



# ANNUAL REPORT ON THE STATE OF SMALL BUSINESSES 2017



Empire State  
Development

## Empire State Development 2017 Annual Report on the State of Small Businesses

*In accordance with section 134 of the NYS Economic Development Law, Empire State Development (ESD) is required to compile an annual report on the state of small businesses, including micro-businesses particularly those with twenty-five employees or less, which shall be known as micro-businesses under this subdivision. Please note that the data provided in this report are the most recent available.*

### A. Growth and Economic Trends of Small Businesses

**Average Employment, Average Quarterly Wage  
Private Sector Firms With Average Employment Between 1 And 99  
2010 vs. 2016**

	Small Firms	Share of All Firms	Average Small Firm Employment	Share of All Employment
2010	428,243	98%	2,967,119	42%
2016	528,155	98%	3,105,399	41%
Percent Change	23.3%		4.7%	

*Source: Quarterly Census of Employment and Wages  
Data are subject to revision  
Firms with average quarterly employment less than one are excluded from this analysis*

Small businesses form a substantial portion of the New York State economy: 98 percent of New York businesses have fewer than 100 employees (the State’s definition of a small business). Looking at employment, over 40 percent of the workforce is employed in firms with fewer than 100 employees.

Both the number of small firms and average small firm employment has grown from 2010 to 2016 (23.3 percent and 4.7 percent growth, respectively).

#### **National Small Business Association, 2017 Mid-Year Economic Report**

The National Small Business Association (NSBA) is a nonpartisan organization advocating on behalf of small businesses and has 65,000 members representing every state and every industry in the U.S.

The NSBA 2017 Mid-Year Economic Report shows continued improvement in the overall small businesses outlook. Nearly half (45 percent) of small businesses say today’s economy is better than six months ago, the highest this indicator has been in nine years. More than half (54 percent) of small business owners said today’s economy is better than it was one year ago, again the highest this indicator has been in nine years.

Unfortunately, that optimism is more restrained when looking at expectations for the coming year. Results showed a drop in the number of small businesses anticipating economic expansion in the next 12 months. Underscoring the “honeymoon is over” tenor in this survey, more small businesses today than at any point in the last four years say “partisan gridlock in D.C. is a top challenge facing their business.”

Eighty-three percent of small business owners are confident in the future of their business, however just over half anticipate growth for their firm in the coming year. The number of small business owners who said “economic uncertainty” was a significant challenge to the future growth and survival of their business dropped to 36 percent, the lowest this indicator has been since February 2008.

There were slight drops both in revenue growth over the last year and anticipated revenue growth in the coming year. When it comes to hiring, there was a decrease among small businesses that hired in the last 12 months, as compared with the January 2017 survey, and an even bigger drop among those that plan to hire in the next 12 months. This is another indicator that points to the post-election bump moderating: less growth than six months ago, but still solid hiring numbers when evaluating the long-term trends. Of particular note: 84 percent of small firms either gave raises in the last year or plan to do so this year.

According to the NSBA data from as far back as 1993, there is a clear correlation between a small business owner’s ability to hire and his/her ability to get financing. While this survey shows slightly higher rates of financing available to small firms, that change appears to be partially due to a slightly larger company size among respondents. Interestingly, it was found that a slight increase among firms that had to layoff employees due to an inability to garner financing.

### **Federal Reserve Joint Small Business Credit Survey Report, 2016**

The Federal Reserve Banks monitor small business credit conditions through regional surveys of business owners. These surveys provide insight into small business vitality and shed additional light on startups, micro-businesses, and growing firms which affect employment and growth in local and regional economies. Results from the 2016 survey showed that while many employer small businesses were profitable and optimistic in 2016, a significant majority faced financial challenges, experienced funding gaps and relied on personal finances. Specific findings for the US include:

- Similar to 2015, a majority of firms reported that they were profitable and had growing revenues in 2016;
- 61% of employer small businesses faced financial challenges in the last year;
- The most common way employer firms coped with financial challenges was by self-funding;
- Most firms—55%—sought \$100,000 or less in financing;
- Personal assets and personal guarantees are commonly used to secure debt, even among larger firms;
- 60% of applicants had a financing shortfall, meaning they received less than the amount they applied for;
- Banks are the most common source of credit. Smaller firms also frequently turn to online lenders and other sources; and
- Successful applicants reported greatest satisfaction with small banks and credit unions.

