DATA FOR REGULATORY FLEXIBILITY ANALYSIS

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ELEMENTS OF A REGULATORY FLEXIBILITY ANALYSIS

1. Measuring the Costs of Regulation

. Paperwork Costs
. Capital Expenditures

II. Industry Context

. Compliance Cost as a Pricing Advantage--Can you pass regulatory costs on to your customers?

. How Do You Pay For Regulations?
. Understanding the Requirement of a Regulation

. Industry Data Available from the Office of Advocacy

III. Examining the Costs and Benefits of Regulation

. Evaluating Risk and Hazards

. Can A Firm Understand What Level of Compliance Is Required?

TABLE 7 -- United States

The Number of Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Industry Division and Employment Size of Enterprise for 1992

Industry and Employment Size	Number of Firms	Establishments	Employment	Annual Payroll ($1,000)	Est. Receipts ($1,000)
TOTAL - ALL INDUSTRIES					
Employment Size: TOTAL	5,095,356	6,319,300	92,825,797	2,272,392,408	13,605,183,510
Employment Size: 0	644,453	646,065	-	21,432,778	110,778,665
Employment Size: 1-4	2,430,827	2,436,260	5,178,909	103,159,663	709,960,752
Employment Size: 5-9	945,802	964,863	6,202,861	122,381,613	705,146,922
Employment Size: 10-14	366,744	395,504	4,286,823	87,889,718	487,052,222
Employment Size: 15-19	185,168	210,772	3,104,051	64,940,922	372,394,182
Employment Size: 20-24	112,730	135,772	2,458,885	51,887,701	307,114,254
Employment Size: 25-29	74,354	93,342	1,995,146	42,377,501	256,970,448
Employment Size: 30-34	53,703	71,707	1,711,002	36,480,765	226,229,102
Employment Size: 35-39	39,669	55,433	1,462,902	31,278,483	194,897,945
Employment Size: 40-44	31,042	45,631	1,300,241	28,118,682	181,101,327
Employment Size: 45-49	24,448	37,659	1,146,672	24,737,312	161,879,622
Employment Size: 50-74	70,307	123,665	4,233,078	92,387,916	584,656,735
Employment Size: 75-99	32,831	71,504	2,813,084	61,700,769	379,481,675
Employment Size: 100 +	83,278	1,031,123	56,932,143	1,503,618,585	8,927,519,659
TOTAL - AGRICULTURE SERVICES, FORESTRY, FISHING					
Employment Size: TOTAL	96,211	97,548	593,811	10,049,561	31,010,644
Employment Size: 0	19,950	19,950	-	379,584	1,219,222
Employment Size: 1-4	44,846	44,851	95,557	1,494,381	4,837,940
Employment Size: 5-9	17,485	17,502	114,959	1,740,516	4,859,763
Employment Size: 10-14	6,506	6,528	75,208	1,214,093	3,193,325
Employment Size: 15-19	2,766	2,775	45,981	739,779	1,980,067
Employment Size: 20-24	1,401	1,430	30,339	518,892	1,315,516
Employment Size: 25-29	831	845	22,094	346,674	907,146
Employment Size: 30-34	440	451	13,703	210,591	542,939
Employment Size: 35-39	338	353	12,090	187,166	516,750
Employment Size: 40-44	229	250	9,315	151,154	418,927
Employment Size: 45-49	200	205	(D)	(D)	(D)
Employment Size: 50-74	507	546	28,599	447,949	1,394,892
Employment Size: 75-99	222	252	17,345	256,223	807,673
Employment Size: 100 +	490	1,610	(D)	(D)	(D)

Refer to supplemental page for explanation of letter codes.

These data were prepared by the U.S. Census Bureau under contract to the Small Business Administration.

