

Veteran-owned Businesses and their Owners— Data from the Census Bureau's Survey of Business Owners

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Veteran-Owned Businesses and Their Owners – Data from the Census Bureau’s Survey of Business Owners

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

Executive Summary and Key Statistics

Source of data. A critical source of data on veteran-owned businesses and their owners is the U.S. Census Bureau’s Survey of Business Owners (SBO). The SBO in its present form is conducted once every five years, and the most recent edition is for data year 2007. About 2.3 million businesses received the SBO survey instrument during 2008 – 2009 asking for information about the characteristics of the business and its owners. The information obtained from respondents was combined with additional Census data and administrative records from other agencies to develop a wide variety of data products, including information on veteran-owned firms and their owners. Datasets with specialized veteran-related information from the 2007 SBO were released in 2011.

Statistical considerations. The SBO is based on a sample rather than a complete census. SBO estimates can be considered as a midpoint in a range of possible values. Such “plus or minus” ranges vary depending on a number of factors, especially the size of the data cell in question. The Census data document the likelihood of variance from each of its estimates.

Veteran-owned businesses in general. Census estimated that in 2007:

- There were 2.45 million businesses with majority ownership by veterans.
- 491,000 of these firms were employers, and 1.956 million were non-employers.
- These veteran-owned firms had sales/receipts of \$1.220 trillion, 5.793 million employees, and an annual payroll of \$210 billion.
- Veteran-owned firms represented 9.0 percent of all U.S. firms.
- 12.2 percent of all owners of SBO-respondent firms were veterans.
- 8.3 percent of all respondent veteran owners had service-connected disabilities.

Veteran-owned employer firms. The SBO reported that in 2007:

- The 491,000 veteran-owned employers made up 20.1 percent of all veteran-owned firms, similar to the share of employers among all firms, 21.2 percent.
- Veteran-owned employers had sales/receipts of \$1.126 trillion, 92.3 percent of the sales/receipts of all veteran-owned firms (with and without employees).

Veteran-owned firms without employees. Census also found that in 2007:

- The 1.956 million veteran non-employer businesses made up 79.9 percent of all veteran businesses, similar to the non-employer share for all firms, 78.8 percent.
- Veteran non-employers had sales/receipts of \$93.766 billion, 7.7 percent of the sales/receipts of all veteran-owned businesses.

Distribution of veteran-owned firms by industry. One-third of all veteran-owned firms were found in two industries: the professional, scientific, and technical services group (16.9 percent), and construction (15.5 percent). Significant shares of veteran-owned firms were also found in other services (9.9 percent), real estate (8.9 percent), and retail trade (8.1 percent).

Concentration of veteran-owned firms within industries. Overall, 9.0 percent of all businesses of the United States were veteran-owned, but this percentage varied by industry, ranging from a high of 13.2 percent in finance and insurance to a low of 5.2 percent in the accommodation and food services industry. Other industries in which veteran-owned firms had higher than average participation rates included: transportation and warehousing at 12.7 percent; mining, quarrying, oil and gas at 12.4 percent; construction at 11.1 percent; professional, scientific, and technical services at 10.9 percent; and manufacturing at 10.5 percent.

Distribution of veteran-owned firm sales by industry. Wholesale trade was the largest single industry group in terms of sales/receipts for both all U.S. firms and veteran-owned firms, accounting respectively for 21.4 and 21.5 percent of total all-sector sales. For veteran-owned firms, retail trade was a close second with 20.1 percent of all sales, followed by construction at 14.1 percent and manufacturing at 13.1 percent. These four industries together accounted for 68.8 percent of all veteran-owned firm sales. Including the professional, scientific, and technical services group, with 6.2 percent of sales, the top five industries together accounted for 75.0 percent of all veteran sales.

Concentration of veteran-owned firm sales/receipts within industry. Overall, 4.1 percent of all U.S. firm sales/receipts were attributable to veteran-owned firms, but this share varied by industry, ranging from a high of 9.2 percent in construction to a low of 0.3 percent in the utilities group. Besides construction, other sectors with notably higher than average veteran shares of sales included: agriculture, forestry and fishing at 7.6 percent; other services at 7.4 percent; transportation and warehousing at 6.4 percent; retail trade at 6.1 percent; and real estate and rental/leasing at 6.0 percent.

Firm size by sales/receipts. More than half of all veteran-owned firms (51.6 percent) had annual sales of less than \$25,000; and one-third (33.2 percent) had annual sales of less than \$10,000. These shares mirrored those for all firms, and it is important to remember that the SBO captured data on all firms that reported business income of \$1,000 or more in 2007. Accordingly, many part-time business activities were included.

Employer firm size by sales/receipts. Not surprisingly, employer firms had higher sales levels than firms without employees. Among veteran-owned employers, 78.1 percent had sales of \$100,000 or more, while 38.2 percent had sales of \$500,000 or more. Among veteran non-employers, 11.4 percent had sales of \$100,000 or more, while only 1.1 percent had sales of \$500,000 or more.

Employer firm size by number of employees. More than half (53.4 percent) of veteran-owned employer firms had from one to four employees. Businesses with fewer than ten employees accounted for 80.4 percent of firms, and those with fewer than twenty employees accounted for 90.2 percent. Veteran-owned employers with twenty or more employees accounted for 9.8 percent of all firms, while those with fifty or more employees accounted for 3.6 percent.

Veteran-owned firms by gender, ethnicity and race. Veteran-owned firms had majority ownership which was overwhelmingly male (94.8 percent), non-Hispanic (95.2 percent) and White (89.7 percent). Women owned 4.0 percent of all veteran-owned businesses, and self-identified minorities as a whole owned 14.2 percent of all veteran-owned firms. Veteran-owned firms majority-owned by African Americans represented 7.6 percent of all firms; 4.6 percent had Hispanic ownership; 1.3 percent had Asian American ownership; 1.1 percent had American Indian or Alaska Native ownership; and less than one percent were owned by Native Hawaiians or other Pacific Islanders.

Number of veteran-owned firms by state. California, Texas, Florida, New York and Georgia had the most veteran-owned firms, in that order.

Sales/receipts of veteran-owned firms by state. California and Texas were again the leaders, followed by New York, Florida and Illinois, in descending order.

Percentage of veteran-owned firms by state. Ranking states by their percentage of veteran-owned firms controls for differences in state populations. South Carolina had the largest percentage at 12.9 percent, followed by West Virginia at 12.6 percent, Virginia at 12.4 percent, Tennessee at 11.9 percent, and Alabama at 11.8 percent.

Percentage of veteran-owned firm sales/receipts by state. Similarly, a state ranking by the percentage of sales attributable to veteran-owned firms shows that Mississippi led at 6.3 percent, followed by Oklahoma at 6.2 percent, South Carolina at 6.1 percent, Maine at 5.8 percent, and New Hampshire and Vermont, both at 5.7 percent.

Home-based businesses. In 2007, 55.4 percent of veteran-owned respondent businesses reported that they were home-based, compared with 51.6 percent of all respondent firms.

Family-based businesses. Family-owned businesses are those in which two or more members of the same family own the majority of the business. In 2007, 15.1 percent of veteran-owned respondent firms reported that they were family-owned. This compares with a reported 28.2 percent for family ownership among all respondent businesses.

Franchised businesses. In 2007, 1.8 percent of all veteran-owned respondent businesses were operated as franchises, compared with 2.1 percent of all firms. Among veteran-owned employers, 3.4 percent were operated as franchises, compared with 4.0 percent for all firms. Franchise businesses are concentrated in certain industries, and the two most important for veteran-owned firms were the 14.1 percent of all veteran franchises that were in the accommodations and food services industry, and 4.7 percent in retail trade.

Sources of capital for business startup or acquisition. By far the largest source of capital for business startup or acquisition was personal or family savings: 61.7 percent for veteran-owned firms and 60.3 percent for all firms. Business loans from banks or other commercial lenders were the second most important source at 9.8 percent for veteran-owned firms and 10.7 percent for all firms.

Sources of capital for business expansion. Personal and family savings were a primary source of expansion capital for both veteran-owned firms and all firms, both reporting 30.0 percent. Personal and business credit cards were also important, at 10.9 percent for veteran-owned firms and 12.6 percent for all firms, respectively.

Businesses by their number of owners. Most businesses had only one owner, including 78.9 percent of veteran-owned firms, compared with 61.3 percent of all firms.

Age of owners. Veteran business owners were markedly older than non-veteran business owners, reflecting the age structure of the underlying veteran population. In 2007, 75.1 percent of veteran business owners were age 55 and over, with 36.1 percent age 65 or older, compared with 36.6 percent and 12.5 percent of all business owners, respectively.

Education level of owners. Veterans tend to be better educated than other business owners. In 2007, veteran firm owners were about as likely as all owners of respondent firms to have either a bachelor's or postgraduate degree (44.0 percent of veteran owners compared to 44.9 percent of all owners). But veteran owners were more likely to have post-graduate degrees (20.2 percent vs. 18.5 percent for all owners) and less likely not to have graduated from high school (3.3 percent vs. 5.2 percent for all owners).

Hours worked by owners in business. Among veteran business owners, 43.5 percent reported that they worked 40 or more hours per week in their businesses, and 12.9 percent worked 60 or more hours per week in their firms.

Service-disabled veterans. Among respondent veteran-business owners, 8.3 percent had service-connected disabilities. Service-disabled veterans formed a larger proportion of non-employer owners than of employer owners, 9.3 percent and 6.0 percent, respectively.

Chapter 1 - Introduction

Veterans of the Armed Forces are represented in every walk of life in the United States. In 2010, the nation's 21.8 million veterans included one out of every eleven persons in the United States aged 18 years and over.¹ Veterans form a vital part of the nation's population, the labor force, and the business sector. Veterans had majority ownership interests in 2.45 million business enterprises in 2007,² and many veteran business owners have gained important skills and leadership abilities from their active duty and Reserve Component service that are often directly relevant to business ownership.

Businesses owned by veterans and by service-disabled veterans have been a research priority of the U.S. Small Business Administration's Office of Advocacy since the enactment of the Veterans Entrepreneurship and Small Business Development Act of 1999.³ When this legislation was enacted, there was considerable information about small businesses in general, and there were also many sources of data about veterans, but knowledge about the intersection of these two populations was very limited.

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

- About 22 percent of veterans in the U.S. household population were either purchasing or starting a business, or considering doing so in the study period.⁴
- Almost 72 percent of these new veteran entrepreneurs planned to employ at least one person at the outset of their venture.⁵
- About 23 percent of current veteran business owners, and 32 percent of those planning or in the process of starting a new business, indicated that their venture would be 50 percent or more internet-dependent.⁶
- Military service appeared to have provided business skills to a significant proportion (one-third or more) of both current veteran business owners and those planning to become owners.⁷
- The self-employment rate for veterans was higher than that of non-veterans in each year from 1979 through 2003, the last year covered in the study.⁸ (Bureau of Labor Statistics data show that this has remained true each year since then.⁹)

¹ U.S. Census Bureau, 2010 American Community Survey.

² U.S. Census Bureau, 2007 Survey of Business Owners. This is the most recent data available.

³ Public Law 106-50; August 17, 1999.

⁴ Waldman Associates, 2004; *Entrepreneurship and Business Ownership in the Veteran Population*. Research summary at <http://archive.sba.gov/advo/research/rs242.pdf>; full report at <http://archive.sba.gov/advo/research/rs242tot.pdf>.

⁵ Ibid.

⁶ Ibid.

⁷ Ibid.

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

Research summary at <http://archive.sba.gov/advo/research/rs243.pdf>; full report at <http://archive.sba.gov/advo/research/rs243tot.pdf>.

- Veterans with service-connected disabilities are self-employed at lower rates than veterans without such disabilities when all veterans, including those not in the active labor force, are included in the calculation. Most of this rate differential is attributable to service-disabled veterans not working because of their disabilities.¹⁰
- Computer use is correlated with higher self-employment rates among all veterans.¹¹
- Households with veterans who owned businesses had higher income and wealth than those with veterans not owning businesses.¹²
- Military experience is an even stronger predictor of self-employment than graduate level education.¹³
- In the private sector workforce, veterans are at least 45 percent more likely than those with no active duty military experience to be self-employed.¹⁴
- Although veterans are more likely to be self-employed than the general population, analysis of veterans-only data shows that self-employment is negatively correlated with the length of military service. Veterans with four or fewer years of service were most likely to be self-employed.¹⁵
- An exception to the negative correlation of self-employment with veterans' length of service occurs with the subgroup of veterans who are career military retirees with service of twenty years or more. In this group, additional years of service correlate with a higher probability of self-employment.¹⁶

Other Advocacy-sponsored research found that both the number and dollar amount of federal contracts to small businesses owned by veterans were understated in the official government reporting system during the study period,¹⁷ and that better efforts were needed to improve the quality of data on veteran-owned firms, both to identify veteran ownership and to ensure the accuracy of the veteran status markers in existing data.¹⁸

⁹ Bureau of Labor Statistics, annual *Employment Situation of Veterans*.

¹⁰ Open Blue Solutions, 2007; *Self-Employment in the Veteran and Service-Disabled Veteran Population*. Research summary at <http://archive.sba.gov/advo/research/rs291.pdf>; full report at <http://archive.sba.gov/advo/research/rs291tot.pdf>.

¹¹ Ibid.

¹² George W. Haynes, *Income and Wealth of Veteran Business Owners, 1989-2004*. Research summary at <http://archive.sba.gov/advo/research/rs310.pdf>. Full report at <http://archive.sba.gov/advo/research/rs310tot.pdf>.

¹³ Chad Moutray, 2007; *Educational Attainment and Other Characteristics of the Self-Employed an Examination Using Data from the Panel Study of Income Dynamics*. Research summary at <http://archive.sba.gov/advo/research/rs313.pdf>. Full report at <http://archive.sba.gov/advo/research/rs313tot.pdf>.

¹⁴ John Hope, Brian Oh, and Patrick Mackin, 2011; *Factors Affecting Entrepreneurship among Veterans*. Research summary and full report at <http://www.sba.gov/advocacy/7540/15428>.

¹⁵ Ibid.

¹⁶ Ibid.

¹⁷ Eagle Eye Publishers, Inc., 2004; *Characteristics of Federal Government Procurement Spending with Veteran-Owned Businesses: FY 2000 – FY 2003 (3Q)*. Research summary at <http://archive.sba.gov/advo/research/rs239.pdf>; full report at <http://archive.sba.gov/advo/research/rs239tot.pdf>.

¹⁸ Ibid.

Data on Veteran-Owned Businesses

A critical source of data on veteran-owned businesses and their owners is the U.S. Census Bureau's Survey of Business Owners (SBO). The SBO was first conducted in its present form for data year 2002, and the most recent edition is for data year 2007.¹⁹ About 2.3 million businesses received the SBO survey instrument during 2008 – 2009 asking for information about the characteristics of the business and its owners. The information obtained from respondents was combined with additional Census data and administrative records from other agencies to develop a wide variety of data products, including information on veteran-owned firms and their owners.²⁰ Thirty-nine datasets with specialized veteran-related information from the 2007 SBO were released in 2011.

The SBO's scope is broad and includes most non-farm businesses with receipts of \$1,000 or more that file Internal Revenue Service tax forms as individual proprietorships, partnerships, or any type of corporation.²¹ The SBO covers both firms with paid employees and firms with no paid employees. The SBO is conducted on a company or firm basis rather than an establishment basis. A company or firm is a business consisting of one or more domestic establishments that the reporting firm specified as being under its ownership or control.

The Census Bureau made a number of important improvements to the veteran-related data in its 2007 SBO over the previous 2002 edition. These include:

- Estimates of the total number of veteran-owned firms in many categories, instead of partial estimates based on respondents only.
- Reporting of data for states, metropolitan statistical areas (MSAs), county and local jurisdictions, and other geographic divisions.
- The ability for users to generate customized reports in the Census Bureau's online American FactFinder utility by constructing their own queries with user-selected criteria. These reports are downloadable into Excel spreadsheet or PDF formats.

As a result of these and other improvements, we now have by far the best information that has ever been available on veteran-owned firms and their owners.

¹⁹ The SBO incorporates many of the purposes and questions of prior business surveys conducted by Census once every five years since 1972. The SBO's immediate predecessor surveys included the Survey of Minority-Owned Business Enterprises (SMOBE), the Survey of Women-Owned Business Enterprises (SWOBE), and the 1992 Characteristics of Business Owners (CBO) Survey. The SMOBE/SWOBE surveys continued in 1997, while the CBO survey was discontinued after 1992.

²⁰ All SBO data are reported in the aggregate so that information on individual businesses or owners is never disclosed.

²¹ Excluded from the SBO are the following industries: Crop and Animal Production (NAICS 111, 112); Scheduled Passenger Air Transportation (NAICS 481111); Rail Transportation (NAICS 482); Postal Service (NAICS 491); Funds, Trusts, and Other Financial Vehicles (NAICS 525); Religious, Grantmaking, Civic, Professional, and Similar Organizations (NAICS 813); Private Households (NAICS 814); and Public Administration (NAICS 92).

How This Report is Organized

Most of the information in this report originates in the 2007 SBO. There are many different datasets with veteran-related information in the SBO, and there are any number of ways in which data could be extracted and presented. This report generally presents some of the most important and useful information at the “top” level – that is, for the entire United States – although it also includes some state-level summary data. Subject to statistical constraints, users may be able to generate information analogous to that presented here for individual states, and even for metropolitan areas, counties, and cities, by using the American FactFinder utility. Information on how to do this, and much more about the SBO in general, is available at <http://www.census.gov/econ/sbo/>.

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

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

Chapter 4 includes estimates for veteran business owner “characteristics” including information on service-disabled veteran business owners. In this section, we again encounter partial estimates based on owners of respondent firms only. The same sort of limitations and cautions that apply for respondent-only firm characteristics also apply to the owner characteristics in this chapter.

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

Statistical Considerations

The SBO is based on a sample of businesses rather than a complete census. The sample is quite large, 2.3 million in 2007, but SBO estimates are still subject to sampling variability and may differ from results that would have been obtained from a complete census of all firms. Because these data are based on a survey, various kinds of sampling and non-sampling errors can occur, with the result that SBO estimates usually have a “plus or minus” factor that can be associated with them. A stated estimate can be thought of as a midpoint in a range of possible values. This range can be quite small (even negligible) or it can be significant, depending on a number of factors, especially the sample size of the population being examined.

Census provides us with a measure of the likelihood of variance from its stated estimates for each data cell in reports generated using its American FactFinder utility. This measure is called the relative standard error (RSE). The RSE is a measure of sampling variability. As calculated for the SBO, the RSE also partially reflects various response errors and processing errors. In general, the smaller the RSE, the lower the “plus or minus” range for any given estimate. At the 90 percent confidence level, one can multiply the RSE by 1.6 to estimate the plus or minus percentage likelihood of variance from the stated estimate.

For example, the SBO estimates that in 2007 there were 380,395 veteran-owned construction firms in the U.S. The RSE for this data cell is 1, which means that we can state with 90 percent confidence that there were 380,395 veteran-owned construction firms, plus or minus 1.6 percent. National estimates for the numbers of veteran-owned firms in most of the 20 major industry groups have low RSEs, with 14 of the groups having RSEs of either 1 or 2, so our industry data is quite reliable at the national level.

Moving from industry to geography, the RSE for all veteran-owned firms in the United States is 0, meaning the likelihood of meaningful variance is negligible. If we look at the veteran-owned firms in a given state – a subset of the national total – the RSEs range from 1 for Florida, Georgia, Maryland, New Jersey, and Texas to a high of 9 for Wyoming. Although larger states (with more firms) tend to have lower RSEs, the correlation is not exact (e.g., California has a veteran-owned firm RSE of 2).

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

As noted above, RSEs are included for all full universe data estimates in the appendix. For more information on SBO methodology, definitions, and sampling and non-sampling errors, see <http://www.census.gov/econ/sbo/methodology.html> on the 2007 SBO website.

The Veteran Population

Before moving to our discussion of the SBO data, a brief description of the veteran population in general will help put the business data in context. Table 1 provides key demographic data on veterans in the SBO data year 2007. In that year, the 23.8 million veterans in the United States accounted for 10.5 percent of the population aged 18 and over.²² In 2007, 92.5 percent of veterans were male, and 52.6 percent were at least 60 years old. In the same year, 13.3 percent of all veterans were disabled and receiving compensation. In 2007, 8.3 percent of the civilian labor force were veterans.²³

Table 1: Veterans by sex, age, disability status, and period of service – 2007 (thousands)

	All veterans	Wartime veterans					Peacetime veterans
		Total wartime ¹	Gulf War ²	Vietnam era ³	Korean conflict ⁴	World War II	
All veterans	23,816	17,739	4,966	7,884	2,961	2,912	6,077
Sex							
Male	22,036	16,513	4,171	7,626	2,890	2,775	5,522
Female	1,780	1,226	795	258	71	137	555
Age							
Under 35	1,900	1,894	1,894				6
35-39	1,259	1,064	1,064				196
40-44	1,578	727	727				851
45-49	1,876	556	535	23			1,320
50-54	1,950	1,155	364	883			796
55-59	2,718	2,540	237	2,453			179
60-64	3,233	3,003	105	2,981			230
65 and over	9,302	6,802	41	1,545	2,961	2,912	2,500
Disabled and receiving compensation							
	3,167	2,565	802	1,142	223	397	602
Source: U.S. Census Bureau, <i>Statistical Abstract of the United States</i> , 2009 (Table 503) and 2010 (Table 512). ¹ Veterans who served in more than one wartime period are counted only once in the total. ² Service after August 1, 1990 ³ Service from August 5, 1964 to May 7, 1975 ⁴ Service from June 27, 1950 to January 31, 1955							

²² U.S. Census Bureau, *Statistical Abstract of the United States*, 2009, (Tables 7 and 503); <http://www.census.gov/prod/2008pubs/09statab/defense.pdf>.

²³ U.S. Bureau of Labor Statistics, *Employment Situation of Veterans*, 2007.

Chapter 2 - Veteran-Owned Businesses

This chapter presents basic information on veteran-owned firms by industry, size, location, and the gender, race and ethnicity of the majority ownership in these firms. More detail on sales/receipts and employment, together with the relative standard errors for estimates in this section, appear in the appendix. All estimates in this chapter are based on the total number of firms in each category. The 2007 SBO provides the first ever estimates for all veteran-owned businesses in the United States. The 2002 SBO provided data only for the veteran-owned firms that responded to the survey.

Veteran-Owned Businesses by Industry

Figure 1 shows that veteran-owned businesses are widely distributed among all major industry groups, with the construction and professional, scientific and technical services groups having the most firms. Together, these two sectors accounted for nearly one-third of all veteran-owned firms.