Findings specific to New York State small businesses include:

- 61% have fewer than 5 employees;
- 18% are less than two years old;
- 70% have revenue under \$1 million;
- 75% are not growing;
- 10% are high credit risk;
- 47% faced financial challenges; and
- 45% sought financing in the past 12 months.

## B. Employment and Economic Data of Small Businesses in New York State

Since the beginning of Governor Andrew M. Cuomo’s administration, New York State’s economy has added 946,700 private sector jobs and experienced employment growth in 63 of the past 75 months.

Micro-businesses, defined as firms with fewer than 20 employees, employ many workers across the state. For example, over 650,000 people are employed at micro-businesses in New York City, 260,000 people on Long Island and over 280,000 people in selected upstate metropolitan areas. Average monthly earnings are highest in Manhattan (\$5,419) and in Nassau and Suffolk Counties (\$3,455 and \$3,252 respectively). Data is from the first quarter of 2016.

**Employment in New York State Small Businesses with 0 -19 Employees, By Location  
1st Quarter 2016\***

Location	Total Employment	Average Monthly Earnings
New York State	1,500,033	\$3,374
Upstate		
Albany-Schenectady-Troy MSA	58,381	\$2,925
Binghamton MSA	13,499	\$2,261
Buffalo-Niagara Falls MSA	78,632	\$2,518
Elmira MSA	5,466	\$2,325
Rochester MSA	69,187	\$2,589
Syracuse MSA	42,680	\$2,590
Utica-Rome MSA	17,234	\$2,321
New York City and Long Island		
Bronx	44,678	\$2,636
Kings	158,196	\$2,640
New York	302,683	\$5,419
Queens	128,917	\$2,807
Richmond	24,225	\$2,721
Nassau County	129,622	\$3,455
Suffolk County	136,911	\$3,252

MSA = Metropolitan Statistical Area

Source: US Census Bureau, Quarterly Workforce Indicators <http://qwiexplorer.ces.census.gov/>

\*Most recent available data.

Note: unlike Labor Department data (page 1), this source includes businesses with no employees.

Small businesses with 20-49 employees also employ many workers across the state. For example, over 300,000 people are employed at businesses with 20-49 employees in New York City. Employment on Long Island totals over 119,000, while over 165,000 people are employed in selected upstate metropolitan areas. Average monthly earnings are highest in Manhattan (\$7,393) and in Kings and Nassau counties (both \$4,029). Data is from the first quarter of 2016.

**Employment in New York State Small Businesses with 20-49 Employees, By Location**  
**1st Quarter 2016\***

<b>Location</b>	<b>Total Employment</b>	<b>Average Monthly Earnings</b>
New York State	720,960	\$4,408
Upstate		
Albany-Schenectady-Troy MSA	33,215	\$3,422
Binghamton MSA	7,829	\$3,019
Buffalo-Niagara Falls MSA	47,305	\$3,072
Elmira MSA	2,537	\$3,017
Rochester MSA	43,243	\$3,265
Syracuse MSA	24,878	\$3,442
Utica-Rome MSA	9,017	\$2,955
New York City and Long Island		
Bronx	19,374	\$3,556
Kings	61,374	\$4,029
New York	167,667	\$7,393
Queens	51,918	\$3,683
Richmond	9,565	\$3,344
Nassau County	56,752	\$4,029
Suffolk County	63,214	\$3,993

MSA = Metropolitan Statistical Area

Source: US Census Bureau, Quarterly Workforce Indicators <http://qwexplorer.ces.census.gov/>

\*Most recent available data.