TABLE 3 -- United States

The Number of Firms, Establishments, Employment, Annual Payroll, and Estimated Receipts by Industry and Firm Size for 1991

Industry and Data Type	Employment Size of Firm								
	Total	1-4	5-9	10-19	< 20	20-99	100-499	< 500	500 +
3625									
Firms	1,018	275	168	168	611	240	75	926	92
Percent	100.0	27.0	16.5	16.5	60.0	23.6	7.4	91.0	9.0
Establishments	1,085	275	168	168	611	245	77	933	152
Percent	100.0	25.3	15.5	15.5	56.3	22.6	7.1	86.0	14.0
Employment	63,017	530	1,120	2,282	3,932	9,562	9,493	22,987	40,030
Percent	100.0	0.8	1.8	3.6	6.2	15.2	15.1	36.5	63.5
Annual Payroll ($1,000)	1,828,666	25,441	31,675	61,206	118,322	268,321	227,271	613,914	1,214,752
Percent	100.0	1.4	1.7	3.3	6.5	14.7	12.4	33.6	66.4
Est. Receipts ($1,000)	7,243,882	107,582	128,490	242,050	478,122	1,078,026	952,406	2,508,554	4,735,328
Percent	100.0	1.5	1.8	3.3	6.6	14.9	13.1	34.6	65.4
3629									
Firms	369	109	85	56	250	68	32	350	19
Percent	100.0	29.5	23.0	15.2	67.8	18.4	8.7	94.9	5.1
Establishments	378	109	85	56	250	69	35	354	24
Percent	100.0	28.8	22.5	14.8	66.1	18.3	9.3	93.7	6.3
Employment	14,674	216	562	753	1,531	3,052	4,798	9,381	5,293
Percent	100.0	1.5	3.8	5.1	10.4	20.8	32.7	63.9	36.1
Annual Payroll ($1,000)	389,803	6,199	13,405	17,243	36,847	77,701	115,581	230,129	159,674
Percent	100.0	1.6	3.4	4.4	9.5	19.9	29.7	59.0	41.0
Est. Receipts ($1,000)	1,576,819	26,871	54,398	68,193	149,462	310,600	493,879	953,941	622,878
Percent	100.0	1.7	3.4	4.3	9.5	19.7	31.3	60.5	39.5
363									
Firms	424	139	67	48	254	80	28	362	62
Percent	100.0	32.8	15.8	11.3	59.9	18.9	6.6	85.4	14.6
Establishments	510	139	67	48	254	82	35	371	139
Percent	100.0	27.3	13.1	9.4	49.8	16.1	6.9	72.7	27.3
Employment	102,850	219	452	663	1,334	3,160	4,531	9,025	93,825
Percent	100.0	0.2	0.4	0.6	1.3	3.1	4.4	8.8	91.2
Annual Payroll ($1,000)	2,551,644	9,973	11,215	15,704	36,892	68,057	95,078	200,027	2,351,617
Percent	100.0	0.4	0.4	0.6	1.4	2.7	3.7	7.8	92.2
Est. Receipts ($1,000)	12,264,368	55,586	69,132	87,804	212,522	388,752	527,446	1,128,720	11,135,648
Percent	100.0	0.5	0.6	0.7	1.7	3.2	4.3	9.2	90.8