Figure 1: Veteran-owned firms by industry - 2007

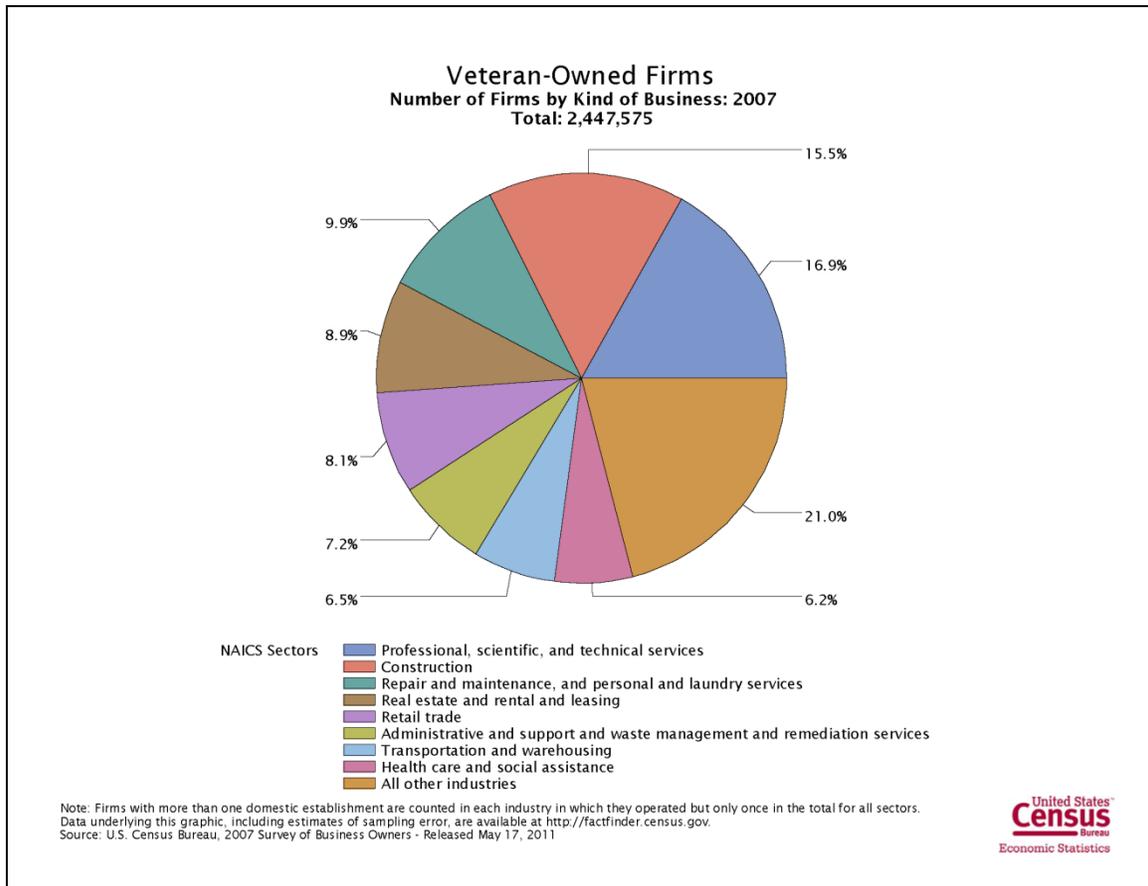


Table 2 compares the distribution of veteran-owned firms to that of all U.S. firms among 20 major industry groups, as defined by their standard two-digit North American Industry Classification System (NAICS) codes. The distribution of veteran-owned firms among industries is generally similar to that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

Table 2: Distribution of all firms and veteran-owned firms by industry – 2007

Industry (two-digit NAICS code)	All firms with and without employees		Firms with employees		Firms without employees	
	All firms	Veteran-owned	All firms	Veteran-owned	All firms	Veteran-owned
Total for all sectors	100.0	100.0	100.0	100.0	100.0	100.0
Agriculture, forestry, and fishing	1.0	1.1	0.4	0.4	1.1	1.2
Mining, quarrying, oil and gas	0.5	0.6	0.4	0.5	0.5	0.7
Utilities	0.1	0.1	0.1	0.1	0.1	0.1
Construction	12.6	15.5	13.9	15.7	12.2	15.5
Manufacturing	2.3	2.6	5.0	6.1	1.5	1.8
Wholesale trade	2.7	3.0	5.8	6.6	1.9	2.2
Retail trade	9.9	8.1	12.4	10.5	9.2	7.5
Transportation and warehousing	4.6	6.5	3.0	3.5	5.1	7.3
Information	1.4	1.1	1.3	1.0	1.4	1.2
Finance and insurance	3.8	5.5	4.6	6.0	3.5	5.4
Real estate and rental and leasing	9.7	8.9	5.3	5.2	10.8	9.8
Professional, scientific, and technical services	14.0	16.9	13.5	16.2	14.1	17.1
Management of firms/enterprises	0.1	0.1	0.5	0.4	0.0	0.0
Admin. and support and waste mgt.	7.8	7.2	5.9	5.7	8.4	7.6
Educational services	2.2	1.4	1.3	0.6	2.5	1.6
Health care and social assistance	8.7	6.2	10.6	11.0	8.2	4.9
Arts, entertainment and recreation	4.6	3.7	2.1	1.1	5.2	4.4
Accommodation and food services	2.9	1.6	8.3	4.7	1.4	0.9
Other services	11.5	9.9	6.6	5.8	12.9	10.9
Industries not classified	N/A	N/A	N/A	N/A	N/A	N/A

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners. N/A indicates data not available. Totals may not add to 100 percent due to rounding in industry cohorts.

The percentage of all veteran-owned firms that are in the construction industry was somewhat higher than that of all firms in this industry (15.5 percent compared with 12.6 percent). This was also true for transportation and warehousing (6.5 percent compared with 4.6 percent); finance and insurance (5.5 percent compared with 3.8 percent); and professional, scientific, and technical services (16.9 percent compared with 14.0 percent).

The share of veteran-owned firms in retail trade was lower than that for all firms (8.1 percent and 9.9 percent, respectively). Veteran-owned firms also had lower shares in health care and social assistance (6.2 percent compared with 8.7 percent for all firms), and accommodation and food services (1.6 percent compared with 2.9 percent).

These trends generally held true for both firms with employees and firms without employees, except in the case of employer firms in the health care and social assistance industry, where veteran-owned firms had a slightly higher share than all firms (11.0 percent compared with 10.6 percent), which was more than offset by their lower share among non-employers.

Table 3 provides the estimated numbers of veteran-owned firms in each of the 20 major industry groups, together with the percentage that such firms represent of all firms in the industry (all firms owned by both veterans and non-veterans). Overall, 9.0 percent of all firms were veteran-owned, but this share varies by industry, ranging from a high of 13.2 percent in finance and insurance to a low of 5.2 percent in the accommodation and food services industry.

Other industries in which veteran-owned firms had a higher than average participation rates included transportation and warehousing at 12.7 percent; mining, quarrying, oil and gas at 12.4 percent; construction at 11.1 percent; professional, scientific, and technical services at 10.9 percent; and manufacturing at 10.5 percent.

Besides accommodation and food services, industries in which veteran-owned businesses had lower than average participation rates include: educational services at 5.7 percent; health care and social assistance at 6.4 percent; and four separate industries all at 7.4 percent – retail trade; information; management of firms/enterprises; and arts, entertainment and recreation.

Veteran-owned non-employers represented 9.2 percent of all non-employers, while veteran-owned employers made up 8.6 percent of all employers. Veteran non-employers also had an equal or larger share than veteran employers in all but one of the 18 major industry groups for which we have data – the health care and social assistance group, where veteran-owned non-employers represent 5.5 percent of all non-employers in this industry, while 8.9 percent of all employers in this group were owned by veterans.

Industry shares for veteran non-employers were notably higher than those for veteran employers in arts, entertainment and recreation (7.7 vs. 4.4 percent); educational services (6.0 vs. 3.9 percent); utilities (10.5 vs. 6.3 percent); agriculture, forestry and fishing (10.3 vs. 7.8 percent); and transportation and warehousing (13.2 vs. 9.8 percent).

Table 3: Number and percentage of veteran-owned firms by industry - 2007

Industry (two-digit NAICS code)	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	% of all firms within industry	Number	% of all firms within industry	Number	% of all firms within industry
Total for all industry groups	2,447,608	9.0	491,349	8.6	1,956,259	9.2
Agriculture, forestry, and fishing	25,991	10.0	1,758	7.8	24,233	10.3
Mining, quarrying, oil and gas	15,223	12.4	2,246	10.8	12,977	12.8
Utilities	2,262	9.4	387	6.3	1,875	10.5
Construction	380,395	11.1	76,977	9.6	303,418	11.6
Manufacturing	64,542	10.5	29,862	10.4	34,680	10.6
Wholesale trade	74,482	10.2	32,324	9.7	42,159	10.6
Retail trade	198,434	7.4	51,487	7.2	146,947	7.5
Transportation and warehousing	159,329	12.7	17,035	9.8	142,294	13.2
Information	28,124	7.4	4,912	6.7	23,212	7.5
Finance and insurance	134,782	13.2	29,344	11.2	105,438	13.9
Real estate and rental and leasing	217,336	8.3	25,369	8.3	191,968	8.3
Professional, scientific, and technical services	414,519	10.9	79,818	10.3	334,701	11.1
Management of firms/enterprises	1,966	7.4	1,966	7.4	0	-
Admin. and support and waste mgt.	175,709	8.3	27,863	8.3	147,846	8.3
Educational services	34,223	5.7	2,939	3.9	31,283	6.0
Health care and social assistance	150,968	6.4	54,225	8.9	96,743	5.5
Arts, entertainment and recreation	91,669	7.4	5,173	4.4	86,496	7.7
Accommodation and food services	40,297	5.2	23,011	4.8	17,286	5.8
Other services	241,238	7.7	28,535	7.6	212,702	7.7
Industries not classified	N/A	N/A	N/A	N/A	N/A	N/A

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners. N/A indicates data not available. Detail may not add to totals.

Table 4 shows data on the sales or receipts of veteran-owned firms by industry. Overall, veteran-owned firms had receipts of more than \$1.2 trillion in 2007. This represented 4.1 percent of all U.S. firm receipts. Interestingly, veteran-owned employers had 3.9 percent of all employer revenue, while veteran-owned non-employers accounted for a much larger share, 9.6 percent of all non-employer revenue. These shares can be compared with corresponding shares in Table 3 for numbers of firms: a 9.0 percent share for all veteran-owned firms, 8.6 percent for employers, and 9.2 percent for non-employers.

Table 4: Veteran-owned firms' sales/receipts by industry - 2007
(thousands of dollars)

Industry (two-digit NAICS code)	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Sales	% in sector	Sales	% in sector	Sales	% in sector
Total for all sectors	1,219,551,078	4.1	1,125,784,785	3.9	93,766,292	9.6
Agriculture, forestry, and fishing	2,850,651	7.6	1,814,001	6.9	1,036,650	9.4
Mining, quarrying, oil and gas	10,929,710	2.6	9,921,690	2.4	1,008,020	12.0
Utilities	1,607,646	0.3	1,495,615	0.2	112,031	15.0
Construction	172,455,347	9.2	154,882,719	9.0	17,572,628	11.3
Manufacturing	160,035,418	3.0	158,360,048	3.0	1,675,370	10.5
Wholesale trade	262,006,096	4.1	258,474,207	4.0	3,531,889	10.1
Retail trade	244,914,811	6.1	238,197,594	6.1	6,717,217	7.8
Transportation and warehousing	38,096,266	6.4	29,832,474	5.7	8,263,792	12.5
Information	12,769,685	1.2	11,894,701	1.1	874,984	8.1
Finance and insurance	47,461,174	1.3	40,172,785	1.1	7,288,389	13.5
Real estate and rental and leasing	39,519,112	6.0	25,609,566	5.4	13,909,546	7.7
Professional, scientific, and technical services	75,703,322	5.0	61,127,872	4.4	14,575,450	11.4
Management of firms/enterprises	2,888,408	2.6	2,888,408	2.6	0	-
Admin. and support and waste mgt.	34,622,000	5.0	31,182,029	4.8	3,439,971	8.8
Educational services	5,769,564	2.7	5,324,420	2.6	445,144	6.2
Health care and social assistance	47,216,697	3.0	42,816,472	2.8	4,400,225	8.1
Arts, entertainment and recreation	9,522,483	4.8	7,523,136	4.4	1,999,347	7.4
Accommodation and food services	28,858,701	4.7	27,941,339	4.6	917,363	5.9
Other services	22,185,968	7.4	16,187,693	7.2	5,998,275	7.9
Industries not classified	N/A	N/A	N/A	N/A	N/A	N/A

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners.
N/A indicates data not available. Detail may not add to totals.

Overall, 4.1 percent of all U.S. firm sales/receipts were attributable to veteran-owned firms, but this share varies by industry, ranging from a high of 9.2 percent in construction to a low of 0.3 percent in the utilities group. Besides construction, other sectors with notably higher than average veteran shares of sales include: agriculture, forestry and fishing at 7.6 percent; other services at 7.4 percent; transportation and warehousing at 6.4 percent; retail trade at 6.1 percent; and real estate and rental/leasing at 6.0 percent.

Besides the utility group, other sectors with somewhat lower than average veteran shares of sales include information at 1.2 percent; finance and insurance at 1.3 percent; mining, quarrying, oil and gas at 2.6 percent; management of firms and enterprises at 2.6 percent; and educational services at 2.7 percent.

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

Table 5: Distribution by industry of sales for veteran-owned and all firms – 2007 (percent)

Industry (two-digit NAICS code)	All firms with and without employees		Firms with employees		Firms without employees	
	All firms	Veteran-owned	All firms	Veteran-owned	All firms	Veteran-owned
Total for all sectors	100.0	100.0	100.0	100.0	100.0	100.0
Agriculture, forestry, and fishing	0.1	0.2	0.1	0.2	1.1	1.1
Mining, quarrying, oil and gas	1.4	0.9	1.4	0.9	0.9	1.1
Utilities	2.0	0.1	2.1	0.1	0.1	0.1
Construction	6.3	14.1	5.9	13.8	16.1	18.7
Manufacturing	17.7	13.1	18.2	14.1	1.6	1.8
Wholesale trade	21.4	21.5	22.0	23.0	3.6	3.8
Retail trade	13.4	20.1	13.5	21.2	8.8	7.2
Transportation and warehousing	2.0	3.1	1.8	2.6	6.8	8.8
Information	3.6	1.0	3.7	1.1	1.1	0.9
Finance and insurance	12.6	3.9	12.8	3.6	5.5	7.8
Real estate and rental and leasing	2.2	3.2	1.6	2.3	18.7	14.8
Professional, scientific, and technical services	5.0	6.2	4.8	5.4	13.1	15.5
Management of firms/enterprises	0.4	0.2	0.4	0.3	0.0	0.0
Admin. & support & waste mgt.	2.3	2.8	2.2	2.8	4.0	3.7
Educational services	0.7	0.5	0.7	0.5	0.7	0.5
Health care and social assistance	5.3	3.9	5.3	3.8	5.6	4.7
Arts, entertainment and recreation	0.7	0.8	0.6	0.7	2.8	2.1
Accommodation and food services	2.1	2.4	2.1	2.5	1.6	1.0
Other services	1.0	1.8	0.8	1.4	7.9	6.4
Industries not classified	N/A	N/A	N/A	N/A	N/A	N/A

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners. N/A indicates data not available. Totals may not add to 100 percent due to rounding in industry cohorts.

Wholesale trade was the single largest industry group in terms of sales/receipts for both all U.S. firms and veteran-owned firms, accounting respectively for 21.4 and 21.5 percent of total all-sector sales. For veteran-owned firms, retail trade was a close second, with 20.1 percent of all sales, followed by construction at 14.1 percent and manufacturing at 13.1 percent. These four industries together account for 68.8 percent of all veteran-owned firm sales. Add in professional, scientific, and technical services, with 6.2 percent of sales, and the top five industries together account for 75.0 percent of all veteran sales.

There are a few interesting differences between the industry shares of all U.S. firm receipts and those of veteran-owned firms. For veteran-owned firms the construction sector accounts for 14.1 percent of all receipts, but only 6.3 percent of the receipts of all U.S. firms. The retail sector provides veteran-owned firms with 20.1 percent of all sales, and 13.4 percent of sales for all U.S. firms. The finance and insurance sector accounts for 12.6 percent of all U.S. firm sales/receipts, but only 3.9 percent of all veteran sales.

Size of Veteran Owned Businesses by Sales/Receipts

The 2007 SBO provides data on the size of veteran-owned firms, both by the level of their sales/receipts, and by the number of employees of veteran-owned employers.

Figure 2: Size of veteran-owned firms by level of sales/receipts - 2007

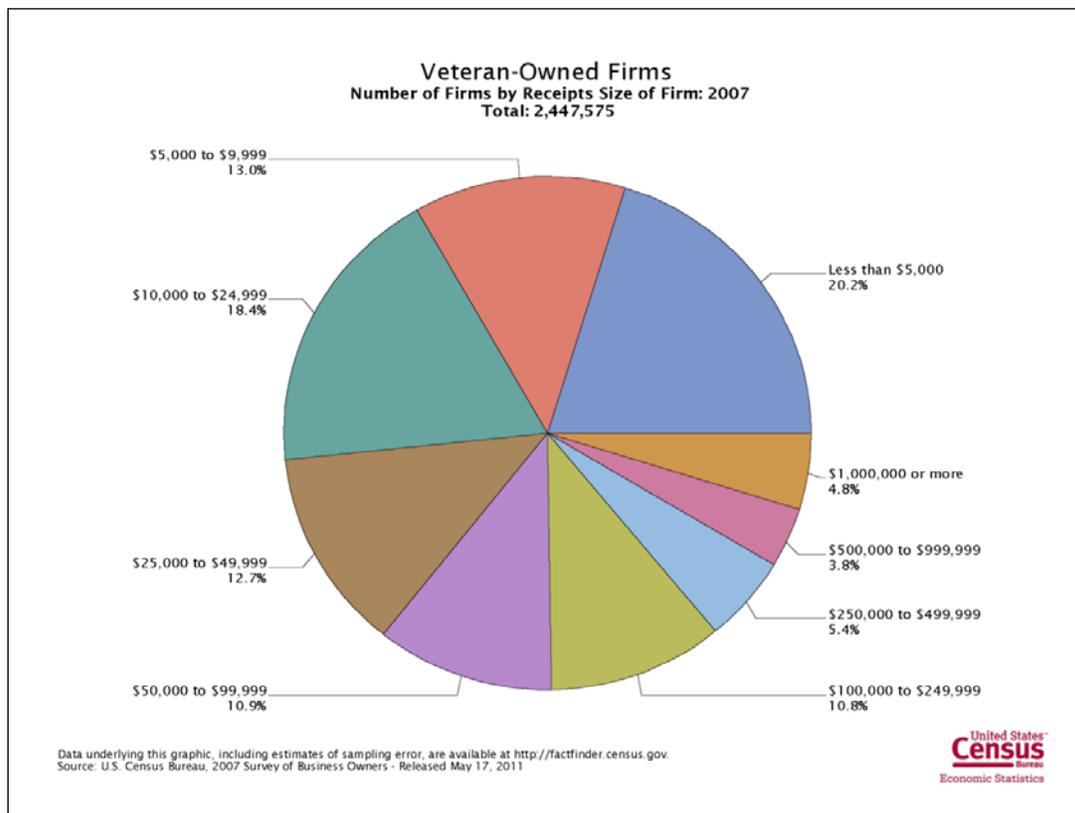


Table 6 below depicts the distribution of all U.S. firms and of veteran-owned firms among various size cohorts by their shares of total 2007 sales/receipts. The distribution of sales/receipts is very similar for both groups throughout the range of size classes.

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

More than half of all veteran-owned firms (51.6 percent) have annual sales of less than \$25,000; and one-third (33.2 percent) have annual sales of less than \$10,000. These shares mirror those for all firms, and it is important to remember that the SBO captures data on all firms that reported business income of \$1,000 or more in 2007. Therefore, many part-time or beginning business activities are included in the SBO estimates.

Not surprisingly, employer firms in both groups have higher sales levels than firms without employees. Among veteran-owned employers, 38.2 percent had sales of \$500,000 or more, while only 1.1 percent of veteran non-employers reached this level.

Table 6: Distribution by receipts size of all firms and veteran-owned firms – 2007 (percent)

Firm size by level of sales/receipts	All firms with and without employees		Firms with employees		Firms without employees	
	All firms	Veteran-owned	All firms	Veteran-owned	All firms	Veteran-owned
Total for all firms	100.0	100.0	100.0	100.0	100.0	100.0
Less than \$5,000	20.6	20.2	1.4	0.9	25.8	25.1
\$5,000 to \$9,999	13.7	13.0	1.1	1.2	17.1	16.0
\$10,000 to \$24,999	18.8	18.4	3.5	3.7	22.9	22.1
\$25,000 to \$49,999	12.1	12.7	5.5	5.6	13.9	14.4
\$50,000 to \$99,999	9.9	10.9	10.0	10.4	9.9	11.0
\$100,000 to \$249,999	10.2	10.8	21.3	21.9	7.2	8.0
\$250,000 to \$499,999	5.5	5.4	18.0	18.0	2.1	2.3
\$500,000 to \$999,999	4.0	3.8	15.1	15.1	1.0	0.9
\$1,000,000 or more	5.2	4.8	24.1	23.1	0.2	0.2

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners. Totals may not add to 100 percent due to rounding in sales/receipts size cohorts.

Table 7 provides the numbers of veteran-owned firms in each of the sales/receipts size classes shown in Table 6, together with the percentage that these firms represent among all firms at that level (i.e., firms owned by both veterans and non-veterans). Overall, 9.0 percent of all firms are veteran-owned, and firm shares are similar in all sales/receipts levels, ranging from a high of 9.9 percent in the \$50,000 to \$99,999 class to a low of 8.3 percent in the \$1 million and over class.

Table 7: Number and percentage of veteran-owned firms by receipts size - 2007

Firm size by level of sales/receipts	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	% within class	Number	% within class	Number	% within class
Total for all firms	2,447,608	9.0	491,349	8.6	1,956,259	9.2
Less than \$5,000	495,602	8.9	4,590	5.7	491,012	8.9
\$5,000 to \$9,999	318,581	8.6	5,831	8.9	312,751	8.6
\$10,000 to \$24,999	450,006	8.8	18,354	9.2	431,652	8.8
\$25,000 to \$49,999	309,924	9.5	27,721	8.8	282,203	9.5
\$50,000 to \$99,999	267,374	9.9	51,218	8.9	216,156	10.2
\$100,000 to \$249,999	263,441	9.5	107,556	8.8	155,885	10.1
\$250,000 to \$499,999	132,983	8.9	88,489	8.6	44,495	9.7
\$500,000 to \$999,999	92,421	8.6	74,317	8.6	18,103	8.8
\$1,000,000 or more	117,276	8.3	113,274	8.2	4,002	10.1

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners. Detail may not add to totals.

Size of Veteran-Owned Employers by Number of Employees

Figure 3 shows that more than half (53.4 percent) of veteran-owned employer firms have from one to four employees. Businesses with fewer than ten employees account for 80.4 percent of firms, and those with fewer than twenty employees account for 90.2 percent. Veteran-owned employers with twenty or more employees account for 9.7 percent of all firms, while those with fifty or more employees account for 3.5 percent.

In addition, 9.5 percent of veteran-owned employer firms had no employees during the SBO “snapshot” pay period including March 12, 2007, but some employment at other times of the year (e.g., seasonal employees).

