

THE PROBABILITY OF WINNING  
FEDERAL CONTRACTS:  
**AN ANALYSIS OF SMALL  
MINORITY OWNED FIRMS**

Office of Policy Analysis and Development  
June 2022

THE PROBABILITY OF WINNING FEDERAL CONTRACTS:  
**AN ANALYSIS OF SMALL MINORITY OWNED FIRMS**

**Daniel Chow, *Senior Economist***

Minority Business Development Agency  
Office of Policy Analysis and Development  
June 2022

## Foreword

On November 15, 2021, the President signed the Minority Business Development Act of 2021 (“Act”) as part of the Infrastructure Investment and Jobs Act, P.L. 117-58. The Act codifies the Minority Business Development Agency (MBDA) and many of its existing programs for the first time since its inception in 1969. Among many things, the Act calls upon MBDA to conduct research, and collect and analyze data, including data related to the success or failure of minority business enterprises (MBEs). It instructs MBDA to evaluate the impact of federal support of socially or economically disadvantaged businesses and to consult with other Federal agencies and departments to develop policies, comprehensive plans, and specific goals.

MBDA is a longstanding advocate for the utilization of MBEs in public and private sector contracting. In 2016, MBDA commissioned and published a report highlighting contract disparities between minority-owned and nonminority-owned business enterprises in state and local government contracting. Complementing this work, MBDA recently undertook a study to assess federal contracting outcomes for small-disadvantaged businesses similar to the original work conducted in 2012 by Robert N. Rubinovitz, Ph.D., former Deputy Chief Economist, Economics and Statistics Administration, U.S. Department of Commerce.

The recent MBDA study, conducted by MBDA’s Senior Economist, Daniel Chow, focuses on the probability of certain classifiable businesses’ attainment of federal contracts using more recent Federal contracting data. Consistent with the original study, MBDA’s analysis finds that on an industry-by-industry basis, in nearly all cases, ***the odds of non-8(a) minority-owned small disadvantage businesses winning contracts***, all else equal (size, age, legal organization, level of government clearance), ***were lower than the odds of other small firms winning contracts***. These findings reinforce MBDA’s responsibility to assist and support MBEs to seek Federal contracting, in particular through the 8(a) program.

MBDA is pleased to release this study and support the President’s Executive Order 13985 *Advancing Racial Equity and Support for Underserved Communities Through the Federal Government*, and subsequent Office of Management and Budget guidance M-22-03 *Advancing Equity in Federal Procurement*.

On behalf of MBDA, we thank Daniel Chow for his expertise and dedication to completing this important work.

Efrain Gonzalez, Jr.  
Associate Director  
Office of Policy Analysis and Development  
Minority Business Development Agency

## Table of Contents

<b>Abstract.....</b>	<b>1</b>
<b>Overview of Results .....</b>	<b>2</b>
<b>Methodology .....</b>	<b>2</b>
<b>Key Elements in the Present Study.....</b>	<b>3</b>
<b>Data Availability.....</b>	<b>3</b>
<b>Table 1: Pooled Regression Results .....</b>	<b>5</b>
<b>Regressions.....</b>	<b>6</b>
<b>Table 2: Summary Results from Industry Regressions: Differences in Odds of Non-8(a) SDB’s Winning Contracts.....</b>	<b>7</b>
<b>Table 2a: Summary Results from Industry Regressions: Difference in Odds of Minority-Owned Businesses Winning Contracts .....</b>	<b>7</b>
<b>Table 3: Three-Digit NAICS Codes Not Included in Analysis.....</b>	<b>8</b>
<b>Table 4: Owner Characteristics Among All Small Disadvantaged Businesses.....</b>	<b>8</b>
<b>Table 5: Industry Specific Regression Results .....</b>	<b>9-16</b>
<b>Table 6: NAICS Codes Referenced in Table 5 .....</b>	<b>17</b>

## Abstract

Mr. Daniel Chow, Senior Economist in the Office of Policy Analysis and Development (OPAD) of the Minority Business Development Agency (MBDA) at the Department of Commerce is the author of this report. This study reviews data on federal government contracting and assesses the relationship between contracting outcomes for small businesses and the type of ownership of the businesses. The study is limited in scope and evaluates the probability of certain classifiable businesses' attainment of federal contracts in a specific period, including minority-owned businesses and small disadvantaged businesses (including businesses that participate in the Small Business Administration's Section 8(a) business development program).

The present analysis is modeled after an original study conducted in 2012 by Robert N. Rubinovitz, Ph.D., the former Deputy Chief Economist at the U.S. Department of Commerce, Economics and Statistics Administration.<sup>1</sup> In that study, Dr. Rubinovitz analyzed data on government contracts for small businesses for FY 2012 and looked at whether firms that were "small disadvantaged businesses" (SDBs) were more or less likely to win federal prime contracts relative to other small businesses, holding constant various factors that might influence the award of a contract.<sup>2</sup> The study found the odds of winning contracts for SDBs not participating in the Small Business Administration's (SBA) 8(a) business development program are estimated to be roughly 11 percent lower relative to the odds of winning contracts by firms that were not identified as SDBs.<sup>3</sup> The difference was statistically significant at the 95 percent significance level. Minority-owned firms (which include minority-owned small businesses, SDBs that are minority-owned and minority-owned 8(a) participants) had roughly 30 percent lower odds of winning a contract than other small firms.

In 2013, Dr. Rubinovitz provided a subsequent analysis in the *Rothe Development, Inc. v. Department of Defense* case.<sup>4</sup> Using an identical method as in his original 2012 study, the subsequent analysis looked at the relationship between contracting outcomes for non-8(a) minority-owned SDBs compared to all other small businesses. He found that, in virtually all cases, on an industry-by-industry basis, the odds of non-8(a) minority-owned SDBs winning contracts, all other factors being equal (size, age, legal organization, level of government clearance), were lower than the odds of other small firms winning contracts, to a statistically significant degree.

Following the methodology utilized by Rubinovitz in his 2012 study, Mr. Chow studied data on government contracts for small businesses and factors that might influence the award of a contract to determine whether SDBs were more or less likely to win federal prime contracts relative to other small businesses. Using data from April 2019 to August 2020, the study considered the impact on the "odds ratio" of small firms winning contracts, holding other factors constant.

---

<sup>1</sup> See Report of Robert N. Rubinovitz at 2, *Rothe Dev., Inc. v. Dep't of Defense, et al.*, No. 1:12-cv-00744-KBJ (D.D.C. Jan. 31, 2014), ECF No. 45-2 (hereinafter "Rubinovitz Report").

<sup>2</sup> SDBs are defined as (1) businesses that are 51% or more owned and controlled by one or more disadvantaged persons; (2) the disadvantaged person or persons must be socially disadvantaged and economically disadvantaged; and (3) the firm must be small, according to SBA's size standards. See SBA SDB Definitions, available at <http://www.sba.gov/contracting/government-contracting-programs/small-disadvantaged-businesses>. As shown in Table 4 below, the vast majority of SDBs during the time period relevant to this study are minority-owned.

<sup>3</sup> Some SDBs may be eligible to participate in the SBA's 8(a) Business Development program, which is for certain small businesses that are at least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged. See SBA 8(a) Business Development program, available at <https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>. The complete eligibility criteria for the 8(a) program are set out in Title 13 Part 124 of the Code of Federal Regulations.

<sup>4</sup> See Rubinovitz Supplemental Report, *Rothe Dev., Inc. v. Dep't of Defense, et al.*, No. 1:12-cv-00744-KBJ (D.D.C. June 16, 2014), ECF No. 64-11.

The analysis of the data found that the odds of winning contracts for SDBs not participating in the 8(a) business development program are estimated to be roughly 37 percent lower relative to the odds of winning contracts by firms that were not identified as SDBs. The difference was statistically significant at the 95 percent significance level. Minority-owned firms (which include minority-owned small businesses, SDBs that are minority-owned, and minority-owned 8(a) participants) had roughly 15 percent lower odds of winning a contract than other small firms.

## Overview of Results

As in the prior study, the ultimate question of interest is whether the data show differences in the odds of contracts being won by minority-owned small businesses, especially those identified as SDBs and those participating in the 8(a) program, compared to other small businesses. This study used the logit regression analysis that was implemented in the earlier study to produce odds ratios for the same set of independent variables. The odds ratio is the estimated relationship between the dependent variable (whether a firm wins or does not win a contract) and the independent variables (such as ownership type, type of organization, and firm characteristics).

Table 1 shows that woman-owned, minority-owned, and other veteran-owned firms have lower odds than other firms to win a contract, all else being equal. Most of the standard errors (17 out of 18) in Table 1 are small relative to their estimated odds ratios. The odds of winning a contract for SDBs who do not participate in the 8(a) program is about 37 percent less than for other firms, and this result is statistically significant. Firms in the 8(a) program, in a certified HUBZone, or owned by service-disabled veterans have statistically significant and larger odds of winning a contract. The firm size and age ratios favor the larger and older firms, reflecting their greater likelihood at competing for and thus winning contracts. Among ownership types, partnership, corporate not-tax exempt, and corporate tax-exempt firms had lower odds and were statistically significant. Sole proprietorship was the only group that had odds that were not statistically significant. The type of security clearance held by a firm had a strong positive effect on the firm's odds of winning a contract, which is understandable because clearances are often prerequisites for competing for many types of government contracts.

