-499</u> | <u>Less Than 500</u> | <u>Over 500</u> | <u>Total Jobs</u> | <u>% Small Business</u> |
|---|--------------------|---------------------|--------------|----------------|----------------------|-----------------|-------------------|-------------------------|
| Agri. Serv., Forest., Fish., & Other    |                    |                     |              |                |                      |                 |                   |                         |
| Mining                                  |                    |                     |              |                |                      |                 |                   |                         |
| Construction                            |                    |                     |              |                |                      |                 |                   |                         |
| Food & Kindred Products                 | 74                 | 1,004               | 1,738        | 1,685          | 4,427                | 5,828           | 10,255            | 43.17 %                 |
| Textile Mill Products                   |                    |                     |              |                |                      |                 |                   |                         |
| Apparel & Other Textile Products        |                    |                     |              |                |                      |                 |                   |                         |
| Lumber & Wood Products (exc. Furniture) |                    |                     |              |                |                      |                 |                   |                         |
| Furniture & Fixtures                    |                    |                     |              |                |                      |                 |                   |                         |
| Paper & Allied Products                 |                    |                     |              |                |                      |                 |                   |                         |
| Printing & Publishing                   | 1,000              | 1,785               | 824          | 275            | 2,884                | 1,828           | 4,712             | 61.21 %                 |
| Chemicals & Allied Products             |                    |                     |              |                |                      |                 |                   |                         |
| Petroleum & Coal Products               |                    |                     |              |                |                      |                 |                   |                         |
| Rubber & Misc. Plastic Products         |                    |                     |              |                |                      |                 |                   |                         |
| Stone, Clay, Glass & Concrete Products  |                    |                     |              |                |                      |                 |                   |                         |
| Primary Metal Industries                |                    |                     |              |                |                      |                 |                   |                         |
| Fabricated Metal Products (exc. mach.)  |                    |                     |              |                |                      |                 |                   |                         |
| Machinery, Computer Eqmmt (exc. elect.) |                    |                     |              |                |                      |                 |                   |                         |
| Electric & Electronic Equipment         |                    |                     |              |                |                      |                 |                   |                         |
| Trans. Eqmmt., Incl. Motor Vehicles     |                    |                     |              |                |                      |                 |                   |                         |
| Instruments & Related Products          |                    |                     |              |                |                      |                 |                   |                         |
| Misc. Manufacturing Industries          |                    |                     |              |                |                      |                 |                   |                         |
| Transportation & Warehousing            |                    |                     |              |                |                      |                 |                   |                         |
| Communication                           |                    |                     |              |                |                      |                 |                   |                         |
| Electric, Gas & Sanitary Service        |                    |                     |              |                |                      |                 |                   |                         |
| Wholesale & Retail Trade (exc. eating)  |                    |                     |              |                |                      |                 |                   |                         |
| Eating & Drinking Places                | 671                | 8,555               | 17,033       | 7,387          | 32,975               | 14,931          | 47,906            | 68.83 %                 |
| Finance & Insurance                     |                    |                     |              |                |                      |                 |                   |                         |
| Real Estate & Rentals                   | 11,117             | 18,021              | 3,326        | 3,399          | 24,746               | 1,672           | 26,418            | 93.67 %                 |
| Personal Services                       | 2,737              | 5,058               | 1,301        | 1,408          | 7,767                | 1,191           | 8,958             | 86.70 %                 |
| Business Services                       | 6,125              | 10,165              | 4,316        | 5,780          | 20,261               | 6,216           | 26,477            | 76.52 %                 |
| Automotive Repairs & Services           | 905                | 2,949               | 783          | 600            | 4,332                | 2,795           | 7,127             | 60.78 %                 |
| Miscellaneous Services                  |                    |                     |              |                |                      |                 |                   |                         |
| All Industries                          | 22,629             | 47,537              | 29,321       | 20,534         | 97,392               | 34,461          | 131,853           | 73.86 %                 |

Note: Due to data suppressions made to avoid disclosure, the subtotals do not necessarily add up to totals. In most cases these discrepancies are not large.

## **APPENDIX 3**

|   |            |
|---|------------|
| <b>DoD Contract Awards by Industry and State of Performance<br/>FY 1992 for Contracts Reported on SF-179<br/>(awards of \$25,000 or more) . . . . .</b> | <b>145</b> |
|---|------------|

**Note:** For the content of industries listed in this database see Table 2.1.

In compiling this database, negative contract awards (cancellations, etc.) were treated as zero by the NPA Data Services, Inc.

**Source:** Eagle Eye Publishers, Inc.



|                      | Total 1992  | Small Business 1992 | % Small Business |
|----------------------|-------------|---------------------|------------------|
| ALASKA               | 331,645     | 123,168             | 37.1 %           |
| ALABAMA              | 1,828,648   | 658,072             | 36.0 %           |
| ARKANSAS             | 283,879     | 95,194              | 36.1 %           |
| ARIZONA              | 1,917,583   | 233,242             | 12.2 %           |
| CALIFORNIA           | 23,033,719  | 2,556,312           | 11.1 %           |
| COLORADO             | 2,404,814   | 260,140             | 10.8 %           |
| CONNECTICUT          | 3,038,003   | 252,342             | 8.3 %            |
| DISTRICT OF COLUMBIA | 1,422,364   | 249,342             | 17.5 %           |
| DELAWARE             | 100,380     | 35,158              | 35.0 %           |
| FLORIDA              | 4,537,164   | 769,981             | 17.0 %           |
| GEORGIA              | 3,741,123   | 252,536             | 6.8 %            |
| HAWAII               | 567,626     | 234,352             | 41.3 %           |
| IOWA                 | 434,002     | 37,787              | 8.7 %            |
| IDAHO                | 84,998      | 32,359              | 49.8 %           |
| ILLINOIS             | 1,258,612   | 317,979             | 25.3 %           |
| INDIANA              | 1,536,028   | 137,604             | 9.0 %            |
| KANSAS               | 805,588     | 109,474             | 13.6 %           |
| KENTUCKY             | 408,198     | 190,704             | 46.7 %           |
| LOUISIANA            | 1,200,925   | 364,823             | 30.4 %           |
| MASSACHUSETTS        | 5,487,723   | 626,558             | 11.4 %           |
| MARYLAND             | 3,717,716   | 858,209             | 23.1 %           |
| MAINE                | 1,305,270   | 58,534              | 4.5 %            |
| MICHIGAN             | 1,834,520   | 225,245             | 13.8 %           |
| MINNESOTA            | 1,400,200   | 73,559              | 5.3 %            |
| MISSOURI             | 3,628,715   | 296,109             | 8.2 %            |
| MISSISSIPPI          | 2,560,894   | 229,727             | 9.0 %            |
| MONTANA              | 55,475      | 47,291              | 85.2 %           |
| NORTH CAROLINA       | 1,372,344   | 231,580             | 16.9 %           |
| NORTH DAKOTA         | 142,105     | 102,795             | 72.3 %           |
| NEBRASKA             | 282,531     | 122,728             | 43.4 %           |
| NEW HAMPSHIRE        | 418,038     | 66,266              | 13.2 %           |
| NEW JERSEY           | 3,173,834   | 651,284             | 20.5 %           |
| NEW MEXICO           | 706,310     | 295,553             | 41.8 %           |
| NEVADA               | 230,276     | 68,068              | 29.6 %           |
| NEW YORK             | 5,181,382   | 611,229             | 11.8 %           |
| OHIO                 | 2,930,822   | 575,153             | 19.6 %           |
| OKLAHOMA             | 726,607     | 254,871             | 35.1 %           |
| OREGON               | 204,232     | 69,799              | 34.2 %           |
| PENNSYLVANIA         | 2,563,725   | 481,285             | 18.8 %           |
| RHODE ISLAND         | 446,751     | 82,029              | 18.4 %           |
| SOUTH CAROLINA       | 737,132     | 263,516             | 35.7 %           |
| SOUTH DAKOTA         | 78,640      | 41,432              | 52.7 %           |
| TENNESSEE            | 979,021     | 207,769             | 21.2 %           |
| TEXAS                | 8,506,418   | 992,307             | 11.7 %           |
| UTAH                 | 602,967     | 139,321             | 23.1 %           |
| VIRGINIA             | 8,193,193   | 1,917,102           | 31.0 %           |
| VERMONT              | 62,928      | 9,350               | 14.9 %           |
| WASHINGTON           | 2,191,854   | 303,695             | 13.9 %           |
| WISCONSIN            | 858,968     | 212,548             | 24.7 %           |
| WEST VIRGINIA        | 86,747      | 40,878              | 47.1 %           |
| WYOMING              | 81,054      | 39,557              | 64.8 %           |
| UNITED STATES        | 107,423,465 | 17,094,905          | 15.9 %           |

## MAINE

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 0              | 0         |                  |
| Mining                                  | 0              | 0         |                  |
| Construction                            | 34,746         | 50,353    | 69.0 %           |
| Food & Kindred Products                 | 3,625          | 3,689     | 98.3 %           |
| Textile Mill Products                   | 2,743          | 2,838     | 96.7 %           |
| Apparel & Other Textile Products        | 126            | 187       | 67.4 %           |
| Lumber & Wood Products (exc. Furniture) | 0              | 0         |                  |
| Furniture & Fixtures                    | 55             | 294       | 18.7 %           |
| Paper & Allied Products                 | 0              | 190       | 0.0 %            |
| Printing & Publishing                   | 0              | 36        | 0.0 %            |
| Chemicals & Allied Products             | 97             | 97        | 100.0 %          |
| Petroleum & Coal Products               | 69             | 69        | 100.0 %          |
| Rubber & Misc. Plastic Products         | 0              | 7,037     | 0.0 %            |
| Stone, Clay, Glass & Concrete Products  | 43             | 43        | 100.0 %          |
| Primary Metal Industries                | 0              | 0         |                  |
| Fabricated Metal Products (exc. mach.)  | 2,023          | 56,547    | 3.6 %            |
| Machinery, Computer Eqmnt (exc. elect.) | 908            | 979       | 92.7 %           |
| Electric & Electronic Equipment         | 424            | 1,340     | 31.6 %           |
| Trans. Eqmnt., Incl. Motor Vehicles     | 177            | 1,148,834 | 0.0 %            |
| Instruments & Related Products          | 385            | 732       | 52.6 %           |
| Misc. Manufacturing Industries          | 0              | 0         |                  |
| Transportation & Warehousing            | 1,841          | 2,171     | 84.8 %           |
| Communication                           | 204            | 255       | 80.0 %           |
| Electric, Gas & Sanitary Service        | 1,102          | 6,068     | 18.2 %           |
| Wholesale & Retail Trade (exc. eating)  | 1,669          | 8,687     | 19.2 %           |
| Eating & Drinking Places                | 1,172          | 1,172     | 100.0 %          |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 61             | 61        | 100.0 %          |
| Business Services                       | 2,518          | 3,230     | 78.0 %           |
| Automotive Repairs & Services           | 0              | 0         |                  |
| Miscellaneous Services                  | 4,546          | 10,361    | 43.9 %           |
| All Industries                          | 58,534         | 1,305,270 | 4.5 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## NEW HAMPSHIRE

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 28             | 28      | 100.0 %          |
| Mining                                  | 8,527          | 8,527   | 100.0 %          |
| Construction                            | 12,376         | 18,528  | 66.8 %           |
| Food & Kindred Products                 | 0              | 0       |                  |
| Textile Mill Products                   | 0              | 703     | 0.0 %            |
| Apparel & Other Textile Products        | 0              | 0       |                  |
| Lumber & Wood Products (exc. Furniture) | 58             | 58      | 100.0 %          |
| Furniture & Fixtures                    | 1,811          | 1,811   | 100.0 %          |
| Paper & Allied Products                 | 0              | 0       |                  |
| Printing & Publishing                   | 0              | 832     | 0.0 %            |
| Chemicals & Allied Products             | 1,969          | 2,200   | 89.5 %           |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 0              | 0       |                  |
| Stone, Clay, Glass & Concrete Products  | 0              | 0       |                  |
| Primary Metal Industries                | 261            | 5,951   | 4.4 %            |
| Fabricated Metal Products (exc. mach.)  | 334            | 2,107   | 15.9 %           |
| Machinery, Computer Eqmnt (exc. elect.) | 3,017          | 38,266  | 7.9 %            |
| Electric & Electronic Equipment         | 2,599          | 139,482 | 1.9 %            |
| Trans. Eqmnt., Incl. Motor Vehicles     | 1,543          | 22,060  | 7.0 %            |
| Instruments & Related Products          | 5,400          | 75,187  | 7.2 %            |
| Misc. Manufacturing Industries          | 27             | 27      | 100.0 %          |
| Transportation & Warehousing            | 0              | 11      | 0.0 %            |
| Communication                           | 0              | 6,788   | 0.0 %            |
| Electric, Gas & Sanitary Service        | 1,750          | 2,611   | 67.0 %           |
| Wholesale & Retail Trade (exc. eating)  | 287            | 3,962   | 7.2 %            |
| Eating & Drinking Places                | 0              | 0       |                  |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 0              | 0       |                  |
| Business Services                       | 3,431          | 6,405   | 53.6 %           |
| Automotive Repairs & Services           | 0              | 0       |                  |
| Miscellaneous Services                  | 11,837         | 82,494  | 14.3 %           |
| All Industries                          | 55,255         | 418,038 | 13.2 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## VERMONT

|   | Small Business | Total  | % Small Business |
|---|----------------|--------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 0              | 0      |                  |
| Mining                                  | 0              | 0      |                  |
| Construction                            | 1,996          | 2,088  | 95.6 %           |
| Food & Kindred Products                 | 182            | 182    | 100.0 %          |
| Textile Mill Products                   | 0              | 0      |                  |
| Apparel & Other Textile Products        | 0              | 0      |                  |
| Lumber & Wood Products (exc. Furniture) | 0              | 0      |                  |
| Furniture & Fixtures                    | 693            | 693    | 100.0 %          |
| Paper & Allied Products                 | 0              | 0      |                  |
| Printing & Publishing                   | 94             | 94     | 100.0 %          |
| Chemicals & Allied Products             | 0              | 0      |                  |
| Petroleum & Coal Products               | 0              | 0      |                  |
| Rubber & Misc. Plastic Products         | 0              | 0      |                  |
| Stone, Clay, Glass & Concrete Products  | 0              | 0      |                  |
| Primary Metal Industries                | 0              | 0      |                  |
| Fabricated Metal Products (exc. mach.)  | 122            | 11,879 | 1.0 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 772            | 1,874  | 41.2 %           |
| Electric & Electronic Equipment         | 472            | 7,039  | 6.7 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 3,522          | 22,871 | 15.4 %           |
| Instruments & Related Products          | 209            | 1,692  | 12.4 %           |
| Misc. Manufacturing Industries          | 0              | 0      |                  |
| Transportation & Warehousing            | 115            | 115    | 100.0 %          |
| Communication                           | 0              | 0      |                  |
| Electric, Gas & Sanitary Service        | 5              | 12     | 41.7 %           |
| Wholesale & Retail Trade (exc. eating)  | 118            | 999    | 11.8 %           |
| Eating & Drinking Places                | 48             | 48     | 100.0 %          |
| Finance & Insurance                     | 0              | 0      |                  |
| Real Estate & Rentals                   | 0              | 0      |                  |
| Personal Services                       | 0              | 0      |                  |
| Business Services                       | 0              | 0      |                  |
| Automotive Repairs & Services           | 47             | 47     | 100.0 %          |
| Miscellaneous Services                  | 955            | 13,295 | 7.2 %            |
| All Industries                          | 9,350          | 62,928 | 14.9 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.



