

## Technical Information

### 2016 Annual Survey of Entrepreneurs (ASE): Characteristics of Businesses (CB)

#### Dataset Accessible via the Application Programming Interface (API)

Estimates are provided for owners (classifiable by gender, ethnicity, race and veteran status) of employer firms that responded to the characteristic(s) (DATA FIELDS) listed below. Please note that this does not include firms not classifiable by gender, ethnicity, race and veteran status:

- Number of owners in 2016 (OWNRNUM)
- Whether the business was family-owned in 2016 (FAMOWN)
- Whether the business was jointly-owned or operated by spouses in 2016 (SPOUSES)
- Business aspirations of the owner(s) for the business in five years (BUSASPIR)
- Year the business was originally established (YRESTBUS)
- Whether all or part of the business operated as a franchise in 2016 (OPFRAN)
- Sources of capital used to start or acquire the business (STRTSRCE)
- Total amount of capital used to start or acquire the business (ACQBUSCAP)
- Total amount of funding from select sources for 2016 (FUNDSRC)
- Whether the business attempted new funding relationships in 2016 (NEWFUNDREL)
- Whether the owner and the business shared any banking relationships (BANKREL)
- How long the owner's personal banking relationships were in place before financial transactions were first conducted by this business (BANKTIME)
- Whether the business was required to provide collateral or loan guarantee for any outstanding loan (LOANS)
- Whether the business made any purchases on account or using trade credits (PURACCNT)
- Reasons that the business avoided any needed additional financing during 2016 (AVOIDFINAN)
- Whether the business was profitable in 2016 (PROFIT)
- What factors had negative impacts on profitability for 2016 (NEGPROFIT)
- Regulations impact on profitability (REGLIMPCT)
- Regulations impact on starting or acquiring the business (REGLACQBUS)
- Regulations impact on expanding business operations (REGLEXPN)
- Reasons for seeking business advice (SEEKADV)
- Sources of advice received by the business (PROVADV)
- Outcome of the advice received by the business (ADVOUTCOME)
- Exit strategy for the owners (EXITSTRAT)
- Types of customers of the business in 2016(CUST)
- Geographic location of the business's customers/client in 2016 (CUSTLOCPCT)
- Percent of total sales of goods and services that were exported outside the U.S. in 2016 (PEXPORT)
- Whether the business had operations outside the U.S. in 2016 (BUSOUTUS)
- Whether the business outsourced or transferred functions or services outside the U.S. in 2016 (OUTSRCUS)
- Languages used for customer transactions in 2016 (LANG)
- Types of workers used by the business in 2016 (WORKERS)
- Employee benefits that were totally or partly paid by the business in 2016 (BENEFITS)
- Whether the business had a website in 2016 (WEBSITE)
- Percent of total sales of goods and services that were from e-commerce in 2016 (PECOMMRC)
- Whether the business was home-based in 2016 (HOMEBUS)
- Whether the business owned intellectual property in 2016 (INTELCTPROP)
- Business activity characteristics in 2016 (BUSACT)
- Reasons that the business ceased operations since 2016 (CEASEOPS)

Characteristic data are tabulated by:

- Geography (U.S., states, and the fifty most populous metropolitan statistical areas)
- Industry sector (2-digit 2012 North American Industry Classification System code (NAICS2012) and meaning of code (NAICS2012\_TTL)) [See <https://www.census.gov/eos/www/naics/> for detailed information.]
- Years in business (YIBSZFI)

The full list of variables can be found at <https://api.census.gov/data/2016/ase/cscb/variables.html>.

**Technical Notes:**

Detail may not add to the total or subgroup total because a Hispanic or Latino firm may be of any race, and because a firm could be tabulated in more than one racial group. For example, if a firm responded as both Chinese and Black majority-owned, the firm would be included in the detailed Asian and Black estimates, but would only be counted once toward the higher level estimates for all firms.

For all firms classifiable by gender, ethnicity, race, and veteran status, the details are counted based on the person(s) owning 51 percent or more of the stock or equity in the business. These estimates are both tabulated by single attribute (such as female-owned) and cross tabulated by double attributes (such as Hispanic, female-owned). Separate estimates are counted, tabulated, and cross tabulated for firms equally owned (50 percent / 50 percent).

Publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status are counted and tabulated separately.

Percentages are for respondent firms with paid employees only, and are not recalculated when the dataset is resorted. Percentages are always based on total reporting (defined above) within a gender, ethnicity, race, veteran status, (CBGROUP) and/or industry group for characteristics tabulated in this dataset. Firms with more than one domestic establishment are counted in each industry in which they operate, but only once in the U.S. total for all sectors. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see the Methodology section at <https://www.census.gov/programs-surveys/ase/technical-documentation/methodology.2016.html>.