Table 2 summarizes the results when the same model is estimated separately for each three-digit NAICS code (Table 5 is a more detailed list of the industry estimates and Table 6 defines the NAICS codes used in Table 5). In about 90% of industries, accounting for over 99% of contracts, non-8(a) SDB firms' odds of winning contracts are lower, all else equal, than other firms. In 50% of industries, representing over 93% of contracts, the odds of winning are statistically significantly lower.

Table 2a shows the same information for minority-owned firms. Minority-owned firms' odds of winning contracts are lower in about 67% of industries, representing over 50% of contracts. In about a quarter (23.6%) of industries, the odds of winning are statistically significantly lower, accounting for 16.8% of contracts.

## Methodology

The Rubinovitz study constructed a database of firms that were reasonably expected to compete for federal contracts, along with information on which of these firms won contract awards, firm characteristics, and whether firm owners belonged to a specially identified group for which the federal government has contracting goals. The SBA provided data on firms in its 8(a) and/or HUBZone<sup>5</sup> programs and which were

---

<sup>5</sup> SBA's HUBZone program provides federal contracting assistance for qualified small businesses located in historically underutilized business zones in an effort to increase employment opportunities, investment, and economic development in such areas. See SBA's HUBZone Program, available at <https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>. The complete eligibility criteria for the HUBZone program are set out in Title 13 Part 126 of the Code of Federal Regulations.

matched to the Federal Procurement Data System (FPDS). In addition, the Rubinovitz study obtained from Bloomberg Government an extract of FPDS data for contracts covered by federal contracting goals for specially defined groups. These sources provided data elements about the form of organization, contract awards, level of security clearance, registration dates, SDB status, industry, race and ethnicity of the registrant (or with which the registrant is affiliated), and ownership type (minority, woman, service-disabled veteran, or other veteran).

Rubinovitz used the logit model of regression to analyze the odds of an event occurring, in this case the odds of being awarded a federal contract. A logit model of regression estimates the relationship between a variable to be explained (the “dependent” variable) and one or more explanatory variables (the “independent” variables). The resulting estimated relationship between the dependent and independent variables is called the odds ratio, which is expressed by the general logit model:  $Y = \exp(\beta \cdot X + \varepsilon)$ . As expressed in this model,  $Y$  is the dependent variable;  $X$  is one or more independent variable(s) that might explain  $Y$ ;  $\beta$  is the unknown parameter(s) to be estimated (which measures the degree to which the independent variable(s) is related to the dependent variable);  $\varepsilon$  is the error term (which represents statistical “noise” of other elements that influence the dependent variable); and  $\exp(\cdot)$  is the exponential function. The model was run to obtain estimated odds ratios for winning contract awards in various industries and for a number of different variables.

As in the Rubinovitz study, the independent variables are the ownership of the firm (minority- owned, women-owned, and veteran-owned); the type of organization (whether the firm is a corporation, a partnership, or some other type); other firm characteristics (size, in terms of numbers of employees and revenues, level of security clearance of the firm, and firm age); and whether the firm identifies itself as a SDB and if so, whether the firm is part of the SBA’s 8(a) program.

This study follows, to the maximum extent possible, the same methodology and techniques used in Rubinovitz’s 2012 analysis. However, this analysis encountered some changed circumstances since Rubinovitz completed his study nine years ago, such as changes in agency data collection and data availability, as well as my independent efforts. This study also uses more updated statistical programming codes that were developed after the Rubinovitz analysis.

## **Key Elements in the Present Study Data**

### **Availability**

Data provided by the SBA originated from the System for Award Management (SAM) for registered companies containing firm-level information such as size, employment, location, dates of operation, industry, and Dunn and Bradstreet data universal numbering system (DUNS) numbers. SBA also provided two datasets from the FPDS for contract awards: one each for small businesses and for non-small businesses. Both the small and non-small business files contain information about business type, organizational type, ownership, dollars awarded, SDB status, and DUNS numbers. The data for registrants and awards were extracted for firms registered in SAM, or that had recorded transactions, from April 2019 to August 2020.

From the original raw datasets, this study compiled a list of relevant variables from both SAM registrants’ data (7,466,447 observations and 42 variables) and FPDS awards (5,104,224 observations and 55 variables).

SAM registrant data contains reported six-digit North American Industry Classification System (NAICS)<sup>6</sup> codes and DUNS numbers. Size standards were based on the parent company's six-digit NAICS code as reported in the SAM database. Each company was designated as "small" in each industry if it was small in any of its corresponding six-digit NAICS codes.<sup>7</sup> Firms were designated "not small" if they were not flagged as small in their six-digit NAICS codes. As in the Rubinovitz study, industry-level comparisons were at the three-digit NAICS level.<sup>8</sup> Unique observations for SAM registrants were identified by DUNS number and collapsed by three-digit NAICS code. A given DUNS number may have more than one NAICS code, indicating a firm may register in SAM to compete in one or more industries. Merging and removal of redundant and extraneous observations by DUNS number resulted in a combined file of 5,659,740 registration observations and 64 variables.

Bloomberg Government data, utilized in the Rubinovitz study, were not needed here because the FPDS datasets provided by SBA included the necessary obligations amounts, contract details, three-digit NAICS codes, and business characteristics. For Official Use Only (FOUO) and Freedom of Information Act (FOIA) data were not needed because SBA datasets have the necessary 8(a) and HUBZone (also by DUNS number) identifiers to indicate participating firms in these programs. A separate list of excluded firms was also not necessary because firms excluded from doing business with the federal government were flagged in the SAM dataset and dropped from the analysis.

As in the prior method used by Rubinovitz, this study accounted for firms' expiration and renewal dates for registration in SAM. Unlike the previous study, which covered a single fiscal year, here the expirations/renewals spanned portions of two fiscal years, FY2019 and FY2020, which included firms that were registered in SAM between April 2019 and August 2020. The maximum value of continuous variables was chosen if a firm belonged to a particular group in either year.

Several NAICS industry groups were excluded from the Rubinovitz study because of incomplete data, irrelevance, or because data issues in a given NAICS code prevented the regression model from producing reliable estimates. Among those, three industries were not included in this study for the reasons explained in Table 3: 521 (Monetary Authorities-Central Bank), 814 (Private Households), and 921-928 (Public Administration). The balance of industry groups that were excluded from the prior study were eligible for inclusion in this update because they had one or more non-8(a) SDB firm(s) winning a contract (see Table 3 for these re-included industries).

Table 4 summarizes the owner characteristics of the 32,038 recorded SDBs used in this study. About 88% of SDB owners are self-identified as minority, with roughly equal percentages as non-minority female and non-minority male.

---

<sup>6</sup> NAICS is a numbering system developed for use by statistical agencies for the collection, analysis, and publication of statistical data related to the U.S. economy. NAICS codes classify business establishments by type of economic activity, process, or production. A NAICS code indicates aggregation levels by the number of digits (2 digit Sector, 3 digit Subsector, 4 digit Industry Group, 5 digit Industry, and 6 digit National Industry).

<sup>7</sup> Size standards vary by industry and are generally based on the number of employees or the amount of annual receipts the business has. See <https://www.sba.gov/federal-contracting/contracting-guide/size-standards>.

<sup>8</sup> As noted in the Rubinovitz Report, as more digits are added to the code, the industry classifications become more narrowly defined and data become sparser. Using three-digit NAICS codes provides a compromise between having sufficient data in each industry grouping with the recognition that firms can switch production within the broader three-digit category. See Rubinovitz Report at 4.



**Table 1**  
**Pooled Regression Results**

	Odds Ratios
SDB not 8(a)	0.632*** (0.0100)
8(a)	2.606*** (0.1013)
woman-owned	0.899*** (0.0147)
minority-owned	0.858*** (0.0163)
Hubzone	1.746*** (0.0662)
service-disabled veteran	1.215*** (0.0320)
other veteran	0.902*** (0.0242)
log age	1.167*** (0.0085)
log employment	1.037*** (0.0045)
log receipts	1.055*** (0.0028)
sole proprietor (omitted: "other" orgs)	1.030 (0.0318)
Partnership	0.753*** (0.0237)
corporate not tax-exempt	0.820*** (0.0217)
corporate tax-exempt	0.530*** (0.1166)
government non-classified	1.630*** (0.0310)
government confidential	1.993*** (0.1011)
government secret	1.841*** (0.0590)
government top secret	2.186*** (0.0591)
Constant	0.00229*** (0.0001)
No. Observations	504,819

Standard errors in parentheses: (\*\*\*) p<0.01, \*\* p<0.05, \* p<0.1)

## Regressions

As noted in the Rubinovitz study, because some degree of error exists in regression models, it is necessary to measure the degree of uncertainty between the dependent and independent variables and whether their relationships are statistically significant or not. In the logit regression, which analyzes probabilities rather than continuous values, a statistically significant estimate is one in which the odds ratio is different from the value 1.0.<sup>9</sup> At 1.0, the odds ratio for winning is essentially equal between, for example, a non-8(a) SDB and an 8(a) SDB. An estimate that is not statistically significant indicates the odds ratio cannot be distinguished as being different from the odds of winning a contract with another variable.

Regression analysis using the logit model, plus a variant procedure applied in the previous study called firthlogit, produced odds ratios in similar manner as the original study when using the more recent data. Firthlogit is a variant of the logit model that mitigates problematic situations in which an independent variable is perfectly associated with only one outcome value of the dependent variable.<sup>10</sup> Firthlogit adjusts for possible estimation biases for industries that have a very low contract win rate and in cases where winning or not winning a contract is perfectly or nearly perfectly equal to a linear function of one of the control variables (for example, in industries where no women-owned businesses won any contracts). The firthlogit method minimizes the generation of the extremely large standard errors or highly inflated coefficients that might occur from these perfectly associated relationships during logistic regression estimation.