Figure 3: Size of veteran-owned employers by number of employees - 2007

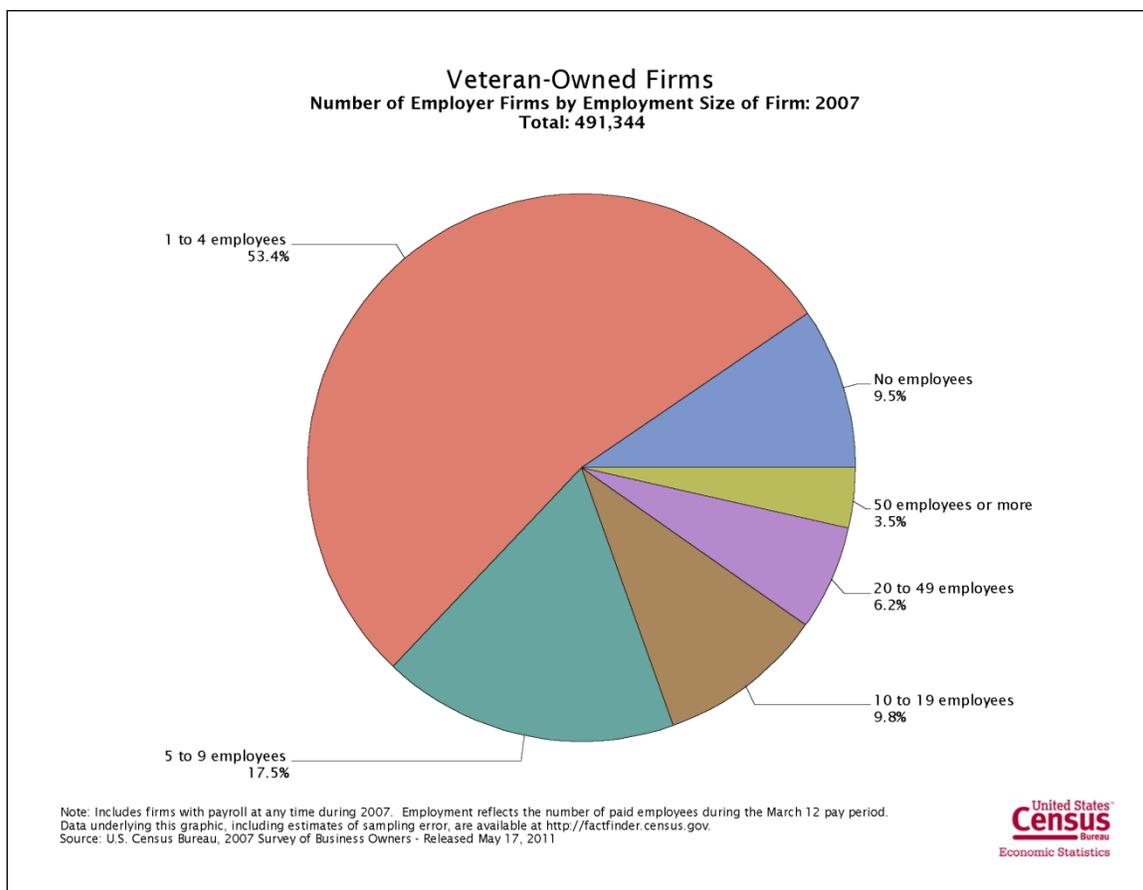


Table 8 shows the distribution of all U.S. employer firms and of veteran-owned employer firms among various firm size cohorts by number of their employees. The distribution of size classes is very similar for both groups throughout the range of employment classes.

At the higher end of the employment scale, Table 8 includes additional breakout cohorts to those shown in Figure 3, including shares for firms with 50 to 99 employees (2.0 percent), 100 to 499 employees (1.4 percent), and 500 or more employees (0.2 percent).

Table 9 presents the numbers of veteran-owned employer firms in each of the employment size classes shown in Table 8, together with the percentage that these firms represent among all firms in that size group (i.e., firms owned by both veterans and non-veterans). Overall, 8.6 percent of all employer firms are veteran-owned, and firm shares range from 9.1 percent to 7.6 percent in the various size cohorts, except that for the largest size class, with firms with 500 or more employees. In this group, veteran-owned firms represent 4.4 percent of all firms.

Table 8: Distribution by employment size of employer firms – 2007

Firm size by number of employees	All firms	Veteran-owned
All firms with employees	100.0	100.0
no employees *	10.8	9.5
1 to 4 employees	50.2	53.4
5 to 9 employees	17.5	17.5
10 to 19 employees	10.8	9.8
20 to 49 employees	6.8	6.2
50 to 99 employees	2.1	2.0
100 to 499 employees	1.5	1.4
500 employees or more	0.3	0.2

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners (SBO).

Table 9: Number and percentage of veteran-owned employer firms by size – 2007

Firm size by number of employees	Number of firms	Percent of all firms within size class
All firms with employees	491,349	8.6
no employees *	46,839	7.6
1 to 4 employees	262,507	9.1
5 to 9 employees	85,816	8.5
10 to 19 employees	48,334	7.8
20 to 49 employees	30,448	7.9
50 to 99 employees	9,958	8.1
100 to 499 employees	6,659	7.6
500 employees or more	789	4.4

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau, 2007 Survey of Business Owners (SBO).

Veteran-Owned Businesses by Owners' Gender, Ethnicity and Race

Table 10 depicts the number and percentage of all veteran-owned firms by gender, ethnicity, minority status, and race. One or more veterans with the demographic attributes indicated had majority interest ownership in the firms.

Table 10: Veteran-owned firms by owners' gender, ethnicity, minority status and race 2007

Veteran-owned firm cohort	All veteran-owned firms		Firms with employees		Firms without employees	
	Number	%	Number	%	Number	%
All firms	2,447,608	100	491,349	100	1,956,259	100
By gender		100		100		100
Female	97,114	4.0	9,897	2.0	87,217	4.5
Male	2,320,901	94.8	476,820	97.0	1,844,081	94.3
Equally M/F	29,593	1.2	4,632	0.9	24,961	1.3
By ethnicity		100		100		100
Hispanic	113,161	4.6	14,715	3.0	98,446	5.0
Non-Hispanic	2,331,067	95.2	476,095	96.9	1,854,972	94.8
Equally H/N-H	3,380	0.1	539	0.1	2,841	0.1
By minority status		100		100		100
Minority	347,910	14.2	35,391	7.2	312,519	16.0
Non-minority	2,094,479	85.6	454,900	92.6	1,639,579	83.8
Equally M/N-M	5,219	0.2	1,058	0.2	4,161	0.2
By race		100		100		100
White	2,219,385	89.7	471,415	95.4	1,747,969	88.2
African American	188,820	7.6	12,177	2.5	176,642	8.9
American Indian or Alaska Native	27,111	1.1	3,325	0.7	23,786	1.2
Asian	32,732	1.3	6,507	1.3	26,225	1.3
Native Hawaiian or Other Pacific Islander	4,123	0.2	418	0.1	3,706	0.2
Some other race	3,096	0.1	390	0.1	2,706	0.1

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (May 2011). Detail may not add to totals due to rounding or because Hispanic owners may be of any race. Moreover, each owner had the option of selecting more than one race and is included in each race selected.

Veteran-owned firms had majority ownership that was overwhelmingly male (94.8 percent), non-Hispanic (95.2 percent) and White (89.7 percent). Women owned 4.0 percent of all veteran-owned businesses, and self-identified minorities as a whole owned 14.2 percent of all veteran-owned firms.

Businesses with majority ownership by African Americans represented 7.6 percent of all firms; 4.6 percent had Hispanic ownership; 1.3 percent had Asian American ownership; 1.1 percent had American Indian or Alaska Native ownership; and less than one percent had majority ownership by either Native Hawaiians or other Pacific Islanders.

Women, minorities as a whole, Hispanics, African Americans and American Indians had markedly higher ownership shares of businesses without employees than of firms with employees.

Veteran-Owned Businesses by State

This section presents five tables with summary data on veteran-owned firms in each state and the District of Columbia. The same data are sorted five ways: alphabetically; by the number of firms; by the amount of sales/receipts; by the percentage of veteran-owned firms within each state; and by percentage of their sales in each state.

As noted in the introduction, additional information beyond the scope of this report is available for each state, as well as county and other local divisions, by using the Census Bureau's American FactFinder utility. Links to this very valuable resource and information on how to use it can be found at <http://www.census.gov/econ/sbo/>.

Table 11 presents state summary data on the number of veteran-owned firms and their total sales/receipts. The data are provided for all veteran-owned firms, and then broken out for both employers and non-employers. This table is sorted alphabetically by state.

Table 12 presents the same data as Table 11, except that they are sorted by the number of firms in descending order. California, Texas, Florida, New York and Georgia have the most veteran-owned firms, in that order.

Table 13 presents data on veteran-owned businesses in each state sorted by the amount of their sales/receipts in descending order. California and Texas are again the leaders, followed by New York, Florida and Illinois.

Table 14 is of special interest because it controls for the effect of state populations by ranking the percentage of firms that are veteran-owned within each state. South Carolina is the leader at 12.9 percent, followed by West Virginia at 12.6 percent, Virginia at 12.4 percent, Tennessee at 11.9 percent, and Alabama at 11.8 percent.

Table 15 ranks by state the share of all sales/receipts attributable to veteran-owned firms. Mississippi leads at 6.3 percent, followed by Oklahoma at 6.2 percent, South Carolina at 6.1 percent, Maine at 5.8 percent, and New Hampshire and Vermont, both at 5.7 percent.

Table 11: Veteran-owned firms by state, sorted alphabetically - 2007

State	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)
United States	2,447,575	1,219,482,082	491,344	1,125,717,505	1,956,231	93,764,577
Alabama	45,085	21,516,614	9,174	19,814,358	35,911	1,702,256
Alaska	7,155	2,235,633	1,432	1,979,171	5,723	256,462
Arizona	48,039	24,401,602	8,237	22,492,582	39,802	1,909,019
Arkansas	24,847	8,450,317	3,991	7,560,943	20,856	889,374
California	239,422	144,133,269	47,497	133,914,986	191,925	10,218,283
Colorado	48,833	22,924,797	10,232	20,935,752	38,601	1,989,045
Connecticut	31,366	18,081,087	6,966	16,539,381	24,400	1,541,706
Delaware	7,616	4,005,028	1,713	3,736,778	5,903	268,250
District of Columbia	4,040	1,888,665	1,042	1,708,539	2,998	180,126
Florida	176,727	61,912,111	35,548	54,702,807	141,178	7,209,304
Georgia	97,692	41,949,159	17,909	38,050,451	79,782	3,898,708
Hawaii	10,288	4,867,730	1,957	4,467,707	8,330	400,022
Idaho	11,808	4,404,594	2,533	4,056,064	9,274	348,530
Illinois	80,612	51,683,649	19,389	48,973,874	61,223	2,709,775
Indiana	46,772	26,052,675	9,421	24,585,549	37,351	1,467,126
Iowa	23,867	12,490,074	5,229	11,685,261	18,638	804,813
Kansas	22,898	10,782,106	5,219	9,878,691	17,679	903,414
Kentucky	31,468	14,713,105	5,980	13,645,672	25,488	1,067,433
Louisiana	38,286	18,399,366	7,059	16,979,975	31,227	1,419,392
Maine	15,946	5,458,869	3,000	4,990,061	12,946	468,808
Maryland	54,042	25,022,635	10,861	23,108,656	43,181	1,913,979
Massachusetts	53,299	34,310,628	12,834	31,855,844	40,466	2,454,784
Michigan	66,739	29,321,635	13,807	27,236,015	52,932	2,085,620
Minnesota	43,484	25,744,025	9,322	24,330,561	34,161	1,413,463
Mississippi	26,125	12,569,741	4,781	11,646,347	21,344	923,395
Missouri	48,103	27,275,037	10,424	25,644,704	37,680	1,630,333
Montana	12,141	3,225,587	2,602	2,856,994	9,539	368,594

Table 11: Veteran-owned firms by state, sorted alphabetically – 2007 (continued)

State	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)
Nebraska	15,933	7,698,159	3,433	7,120,551	12,500	577,608
Nevada	23,656	11,805,210	4,655	10,848,236	19,001	956,973
New Hampshire	13,921	6,710,927	2,670	6,100,873	11,252	610,054
New Jersey	61,767	37,230,952	14,319	34,493,144	47,449	2,737,808
New Mexico	15,157	6,518,932	3,075	6,092,037	12,082	426,896
New York	127,156	70,876,543	28,845	65,914,330	98,311	4,962,213
North Carolina	84,350	42,450,829	17,322	39,731,625	67,027	2,719,204
North Dakota	6,136	3,196,048	1,480	3,028,524	4,657	167,525
Ohio	88,569	43,018,665	18,571	39,909,536	69,998	3,109,130
Oklahoma	34,738	19,776,318	6,746	18,284,764	27,993	1,491,554
Oregon	32,445	14,769,240	8,346	13,596,525	24,099	1,172,715
Pennsylvania	96,066	51,430,758	21,678	47,898,266	74,388	3,532,493
Rhode Island	10,713	4,834,730	2,428	4,397,755	8,285	436,975
South Carolina	46,445	20,142,059	9,683	18,312,047	36,763	1,830,012
South Dakota	7,302	4,617,313	2,091	4,425,845	5,211	191,468
Tennessee	64,657	27,961,308	9,908	25,251,044	54,749	2,710,264
Texas	199,476	95,302,296	32,293	87,078,461	167,183	8,223,835
Utah	17,716	8,366,119	3,853	7,748,058	13,863	618,061
Vermont	7,232	2,653,502	1,539	2,324,108	5,693	329,394
Virginia	79,248	33,261,953	15,496	30,462,633	63,752	2,799,320
Washington	48,077	21,172,646	11,143	19,494,428	36,933	1,678,219
West Virginia	15,115	5,635,933	3,102	5,195,016	12,014	440,917
Wisconsin	39,310	19,914,591	8,597	18,498,156	30,713	1,416,434
Wyoming	5,040	2,317,313	1,262	2,133,824	3,778	183,489

Source: SBA Office of Advocacy. Source data from Census Bureau 2007 Survey of Business Owners (May 2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

Table 12: Number of veteran-owned firms by state, ranked by number – 2007

State	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)
United States	2,447,575	1,219,482,082	491,344	1,125,717,505	1,956,231	93,764,577
California	239,422	144,133,269	47,497	133,914,986	191,925	10,218,283
Texas	199,476	95,302,296	32,293	87,078,461	167,183	8,223,835
Florida	176,727	61,912,111	35,548	54,702,807	141,178	7,209,304
New York	127,156	70,876,543	28,845	65,914,330	98,311	4,962,213
Georgia	97,692	41,949,159	17,909	38,050,451	79,782	3,898,708
Pennsylvania	96,066	51,430,758	21,678	47,898,266	74,388	3,532,493
Ohio	88,569	43,018,665	18,571	39,909,536	69,998	3,109,130
North Carolina	84,350	42,450,829	17,322	39,731,625	67,027	2,719,204
Illinois	80,612	51,683,649	19,389	48,973,874	61,223	2,709,775
Virginia	79,248	33,261,953	15,496	30,462,633	63,752	2,799,320
Michigan	66,739	29,321,635	13,807	27,236,015	52,932	2,085,620
Tennessee	64,657	27,961,308	9,908	25,251,044	54,749	2,710,264
New Jersey	61,767	37,230,952	14,319	34,493,144	47,449	2,737,808
Maryland	54,042	25,022,635	10,861	23,108,656	43,181	1,913,979
Massachusetts	53,299	34,310,628	12,834	31,855,844	40,466	2,454,784
Colorado	48,833	22,924,797	10,232	20,935,752	38,601	1,989,045
Missouri	48,103	27,275,037	10,424	25,644,704	37,680	1,630,333
Washington	48,077	21,172,646	11,143	19,494,428	36,933	1,678,219
Arizona	48,039	24,401,602	8,237	22,492,582	39,802	1,909,019
Indiana	46,772	26,052,675	9,421	24,585,549	37,351	1,467,126
South Carolina	46,445	20,142,059	9,683	18,312,047	36,763	1,830,012
Alabama	45,085	21,516,614	9,174	19,814,358	35,911	1,702,256
Minnesota	43,484	25,744,025	9,322	24,330,561	34,161	1,413,463
Wisconsin	39,310	19,914,591	8,597	18,498,156	30,713	1,416,434
Louisiana	38,286	18,399,366	7,059	16,979,975	31,227	1,419,392

Table 12: Number of veteran-owned firms by state, ranked by number – 2007 (continued)

State	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)
Oklahoma	34,738	19,776,318	6,746	18,284,764	27,993	1,491,554
Oregon	32,445	14,769,240	8,346	13,596,525	24,099	1,172,715
Kentucky	31,468	14,713,105	5,980	13,645,672	25,488	1,067,433
Connecticut	31,366	18,081,087	6,966	16,539,381	24,400	1,541,706
Mississippi	26,125	12,569,741	4,781	11,646,347	21,344	923,395
Arkansas	24,847	8,450,317	3,991	7,560,943	20,856	889,374
Iowa	23,867	12,490,074	5,229	11,685,261	18,638	804,813
Nevada	23,656	11,805,210	4,655	10,848,236	19,001	956,973
Kansas	22,898	10,782,106	5,219	9,878,691	17,679	903,414
Utah	17,716	8,366,119	3,853	7,748,058	13,863	618,061
Maine	15,946	5,458,869	3,000	4,990,061	12,946	468,808
Nebraska	15,933	7,698,159	3,433	7,120,551	12,500	577,608
New Mexico	15,157	6,518,932	3,075	6,092,037	12,082	426,896
West Virginia	15,115	5,635,933	3,102	5,195,016	12,014	440,917
New Hampshire	13,921	6,710,927	2,670	6,100,873	11,252	610,054
Montana	12,141	3,225,587	2,602	2,856,994	9,539	368,594
Idaho	11,808	4,404,594	2,533	4,056,064	9,274	348,530
Rhode Island	10,713	4,834,730	2,428	4,397,755	8,285	436,975
Hawaii	10,288	4,867,730	1,957	4,467,707	8,330	400,022
Delaware	7,616	4,005,028	1,713	3,736,778	5,903	268,250
South Dakota	7,302	4,617,313	2,091	4,425,845	5,211	191,468
Vermont	7,232	2,653,502	1,539	2,324,108	5,693	329,394
Alaska	7,155	2,235,633	1,432	1,979,171	5,723	256,462
North Dakota	6,136	3,196,048	1,480	3,028,524	4,657	167,525
Wyoming	5,040	2,317,313	1,262	2,133,824	3,778	183,489
District of Columbia	4,040	1,888,665	1,042	1,708,539	2,998	180,126

Source: SBA Office of Advocacy. Source data from Census Bureau 2007 Survey of Business Owners (May 2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

Table 13: Receipts of veteran-owned firms by state, ranked by amount – 2007

State	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)
United States	2,447,575	1,219,482,082	491,344	1,125,717,505	1,956,231	93,764,577
California	239,422	144,133,269	47,497	133,914,986	191,925	10,218,283
Texas	199,476	95,302,296	32,293	87,078,461	167,183	8,223,835
New York	127,156	70,876,543	28,845	65,914,330	98,311	4,962,213
Florida	176,727	61,912,111	35,548	54,702,807	141,178	7,209,304
Illinois	80,612	51,683,649	19,389	48,973,874	61,223	2,709,775
Pennsylvania	96,066	51,430,758	21,678	47,898,266	74,388	3,532,493
Ohio	88,569	43,018,665	18,571	39,909,536	69,998	3,109,130
North Carolina	84,350	42,450,829	17,322	39,731,625	67,027	2,719,204
Georgia	97,692	41,949,159	17,909	38,050,451	79,782	3,898,708
New Jersey	61,767	37,230,952	14,319	34,493,144	47,449	2,737,808
Massachusetts	53,299	34,310,628	12,834	31,855,844	40,466	2,454,784
Virginia	79,248	33,261,953	15,496	30,462,633	63,752	2,799,320
Michigan	66,739	29,321,635	13,807	27,236,015	52,932	2,085,620
Tennessee	64,657	27,961,308	9,908	25,251,044	54,749	2,710,264
Missouri	48,103	27,275,037	10,424	25,644,704	37,680	1,630,333
Indiana	46,772	26,052,675	9,421	24,585,549	37,351	1,467,126
Minnesota	43,484	25,744,025	9,322	24,330,561	34,161	1,413,463
Maryland	54,042	25,022,635	10,861	23,108,656	43,181	1,913,979
Arizona	48,039	24,401,602	8,237	22,492,582	39,802	1,909,019
Colorado	48,833	22,924,797	10,232	20,935,752	38,601	1,989,045
Alabama	45,085	21,516,614	9,174	19,814,358	35,911	1,702,256
Washington	48,077	21,172,646	11,143	19,494,428	36,933	1,678,219
South Carolina	46,445	20,142,059	9,683	18,312,047	36,763	1,830,012
Wisconsin	39,310	19,914,591	8,597	18,498,156	30,713	1,416,434
Oklahoma	34,738	19,776,318	6,746	18,284,764	27,993	1,491,554
Louisiana	38,286	18,399,366	7,059	16,979,975	31,227	1,419,392
Connecticut	31,366	18,081,087	6,966	16,539,381	24,400	1,541,706

Table 13: Receipts of veteran-owned firms by state, ranked by amount – 2007 (continued)

State	All veteran-owned firms		Veteran-owned firms with employees		Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)
Oregon	32,445	14,769,240	8,346	13,596,525	24,099	1,172,715
Kentucky	31,468	14,713,105	5,980	13,645,672	25,488	1,067,433
Mississippi	26,125	12,569,741	4,781	11,646,347	21,344	923,395
Iowa	23,867	12,490,074	5,229	11,685,261	18,638	804,813
Nevada	23,656	11,805,210	4,655	10,848,236	19,001	956,973
Kansas	22,898	10,782,106	5,219	9,878,691	17,679	903,414
Arkansas	24,847	8,450,317	3,991	7,560,943	20,856	889,374
Utah	17,716	8,366,119	3,853	7,748,058	13,863	618,061
Nebraska	15,933	7,698,159	3,433	7,120,551	12,500	577,608
New Hampshire	13,921	6,710,927	2,670	6,100,873	11,252	610,054
New Mexico	15,157	6,518,932	3,075	6,092,037	12,082	426,896
West Virginia	15,115	5,635,933	3,102	5,195,016	12,014	440,917
Maine	15,946	5,458,869	3,000	4,990,061	12,946	468,808
Hawaii	10,288	4,867,730	1,957	4,467,707	8,330	400,022
Rhode Island	10,713	4,834,730	2,428	4,397,755	8,285	436,975
South Dakota	7,302	4,617,313	2,091	4,425,845	5,211	191,468
Idaho	11,808	4,404,594	2,533	4,056,064	9,274	348,530
Delaware	7,616	4,005,028	1,713	3,736,778	5,903	268,250
Montana	12,141	3,225,587	2,602	2,856,994	9,539	368,594
North Dakota	6,136	3,196,048	1,480	3,028,524	4,657	167,525
Vermont	7,232	2,653,502	1,539	2,324,108	5,693	329,394
Wyoming	5,040	2,317,313	1,262	2,133,824	3,778	183,489
Alaska	7,155	2,235,633	1,432	1,979,171	5,723	256,462
District of Columbia	4,040	1,888,665	1,042	1,708,539	2,998	180,126

Source: SBA Office of Advocacy. Source data from Census Bureau 2007 Survey of Business Owners (May 2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

