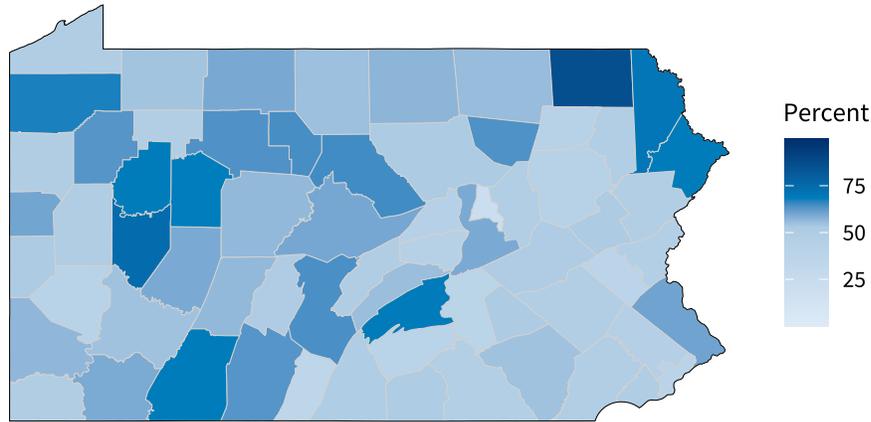


Pennsylvania

1.1 million small businesses
99.6 percent of Pennsylvania businesses

2.6 million small business employees
45.8 percent of Pennsylvania employees



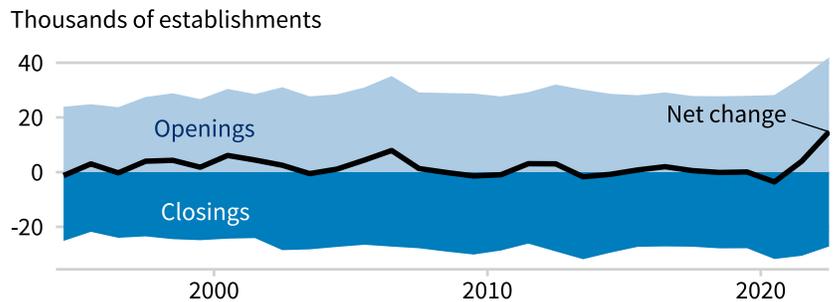
Share of employees working at small businesses by county

Source of original data: [Statistics of US Businesses](#) (Census)

Business dynamics

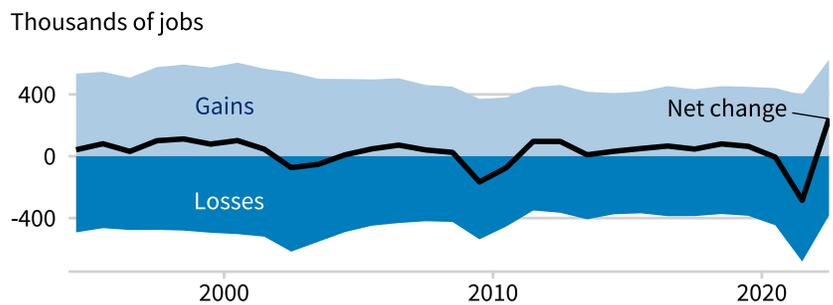
Establishments

Between March 2021 and March 2022, 41,944 Pennsylvania establishments opened and 27,190 closed, for a net increase of 14,754. Employment expanded at 94,653 establishments and contracted at 68,988. Small businesses accounted for 40,269 openings and 25,682 closings.



Employment

Opening and expanding Pennsylvania establishments added 624,251 jobs, while closing and contracting establishments lost 382,140, for a net increase of 242,111 jobs. Small businesses contributed a net increase of 184,922 jobs, or 76.4 percent of that total.