## MASSACHUSETTS

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 59             | 59        | 100.0 %          |
| Mining                                  | 0              | 0         |                  |
| Construction                            | 41,343         | 94,584    | 43.7 %           |
| Food & Kindred Products                 | 12,580         | 17,004    | 74.0 %           |
| Textile Mill Products                   | 492            | 778       | 63.2 %           |
| Apparel & Other Textile Products        | 241            | 709       | 34.0 %           |
| Lumber & Wood Products (exc. Furniture) | 65             | 65        | 100.0 %          |
| Furniture & Fixtures                    | 1,344          | 3,292     | 40.8 %           |
| Paper & Allied Products                 | 133            | 179       | 74.3 %           |
| Printing & Publishing                   | 78             | 983       | 7.9 %            |
| Chemicals & Allied Products             | 0              | 2,219     | 0.0 %            |
| Petroleum & Coal Products               | 1,029          | 1,056     | 97.4 %           |
| Rubber & Misc. Plastic Products         | 3,145          | 4,241     | 74.2 %           |
| Stone, Clay, Glass & Concrete Products  | 258            | 642       | 40.2 %           |
| Primary Metal Industries                | 1,922          | 12,554    | 15.3 %           |
| Fabricated Metal Products (exc. mach.)  | 80,102         | 271,219   | 29.5 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 17,899         | 134,166   | 13.3 %           |
| Electric & Electronic Equipment         | 32,057         | 428,615   | 7.5 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 36,136         | 2,062,416 | 1.8 %            |
| Instruments & Related Products          | 16,423         | 347,935   | 4.7 %            |
| Misc. Manufacturing Industries          | 466            | 1,517     | 30.7 %           |
| Transportation & Warehousing            | 410            | 439       | 93.4 %           |
| Communication                           | 3,542          | 90,287    | 3.9 %            |
| Electric, Gas & Sanitary Service        | 1,282          | 17,888    | 7.2 %            |
| Wholesale & Retail Trade (exc. eating)  | 9,370          | 35,166    | 26.6 %           |
| Eating & Drinking Places                | 1,424          | 1,634     | 87.1 %           |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 384            | 683       | 56.2 %           |
| Business Services                       | 115,553        | 198,967   | 58.1 %           |
| Automotive Repairs & Services           | 43             | 69        | 62.3 %           |
| Miscellaneous Services                  | 248,778        | 1,758,357 | 14.1 %           |
| All Industries                          | 626,558        | 5,487,723 | 11.4 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## RHODE ISLAND

|  | Small Business | Total   | % Small Business |
|--|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 0              | 0       |                  |
| Mining                                   | 0              | 0       |                  |
| Construction                             | 21,693         | 22,434  | 96.7 %           |
| Food & Kindred Products                  | 0              | 0       |                  |
| Textile Mill Products                    | 96             | 7,170   | 1.3 %            |
| Apparel & Other Textile Products         | 0              | 0       |                  |
| Lumber & Wood Products (exc. Furniture)  | 0              | 0       |                  |
| Furniture & Fixtures                     | 0              | 0       |                  |
| Paper & Allied Products                  | 0              | 0       |                  |
| Printing & Publishing                    | 0              | 0       |                  |
| Chemicals & Allied Products              | 154            | 217     | 71.0 %           |
| Petroleum & Coal Products                | 0              | 0       |                  |
| Rubber & Misc. Plastic Products          | 264            | 2,655   | 9.9 %            |
| Stone, Clay, Glass & Concrete Products   | 338            | 338     | 100.0 %          |
| Primary Metal Industries                 | 134            | 579     | 23.1 %           |
| Fabricated Metal Products (exc. mach.)   | 716            | 1,800   | 39.8 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 2,141          | 4,799   | 44.6 %           |
| Electric & Electronic Equipment          | 669            | 8,385   | 8.0 %            |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 12,903         | 23,632  | 54.6 %           |
| Instruments & Related Products           | 4,088          | 133,710 | 3.1 %            |
| Misc. Manufacturing Industries           | 306            | 306     | 100.0 %          |
| Transportation & Warehousing             | 3,204          | 3,787   | 84.6 %           |
| Communication                            | 165            | 7,856   | 2.1 %            |
| Electric, Gas & Sanitary Service         | 928            | 1,090   | 85.1 %           |
| Wholesale & Retail Trade (exc. eating)   | 782            | 2,320   | 33.7 %           |
| Eating & Drinking Places                 | 0              | 34      | 0.0 %            |
| Finance & Insurance                      | 0              | 48      | 0.0 %            |
| Real Estate & Rentals                    | 0              | 0       |                  |
| Personal Services                        | 110            | 110     | 100.0 %          |
| Business Services                        | 11,704         | 15,047  | 77.8 %           |
| Automotive Repairs & Services            | 28             | 28      | 100.0 %          |
| Miscellaneous Services                   | 21,606         | 210,406 | 10.3 %           |
| All Industries                           | 82,029         | 446,751 | 18.4 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## CONNECTICUT

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 281            | 281       | 100.0 %          |
| Mining                                  | 0              | 0         |                  |
| Construction                            | 28,547         | 36,290    | 78.7 %           |
| Food & Kindred Products                 | 1,114          | 3,497     | 31.9 %           |
| Textile Mill Products                   | 259            | 207       | 125.1 %          |
| Apparel & Other Textile Products        | 927            | 14,372    | 6.5 %            |
| Lumber & Wood Products (exc. Furniture) | 0              | 0         |                  |
| Furniture & Fixtures                    | 1,030          | 1,127     | 91.4 %           |
| Paper & Allied Products                 | 0              | 1,955     | 0.0 %            |
| Printing & Publishing                   | 503            | 15,282    | 3.3 %            |
| Chemicals & Allied Products             | 607            | 50,521    | 1.2 %            |
| Petroleum & Coal Products               | 0              | 0         |                  |
| Rubber & Misc. Plastic Products         | 2,413          | 4,212     | 57.3 %           |
| Stone, Clay, Glass & Concrete Products  | 227            | 227       | 100.0 %          |
| Primary Metal Industries                | 2,603          | 4,904     | 53.1 %           |
| Fabricated Metal Products (exc. mach.)  | 15,886         | 57,419    | 27.7 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 16,415         | 55,974    | 29.3 %           |
| Electric & Electronic Equipment         | 38,697         | 71,885    | 53.8 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 74,677         | 2,323,684 | 3.2 %            |
| Instruments & Related Products          | 11,359         | 75,166    | 15.1 %           |
| Misc. Manufacturing Industries          | 1,005          | 1,049     | 95.8 %           |
| Transportation & Warehousing            | 70             | 759       | 9.2 %            |
| Communication                           | 34             | 106       | 32.1 %           |
| Electric, Gas & Sanitary Service        | 1,411          | 1,430     | 98.7 %           |
| Wholesale & Retail Trade (exc. eating)  | 6,508          | 12,730    | 51.1 %           |
| Eating & Drinking Places                | 0              | 83        | 0.0 %            |
| Finance & Insurance                     | 0              | 172       | 0.0 %            |
| Real Estate & Rentals                   | 0              | 17,205    | 0.0 %            |
| Personal Services                       | 513            | 513       | 100.0 %          |
| Business Services                       | 4,917          | 9,957     | 49.4 %           |
| Automotive Repairs & Services           | 29             | 29        | 100.0 %          |
| Miscellaneous Services                  | 42,310         | 276,967   | 15.3 %           |
| All Industries                          | 252,342        | 3,038,003 | 8.3 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## NEW YORK

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 403            | 403       | 100.0 %          |
| Mining                                  | 195            | 319       | 61.1 %           |
| Construction                            | 97,844         | 184,338   | 53.1 %           |
| Food & Kindred Products                 | 9,929          | 34,567    | 28.7 %           |
| Textile Mill Products                   | 3,034          | 3,086     | 98.3 %           |
| Apparel & Other Textile Products        | 10,751         | 26,591    | 40.4 %           |
| Lumber & Wood Products (exc. Furniture) | 387            | 526       | 73.6 %           |
| Furniture & Fixtures                    | 4,887          | 5,206     | 93.9 %           |
| Paper & Allied Products                 | 0              | 290       | 0.0 %            |
| Printing & Publishing                   | 2,140          | 82,839    | 2.6 %            |
| Chemicals & Allied Products             | 4,818          | 31,461    | 15.3 %           |
| Petroleum & Coal Products               | 376            | 25,569    | 1.5 %            |
| Rubber & Misc. Plastic Products         | 6,498          | 15,734    | 41.3 %           |
| Stone, Clay, Glass & Concrete Products  | 107            | 362       | 29.6 %           |
| Primary Metal Industries                | 4,245          | 10,481    | 40.5 %           |
| Fabricated Metal Products (exc. mach.)  | 16,688         | 271,900   | 6.1 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 68,745         | 116,983   | 58.8 %           |
| Electric & Electronic Equipment         | 86,721         | 839,525   | 10.3 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 58,895         | 1,787,250 | 3.3 %            |
| Instruments & Related Products          | 45,844         | 652,006   | 7.0 %            |
| Misc. Manufacturing Industries          | 8,178          | 8,627     | 94.8 %           |
| Transportation & Warehousing            | 74,839         | 75,457    | 99.2 %           |
| Communication                           | 1,628          | 34,767    | 4.7 %            |
| Electric, Gas & Sanitary Service        | 3,614          | 41,966    | 8.6 %            |
| Wholesale & Retail Trade (exc. eating)  | 13,018         | 50,205    | 25.9 %           |
| Eating & Drinking Places                | 6,873          | 7,768     | 88.5 %           |
| Finance & Insurance                     | 0              | 2,878     | 0.0 %            |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 0              | 0         |                  |
| Business Services                       | 20,096         | 90,099    | 22.3 %           |
| Automotive Repairs & Services           | 388            | 5,952     | 6.5 %            |
| Miscellaneous Services                  | 60,088         | 774,227   | 7.8 %            |
| All Industries                          | 611,229        | 5,181,382 | 11.8 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## NEW JERSEY

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 1,673          | 1,673     | 100.0 %          |
| Mining                                  | 0              | 2,745     | 0.0 %            |
| Construction                            | 84,309         | 254,441   | 33.1 %           |
| Food & Kindred Products                 | 4,911          | 36,829    | 13.3 %           |
| Textile Mill Products                   | 976            | 976       | 100.0 %          |
| Apparel & Other Textile Products        | 25,948         | 26,346    | 98.5 %           |
| Lumber & Wood Products (exc. Furniture) | 47             | 374       | 12.6 %           |
| Furniture & Fixtures                    | 2,519          | 9,345     | 27.0 %           |
| Paper & Allied Products                 | 344            | 1,259     | 27.3 %           |
| Printing & Publishing                   | 164            | 2,505     | 6.5 %            |
| Chemicals & Allied Products             | 9,311          | 65,651    | 14.2 %           |
| Petroleum & Coal Products               | 14,391         | 104,914   | 13.7 %           |
| Rubber & Misc. Plastic Products         | 11,473         | 13,127    | 87.4 %           |
| Stone, Clay, Glass & Concrete Products  | 277            | 562       | 49.3 %           |
| Primary Metal Industries                | 1,893          | 4,202     | 45.0 %           |
| Fabricated Metal Products (exc. mach.)  | 60,191         | 74,762    | 80.5 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 17,478         | 69,837    | 25.0 %           |
| Electric & Electronic Equipment         | 97,927         | 425,190   | 23.0 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 42,378         | 320,673   | 13.2 %           |
| Instruments & Related Products          | 36,842         | 127,780   | 28.8 %           |
| Misc. Manufacturing Industries          | 330            | 874       | 37.8 %           |
| Transportation & Warehousing            | 58,968         | 404,485   | 14.6 %           |
| Communication                           | 8,072          | 23,510    | 34.3 %           |
| Electric, Gas & Sanitary Service        | 7,377          | 40,190    | 18.4 %           |
| Wholesale & Retail Trade (exc. eating)  | 7,650          | 31,369    | 24.4 %           |
| Eating & Drinking Places                | 7,428          | 9,224     | 80.5 %           |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 940            | 940       | 100.0 %          |
| Business Services                       | 28,572         | 71,049    | 40.2 %           |
| Automotive Repairs & Services           | 396            | 792       | 50.0 %           |
| Miscellaneous Services                  | 118,499        | 1,048,210 | 11.3 %           |
| All Industries                          | 651,284        | 3,173,834 | 20.5 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## PENNSYLVANIA

|  | Small Business | Total     | % Small Business |
|--|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 779            | 779       | 100.0 %          |
| Mining                                   | 606            | 5,229     | 11.6 %           |
| Construction                             | 55,417         | 196,010   | 28.3 %           |
| Food & Kindred Products                  | 9,622          | 24,333    | 39.5 %           |
| Textile Mill Products                    | 1,065          | 2,791     | 38.2 %           |
| Apparel & Other Textile Products         | 9,113          | 15,414    | 59.1 %           |
| Lumber & Wood Products (exc. Furniture)  | 2,145          | 2,186     | 98.1 %           |
| Furniture & Fixtures                     | 3,076          | 12,696    | 24.2 %           |
| Paper & Allied Products                  | 1,798          | 4,798     | 37.5 %           |
| Printing & Publishing                    | 693            | 2,597     | 26.7 %           |
| Chemicals & Allied Products              | 4,767          | 66,054    | 7.2 %            |
| Petroleum & Coal Products                | 2,592          | 69,415    | 3.7 %            |
| Rubber & Misc. Plastic Products          | 3,209          | 5,243     | 61.2 %           |
| Stone, Clay, Glass & Concrete Products   | 1,045          | 1,328     | 78.7 %           |
| Primary Metal Industries                 | 8,239          | 21,001    | 39.2 %           |
| Fabricated Metal Products (exc. mach.)   | 55,008         | 543,254   | 10.1 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 70,824         | 112,542   | 62.9 %           |
| Electric & Electronic Equipment          | 36,417         | 157,840   | 23.1 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 52,900         | 574,989   | 9.2 %            |
| Instruments & Related Products           | 23,224         | 109,738   | 21.2 %           |
| Misc. Manufacturing Industries           | 0              | 48        | 0.0 %            |
| Transportation & Warehousing             | 3,487          | 3,615     | 96.5 %           |
| Communication                            | 1,348          | 4,495     | 30.0 %           |
| Electric, Gas & Sanitary Service         | 2,156          | 11,396    | 18.9 %           |
| Wholesale & Retail Trade (exc. eating)   | 18,011         | 23,152    | 77.8 %           |
| Eating & Drinking Places                 | 1,717          | 1,717     | 100.0 %          |
| Finance & Insurance                      | 0              | 0         |                  |
| Real Estate & Rentals                    | 0              | 0         |                  |
| Personal Services                        | 208            | 208       | 100.0 %          |
| Business Services                        | 45,923         | 129,020   | 35.6 %           |
| Automotive Repairs & Services            | 551            | 2,282     | 24.1 %           |
| Miscellaneous Services                   | 65,345         | 459,555   | 14.2 %           |
| All Industries                           | 481,285        | 2,563,725 | 18.8 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## OHIO

