

SMALL BUSINESS IN WISCONSIN

NFIB Members in Wisconsin

11,028

Number of net new jobs in Wisconsin from small business in 2013¹

13,784



1.2 MILLION PEOPLE

employed by small business in Wisconsin¹

97.7%

of Wisconsin businesses are small¹



10 People

Average number of employees per NFIB member business



\$500,000

Average gross sales per NFIB member business

EMPLOYMENT BY BUSINESS TYPE IN WISCONSIN²

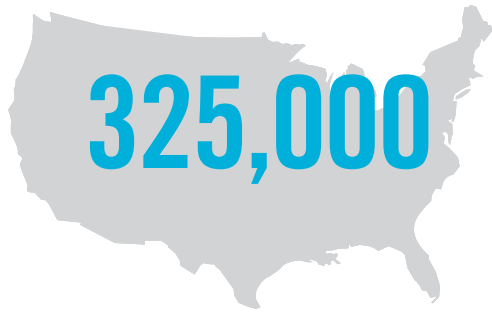
| | | | |
|----------------------------|---------------------------|-------------------------|----------------------------|
| C-Corporation (44%) | Pass-Through (56%) | | |
| | Partnership (10%) | Proprietor (16%) | S-Corporation (30%) |

1. Small Business Administration Office of Advocacy, 2016 Small Business State Profile

2. Tax Foundation, An Overview of Pass-Through Business in the United States

SMALL BUSINESS NATIONWIDE

NFIB Members Nationwide



Number of net new jobs nationwide from small business in 2013¹

1.1 Million



56.8 MILLION PEOPLE

employed by small business nationwide¹

99.7%

of U.S. businesses are small¹



NFIB MEMBER TOP CONCERNS

1. Cost of Health Insurance
2. Uncertainty over Economic Conditions
3. Cost of Natural Gas, Propane, Gasoline, Diesel, Fuel Oil
4. Uncertainty over Government Actions
5. Unreasonable Government Regulations
6. Federal Taxes on Business Income
7. Tax Complexity
8. Frequent Changes in Federal tax Laws and Rules
9. Property Taxes
10. State Taxes on Business Income

EMPLOYMENT BY BUSINESS TYPE NATIONWIDE²

| | | | |
|------------------------------|-----------------------------|---------------------------|------------------------------|
| C-Corporation (44.7%) | Pass-Through (55.2%) | | |
| | Partnership (11.3%) | Proprietor (19.5%) | S-Corporation (24.4%) |

1. Small Business Administration Office of Advocacy, 2016 Small Business State Profile

2. Tax Foundation, An Overview of Pass-Through Business in the United States