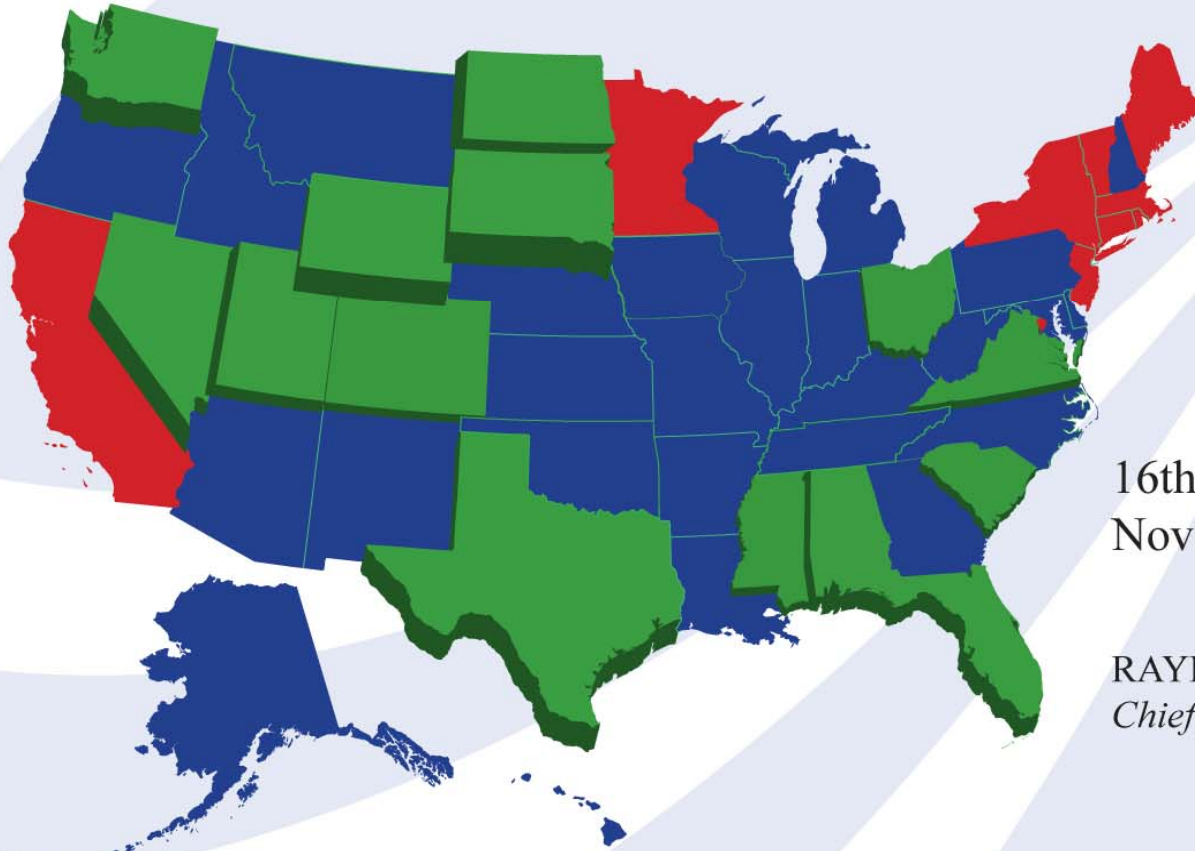


REVISED & EXPANDED

SMALL BUSINESS & ENTREPRENEURSHIP COUNCIL'S

# Small Business Survival Index 2011:

Ranking The Policy Environment For Entrepreneurship Across The Nation



16th Annual Edition  
November 2011

RAYMOND J. KEATING  
*Chief Economist*

[www.sbecouncil.org](http://www.sbecouncil.org)

*Protecting small business, promoting entrepreneurship*



## Small Business Survival Index 2011: State Rankings\*

(Ranked from the Friendliest to the Least Friendly Policy Environments for Entrepreneurship)

Rank	State	SBSI	Rank	State	SBSI
1	South Dakota	32.292	26	Louisiana	60.120
2	Nevada	38.531	27	Idaho	60.452
3	Texas	39.076	28	New Mexico	60.576
4	Wyoming	46.049	29	Michigan	61.480
5	South Carolina	47.047	30	Montana	62.193
6	Alabama	48.765	31	Delaware	62.785
7	Ohio	49.538	32	West Virginia	63.486
8	Florida	50.081	33	New Hampshire	63.568
9	Colorado	51.317	34	Oregon	65.181
10	Virginia	51.697	35	Pennsylvania	65.350
11	Washington	52.312	36	Nebraska	66.420
12	Mississippi	52.319	37	North Carolina	66.858
13	North Dakota	53.296	38	Maryland	67.103
14	Utah	53.374	39	Hawaii	70.889
15	Arizona	54.388	40	Illinois	72.078
16	Georgia	54.639	41	Iowa	72.525
17	Missouri	55.382	42	Massachusetts	73.976
18	Arkansas	56.162	43	Minnesota	75.308
19	Oklahoma	57.080	44	Connecticut	75.587
20	Indiana	57.747	45	Maine	75.876
21	Alaska	58.802	46	California	76.357
22	Kentucky	58.934	47	Rhode Island	77.250
23	Kansas	58.977	48	Vermont	78.291
24	Wisconsin	59.282	49	New Jersey	82.625
25	Tennessee	59.976	50	New York	82.787
			51	Dist. of Columbia	84.354

\* (Please note that the District of Columbia was not included in the studies on the state tort costs, eminent domain legislation and highway cost efficiency, so D.C.'s last place score actually should be even worse.)

## Table of Contents

Introduction: The Economy, the States, and Policy	4
State Rankings and Summary of Findings	23
Appendix A: Alphabetical Listing of Index Score	25
Appendix B: State Rankings of Top Personal Income Tax Rates	39
Appendix C: State Rankings of Top Individual Capital Gains Tax Rates	40
Appendix D: State Rankings of Top Corporate Income Tax Rates	41
Appendix E: State Rankings of Top Corporate Capital Gains Tax Rates	42
Appendix F: Rankings of State and Local Property Taxes	43
Appendix G: Rankings of State and Local Sales, Gross Receipts and Excise Taxes	44
Appendix H: State Rankings of Adjusted Unemployment Taxes	45
Appendix I: Rankings of State Gas Taxes	46
Appendix J: Rankings of State Diesel Taxes	47
Appendix K: State Rankings of Wireless Taxes	48
Appendix L: State Rankings of Number of Health Insurance Mandates	49
Appendix M: State Rankings of Electric Utility Costs	50
Appendix N: State Rankings of Workers' Compensation Benefits Per \$100 of Covered Wages	51
Appendix O: State Rankings of Crime Rate	52
Appendix P: Rankings of the Number of State and Local Government Employees	53
Appendix Q: Rankings of State and Local Government Five-Year Spending Trends	54
Appendix R: Rankings of Per Capita State and Local Government Expenditures	55
Appendix S: Rankings of Per Capita State and Local Government Debt	56
Appendix T: Rankings of Federal Revenue as a Share of Total State and Local Revenue	57
Appendix U: State Rankings of Highway Effectiveness	58
About the Author	59

## **Introduction: The Economy, the States, and Policy**

Economic growth matters. Indeed, when it comes to the well being of individuals, states and nations, economic growth is the central issue.

For those who doubt the importance of faster economic growth, consider the economist's "Rule of 70." Divide 70 by the average annual real rate of growth, and one arrives at the number of years it takes for GDP, income or living standards to double. At 5% annual growth, it takes 14 years for living standards to double, while at 1%, it would take 70 years. That's quite a difference that has very real, substantive effects on human beings.

The question then becomes: How is economic growth achieved, or perhaps more accurately, accelerated or maximized?

Serious disagreement in the U.S. has existed over this topic dating back to at least the Great Depression. The debate has re-intensified over the past few years given the deep recession stretching out from late 2007 to mid-2009, and the subsequent abysmal economic recovery. The emphasis at the federal level has been on government action – namely, historic increases in federal spending and debt, government bailouts, and unprecedented expansive monetary policy. This combined with additional governmental activism via more regulation and increased taxes.

Unfortunately, economic common sense and history make clear that shifting resources away from the private sector – with decisions guided by competition, prices, profits, losses, and in the end, consumers – and handing them over to elected officials and their appointees to be allocated according to political incentives will only inflict further damage on an economy. That's exactly what we've experienced over the past few years.

If serious about revitalizing economic growth, and along with it income and job growth, then policies must be focused on removing governmental barriers to the true engines of economic growth, which are entrepreneurship, private investment, and market competition. Substantive, permanent tax relief, deregulation, and limiting the growth of government spending are critical policy steps, along with free trade and sound money, of course. But it's not just the federal government that needs to be considering and implementing a pro-growth agenda. This needs to be done at the state and local levels of government as well. Particularly in 2009 and 2010, state and local governments were viewed as entities in need of bailouts from the federal government. In reality, though, doling out more funds to state and local politicians will accomplish nothing in terms of improving a state's economy and competitiveness. Instead, state and local lawmakers need to be pro-active in advancing pro-growth policies in their own venues.

At the federal, state and local levels, the biggest obstacle to entrepreneurship and investment usually is public policy gone awry. And while most politicians talk a good game about entrepreneurship and small businesses, public policy too frequently raises costs, creates uncertainty and diminishes incentives for starting up, investing in and building a business. And it's not just elected officials at the federal level that cause problems. It certainly occurs at the state and local levels as well. That's where the "Small Business Survival Index" comes into play.

This report ranks the 50 states and District of Columbia according to some of the major government-imposed or government-related costs affecting investment, entrepreneurship, and business. The Index ranks the states according to their public policy climates for entrepreneurship.

This sixteenth annual “Small Business Survival Index” ties together 44 major government-imposed or government-related costs impacting small businesses and entrepreneurs across a broad spectrum of industries and types of businesses:

- **Personal Income Tax.** State personal income tax rates affect individual economic decision-making in important ways. A high personal income tax rate raises the costs of working, saving, investing, and risk taking. Personal income tax rates vary among states, therefore affecting crucial economic decisions and activities. In fact, the personal income tax influences business far more than generally assumed because more than 92 percent of businesses file taxes as individuals (e.g., sole proprietorship, partnerships and S-Corps.), and therefore pay personal income taxes rather than corporate income taxes.

*Measurement in the Small Business Survival Index: state’s top personal income tax rate.<sup>1</sup>*

- **Individual Capital Gains Tax.** One of the biggest obstacles that start-ups or expanding businesses face is access to capital. State capital gains taxes, therefore, affect the economy by directly affecting the rate of return on investment and entrepreneurship. Capital gains taxes are direct levies on risk taking, or the sources of growth in the economy. High capital gains taxes restrict access to capital, and help to restrain or redirect risk taking.

*Measurement in the Small Business Survival Index: state’s top capital gains tax rate on individuals.<sup>2</sup>*

- **Corporate Income Tax.** State corporate income tax rates similarly affect a broad range of business decisions — most clearly decisions relating to investment and location – and obviously make a difference in the bottom line returns of corporations.

*Measurement in the Small Business Survival Index: state’s top corporate income tax rate.<sup>3</sup>*

---

<sup>1</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*, Federal of Tax Administrators at [www.taxadmin.org](http://www.taxadmin.org), Tax Foundation, and state specific sources. Note: Personal income tax rates reflect deductibility of federal income taxes in certain states.

<sup>2</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*, Federal of Tax Administrators at [www.taxadmin.org](http://www.taxadmin.org), and state specific sources. Note: Capital gains tax rates reflect deductibility of federal income taxes in certain states.

<sup>3</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*, the Federation of Tax Administrators, Tax Foundation, and state specific sources. Note: Corporate income tax rates reflect deductibility of federal income taxes in certain states.

• **Corporate Capital Gains Tax.** Again, access to capital is an enormous obstacle for businesses, and state capital gains taxes affect the economy by directly reducing the rate of return on investment and entrepreneurship. High capital gains taxes – including on corporate capital gains – restrict access to capital, and help to restrain or redirect risk taking.

*Measurement in the Small Business Survival Index: state's top capital gains tax rate on corporations.*<sup>4</sup>

• **Additional Income Tax on S-Corporations.** Subchapter S-Corporations let certain businesses adopt the benefits of a corporation, while allowing income to pass through to be taxed at the individual level. Most states recognize S Corporations, but a few either tax such businesses like other corporations or impose some added tax. Such an additional income tax raises costs, restrains investment, and hurts the state's competitiveness.

*Measurement in the Small Business Survival Index: additional income tax imposed on S-Corporations beyond the top personal income tax rate.*<sup>5</sup>

• **Individual Alternative Minimum Tax.** The individual alternative minimum tax (AMT) imposes a minimum tax rate that must be paid by individuals, regardless the tax credits or deductions taken. The AMT diminishes the effectiveness of potentially positive, pro-growth tax relief measures, while also raising the costs of tax compliance.

*Measurement in the Small Business Survival Index: state individual alternative minimum tax (states imposing an individual AMT receive a score of "1" and states that do not receive a score of "0").*<sup>6</sup>

• **Corporate Alternative Minimum Tax.** The corporate alternative minimum tax (AMT) imposes a minimum tax rate that must be paid by corporations, regardless of the available tax credits or deductions taken. Again, the AMT diminishes the effectiveness of potentially positive, pro-growth tax relief measures, and hikes compliance costs, in particular by forcing firms to effectively calculate their taxes under two tax codes.

*Measurement in the Small Business Survival Index: state corporate alternative minimum tax (states imposing an individual AMT receive a score of "1" and states that do not receive a score of "0").*<sup>7</sup>

• **Indexing Personal Income Tax Brackets.** Indexing income tax brackets for inflation is a positive measure ensuring that inflation does not push individuals into higher tax brackets. Without such indexation, one can be pushed into a higher tax bracket without any increases in real income.

---

<sup>4</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*, Federal of Tax Administrators at [www.taxadmin.org](http://www.taxadmin.org), and state specific sources. Note: Capital gains tax rates reflect deductibility of federal income taxes in certain states.

<sup>5</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*, and state specific sources.

<sup>6</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*.

<sup>7</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*.

*Measurement in the Small Business Survival Index: state indexing of personal income tax rates (states indexing their personal income tax rates receive a score of “0” and states that do not receive a score of “1”).<sup>8</sup>*

• **Income Tax Progressivity.** Progressive taxation means that as one’s income rises, so does the marginal tax rate paid on additional earnings. Progressivity effectively punishes economic success, and therefore, also punishes and discourages the important and risky endeavors that create economic growth and jobs.

*Measurement in the Small Business Survival Index: progressivity of personal income tax rates (states with no personal income tax or a flat tax receive a score of “0” and states that impose higher tax rates with increased earnings receive a score of “1”).<sup>9</sup>*

• **Property Taxes.** Property taxes influence decisions as to where businesses, entrepreneurs and employees choose to locate, as well as decisions relating to investments in business facilities and homes.