ntage of Employment in Firms by Firm Size and Major Industrial Sector, 1988-1992

Industrial Sector		Total (Absolute)	Employment Size of Firm							
			0-4	5-9	10-19	<20	20-99	100-499	<500	500+
Total	1988	87,844,303	5.7	6.9	8.3	20.9	19.2	14.5	54.5	45.5
	1989	91,626,094	5.5	6.7	8.1	20.3	18.9	14.6	53.9	46.1
	1990	93,469,275	5.5	6.7	8.1	20.2	18.9	14.5	53.7	46.3
	1991	92,307,559	5.6	6.7	8.0	20.3	18.6	14.2	53.1	46.9
	1992	92,825,797	5.6	6.7	8.0	20.2	18.4	14.3	53.0	47.0
Agricultural Services, Forestry, and Fishing	1988	471,827	16.6	19.5	19.3	55.4	22.1	9.5	87.0	13.0
	1989	498,774	16.4	19.7	19.6	55.7	23.5	9.4	88.6	11.4
	1990	534,125	16.2	19.8	20.0	56.0	23.9	9.5	89.4	10.6
	1991	545,156	16.6	20.1	20.3	56.9	23.7	8.8	89.5	10.5
	1992	593,811	16.1	19.4	20.4	55.9	(D)	(D)	88.2	11.8
Mining	1988	736,777	3.0	3.7	5.8	12.5	15.8	11.1	39.4	60.6
	1989	713,360	3.0	3.7	5.7	12.4	15.5	11.5	39.4	60.6
	1990	723,420	3.0	3.6	5.7	12.3	15.4	12.1	39.8	60.2
	1991	716,425	3.1	3.7	5.6	12.4	15.3	13.4	41.1	58.9
	1992	650,241	3.4	3.7	5.5	12.6	14.8	12.2	39.6	60.4
Construction	1988	4,995,795	11.5	14.0	16.5	42.0	31.7	14.8	88.5	11.5
	1989	5,135,544	11.5	13.9	16.4	41.7	31.9	14.8	88.5	11.5
	1990	5,258,524	11.5	13.8	16.1	41.3	31.6	15.1	88.0	12.0
	1991	4,680,166	12.9	14.5	16.4	43.7	30.4	13.5	87.6	12.4
	1992	4,501,728	13.5	15.1	16.8	45.3	30.6	12.7	88.6	11.4
Manufacturing	1988	19,234,894	1.1	2.1	3.7	6.9	14.5	16.1	37.4	62.6
	1989	19,534,078	1.1	2.1	3.7	6.9	14.4	16.2	37.5	62.5
	1990	19,167,922	1.1	2.1	3.8	7.1	14.5	16.1	37.7	62.3
	1991	18,390,674	1.2	2.2	3.9	7.2	14.4	15.9	37.6	62.4
	1992	18,166,798	1.3	2.3	3.9	7.4	14.6	16.2	38.2	61.8
Transportation, Communications and Public Utilities	1988	5,293,212	3.1	3.8	5.3	12.2	13.4	9.8	35.4	64.6
	1989	5,438,191	3.0	3.8	5.3	12.1	13.6	9.9	35.6	64.4
	1990	5,594,752	3.0	3.7	5.1	11.9	13.6	9.9	35.4	64.6
	1991	5,590,526	3.1	3.7	5.0	11.7	13.0	9.7	34.4	65.6
	1992	5,520,912	3.2	3.7	5.0	12.0	13.3	10.2	35.5	64.5
Wholesale Trade	1988	5,994,021	5.5	8.4	12.0	25.9	27.2	15.3	68.4	31.6
	1989	6,192,885	5.3	8.1	11.7	25.2	27.0	15.6	67.8	32.2
	1990	6,332,437	5.3	7.9	11.5	24.7	26.8	15.4	66.9	33.1
	1991	6,225,619	5.5	8.1	11.5	25.1	26.4	15.2	66.7	33.3
	1992	6,095,217	5.7	8.2	11.5	25.4	25.8	15.5	66.7	33.3
Retail Trade	1988	18,867,211	5.6	7.9	9.9	23.5	21.9	10.9	56.3	43.7
	1989	19,478,857	5.4	7.7	9.8	22.9	21.8	10.9	55.6	44.4
	1990	19,861,604	5.3	7.6	9.7	22.7	21.5	10.7	54.9	45.1
	1991	19,626,546	5.5	7.6	9.6	22.7	21.1	10.4	54.3	45.7
	1992	19,681,419	5.4	7.6	9.6	22.5	21.0	10.5	54.0	46.0
Finance, Insurance, and Real Estate	1988	6,662,355	6.9	5.3	5.7	18.0	14.3	12.4	44.7	55.3
	1989	6,819,379	6.8	5.3	5.7	17.8	14.2	12.3	44.3	55.7
	1990	6,983,931	6.8	5.3	5.6	17.8	14.1	12.4	44.3	55.7
	1991	6,862,377	6.8	5.2	5.3	17.3	13.4	12.1	42.7	57.3
	1992	6,904,478	6.9	5.2	5.4	17.4	13.4	12.1	42.9	57.1
Services	1988	25,252,106	8.0	8.8	9.0	25.9	18.8	17.6	62.4	37.6
	1989	27,535,086	7.5	8.3	8.7	24.5	18.1	17.5	60.1	39.9
	1990	28,880,444	7.3	8.2	8.6	24.0	18.3	17.3	59.6	40.4
	1991	29,623,508	7.2	8.1	8.4	23.7	18.2	17.2	59.1	40.9
	1992	30,655,625	7.0	7.9	8.2	23.1	17.8	17.2	58.1	41.9

