

Delaware

73,934 Small Businesses

17,748 Small Businesses with Employees

56,186 Small Businesses without Employees (Nonemployers)

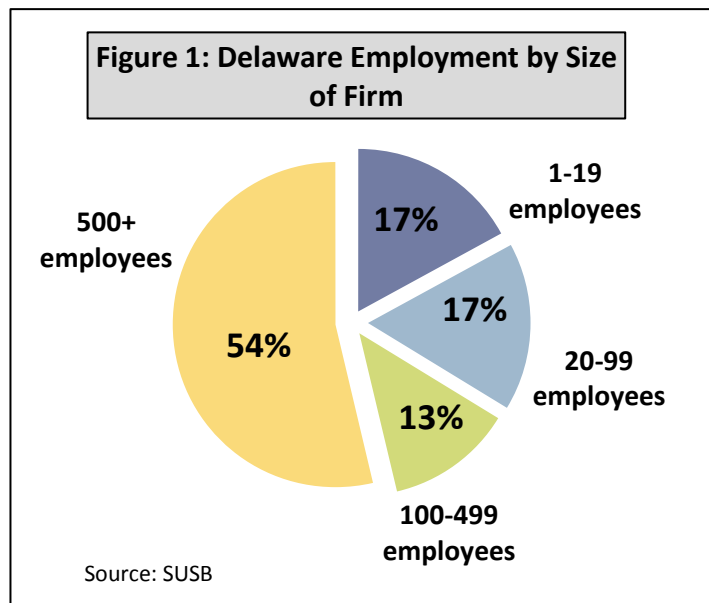
168,335 Workers Employed by Small Businesses

State Economy Overall

- Delaware's economy grew at a slower rate than the United States in 2013. Delaware's real gross state product increased by **1.6 percent** compared to **2.2 percent** for U.S. gross domestic product. (Source: BEA)
- The employment picture in Delaware has improved slightly. The unemployment rate in Delaware declined from **6.5 percent** in October 2013 to **6.4 percent** in October 2014. This is above the national average of **5.8 percent** for the same time period. (Source: BLS)

Employment

- Delaware's small businesses employed about half or **168,335** of the state's private workforce in 2012. (Source: SUSB)
- Almost all firms with employees are small. They make up **92.9 percent** of all employers in the state. (Source: SUSB)
- Firms with fewer than 100 employees have the largest share of small business employment. **Figure 1** offers further detail.
- In Delaware, small businesses created **5,038** net new jobs in 2012. The biggest gain was in the smallest firm size category of 1-4 employees. (Source: BDS)
- The number of people who were primarily self-employed in 2013 increased by **3.3 percent** relative to the previous year.
- The state's private-sector employment growth increased by **2.9 percent** over the 12-month period ending in October 2014; this was above the national average growth rate of **2.6 percent**. (Source: BEA, BLS)



The *Small Business State and Territory Profiles* report on the economic status of small business from 2007 to 2014. They include information on the number of firms, employment, demographics and other topics using the most recently available government data. They are a reference tool for researchers, policymakers, and small entities who are interested in how small firms are performing regionally or nationally. *Note that this report defines small businesses as firms with fewer than 500 employees.*

Income and Finance

- The number of banks reported in the Call Reports between June 2013 and June 2014 increased. (Source: FDIC)
- In 2012, **14,603** loans under \$100,000 (and valued at **\$189.4 million**) were issued by Community Reinvestment Act lending institutions in Delaware. (Source: FFIEC)
- The median income for individuals who are self-employed at their own incorporated businesses for the past 12 months was **\$52,148** in 2013. For individuals self-employed at their own unincorporated firms, this figure was **\$21,367**. (Source: ACS)

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

Business Owner Demographics

- **Table 1** shows the top industry for nine business owner demographics. For example, **50.8 percent** of female-owned businesses were in the health care and social assistance industry, and female-owned firms made up **16.4 percent** of this industry.