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 56             | 107       | 52.3 %           |
| Mining                                  | 4,537          | 2,705     | 167.7 %          |
| Construction                            | 84,360         | 148,689   | 56.7 %           |
| Food & Kindred Products                 | 23,964         | 34,852    | 68.8 %           |
| Textile Mill Products                   | 3,728          | 3,661     | 101.8 %          |
| Apparel & Other Textile Products        | 2,171          | 5,739     | 37.8 %           |
| Lumber & Wood Products (exc. Furniture) | 794            | 1,126     | 70.5 %           |
| Furniture & Fixtures                    | 2,664          | 7,374     | 36.1 %           |
| Paper & Allied Products                 | 50             | 30,861    | 0.2 %            |
| Printing & Publishing                   | 3,399          | 5,284     | 64.3 %           |
| Chemicals & Allied Products             | 2,641          | 17,062    | 15.5 %           |
| Petroleum & Coal Products               | 380            | 38,534    | 1.0 %            |
| Rubber & Misc. Plastic Products         | 38,517         | 47,778    | 80.6 %           |
| Stone, Clay, Glass & Concrete Products  | 95             | 0         |                  |
| Primary Metal Industries                | 1,425          | 66,418    | 2.1 %            |
| Fabricated Metal Products (exc. mach.)  | 31,477         | 56,876    | 55.3 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 53,877         | 137,101   | 39.3 %           |
| Electric & Electronic Equipment         | 23,767         | 84,718    | 28.1 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 64,769         | 1,462,806 | 4.4 %            |
| Instruments & Related Products          | 23,365         | 8,208     | 284.7 %          |
| Misc. Manufacturing Industries          | 1,659          | 3,226     | 51.4 %           |
| Transportation & Warehousing            | 2,471          | 9,444     | 26.2 %           |
| Communication                           | 57             | 2,203     | 2.6 %            |
| Electric, Gas & Sanitary Service        | 2,159          | 28,004    | 7.7 %            |
| Wholesale & Retail Trade (exc. eating)  | 4,659          | 20,452    | 22.8 %           |
| Eating & Drinking Places                | 625            | 625       | 100.0 %          |
| Finance & Insurance                     | 0              | 30        | 0.0 %            |
| Real Estate & Rentals                   | 0              | 40        | 0.0 %            |
| Personal Services                       | 57             | 84        | 67.9 %           |
| Business Services                       | 77,379         | 305,279   | 25.3 %           |
| Automotive Repairs & Services           | 112            | 198       | 56.6 %           |
| Miscellaneous Services                  | 119,939        | 403,138   | 29.8 %           |
| All Industries                          | 575,153        | 2,930,622 | 19.6 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## INDIANA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 496            | 635       | 78.1 %           |
| Mining                                  | 29             | 1,360     | 2.1 %            |
| Construction                            | 40,525         | 44,929    | 90.2 %           |
| Food & Kindred Products                 | 10,913         | 14,392    | 75.8 %           |
| Textile Mill Products                   | 0              | 0         |                  |
| Apparel & Other Textile Products        | 863            | 13,109    | 6.6 %            |
| Lumber & Wood Products (exc. Furniture) | 702            | 702       | 100.0 %          |
| Furniture & Fixtures                    | 1,614          | 3,214     | 50.2 %           |
| Paper & Allied Products                 | 35             | 191       | 18.3 %           |
| Printing & Publishing                   | 44             | 349       | 12.6 %           |
| Chemicals & Allied Products             | 584            | 36,278    | 1.6 %            |
| Petroleum & Coal Products               | 14,024         | 34,207    | 41.0 %           |
| Rubber & Misc. Plastic Products         | 838            | 2,805     | 29.9 %           |
| Stone, Clay, Glass & Concrete Products  | 44             | 83        | 53.0 %           |
| Primary Metal Industries                | 801            | 1,172     | 68.3 %           |
| Fabricated Metal Products (exc. mach.)  | 11,471         | 27,746    | 41.3 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 7,656          | 53,621    | 14.3 %           |
| Electric & Electronic Equipment         | 5,766          | 314,455   | 1.8 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 14,083         | 748,421   | 1.9 %            |
| Instruments & Related Products          | 2,754          | 52,887    | 5.2 %            |
| Misc. Manufacturing Industries          | 153            | 153       | 100.0 %          |
| Transportation & Warehousing            | 299            | 299       | 100.0 %          |
| Communication                           | 246            | 1,745     | 14.1 %           |
| Electric, Gas & Sanitary Service        | 443            | 7,965     | 5.6 %            |
| Wholesale & Retail Trade (exc. eating)  | 4,928          | 5,859     | 84.1 %           |
| Eating & Drinking Places                | 1,308          | 1,308     | 100.0 %          |
| Finance & Insurance                     | 0              | 12,026    | 0.0 %            |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 0              | 0         |                  |
| Business Services                       | 9,165          | 26,627    | 34.4 %           |
| Automotive Repairs & Services           | 0              | 33        | 0.0 %            |
| Miscellaneous Services                  | 7,820          | 129,457   | 6.0 %            |
| All Industries                          | 137,604        | 1,536,028 | 9.0 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.



## ILLINOIS

|  | Small Business | Total     | % Small Business |
|--|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 1,133          | 1,133     | 100.0 %          |
| Mining                                   | 715            | 990       | 72.2 %           |
| Construction                             | 70,820         | 171,153   | 41.4 %           |
| Food & Kindred Products                  | 27,456         | 98,133    | 28.0 %           |
| Textile Mill Products                    | 47             | 163       | 28.8 %           |
| Apparel & Other Textile Products         | 0              | 0         |                  |
| Lumber & Wood Products (exc. Furniture)  | 440            | 440       | 100.0 %          |
| Furniture & Fixtures                     | 1,811          | 8,163     | 22.2 %           |
| Paper & Allied Products                  | 893            | 994       | 89.8 %           |
| Printing & Publishing                    | 4,074          | 6,521     | 62.5 %           |
| Chemicals & Allied Products              | 5,727          | 23,277    | 24.6 %           |
| Petroleum & Coal Products                | 403            | 441       | 91.4 %           |
| Rubber & Misc. Plastic Products          | 974            | 18,888    | 5.2 %            |
| Stone, Clay, Glass & Concrete Products   | 526            | 915       | 57.5 %           |
| Primary Metal Industries                 | 2,078          | 5,601     | 37.1 %           |
| Fabricated Metal Products (exc. mach.)   | 42,967         | 101,506   | 42.3 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 15,692         | 54,316    | 28.9 %           |
| Electric & Electronic Equipment          | 36,774         | 92,799    | 39.6 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 22,182         | 228,432   | 9.7 %            |
| Instruments & Related Products           | 11,743         | 106,693   | 11.0 %           |
| Misc. Manufacturing Industries           | 0              | 0         |                  |
| Transportation & Warehousing             | 3,872          | 12,668    | 30.6 %           |
| Communication                            | 3,051          | 59,087    | 5.2 %            |
| Electric, Gas & Sanitary Service         | 2,369          | 14,708    | 16.1 %           |
| Wholesale & Retail Trade (exc. eating)   | 8,245          | 40,019    | 20.6 %           |
| Eating & Drinking Places                 | 5,836          | 5,836     | 100.0 %          |
| Finance & Insurance                      | 0              | 0         |                  |
| Real Estate & Rentals                    | 0              | 0         |                  |
| Personal Services                        | 216            | 732       | 29.5 %           |
| Business Services                        | 18,549         | 41,702    | 44.5 %           |
| Automotive Repairs & Services            | 0              | 0         |                  |
| Miscellaneous Services                   | 29,386         | 163,302   | 18.0 %           |
| All Industries                           | 317,979        | 1,258,612 | 25.3 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## MICHIGAN

|  | Small Business | Total     | % Small Business |
|--|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 326            | 326       | 100.0 %          |
| Mining                                   | 0              | 0         |                  |
| Construction                             | 31,934         | 52,650    | 60.7 %           |
| Food & Kindred Products                  | 6,027          | 20,237    | 29.8 %           |
| Textile Mill Products                    | 88             | 88        | 100.0 %          |
| Apparel & Other Textile Products         | 6,341          | 7,372     | 86.0 %           |
| Lumber & Wood Products (exc. Furniture)  | 156            | 156       | 100.0 %          |
| Furniture & Fixtures                     | 5,790          | 141,352   | 4.1 %            |
| Paper & Allied Products                  | 345            | 401       | 86.0 %           |
| Printing & Publishing                    | 92             | 316       | 29.1 %           |
| Chemicals & Allied Products              | 759            | 6,131     | 12.4 %           |
| Petroleum & Coal Products                | 129            | 168       | 76.8 %           |
| Rubber & Misc. Plastic Products          | 5,331          | 6,246     | 85.4 %           |
| Stone, Clay, Glass & Concrete Products   | 649            | 679       | 95.6 %           |
| Primary Metal Industries                 | 567            | 900       | 63.0 %           |
| Fabricated Metal Products (exc. mach.)   | 20,652         | 64,044    | 32.2 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 26,954         | 87,718    | 30.7 %           |
| Electric & Electronic Equipment          | 9,814          | 58,064    | 16.9 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 49,114         | 677,313   | 7.3 %            |
| Instruments & Related Products           | 7,332          | 42,543    | 17.2 %           |
| Misc. Manufacturing Industries           | 794            | 936       | 84.8 %           |
| Transportation & Warehousing             | 633            | 633       | 100.0 %          |
| Communication                            | 199            | 2,727     | 7.3 %            |
| Electric, Gas & Sanitary Service         | 4,396          | 13,573    | 32.4 %           |
| Wholesale & Retail Trade (exc. eating)   | 4,701          | 6,236     | 75.4 %           |
| Eating & Drinking Places                 | 838            | 838       | 100.0 %          |
| Finance & Insurance                      | 0              | 0         |                  |
| Real Estate & Rentals                    | 0              | 0         |                  |
| Personal Services                        | 0              | 0         |                  |
| Business Services                        | 25,063         | 16,013    | 156.5 %          |
| Automotive Repairs & Services            | 0              | 0         |                  |
| Miscellaneous Services                   | 16,221         | 426,860   | 3.8 %            |
| All Industries                           | 225,245        | 1,634,520 | 13.8 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## WISCONSIN

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 26             | 26      | 100.0 %          |
| Mining                                  | 299            | 299     | 100.0 %          |
| Construction                            | 28,044         | 67,246  | 41.7 %           |
| Food & Kindred Products                 | 1,165          | 22,346  | 5.2 %            |
| Textile Mill Products                   | 0              | 0       |                  |
| Apparel & Other Textile Products        | 592            | 2,023   | 29.3 %           |
| Lumber & Wood Products (exc. Furniture) | 113            | 2,101   | 5.4 %            |
| Furniture & Fixtures                    | 4,551          | 6,311   | 72.1 %           |
| Paper & Allied Products                 | 0              | 7,764   | 0.0 %            |
| Printing & Publishing                   | 0              | 38      | 0.0 %            |
| Chemicals & Allied Products             | 949            | 5,163   | 18.4 %           |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 325            | 481     | 67.6 %           |
| Stone, Clay, Glass & Concrete Products  | 408            | 1,218   | 33.5 %           |
| Primary Metal Industries                | 265            | 2,418   | 11.0 %           |
| Fabricated Metal Products (exc. mach.)  | 88,379         | 124,447 | 71.0 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 40,584         | 93,743  | 43.3 %           |
| Electric & Electronic Equipment         | 5,821          | 19,555  | 29.8 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 26,366         | 420,821 | 6.3 %            |
| Instruments & Related Products          | 4,171          | 35,882  | 11.6 %           |
| Misc. Manufacturing Industries          | 64             | 148     | 43.2 %           |
| Transportation & Warehousing            | 67             | 128     | 52.3 %           |
| Communication                           | 306            | 1,030   | 29.7 %           |
| Electric, Gas & Sanitary Service        | 53             | 1,697   | 3.1 %            |
| Wholesale & Retail Trade (exc. eating)  | 2,880          | 4,147   | 69.4 %           |
| Eating & Drinking Places                | 936            | 936     | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 0              | 0       |                  |
| Business Services                       | 423            | 9,253   | 4.6 %            |
| Automotive Repairs & Services           | 0              | 48      | 0.0 %            |
| Miscellaneous Services                  | 5,761          | 29,699  | 19.4 %           |
| All Industries                          | 212,548        | 858,968 | 24.7 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## MINNESOTA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 0              | 0         |                  |
| Mining                                  | 0              | 0         |                  |
| Construction                            | 5,175          | 24,026    | 21.5 %           |
| Food & Kindred Products                 | 3,635          | 31,498    | 11.5 %           |
| Textile Mill Products                   | 46             | 108       | 42.6 %           |
| Apparel & Other Textile Products        | 0              | 0         |                  |
| Lumber & Wood Products (exc. Furniture) | 898            | 898       | 100.0 %          |
| Furniture & Fixtures                    | 686            | 1,438     | 47.7 %           |
| Paper & Allied Products                 | 199            | 1,341     | 14.8 %           |
| Printing & Publishing                   | 0              | 954       | 0.0 %            |
| Chemicals & Allied Products             | 29             | 19,488    | 0.1 %            |
| Petroleum & Coal Products               | 0              | 0         |                  |
| Rubber & Misc. Plastic Products         | 1,112          | 1,140     | 97.5 %           |
| Stone, Clay, Glass & Concrete Products  | 142            | 142       | 100.0 %          |
| Primary Metal Industries                | 0              | 25        | 0.0 %            |
| Fabricated Metal Products (exc. mach.)  | 6,840          | 534,109   | 1.3 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 13,648         | 180,962   | 7.5 %            |
| Electric & Electronic Equipment         | 1,952          | 149,432   | 1.3 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 10,585         | 134,578   | 7.9 %            |
| Instruments & Related Products          | 1,383          | 18,001    | 7.7 %            |
| Misc. Manufacturing Industries          | 434            | 625       | 69.4 %           |
| Transportation & Warehousing            | 196            | 196       | 100.0 %          |
| Communication                           | 7,968          | 8,763     | 90.9 %           |
| Electric, Gas & Sanitary Service        | 143            | 786       | 18.2 %           |
| Wholesale & Retail Trade (exc. eating)  | 2,049          | 3,748     | 54.7 %           |
| Eating & Drinking Places                | 0              | 0         |                  |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 30             | 30        | 100.0 %          |
| Business Services                       | 5,196          | 39,847    | 13.0 %           |
| Automotive Repairs & Services           | 395            | 395       | 100.0 %          |
| Miscellaneous Services                  | 10,818         | 247,670   | 4.4 %            |
| All Industries                          | 73,559         | 1,400,200 | 5.3 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## IOWA

|  | Small Business | Total   | % Small Business |
|--|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 0              | 0       |                  |
| Mining                                   | 378            | 378     | 100.0 %          |
| Construction                             | 13,874         | 21,986  | 63.1 %           |
| Food & Kindred Products                  | 5,083          | 8,438   | 60.2 %           |
| Textile Mill Products                    | 0              | 0       |                  |
| Apparel & Other Textile Products         | 4,797          | 4,797   | 100.0 %          |
| Lumber & Wood Products (exc. Furniture)  | 0              | 0       |                  |
| Furniture & Fixtures                     | 258            | 2,097   | 12.3 %           |
| Paper & Allied Products                  | 28             | 28      | 100.0 %          |
| Printing & Publishing                    | 0              | 0       |                  |
| Chemicals & Allied Products              | 68             | 567     | 12.0 %           |
| Petroleum & Coal Products                | 0              | 0       |                  |
| Rubber & Misc. Plastic Products          | 1,100          | 1,496   | 73.5 %           |
| Stone, Clay, Glass & Concrete Products   | 0              | 0       |                  |
| Primary Metal Industries                 | 2,014          | 2,083   | 96.7 %           |
| Fabricated Metal Products (exc. mach.)   | 583            | 84,619  | 0.7 %            |
| Machinery, Computer Eqpmnt (exc. elect.) | 4,422          | 22,397  | 19.7 %           |
| Electric & Electronic Equipment          | 1,109          | 200,771 | 0.6 %            |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 737            | 38,271  | 1.9 %            |
| Instruments & Related Products           | 163            | 31,501  | 0.5 %            |
| Misc. Manufacturing Industries           | 49             | 559     | 8.8 %            |
| Transportation & Warehousing             | 326            | 326     | 100.0 %          |
| Communication                            | 186            | 3,275   | 5.7 %            |
| Electric, Gas & Sanitary Service         | 21             | 26      | 80.8 %           |
| Wholesale & Retail Trade (exc. eating)   | 1,205          | 1,242   | 97.0 %           |
| Eating & Drinking Places                 | 0              | 0       |                  |
| Finance & Insurance                      | 32             | 32      | 100.0 %          |
| Real Estate & Rentals                    | 0              | 0       |                  |
| Personal Services                        | 0              | 0       |                  |
| Business Services                        | 89             | 181     | 49.2 %           |
| Automotive Repairs & Services            | 31             | 31      | 100.0 %          |
| Miscellaneous Services                   | 1,234          | 8,901   | 13.9 %           |
| All Industries                           | 37,787         | 434,002 | 8.7 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## MISSOURI

|  | Small Business | Total     | % Small Business |
|--|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 478            | 478       | 100.0 %          |
| Mining                                   | 0              | 0         |                  |
| Construction                             | 45,565         | 100,900   | 45.2 %           |
| Food & Kindred Products                  | 8,956          | 24,062    | 37.2 %           |
| Textile Mill Products                    | 26             | 53        | 49.1 %           |
| Apparel & Other Textile Products         | 86             | 388       | 22.2 %           |
| Lumber & Wood Products (exc. Furniture)  | 57             | 57        | 100.0 %          |
| Furniture & Fixtures                     | 2,094          | 3,981     | 52.6 %           |
| Paper & Allied Products                  | 983            | 983       | 100.0 %          |
| Printing & Publishing                    | 159            | 16,155    | 1.0 %            |
| Chemicals & Allied Products              | 14,012         | 18,842    | 74.4 %           |
| Petroleum & Coal Products                | 0              | 3,878     | 0.0 %            |
| Rubber & Misc. Plastic Products          | 3,591          | 3,728     | 96.3 %           |
| Stone, Clay, Glass & Concrete Products   | 26             | 103       | 25.2 %           |
| Primary Metal Industries                 | 417            | 1,578     | 26.4 %           |
| Fabricated Metal Products (exc. mach.)   | 13,151         | 236,953   | 5.6 %            |
| Machinery, Computer Eqpmnt (exc. elect.) | 42,484         | 35,358    | 120.2 %          |
| Electric & Electronic Equipment          | 110,258        | 151,725   | 72.7 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 8,509          | 2,311,793 | 0.4 %            |
| Instruments & Related Products           | 3,990          | 35,997    | 11.1 %           |
| Misc. Manufacturing Industries           | 0              | 0         |                  |
| Transportation & Warehousing             | 739            | 834       | 88.6 %           |
| Communication                            | 470            | 71,957    | 0.7 %            |
| Electric, Gas & Sanitary Service         | 2,168          | 10,717    | 20.2 %           |
| Wholesale & Retail Trade (exc. eating)   | 3,480          | 9,367     | 37.2 %           |
| Eating & Drinking Places                 | 8,818          | 9,023     | 97.7 %           |
| Finance & Insurance                      | 0              | 0         |                  |
| Real Estate & Rentals                    | 0              | 0         |                  |
| Personal Services                        | 1,788          | 1,788     | 100.0 %          |
| Business Services                        | 10,001         | 33,578    | 29.8 %           |
| Automotive Repairs & Services            | 0              | 0         |                  |
| Miscellaneous Services                   | 13,803         | 544,439   | 2.5 %            |
| All Industries                           | 296,109        | 3,628,715 | 8.2 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## NORTH DAKOTA