Table 14: Percent share of veteran-owned firms in state, ranked by share - 2007

State	Number			Sales/receipts (\$1,000s)		
	All firms	All veteran-owned firms	Percent share	All firms	All veteran-owned firms	Percent share
United States	27,092,908	2,447,575	9.0	30,031,519,910	1,219,482,082	4.1
South Carolina	360,397	46,445	12.9	329,223,557	20,142,059	6.1
West Virginia	120,381	15,115	12.6	114,537,399	5,635,933	4.9
Virginia	638,643	79,248	12.4	718,945,701	33,261,953	4.6
Tennessee	545,348	64,657	11.9	553,420,991	27,961,308	5.1
Alabama	382,350	45,085	11.8	408,238,540	21,516,614	5.3
Mississippi	225,977	26,125	11.6	199,667,242	12,569,741	6.3
Rhode Island	96,822	10,713	11.1	86,067,253	4,834,730	5.6
Georgia	901,105	97,692	10.8	923,749,405	41,949,159	4.5
Nevada	221,260	23,656	10.7	223,457,604	11,805,210	5.3
Montana	114,398	12,141	10.6	70,170,306	3,225,587	4.6
Maine	150,389	15,946	10.6	93,506,200	5,458,869	5.8
North Carolina	798,791	84,350	10.6	818,217,999	42,450,829	5.2
Alaska	68,728	7,155	10.4	70,741,748	2,235,633	3.2
Oklahoma	333,797	34,738	10.4	320,166,074	19,776,318	6.2
Arkansas	238,994	24,847	10.4	237,498,700	8,450,317	3.6
Maryland	528,112	54,042	10.2	497,133,236	25,022,635	5.0
Delaware	74,573	7,616	10.2	148,387,886	4,005,028	2.7
Louisiana	375,808	38,286	10.2	519,742,183	18,399,366	3.5
New Hampshire	137,815	13,921	10.1	118,321,646	6,710,927	5.7
Nebraska	159,665	15,933	10.0	190,358,188	7,698,159	4.0
North Dakota	61,546	6,136	10.0	65,388,608	3,196,048	4.9
Ohio	897,939	88,569	9.9	1,114,157,240	43,018,665	3.9
Pennsylvania	981,501	96,066	9.8	1,175,703,198	51,430,758	4.4
Arizona	491,529	48,039	9.8	492,599,687	24,401,602	5.0
Indiana	482,847	46,772	9.7	640,533,045	26,052,675	4.1
Kansas	237,040	22,898	9.7	302,250,797	10,782,106	3.6
New Mexico	157,231	15,157	9.6	131,696,582	6,518,932	4.9

Table 14: Percent share of veteran-owned firms in state, ranked by share - 2007 (continued)

State	Number			Sales/receipts (\$1,000s)		
	All firms	All veteran-owned firms	Percent share	All firms	All veteran-owned firms	Percent share
Missouri	501,064	48,103	9.6	555,390,875	27,275,037	4.9
South Dakota	76,997	7,302	9.5	83,082,455	4,617,313	5.6
Connecticut	332,150	31,366	9.4	522,110,932	18,081,087	3.5
Kentucky	337,600	31,468	9.3	395,023,298	14,713,105	3.7
Oregon	348,154	32,445	9.3	326,360,624	14,769,240	4.5
Texas	2,164,852	199,476	9.2	2,621,467,877	95,302,296	3.6
Vermont	78,729	7,232	9.2	46,797,784	2,653,502	5.7
Iowa	259,931	23,867	9.2	312,149,438	12,490,074	4.0
Wisconsin	433,797	39,310	9.1	562,795,472	19,914,591	3.5
Massachusetts	596,790	53,299	8.9	761,977,464	34,310,628	4.5
Colorado	547,770	48,833	8.9	482,485,956	22,924,797	4.8
Florida	2,009,589	176,727	8.8	1,467,083,782	61,912,111	4.2
Minnesota	496,657	43,484	8.8	597,102,937	25,744,025	4.3
Washington	551,340	48,077	8.7	625,760,953	21,172,646	3.4
Hawaii	120,374	10,288	8.5	97,093,812	4,867,730	5.0
Wyoming	61,179	5,040	8.2	65,038,324	2,317,313	3.6
Michigan	816,972	66,739	8.2	858,127,515	29,321,635	3.4
New Jersey	781,622	61,767	7.9	1,109,995,739	37,230,952	3.4
Idaho	151,671	11,808	7.8	124,016,977	4,404,594	3.6
District of Columbia	55,887	4,040	7.2	120,725,735	1,888,665	1.6
Utah	246,393	17,716	7.2	236,538,951	8,366,119	3.5
Illinois	1,123,817	80,612	7.2	1,473,210,665	51,683,649	3.5
California	3,425,510	239,422	7.0	3,765,938,643	144,133,269	3.8
New York	1,956,733	127,156	6.5	2,257,362,689	70,876,543	3.1

Source: SBA Office of Advocacy. Source data from Census Bureau 2007 Survey of Business Owners (May 2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

Table 15: Percent share of veteran-owned firms' state sales, ranked by share - 2007

State	Number			Sales/receipts (\$1,000s)		
	All firms	All veteran-owned firms	Percent share	All firms	All veteran-owned firms	Percent share
United States	27,092,908	2,447,575	9.0	30,031,519,910	1,219,482,082	4.1
Mississippi	225,977	26,125	11.6	199,667,242	12,569,741	6.3
Oklahoma	333,797	34,738	10.4	320,166,074	19,776,318	6.2
South Carolina	360,397	46,445	12.9	329,223,557	20,142,059	6.1
Maine	150,389	15,946	10.6	93,506,200	5,458,869	5.8
New Hampshire	137,815	13,921	10.1	118,321,646	6,710,927	5.7
Vermont	78,729	7,232	9.2	46,797,784	2,653,502	5.7
Rhode Island	96,822	10,713	11.1	86,067,253	4,834,730	5.6
South Dakota	76,997	7,302	9.5	83,082,455	4,617,313	5.6
Nevada	221,260	23,656	10.7	223,457,604	11,805,210	5.3
Alabama	382,350	45,085	11.8	408,238,540	21,516,614	5.3
North Carolina	798,791	84,350	10.6	818,217,999	42,450,829	5.2
Tennessee	545,348	64,657	11.9	553,420,991	27,961,308	5.1
Maryland	528,112	54,042	10.2	497,133,236	25,022,635	5.0
Hawaii	120,374	10,288	8.5	97,093,812	4,867,730	5.0
Arizona	491,529	48,039	9.8	492,599,687	24,401,602	5.0
New Mexico	157,231	15,157	9.6	131,696,582	6,518,932	4.9
West Virginia	120,381	15,115	12.6	114,537,399	5,635,933	4.9
Missouri	501,064	48,103	9.6	555,390,875	27,275,037	4.9
North Dakota	61,546	6,136	10.0	65,388,608	3,196,048	4.9
Colorado	547,770	48,833	8.9	482,485,956	22,924,797	4.8
Virginia	638,643	79,248	12.4	718,945,701	33,261,953	4.6
Montana	114,398	12,141	10.6	70,170,306	3,225,587	4.6
Georgia	901,105	97,692	10.8	923,749,405	41,949,159	4.5
Oregon	348,154	32,445	9.3	326,360,624	14,769,240	4.5
Massachusetts	596,790	53,299	8.9	761,977,464	34,310,628	4.5
Pennsylvania	981,501	96,066	9.8	1,175,703,198	51,430,758	4.4
Minnesota	496,657	43,484	8.8	597,102,937	25,744,025	4.3

**Table 15: Percent share of veteran-owned firms' state sales, ranked by share - 2007
(continued)**

State	Number			Sales/Receipts (\$1,000s)		
	All firms	All veteran-owned firms	Percent share	All firms	All veteran-owned firms	Percent share
Florida	2,009,589	176,727	8.8	1,467,083,782	61,912,111	4.2
Indiana	482,847	46,772	9.7	640,533,045	26,052,675	4.1
Nebraska	159,665	15,933	10.0	190,358,188	7,698,159	4.0
Iowa	259,931	23,867	9.2	312,149,438	12,490,074	4.0
Ohio	897,939	88,569	9.9	1,114,157,240	43,018,665	3.9
California	3,425,510	239,422	7.0	3,765,938,643	144,133,269	3.8
Kentucky	337,600	31,468	9.3	395,023,298	14,713,105	3.7
Texas	2,164,852	199,476	9.2	2,621,467,877	95,302,296	3.6
Kansas	237,040	22,898	9.7	302,250,797	10,782,106	3.6
Wyoming	61,179	5,040	8.2	65,038,324	2,317,313	3.6
Arkansas	238,994	24,847	10.4	237,498,700	8,450,317	3.6
Idaho	151,671	11,808	7.8	124,016,977	4,404,594	3.6
Louisiana	375,808	38,286	10.2	519,742,183	18,399,366	3.5
Wisconsin	433,797	39,310	9.1	562,795,472	19,914,591	3.5
Utah	246,393	17,716	7.2	236,538,951	8,366,119	3.5
Illinois	1,123,817	80,612	7.2	1,473,210,665	51,683,649	3.5
Connecticut	332,150	31,366	9.4	522,110,932	18,081,087	3.5
Michigan	816,972	66,739	8.2	858,127,515	29,321,635	3.4
Washington	551,340	48,077	8.7	625,760,953	21,172,646	3.4
New Jersey	781,622	61,767	7.9	1,109,995,739	37,230,952	3.4
Alaska	68,728	7,155	10.4	70,741,748	2,235,633	3.2
New York	1,956,733	127,156	6.5	2,257,362,689	70,876,543	3.1
Delaware	74,573	7,616	10.2	148,387,886	4,005,028	2.7
District of Columbia	55,887	4,040	7.2	120,725,735	1,888,665	1.6

Source: SBA Office of Advocacy. Source data from Census Bureau 2007 Survey of Business Owners (May 2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals.

Chapter 3 – Characteristics of Veteran-Owned Firms

As noted in Chapter 1, not all Census SBO estimates are for the “full universe” of all firms. All of the estimates in the preceding chapter were full universe estimates for all firms and sales in the various categories and breakouts presented. In this chapter, we now turn to additional estimates that are based on SBO respondents only. Firms that responded to questions on selected economic and demographic characteristics of their businesses represented 14.8 million firms or 54.5 percent of the nation's 27.1 million non-farm businesses. Firms without employees accounted for approximately 10.5 million, or 71.3 percent of these firms.

Business characteristics are of great interest, and Census has provided a wealth of information in 22 separate datasets with veteran business characteristic data that can be mined online using its American FactFinder utility at <http://www.census.gov/econ/sbo/>. In this chapter, we have extracted selected data from key datasets.

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

For example, the SBO estimates that 55.4 percent of respondent veteran-owned firms were home-based (compared with 51.6 percent for all firms). For the home-based question, there were an estimated 1,323,086 SBO-respondent firms reporting. However, the SBO also estimates that the full universe of all veteran-owned firms was actually 2,447,608, so respondent firms made up only 54.0 percent of all sampled firms.

The relative standard error for this respondent-only home-based estimate is 1, meaning that we can say with 90 percent confidence that the “plus or minus” range for the estimate is only 1.6 percent. But even though the respondent-only estimate is very reliable, we do not know whether the characteristics of non-respondents – who make up 46 percent of all veteran-owned firms in this case – would be the same as those of respondents. Accordingly, Census has not made full universe estimates for the number of home-based firms or sales – its estimates relate only to respondent firms. This is also true of all other estimates made for the business characteristics presented in this chapter.

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

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

- Home-based businesses by industry
- Home-based businesses by number of employees
- Family-owned businesses by industry
- Family-owned businesses by number of employees
- Businesses operated as franchises by industry
- Businesses operated as franchises by number of employees
- Businesses by percentage of export sales
- Businesses operated less than full-time
- Sources of capital for startup or firm acquisition
- Sources of capital for expansion or capital improvements
- Businesses by type of customers
- Businesses by type of workers
- Types of benefits provided by employer firms
- Businesses by the number of owners

Home-Based Businesses

Home-based businesses made up the majority of all respondent U.S. firms, so it is not surprising that they were also the majority of veteran-owned firms. Table 16 presents data on home-based businesses by industry.

In 2007, 55.4 percent of veteran-owned respondent businesses reported that they were operating from the owner’s home, compared with 51.6 percent of all respondent businesses. As expected, veteran-owned businesses without employees were more likely to be home-based than those with employees – 66.3 percent and 25.1 percent, respectively.

Percentages of veteran-owned home-based firms varied by kind of business, employer status, and size of firm in proportions similar to those of all home-based businesses, with a few variations. Within several industries, home-based veteran-owned firms had a somewhat larger share than all home-based firms. These included finance and insurance (44.9 percent veteran-owned compared with 37.6 percent for all firms); educational services (67.3 percent compared with 58.5 percent); accommodation and food services (18.8 percent vs. 14.7 percent); and other services (54.0 percent vs. 44.5 percent).

The only industry where veteran-owned firms had a much lower share of home-based firms than all U.S. firms was health care and social assistance, where the shares were 29.7 percent and 38.9 percent respectively.

Respondent veteran-owned firms reporting on their home-based status represented 54.0 percent of the full universe of all veteran-owned firms.

Table 16: Home-based businesses by industry – 2007

Class	Firms with and without employees				Firms with employees				Firms without employees			
	All firms	% In class	Veteran-owned firms	% In class	All firms	% In class	Veteran-owned firms	% In class	All firms	% In class	Veteran-owned firms	% In class
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Agriculture, forestry and fishing	82,512	63.0	8,239	63.3	7,605	46.0	509	42.9	74,907	65.5	7,730	65.3
Mining, quarrying, oil and gas	32,472	44.4	3,910	43.5	4,168	25.3	363	21.6	28,304	50.0	3,548	48.6
Utilities	6,100	46.4	624	55.9	814	16.3	62	25.7	5,286	64.8	563	64.1
Construction	1,195,231	70.4	141,761	75.2	320,502	54.8	29,273	54.4	874,729	78.5	112,488	83.5
Manufacturing	135,081	34.1	14,560	36.0	17,695	8.0	1,896	8.6	117,386	66.5	12,665	68.6
Wholesale trade	195,115	42.8	21,874	47.3	53,565	21.8	5,562	23.9	141,549	67.7	16,313	71.0
Retail trade	653,114	44.2	48,796	43.9	33,435	6.7	2,462	6.9	619,679	63.3	46,333	61.5
Transportation and warehousing	283,950	54.0	39,764	58.8	49,468	40.9	4,363	39.5	234,483	57.9	35,401	62.6
Information	137,758	65.1	10,573	68.0	13,524	25.8	811	24.7	124,234	78.1	9,762	79.5
Finance and insurance	232,734	37.6	36,184	44.9	25,656	13.1	3,441	15.8	207,078	49.1	32,743	55.6
Real estate and rental and leasing	645,151	41.1	52,721	41.7	54,059	24.2	4,102	22.9	591,092	44.0	48,619	44.8
Professional, scientific and technical services	1,485,429	63.1	164,592	63.3	198,552	32.0	18,864	30.1	1,286,877	74.2	145,728	73.8
Management of firms	666	3.1	S	S	666	3.1	S	S	0		S	S
Administrative and support and waste management	615,310	64.5	54,745	68.2	109,450	45.3	8,745	46.1	505,860	71.0	46,000	75.0
Educational services	186,696	58.5	12,431	67.3	10,926	18.9	686	35.6	175,770	67.3	11,745	71.0
Health care and social assistance	459,834	38.9	25,101	29.7	40,679	8.8	2,954	7.4	419,155	58.2	22,147	49.5
Arts, entertainment, and recreation	418,072	64.1	30,842	68.4	18,389	21.0	792	22.6	399,683	70.8	30,049	72.3
Accommodation and food services	62,694	14.7	4,029	18.8	9,093	3.0	447	3.2	53,601	42.3	3,582	48.6
Other services	640,795	44.5	62,534	54.0	26,706	10.2	2,390	12.3	614,088	52.2	60,145	62.3
Industries not classified	1,846	58.2	S	S	1,846	58.2	S	S	0		S	S
		% total		% total		% total		% total		% total		% total
All reporting home-based businesses	7,470,132	51.6	733,432	55.4	996,371	23.8	87,870	25.1	6,473,761	62.9	645,561	66.3
All reporting non-home-based businesses	6,999,759	48.4	589,655	44.6	3,187,018	76.2	262,110	74.9	3,812,741	37.1	327,545	33.7
Total reporting	14,469,891	100	1,323,086	100	4,183,389	100	349,980	100	10,286,502	100	973,106	100
Item not reported	293,164		29,548		49,715		4,245		243,448		25,303	
Complete non-response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

S Withheld because estimate did not meet Census publication standards.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table 17 presents data on respondent home-based employer firms by employment size. Again, the distribution of firms by size is very similar between all firms and veteran-owned firms. More than half (53.7 percent) of veteran home-based employers actually had no employees at all during the “snapshot” pay period including March 12, 2007, although they did have employment at some other time of year. Just over one-third (33.8 percent), of home-based veteran-owned employers had between one and four employees.

Respondent veteran-owned employer firms reporting on their home-based size status represented 71.2 percent of the full universe of all veteran-owned employer firms.

Table 17: Home-based employer businesses by number of employees – 2007

Class	Firms with employees			
	All firms	% of all firms within size class	Veteran-owned firms	% of all firms within size class
All firms	5,735,562		491,349	
Firms with no employees *	182,538	46.2	15,109	53.7
Firms with 1 to 4 employees	686,500	33.1	63,300	33.8
Firms with 5 to 9 employees	86,064	11.4	6,611	10.6
Firms with 10 to 19 employees	29,640	6.3	2,026	5.7
Firms with 20 to 49 employees	9,364	3.1	708	3.0
Firms with 50 to 99 employees	1,566	1.6	64	0.8
Firms with 100 to 499 employees	662	0.9	51	1.0
Firms with 500 employees or more	36	0.3	2	0.4
		% total		% total
All reporting home-based businesses	996,371	23.8	87,870	25.1
All reporting non-home-based businesses	3,187,018	76.2	262,110	74.9
Total reporting	4,183,389	100	349,980	100
Item not reported	49,715		4,245	
Complete non-response	1,502,458		137,124	
<p>* Employer firms with no employees are those businesses that have employees at some time during the year, but no employees during the March 12 "snapshot" pay period.</p> <p>Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors and confidentiality protection, see the 2007 SBO website at http://www.census.gov/econ/sbo/.</p>				

Family-Owned Businesses

Family-owned businesses are those in which two or more members of the same family own the majority of the business. For the purposes of the SBO, “family” refers to spouses, parents/guardians, children, siblings, or close relatives.

Table 18 shows us that, in 2007, 15.1 percent of veteran-owned respondent businesses reported that they were family-owned. This compares with a reported 28.2 percent for family ownership among all respondent businesses.

Veteran-owned businesses with employees were much more likely to be family-owned than their counterparts without employees, 21.7 percent and 12.7 percent, respectively. This difference was also true within all but the health care and social assistance group. This is probably due to the fact that many non-employers are sole owners, and would not therefore meet the family ownership definition which requires at least two owners.

By industry, the largest proportions of veteran-owned firms that were family-owned were in management of companies and enterprises (35.8 percent compared with 46.2 percent for the share for all family-owned firms); mining, quarrying, oil and gas (27.1 percent for veteran-owned and 44.6 percent for all family-owned firms); real estate and rental and leasing (24.0 percent compared with 39.2 percent for all family-owned firms); manufacturing (23.6 percent for veteran-owned and 39.7 percent for all family-owned respondent firms); accommodation and food services (22.6 percent for veteran-owned and 41.7 percent for all family-owned firms); and wholesale trade (21.8 percent for veteran-owned and 35.4 percent for all family-owned firms).

Respondent veteran-owned firms reporting on their family ownership status represented 53.6 percent of the full universe of all veteran-owned firms.

Table 19 presents data on respondent family-owned employer firms by employment size. As noted above, family-owned businesses constituted 21.7 percent of veteran-owned firms with employees. This compares with 36.0 percent for all family-owned employer firms.

Within all size categories, the proportion of family-owned employer businesses was lower for veteran-owned firms than for all firms, with the gap narrowing as the firm size grew larger. For firms with one to four employees, veteran-owned employer firms owned by families had a 17.8 percent share of all veteran-owned employer firms in this size category, while their share increased to 42.4 percent for firms with 500 or more employees. The corresponding shares for all family-owned employer firms were 33.3 percent and 46.2 percent, respectively.

Respondent veteran-owned employer firms reporting on their family ownership firm size represented 70.8 percent of the full universe of all veteran-owned employer firms.

Table 18: Family-owned businesses by industry - 2007

Class	Firms with and without employees				Firms with employees				Firms without employees			
	All firms	% in class	Veteran-owned firms	% in class	All firms	% in class	Veteran-owned firms	% in class	All firms	% in class	Veteran-owned firms	% in class
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Agriculture, forestry and fishing	46,259	36.4	1,920	14.8	7,273	50.0	401	33.3	38,985	34.7	1,519	13.0
Mining, quarrying, oil and gas	30,259	44.6	2,364	27.1	6,531	47.9	500	30.4	23,728	43.8	1,864	26.3
Utilities	3,276	37.5	142	12.9	768	49.5	39	16.2	2,508	34.9	103	12.0
Construction	477,289	29.2	26,170	14.1	217,723	40.3	13,176	24.5	259,565	23.7	12,994	9.9
Manufacturing	145,714	39.7	9,438	23.6	88,958	46.0	6,993	32.2	56,755	32.8	2,444	13.4
Wholesale trade	147,065	35.4	10,039	21.8	85,632	40.4	6,529	28.3	61,433	30.2	3,509	15.3
Retail trade	507,331	35.7	21,666	19.7	206,571	45.6	11,410	32.2	300,760	31.1	10,257	13.8
Transportation and warehousing	145,028	28.5	8,757	13.0	46,697	43.7	2,685	24.4	98,330	24.4	6,073	10.8
Information	47,087	24.0	1,896	12.2	13,965	34.3	844	25.7	33,122	21.3	1,052	8.6
Finance and insurance	153,350	27.2	11,588	14.5	45,762	27.7	3,779	17.4	107,588	27.0	7,808	13.4
Real estate and rental and leasing	552,161	39.2	30,278	24.0	76,374	40.5	4,385	24.5	475,787	39.0	25,893	24.0
Professional, scientific and technical services	498,988	21.9	27,905	10.8	133,766	23.5	8,147	13.0	365,222	21.3	19,758	10.1
Management of firms	5,263	46.2	523	35.8	5,263	46.2	523	35.8	0		0	
Administrative and support and waste management	232,345	25.1	10,990	13.8	78,960	36.5	4,187	22.3	153,385	21.6	6,803	11.2
Educational services	57,409	19.7	2,355	12.8	11,171	35.4	387	20.4	46,238	17.8	1,967	11.9
Health care and social assistance	189,774	17.5	7,251	8.7	73,997	20.0	3,380	8.6	115,777	16.2	3,870	8.7
Arts, entertainment, and recreation	126,959	20.6	4,969	11.1	21,053	36.4	994	28.7	105,907	19.0	3,975	9.6
Accommodation and food services	163,446	41.7	4,861	22.6	118,724	44.4	3,782	27.2	44,722	36.0	1,079	14.2
Other services	353,775	25.1	16,457	14.3	92,358	39.0	4,891	25.5	261,417	22.3	11,566	12.1
Industries not classified	S	S	S	S	S	S	S	S	S	S	S	S
		% total		% total		% total		% total		% total		% total
All reporting family-owned businesses	3,870,090	28.2	197,985	15.1	1,318,859	36.0	75,450	21.7	2,551,231	25.4	122,536	12.7
All reporting businesses not family-owned	9,836,414	71.8	1,114,431	84.9	2,347,714	64.0	272,430	78.3	7,488,700	74.6	842,001	87.3
Total reporting	13,706,504	100	1,312,416		3,666,573	100	347,880	100	10,039,932	100	964,537	100
Item not reported or not applicable	1,056,550		40,218		566,531		6,346		490,019		33,872	
Complete non-response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	
S Withheld because estimate did not meet Census publication standards.												
Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors and confidentiality protection, see the 2007 SBO website at http://www.census.gov/econ/sbo/ .												