**Abbreviations and Symbols:**

Please note that symbols will show in the associated flag field for variables. The data value shown will be zero. The following abbreviations and symbols are used with these data:

- S** - Withheld because estimate did not meet publication standards
- N** - Not available or not comparable
- X** - Not applicable

For the complete list of all economic programs symbols, see the Symbols Glossary at <https://www.census.gov/programs-surveys/economic-census/technical-documentation/data-dictionary.html>.

### Valid Data Values

To build valid API queries, data users will need to refer to the following codes.

ASECB represents estimates tabulated by a single ownership attribute, such as gender, ethnicity, race, or veteran status.

DATA FIELD	Valid codes	Meaning of code
ASECB	0000	All firms
	0001	Female-owned
	0002	Male-owned
	0003	Equally male-/female-owned
	0010	Hispanic
	0020	Equally Hispanic/non-Hispanic
	0030	Non-Hispanic
	0100	White
	0200	Black or African American
	0300	American Indian and Alaska Native
	0400	Asian
	0500	Native Hawaiian and Other Pacific Islander
	0600	Some other race
	0700	Minority
	0800	Equally minority/nonminority
	0900	Nonminority
	1000	Veteran
	2000	Equally veteran/nonveteran
	3000	Nonveteran
	9996	All firms classifiable by gender, ethnicity, race, and veteran status
9998	Publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status	

YIBSZFI represents the number of years the firm has been in business.

DATA FIELD	Valid codes	Meaning of code
YIBSZFI	001	All firms
	311	Firms with less than 2 years in business
	318	Firms with 2 to 3 years in business
	319	Firms with 4 to 5 years in business
	321	Firms with 6 to 10 years in business
	322	Firms with 11 to 15 years in business
	323	Firms with 16 or more years in business

Please refer to the following business questions and valid codes (listed alphabetically by DATA FIELD) for the business information collected on the 2016 ASE-1 questionnaire.

Please note that select questions instructed the respondent to **“Select all that apply.”**

"For the owner(s) you reported, what was the total amount of capital used to start or acquire this business?  
(Capital includes savings, other assets, and borrowed funds of owner(s))."

DATA FIELD	Valid codes	Meaning of code
ACQBUSCAP	A1	All firms
	GM	Less than \$5,000
	GN	\$5,000 to \$9,999
	GO	\$10,000 to \$24,999
	GP	\$25,000 to \$49,999
	GQ	\$50,000 to \$99,999
	GR	\$100,000 to \$249,999
	GS	\$250,000 to \$999,999
	GS01	\$1,000,000 to \$2,999,999
	GS02	\$3,000,000 or more
	GU	Don't know
	GV	Not applicable
	GW	Total reporting
	GX	Item not reported

“During 2016, did the advice or mentoring selected in the ‘Reasons for Seeking Business Advice’ question lead to positive business outcomes or changes in business operations that are anticipated to be positive?”

DATA FIELD	Valid codes	Meaning of code
ADVOUTCOME	A1	All firms
	AO1	Advice or mentoring led to positive business outcomes or anticipated positive changes in business operations
	AO2	Advice or mentoring did not lead to positive business outcomes or anticipated positive changes in business operations
	AOTR	Total reporting
	AOXX	Item not reported
	AOXY	Not applicable

“At any time during 2016, did this business need additional financing and the owner(s) chose not to apply?”

DATA FIELD	Valid codes	Meaning of code
AVOIDFINAN	A1	All firms
	MUP	Business needed additional financing and owner(s) did apply
	MUQ	Business needed additional financing and owner(s) chose not to apply
	MUR	Business needed additional financing and owner(s) chose not to apply
	MUR1	Did not think business would be approved by lender
	MUR2	Did not want to accrue debt
	MUR3	Decided the financing costs would be too high
	MUR4	Preferred to reinvest the business profits instead
	MUR5	Felt the loan search/application process would be too time consuming
	MUR6	Decided the additional financing was no longer needed

DATA FIELD	Valid codes	Meaning of code
AVOIDFINAN (cont.)	MUR7	Decided to wait until funding conditions improved
	MUR8	Decided to wait until the company hit milestones to be in stronger position to raise funds
	MUR9	Other reason for not applying for additional financing
	MUTR	Total reporting
	MUXX	Item not reported
	MUXY	Reason why business avoided additional financing not reported

“In 2016, were this business’s banking relationships with the same financial institutions as any of the owner’s personal banking relationships? Banking relationships include business checking or savings accounts, credit cards, loans, etc. **Select one.**”

DATA FIELD	Valid codes	Meaning of code
BANKREL	A1	All firms
	BE1	Business's banking relationships were with the same financial institutions as any of the owner's
	BE2	Business's banking relationships were not with the same financial institutions as any of the owner's
	BE3	Owner(s) had no business banking relationships
	BE4	Don't know
	BETR	Total reporting
	BEXX	Item not reported

“How long were the owner's personal banking relationships in place before financial transactions were first conducted by this business? **Select one.**”

