



THUMBTACK.COM SMALL BUSINESS SURVEY:
METHODOLOGY & ANALYSIS
Conducted in partnership with the Kauffman Foundation

Nathan Allen
Research specialist, Thumbtack.com
nathan.allen@thumbtack.com

Sander Daniels
Co-founder, Thumbtack.com
sander.daniels@thumbtack.com

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454 Natoma Street
San Francisco, CA 94103



I. INTRODUCTION

Small businesses have been described as the engine driving America's economy, and with good reason. Small businesses accounted for 65% of net new jobs created between 1993 and 2009 and employ nearly half of all private sector employees.¹ A recently released Kauffman Foundation report noted that the Great Recession has had the effect of "pushing many individuals into business ownership because of high rates of unemployment."² Despite this, the share of GDP produced by small businesses has steadily declined over the past decade.³ There has never been a more important time to determine what matters most to small businesses.

The Thumbtack.com Small Business Survey, conducted in partnership with the Kauffman Foundation, is designed to provide the media, researchers, policy makers, and the public at large with a better understanding of what small businesses value. This information can be used by would-be entrepreneurs to decide where to start their companies and by governments to determine where they excel and where they can improve.

II. OVERVIEW OF SURVEY

There are many business climate indexes that are designed to determine a particular city or state's appeal to businesses. The Thumbtack.com Small Business Survey differs from virtually all other such indexes in a number of ways.

First, business climate indexes are frequently produced by organizations promoting a particular policy or agenda, and they often reach very divergent conclusions.⁴ For example, the Tax Foundation's Business Tax Climate Index has a clear agenda aligned with that organization's interests which are clearly stated on its website.⁵ Indeed, one academic has noted that the Tax Foundation index is aimed solely at penalizing states with what it

¹ U.S. Small Business Administration. *Advocacy Small Business Statistics and Research*. Retrieved from <http://web.sba.gov/faqs/faqindex.cfm?areaID=24>.

² R. W. Fairlie. "2011 Kauffman Index of Entrepreneurial Activity: 1996-2011." March, 2012. Retrieved from http://www.kauffman.org/uploadedfiles/kiea_2012_report.pdf.

³ J. Tozzi. *Small Business's Shrinking GDP Contribution*. Bloomberg BusinessWeek, Feb 16, 2012. Retrieved from <http://www.businessweek.com/articles/2012-02-17/small-businesss-shrinking-gdp-contribution>.

⁴ See Peter Fisher, "Grading Places: What Do the Business Climate Rankings Really Tell Us?" Economic Policy Institute, 2005. See also Kolko *et al*, "Public Policy, State Business Climates, and Economic Growth". Retrieved from <http://www.nber.org/papers/w16968>

⁵ The Tax Foundation's 2012 State Business Tax Climate Index can be found here: <http://www.taxfoundation.org/news/show/22658.html>. The Tax Foundation's mission statement can be found here: <http://www.taxfoundation.org/about/>



deems to be “higher” taxes, though the actual tax burdens are not clear.⁶ In contrast to these types of rankings, we have no prior agenda in developing the rankings. We only care about creating rankings that properly reflect the feelings of small business owners.

Second, most extant rankings use widely available statistics (*e.g.*, unemployment levels and tax rates) to determine the rank ordering. For example, the methodology for Forbes’ “Best States for Business” ranking includes no survey responses. Rather, that ranking uses 37 components within what it terms “six vital categories for businesses: costs, labor supply, regulatory environment, current economic climate, growth prospects, and quality of life.”

Instead of attempting to find proxies for state friendliness towards business (*e.g.*, unemployment levels and tax rates), we have asked the source directly - the data used in Thumbtack.com’s Small Business Survey comes from real small business owners themselves. By reaching out directly to some of the 250,000+ small business owners and managers who list their services on Thumbtack.com and having them rate their state and city across a number of categories, we are able to capture nuances that are difficult or impossible to measure through other data sources. For example, a ranking of state tax burdens on businesses must account for all the different ways in which a small business is taxed. In contrast, by asking the small businesses themselves, all relevant taxes are accounted for, while irrelevant ones are excluded. We believe that the source of our data gives our rankings a significant advantage when compared with other indices.

Finally, a related strength of our data is that it derives from a segment of the business community that is often ignored in other rankings. This is because most other authors of indices like ours simply do not have access to a large number of small businesses that operate in the real world every day. As a result, the interests and values of these otherwise ignored business owners can be made known in a manner not possible in other rankings.

III. SURVEY QUESTIONNAIRE & DATA COLLECTION

Our data was collected over a period of two months.⁷ We provided a link on the login page of our website asking our small business users to take the survey. The survey can be found [here](#), and also appears in Appendix A of this paper.

⁶ See Fisher, Peter. “Grading Places: What Do the Business Climate Rankings Really Tell Us?” Economic Policy Institute, 2005.

⁷ Although the data collection is ongoing, the results used here were gathered between November 8th, 2011 and January 10th, 2012.



We collected three types of raw data from over 7,000 respondents, 6,022 of whom completed the survey:

1. **Responses to survey questions regarding state friendliness towards small business.**
 - These are responses to questions on pages 2 and 3 of the survey, and cover topics including the state's overall friendliness towards small businesses, regulations, and the availability networking/training programs.
 - This includes a 'free form' question (page 3 of the survey) in which respondents were given the opportunity to provide additional information on doing business in their state. About 50% of respondents answered this question.
2. **Responses to survey questions regarding economic health of small business.**
 - These are responses to questions on page 4 of the survey.
3. **Demographic information connected to each respondent.**
 - This information comes from two sources:
 - i. Pages 1 and 5 of our survey. This includes age of business, number of employees at business, respondent's gender, respondent's age, respondent's political preference, and respondent's highest level of education.
 - ii. Thumbtack's internal database. The respondents to this survey are Thumbtack users, and many of these users have given us information about themselves separate from that given in the survey. This includes location (zip, county, and state of business; also includes the major city in which respondent resides if he/she resides in a major city), profession, and hourly rate charged by respondent.

IV. ANALYSIS & DISCUSSION

The survey responses were converted to numerical scores, and an average for each state and city was computed. Grades of A+ through F were assigned evenly on the basis of a state or city's rank within a particular category. The ranked categories include:

1. Overall small business friendliness
2. Ease of starting a small business
3. Cost of hiring a new employee
4. Overall regulatory friendliness
5. Friendliness of health and safety regulations
6. Friendliness of employment, labor, and hiring regulations
7. Friendliness of tax code
8. Friendliness of licensing regulations

9. Friendliness of environmental regulations
10. Friendliness of zoning regulations
11. Publicity of training programs
12. Publicity of networking programs

Responses to survey questions pertaining to economic health were also ranked, though no grade was assigned:

13. Current economic health of small business
14. Change in revenue over past 12 months
15. Forecast of small business's future economic health

The survey response level by state roughly parallels the population of that state as a percentage of the United States' total population.⁸ Each response is mapped to a state (and almost all are also mapped to individual counties), and over three thousand are also coded to one of the 40 cities we ranked. Although we received responses from all states, we excluded those states that did not have at least ten respondents providing an overall business friendliness ranking. This threshold eliminated Alaska, North Dakota, South Dakota, West Virginia, and Wyoming from the rankings. In addition to state and cities,⁹ several other groupings were constructed. Individual states were divided into state regions (provided they had sufficient data) and each state was assigned to a national region, with rankings performed in each instance.¹⁰

Many study rankings distill all of the evaluated factors into one final number. While having the advantage of providing a simple and easily comparable result, we felt that this is an oversimplification and fails to provide the level of detail that is needed by small businesses and those studying them. Acknowledging that different factors are important to different businesses, we provide rankings and grades for each category. Although we do assign a ranking and grade for "Overall Business Friendliness," it is based on its own questions,¹¹ and not a combination of the other questions in the survey. The full results for grades and rankings can be found in Appendix B.

⁸ Nine states varied by more than 1%, and only California and Florida varied by more than 1.25%. Their response levels were 2.96% and 3.72% higher, respectively.

⁹ The full state and city rankings can be found in Appendix B, Tables 1 and 2, respectively.

¹⁰ These rankings can be found in Appendix B, Tables 3 and 4, respectively.

¹¹ The overall small business friendliness score was determined by combining the scores of three related questions:

- In general, how would you rate your state's support of small business owners?
- Would you discourage or encourage someone from starting a new business in your state?
- How difficult or easy do you think it is to start a business in your state?

Of the respondents who finished the survey, there were some that omitted answers to some questions. As with any survey analysis, there are two competing factors when deciding how to handle these missing responses. On one hand, more data is better than less. However, we are also sensitive to potential issues of response bias that could potentially arise from using responses from respondents who did not answer every question. To determine whether this was an issue, we compared the rankings created using all of the data with the rankings created using the 3,376 respondents that answered every question, and found that there was little change, though some of the states whose total number of responses dropped towards the threshold response level were more affected, as would be expected. We did further analysis on the non-responses without observing a systemic pattern or correlation, leading us to believe that the inclusion of the maximum data points would allow for the most accurate and meaningful analysis.¹²

Although we did not assign weights to the different questions, we did perform linear regressions on the entire data set (as well as several subsets of the data) in an attempt to find meaningful trends. Using each respondent's "Overall Small Business Friendliness Score" as the dependent variable,¹³ we tested the predictive power of the other questions by using various combinations as the predictive/independent variables.¹⁴

The best predictor of small business friendliness was whether the respondent was aware of the state or local government offering training programs for small businesses.¹⁵ Interestingly, while those aware of training programs gave overall small business friendliness scores approximately 10% higher than those who were not, respondents who had actually attended one of the trainings rated their states less than one-percent higher than those who were aware of the trainings but had never attended. This may indicate that although offering (and publicizing) training programs makes a meaningful difference in how small businesses view the government, the training itself could stand to be improved. However, more detailed research would need to be done in this area to draw definitive conclusions.