*Measurement in the Small Business Survival Index: state and local property taxes (property taxes as a share of personal income).<sup>10</sup>*

• **Sales, Gross Receipts and Excise Taxes.** State and local sales, gross receipts and excise (including tobacco, alcohol and insurance) taxes impact the economic decisions of individuals and families, as well as various businesses. High consumption-based taxes can re-direct consumer purchases, and, especially if combined with other levies like income and property taxes, can serve as real disincentives to productive economic activity. In addition, gross receipts taxes present problems because, unlike other consumption-based levies, they are largely hidden from the view of consumers, and therefore, are easier to increase.

*Measurement in the Small Business Survival Index: state and local sales, gross receipts and excise taxes (sales, gross receipts and excise taxes [less revenues from motor fuel taxes, since gas and diesel tax rates are singled out in the Index] as a share of personal income).<sup>11</sup>*

• **Death Taxes.** The federal government levies a death tax, but so do various states. Death taxes have several problems. In terms of fairness, individuals pay a staggering array of taxes, including on business earnings, over a lifetime, but then are socked with another tax on the total assets at death. High state death taxes offer incentives to move investment and business ventures to less taxing climates; foster wasteful expenditures on tax avoidance, estate planning and insurance; and force many businesses to be sold, borrowed against or closed down.

---

<sup>8</sup> Data Source: The Federation of Tax Administrators website at [www.taxadmin.org](http://www.taxadmin.org).

<sup>9</sup> Data Source: The Federation of Tax Administrators website at [www.taxadmin.org](http://www.taxadmin.org).

<sup>10</sup> 2008-09 latest state and local numbers available from the U.S. Bureau of the Census, U.S. Department of Commerce.

<sup>11</sup> 2008-09 latest state and local numbers available from the U.S. Bureau of the Census, U.S. Department of Commerce.

*Measurement in the Small Business Survival Index: state death taxes (states levying estate or inheritance taxes receive a score of “3” and states that do not receive a score of “0”).<sup>12</sup>*

• **Unemployment Tax Rates.** The unemployment tax on wages is another burden on entrepreneurs and business. High state unemployment tax rates increase the relative cost of labor versus capital, and provide incentives for labor-intensive businesses to flee from high-tax states to low-tax states.

*Measurement in the Small Business Survival Index: unemployment tax rate is adjusted as follows: maximum state tax rate applied to state unemployment tax wage base, with that amount as a share of the state average wage.<sup>13</sup>*

• **Tax Limitation States.** Requiring supermajority votes from elected officials and/or approval from voters in order to increase or impose taxes, serve as checks on the growth of taxes and government in general. According to Americans for Tax Reform, both taxes and spending do in fact grow more slowly in tax limitation states, and economies expand faster in such states as well.

*Measurement in the Small Business Survival Index: tax limitation status (states without some form of tax limitation check receive a score of “1,” and states with some kind of substantive tax limitation check receive a score of “0”).<sup>14</sup>*

• **Internet Taxes.** The Internet serves as a tremendous boost to economic growth and a great expansion of economic opportunity. For small businesses, the Internet allows for greater access to information and markets. Indeed, the Internet gives smaller enterprises access to global markets that they might not have had in the past. Unfortunately, some states have chosen to impose sales taxes on Internet access.

*Measurement in the Small Business Survival Index: Internet access tax (states without such a sales access tax score “0,” and states with such taxes score “1”).<sup>15</sup>*

• **“Amazon” Taxes.** As defined by the Tax Foundation, “Amazon” taxes, “nicknamed after their most visible target, require retailers that have contracts with ‘affiliates’—independent persons within the state who post a link to an out-of-state business on their website and get a share of revenues from the out-of-state business—to collect the state’s sales tax.” This is an added cost and tax on a host of entrepreneurs and small businesses operating online, and has resulted in lost business as “affiliate” programs have been ended in certain states with such levies.

---

<sup>12</sup> Data Source: CCH Incorporated, *2011 State Tax Handbook*, and “2011 State Death Tax Chart,” McGuireWoods LLP, March 3, 2011.

<sup>13</sup> Data Source: U.S. Bureau of Labor Statistics.

<sup>14</sup> Source: National Conference of State Legislatures at [www.ncsl.org](http://www.ncsl.org).

<sup>15</sup> Steven Maguire and Nonna Noto, “Internet Taxation: Issues and Legislation in the 109<sup>th</sup> Congress,” CRS Report for Congress, February 2, 2006, and Daniel Castro, “The Case for Tax-Free Internet Access: A Primer on the Internet Tax Freedom Act,” The Information Technology & Innovation Foundation, June 2007.

*Measurement in the Small Business Survival Index: “Amazon” tax (states without such a sales tax score “0,” and states with such a tax score “1”).<sup>16</sup>*

• **Gas Tax.** Every business is affected by the costs of operating motor vehicles – from trucking firms to the home-based business paying for delivery services. State government directly impacts these costs through taxes on motor fuels.

*Measurement in the Small Business Survival Index: state gas tax (dollars per gallon).<sup>17</sup>*

• **Diesel Tax.** Again, every business is affected by the costs of operating motor vehicles, and state government directly impacts these costs through taxes on motor fuels.

*Measurement in the Small Business Survival Index: state diesel tax (dollars per gallon).<sup>18</sup>*

• **Wireless Tax.** Wireless users – entrepreneurs, small businesses, families and individuals – face high and discriminatory taxes across much of the nation. Such taxes impede investment in wireless infrastructure, hit low and middle-income earners hard, and discourage deployment and adoption of broadband services.

*Measurement in the Small Business Survival Index: wireless sales taxes (an index of wireless sales taxes, which is then adjusted to 10 percent of the index value).<sup>19</sup>*

• **Health Savings Accounts.** Health Savings Accounts (HSAs) provide much-needed choice, competition and consumer control in the health insurance marketplace. HSAs are tax-free savings accounts owned and controlled by individuals. Funds can be deposited tax free into the account by the employee, employer or both, and earnings accumulate tax free. The funds are used to cover medical expenses. And each HSA is tied to a traditional catastrophic insurance plan to cover large health care expenditures.

*Measurement in the Small Business Survival Index: states providing a tax deduction for individuals making contributions to HSAs or imposing no personal income tax receive a “0”, while states not providing a deduction receive a score of “1.”<sup>20</sup>*

---

<sup>16</sup> Data Source: Joseph Henchman, “‘Amazon Tax’ Laws Signal Business Unfriendliness And Will Worsen Short-Term Budget Problems,” The Tax Foundation, March 2010, and Stu Wood, “Amazon Battles States Over Sales Tax,” *The Wall Street Journal*, August 3, 2011.

<sup>17</sup> Data Source: “Notes to State Motor Fuel Excise and Other Tax Rates,” July 1, 2011, American Petroleum Institute.

<sup>18</sup> Data Source: “Notes to State Motor Fuel Excise and Other Tax Rates,” July 1, 2011, American Petroleum Institute.

<sup>19</sup> Source: Scott Mackey, “A Growing Burden: Taxes and Fees on Wireless Services,” *State Tax Notes*, February 14, 2011.

<sup>20</sup> Data source: HSAs for America at <http://www.health--savings--accounts.com/state-income-tax.htm>.

• **Health Care Regulation: Guaranteed Issue for Self-Employed Group of One.** Health insurance represents a significant cost for businesses. Taxes, mandates and regulations increase health care costs, increase the number of uninsured, and act as another disincentive to starting up or locating a business in a high-cost state. Guaranteed issue means that individuals may not be turned down for health insurance coverage no matter the condition of their health or risk status. So, incentives for people to purchase health insurance before they become ill are removed. A guaranteed issue mandate raises health care costs, in this case for the self-employed.

*Measurement in the Small Business Survival Index: state mandate for guaranteed issue in the self-employed group of one market (state imposing guaranteed issue gets a score of “1” and states not imposing gets a score of “0”).<sup>21</sup>*

• **Health Care Regulation: Community Rating for Small Group Market.** Community rating mandates that an insurer charge the same price for everyone in a defined region regardless of their varying health care risks. So, no matter what the risks involved, everybody pays the same price for insurance. That translates into higher costs across the board.

*Measurement in the Small Business Survival Index: state mandate for community rating in the small group market (state imposing rate bands gets a score of “0.33”; state imposing adjusted community rating gets a score of “0.66”; state imposing pure community rating gets a score of “1”; and a state not imposing community rating gets a score of “0”).<sup>22</sup>*

• **Health Care Regulation: Guaranteed Issue for Individual Market.** Again, guaranteed issue means that individuals may not be turned down for health insurance coverage no matter the condition of their health or risk status. So, incentives for people to purchase health insurance before they become ill are removed. A guaranteed issue mandate raises health care costs, in this case for the self-employed.

*Measurement in the Small Business Survival Index: state mandate for guaranteed issue in the individual market (state imposing guaranteed issue gets a score of “1,” for some products a score of 0.5, and states not imposing gets a score of “0”).<sup>23</sup>*

• **Health Care Regulation: Community Rating for Individual Market.** Again, community rating mandates that an insurer charge the same price for everyone in a defined region regardless of their varying health care risks. So, no matter what the risks involved, everybody pays the same price for insurance. That translates into higher costs across the board.

---

<sup>21</sup> Data source: “Small Group Health Insurance Market Guaranteed Issue, 2011” from the Henry J. Kaiser Family Foundation at [www.statehealthfacts.org](http://www.statehealthfacts.org).

<sup>22</sup> Data source: “Small Group Health Insurance Market Rate Restrictions, 2011” from the Henry J. Kaiser Family Foundation at [www.statehealthfacts.org](http://www.statehealthfacts.org).

<sup>23</sup> Data source: “Individual Market Guaranteed Issue, 2011” from the Henry J. Kaiser Family Foundation at [www.statehealthfacts.org](http://www.statehealthfacts.org).

*Measurement in the Small Business Survival Index: state mandate for community rating in the small group market (state imposing rate bands gets a score of “0.33”; state imposing adjusted community rating gets a score of “0.66”; state imposing pure community rating gets a score of “1”; and a state not imposing community rating gets a score of “0”).*<sup>24</sup>

• **Health Care: State High-Risk Pools.** For individuals that cannot get health coverage due to pre-existing conditions, some states have set up high-risk pools. According to the Council for Affordable Health Insurance, high-risk pools “provide a safety net for the ‘medically uninsurable’ 1% to 2% of the population, who have been denied health insurance coverage because of a pre-existing health condition, or who can only access private coverage that is restricted or has extremely high rates.” CAHI notes that “state high-risk pools are a much better alternative to providing coverage for the medically uninsurable than imposing guaranteed issue laws on insurers which eventually increase the cost of insurance for everyone.”

*Measurement in the Small Business Survival Index: states that have high-risk pools receive a score of “0” and states that do not have high-risk pools receive a score of “1.” (One caveat: The existence of a high-risk pool in a state does not necessarily mean it is being managed properly.)*<sup>25</sup>

• **Health Care Regulation: Number of Mandates.** Beyond regulations like guaranteed issue and community rating, state laws impose a host of mandated benefits on insurers. These mandates, while often sounding reasonable, carry real and sometimes significant costs. Health care mandates are easy to impose, as politicians take credit for expanded benefits while denying the related costs.

*Measurement in the Small Business Survival Index: number of mandates imposed (state gets a score of 0.05 for each mandate imposed).*<sup>26</sup>

• **Electricity Costs.** Every business uses electricity, and for some, electricity costs rank among the highest expenses. High electricity rates due to hefty taxes and heavy-handed, misguided regulations can play a significant part in business decision-making.

*Measurement in the Small Business Survival Index: state’s electricity cost index (index of state’s average revenue per kilowatthour for electricity utilities).*<sup>27</sup>

• **Renewable Energy Mandates.** Various states have imposed a renewable mandate on electricity producers, which dictates that a certain percentage of electricity consumed must be produced from renewable sources. Other states have proposed renewable goals, which are not mandatory, but lay the groundwork for mandates. These mandates drive up the cost of electricity for entrepreneurs and businesses, as the mandates require the use of higher cost energy sources. The Institute for Energy Research reports that electricity costs are 40 percent higher in states with renewable mandates.

---

<sup>24</sup> Data source: “Individual Market Rate Restrictions, 2011” from the Henry J. Kaiser Family Foundation at [www.statehealthfacts.org](http://www.statehealthfacts.org).

<sup>25</sup> Data Source: “State High Risk Programs and Enrollment, January 2010,” from the Henry J. Kaiser Family Foundation at [www.statehealthfacts.org](http://www.statehealthfacts.org).

<sup>26</sup> Data source: “Health Insurance Mandates in the States 2010,” by Victoria Craig Bunce and JP Wieske, Council for Affordable Health Insurance, 2010.

<sup>27</sup> Data Source: Data for January to July 2011 from the U.S. Energy Information Administration.

*Measurement in the Small Business Survival Index: state's with a renewable energy mandate on electricity producers score a "1," states with a renewable goal scores "0.5," and states with no renewable mandates or goals score a "0."*<sup>28</sup>

• **Workers' Compensation Costs.** High workers' compensation rates impact the economy in much the same way as high unemployment tax rates. The cost of labor relative to capital is increased, and incentives for labor-intensive businesses to flee are clear.

*Measurement in the Small Business Survival Index: state workers' compensation benefits per \$100 of covered wages.*<sup>29</sup>

• **Total Crime Rate.** Just like taxes, a high crime rate acts as a disincentive to entrepreneurs and small businesses. If government is unable to adequately protect life, limb, and property—the basic duties of any government—then entrepreneurs and businesses will flee to safer environments.

*Measurement in the Small Business Survival Index: state's crime rate per 100 residents.*<sup>30</sup>

• **Right to Work.** A right-to-work state means that employees generally are not forced to become labor union members or pay dues to unions. Such worker freedoms offer a more dynamic, flexible workforce, and a more amenable environment for increased productivity and improved efficiency.

*Measurement in the Small Business Survival Index: right-to-work status (non-right-to-work states receive a score of "1," while right-to-work states receive a score of "0").*<sup>31</sup>

• **State Minimum Wage.** The minimum wage raises costs for businesses—being particularly harmful to smaller firms—while also hurting young, low-skilled, low-income workers by too often denying them the work experience necessary to climb the ladder of economic opportunity. Various states impose a state minimum wage that is higher than the federal minimum wage.

*Measurement in the Small Business Survival Index: state minimum wage minus the federal minimum wage.*<sup>32</sup>

• **Paid Family Leave.** Government mandating that businesses provide leaves of absence to employees under various circumstances comes with real costs. For example, flexibility between employer and employee, and in terms of managing a firm's entire workforce is lost. Holding positions open,

---

<sup>28</sup> Data Source: The Institute for Energy Research at <http://www.instituteforenergyresearch.org/renewable-mandates/>.

<sup>29</sup> Data Source: "Workers' Compensation: Benefits, Coverage, and Costs, 2009," National Academy of Social Insurance, August 2011.

<sup>30</sup> Data Source: 2010 data from the U.S. Federal Bureau of Investigation, *Crime in the United States 2010*.

<sup>31</sup> Data Source: National Right to Work Legal Defense Foundation.

<sup>32</sup> Data Source: U.S. Department of Labor, "Minimum Wage Laws in the States" at [www.dol.gov](http://www.dol.gov).

and shifting responsibilities or using temporary workers raise costs. However, those costs are pushed much higher when mandated leave must also come with pay. In addition, the opportunities and costs of abuse expand. No matter how the compensation package or insurance is set up, mandated paid leave ultimately means higher labor costs.