Note: unlike Labor Department data (page 1), this source includes businesses with no employees.

The statewide unemployment rate in New York was at 4.8 percent in October 2017 according to preliminary figures released by the New York State Department of Labor.

**Unemployment Rates (%)\***

	<b>October 2017*</b>	<b>September 2017</b>	<b>October 2016</b>
United States	4.1	4.2	4.8
New York State	4.8	4.9	4.9
New York City	5.0	5.1	5.2
NYS, outside NYC	4.7	4.7	4.7

\*Data is preliminary and subject to change, based on standard procedures outlined by the U.S. Bureau of Labor Statistics.

## **C. Programs to Improve Small Business Growth in New York State**

New York State supports small or micro-business growth by providing and implementing programs and services that facilitate access to capital, technical assistance, technology assistance, and access to information and resources.

### ***Increasing Access to Capital***

Since January 2011, the state has launched or enacted over \$210 million in new small business access to capital programs which will leverage three-quarters of a billion dollars in private capital.

In 2017, ESD launched the \$10 million JDA Agriculture Loan Fund which provides loan capital to third-party lenders to provide small business loans to agri-businesses across that state. Eligible projects include the acquisition of and/or improvements to land or buildings located within New York State, as well as the purchase of machinery and equipment and working capital used in support of the New York State agricultural industry. Eligible businesses under this program include but are not limited to value-added processors, food distribution companies, food aggregators, wineries, breweries, distillers, cider producers, and Food Hub participants.

ESD's Division of Small Business and Technology Development provides the following financial assistance programs:

- Small Business Revolving Loan Fund is a major fund targeted to minority- and women-owned businesses (MWBs) and main street businesses that have difficulty accessing regular credit markets. Since its launch, the fund has provided over \$185 million to over 27,000 small and micro-businesses throughout the state, with over 90 percent of the borrowers being MWBs.
- The New York State Capital Access Program (CAP) is a portfolio insurance program that provides matching funds to build loan loss reserves as an incentive to offset small business risk. Since the program's inception in 2012, CAP has facilitated \$72.1 million in loans primarily to micro-businesses. With an average loan size of \$32,200 and with more than 60.2 percent of loans being disbursed in Low and Moderate-Income Communities, the program is facilitating loans to underserved populations in underserved communities.
- NYS Surety Bond Assistance Program provides financial credit assistance, as well as training and technical support to help small contractors and MWBs secure surety bonds for New York State government contracts. Over \$71 million in bonding authority has been facilitated to small businesses and MWBs through this innovative program.
- New York Ventures administers the State's innovation investment funds which provide seed and early-stage venture funding to high growth technology-based startups. The New York Venture Programs include the following:
  - The Innovate New York Fund is a seed-stage equity investment fund that supports innovative high-growth firms around the state. The fund, together with private matching investments, has facilitated over \$267 million in equity and other types of investment to over 81 startup enterprises.
  - The NYS Innovation Venture Capital Fund is a \$100 million investment fund providing critical seed and early-stage funding to incentivize new business formation and growth across the State of New York, as well as facilitate the transition from ideas and research to marketable products.