Other top predictors of small business friendliness were the respondent's forecast of his/her company's financial performance over the coming 12 months and his/her

¹² The one trend that we did observe was a higher rate of non-response for four questions: 1. Health & safety regulations; 2. Hiring & labor regulations; 3. Environmental regulations; 4. Zoning regulations. The most likely explanation is that some of the small businesses feel that these factors are only somewhat or not relevant to them, a conclusion that seems to be borne out by the regressions discussed hereafter.

¹³ Although we ranked "Ease of Starting a Business," we did not include it as an independent variable in any of the tests in order to avoid the obvious correlation problems that would exist. Furthermore, we made use of some categories in the regressions and we did not rank individually.

¹⁴ The full results can be seen in Appendix C.

¹⁵ It had a coefficient of 0.4457. See Appendix C, Table 1. As a side note, the training and networking programs categories have binary answers, while the cost of hiring a new employee is measured on a ten-point scale. All others are rated 1-5.

assessment of the small business' current financial state. Although taxes are a dominant topic in many discussions of a location's attractiveness to business,¹⁶ our analysis indicates that small businesses tend to care more deeply about the friendliness of a region's licensing regime by a factor of nearly two.¹⁷ Similarly, being subject to special regulatory requirements had a negative effect on overall small business friendliness, and among those small businesses subject to special regulations, the ease of complying with these requirements was by far the most important factor.¹⁸

A regression analysis of the data for a low-ranking and a high-ranking state—California and Texas, respectively—reveals both commonalities and striking differences.¹⁹ Both of the states had similar numbers that matched the national coefficients for the importance of current and predicted financial situations. Additionally, licensing requirements were top predictors of overall scores. In contrast, the tax code was more important to Texas small businesses than the cost of hiring new employees while the opposite was true in California. In future iterations of this study, we intend to obtain the sample sizes that will allow us to perform similarly detailed regression analysis on all states.

In addition to the analyses performed by geographic location, we evaluated select categories by gender and political orientation.²⁰ Nationally, women small business owners were nearly 9% more likely to rate their state as being supportive and almost 10% more likely to consider starting a business as easy in their state as compared to their male counterparts. However, male-led small businesses were over 7% more likely to view their business' current situation as good or very good.²¹

Similar differences were calculated between those identifying themselves as Conservative, Liberal, and Independent/Other. Nationally, there was little difference across the political spectrum in terms of how respondents rated states' friendliness towards small business. Within states, however, there were substantial differences. Within California, for instance, conservatives were 30% less likely than liberals to view the state as supportive of small business, while independents were 15% less likely than liberals.²²

¹⁶ In fact, there are rankings (such as those produced by the Tax Foundation) that exclusively evaluate a state's tax policies.

¹⁷ Friendliness of the tax code and tax-related regulations had a coefficient of 0.2436, as compared to .04232 for licensing forms/requirements/fees.

¹⁸ The coefficients for those factors were -0.3246 and 0.5892, respectively. See Appendix C, Tables 6 & 4.

¹⁹ See Appendix C, Tables 2 & 3.

²⁰ These results can be found in Appendix D.

²¹ See Appendix D, Table 1.

²² See Appendix D, Table 2.



For more information on any of our findings or to learn more about Thumbtack, please contact us at sander.daniels@thumbtack.com or nathan.allen@thumbtack.com.



Appendix A: Thumbtack State Competitiveness Survey

Thanks for participating in the inaugural Thumbtack State Competitiveness Survey!

This survey should take 5-8 minutes to complete.

This survey was developed in partnership between Thumbtack and the Kauffman Foundation and seeks to provide insight into the friendliness of state and local governments towards small businesses.

The results of this survey will be used by Thumbtack and the Kauffman Foundation to provide policymakers and researchers with valuable information on how small businesses feel about their state and local governments.

Individual responses to the survey will not be released outside of Thumbtack and the Kauffman Foundation, and all publicly released analysis of the survey's results will reflect only aggregate results.

Thanks again.

1. In which state do you primarily operate your business?
[DROP-DOWN LIST OF STATES]
2. In how many states does your business operate?
 - 1
 - 2-3
 - 4-5
 - 6 or more
3. Are 90% or more of your sales made to customers located within 50 miles of your company's primary location?
 - Yes
 - No
4. In general, how would you rate your state's support of small business owners?
 - Very supportive
 - Somewhat supportive
 - Neither supportive nor unsupportive
 - Somewhat unsupportive
 - Very unsupportive
5. Would you discourage or encourage someone from starting a new business in your state?
 - Highly encourage
 - Somewhat encourage
 - Neither encourage nor discourage

- Somewhat discourage
 - Highly discourage
6. How difficult or easy do you think it is to start a business in your state?
- Very easy
 - Somewhat easy
 - Neither easy nor difficult
 - Somewhat difficult
 - Very difficult
7. Do you offer health insurance to your employees through your business?
- Yes
 - No

8. How unfriendly or friendly is your state or local government with regard to the following types of regulations:

	Very friendly	Somewhat friendly	Neither friendly nor unfriendly	Somewhat unfriendly	Very unfriendly	Does not apply to my business
Health and safety regulations	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6
Employment, labor and hiring regulations	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6
Tax code and tax-related regulations	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6
Licensing forms, requirements and fees	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6
Environmental regulations	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6
Zoning or land use regulations	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 6

9. Does your state impose any special regulatory requirements on your profession?
- Yes
- No
10. Are you aware of your state or local government offering training programs for small business owners?
- Yes
- No
11. Are you aware of your state or local government offering networking programs for small business owners?
- Yes
- No
12. Please let us know any experiences or thoughts you have regarding the ease of doing business in your state.
[BOX FOR COMMENTS]
13. Would you be willing to be quoted in the press about your views on small business in your state?
[YES/NO DROPDOWN MENU]
14. How would you rate your company's financial situation today?
- Very good
- Somewhat good
- Neither good nor bad
- Somewhat bad
- Very bad
15. Over the past 12 months, did your company's revenues:
- Increase a lot
- Increase a little
- Stay the same
- Decrease a little
- Decrease a lot
16. How has the rate you charge your customers or clients changed over the last 12 months?
- Increased a lot
- Increased a little
- Stayed the same
- Decreased a little

- Decreased a lot
17. How do you think your company's financial situation will be 12 months from now?
- Substantially better
- A little better
- The same as today
- A little worse
- Substantially worse
18. How would you rate the situation of the national economy over the past 12 months?
- Very good
- Somewhat good
- Neither good nor bad
- Somewhat bad
- Very bad
19. How would you rate the situation of your state economy in comparison to the national economy?
- Substantially better
- A little better
- The same
- A little worse
- Substantially worse
20. How long has your business been operating?
- Less than 1 year
- 1-2 years
- 3-4 years
- 5 or more years
21. How many people does your business employ?
- 1-5
- 6-10
- 11-30
- 31-50
- 51-100
- 100+
22. How much does it cost to hire a new employee in addition to their salary?

- 10% or less of total salary
 - 11-20% of total salary
 - 21-30% of total salary
 - 31-40% of total salary
 - 41-50% of total salary
 - 51-60% of total salary
 - 61-70% of total salary
 - 71-80% of total salary
 - 81-90% of total salary
 - 91-100% of total salary
 - More than 100% of total salary
23. Which best describes your position in your business?
- Owner and manager
 - Owner but not manager
 - Manager but not owner
 - Non-manager employee
24. Have you ever been an entrepreneur prior to your current company?
- Yes
 - No
25. What is your gender?
- Female
 - Male
26. What is your age?
- Under 25
 - 25-34
 - 35-44
 - 45-54
 - 55-64
 - 65 or above
27. What is your political preference?
- Strong conservative
 - Lean conservative
 - Independent

- Lean liberal/progressive
- Strong liberal/progressive
- Other

28. What is the highest level of education you have reached?

- No high school
- High school
- Community college
- Technical college
- Undergraduate degree
- Masters degree
- Doctoral degree