*Measurement in the Small Business Survival Index: score is based on an assigned score of “0” for states not mandating paid leave and “1” for states mandating paid family leave.<sup>33</sup>*

• **E-Verify Mandate.** The government has imposed many of the costs of policing immigration onto the backs of the business community. Various states mandate that employers use the federal E-verify system to make sure that their workers are in the nation legally. This places costs and risks on employers, while nothing is being done to fix the flaws of the overall immigration system, including expanding and quickening the pace of legal entry into the nation so that the labor needs of consumers and businesses are being met.

*Measurement in the Small Business Survival Index: states scores “1” for E-verify mandate on all or most businesses, “0.5” for a mandate on contractors with government, and “0” for no mandate.*

• **State Tort Liability Costs.** The costs of litigation loom heavily over all businesses. Indeed, frivolous and costly lawsuits plague businesses across the nation, hurting investment, job creation and the overall economy. In fact, even the mere threat of possible lawsuits can stop some businesses in their tracks. (Please note that the District of Columbia was not included in the study ranking the states according to their tort system costs, so D.C.’s last place score on the “Small Business Survival Index” actually should be worse.)

*Measurement in the Small Business Survival Index: state liability score (each state is scored by an adjustment to the Pacific Research Institute’s “U.S. Tort Liability Index.”<sup>34</sup>*

• **Regulatory Flexibility Status.** The Small Business Administration’s (SBA’s) Office of Advocacy has led a campaign to have states pass their own versions of the federal Regulatory Flexibility Act. The idea is to pass legislation that requires state agencies to assess the economic impact before imposing regulations, to consider less burdensome alternatives, to allow for judicial review of the process, and to periodically review all regulations.

*Measurement in the Small Business Survival Index: regulatory flexibility legislation status (score of “0” for states with full and active regulatory flexibility statutes, a score of “0.5” for states with partial or partially used regulatory flexibility statutes, and a score of “1” for no regulatory flexibility statutes).<sup>35</sup>*

---

<sup>33</sup> Data sources: Sources included [www.njcitizenaction.org](http://www.njcitizenaction.org), [www.paidfamilyleave.org](http://www.paidfamilyleave.org), the AFL-CIO blog at [blog.aflcio.org](http://blog.aflcio.org), and various media stories.

<sup>34</sup> Data Source: Lawrence J. McQuillan and Hovannes Abramyan, “U.S. Tort Liability Index: 2010 Report,” Pacific Research Institute.

<sup>35</sup> Source: U.S. Small Business Administration, Office of Advocacy, “State Regulatory Flexibility Model Legislative Initiative.”

• **Number of State and Local Government Employees.** Governmental costs come in many forms, such as taxes, mandates, fees and regulations. Unfortunately, regulatory costs are difficult to assess in a uniform, comparative measure from state to state. One rough proxy for regulations can be the number of state and local government employees. After all, with regulations, rules, and mandates come regulators, i.e., those dreaming up, writing, passing, monitoring and enforcing such measures. Obviously, regulators and regulations raise the costs of doing business. But the costs of government employment reach beyond the mere number of regulators. A large number of government employees also means that a significant share of individuals is basically performing far less productive work than if they were in the private sector. After all, in the private sector, greater productivity, creativity and efficiency get rewarded, while such incentives are distinctly lacking in the public sector. Instead, the incentives in government all point to adding more personnel.

*Measurement in the Small Business Survival Index: state and local government employees (full-time equivalent employees per 100 residents).*<sup>36</sup>

• **Trend in State and Local Government Spending.** Obviously, taxes paid by entrepreneurs, businesses and the economy are directly tied to government spending. This first spending measure captures the recent trend in spending growth for each state. Basically, it attempts to answer the question: What direction is the state headed in when it comes to spending and, perhaps, taxes?

*Measurement in the Small Business Survival Index: index of the latest five-year growth rate in per capita state and local government expenditures.*<sup>37</sup>

• **Per Capita State and Local Government Spending.** Again, taxes imposed on entrepreneurs, businesses and consumers are a reflection of the level of government spending. But to complete the overall picture of government's burdens on the private sector, government spending – whether financed through taxes, fees, or debt – must be considered. The most comprehensive measure that also reflects differences in population would be per capita state and local government expenditures.

*Measurement in the Small Business Survival Index: index of per capita state and local government expenditures.*<sup>38</sup>

• **Per Capita State and Local Government Debt.** Since taxes imposed on entrepreneurs, businesses and consumers reflect the level of government spending, future spending and taxes are related to levels of government debt. As debt levels rise, the threat of future tax increases rise as well.

*Measurement in the Small Business Survival Index: index of per capita state and local government debt.*<sup>39</sup>

---

<sup>36</sup> Data Source: 2010 data from the U.S. Bureau of the Census, U.S. Department of Commerce.

<sup>37</sup> Data Source: 2008-09 versus 2003-04 data from the U.S. Bureau of the Census, U.S. Department of Commerce.

<sup>38</sup> Data Source: 2008-09 data from the U.S. Bureau of the Census, U.S. Department of Commerce.

<sup>39</sup> Data Source: 2008-09 data from the U.S. Bureau of the Census, U.S. Department of Commerce.

• **Level of State and Local Revenue from the Federal Government.** From a state and local perspective, two problems exist with federal aid or revenues to states and local governments. First, such revenue can be unreliable, so if state and local spending levels become dependent on federal dollars, and those dollars are reduced or fail to keep pace with expectations, state and local taxes can be increased. Second, revenue from the federal government tends to get spent in a more wasteful fashion than do the dollars collected via state and local taxes. After all, it's so-called "free money."

*Measurement in the Small Business Survival Index: index of state and local revenues from the federal government as a share of total state and local revenues.*<sup>40</sup>

• **Protecting Private Property.** The June 2005 U.S. Supreme Court decision in the *Kelo v. City of New London* case ignited a firestorm of protests across the nation. Homeowners and small businesses realized how vulnerable they were to losing their property. If the government decided it could get what it perceived as a better deal in terms of economic development and tax revenue by taking homes and businesses through the power of eminent domain, and turning that property over to other private parties, then that was mistakenly deemed constitutional by a narrow Supreme Court majority. That same majority, however, acknowledged that each state was free to restrict such abuses of eminent domain. In fact, the first duty of government is to protect property, not steal it. In addition, the enforcement of private property rights by government is foundational for any economy. In the end, economic development is hampered when government fails to protect private property. (Please note that the District of Columbia was not included in the study on eminent domain legislation, so D.C.'s last place score on the "Small Business Survival Index" actually should be worse.)

*Measurement in the Small Business Survival Index: score based on grades for eminent domain reform legislation (ranging from "0.3" for an A+ to "3.9" for an F.)*<sup>41</sup>

• **Highway Cost Efficiency.** The condition and performance of roads and highways are of significant importance – one way or another – to most businesses. At the same time, just mindlessly throwing more tax dollars at roads does not necessarily enhance quality. Fortunately, an annual study considers both cost and effectiveness. (Please note that the District of Columbia was not included in the study on highway cost efficiency, so D.C.'s last place score on the "Small Business Survival Index" actually should be worse.)

*Measurement in the Small Business Survival Index: score is based on an assigned score of "0.05" for the state's cost effectiveness ranking – so the best state receives a score of "0.05" and the worst receives "2.50."*<sup>42</sup>

---

<sup>40</sup> Data Source: 2008-09 data from the U.S. Bureau of the Census, U.S. Department of Commerce.

<sup>41</sup> Data Source: Institute for Justice, Castle Coalition, "50 State Report Card: Tracking Eminent Domain Reform Legislation Since Kelo," and updated grades on the Castle Coalition's website at [www.castlecoalition.org](http://www.castlecoalition.org). Note: This study did not include the District of Columbia, so D.C.'s score on the Index is underestimated. In addition, Mississippi passed a measure at the ballot box on November 8, 2011, dramatically improving its formerly abysmal eminent domain laws. Since the Castle Coalition had not yet adjusted the state's score, we did here, giving the state a B+, as that score seemed to align with similar states.

- **Education Reform.** Each state is graded on the status of key education reforms, including academic standards, proficiency standards, private school choice and number of programs, state charter school laws and strength, mandatory intra and inter-district enrollment, online learning policies and programs, home schooling regulations, and teacher quality evaluation. These reforms combine two critical areas for boosting education – higher standards, and more choice and competition.

*Measurement in the Small Business Survival Index: score is based on grades from A to F, with A+ equaling a score of “0” and adding 0.25 for each lower grade, so that an F receives a score of “3.”<sup>43</sup>*

As seen above, sound economic reasoning and fundamentals support each of the 44 measures included in this year’s “Small Business Survival Index.” That is, the inclusion of each measure meets a basic economic common sense test. For good measure, a wide body of economic analysis/literature further backs up this economic common sense.

Consider various findings that show quite clearly why various measures are included in the “Small Business Survival Index.”

## **On Taxes**

- A March 2005 study, commissioned by the SBA’s Office of Advocacy, was co-authored by Donald Bruce, Ph.D., an economist from the University of Tennessee, and Tami Gurley, titled “Taxes and Entrepreneurial Activity: An Empirical Investigation Using Longitudinal Tax Return Data.” The authors noted: “We find convincing evidence that marginal tax rates have important effects on decisions to enter or remain in entrepreneurial activity.” They found the relative tax costs of wage earnings versus earnings from entrepreneurship matter, and concluded, “Taken together, our empirical results suggest that policies aimed at reducing the relative tax rates on entrepreneurs might lead to increases in entrepreneurial activity and better chances of survival. Additionally, our results indicate that equal-rate cuts in tax rates on both wage and entrepreneurship incomes could yield similar results. Conversely, equal-rate increases in tax rates on both sources of incomes would most likely result in reduced rates of entrepreneurship entry and increased rates of entrepreneurial exit.” How best to sum this up? Raise the relative cost of entrepreneurship, and you’ll get less entrepreneurship. Reduce the relative costs of entrepreneurship, and you get more.

- A June 3, 2003, report (“Taxation and Migration”) written by Ohio University Distinguished Professor of Economics Richard Vedder for The Taxpayers Network noted recent trends in net domestic migration among the states (excluding international migration). Vedder split the country in

---

<sup>42</sup> Data Source: David Hartgen, Ravi Karanam, M. Gregory Fields, and Travis A. Kerscher, “19<sup>th</sup> Annual Report on the Performance of State Highway Systems (1984-2008),” The Reason Foundation, September 2010. Note: This study did not include the District of Columbia, so D.C.’s score on the Index is underestimated.

<sup>43</sup> Dr. Matthew Ladner, Andrew T. LeFevre and Dan Lips, “Report on American Education: Ranking State K-12 Performance, Progress and Reform,” 16<sup>th</sup> edition, American Legislative Exchange, 2010.

two categories – 25 high tax states and 25 low tax states – based on state and local tax burden as a share of personal income. From 1990 to 1999, low tax states gained 2.05 million people in terms of net domestic migration, while high tax states lost 890,000. This pattern continued in the post-1990s. From 2000 to 2002, as low tax states gained 729,000, and high tax states lost 371,000 in net domestic migration. Vedder also observed that “the in-migration into states without income taxes was impressive – as was the out-migration from high-tax states.” He noted that his accompanying econometric analysis “increases our confidence in the basic conclusion that high taxes in general are perceived as lowering the quality of life in a locality, leading to out-migration.” In addition, Vedder pointed out that “a vast literature shows that high taxation leads to reduced economic growth.”

- Vedder also found in a 1995 report for the Joint Economic Committee of the U.S. Congress that relatively low tax states grew at almost a one-third faster rate than high tax states over the period of 1960 to 1993; an increase in state and local tax burdens equal to 1 percent of personal income reduced income growth by more than 3.5 percent; and if a state had kept its level of income taxation at the same share of personal income over this period, personal income would have been 30 percent higher in the end.<sup>44</sup>

- The Joint Economic Committee in Congress released an analysis on May 6, 2003, entitled “How the Top Individual Income Tax Rate Affects Small Business.” Among the report’s findings were:

- | “Taxpayers in the highest income bracket are often entrepreneurs and small business owners, not just highly-paid executives or people living off their investments. Small business owners typically report their profits on their individual income tax returns, so the individual income tax is effectively the small business tax.”

- | “Small businesses generally pay their income taxes through the individual income tax systems, not the corporate tax system. Sole proprietorships, partnerships, and S-Corporations are the three main organizational forms chosen by small business owners.”

- | “Economists who have studied the effects of taxes on sole proprietorships have found that high marginal tax rates discourage entrepreneurs from investing in new capital equipment and, conversely, that reducing taxes encourages new investment.”

- | “At higher marginal tax rates, hiring employees can become a less attractive proposition as a higher fraction of any additional income that a new hire might generate for the business is taxed and diverted to the federal government.”

- | “Investment also promotes small business growth, since how much a worker can produce for a company depends on the amount and quality of the equipment that the worker has to work with. That is why when low marginal tax rates spur a business to make new

---

<sup>44</sup> As cited by Raymond J. Keating, *New York by the Numbers: State and City in Perpetual Crisis* (Lanham, MD: Madison Books, 1997), p. 15.

capital investments in software, computers, or machinery, for example, that company's workers become more productive, causing the company to grow. One study has shown that when the marginal tax rate for small businesses is reduced by 10 percent, those businesses' gross receipts increase by over 8 percent."

- An August 2004 analysis released by the Tax Foundation, written by foundation president Scott Hodge and senior economist J. Scott Moody, pointed out that "an extraordinarily high proportion of high-income taxpayers have some form of business income and that as their incomes rise, so too does the likelihood that they have business activity." It turned out that 74 percent of the top 1 percent of income earners had business activity. This group broke down as 68 percent of those with incomes between \$317,000 and \$499,999 had business activity; 77 percent between \$500,000 and \$999,999; and 83 percent with incomes of \$1 million or more.

Business owners also carry the bulk of the personal income tax burden. The foundation estimated that in 2004, "business owners – specifically those with a positive tax liability – will pay 54.3 percent of all individual income taxes in 2004." That included 37.4 percent of all income tax revenues coming from business owners making more than \$200,000. The analysis also noted that 69 percent of all income tax collections coming from businesses are paid by those earning more than \$200,000.

Among high-income earners, 37 percent of income came from salaries and wages, and 28 percent from business income. Some have argued that this business income level isn't all that high, and therefore, that reductions in the highest individual income tax rates do not boost business. The authors of the study refuted this argument, with their main point being that "it is unrealistic to think that business owners would rely solely on profit disbursements from their businesses to pay their families' bills." They continued: "Instead, they would pay themselves a healthy salary first, then pocket any residual profits at the end of the year, leaving them with a majority of their income in salaries and wages despite their business ownership." This obviously is business income, and matters a great deal to the business.

When factoring in all sources, the Tax Foundation study noted that as much as 65 percent to 73 percent of total income for these business owners could be business income. How did the authors summarize matters? They wrote: "The only conclusion from these findings is that lowering the top marginal income tax rates did indeed benefit many highly taxed business owners and the U.S. economy."