Counts include temporary closures and reopenings

Source: [Business Employment Dynamics](#) (BLS)

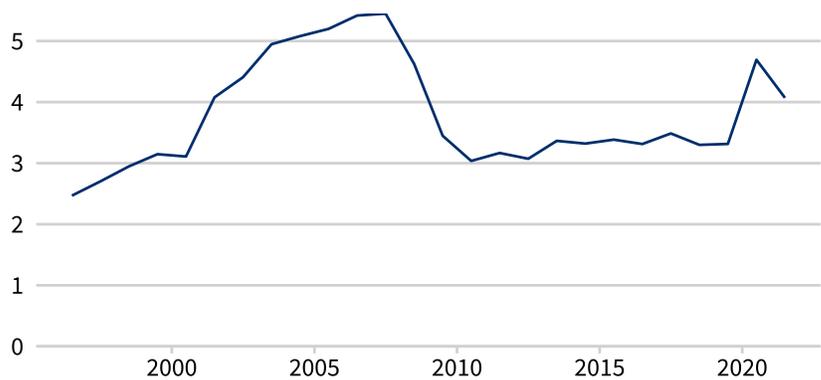
Small business loans

The Community Reinvestment Act requires large banks to report new small business loans. In 2021, reporting banks issued \$4.1 billion in loans to Pennsylvania businesses with revenues of \$1 million or less. Total reported new lending to businesses through loans of \$100,000 or less was \$4.4 billion. Total reported new lending to businesses through loans of \$1 million or less was \$13.7 billion.

Source: [CRA Aggregate Data](#) (FFIEC)

New lending to businesses with revenues under \$1 million

\$Billion



Small business count by size and industry

| Industry | Without employees | 1–19 employees | 20–499 employees | All small businesses |
|--|-------------------|----------------|------------------|----------------------|
| Professional, Scientific, and Technical Services | 120,142 | 23,976 | 2,517 | 146,635 |
| Construction | 95,428 | 24,665 | 2,309 | 122,402 |
| Transportation and Warehousing | 101,693 | 6,171 | 1,190 | 109,054 |
| Other Services (except Public Administration) | 74,374 | 31,530 | 2,096 | 108,000 |
| Real Estate and Rental and Leasing | 98,502 | 7,410 | 563 | 106,475 |
| Retail Trade | 81,671 | 21,263 | 2,738 | 105,672 |
| Health Care and Social Assistance | 60,894 | 18,509 | 4,522 | 83,925 |
| Administrative, Support, and Waste Management | 64,338 | 11,373 | 1,640 | 77,351 |
| Arts, Entertainment, and Recreation | 43,934 | 3,754 | 772 | 48,460 |
| Accommodation and Food Services | 15,152 | 17,867 | 4,511 | 37,530 |
| Finance and Insurance | 24,908 | 7,808 | 776 | 33,492 |
| Educational Services | 28,517 | 2,506 | 913 | 31,936 |
| Manufacturing | 13,864 | 7,862 | 3,325 | 25,051 |
| Wholesale Trade | 12,518 | 7,666 | 2,087 | 22,271 |
| Information | 10,160 | 1,973 | 464 | 12,597 |
| Agriculture, Forestry, Fishing and Hunting | 8,052 | 501 | 31 | 8,584 |
| Mining, Quarrying, and Oil and Gas Extraction | 1,910 | 497 | 157 | 2,564 |
| Utilities | 569 | 140 | 46 | 755 |
| Management of Companies and Enterprises | * | 142 | 575 | 717 |
| Industries not classified | * | 258 | 1 | 259 |
| Total | 856,626 | 195,645 | 29,756 | 1,082,027 |

* Not reported by the Census Bureau

Sources: [Nonemployer Statistics](#), 2020 (Census); [Statistics of US Businesses](#), 2020 (Census)



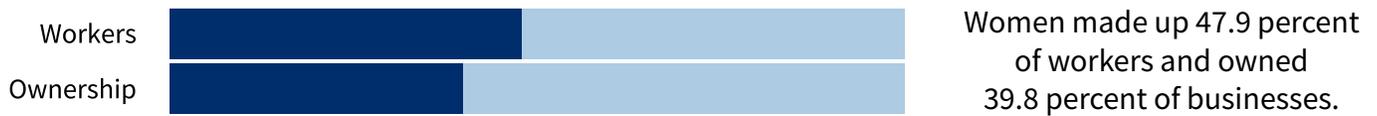
Small business exports

A total of 15,430 identified firms exported goods worth \$41.4 billion from Pennsylvania in 2021. Of those exporters, 13,661—or 88.5 percent—were small. Exports by small firms reached \$12.6 billion, making up 30.5 percent of exports by identified firms.