Pseudo R-squared results are not reported because the firthlogit procedure used in this updated study does not produce them.<sup>11</sup> Pseudo R-squared methodologies vary widely for different purposes. The Pseudo R-squared is one class of R-squared statistics which are measures of the proportion of variance for a dependent variable that is explained by the independent variable(s) in a regression. R-squared values do not measure model adequacy and higher or lower values alone do not fully measure the fit of the model and data. The presence or lack of a Pseudo R-squared or an R-squared does not alter the accuracy or validity of regression results.

One reason that industry regressions might change categories from the Rubinovitz study relates to sample size. The number of observations<sup>12</sup> is a key factor in the size of a standard error, which is used in determining if an estimate is considered to be sufficiently precise to be considered statistically significant.<sup>13</sup> With the large number of observations in this study, the data very likely reflects the odds of winning.

---

<sup>9</sup> The statistical significance of odds ratios is determined by calculating their p-values. A p-value is a test for whether a coefficient is equal to zero or not equal to zero. A low p-value (less than or equal to 0.5) indicates the coefficient is not equal to zero and so a statistically significant relationship exists between the response and predictor variable(s). A high p-value (greater than 0.5) indicates changes in the predictor(s) are not associated with changes in the response variable and are not statistically significant.

<sup>10</sup> See Firth, D. 1993, "Bias reduction of maximum likelihood estimates." *Biometrika* 80:27-38; Heinze, G. and Schemper, M. 2002, "A solution to the problem of separation in logistic regression," *Statistics in Medicine* 21:2409-19. This analysis also used the firthlogit Stata module written by Joseph Coveney to make these estimates. (<http://econpapers.repec.org/software/bocbocode/s456948.htm>).

<sup>11</sup> R-squared is an equation that measures the proportion of the total percentage of variance attributed to all the independent variables. An R2 value is between 0 (the regression model does not explain any variation in the dependent variable) and 1 (the regression model explains all the variation in the dependent variable).

<sup>12</sup> The Rubinovitz study had a total of 765,163 industry observations compared to the current study of 1,171,497 industry observations.

<sup>13</sup> Statistical significance occurs when the point estimate of the odds ratio, plus or minus the standard errors, are sufficiently far from one. The formula for computing standard errors is inversely proportional to the square root of the number of observations, which means that there is a direct inverse relationship between a larger number of observations and smaller standard errors. Also note that the closer the point estimate of the odds ratio is to one, the smaller the standard errors need to be for the range defined by the point estimate and standard errors to not include one.

One way to see this relationship is to split the industry regression into groups by the number of observations in that industry regression. In Table 5, there are 31 three-digit NAICS code industries with at least 9,000 observations (and up to 177,411 observations). In 27 of these 31 industries with a larger sample size, the estimate for the odds ratios of SDBs is statistically significant (the estimates range between 0.326 and 0.803 and have p-values between 0 and 0.019). Among the industry regressions with smaller sample sizes, there are 17 three-digit NAICS code industries with fewer than 2,000 observations, and in only one of these is the odds ratio on the SDB variable statistically significant (p-value of 0.011, and the estimate of the odds ratio is less than 0.5).

**Table 2**

**Summary Results from Industry Regressions: Difference in Odds of Non-8(a) SDB's\* Winning Contracts**

	Contracts		Awards		Industries	
Lower odds statistically significant	278,492	93.6%	\$47,513,256,560	91.6%	45	50.6%
Lower odds not statistically significant	17,790	6.0%	\$4,250,817,536	8.2%	35	39.3%
Higher odds statistically significant	0	0.0%	\$0	0.0%	0	0.0%
Higher odds not statistically significant	1,253	0.4%	\$112,927,496	0.2%	9	10.1%
Totals	297,535	100.0%	\$51,877,001,592	100.0%	89	100.0%

\*SDBs are counted once for each industry in which they are registered or won contracts. Percents may not sum to 100% due to rounding.  
Data Sources: SAM.gov Entity Registration Records, Federal Procurement Data System

**Table 2a**

**Summary Results from Industry Regressions: Difference in Odds of Minority-Owned Businesses\* Winning Contracts**

	Contracts		Awards		Industries	
Lower odds statistically significant	50,249	16.9%	\$18,453,358,912	35.6%	21	23.6%
Lower odds not statistically significant	103,510	34.8%	\$19,657,230,336	37.9%	39	43.8%
Higher odds statistically significant	21,195	7.1%	\$8,289,815,552	16.0%	1	1.1%
Higher odds not statistically significant	122,581	41.2%	\$5,476,597,760	10.6%	28	31.5%
Totals	297,535	100.0%	\$51,877,002,560	100.0%	89	100.0%

\*Minority Owned Businesses are counted once for each industry in which they are registered or won contracts. Percents may not sum to 100% due to rounding.  
Data Sources: SAM.gov Entity Registration Records, Federal Procurement Data System

**Table 3**  
**Three-digit NAICS Codes Not Included In Analysis:\***

<u>Code</u>	<u>Description</u>	<u>Reason Dropped</u>
521	Monetary Authorities-Central Bank	This industry only consists of one entity—the Federal Reserve System
814	Private Households	No SBA small business definition
921-928	Public Administration	No SBA small business definition

\* The re-included industries in this study are: 221 Utilities, 482 Rail Transportation, 486 Pipeline Transportation, 487 Scenic Sightseeing Transportation, 491 Postal Service, 522 Credit Intermediation, 525 Funds, Trusts, and Other Financial Vehicles, 533 Lessors of Nonfinancial Intangible Assets, and 551 Management of Companies and Enterprises.

**Table 4**  
**Owner Characteristics Among All Small Disadvantaged Businesses**

	<u>Number of SDBs</u>	<u>Percent of SDBs</u>
Grand Total	32,038	100.0%
Total Minority*	28,325	88.4%
Black	7,573	23.6%
Hispanic	3,138	9.8%
Asian Pacific	8,623	26.9%
American Indian or Alaska Native	4,490	14.0%
Asian Subcontinent	3,135	9.8%
Not classified	1,366	4.3%
Non-Minority Female-Owned	1,877	5.9%
Non-Minority Male-Owned	1,836	5.7%
Non-Minority Male-Owned in Other Special Categories**	404	1.3%
Non-Minority Male-Owned not in Other Special Categories	1,432	4.5%

\*Minority categories may overlap.

\*\*Firms in Other Special Categories are those located in HUBZones, Service Disabled Veteran-Owned, or Other Veteran-Owned

Data Sources: SAM.gov Entity Registration Records, Federal Procurement Data System