- A July 2004 study ("Do the Rich Flee From High Tax States? Evidence from Federal Estate Tax Returns") by economists Joel Slemrod and Jon Bakija, as noted in a June 21, 2005, press statement, "suggests that wealthy elderly people change their real (or reported) state of residence to avoid paying high state taxes, particularly those that target estates and inheritance, as well as purchases. High personal income taxes and property taxes levied by states also give upper-bracket taxpayers additional incentives to pack up their bags and head for places with lower, less progressive tax rates."

- A study for the Federal Reserve Bank of Atlanta, examining data from 1960 to 1992, found that high marginal tax rates and high overall tax levels were negatively related to state economic growth.<sup>45</sup>

## **On Regulatory Costs**

- As noted earlier, no comparable analysis of overall regulatory costs state by state exists. However, an in-depth analysis of federal regulatory costs does exist, and it can be instructive for considering regulations at the state and local level. In September 2010, the SBA's Office of Advocacy published an updated study estimating the costs of complying with federal regulations. The study – “The Impact of Regulatory Costs on Small Firms” by Nicole V. Crain and W. Mark Crain from Lafayette College – provides details regarding how the burdens of federal regulatory costs fall, such as:

| The per employee costs of federal regulations registered \$8,086 in 2008. However, that burden was not evenly distributed. For firms with less than 20 employees, the cost registered \$10,585, which was 42% higher than the \$7,454 per employee cost for firms with 20-499 employees, and 36% higher than the \$7,755 for firms with 500 or more employees.

| In the areas of environmental and tax compliance regulations, the burdens on small firms were even more daunting. On the environmental front, per employee regulatory costs for firms with less than 20 employees came in at \$4,101, which topped the \$1,294 cost for firms with 20-499 employees by 217% and the \$883 cost for businesses with 500 or more workers by 364%. In terms of tax compliance, the \$1,584 per employee costs for businesses with fewer than 20 employees exceeded the \$760 per employee cost for firms with 20-499 employees by 108% and the \$517 per employee costs for firms with 500 or more workers by 206%.

| Small manufacturers get hit particularly hard. Per employee regulatory costs for manufacturers with fewer than 20 employees came in at \$28,316, which was 110% higher than the \$13,504 for manufacturers with 20-499 employees and 125% more than the \$12,586 burden on companies with 500 or more employees. Again, serious cost differentials came in the area of environmental regulation, where per employee costs for manufacturers with fewer than 20 employees came in at \$22,594, which topped the \$7,131 for firms with 20-499 employees by 217% and exceeded the \$4,865 for firms with 500 or more workers by 364%.

Again, these are estimates of regulatory costs at the federal level. It should surprise no one that small businesses carry the heaviest burden. It also is reasonable to assume that regulatory burdens at the state and local levels will be allocated in similar fashion, that is, disproportionately and onerously on small enterprises.

---

<sup>45</sup> Zsolt Becsi, “Do State and Local Taxes Affect Relative State Economic Growth?” *Economic Review*, Federal Reserve bank of Atlanta, March-April 1996.

## **On Health Care Regulations**

- The Council for Affordable Health Insurance reported in “Health Insurance Mandates in the States 2010” the following: “CAHI’s independent Actuarial Working Group on Mandated Benefits analyzed company data and their experience and provided cost-range estimates — less than 1 percent, 1-3 percent, 3-5 percent and 5-10 percent — if the mandate were added to a policy that did not include the coverage. These estimates are based on real health insurance policies and are not based on theory or modeling.”

- An econometric analysis released in 2006, written by William J. Congdon, Amanda Kowalski and Mark H. Showalter, was titled “State Health Insurance Regulations and the Price of High-Deductible Policies.” The report looked at the impact of service and provider mandates, any-willing provider regulations, community rating, and guaranteed issue on family and individual policies with high deductibles in the non-group market in 42 states. The findings included:

- | A strong statistical relationship exists between regulation and insurance prices. Specifically, “the presence of regulations tends to be associated with less generous insurance (higher coinsurance rates, higher deductibles, higher stoploss limits) as well as higher prices.”

- | Each mandate raises “the price of an individual policy by about 0.4 percent; for a family policy, it increases by about 0.5 percent.”

- | Community rating raises “the price of an individual policy by 20.3 percent. It raises the price of a family policy by 27.3 percent.”

- | Guaranteed issue raises “the price of an individual policy by 114.5 percent. For family policies, the price increase is 94.2 percent.”

- The SBA Office of Advocacy’s reported in September 2008: “Aspects of insurance that drive small business concerns are premium increases and administrative costs. Advocacy research shows that: (1) insurers of small health plans have higher administrative expenses than those that insure larger group plans, and (2) employees at small firms are less likely to have coverage than the employees of larger entities.”

## **On the Minimum Wage**

- *The Wall Street Journal* (“Job Slayers,” August 29, 2005), recently reported: “For decades economists have piled up studies concluding that a higher minimum wage destroys jobs for the most vulnerable population: uneducated and unskilled workers. The Journal of Economic Literature has established a rule of thumb that a 10% increase in the minimum wage leads to roughly a 2% hike in teen unemployment.”

- The Employment Policies Institute (EPI) released a May 2006 study by economist Joseph Sabia, University of Georgia, which was titled “The Effect of Minimum Wage Increases on Retail and Small Business Employment.” This was a response to a study by the Fiscal Policy Institute (FPI) claiming that increases in the minimum wage at the state level do not have negative employment effects. The overview of the EPI study explained:

“While the FPI study has been frequently cited by supporters of increases in the minimum wage, the study is based on faulty statistical methods, and its results provide an inaccurate picture of the effect of state-level minimum wage increases. This paper, by Dr. Joseph Sabia of the University of Georgia, presents a more careful and methodologically rigorous analysis of state-level minimum wage increases. His results confirm the consensus economic opinion that increases in the minimum wage decrease employment, particularly for low-skilled and entry-level employees.

“Using government data from January 1979 to December 2004, the effect of minimum wage increases on retail and small business employment is estimated. Specifically, a 10 percent increase in the minimum wage is associated with a 0.9 to 1.1 percent decline in retail employment and a 0.8 to 1.2 percent reduction in small business employment.

“These employment effects grow even larger for the low-skilled employees most affected by minimum wage increases. A 10 percent increase in the minimum wage is associated with a 2.7 to 4.3 percent decline in teen employment in the retail sector, a 5 percent decline in average retail hours worked by all teenagers, and a 2.8 percent decline in retail hours worked by teenagers who remain employed in retail jobs.

“These results increase in magnitude when focusing on the effect on small businesses. A 10 percent increase in the minimum wage is associated with a 4.6 to 9.0 percent decline in teenage employment in small businesses and a 4.8 to 8.8 percent reduction in hours worked by teens in the retail sector.”

### **On Workers’ Compensation Costs**

- In a September 2006 report for the National Center for Policy Analysis titled “Workers’ Compensation: Rx for Policy Reform,” N. Michael Helvacian reported: “Though workplaces became much safer in the 20th century, and job-related injuries declined, the soaring claim costs of state-mandated workers' compensation insurance has offset the decline in injuries. As a result, employers face increasingly higher insurance premiums and self-insurance costs, which reached nearly \$60 billion in 2000. Although the average cost of workers' compensation premiums nationwide is less than 3 percent of payroll, premiums vary widely by industry. In high-risk industries, workers' compensation costs are often greater than health insurance premiums or Social Security payroll taxes. Workers implicitly pay part of these costs through reduced wages. Costs are increasing because state systems provide incentives for employers, employees and others to behave in ways that cause costs to be higher and workplaces to be less safe than they otherwise could be.”

As for small businesses, Helvacian noted: “Insurance premiums, especially for small employers, are not fully experienced-rated; as a result, firms that improve workplace safety cannot reap the full rewards and others are not penalized for poor safety practices.” In addition, he pointed out: “Workers’

compensation premium rates are highly regulated in some states, and insurance markets are not as competitive as they could be; as a result, many small firms pay more than necessary for coverage. (For example, average premiums as a percentage of payroll are 50 percent higher for firms of less than 500 employees than for larger firms.)”

- Inc.com reported the following on September 23, 2004: “According to a recent survey by the National Federation of Independent Business, workers' compensation ranks as the third biggest problem facing small firms today, with about a third of the respondents describing it as a critical problem... The issue tends to be localized, because each state governs workers' compensation premiums differently.” The story noted later on: “The premiums charged are driven by the number of claims and the average claim size, which reflects the cost of medical treatment for job-related injuries, as well as litigation and administrative costs.”

### **Tallying Up the Index**

So, taxes and regulations matter a great deal to entrepreneurs, small businesses and the economy in general. The “Small Business Survival Index” makes clear that government-imposed or government-related costs have a deep impact on the entrepreneurial sector of our economy. As for how the final “Small Business Survival Index” score is tallied, the 44 measures explained above are simply added together into one index number. Obviously, other costs are imposed on entrepreneurs and businesses at the state and local levels, but it often is difficult or impossible to gain a comparable measure of such costs across all of the states. Still, the “Small Business Survival Index” manages to capture much of the governmental burdens affecting critical economic decisions—particularly affecting investment and entrepreneurship—state by state. Under the “Small Business Survival Index,” the lower the index number, the lighter the governmental burdens, and the better the environment for entrepreneurship. The “Small Business Survival Index” provides a measure by which states can be compared according to how the state and local governments treat small business and entrepreneurs. In essence, it is a comparative measure of economic incentives relating to government policies: the lower the “Small Business Survival Index” number, the greater the incentives to invest and take risks in that particular state.

**IMPORTANT:** Please note that the 2011 “Small Business Survival Index” cannot be directly compared to editions from previous years as the Index has been revised and expanded each year.

## State Rankings and Summary of Findings

Following are the state rankings (from friendliest to least friendly) for the Small Business Survival Index 2011:

### Small Business Survival Index 2011: State Rankings\*

Rank	State	SBSI	Rank	State	SBSI
1	South Dakota	32.292	26	Louisiana	60.120
2	Nevada	38.531	27	Idaho	60.452
3	Texas	39.076	28	New Mexico	60.576
4	Wyoming	46.049	29	Michigan	61.480
5	South Carolina	47.047	30	Montana	62.193
6	Alabama	48.765	31	Delaware	62.785
7	Ohio	49.538	32	West Virginia	63.486
8	Florida	50.081	33	New Hampshire	63.568
9	Colorado	51.317	34	Oregon	65.181
10	Virginia	51.697	35	Pennsylvania	65.350
11	Washington	52.312	36	Nebraska	66.420
12	Mississippi	52.319	37	North Carolina	66.858
13	North Dakota	53.296	38	Maryland	67.103
14	Utah	53.374	39	Hawaii	70.889
15	Arizona	54.388	40	Illinois	72.078
16	Georgia	54.639	41	Iowa	72.525
17	Missouri	55.382	42	Massachusetts	73.976
18	Arkansas	56.162	43	Minnesota	75.308
19	Oklahoma	57.080	44	Connecticut	75.587
20	Indiana	57.747	45	Maine	75.876
21	Alaska	58.802	46	California	76.357
22	Kentucky	58.934	47	Rhode Island	77.250
23	Kansas	58.977	48	Vermont	78.291
24	Wisconsin	59.282	49	New Jersey	82.625
25	Tennessee	59.976	50	New York	82.787
			51	Dist. of Columbia	84.354

\* (Please note that the District of Columbia was not included in the studies on the states' liability systems, eminent domain legislation and highway cost efficiency, so D.C.'s last place score actually should be even worse.)

Starting up, running and/or investing in businesses are risky ventures. But as noted earlier, those ventures spur the economy forward. Putting aside the political rhetoric, just how friendly or unfriendly are the policies that elected officials actually implement toward entrepreneurship and small business? In terms of their policy environments, the most entrepreneur-friendly states under the “Small Business Survival Index 2011” are: 1) South Dakota, 2) Nevada, 3) Texas, 4) Wyoming, 5) South Carolina, 6) Alabama, 7) Ohio, 8) Florida, 9) Colorado, 10) Virginia, 11) Washington, 12) Mississippi, 13) North Dakota, 14) Utah, and 15) Arizona. In contrast, the most anti-entrepreneur policy environments are offered by the following: 37) North Carolina, 38) Maryland, 39) Hawaii, 40) Illinois, 41) Iowa, 42) Massachusetts, 43) Minnesota, 44) Connecticut, 45) Maine, 46) California, 47) Rhode Island, 48) Vermont, 49) New Jersey, 50) New York and 51) District of Columbia. (Please note that the District of Columbia was not included in the studies on the states’ liability systems, eminent domain legislation and highway cost efficiency, so D.C.’s last place score actually should be even worse.)

### **People Follow Opportunity**

It must be noted that countless issues play into human decision-making. But the impact of public policy often is very important. The relative governmental costs among the states will impact where people live and work, that is, where they seek opportunity. That most certainly is illustrated by where people are moving to and from among the states.

From 2000 to 2010, the top 25 states on the 2011 Index experienced population growth of 13.4%, while among the bottom 26 (including the District of Columbia), population growth registered 6.3%. Therefore, the population in the top 25 states on the Index grew at an 113 percent faster pace than the bottom 26 on the Index. In terms of raw numbers, the top 25 added 17.8 million in population, while the bottom 26 added 9.4 million.

Net domestic or internal migration is movement of people between the states, that is, excluding births, deaths and international migration. It clearly captures people voting with their feet. From 2000 to 2009, the top 25 states on the “Small Business Survival Index” netted a 4.8 million increase in population at the expense of the bottom 25 states plus the District.

Some elected officials, policymakers and special interests believe that taxes, regulations and other governmental costs can be increased with impunity. Economic reality tells a different story. Ever-mounting burdens placed on entrepreneurs and small businesses by government negatively affects economic opportunity. People go where economic opportunity is, in turn, bringing more opportunity with them. The “Small Business Survival Index” tries to make clear the relative governmental burdens placed on entrepreneurship among the states, so that business owners and their employees, elected officials and citizens in general can better grasp the competitive position of their respective states.