- The MWBE Investment Fund is a \$2 million equity investment fund providing seed capital to certified minority- and women-owned business enterprises (MWBEs). It was created to support innovation, job creation, and economic growth within minority- and women-owned enterprises throughout the State. Investments target early-stage MWBEs primarily operating in emerging technologies.
- The Bridge to Success Loan Program is a \$20 million fund to expand access to short-term bridge loans for MWBEs by providing qualified MWBEs with the access to capital needed to participate in contracting opportunities with New York State. Since the program's inception, \$16 million in working capital loans have been made.
- The Linked Deposit Program (LDP) was funded at \$560 million and is used to lower interest rates on bank loans for small businesses. LDP has \$314 million currently available. In 2011, the lifetime limit on low-interest loans permitted by the LDP was increased from \$1 million to \$2 million, making more dollars available for small businesses to grow and create jobs across New York State. Another change in 2011 allowed borrowers to apply for a four-year renewal/extension on existing four-year LDP loans, thereby increasing the total term of assistance on certain loans to eight years. In April 2012, a legislative change was enacted to allow all agricultural businesses, not just those located in an economically disadvantaged area, to qualify for the higher interest rate subsidy of 3 percent. In April 2013, an additional legislative change allowed technology and innovation businesses to also qualify for the 3 percent interest rate subsidy. ESD also implemented policy changes which raised the single maximum loan from \$1 million to \$2 million and also allows companies to have an unlimited number of loans outstanding not to exceed \$2 million, compared to the prior limit of \$1.5 million.
- The Job Development Authority Direct Loan Program was reinvigorated in the past few years to focus on small business lending for real estate purchases, renovations, and machinery and equipment purchases. \$52 million in new lending has been originated in the past five calendar years.
- The Trust Funds created in 1994 were designed to assist a specific demographic, including businesses in regions throughout the state through the Regional Revolving Trust Fund; micro-businesses through the Micro Enterprise Revolving Loan Trust Fund; Minority- and Women-Owned Business Enterprises through the Minority and Women Revolving Loan Trust Fund; and retailers in business districts through the Commercial District Revolving Loan Fund. These Trust Fund programs have historically been underutilized due to the accessibility of other lending capital, inflexible term guidelines, and burdensome administrative requirements. There is approximately \$8.6 million allocated to all of these trust fund programs; \$2.8 million to active lenders and \$5.8 million unallocated or allocated to lenders that have not made loans in more than two years. ESD has recently made administrative changes to the programs to reduce the burden and to release more funds to make loans to small businesses.
- ESD launched the Global NY Loan Fund in 2016, a program targeted to New York State-based small and medium-size businesses who seek to create or expand direct exports or to serve as suppliers to larger exporters. Through this program, ESD extends loan loss reserve credit enhancement to financial institutions that participate in the program. Currently, ESD is signing up CDFIs, community-based lenders, and regional banks with small business financing experience interested in supporting export financing.

The state also has other access to capital programs targeted to small businesses such as the Community Development Financial Institutions Assistance Program, which supports the growth of alternative small business lenders around the state.

Considerable program investments made over the last several years by Governor Cuomo and the Legislature are continuing to address the capital challenges small businesses face and will be critical to further growth for small businesses. Programs like the JDA Agriculture Loan Fund, or other Loan to Lenders programs, which provide funds directly to the lenders that are responsive to the needs of small businesses will go a long way in addressing the challenges that are outlined by the Federal Reserve's Joint Small Business Credit Survey Report. New York State has a strong track record in supporting and investing in its alternative lender ecosystem, which has been instrumental in the growth and strength of its small businesses.

### ***Enhancing Training and Technical Assistance for Small Businesses***

Providing technical assistance to help businesses launch and grow is critical to the growth of small businesses. Targeted assistance to subsectors of the small business community can overcome specific challenges faced by community businesses, immigrants, MWBEs and other sectors critical to the local economies of the state. Several new programs or enhancements to existing programs have been made since 2011.

- In May 2014, ESD launched Business Mentor NY, a pro bono mentorship program for MWBEs and other New York State small businesses. Through this online platform ([www.BusinessMentor.NY.gov](http://www.BusinessMentor.NY.gov)), entrepreneurs can access assistance from private industry professionals and other successful entrepreneurs who volunteer their time to help owners overcome challenges and grow their business. Since the launch, over 6,000 mentors and entrepreneurs have signed up, including over 1,100 business professionals who volunteered as mentors. Further, over 3,000 entrepreneurs have connected with a mentor to receive pro bono assistance with a specific business-related challenge.
- The Entrepreneurial Assistance Program (EAP) establishes centers in local communities to provide instruction, training, technical assistance, and support services to individuals who have recently started their own business or are interested in starting a business. These 24 strategically located centers assist new and aspiring entrepreneurs in developing basic business management skills, refining business concepts, devising early-stage marketing plans and preparation of action plans. In addition, the program actively assists EAP client efforts to obtain business financing. Two-thirds of the centers operate or are formally affiliated with micro-loan funds. EAP primarily assists minorities, women, dislocated workers, individuals with special needs, and veterans.
- The Small Business Development Center (SBDC) Network provides high-quality business counseling and training to entrepreneurs who want to start a business or small business owners who want to improve the performance of an existing business. This service is provided through a network of 24 regional centers located throughout New York State. This network provides comprehensive training and includes many targeted initiatives, including the SBDC's Veterans Business Outreach Program, staffed by business advisers who are veterans and dedicated to helping fellow veterans start and/or grow a small business by providing targeted business training, counseling, and mentoring.

