

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

presented by
SCORE



Over 18,000 entrepreneurs spoke up!

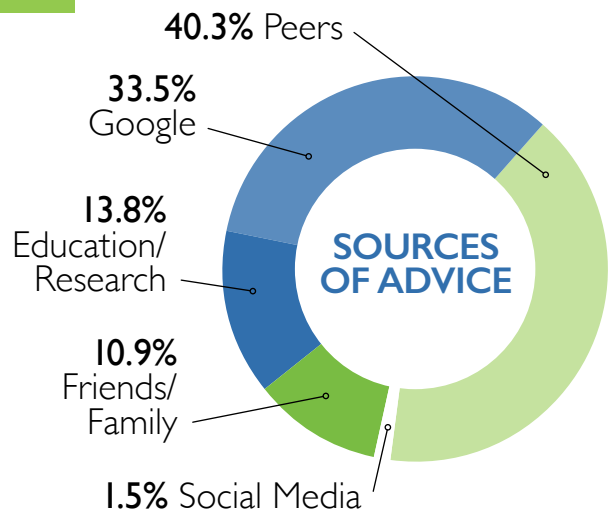
The survey sample included entrepreneurs from every state and the District of Columbia, encompassing a broad range of industries at every stage of business ownership.

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

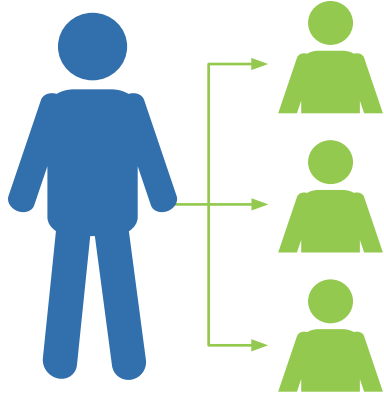


PRE-STARTS: Looking for Answers

MOST CRITICAL SERVICES FOR BUSINESS SUCCESS:



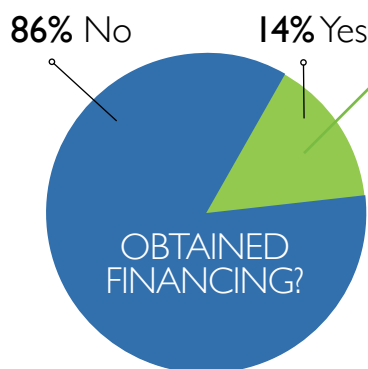
START-UPS: Funding Outside the Box



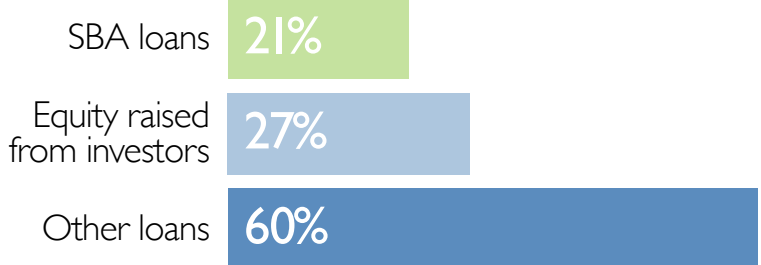
46% OF START-UPS HIRED, EACH CREATING, ON AVERAGE, WORK FOR 3 PEOPLE



ONLY A SMALL PERCENTAGE OF START-UPS OBTAINED FINANCING



AND HERE'S WHERE THEY FOUND IT:



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

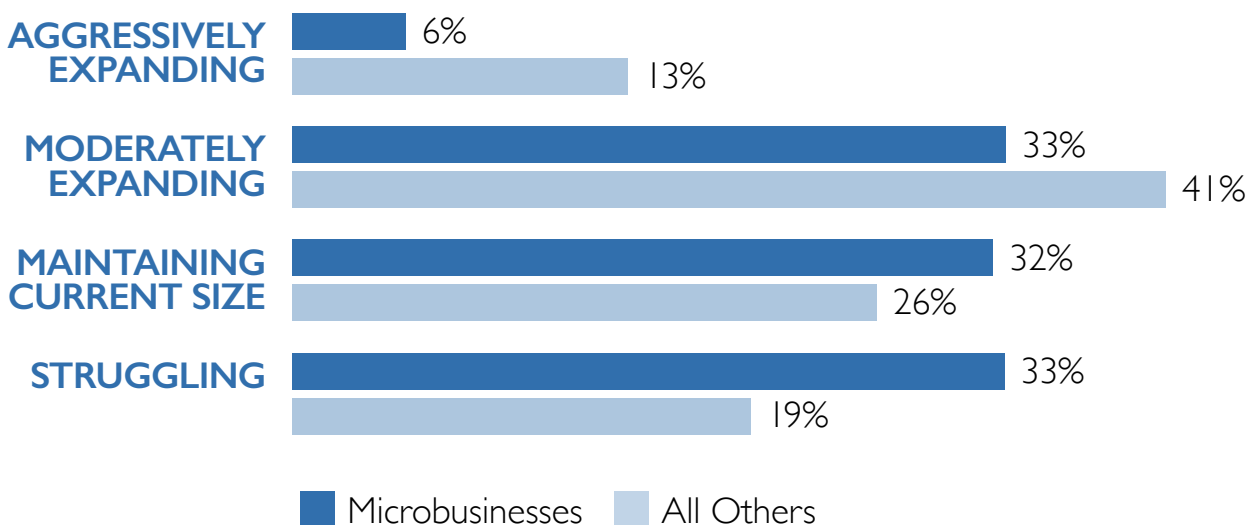
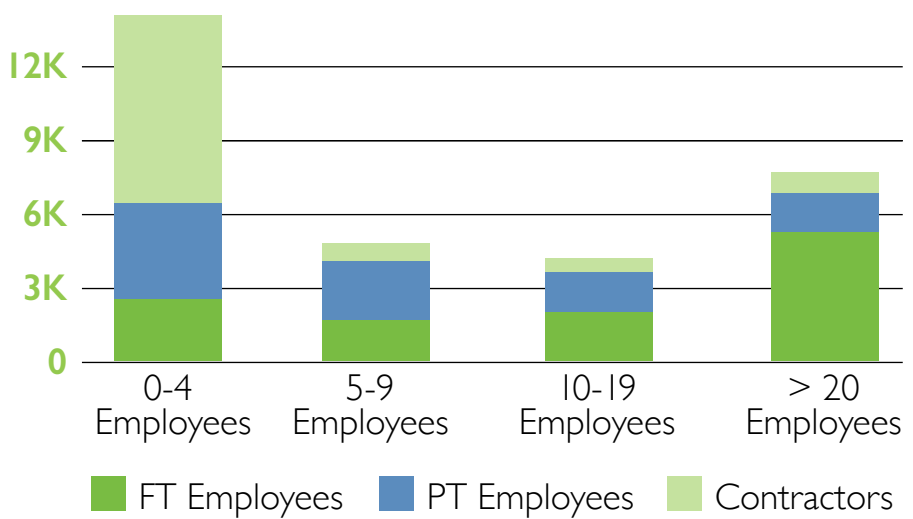
EXISTING BUSINESSES: Creating Jobs

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.



KEEP AN EAR OUT FOR THE NEXT MEGAPHONE OF MAIN STREET REPORT FROM SCORE

- Contact media@score.org with questions
- Follow @SCOREmentors on [Facebook](#) and [Twitter](#) for news and updates on American small business
- Visit SCORE.org for resources

Research Methodology: Pricewaterhouse Coopers conducted a census survey of all SCORE mentoring clients and 18,583 responded via telephone and web. Total revenue, business creation, and job creation were calculated using 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.