DATA FIELD	Valid codes	Meaning of code
BANKTIME	A1	All firms
	BT1	0-1 month
	BT2	2-5 months
	BT3	6-12 months
	BT4	More than 12 months
	BT5	Don't know
	BTTR	Total reporting
	BTXX	Item not reported
	BTXY	Not applicable

"In 2016, which of the following employee benefits were paid totally or partly by this business? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
BENEFITS	A1	All firms
	KB	Health insurance
	KC	Contributions to retirement plans, including 401(k), Keogh, etc.
	KD	Profit sharing and/or stock options
	KE	Paid holidays, vacation, and/or sick leave
	KE01	Tuition assistance and/or reimbursement
	KF	None of the above
	KG	Total reporting
	KH	Item not reported

"In 2016, did any of the following characteristics describe the activity of this business? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
BUSACT	A1	All firms
	LB	Operated less than 40 hours per week on average
	LC	Operated less than 12 months
	LD	Seasonal business
	LE	Operated occasionally
	LF	None of the above
	LG	Total reporting
	LH	Item not reported

"Where would the owner(s) like this business to be in five years?"

DATA FIELD	Valid codes	Meaning of code
BUSASPIR	A1	All firms
	MVL1	Larger in terms of sales or profits
	MVL2	About the same amount of sales or profits
	MVL3	Smaller in terms of sales or profits
	MVL4	Other
	MVTR	Total reporting
	MVXX	Item not reported
	MVXY	Not applicable

"In 2016, did this business have operations outside the United States?"

DATA FIELD	Valid codes	Meaning of code
BUSOUTUS	A1	All firms
	BA	Had operations outside the U.S.
	BB	Did not have operations outside the U.S.
	BC	Total reporting
	BE	Item not reported

"Is this business currently operating?" [As of the questionnaire's completion date] "(If No) Did the operations cease for any of the following reasons? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
CEASEOPS	A1	All firms
	LI	Business is currently operating
	LI00	Business operations have ceased
	LI01	Operations ceased because owner(s) military deployment
	LI02	Operations ceased because owner(s) illness or injury
	LJ	Operations ceased because owner(s) retired
	LK	Operations ceased because owner(s) died
	LL	Operations ceased because operated for a specific or one-time event
	LM	Operations ceased due to inadequate cash flow or sales
	LN	Operations ceased due to lack of business loans/credit
	LO	Operations ceased due to lack of personal loans/credit
	LP	Operations ceased because owner(s) started another business
	LQ	Operations ceased because owner(s) sold the business
	LR	Operations ceased for another reason
	LS	Total reporting
	LT	Operating status not reported
LU	Reason operations ceased not reported	

"In 2016, which of the following types of customers accounted for 10% or more of this business's total sales of goods and/or services? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
CUST	A1	All firms
	IB	Federal government
	IC	State and local government, including school districts, transportation authorities, etc.
	ID01	Other businesses, including distributors of your product
	ID02	Other organizations
	IE	Individuals
	IF	Total reporting
	IG	Item not reported

"During 2016, where were this business's customers or clients located? *Round to the nearest whole percent. Your best estimate is fine. If none, report "0."*"

DATA FIELD	Valid codes	Meaning of code
CUSTLOCPCT	A1	All firms
	MW1P	Less than 25% same region as business
	MW2P	25% to 49% same region as business
	MW3P	50% to 74% same region as business
	MW4P	75% or more same region as business
	MX1P	Less than 25% outside of the region but within U.S.
	MX2P	25% to 49% outside of the region but within U.S.
	MX3P	50% to 74% outside of the region but within U.S.
	MX4P	75% or more outside of the region but within U.S.

DATA FIELD	Valid codes	Meaning of code
CUSTLOCPCT (cont.)	MY1P	Less than 25% outside the U.S.
	MY2P	25% to 49% outside the U.S.
	MY3P	50% to 74% outside the U.S.
	MY4P	75% or more outside the U.S.
	MZTR	Total reporting
	MZXX	Item not reported

"Which of the following best describes this business's current exit strategy for any of the owners? An exit strategy is a plan the business owners create to describe how they intend to exit the business and capture their investment. **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
EXITSTRAT	A1	All firms
	E01	Walk away from the business
	E02	Liquidate or sell off assets and repay the business's liabilities
	E03	Sell the business to employees or managers
	E04	Sell or merge the business with another firm
	E05	Sell the business to another individual that is not an owner of the same business
	E06	Sell or transfer ownership to another owner of the same business
	E07	Sell or transfer ownership of the business to a family member(s) that is not an owner of the same business
	E08	Prepare an Initial Public Offering (IPO)
	E09	Other exit strategy
	E10	Business does not currently have an exit strategy for any owner
	ETR	Total reporting
EXX	Item not reported	

"In 2016, did **two or more members of the one family own the majority** of this business? (Family refers to spouses, parents/guardians, children, siblings, or close relatives.)"