**Table 5: Industry Specific Regression Results**

	111	112	113	114	115	211	212	213	221	236	237
SDB not 8(a)	0.933 (0.835)	0.601 (0.257)	0.637 (0.311)	0.648 (0.459)	0.690*** (0.000)	0.778 (0.832)	0.936 (0.811)	0.180*** (0.000)	0.506*** (0.000)	0.740*** (0.002)	0.781*** (0.006)
8(a)	5.515 (0.116)	1.907 (0.705)	2.825 (0.236)	0.405 (0.630)	0.636 (0.144)	583.2* (0.056)	1.939 (0.280)	0.225* (0.096)	0.498* (0.098)	5.340*** (0.000)	3.748*** (0.000)
woman-owned	0.472 (0.117)	1.255 (0.619)	0.748 (0.580)	0.731 (0.619)	0.748*** (0.004)	2.956 (0.208)	0.867 (0.661)	2.299*** (0.002)	0.945 (0.760)	1.233** (0.015)	0.878 (0.174)
minority-owned	0.372* (0.100)	0.733 (0.610)	2.227 (0.115)	1.100 (0.894)	0.696*** (0.005)	0.712 (0.848)	0.680 (0.283)	1.730* (0.095)	0.926 (0.704)	0.868 (0.134)	0.494*** (0.000)
hubzone	1.432 (0.721)	1.085 (0.956)	0.771 (0.716)	8.519* (0.083)	1.766*** (0.000)	3.125 (0.497)	1.507 (0.271)	0.908 (0.871)	1.253 (0.459)	2.076*** (0.000)	2.887*** (0.000)
service-disabled veteran	0.916 (0.898)	0.760 (0.729)	1.014 (0.987)	1.106 (0.906)	0.646** (0.021)	1.637 (0.793)	0.794 (0.651)	0.904 (0.862)	1.154 (0.538)	2.986*** (0.000)	1.381*** (0.005)
other veteran	0.141 (0.171)	0.199 (0.258)	0.290 (0.388)	0.363 (0.517)	0.670** (0.022)	3.196 (0.499)	0.397 (0.268)	0.850 (0.748)	0.748 (0.394)	1.174 (0.342)	0.946 (0.747)
log age	1.513** (0.017)	0.990 (0.961)	1.698** (0.027)	0.672 (0.177)	1.371*** (0.000)	2.658 (0.118)	1.209 (0.209)	1.258 (0.133)	1.008 (0.915)	1.240*** (0.000)	1.171*** (0.001)
log employment	0.852* (0.055)	1.200* (0.064)	1.279* (0.076)	1.086 (0.754)	0.896*** (0.000)	0.506 (0.102)	0.812* (0.061)	1.063 (0.535)	0.727*** (0.000)	0.919*** (0.007)	0.893*** (0.000)
log receipts	1.079 (0.204)	0.976 (0.647)	0.913* (0.054)	1.774*** (0.006)	1.032** (0.028)	1.320 (0.256)	1.073 (0.229)	1.099 (0.153)	1.203*** (0.000)	1.176*** (0.000)	1.045*** (0.008)
sole proprietorship (omitted: "other" orgs)	0.998 (0.998)	0.950 (0.946)	1.177 (0.828)	5.729 (0.270)	1.085 (0.595)	0.038 (0.104)	0.638 (0.405)	0.905 (0.865)	0.836 (0.592)	0.589*** (0.003)	0.705** (0.048)
partnership	0.538 (0.332)	0.884 (0.867)	1.106 (0.900)	0.570 (0.789)	0.817 (0.246)	0.0330* (0.067)	0.531 (0.235)	0.465 (0.134)	0.724 (0.286)	0.536*** (0.000)	0.552*** (0.000)
corporate not tax-exempt	0.703 (0.540)	0.684 (0.577)	0.965 (0.958)	5.073 (0.278)	0.914 (0.540)	0.0228** (0.027)	0.600 (0.207)	0.545 (0.120)	0.755 (0.262)	0.646*** (0.000)	0.664*** (0.002)
corporate tax-exempt	5.318 (0.307)	13.130 (0.154)	6.983 (0.275)	44.38* (0.094)	0.635 (0.760)	0.000 (0.000)	2.071 (0.648)	4.278 (0.370)	2.008 (0.641)	0.0450** (0.030)	0.0940* (0.099)
government non-classified (omitted: no security reported)	1.233 (0.754)	1.135 (0.879)	0.945 (0.935)	7.435*** (0.001)	0.969 (0.840)	2.165 (0.496)	0.784 (0.592)	2.558*** (0.001)	1.016 (0.940)	1.579*** (0.000)	1.132 (0.247)
government confidential	5.079 (0.277)	2.740 (0.492)	2.579 (0.537)	8.195** (0.021)	0.997 (0.996)	140.100 (0.153)	1.681 (0.545)	2.420 (0.204)	3.219*** (0.001)	2.269*** (0.000)	0.860 (0.671)
government secret	0.391 (0.525)	5.725* (0.082)	0.454 (0.595)	3.214 (0.296)	0.202* (0.054)	0.446 (0.723)	0.898 (0.941)	0.278 (0.373)	0.869 (0.773)	1.671*** (0.002)	1.094 (0.693)
government top secret	1.249 (0.810)	6.591* (0.064)	0.455 (0.599)	8.526 (0.299)	0.993 (0.989)	0.819 (0.902)	4.048 (0.131)	1.824 (0.334)	1.585 (0.120)	1.241 (0.190)	0.505** (0.032)
Constant	0.000627*** (0.00000)	0.0150*** (0.00019)	0.000328*** (0.00000)	3.97e-08*** (0.00000)	0.0187*** (0.00000)	0.03520 (0.22100)	0.0130*** (0.00011)	0.000151*** (0.00000)	0.00361*** (0.00000)	0.000182*** (0.00000)	0.00284*** (0.00000)
Observations	3,771	2,444	2,894	734	8,969	198	3,384	4,296	13,160	41,199	35,596



**Table 5: Industry Specific Regression Results**

	238	311	312	313	314	315	316	321	322	323	324
SDB not 8(a)	0.704*** (0.000)	0.819 (0.185)	0.474 (0.208)	0.564** (0.012)	0.575*** (0.000)	0.543*** (0.000)	0.899 (0.779)	0.695 (0.118)	0.782 (0.220)	0.419*** (0.001)	0.753 (0.192)
8(a)	3.927*** (0.000)	0.269 (0.370)	7.552* (0.087)	0.301 (0.189)	0.662 (0.244)	0.548 (0.198)	3.006 (0.227)	0.678 (0.584)	0.415 (0.309)	0.386 (0.294)	0.429 (0.123)
woman-owned	1.011 (0.843)	0.554*** (0.001)	2.055 (0.185)	1.121 (0.579)	0.996 (0.977)	0.851 (0.305)	0.840 (0.632)	1.090 (0.710)	1.110 (0.578)	0.743 (0.196)	0.868 (0.528)
minority-owned	0.680*** (0.000)	0.651** (0.020)	0.323* (0.085)	0.835 (0.485)	0.987 (0.938)	0.861 (0.428)	0.547 (0.233)	0.525** (0.045)	0.677* (0.090)	1.082 (0.781)	1.110 (0.657)
hubzone	1.866*** (0.000)	2.773*** (0.002)	11.64*** (0.001)	2.365*** (0.006)	1.071 (0.776)	2.086*** (0.004)	0.988 (0.984)	0.837 (0.695)	1.644 (0.110)	1.380 (0.570)	0.799 (0.581)
service-disabled veteran	1.982*** (0.000)	0.713 (0.271)	0.813 (0.786)	0.566 (0.132)	1.341 (0.122)	1.099 (0.669)	0.586 (0.374)	1.438 (0.240)	1.002 (0.994)	0.716 (0.440)	0.562* (0.089)
other veteran	1.042 (0.673)	0.265*** (0.006)	1.020 (0.983)	0.749 (0.497)	0.724 (0.214)	0.658 (0.172)	0.467 (0.254)	0.974 (0.947)	1.008 (0.982)	0.436 (0.134)	0.210** (0.016)
log age	1.097*** (0.001)	0.899* (0.097)	1.196 (0.467)	1.146 (0.174)	1.001 (0.994)	1.168** (0.038)	0.988 (0.943)	1.020 (0.866)	1.003 (0.977)	1.096 (0.450)	1.052 (0.594)
log employment	1.030 (0.109)	0.826*** (0.000)	0.692** (0.013)	0.810*** (0.005)	0.975 (0.609)	0.845*** (0.002)	1.348*** (0.004)	0.677*** (0.000)	0.813*** (0.003)	0.778*** (0.007)	0.904* (0.098)
log receipts	1.064*** (0.000)	1.157*** (0.000)	0.934 (0.222)	1.159*** (0.004)	1.182*** (0.000)	1.195*** (0.000)	1.026 (0.670)	1.282*** (0.000)	1.168*** (0.000)	1.263*** (0.002)	1.080** (0.015)
sole proprietorship (omitted: "other" orgs)	0.748** (0.016)	0.422** (0.014)	0.402 (0.260)	0.568 (0.275)	0.734 (0.344)	0.421** (0.020)	0.454 (0.267)	0.747 (0.514)	0.399** (0.023)	0.316** (0.011)	1.488 (0.342)
partnership	0.823* (0.080)	0.702 (0.155)	0.257* (0.092)	0.565 (0.203)	0.574* (0.064)	0.569* (0.064)	0.361* (0.089)	0.403* (0.056)	0.404** (0.012)	0.329*** (0.006)	1.044 (0.903)
corporate not tax-exempt	0.841* (0.061)	0.681* (0.068)	0.280* (0.056)	0.741 (0.398)	0.852 (0.502)	0.608** (0.043)	0.345** (0.021)	0.718 (0.325)	0.386*** (0.001)	0.252*** (0.000)	0.734 (0.312)
corporate tax-exempt	0.166** (0.031)	0.283 (0.459)	0.783 (0.889)	3.435 (0.471)	0.486 (0.640)	0.711 (0.825)	0.000 (0.000)	2.609 (0.536)	0.282 (0.461)	1.021 (0.990)	0.484 (0.629)
government non-classified (omitted: no security reported)	1.666*** (0.000)	1.235 (0.389)	2.256 (0.257)	1.471 (0.114)	1.905*** (0.000)	1.510** (0.022)	1.313 (0.539)	1.644* (0.061)	1.849*** (0.003)	2.210*** (0.002)	1.294 (0.331)
government confidential	1.732*** (0.001)	0.294 (0.400)	3.880 (0.373)	4.430*** (0.005)	1.166 (0.765)	1.071 (0.921)	3.543 (0.198)	1.130 (0.885)	0.584 (0.527)	1.947 (0.430)	2.254 (0.177)
government secret	1.444*** (0.004)	0.260 (0.351)	14.38** (0.012)	1.190 (0.776)	1.212 (0.549)	0.651 (0.326)	1.601 (0.509)	2.179 (0.175)	2.624* (0.057)	2.395 (0.140)	1.672 (0.387)
government top secret	0.967 (0.810)	1.123 (0.900)	1.218 (0.905)	6.156** (0.017)	2.347** (0.047)	0.0733* (0.067)	1.873 (0.525)	1.353 (0.722)	1.818 (0.348)	1.064 (0.917)	0.875 (0.818)
Constant	0.00153*** (0.00000)	0.0308*** (0.00000)	3.09700 (0.62300)	0.0225*** (0.00001)	0.00773*** (0.00000)	0.00739*** (0.00000)	0.00142*** (0.00000)	0.00378*** (0.00000)	0.0155*** (0.00000)	0.00558*** (0.00000)	0.0235*** (0.00000)
Observations	82,747	4,725	1,503	1,897	4,404	4,171	1,513	4,549	2,949	5,527	2,228