Table 1: Top Industry by Demographic Group in Delaware, 2007

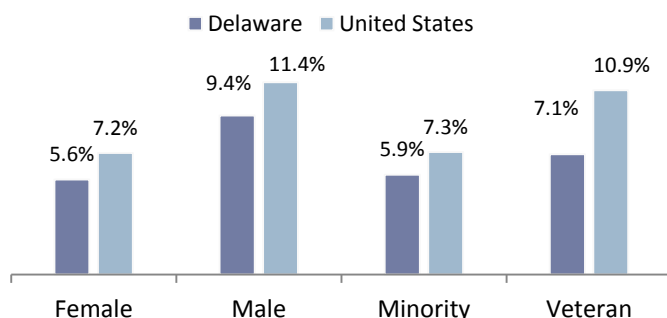
Demographic Group of Business Owners	Most Common Industry	% of Industry in Demographic Group	% of Demographic Group in Industry
Female	Health care & social assistance	50.8	16.4
Male	Construction	78.0	20.1
American Indian and Alaska Native	*	*	*
Asian	Prof., sci., & tech. services	6.5	21.4
Black or African American	Health care & social assistance	23.0	22.1
Native Hawaiian and Other Pacific Islander	*	*	*
White	Construction	93.6	15.8
Hispanic	Construction	3.6	23.4
Veteran	Prof., sci., & tech. services	13.5	17.4

*Indicates that the sample size was too small to be representative of the population. For more detailed information on businesses in your state, see www.sba.gov/advocacy/847/841921.

Source: U.S. Department of Commerce, Census Bureau, 2007 Survey of Business Owners via American FactFinder.

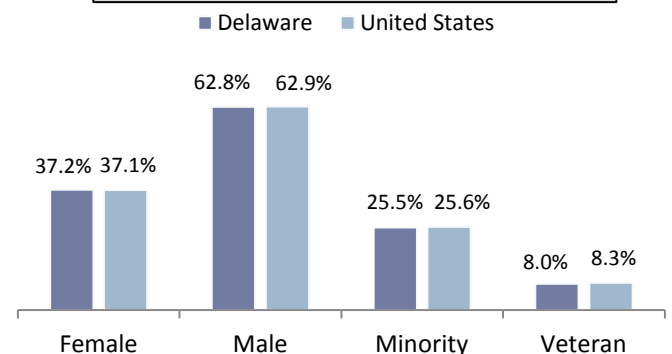
- Figures **2a** and **2b** show the demographic makeup of the self-employed in four demographic groups. For example, **Figure 2a** shows that **5.6 percent** of females were self-employed, and **Figure 2b** shows that **37.2 percent** of all self-employed people were female.

Figure 2a: What percent of each demographic group are self-employed in Delaware?



Source: ACS

Figure 2b: What percent of self-employed individuals in Delaware are in each demographic group?



Source: ACS

Business Turnover

- In 2010, **1,751** establishments opened in Delaware, and **63.6 percent** survived through 2012. In 2013, **2,202** establishments opened, and **84.7 percent** survived through 2014. (Source: BLS, BED)
- In the 1st quarter of 2014, **1,493** establishments opened and **1,183** closed in the state of Delaware. (Source: BED)
- Business bankruptcies declined from 2010 to 2014, signaling a stronger state economy. (Source: U.S. Courts)

International Trade

- A total of **1,766** companies exported goods from the state in 2012. Of these, **1,531** or **86.7 percent** were small firms; they generated one-seventh (**14.3 percent**) of the state's total known export value. (Source: ITA)

Small Businesses and Employment by Industry

- **Table 2** ranks the state's industries by the number of small employer firms. For comparison, the three most common industries for small employer firms across the United States are professional, scientific, and technical services; other services (except public administration); and retail trade.