ntage of Employment in Firms by Firm Size and Major Industrial Sector, 1988-1992--Continued

Industrial Sector		Total (Absolute)	Employment Size of Firm							
			0-4	5-9	10-19	<20	20-99	100-499	<500	500+
Unclassified	1988	336,105	23.9	14.9	12.6	51.4	18.7	11.8	81.9	18.1
	1989	279,940	24.2	14.3	12.2	50.7	17.8	13.4	81.9	18.1
	1990	132,116	34.6	19.4	15.8	69.9	18.3	2.4	90.6	9.4
	1991	46,562	39.7	21.1	19.8	80.6	19.4	0.0	100.0	0.0
	1992	45,568	40.7	23.8	17.8	82.4	(D)	(D)	100.0	0.0

(D) = Data not legally disclosable due to Census confidentiality restrictions.

Note: Data may not add to totals due to rounding.

Source: Adapted by the U.S. Small Business Administration, Office of Advocacy, from data provided under contract by the U.S. Department of Commerce, Bureau of the Census.

TABLE 5 -- Kansas

The Number and Percent of Enterprises, Employment, and Annual Payroll by Legal Form of Organization by Industrial Division and Enterprise Size -- 1992

Industry and Legal Form of Organization	Employment Size of Enterprise									
	Total	0	1-4	5-9	10-19	< 20	20-99	100-499	< 500	500 +
Total - ALL INDUSTRIES (cont.)										
Sole Proprietorships										
Enterprises	19,850	2,728	12,874	2,953	973	19,528	308	13	19,849	1
Percent	36.8	44.3	49.3	28.8	16.3	40.3	6.5	1.9	36.8	1.0
Establishments	20,078	2,729	12,886	2,982	1,030	19,627	411	39	20,077	1
Percent	32.4	44.3	49.2	28.5	15.4	39.6	5.4	1.3	33.5	0.0
Employment	69,616	0	25,647	18,668	12,607	56,922	10,057	[g]	[l]	[f]
Percent	10.7	0.0	46.1	27.8	15.8	28.1	5.5	(D)	(D)	(D)
Annual Payroll ($1,000)	668,193	23,257	258,829	175,713	104,642	562,441	79,488	(D)	(D)	(D)
Percent	5.2	16.9	31.2	15.6	7.2	15.9	2.3	(D)	(D)	(D)
Nonprofit Organizations										
Enterprises	4,679	244	2,631	835	460	4,170	417	78	4,665	14
Percent	8.7	4.0	10.1	8.1	7.7	8.6	8.8	11.5	8.7	13.7
Establishments	4,718	244	2,632	835	466	4,177	435	92	4,704	14
Percent	7.6	4.0	10.1	8.0	6.9	8.4	5.8	3.1	7.8	0.7
Employment	65,148	0	5,454	5,422	6,122	16,998	17,344	14,543	48,885	16,263
Percent	10.0	0.0	9.8	8.1	7.7	8.4	9.4	11.5	9.5	11.9
Annual Payroll ($1,000)	1,008,666	4,745	48,930	48,102	68,427	170,204	229,559	234,046	633,809	374,857
Percent	7.8	3.4	5.9	4.3	4.7	4.8	6.7	9.2	6.7	11.1
Other (Assoc., Trust, etc.)										
Enterprises	674	127	253	73	82	535	117	20	672	2
Percent	1.2	2.1	1.0	0.7	1.4	1.1	2.5	2.9	1.2	2.0
Establishments	1,104	127	253	77	140	597	379	123	1,099	5
Percent	1.8	2.1	1.0	0.7	2.1	1.2	5.0	4.2	1.8	0.2
Employment	11,705	0	499	476	1,116	2,091	[h]	[h]	[j]	[g]
Percent	1.8	0.0	0.9	0.7	1.4	1.0	(D)	(D)	(D)	(D)
Annual Payroll ($1,000)	226,509	2,240	5,148	6,512	22,465	36,365	(D)	(D)	(D)	(D)
Percent	1.8	1.6	0.6	0.6	1.6	1.0	(D)	(D)	(D)	(D)