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 0              | 0       |                  |
| Mining                                  | 0              | 0       |                  |
| Construction                            | 50,007         | 54,293  | 92.1 %           |
| Food & Kindred Products                 | 48             | 111     | 43.2 %           |
| Textile Mill Products                   | 0              | 38      | 0.0 %            |
| Apparel & Other Textile Products        | 243            | 243     | 100.0 %          |
| Lumber & Wood Products (exc. Furniture) | 0              | 0       |                  |
| Furniture & Fixtures                    | 0              | 143     | 0.0 %            |
| Paper & Allied Products                 | 0              | 0       |                  |
| Printing & Publishing                   | 0              | 0       |                  |
| Chemicals & Allied Products             | 0              | 25      | 0.0 %            |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 150            | 150     | 100.0 %          |
| Stone, Clay, Glass & Concrete Products  | 0              | 0       |                  |
| Primary Metal Industries                | 0              | 0       |                  |
| Fabricated Metal Products (exc. mach.)  | 611            | 1,167   | 52.4 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 0              | 42      | 0.0 %            |
| Electric & Electronic Equipment         | 2,867          | 3,027   | 94.7 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 31,180         | 38,644  | 80.7 %           |
| Instruments & Related Products          | 112            | 1,043   | 10.7 %           |
| Misc. Manufacturing Industries          | 77             | 8,922   | 0.9 %            |
| Transportation & Warehousing            | 1,020          | 1,020   | 100.0 %          |
| Communication                           | 0              | 6,159   | 0.0 %            |
| Electric, Gas & Sanitary Service        | 9,544          | 15,519  | 61.5 %           |
| Wholesale & Retail Trade (exc. eating)  | 240            | 828     | 29.0 %           |
| Eating & Drinking Places                | 1,950          | 1,950   | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 108            | 108     | 100.0 %          |
| Business Services                       | 1,364          | 2,754   | 49.5 %           |
| Automotive Repairs & Services           | 0              | 0       |                  |
| Miscellaneous Services                  | 3,274          | 5,919   | 55.3 %           |
| All Industries                          | 102,795        | 142,105 | 72.3 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## SOUTH DAKOTA

|   | Small Business | Total  | % Small Business |
|---|----------------|--------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 229            | 229    | 100.0 %          |
| Mining                                  | 0              | 0      |                  |
| Construction                            | 15,931         | 30,609 | 52.0 %           |
| Food & Kindred Products                 | 2,660          | 4,515  | 58.9 %           |
| Textile Mill Products                   | 0              | 0      |                  |
| Apparel & Other Textile Products        | 0              | 0      |                  |
| Lumber & Wood Products (exc. Furniture) | 0              | 0      |                  |
| Furniture & Fixtures                    | 48             | 48     | 100.0 %          |
| Paper & Allied Products                 | 0              | 0      |                  |
| Printing & Publishing                   | 0              | 0      |                  |
| Chemicals & Allied Products             | 317            | 512    | 61.9 %           |
| Petroleum & Coal Products               | 0              | 0      |                  |
| Rubber & Misc. Plastic Products         | 26             | 26     | 100.0 %          |
| Stone, Clay, Glass & Concrete Products  | 29             | 29     | 100.0 %          |
| Primary Metal Industries                | 83             | 83     | 100.0 %          |
| Fabricated Metal Products (exc. mach.)  | 220            | 220    | 100.0 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 5,500          | 6,046  | 91.0 %           |
| Electric & Electronic Equipment         | 191            | 7,287  | 2.6 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 772            | 772    | 100.0 %          |
| Instruments & Related Products          | 224            | 784    | 28.6 %           |
| Misc. Manufacturing Industries          | 60             | 60     | 100.0 %          |
| Transportation & Warehousing            | 88             | 88     | 100.0 %          |
| Communication                           | 0              | 241    | 0.0 %            |
| Electric, Gas & Sanitary Service        | 1,638          | 5,277  | 31.0 %           |
| Wholesale & Retail Trade (exc. eating)  | 588            | 907    | 64.8 %           |
| Eating & Drinking Places                | 0              | 0      |                  |
| Finance & Insurance                     | 0              | 0      |                  |
| Real Estate & Rentals                   | 10,568         | 10,568 | 100.0 %          |
| Personal Services                       | 41             | 41     | 100.0 %          |
| Business Services                       | 168            | 611    | 27.5 %           |
| Automotive Repairs & Services           | 808            | 808    | 100.0 %          |
| Miscellaneous Services                  | 1,243          | 8,879  | 14.0 %           |
| All Industries                          | 41,432         | 78,640 | 52.7 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.



## NEBRASKA

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 1,729          | 1,781   | 97.1 %           |
| Mining                                  | 84             | 84      | 100.0 %          |
| Construction                            | 32,534         | 40,131  | 81.1 %           |
| Food & Kindred Products                 | 41,866         | 44,792  | 93.5 %           |
| Textile Mill Products                   | 0              | 55      | 0.0 %            |
| Apparel & Other Textile Products        | 0              | 0       |                  |
| Lumber & Wood Products (exc. Furniture) | 0              | 0       |                  |
| Furniture & Fixtures                    | 44             | 267     | 16.5 %           |
| Paper & Allied Products                 | 0              | 0       |                  |
| Printing & Publishing                   | 0              | 28      | 0.0 %            |
| Chemicals & Allied Products             | 65             | 194     | 33.5 %           |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 0              | 358     | 0.0 %            |
| Stone, Clay, Glass & Concrete Products  | 0              | 0       |                  |
| Primary Metal Industries                | 343            | 343     | 100.0 %          |
| Fabricated Metal Products (exc. mach.)  | 2,250          | 3,444   | 65.3 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 634            | 18,032  | 3.5 %            |
| Electric & Electronic Equipment         | 110            | 7,201   | 1.5 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 6,063          | 6,464   | 93.8 %           |
| Instruments & Related Products          | 994            | 2,998   | 33.2 %           |
| Misc. Manufacturing Industries          | 0              | 627     | 0.0 %            |
| Transportation & Warehousing            | 0              | 0       |                  |
| Communication                           | 60             | 961     | 6.2 %            |
| Electric, Gas & Sanitary Service        | 396            | 7,402   | 5.3 %            |
| Wholesale & Retail Trade (exc. eating)  | 889            | 1,232   | 72.2 %           |
| Eating & Drinking Places                | 1,930          | 1,930   | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 33             | 33      | 100.0 %          |
| Business Services                       | 13,421         | 79,532  | 16.9 %           |
| Automotive Repairs & Services           | 43             | 43      | 100.0 %          |
| Miscellaneous Services                  | 19,240         | 64,599  | 29.8 %           |
| All Industries                          | 122,728        | 282,531 | 43.4 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## KANSAS

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 514            | 514     | 100.0 %          |
| Mining                                  | 0              | 1,277   | 0.0 %            |
| Construction                            | 43,580         | 106,498 | 40.9 %           |
| Food & Kindred Products                 | 456            | 28,558  | 1.6 %            |
| Textile Mill Products                   | 0              | 0       |                  |
| Apparel & Other Textile Products        | 131            | 511     | 25.6 %           |
| Lumber & Wood Products (exc. Furniture) | 0              | 0       |                  |
| Furniture & Fixtures                    | 1,001          | 1,364   | 73.4 %           |
| Paper & Allied Products                 | 134            | 134     | 100.0 %          |
| Printing & Publishing                   | 0              | 38      | 0.0 %            |
| Chemicals & Allied Products             | 713            | 2,884   | 24.7 %           |
| Petroleum & Coal Products               | 1,641          | 4,417   | 37.2 %           |
| Rubber & Misc. Plastic Products         | 310            | 2,505   | 12.4 %           |
| Stone, Clay, Glass & Concrete Products  | 97             | 97      | 100.0 %          |
| Primary Metal Industries                | 81             | 301     | 26.9 %           |
| Fabricated Metal Products (exc. mach.)  | 1,462          | 5,934   | 24.6 %           |
| Machinery, Computer Eqmnt (exc. elect.) | 4,051          | 9,825   | 41.2 %           |
| Electric & Electronic Equipment         | 2,248          | 12,752  | 17.6 %           |
| Trans. Eqmnt., Incl. Motor Vehicles     | 17,726         | 486,429 | 3.6 %            |
| Instruments & Related Products          | 1,303          | 28,342  | 4.6 %            |
| Misc. Manufacturing Industries          | 152            | 3,795   | 4.0 %            |
| Transportation & Warehousing            | 2,026          | 2,057   | 98.5 %           |
| Communication                           | 457            | 2,735   | 16.7 %           |
| Electric, Gas & Sanitary Service        | 2,084          | 16,386  | 12.7 %           |
| Wholesale & Retail Trade (exc. eating)  | 0              | 0       |                  |
| Eating & Drinking Places                | 3,207          | 3,207   | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 122     | 0.0 %            |
| Personal Services                       | 1,190          | 1,190   | 100.0 %          |
| Business Services                       | 6,719          | 21,969  | 30.6 %           |
| Automotive Repairs & Services           | 45             | 45      | 100.0 %          |
| Miscellaneous Services                  | 18,146         | 61,680  | 29.4 %           |
| All Industries                          | 109,474        | 805,566 | 13.6 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## DELAWARE

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 452            | 452     | 100.0 %          |
| Mining                                  | 0              | 0       |                  |
| Construction                            | 11,426         | 17,079  | 66.9 %           |
| Food & Kindred Products                 | 4,099          | 4,099   | 100.0 %          |
| Textile Mill Products                   | 0              | 1,897   | 0.0 %            |
| Apparel & Other Textile Products        | 5,742          | 7,000   | 82.0 %           |
| Lumber & Wood Products (exc. Furniture) | 0              | 0       |                  |
| Furniture & Fixtures                    | 167            | 167     | 100.0 %          |
| Paper & Allied Products                 | 0              | 48      | 0.0 %            |
| Printing & Publishing                   | 0              | 0       |                  |
| Chemicals & Allied Products             | 0              | 5,420   | 0.0 %            |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 380            | 969     | 39.2 %           |
| Stone, Clay, Glass & Concrete Products  | 0              | 0       |                  |
| Primary Metal Industries                | 0              | 33      | 0.0 %            |
| Fabricated Metal Products (exc. mach.)  | 1,081          | 1,081   | 100.0 %          |
| Machinery, Computer Eqmnt (exc. elect.) | 471            | 499     | 94.4 %           |
| Electric & Electronic Equipment         | 456            | 810     | 56.3 %           |
| Trans. Eqmnt., Incl. Motor Vehicles     | 90             | 575     | 15.7 %           |
| Instruments & Related Products          | 3,228          | 34,939  | 9.2 %            |
| Misc. Manufacturing Industries          | 0              | 0       |                  |
| Transportation & Warehousing            | 1,965          | 1,965   | 100.0 %          |
| Communication                           | 114            | 343     | 33.2 %           |
| Electric, Gas & Sanitary Service        | 153            | 3,815   | 4.0 %            |
| Wholesale & Retail Trade (exc. eating)  | 235            | 266     | 88.3 %           |
| Eating & Drinking Places                | 803            | 803     | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 0              | 0       |                  |
| Business Services                       | 1,112          | 1,153   | 96.4 %           |
| Automotive Repairs & Services           | 0              | 0       |                  |
| Miscellaneous Services                  | 3,184          | 16,967  | 18.8 %           |
| All Industries                          | 35,158         | 100,380 | 35.0 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## MARYLAND

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 3,868          | 3,933     | 98.3 %           |
| Mining                                  | 864            | 864       | 100.0 %          |
| Construction                            | 131,970        | 223,511   | 59.0 %           |
| Food & Kindred Products                 | 1,177          | 12,560    | 9.4 %            |
| Textile Mill Products                   | 783            | 1,739     | 45.0 %           |
| Apparel & Other Textile Products        | 5,862          | 8,205     | 71.4 %           |
| Lumber & Wood Products (exc. Furniture) | 452            | 452       | 100.0 %          |
| Furniture & Fixtures                    | 6,590          | 9,027     | 73.0 %           |
| Paper & Allied Products                 | 226            | 244       | 92.6 %           |
| Printing & Publishing                   | 1,374          | 2,924     | 47.0 %           |
| Chemicals & Allied Products             | 862            | 3,212     | 26.8 %           |
| Petroleum & Coal Products               | 0              | 1,498     | 0.0 %            |
| Rubber & Misc. Plastic Products         | 483            | 4,403     | 11.0 %           |
| Stone, Clay, Glass & Concrete Products  | 151            | 151       | 100.0 %          |
| Primary Metal Industries                | 353            | 5,779     | 6.1 %            |
| Fabricated Metal Products (exc. mach.)  | 6,711          | 123,475   | 5.4 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 38,505         | 146,822   | 26.2 %           |
| Electric & Electronic Equipment         | 31,628         | 292,646   | 10.8 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 20,156         | 598,570   | 3.4 %            |
| Instruments & Related Products          | 18,704         | 304,457   | 6.1 %            |
| Misc. Manufacturing Industries          | 638            | 638       | 100.0 %          |
| Transportation & Warehousing            | 67,713         | 84,018    | 80.6 %           |
| Communication                           | 12,860         | 154,179   | 8.3 %            |
| Electric, Gas & Sanitary Service        | 3,951          | 56,244    | 7.0 %            |
| Wholesale & Retail Trade (exc. eating)  | 29,963         | 51,181    | 58.5 %           |
| Eating & Drinking Places                | 9,324          | 9,566     | 97.5 %           |
| Finance & Insurance                     | 0              | 8,967     | 0.0 %            |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 1,263          | 1,452     | 87.0 %           |
| Business Services                       | 181,846        | 301,551   | 60.3 %           |
| Automotive Repairs & Services           | 141            | 4,481     | 3.1 %            |
| Miscellaneous Services                  | 279,791        | 1,300,967 | 21.5 %           |
| All Industries                          | 858,209        | 3,717,716 | 23.1 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## DISTRICT OF COLUMBIA