Appendix B

Table 1: State Ranks & Grades

State	Rank 1	Grade 1	Rank 2	Grade 2	Rank 3	Grade 3	Rank 4	Grade 4	Rank 5	Grade 5	Rank 6	Grade 6	Rank 7	Grade 7	Rank 8	Grade 8
Alabama	10	A-	16	B+	24	C+	5	A	5	A	12	B+	5	A	4	A+
Arizona	27	C	22	B-	22	B-	23	C+	19	B-	17	B	22	C+	29	C
Arkansas	12	A-	2	A+	31	C-	16	B	20	B-	26	C	23	C+	6	A
California	42	F	40	D	32	C-	42	F	42	F	43	F	44	F	42	F
Colorado	13	B+	13	B+	14	B+	14	B+	16	B	14	B+	13	B+	16	B+
Connecticut	39	D	30	C	30	C	34	D+	24	C+	36	D+	39	D	36	D+
Delaware	30	C	35	D+	11	A-	17	B	33	C-	9	A-	3	A+	10	A-
Florida	29	C	29	C	29	C	19	B-	22	C+	20	B-	15	B+	25	C+
Georgia	6	A	7	A	19	B	15	B+	15	B+	11	A-	17	B	17	B
Hawaii	43	F	43	F	44	F	44	F	43	F	40	D	38	D	41	D
Idaho	1	A+	1	A+	40	D	1	A+	1	A+	1	A+	1	A+	1	A+
Illinois	37	D+	28	C	17	B	33	C-	32	C-	29	C	35	D+	40	D
Indiana	14	B+	15	B+	5	A	11	A-	10	A-	3	A+	14	B+	13	B+
Iowa	23	C+	31	C-	9	A-	2	A+	2	A+	2	A+	12	B+	2	A+
Kansas	11	A-	9	A-	37	D+	24	C+	36	D+	28	C	19	B-	23	C+
Kentucky	20	B-	23	C+	33	C-	29	C	36	D+	18	B	32	C-	32	C-
Louisiana	5	A	8	A	39	D	3	A+	8	A-	7	A	10	A-	3	A+
Maine	35	D+	39	D	45	F	40	D	40	D	41	D	36	D+	38	D
Maryland	31	C-	25	C+	21	B-	32	C-	29	C	30	C-	26	C	37	D+
Massachusetts	38	D	37	D+	26	C+	38	D	39	D	39	D	37	D+	39	D
Michigan	40	D	38	D+	34	C-	35	D+	33	C-	34	D+	33	C-	35	D+
Minnesota	18	B	21	B-	18	B	22	C+	21	B-	25	C+	28	C	26	C
Mississippi	23	C+	31	C-	3	A+	13	B+	17	B	19	B-	6	A	14	B+
Missouri	22	B-	18	B	23	C+	25	C+	31	C-	24	C+	20	B-	22	C+
Montana	17	B	31	C-	38	D+	39	D	44	F	45	F	31	C-	27	C
Nebraska	9	A-	14	B+	4	A+	21	B-	35	D+	21	B-	21	B-	19	B
Nevada	15	B+	19	B	35	D+	10	A-	12	B+	13	B+	2	A+	18	B
New Hampshire	8	A	5	A	41	D	18	B	26	C	15	B+	9	A-	12	A-
New Jersey	36	D+	34	C-	15	B+	28	C	23	C+	21	B-	24	C+	31	C-
New Mexico	33	C-	41	D	42	D	37	D+	14	B+	44	F	45	F	43	F
New York	41	D	42	D	20	B-	43	F	41	D	42	F	42	F	45	F
North Carolina	26	C+	27	C	10	A-	31	C-	27	C	38	D	34	D+	33	C-
Ohio	34	D+	36	D+	25	C+	26	C	30	C-	27	C	30	C-	28	C
Oklahoma	3	A+	4	A+	6	A	6	A	4	A	6	A	18	B	7	A
Oregon	19	B	10	A-	43	F	20	B-	18	B	31	C-	27	C	24	C+
Pennsylvania	28	C	26	C+	28	C	27	C	25	C+	32	C-	25	C+	30	C-
Rhode Island	45	F	45	F	1	A+	45	F	44	F	35	D+	43	F	44	F
South Carolina	16	B+	11	A-	2	A+	7	A	3	A+	5	A	16	B	15	B+
Tennessee	21	B-	17	B	6	A	8	A-	13	B+	8	A-	7	A	9	A-
Texas	2	A+	6	A	13	B+	4	A	9	A-	4	A	4	A	8	A
Utah	4	A+	3	A+	12	A-	9	A-	6	A	16	B	8	A-	5	A
Vermont	44	F	43	F	16	B+	41	D	7	A	21	B-	41	D	21	B-
Virginia	7	A	11	A-	8	A	12	B+	11	A-	9	A-	11	A-	11	A-
Washington	32	C-	20	B-	36	D+	36	D+	28	C	37	D+	40	D	34	D+
Wisconsin	25	C+	24	C+	27	C	30	C-	38	D	33	C-	29	C	20	B-

Table 1 (cont.)

State	Rank 9	Grade 9	Rank 10	Grade 10	Rank 11	Grade 11	Rank 12	Grade 12	Rank 13	Rank 14	Rank 15
Alabama	11	A-	6	A	6	A	6	A	23	5	10
Arizona	22	C+	27	C	39	D	14	B+	22	20	26
Arkansas	15	B+	13	B+	7	A	45	F	2	2	2
California	40	D	38	D	30	C-	34	D+	40	40	35
Colorado	19	B-	20	B-	35	D+	28	C	33	33	9
Connecticut	38	D	23	C+	31	C-	41	D	45	44	37
Delaware	36	D+	38	D	44	F	40	D	21	21	32
Florida	23	C+	24	C+	29	C	23	C+	34	35	23
Georgia	21	B-	18	B	13	B+	8	A	31	39	8
Hawaii	43	F	44	F	41	D	21	B-	20	45	19
Idaho	2	A+	2	A+	2	A+	3	A+	9	28	7
Illinois	27	C	22	C+	34	D+	20	B-	36	23	28
Indiana	12	B+	12	B+	28	C	39	D	29	13	14
Iowa	1	A+	3	A+	1	A+	30	C-	4	3	45
Kansas	41	D	11	A-	18	B	5	A	16	8	34
Kentucky	28	C	32	C-	42	F	35	D+	6	31	18
Louisiana	4	A	1	A+	5	A	4	A+	5	14	16
Maine	42	F	30	C-	12	B+	44	F	44	11	19
Maryland	31	C-	33	C-	15	B+	22	C+	18	18	15
Massachusetts	35	D+	37	D+	26	C	10	A-	24	10	37
Michigan	34	D+	34	D+	22	C+	19	B-	28	15	25
Minnesota	18	B	17	B	21	B-	32	C-	12	4	24
Mississippi	15	B+	14	B+	45	F	43	F	25	36	36
Missouri	32	C-	31	C-	32	C-	33	C-	37	38	13
Montana	14	B+	38	D	43	F	1	A+	3	30	4
Nebraska	30	C-	14	B+	17	B	42	F	1	1	1
Nevada	6	A	9	A-	36	D+	7	A	43	42	11
New Hampshire	20	B-	28	C	33	C-	18	B	15	32	44
New Jersey	37	D+	41	D	14	B+	29	C	38	43	43
New Mexico	15	B+	26	C	19	B-	11	A-	32	6	5
New York	39	D	42	F	20	B-	31	C-	35	37	29
North Carolina	25	C+	25	C+	38	D	25	C+	27	25	22
Ohio	24	C+	19	B-	37	D+	38	D	41	24	40
Oklahoma	5	A	4	A	11	A-	12	B+	10	17	6
Oregon	13	B+	21	B-	16	B	16	B	19	12	27
Pennsylvania	29	C	29	C	40	D	26	C	26	34	39
Rhode Island	44	F	43	F	4	A+	2	A+	11	27	42
South Carolina	3	A+	10	A-	25	C+	24	C+	7	19	31
Tennessee	8	A-	7	A	10	A-	13	B+	17	16	30
Texas	9	A-	5	A	24	C+	27	C	13	29	17
Utah	7	A	8	A-	23	C+	15	B+	8	7	3
Vermont	45	F	45	F	3	A+	17	B	30	9	33
Virginia	10	A-	16	B	9	A-	9	A-	39	26	12
Washington	33	C-	35	D+	8	A-	36	D+	42	41	21
Wisconsin	26	C	36	D+	27	C	37	D+	14	22	41

Table 2: City Ranks & Grades

City	Rank 1	Grade 1	Rank 2	Grade 2	Rank 3	Grade 3	Rank 4	Grade 4	Rank 5	Grade 5	Rank 6	Grade 6	Rank 7	Grade 7
Albuquerque	13	B+	30	D+	38	F	34	D	5	A	38	F	39	F
Atlanta	5	A	6	A	14	B+	16	B	16	B	12	B+	15	B
Austin	4	A+	4	A+	19	B-	5	A	4	A+	2	A+	3	A+
Baltimore	34	D	28	C-	16	B	33	D	31	D+	25	C	27	C-
Boston	35	D	34	D	27	C-	35	D	34	D	33	D	32	D+
Charlotte	11	A-	16	B	2	A+	21	C+	14	B+	32	D+	29	C-
Chicago	33	D	26	C	17	B	31	D+	30	D+	24	C	31	D+
Cleveland	26	C	30	D+	24	C	27	C-	33	D	23	C+	21	C+
Colorado Springs	6	A	3	A+	37	F	4	A+	3	A+	6	A	7	A
Columbus	23	C+	25	C	18	B-	22	C+	18	B-	11	A-	35	D
Dallas-Fort Worth	2	A+	2	A+	12	B+	3	A+	6	A	4	A+	4	A+
Denver	14	B+	17	B	7	A	11	A-	19	B-	10	A-	12	B+
Detroit	36	D	33	D	32	D+	29	C-	36	D	19	B-	22	C+
Houston	9	A-	19	B-	15	B	8	A	9	A-	8	A	8	A
Indianapolis	12	B+	8	A	13	B+	6	A	10	A-	5	A	9	A-
Jacksonville	27	C-	27	C-	9	A-	10	A-	22	C+	9	A-	5	A
Las Vegas	10	A-	14	B+	33	D	7	A	13	B+	7	A	1	A+
Los Angeles	38	F	36	D	28	C-	37	F	37	F	36	D	33	D
Miami	25	C	29	C-	23	C+	13	B+	17	B	14	B+	13	B+
Milwaukee	22	C+	18	B-	5	A	23	C+	28	C-	17	B	14	B+
Minneapolis	15	B	13	B+	8	A	20	B-	20	B-	21	C+	25	C
Nashville	16	B	5	A	6	A	9	A-	11	A-	14	B+	11	A-
New York City	30	D+	37	F	20	B-	30	D+	32	D+	34	D	30	D+
Oklahoma City	1	A+	1	A+	1	A+	1	A+	1	A+	1	A+	6	A
Omaha	7	A	20	B-	2	A+	26	C	34	D	20	B-	26	C
Orlando	28	C-	23	C+	22	C+	28	C-	29	C-	28	C-	19	B-
Philadelphia	24	C	24	C	31	D+	24	C	23	C+	31	D+	23	C+
Phoenix	21	C+	15	B	29	C-	18	B-	21	C+	13	B+	16	B
Portland	18	B-	7	A	40	F	19	B-	24	C	26	C	24	C
Raleigh	17	B	10	A-	26	C	17	B	25	C	29	C-	20	B-
Sacramento	40	F	39	F	30	D+	39	F	39	F	39	F	40	F
Salt Lake City	7	A	11	A-	11	A-	15	B	7	A	27	C-	18	B-
San Antonio	3	A+	12	B+	21	C+	14	B+	12	B+	18	B-	10	A-
San Diego	39	F	35	D	25	C	40	F	40	F	40	F	38	F
San Francisco	32	D+	30	D+	34	D	38	F	38	F	37	F	36	D
San Jose	20	B-	21	C+	35	D	25	C	26	C	22	C+	28	C-
Seattle	29	C-	22	C+	36	D	32	D+	27	C-	30	D+	34	D
Tucson	37	F	40	F	4	A+	36	D	15	B	35	D	37	F
Virginia Beach	19	B-	9	A-	10	A-	12	B+	7	A	16	B	17	B
Washington, DC	31	D+	38	F	39	F	2	A+	1	A+	3	A+	2	A+

Table 2 (cont.)