DATA FIELD	Valid codes	Meaning of code
FAMOWN	A1	All firms
	BM	Family-owned
	BN	Not family-owned
	BO	Total reporting
	BP	Item not reported
	NB	Not applicable

"For 2016, what was the total amount of money that the owner(s) personally put into the business? *Your best estimate is fine. Please report in thousands.*

Include:

- Investments from personal savings
- Personal retirement accounts
- Home equity loans
- Personally borrowed funds"

"For 2016, what was the total amount of money this business received from family, friends, and employees? *Your best estimate is fine. Please report in thousands.*"

"For 2016, what was the total amount of money this business borrowed from a bank or other financial institution, including business loans, a business credit card carrying a balance, or a business line of credit? *Include all draws on business line of credit, even if paid off during the year. Your best estimate is fine. Please report in thousands.*"

"For 2016, what was the total amount of money this business received from angel investors, venture capitalists, or other businesses in return for a share of ownership in this business? *Your best estimate is fine. Please report in thousands.*" (An "angel investor" is an affluent individual who provides capital for a business start-up, usually in exchange for convertible debt or ownership equity.)

"For 2016, what was the total amount of money this business received from government grants (such as the Small Business Innovation Research (SBIR) and/or Small Business Technology Transfer (STTR) programs)? *Your best estimate is fine. Please report in thousands.*"

DATA FIELD	Valid codes	Meaning of code
FUNDSRC	A1	All firms
	BFF0	\$0 from owner(s)
	BFF1	\$1 to \$4,999 from owner(s)
	BFF2	\$5,000 to \$9,999 from owner(s)
	BFF3	\$10,000 to \$24,999 from owner(s)
	BFF4	\$25,000 to \$49,999 from owner(s)
	BFF5	\$50,000 to \$99,999 from owner(s)
	BFF6	\$100,000 to \$249,999 from owner(s)
	BFF7	\$250,000 or more from owner(s)
	BFTR	Firms with funding from owner(s): Total reporting
	BFXX	Firms with funding from owner(s): Item not reported
	BFXY	Firms with funding from owner(s): Not applicable
	BGF0	\$0 from family, friends, and employees
	BGF1	\$1 to \$4,999 from family, friends, and employees
	BGF2	\$5,000 to \$9,999 from family, friends, and employees
	BGF3	\$10,000 to \$24,999 from family, friends, and employees
	BGF4	\$25,000 to \$49,999 from family, friends, and employees
	BGF5	\$50,000 to \$99,999 from family, friends, and employees
	BGF6	\$100,000 to \$249,999 from family, friends, and employees
	BGF7	\$250,000 or more from family, friends, and employees
	BGTR	Firms with funding from family, friends, and employees: Total reporting
	BGXX	Firms with funding from family, friends, and employees: Item not reported
	BHF0	\$0 from banks and other financial institutions
	BHF1	\$1 to \$4,999 from banks and other financial institutions
	BHF2	\$5,000 to \$9,999 from banks and other financial institutions
	BHF3	\$10,000 to \$24,999 from banks and other financial institutions
	BHF4	\$25,000 to \$49,999 from banks and other financial institutions
	BHF5	\$50,000 to \$99,999 from banks and other financial institutions
	BHF6	\$100,000 to \$249,999 from banks and other financial institutions
	BHF7	\$250,000 or more from banks and other financial institutions
	BHTR	Firms with funding from banks and other financial institutions: Total reporting
	BHXX	Firms with funding from banks and other financial institutions: Item not reported
	BIF0	\$0 from outside investors
	BIF1	\$1 to \$4,999 from outside investors
BIF2	\$5,000 to \$9,999 from outside investors	
BIF3	\$10,000 to \$24,999 from outside investors	

DATA FIELD	Valid codes	Meaning of code
FUNDSRC (cont.)	BIF4	\$25,000 to \$49,999 from outside investors
	BIF5	\$50,000 to \$99,999 from outside investors
	BIF6	\$100,000 to \$249,999 from outside investors
	BIF7	\$250,000 or more from outside investors
	BITR	Firms with funding from outside investors: Total reporting
	BIXX	Firms with funding from outside investors: Item not reported
	BJF0	\$0 from government grants
	BJF1	\$1 to \$4,999 from government grants
	BJF2	\$5,000 to \$9,999 from government grants
	BJF3	\$10,000 to \$24,999 from government grants
	BJF4	\$25,000 to \$49,999 from government grants
	BJF5	\$50,000 to \$99,999 from government grants
	BJF6	\$100,000 to \$249,999 from government grants
	BJF7	\$250,000 or more from government grants
	BJTR	Firms with funding from government grants: Total reporting
	BJXX	Firms with funding from government grants: Item not reported

"In 2016, did this business operate primarily from somebody's home?"