- The Office for New Americans, managed by the New York Department of State, provides New Americans access to English-for-Speakers-of-Other-Languages training, preparation for the naturalization application process, strong connections with communities through civic engagement and other opportunities, reduction of exploitation by scammers and con artists, assistance to maximize the number of young people receiving Deferred Action for Childhood Arrivals, development of professional skills, and connection to business resources to harness entrepreneurial spirit and opportunities. This service is provided through a network of 27 neighborhood-based Opportunity Centers.
- ESD's Division of Science, Technology & Innovation (NYSTAR) has over 70 partner centers which provide assistance to companies from the start-up to maturity phases. NYSTAR leverages New York's unparalleled investment in world-class technology assets and expertise. NYSTAR funded centers provide vital tools for enabling technology and manufacturing led growth and job creation. NYSTAR partners include:
  - The Centers for Advanced Technology (CAT) Program encourages greater collaboration between private industry and the universities of the state in the development and application of new technologies. This includes working with small businesses to further develop their products to become more competitive in the marketplace. Currently, ESD funds 15 CATs at 12 Universities throughout New York State.
  - The Centers of Excellence (COE) Program fosters collaboration between the academic research community and the business sector to develop and commercialize new products and technologies, to promote critical private sector investment in emerging high technology fields, and to create and expand technology-related businesses and employment. The ultimate goal is the creation and expansion of high technology businesses and jobs, which will result in economic growth in New York State. ESD funds 12 COEs throughout the state.
  - The Manufacturing Extension Partnership (MEP) Program provides funds to support a statewide network of eleven non-profit organizations whose mission is to provide services to small and medium-sized manufacturers, science and technology-based businesses, and start-ups in need of business assistance and technologies to improve their operations or products. The program is an integrated service delivery initiative that draws on three related programs: the state Technology Development Organization Program, the state Industrial Technology Extension Service Program, and the federal Manufacturing Extension Partnership Program. NYSTAR has designated ten regional MEP centers to support New York State manufacturers—one in each of the ten economic development regions—and a statewide center (FuzeHub) to provide overall marketing, resource matching, and referral.
  - FuzeHub works primarily with small and medium-sized manufacturers and technology companies by matching their needs to the most appropriate NYS innovation resource. FuzeHub also administers the Manufacturing Innovation Fund that includes grants and other programs designed to assist small companies in advancing their manufacturing operations or products. Companies can find assistance at [www.fuzehub.com](http://www.fuzehub.com).

- The High-Performance Computing Consortium (HPCNY) Program provides technical experts representing a variety of science domains through simulation-based engineering software to assist academic and small business partners to solve short-term problems using supercomputing assets.
- The NYS Certified Business Incubator and Innovation Hot Spot Program provides strategic funding to business incubators to improve the quantity and quality of incubator services provided to emerging companies thereby enabling these businesses to successfully transition from their start-up phase to larger scale commercialization of their products and services. In addition, this program is providing ESD with valuable information on the companies which are at the early stage of entry into the state’s “innovation pipeline.”
- Additional programs administered by NYSTAR also serve small businesses in strategic high-tech fields. These include NYSTAR’s Matching Grants Leverage Program, which helps New York State higher education institutes secure federal research grants; three Digital Gaming Hubs; and the New York State Science & Technology Law Center.
- In 2017, NYSTAR was awarded a new federal grant that has dedicated staff to disseminate new technologies developed at the Manufacturing USA institutes to New York State’s small manufacturers.
- In 2017, NYSTAR was awarded a new federal grant to assist small manufacturers and defense-oriented start-up companies diversify and become more resilient to fluctuations in federal defense spending.

