



1999 SMALL BUSINESS PROFILE: OKLAHOMA

By any measure, small businesses are critical to the economic well-being of Oklahoma. They create new businesses (and the new jobs that go with them); bring new and innovative services and products to the marketplace; and provide business ownership opportunities to diverse (and traditionally underrepresented) groups. These contributions are clearly established in the statistical portrait contained in this *Small Business Profile* compiled by the U.S. Small Business Administration's Office of Advocacy.

Number of Businesses. In 1998 there were 73,600 businesses with employees, of which approximately 97 percent were small businesses (fewer than 500 employees). The number of small businesses with employees increased by 1.3 percent from 72,600 in 1997. There were also 155,000 self-employed persons in 1998. While there is some overlap between these two groups (firms with employees and self-employed persons), a rough calculation puts the total number of businesses at 228,600. (Sources: U.S. Dept. of Labor, Employment and Training Administration; U.S. Dept. of Commerce, Bureau of the Census; U.S. Dept. of Labor, Bureau of Labor Statistics)

Women-Owned Businesses. There were 57,000 self-employed women in 1998, representing 36.8 percent of total self-employment in the state. (Source: U.S. Dept. of Labor, Bureau of Labor Statistics)

Minority-Owned Businesses. According to the latest figures available, there were 12,865 minority-owned businesses in 1992, including 4,621 Black-owned businesses; 2,854 Hispanic-owned firms; and 5,627 firms owned by Asians, Pacific Islanders, American Indians, and Alaskan Natives. (Data may not add to the total because an owner may be a member of more than one minority group.) Of these businesses, 2,545 had employees, with employment totaling 15,000. (Source: U.S. Dept. of Commerce, Bureau of the Census)

Business Turnover. In 1998, 9,700 new employer firms were formed, 5.2 percent more than the number formed in 1997. There were 9,500 business terminations in 1998, a 3.3 percent increase from 1997. Business bankruptcies totaled 800 in 1998, a 39.2 percent decrease from 1997. (Sources: U.S. Dept. of Labor, Employment and Training Administration; Administrative Office of the U.S. Courts; U.S. Dept. of Commerce, Bureau of the Census)

Employment. In 1996, businesses with fewer than 500 employees accounted for 626,400 employees, or 57.7 percent of the state's 1,084,700 private-sector non-farm employment. Small-business employment was concentrated in the following sectors: construction, wholesale trade, and services (see Table 1). Small businesses added a net total of 21,000 employees between 1995 and 1996, accounting for 69.4 percent of private non-farm employment growth in the state (see Table 2). The industries with the largest percent increases in employment among small businesses were: educational services; building construction; and special trade contractors (see Table 3). (Source: U.S. Dept. of Commerce, Bureau of the Census, Statistics of U.S. Businesses)

Recent figures show that small firm job growth has continued. According to data prepared for the SBA's Office of

Advocacy by Cognetics, Inc., non-farm businesses added 75,300 net new jobs in the state between 1994 and 1998. In almost all industries, the most prolific job creators were firms with fewer than five employees. (Source: Cognetics, Inc.)

Small Business Income. There is no single measure of small business profitability because firms may operate as sole proprietorships, partnerships, or corporations. A partial measure — non-farm proprietors' income — totaled \$6.4 billion in 1998, an increase of 6.7 percent from \$6.0 billion in 1997. (Source: U.S. Dept. of Commerce)

Finance. The SBA's Office of Advocacy ranked the 317 banks in the state that filed "call reports" with federal banking regulators on the basis of dollar value, number, and percentage of small commercial loans (under \$1 million) outstanding on June 30, 1998. (See Table 4 for the top-ranking small-business-friendly banks.) In addition to these banks, small businesses seeking loans should consider lenders that participate in the SBA's loan programs (so-called "preferred" or "certified" lenders); for a list of these lenders, call the Small Business Answer Desk at (800) 827-5722. Small businesses looking for qualified investors can also turn to the Access to Capital Electronic Network (*ACE-Net*). For more information, contact an *ACE-Net* operator at (405) 235-2305 or via e-mail at *Marsha.beatty@otcc.org*

To learn more about the Office of Advocacy's data, analyses, and research reports on small business, call (202) 205-6530 or visit the office's Web site at *www.sba.gov/adv*.