DATA FIELD	Valid codes	Meaning of code
HOMEBUS	A1	All firms
	GY	Operated primarily from somebody's home
	GZ	Did not operate primarily from somebody's home
	HA	Total reporting
	HB	Item not reported

"In 2016, did this business own one or more of the following (Copyright, Trademark, Patent (granted), Patent (pending), None)? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
INTELCTPROP	A1	All firms
	OA	Owned a copyright
	OB	Owned a trademark
	OC	Owned a patent (granted)
	OD	Owned a patent (pending)
	OE	Owned none of the above
	OF	Total reporting
	OG	Item not reported

"In 2016, in which language(s) did this business conduct transactions with its customers? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
LANG	A1	All firms
	JA	English
	JA01	African language(s)
	JB	Arabic
	JC	Chinese
	JD	French

DATA FIELD	Valid codes	Meaning of code
LANG (cont.)	JD01	French Creole
	JE	German
	JG	Hindi/Urdu
	JH	Italian
	JI	Japanese
	JJ	Korean
	JK	Polish
	JL	Portuguese
	JM	Russian
	JN	Spanish
	JO	Tagalog
	JP	Vietnamese
	JQ	Other
	JR	Total reporting

"In 2016, was this business required to provide collateral or loan guarantee for any outstanding loan? **Select one.**"

DATA FIELD	Valid codes	Meaning of code
LOANS	A1	All firms
	LO1	Business did not have an outstanding loan
	LO2	Business was required to provide collateral or loan guarantee for an outstanding loan
	LO3	Business was not required to provide collateral or loan guarantee for an outstanding loan
	LO4	Don't know
	LOTR	Total reporting
	LOXX	Item not reported

"In 2016, did each of the following negatively impact the profitability of this business? **Select one (Yes or No) for each row.**"

DATA FIELD	Valid codes	Meaning of code
NEGPROFIT	A1	All firms
	OSH1	Negative impact from access to financial capital
	OSH2	No negative impact from access to financial capital
	OTH1	Negative impact from cost of financial capital
	OTH2	No negative impact from cost of financial capital
	OUH1	Negative impact from finding qualified labor
	OUH2	No negative impact from finding qualified labor
	OVH1	Negative impact from taxes
	OVH2	No negative impact from taxes
	OWG1	Negative impact from government regulations
	OWG2	No negative impact from government regulations
	OWH1	Negative impact from slow business or lost sales
	OWH2	No negative impact from slow business or lost sales
	OXH1	Negative impact from late or nonpayment from customers
	OXH2	No negative impact from late or nonpayment from customers
	OYH1	Negative impact from unpredictability of business conditions
	OYH2	No negative impact from unpredictability of business conditions

DATA FIELD	Valid codes	Meaning of code
NEGPROFIT (cont.)	OZH1	Negative impact from changes or updates in technology
	OZH2	No negative impact from changes or updates in technology
	PAH1	Negative impact from other
	PAH2	No negative impact from other
	PBTR	Total reporting
	PBXX	Item not reported

"For 2016, did this business attempt to establish any funding relationships (for example, loans, investments, or gifts) with any of the following sources? **Select one for each row.**"

DATA FIELD	Valid codes	Meaning of code
NEWFUNDREL	A1	All firms
	PC2R	Other owner(s) (if applicable): Received total amount requested
	PC2S	Other owner(s) (if applicable): Did not receive total amount requested
	PC2T	Other owner(s) (if applicable): Did not attempt to establish this new funding relationship
	PD2R	Family, friends, or employees: Received total amount requested
	PD2S	Family, friends, or employees: Did not receive total amount requested
	PD2T	Family, friends, or employees: Did not attempt to establish this new funding relationship
	PE2R	Banks, credit unions, or other financial institutions: Received total amount requested
	PE2S	Banks, credit unions, or other financial institutions: Did not receive total amount requested
	PE2T	Banks, credit unions, or other financial institutions: Did not attempt to establish this new funding relationship
	PF2R	Home equity loans in name of business owners: Received total amount requested
	PF2S	Home equity loans in name of business owners: Did not receive total amount requested
	PF2T	Home equity loans in name of business owners: Did not attempt to establish this new funding relationship
	PG2R	Credit cards: Received total amount requested
	PG2S	Credit cards: Did not receive total amount requested
	PG2T	Credit cards: Did not attempt to establish this new funding relationship
	PH2R	Trade credit (for example, buy now, pay later): Received total amount requested
	PH2S	Trade credit (for example, buy now, pay later): Did not receive total amount requested
	PH2T	Trade credit (for example, buy now, pay later): Did not attempt to establish this new funding relationship
	PI2R	Angel investors: Received total amount requested
	PI2S	Angel investors: Did not receive total amount requested
	PI2T	Angel investors: Did not attempt to establish this new funding relationship
	PJ2R	Venture capitalists: Received total amount requested
	PJ2S	Venture capitalists: Did not receive total amount requested
	PJ2T	Venture capitalists: Did not attempt to establish this new funding relationship
	PK2R	Other investor businesses: Received total amount requested
	PK2S	Other investor businesses: Did not receive total amount requested
	PK2T	Other investor businesses: Did not attempt to establish this new funding relationship
	PL2R	Crowd funding platform: Received total amount requested