Table 19: Family-owned employer businesses by number of employees – 2007

Class	Firms with employees			
	All firms	% of all firms within respondent size class	Veteran-owned firms	% of all firms within respondent size class
All firms	5,735,562		491,349	
Firms with no employees *	112,402	31.8	5,157	18.3
Firms with 1 to 4 employees	621,181	33.3	33,254	17.8
Firms with 5 to 9 employees	259,792	38.8	14,549	23.6
Firms with 10 to 19 employees	168,066	41.3	9,966	28.2
Firms with 20 to 49 employees	105,607	42.6	7,562	32.7
Firms with 50 to 99 employees	30,582	42.3	2,778	36.6
Firms with 100 to 499 employees	18,980	44.1	1,949	39.0
Firms with 500 employees or more	2,250	46.2	234	42.4
		% total		% total
All reporting family-owned businesses	1,318,859	36.0	75,450	21.7
All reporting businesses not family-owned	2,347,714	64.0	272,430	78.3
Total reporting	3,666,573	100	347,880	100
Item not reported or not applicable	566,531		6,346	
Complete non-response	1,502,458		137,124	

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Businesses Operating as Franchises

Table 20 shows that about 1.8 percent of all veteran-owned respondent businesses were operated as franchises in 2007, compared with 2.1 percent of all firms. Among veteran-owned employers, 3.4 percent were operated as franchises, compared with 4.0 percent for all firms. Among non-employers the corresponding shares were 1.2 and 1.3 percent.

Franchise businesses tend to be concentrated in certain industry groups, especially in the accommodation and food services group and in retail trade.²⁴ These two industries have the largest proportions of veteran-owned firms operating as franchises. In the accommodation and food services industry, 14.1 percent of all veteran-owned firms were operated as franchises; while in retail trade, 4.7 percent of all veteran-owned firms were franchises. The corresponding franchise shares for all firms in these industries were 14.9 percent and 4.2 percent, respectively.

As would be expected, the franchise share of employer firms in these two industries is somewhat higher than that for all firms. Among employers, 19.9 percent of all veteran-owned firms in the accommodation and food services group are franchises, while 9.7 percent of veteran-owned firms in retail trade are franchises. The corresponding shares among all employers are 19.6 percent and 7.4 percent, respectively.

Respondent veteran-owned firms reporting on their franchise status represented 54.0 percent of the full universe of all veteran-owned firms.

Table 21 presents data on respondent employer firms operating as franchises by employment size. The proportion of franchised employer businesses was similar for veteran-owned firms and all firms in the size categories below 50 employees. However, in the three size classes above this level, the proportion of franchised veteran-owned firms increased while that of all firms decreased. In the 20-49 employee class, the share of franchised firms was nearly the same for veteran-owned and all firms, 9.4 percent and 9.5 percent, respectively. At the 500 or more employees level, however, the corresponding shares were 12.9 and 4.6 percent, respectively.

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

²⁴ Because of the relatively low numbers of firms operating as franchises in other industry groups, data for those groups have higher relative standard errors (RSEs) and should be used with caution. Even in the two industries with the largest populations of veteran-owned franchises, the RSEs are 5 for the accommodation and food services group, and 6 for retail trade. This means that the “plus or minus” range at the 90 percent confidence level for the number of veteran-owned franchises in these groups is 8 percent and 9.6 percent, respectively. All other industries have higher – some, much higher – RSEs.

Table 20: Businesses operating as franchises by industry - 2007

Class	Firms with and without employees				Firms with employees				Firms without employees			
	All firms	% in class	Veteran-owned firms	% in class	All firms	% in class	Veteran-owned firms	% in class	All firms	% in class	Veteran-owned firms	% in class
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Agriculture, forestry and fishing	S	S	S	S	S	S	S	S	S	S	S	S
Mining, quarrying, oil and gas	S	S	S	S	S	S	S	S	S	S	S	S
Utilities	135	1.0	4	0.3	75	1.5	2	0.8	S	S	S	S
Construction	11,349	0.7	1,017	0.5	5,236	0.9	459	0.9	6,113	0.5	558	0.4
Manufacturing	5,164	1.3	299	0.7	4,074	1.9	229	1.0	1,090	0.6	71	0.4
Wholesale trade	8,343	1.8	901	2.0	3,750	1.5	472	2.0	4,592	2.2	429	1.9
Retail trade	62,161	4.2	5,237	4.7	36,856	7.4	3,448	9.7	25,305	2.6	1,789	2.4
Transportation and warehousing	9,873	1.9	830	1.2	2,331	1.9	250	2.3	7,543	1.9	580	1.0
Information	1,522	0.7	79	0.5	420	0.8	21	0.6	1,102	0.7	58	0.5
Finance and insurance	13,904	2.3	1,825	2.3	5,558	2.8	597	2.7	8,346	2.0	1,228	2.1
Real estate and rental and leasing	38,320	2.4	3,354	2.7	10,791	4.8	862	4.8	27,529	2.0	2,492	2.3
Professional, scientific and technical services	18,551	0.8	1,351	0.5	6,573	1.1	494	0.8	11,978	0.7	857	0.4
Management of firms	2,092	9.8	S	S	2,092	9.8	S	S	0		S	S
Administrative and support and waste management	23,524	2.5	1,900	2.4	11,730	4.9	1,006	5.3	11,794	1.7	894	1.5
Educational services	5,289	1.7	383	2.1	2,861	4.9	152	7.9	2,428	0.9	232	1.4
Health care and social assistance	9,287	0.8	626	0.7	4,256	0.9	294	0.7	5,031	0.7	332	0.7
Arts, entertainment, and recreation	11,179	1.7	628	1.4	6,194	7.1	250	7.1	4,985	0.9	S	S
Accommodation and food services	63,542	14.9	3,044	14.1	58,554	19.6	2,793	19.9	4,988	3.9	252	3.4
Other services	25,410	1.8	1,719	1.5	10,584	4.0	715	3.7	14,826	1.3	1,003	1.0
Industries not classified	S	S	S	S	S	S	S	S	S	S	S	S
		% total		% total		% total		% total		% total		% total
All reporting businesses operating as franchises	308,129	2.1	23,298	1.8	169,339	4.0	11,928	3.4	138,790	1.3	11,370	1.2
All reporting businesses not operating as franchises	14,164,911	97.9	1,299,358	98.2	4,014,943	96.0	337,819	96.6	10,149,968	98.7	961,538	98.8
Total reporting	14,473,039	100	1,322,656	100	4,184,282	100	349,747	100	10,288,758	100	972,909	100
Item not reported	290,015		29,979		48,822		4,478		241,193		25,500	
Complete non-response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

S Withheld because estimate did not meet Census publication standards.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table 21: Franchised employer businesses by number of employees – 2007

Class	Firms with employees			
	All firms	% of all firms within respondent size class	Veteran-owned firms	% of all firms within respondent size class
All firms	5,735,562		491,349	
Firms with no employees *	13,983	3.5	803	2.8
Firms with 1 to 4 employees	46,410	2.2	3,532	1.9
Firms with 5 to 9 employees	32,621	4.3	1,936	3.1
Firms with 10 to 19 employees	31,572	6.7	1,869	5.3
Firms with 20 to 49 employees	28,559	9.5	2,191	9.4
Firms with 50 to 99 employees	9,563	9.7	901	11.7
Firms with 100 to 499 employees	5,982	8.4	626	12.5
Firms with 500 employees or more	647	4.6	71	12.9
		% total		% total
All reporting franchise businesses	169,339	4.0	11,928	3.4
All reporting non-franchise businesses	4,014,943	96.0	337,819	96.6
Total reporting	4,184,282	100	349,747	100
Item not reported	48,822		4,478	
Complete non-response	1,502,458		137,124	

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Businesses by Percentage of Export Sales

Table 22 presents a distribution of SBO-respondent firms by the percentage of their export sales. Data are presented for both veteran-owned firms and all firms, and they are also broken out by employers and non-employers. Among veteran-owned firms, 93.0 percent reported no export sales, compared with 92.1 percent for all firms.

Respondent veteran-owned firms reporting on export sales represented 54.0 percent of the full universe of all veteran-owned firms.

Table 22: Businesses by percentage of export sales - 2007

Firm cohort by export sales as percent of all sales	All firms with and without employees				Firms with employees				Firms without employees			
	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
0 percent	13,289,637	92.1	1,228,015	93.0	3,761,170	90.1	317,362	90.8	9,528,467	92.9	910,653	93.7
Less than 1%	241,780	1.7	21,604	1.6	111,496	2.7	9,869	2.8	130,284	1.3	11,735	1.2
1% to 4%	124,633	0.9	10,957	0.8	60,702	1.5	5,320	1.5	63,931	0.6	5,637	0.6
5% to 9%	71,980	0.5	7,157	0.5	33,679	0.8	2,976	0.9	38,301	0.4	4,181	0.4
10% to 19%	75,489	0.5	6,939	0.5	34,752	0.8	3,098	0.9	40,736	0.4	3,841	0.4
20% to 49%	76,958	0.5	5,448	0.4	35,325	0.8	2,687	0.8	41,632	0.4	2,761	0.3
50% to 99%	66,036	0.5	5,195	0.4	28,189	0.7	1,742	0.5	37,848	0.4	3,453	0.4
100%	39,374	0.3	3,001	0.2	12,229	0.3	576	0.2	27,145	0.3	2,425	0.2
Don't know	448,428	3.1	32,554	2.5	95,361	2.3	5,784	1.7	353,066	3.4	26,769	2.8
Total reporting	14,434,315	100	1,320,870	100	4,172,903	100	349,414	100	10,261,411	100	971,456	100
Item not reported	328,740		31,765		60,201		4,812		268,540		26,953	
No response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Seasonal and Part-Time Businesses

Table 23 presents information supplied by SBO-respondent businesses on whether their firm was operated seasonally or part-time. Four categories of less than full-time operation were available to choose from, including businesses that operated for less than 40 hours per week, operated less than 12 months a year, were a seasonal business, or operated occasionally. An option of “none of the above” was also possible, which would include full-time businesses. Respondents could answer in more than one category.

Among respondent veteran-owned businesses, 54.0 percent were in none of the four seasonal and part-time categories, compared with 56.7 percent of all firms. As expected, many more non-employers were seasonal or part-time than employers. Among employers, 80.2 percent of veteran-owned firms and 82.0 percent of all firms were in none of the seasonal or part-time categories. Among non-employers, the corresponding percentages were 44.6 percent veteran-owned firms and 46.5 percent of all firms.

Respondent veteran-owned firms reporting on seasonal or part-time operations represented 53.4 percent of the full universe of all veteran-owned firms.

Table 23: Seasonal and part-time businesses

Class	Firms with and without employees				Firms with employees				Firms without employees			
	All firms	% in class	Veteran-owned firms	% in class	All firms	% in class	Veteran-owned firms	% in class	All firms	% in class	Veteran-owned firms	% in class
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Operated less than 40 hours per week on average	4,724,983	33.1	463,047	35.4	507,173	12.3	50,964	14.8	4,217,810	41.5	412,084	42.8
Operated less than 12 months	1,567,848	11.0	155,025	11.9	217,573	5.3	16,935	4.9	1,350,275	13.3	138,090	14.3
Seasonal business	723,365	5.1	76,870	5.9	115,840	2.8	8,901	2.6	607,524	6.0	67,969	7.1
Operated occasionally	962,752	6.7	86,922	6.6	26,800	0.7	2,216	0.6	935,952	9.2	84,706	8.8
None of the above	8,105,148	56.7	706,383	54.0	3,369,680	82.0	276,168	80.2	4,735,468	46.5	430,215	44.6
Total reporting	14,284,090	100	1,307,919	100	4,109,792	100	344,160	100	10,174,298	100	963,759	100
Item not reported	478,965		44,715		123,312		10,065		355,653		34,650	
Complete non-response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Respondents could answer in more than one category, so class detail does not add to totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Sources of Capital for Startup or Firm Acquisition

Table 24 presents data from SBO respondents on their sources of capital for business startup or acquisition. A variety of reporting options were offered, and respondents could choose all that applied to them. The responses for each of the capital source options were very similar between veteran-owned firms and all firms. This was also true within each of the three groups for which data are shown: all firms, employers, and non-employers.

By far the largest source of capital for business startup or acquisition was personal or family savings: 61.7 percent for veteran-owned firms and 60.3 percent for all firms. Business loans from banks or other commercial lenders were the second most important source at 9.8 percent for veteran-owned firms and 10.7 percent for all firms.

Other sources of startup capital for veteran-owned firms were also personal: 8.7 percent used personal or business credit cards, 7.5 percent used personal or family assets other than savings, and 4.2 percent used personal or family home equity loans. The corresponding shares for all firms were 10.4 percent, 7.7 percent, and 5.6 percent.

Interestingly, 21.6 percent of veteran-owned respondent firms and 20.8 percent of all firms indicated that they needed no startup or acquisition capital. There was a significant difference between employers and non-employers on this option, however. Among employers, only 9.9 percent of veteran-owned firms and 10.6 percent of all firms indicated that they had no need for startup capital. Many more non-employers said that they needed no capital, 25.8 percent of veteran-owned firms and 25.0 percent of all firms.

Respondent veteran-owned firms reporting on sources of capital for business startup or acquisition represented 53.7 percent of the full universe of all veteran-owned firms.

Sources of Capital for Expansion or Capital Improvements

Table 25 presents data from SBO respondents on sources of capital for business expansion or capital improvements. The reporting categories in this dataset are similar to those in Table 24, but several new options appear, including one in which the firm could report that it did not expand or make capital improvements. This choice led all other options, with 49.3 percent of all veteran-owned firms and 46.5 percent of all firms.

Personal and family savings were a primary source of expansion capital for both veteran-owned firms and all firms, both reporting 30.0 percent. Personal and business credit cards were also important, at 10.9 percent for veteran-owned firms and 12.6 percent for all firms, respectively. Business profits and/or assets were the source of expansion capital for 10.8 percent of veteran-owned firms and 10.7 percent of all firms.

Respondent veteran-owned firms reporting capital sources for firm expansion or capital improvements represented 52.4 percent of the full universe of all veteran-owned firms.

Table 24: Sources of capital for business startup or acquisition - 2007

Source of capital for startup or acquisition of business	Firms with and without employees				Firms with employees				Firms without employees			
	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Personal/family savings	8,672,686	60.3	811,388	61.7	2,569,312	62.0	228,796	65.9	6,103,374	59.6	582,592	60.2
Personal/family assets other than savings	1,114,297	7.7	98,113	7.5	400,156	9.7	31,936	9.2	714,141	7.0	66,177	6.8
Personal/family home equity loan	798,743	5.6	55,736	4.2	343,273	8.3	21,939	6.3	455,470	4.4	33,797	3.5
Personal/business credit card(s)	1,493,278	10.4	114,012	8.7	433,889	10.5	30,310	8.7	1,059,389	10.3	83,702	8.6
Business loan from federal, state or local govt.	97,454	0.7	8,001	0.6	54,305	1.3	4,112	1.2	43,149	0.4	3,889	0.4
Government-guaranteed business loan from bank	99,884	0.7	8,305	0.6	62,711	1.5	5,011	1.4	37,173	0.4	3,294	0.3
Business loan from bank or other non-govt. lender	1,533,512	10.7	128,895	9.8	786,696	19.0	67,880	19.6	746,815	7.3	61,015	6.3
Business loan/investment from family/friends	376,153	2.6	25,038	1.9	197,074	4.8	13,317	3.8	179,079	1.7	11,721	1.2
Investment by venture capitalist(s)	55,829	0.4	3,664	0.3	29,887	0.7	1,722	0.5	25,942	0.3	1,942	0.2
Grants	53,298	0.4	1,364	0.1	32,452	0.8	280	0.1	20,846	0.2	1,084	0.1
Other sources of capital	331,353	2.3	23,825	1.8	153,051	3.7	8,773	2.5	178,301	1.7	15,052	1.6
Don't know	575,227	4.0	40,390	3.1	247,586	6.0	15,649	4.5	327,641	3.2	24,740	2.6
None needed	2,999,537	20.8	284,505	21.6	438,385	10.6	34,386	9.9	2,561,152	25.0	250,119	25.8
Total reporting	14,391,193	100	1,315,336	100	4,144,864	100	346,961	100	10,246,329	100	968,375	100
Item not reported	371,862		37,299		88,239		7,265		283,622		30,035	
Complete non-response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Respondents could answer in more than one category, so class detail does not add to totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table 25: Sources of capital for business expansion or capital improvements – 2007

Source of capital for business expansion	Firms with and without employees				Firms with employees				Firms without employees			
	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Personal/family savings	4,218,071	30.0	384,517	30.0	1,062,590	26.3	91,782	27.2	3,155,481	31.6	292,735	31.0
Personal/family assets other than savings	604,791	4.3	54,479	4.3	191,840	4.7	15,563	4.6	412,950	4.1	38,915	4.1
Personal/family home equity loan	665,378	4.7	50,793	4.0	278,921	6.9	20,656	6.1	386,457	3.9	30,137	3.2
Personal/business credit card(s)	1,763,770	12.6	139,260	10.9	588,013	14.5	44,100	13.1	1,175,757	11.8	95,159	10.1
Business loan from federal, state or local govt.	65,292	0.5	4,938	0.4	36,392	0.9	2,527	0.7	28,900	0.3	2,411	0.3
Government-guaranteed business loan from bank	48,684	0.3	4,511	0.4	28,004	0.7	2,197	0.7	20,679	0.2	2,314	0.2
Business loan from bank or other non-govt. lender	1,269,349	9.0	107,614	8.4	736,825	18.2	62,399	18.5	532,524	5.3	45,215	4.8
Business loan/investment from family/friends	149,078	1.1	9,720	0.8	70,520	1.7	4,821	1.4	78,558	0.8	4,899	0.5
Investment by venture capitalist(s)	25,245	0.2	1,591	0.1	13,414	0.3	672	0.2	11,831	0.1	918	0.1
Business profits and/or assets	1,496,487	10.7	138,440	10.8	710,695	17.6	62,404	18.5	785,792	7.9	76,036	8.1
Grants	52,165	0.4	1,438	0.1	34,533	0.9	365	0.1	17,633	0.2	1,073	0.1
Other source(s) of capital	146,337	1.0	9,200	0.7	65,672	1.6	2,717	0.8	80,665	0.8	6,484	0.7
Don't know	732,591	5.2	47,512	3.7	194,399	4.8	11,167	3.3	538,193	5.4	36,345	3.9
No access to capital	212,563	1.5	18,692	1.5	31,834	0.8	2,260	0.7	180,728	1.8	16,431	1.7
Did not expand or make capital improvements	6,525,277	46.5	631,242	49.3	1,597,736	39.5	142,019	42.0	4,927,542	49.3	489,223	51.8
Total reporting	14,038,884	100	1,281,472	100	4,044,929	100	337,787	100	9,993,954	100	943,685	100
Item not reported	724,171		71,162		188,174		16,438		535,996		54,724	
Complete non-response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Respondents could answer in more than one category, so class detail does not add to totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Businesses by Types of Customers

Table 26 presents data on the “major customers” of respondent businesses. A major customer is one accounting for 10 percent or more of sales. Although the shares of major customers are similar for veteran-owned firms and all firms in most categories, it is noteworthy that 2.9 percent of veteran-owned firms reported the federal government as a major customer, while only 1.9 percent of all firms did (1.7 percent of all firms owned by non-veterans, data not shown). Also of interest is the 5.9 percent share of veteran-owned firms that counted state and local governments among their major customers, more than twice the 2.9 percent share that counted the federal government as a major customer.

Respondent veteran-owned firms reporting major customers represented 52.3 percent of the full universe of all veteran-owned firms.

Table 26: Businesses by types of customers – 2007

Firm cohort by type of major customers ¹	All firms with and without employees				Firms with employees				Firms without employees			
	All firms	%	Veteran-owned Firms	%	All firms	%	Veteran-owned Firms	%	All firms	%	Veteran-owned Firms	%
All U.S. firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Federal govt.	263,686	1.9	36,941	2.9	115,123	2.8	12,652	3.7	148,563	1.5	24,289	2.6
State/local govt. ²	720,666	5.2	75,801	5.9	296,092	7.2	27,849	8.1	424,574	4.3	47,952	5.1
Other firms ³	4,910,788	35.3	493,840	38.6	1,643,214	40.2	150,654	43.8	3,267,575	33.3	343,186	36.7
Individuals	10,108,381	72.7	878,116	68.7	2,917,257	71.4	236,109	68.7	7,191,123	73.3	642,007	68.7
Total reporting	13,895,584	100.0	1,279,032	100	4,088,634	100.0	343,896	100	9,806,949	100.0	935,136	100.0
Item not reported	867,471		73,603		144,470		10,329		723,001		63,274	
No response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

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

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

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Detail does not add to 100 percent (total reporting) because firms may have major customers in more than one customer category (e.g., a single firm may report that the federal government, state/local government, and other firms each accounted for 10 percent or more of sales). For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo>.

Businesses by Types of Workers

Table 27 presents data on the types of workers used by SBO respondent firms. Respondents could choose more than one worker type, and many did. The shares of worker types differed only slightly between veteran-owned firms and all firms. More than 75 percent of both veteran-owned employer firms and all employer firms reported using their own full-time paid employees to operate the business. Part-time workers were also reported by 53.7 percent of veteran-owned employers and 58.0 percent of all employers.

Contractors were used by 24.6 percent of all veteran-owned firms and 32.7 percent of veteran-owned employers. The corresponding shares for all firms were 27.0 percent and 36.1 percent. Paid day laborers supplemented the workforce of 4.8 percent of veteran-owned firms and 4.9 percent of all firms.

Respondent veteran-owned firms reporting on their workforce types represented 53.0 percent of the full universe of all veteran-owned firms.

Table 27: Businesses by types of workers used – 2007

Class	Firms with and without employees				Firms with employees				Firms without employees			
	All firms	% In class	Veteran-owned firms	% In class	All firms	% In class	Veteran-owned firms	% In class	All firms	% In class	Veteran-owned firms	% In class
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
Full-time paid employees	N/A	N/A	N/A	N/A	3,151,067	75.4	265,814	76.0	N/A	N/A	N/A	N/A
Part-time paid employees	N/A	N/A	N/A	N/A	2,420,939	58.0	187,641	53.7	N/A	N/A	N/A	N/A
Paid day laborers	702,876	4.9	62,297	4.8	219,314	5.3	16,843	4.8	483,562	4.8	45,454	4.8
Temporary staffing from temporary help service	447,957	3.2	39,081	3.0	305,060	7.3	24,916	7.1	142,897	1.4	14,166	1.5
Leased employees	121,228	0.9	10,460	0.8	54,584	1.3	4,165	1.2	66,644	0.7	6,295	0.7
Contractors, subcontractors or outside consultants	3,834,827	27.0	318,750	24.6	1,508,954	36.1	114,418	32.7	2,325,873	23.2	204,333	21.6
Total reporting	14,202,223	100	1,296,409	100	4,176,409	100	349,526	100	10,025,813	100	946,882	100
Item not reported	560,832		56,226		56,694		4,699		504,137		51,527	
Complete non-response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	

N/A Not available.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Respondents could answer in more than one category, so type of worker detail does not add to totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Types of Benefits Provided by Employer Firms

Table 28 presents data on the types of benefits provided to employees by SBO-respondent employer firms. Fewer than half of both veteran-owned employers and all employers contributed toward their employees' health insurance coverage as part of their benefits package, 47.9 percent and 45.3 percent, respectively. Just over one-quarter of both veteran-owned employers and all employers made contributions to their employees' retirement plans, 26.5 percent and 25.1 percent, respectively. Profit-sharing plans and/or stock options were offered to 7.3 percent of the employees of veteran-owned firms, and to 6.4 percent of the employees of all firms.

