

2025 Small Business Profile

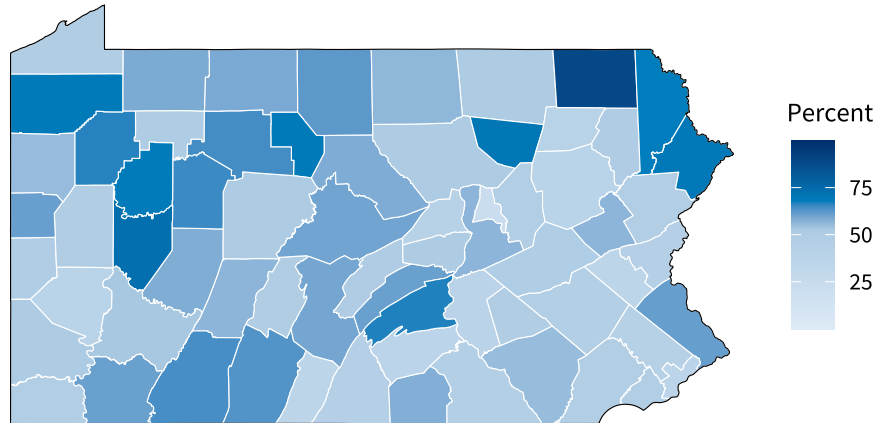
U.S. SMALL BUSINESS ADMINISTRATION
OFFICE OF ADVOCACY

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Pennsylvania

1.2 million small businesses
99.6 percent of Pennsylvania businesses

2.5 million small business employees
45.2 percent of Pennsylvania employees



Share of employees working at small businesses by county

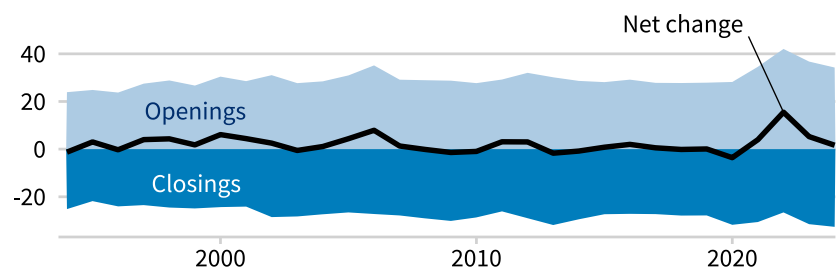
Sources of original data: [Nonemployer Statistics](#) (Census), [Statistics of U.S. Businesses](#) (Census)

Employer and employment dynamics

Establishments

Between March 2023 and March 2024, 34,248 Pennsylvania establishments opened and 32,610 closed, for a net increase of 1,638. Employment expanded at 83,932 establishments and contracted at 80,452. Small businesses accounted for 32,635 openings and 30,816 closings.

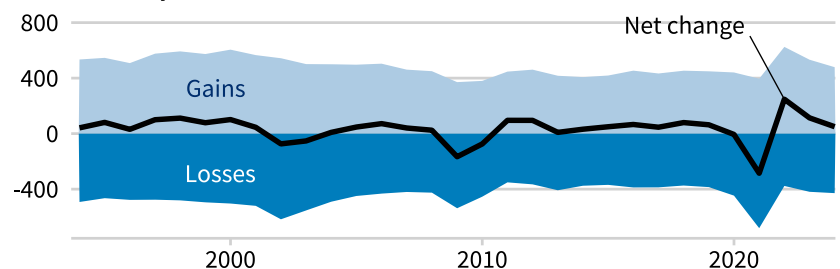
Thousands of establishments



Employment

Opening and expanding Pennsylvania establishments added 478,797 jobs, while closing and contracting establishments lost 428,824, for a net increase of 49,973 jobs. Small businesses contributed a net increase of 46,429 jobs, or 92.9 percent of that total.

Thousands of jobs



Counts include temporary closures and reopenings.

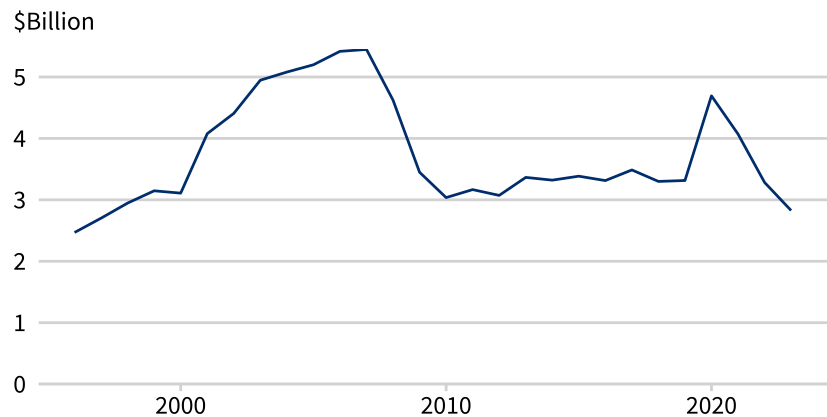
Source: [Business Employment Dynamics](#) (Bureau of Labor Statistics)