DATA FIELD	Valid codes	Meaning of code
NEWFUNDREL (cont.)	PL2S	Crowd funding platform: Did not receive total amount requested
	PL2T	Crowd funding platform: Did not attempt to establish this new funding relationship
	PM2R	Grants: Received total amount requested
	PM2S	Grants: Did not receive total amount requested
	PM2T	Grants: Did not attempt to establish this new funding relationship
	PN2R	Other: Received total amount requested
	PN2S	Other: Did not receive total amount requested
	PN2T	Other: Did not attempt to establish this new funding relationship
	POTR	Total reporting
POXX	Item not reported	

"In 2016, did all or part of this business operate as a franchise?"

DATA FIELD	Valid codes	Meaning of code
OPFRAN	A1	All firms
	LV	All or part of the business operated as a franchise
	LW	Did not operate as a franchise
	LX	Total reporting
	LY	Item not reported

"In 2016, did this business outsource or transfer any business function and/or service to a company outside the United States?"

DATA FIELD	Valid codes	Meaning of code
OUTSRCUS	A1	All firms
	IW	Outsourced or transferred any business function and/or service to a company outside the U.S.
	IX	Did not outsource or transfer any business function and/or service to a company outside the U.S.
	IY	Total reporting
	IZ	Item not reported

"As of December 31, 2016, how many people owned this business? *Include yourself if you were a sole proprietor or worked as a consultant or an independent contractor. Do not combine two or more owners to create one owner. Count spouses and partners as separate owners*"

DATA FIELD	Valid codes	Meaning of code
OWNRNUM	A1	All firms
	BQ	1 person
	BQ01	2 to 4 people
	BQ02	5 to 10 people
	BQ03	11 or more people
	BQ04	Business owned by a parent company, estate, trust, or other entity
	BX	Unknown number of owners
	BY	Total reporting
	BZ	Item not reported

"In 2016, did this business have any e-commerce sales? (E-commerce sales are sales of goods and/or services where an order is placed by the buyer or price and terms of sale are negotiated over the Internet, extranet, EDI network, electronic mail, or other online system. Payment may or may not be made online.)" "(If Yes) In 2016, what percent of this business's total sales of goods and/or services were e-commerce sales?"

DATA FIELD	Valid codes	Meaning of code
PECOMMRC	A1	All firms
	KM	No e-commerce sales
	KM01	Yes e-commerce sales
	KN	Less than 1%
	KO	1% to 4%
	KP	5% to 9%
	KQ	10% to 19%
	KR	20% to 49%
	KS	50% to 99%
	KT	100%
	KU	Don't know
	KV	Total reporting
	KW	E-commerce not reported
RX	Percent e-commerce not reported	

"In 2016, what percent of this business's total sales of goods and/or services consisted of exports outside the United States?"

DATA FIELD	Valid codes	Meaning of code
PEXPORT	A1	All firms
	IH	None
	IJ	1% to 4%
	IK	5% to 9%
	IL	10% to 19%
	IM	20% to 49%
	IN	50% to 99%
	IO	100%
	IP	Don't know
	IQ	Total reporting
	IR	Item not reported

"In 2016, did this business have profits, losses, or break even?"

DATA FIELD	Valid codes	Meaning of code
PROFIT	A1	All firms
	EHP1	Business had profits
	EHP2	Business had losses
	EHP3	Business broke even
	EHTR	Total reporting
	EHXX	Item not reported

“During 2016, from whom did this business seek the advice or mentoring selected in the ‘Reasons for Seeking Business Advice’ question? **Select all that apply.**”

DATA FIELD	Valid codes	Meaning of code
PROVADV	A1	All firms
	PA1	Business sought advice or mentoring from family
	PA2	Business sought advice or mentoring from friends
	PA3	Business sought advice or mentoring from professional colleagues
	PA4	Business sought advice or mentoring from employees
	PA5	Business sought advice or mentoring from legal and professional advisors
	PA6	Business sought advice or mentoring from customers
	PA7	Business sought advice or mentoring from suppliers
	PA8	Business sought advice or mentoring from government-supported technical assistance program
	PA9	Business sought advice or mentoring from other source
	PATR	Total reporting
	PAXX	Item not reported
PAXY	Not applicable	

“In 2016, did this business make any purchases on account or using trade credits? Trade credits are invoice payment terms a business establishes with their suppliers allowing them to purchase goods or services now and at a later date.”

DATA FIELD	Valid codes	Meaning of code
PURACCNT	A1	All firms
	AC1	Business made purchases on account or used trade credits
	AC2	Business had not made purchases on account or used trade credits
	ACTR	Total reporting
	ACXX	Item not reported

“What impact did regulations have on the ability to initially start or acquire this business?”