|  | Small Business | Total     | % Small Business |
|--|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 200            | 200       | 100.0 %          |
| Mining                                   | 0              | 0         |                  |
| Construction                             | 39,191         | 57,245    | 68.5 %           |
| Food & Kindred Products                  | 0              | 419       | 0.0 %            |
| Textile Mill Products                    | 0              | 138       | 0.0 %            |
| Apparel & Other Textile Products         | 43             | 130       | 33.1 %           |
| Lumber & Wood Products (exc. Furniture)  | 54             | 54        | 100.0 %          |
| Furniture & Fixtures                     | 3,158          | 5,348     | 59.1 %           |
| Paper & Allied Products                  | 0              | 0         |                  |
| Printing & Publishing                    | 2,309          | 3,744     | 61.7 %           |
| Chemicals & Allied Products              | 0              | 270       | 0.0 %            |
| Petroleum & Coal Products                | 0              | 0         |                  |
| Rubber & Misc. Plastic Products          | 42             | 276       | 15.2 %           |
| Stone, Clay, Glass & Concrete Products   | 0              | 58        | 0.0 %            |
| Primary Metal Industries                 | 0              | 0         |                  |
| Fabricated Metal Products (exc. mach.)   | 140            | 169       | 82.8 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 13,729         | 77,861    | 17.6 %           |
| Electric & Electronic Equipment          | 2,353          | 9,555     | 24.6 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 4,184          | 5,575     | 75.0 %           |
| Instruments & Related Products           | 1,243          | 3,132     | 39.7 %           |
| Misc. Manufacturing Industries           | 57             | 157       | 36.3 %           |
| Transportation & Warehousing             | 21,459         | 285,991   | 7.5 %            |
| Communication                            | 4,565          | 529,067   | 0.9 %            |
| Electric, Gas & Sanitary Service         | 795            | 8,352     | 9.5 %            |
| Wholesale & Retail Trade (exc. eating)   | 3,283          | 15,905    | 20.6 %           |
| Eating & Drinking Places                 | 0              | 0         |                  |
| Finance & Insurance                      | 0              | 19,084    | 0.0 %            |
| Real Estate & Rentals                    | 0              | 362       | 0.0 %            |
| Personal Services                        | 1,092          | 1,131     | 96.6 %           |
| Business Services                        | 93,194         | 185,554   | 50.2 %           |
| Automotive Repairs & Services            | 0              | 180       | 0.0 %            |
| Miscellaneous Services                   | 58,251         | 212,409   | 27.4 %           |
| All Industries                           | 249,342        | 1,422,364 | 17.5 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## VIRGINIA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 2,236          | 2,667     | 83.8 %           |
| Mining                                  | 927            | 927       | 100.0 %          |
| Construction                            | 268,854        | 427,217   | 62.9 %           |
| Food & Kindred Products                 | 2,316          | 16,143    | 14.3 %           |
| Textile Mill Products                   | 1,308          | 3,834     | 34.1 %           |
| Apparel & Other Textile Products        | 4,234          | 5,045     | 83.9 %           |
| Lumber & Wood Products (exc. Furniture) | 2,288          | 2,406     | 95.1 %           |
| Furniture & Fixtures                    | 6,172          | 17,304    | 35.7 %           |
| Paper & Allied Products                 | 0              | 900       | 0.0 %            |
| Printing & Publishing                   | 2,322          | 5,202     | 44.6 %           |
| Chemicals & Allied Products             | 2,093          | 4,155     | 50.4 %           |
| Petroleum & Coal Products               | 0              | 3,002     | 0.0 %            |
| Rubber & Misc. Plastic Products         | 7,580          | 8,615     | 88.0 %           |
| Stone, Clay, Glass & Concrete Products  | 681            | 1,148     | 59.3 %           |
| Primary Metal Industries                | 1,266          | 5,013     | 25.3 %           |
| Fabricated Metal Products (exc. mach.)  | 10,668         | 188,031   | 5.7 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 83,354         | 277,082   | 30.1 %           |
| Electric & Electronic Equipment         | 70,782         | 247,751   | 28.6 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 290,160        | 934,937   | 31.0 %           |
| Instruments & Related Products          | 27,001         | 249,008   | 10.8 %           |
| Misc. Manufacturing Industries          | 5,849          | 6,464     | 90.5 %           |
| Transportation & Warehousing            | 18,172         | 41,070    | 44.2 %           |
| Communication                           | 64,698         | 233,554   | 27.7 %           |
| Electric, Gas & Sanitary Service        | 9,187          | 33,758    | 27.2 %           |
| Wholesale & Retail Trade (exc. eating)  | 59,807         | 160,210   | 37.3 %           |
| Eating & Drinking Places                | 12,817         | 16,111    | 79.6 %           |
| Finance & Insurance                     | 0              | 31,228    | 0.0 %            |
| Real Estate & Rentals                   | 0              | 1,404     | 0.0 %            |
| Personal Services                       | 2,749          | 3,985     | 69.0 %           |
| Business Services                       | 294,362        | 1,022,804 | 28.8 %           |
| Automotive Repairs & Services           | 542            | 1,369     | 39.6 %           |
| Miscellaneous Services                  | 664,677        | 2,240,849 | 29.7 %           |
| All Industries                          | 1,917,102      | 6,193,193 | 31.0 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## WEST VIRGINIA

|   | Small Business | Total  | % Small Business |
|---|----------------|--------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 0              | 0      |                  |
| Mining                                  | 140            | 140    | 100.0 %          |
| Construction                            | 15,568         | 49,923 | 31.2 %           |
| Food & Kindred Products                 | 1,512          | 1,542  | 98.1 %           |
| Textile Mill Products                   | 3,491          | 3,491  | 100.0 %          |
| Apparel & Other Textile Products        | 4,292          | 0      |                  |
| Lumber & Wood Products (exc. Furniture) | 0              | 0      |                  |
| Furniture & Fixtures                    | 0              | 0      |                  |
| Paper & Allied Products                 | 0              | 0      |                  |
| Printing & Publishing                   | 0              | 0      |                  |
| Chemicals & Allied Products             | 332            | 332    | 100.0 %          |
| Petroleum & Coal Products               | 0              | 800    | 0.0 %            |
| Rubber & Misc. Plastic Products         | 591            | 591    | 100.0 %          |
| Stone, Clay, Glass & Concrete Products  | 0              | 0      |                  |
| Primary Metal Industries                | 263            | 1,537  | 17.1 %           |
| Fabricated Metal Products (exc. mach.)  | 430            | 924    | 46.5 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 55             | 410    | 13.4 %           |
| Electric & Electronic Equipment         | 204            | 653    | 31.2 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 0              | 0      |                  |
| Instruments & Related Products          | 2,261          | 5,752  | 39.3 %           |
| Misc. Manufacturing Industries          | 0              | 0      |                  |
| Transportation & Warehousing            | 0              | 46     | 0.0 %            |
| Communication                           | 407            | 557    | 73.1 %           |
| Electric, Gas & Sanitary Service        | 0              | 2,767  | 0.0 %            |
| Wholesale & Retail Trade (exc. eating)  | 6,824          | 6,885  | 99.1 %           |
| Eating & Drinking Places                | 0              | 0      |                  |
| Finance & Insurance                     | 0              | 0      |                  |
| Real Estate & Rentals                   | 0              | 0      |                  |
| Personal Services                       | 0              | 0      |                  |
| Business Services                       | 2,436          | 2,762  | 88.2 %           |
| Automotive Repairs & Services           | 0              | 0      |                  |
| Miscellaneous Services                  | 2,072          | 7,635  | 27.1 %           |
| All Industries                          | 40,878         | 86,747 | 47.1 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## NORTH CAROLINA

|  | Small Business | Total     | % Small Business |
|--|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 2,764          | 3,667     | 75.4 %           |
| Mining                                   | 65             | 607       | 10.7 %           |
| Construction                             | 96,598         | 223,365   | 43.2 %           |
| Food & Kindred Products                  | 4,690          | 11,843    | 39.6 %           |
| Textile Mill Products                    | 1,051          | 5,857     | 17.9 %           |
| Apparel & Other Textile Products         | 23,527         | 41,433    | 56.8 %           |
| Lumber & Wood Products (exc. Furniture)  | 1,264          | 1,353     | 93.4 %           |
| Furniture & Fixtures                     | 2,311          | 15,672    | 14.7 %           |
| Paper & Allied Products                  | 0              | 158       | 0.0 %            |
| Printing & Publishing                    | 234            | 1,405     | 16.7 %           |
| Chemicals & Allied Products              | 1,225          | 13,277    | 9.2 %            |
| Petroleum & Coal Products                | 53             | 89        | 59.6 %           |
| Rubber & Misc. Plastic Products          | 1,963          | 10,763    | 18.2 %           |
| Stone, Clay, Glass & Concrete Products   | 152            | 222       | 68.5 %           |
| Primary Metal Industries                 | 885            | 3,051     | 29.0 %           |
| Fabricated Metal Products (exc. mach.)   | 8,341          | 16,323    | 51.1 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 6,264          | 137,566   | 4.6 %            |
| Electric & Electronic Equipment          | 3,891          | 197,074   | 2.0 %            |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 11,833         | 32,466    | 36.4 %           |
| Instruments & Related Products           | 1,120          | 92,970    | 1.2 %            |
| Misc. Manufacturing Industries           | 573            | 631       | 90.8 %           |
| Transportation & Warehousing             | 3,787          | 44,295    | 8.5 %            |
| Communication                            | 4,072          | 24,072    | 16.9 %           |
| Electric, Gas & Sanitary Service         | 1,276          | 38,205    | 3.3 %            |
| Wholesale & Retail Trade (exc. eating)   | 3,483          | 135,738   | 2.6 %            |
| Eating & Drinking Places                 | 14,912         | 14,912    | 100.0 %          |
| Finance & Insurance                      | 0              | 0         |                  |
| Real Estate & Rentals                    | 0              | 0         |                  |
| Personal Services                        | 745            | 2,251     | 33.1 %           |
| Business Services                        | 15,115         | 73,291    | 20.6 %           |
| Automotive Repairs & Services            | 1,334          | 1,334     | 100.0 %          |
| Miscellaneous Services                   | 18,052         | 228,454   | 7.9 %            |
| All Industries                           | 231,580        | 1,372,344 | 16.9 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.



## SOUTH CAROLINA

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest, Fish., & Other     | 1,813          | 1,813   | 100.0 %          |
| Mining                                  | 237            | 382     | 62.0 %           |
| Construction                            | 81,941         | 122,958 | 66.6 %           |
| Food & Kindred Products                 | 13,385         | 15,552  | 86.1 %           |
| Textile Mill Products                   | 746            | 7,119   | 10.5 %           |
| Apparel & Other Textile Products        | 60             | 414     | 14.5 %           |
| Lumber & Wood Products (exc. Furniture) | 232            | 232     | 100.0 %          |
| Furniture & Fixtures                    | 254            | 357     | 71.1 %           |
| Paper & Allied Products                 | 0              | 240     | 0.0 %            |
| Printing & Publishing                   | 0              | 75      | 0.0 %            |
| Chemicals & Allied Products             | 492            | 2,126   | 23.1 %           |
| Petroleum & Coal Products               | 85             | 1,470   | 5.8 %            |
| Rubber & Misc. Plastic Products         | 1,642          | 20,674  | 7.9 %            |
| Stone, Clay, Glass & Concrete Products  | 94             | 94      | 100.0 %          |
| Primary Metal Industries                | 227            | 46,236  | 0.5 %            |
| Fabricated Metal Products (exc. mach.)  | 9,992          | 60,773  | 16.4 %           |
| Machinery, Computer Eqmnt (exc. elect.) | 6,793          | 20,903  | 32.5 %           |
| Electric & Electronic Equipment         | 4,900          | 4,083   | 120.0 %          |
| Trans. Eqmnt., Incl. Motor Vehicles     | 62,920         | 92,922  | 67.7 %           |
| Instruments & Related Products          | 1,231          | 3,332   | 36.9 %           |
| Misc. Manufacturing Industries          | 4,983          | 5,086   | 98.0 %           |
| Transportation & Warehousing            | 3,438          | 0       |                  |
| Communication                           | 40             | 2,491   | 1.6 %            |
| Electric, Gas & Sanitary Service        | 1,169          | 37,035  | 3.2 %            |
| Wholesale & Retail Trade (exc. eating)  | 7,039          | 16,068  | 43.8 %           |
| Eating & Drinking Places                | 11,134         | 11,134  | 100.0 %          |
| Finance & Insurance                     | 0              | 41,262  | 0.0 %            |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 2,295          | 3,623   | 63.3 %           |
| Business Services                       | 9,347          | 13,192  | 70.9 %           |
| Automotive Repairs & Services           | 493            | 558     | 88.4 %           |
| Miscellaneous Services                  | 36,534         | 204,928 | 17.8 %           |
| All Industries                          | 263,516        | 737,132 | 35.7 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## GEORGIA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 1,181          | 1,181     | 100.0 %          |
| Mining                                  | 884            | 1,164     | 74.2 %           |
| Construction                            | 93,362         | 145,584   | 64.1 %           |
| Food & Kindred Products                 | 4,358          | 20,737    | 21.0 %           |
| Textile Mill Products                   | 1,678          | 8,283     | 20.3 %           |
| Apparel & Other Textile Products        | 4,094          | 4,731     | 86.5 %           |
| Lumber & Wood Products (exc. Furniture) | 674            | 785       | 85.9 %           |
| Furniture & Fixtures                    | 890            | 5,006     | 17.8 %           |
| Paper & Allied Products                 | 48             | 414       | 11.6 %           |
| Printing & Publishing                   | 1,328          | 3,103     | 42.8 %           |
| Chemicals & Allied Products             | 632            | 1,636     | 38.6 %           |
| Petroleum & Coal Products               | 0              | 0         |                  |
| Rubber & Misc. Plastic Products         | 638            | 21,912    | 2.9 %            |
| Stone, Clay, Glass & Concrete Products  | 119            | 450       | 26.4 %           |
| Primary Metal Industries                | 312            | 6,738     | 4.6 %            |
| Fabricated Metal Products (exc. mach.)  | 6,318          | 97,057    | 6.5 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 5,826          | 21,223    | 27.5 %           |
| Electric & Electronic Equipment         | 2,594          | 31,711    | 8.2 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 5,171          | 2,824,170 | 0.2 %            |
| Instruments & Related Products          | 3,747          | 41,883    | 8.9 %            |
| Misc. Manufacturing Industries          | 297            | 357       | 83.2 %           |
| Transportation & Warehousing            | 2,349          | 8,234     | 28.5 %           |
| Communication                           | 0              | 8,789     | 0.0 %            |
| Electric, Gas & Sanitary Service        | 3,034          | 54,987    | 5.5 %            |
| Wholesale & Retail Trade (exc. eating)  | 11,126         | 30,236    | 36.8 %           |
| Eating & Drinking Places                | 16,076         | 16,102    | 99.8 %           |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 416            | 943       | 44.1 %           |
| Business Services                       | 27,404         | 60,390    | 45.4 %           |
| Automotive Repairs & Services           | 2,554          | 2,810     | 90.9 %           |
| Miscellaneous Services                  | 55,446         | 320,507   | 17.3 %           |
| All Industries                          | 252,536        | 3,741,123 | 6.8 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## FLORIDA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 4,362          | 4,362     | 100.0 %          |
| Mining                                  | 332            | 332       | 100.0 %          |
| Construction                            | 219,899        | 366,320   | 60.0 %           |
| Food & Kindred Products                 | 13,071         | 24,473    | 53.4 %           |
| Textile Mill Products                   | 82             | 112       | 73.2 %           |
| Apparel & Other Textile Products        | 6,427          | 7,262     | 88.5 %           |
| Lumber & Wood Products (exc. Furniture) | 94             | 94        | 100.0 %          |
| Furniture & Fixtures                    | 1,263          | 2,445     | 51.7 %           |
| Paper & Allied Products                 | 232            | 232       | 100.0 %          |
| Printing & Publishing                   | 504            | 0         |                  |
| Chemicals & Allied Products             | 3,579          | 22,518    | 15.9 %           |
| Petroleum & Coal Products               | 53             | 287       | 18.5 %           |
| Rubber & Misc. Plastic Products         | 4,286          | 11,095    | 38.6 %           |
| Stone, Clay, Glass & Concrete Products  | 229            | 537       | 42.6 %           |
| Primary Metal Industries                | 540            | 611       | 88.4 %           |
| Fabricated Metal Products (exc. mach.)  | 54,261         | 381,918   | 14.2 %           |
| Machinery, Computer Eqmnt (exc. elect.) | 18,903         | 63,387    | 29.8 %           |
| Electric & Electronic Equipment         | 44,157         | 443,992   | 9.9 %            |
| Trans. Eqmnt., Incl. Motor Vehicles     | 92,284         | 1,853,796 | 5.0 %            |
| Instruments & Related Products          | 24,170         | 173,755   | 13.9 %           |
| Misc. Manufacturing Industries          | 1,093          | 4,893     | 22.3 %           |
| Transportation & Warehousing            | 13,835         | 66,541    | 20.8 %           |
| Communication                           | 75             | 38,074    | 0.2 %            |
| Electric, Gas & Sanitary Service        | 5,028          | 30,535    | 16.5 %           |
| Wholesale & Retail Trade (exc. eating)  | 30,744         | 48,202    | 63.8 %           |
| Eating & Drinking Places                | 9,431          | 11,220    | 84.1 %           |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 25             | 581       | 4.5 %            |
| Business Services                       | 41,922         | 90,095    | 46.5 %           |
| Automotive Repairs & Services           | 3,043          | 4,541     | 67.0 %           |
| Miscellaneous Services                  | 176,057        | 884,974   | 19.9 %           |
| All Industries                          | 769,981        | 4,537,164 | 17.0 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## KENTUCKY