City	Rank 8	Grade 8	Rank 9	Grade 9	Rank 10	Grade 10	Rank 11	Grade 11	Rank 12	Grade 12	Rank 13	Rank 14	Rank 15
Albuquerque	40	F	17	B	31	D+	12	B+	8	A	6	3	2
Atlanta	14	B+	25	C	19	B-	11	A-	3	A+	26	30	5
Austin	6	A	8	A	4	A+	8	A	22	C+	11	27	28
Baltimore	32	D+	36	D	38	F	25	C	23	C+	9	15	25
Boston	33	D	33	D	36	D	27	C-	12	B+	17	8	34
Charlotte	29	C-	9	A-	16	B	39	F	24	C	8	7	3
Chicago	34	D	27	C-	26	C	31	D+	10	A-	24	18	22
Cleveland	26	C	29	C-	27	C-	37	F	37	F	37	16	39
Colorado Springs	10	A-	1	A+	11	A-	20	B-	36	D	1	2	4
Columbus	23	C+	16	B	28	C-	3	A+	16	B	28	6	32
Dallas-Fort Worth	4	A+	5	A	5	A	36	D	32	D+	22	29	11
Denver	5	A	19	B-	23	C+	35	D	27	C-	20	25	8
Detroit	31	D+	24	C	34	D	12	B+	19	B-	23	22	27
Houston	12	B+	20	B-	3	A+	7	A	6	A	19	26	17
Indianapolis	3	A+	4	A+	7	A	24	C	38	F	33	10	19
Jacksonville	9	A-	13	B+	8	A	12	B+	4	A+	34	24	14
Las Vegas	13	B+	6	A	6	A	30	D+	1	A+	36	36	7
Los Angeles	37	F	37	F	29	C-	28	C-	29	C-	38	37	30
Miami	11	A-	14	B+	17	B	32	D+	34	D	21	28	9
Milwaukee	18	B-	35	D	32	D+	21	C+	39	F	10	33	40
Minneapolis	21	C+	15	B	14	B+	22	C+	30	D+	7	4	24
Nashville	2	A+	7	A	12	B+	6	A	13	B+	15	5	16
New York City	28	C-	26	C	24	C	16	B	21	C+	29	34	15
Oklahoma City	1	A+	2	A+	1	A+	1	A+	2	A+	3	13	6
Omaha	20	B-	34	D	20	B-	4	A+	35	D	4	1	1
Orlando	30	D+	21	C+	30	D+	38	F	15	B	12	19	12
Philadelphia	24	C	30	D+	18	B-	40	F	33	D	27	38	37
Phoenix	22	C+	18	B-	25	C	33	D	7	A	14	14	23
Portland	16	B	11	A-	15	B	19	B-	11	A-	18	12	26
Raleigh	7	A	22	C+	9	A-	34	D	28	C-	25	17	29
Sacramento	39	F	39	F	37	F	23	C+	31	D+	31	23	21
Salt Lake City	17	B	10	A-	10	A-	10	A-	17	B	15	20	10
San Antonio	15	B	22	C+	13	B+	9	A-	13	B+	4	9	33
San Diego	36	D	40	F	40	F	17	B	9	A-	35	35	31
San Francisco	35	D	38	F	35	D	26	C	26	C	32	31	36
San Jose	25	C	30	D+	21	C+	18	B-	40	F	13	21	13
Seattle	27	C-	32	D+	33	D	2	A+	25	C	30	32	18
Tucson	38	F	28	C-	39	F	29	C-	18	B-	39	39	35
Virginia Beach	8	A	12	B+	22	C+	12	B+	20	B-	40	40	20
Washington, DC	19	B-	3	A+	2	A+	5	A	5	A	2	11	38



Table 3: State Region Rankings

State	Region	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
Alabama	Central Alabama	1	1	1	1	2	2	1	1	3	1	1	1	1	2	1
Alabama	Northern Alabama	2	2	2	2	1	1	2	2	2	2	2	2	2	1	3
Alabama	Southern Alabama	3	3	3	3	3	3	3	3	1	3	3	3	3	3	2
Arizona	Northern Arizona	2	1	1	3	1	3	3	3	3	3	3	3	2	2	3
Arizona	Southeastern Arizona	3	3	2	2	3	2	2	2	2	2	1	2	3	3	2
Arizona	Southwestern Arizona	1	2	3	1	2	1	1	1	1	1	2	1	1	1	1
California	Central Coast	2	8	1	3	2	4	5	2	3	4	7	2	6	3	8
California	Central Valley	9	9	9	8	4	7	9	6	7	9	8	9	9	9	7
California	High Sierra/Gold Country	6	6	6	7	7	6	8	8	6	7	4	7	2	2	2
California	Inland Empire/Deserts	8	7	7	6	6	8	6	9	3	6	9	4	7	4	5
California	Los Angeles	4	4	4	2	3	1	2	5	2	1	6	8	8	8	3
California	Orange County	5	5	2	1	1	2	3	1	1	2	1	5	1	1	1
California	San Diego	7	2	5	5	8	5	1	7	9	3	3	3	3	7	9
California	San Francisco Bay Area	1	3	3	9	9	9	7	4	8	8	2	1	5	6	4
California	North Coast/Shasta Cascade	3	1	8	4	5	3	4	3	5	5	5	6	4	5	6
Colorado	Denver Metro	3	3	1	3	3	3	3	2	2	3	4	4	2	3	2
Colorado	Eastern Plains	5	4	2	5	5	5	5	4	4	5	5	5	5	4	4
Colorado	Front Range	1	1	3	2	2	4	2	1	3	1	1	1	3	2	1
Colorado	South Central Colorado	2	2	4	1	1	2	1	3	1	2	2	2	1	1	3
Colorado	Western Colorado	4	5	5	4	4	1	4	5	5	4	3	3	4	5	5
Connecticut	Eastern Connecticut	4	4	3	1	1	1	1	1	1	1	4	4	2	3	4
Connecticut	New Haven	2	1	2	2	2	2	2	2	2	2	2	2	1	1	1
Connecticut	River Valley	1	2	4	3	4	3	3	4	3	3	1	1	4	2	2
Connecticut	Western Connecticut	3	3	1	4	3	4	4	3	4	3	3	3	3	4	3
Florida	East Central Florida	4	4	5	5	5	5	5	4	4	4	7	4	1	1	2
Florida	North Central Florida	7	7	2	7	7	6	7	6	7	7	6	6	4	2	5
Florida	Northeastern Florida	3	5	1	2	4	2	1	2	2	1	4	1	6	4	4
Florida	Northwestern Florida	5	1	6	6	6	7	6	7	6	6	2	2	7	6	3
Florida	Southeastern Florida	1	2	3	1	1	1	3	1	1	2	5	7	3	5	1
Florida	Southwestern Florida	6	6	7	4	2	3	2	5	5	5	3	5	2	3	7
Florida	Tampa Bay	2	3	4	3	3	4	4	3	3	3	1	3	5	7	6



Table 3 (cont.)

State	Region	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
Georgia	Central Georgia	2	4	2	2	3	3	1	2	3	1	2	1	4	1	3
Georgia	Metro Atlanta	3	3	3	3	4	2	2	4	2	3	3	3	3	2	2
Georgia	Northern Georgia	4	2	4	4	2	4	3	3	4	4	4	4	2	3	4
Georgia	Southern Georgia	1	1	1	1	1	1	3	1	1	2	1	2	1	4	1
Illinois	Central Illinois	3	4	1	1	1	1	2	1	1	1	1	1	2	1	1
Illinois	Metro Chicago	1	2	2	2	3	2	1	3	3	2	2	2	1	2	2
Illinois	Southern Illinois	2	1	4	4	4	4	4	2	4	3	3	3	3	3	4
Illinois	Western Illinois	4	3	3	3	2	3	3	4	2	3	4	4	4	4	3
Indiana	Central/Southern Indiana	1	3	2	2	1	1	1	2	2	2	3	1	1	2	2
Indiana	Metro Indianapolis	2	1	3	1	2	2	2	1	1	1	2	2	3	1	3
Indiana	Northern Indiana	3	2	1	3	3	3	3	3	3	3	1	3	2	3	1
Kansas	Central/Western Kansas	3	3	2	1	2	2	2	2	1	1	1	1	2	2	1
Kansas	Eastern Kansas	2	2	1	2	3	1	1	1	2	2	2	2	1	1	2
Kansas	Metro Kansas City	1	1	3	3	1	3	3	3	3	3	3	3	3	3	3
Massachusetts	Central/Western Massachusetts	2	2	1	1	1	2	1	2	2	1	1	1	2	2	1
Massachusetts	Metro Boston	1	3	3	2	2	1	2	1	1	2	3	2	1	1	2
Massachusetts	Southeastern Massachusetts	3	1	2	3	3	3	3	3	3	3	2	3	3	3	3
Maryland	Baltimore	5	5	1	2	1	1	1	3	3	1	5	2	2	1	2
Maryland	Capital Region	1	1	3	1	2	3	2	1	1	2	2	1	4	2	1
Maryland	Central Maryland	2	2	4	3	4	4	3	2	2	4	4	3	3	3	3
Maryland	Eastern Shore/Southern Maryland	4	3	5	5	3	5	4	4	5	5	3	5	5	4	4
Maryland	Western Maryland	3	4	2	4	5	2	4	5	4	3	1	4	1	5	5
Michigan	Metro Detroit	2	2	2	1	3	1	1	3	1	3	3	3	3	3	3
Michigan	Southeast Lower Michigan	3	1	4	2	2	3	2	1	2	1	1	1	4	4	4
Michigan	Southwest Lower Michigan	4	3	3	4	4	4	3	2	3	2	4	4	2	2	2
Michigan	Upper/Northern Lower Michigan	1	4	1	3	1	2	4	4	4	4	2	2	1	1	1
Minnesota	Central Minnesota	1	2	3	3	3	4	3	3	3	3	2	4	2	3	1
Minnesota	Metro Minneapolis	2	1	1	2	1	1	2	2	1	2	3	3	1	2	2
Minnesota	Northern Minnesota	3	4	2	1	2	2	1	1	2	1	1	2	4	4	3
Minnesota	Southern Minnesota	4	3	4	4	4	3	4	4	4	4	4	1	3	1	4
Missouri	Central/Northern Missouri	1	1	4	3	4	3	3	4	3	1	2	2	3	1	1
Missouri	Metro Kansas City	3	3	3	4	2	4	4	2	4	3	3	4	2	2	3
Missouri	Metro St. Louis	2	2	1	2	3	2	1	3	2	4	4	3	4	4	4
Missouri	Southern Missouri	4	4	2	1	1	1	2	1	1	2	1	1	1	3	2



Table 3 (cont.)