DATA FIELD	Valid codes	Meaning of code
REGLACQBUS	A1	All firms
	RQ1	Regulations had a positive impact on starting or acquiring the business
	RQ2	Regulations had a negative impact on starting or acquiring the business
	RQ3	Regulations had no impact on starting or acquiring the business
	RQ5	Don't know
	RQTR	Total reporting
	RQXX	Item not reported

“During 2016, what impact did regulations have on expanding this business’s operations, such as by increasing production, adding locations, or attaining new customers?”

DATA FIELD	Valid codes	Meaning of code
REGLEXP	A1	All firms
	RE1	Regulations had a positive impact on expanding business operations
	RE2	Regulations had a negative impact on expanding business operations
	RE3	Regulations had no impact on expanding business operations
	RE4	Business did not plan to expand operations
	RE5	Don’t know
	RETR	Total reporting
	REXX	Item not reported

“For 2016, what impact did each of the following types of government regulations have on this business’s profitability?  
(Select one in each row.) “

DATA FIELD	Valid codes	Meaning of code
REGLIMPCT	A1	All firms
	SA81	Employee hiring regulations: Very negative impact on profitability
	SA82	Employee hiring regulations: Somewhat negative impact on profitability
	SA83	Employee hiring regulations: No impact on profitability
	SA84	Employee hiring regulations: Somewhat positive impact on profitability
	SA85	Employee hiring regulations: Very positive impact on profitability
	SA86	Employee hiring regulations: Not applicable
	SB81	Workers’ compensation regulations: Very negative impact on profitability
	SB82	Workers’ compensation regulations: Somewhat negative impact on profitability
	SB83	Workers’ compensation regulations: No impact on profitability
	SB84	Workers’ compensation regulations: Somewhat positive impact on profitability
	SB85	Workers’ compensation regulations: Very positive impact on profitability
	SB86	Workers’ compensation regulations: Not applicable
	SC81	Occupational health and safety regulations: Very negative impact on profitability
	SC82	Occupational health and safety regulations: Somewhat negative impact on profitability
	SC83	Occupational health and safety regulations: No impact on profitability
	SC84	Occupational health and safety regulations: Somewhat positive impact on profitability
	SC85	Occupational health and safety regulations: Very positive impact on profitability
	SC86	Occupational health and safety regulations: Not applicable
	SD81	Health insurance regulations: Very negative impact on profitability
	SD82	Health insurance regulations: Somewhat negative impact on profitability
	SD83	Health insurance regulations: No impact on profitability
	SD84	Health insurance regulations: Somewhat positive impact on profitability
	SD85	Health insurance regulations: Very positive impact on profitability
	SD86	Health insurance regulations: Not applicable
	SE81	Employment records regulations: Very negative impact on profitability
	SE82	Employment records regulations: Somewhat negative impact on profitability
	SE83	Employment records regulations: No impact on profitability

<b>DATA FIELD</b>	<b>Valid codes</b>	<b>Meaning of code</b>
REGLIMPCT (cont.)	SE84	Employment records regulations: Somewhat positive impact on profitability
	SE85	Employment records regulations: Very positive impact on profitability
	SE86	Employment records regulations: Not applicable
	SF81	Business and professional licensing regulations: Very negative impact on profitability
	SF82	Business and professional licensing regulations: Somewhat negative impact on profitability
	SF83	Business and professional licensing regulations: No impact on profitability
	SF84	Business and professional licensing regulations: Somewhat positive impact on profitability
	SF85	Business and professional licensing regulations: Very positive impact on profitability
	SF86	Business and professional licensing regulations: Not applicable
	SG81	Building and renovation permits regulations: Very negative impact on profitability
	SG82	Building and renovation permits regulations: Somewhat negative impact on profitability
	SG83	Building and renovation permits regulations: No impact on profitability
	SG84	Building and renovation permits regulations: Somewhat positive impact on profitability
	SG85	Building and renovation permits regulations: Very positive impact on profitability
	SG86	Building and renovation permits regulations: Not applicable
	SH81	Business registration regulations: Very negative impact on profitability
	SH82	Business registration regulations: Somewhat negative impact on profitability
	SH83	Business registration regulations: No impact on profitability
	SH84	Business registration regulations: Somewhat positive impact on profitability
	SH85	Business registration regulations: Very positive impact on profitability
	SH86	Business registration regulations: Not applicable
	SI81	Health permits and inspections regulations: Very negative impact on profitability
	SI82	Health permits and inspections regulations: Somewhat negative impact on profitability
	SI83	Health permits and inspections regulations: No impact on profitability
	SI84	Health permits and inspections regulations: Somewhat positive impact on profitability
	SI85	Health permits and inspections regulations: Very positive impact on profitability
	SI86	Health permits and inspections regulations: Not applicable
	SJ81	Environmental regulations: Very negative impact on profitability
	SJ82	Environmental regulations: Somewhat negative impact on profitability
	SJ83	Environmental regulations: No impact on profitability
	SJ84	Environmental regulations: Somewhat positive impact on profitability
	SJ85	Environmental regulations: Very positive impact on profitability
	SJ86	Environmental regulations: Not applicable
	SK81	Trade regulations: Very negative impact on profitability
	SK82	Trade regulations: Somewhat negative impact on profitability
	SK83	Trade regulations: No impact on profitability
SK84	Trade regulations: Somewhat positive impact on profitability	
SK85	Trade regulations: Very positive impact on profitability	
SK86	Trade regulations: Not applicable	