**Small Business Survival Index 2011**  
**Appendix A: Alphabetical Listing of States**

<b>State</b>	<b>Top PIT Rate</b>	<b>Top Ind CapGains Rate</b>	<b>Top CIT Rate</b>	<b>Top Corp CapGains Rate</b>	<b>Added S-Corp. Rate</b>	<b>Indiv. AMT</b>	<b>Corp. AMT</b>
Alabama	3.250	4.250	4.225	4.225	0.000	0	0
Alaska	0.000	0.000	9.400	4.500	0.000	0	1
Arizona	4.540	4.540	6.968	6.968	0.000	0	0
Arkansas	7.000	4.900	6.500	6.500	0.000	0	0
California	10.300	10.300	8.840	8.840	1.500	1	1
Colorado	4.630	4.630	4.630	4.630	0.000	1	0
Connecticut	6.700	6.700	9.000	9.000	0.000	1	0
Delaware	6.950	6.950	8.700	8.700	0.000	0	0
Dist. of Columbia	8.500	8.500	9.975	9.975	9.975	0	0
Florida	0.000	0.000	5.500	5.500	0.000	0	1
Georgia	6.000	6.000	6.000	6.000	0.000	0	0
Hawaii	11.000	7.250	6.400	4.000	0.000	0	0
Idaho	7.800	7.800	7.600	7.600	0.000	0	0
Illinois	5.000	5.000	9.500	9.500	1.500	0	0
Indiana	3.400	3.400	8.500	8.500	0.000	0	0
Iowa	5.837	7.633	9.900	9.900	0.000	1	1
Kansas	6.450	6.450	7.000	7.000	0.000	0	0
Kentucky	6.000	6.000	6.000	6.000	0.750	0	0
Louisiana	3.900	5.100	5.200	5.200	5.200	0	0
Maine	8.500	8.500	8.930	8.930	0.000	1	1
Maryland	5.500	5.500	8.250	8.250	0.000	0	0
Massachusetts	5.300	5.300	8.250	8.250	4.500	0	0
Michigan	4.350	4.350	6.040	6.040	6.040	0	0
Minnesota	7.850	7.850	9.800	9.800	0.000	1	1
Mississippi	5.000	5.000	5.000	5.000	0.000	0	0
Missouri	6.000	6.000	5.156	5.156	0.000	0	0
Montana	6.900	6.900	6.750	6.750	0.000	0	0
Nebraska	6.840	6.840	7.810	7.810	0.000	1	0

Nevada	0.000	0.000	0.000	0.000	0.000	0	0
New Hampshire	0.000	0.000	8.500	8.500	8.500	0	0
New Jersey	8.970	8.970	9.000	9.000	0.000	0	1
New Mexico	4.900	2.450	7.600	7.600	0.000	0	0
New York	8.970	8.970	8.307	8.307	0.000	1	1
North Carolina	7.750	7.750	6.900	6.900	0.000	0	0
North Dakota	3.990	3.990	5.150	5.150	0.000	0	0
Ohio	5.925	5.925	0.000	0.000	0.000	0	0
Oklahoma	5.500	5.500	6.000	6.000	0.000	0	0
Oregon	11.000	11.000	7.600	7.600	0.000	0	0
Pennsylvania	3.070	3.070	9.990	9.990	0.000	0	0
Rhode Island	5.990	5.990	9.000	9.000	0.000	0	0
South Carolina	7.000	3.920	5.000	5.000	0.000	0	0
South Dakota	0.000	0.000	0.000	0.000	0.000	0	0
Tennessee	0.000	0.000	6.500	6.500	6.500	0	0
Texas	0.000	0.000	0.000	0.000	0.000	0	0
Utah	5.000	5.000	5.000	5.000	0.000	0	0
Vermont	8.950	8.950	8.500	8.500	0.000	0	0
Virginia	5.750	5.750	6.000	6.000	0.000	0	0
Washington	0.000	0.000	0.000	0.000	0.000	0	0
West Virginia	6.500	6.500	8.500	8.500	0.000	0	0
Wisconsin	7.750	3.100	7.900	7.900	0.000	1	0
Wyoming	0.000	0.000	0.000	0.000	0.000	0	0

**Small Business Survival Index 2011**  
**Appendix A: Alphabetical Listing of States (Continued)**

<b>State</b>	<b>PIT Rate Index</b>	<b>Progressivity</b>	<b>Property Taxes</b>	<b>Sales, Gross Rec &amp; Excise</b>	<b>Death/Inheritance Taxes</b>	<b>Unemp. Tax</b>	<b>Tax Limit.</b>
Alabama	1	1	1.53	3.65	0	1.40	1
Alaska	0	0	3.96	1.72	0	3.66	1
Arizona	1	1	3.28	4.06	0	0.97	0
Arkansas	0	1	1.71	4.71	0	2.34	0
California	0	1	3.53	3.01	0	0.86	0
Colorado	0	0	3.07	2.89	0	1.15	0
Connecticut	1	1	4.61	2.59	3	1.96	1
Delaware	1	1	1.83	1.08	3	1.79	0
Dist. of Columbia	1	1	4.46	3.29	3	0.86	1
Florida	0	0	4.24	4.15	0	0.94	1
Georgia	1	1	3.18	3.30	0	1.09	1
Hawaii	1	1	2.40	5.78	3	4.31	1
Idaho	0	1	2.6	2.86	0	5.87	1
Illinois	0	0	4.33	3.43	3	1.95	1
Indiana	0	0	3.36	3.80	3	1.00	1
Iowa	0	1	3.51	3.23	3	5.89	1
Kansas	1	1	3.52	3.29	0	1.51	1
Kentucky	1	1	2.07	3.31	3	2.11	0
Louisiana	1	1	1.93	5.31	0	1.26	0
Maine	0	1	4.55	2.97	3	2.19	1
Maryland	1	1	2.52	2.20	3	2.26	1
Massachusetts	0	0	3.75	1.74	3	3.20	1
Michigan	0	0	4.34	3.55	0	2.14	1
Minnesota	0	1	3.25	3.17	3	6.43	1
Mississippi	1	1	2.64	4.29	0	1.11	0
Missouri	1	1	2.56	2.96	0	3.19	0
Montana	0	1	3.84	1.03	0	4.41	1
Nebraska	1	1	3.70	3.05	3	2.03	1

Nevada	0	0	3.59	4.98	0	3.54	0
New Hampshire	0	0	5.75	1.25	0	1.57	1
New Jersey	1	1	5.36	2.61	3	3.16	1
New Mexico	1	1	1.86	4.88	0	2.95	1
New York	1	1	4.56	3.56	3	1.46	1
North Carolina	1	1	2.52	2.97	3	3.33	1
North Dakota	0	1	2.92	3.48	0	6.67	1
Ohio	0	1	3.23	3.04	3	2.02	1
Oklahoma	1	1	1.74	3.56	0	2.22	0
Oregon	1	1	3.28	0.59	0	3.98	0
Pennsylvania	0	0	3.11	2.76	3	2.52	1
Rhode Island	0	1	4.96	2.97	3	4.05	1
South Carolina	0	1	3.05	2.77	0	1.13	1
South Dakota	0	0	2.89	4.10	0	2.47	0
Tennessee	0	0	2.20	4.48	3	2.35	1
Texas	0	0	4.01	4.08	0	1.83	1
Utah	0	0	2.68	3.39	0	6.49	1
Vermont	0	1	5.29	3.10	3	1.83	1
Virginia	1	1	3.29	2.08	0	1.04	1
Washington	0	0	2.91	5.49	3	4.59	0
West Virginia	1	1	2.28	3.42	0	2.54	1
Wisconsin	0	1	4.41	2.90	0	2.87	1
Wyoming	0	0	5.19	5.40	0	5.49	1

**Small Business Survival Index 2011**  
**Appendix A: Alphabetical Listing of States (Continued)**

<b>State</b>	<b>Internet Access Tax</b>	<b>AmazonTax</b>	<b>Gas Tax</b>	<b>Diesel Tax</b>	<b>Wireless Tax</b>	<b>HSA Deduct</b>	<b>Health: GI/SE</b>
Alabama	0	0	0.209	0.219	0.075	1	0
Alaska	0	0	0.080	0.080	0.068	0	0
Arizona	0	0	0.190	0.190	0.121	0	0
Arkansas	0	1	0.218	0.228	0.112	0	0
California	0	1	0.491	0.525	0.108	1	0
Colorado	0	0	0.220	0.205	0.105	0	1
Connecticut	0	1	0.496	0.462	0.071	0	1
Delaware	0	0	0.230	0.220	0.063	0	1
Dist. of Columbia	0	0	0.235	0.235	0.117	1	0
Florida	0	0	0.345	0.298	0.168	0	1
Georgia	0	0	0.292	0.317	0.087	0	0
Hawaii	1	0	0.474	0.497	0.079	0	1
Idaho	0	0	0.250	0.250	0.022	0	0
Illinois	0	1	0.412	0.444	0.161	0	0
Indiana	0	0	0.397	0.499	0.100	0	0
Iowa	0	0	0.220	0.235	0.080	0	0
Kansas	0	0	0.250	0.270	0.135	0	0
Kentucky	0	0	0.278	0.195	0.106	0	0
Louisiana	0	0	0.200	0.200	0.064	0	0
Maine	0	0	0.315	0.327	0.073	0	1
Maryland	0	0	0.235	0.243	0.124	0	0
Massachusetts	0	0	0.235	0.235	0.079	0	1
Michigan	0	0	0.408	0.386	0.074	0	1
Minnesota	0	0	0.272	0.276	0.095	0	0
Mississippi	0	0	0.188	0.188	0.092	0	1
Missouri	0	0	0.173	0.173	0.144	0	0
Montana	0	0	0.278	0.286	0.061	0	0
Nebraska	0	0	0.272	0.266	0.189	0	0
Nevada	0	0	0.331	0.286	0.021	0	0

New Hampshire	1	0	0.196	0.196	0.083	0	1
New Jersey	0	0	0.145	0.175	0.090	1	0
New Mexico	1	0	0.189	0.228	0.107	0	0
New York	0	1	0.495	0.484	0.180	0	0
North Carolina	0	1	0.353	0.353	0.096	0	1
North Dakota	1	0	0.230	0.230	0.108	0	0
Ohio	1	0	0.280	0.280	0.081	0	0
Oklahoma	0	0	0.170	0.140	0.109	0	0
Oregon	0	0	0.310	0.303	0.018	0	0
Pennsylvania	0	0	0.323	0.392	0.143	0	0
Rhode Island	0	1	0.330	0.330	0.148	0	1
South Carolina	0	0	0.168	0.168	0.096	0	0
South Dakota	1	0	0.240	0.240	0.122	0	0
Tennessee	0	0	0.214	0.184	0.117	0	0
Texas	1	0	0.200	0.200	0.126	0	0
Utah	0	0	0.245	0.245	0.123	0	0
Vermont	0	0	0.266	0.290	0.086	0	1
Virginia	0	0	0.200	0.201	0.066	0	0
Washington	1	0	0.375	0.375	0.182	0	1
West Virginia	0	0	0.322	0.321	0.061	0	0
Wisconsin	1	0	0.329	0.329	0.084	0	0
Wyoming	0	0	0.140	0.140	0.080	0	0

**Small Business Survival Index 2011**  
**Appendix A: Alphabetical Listing of States (Continued)**

<b>State</b>	<b>Health: CR/SG</b>	<b>Health: GI/Ind</b>	<b>Health: CR/Ind</b>	<b>HighRisk</b>	<b>Health: Mandates</b>	<b>Electric Utilities Costs</b>	<b>Renewable Mandate</b>
Alabama	0.33	0.00	0.00	0.00	0.95	0.92	0
Alaska	0.33	0.00	0.00	0.00	1.65	1.61	0
Arizona	0.33	0.00	0.00	1.00	1.65	0.98	1
Arkansas	0.33	0.00	0.00	0.00	2.25	0.73	0
California	0.33	0.00	0.00	0.00	2.80	1.37	1
Colorado	0.66	0.00	0.00	0.00	2.70	0.94	1
Connecticut	0.66	0.00	0.00	0.00	2.95	1.65	1
Delaware	0.33	0.00	0.00	1.00	1.60	1.18	1
Dist. of Columbia	0.00	0.00	0.00	1.00	1.35	1.31	0
Florida	0.33	0.00	0.00	0.50	2.45	1.09	0
Georgia	0.33	0.00	0.00	1.00	2.25	0.97	0
Hawaii	0.00	0.00	0.00	1.00	1.15	3.02	1
Idaho	0.33	0.50	0.33	1.00	0.65	0.67	0
Illinois	0.33	0.00	0.00	0.00	2.30	0.90	1
Indiana	0.33	0.00	0.00	0.00	1.75	0.81	0
Iowa	0.33	0.00	0.33	0.00	1.35	0.76	1
Kansas	0.33	0.00	0.00	0.00	2.10	0.88	1
Kentucky	0.33	0.00	0.33	0.00	2.25	0.72	0
Louisiana	0.33	0.00	0.33	0.00	2.55	0.77	0
Maine	0.66	1.00	0.66	1.00	2.65	1.28	1
Maryland	0.66	0.00	0.00	0.00	3.35	1.23	1
Massachusetts	0.66	1.00	0.66	1.00	2.35	1.43	1
Michigan	0.33	0.50	0.00	1.00	1.25	1.04	1
Minnesota	0.33	0.00	0.33	0.00	3.20	0.87	1
Mississippi	0.33	0.00	0.00	0.00	1.45	0.89	0
Missouri	0.33	0.00	0.00	0.00	2.10	0.84	1
Montana	0.33	0.00	0.00	0.00	1.90	0.82	1
Nebraska	0.33	0.00	0.00	0.00	1.80	0.78	0

Nevada	0.33	0.00	0.33	1.00	2.20	0.90	1
New Hampshire	0.33	0.00	0.33	0.00	2.20	1.49	1
New Jersey	0.66	1.00	0.66	1.00	2.25	1.45	1
New Mexico	0.33	0.00	0.33	0.00	2.85	0.86	1
New York	1.00	1.00	1.00	1.00	2.60	1.60	1
North Carolina	0.33	0.00	0.00	0.00	2.60	0.87	1
North Dakota	0.33	0.00	0.33	0.00	1.70	0.73	0.5
Ohio	0.33	0.50	0.00	1.00	1.45	0.90	1
Oklahoma	0.33	0.00	0.00	0.00	1.90	0.77	0.5
Oregon	0.66	0.50	0.66	0.00	2.45	0.81	1
Pennsylvania	0.00	0.00	0.00	1.00	2.85	1.05	1
Rhode Island	0.66	0.50	0.00	1.00	3.45	1.35	1
South Carolina	0.33	0.00	0.00	0.00	1.45	0.89	0
South Dakota	0.33	0.00	0.33	0.00	1.45	0.80	0.5
Tennessee	0.33	0.00	0.00	0.00	2.05	0.92	0
Texas	0.33	0.00	0.00	0.00	3.00	0.92	1
Utah	0.33	0.50	0.33	0.00	1.25	0.70	0.5
Vermont	0.66	1.00	0.66	1.00	2.10	1.38	0.5
Virginia	0.00	0.00	0.00	1.00	2.85	0.88	0.5
Washington	0.66	1.00	0.66	0.00	2.85	0.70	1
West Virginia	0.33	0.50	0.00	0.00	1.95	0.78	1
Wisconsin	0.33	0.00	0.00	0.00	1.75	1.02	1
Wyoming	0.33	0.00	0.00	0.00	1.85	0.65	0