|  | Small Business | Total   | % Small Business |
|--|----------------|---------|------------------|
| Agri. Serv., Forest, Fish., & Other      | 785            | 1,009   | 77.8 %           |
| Mining                                   | 3,202          | 3,399   | 94.2 %           |
| Construction                             | 82,484         | 130,062 | 63.4 %           |
| Food & Kindred Products                  | 6,308          | 9,253   | 68.2 %           |
| Textile Mill Products                    | 200            | 232     | 86.2 %           |
| Apparel & Other Textile Products         | 7,003          | 16,004  | 43.8 %           |
| Lumber & Wood Products (exc. Furniture)  | 137            | 137     | 100.0 %          |
| Furniture & Fixtures                     | 1,786          | 2,895   | 61.7 %           |
| Paper & Allied Products                  | 0              | 34      | 0.0 %            |
| Printing & Publishing                    | 104            | 133     | 78.2 %           |
| Chemicals & Allied Products              | 0              | 2,648   | 0.0 %            |
| Petroleum & Coal Products                | 640            | 640     | 100.0 %          |
| Rubber & Misc. Plastic Products          | 486            | 867     | 56.1 %           |
| Stone, Clay, Glass & Concrete Products   | 731            | 731     | 100.0 %          |
| Primary Metal Industries                 | 63             | 1,178   | 5.3 %            |
| Fabricated Metal Products (exc. mach.)   | 3,136          | 3,810   | 82.3 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 26,724         | 52,274  | 51.1 %           |
| Electric & Electronic Equipment          | 4,786          | 8,172   | 58.6 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 1,436          | 10,700  | 13.4 %           |
| Instruments & Related Products           | 1,694          | 4,654   | 36.4 %           |
| Misc. Manufacturing Industries           | 124            | 188     | 66.0 %           |
| Transportation & Warehousing             | 1,395          | 1,395   | 100.0 %          |
| Communication                            | 378            | 3,184   | 11.9 %           |
| Electric, Gas & Sanitary Service         | 1,978          | 19,821  | 10.0 %           |
| Wholesale & Retail Trade (exc. eating)   | 14,223         | 20,202  | 70.4 %           |
| Eating & Drinking Places                 | 41             | 41      | 100.0 %          |
| Finance & Insurance                      | 0              | 0       |                  |
| Real Estate & Rentals                    | 0              | 0       |                  |
| Personal Services                        | 9,595          | 9,595   | 100.0 %          |
| Business Services                        | 13,518         | 14,748  | 91.7 %           |
| Automotive Repairs & Services            | 58             | 58      | 100.0 %          |
| Miscellaneous Services                   | 7,689          | 90,132  | 8.5 %            |
| All Industries                           | 190,704        | 408,196 | 46.7 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## TENNESSEE

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 268            | 268     | 100.0 %          |
| Mining                                  | 0              | 0       |                  |
| Construction                            | 41,855         | 138,855 | 30.1 %           |
| Food & Kindred Products                 | 3,412          | 7,125   | 47.9 %           |
| Textile Mill Products                   | 188            | 369     | 50.9 %           |
| Apparel & Other Textile Products        | 58,676         | 100,156 | 58.6 %           |
| Lumber & Wood Products (exc. Furniture) | 1,738          | 1,738   | 100.0 %          |
| Furniture & Fixtures                    | 31             | 1,109   | 2.8 %            |
| Paper & Allied Products                 | 0              | 750     | 0.0 %            |
| Printing & Publishing                   | 0              | 162     | 0.0 %            |
| Chemicals & Allied Products             | 1,867          | 134,259 | 1.4 %            |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 276            | 5,298   | 5.2 %            |
| Stone, Clay, Glass & Concrete Products  | 1,814          | 1,814   | 100.0 %          |
| Primary Metal Industries                | 486            | 545     | 89.2 %           |
| Fabricated Metal Products (exc. mach.)  | 16,978         | 175,329 | 9.7 %            |
| Machinery, Computer Eqmnt (exc. elect.) | 17,868         | 22,427  | 79.7 %           |
| Electric & Electronic Equipment         | 4,838          | 10,363  | 46.7 %           |
| Trans. Eqmnt., Incl. Motor Vehicles     | 19,046         | 91,166  | 20.9 %           |
| Instruments & Related Products          | 3,846          | 4,740   | 81.1 %           |
| Misc. Manufacturing Industries          | 270            | 346     | 78.0 %           |
| Transportation & Warehousing            | 1,904          | 1,908   | 99.8 %           |
| Communication                           | 0              | 123     | 0.0 %            |
| Electric, Gas & Sanitary Service        | 2,062          | 10,701  | 19.3 %           |
| Wholesale & Retail Trade (exc. eating)  | 7,296          | 8,114   | 89.9 %           |
| Eating & Drinking Places                | 1,170          | 1,170   | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 142            | 142     | 100.0 %          |
| Business Services                       | 11,151         | 12,336  | 90.4 %           |
| Automotive Repairs & Services           | 0              | 0       |                  |
| Miscellaneous Services                  | 10,587         | 247,708 | 4.3 %            |
| All Industries                          | 207,769        | 979,021 | 21.2 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## ALABAMA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 2,349          | 2,349     | 100.0 %          |
| Mining                                  | 0              | 0         |                  |
| Construction                            | 110,606        | 223,608   | 49.5 %           |
| Food & Kindred Products                 | 1,446          | 6,662     | 21.7 %           |
| Textile Mill Products                   | 127            | 914       | 13.9 %           |
| Apparel & Other Textile Products        | 14,946         | 76,351    | 19.6 %           |
| Lumber & Wood Products (exc. Furniture) | 1,810          | 1,810     | 100.0 %          |
| Furniture & Fixtures                    | 2,745          | 3,197     | 85.9 %           |
| Paper & Allied Products                 | 0              | 0         |                  |
| Printing & Publishing                   | 0              | 418       | 0.0 %            |
| Chemicals & Allied Products             | 35             | 2,820     | 1.2 %            |
| Petroleum & Coal Products               | 0              | 8,565     | 0.0 %            |
| Rubber & Misc. Plastic Products         | 597            | 6,368     | 9.4 %            |
| Stone, Clay, Glass & Concrete Products  | 54             | 54        | 100.0 %          |
| Primary Metal Industries                | 2,200          | 2,568     | 85.7 %           |
| Fabricated Metal Products (exc. mach.)  | 42,555         | 49,732    | 85.6 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 14,985         | 42,577    | 35.2 %           |
| Electric & Electronic Equipment         | 8,606          | 25,476    | 33.8 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 115,102        | 559,352   | 20.6 %           |
| Instruments & Related Products          | 4,892          | 31,167    | 15.7 %           |
| Misc. Manufacturing Industries          | 410            | 1,029     | 39.8 %           |
| Transportation & Warehousing            | 2,086          | 3,035     | 68.7 %           |
| Communication                           | 341            | 6,190     | 5.5 %            |
| Electric, Gas & Sanitary Service        | 1,817          | 27,215    | 6.7 %            |
| Wholesale & Retail Trade (exc. eating)  | 10,525         | 12,253    | 85.9 %           |
| Eating & Drinking Places                | 3,719          | 3,719     | 100.0 %          |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 746            | 746       | 100.0 %          |
| Business Services                       | 23,459         | 156,032   | 15.0 %           |
| Automotive Repairs & Services           | 1,814          | 1,814     | 100.0 %          |
| Miscellaneous Services                  | 290,100        | 572,625   | 50.7 %           |
| All Industries                          | 658,072        | 1,828,646 | 36.0 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## MISSISSIPPI

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 611            | 611       | 100.0 %          |
| Mining                                  | 471            | 906       | 52.0 %           |
| Construction                            | 84,732         | 122,311   | 69.3 %           |
| Food & Kindred Products                 | 5,252          | 8,467     | 62.0 %           |
| Textile Mill Products                   | 335            | 335       | 100.0 %          |
| Apparel & Other Textile Products        | 19,054         | 22,516    | 84.6 %           |
| Lumber & Wood Products (exc. Furniture) | 89             | 89        | 100.0 %          |
| Furniture & Fixtures                    | 252            | 575       | 43.8 %           |
| Paper & Allied Products                 | 0              | 0         |                  |
| Printing & Publishing                   | 0              | 48        | 0.0 %            |
| Chemicals & Allied Products             | 0              | 1,187     | 0.0 %            |
| Petroleum & Coal Products               | 45,080         | 49,212    | 91.6 %           |
| Rubber & Misc. Plastic Products         | 5,498          | 15,514    | 35.4 %           |
| Stone, Clay, Glass & Concrete Products  | 1,190          | 1,260     | 94.4 %           |
| Primary Metal Industries                | 120            | 784       | 15.3 %           |
| Fabricated Metal Products (exc. mach.)  | 397            | 6,822     | 5.8 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 2,296          | 12,765    | 18.0 %           |
| Electric & Electronic Equipment         | 703            | 3,834     | 18.3 %           |
| Trans. Eqmmt., incl. Motor Vehicles     | 2,711          | 2,063,474 | 0.1 %            |
| Instruments & Related Products          | 997            | 14,866    | 6.7 %            |
| Misc. Manufacturing Industries          | 37             | 519       | 7.1 %            |
| Transportation & Warehousing            | 5,816          | 7,561     | 76.9 %           |
| Communication                           | 2,635          | 2,796     | 94.2 %           |
| Electric, Gas & Sanitary Service        | 785            | 8,088     | 9.7 %            |
| Wholesale & Retail Trade (exc. eating)  | 5,059          | 5,143     | 98.4 %           |
| Eating & Drinking Places                | 8,724          | 8,769     | 99.5 %           |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 171            | 937       | 18.2 %           |
| Business Services                       | 12,782         | 19,028    | 67.2 %           |
| Automotive Repairs & Services           | 0              | 0         |                  |
| Miscellaneous Services                  | 23,930         | 182,477   | 13.1 %           |
| All Industries                          | 229,727        | 2,560,894 | 9.0 %            |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## ARKANSAS

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 358            | 358     | 100.0 %          |
| Mining                                  | 0              | 0       |                  |
| Construction                            | 39,374         | 66,568  | 59.1 %           |
| Food & Kindred Products                 | 1,080          | 22,651  | 4.8 %            |
| Textile Mill Products                   | 622            | 622     | 100.0 %          |
| Apparel & Other Textile Products        | 708            | 2,509   | 28.2 %           |
| Lumber & Wood Products (exc. Furniture) | 142            | 537     | 26.4 %           |
| Furniture & Fixtures                    | 904            | 946     | 95.6 %           |
| Paper & Allied Products                 | 218            | 251     | 86.9 %           |
| Printing & Publishing                   | 0              | 71      | 0.0 %            |
| Chemicals & Allied Products             | 342            | 690     | 49.6 %           |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 1,533          | 12,170  | 12.6 %           |
| Stone, Clay, Glass & Concrete Products  | 0              | 0       |                  |
| Primary Metal Industries                | 623            | 787     | 79.2 %           |
| Fabricated Metal Products (exc. mach.)  | 3,987          | 10,118  | 39.4 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 2,304          | 4,362   | 52.8 %           |
| Electric & Electronic Equipment         | 477            | 1,949   | 24.5 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 12,212         | 84,580  | 14.4 %           |
| Instruments & Related Products          | 508            | 543     | 93.6 %           |
| Misc. Manufacturing Industries          | 0              | 0       |                  |
| Transportation & Warehousing            | 163            | 1,343   | 12.1 %           |
| Communication                           | 32             | 408     | 7.8 %            |
| Electric, Gas & Sanitary Service        | 2,278          | 14,135  | 16.1 %           |
| Wholesale & Retail Trade (exc. eating)  | 20,861         | 21,204  | 98.4 %           |
| Eating & Drinking Places                | 1,908          | 2,801   | 68.1 %           |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 31             | 31      | 100.0 %          |
| Business Services                       | 2,242          | 3,264   | 68.7 %           |
| Automotive Repairs & Services           | 30             | 30      | 100.0 %          |
| Miscellaneous Services                  | 2,257          | 10,951  | 20.6 %           |
| All Industries                          | 95,194         | 263,879 | 36.1 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.



## LOUISIANA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 1,496          | 1,496     | 100.0 %          |
| Mining                                  | 267            | 434       | 61.5 %           |
| Construction                            | 113,915        | 297,242   | 38.3 %           |
| Food & Kindred Products                 | 4,281          | 5,260     | 81.4 %           |
| Textile Mill Products                   | 0              | 107       | 0.0 %            |
| Apparel & Other Textile Products        | 0              | 72        | 0.0 %            |
| Lumber & Wood Products (exc. Furniture) | 226            | 293       | 77.1 %           |
| Furniture & Fixtures                    | 0              | 85        | 0.0 %            |
| Paper & Allied Products                 | 209            | 209       | 100.0 %          |
| Printing & Publishing                   | 0              | 0         |                  |
| Chemicals & Allied Products             | 614            | 13,354    | 4.6 %            |
| Petroleum & Coal Products               | 149,230        | 234,769   | 63.6 %           |
| Rubber & Misc. Plastic Products         | 183            | 183       | 100.0 %          |
| Stone, Clay, Glass & Concrete Products  | 3,632          | 3,632     | 100.0 %          |
| Primary Metal Industries                | 473            | 473       | 100.0 %          |
| Fabricated Metal Products (exc. mach.)  | 2,640          | 76,889    | 3.4 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 2,858          | 7,573     | 37.7 %           |
| Electric & Electronic Equipment         | 853            | 1,568     | 54.4 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 7,715          | 370,504   | 2.1 %            |
| Instruments & Related Products          | 14,476         | 14,476    | 100.0 %          |
| Misc. Manufacturing Industries          | 0              | 65        | 0.0 %            |
| Transportation & Warehousing            | 7,917          | 12,344    | 64.1 %           |
| Communication                           | 395            | 1,492     | 26.5 %           |
| Electric, Gas & Sanitary Service        | 1,748          | 13,627    | 12.8 %           |
| Wholesale & Retail Trade (exc. eating)  | 5,551          | 8,911     | 62.3 %           |
| Eating & Drinking Places                | 3,001          | 3,001     | 100.0 %          |
| Finance & Insurance                     | 98             | 98        | 100.0 %          |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 302            | 302       | 100.0 %          |
| Business Services                       | 22,843         | 30,694    | 74.4 %           |
| Automotive Repairs & Services           | 0              | 0         |                  |
| Miscellaneous Services                  | 19,900         | 101,772   | 19.6 %           |
| All Industries                          | 364,823        | 1,200,925 | 30.4 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## OKLAHOMA