DATA FIELD	Valid codes	Meaning of code
REGLIMPCT (cont.)	SL81	Financial regulations: Very negative impact on profitability
	SL82	Financial regulations: Somewhat negative impact on profitability
	SL83	Financial regulations: No impact on profitability
	SL84	Financial regulations: Somewhat positive impact on profitability
	SL85	Financial regulations: Very positive impact on profitability
	SL86	Financial regulations: Not applicable
	SM81	Other regulations: Very negative impact on profitability
	SM82	Other regulations: Somewhat negative impact on profitability
	SM83	Other regulations: No impact on profitability
	SM84	Other regulations: Somewhat positive impact on profitability
	SM85	Other regulations: Very positive impact on profitability
	SM86	Other regulations: Not applicable
	SNTR	Total reporting
	SNXX	Item not reported

“During 2016, what was this business’s primary reason(s) for seeking paid or unpaid business advice or mentoring from others? **Select all that apply.**”

DATA FIELD	Valid codes	Meaning of code
SEEKADV	A1	All firms
	SK01	Employee relations
	SK02	Management and day-to-day operations
	SK03	Product development and innovation
	SK04	Investment and access to capital
	SK05	Succession planning and exit strategy
	SK06	Increasing sales
	SK07	Reducing costs
	SK08	Taxes and accounting
	SK09	Business finances
	SK10	Regulatory compliance
	SK11	Technology/Information Technology
	SK12	Key performance indicators and business targets
	SK13	Copyrights, trademarks, and patents
	SK14	Legal
	SK15	Did not seek advice or mentoring
	SK16	Other
SKTR	Total reporting	
SKXX	Item not reported	

"In 2016, did **two or more members of one family own the majority** of this business? (*Family refers to spouses, parents/guardians, children, siblings, or close relatives.*)" "(if Yes) Did spouses jointly own this business?"

DATA FIELD	Valid codes	Meaning of code
SPOUSES	A1	All firms
	LZ	Jointly owned and equally operated by spouses
	MA	Jointly owned but primarily operated by male spouse
	MB	Jointly owned but primarily operated by female spouse
	MC	Not jointly owned by spouses
	MD	Total reporting
	ME	Item not reported
	MF	Not applicable

"For the owner(s) as of December 31, 2016, what was the source(s) of capital used to start or acquire for this business? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
STRTSRCE	A1	All firms
	FX	Personal/family savings of owner(s)
	FY	Personal/family assets other than savings of owner(s)
	FZ	Personal/family home equity loan
	GA01	Personal credit card(s) carrying balances
	GA02	Business credit card(s) carrying balances
	GB	Business loan from federal, state, or local government
	GC	Government-guaranteed business loan from a bank or financial institution
	GD	Business loan from a bank or financial institution
	GE	Business loan/investment from family/friends
	GF	Investment by venture capitalist(s)
	GG	Grants
	GH	Other source(s) of capital
	GI	Don't know
	GJ	None needed
GK	Total reporting	
GL	Item not reported	

"In 2016, did this business have a website?"

DATA FIELD	Valid codes	Meaning of code
WEBSITE	A1	All firms
	KI	Business had a website
	KJ	Business did not have a website
	KK	Total reporting
	KL	Item not reported

"In 2016, which of the following types of workers were used by this business? *Select all that apply.*"

DATA FIELD	Valid codes	Meaning of code
WORKERS	A1	All firms
	JT	Full-time paid employees
	JU	Part-time paid employees
	JV	Paid day laborers
	JW	Temporary staffing obtained from a temporary help service
	JX	Leased employees from leasing service or professional employer organization
	JY	Contractors, subcontractors, independent contractors, or outside consultants
	JY01	None of the above
	JZ	Total reporting
	KA	Item not reported

"In what year was this business originally established or self-employment activity begun?"

DATA FIELD	Valid codes	Meaning of code
YRESTBUS	A1	All firms
	FL	Before 1980
	FM	1980 to 1989
	FN	1990 to 1999
	FO01	2000 to 2007
	FO02	2008 to 2012
	FP02	2013
	FQ02	2014
	FR02	2015
	FS02	2016
	FU	Don't know
	FV	Total reporting
	FW	Item not reported