**Small Business Survival Index 2011**  
**Appendix A: Alphabetical Listing of States (Continued)**

<b>State</b>	<b>Workers' Comp.</b>	<b>Crime Rate</b>	<b>Right to Work</b>	<b>State Min. Wage</b>	<b>PaidFamLeave</b>	<b>E-Verify</b>	<b>State Liability</b>	<b>Reg. Flex</b>
Alabama	0.96	3.89	0	0.00	0	1	2.32	1.0
Alaska	1.56	3.49	1	0.50	0	0	0.89	0.5
Arizona	0.66	3.94	0	0.10	0	1	2.02	0.0
Arkansas	0.57	4.06	0	0.00	0	0	2.43	0.5
California	1.26	3.08	1	0.75	1	0	2.84	0.5
Colorado	0.89	3.01	1	0.11	0	0.5	2.57	0.0
Connecticut	0.91	2.47	1	1.00	0	0	2.85	0.0
Delaware	1.09	4.07	1	0.00	0	0	2.08	0.5
Dist. of Columbia	0.27	6.11	1	1.00	0	0	NA	1.0
Florida	1.10	4.10	0	0.06	0	0.5	3.51	0.0
Georgia	0.98	4.04	0	0.00	0	1	2.43	0.5
Hawaii	1.09	3.58	1	0.00	0	0	0.92	0.0
Idaho	1.32	2.22	0	0.00	0	0.5	1.58	1.0
Illinois	1.14	3.12	1	1.00	0	0	3.43	0.5
Indiana	0.61	3.36	1	0.00	0	0.5	2.43	0.0
Iowa	1.07	2.52	0	0.00	0	0	1.77	0.5
Kansas	0.86	3.49	0	0.00	0	0	1.90	0.5
Kentucky	1.18	2.79	1	0.00	0	0	2.68	0.5
Louisiana	1.15	4.20	0	0.00	0	0.5	1.79	0.5
Maine	1.30	2.52	1	0.25	0	0	1.55	0.0
Maryland	0.79	3.55	1	0.00	0	0	2.32	0.5
Massachusetts	0.55	2.82	1	0.75	0	0	2.02	0.5
Michigan	0.96	3.20	1	0.15	0	0	2.97	0.5
Minnesota	0.95	2.81	1	0.00	0	0.5	2.33	0.5
Mississippi	0.96	3.25	0	0.00	0	1	2.11	0.5
Missouri	0.87	3.80	1	0.00	0	0.5	3.00	0.0
Montana	1.89	2.82	1	0.10	0	0	2.97	1.0
Nebraska	0.96	2.95	0	0.00	0	0.5	2.58	1.0

Nevada	0.91	3.44	0	1.00	0	0	2.76	0.0
New Hampshire	0.87	2.35	1	0.00	0	0	2.22	0.5
New Jersey	0.98	2.39	1	0.00	1	0	4.01	0.5
New Mexico	1.03	4.02	1	0.25	0	0	2.73	0.5
New York	0.88	2.33	1	0.00	0	0	3.81	0.0
North Carolina	0.98	3.81	0	0.00	0	1	0.98	1.0
North Dakota	0.92	1.99	0	0.00	0	0.5	1.20	0.0
Ohio	1.19	3.56	1	0.15	0	0	2.01	0.5
Oklahoma	1.57	3.90	0	0.00	0	0.5	2.63	0.0
Oregon	0.98	3.26	1	1.25	0	0	2.60	0.0
Pennsylvania	1.22	2.54	1	0.00	0	0	3.40	0.5
Rhode Island	0.84	2.81	1	0.15	0	0	2.73	0.0
South Carolina	1.47	4.50	0	0.00	0	1	1.98	0.0
South Dakota	0.76	2.12	0	0.00	0	0	1.20	0.5
Tennessee	0.81	4.27	0	0.00	0	1	2.14	0.0
Texas	0.47	4.23	0	0.00	0	0	2.03	0.5
Utah	0.70	3.39	0	0.00	0	1	1.94	0.5
Vermont	1.33	2.41	1	0.90	0	0	2.68	0.5
Virginia	0.57	2.54	0	0.00	0	0.5	1.64	0.0
Washington	1.82	4.02	1	1.42	0	0	2.47	0.5
West Virginia	2.10	2.55	1	0.00	0	0	2.41	0.5
Wisconsin	1.13	2.76	1	0.00	0	0	1.69	0.0
Wyoming	1.27	2.66	0	0.00	0	0	2.07	1.0

**Small Business Survival Index 2011**  
**Appendix A: Alphabetical Listing of States (Continued)**

<b>State</b>	<b>Gov Employ</b>	<b>SpendTrend</b>	<b>SpendvsAvg</b>	<b>StateLocalDebt</b>	<b>FederalRev</b>
Alabama	6.07	1.11	0.91	0.63	0.93
Alaska	7.68	1.84	2.23	1.69	0.87
Arizona	4.42	1.51	0.88	0.84	1.02
Arkansas	6.04	0.99	0.77	0.50	1.17
California	4.79	1.36	1.26	1.16	1.11
Colorado	5.36	0.96	0.96	1.15	0.88
Connecticut	5.32	1.43	1.15	1.24	0.72
Delaware	5.52	1.33	1.14	1.06	0.82
Dist. of Columbia	7.19	2.24	2.27	1.85	1.39
Florida	4.86	1.50	0.93	0.91	0.80
Georgia	5.22	0.96	0.84	0.62	0.84
Hawaii	5.63	2.10	1.20	1.02	0.99
Idaho	5.01	1.18	0.81	0.43	0.97
Illinois	4.94	1.26	1.03	1.14	1.01
Indiana	5.35	1.32	0.86	0.91	0.81
Iowa	5.91	1.68	1.01	0.59	1.01
Kansas	7.13	1.75	0.98	0.98	0.75
Kentucky	5.59	1.47	0.90	1.08	1.09
Louisiana	6.12	2.51	1.12	0.87	1.42
Maine	5.52	0.90	0.97	0.67	1.30
Maryland	5.27	1.89	1.03	0.78	0.96
Massachusetts	4.97	1.07	1.17	1.69	0.95
Michigan	4.80	0.66	0.94	0.90	1.02
Minnesota	5.28	1.30	1.11	0.94	0.86
Mississippi	6.52	1.57	0.95	0.52	1.51
Missouri	5.40	1.48	0.86	0.81	1.18
Montana	5.96	1.51	0.94	0.74	1.26
Nebraska	6.70	1.41	1.11	0.85	0.72
Nevada	4.30	1.19	0.92	1.12	0.68

New					
Hampshire	5.51	1.31	0.87	0.95	0.79
New Jersey	5.85	1.40	1.19	1.22	0.66
New Mexico	6.32	1.97	1.12	0.82	1.49
New York	6.25	1.25	1.53	1.72	1.05
North Carolina	5.87	1.15	0.88	0.61	1.10
North Dakota	6.82	1.54	1.00	0.72	0.94
Ohio	5.27	0.97	1.00	0.73	1.36
Oklahoma	5.82	1.76	0.87	0.57	1.02
Oregon	5.15	1.28	1.06	0.99	1.40
Pennsylvania	4.75	1.10	1.00	1.07	1.12
Rhode Island	4.68	1.07	1.09	1.27	1.27
South					
Carolina	5.48	1.30	0.99	0.89	0.97
South Dakota	5.64	1.61	0.86	0.77	1.41
Tennessee	5.19	0.76	0.88	0.67	0.86
Texas	5.76	1.33	0.88	1.05	0.93
Utah	4.99	1.30	0.93	0.73	1.01
Vermont	6.51	1.57	1.10	0.83	1.15
Virginia	5.57	1.47	0.89	0.86	0.70
Washington	5.19	1.11	1.16	1.14	0.84
West Virginia	5.57	0.87	0.86	0.62	1.06
Wisconsin	5.05	1.07	1.01	0.83	1.57
Wyoming	9.28	2.61	1.65	0.48	1.15

**Small Business Survival Index 2011**  
**Appendix A: Alphabetical Listing of States (Continued)**

<b>State</b>	<b>EmDomainLeg</b>	<b>HgwyCostEff</b>	<b>EducReform</b>	<b>SBSI</b>
Alabama	1.2	1.00	1.75	48.765
Alaska	3.3	2.45	1.75	58.802
Arizona	1.2	1.30	1.25	54.388
Arkansas	3.9	1.45	1.25	56.162
California	3.6	2.40	1.75	76.357
Colorado	2.4	1.70	1.00	51.317
Connecticut	3.3	2.05	2.00	75.587
Delaware	1.2	0.55	1.75	62.785
Dist. of Columbia	NA	NA	1.75	84.354
Florida	0.6	1.95	0.75	50.081
Georgia	1.2	0.45	1.75	54.639
Hawaii	3.9	2.35	1.75	70.889
Idaho	3.0	0.85	1.25	60.452
Illinois	3.0	2.00	1.75	72.078
Indiana	1.5	1.15	1.50	57.747
Iowa	1.8	1.55	1.75	72.525
Kansas	1.5	0.15	2.25	58.977
Kentucky	3.0	0.70	1.50	58.934
Louisiana	1.5	1.80	1.00	60.120
Maine	3.0	1.60	2.25	75.876
Maryland	3.3	2.15	1.75	67.103
Massachusetts	3.9	2.20	1.75	73.976
Michigan	0.9	1.75	1.25	61.480
Minnesota	1.8	1.25	1.00	75.308
Mississippi	1.2	0.80	2.25	52.319
Missouri	3.3	0.40	1.00	55.382
Montana	3.3	0.10	2.25	62.193
Nebraska	3.0	0.25	2.50	66.420
Nevada	1.2	0.75	1.75	38.531

New Hampshire	1.2	1.35	1.75	63.568
New Jersey	3.9	2.25	1.75	82.625
New Mexico	0.9	0.20	1.00	60.576
New York	3.9	2.30	2.25	82.787
North Carolina	2.7	1.05	1.75	66.858
North Dakota	0.6	0.05	2.50	53.296
Ohio	3.3	1.20	1.25	49.538
Oklahoma	3.9	1.85	1.75	57.080
Oregon	1.2	0.50	1.75	65.181
Pennsylvania	1.8	1.90	1.75	65.350
Rhode Island	3.6	2.50	2.50	77.250
South Carolina	1.2	0.30	1.00	47.047
South Dakota	0.6	0.60	1.75	32.292
Tennessee	3.6	0.95	2.50	59.976
Texas	1.8	0.65	1.75	39.076
Utah	1.5	1.10	1.50	53.374
Vermont	3.6	2.10	2.50	78.291
Virginia	1.2	0.90	2.00	51.697
Washington	2.7	1.65	1.50	52.312
West Virginia	2.7	1.50	1.75	63.486
Wisconsin	2.1	1.40	1.75	59.282
Wyoming	1.5	0.35	1.75	46.049

**Small Business Survival Index 2011**  
**Appendix B: State Rankings of Top Personal Income Tax Rates**

<b>Rank</b>	<b>State</b>	<b>Top PIT Rate</b>	<b>Rank</b>	<b>State</b>	<b>Top PIT Rate</b>
1t	Alaska	0.000	26	Iowa	5.837
1t	Florida	0.000	27	Ohio	5.925
1t	Nevada	0.000	28	Rhode Island	5.990
1t	New Hampshire	0.000	29t	Georgia	6.000
1t	South Dakota	0.000	29t	Kentucky	6.000
1t	Tennessee	0.000	29t	Missouri	6.000
1t	Texas	0.000	32	Kansas	6.450
1t	Washington	0.000	33	West Virginia	6.500
1t	Wyoming	0.000	34	Connecticut	6.700
10	Pennsylvania	3.070	35	Nebraska	6.840
11	Alabama	3.250	36	Montana	6.900
12	Indiana	3.400	37	Delaware	6.950
13	Louisiana	3.900	38t	Arkansas	7.000
14	North Dakota	3.990	38t	South Carolina	7.000
15	Michigan	4.350	40t	North Carolina	7.750
16	Arizona	4.540	40t	Wisconsin	7.750
17	Colorado	4.630	42	Idaho	7.800
18	New Mexico	4.900	43	Minnesota	7.850
19t	Illinois	5.000	44t	Dist. of Columbia	8.500
19t	Mississippi	5.000	44t	Maine	8.500
19t	Utah	5.000	46	Vermont	8.950
22	Massachusetts	5.300	47t	New Jersey	8.970
23t	Maryland	5.500	47t	New York	8.970
23t	Oklahoma	5.500	49	California	10.300
25	Virginia	5.750	50t	Hawaii	11.000
			50t	Oregon	11.000

**Small Business Survival Index 2011**  
**Appendix C: State Rankings of Top Individual Capital Gains Tax Rates**

<b>Rank</b>	<b>State</b>	<b>Ind CG Rate</b>	<b>Rank</b>	<b>State</b>	<b>Ind CG Rate</b>
1t	Alaska	0.000	26t	Maryland	5.500
1t	Florida	0.000	26t	Oklahoma	5.500
1t	Nevada	0.000	28	Virginia	5.750
1t	New Hampshire	0.000	29	Ohio	5.925
1t	South Dakota	0.000	30	Rhode Island	5.990
1t	Tennessee	0.000	31t	Georgia	6.000
1t	Texas	0.000	31t	Kentucky	6.000
1t	Washington	0.000	31t	Missouri	6.000
1t	Wyoming	0.000	34	Kansas	6.450
10	New Mexico	2.450	35	West Virginia	6.500
11	Pennsylvania	3.070	36	Connecticut	6.700
12	Wisconsin	3.100	37	Nebraska	6.840
13	Indiana	3.400	38	Montana	6.900
14	South Carolina	3.920	39	Delaware	6.950
15	North Dakota	3.990	40	Hawaii	7.250
16	Alabama	4.250	41	Iowa	7.633
17	Michigan	4.350	42	North Carolina	7.750
18	Arizona	4.540	43	Idaho	7.800
19	Colorado	4.630	44	Minnesota	7.850
20	Arkansas	4.900	45t	Dist. of Columbia	8.500
21t	Illinois	5.000	45t	Maine	8.500
21t	Mississippi	5.000	47	Vermont	8.950
21t	Utah	5.000	48t	New Jersey	8.970
24	Louisiana	5.100	48t	New York	8.970
25	Massachusetts	5.300	50	California	10.300
			51	Oregon	11.000

**Small Business Survival Index 2011**  
**Appendix D: State Rankings of Top Corporate Income Tax Rates**

<b>Rank</b>	<b>State</b>	<b>Top CIT Rate</b>	<b>Rank</b>	<b>State</b>	<b>Top CIT Rate</b>
1t	Nevada	0.000	26	Arizona	6.968
1t	Ohio	0.000	27	Kansas	7.000
1t	South Dakota	0.000	28t	Idaho	7.600
1t	Texas	0.000	28t	New Mexico	7.600
1t	Washington	0.000	28t	Oregon	7.600
1t	Wyoming	0.000	31	Nebraska	7.810
7	Alabama	4.225	32	Wisconsin	7.900
8	Colorado	4.630	33t	Maryland	8.250
9t	Mississippi	5.000	33t	Massachusetts	8.250
9t	South Carolina	5.000	35	New York	8.307
9t	Utah	5.000	36t	Indiana	8.500
12	North Dakota	5.150	36t	New Hampshire	8.500
13	Missouri	5.156	36t	Vermont	8.500
14	Louisiana	5.200	36t	West Virginia	8.500
15	Florida	5.500	40	Delaware	8.700
16t	Georgia	6.000	41	California	8.840
16t	Kentucky	6.000	42	Maine	8.930
16t	Oklahoma	6.000	43t	Connecticut	9.000
16t	Virginia	6.000	43t	New Jersey	9.000
20	Michigan	6.040	43t	Rhode Island	9.000
21	Hawaii	6.400	46	Alaska	9.400
22t	Arkansas	6.500	47	Illinois	9.500
22t	Tennessee	6.500	48	Minnesota	9.800
24	Montana	6.750	49	Iowa	9.900
25	North Carolina	6.900	50	Dist. of Columbia	9.975
			51	Pennsylvania	9.990