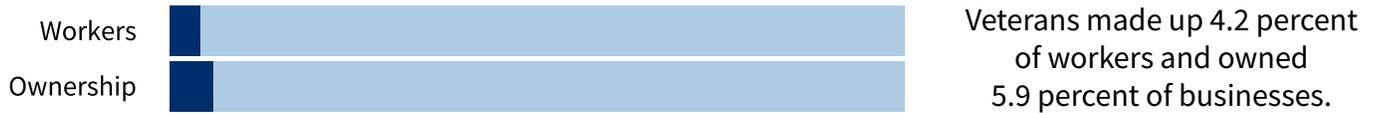
Source: [A profile of US importing and exporting companies, 2020-2021](#) (Census)

Business ownership share by demographic group

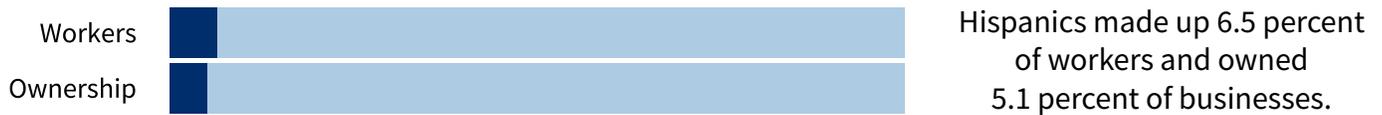
Women



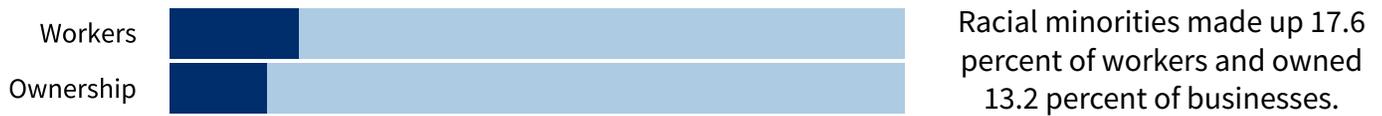
Veterans



Hispanics



Racial minorities



Ownership shares include equal and majority ownership

Sources of original data: [American Community Survey, 2019 5-Year Data \(Census\)](#); [Annual Business Survey, 2019 \(Census\)](#); [Nonemployer Statistics by Demographics, 2019 \(Census\)](#)

Business count by owner demographic group

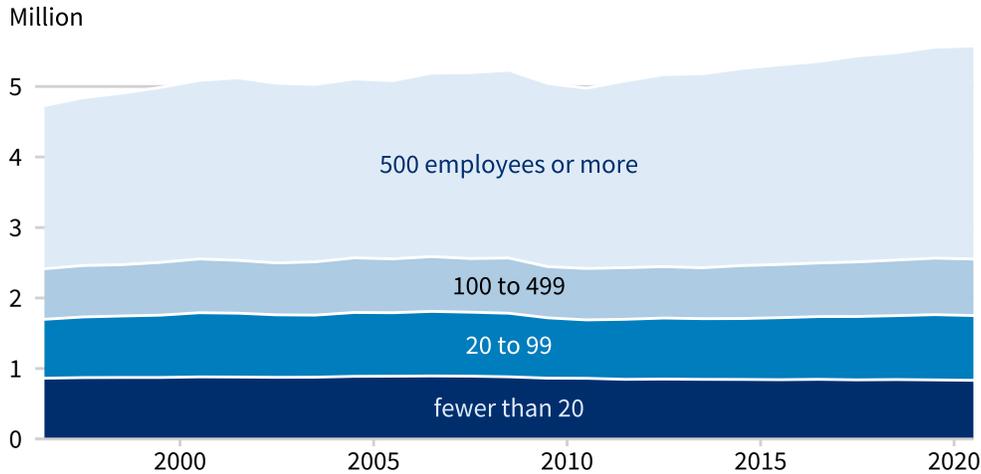
| Ownership | Without employees | With employees | Total businesses |
|--|-------------------|----------------|------------------|
| Female | 335,000 | 40,305 | 375,305 |
| Male | 499,000 | 137,042 | 636,042 |
| Owned equally by both groups | 21,000 | 24,949 | 45,949 |
| Veteran | 43,000 | 11,437 | 54,437 |
| Not Veteran | 809,000 | 186,553 | 995,553 |
| Owned equally by both groups | 3,400 | * | * |
| Hispanic | 49,000 | 3,025 | 52,025 |
| Not Hispanic | 805,000 | 198,488 | 1,003,488 |
| Owned equally by both groups | 850 | * | * |
| American Indian and Alaska Native | 4,400 | 384 | 4,784 |
| Asian | 44,000 | 15,066 | 59,066 |
| Black or African American | 81,000 | 3,067 | 84,067 |
| Native Hawaiian and Other Pacific Islander | 800 | * | * |
| White | 734,000 | 183,758 | 917,758 |
| Hispanic or Racial Minority | 167,000 | 21,309 | 188,309 |
| White and Not Hispanic | 686,000 | 179,076 | 865,076 |
| Owned equally by both groups | 2,000 | 1,911 | 3,911 |