### ***Streamlining Government***

Governor Cuomo’s agenda for a more efficient government meant a re-evaluation of core government operations and economic development strategies to provide better results and maximize resources.

The state has a number of tools and resources to help small businesses navigate government. These include the New York State Directory of Small Business Programs, the Directory of Alternative Lending Programs, New York State Small Business Guide, and New York Business Express. Most resources can be accessed through:

<http://esd.ny.gov/SmallBusiness.html>

## *Improving the Business Climate*

### **FY 2018 State Budget: Strategic Investments and Fiscal Discipline to Grow the Economy and Create Jobs**

The \$153.1 billion FY 2018 State Budget:

- Holds the growth in State spending below 2 percent for the seventh year in a row;
- Reduces middle-class income taxes for 6 million taxpayers, bringing rates to the lowest levels in more than 70 years once fully phased in;
- Creates the Excelsior Scholarship and increases education spending to a record \$25.8 billion - equipping more New Yorkers with the talent and tools they need to compete in today's global economy;
- Includes a Child Care Tax Credit for 200,000 working families whose benefits will double on average;
- Caps the growth of prescription drug spending in Medicaid; and
- Accelerates New York's hallmark \$100 billion construction program by investing in the comprehensive development of our airports, roads and bridges, public transit, and Upstate tourism centers.

The FY 2018 State Budget builds on the historic reforms enacted under Governor Andrew M. Cuomo to grow the State's economy and create jobs, including:

- The 2 percent property tax cap, saving New Yorkers \$16 billion through the end of last year;
- The START-UP NY tax-free program, which is creating jobs and spurring innovation and investment across the state;
- Eliminating the MTA payroll tax for more than 700,000 small businesses and the self-employed;
- Reducing the corporate tax rate to 6.5 percent - the lowest rate since 1968;
- Lowest manufacturers' tax rate since 1917; and
- Overhauling the unemployment insurance and workers compensation insurance.

**Governor Cuomo is working for New York.** Private sector employers have added 1 million new jobs since the start of this administration. The State has the best credit ratings in decades and State debt has declined for five years in a row for the first time in modern history.

Learn more at <http://governor.ny.gov>.

## D. Statistical and Economic Analysis of New York State's Small Businesses by Industry

Micro-businesses are present in all New York industry groups. The highest-employing industries are accommodations and food services (193,000 workers; 12.9 percent of the total) and retail (188,000 workers; 12.5 percent of the total). Average monthly earnings are highest in management of companies and enterprises (\$8,859), finance and insurance (\$8,836) and professional services (\$5,177). Data is from the first quarter of 2016.

### Employment in New York State Small Businesses with 0 - 19 Employees, By Industry (2015, 1st Quarter\*)

Industry	Total Employment	Share of Total Employment, All Firms with 0 - 19 Employees	Average Monthly Earnings
Accommodation and Food Services	193,874	12.92%	\$1,554
Administrative and Support and Waste Management and Remediation Services	68,079	4.54%	\$3,141
Agriculture, Forestry, Fishing and Hunting	10,682	0.71%	\$2,230
Arts, Entertainment, and Recreation	30,793	2.05%	\$3,237
Construction	146,152	9.74%	\$3,590
Educational Services	26,494	1.77%	\$2,261
Finance and Insurance	46,945	3.13%	\$8,836
Health Care and Social Assistance	169,665	11.31%	\$3,584
Information	20,690	1.38%	\$4,740
Management of Companies and Enterprises	3,475	0.23%	\$8,859
Manufacturing	63,586	4.24%	\$3,090
Mining, Quarrying, and Oil and Gas Extraction	860	0.06%	\$3,874
Other Services (except Public Administration)	178,028	11.87%	\$2,436
Professional, Scientific, and Technical Services	148,943	9.93%	\$5,177
Real Estate and Rental and Leasing	86,204	5.75%	\$3,806
Retail Trade	188,167	12.54%	\$2,428
Transportation and Warehousing	33,002	2.20%	\$2,943
Utilities	687	0.05%	\$4,241
Wholesale Trade	83,707	5.58%	\$4,390

Source: US Census Bureau, Quarterly Indicators <http://qwiexplorer.ces.census.gov/>

\*Most recent available data.