More than half of veteran-owned and all employer respondent firms offered paid holidays, vacation, and/or sick leave, 54.7 percent and 51.6 percent, respectively. None of the listed benefits were offered to employees of 29.2 percent of veteran-owned employer firms and 33.3 percent of all employer firms. Veteran-owned employer firms were more likely than all employer firms to offer each type of employer-paid benefit.

Respondent veteran-owned employer firms reporting on their workforce types represented 71.0 percent of the full universe of all veteran-owned employer firms.

Table 28: Types of benefits provided by employer firms - 2007

Class	Firms with employees			
	All firms	% of all respondents	Veteran-owned firms	% of all respondents
All firms	5,735,562		491,349	
Health insurance	1,884,544	45.3	167,185	47.9
Contributions to retirement plans	1,043,402	25.1	92,617	26.5
Profit sharing and/or stock options	265,757	6.4	25,412	7.3
Paid holidays, vacation, and/or sick leave	2,144,233	51.6	190,967	54.7
None of the above	1,383,811	33.3	101,793	29.2
Total reporting	4,159,425	100	348,915	100
Item not reported	73,679		5,310	
Complete non-response	1,502,458		137,124	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only. Respondents could answer in more than one category, so type of benefit detail does not add to totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Businesses by Number of Owners

Table 29 presents data on businesses by their number of owners. The SBO instructed survey recipients not to combine two or more owners to report a single owner, and to count spouses and partners as separate owners. Most businesses had only one owner, with the share of such veteran-owned firms at 78.9 percent, somewhat higher than the 61.3 percent share for all firms. However, when firms with either one or two owners are considered together, the shares of both all firms and veteran-owned firms are much closer at 91.5 percent and 93.0 percent, respectively.

Respondent veteran-owned firms reporting on their number of owners represented 53.3 percent of the full universe of all veteran-owned firms.

Table 29: Businesses by number of owners - 2007

Firm cohort by number of owners	All firms with and without employees				Firms with employees				Firms without employees			
	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%	All firms	%	Veteran-owned firms	%
All firms	27,092,908		2,447,608		5,735,562		491,349		21,357,346		1,956,259	
1 owner	8,369,076	61.3	1,029,541	78.9	1,841,460	50.3	240,314	69.3	6,527,617	65.4	789,228	82.4
2 owners	4,118,424	30.2	183,829	14.1	1,391,822	38.0	70,591	20.3	2,726,602	27.3	113,238	11.8
3 owners	438,858	3.2	35,874	2.7	208,413	5.7	17,310	5.0	230,445	2.3	18,563	1.9
4 owners	242,452	1.8	13,927	1.1	102,334	2.8	6,879	2.0	140,118	1.4	7,048	0.7
5 to 9 owners	200,705	1.5	17,391	1.3	81,008	2.2	7,364	2.1	119,697	1.2	10,027	1.0
10 to 49 owners	51,860	0.4	5,944	0.5	23,614	0.6	2,779	0.8	28,246	0.3	3,165	0.3
50 or more	9,459	0.1	1,196	0.1	4,393	0.1	574	0.2	5,067	0.1	622	0.1
Unknown	218,084	1.6	17,192	1.3	11,423	0.3	1,135	0.3	206,661	2.1	16,057	1.7
Total reporting	13,648,920	100	1,304,896	100	3,664,466	100	346,947	100	9,984,454	100	957,949	100
Item not reported	348,363		47,739		53,268		7,279		295,095		40,460	
No response	12,329,854		1,094,974		1,502,458		137,124		10,827,395		957,850	
Not applicable	765,772				515,370				250,402			

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Chapter 4 – Business Owner Characteristics

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

Business owners were asked to report the characteristics of up to four individuals with the largest share of ownership; no information was collected for any additional owners regarding their characteristics. Respondents provided data on the selected economic and demographic characteristics of an estimated 20.4 million business owners, 6.0 million (29.8 percent) of whom were owners of employer firms and 14.3 million (70.2 percent) of whom were owners of non-employer firms.

These 20.4 million business owners do not represent the total universe of all business owners, an estimate that Census does not provide. Although we know from Chapter 3 that firms which responded to SBO business characteristic questions represented 14.8 million firms or 54.5 percent of the nation's 27.1 million non-farm businesses, we do not know that the 20.4 million respondent owners associated with those firms also represented 54.5 percent of all owners. We simply do not have the data needed to make good estimates of the total numbers of business owners.

As was the case in the preceding chapter on firm characteristics, distribution percentages are actually more useful than the reported numbers of owners, which are in a sense incomplete, being for owners of respondent firms only. For example, it is useful to know that 8.3 percent of all veteran owners of respondent firms were service-disabled, but perhaps less useful to know that their estimated number was 196,760, because this number represents only a portion of a larger, unknown number of all service-disabled veteran owners that would include both respondents and non-respondents.

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

- Owner age
- Owner education
- Owner's primary function in business
- Number of hours spent in business by owner
- Whether business was primary source of owner's income
- Service-connected disability status of owner
- Owners with service-connected disabilities by industry

Age of Business Owners

Table 30 presents data on the age of owners of SBO-respondent firms. Veteran business owners were markedly older than non-veteran business owners, reflecting the age structure of the underlying veteran population (see Table 1). In 2007, 75.1 percent of veteran business owners were age 55 and over, with 39.0 percent aged 55 through 64, and 36.1 percent aged 65 or older. In contrast, 36.6 percent of all business owners were age 55 and over, with 24.1 percent of these owners between the ages of 55 and 64, and 12.5 percent age 65 and over.

At the other end of the scale, 33.9 percent of all respondent business owners were younger than age 45, while only 11.5 percent of respondent veteran owners were in this age group. Among all owners, 12.7 percent were under age 35, while only 2.8 percent of veteran owners were in this age group.

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

Table 30: Age of SBO-respondent firm owners – 2007

Age of owners	All owners of respondent firms with and without employees				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
All	20,423,420		2,492,735		6,089,427		721,481		14,333,993		1,771,254	
Under 25	433,818	2.2	6,112	0.2	42,584	0.7	804	0.1	391,234	2.8	5,308	0.3
25 to 34	2,101,369	10.5	62,779	2.6	436,674	7.3	11,818	1.7	1,664,695	11.8	50,961	2.9
35 to 44	4,259,090	21.2	213,130	8.7	1,321,391	22.0	58,320	8.2	2,937,699	20.9	154,809	8.9
45 to 54	5,937,286	29.6	330,229	13.5	1,983,099	33.1	94,066	13.2	3,954,187	28.1	236,163	13.6
55 to 64	4,827,532	24.1	956,529	39.0	1,508,710	25.2	299,173	42.0	3,318,821	23.6	657,355	37.7
65 or over	2,504,652	12.5	885,280	36.1	705,217	11.8	247,925	34.8	1,799,435	12.8	637,356	36.6
Total reporting	20,063,747	100	2,454,059	100	5,997,675	100	712,106	100	14,066,072	100	1,741,953	100
Item not reported	359,673		38,676		91,752		9,375		267,921		29,301	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for owners of respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Education Level of Business Owners

In Table 31, we see data on the highest education level reached by owners of SBO-respondent firms. Veterans tend to be better educated than other business owners. In 2007, veteran firm owners were about as likely as all owners of respondent firms to have either a bachelor or postgraduate degree (44.0 percent of veteran owners compared with 44.9 of all owners). But veteran owners are somewhat more likely to have post-graduate degrees (20.2 percent compared to 18.5 percent for all owners) and less likely not to have graduated from high school (3.3 percent compared to 5.2 percent for all owners).

By the time that veteran owners started or acquired their business, 70.3 percent had at least some college education. Twenty percent had some college but no degree; 6.3 percent had an associate's degree; 23.8 percent had a bachelor's degree; and 20.2 percent had a master's, doctorate, or professional degree.

Table 31: Education levels of business owners – 2007

Owner's highest level of education	All owners of respondent firms with and without employees				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
All	20,423,420		2,492,735		6,089,427		721,481		14,333,993		1,771,254	
Less than high school	1,046,402	5.2	81,177	3.3	214,738	3.6	19,084	2.7	831,664	5.9	62,093	3.6
High school graduate diploma or GED	4,116,435	20.6	494,588	20.2	1,239,474	20.8	142,335	20.1	2,876,961	20.5	352,253	20.3
Technical, trade or vocational school	1,265,364	6.3	150,238	6.1	324,172	5.4	39,213	5.5	941,192	6.7	111,025	6.4
Some college, no degree	3,402,223	17.0	490,781	20.0	977,891	16.4	134,262	19.0	2,424,332	17.3	356,519	20.5
Associate degree	1,185,284	5.9	153,335	6.3	328,019	5.5	38,767	5.5	857,265	6.1	114,568	6.6
Bachelor's degree	5,277,750	26.4	582,628	23.8	1,657,076	27.8	171,406	24.2	3,620,674	25.8	411,222	23.6
Master's, doctorate, or professional degree	3,698,538	18.5	495,133	20.2	1,218,530	20.4	163,318	23.1	2,480,008	17.7	331,815	19.1
Total reporting	19,991,996	100	2,447,880	100	5,959,900	100	708,385	100	14,032,096	100	1,739,495	100
Item not reported	431,424		44,855		129,527		13,096		301,897		31,759	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for owners of respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Owners' Primary Function in Business

Table 32 presents information reported by owners of respondent businesses on their primary functions within their businesses. Owners could choose more than one category in their responses

An estimated 60.5 percent of all owners reported “producing this business’s services and/or goods” as the owner’s primary function; 46.9 percent had “managing day-to-day operations” as a primary function; and 39.8 percent indicated that financial control and the authority to sign loans, leases and contracts was their primary responsibility.

Corresponding percentages for veteran business owners were 56.2 percent for providing services and producing products, 58.1 percent for managing day-to-day operations, and 55.0 percent for maintaining financial controls, respectively.

Table 32: Owners' primary function in business – 2007

Primary functions	All owners of respondent firms with and without employees				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
All	20,423,420		2,492,735		6,089,427		721,481		14,333,993		1,771,254	
Providing services or producing goods	12,127,969	60.5	1,531,857	56.2	3,224,098	53.7	400,305	56.2	8,903,871	63.4	1,131,551	65.2
Managing day-to-day operations	9,404,478	46.9	1,191,027	58.1	3,495,106	58.2	413,765	58.1	5,909,372	42.1	777,262	44.8
Financial control over loans, leases, contracts	7,972,658	39.8	1,048,458	55.0	3,132,355	52.1	391,991	55.0	4,840,303	34.5	656,467	37.8
None of the above	2,985,080	14.9	290,062	9.3	698,559	11.6	66,112	9.3	2,286,521	16.3	223,949	12.9
Total reporting	20,045,580	100	2,447,706	100	6,008,606	100	712,316	100	14,036,975	100	1,735,390	100
Item not reported	377,840		45,029		80,821		9,165		297,018		35,864	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for owners of respondent firms only for the characteristics tabulated in this dataset. Respondents could choose more than one category so detail does not add to totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Number of Hours Worked in the Business

Table 33 presents information on the average number of hours that respondent business owners reported working in their firms. Among all owners, 42.8 percent reported that they spent on average 40 or more hours a week working in their business, while 11.8 percent reported working 60 or more hours. Among veterans, 43.5 percent reported 40 or more hours per week, and 12.9 percent worked 60 or more hours per week in their firms.

There were a few differences between hours worked by owners of employer and non-employer firms. Non-employer owners spent fewer hours in their business than their employer owner counterparts. Of all non-employer owners, 48.3 percent worked less than 20 hours a week on average, while 47.2 percent of veteran owners were in this group. In contrast, 24.0 percent of all employer owners and 22.4 percent of veteran employer owners worked less than 20 hours per week.

At the other end of the scale, among employers 47.2 percent of all owners and 47.9 percent of veteran owners worked more than 40 hours a week, while among non-employers the corresponding shares were 24.0 percent and 25.9 percent, respectively.

Table 33: Hours worked in the business – 2007

Hours	All owners of respondent firms with and without employees				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
All	20,423,420		2,492,735		6,089,427		721,481		14,333,993		1,771,254	
None	2,194,050	10.9	225,297	9.2	568,053	9.5	57,851	8.1	1,625,997	11.6	167,446	9.6
Less than 20 hours	6,028,403	30.1	753,929	30.8	873,267	14.5	101,945	14.3	5,155,136	36.7	651,984	37.6
20 to 39 hours	3,227,538	16.1	401,937	16.4	786,670	13.1	103,224	14.5	2,440,868	17.4	298,713	17.2
40 hours	2,395,281	11.9	275,263	11.2	944,677	15.7	108,304	15.2	1,450,604	10.3	166,959	9.6
41 to 59 hours	3,829,318	19.1	475,661	19.4	1,779,829	29.6	213,160	29.9	2,049,489	14.6	262,502	15.1
60 or more hours	2,371,550	11.8	315,658	12.9	1,055,840	17.6	127,871	18.0	1,315,710	9.4	187,788	10.8
Total reporting	20,046,141	100	2,447,745	100	6,008,336	100	712,354	100	14,037,805	100	1,735,391	100
Item not reported	377,279		44,990		81,091		9,127		296,188		35,863	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for owners of respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Business Income as the Owner’s Primary Source of Income

Table 34 gives data on whether or not the income from a respondent business was the primary source of income for its owner(s). Respondent owners reported that the business was the owner’s primary source of personal income for 50.5 percent of all owners, and 46.8 percent of all veteran owners.

Among owners of employer firms, 68.6 percent of all owners and 67.3 percent of veteran owners reported that their business income was their primary source of personal income. Owners of non-employer firms reported somewhat lower reliance on their business income, with 42.8 percent of all owners and 38.5 percent of veteran owners indicating that it was their primary source of personal income.

Table 34: Business income as primary source of owner income – 2007

	Owners of respondent firms with and without employees				Owners of respondent firms with employees				Owners of respondent firms without employees			
	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%	All owners	%	Veteran owners	%
All	20,423,420		2,492,735		6,089,427		721,481		14,333,993		1,771,254	
Business was primary source of income	10,080,811	50.5	1,141,273	46.8	4,102,276	68.6	476,740	67.3	5,978,536	42.8	664,533	38.5
Business not primary source of income	9,881,390	49.5	1,295,636	53.2	1,876,251	31.4	232,024	32.7	8,005,140	57.2	1,063,612	61.5
Total reporting	19,962,201	100	2,436,909	100	5,978,526	100	708,764	100	13,983,675	100	1,728,145	100
Item not reported	461,219		55,826		110,901		12,717		350,318		43,109	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for owners of respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Service-Disabled Veteran Owners

Table 35 presents data on the service-connected disability status of respondent business owners. Veteran owners were asked if they were “disabled as the result of injury incurred or aggravated during active military service?” In 2007, 8.3 percent of all respondent veteran business owners indicated that they were service-disabled.

Among non-employer veteran owners, 9.3 percent were service-disabled, a somewhat larger share than the 6.0 percent of employer veteran owners that reported a service-connected disability.

Table 35: Service-disabled veteran business owners – 2007

	Respondent firms with and without employees		Respondent firms with employees		Respondent firms without employees	
	Veteran owners	%	Veteran owners	%	Veteran owners	%
All owners of respondent firms	2,492,735		721,481		1,771,254	
Service-disabled veteran	196,760	8.3	41,245	6.0	155,515	9.3
Not a service disabled veteran	2,168,790	91.7	643,217	94.0	1,525,573	90.7
Total reporting	2,365,733	100	684,576	100	1,681,158	100
Item not reported	127,002		36,905		90,096	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for owners of respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Service-Disabled Veteran Business Owners by Industry

Table 36 presents data by industry on service-disabled veteran business owners. As Table 35 showed, 8.3 percent of all respondent veteran-business owners were service-disabled. There are, however, significant variations in the corresponding proportions from industry to industry.

Because of the relatively smaller numbers of service-disabled veterans in some industries, the Census estimates for these industries have higher relative standard errors (RSEs) and should be used with caution. For this reason, we will exclude from our consideration seven industry groups with RSEs greater than 10: agriculture, mining, utilities, information, management of firms, educational services, and industries not classified.

Among the remaining thirteen industries, the share of service-disabled owners among all veteran owners ranged from 10.3 percent for the other services group to 6.7 percent for three separate industries: manufacturing, wholesale trade, and finance and insurance.

Service-disabled veterans form a larger proportion of non-employer owners than of employer owners, 9.3 percent and 6.0 percent respectively. Industries with the largest share of service-disabled non-employer owners include: accommodation and food services at 11.6 percent; administrative and support and waste management at 11.4 percent; and other services at 11.1 percent.

Industries with the largest share of service-disabled employer owners include: transportation and warehousing at 7.2 percent; administrative and support and waste management at 7.2 percent; professional, scientific and technical services at 6.8 percent; and other services at 6.8 percent.

Table 36: Service-disabled veteran business owners by industry – 2007

Industry	Respondent firms with and without employees		Respondent firms with employees		Respondent firms without employees	
	SDV owners	% in class	SDV owners	% in class	SDV owners	% in class
All	196,760	8.3	41,245	6.0	155,515	9.3
Agriculture, forestry and fishing	2,474	9.8	176	5.9	2,297	10.3
Mining, quarrying, oil and gas	963	4.7	143	3.8	820	4.9
Utilities	197	9.1	13	2.7	184	10.9
Construction	24,726	8.7	6,268	6.4	18,459	9.9
Manufacturing	5,462	6.7	2,241	4.6	3,221	9.6
Wholesale trade	5,793	6.7	2,249	4.8	3,544	9.1
Retail trade	20,819	8.5	4,961	5.9	15,857	9.9
Transportation and warehousing	10,713	10.1	1,642	7.2	9,072	10.9
Information	2,234	8.1	339	4.5	1,894	9.4
Finance and insurance	8,565	6.7	1,969	5.5	6,596	7.2
Real estate and rental and leasing	22,611	6.8	2,756	6.6	19,855	6.8
Professional, scientific and technical services	32,064	8.1	7,170	6.8	24,894	8.6
Management of firms	98	2.9	98	2.9	0	X
Administrative and support and waste management	13,758	10.2	2,673	7.2	11,086	11.4
Educational services	3,479	11	418	9.4	3,061	11.2
Health care and social assistance	10,872	7.9	2,963	4.7	7,909	10.5
Arts, entertainment and recreation	7,163	9.5	419	4.7	6,744	10.2
Accommodation and food services	4,427	7.8	2,254	6.0	2,174	11.6
Other services	20,590	10.3	2,741	6.8	17,848	11.1
Industries not classified	10	3.7	10	3.7	0	X
Total reporting	2,365,733	100	684,576	100	1,681,158	100
Item not reported	127,002		36,905		90,096	

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau Survey of Business Owners (June 2011). Respondent firms include all firms that responded to the characteristic(s) tabulated in this dataset and reported gender, ethnicity, race, or veteran status or that were publicly held or not classifiable by gender, ethnicity, race, and veteran status. Percentages are for owners of respondent firms only for the characteristics tabulated in this dataset. Detail may not add to totals due to rounding. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Conclusion

The Census Bureau's current 2007 SBO provides the most detailed data on veteran and service-disabled veterans in business ever collected, far more than was available in the last SBO for data year 2002. The preceding analyses have summarized key data from large datasets available on line at <http://www.census.gov/econ/sbo/>. In all, 39 datasets have information on veteran-owned businesses or their owners, including seven with full-universe estimates of all firms by industry, location, size by receipts/sales, size by number of employees, and majority ownership by gender, ethnicity, minority status, and race. Another 22 datasets concern characteristics of respondent businesses, and 10 more have data on the characteristics of the owners of respondent firms.

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

The SBO also produced a very rich underlying dataset which can be used by researchers with questions not addressed in the published online sources. Any number of queries could be formulated using data elements included in the SBO's survey instruments and other administrative data. For additional information on how to use SBO data and special tabulations, consult <http://www.census.gov/econ/sbo/specialtabs.html>.

The SBO results provided in this report are based on samples and administrative data for data year 2007. As this report was being finalized, preparations were under way for the next SBO for data year 2012. It is hoped that information collected in this important new survey can be used in comparison with the 2007 and 2002 SBO data already available to identify trends in veterans' business ownership over five and ten year periods.

The Office of Advocacy is continuing its own research program on topics related to veteran entrepreneurship, and additional projects are currently under way. These include in-house and specialized contract research projects, efforts to include veteran-related data in as many research reports as possible, and collaborative work with other agencies to use administrative data to learn more about businesses owned by veterans and service-disabled veterans, thereby adding value to existing government resources. The results of this new research will be reported as they become available.

Appendix

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

Also presented here are the relative standard errors corresponding to data cells in Chapter 2 and in the appendix. As explained earlier in this report, the SBO is based on a sample of businesses rather than a complete census. The sample is quite large, 2.3 million in 2007, but SBO estimates are still subject to sampling variability and may differ from results that would have been obtained from a complete census of all firms. Because these data are based on a survey, various kinds of sampling and non-sampling errors can occur, with the result that SBO estimates usually have a “plus or minus” factor that can be associated with them. A stated estimate can be thought of as a midpoint in a range of possible values. This range can be quite small (even negligible) or it can be significant, depending on a number of factors, especially the sample size of the population being examined.

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

The following appendix includes tables with data on both all firms and veteran-owned firms, each broken out in four separate ways:

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

Table A-1: All United States firms by industry – 2007

2007 NAICS industry group		All firms		Firms with employees				Firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
0	Total for all sectors	27,092,908	30,031,519,910	5,735,562	29,058,828,476	117,310,118	4,822,816,636	21,357,346	972,691,434
11	Agriculture, forestry, and fishing ¹	258,781	37,303,380	22,580	26,299,026	170,421	5,551,415	236,200	11,004,355
21	Mining, quarrying, oil and gas	122,351	415,993,066	20,767	407,620,121	717,304	40,468,668	101,584	8,372,944
22	Utilities	24,052	606,037,129	6182	605,292,621	664,565	53,903,563	17,870	744,508
23	Construction	3,413,631	1,879,092,072	797,774	1,722,971,286	7,393,103	335,694,415	2,615,858	156,120,786
31-33	Manufacturing	614,631	5,302,239,694	288,453	5,286,348,457	13,526,430	613,249,394	326,177	15,891,237
42	Wholesale trade	732,222	6,428,420,468	333,798	6,393,450,486	6,281,321	338,227,124	398,425	34,969,982
44-45	Retail trade	2,671,836	4,016,836,521	711,859	3,931,165,593	15,536,051	365,714,088	1,959,978	85,670,928
48-49	Transportation and warehousing ²	1,253,096	590,987,333	173,132	524,739,975	4,016,586	150,656,367	1,079,963	66,247,358
51	Information	380,487	1,088,799,643	72,894	1,078,020,049	3,489,655	227,906,633	307,592	10,779,595
52	Finance and insurance ³	1,017,681	3,782,646,606	260,980	3,728,773,463	6,817,705	522,028,752	756,701	53,873,143
53	Real estate and rental and leasing	2,615,939	656,352,699	304,980	474,901,752	2,293,577	88,176,189	2,310,959	181,450,947
54	Professional, scientific, and technical services	3,789,003	1,509,287,803	775,614	1,381,680,393	7,997,224	512,812,523	3,013,389	127,607,410
55	Management of firms/enterprises	26,546	112,744,105	26,546	112,744,105	2,867,219	259,542,893	0	0
56	Admin. and support and waste mgt.	2,122,906	686,210,380	336,322	647,014,609	10,509,302	310,246,014	1,786,584	39,195,771
61	Educational services	600,779	213,509,290	76,296	206,366,836	3,043,789	94,322,803	524,483	7,142,454
62	Health care and social assistance	2,368,802	1,585,299,305	609,135	1,530,787,577	15,782,419	610,678,475	1,759,666	54,511,728
71	Arts, entertainment, and recreation	1,235,767	199,417,530	117,759	172,395,323	1,991,538	56,301,392	1,118,008	27,022,206
72	Accommodation and food services	776,722	618,579,847	477,585	602,902,566	11,548,412	168,709,394	299,137	15,677,281
81	Other services ⁴	3,120,566	300,255,256	375,795	223,846,456	2,632,490	68,001,579	2,744,771	76,408,800
99	Industries not classified	10,353	1,507,782	10,353	1,507,782	31,007	624,955	0	0

1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2007 Survey of Business Owners (SBO).

