Methodology

This is a comparison of the 68 employer firms that completed the survey through the distribution link given to the SBDC South-West Texas Border Network and the survey’s full sample of 8,169 employer firms. The full sample is weighted by age of firm, size, industry, census division, urban or rural location, and race/ethnicity and gender. See Methodology section of the Employer report for more detail.

The results shown from SBDC South-West Texas Border Network are a subset of the full sample results. Unlike the full sample, the responses shown from only SBDC South-West Texas Border Network are not weighted. Differences between the survey partner and full sample could be attributable to differences in member organizations’ firm types. Due to rounding, percentages may not sum to 100. See the demographics comparison to understand how the characteristics of firms from SBDC South-West Texas Border Network differ from those in the full weighted sample.

Source: 2017 Small Business Credit Survey; Federal Reserve Banks of Atlanta, Boston, Chicago, Cleveland, Dallas, Kansas City, Minneapolis, New York, Philadelphia, Richmond, San Francisco, and St. Louis.
The full sample compared to SBDC South-West Texas Border Network

n=68

Profitability, end of 2016

- At a loss: 24% (19%)
- Break even: 18% (22%)
- At a profit: 57% (59%)

Financial challenges, past 12 months*

- Paying operating expenses (including wages): 40% (33%)
- Credit availability or securing funds for expansion: 30% (22%)
- Making payments on debt: 25% (21%)
- Purchasing inventory or supplies to fulfill contracts: 18% (21%)
- Other difficulty: 12% (15%)
- Did not experience any financial challenges: 36% (36%)

Employment change, past 12 months

- Decreased: 16% (18%)
- Increased: 35% (33%)
- No change: 49% (49%)

Revenue change, past 12 months

- Decreased: 25% (25%)
- Increased: 53% (59%)
- No change: 22% (16%)

* Respondents could select multiple options.

Source: 2017 Small Business Credit Survey; Federal Reserve Banks of Atlanta, Boston, Chicago, Cleveland, Dallas, Kansas City, Minneapolis, New York, Philadelphia, Richmond, San Francisco, and St. Louis.
**FINANCIAL CHALLENGES**

*The full sample compared to SBDC South-West Texas Border Network n=68*

**Outstanding debt, at time of survey**

- $25K or less: 22%
- $25K-$100K: 33%
- $100K-$250K: 19%
- $250K-$1M: 18%
- More than $1M: 9%

**Demand for financing, past 12 months**

- Applied: 40%
- Didn't Apply: 60%

**Reason for not applying, percent of non-applicants**

- Sufficient financing: 50%
- Debt averse: 26%
- Discouraged: 13%
- Credit cost high: 5%
- Application process too difficult: 3%
- Other: 3%

**Reason for applying, percent of applicants**

- Expand business or new operation: 59%
- Meet operating expenses: 43%
- Refinance or pay down debt: 26%
- Other: 9%

**Financing success, percent of applicants**

- Approved for at least some financing: 80%

*Source: 2017 Small Business Credit Survey; Federal Reserve Banks of Atlanta, Boston, Chicago, Cleveland, Dallas, Kansas City, Minneapolis, New York, Philadelphia, Richmond, San Francisco, and St. Louis.*

*Respondents could select multiple options.*
**FIRM CHARACTERISTICS**

The full sample compared to SBDC South-West Texas Border Network  

**Age distribution**

- 0-2 years: 20% (Full Sample), 19% (Partner Sample)
- 3-5 years: 13% (Full Sample), 13% (Partner Sample)
- 6+ years: 66% (Full Sample), 68% (Partner Sample)

**Size distribution**

- 1-4 employees: 55% (Full Sample), 40% (Partner Sample)
- 5-9 employees: 18% (Full Sample), 25% (Partner Sample)
- 10-19 employees: 13% (Full Sample), 22% (Partner Sample)
- 20-49 employees: 9% (Full Sample), 10% (Partner Sample)
- 50-499 employees: 5% (Full Sample), 3% (Partner Sample)

**Industry distribution**

- Professional services and real estate: 19% (Full Sample), 15% (Partner Sample)
- Nonmanufacturing goods production and associated services: 15% (Full Sample), 13% (Partner Sample)
- Business support and consumer services: 14% (Full Sample), 13% (Partner Sample)
- Retail: 13% (Full Sample), 13% (Partner Sample)
- Healthcare and education: 11% (Full Sample), 19% (Partner Sample)
- Leisure and hospitality: 6% (Full Sample), 6% (Partner Sample)
- Finance and insurance: 4% (Full Sample), 13% (Partner Sample)
- Manufacturing: 4% (Full Sample), 13% (Partner Sample)

**Growing firm distribution**

- Growing: 71% (Full Sample), 30% (Partner Sample)
- Not growing: 29% (Full Sample), 70% (Partner Sample)

**Revenue Size Distribution**

- $1M or less: 66% (Full Sample), 38% (Partner Sample)
- More than $1M: 34% (Full Sample), 63% (Partner Sample)

*Growing firms are those reporting increased revenues and employment in the prior year, and that expect to maintain or increase the number of employees in the next 12 months.*

Source: 2017 Small Business Credit Survey; Federal Reserve Banks of Atlanta, Boston, Chicago, Cleveland, Dallas, Kansas City, Minneapolis, New York, Philadelphia, Richmond, San Francisco, and St. Louis.
**DEMographics**

**The full sample compared to SBDC South-West Texas Border Network**

### Gender of Owner
- Equal ownership: 15% (Full Sample) vs. 16% (Partner Sample)
- Female-owned: 20% (Full Sample) vs. 40% (Partner Sample)
- Male-owned: 65% (Full Sample) vs. 44% (Partner Sample)

### Owner Race and Ethnicity
- Asian (not hispanic): 10% (Full Sample) vs. 1% (Partner Sample)
- Black or African American (not hispanic): 2% (Full Sample) vs. 1% (Partner Sample)
- Hispanic: 5% (Full Sample) vs. 25% (Partner Sample)
- Native American (not hispanic): 0% (Full Sample) vs. 0% (Partner Sample)
- White (not hispanic): 82% (Full Sample) vs. 72% (Partner Sample)

**Source:** 2017 Small Business Credit Survey; Federal Reserve Banks of Atlanta, Boston, Chicago, Cleveland, Dallas, Kansas City, Minneapolis, New York, Philadelphia, Richmond, San Francisco, and St. Louis.