State	Region	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
North Carolina	Central North Carolina	5	5	3	6	8	5	6	5	6	7	6	6	7	6	5
North Carolina	Eastern North Carolina	9	8	1	5	2	8	1	3	5	8	8	3	8	8	8
North Carolina	Greater Asheville	7	9	9	7	6	6	7	6	7	6	3	3	6	5	2
North Carolina	Metro Charlotte	1	2	2	2	1	4	3	4	1	2	7	2	1	1	1
North Carolina	Metro Raleigh	3	1	7	1	3	3	2	1	3	1	5	6	5	4	3
North Carolina	Northern Central North Carolina	2	3	6	3	4	2	4	2	2	5	2	8	2	3	7
North Carolina	Southern North Carolina	4	6	4	9	5	7	7	9	9	9	3	3	3	2	4
North Carolina	Western Central North Carolina	8	7	5	4	6	1	4	7	4	4	9	9	9	9	9
North Carolina	Western North Carolina	6	4	8	8	9	9	9	8	7	3	1	1	4	7	6
New Hampshire	Northern New Hampshire	3	3	3	3	3	3	3	3	3	3	1	1	2	3	3
New Hampshire	Seacoast	2	2	2	2	2	2	2	2	2	2	3	2	3	2	2
New Hampshire	Southwestern New Hampshire	1	1	1	1	1	1	1	1	1	1	2	3	1	1	1
New Jersey	Delaware River	3	2	3	1	2	3	2	2	2	1	4	3	1	2	2
New Jersey	Gateway	2	3	1	4	3	4	3	3	1	3	3	1	2	1	1
New Jersey	Shore	1	1	2	3	1	1	4	4	3	4	1	2	4	3	3
New Jersey	Skyland	4	4	4	2	4	2	1	1	4	1	2	4	3	4	4
New York	Central New York	5	4	8	7	6	6	6	8	7	6	3	4	7	7	7
New York	Finger Lakes	7	5	2	8	8	8	8	7	8	8	2	1	8	5	8
New York	Long Island	3	2	1	4	5	3	5	4	4	4	8	6	4	6	2
New York	Lower-Hudson	1	1	5	5	7	7	2	3	5	7	7	5	3	3	4
New York	Mid-Hudson	4	3	4	6	4	4	7	6	6	5	6	8	1	1	3
New York	New York City	2	7	3	1	2	2	1	2	2	1	4	3	5	4	1
New York	Southern New York	6	5	7	2	3	4	4	1	1	2	1	7	6	8	6
New York	Western New York	8	8	6	3	1	1	3	5	3	3	5	2	2	2	5
Ohio	Central Ohio	2	1	2	3	2	1	4	3	3	4	1	1	2	1	1
Ohio	Central Western Ohio	5	5	5	5	5	5	5	5	5	5	3	3	4	2	3
Ohio	Eastern Ohio	3	3	3	4	3	2	2	2	4	3	2	2	5	3	2
Ohio	Northwestern Ohio	1	2	1	1	1	3	1	1	1	2	5	5	1	3	4
Ohio	Southwestern Ohio	4	4	4	2	4	4	3	4	2	1	4	4	3	5	5
Oregon	Central/Eastern Oregon	3	2	1	2	1	4	4	3	1	3	1	2	4	3	4
Oregon	Metro Portland	2	3	4	1	3	2	1	1	2	1	4	3	2	2	2
Oregon	Northwestern Oregon	1	1	3	3	4	1	2	3	3	2	2	1	1	1	1
Oregon	Southwestern Oregon	4	4	2	4	1	3	3	2	4	4	3	4	3	4	3



Table 3 (cont.)

State	Region	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
Pennsylvania	Central Pennsylvania/Great Lakes	4	3	1	5	5	5	4	5	5	5	5	4	2	2	5
Pennsylvania	Metro Philadelphia	2	4	3	3	3	4	3	3	4	2	4	3	4	5	3
Pennsylvania	Metro Pittsburgh	3	2	5	4	2	2	2	4	1	4	2	2	1	3	4
Pennsylvania	Northeastern Pennsylvania	5	5	4	2	4	3	5	2	2	1	3	5	5	4	2
Pennsylvania	Pennsylvania Dutch Country	1	1	2	1	1	1	1	1	3	3	1	1	3	1	1
South Carolina	Northeastern South Carolina	4	4	4	4	4	4	4	4	4	4	3	3	4	4	4
South Carolina	South Carolina Midlands	2	1	1	3	1	3	3	3	2	3	1	2	3	2	2
South Carolina	South Carolina Upstate	1	2	3	2	3	2	2	2	3	2	2	1	1	1	1
South Carolina	Southeastern South Carolina	3	3	2	1	2	1	1	1	1	1	4	3	2	3	3
Tennessee	Central Tennessee	2	2	3	3	2	2	3	1	3	3	1	2	3	1	2
Tennessee	Eastern Tennessee	1	1	2	2	3	1	1	2	2	2	2	1	2	3	3
Tennessee	Western Tennessee	3	3	1	1	1	3	2	3	1	1	3	3	1	2	1
Texas	East Texas	4	4	2	3	4	3	3	3	4	1	1	1	3	3	2
Texas	North Texas	1	1	1	2	2	2	2	1	1	3	4	4	4	4	1
Texas	South Texas	2	3	4	4	3	4	4	4	3	4	3	2	1	1	4
Texas	West Texas	3	2	3	1	1	1	1	2	2	2	2	3	2	2	3
Utah	Central/Southern Utah	2	2	3	2	2	2	1	2	2	2	2	2	1	1	1
Utah	Northern Utah	1	1	1	1	1	1	1	1	1	1	3	1	3	2	3
Utah	Salt Lake City	3	3	2	3	3	3	3	3	2	3	1	3	2	2	2
Virginia	Central/Eastern Virginia	4	4	5	3	4	5	4	5	3	3	3	2	2	3	5
Virginia	Hampton Roads	5	5	4	4	3	4	5	3	4	4	5	5	5	6	4
Virginia	Northern Virginia	3	3	2	2	2	2	1	1	2	1	1	3	1	1	1
Virginia	Northern Virginia: Metro DC	1	1	3	1	1	1	2	2	1	2	2	4	3	5	3
Virginia	Western Valley	2	2	1	5	5	3	3	3	5	6	4	1	4	2	2
Virginia	Western Virginia	6	6	6	6	6	6	6	6	6	5	6	6	6	4	6
Washington	Eastern Washington	3	2	5	5	5	5	5	5	5	5	5	5	2	2	2
Washington	Metro Seattle	4	4	3	4	4	4	4	4	3	4	2	1	1	1	1
Washington	Northwestern Washington	2	3	2	2	3	1	3	3	1	1	4	2	3	5	4
Washington	Southwestern Washington	1	1	4	1	2	2	1	2	4	2	3	3	4	3	5
Washington	Western Washington	5	5	1	3	1	3	2	1	2	3	1	4	5	4	3
Wisconsin	Metro Milwaukee	3	2	1	1	1	1	1	3	2	3	2	4	2	4	4
Wisconsin	Northeastern Wisconsin	4	4	3	3	4	3	4	4	1	1	3	1	4	3	3
Wisconsin	Southern Central Wisconsin	1	1	2	4	3	2	3	2	4	4	1	2	1	1	2
Wisconsin	Western Wisconsin	2	3	4	2	2	4	2	1	2	2	4	3	3	2	1



Table 4: National Region Rankings

Region	State	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
Mid-Atlantic	Virginia	1	1	1	2	2	2	3	2	2	2	2	1	7	4	1
Mid-Atlantic	Pennsylvania	2	3	6	4	4	6	5	4	3	3	6	4	4	5	5
Mid-Atlantic	Delaware	3	5	2	3	6	2	2	1	5	5	7	7	3	3	4
Mid-Atlantic	Maryland	4	2	5	6	5	5	6	6	4	4	4	3	2	2	2
Mid-Atlantic	Washington DC	5	7	7	1	1	1	1	3	1	1	1	2	1	1	6
Mid-Atlantic	New Jersey	6	4	3	5	3	4	4	5	6	6	3	5	6	7	7
Mid-Atlantic	New York	7	6	4	7	7	7	7	7	7	7	5	6	5	6	3
Region	State	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
Midwest	Nebraska	1	2	1	3	8	3	5	3	7	4	2	10	1	1	1
Midwest	Kansas	2	1	10	5	9	7	3	6	10	2	3	1	5	4	7
Midwest	Indiana	3	3	2	2	2	2	2	2	2	3	7	9	7	5	3
Midwest	Minnesota	4	5	5	4	3	5	6	7	3	5	4	5	3	3	4
Midwest	Missouri	5	4	6	6	5	4	4	5	8	8	8	6	9	10	2
Midwest	Iowa	6	8	3	1	1	1	1	1	1	1	1	4	2	2	10
Midwest	Wisconsin	7	6	8	8	10	9	7	4	5	10	6	7	4	7	9
Midwest	Ohio	8	9	7	7	4	6	8	8	4	6	10	8	10	9	8
Midwest	Illinois	9	7	4	9	6	8	10	10	6	7	9	3	8	8	6
Midwest	Michigan	10	10	9	10	7	10	9	9	9	9	5	2	6	6	5
Region	State	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
New England	New Hampshire	1	1	5	1	3	1	1	1	1	2	6	4	2	5	6
New England	Maine	2	4	6	4	5	6	2	4	4	3	3	6	5	3	1
New England	Massachusetts	3	3	3	3	4	5	3	5	2	4	4	2	3	2	3
New England	Connecticut	4	2	4	2	2	4	4	3	3	1	5	5	6	6	3
New England	Vermont	5	5	2	5	1	2	5	2	6	6	1	3	4	1	2
New England	Rhode Island	6	6	1	6	6	3	6	6	5	5	2	1	1	4	5



Table 4 (cont.)

