

BY THE NUMBERS

DATA BYTES FOR THOUGHT

Small business is BIG business

There are 27.2 million small businesses in the United States:

- » They employ about half of the country's private-sector work force.
- » They include 52% home-based businesses.
- » They represent 99.7% of all employer firms.
- » They generate a majority of the innovations that come from United States companies.



Source: U.S. Small Business Administration Office of Advocacy, September 2008

SMALL-BUSINESS SURVIVAL RATES

- » In 2007, there were 637,100 new businesses, 560,300 business closures and 28,322 bankruptcies.
- » Two-thirds of new employer firms survive at least two years.
- » Approximately 44% survive at least four years.
- » About 31% survive at least seven years.

Sources: U.S. Small Business Administration Office of Advocacy, and www.score.org

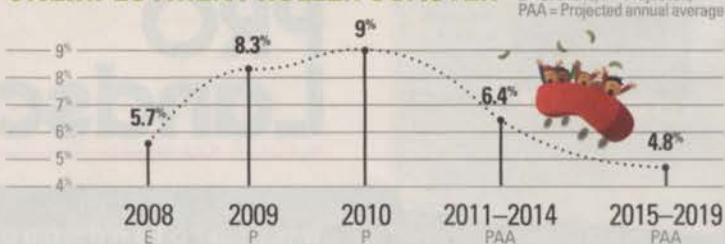


BizBuySell.com's landscape business transactions

	Second quarter 2008	Third quarter 2008
Number of transactions	35	20
Median sales price	\$270,000	\$201,500
Average sale price-to-asking price ratio	0.90	0.92
Average annual revenue-to-sale price multiple	0.69	0.62
Median annual revenue	\$478,399	\$303,986
Average cashflow-to-sale price multiple	2.02	1.47
Median cashflow	\$135,000	\$106,759

Source: www.bizbuysell.com

UNEMPLOYMENT ROLLER COASTER



Source: U.S. Congressional Budget Office