**Table 5: Industry Specific Regression Results**

	325	327	331	332	333	334	335	336	337	339	423
SDB not 8(a)	0.571*** (0.000)	0.488*** (0.000)	0.583*** (0.000)	0.464*** (0.000)	0.568*** (0.000)	0.594*** (0.000)	0.496*** (0.000)	0.564*** (0.000)	0.616*** (0.000)	0.609*** (0.000)	0.634*** (0.000)
8(a)	0.650 (0.156)	0.337** (0.045)	0.373** (0.031)	0.419*** (0.000)	0.531*** (0.001)	0.636*** (0.001)	0.362*** (0.000)	0.468*** (0.001)	1.054 (0.839)	0.647** (0.037)	0.878 (0.572)
woman-owned	0.935 (0.523)	1.080 (0.666)	1.296* (0.065)	1.107* (0.092)	1.037 (0.559)	0.972 (0.604)	1.091 (0.271)	1.064 (0.363)	1.094 (0.447)	0.859** (0.017)	1.110 (0.234)
minority-owned	0.888 (0.310)	1.045 (0.832)	1.296 (0.113)	1.078 (0.309)	1.094 (0.227)	0.908 (0.110)	1.110 (0.253)	1.200** (0.023)	0.863 (0.312)	0.962 (0.602)	0.949 (0.613)
hubzone	1.054 (0.811)	0.636 (0.228)	1.423 (0.144)	1.241* (0.074)	1.257* (0.079)	1.301** (0.020)	1.286* (0.097)	1.334** (0.034)	1.219 (0.369)	1.020 (0.894)	1.829*** (0.000)
service-disabled veteran	1.112 (0.435)	1.059 (0.814)	0.840 (0.448)	1.097 (0.314)	1.046 (0.630)	0.921 (0.305)	0.876 (0.260)	0.883 (0.245)	1.298* (0.098)	1.287*** (0.003)	1.011 (0.937)
other veteran	0.889 (0.517)	0.951 (0.873)	0.674 (0.133)	1.007 (0.936)	1.046 (0.621)	0.842** (0.038)	0.776* (0.058)	0.957 (0.664)	0.768 (0.267)	0.968 (0.747)	0.722* (0.050)
log age	0.762*** (0.000)	0.874 (0.103)	1.021 (0.750)	0.912*** (0.000)	0.941** (0.022)	1.198*** (0.000)	1.040 (0.282)	1.147*** (0.000)	0.971 (0.653)	0.929*** (0.006)	0.938 (0.112)
log employment	0.772*** (0.000)	0.797*** (0.001)	0.814*** (0.000)	0.903*** (0.000)	0.884*** (0.000)	0.917*** (0.000)	0.909*** (0.000)	0.853*** (0.000)	0.767*** (0.000)	0.960** (0.046)	0.841*** (0.000)
log receipts	1.234*** (0.000)	1.216*** (0.000)	1.142*** (0.000)	1.082*** (0.000)	1.124*** (0.000)	1.108*** (0.000)	1.081*** (0.000)	1.084*** (0.000)	1.286*** (0.000)	1.119*** (0.000)	1.174*** (0.000)
sole proprietorship (omitted: "other" orgs)	0.580** (0.014)	1.245 (0.528)	0.592* (0.098)	0.797* (0.074)	0.682*** (0.004)	0.658*** (0.000)	0.825 (0.278)	0.790* (0.095)	0.748 (0.300)	0.679*** (0.005)	0.541*** (0.004)
partnership	0.467*** (0.000)	0.601 (0.136)	0.617* (0.081)	0.717*** (0.004)	0.748** (0.011)	0.642*** (0.000)	0.684** (0.016)	0.709*** (0.006)	0.929 (0.756)	0.686*** (0.002)	0.757 (0.102)
corporate not tax-exempt	0.592*** (0.001)	0.762 (0.282)	0.648** (0.043)	0.785*** (0.009)	0.755*** (0.002)	0.717*** (0.000)	0.828 (0.119)	0.733*** (0.002)	0.785 (0.222)	0.750*** (0.004)	0.747** (0.037)
corporate tax-exempt	0.339 (0.466)	0.906 (0.955)	0.938 (0.949)	0.126 (0.148)	1.034 (0.954)	0.393 (0.158)	0.764 (0.758)	0.119 (0.137)	0.541 (0.491)	0.411 (0.300)	0.195 (0.255)
government non-classified (omitted: no security reported)	1.423*** (0.002)	2.431*** (0.000)	1.920*** (0.000)	1.808*** (0.000)	1.372*** (0.000)	1.243*** (0.000)	1.518*** (0.000)	1.265*** (0.000)	1.429** (0.012)	1.380*** (0.000)	1.719*** (0.000)
government confidential	2.675*** (0.000)	1.877 (0.218)	1.582 (0.211)	1.686*** (0.000)	1.391** (0.044)	1.275* (0.083)	2.148*** (0.000)	1.330* (0.071)	0.772 (0.601)	1.560** (0.029)	2.245*** (0.003)
government secret	2.190*** (0.000)	2.990*** (0.008)	1.718 (0.116)	2.224*** (0.000)	1.721*** (0.000)	1.239*** (0.003)	1.986*** (0.000)	1.073 (0.461)	1.054 (0.872)	1.651*** (0.000)	1.717*** (0.009)
government top secret	0.920 (0.792)	4.778*** (0.002)	2.186* (0.090)	1.201 (0.172)	1.064 (0.641)	0.767*** (0.000)	1.304** (0.042)	0.702*** (0.001)	0.924 (0.813)	0.971 (0.866)	3.080*** (0.000)
Constant	0.00871*** (0.00000)	0.00148*** (0.00000)	0.0129*** (0.00000)	0.0214*** (0.00000)	0.0134*** (0.00000)	0.0107*** (0.00000)	0.0219*** (0.00000)	0.0306*** (0.00000)	0.00682*** (0.00000)	0.0106*** (0.00000)	0.00205*** (0.00000)
Observations	14,579	4,653	3,820	31,295	27,081	33,320	14,334	18,763	6,527	23,588	58,281



**Table 5: Industry Specific Regression Results**

	424	425	441	442	443	444	445	446	447	448	451
SDB not 8(a)	0.716* (0.098)	0.611 (0.274)	0.520** (0.037)	1.039 (0.927)	1.015 (0.975)	0.326*** (0.000)	1.658 (0.843)	0.635 (0.303)	0.980 (0.991)	0.319* (0.075)	0.589 (0.424)
8(a)	1.722 (0.281)	9.444** (0.032)	0.695 (0.700)	0.634 (0.765)	1.568 (0.614)	0.112** (0.015)	321.400 (0.142)	0.269 (0.391)	10.630 (0.311)	0.461 (0.684)	1.072 (0.966)
woman-owned	1.007 (0.969)	0.518 (0.172)	1.084 (0.806)	0.706 (0.417)	1.014 (0.972)	0.681* (0.054)	0.640 (0.838)	0.906 (0.819)	2.500 (0.636)	1.128 (0.846)	1.416 (0.539)
minority-owned	0.724 (0.174)	0.169** (0.020)	1.289 (0.488)	0.833 (0.697)	1.760 (0.254)	1.108 (0.665)	0.803 (0.944)	0.848 (0.733)	0.982 (0.994)	0.147** (0.043)	1.449 (0.624)
hubzone	1.207 (0.657)	0.501 (0.643)	3.865** (0.014)	1.319 (0.758)	2.208 (0.270)	0.956 (0.912)	15.650 (0.347)	3.828* (0.060)	11.140 (0.294)	7.417** (0.042)	0.795 (0.883)
service-disabled veteran	0.756 (0.413)	0.665 (0.556)	1.137 (0.786)	1.468 (0.475)	0.550 (0.408)	0.315*** (0.001)	5.290 (0.522)	1.402 (0.523)	2.749 (0.613)	1.251 (0.776)	2.374 (0.259)
other veteran	0.824 (0.590)	1.840 (0.243)	1.260 (0.583)	2.115 (0.187)	0.176 (0.231)	0.903 (0.752)	6.243 (0.352)	0.642 (0.602)	2.345 (0.732)	0.161 (0.294)	1.188 (0.844)
log age	0.956 (0.622)	0.891 (0.545)	0.868 (0.266)	0.799 (0.270)	1.658** (0.048)	0.729*** (0.000)	1.084 (0.894)	0.689** (0.020)	0.745 (0.707)	0.562** (0.022)	1.792* (0.084)
log employment	0.866** (0.049)	1.551*** (0.000)	0.924 (0.402)	0.799 (0.128)	0.826 (0.160)	0.678*** (0.000)	1.820* (0.058)	1.198 (0.153)	1.639 (0.335)	0.569*** (0.002)	0.761 (0.249)
log receipts	1.218*** (0.000)	0.972 (0.586)	1.047 (0.344)	1.043 (0.538)	1.000 (0.995)	1.212*** (0.000)	0.910 (0.549)	1.105 (0.168)	0.847 (0.252)	1.053 (0.535)	1.429** (0.021)
sole proprietorship (omitted: "other" orgs)	1.086 (0.843)	0.218 (0.107)	0.284** (0.025)	0.587 (0.514)	0.0388** (0.032)	0.359** (0.017)	0.385 (0.672)	0.390 (0.267)	0.666 (0.857)	0.318 (0.350)	0.225 (0.349)
partnership	0.875 (0.716)	0.369 (0.102)	0.239*** (0.003)	0.693 (0.623)	0.396 (0.169)	0.214*** (0.001)	0.325 (0.494)	0.336 (0.157)	0.303 (0.540)	0.741 (0.779)	0.556 (0.533)
corporate not tax-exempt	0.815 (0.495)	0.267*** (0.007)	0.340*** (0.001)	0.559 (0.359)	0.191*** (0.003)	0.605* (0.063)	0.142 (0.102)	0.573 (0.343)	0.111 (0.135)	0.892 (0.904)	0.593 (0.475)
corporate tax-exempt	1.349 (0.840)	1.876 (0.760)	2.183 (0.708)	2.302 (0.706)	2.550 (0.610)	8.844 (0.197)	4.552 (0.629)	22.30* (0.087)	1.110 (0.973)	4.432*** (0.000)	107.5** (0.034)
government non-classified (omitted: no security reported)	1.985*** (0.004)	0.500 (0.298)	2.003* (0.069)	2.915** (0.019)	3.177*** (0.008)	5.607*** (0.000)	2.777 (0.565)	2.412* (0.069)	2.640 (0.666)	4.171** (0.017)	2.798 (0.112)
government confidential	2.476 (0.164)	1.655 (0.731)	3.203 (0.174)	2.107 (0.609)	4.706* (0.095)	9.160*** (0.000)	24.350 (0.280)	2.933 (0.461)	12.790 (0.369)	28.27** (0.034)	4.181 (0.353)
government secret	2.678* (0.081)	0.500 (0.633)	3.196* (0.058)	2.045 (0.618)	2.161 (0.270)	22.09*** (0.000)	8.058 (0.453)	4.685 (0.105)	13.040 (0.445)	7.341* (0.091)	3.128 (0.466)
government top secret	1.725 (0.401)	0.254 (0.348)	0.576 (0.752)	4.292 (0.168)	0.192** (0.047)	37.63*** (0.000)	12.730 (0.409)	3.410 (0.181)	2.738 (0.734)	14.020 (0.127)	5.654 (0.267)
Constant	0.000178*** (0.00000)	0.00152*** (0.00000)	0.0230*** (0.00011)	0.26100 (0.33300)	0.0678* (0.07430)	0.0129*** (0.00000)	0.00708 (0.20500)	0.000355*** (0.00000)	0.51400 (0.86700)	0.22100 (0.40800)	0.0000957*** (0.00010)
Observations	18,368	3,718	5,720	3,229	2,041	9,013	1,222	4,457	484	2,606	2,382