Region	State	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
South	Texas	1	3	6	2	5	1	1	5	5	3	7	9	6	8	6
South	Oklahoma	2	2	3	4	2	3	9	4	3	2	5	4	5	5	2
South	Louisiana	3	5	12	1	4	4	5	1	2	1	1	1	2	3	5
South	Georgia	4	4	7	8	7	6	8	9	9	9	6	3	11	12	3
South	Alabama	5	7	8	3	3	7	2	2	6	4	2	2	8	2	4
South	Arkansas	6	1	10	9	9	11	10	3	7	7	3	12	1	1	1
South	South Carolina	7	6	1	5	1	2	7	8	1	6	8	7	4	6	11
South	Kentucky	8	9	11	11	12	8	11	11	12	12	11	10	3	9	7
South	Tennessee	9	8	3	6	6	5	4	6	4	5	4	5	7	4	10
South	Mississippi	10	12	2	7	8	9	3	7	7	8	12	11	9	11	12
South	North Carolina	11	10	5	12	11	12	12	12	11	11	10	8	10	7	8
South	Florida	12	11	9	10	10	10	6	10	10	10	9	6	12	10	9
Region	State	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	Rank 6	Rank 7	Rank 8	Rank 9	Rank 10	Rank 11	Rank 12	Rank 13	Rank 14	Rank 15
West	Idaho	1	1	8	1	1	1	1	1	1	1	1	2	3	5	4
West	Utah	2	2	1	2	2	4	3	2	3	2	5	6	2	2	1
West	Colorado	3	4	2	4	5	3	4	3	7	4	7	9	8	7	5
West	Nevada	4	5	5	3	3	2	2	4	2	3	8	3	11	10	6
West	Montana	5	8	7	9	11	11	7	6	5	9	11	1	1	6	2
West	Oregon	6	3	10	5	6	6	6	5	4	5	3	7	4	3	10
West	Arizona	7	7	3	6	7	5	5	7	8	7	9	5	6	4	9
West	Washington	8	6	6	7	8	7	9	8	9	8	2	11	10	9	8
West	New Mexico	9	10	9	8	4	10	11	11	6	6	4	4	7	1	3
West	California	10	9	4	10	9	9	10	10	10	9	6	10	9	8	11
West	Hawaii	11	11	11	11	10	8	8	9	11	11	10	8	5	11	7

Appendix C: Linear Regressions

Table 1: Nation

Regression Statistics							
<i>R</i>	0.59644						
<i>R Square</i>	0.35574						
<i>Adjusted R Square</i>	0.35364						
<i>S</i>	2.08401						
<i>Total number of observations</i>	3376						
ANOVA	<i>d.f.</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>p-level</i>		
<i>Regression</i>	11.	8,067.43014 14,610.2330	733.40274	168.86567	0.0000		
<i>Residual</i>	3,364.	7 22,677.6632	4.34311				
<i>Total</i>	3,375.	1					
	<i>Coefficient</i>	<i>Standard Error</i>	<i>LCL</i>	<i>UCL</i>	<i>t Stat</i>	<i>p-level</i>	<i>H0 (2%) rejected?</i>
Intercept	2.8536	0.2448	2.2838	3.4234	11.6564	0.0000	Yes
How much does it cost to hire a new employee in addition to their salary?	0.117	0.0183	0.0745	0.1595	6.4013	0.0000	Yes
Health and safety regulations	0.2148	0.0586	0.0783	0.3513	3.6629	0.0003	Yes
Employment, labor and hiring regulations	0.2087	0.0579	0.0739	0.3434	3.6045	0.0003	Yes
Tax code and tax-related regulations	0.2436	0.0546	0.1166	0.3706	4.4637	0.0000	Yes
Licensing forms, requirements and fees	0.4232	0.0497	0.3075	0.5388	8.5162	0.0000	Yes
Environmental regulations	-0.0168	0.0593	-0.1548	0.1211	-0.2842	0.7763	No
Zoning or land use regulations	0.1137	0.0545	-0.0131	0.2406	2.0864	0.037	No
How would you rate your company's financial situation today?	0.3661	0.0381	0.2775	0.4548	9.6106	0.0000	Yes
How do you think your company's financial situation will be 12 months from now?	0.4208	0.0461	0.3134	0.5282	9.1207	0.0000	Yes
Are you aware of your state or local government offering training programs for small business owners?	0.4457	0.0866	0.2442	0.6472	5.1475	0.0000	Yes
Are you aware of your state or local government offering networking programs for small business owners?	0.3483	0.1016	0.1119	0.5848	3.4291	0.0006	Yes



Table 2: California

Regression Statistics							
<i>R</i>	0.63892						
<i>R Square</i>	0.40822						
<i>Adjusted R Square</i>	0.39486						
<i>S</i>	2.24231						
<i>Total number of observations</i>	499						
ANOVA	<i>d.f.</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>p-level</i>		
<i>Regression</i>	11.	1,689.1072	153.5552	30.54041	0.0000		
<i>Residual</i>	487.	2,448.6042	5.02793				
<i>Total</i>	498.	4,137.7114					
	<i>Coefficients</i>	<i>Standard Error</i>	<i>LCL</i>	<i>UCL</i>	<i>t Stat</i>	<i>p-level</i>	<i>H0 (2%) rejected?</i>
Intercept	1.12579	0.63178	-0.3488	2.60038	1.78194	0.07538	No
How much does it cost to hire a new employee in addition to their salary?	0.23374	0.04767	0.12247	0.345	4.90314	0.0000	Yes
Health and safety regulations	0.09731	0.16172	-0.28014	0.47475	0.60171	0.54765	No
Employment, labor and hiring regulations	0.50381	0.16741	0.11307	0.89455	3.00946	0.00275	Yes
Tax code and tax-related regulations	-0.08253	0.16859	-0.47603	0.31097	-0.48954	0.62468	No
Licensing forms, requirements and fees	0.633	0.14945	0.28416	0.98183	4.23536	0.00003	Yes
Environmental regulations	0.2051	0.15056	-0.14631	0.55652	1.36226	0.17374	No
Zoning or land use regulations	-0.0434	0.15678	-0.40934	0.32253	-0.27684	0.78202	No
How would you rate your company's financial situation today?	0.35191	0.10549	0.1057	0.59813	3.336	0.00091	Yes
How do you think your company's financial situation will be 12 months from now?	0.41135	0.12027	0.13062	0.69207	3.42005	0.00068	Yes
Are you aware of your state or local government offering training programs for small business owners?	0.30385	0.24525	-0.26857	0.87627	1.23894	0.21597	No
Are you aware of your state or local government offering networking programs for small business owners?	0.13664	0.29846	-0.55999	0.83326	0.4578	0.6473	No

Table 3: Texas

Regression Statistics							
<i>R</i>	0.63069						
<i>R Square</i>	0.39777						
<i>Adjusted R Square</i>	0.36958						
<i>S</i>	1.81251						
<i>Total number of observations</i>	247						
ANOVA							
	<i>d.f.</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>p-level</i>		
<i>Regression</i>	11.	509.91522	46.35593	14.11057	0.0000		
<i>Residual</i>	235.	772.02	3.28519				
<i>Total</i>	246.	1,281.93522					
	<i>Coefficients</i>	<i>Standard Error</i>	<i>LCL</i>	<i>UCL</i>	<i>t Stat</i>	<i>p-level</i>	<i>H0 (2%) rejected?</i>
Intercept	4.67345	0.99964	2.33197	7.01492	4.67513	0.0000	Yes
How much does it cost to hire a new employee in addition to their salary?	0.006	0.06716	-0.1513	0.1633	0.08931	0.92891	No
Health and safety regulations	0.09797	0.20393	-0.37971	0.57565	0.4804	0.63139	No
Employment, labor and hiring regulations	0.13054	0.19482	-0.32579	0.58686	0.67006	0.50348	No
Tax code and tax-related regulations	0.55904	0.18322	0.12989	0.98818	3.05125	0.00254	Yes
Licensing forms, requirements and fees	0.46888	0.18923	0.02564	0.91212	2.47783	0.01392	Yes
Environmental regulations	-0.37178	0.1767	-0.78566	0.04211	-2.10402	0.03644	No
Zoning or land use regulations	0.13582	0.17756	-0.28009	0.55173	0.76489	0.4451	No
How would you rate your company's financial situation today?	0.46967	0.12089	0.18651	0.75283	3.88515	0.00013	Yes
How do you think your company's financial situation will be 12 months from now?	0.43899	0.15193	0.08312	0.79485	2.88943	0.00422	Yes
Are you aware of your state or local government offering training programs for small business owners?	-0.2169	0.28527	-0.88511	0.4513	-0.76033	0.44782	No
Are you aware of your state or local government offering networking programs for small business owners?	1.24956	0.35881	0.40911	2.09	3.48251	0.00059	Yes