2 Scheduled passenger air transportation (NAICS 481111), rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2007 SBO.

3 Funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2007 SBO.

4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2007 SBO.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Industry detail may not add to the all-sector totals because firms with more than one domestic establishment are counted in each industry in which they operate, but only once in the all-sector totals. Data may also be withheld in one sector because it did not meet publication standards, but included in the all-sector totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-2: Relative standard errors for SBO data on all U.S. firms by industry – 2007

2007 NAICS industry group		All firms		Firms with employees				Firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
0	Total for all sectors	0	0	0	0	0	0	0	0
11	Agriculture, forestry, and fishing ¹	0	1	2	1	3	2	1	1
21	Mining, quarrying, oil and gas	1	1	1	1	1	1	1	3
22	Utilities	3	4	4	4	4	4	4	6
23	Construction	0	1	0	1	1	1	0	1
31-33	Manufacturing	0	0	1	0	0	0	1	1
42	Wholesale trade	0	1	1	1	0	0	1	3
44-45	Retail trade	0	1	0	1	1	1	0	1
48-49	Transportation and warehousing ²	0	1	0	1	1	1	0	1
51	Information	0	1	1	1	1	1	1	2
52	Finance and insurance ³	0	0	0	0	0	1	0	1
53	Real estate and rental and leasing	0	1	0	1	1	1	0	1
54	Professional, scientific, and technical services	0	1	0	1	0	0	0	1
55	Management of firms/enterprises	1	2	1	2	1	0	0	0
56	Admin. and support and waste mgt.	0	0	0	0	1	0	0	1
61	Educational services	0	1	1	2	2	1	1	2
62	Health care and social assistance	0	0	0	0	1	0	0	1
71	Arts, entertainment, and recreation	0	1	1	1	1	1	0	1
72	Accommodation and food services	0	0	0	0	0	0	0	2
81	Other services ⁴	0	1	0	1	1	1	0	1
99	Industries not classified	4	8	4	8	5	5	0	0

1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2007 Survey of Business Owners (SBO).

2 Scheduled passenger air transportation (NAICS 481111), rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2007 SBO.

3 Funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2007 SBO.

4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2007 SBO.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Because the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, sampling and nonsampling errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-3: Veteran-owned firms by industry – 2007

2007 NAICS Industry Group		All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
0	Total for all sectors	2,447,608	1,219,551,078	491,349	1,125,784,785	5,792,869	210,046,726	1,956,259	93,766,292
11	Agriculture, forestry, and fishing ¹	25,991	2,850,651	1,758	1,814,001	13,037	369,753	24,233	1,036,650
21	Mining, quarrying, oil and gas	15,223	10,929,710	2,246	9,921,690	30,015	1,403,089	12,977	1,008,020
22	Utilities	2,262	1,607,646	387	1,495,615	2,949	218,496	1,875	112,031
23	Construction	380,395	172,455,347	76,977	154,882,719	665,813	30,331,534	303,418	17,572,628
31-33	Manufacturing	64,542	160,035,418	29,862	158,360,048	769,851	30,233,632	34,680	1,675,370
42	Wholesale trade	74,482	262,006,096	32,324	258,474,207	403,123	18,112,246	42,159	3,531,889
44-45	Retail trade	198,434	244,914,811	51,487	238,197,594	746,662	21,572,444	146,947	6,717,217
48-49	Transportation and warehousing ²	159,329	38,096,266	17,035	29,832,474	225,341	7,926,403	142,294	8,263,792
51	Information	28,124	12,769,685	4,912	11,894,701	74,457	3,599,269	23,212	874,984
52	Finance and insurance ³	134,782	47,461,174	29,344	40,172,785	188,865	10,438,350	105,438	7,288,389
53	Real estate and rental and leasing	217,336	39,519,112	25,369	25,609,566	148,685	5,297,544	191,968	13,909,546
54	Professional, scientific, and technical services	414,519	75,703,322	79,818	61,127,872	490,827	25,508,365	334,701	14,575,450
55	Management of firms/enterprises	1,966	2,888,408	1,966	2,888,408	62,931	4,934,810	0	0
56	Admin. and support and waste mgt.	175,709	34,622,000	27,863	31,182,029	564,915	14,834,726	147,846	3,439,971
61	Educational services	34,223	5,769,564	2,939	5,324,420	73,005	2,123,051	31,283	445,144
62	Health care and social assistance	150,968	47,216,697	54,225	42,816,472	474,072	17,589,814	96,743	4,400,225
71	Arts, entertainment, and recreation	91,669	9,522,483	5,173	7,523,136	77,984	2,770,643	86,496	1,999,347
72	Accommodation and food services	40,297	28,858,701	23,011	27,941,339	595,527	7,806,392	17,286	917,363
81	Other services ⁴	241,238	22,185,968	28,535	16,187,693	183,383	4,947,097	212,702	5,998,275
99	Industries not classified	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>

1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2007 Survey of Business Owners (SBO).

2 Scheduled passenger air transportation (NAICS 481111), rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2007 SBO.

3 Funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2007 SBO.

4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2007 SBO.

S Withheld because estimate did not meet Census publication standards.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Industry detail may not add to the all-sector totals because firms with more than one domestic establishment are counted in each industry in which they operate, but only once in the all-sector totals. Data may also be withheld in one sector because it did not meet publication standards, but included in the all-sector totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-4: Relative standard errors for SBO data on veteran-owned firms by industry - 2007

2007 NAICS Industry Group		All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
Code	Name	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
0	Total for all sectors	0	1	0	1	1	1	0	1
11	Agriculture, forestry, and fishing ¹	6	9	7	14	12	12	6	13
21	Mining, quarrying, oil and gas	5	11	8	12	5	5	6	9
22	Utilities	16	5	17	4	8	35	20	36
23	Construction	1	1	2	1	2	2	2	3
31-33	Manufacturing	2	3	2	3	3	3	5	6
42	Wholesale trade	2	3	1	3	2	2	4	8
44-45	Retail trade	2	2	1	2	2	2	3	5
48-49	Transportation and warehousing ²	1	2	2	3	3	3	1	3
51	Information	4	6	4	6	4	5	4	5
52	Finance and insurance ³	1	3	2	3	5	3	2	6
53	Real estate and rental and leasing	1	3	3	4	4	3	1	3
54	Professional, scientific, and technical services	1	1	1	2	2	2	2	2
55	Management of firms/enterprises	4	7	4	7	2	3	0	0
56	Admin. and support and waste mgt.	2	3	3	3	3	3	2	3
61	Educational services	3	5	8	5	6	5	3	8
62	Health care and social assistance	2	3	2	3	4	4	2	6
71	Arts, entertainment, and recreation	2	3	4	4	6	3	3	7
72	Accommodation and food services	2	4	3	4	4	4	3	12
81	Other services ⁴	2	2	2	4	3	2	1	3
99	Industries not classified	2	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>	<u>S</u>

- 1 Crop and animal production (NAICS 111 and 112) are out of scope of the 2007 Survey of Business Owners (SBO).
- 2 Scheduled passenger air transportation (NAICS 481111), rail transportation (NAICS 482), and the Postal Service (NAICS 491) are out of scope of the 2007 SBO.
- 3 Funds, trusts, and other financial vehicles (NAICS 525) are out of scope of the 2007 SBO.
- 4 Religious, grantmaking, civic, professional and similar organizations (NAICS 813) and private households (NAICS 814) are out of scope of the 2007 SBO.

S Withheld because estimate did not meet Census publication standards.

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Because the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, sampling and nonsampling errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-5: All United States firms by sales/receipts and employment size – 2007

Firm size	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
All firms	27,092,908	30,031,519,910	5,735,562	29,058,828,476	117,310,118	4,822,816,636	21,357,346	972,691,434
Sales/receipts of less than \$5,000	5,580,603	13,249,821	79,838	110,829	1,042,888	41,208,897	5,500,765	13,138,992
Sales/receipts of \$5,000 to \$9,999	3,710,523	25,125,448	65,362	461,301	51,554	587,073	3,645,160	24,664,147
Sales/receipts of \$10,000 to \$24,999	5,095,714	79,721,415	200,180	3,373,259	191,631	1,597,388	4,895,535	76,348,156
Sales/receipts of \$25,000 to \$49,999	3,272,042	114,968,387	314,024	11,551,960	378,436	4,315,811	2,958,018	103,416,427
Sales/receipts of \$50,000 to \$99,999	2,692,539	190,565,195	575,081	42,455,961	894,435	13,244,549	2,117,458	148,109,234
Sales/receipts of \$100,000 to \$249,999	2,758,994	437,530,318	1,221,686	203,973,551	3,030,954	58,201,259	1,537,308	233,556,767
Sales/receipts of \$250,000 to \$499,999	1,488,049	526,627,318	1,031,181	369,815,703	4,526,492	103,966,408	456,868	156,811,615
Sales/receipts of \$500,000 to \$999,999	1,074,149	755,922,174	867,445	612,967,315	6,366,809	171,329,111	206,704	142,954,859
Sales/receipts of \$1,000,000 or more	1,420,296	27,887,809,836	1,380,765	27,814,118,598	100,826,919	4,428,366,140	39,530	73,691,237
All employer firms			5,735,562	29,058,828,476	117,310,118	4,822,816,636		
Firms with no employees *			619,205	205,421,463	0	35,366,920		
Firms with 1 to 4 employees			2,876,956	1,116,107,735	5,827,013	178,660,950		
Firms with 5 to 9 employees			1,005,560	1,090,894,932	6,603,078	210,567,971		
Firms with 10 to 19 employees			617,809	1,325,573,303	8,271,721	277,376,444		
Firms with 20 to 49 employees			387,646	2,008,548,088	11,641,516	417,214,157		
Firms with 50 to 99 employees			122,675	1,659,949,519	8,432,558	320,549,404		
Firms with 100 to 499 employees			87,978	3,566,106,954	17,090,513	676,241,816		
Firms with 500 employees or more			17732	18,086,226,483	59,443,719	2,706,838,974		

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Size cohort detail may not add to the all-size totals due to rounding. Data may also be withheld in one cohort because it did not meet publication standards, but included in the all-size totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-6: Relative standard errors for SBO data on all U.S. firms by size – 2007

Firm size	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
All firms	0	0	0	0	0	0	0	0
Sales/receipts of less than \$5,000	0	0	2	4	2	4	0	0
Sales/receipts of \$5,000 to \$9,999	0	0	3	3	4	6	0	0
Sales/receipts of \$10,000 to \$24,999	0	0	1	1	2	3	0	0
Sales/receipts of \$25,000 to \$49,999	0	0	1	1	2	2	0	0
Sales/receipts of \$50,000 to \$99,999	0	0	1	1	1	1	0	0
Sales/receipts of \$100,000 to \$249,999	0	0	0	0	1	0	1	0
Sales/receipts of \$250,000 to \$499,999	0	0	0	0	1	1	1	1
Sales/receipts of \$500,000 to \$999,999	0	0	0	0	1	1	1	1
Sales/receipts of \$1,000,000 or more	0	0	0	0	0	0	3	3
All employer firms			0	0	0	0		
Firms with no employees *			1	2	0	2		
Firms with 1 to 4 employees			0	1	0	0		
Firms with 5 to 9 employees			0	1	0	1		
Firms with 10 to 19 employees			1	1	1	1		
Firms with 20 to 49 employees			0	1	0	1		
Firms with 50 to 99 employees			1	2	1	1		
Firms with 100 to 499 employees			1	1	1	1		
Firms with 500 employees or more			0	0	0	0		

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Because the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, sampling and nonsampling errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-7: Veteran-owned firms by sales/receipts and employment size – 2007

Firm size	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
All firms	2,447,575	1,219,482,082	491,344	1,125,717,505	5,792,738	210,021,226	1,956,231	93,764,577
Sales/receipts of less than \$5,000	495,605	1,184,094	4,593	8,931	34,874	1,318,107	491,012	1,175,163
Sales/receipts of \$5,000 to \$9,999	318,581	2,157,999	5,831	41,406	5,703	68,190	312,751	2,116,593
Sales/receipts of \$10,000 to \$24,999	450,006	7,079,007	18,354	305,700	17,910	214,543	431,652	6,773,307
Sales/receipts of \$25,000 to \$49,999	309,886	10,874,590	27,712	1,017,826	31,406	372,200	282,174	9,856,764
Sales/receipts of \$50,000 to \$99,999	267,374	18,941,021	51,218	3,759,226	74,471	1,198,248	216,156	15,181,796
Sales/receipts of \$100,000 to \$249,999	263,441	41,471,479	107,556	17,916,909	245,272	5,263,053	155,885	23,554,571
Sales/receipts of \$250,000 to \$499,999	132,983	46,928,202	88,489	31,750,381	348,031	9,256,514	44,495	15,177,821
Sales/receipts of \$500,000 to \$999,999	92,421	64,857,941	74,317	52,426,483	498,710	15,589,957	18,103	12,431,458
Sales/receipts of \$1,000,000 or more	117,277	1,025,987,749	113,275	1,018,490,644	4,536,362	176,740,412	4,002	7,497,105
All employer firms			491,344	1,125,717,505	5,792,738	210,021,226		
Firms with no employees *			46,837	11,167,446	0	2,393,947		
Firms with 1 to 4 employees			262,501	92,942,892	521,110	16,438,446		
Firms with 5 to 9 employees			85,819	90,625,114	562,096	19,194,660		
Firms with 10 to 19 employees			48,335	104,935,495	641,480	23,161,122		
Firms with 20 to 49 employees			30,448	179,110,594	914,907	35,118,519		
Firms with 50 to 99 employees			9,959	142,086,378	680,903	26,174,634		
Firms with 100 to 499 employees			6,657	252,315,015	1,241,771	46,246,427		
Firms with 500 employees or more			789	252,534,571	1,230,471	41,293,470		

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Size cohort detail may not add to the all-size totals due to rounding. Data may also be withheld in one cohort because it did not meet publication standards, but included in the all-size totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-8: Relative standard errors for SBO data on veteran-owned firms by size – 2007

Firm size	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
All firms	0	1	0	1	1	1	0	1
Sales/receipts of less than \$5,000	1	1	3	8	11	16	1	1
Sales/receipts of \$5,000 to \$9,999	1	1	9	9	9	10	1	1
Sales/receipts of \$10,000 to \$24,999	1	1	4	4	5	5	1	1
Sales/receipts of \$25,000 to \$49,999	1	1	2	2	4	3	1	1
Sales/receipts of \$50,000 to \$99,999	1	1	1	1	3	2	1	1
Sales/receipts of \$100,000 to \$249,999	1	1	2	2	2	2	2	2
Sales/receipts of \$250,000 to \$499,999	1	1	2	2	2	2	4	4
Sales/receipts of \$500,000 to \$999,999	1	1	1	2	1	2	5	5
Sales/receipts of \$1,000,000 or more	1	1	1	1	1	1	9	7
All employer firms			0	1	1	1		
Firms with no employees *			1	5	0	4		
Firms with 1 to 4 employees			1	1	1	1		
Firms with 5 to 9 employees			2	2	2	3		
Firms with 10 to 19 employees			2	3	2	3		
Firms with 20 to 49 employees			2	2	2	2		
Firms with 50 to 99 employees			3	4	3	4		
Firms with 100 to 499 employees			2	1	1	1		
Firms with 500 employees or more			0	1	0	0		

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

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Because the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, sampling and nonsampling errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-9: Majority ownership of all U.S. firms by gender, ethnicity, minority status, and race – 2007

Veteran-owned firm cohort	All firms				Firms with employees								Firms without employees			
	Number	%	Sales or receipts (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%	Number of employees in March 12 pay period	%	Annual payroll (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%
All firms	27,092,908		30,031,519,910		5,735,562		29,058,828,476		117,310,118		4,822,816,636		21,357,346		972,691,434	
Classifiable by gender	26,294,860	100	10,949,461,875	100	5,189,968	100	10,015,142,962	100	56,626,555	100	1,940,572,945	100	21,104,893	100	934,318,912	100
Female	7,792,115	29.6	1,196,608,004	10.9	909,661	17.5	1,014,366,348	10.1	7,520,121	13.3	214,673,400	11.1	6,882,453	32.6	182,241,656	19.5
Male	13,900,554	52.9	8,478,196,600	77.4	3,230,075	62.2	7,909,150,925	79.0	41,051,438	72.5	1,510,450,810	77.8	10,670,479	50.6	569,045,675	60.9
Equally male/female	4,602,192	17.5	1,274,657,270	11.6	1,050,232	20.2	1,091,625,689	10.9	8,054,996	14.2	215,448,734	11.1	3,551,960	16.8	183,031,581	19.6
Classifiable by ethnicity	26,294,860	100	10,949,461,875	100	5,189,968	100	10,015,142,962	100	56,626,555	100	1,940,572,945	100	21,104,893	100	934,318,912	100
Hispanic	2,260,269	8.6	350,661,243	3.2	248,852	4.8	279,920,707	2.8	1,908,161	3.4	54,295,508	2.8	2,011,417	9.5	70,740,536	7.6
Non-Hispanic	23,791,844	90.5	10,542,766,057	96.3	4,894,546	94.3	9,688,412,822	96.7	54,340,633	96.0	1,875,205,181	96.6	18,897,297	89.5	854,353,235	91.4
Equally Hispanic/non-Hispanic	242,748	0.9	56,034,574	0.5	46,569	0.9	46,809,433	0.5	377,760	0.7	11,072,256	0.6	196,178	0.9	9,225,141	1.0
Classifiable by minority status	26,294,860	100	10,949,461,875	100	5,189,968	100	10,015,142,962	100	56,626,555	100	1,940,572,945	100	21,104,893	100	934,318,912	100
Minority	5,759,209	21.9	1,024,801,958	9.4	766,533	14.8	860,492,119	8.6	5,816,114	10.3	164,064,596	8.5	4,992,676	23.7	164,309,839	23.7
Non-minority	20,100,926	76.4	9,816,196,729	89.7	4,337,535	83.6	9,062,684,893	90.5	50,113,990	88.5	1,754,224,020	90.4	15,763,391	74.7	753,511,836	74.7
Equally minority/non-minority	434,725	1.7	108,463,188	1.0	85,900	1.7	91,965,951	0.9	696,450	1.2	22,284,328	1.1	348,825	1.7	16,497,237	1.7
Classifiable by race	26,294,860	100	10,949,461,875	100	5,189,968	100	10,015,142,962	100	56,626,555	100	1,940,572,945	100	21,104,893	100	934,318,912	100
White	22,595,146	85.9	10,240,990,714	93.5	4,639,743	89.4	9,406,549,498	93.9	52,518,201	92.7	1,824,109,379	94.0	17,955,403	85.1	834,441,216	89.3
African American	1,921,864	7.3	135,739,834	1.2	106,566	2.1	97,144,898	1.0	909,552	1.6	23,334,792	1.2	1,815,298	8.6	38,594,936	4.1
American Indian or Alaska Native	236,691	0.9	34,353,842	0.3	23,662	0.5	27,494,075	0.3	185,037	0.3	5,930,247	0.3	213,029	1.0	6,859,767	0.7
Asian	1,549,559	5.9	506,047,751	4.6	397,426	7.7	453,574,194	4.5	2,807,771	5.0	79,230,459	4.1	1,152,134	5.5	52,473,557	5.6
Native Hawaiian or Pacific Islander	37,687	0.1	6,319,357	0.1	4,151	0.1	5,250,301	0.1	37,801	0.1	1,217,138	0.1	33,536	0.2	1,069,056	0.1
Some other race	80,777	0.3	16,597,777	0.2	13,411	0.3	13,701,921	0.1	83,631	0.1	2,349,019	0.1	67,366	0.3	2,895,856	0.3

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Detail may not add to totals due to rounding or because a Hispanic firm may be of any race. Moreover, each owner had the option of selecting more than one race and therefore is included in each race selected. Percentages are based on total reporting within a gender, ethnicity, race, and/or veteran status group for the characteristics tabulated in this dataset. Detail is not provided for publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-10: Relative standard errors for SBO data on all U.S. firms by ownership demographics – 2007

Veteran-owned firm cohort	All firms		Firms with employees				Firms without employees	
	Number	Sales or receipts (\$1,000s)	Number	Sales or receipts (\$1,000s)	Number of employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales or receipts (\$1,000s)
All firms	0	0	0	0	0	0	0	0
Classifiable by gender	0	0	0	0	0	0	0	0
Female	0	1	0	1	1	1	0	0
Male	0	1	0	1	0	0	0	0
Equally male/female	0	1	0	1	1	1	0	1
Classifiable by ethnicity	0	0	0	0	0	0	0	0
Hispanic	0	2	1	2	1	1	0	1
Non-Hispanic	0	0	0	0	0	0	0	0
Equally Hispanic/non-Hispanic	1	6	3	7	5	6	1	3
Classifiable by minority status	0	0	0	0	0	0	0	0
Minority	0	1	0	1	1	1	0	0
Non-minority	0	0	0	0	0	0	0	0
Equally minority/non-minority	1	4	1	5	4	4	1	2
Classifiable by race	0	0	0	0	0	0	0	0
White	0	0	0	0	0	0	0	0
African American	0	3	1	3	2	2	0	1
American Indian or Alaska Native	1	3	2	4	2	4	1	3
Asian	0	1	0	1	1	1	0	1
Native Hawaiian or Pacific Islander	4	6	6	7	11	11	5	9
Some other race	2	4	2	5	8	4	2	5
<p>Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Because the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, sampling and nonsampling errors, and confidentiality protection, see the 2007 SBO website at http://www.census.gov/econ/sbo/.</p>								

Table A-11: Majority ownership of veteran-owned firms by gender, ethnicity, minority status, and race – 2007