Refer to supplemental page for explanation of letter codes

These data were prepared by the U.S. Census Bureau under contract to the Small Business Administration

TABLE 5 -- Kansas

The Number and Percent of Enterprises, Employment, and Annual Payroll by Legal Form of Organization by Industrial Division and Enterprise Size -- 1992

Industry and Legal Form of Organization	Employment Size of Enterprise									
	Total	0	1-4	5-9	10-19	< 20	20-99	100-499	< 500	500 +
Total - ALL INDUSTRIES										
All Enterprises										
Enterprises	53,993	6,156	26,105	10,251	5,960	48,472	4,738	681	53,891	102
Percent	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Establishments	62,044	6,164	26,165	10,467	6,707	49,503	7,550	2,922	59,975	2,069
Percent	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Employment	650,051	0	55,660	67,112	80,002	202,774	184,251	126,493	513,518	136,533
Percent	100.0	0.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Annual Payroll ($1,000)	12,901,635	137,826	829,552	1,123,330	1,445,201	3,535,909	3,438,507	2,549,737	9,524,153	3,377,482
Percent	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Corporations										
Enterprises	25,361	2,418	8,726	5,786	4,148	21,078	3,642	556	25,276	85
Percent	47.0	39.3	33.4	56.4	69.6	43.5	76.9	81.6	46.9	83.3
Establishments	32,519	2,425	8,770	5,959	4,753	21,907	5,943	2,620	30,470	2,049
Percent	52.4	39.3	33.5	56.9	70.9	44.3	78.7	89.7	50.8	99.0
Employment	481,090	0	20,537	38,631	56,176	115,344	143,607	103,449	362,400	118,690
Percent	74.0	0.0	36.9	57.6	70.2	56.9	77.9	81.8	70.6	86.9
Annual Payroll ($1,000)	10,710,067	90,704	475,453	849,345	1,201,874	2,617,376	2,938,818	2,192,586	7,748,780	2,961,287
Percent	83.0	65.8	57.3	75.6	83.2	74.0	85.5	86.0	81.4	87.7
Partnerships										
Enterprises	2,914	387	1,419	569	284	2,659	243	12	2,914	0
Percent	5.4	6.3	5.4	5.6	4.8	5.5	5.1	1.8	5.4	0.0
Establishments	3,097	387	1,422	579	305	2,693	364	40	3,097	0
Percent	5.0	6.3	5.4	5.5	4.5	5.4	4.8	1.4	5.2	0.0
Employment	21,029	0	3,162	3,688	3,810	10,660	8,243	2,126	21,029	0
Percent	3.2	0.0	5.7	5.5	4.8	5.3	4.5	1.7	4.1	0.0
Annual Payroll ($1,000)	262,749	10,440	37,266	41,742	45,088	134,536	97,860	30,353	262,749	0
Percent	2.0	7.6	4.5	3.7	3.1	3.8	2.8	1.2	2.8	0.0

Refer to supplemental page for explanation of letter codes

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