Table 4: Special Regulatory Requirements Imposed on Respondent's Profession

Regression Statistics							
<i>R</i>	0.63526						
<i>R Square</i>	0.40355						
<i>Adjusted R Square</i>	0.39838						
<i>S</i>	2.10938						
<i>Total number of observations</i>	1397						
ANOVA							
	<i>d.f.</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>p-level</i>		
<i>Regression</i>	12.	4,166.53871	347.21156	78.03409	0.0000		
<i>Residual</i>	1,384.	6,158.08835	4.44949				
<i>Total</i>	1,396.	10,324.6270	6				
	<i>Coefficients</i>	<i>Standard Error</i>	<i>LCL</i>	<i>UCL</i>	<i>t Stat</i>	<i>p-level</i>	<i>H0 (2%) rejected?</i>
Intercept	1.8945	0.3637	1.0475	2.7416	5.2092	0.0000	Yes
How much does it cost to hire a new employee in addition to their salary?	0.1341	0.0288	0.0669	0.2013	4.6494	0.0000	Yes
Health and safety regulations	0.1926	0.0876	-0.0115	0.3967	2.1983	0.0281	No
Employment, labor and hiring regulations	0.1312	0.086	-0.069	0.3314	1.5265	0.1271	No
Tax code and tax-related regulations	0.2745	0.0825	0.0822	0.4667	3.3251	0.0009	Yes
Licensing forms, requirements and fees	0.2302	0.073	0.0602	0.4002	3.1537	0.0016	Yes
Environmental regulations	-0.0513	0.0893	-0.2593	0.1566	-0.5748	0.5655	No
Zoning or land use regulations	0.0969	0.0803	-0.0902	0.2839	1.206	0.228	No
How would you rate your company's financial situation today?	0.391	0.059	0.2535	0.5284	6.6245	0.0000	Yes
How do you think your company's financial situation will be 12 months from now?	0.3431	0.0726	0.174	0.5123	4.7251	0.0000	Yes
Are you aware of your state or local government offering training programs for small business owners?	0.22	0.1352	-0.0949	0.5348	1.6273	0.1039	No
Are you aware of your state or local government offering networking programs for small business owners?	0.2735	0.1584	-0.0955	0.6426	1.7264	0.0845	No
How difficult or easy is it to comply with your state's regulatory requirements for your profession?	0.5892	0.056	0.4587	0.7197	10.5121	0.0000	Yes

Table 5: No Special Regulatory Requirements Imposed on Respondent's Profession

Regression Statistics							
R	0.5935						
R Square	0.35224						
Adjusted R Square	0.34856						
S	1.99391						
Total number of observations	1950						
ANOVA		d.f.	SS	MS	F	p-level	
Regression		11.	4,189.74723	380.88611	95.80373	0.0000	
Residual		1,938.	7,704.89072	3.97569			
Total		1,949.	11,894.6379	5			
	Coefficients	Standard Error	LCL	UCL	t Stat	p-level	H0 (2%) rejected?
Intercept	3.43962	0.32824	2.67538	4.20387	10.47886	0.0000	Yes
How much does it cost to hire a new employee in addition to their salary?	0.07226	0.02321	0.01821	0.1263	3.11296	0.00188	Yes
Health and safety regulations	0.17519	0.07724	-0.00465	0.35503	2.2681	0.02343	No
Employment, labor and hiring regulations	0.26479	0.07656	0.08655	0.44303	3.45877	0.00055	Yes
Tax code and tax-related regulations	0.23385	0.07135	0.06772	0.39997	3.27739	0.00107	Yes
Licensing forms, requirements and fees	0.46317	0.06799	0.30486	0.62147	6.81185	1.28138E-11	Yes
Environmental regulations	-0.02737	0.07726	-0.20724	0.1525	-0.35428	0.72317	No
Zoning or land use regulations	0.08239	0.07251	-0.08643	0.25121	1.13622	0.256	No
How would you rate your company's financial situation today?	0.34861	0.04879	0.23501	0.46222	7.14481	1.27021E-12	Yes
How do you think your company's financial situation will be 12 months from now?	0.4021	0.05864	0.26557	0.53862	6.85728	9.40392E-12	Yes
Are you aware of your state or local government offering training programs for small business owners?	0.57631	0.11028	0.31956	0.83307	5.22598	0.0000	Yes
Are you aware of your state or local government offering networking programs for small business owners?	0.40136	0.12929	0.10033	0.70238	3.10428	0.00194	Yes

Table 6: Effect of Imposition of Special Professional Requirements

Regression Statistics							
<i>R</i>	0.60066						
<i>R Square</i>	0.3608						
<i>Adjusted R Square</i>	0.3585						
<i>S</i>	2.07691						
<i>Total number of observations</i>	3359						
ANOVA		<i>d.f.</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>p-level</i>	
<i>Regression</i>	12.	8,146.75377	678.89615	157.38631	0.0000		
<i>Residual</i>	3,346.	14,433.1896	4.31357				
<i>Total</i>	3,358.	22,579.9434					
		<i>4</i>					
	<i>Coefficients</i>	<i>Standard Error</i>	<i>LCL</i>	<i>UCL</i>	<i>t Stat</i>	<i>p-level</i>	<i>H0 (2%) rejected?</i>
Intercept	3.07447	0.24995	2.49274	3.65621	12.30057	0.0000	Yes
How much does it cost to hire a new employee in addition to their salary?	0.11189	0.01827	0.06937	0.15442	6.12412	0.0000	Yes
Health and safety regulations	0.22368	0.0585	0.08752	0.35985	3.82344	0.00013	Yes
Employment, labor and hiring regulations	0.20838	0.05778	0.0739	0.34285	3.60658	0.00031	Yes
Tax code and tax-related regulations	0.23738	0.05444	0.11067	0.36409	4.36035	0.00001	Yes
Licensing forms, requirements and fees	0.41544	0.04968	0.29981	0.53107	8.36222	1.11022E-16	Yes
Environmental regulations	-0.02013	0.05909	-0.15766	0.11741	-0.34059	0.73343	No
Zoning or land use regulations	0.1117	0.05439	-0.01489	0.2383	2.05369	0.04008	No
How would you rate your company's financial situation today?	0.37085	0.03813	0.28211	0.45959	9.7271	0.0000	Yes
How do you think your company's financial situation will be 12 months from now?	0.41403	0.04614	0.30665	0.52142	8.97356	0.0000	Yes
Are you aware of your state or local government offering training programs for small business owners?	0.44901	0.08659	0.24747	0.65055	5.18537	0.0000	Yes
Are you aware of your state or local government offering networking programs for small business owners?	0.35291	0.10153	0.1166	0.58921	3.47593	0.00052	Yes
Does your state impose any special regulatory requirements on your profession?	-0.32464	0.0733	-0.49525	-0.15403	-4.42884	0.00001	Yes

Appendix D: Demographics

Table 1: Gender

	% more (less) likely a Female small business owner is to rate the state as supportive vs. her Male counterpart	% more (less) likely a Female small business owner is to rate the state as easy to start a business vs. her Male counterpart	% more (less) likely a Female small business owner is to rate her company's financial situation today as good or very good vs. her Male counterpart	% more (less) likely a Female small business owner is to rate her company's financial situation in a year as better vs. her Male counterpart
NATION	8.85%	9.85%	-7.54%	5.15%
AL	33.33%	66.67%	7.14%	12.50%
AR	42.86%	-6.25%	150.00%	10.00%
AZ	-16.00%	-2.89%	-41.98%	-0.02%
CA	37.39%	16.95%	-15.91%	8.38%
CO	-10.61%	25.27%	14.23%	7.78%
CT	-5.88%	-38.38%	-48.24%	15.00%
DE	125.00%	8.00%	-100.00%	-29.63%
FL	0.83%	4.12%	-7.79%	5.41%
GA	12.46%	31.17%	9.46%	15.94%
HI	-22.08%	36.36%	-12.73%	-52.78%
IA	-50.55%	-76.19%	42.86%	-86.67%
ID	17.95%	-7.69%	10.77%	-8.33%
IL	6.78%	-3.03%	-7.76%	7.47%
IN	-2.86%	4.35%	14.29%	1.79%
KS	27.68%	11.43%	-13.33%	-34.62%
KY	0.00%	55.56%	-3.03%	6.25%
LA	-46.67%	-12.73%	68.00%	33.33%
MA	5.10%	35.00%	-15.38%	-0.91%
MD	34.69%	31.90%	-52.27%	15.46%
ME	166.67%	33.33%	-33.33%	10.00%
MI	9.76%	1.87%	34.69%	-3.77%
MN	-1.09%	14.27%	-17.02%	5.54%
MO	1.60%	-26.37%	-30.34%	7.76%
MS	-11.11%	-100.00%	-100.00%	-200.00%
MT	60.00%	300.00%	-11.11%	-31.25%
NC	9.09%	9.33%	21.88%	0.94%
NE	-22.22%	-2.78%	55.56%	0.00%
NH	-0.62%	14.29%	-14.67%	14.06%
NJ	8.44%	15.48%	-8.66%	8.62%
NM	-10.00%	-25.00%	-70.00%	-25.93%
NV	-13.73%	-9.78%	-2.89%	-4.92%
NY	28.79%	26.81%	1.32%	5.86%
OH	13.32%	-7.43%	21.01%	12.59%
OK	10.92%	-2.26%	28.57%	6.35%
OR	23.19%	39.87%	-10.25%	-8.24%
PA	-6.58%	-7.32%	-6.66%	4.07%
RI	71.43%	125.00%	50.00%	33.33%
SC	6.99%	-9.47%	17.00%	14.65%
TN	2.71%	13.72%	37.67%	14.97%
TX	1.60%	-2.00%	-15.82%	7.73%
UT	-14.47%	5.26%	-26.32%	-14.00%
VA	5.55%	30.88%	6.27%	1.99%
VT	12.50%	-55.00%	-62.50%	-33.33%
WA	0.67%	1.66%	-32.66%	1.12%
WI	-5.71%	14.29%	50.46%	1.58%



