

THE MEGAPHONE OF MAIN STREET: REPORT ON AMERICA'S SMALL BUSINESSES

presented by
SCORE 



Over 18,000 entrepreneurs spoke up!

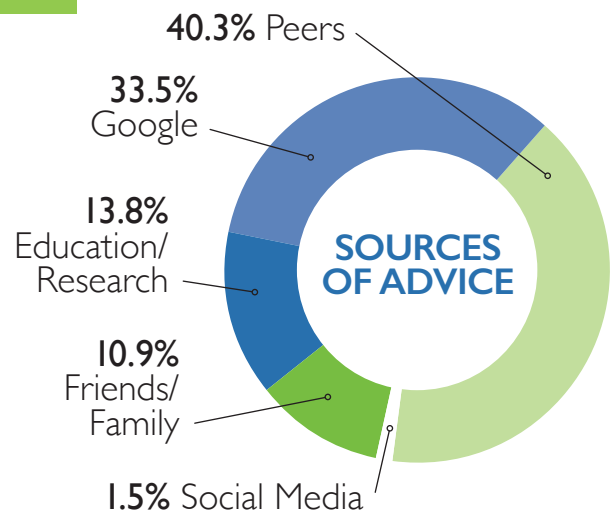
The survey sample included entrepreneurs from every state and the District of Columbia, encompassing a broad range of industries at every stage of business ownership.

Business Life Stage	# of Respondents	Percentage of Total
Pre-start	7614	41.2
Start-up (first year)	5138	27.8
Existing	5712	30.9



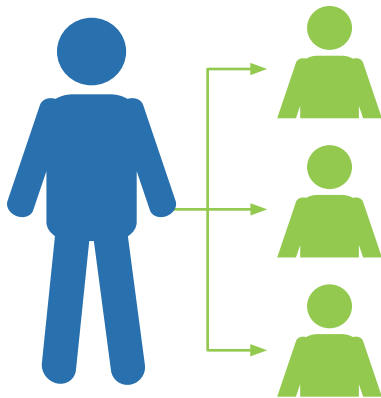
PRE-STARTS: Looking for Answers

MOST CRITICAL SERVICES FOR BUSINESS SUCCESS:



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START-UPS: Funding Outside the Box



46% OF START-UPS HIRED, EACH CREATING,
ON AVERAGE, WORK FOR 3 PEOPLE

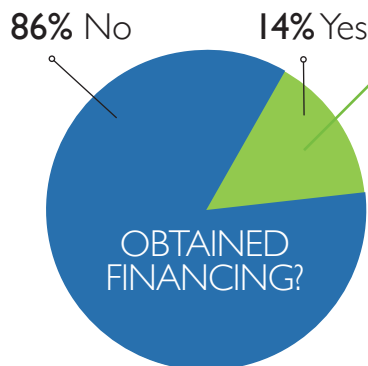
3.2 Jobs

Full-time, part-time
or independent
contractor

1 Job

Full-time positions

ONLY A SMALL PERCENTAGE OF START-UPS OBTAINED FINANCING



AND HERE'S WHERE THEY FOUND IT:

SBA loans

21%

Equity raised
from investors

27%

Other loans

60%

Total exceeds 100% where responses indicated receiving more than one funding source.

About this report:

Research Methodology: Pricewaterhouse Coopers conducted a census survey of all SCORE mentoring clients and 18,583 responded via telephone and web. Total client revenue, business creation, and job creation numbers were calculated via straight line extrapolation from the survey respondents to the total number of 2016 SCORE clients. This survey was made possible thanks to the generous support of Constant Contact.

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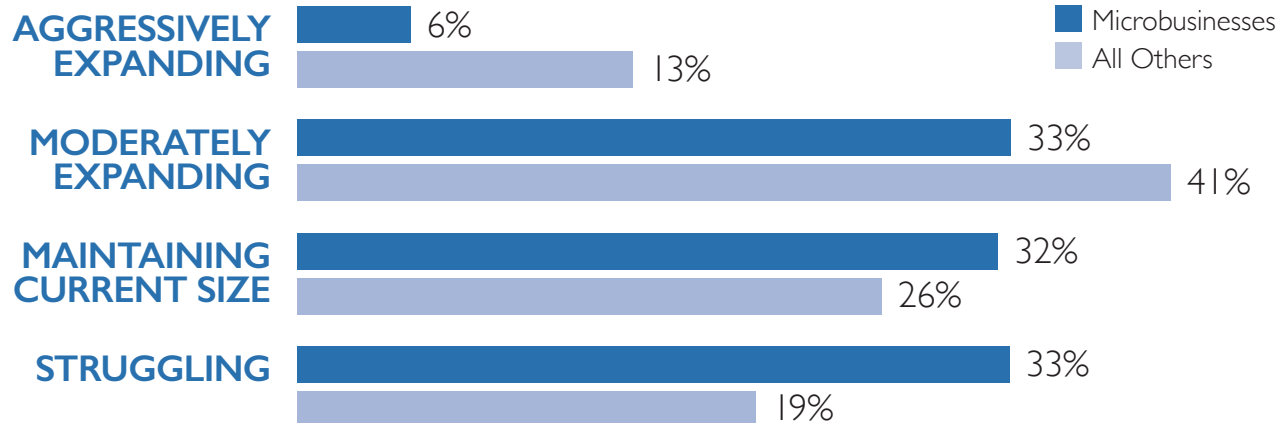
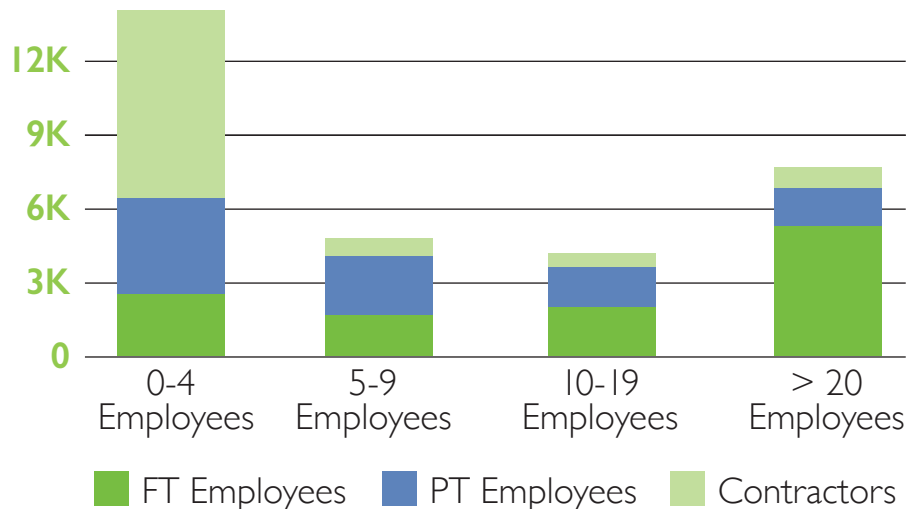
EXISTING BUSINESSES: Creating Jobs

MICRO-BUSINESSES:

Businesses with 0-4 employees, not including the owner

65%
Say they're
struggling
or stagnant

92% OF ALL BUSINESSES ARE MICROBUSINESSES,
AND THEY CREATE THE MOST JOBS... BY FAR.



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