Table 2: Number of Delaware Small Firms by Industry, 2012
(ranked by number of small employer firms)

Industry	Employer Firms With 1-499 Employees	Employer Firms With 1-19 Employees	Nonemployer Firms	Total Small Firms
Professional, scientific, & tech. svcs.	2,252	2,009	8,070	10,322
Retail trade	2,197	1,941	5,133	7,330
Construction	2,110	1,928	5,744	7,854
Other services (except public admin.)	1,977	1,821	7,324	9,301
Health care & social assistance	1,750	1,449	4,276	6,026
Accommodation & food services	1,552	1,196	725	2,277
Admin., supp., waste mgt., remed. svcs.	1,151	1,001	4,206	5,357
Finance & insurance	930	800	2,355	3,285
Real estate & rental & leasing	801	723	8,327	9,128
Wholesale trade	781	607	1,006	1,787
Transportation & warehousing	532	441	2,101	2,633
Manufacturing	478	358	643	1,121
Management of comp. & enterprises	476	314	*	476
Arts, entertainment, & recreation	366	305	3,329	3,695
Educational services	253	195	1,577	1,830
Information	188	154	883	1,071
Forestry, etc. & agriculture support	44	44	439	483
Unclassified	26	26	*	26
Utilities	11	6	38	49
Mining, quarrying, and oil & gas extrac.	9	7	10	19
Total	17,748	15,292	56,186	73,934

Source: SUSB and Nonemployer Statistics. *Data for nonemployers not collected in these two categories.

See www.sba.gov/advocacy/additional-data-state-profiles for more detailed data.

- **Table 3** shows small firm employment by industry. The three Delaware industries with the most small business employment were: health care and social assistance; accommodation and food services; and retail trade (**Table 3**).

**Table 3: Employment in Delaware by Industry and Firm Size, 2012
(ranked by small firm employment)**

Industry	Employment		Small Firm % of Industry Employment
	Small Firms	Total Firms	
Health care & social assistance	27,300	59,704	45.7
Accommodation & food services	23,236	36,000	64.5
Retail trade	17,563	51,783	33.9
Construction	16,101	17,123	94.0
Professional, scientific, & tech. svcs.	15,297	26,600	57.5
Other services (except public admin.)	13,696	14,783	92.6
Admin., supp., waste mgt., remed. svcs.	11,095	26,981	41.1
Manufacturing	8,945	26,712	33.5
Wholesale trade	6,349	16,055	39.5
Transportation & warehousing	5,196	11,689	44.5
Finance & insurance	5,144	37,496	13.7
Educational services	5,027	6,420	78.3
Real estate & rental & leasing	4,427	5,485	80.7
Arts, entertainment, & recreation	4,395	6,912	63.6
Information	2,399	6,607	36.3
Management of comp. & enterprises	1,468	10,610	13.8
Forestry, etc. & agriculture support	119	119	100.0
Mining, quarrying, and oil & gas extraction	97	114	85.1
Utilities	D	2,466	D
Unclassified	D	D	D
Total	168,335	363,688	46.3

Source: SUSB. (D) indicates data suppressed to protect the confidentiality of individual firms.

For more detailed information on businesses in your state, see www.sba.gov/advocacy/847/841921.

Abbreviations and Resources

ACS	American Community Survey, U.S. Census Bureau, www.census.gov/acs .
BEA	Bureau of Economic Analysis, U.S. Department of Commerce, www.bea.gov .
BED	Business Employment Dynamics, U.S. Department of Labor, Bureau of Labor Statistics, www.bls.gov/bdm .
BDS	Business Dynamics Statistics, U.S. Census Bureau, www.census.gov/ces/dataproducts/bds .
BLS	Bureau of Labor Statistics, U.S. Department of Labor, www.bls.gov .
CEA	Council of Economic Advisers, www.whitehouse.gov/administration/eop/cea .
FDIC	Federal Deposit Insurance Corporation, www.fdic.gov .
FFIEC	Federal Financial Institutions Examination Council, www.ffiec.gov .
ITA	International Trade Administration, U.S. Department of Commerce, www.trade.gov .
Nonemployer Statistics	Nonemployer Statistics, U.S. Census Bureau, www.census.gov/econ/nonemployer .
SUSB	Statistics of U.S. Businesses, U.S. Census Bureau, www.census.gov/econ/susb .
U.S. Courts	Administrative Office of the U.S. Courts, www.uscourts.gov .