Table 2: Political Orientation

	% more (less) likely a Conservative small business owner is to rate the state as supportive vs. his Independent counterpart	% more (less) likely a Conservative small business owner is to rate the state as supportive vs. his Liberal counterpart	% more (less) likely an Independent small business owner is to rate the state as supportive vs. his Liberal counterpart	% more (less) likely a Conservative small business owner is to rate the state as easy to start a business vs. his Independent counterpart	% more (less) likely a Conservative small business owner is to rate the state as easy to start a business vs. his Liberal counterpart	% more (less) likely an Independent small business owner is to rate the state as easy to start a business vs. his Liberal counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation today as good or very good vs. her Independent counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation today as good or very good vs. her Liberal counterpart	% more (less) likely an Independent small business owner is to rate her company's financial situation today as good or very good vs. her Liberal counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation in a year as better than today vs. her Independent counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation in a year as better than today vs. her Liberal counterpart	% more (less) likely an Independent small business owner is to rate her company's financial situation in a year as better than today vs. her Liberal counterpart
NATION	1.8%	0.4%	-1.4%	16.3%	-0.5%	-14.4%	23.3%	17.0%	-5.1%	0.0%	-8.0%	-8.0%
AL	3.9%	n/a	n/a	6.1%	n/a	n/a	90.9%	n/a	n/a	11.1%	n/a	n/a
AR	2.9%	71.4%	66.7%	-31.4%	-42.9%	-16.7%	28.6%	-57.1%	-66.7%	-14.3%	-14.3%	0.0%
AZ	3.4%	-22.4%	-25.0%	57.6%	-12.0%	-44.1%	72.1%	-2.2%	-43.2%	0.0%	-9.9%	-9.9%
CA	-18.5%	-30.5%	-14.6%	-15.0%	-33.0%	-21.3%	48.6%	29.1%	-13.1%	-2.7%	-15.1%	-12.7%
CO	-21.1%	-27.8%	-8.4%	-3.1%	-7.2%	-4.3%	15.5%	39.1%	20.5%	-13.9%	-23.6%	-11.3%
CT	3.3%	52.7%	47.8%	-23.0%	1.8%	32.2%	40.3%	90.9%	36.1%	-3.0%	-21.7%	-19.2%
DE	6.7%	0.0%	-6.2%	166.7%	50.0%	-43.8%	433.3%	100.0%	-62.5%	-11.1%	0.0%	12.5%
FL	17.6%	26.2%	7.3%	38.8%	23.9%	-10.8%	25.1%	4.8%	-16.2%	4.5%	3.4%	-1.1%
GA	-25.2%	-4.3%	27.9%	5.3%	-10.4%	-14.9%	-38.8%	-42.8%	-6.5%	-11.8%	5.6%	19.7%
HI	-35.0%	-20.0%	23.1%	56.0%	260.0%	130.8%	-13.3%	20.0%	38.5%	-48.0%	-52.0%	-7.7%
IA	20.0%	-4.0%	-20.0%	20.0%	-40.0%	-50.0%	-28.0%	20.0%	66.7%	-28.0%	-60.0%	-44.4%
ID	21.9%	40.6%	15.4%	9.4%	181.3%	157.1%	-12.5%	31.3%	50.0%	13.8%	-18.8%	-28.6%
IL	0.9%	5.8%	4.8%	6.1%	18.1%	11.2%	-42.6%	-8.6%	59.2%	-0.1%	-9.9%	-9.8%
IN	5.6%	47.8%	40.0%	39.8%	-13.0%	-37.8%	4.3%	-30.4%	-33.3%	-0.9%	-0.9%	0.0%
KS	-7.1%	-27.8%	-22.2%	185.7%	14.3%	-60.0%	2.9%	-14.3%	-16.7%	-4.8%	-4.8%	0.0%
KY	16.1%	42.9%	23.1%	-53.6%	-71.4%	-38.5%	-7.1%	-14.3%	-7.7%	-7.1%	-21.4%	-15.4%
LA	-27.3%	n/a	n/a	12.0%	-30.0%	-37.5%	145.0%	-30.0%	-71.4%	-4.5%	-30.0%	-26.7%
MA	5.9%	-25.4%	-29.6%	11.2%	0.0%	-10.1%	7.5%	48.5%	38.1%	-9.8%	-16.9%	-7.9%
MD	-31.5%	20.3%	75.5%	-42.7%	-48.9%	-10.7%	22.3%	143.5%	99.1%	-8.8%	-14.9%	-6.7%
ME	37.5%	-50.0%	-63.6%	37.5%	-50.0%	-63.6%	175.0%	n/a	n/a	-38.9%	-50.0%	-18.2%
MI	-10.1%	-13.0%	-3.2%	24.1%	-28.4%	-42.2%	0.7%	-3.2%	-3.8%	-0.7%	-11.2%	-10.6%

Table 2 (cont.)

	% more (less) likely a Conservative small business owner is to rate the state as supportive vs. his Independent counterpart	% more (less) likely a Conservative small business owner is to rate the state as supportive vs. his Liberal counterpart	% more (less) likely an Independent small business owner is to rate the state as supportive vs. his Liberal counterpart	% more (less) likely a Conservative small business owner is to rate the state as easy to start a business vs. his Independent counterpart	% more (less) likely a Conservative small business owner is to rate the state as easy to start a business vs. his Liberal counterpart	% more (less) likely an Independent small business owner is to rate the state as easy to start a business vs. his Liberal counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation today as good or very good vs. her Independent counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation today as good or very good vs. her Liberal counterpart	% more (less) likely an Independent small business owner is to rate her company's financial situation today as good or very good vs. her Liberal counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation in a year as better than today vs. her Independent counterpart	% more (less) likely a Conservative small business owner is to rate her company's financial situation in a year as better than today vs. her Liberal counterpart	% more (less) likely an Independent small business owner is to rate her company's financial situation in a year as better than today vs. her Liberal counterpart
MO	32.2%	68.8%	27.7%	20.2%	27.9%	6.5%	23.0%	12.2%	-8.8%	17.2%	5.0%	-10.4%
MS	0.0%	12.5%	12.5%	300.0%	n/a	n/a	100.0%	n/a	n/a	33.3%	50.0%	12.5%
MT	-41.7%	n/a	n/a	162.5%	n/a	n/a	-41.7%	n/a	n/a	40.0%	n/a	n/a
NC	-2.0%	-8.3%	-6.4%	44.7%	35.3%	-6.5%	42.9%	3.6%	-27.5%	-5.6%	-1.8%	4.0%
NE	-13.3%	20.0%	38.5%	-25.7%	-46.7%	-28.2%	73.3%	220.0%	84.6%	0.0%	0.0%	0.0%
NH	-36.0%	-23.6%	19.3%	-9.6%	-25.8%	-17.9%	33.9%	27.3%	-4.9%	-4.5%	-36.4%	-33.3%
NJ	8.7%	-3.4%	-11.2%	-8.0%	3.5%	12.5%	-18.2%	4.0%	27.2%	-10.0%	-26.9%	-18.7%
NM	24.4%	620.0%	478.6%	-6.7%	-28.0%	-22.9%	180.0%	35.0%	-51.8%	16.7%	28.6%	10.2%
NV	43.7%	71.4%	19.3%	22.1%	-11.6%	-27.6%	-18.6%	-42.9%	-29.8%	4.0%	2.9%	-1.1%
NY	-17.0%	-37.4%	-24.5%	0.8%	-12.5%	-13.2%	35.2%	4.3%	-22.8%	3.2%	-13.2%	-15.8%
OH	14.5%	17.5%	2.6%	5.2%	-9.1%	-13.6%	32.5%	40.3%	5.8%	15.0%	26.5%	10.0%
OK	10.2%	16.7%	5.9%	9.1%	5.9%	-2.9%	136.1%	66.7%	-29.4%	-5.9%	182.4%	200.0%
OR	-26.5%	-25.3%	1.6%	-13.6%	-38.6%	-28.9%	22.6%	14.2%	-6.8%	14.9%	8.4%	-5.7%
PA	-4.0%	-10.9%	-7.2%	11.1%	-7.5%	-16.8%	-2.7%	7.2%	10.1%	-2.9%	-18.8%	-16.4%
RI	-7.1%	-25.0%	-19.2%	-18.8%	-62.5%	-53.8%	95.0%	125.0%	15.4%	8.3%	-25.0%	-30.8%
SC	36.8%	-26.3%	-46.2%	31.4%	68.4%	28.2%	0.0%	-36.8%	-36.8%	6.2%	-21.1%	-25.6%
TN	-16.8%	0.3%	20.6%	59.1%	53.5%	-3.5%	-2.1%	-20.3%	-18.6%	6.0%	0.3%	-5.4%
TX	13.7%	11.7%	-1.7%	29.9%	-1.1%	-23.9%	56.8%	28.9%	-17.8%	-2.1%	0.0%	2.1%
UT	4.9%	-11.7%	-15.8%	12.9%	3.0%	-8.8%	12.5%	33.3%	18.5%	-2.8%	-6.5%	-3.8%
VA	3.4%	17.6%	13.7%	17.8%	-12.9%	-26.1%	-19.2%	-31.4%	-15.1%	6.0%	-19.1%	-23.6%
VT	-100.0%	-100.0%	-46.4%	-100.0%	-100.0%	-28.6%	-12.5%	25.0%	42.9%	-50.0%	-50.0%	0.0%
WA	1.0%	-26.7%	-27.4%	9.5%	-15.2%	-22.5%	111.1%	60.0%	-24.2%	6.0%	-13.6%	-18.4%
WI	21.9%	75.0%	43.6%	-24.2%	18.7%	56.5%	-10.8%	22.2%	37.0%	-13.0%	-2.6%	11.9%