**Table 5: Industry Specific Regression Results**

	452	453	454	481	482	483	484	485	486	487	488
SDB not 8(a)	4.309 (0.261)	0.594 (0.116)	2.089 (0.178)	0.974 (0.919)	0.927 (0.963)	0.936 (0.863)	0.654** (0.048)	0.425*** (0.000)	0.374 (0.139)	0.194 (0.179)	0.395*** (0.000)
8(a)	1,510** (0.042)	0.269 (0.371)	2.443 (0.571)	0.832 (0.904)	6.451 (0.543)	2.743 (0.319)	3.045*** (0.001)	1.248 (0.687)	0.619 (0.788)	15.700 (0.436)	0.374*** (0.008)
woman-owned	0.104 (0.231)	1.269 (0.423)	0.797 (0.693)	0.878 (0.669)	1.190 (0.911)	0.669 (0.370)	0.835 (0.383)	0.789 (0.243)	0.847 (0.823)	0.501 (0.644)	1.195 (0.167)
minority-owned	0.164 (0.259)	1.618 (0.151)	0.655 (0.499)	0.218*** (0.003)	1.393 (0.849)	0.445* (0.096)	1.227 (0.375)	0.304*** (0.000)	0.517 (0.387)	0.350 (0.530)	1.124 (0.451)
hubzone	3.794 (0.587)	0.960 (0.963)	4.378 (0.121)	3.028* (0.066)	3.419 (0.595)	0.962 (0.964)	0.441* (0.077)	3.045*** (0.003)	2.275 (0.469)	8.620 (0.217)	1.466 (0.109)
service-disabled veteran	0.206 (0.403)	1.158 (0.750)	0.191 (0.258)	0.526 (0.215)	1.628 (0.779)	0.272 (0.130)	0.967 (0.912)	0.842 (0.513)	1.153 (0.864)	1.185 (0.916)	0.779 (0.240)
other veteran	0.613 (0.830)	1.352 (0.525)	1.041 (0.964)	1.223 (0.498)	2.505 (0.670)	0.104 (0.113)	0.699 (0.349)	0.895 (0.707)	0.388 (0.400)	2.724 (0.327)	0.936 (0.734)
log age	2.367 (0.179)	0.793 (0.128)	1.300 (0.291)	1.692*** (0.000)	1.050 (0.960)	1.160 (0.396)	1.474*** (0.000)	1.299*** (0.003)	1.784* (0.079)	1.294 (0.607)	1.384*** (0.000)
log employment	0.564 (0.238)	0.728*** (0.005)	0.731* (0.069)	1.057 (0.496)	0.929 (0.902)	0.880 (0.224)	0.976 (0.715)	0.997 (0.953)	1.047 (0.757)	1.131 (0.708)	0.939 (0.106)
log receipts	0.992 (0.965)	1.265*** (0.002)	1.097 (0.379)	1.020 (0.674)	0.981 (0.908)	1.034 (0.538)	1.094** (0.034)	0.973 (0.235)	0.966 (0.612)	0.894 (0.295)	1.189*** (0.000)
sole proprietorship (omitted: "other" orgs)	0.056 (0.104)	0.267** (0.037)	0.328 (0.276)	0.241* (0.051)	0.819 (0.931)	0.742 (0.585)	0.995 (0.991)	2.628*** (0.004)	0.167* (0.085)	2.175 (0.677)	0.932 (0.784)
partnership	0.0371* (0.065)	0.655 (0.399)	0.349 (0.224)	0.383** (0.048)	1.216 (0.923)	0.315** (0.036)	0.709 (0.383)	0.625 (0.224)	0.0114*** (0.005)	1.873 (0.740)	0.616** (0.047)
corporate not tax-exempt	0.0666** (0.044)	0.395** (0.034)	0.513 (0.288)	0.500** (0.049)	0.433 (0.689)	0.317*** (0.002)	0.754 (0.337)	0.434** (0.010)	0.157*** (0.004)	0.557 (0.731)	0.697** (0.049)
corporate tax-exempt	14.430 (0.443)	2.810 (0.566)	3.066 (0.572)	40.82** (0.039)	0.000 (0.000)	3.901 (0.440)	0.611 (0.744)	3.286 (0.507)	0.000 (0.000)	0.000 (0.000)	0.411 (0.542)
government non-classified (omitted: no security reported)	1.068 (0.968)	2.237** (0.045)	2.074 (0.304)	0.716 (0.372)	3.225 (0.519)	1.200 (0.723)	3.002*** (0.000)	0.726 (0.330)	4.141** (0.010)	1.102 (0.948)	1.826*** (0.000)
government confidential	60.380 (0.140)	3.785 (0.117)	5.466 (0.267)	2.216 (0.256)	8.674 (0.213)	5.336** (0.020)	5.005*** (0.000)	2.746 (0.107)	4.879 (0.347)	21.640 (0.184)	1.524 (0.274)
government secret	39.030 (0.140)	6.614*** (0.000)	6.526* (0.057)	1.284 (0.475)	4.683 (0.418)	3.978*** (0.000)	2.220** (0.036)	0.528 (0.333)	0.917 (0.957)	3.625 (0.447)	0.914 (0.666)
government top secret	4.614 (0.413)	3.321** (0.040)	5.067 (0.113)	1.234 (0.582)	6.266 (0.447)	2.303 (0.178)	1.308 (0.640)	1.884 (0.192)	1.446 (0.822)	3.490 (0.655)	0.857 (0.451)
Constant	1.85300 (0.84400)	0.0167*** (0.00099)	0.0326* (0.04810)	0.00148*** (0.00000)	0.32300 (0.82000)	0.0246*** (0.00085)	0.000242*** (0.00000)	0.0125*** (0.00000)	0.00161*** (0.00061)	0.06070 (0.38300)	0.000243*** (0.00000)
Observations	424	7,117	3,983	2,927	404	1,987	15,302	4,871	992	901	16,219