* Not reported by the Census Bureau; counts include only businesses classifiable by owner demographic group

Sources: [Annual Business Survey, 2019 \(Census\)](#); [Nonemployer Statistics by Demographics, 2019 \(Census\)](#)

Total Pennsylvania employment by business size

Source of original data: [Statistics of US Businesses](#) (Census)



Between 1996 and 2020, Pennsylvania small business employment grew by 5.7 percent, reaching 2.6 million employees in 2020.

Small business employment and payroll by industry

| Industry | Employers | | Employees | | Payroll (\$1,000s) | |
|--|----------------|-------------|------------------|-------------|--------------------|-------------|
| | Small | % | Small | % | Small | % |
| Other Services (except Public Administration) | 33,626 | 99.4 | 217,191 | 88.7 | 6,050,511 | 85.1 |
| Construction | 26,974 | 99.4 | 209,794 | 82.0 | 13,010,568 | 78.1 |
| Professional, Scientific, and Technical Services | 26,493 | 97.7 | 203,098 | 60.3 | 15,967,682 | 54.0 |
| Retail Trade | 24,001 | 97.7 | 232,713 | 35.4 | 7,743,160 | 41.9 |
| Health Care and Social Assistance | 23,031 | 97.9 | 438,371 | 39.9 | 17,244,725 | 31.6 |
| Accommodation and Food Services | 22,378 | 98.7 | 307,286 | 63.0 | 4,228,867 | 59.0 |
| Administrative, Support, and Waste Management | 13,013 | 96.3 | 138,667 | 41.2 | 5,586,862 | 41.0 |
| Manufacturing | 11,187 | 93.7 | 261,749 | 47.5 | 13,442,269 | 41.3 |
| Wholesale Trade | 9,753 | 93.1 | 131,636 | 52.4 | 8,341,144 | 43.8 |
| Finance and Insurance | 8,584 | 95.4 | 75,570 | 25.8 | 6,314,856 | 21.6 |
| Real Estate and Rental and Leasing | 7,973 | 97.6 | 46,554 | 69.9 | 2,476,385 | 65.3 |
| Transportation and Warehousing | 7,361 | 94.5 | 84,428 | 32.9 | 3,335,692 | 27.7 |
| Arts, Entertainment, and Recreation | 4,526 | 98.2 | 60,659 | 53.8 | 1,661,859 | 52.8 |
| Educational Services | 3,419 | 95.9 | 76,654 | 27.6 | 2,889,490 | 23.2 |
| Information | 2,437 | 91.1 | 34,146 | 31.6 | 2,165,201 | 20.2 |
| Management of Companies and Enterprises | 717 | 54.0 | 18,119 | 9.9 | 1,433,205 | 7.6 |
| Mining, Quarrying, and Oil and Gas Extraction | 654 | 90.6 | 10,375 | 47.0 | 688,047 | 39.5 |
| Agriculture, Forestry, Fishing and Hunting | 532 | 99.6 | 2,777 | 99.5 | 115,011 | 98.7 |
| Industries not classified | 259 | 100.0 | 356 | 100.0 | 10,616 | 100.0 |
| Utilities | 186 | 79.1 | 2,387 | 8.3 | 189,870 | 5.7 |
| Total | 225,401 | 98.0 | 2,552,530 | 45.8 | 112,896,020 | 38.4 |

Source: [Statistics of US Businesses](#), 2020 (Census)

About this profile

Small businesses are generally defined here as firms with fewer than 500 employees. Figures or statistics may involve approximations because of missing or problematic data. Where notes identify the source of “original data,” a value is approximate in at least one profile. The Technical Notes provide details on data, methods, and definitions. Electronic versions of this and other [geographic profiles](#) are available online. Visit advocacy.sba.gov for additional resources.