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 316            | 316     | 100.0 %          |
| Mining                                  | 3,766          | 3,766   | 100.0 %          |
| Construction                            | 122,204        | 224,641 | 54.4 %           |
| Food & Kindred Products                 | 709            | 3,282   | 21.6 %           |
| Textile Mill Products                   | 41             | 41      | 100.0 %          |
| Apparel & Other Textile Products        | 45             | 45      | 100.0 %          |
| Lumber & Wood Products (exc. Furniture) | 56             | 56      | 100.0 %          |
| Furniture & Fixtures                    | 205            | 349     | 58.7 %           |
| Paper & Allied Products                 | 0              | 0       |                  |
| Printing & Publishing                   | 0              | 153     | 0.0 %            |
| Chemicals & Allied Products             | 218            | 1,087   | 20.1 %           |
| Petroleum & Coal Products               | 25,401         | 46,450  | 54.7 %           |
| Rubber & Misc. Plastic Products         | 262            | 262     | 100.0 %          |
| Stone, Clay, Glass & Concrete Products  | 78             | 104     | 75.0 %           |
| Primary Metal Industries                | 732            | 381     | 192.1 %          |
| Fabricated Metal Products (exc. mach.)  | 2,182          | 2,390   | 91.3 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 6,990          | 11,566  | 60.4 %           |
| Electric & Electronic Equipment         | 11,708         | 12,186  | 96.1 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 11,408         | 183,128 | 6.2 %            |
| Instruments & Related Products          | 1,012          | 9,464   | 10.7 %           |
| Misc. Manufacturing Industries          | 242            | 337     | 71.8 %           |
| Transportation & Warehousing            | 727            | 200     | 363.5 %          |
| Communication                           | 5,793          | 14,537  | 39.9 %           |
| Electric, Gas & Sanitary Service        | 3,380          | 19,160  | 17.6 %           |
| Wholesale & Retail Trade (exc. eating)  | 2,421          | 7,471   | 32.4 %           |
| Eating & Drinking Places                | 9,353          | 9,980   | 93.7 %           |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 1,407          | 1,407   | 100.0 %          |
| Business Services                       | 18,836         | 82,461  | 22.8 %           |
| Automotive Repairs & Services           | 0              | 9,020   | 0.0 %            |
| Miscellaneous Services                  | 25,379         | 82,367  | 30.8 %           |
| All Industries                          | 254,871        | 726,607 | 35.1 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## TEXAS

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 5,006          | 5,591     | 89.5 %           |
| Mining                                  | 10,695         | 11,021    | 97.0 %           |
| Construction                            | 264,840        | 682,673   | 38.8 %           |
| Food & Kindred Products                 | 72,774         | 97,062    | 75.0 %           |
| Textile Mill Products                   | 99             | 99        | 100.0 %          |
| Apparel & Other Textile Products        | 0              | 0         |                  |
| Lumber & Wood Products (exc. Furniture) | 763            | 1,038     | 73.5 %           |
| Furniture & Fixtures                    | 11,998         | 15,159    | 79.1 %           |
| Paper & Allied Products                 | 384            | 384       | 100.0 %          |
| Printing & Publishing                   | 320            | 3,896     | 8.2 %            |
| Chemicals & Allied Products             | 8,578          | 44,193    | 19.4 %           |
| Petroleum & Coal Products               | 202,708        | 912,488   | 22.2 %           |
| Rubber & Misc. Plastic Products         | 1,314          | 2,299     | 57.2 %           |
| Stone, Clay, Glass & Concrete Products  | 520            | 445       | 116.9 %          |
| Primary Metal Industries                | 2,472          | 6,926     | 35.7 %           |
| Fabricated Metal Products (exc. mach.)  | 14,718         | 519,263   | 2.8 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 24,404         | 205,779   | 11.9 %           |
| Electric & Electronic Equipment         | 23,373         | 225,979   | 10.3 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 95,343         | 3,964,673 | 2.4 %            |
| Instruments & Related Products          | 23,479         | 397,618   | 5.9 %            |
| Misc. Manufacturing Industries          | 1,658          | 1,844     | 89.9 %           |
| Transportation & Warehousing            | 17,607         | 90,693    | 19.4 %           |
| Communication                           | 7,827          | 27,765    | 28.2 %           |
| Electric, Gas & Sanitary Service        | 5,848          | 104,194   | 5.6 %            |
| Wholesale & Retail Trade (exc. eating)  | 19,963         | 56,612    | 35.3 %           |
| Eating & Drinking Places                | 24,690         | 29,907    | 82.6 %           |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 1,766          | 1,766     | 100.0 %          |
| Personal Services                       | 2,102          | 2,287     | 91.9 %           |
| Business Services                       | 59,757         | 137,060   | 43.6 %           |
| Automotive Repairs & Services           | 6,105          | 7,059     | 86.5 %           |
| Miscellaneous Services                  | 81,196         | 950,645   | 8.5 %            |
| All Industries                          | 992,307        | 8,506,418 | 11.7 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## MONTANA

|   | Small Business | Total  | % Small Business |
|---|----------------|--------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 335            | 335    | 100.0 %          |
| Mining                                  | 0              | 0      |                  |
| Construction                            | 16,766         | 16,826 | 99.6 %           |
| Food & Kindred Products                 | 0              | 56     | 0.0 %            |
| Textile Mill Products                   | 0              | 489    | 0.0 %            |
| Apparel & Other Textile Products        | 688            | 688    | 100.0 %          |
| Lumber & Wood Products (exc. Furniture) | 0              | 0      |                  |
| Furniture & Fixtures                    | 37             | 72     | 51.4 %           |
| Paper & Allied Products                 | 0              | 0      |                  |
| Printing & Publishing                   | 0              | 0      |                  |
| Chemicals & Allied Products             | 63             | 63     | 100.0 %          |
| Petroleum & Coal Products               | 8,778          | 8,778  | 100.0 %          |
| Rubber & Misc. Plastic Products         | 0              | 0      |                  |
| Stone, Clay, Glass & Concrete Products  | 0              | 0      |                  |
| Primary Metal Industries                | 75             | 75     | 100.0 %          |
| Fabricated Metal Products (exc. mach.)  | 2,670          | 2,670  | 100.0 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 218            | 763    | 28.6 %           |
| Electric & Electronic Equipment         | 3,282          | 3,644  | 90.1 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 2,491          | 2,526  | 98.6 %           |
| Instruments & Related Products          | 4,357          | 4,357  | 100.0 %          |
| Misc. Manufacturing Industries          | 0              | 0      |                  |
| Transportation & Warehousing            | 451            | 451    | 100.0 %          |
| Communication                           | 0              | 271    | 0.0 %            |
| Electric, Gas & Sanitary Service        | 2,227          | 6,703  | 33.2 %           |
| Wholesale & Retail Trade (exc. eating)  | 1,492          | 1,492  | 100.0 %          |
| Eating & Drinking Places                | 984            | 984    | 100.0 %          |
| Finance & Insurance                     | 0              | 0      |                  |
| Real Estate & Rentals                   | 0              | 0      |                  |
| Personal Services                       | 0              | 0      |                  |
| Business Services                       | 524            | 725    | 72.3 %           |
| Automotive Repairs & Services           | 0              | 0      |                  |
| Miscellaneous Services                  | 1,853          | 3,507  | 52.8 %           |
| All Industries                          | 47,291         | 55,475 | 85.2 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## IDAHO

|   | Small Business | Total  | % Small Business |
|---|----------------|--------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 46             | 46     | 100.0 %          |
| Mining                                  | 2,080          | 2,080  | 100.0 %          |
| Construction                            | 17,500         | 25,852 | 67.7 %           |
| Food & Kindred Products                 | 1,162          | 4,425  | 26.3 %           |
| Textile Mill Products                   | 0              | 77     | 0.0 %            |
| Apparel & Other Textile Products        | 0              | 1,007  | 0.0 %            |
| Lumber & Wood Products (exc. Furniture) | 0              | 267    | 0.0 %            |
| Furniture & Fixtures                    | 288            | 465    | 61.9 %           |
| Paper & Allied Products                 | 0              | 0      |                  |
| Printing & Publishing                   | 131            | 131    | 100.0 %          |
| Chemicals & Allied Products             | 72             | 72     | 100.0 %          |
| Petroleum & Coal Products               | 0              | 0      |                  |
| Rubber & Misc. Plastic Products         | 0              | 0      |                  |
| Stone, Clay, Glass & Concrete Products  | 2,062          | 2,062  | 100.0 %          |
| Primary Metal Industries                | 0              | 0      |                  |
| Fabricated Metal Products (exc. mach.)  | 688            | 688    | 100.0 %          |
| Machinery, Computer Eqmmt (exc. elect.) | 164            | 1,059  | 15.5 %           |
| Electric & Electronic Equipment         | 171            | 13,867 | 1.2 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 398            | 512    | 77.7 %           |
| Instruments & Related Products          | 69             | 95     | 72.6 %           |
| Misc. Manufacturing Industries          | 0              | 0      |                  |
| Transportation & Warehousing            | 0              | 0      |                  |
| Communication                           | 78             | 162    | 48.1 %           |
| Electric, Gas & Sanitary Service        | 94             | 2,080  | 4.5 %            |
| Wholesale & Retail Trade (exc. eating)  | 349            | 394    | 88.6 %           |
| Eating & Drinking Places                | 1,322          | 1,322  | 100.0 %          |
| Finance & Insurance                     | 0              | 0      |                  |
| Real Estate & Rentals                   | 0              | 0      |                  |
| Personal Services                       | 0              | 0      |                  |
| Business Services                       | 1,828          | 2,230  | 82.0 %           |
| Automotive Repairs & Services           | 0              | 0      |                  |
| Miscellaneous Services                  | 3,857          | 6,105  | 63.2 %           |
| All Industries                          | 32,359         | 64,998 | 49.8 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## WYOMING

|   | Small Business | Total  | % Small Business |
|---|----------------|--------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 336            | 336    | 100.0 %          |
| Mining                                  | 0              | 110    | 0.0 %            |
| Construction                            | 12,765         | 19,781 | 64.5 %           |
| Food & Kindred Products                 | 0              | 0      |                  |
| Textile Mill Products                   | 0              | 0      |                  |
| Apparel & Other Textile Products        | 0              | 0      |                  |
| Lumber & Wood Products (exc. Furniture) | 0              | 0      |                  |
| Furniture & Fixtures                    | 100            | 100    | 100.0 %          |
| Paper & Allied Products                 | 0              | 0      |                  |
| Printing & Publishing                   | 0              | 38     | 0.0 %            |
| Chemicals & Allied Products             | 0              | 0      |                  |
| Petroleum & Coal Products               | 21,503         | 31,157 | 69.0 %           |
| Rubber & Misc. Plastic Products         | 0              | 0      |                  |
| Stone, Clay, Glass & Concrete Products  | 0              | 0      |                  |
| Primary Metal Industries                | 0              | 0      |                  |
| Fabricated Metal Products (exc. mach.)  | 0              | 0      |                  |
| Machinery, Computer Eqmmt (exc. elect.) | 37             | 65     | 56.9 %           |
| Electric & Electronic Equipment         | 0              | 130    | 0.0 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 0              | 0      |                  |
| Instruments & Related Products          | 187            | 187    | 100.0 %          |
| Misc. Manufacturing Industries          | 0              | 0      |                  |
| Transportation & Warehousing            | 51             | 51     | 100.0 %          |
| Communication                           | 0              | 0      |                  |
| Electric, Gas & Sanitary Service        | 2,014          | 3,357  | 60.0 %           |
| Wholesale & Retail Trade (exc. eating)  | 2              | 2      | 100.0 %          |
| Eating & Drinking Places                | 789            | 789    | 100.0 %          |
| Finance & Insurance                     | 0              | 0      |                  |
| Real Estate & Rentals                   | 0              | 49     | 0.0 %            |
| Personal Services                       | 0              | 0      |                  |
| Business Services                       | 417            | 1,931  | 21.6 %           |
| Automotive Repairs & Services           | 0              | 0      |                  |
| Miscellaneous Services                  | 1,356          | 2,971  | 45.6 %           |
| All Industries                          | 39,557         | 61,054 | 64.8 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## COLORADO

|  | Small Business | Total     | % Small Business |
|--|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 2,340          | 2,340     | 100.0 %          |
| Mining                                   | 1,250          | 2,073     | 60.3 %           |
| Construction                             | 93,954         | 122,455   | 76.7 %           |
| Food & Kindred Products                  | 146            | 8,278     | 1.8 %            |
| Textile Mill Products                    | 0              | 0         |                  |
| Apparel & Other Textile Products         | 609            | 609       | 100.0 %          |
| Lumber & Wood Products (exc. Furniture)  | 395            | 395       | 100.0 %          |
| Furniture & Fixtures                     | 568            | 1,909     | 29.8 %           |
| Paper & Allied Products                  | 990            | 990       | 100.0 %          |
| Printing & Publishing                    | 32             | 5,124     | 0.6 %            |
| Chemicals & Allied Products              | 2,663          | 9,845     | 27.0 %           |
| Petroleum & Coal Products                | 0              | 0         |                  |
| Rubber & Misc. Plastic Products          | 143            | 143       | 100.0 %          |
| Stone, Clay, Glass & Concrete Products   | 121            | 351       | 34.5 %           |
| Primary Metal Industries                 | 27             | 254       | 10.6 %           |
| Fabricated Metal Products (exc. mach.)   | 6,260          | 8,587     | 72.9 %           |
| Machinery, Computer Eqpmnt (exc. elect.) | 8,482          | 81,997    | 10.3 %           |
| Electric & Electronic Equipment          | 7,143          | 103,176   | 6.9 %            |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 20,179         | 1,426,841 | 1.4 %            |
| Instruments & Related Products           | 3,804          | 10,403    | 36.6 %           |
| Misc. Manufacturing Industries           | 124            | 276       | 44.9 %           |
| Transportation & Warehousing             | 594            | 594       | 100.0 %          |
| Communication                            | 1,409          | 38,698    | 3.6 %            |
| Electric, Gas & Sanitary Service         | 8,130          | 25,691    | 31.6 %           |
| Wholesale & Retail Trade (exc. eating)   | 10,440         | 13,531    | 77.2 %           |
| Eating & Drinking Places                 | 12,205         | 12,205    | 100.0 %          |
| Finance & Insurance                      | 0              | 200       | 0.0 %            |
| Real Estate & Rentals                    | 26             | 26        | 100.0 %          |
| Personal Services                        | 1,013          | 3,480     | 29.1 %           |
| Business Services                        | 17,457         | 88,197    | 19.8 %           |
| Automotive Repairs & Services            | 45             | 1,907     | 2.4 %            |
| Miscellaneous Services                   | 59,591         | 434,239   | 13.7 %           |
| All Industries                           | 260,140        | 2,404,814 | 10.8 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## NEW MEXICO

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 387            | 387     | 100.0 %          |
| Mining                                  | 0              | 0       |                  |
| Construction                            | 96,583         | 168,034 | 57.5 %           |
| Food & Kindred Products                 | 156            | 1,074   | 14.5 %           |
| Textile Mill Products                   | 0              | 0       |                  |
| Apparel & Other Textile Products        | 0              | 0       |                  |
| Lumber & Wood Products (exc. Furniture) | 0              | 0       |                  |
| Furniture & Fixtures                    | 40             | 65      | 61.5 %           |
| Paper & Allied Products                 | 0              | 0       |                  |
| Printing & Publishing                   | 0              | 0       |                  |
| Chemicals & Allied Products             | 0              | 661     | 0.0 %            |
| Petroleum & Coal Products               | 25,618         | 25,744  | 99.5 %           |
| Rubber & Misc. Plastic Products         | 284            | 284     | 100.0 %          |
| Stone, Clay, Glass & Concrete Products  | 273            | 273     | 100.0 %          |
| Primary Metal Industries                | 0              | 0       |                  |
| Fabricated Metal Products (exc. mach.)  | 2,680          | 2,874   | 93.2 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 11,129         | 21,477  | 51.8 %           |
| Electric & Electronic Equipment         | 19,004         | 22,889  | 83.0 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 16,109         | 61,963  | 26.0 %           |
| Instruments & Related Products          | 1,643          | 13,220  | 12.4 %           |
| Misc. Manufacturing Industries          | 0              | 0       |                  |
| Transportation & Warehousing            | 563            | 688     | 81.8 %           |
| Communication                           | 0              | 5,777   | 0.0 %            |
| Electric, Gas & Sanitary Service        | 1,052          | 8,744   | 12.0 %           |
| Wholesale & Retail Trade (exc. eating)  | 18,331         | 19,292  | 95.0 %           |
| Eating & Drinking Places                | 593            | 1,679   | 35.3 %           |
| Finance & Insurance                     | 0              | 48,180  | 0.0 %            |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 132            | 132     | 100.0 %          |
| Business Services                       | 14,069         | 37,070  | 38.0 %           |
| Automotive Repairs & Services           | 76             | 76      | 100.0 %          |
| Miscellaneous Services                  | 86,831         | 265,727 | 32.7 %           |
| All Industries                          | 295,553        | 706,310 | 41.8 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.