**Table 5: Industry Specific Regression Results**

	491	492	493	511	512	515	517	518	519	522	523
SDB not 8(a)	11.47* (0.086)	0.727 (0.354)	0.495** (0.034)	0.478*** (0.000)	1.045 (0.886)	0.968 (0.931)	0.657** (0.023)	0.537*** (0.006)	0.368*** (0.000)	0.162* (0.074)	0.502 (0.285)
8(a)	52.48** (0.039)	1.336 (0.657)	0.824 (0.725)	0.672 (0.131)	10.92*** (0.001)	1.844 (0.541)	1.111 (0.766)	1.271 (0.489)	1.388 (0.490)	0.291 (0.451)	2.263 (0.635)
woman-owned	0.612 (0.670)	1.061 (0.865)	1.382 (0.260)	0.658** (0.000)	0.463** (0.025)	0.517 (0.141)	0.833 (0.338)	0.540*** (0.007)	0.710 (0.148)	1.693 (0.500)	0.445 (0.237)
minority-owned	0.101 (0.130)	0.666 (0.258)	1.076 (0.828)	0.678*** (0.001)	0.166*** (0.002)	0.596 (0.295)	0.485*** (0.001)	0.664* (0.076)	0.389*** (0.002)	0.959 (0.961)	0.189* (0.072)
hubzone	3.430 (0.288)	1.074 (0.917)	1.171 (0.756)	1.802*** (0.004)	0.322 (0.426)	0.784 (0.870)	1.841** (0.043)	1.112 (0.783)	0.884 (0.824)	0.656 (0.776)	1.009 (0.995)
service-disabled veteran	0.896 (0.938)	1.744 (0.139)	1.180 (0.658)	0.870 (0.406)	0.114 (0.129)	0.318 (0.181)	0.974 (0.910)	0.601 (0.123)	0.747 (0.429)	2.009 (0.475)	0.438 (0.359)
other veteran	0.871 (0.943)	1.609 (0.359)	1.084 (0.872)	0.961 (0.817)	1.324 (0.578)	0.441 (0.337)	0.795 (0.462)	0.998 (0.995)	0.897 (0.792)	1.571 (0.760)	0.748 (0.757)
log age	2.465 (0.262)	1.637** (0.012)	1.219 (0.196)	1.554*** (0.000)	1.304 (0.116)	0.738** (0.031)	1.083 (0.269)	1.302*** (0.009)	1.400*** (0.001)	0.721 (0.207)	1.937*** (0.001)
log employment	1.607*** (0.008)	1.153 (0.172)	0.916 (0.316)	0.876*** (0.000)	1.162* (0.092)	1.103* (0.084)	1.070 (0.145)	0.896 (0.104)	0.936 (0.252)	1.135 (0.295)	0.842* (0.064)
log receipts	0.984 (0.927)	1.082 (0.233)	1.122* (0.085)	1.124*** (0.000)	0.988 (0.808)	0.995 (0.902)	1.093*** (0.005)	1.270*** (0.000)	1.080* (0.074)	0.961 (0.583)	0.986 (0.837)
sole proprietorship (omitted: "other" orgs)	0.175 (0.373)	0.350 (0.127)	0.777 (0.503)	0.735* (0.001)	0.664 (0.653)	0.344** (0.035)	1.181 (0.193)	0.614 (0.420)	0.644 (0.349)	0.219 (0.172)	0.546 (0.249)
partnership	0.566 (0.675)	0.696 (0.521)	0.777 (0.547)	0.735* (0.091)	0.664 (0.491)	0.344** (0.047)	1.181 (0.550)	0.614 (0.199)	0.644 (0.260)	0.219 (0.122)	0.546 (0.330)
corporate not tax-exempt	0.225 (0.242)	0.397** (0.041)	0.391*** (0.007)	0.806 (0.154)	0.677 (0.429)	0.551 (0.123)	0.891 (0.622)	0.931 (0.804)	1.013 (0.966)	0.304* (0.060)	0.534 (0.264)
corporate tax-exempt	1.883 (0.787)	3.841 (0.479)	0.861 (0.920)	0.243 (0.327)	23.46* (0.059)	1.416 (0.838)	0.417 (0.548)	0.745 (0.840)	1.855 (0.679)	10.030 (0.310)	235.0*** (0.004)
government non-classified (omitted: no security reported)	4.707 (0.180)	0.754 (0.526)	1.600 (0.164)	1.109 (0.292)	2.220*** (0.009)	0.246** (0.033)	0.888 (0.526)	0.939 (0.765)	0.928 (0.731)	2.093 (0.304)	0.228 (0.282)
government confidential	18.31** (0.044)	1.407 (0.694)	0.561 (0.686)	0.747 (0.418)	0.584 (0.708)	0.556 (0.685)	0.416 (0.291)	0.862 (0.787)	0.737 (0.641)	5.130* (0.072)	0.707 (0.815)
government secret	2.186 (0.534)	0.845 (0.755)	2.001* (0.060)	1.133 (0.393)	0.736 (0.719)	0.849 (0.818)	1.112 (0.648)	0.576 (0.127)	0.299*** (0.007)	5.061* (0.087)	4.538** (0.023)
government top secret	0.634 (0.774)	0.676 (0.435)	1.446 (0.346)	0.769** (0.012)	0.161*** (0.009)	0.524 (0.139)	0.597*** (0.000)	0.689** (0.038)	0.268*** (0.000)	1.055 (0.953)	3.547*** (0.008)
Constant	6.17e-05** (0.03260)	0.00130*** (0.00000)	0.000889*** (0.00000)	0.00441*** (0.00000)	0.00654*** (0.00000)	0.0774*** (0.00617)	0.00231*** (0.00000)	0.000194*** (0.00000)	0.00471*** (0.00000)	0.00731** (0.01530)	0.0333*** (0.00696)
Observations	743	2,757	7,333	17,744	6,422	1,680	10,367	17,106	11,795	2,056	2,207



**Table 5: Industry Specific Regression Results**

	524	525	531	532	533	541	551	561	562	611	621
SDB not 8(a)	0.224** (0.020)	1.218 (0.878)	1.036 (0.793)	0.549*** (0.000)	0.898 (0.947)	0.563*** (0.000)	0.398 (0.633)	0.646*** (0.000)	0.621*** (0.000)	0.472*** (0.000)	0.576*** (0.000)
8(a)	1.121 (0.898)	10.280 (0.307)	3.442*** (0.003)	0.831 (0.579)	3.317 (0.752)	2.183*** (0.000)	4.553 (0.467)	2.705*** (0.000)	1.465** (0.023)	2.032*** (0.000)	2.229*** (0.001)
woman-owned	0.307* (0.087)	0.544 (0.696)	0.666** (0.017)	0.876 (0.380)	1.253 (0.894)	0.858*** (0.000)	1.716 (0.742)	0.874*** (0.004)	1.072 (0.458)	0.971 (0.741)	0.771** (0.029)
minority-owned	1.762 (0.338)	0.245 (0.379)	0.344*** (0.000)	1.228 (0.214)	1.226 (0.899)	0.837*** (0.000)	1.174 (0.914)	0.565*** (0.000)	0.646*** (0.000)	0.422*** (0.000)	0.862 (0.279)
hubzone	0.534 (0.672)	5.917 (0.355)	1.152 (0.743)	1.521* (0.086)	2.554 (0.773)	1.163** (0.045)	7.859 (0.310)	1.188* (0.067)	1.196 (0.247)	0.647* (0.090)	1.046 (0.891)
service-disabled veteran	1.952 (0.251)	3.839 (0.296)	0.491* (0.062)	1.064 (0.772)	1.750 (0.751)	0.903** (0.037)	1.814 (0.716)	1.053 (0.417)	0.999 (0.993)	1.246* (0.054)	2.143*** (0.000)
other veteran	0.382 (0.505)	2.213 (0.599)	1.170 (0.485)	0.888 (0.639)	3.893 (0.398)	0.673*** (0.000)	3.244 (0.497)	1.015 (0.848)	1.078 (0.641)	1.203 (0.168)	0.856 (0.446)
log age	0.981 (0.925)	0.783 (0.629)	1.631*** (0.000)	1.011 (0.874)	0.943 (0.930)	1.275*** (0.000)	0.707 (0.524)	1.400*** (0.000)	1.349*** (0.000)	1.299*** (0.000)	1.804*** (0.000)
log employment	1.091 (0.435)	1.306 (0.276)	1.054* (0.061)	1.119*** (0.005)	1.058 (0.917)	1.035*** (0.000)	1.305 (0.305)	1.031** (0.042)	1.005 (0.844)	0.982 (0.525)	0.805*** (0.000)
log receipts	1.075 (0.351)	0.943 (0.569)	1.037* (0.056)	1.030 (0.234)	0.966 (0.812)	1.033*** (0.000)	0.970 (0.824)	0.994 (0.434)	1.034** (0.046)	1.088*** (0.000)	1.084*** (0.000)
sole proprietorship (omitted: "other" orgs)	0.594 (0.260)	0.665 (0.533)	1.148 (0.914)	1.010 (0.835)	0.856 (0.935)	0.889* (0.056)	0.579 (0.822)	0.665*** (0.001)	1.162 (0.700)	0.941 (0.370)	0.627* (0.024)
partnership	0.594 (0.426)	0.665 (0.729)	1.148 (0.515)	1.010 (0.971)	0.856 (0.945)	0.889* (0.093)	0.579 (0.638)	0.665*** (0.000)	1.162 (0.415)	0.941 (0.746)	0.627* (0.057)
corporate not tax-exempt	0.362** (0.040)	0.377 (0.353)	1.224 (0.316)	1.026 (0.910)	0.527 (0.769)	0.989 (0.849)	0.156* (0.095)	0.717*** (0.000)	1.045 (0.783)	0.879 (0.424)	0.787 (0.231)
corporate tax-exempt	38.63** (0.041)	60.040 (0.189)	1.554 (0.772)	0.830 (0.899)	0.000 (0.000)	0.369** (0.016)	4.421 (0.564)	0.270** (0.018)	0.178 (0.228)	1.107 (0.906)	0.274 (0.374)
government non-classified (omitted: no security reported)	1.036 (0.951)	0.714 (0.818)	1.333 (0.193)	1.235 (0.213)	2.440 (0.568)	1.534*** (0.000)	1.428 (0.822)	1.307*** (0.000)	1.209* (0.078)	0.975 (0.824)	1.303* (0.088)
government confidential	0.746 (0.840)	3.918 (0.413)	2.651** (0.020)	1.498 (0.330)	10.880 (0.377)	1.836*** (0.000)	18.380 (0.155)	2.140*** (0.000)	1.507 (0.156)	0.972 (0.931)	1.265 (0.491)
government secret	0.998 (0.998)	2.951 (0.566)	0.856 (0.753)	0.650 (0.328)	1.911 (0.728)	2.412*** (0.000)	1.898 (0.704)	1.503*** (0.000)	0.599** (0.046)	1.064 (0.689)	0.538*** (0.008)
government top secret	0.583 (0.430)	0.927 (0.965)	1.014 (0.972)	0.514* (0.064)	3.484 (0.617)	2.671*** (0.000)	4.191 (0.223)	1.688*** (0.000)	0.466*** (0.002)	0.852 (0.178)	1.287 (0.322)
Constant	0.00504*** (0.00026)	0.14400 (0.39700)	0.000614*** (0.00000)	0.00417*** (0.00000)	0.45600 (0.89000)	0.00356*** (0.00000)	0.04690 (0.15800)	0.00417*** (0.00000)	0.00236*** (0.00000)	0.00162*** (0.00000)	0.00215*** (0.00000)
Observations	3,059	734	22,905	11,520	145	177,409	1,013	84,841	21,813	45,601	25,034