TABLES

Table 1. Employment by Industry and Firm Size, 1996 (thousands)

<i>Industry</i>	<i>Firm Size by Number of Employees</i>			<i>< 500 as Percent of Industry Total</i>
	<i>Total</i>	<i>1-19</i>	<i>1-499</i>	
Total non-farm employment	1,084.7	243.4	626.4	57.7
Agricultural services	7.2	*	6.3	*
Mining	34.0	7.0	16.3	48.0
Construction	52.6	25.4	48.7	92.6
Manufacturing	166.7	15.4	69.0	41.4
Transportation, communications, and utilities	71.0	8.8	25.9	36.4
Wholesale trade	68.8	19.3	45.0	65.4
Retail trade	250.6	54.8	136.7	54.5
Finance, insurance, and real estate	63.6	16.4	38.3	60.3
Services	369.8	91.5	239.9	64.9
Unclassified	0.4	*	0.4	*

* Data not available due to disclosure restrictions.

Source: U.S. Dept. of Commerce, Bureau of the Census.

Table 2. Non-Farm Job Gains and Losses by Firm Size, 1995–1996 (thousands)

	<i>Firm Size</i>		
	<i>Total</i>	<i>1–19</i>	<i>1–499</i>
Gains:			
New establishments	66.7	23.5	43.2
Expanding establishments	107.8	36.3	73.3
Losses:			
Downsized establishments	(93.2)	(23.2)	(57.8)
Closed establishments	(51.0)	(19.7)	(37.7)
Net change in employment	30.3	16.9	21.0

Source: U.S. Dept. of Commerce, Bureau of the Census, Statistics of U.S. Businesses, 1999.

Table 3. Fastest Small Business Employment Growth by Industry, 1995–1996 (thousands)

<i>Industry</i>	<i>SIC</i>	<i>Small Business Employment 1996</i>	<i>Net Change*</i>	<i>Percent Change</i>
Total, all industries		626.4	6.7	1.1
Educational services	8200	7.4	0.7	10.6
Building construction	1500	10.1	0.8	8.7
Special trade contractors	1700	30.6	2.0	6.8
Health services	8000	73.6	3.3	4.8
Membership organizations	8600	31.8	1.4	4.6

* Net change in Table 2 differs by definition from net change in Table 3. Table 2 uses dynamic data to track changes in individual businesses over time, whereas Table 3 uses static data to take snapshots of the universe of businesses at two different points in time.

Note: Table shows the top five industries. Includes only businesses with fewer than 500 employees. Industries with less than 1 percent change in small business employment are not included.

Source: U.S. Dept. of Commerce, Bureau of the Census, Statistics of U.S. Businesses, 1999.

Table 4. Small-Business-Friendly Banks, 1998

<i>Bank Name</i>	<i>Location</i>
Tulsa National Bank	Tulsa
First Bank and Trust Company	Wagoner
Armstrong Bank	Vian
Bank of Cushing and Trust Company	Cushing
American National Bank and Trust Company	Sapulpa
First Capital Bank	Guthrie
Lincoln National Bank	Oklahoma City
Citizens Security Bank and Trust Company	Bixby
First National Bank and Trust Company of Ada	Ada
Landmark Bank Company, N.A.	Madill
Security National Bank of Sapulpa	Sapulpa
Oklahoma National Bank	Duncan
First National Bank of Roland	Roland
Stillwater National Bank and Trust Company	Stillwater
Bancfirst	Oklahoma City

Source: U.S. Small Business Administration, Office of Advocacy, from data collected by the Federal Reserve Board.

The full list of small-business-friendly banks can be found on the Office of Advocacy's Web site at www.sba.gov/advoc/lending_nus2.html.