## ARIZONA

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 1,196          | 1,196     | 100.0 %          |
| Mining                                  | 53             | 53        | 100.0 %          |
| Construction                            | 58,465         | 84,919    | 68.8 %           |
| Food & Kindred Products                 | 2,289          | 2,917     | 78.5 %           |
| Textile Mill Products                   | 0              | 0         |                  |
| Apparel & Other Textile Products        | 1,266          | 1,393     | 90.9 %           |
| Lumber & Wood Products (exc. Furniture) | 371            | 371       | 100.0 %          |
| Furniture & Fixtures                    | 525            | 781       | 67.2 %           |
| Paper & Allied Products                 | 0              | 443       | 0.0 %            |
| Printing & Publishing                   | 647            | 676       | 95.7 %           |
| Chemicals & Allied Products             | 798            | 18,199    | 4.4 %            |
| Petroleum & Coal Products               | 10,659         | 10,659    | 100.0 %          |
| Rubber & Misc. Plastic Products         | 5,554          | 5,663     | 98.1 %           |
| Stone, Clay, Glass & Concrete Products  | 425            | 425       | 100.0 %          |
| Primary Metal Industries                | 118            | 1,003     | 11.8 %           |
| Fabricated Metal Products (exc. mach.)  | 4,347          | 161,392   | 2.7 %            |
| Machinery, Computer Eqmmt (exc. elect.) | 1,010          | 29,616    | 3.4 %            |
| Electric & Electronic Equipment         | 881            | 45,190    | 1.9 %            |
| Trans. Eqmmt., Incl. Motor Vehicles     | 14,635         | 970,670   | 1.5 %            |
| Instruments & Related Products          | 2,643          | 128,381   | 2.1 %            |
| Misc. Manufacturing Industries          | 109            | 149       | 73.2 %           |
| Transportation & Warehousing            | 2,445          | 2,987     | 81.9 %           |
| Communication                           | 6,898          | 9,381     | 73.5 %           |
| Electric, Gas & Sanitary Service        | 1,111          | 26,161    | 4.2 %            |
| Wholesale & Retail Trade (exc. eating)  | 1,137          | 6,628     | 17.2 %           |
| Eating & Drinking Places                | 4,253          | 4,253     | 100.0 %          |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 265            | 419       | 63.2 %           |
| Business Services                       | 23,292         | 107,318   | 21.7 %           |
| Automotive Repairs & Services           | 113            | 176       | 64.2 %           |
| Miscellaneous Services                  | 87,737         | 296,164   | 29.6 %           |
| All Industries                          | 233,242        | 1,917,583 | 12.2 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## UTAH

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 209            | 209     | 100.0 %          |
| Mining                                  | 2,297          | 2,297   | 100.0 %          |
| Construction                            | 59,806         | 85,046  | 70.3 %           |
| Food & Kindred Products                 | 2,677          | 2,964   | 90.3 %           |
| Textile Mill Products                   | 308            | 308     | 100.0 %          |
| Apparel & Other Textile Products        | 0              | 0       |                  |
| Lumber & Wood Products (exc. Furniture) | 237            | 237     | 100.0 %          |
| Furniture & Fixtures                    | 484            | 660     | 73.3 %           |
| Paper & Allied Products                 | 0              | 0       |                  |
| Printing & Publishing                   | 114            | 114     | 100.0 %          |
| Chemicals & Allied Products             | 1,055          | 1,584   | 66.6 %           |
| Petroleum & Coal Products               | 13,055         | 105,911 | 12.3 %           |
| Rubber & Misc. Plastic Products         | 115            | 162     | 71.0 %           |
| Stone, Clay, Glass & Concrete Products  | 49             | 49      | 100.0 %          |
| Primary Metal Industries                | 418            | 658     | 63.5 %           |
| Fabricated Metal Products (exc. mach.)  | 1,404          | 10,350  | 13.6 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 12,269         | 21,745  | 56.4 %           |
| Electric & Electronic Equipment         | 4,920          | 19,182  | 25.6 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 3,335          | 44,311  | 7.5 %            |
| Instruments & Related Products          | 1,626          | 6,306   | 25.8 %           |
| Misc. Manufacturing Industries          | 0              | 51      | 0.0 %            |
| Transportation & Warehousing            | 19             | 3,351   | 0.6 %            |
| Communication                           | 190            | 650     | 29.2 %           |
| Electric, Gas & Sanitary Service        | 4,910          | 21,913  | 22.4 %           |
| Wholesale & Retail Trade (exc. eating)  | 2,784          | 4,469   | 62.3 %           |
| Eating & Drinking Places                | 1,525          | 1,525   | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 3,468          | 3,737   | 92.8 %           |
| Business Services                       | 10,164         | 27,910  | 36.4 %           |
| Automotive Repairs & Services           | 90             | 90      | 100.0 %          |
| Miscellaneous Services                  | 11,793         | 237,178 | 5.0 %            |
| All Industries                          | 139,321        | 602,967 | 23.1 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## NEVADA

|  | Small Business | Total   | % Small Business |
|--|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other     | 0              | 0       |                  |
| Mining                                   | 0              | 0       |                  |
| Construction                             | 29,194         | 72,021  | 40.5 %           |
| Food & Kindred Products                  | 0              | 645     | 0.0 %            |
| Textile Mill Products                    | 0              | 0       |                  |
| Apparel & Other Textile Products         | 22             | 22      | 100.0 %          |
| Lumber & Wood Products (exc. Furniture)  | 81             | 81      | 100.0 %          |
| Furniture & Fixtures                     | 0              | 175     | 0.0 %            |
| Paper & Allied Products                  | 0              | 0       |                  |
| Printing & Publishing                    | 0              | 28      | 0.0 %            |
| Chemicals & Allied Products              | 203            | 203     | 100.0 %          |
| Petroleum & Coal Products                | 0              | 0       |                  |
| Rubber & Misc. Plastic Products          | 274            | 274     | 100.0 %          |
| Stone, Clay, Glass & Concrete Products   | 0              | 0       |                  |
| Primary Metal Industries                 | 42             | 42      | 100.0 %          |
| Fabricated Metal Products (exc. mach.)   | 0              | 34,643  | 0.0 %            |
| Machinery, Computer Eqpmnt (exc. elect.) | 551            | 759     | 72.6 %           |
| Electric & Electronic Equipment          | 13,925         | 14,463  | 96.3 %           |
| Trans. Eqpmnt., Incl. Motor Vehicles     | 166            | 282     | 58.9 %           |
| Instruments & Related Products           | 1,827          | 1,827   | 100.0 %          |
| Misc. Manufacturing Industries           | 0              | 0       |                  |
| Transportation & Warehousing             | 0              | 724     | 0.0 %            |
| Communication                            | 98             | 691     | 14.2 %           |
| Electric, Gas & Sanitary Service         | 94             | 10,957  | 0.9 %            |
| Wholesale & Retail Trade (exc. eating)   | 656            | 2,606   | 25.2 %           |
| Eating & Drinking Places                 | 3,112          | 3,112   | 100.0 %          |
| Finance & Insurance                      | 0              | 0       |                  |
| Real Estate & Rentals                    | 0              | 0       |                  |
| Personal Services                        | 0              | 0       |                  |
| Business Services                        | 2,332          | 5,357   | 43.5 %           |
| Automotive Repairs & Services            | 0              | 0       |                  |
| Miscellaneous Services                   | 15,491         | 81,364  | 19.0 %           |
| All Industries                           | 68,068         | 230,276 | 29.6 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## WASHINGTON

|   | Small Business | Total     | % Small Business |
|---|----------------|-----------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 1,725          | 2,309     | 74.7 %           |
| Mining                                  | 1,634          | 1,634     | 100.0 %          |
| Construction                            | 132,014        | 187,109   | 70.6 %           |
| Food & Kindred Products                 | 6,372          | 10,644    | 59.9 %           |
| Textile Mill Products                   | 27             | 143       | 18.9 %           |
| Apparel & Other Textile Products        | 417            | 2,214     | 18.8 %           |
| Lumber & Wood Products (exc. Furniture) | 1,608          | 1,608     | 100.0 %          |
| Furniture & Fixtures                    | 1,572          | 1,867     | 84.2 %           |
| Paper & Allied Products                 | 28             | 426       | 6.6 %            |
| Printing & Publishing                   | 0              | 2,282     | 0.0 %            |
| Chemicals & Allied Products             | 425            | 1,016     | 41.8 %           |
| Petroleum & Coal Products               | 7,449          | 233,929   | 3.2 %            |
| Rubber & Misc. Plastic Products         | 791            | 948       | 83.4 %           |
| Stone, Clay, Glass & Concrete Products  | 137            | 326       | 42.0 %           |
| Primary Metal Industries                | 358            | 1,206     | 29.7 %           |
| Fabricated Metal Products (exc. mach.)  | 11,800         | 12,645    | 93.3 %           |
| Machinery, Computer Eqmnt (exc. elect.) | 14,506         | 24,024    | 60.4 %           |
| Electric & Electronic Equipment         | 9,670          | 67,693    | 14.3 %           |
| Trans. Eqmnt., Incl. Motor Vehicles     | 17,928         | 980,309   | 1.8 %            |
| Instruments & Related Products          | 6,640          | 35,745    | 18.6 %           |
| Misc. Manufacturing Industries          | 466            | 497       | 93.8 %           |
| Transportation & Warehousing            | 4,175          | 59,034    | 7.1 %            |
| Communication                           | 786            | 26,312    | 3.0 %            |
| Electric, Gas & Sanitary Service        | 1,179          | 20,915    | 5.6 %            |
| Wholesale & Retail Trade (exc. eating)  | 14,384         | 23,623    | 60.9 %           |
| Eating & Drinking Places                | 11,442         | 11,442    | 100.0 %          |
| Finance & Insurance                     | 0              | 0         |                  |
| Real Estate & Rentals                   | 0              | 0         |                  |
| Personal Services                       | 592            | 1,105     | 53.6 %           |
| Business Services                       | 20,328         | 31,227    | 65.1 %           |
| Automotive Repairs & Services           | 0              | 0         |                  |
| Miscellaneous Services                  | 35,242         | 449,622   | 7.8 %            |
| All Industries                          | 303,695        | 2,191,854 | 13.9 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## OREGON

|   | Small Business | Total   | % Small Business |
|---|----------------|---------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 232            | 457     | 50.8 %           |
| Mining                                  | 594            | 594     | 100.0 %          |
| Construction                            | 10,957         | 48,157  | 22.8 %           |
| Food & Kindred Products                 | 3,822          | 3,847   | 99.4 %           |
| Textile Mill Products                   | 0              | 0       |                  |
| Apparel & Other Textile Products        | 51             | 51      | 100.0 %          |
| Lumber & Wood Products (exc. Furniture) | 1,757          | 3,803   | 46.2 %           |
| Furniture & Fixtures                    | 0              | 0       |                  |
| Paper & Allied Products                 | 0              | 0       |                  |
| Printing & Publishing                   | 0              | 0       |                  |
| Chemicals & Allied Products             | 0              | 100     | 0.0 %            |
| Petroleum & Coal Products               | 0              | 0       |                  |
| Rubber & Misc. Plastic Products         | 718            | 718     | 100.0 %          |
| Stone, Clay, Glass & Concrete Products  | 8,532          | 8,577   | 99.5 %           |
| Primary Metal Industries                | 43             | 1,338   | 3.2 %            |
| Fabricated Metal Products (exc. mach.)  | 7,090          | 7,632   | 92.9 %           |
| Machinery, Computer Eqmnt (exc. elect.) | 2,298          | 22,244  | 10.3 %           |
| Electric & Electronic Equipment         | 1,066          | 15,860  | 6.7 %            |
| Trans. Eqmnt., Incl. Motor Vehicles     | 9,124          | 34,604  | 26.4 %           |
| Instruments & Related Products          | 10,497         | 28,844  | 36.4 %           |
| Misc. Manufacturing Industries          | 830            | 830     | 100.0 %          |
| Transportation & Warehousing            | 56             | 108     | 51.9 %           |
| Communication                           | 0              | 0       |                  |
| Electric, Gas & Sanitary Service        | 45             | 237     | 19.0 %           |
| Wholesale & Retail Trade (exc. eating)  | 1,675          | 2,141   | 78.2 %           |
| Eating & Drinking Places                | 41             | 41      | 100.0 %          |
| Finance & Insurance                     | 0              | 0       |                  |
| Real Estate & Rentals                   | 0              | 0       |                  |
| Personal Services                       | 0              | 0       |                  |
| Business Services                       | 2,032          | 2,896   | 70.2 %           |
| Automotive Repairs & Services           | 400            | 400     | 100.0 %          |
| Miscellaneous Services                  | 7,939          | 20,753  | 38.3 %           |
| All Industries                          | 69,799         | 204,232 | 34.2 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.

## CALIFORNIA

|   | Small Business | Total      | % Small Business |
|---|----------------|------------|------------------|
| Agri. Serv., Forest., Fish., & Other    | 9,520          | 14,781     | 64.4 %           |
| Mining                                  | 0              | 0          |                  |
| Construction                            | 506,254        | 936,709    | 54.0 %           |
| Food & Kindred Products                 | 49,771         | 94,211     | 52.8 %           |
| Textile Mill Products                   | 132            | 2,206      | 6.0 %            |
| Apparel & Other Textile Products        | 1,930          | 11,160     | 17.3 %           |
| Lumber & Wood Products (exc. Furniture) | 4,665          | 5,192      | 89.8 %           |
| Furniture & Fixtures                    | 4,508          | 10,455     | 43.1 %           |
| Paper & Allied Products                 | 124            | 152        | 81.6 %           |
| Printing & Publishing                   | 418            | 3,204      | 13.0 %           |
| Chemicals & Allied Products             | 15,986         | 44,496     | 35.9 %           |
| Petroleum & Coal Products               | 0              | 305,716    | 0.0 %            |
| Rubber & Misc. Plastic Products         | 15,877         | 21,043     | 75.5 %           |
| Stone, Clay, Glass & Concrete Products  | 1,327          | 1,268      | 104.7 %          |
| Primary Metal Industries                | 4,837          | 9,631      | 50.2 %           |
| Fabricated Metal Products (exc. mach.)  | 86,184         | 632,750    | 13.6 %           |
| Machinery, Computer Eqmmt (exc. elect.) | 119,260        | 949,601    | 12.6 %           |
| Electric & Electronic Equipment         | 184,282        | 1,357,544  | 13.6 %           |
| Trans. Eqmmt., Incl. Motor Vehicles     | 447,965        | 11,243,717 | 4.0 %            |
| Instruments & Related Products          | 105,082        | 1,133,994  | 9.3 %            |
| Misc. Manufacturing Industries          | 5,201          | 34,738     | 15.0 %           |
| Transportation & Warehousing            | 26,346         | 102,498    | 25.7 %           |
| Communication                           | 2,691          | 175,604    | 1.5 %            |
| Electric, Gas & Sanitary Service        | 16,055         | 156,342    | 10.3 %           |
| Wholesale & Retail Trade (exc. eating)  | 39,663         | 168,727    | 23.5 %           |
| Eating & Drinking Places                | 34,862         | 36,440     | 95.7 %           |
| Finance & Insurance                     | 62             | 152,383    | 0.0 %            |
| Real Estate & Rentals                   | 29             | 29         | 100.0 %          |
| Personal Services                       | 2,236          | 3,491      | 64.1 %           |
| Business Services                       | 179,306        | 371,987    | 48.2 %           |
| Automotive Repairs & Services           | 1,398          | 4,744      | 29.5 %           |
| Miscellaneous Services                  | 690,341        | 5,048,906  | 13.7 %           |
| All Industries                          | 2,556,312      | 23,033,719 | 11.1 %           |

Note: All figures in thousands. Source: SF-179, Eagle Eye Publishers, Inc.