## Small Business Survival Index 2011

### Appendix E: State Rankings of Top Corporate Capital Gains Tax Rates

Rank	State	Corp CG Rate	Rank	State	Corp CG Rate
1t	Nevada	0.000	26	North Carolina	6.900
1t	Ohio	0.000	27	Arizona	6.968
1t	South Dakota	0.000	28	Kansas	7.000
1t	Texas	0.000	29t	Idaho	7.600
1t	Washington	0.000	29t	New Mexico	7.600
1t	Wyoming	0.000	29t	Oregon	7.600
7	Hawaii	4.000	32	Nebraska	7.810
8	Alabama	4.225	33	Wisconsin	7.900
9	Alaska	4.500	34t	Maryland	8.250
10	Colorado	4.630	34t	Massachusetts	8.250
11t	Mississippi	5.000	36	New York	8.307
11t	South Carolina	5.000	37t	Indiana	8.500
11t	Utah	5.000	37t	New Hampshire	8.500
14	North Dakota	5.150	37t	Vermont	8.500
15	Missouri	5.156	37t	West Virginia	8.500
16	Louisiana	5.200	41	Delaware	8.700
17	Florida	5.500	42	California	8.840
18t	Georgia	6.000	43	Maine	8.930
18t	Kentucky	6.000	44t	Connecticut	9.000
18t	Oklahoma	6.000	44t	New Jersey	9.000
18t	Virginia	6.000	44t	Rhode Island	9.000
22	Michigan	6.040	47	Illinois	9.500
23t	Arkansas	6.500	48	Minnesota	9.800
23t	Tennessee	6.500	49	Iowa	9.900
25	Montana	6.750	50	Dist. of Columbia	9.975
			51	Pennsylvania	9.990

**Small Business Survival Index 2011**  
**Appendix F: Rankings of State and Local Property Taxes**  
(Property Taxes as a Share of Personal Income)

<b>Rank</b>	<b>State</b>	<b>Prop Taxes</b>	<b>Rank</b>	<b>State</b>	<b>Prop Taxes</b>
1	Alabama	1.53	26t	Arizona	3.28
2	Arkansas	1.71	26t	Oregon	3.28
3	Oklahoma	1.74	28	Virginia	3.29
4	Delaware	1.83	29	Indiana	3.36
5	New Mexico	1.86	30	Iowa	3.51
6	Louisiana	1.93	31	Kansas	3.52
7	Kentucky	2.07	32	California	3.53
8	Tennessee	2.20	33	Nevada	3.59
9	West Virginia	2.28	34	Nebraska	3.70
10	Hawaii	2.40	35	Massachusetts	3.75
11t	Maryland	2.52	36	Montana	3.84
11t	North Carolina	2.52	37	Alaska	3.96
13	Missouri	2.56	38	Texas	4.01
14	Idaho	2.60	39	Florida	4.24
15	Mississippi	2.64	40	Illinois	4.33
16	Utah	2.68	41	Michigan	4.34
17	South Dakota	2.89	42	Wisconsin	4.41
18	Washington	2.91	43	Dist. of Columbia	4.46
19	North Dakota	2.92	44	Maine	4.55
20	South Carolina	3.05	45	New York	4.56
21	Colorado	3.07	46	Connecticut	4.61
22	Pennsylvania	3.11	47	Rhode Island	4.96
23	Georgia	3.18	48	Wyoming	5.19
24	Ohio	3.23	49	Vermont	5.29
25	Minnesota	3.25	50	New Jersey	5.36
			51	New Hampshire	5.75

## Small Business Survival Index 2011

### Appendix G: Rankings of State and Local Sales, Gross Receipts and Excise Taxes

(Sales, Gross Receipts and Excise Taxes as a Share of Personal Income)

Rank	State	SGRE Taxes	Rank	State	SGRE Taxes
1	Oregon	0.59	26t	Dist. of Columbia	3.29
2	Montana	1.03	26t	Kansas	3.29
3	Delaware	1.08	28	Georgia	3.30
4	New Hampshire	1.25	29	Kentucky	3.31
5	Alaska	1.72	30	Utah	3.39
6	Massachusetts	1.74	31	West Virginia	3.42
7	Virginia	2.08	32	Illinois	3.43
8	Maryland	2.20	33	North Dakota	3.48
9	Connecticut	2.59	34	Michigan	3.55
10	New Jersey	2.61	35t	New York	3.56
11	Pennsylvania	2.76	35t	Oklahoma	3.56
12	South Carolina	2.77	37	Alabama	3.65
13	Idaho	2.86	38	Indiana	3.80
14	Colorado	2.89	39	Arizona	4.06
15	Wisconsin	2.90	40	Texas	4.08
16	Missouri	2.96	41	South Dakota	4.10
17t	Maine	2.97	42	Florida	4.15
17t	North Carolina	2.97	43	Mississippi	4.29
17t	Rhode Island	2.97	44	Tennessee	4.48
20	California	3.01	45	Arkansas	4.71
21	Ohio	3.04	46	New Mexico	4.88
22	Nebraska	3.05	47	Nevada	4.98
23	Vermont	3.10	48	Louisiana	5.31
24	Minnesota	3.17	49	Wyoming	5.40
25	Iowa	3.23	50	Washington	5.49
			51	Hawaii	5.78

## Small Business Survival Index 2011

### Appendix H: State Rankings of Adjusted Unemployment Taxes

(Maximum State Tax Rate Applied to State Wage Base and Then Taken as a Share of State Average Pay)

<b>Rank</b>	<b>State</b>	<b>Unemp. Tax</b>	<b>Rank</b>	<b>State</b>	<b>Unemp. Tax</b>
1t	California	0.86	26	Oklahoma	2.22
1t	Dist. of Columbia	0.86	27	Maryland	2.26
3	Florida	0.94	28	Arkansas	2.34
4	Arizona	0.97	29	Tennessee	2.35
5	Indiana	1.00	30	South Dakota	2.47
6	Virginia	1.04	31	Pennsylvania	2.52
7	Georgia	1.09	32	West Virginia	2.54
8	Mississippi	1.11	33	Wisconsin	2.87
9	South Carolina	1.13	34	New Mexico	2.95
10	Colorado	1.15	35	New Jersey	3.16
11	Louisiana	1.26	36	Missouri	3.19
12	Alabama	1.40	37	Massachusetts	3.20
13	New York	1.46	38	North Carolina	3.33
14	Kansas	1.51	39	Nevada	3.54
15	New Hampshire	1.57	40	Alaska	3.66
16	Delaware	1.79	41	Oregon	3.98
17t	Texas	1.83	42	Rhode Island	4.05
17t	Vermont	1.83	43	Hawaii	4.31
19	Illinois	1.95	44	Montana	4.41
20	Connecticut	1.96	45	Washington	4.59
21	Ohio	2.02	46	Wyoming	5.49
22	Nebraska	2.03	47	Idaho	5.87
23	Kentucky	2.11	48	Iowa	5.89
24	Michigan	2.14	49	Minnesota	6.43
25	Maine	2.19	50	Utah	6.49
			51	North Dakota	6.67

**Small Business Survival Index 2011**  
**Appendix I: Rankings of State Gas Taxes**  
(Dollars Per Gallon of Gasoline)

<b>Rank</b>	<b>State</b>	<b>Gas Tax</b>	<b>Rank</b>	<b>State</b>	<b>Gas Tax</b>
1	Alaska	0.080	26t	Idaho	0.250
2	Wyoming	0.140	26t	Kansas	0.250
3	New Jersey	0.145	28	Vermont	0.266
4	South Carolina	0.168	29t	Minnesota	0.272
5	Oklahoma	0.170	29t	Nebraska	0.272
6	Missouri	0.173	31t	Kentucky	0.278
7	Mississippi	0.188	31t	Montana	0.278
8	New Mexico	0.189	33	Ohio	0.280
9	Arizona	0.190	34	Georgia	0.292
10	New Hampshire	0.196	35	Oregon	0.310
11t	Louisiana	0.200	36	Maine	0.315
11t	Texas	0.200	37	West Virginia	0.322
11t	Virginia	0.200	38	Pennsylvania	0.323
14	Alabama	0.209	39	Wisconsin	0.329
15	Tennessee	0.214	40	Rhode Island	0.330
16	Arkansas	0.218	41	Nevada	0.331
17t	Colorado	0.220	42	Florida	0.345
17t	Iowa	0.220	43	North Carolina	0.353
19t	Delaware	0.230	44	Washington	0.375
19t	North Dakota	0.230	45	Indiana	0.397
21t	Dist. of Columbia	0.235	46	Michigan	0.408
21t	Maryland	0.235	47	Illinois	0.412
21t	Massachusetts	0.235	48	Hawaii	0.474
24	South Dakota	0.240	49	California	0.491
25	Utah	0.245	50	New York	0.495
			51	Connecticut	0.496

**Small Business Survival Index 2011**  
**Appendix J: Rankings of State Diesel Taxes**  
(Dollars Per Gallon of Diesel)

<b>Rank</b>	<b>State</b>	<b>Diesel Tax</b>	<b>Rank</b>	<b>State</b>	<b>Diesel Tax</b>
1	Alaska	0.080	26	Utah	0.245
2t	Oklahoma	0.140	27	Idaho	0.250
2t	Wyoming	0.140	28	Nebraska	0.266
4	South Carolina	0.168	29	Kansas	0.270
5	Missouri	0.173	30	Minnesota	0.276
6	New Jersey	0.175	31	Ohio	0.280
7	Tennessee	0.184	32t	Montana	0.286
8	Mississippi	0.188	32t	Nevada	0.286
9	Arizona	0.190	34	Vermont	0.290
10	Kentucky	0.195	35	Florida	0.298
11	New Hampshire	0.196	36	Oregon	0.303
12t	Louisiana	0.200	37	Georgia	0.317
12t	Texas	0.200	38	West Virginia	0.321
14	Virginia	0.201	39	Maine	0.327
15	Colorado	0.205	40	Wisconsin	0.329
16	Alabama	0.219	41	Rhode Island	0.330
17	Delaware	0.220	42	North Carolina	0.353
18t	Arkansas	0.228	43	Washington	0.375
18t	New Mexico	0.228	44	Michigan	0.386
20	North Dakota	0.230	45	Pennsylvania	0.392
21t	Dist. of Columbia	0.235	46	Illinois	0.444
21t	Iowa	0.235	47	Connecticut	0.462
21t	Massachusetts	0.235	48	New York	0.484
24	South Dakota	0.240	49	Hawaii	0.497
25	Maryland	0.243	50	Indiana	0.499
			51	California	0.525

**Small Business Survival Index 2011**  
**Appendix K: State Rankings of Wireless Taxes**  
 (Adjusted index of wireless sales taxes)

<b>Rank</b>	<b>State</b>	<b>Wireless Tax</b>	<b>Rank</b>	<b>State</b>	<b>Wireless Tax</b>
1	Oregon	0.018	26t	North Carolina	0.096
2	Nevada	0.021	26t	South Carolina	0.096
3	Idaho	0.022	28	Indiana	0.100
4t	Montana	0.061	29	Colorado	0.105
4t	West Virginia	0.061	30	Kentucky	0.106
6	Delaware	0.063	31	New Mexico	0.107
7	Louisiana	0.064	32t	California	0.108
8	Virginia	0.066	32t	North Dakota	0.108
9	Alaska	0.068	34	Oklahoma	0.109
10	Connecticut	0.071	35	Arkansas	0.112
11	Maine	0.073	36t	Dist. of Columbia	0.117
12	Michigan	0.074	36t	Tennessee	0.117
13	Alabama	0.075	38	Arizona	0.121
14t	Hawaii	0.079	39	South Dakota	0.122
14t	Massachusetts	0.079	40	Utah	0.123
16t	Iowa	0.080	41	Maryland	0.124
16t	Wyoming	0.080	42	Texas	0.126
18	Ohio	0.081	43	Kansas	0.135
19	New Hampshire	0.083	44	Pennsylvania	0.143
20	Wisconsin	0.084	45	Missouri	0.144
21	Vermont	0.086	46	Rhode Island	0.148
22	Georgia	0.087	47	Illinois	0.161
23	New Jersey	0.090	48	Florida	0.168
24	Mississippi	0.092	49	New York	0.180
25	Minnesota	0.095	50	Washington	0.182
			51	Nebraska	0.189

**Small Business Survival Index 2011**  
**Appendix L: State Rankings of Number of Health Insurance Mandates**  
(0.05 for each mandate imposed tallied up to total score)

<b>Rank</b>	<b>State</b>	<b>Mandates</b>	<b>Rank</b>	<b>State</b>	<b>Mandates</b>
1	Idaho	0.65	26	Vermont	2.10
2	Alabama	0.95	27	Nevada	2.20
3	Hawaii	1.15	28	New Hampshire	2.20
4	Michigan	1.25	29	Arkansas	2.25
5	Utah	1.25	30	Georgia	2.25
6	Dist. of Columbia	1.35	31	Kentucky	2.25
7	Iowa	1.35	32	New Jersey	2.25
8	Mississippi	1.45	33	Illinois	2.30
9	Ohio	1.45	34	Massachusetts	2.35
10	South Carolina	1.45	35	Florida	2.45
11	South Dakota	1.45	36	Oregon	2.45
12	Delaware	1.60	37	Louisiana	2.55
13	Alaska	1.65	38	New York	2.60
14	Arizona	1.65	39	North Carolina	2.60
15	North Dakota	1.70	40	Maine	2.65
16	Indiana	1.75	41	Colorado	2.70
17	Wisconsin	1.75	42	California	2.80
18	Nebraska	1.80	43	New Mexico	2.85
19	Wyoming	1.85	44	Pennsylvania	2.85
20	Montana	1.90	45	Virginia	2.85
21	Oklahoma	1.90	46	Washington	2.85
22	West Virginia	1.95	47	Connecticut	2.95
23	Tennessee	2.05	48	Texas	3.00
24	Kansas	2.10	49	Minnesota	3.20
25	Missouri	2.10	50	Maryland	3.35
			51	Rhode Island	3.45

**Small Business Survival Index 2011**  
**Appendix M: State Rankings of Electric Utility Costs**

(Index of State Average Revenue Per Kilowatthour for Electricity Utilities Relative to the U.S. Average)

<b>Rank</b>	<b>State</b>	<b>Elec Costs</b>	<b>Rank</b>	<b>State</b>	<b>Elec Costs</b>
1	Wyoming	0.65	28t	Alabama	0.92
2	Idaho	0.67	28t	Tennessee	0.92
3t	Utah	0.70	28t	Texas	0.92
3t	Washington	0.70	31	Colorado	0.94
5	Kentucky	0.72	32	Georgia	0.97
6t	Arkansas	0.73	33	Arizona	0.98
6t	North Dakota	0.73	34	Wisconsin	1.02
8	Iowa	0.76	35	Michigan	1.04
9t	Louisiana	0.77	36	Pennsylvania	1.05
9t	Oklahoma	0.77	37	Florida	1.09
11t	Nebraska	0.78	38	Delaware	1.18
11t	West Virginia	0.78	39	Maryland	1.23
13	South Dakota	0.80	40	Maine	1.28
14t	Indiana	0.81	41	Dist. of Columbia	1.31
14t	Oregon	0.81	42	Rhode Island	1.35
16	Montana	0.82	43	California	1.37
17	Missouri	0.84	44	Vermont	1.38
18	New Mexico	0.86	45	Massachusetts	1.43
19t	Minnesota	0.87	46	New Jersey	1.45
19t	North Carolina	0.87	47	New Hampshire	1.49
21t	Kansas	0.88	48	New York	1.60
21t	Virginia	0.88	49	Alaska	1.61
23t	Mississippi	0.89	50	Connecticut	1.65
23t	South Carolina	0.89	51	Hawaii	3.02
25t	Illinois	0.90			
25t	Nevada	0.90			
25t	Ohio	0.90			