Veteran-owned firm cohort	All veteran-owned firms				Veteran-owned firms with employees						Veteran-owned firms without employees					
	Number	%	Sales or receipts (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%	Number of employees in March 12 pay period	%	Annual payroll (\$1,000s)	%	Number	%	Sales or receipts (\$1,000s)	%
All firms	2,447,608	100	1,219,551,078	100	491,349	100	1,125,784,785	100	5,792,869	100	210,046,726	100	1,956,259	100	93,766,292	100
Classifiable by gender																
Female	97,114	4.0	15,806,492	1.3	9,897	2.0	13,788,026	1.2	69,875	1.2	2,137,303	1.0	87,217	4.5	2,018,465	2.2
Male	2,320,901	94.8	1,199,077,645	98.3	476,820	97.0	1,108,212,776	98.4	5,696,255	98.3	207,096,891	98.6	1,844,081	94.3	90,864,869	96.9
Equally male/female	29,593	1.2	4,666,941	0.4	4,632	0.9	3,783,983	0.3	26,739	0.5	812,532	0.4	24,961	1.3	882,958	0.9
Classifiable by ethnicity																
Hispanic	113,161	4.6	24,473,973	2.0	14,715	3.0	20,805,250	1.8	140,417	2.4	4,773,104	2.3	98,446	5.0	3,668,723	3.9
Non-Hispanic	2,331,067	95.2	1,194,256,675	97.9	476,095	96.9	1,104,269,361	98.1	5,648,754	97.5	205,143,296	97.7	1,854,972	94.8	89,987,314	96.0
Equally Hispanic/non-Hispanic	3,380	0.1	820,430	0.1	539	0.1	710,175	0.1	3,699	0.1	130,326	0.1	2,841	0.1	110,255	0.1
Classifiable by minority status																
Minority	347,910	14.2	62,675,732	5.1	35,391	7.2	53,103,437	4.7	328,363	5.7	10,987,517	5.2	312,519	16.0	9,572,295	10.2
Non-minority	2,094,479	85.6	1,155,603,369	94.8	454,900	92.6	1,071,567,089	95.2	5,457,688	94.2	198,803,762	94.6	1,639,579	83.8	84,036,280	89.6
Equally minority/non-minority	5,219	0.2	1,271,977	0.1	1,058	0.2	1,114,260	0.1	6,818	0.1	255,447	0.1	4,161	0.2	157,717	0.2
Classifiable by race																
White	2,219,385	89.7	1,182,226,125	96.7	471,415	95.4	1,094,089,180	97.0	5,610,651	96.6	203,886,337	96.9	1,747,969	88.2	88,136,945	93.2
African American	188,820	7.6	22,223,007	1.8	12,177	2.5	18,016,607	1.6	109,014	1.9	3,398,911	1.6	176,642	8.9	4,206,400	4.5
American Indian or Alaska Native	27,111	1.1	5,247,388	0.4	3,325	0.7	4,357,082	0.4	26,800	0.5	1,080,696	0.5	23,786	1.2	890,306	0.9
Asian	32,732	1.3	11,440,787	0.9	6,507	1.3	10,360,220	0.9	51,340	0.9	1,758,102	0.8	26,225	1.3	1,080,566	1.1
Native Hawaiian or Pacific Islander	4,123	0.2	599,261	0.0	418	0.1	501,905	0.0	5,021	0.1	187,641	0.1	3,706	0.2	97,356	0.1
Some other race	3,096	0.1	598,254	0.0	390	0.1	489,623	0.0	5,905	0.1	100,575	0.0	2,706	0.1	108,631	0.1

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Detail may not add to totals due to rounding or because a Hispanic firm may be of any race. Moreover, each owner had the option of selecting more than one race and therefore is included in each race selected. Percentages are based on total reporting within a gender, ethnicity, race, and/or veteran status group for the characteristics tabulated in this dataset. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-12: Relative standard errors for SBO data on veteran-owned firms by ownership demographics – 2007

Veteran-owned firm cohort	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales or receipts (\$1,000s)	Number	Sales or receipts (\$1,000s)	Number of employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales or receipts (\$1,000s)
All firms	0	1	0	1	1	1	0	1
Classifiable by gender								
Female	1	4	5	5	8	7	1	5
Male	0	1	0	1	1	1	0	1
Equally male/female	3	12	5	16	8	8	3	13
Classifiable by ethnicity								
Hispanic	1	3	3	4	5	4	1	5
Non-Hispanic	0	1	1	1	1	1	0	1
Equally Hispanic/non-Hispanic	7	34	30	38	28	20	8	24
Classifiable by minority status								
Minority	1	3	2	3	2	3	1	4
Non-minority	0	1	0	1	1	1	1	2
Equally minority/non-minority	9	25	15	28	21	28	10	21
Classifiable by race								
White	0	1	0	1	1	1	1	2
African American	1	5	3	6	3	5	1	4
American Indian or Alaska Native	4	6	6	8	5	7	4	10
Asian	4	6	7	7	4	4	5	9
Native Hawaiian or Pacific Islander	12	12	24	12	14	10	12	17
Some other race	14	14	24	20	71	25	18	28

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Because the estimate is based on a sample, rather than a complete census, it is subject to sampling variability and may differ from results that would have been obtained from a complete census. The relative standard error is a measure of this sampling variability. As calculated for this survey, the relative standard error also partially reflects various response errors and processing errors. Estimates that have large relative standard errors should be used with caution. For information on methodology, definitions, sampling and nonsampling errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-13: All U.S. firms by state - 2007

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
United States	27,092,908	30,031,519,910	5,735,562	29,058,828,476	117,310,118	4,822,816,636	21,357,346	972,691,434
Alabama	382,350	408,238,540	75,272	394,526,507	1,614,098	55,775,009	307,078	13,712,033
Alaska	68,728	70,741,748	15,617	68,449,829	209,703	9,020,150	53,112	2,291,919
Arizona	491,529	492,599,687	108,786	473,842,729	2,299,154	86,513,600	382,743	18,756,958
Arkansas	238,994	237,498,700	49,768	229,551,591	996,476	31,960,777	189,226	7,947,108
California	3,425,510	3,765,938,643	706,580	3,625,368,574	13,626,644	625,614,762	2,718,931	140,570,070
Colorado	547,770	482,485,956	126,267	462,837,015	2,020,879	84,343,383	421,504	19,648,941
Connecticut	332,150	522,110,932	73,210	506,912,662	1,526,757	81,026,778	258,940	15,198,270
Delaware	74,573	148,387,886	19,742	145,481,875	389,660	17,549,731	54,831	2,906,011
District of Columbia	55,887	120,725,735	13,946	118,686,302	389,799	24,255,385	41,940	2,039,432
Florida	2,009,589	1,467,083,782	414,327	1,392,978,846	7,197,000	258,324,881	1,595,262	74,104,936
Georgia	901,105	923,749,405	175,052	891,385,603	3,544,977	137,938,689	726,053	32,363,802
Hawaii	120,374	97,093,812	25,073	92,945,196	495,744	17,303,335	95,301	4,148,616
Idaho	151,671	124,016,977	39,289	119,409,643	571,939	19,043,045	112,383	4,607,334
Illinois	1,123,817	1,473,210,665	250,933	1,435,668,963	5,302,469	233,661,304	872,884	37,541,702
Indiana	482,847	640,533,045	109,559	626,370,217	2,539,468	91,098,500	373,289	14,162,828
Iowa	259,931	312,149,438	60,970	304,413,961	1,250,967	41,337,798	198,961	7,735,477
Kansas	237,040	302,250,797	57,655	294,710,642	1,133,975	40,473,991	179,385	7,540,155
Kentucky	337,600	395,023,298	67,500	383,779,489	1,486,413	50,239,681	270,100	11,243,809
Louisiana	375,808	519,742,183	77,968	506,977,349	1,565,331	56,449,081	297,839	12,764,834
Maine	150,389	93,506,200	34,044	88,814,305	495,020	16,633,100	116,345	4,691,895
Maryland	528,112	497,133,236	109,399	479,061,245	2,204,374	97,557,277	418,713	18,071,991
Massachusetts	596,790	761,977,464	137,758	740,138,199	3,082,992	153,657,505	459,031	21,839,264
Michigan	816,972	858,127,515	177,031	835,113,948	3,514,254	138,635,304	639,942	23,013,568
Minnesota	496,657	597,102,937	115,988	581,740,801	2,381,498	100,357,049	380,668	15,362,136
Mississippi	225,977	199,667,242	44,506	192,028,143	881,079	26,658,381	181,471	7,639,099
Missouri	501,064	555,390,875	115,180	539,987,440	2,353,747	88,270,340	385,884	15,403,435
Montana	114,398	70,170,306	31,415	66,937,542	343,916	10,216,972	82,983	3,232,764
Nebraska	159,665	190,358,188	39,920	185,783,335	766,440	26,063,326	119,745	4,574,854
Nevada	221,260	223,457,604	49,237	214,234,994	1,172,666	42,955,619	172,023	9,222,610

Table A-13: All U.S. firms by state – 2007 (continued)

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
New Hampshire	137,815	118,321,646	31,408	112,510,411	571,184	22,651,092	106,407	5,811,236
New Jersey	781,622	1,109,995,739	199,359	1,078,576,681	3,631,658	179,924,101	582,263	31,419,058
New Mexico	157,231	131,696,582	36,089	127,162,809	605,792	20,205,059	121,142	4,533,773
New York	1,956,733	2,257,362,689	428,567	2,186,865,138	7,462,672	412,902,035	1,528,166	70,497,551
North Carolina	798,791	818,217,999	167,561	791,515,915	3,471,221	126,557,841	631,230	26,702,084
North Dakota	61,546	65,388,608	16,693	63,841,292	281,835	8,832,706	44,852	1,547,316
Ohio	897,939	1,114,157,240	191,663	1,085,257,287	4,715,363	174,383,216	706,276	28,899,953
Oklahoma	333,797	320,166,074	68,297	308,029,497	1,222,155	41,806,722	265,500	12,136,577
Oregon	348,154	326,360,624	89,777	314,653,442	1,433,337	54,156,652	258,377	11,707,182
Pennsylvania	981,501	1,175,703,198	224,595	1,141,135,536	5,082,491	202,189,884	756,906	34,567,662
Rhode Island	96,822	86,067,253	25,174	82,823,708	431,084	16,522,325	71,648	3,243,545
South Carolina	360,397	329,223,557	79,122	316,926,131	1,553,503	50,758,004	281,275	12,297,426
South Dakota	76,997	83,082,455	20,339	80,945,483	316,838	9,804,725	56,657	2,136,972
Tennessee	545,348	553,420,991	96,503	532,862,498	2,398,461	85,514,266	448,845	20,558,493
Texas	2,164,852	2,621,467,877	375,902	2,535,641,982	8,712,639	356,441,763	1,788,950	85,825,894
Utah	246,393	236,538,951	59,924	228,104,795	1,109,574	37,838,806	186,468	8,434,156
Vermont	78,729	46,797,784	18,510	44,203,653	258,207	8,700,316	60,220	2,594,131
Virginia	638,643	718,945,701	147,446	697,460,474	3,040,770	127,401,026	491,197	21,485,226
Washington	551,340	625,760,953	145,728	607,457,322	2,429,182	107,320,461	405,612	18,303,632
West Virginia	120,381	114,537,399	29,126	111,507,667	566,624	17,533,171	91,255	3,029,732
Wisconsin	433,797	562,795,472	110,312	549,938,545	2,449,996	90,656,912	323,485	12,856,926
Wyoming	61,179	65,038,324	17,130	63,271,268	208,096	7,780,800	44,049	1,767,056

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-14: Relative standard errors for SBO data on all U.S. firms by state - 2007

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
United States								
Alabama	0	1	1	1	1	1	1	3
Alaska	2	1	1	1	2	1	2	3
Arizona	0	1	0	1	1	1	0	2
Arkansas	1	1	1	1	1	1	1	4
California	0	0	0	0	0	0	0	1
Colorado	0	1	1	1	1	1	0	2
Connecticut	1	1	0	1	1	1	1	3
Delaware	1	1	1	1	2	2	1	4
District of Columbia	1	4	1	4	1	1	2	6
Florida	0	0	0	0	1	1	0	1
Georgia	0	1	0	1	1	1	0	2
Hawaii	1	2	1	2	2	1	1	3
Idaho	1	2	1	2	2	2	1	4
Illinois	0	1	0	1	1	0	0	2
Indiana	0	5	0	5	1	1	0	2
Iowa	0	1	1	1	2	1	0	3
Kansas	1	2	0	2	1	1	1	4
Kentucky	0	1	1	1	1	1	0	3
Louisiana	0	2	1	2	1	1	1	2
Maine	1	1	1	1	2	1	1	3
Maryland	0	1	0	1	1	1	0	2
Massachusetts	0	1	0	1	1	1	0	3
Michigan	0	1	0	1	1	1	0	2
Minnesota	0	1	0	1	1	1	0	3
Mississippi	1	1	1	1	1	1	1	2
Missouri	0	1	0	1	1	1	0	3
Montana	1	2	1	2	3	2	1	6
Nebraska	1	2	1	2	1	1	1	4
Nevada	1	1	1	1	1	1	1	2

Table A-14: Relative standard errors for SBO data on all U.S. firms by state – 2007 (continued)

State	All firms		Firms with employees				Firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
New Hampshire	1	1	1	1	1	1	1	6
New Jersey	0	1	0	1	1	1	0	2
New Mexico	1	2	1	2	1	1	1	2
New York	0	1	0	1	1	1	0	1
North Carolina	0	1	1	1	1	1	0	1
North Dakota	1	2	1	2	1	1	1	6
Ohio	0	1	0	1	1	1	0	3
Oklahoma	0	1	1	1	1	1	1	2
Oregon	0	1	1	1	1	1	1	3
Pennsylvania	0	1	0	1	1	1	0	2
Rhode Island	1	1	1	1	1	1	1	5
South Carolina	0	1	1	1	1	1	1	3
South Dakota	1	2	1	3	2	2	1	5
Tennessee	0	1	1	1	2	1	0	3
Texas	0	1	0	1	1	1	0	1
Utah	0	1	1	1	1	1	0	2
Vermont	1	2	2	2	2	1	1	6
Virginia	0	1	0	1	1	1	0	1
Washington	0	1	0	1	1	1	0	2
West Virginia	1	1	1	1	1	1	1	3
Wisconsin	0	1	0	1	1	1	1	3
Wyoming	1	2	2	2	2	2	1	4

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-15: Veteran-owned firms by state – 2007

State	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
United States	2,447,575	1,219,482,082	491,344	1,125,717,505	5,792,738	210,021,226	1,956,231	93,764,577
Alabama	45,085	21,516,614	9,174	19,814,358	110,082	3,421,622	35,911	1,702,256
Alaska	7,155	2,235,633	1,432	1,979,171	11,055	509,929	5,723	256,462
Arizona	48,039	24,401,602	8,237	22,492,582	118,151	4,060,646	39,802	1,909,019
Arkansas	24,847	8,450,317	3,991	7,560,943	43,897	1,384,972	20,856	889,374
California	239,422	144,133,269	47,497	133,914,986	605,561	24,523,834	191,925	10,218,283
Colorado	48,833	22,924,797	10,232	20,935,752	95,047	3,641,561	38,601	1,989,045
Connecticut	31,366	18,081,087	6,966	16,539,381	73,758	3,201,773	24,400	1,541,706
Delaware	7,616	4,005,028	1,713	3,736,778	19,884	736,106	5,903	268,250
District of Columbia	4,040	1,888,665	1,042	1,708,539	14,194	586,530	2,998	180,126
Florida	176,727	61,912,111	35,548	54,702,807	310,154	10,635,716	141,178	7,209,304
Georgia	97,692	41,949,159	17,909	38,050,451	196,832	6,592,087	79,782	3,898,708
Hawaii	10,288	4,867,730	1,957	4,467,707	27,763	957,098	8,330	400,022
Idaho	11,808	4,404,594	2,533	4,056,064	25,336	739,238	9,274	348,530
Illinois	80,612	51,683,649	19,389	48,973,874	247,112	9,213,915	61,223	2,709,775
Indiana	46,772	26,052,675	9,421	24,585,549	134,530	4,525,178	37,351	1,467,126
Iowa	23,867	12,490,074	5,229	11,685,261	59,894	1,824,617	18,638	804,813
Kansas	22,898	10,782,106	5,219	9,878,691	52,655	1,752,525	17,679	903,414
Kentucky	31,468	14,713,105	5,980	13,645,672	77,904	2,172,486	25,488	1,067,433
Louisiana	38,286	18,399,366	7,059	16,979,975	99,401	3,659,179	31,227	1,419,392
Maine	15,946	5,458,869	3,000	4,990,061	26,981	857,638	12,946	468,808
Maryland	54,042	25,022,635	10,861	23,108,656	135,154	5,214,903	43,181	1,913,979
Massachusetts	53,299	34,310,628	12,834	31,855,844	142,951	6,099,235	40,466	2,454,784
Michigan	66,739	29,321,635	13,807	27,236,015	151,930	5,703,299	52,932	2,085,620
Minnesota	43,484	25,744,025	9,322	24,330,561	110,386	4,144,346	34,161	1,413,463
Mississippi	26,125	12,569,741	4,781	11,646,347	68,930	2,049,992	21,344	923,395
Missouri	48,103	27,275,037	10,424	25,644,704	119,593	3,970,036	37,680	1,630,333
Montana	12,141	3,225,587	2,602	2,856,994	18,875	523,846	9,539	368,594
Nebraska	15,933	7,698,159	3,433	7,120,551	34,485	1,180,514	12,500	577,608
Nevada	23,656	11,805,210	4,655	10,848,236	68,333	2,239,330	19,001	956,973

Table A-15: Veteran-owned firms by state – 2007 (continued)

State	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
New Hampshire	13,921	6,710,927	2,670	6,100,873	32,442	1,291,082	11,252	610,054
New Jersey	61,767	37,230,952	14,319	34,493,144	156,923	6,643,327	47,449	2,737,808
New Mexico	15,157	6,518,932	3,075	6,092,037	34,500	1,060,703	12,082	426,896
New York	127,156	70,876,543	28,845	65,914,330	315,148	12,868,421	98,311	4,962,213
North Carolina	84,350	42,450,829	17,322	39,731,625	206,930	6,673,549	67,027	2,719,204
North Dakota	6,136	3,196,048	1,480	3,028,524	16,101	500,788	4,657	167,525
Ohio	88,569	43,018,665	18,571	39,909,536	233,270	7,776,047	69,998	3,109,130
Oklahoma	34,738	19,776,318	6,746	18,284,764	70,552	2,372,398	27,993	1,491,554
Oregon	32,445	14,769,240	8,346	13,596,525	79,935	3,318,935	24,099	1,172,715
Pennsylvania	96,066	51,430,758	21,678	47,898,266	253,820	9,100,558	74,388	3,532,493
Rhode Island	10,713	4,834,730	2,428	4,397,755	22,727	832,248	8,285	436,975
South Carolina	46,445	20,142,059	9,683	18,312,047	118,605	3,526,764	36,763	1,830,012
South Dakota	7,302	4,617,313	2,091	4,425,845	17,854	599,760	5,211	191,468
Tennessee	64,657	27,961,308	9,908	25,251,044	132,186	4,530,704	54,749	2,710,264
Texas	199,476	95,302,296	32,293	87,078,461	401,424	14,577,723	167,183	8,223,835
Utah	17,716	8,366,119	3,853	7,748,058	48,098	1,545,864	13,863	618,061
Vermont	7,232	2,653,502	1,539	2,324,108	12,553	441,337	5,693	329,394
Virginia	79,248	33,261,953	15,496	30,462,633	185,167	7,253,488	63,752	2,799,320
Washington	48,077	21,172,646	11,143	19,494,428	104,633	4,071,609	36,933	1,678,219
West Virginia	15,115	5,635,933	3,102	5,195,016	31,777	860,178	12,014	440,917
Wisconsin	39,310	19,914,591	8,597	18,498,156	106,824	3,693,289	30,713	1,416,434
Wyoming	5,040	2,317,313	1,262	2,133,824	10,440	360,308	3,778	183,489

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may be withheld in a state because it did not meet publication standards, but included in the U.S. totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.

Table A-16: Relative standard errors for SBO data on veteran-owned firms by state - 2007

State	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
United States	0	1	0	1	1	1	0	1
Alabama	4	3	4	3	5	3	5	12
Alaska	7	7	10	8	8	8	8	12
Arizona	4	4	4	4	5	4	5	9
Arkansas	4	7	7	7	6	5	4	9
California	2	4	2	4	3	3	3	4
Colorado	3	6	4	7	5	3	4	10
Connecticut	4	12	5	13	9	8	5	8
Delaware	7	4	8	4	5	8	9	18
District of Columbia	8	8	9	8	17	7	9	20
Florida	1	2	2	2	3	4	1	3
Georgia	1	3	2	3	4	3	1	7
Hawaii	6	10	10	12	9	8	7	8
Idaho	5	6	7	7	9	8	7	11
Illinois	3	5	3	6	7	5	4	7
Indiana	4	3	5	3	5	5	4	11
Iowa	6	6	5	7	7	6	6	16
Kansas	3	3	5	4	4	4	5	14
Kentucky	3	5	8	5	7	6	5	10
Louisiana	2	2	3	2	3	2	2	8
Maine	4	10	5	11	7	10	5	10
Maryland	1	4	5	4	6	3	2	6
Massachusetts	2	4	3	4	4	4	4	10
Michigan	3	6	2	6	4	4	4	7
Minnesota	3	9	2	9	9	5	4	7
Mississippi	3	7	4	8	5	5	4	9
Missouri	2	5	3	5	3	3	3	8
Montana	5	11	8	12	11	10	6	15
Nebraska	5	6	5	6	5	6	7	13
Nevada	2	4	9	4	9	6	2	5

Table A-16: Relative standard errors for SBO data on veteran-owned firms by state – 2007 (continued)

State	All veteran-owned firms		Veteran-owned firms with employees				Veteran-owned firms without employees	
	Number	Sales/receipts (\$1,000s)	Number	Sales/receipts (\$1,000s)	# employees in March 12 pay period	Annual payroll (\$1,000s)	Number	Sales/receipts (\$1,000s)
New Hampshire	8	9	8	9	7	8	9	17
New Jersey	1	3	3	4	4	4	2	11
New Mexico	7	5	5	5	6	6	8	12
New York	2	5	2	6	6	5	2	5
North Carolina	2	5	3	5	3	4	2	3
North Dakota	6	9	10	10	8	7	8	16
Ohio	2	3	3	3	3	3	2	4
Oklahoma	5	7	8	7	5	4	6	8
Oregon	4	3	4	4	4	4	6	12
Pennsylvania	3	2	2	2	2	3	3	8
Rhode Island	8	17	11	17	7	6	8	19
South Carolina	2	3	4	3	4	4	3	4
South Dakota	7	6	10	7	8	7	7	8
Tennessee	2	2	5	3	4	3	2	7
Texas	1	3	3	3	3	3	1	6
Utah	4	5	8	6	6	4	5	9
Vermont	7	14	16	15	13	13	8	33
Virginia	2	4	3	4	4	3	3	4
Washington	3	5	4	6	5	4	4	6
West Virginia	6	12	8	12	10	9	8	20
Wisconsin	3	7	9	7	8	8	4	11
Wyoming	9	6	12	7	12	8	13	20

Source: SBA Office of Advocacy. Source data from the U.S. Census Bureau 2007 Survey of Business Owners (2011). Firms with more than one domestic establishment are counted in each geographic area and industry in which they operate, but only once in the U.S. and state totals for all sectors. Data may withheld in a state because it did not meet publication standards, but included in the U.S. totals. For information on methodology, definitions, relative standard errors, and confidentiality protection, see the 2007 SBO website at <http://www.census.gov/econ/sbo/>.