Small business loans

The Community Reinvestment Act requires large banks to report new small business loans. In 2023, reporting banks issued \$2.8 billion in loans to Pennsylvania businesses with revenues of \$1 million or less. Total reported new lending to businesses through loans of \$1 million or less was \$8.0 billion. Total reported new lending to businesses through loans of \$100,000 or less was \$3.1 billion.

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

New lending to businesses with revenues under \$1 million



Small business count by size and industry

Industry	Without employees	1–19 employees	20–499 employees	All small businesses
Professional, Scientific, and Technical Services	130,752	24,289	2,590	157,631
Transportation and Warehousing	119,914	7,117	1,249	128,280
Construction	97,193	25,829	2,337	125,359
Other Services (except Public Administration)	83,988	32,087	2,033	118,108
Real Estate and Rental and Leasing	103,573	7,922	550	112,045
Retail Trade	76,486	21,391	2,757	100,634
Health Care and Social Assistance	67,328	18,556	4,717	90,601
Administrative, Support, and Waste Management	72,437	11,860	1,628	85,925
Arts, Entertainment, and Recreation	57,979	4,002	755	62,736
Accommodation and Food Services	18,446	18,645	4,338	41,429
Educational Services	31,743	2,630	905	35,278
Finance and Insurance	25,472	7,706	755	33,933
Manufacturing	15,417	7,748	3,312	26,477
Wholesale Trade	14,556	7,436	2,006	23,998
Information	11,987	2,081	446	14,514
Agriculture, Forestry, Fishing and Hunting	8,623	555	27	9,205
Mining, Quarrying, and Oil and Gas Extraction	2,084	491	162	2,737
Utilities	786	142	48	976
Management of Companies and Enterprises	*	128	569	697
Industries not classified	*	177	1	178
All industries	938,764	200,574	29,670	1,169,008

* Not reported by the Census Bureau

Sources: [Nonemployer Statistics](#), 2022 (Census); [Statistics of U.S. Businesses](#), 2022 (Census)



Small business exports

A total of 15,168 identified firms exported goods worth \$49.2 billion from Pennsylvania in 2023. Of those exporters, 13,338—or 87.9 percent—were small. At \$15.0 billion, exports by small firms made up 30.5 percent of exports by identified firms.

Source: [A profile of U.S. importing and exporting companies, 2022-2023](#) (Census)

Business ownership share by demographic group

Women



Women made up 47.5 percent of workers and owned 40.8 percent of businesses.

Veterans



Veterans made up 3.8 percent of workers and owned 5.0 percent of businesses.

Hispanics



Hispanics made up 7.3 percent of workers and owned 6.9 percent of businesses.

Ownership shares include equal and majority ownership.

Sources of original data: [American Community Survey](#), 2022 5-Year Data (Census); [Annual Business Survey](#), 2022 (Census); [Nonemployer Statistics by Demographics](#), 2022 (Census)