## Small Business Survival Index 2011

### Appendix N: State Rankings of Workers' Compensation Benefits Per \$100 of Covered Wages

Rank	State	Work Comp	Rank	State	Work Comp
1	Dist. of Columbia	0.27	26t	Georgia	0.98
2	Texas	0.47	26t	New Jersey	0.98
3	Massachusetts	0.55	26t	North Carolina	0.98
4t	Arkansas	0.57	26t	Oregon	0.98
4t	Virginia	0.57	30	New Mexico	1.03
6	Indiana	0.61	31	Iowa	1.07
7	Arizona	0.66	32t	Delaware	1.09
8	Utah	0.70	32t	Hawaii	1.09
9	South Dakota	0.76	34	Florida	1.10
10	Maryland	0.79	35	Wisconsin	1.13
11	Tennessee	0.81	36	Illinois	1.14
12	Rhode Island	0.84	37	Louisiana	1.15
13	Kansas	0.86	38	Kentucky	1.18
14t	Missouri	0.87	39	Ohio	1.19
14t	New Hampshire	0.87	40	Pennsylvania	1.22
16	New York	0.88	41	California	1.26
17	Colorado	0.89	42	Wyoming	1.27
18t	Connecticut	0.91	43	Maine	1.30
18t	Nevada	0.91	44	Idaho	1.32
20	North Dakota	0.92	45	Vermont	1.33
21	Minnesota	0.95	46	South Carolina	1.47
22t	Alabama	0.96	47	Alaska	1.56
22t	Michigan	0.96	48	Oklahoma	1.57
22t	Mississippi	0.96	49	Washington	1.82
22t	Nebraska	0.96	50	Montana	1.89
			51	West Virginia	2.10

**Small Business Survival Index 2011**  
**Appendix O: State Rankings of Crime Rate**

<b>Rank</b>	<b>State</b>	<b>Crime Rate</b>	<b>Rank</b>	<b>State</b>	<b>Crime Rate</b>
1	North Dakota	1.99	26	Mississippi	3.25
2	South Dakota	2.12	27	Oregon	3.26
3	Idaho	2.22	28	Indiana	3.36
4	New York	2.33	29	Utah	3.39
5	New Hampshire	2.35	30	Nevada	3.44
6	New Jersey	2.39	31t	Alaska	3.49
7	Vermont	2.41	31t	Kansas	3.49
8	Connecticut	2.47	33	Maryland	3.55
9t	Iowa	2.52	34	Ohio	3.56
9t	Maine	2.52	35	Hawaii	3.58
11t	Pennsylvania	2.54	36	Missouri	3.80
11t	Virginia	2.54	37	North Carolina	3.81
13	West Virginia	2.55	38	Alabama	3.89
14	Wyoming	2.66	39	Oklahoma	3.90
15	Wisconsin	2.76	40	Arizona	3.94
16	Kentucky	2.79	41t	New Mexico	4.02
17t	Minnesota	2.81	41t	Washington	4.02
17t	Rhode Island	2.81	43	Georgia	4.04
19t	Massachusetts	2.82	44	Arkansas	4.06
19t	Montana	2.82	45	Delaware	4.07
21	Nebraska	2.95	46	Florida	4.10
22	Colorado	3.01	47	Louisiana	4.20
23	California	3.08	48	Texas	4.23
24	Illinois	3.12	49	Tennessee	4.27
25	Michigan	3.20	50	South Carolina	4.50
			51	Dist. of Columbia	6.11

## Small Business Survival Index 2011

### Appendix P: State Rankings of the Number of State & Local Government Employees (Full-Time-Equivalent State and Local Government Employees Per 100 Residents)

Rank	State	Gov Employ	Rank	State	Gov Employ
1	Nevada	4.30	26t	Delaware	5.52
2	Arizona	4.42	26t	Maine	5.52
3	Rhode Island	4.68	28t	Virginia	5.57
4	Pennsylvania	4.75	28t	West Virginia	5.57
5	California	4.79	30	Kentucky	5.59
6	Michigan	4.80	31	Hawaii	5.63
7	Florida	4.86	32	South Dakota	5.64
8	Illinois	4.94	33	Texas	5.76
9	Massachusetts	4.97	34	Oklahoma	5.82
10	Utah	4.99	35	New Jersey	5.85
11	Idaho	5.01	36	North Carolina	5.87
12	Wisconsin	5.05	37	Iowa	5.91
13	Oregon	5.15	38	Montana	5.96
14t	Tennessee	5.19	39	Arkansas	6.04
14t	Washington	5.19	40	Alabama	6.07
16	Georgia	5.22	41	Louisiana	6.12
17t	Maryland	5.27	42	New York	6.25
17t	Ohio	5.27	43	New Mexico	6.32
19	Minnesota	5.28	44	Vermont	6.51
20	Connecticut	5.32	45	Mississippi	6.52
21	Indiana	5.35	46	Nebraska	6.70
22	Colorado	5.36	47	North Dakota	6.82
23	Missouri	5.40	48	Kansas	7.13
24	South Carolina	5.48	49	Dist. of Columbia	7.19
25	New Hampshire	5.51	50	Alaska	7.68
			51	Wyoming	9.28

## Small Business Survival Index 2011

### Appendix Q: Rankings of State and Local Government Five-Year Spending Trends, 2003-04 to 2008-09

(Index of Percentage Increases vs. U.S. State and Local Trend)

Rank	State	SpendTrend	Rank	State	SpendTrend
1	Michigan	0.66	26t	Delaware	1.33
2	Tennessee	0.76	26t	Texas	1.33
3	West Virginia	0.87	28	California	1.36
4	Maine	0.90	29	New Jersey	1.40
5t	Georgia	0.96	30	Nebraska	1.41
5t	Colorado	0.96	31	Connecticut	1.43
7	Ohio	0.97	32t	Virginia	1.47
8	Arkansas	0.99	32t	Kentucky	1.47
9t	Wisconsin	1.07	34	Missouri	1.48
9t	Massachusetts	1.07	35	Florida	1.50
9t	Rhode Island	1.07	36t	Montana	1.51
12	Pennsylvania	1.10	36t	Arizona	1.51
13t	Washington	1.11	38	North Dakota	1.54
13t	Alabama	1.11	39t	Vermont	1.57
15	North Carolina	1.15	39t	Mississippi	1.57
16	Idaho	1.18	41	South Dakota	1.61
17	Nevada	1.19	42	Iowa	1.68
18	New York	1.25	43	Kansas	1.75
19	Illinois	1.26	44	Oklahoma	1.76
20	Oregon	1.28	45	Alaska	1.84
21t	South Carolina	1.30	46	Maryland	1.89
21t	Utah	1.30	47	New Mexico	1.97
21t	Minnesota	1.30	48	Hawaii	2.10
24	New Hampshire	1.31	49	Dist. of Columbia	2.24
25	Indiana	1.32	50	Louisiana	2.51
			51	Wyoming	2.61

## Small Business Survival Index 2011

### Appendix R: Rankings of Per Capita State and Local Government Expenditures, 2008-09

(Index of Per Capita Amounts vs. U.S. State and Local Per Capita Amount)

Rank	State	SpendvsAvg	Rank	State	SpendvsAvg
1	Arkansas	0.77	26	South Carolina	0.99
2	Idaho	0.81	27t	North Dakota	1.00
3	Georgia	0.84	27t	Ohio	1.00
4t	West Virginia	0.86	27t	Pennsylvania	1.00
4t	South Dakota	0.86	30t	Iowa	1.01
4t	Missouri	0.86	30t	Wisconsin	1.01
4t	Indiana	0.86	32t	Maryland	1.03
8t	New Hampshire	0.87	32t	Illinois	1.03
8t	Oklahoma	0.87	34	Oregon	1.06
10t	Arizona	0.88	35	Rhode Island	1.09
10t	Texas	0.88	36	Vermont	1.10
10t	North Carolina	0.88	37t	Minnesota	1.11
10t	Tennessee	0.88	37t	Nebraska	1.11
14	Virginia	0.89	39t	New Mexico	1.12
15	Kentucky	0.90	39t	Louisiana	1.12
16	Alabama	0.91	41	Delaware	1.14
17	Nevada	0.92	42	Connecticut	1.15
18t	Utah	0.93	43	Washington	1.16
18t	Florida	0.93	44	Massachusetts	1.17
20t	Michigan	0.94	45	New Jersey	1.19
20t	Montana	0.94	46	Hawaii	1.20
22	Mississippi	0.95	47	California	1.26
23	Colorado	0.96	48	New York	1.53
24	Maine	0.97	49	Wyoming	1.65
25	Kansas	0.98	50	Alaska	2.23
			51	Dist. of Columbia	2.27

**Small Business Survival Index 2011**  
**Appendix S: Rankings of Per Capita State and Local Government Debt, 2008-09**  
(Index of Per Capita State and Local Debt)

<b>Rank</b>	<b>State</b>	<b>Debt</b>	<b>Rank</b>	<b>State</b>	<b>Debt</b>
1	Idaho	0.43	26	Louisiana	0.87
2	Wyoming	0.48	27	South Carolina	0.89
3	Arkansas	0.50	28	Michigan	0.90
4	Mississippi	0.52	29t	Florida	0.91
5	Oklahoma	0.57	29t	Indiana	0.91
6	Iowa	0.59	31	Minnesota	0.94
7	North Carolina	0.61	32	New Hampshire	0.95
8t	West Virginia	0.62	33	Kansas	0.98
8t	Georgia	0.62	34	Oregon	0.99
10	Alabama	0.63	35	Hawaii	1.02
11t	Tennessee	0.67	36	Texas	1.05
11t	Maine	0.67	37	Delaware	1.06
13	North Dakota	0.72	38	Pennsylvania	1.07
14t	Utah	0.73	39	Kentucky	1.08
14t	Ohio	0.73	40	Nevada	1.12
16	Montana	0.74	41t	Illinois	1.14
17	South Dakota	0.77	41t	Washington	1.14
18	Maryland	0.78	43	Colorado	1.15
19	Missouri	0.81	44	California	1.16
20	New Mexico	0.82	45	New Jersey	1.22
21t	Wisconsin	0.83	46	Connecticut	1.24
21t	Vermont	0.83	47	Rhode Island	1.27
23	Arizona	0.84	48t	Alaska	1.69
24	Nebraska	0.85	48t	Massachusetts	1.69
25	Virginia	0.86	50	New York	1.72
			51	Dist. of Columbia	1.85

**Small Business Survival Index 2011**  
**Appendix T: State Rankings of State and Local Revenue from the Federal Government**  
**as a Share of Total State and Local Revenue , 2008-09**

(Ranked as an Index)

<b>Rank</b>	<b>State</b>	<b>FederalRev</b>	<b>Rank</b>	<b>State</b>	<b>FederalRev</b>
1	New Jersey	0.66	28t	Oklahoma	1.02
2	Nevada	0.68	28t	Michigan	1.02
3	Virginia	0.70	28t	Arizona	1.02
4t	Connecticut	0.72	31	New York	1.05
4t	Nebraska	0.72	32	West Virginia	1.06
6	Kansas	0.75	33	Kentucky	1.09
7	New Hampshire	0.79	34	North Carolina	1.10
8	Florida	0.80	35	California	1.11
9	Indiana	0.81	36	Pennsylvania	1.12
10	Delaware	0.82	37t	Vermont	1.15
11t	Georgia	0.84	37t	Wyoming	1.15
11t	Washington	0.84	39	Arkansas	1.17
13t	Tennessee	0.86	40	Missouri	1.18
13t	Minnesota	0.86	41	Montana	1.26
15	Alaska	0.87	42	Rhode Island	1.27
16	Colorado	0.88	43	Maine	1.30
17t	Texas	0.93	44	Ohio	1.36
17t	Alabama	0.93	45	Dist. of Columbia	1.39
19	North Dakota	0.94	46	Oregon	1.40
20	Massachusetts	0.95	47	South Dakota	1.41
21	Maryland	0.96	48	Louisiana	1.42
22t	South Carolina	0.97	49	New Mexico	1.49
22t	Idaho	0.97	50	Mississippi	1.51
24	Hawaii	0.99	51	Wisconsin	1.57
25t	Utah	1.01			
25t	Iowa	1.01			
25t	Illinois	1.01			

**Small Business Survival Index 2011**  
**Appendix U: State Rankings of Highway Cost Effectiveness**

<b>Rank</b>	<b>State</b>	<b>HgwyCostEff</b>	<b>Rank</b>	<b>State</b>	<b>HgwyCostEff</b>
1	North Dakota	0.05	26	Arizona	1.30
2	Montana	0.10	27	New Hampshire	1.35
3	Kansas	0.15	28	Wisconsin	1.40
4	New Mexico	0.20	29	Arkansas	1.45
5	Nebraska	0.25	30	West Virginia	1.50
6	South Carolina	0.30	31	Iowa	1.55
7	Wyoming	0.35	32	Maine	1.60
8	Missouri	0.40	33	Washington	1.65
9	Georgia	0.45	34	Colorado	1.70
10	Oregon	0.50	35	Michigan	1.75
11	Delaware	0.55	36	Louisiana	1.80
12	South Dakota	0.60	37	Oklahoma	1.85
13	Texas	0.65	38	Pennsylvania	1.90
14	Kentucky	0.70	39	Florida	1.95
15	Nevada	0.75	40	Illinois	2.00
16	Mississippi	0.80	41	Connecticut	2.05
17	Idaho	0.85	42	Vermont	2.10
18	Virginia	0.90	43	Maryland	2.15
19	Tennessee	0.95	44	Massachusetts	2.20
20	Alabama	1.00	45	New Jersey	2.25
21	North Carolina	1.05	46	New York	2.30
22	Utah	1.10	47	Hawaii	2.35
23	Indiana	1.15	48	California	2.40
24	Ohio	1.20	49	Alaska	2.45
25	Minnesota	1.25	50	Rhode Island	2.50

## **About the Author**

Raymond J Keating is chief economist for the Small Business & Entrepreneurship Council.

Keating's latest book is titled "*Chuck*" vs. *the Business World: Business Tips on TV* (2011).

He also is a weekly columnist with Dolan Media Company (including *Long Island Business News* and *Colorado Springs Business Journal*); and an adjunct professor in the MBA program at the Townsend School of Business at Dowling College.

His work has appeared in a wide range of additional periodicals, including *The New York Times*, *The Wall Street Journal*, *The Washington Post*, *New York Post*, *Los Angeles Daily News*, *The Boston Globe*, *National Review*, *The Washington Times*, *Investor's Business Daily*, *New York Daily News*, *Detroit Free Press*, *Chicago Tribune*, *Providence Journal Bulletin*, and *Cincinnati Enquirer*.