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.
PERFORMANCE

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

Profitability, end of 2016

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

Financial challenges, past 12 months

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

Employment change, past 12 months

- Decreased: 16% (Full Sample), 18% (Partner Sample)
- Increased: 35% (Full Sample), 33% (Partner Sample)
- No change: 49% (Full Sample), 49% (Partner Sample)

Revenue change, past 12 months

- Decreased: 25% (Full Sample), 25% (Partner Sample)
- Increased: 53% (Full Sample), 59% (Partner Sample)
- No change: 22% (Full Sample), 16% (Partner Sample)

* 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: Full Sample (weighted) 80%
- Approved for at least some financing: Partner Sample (unweighted) 71%

* 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.
**FIRM CHARACTERISTICS**

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

**Age distribution**

- 0-2 years: 20% (68%)
- 3-5 years: 13% (13%)
- 6+ years: 66% (68%)

**Size distribution**

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

**Industry distribution**

- Professional services and real estate: 19% (15%)
- Nonmanufacturing goods production and associated services: 18% (13%)
- Business support and consumer services: 15% (13%)
- Retail: 14% (13%)
- Healthcare and education: 13% (7%)
- Leisure and hospitality: 11% (6%)
- Finance and insurance: 6% (6%)
- Manufacturing: 4% (13%)

**Growing firm distribution**

- Growing: 29% (30%)
- Not growing: 71% (70%)

**Revenue Size Distribution**

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

* 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%  
- Female-owned: 20%  
- Male-owned: 65%

**Owner Race and Ethnicity**
- Asian (not hispanic): 10%  
- Black or African American (not hispanic): 2%  
- Hispanic: 5%  
- Native American (not hispanic): 0%  
- White (not hispanic): 82%

**Full Sample (weighted)**
- Equal ownership: 16%  
- Female-owned: 40%  
- Male-owned: 44%

**Partner Sample (unweighted)**
- Equal ownership: 1%  
- Female-owned: 1%  
- Male-owned: 25%

*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.*