Business count by owner demographic group or location type

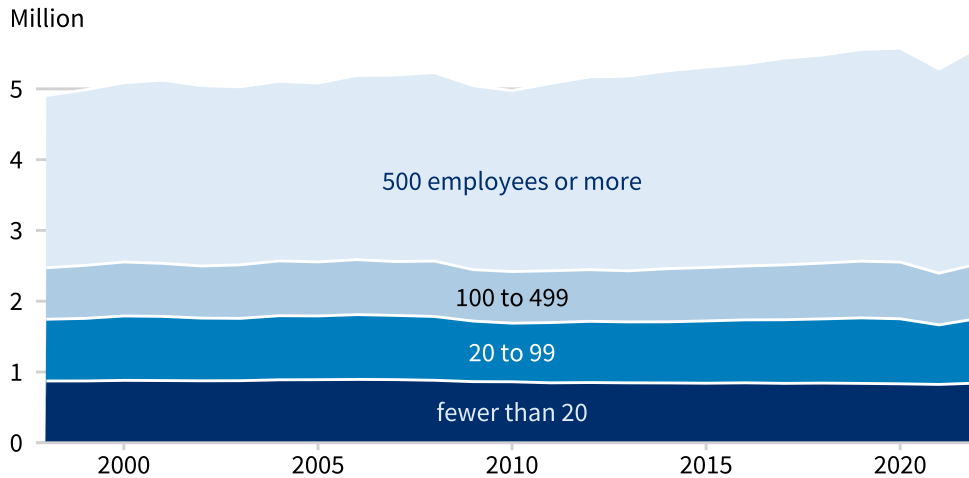
Group	Without employees	%	With employees	%	Total businesses
Female	373,000	89.8	42,550	10.2	415,550
Male	525,000	79.1	138,704	20.9	663,704
Owned equally by both groups	23,000	53.8	19,715	46.2	42,715
Veteran	40,000	81.6	9,012	18.4	49,012
Not Veteran	878,000	82.3	188,660	17.7	1,066,660
Owned equally by both groups	3,300	50.0	3,297	50.0	6,597
Hispanic	70,500	93.4	4,943	6.6	75,443
Not Hispanic	849,000	81.3	195,248	18.7	1,044,248
Owned equally by both groups	1,100	58.6	778	41.4	1,878
Rural	206,000	83.6	40,314	16.4	246,314
Urban	681,000	80.6	164,254	19.4	845,254
American Indian and Alaska Native	5,300	91.5	493	8.5	5,793
Asian	57,000	75.7	18,294	24.3	75,294
Black or African American	98,500	94.3	5,925	5.7	104,425
Native Hawaiian and Other Pacific Islander	1,100	89.9	124	10.1	1,224
White	770,000	81.3	176,770	18.7	946,770
Hispanic or Racial Minority	214,000	88.1	28,975	11.9	242,975
White and Not Hispanic	704,000	80.5	170,420	19.5	874,420
Owned equally by both groups	2,800	64.0	1,575	36.0	4,375

Counts include only businesses classifiable by owner demographic group or location type. Percentages represent shares of row totals.

Sources: [Annual Business Survey](#), 2022 (Census); [Nonemployer Statistics by Demographics](#), 2022 (Census)

Total Pennsylvania employment by business size

Source of original data: [Statistics of U.S. Businesses](#) (Census)



Between 1998 and 2022, Pennsylvania small business employment grew by 2.2 percent, reaching 2.5 million employees in 2022.

Small business employment and payroll by industry

Industry	Employers		Employees		Payroll (\$1,000s)	
	Small	%	Small	%	Small	%
Other Services (except Public Administration)	34,120	99.4	208,827	89.1	7,140,566	85.1
Construction	28,166	99.4	213,176	82.7	15,011,403	79.1
Professional, Scientific, and Technical Services	26,879	97.5	208,216	58.0	18,639,538	52.7
Retail Trade	24,148	97.8	227,666	34.5	9,292,566	41.7
Health Care and Social Assistance	23,273	98.0	436,340	39.5	19,848,189	31.3
Accommodation and Food Services	22,983	98.8	296,370	65.3	6,354,003	62.7
Administrative, Support, and Waste Management	13,488	96.4	140,067	40.2	6,906,172	40.1
Manufacturing	11,060	93.5	259,018	46.2	15,293,917	40.9
Wholesale Trade	9,442	92.8	123,078	49.8	9,142,408	42.2
Real Estate and Rental and Leasing	8,472	97.9	46,040	67.1	2,991,028	62.9
Finance and Insurance	8,461	95.1	71,636	23.5	6,604,934	20.7
Transportation and Warehousing	8,366	95.3	88,757	31.9	4,095,197	29.1
Arts, Entertainment, and Recreation	4,757	98.4	60,310	60.3	2,819,244	62.8
Educational Services	3,535	96.1	79,121	30.6	3,482,538	27.2
Information	2,527	90.7	33,374	30.8	2,443,685	22.7
Management of Companies and Enterprises	697	54.7	18,614	9.9	1,778,308	8.1
Mining, Quarrying, and Oil and Gas Extraction	653	92.0	10,405	52.3	912,795	42.4
Agriculture, Forestry, Fishing and Hunting	582	99.7	2,858	99.8	137,126	99.2
Utilities	190	80.5	2,337	8.3	203,783	6.0
Industries not classified	178	100.0	256	100.0	11,639	100.0
All industries	230,244	98.0	2,526,466	45.2	133,109,039	39.0

Percentages were calculated by dividing industry totals for small employers by industry totals for all employers.

Source: [Statistics of U.S. Businesses](#), 2022 (Census)

About this profile

Small businesses are generally defined here as firms with fewer than 500 employees. Statistics of U.S. Businesses and Nonemployer Statistics by Demographics are produced through a partnership between the Office of Advocacy and the Census Bureau. Where notes say "Source of original data," values may have been approximated because of missing values in the original data. Electronic versions of this and other [geographic profiles](#) are available online, along with technical notes about data, methods, and definitions. Visit advocacy.sba.gov for additional resources.