Note: unlike Labor Department data (page 1), this source includes businesses with no employees.

Examining the larger small businesses with 20 - 49 employees, the highest-employing industries are accommodations and food services (144,248 workers; 20 percent of the total), health care and social assistance (79,002 employees, 11 percent) and retail (68,240 workers; 9.47 percent). Average monthly earnings are highest in finance and insurance (\$18,048), management of companies and enterprises (\$11,344), and utilities (\$10,348). Data is from the first quarter of 2016.

**Employment in New York State Small Businesses with 20 - 49 Employees, By Industry  
(2015, 1st Quarter\*)**

Industry	Total Employment	Share of Total Employment, All Firms with 20 - 49 Employees	Average Monthly Earnings
Accommodation and Food Services	144,248	20.01%	\$1,946
Administrative and Support and Waste Management and Remediation Services	33,597	4.66%	\$4,236
Agriculture, Forestry, Fishing and Hunting	5,237	0.73%	\$2,619
Arts, Entertainment, and Recreation	19,437	2.70%	\$2,544
Construction	63,861	8.86%	\$5,246
Educational Services	24,103	3.34%	\$2,759
Finance and Insurance	21,850	3.03%	\$18,048
Health Care and Social Assistance	79,002	10.96%	\$3,928
Information	12,103	1.68%	\$5,507
Management of Companies and Enterprises	2,781	0.39%	\$11,344
Manufacturing	51,604	7.16%	\$3,906
Mining, Quarrying, and Oil and Gas Extraction	577	0.08%	\$4,269
Other Services (except Public Administration)	46,330	6.43%	\$3,197
Professional, Scientific, and Technical Services	59,200	8.21%	\$6,812
Real Estate and Rental and Leasing	25,677	3.56%	\$5,427
Retail Trade	68,240	9.47%	\$3,156
Transportation and Warehousing	18,128	2.51%	\$3,496
Utilities	441	0.06%	\$10,348
Wholesale Trade	44,543	6.18%	\$6,004

Source: US Census Bureau, Quarterly Workforce Indicators

<http://qwiexplorer.ces.census.gov/>

\*Most recent available data.

Note: unlike Labor Department data (page 1), this source includes businesses with no employees.

## E. State and Local Small Business Regulations

The 2017 budgetary summary and the regulatory and legislative changes affecting small businesses from July 1, 2016 - June 30, 2017, are available at: <http://www.esd.ny.gov/SmallBusiness/Reports.html>.

Previous years summaries of regulatory changes affecting small businesses are also available at the link above.

The state's Regional Economic Development Councils and community stakeholders have developed draft recommendations for regulatory measures. Many of these recommendations have either already been addressed and many others are currently being addressed.

Finally, substantial information on state and some local regulations affecting small businesses are contained within the following directories:

- <http://www.dos.ny.gov/info/nycrr.html> - Access New York Codes, Rules and Regulations (NYCRR) from the Department of State, Division of Administrative Rules web page.
- [http://www.tax.ny.gov/pubs\\_and\\_bulls/](http://www.tax.ny.gov/pubs_and_bulls/) - The New York State Department of Taxation and Finance website contains a comprehensive list of publications and tax regulations affecting businesses.
- [http://www.nyssbdc.org/services/reg\\_compliance.html](http://www.nyssbdc.org/services/reg_compliance.html) - The New York Small Business Development Center network compiles resources for local, state and federal laws and regulations.