**Table 5: Industry Specific Regression Results**

	622	623	624	711	712	713	721	722	811	812	813
SDB not 8(a)	0.492 (0.133)	0.847 (0.503)	0.481*** (0.000)	0.307*** (0.000)	0.407** (0.015)	0.216*** (0.001)	0.733*** (0.004)	0.708* (0.084)	0.661*** (0.000)	0.527*** (0.000)	0.740 (0.235)
8(a)	3.532** (0.045)	5.168* (0.052)	1.156 (0.724)	1.392 (0.648)	0.572 (0.557)	2.620 (0.247)	0.749 (0.625)	1.523 (0.315)	0.752* (0.086)	0.806 (0.708)	6.709*** (0.000)
woman-owned	1.055 (0.896)	0.904 (0.771)	1.020 (0.840)	0.769 (0.246)	1.076 (0.814)	0.430* (0.071)	0.996 (0.977)	1.821*** (0.001)	0.709*** (0.000)	0.539*** (0.000)	0.803 (0.351)
minority-owned	0.479 (0.150)	0.254*** (0.006)	0.358*** (0.000)	1.178 (0.531)	1.136 (0.767)	1.022 (0.963)	0.842 (0.158)	0.754 (0.180)	0.670*** (0.000)	0.410*** (0.000)	0.663 (0.138)
hubzone	1.391 (0.650)	0.392 (0.536)	0.410* (0.080)	1.392 (0.703)	2.989 (0.225)	0.520 (0.656)	1.361 (0.553)	1.701 (0.193)	1.190 (0.233)	1.773 (0.214)	2.247 (0.159)
service-disabled veteran	2.129* (0.079)	0.152 (0.189)	0.412*** (0.000)	1.411 (0.355)	0.187 (0.242)	0.558 (0.384)	0.550** (0.049)	0.677 (0.300)	0.732*** (0.001)	0.635* (0.078)	0.579 (0.182)
other veteran	1.001 (0.999)	1.172 (0.810)	0.531*** (0.001)	0.995 (0.991)	0.965 (0.958)	2.198** (0.050)	1.158 (0.479)	1.322 (0.411)	0.785*** (0.004)	0.618 (0.157)	1.110 (0.780)
log age	1.214 (0.284)	0.887 (0.174)	2.746*** (0.000)	1.115 (0.354)	1.143 (0.420)	1.095 (0.577)	1.052 (0.248)	1.734*** (0.000)	1.168*** (0.000)	0.800*** (0.001)	1.394*** (0.003)
log employment	0.915 (0.372)	1.133** (0.046)	0.475*** (0.000)	0.957 (0.601)	0.775** (0.028)	1.095 (0.317)	1.086*** (0.003)	1.164*** (0.005)	1.101*** (0.000)	1.022 (0.620)	0.953 (0.441)
log receipts	1.304*** (0.009)	1.062 (0.211)	0.993 (0.604)	0.976 (0.427)	0.980 (0.655)	1.020 (0.719)	0.996 (0.764)	0.973 (0.306)	1.040*** (0.000)	1.076*** (0.003)	0.953* (0.084)
sole proprietorship (omitted: "other" orgs)	0.475 (0.358)	1.059 (0.118)	0.385*** (0.021)	0.545 (0.292)	0.575 (0.203)	0.432* (0.125)	0.954 (0.000)	0.339*** (0.908)	0.786** (0.596)	0.392*** (0.564)	0.251** (0.138)
partnership	0.475 (0.167)	1.059 (0.819)	0.385*** (0.000)	0.545 (0.387)	0.575 (0.445)	0.432* (0.084)	0.954 (0.803)	0.339*** (0.006)	0.786** (0.026)	0.392*** (0.003)	0.251** (0.022)
corporate not tax-exempt	0.411** (0.040)	0.723 (0.194)	0.552*** (0.003)	1.122 (0.842)	0.504 (0.258)	0.366** (0.016)	0.935 (0.709)	0.617 (0.125)	0.762*** (0.002)	0.530** (0.013)	0.534 (0.128)
corporate tax-exempt	0.338 (0.485)	0.934 (0.969)	1.372 (0.831)	14.400 (0.169)	6.257 (0.264)	352.3** (0.015)	2.485 (0.544)	0.843 (0.910)	0.464 (0.361)	4.899 (0.120)	4.039 (0.373)
government non-classified (omitted: no security reported)	1.037 (0.933)	0.967 (0.959)	1.426*** (0.009)	0.978 (0.950)	1.542 (0.324)	1.258 (0.631)	1.480** (0.047)	2.396*** (0.000)	1.043 (0.536)	1.283 (0.314)	1.679* (0.091)
government confidential	3.577 (0.166)	8.559** (0.019)	3.046*** (0.000)	1.159 (0.873)	1.304 (0.854)	2.629 (0.292)	1.266 (0.676)	0.323 (0.430)	1.072 (0.708)	0.865 (0.862)	4.404*** (0.004)
government secret	0.895 (0.874)	5.335* (0.091)	1.466 (0.300)	0.925 (0.909)	0.374 (0.495)	1.156 (0.871)	0.890 (0.860)	0.919 (0.867)	1.101 (0.380)	1.720* (0.066)	1.445 (0.480)
government top secret	0.461 (0.256)	0.944 (0.969)	0.706 (0.457)	0.099 (0.112)	2.080 (0.412)	0.679 (0.678)	1.442 (0.524)	0.390 (0.263)	0.460*** (0.000)	0.535 (0.261)	1.931 (0.108)
Constant	0.000834*** (0.00002)	0.00600*** (0.00000)	0.0413*** (0.00000)	0.0561*** (0.00064)	0.0916** (0.03280)	0.0135*** (0.00005)	0.00818*** (0.00000)	0.000500*** (0.00000)	0.00659*** (0.00000)	0.0390*** (0.00000)	0.0327*** (0.00000)
Observations	2,486	4,935	15,115	7,415	2,708	3,103	12,836	6,470	36,540	10,519	9,000

**Table 6**  
**NAICS Codes Referenced in Table 5**

111 – Crop Production	327 – Nonmetallic Mineral Product Manufacturing	492 – Couriers and Messengers
112 – Animal Production	331 – Primary Metal Manufacturing	493 – Warehousing and Storage
113 – Forestry and Logging	332 – Fabricated Metal Product Manufacturing	511 – Publishing Industries (except Internet)
114 – Fishing, Hunting and Trapping	333 – Machinery Manufacturing	512 – Motion Picture and Sound Recording Industries
115 – Support Activities for Agriculture and Forestry	334 – Computer and Electronic Product Manufacturing	515 – Broadcasting (except Internet)
211 – Oil and Gas Extraction	335 – Electrical Equipment, Appliance and Component Manufacturing	517 – Telecommunications
212 – Mining (except Oil and Gas)	336 – Transportation Equipment Manufacturing	518 – Data Processing, Hosting, and Related Services
213 – Support Activities for Mining	337 – Furniture and Related Product Manufacturing	519 – Other Information Services
221 – Utilities	339 – Miscellaneous Manufacturing	522 – Credit Intermediation and Related Activities
236 – Construction of Buildings	423 – Merchant Wholesalers, Durable Goods	523 – Financial Investments and Related Activities
237 – Heavy and Civil Engineering Construction	424 – Merchant Wholesalers, Nondurable Goods	524 – Insurance Carriers and Related Activities
238 – Specialty Trade Contractors	425 – Wholesale Electronic Markets and Agents and Brokers	525 – Funds, Trusts, and Other Financial Vehicles
311 – Food Manufacturing	441 – Motor Vehicle and Parts Dealers	531 – Real Estate
312 – Beverage and Tobacco Product Manufacturing	442 – Furniture and Home Furnishings Stores	532 – Rental and Leasing Services
313 – Textile Mills	443 – Electronics and Appliance Stores	533 – Lessors of Nonfinancial Intangible Assets
314 – Textile Product Mills	444 – Building Material and Garden Equipment and Supplies Dealers	541 – Professional, Scientific and Technical Services
315 – Apparel Manufacturing	445 – Food and Beverage Stores	551 – Management of Companies and Enterprises
316 – Leather and Allied Product Manufacturing	446 – Health and Personal Care Stores	561 – Administrative and Support Services
321 – Wood Product Manufacturing	447 – Gasoline Stations	562 – Waste Management and Remediation Services
322 – Paper Manufacturing	448 – Clothing and Clothing Accessories Stores	611 – Educational Services
323 – Printing and Related Support Activities	451 – Sporting Good, Hobby, Book and Music Stores	621 – Ambulatory Health Care Services
324 – Petroleum and Coal Products Manufacturing	452 – General Merchandise Stores	622 – Hospitals
325 – Chemical Manufacturing	453 – Miscellaneous Store Retailers	623 – Nursing and Residential Care Facilities
326 – Plastics and Rubber Products Manufacturing	454 – Nonstore Retailers	624 – Social Assistance
327 – Nonmetallic Mineral Product Manufacturing	481 – Air Transportation	711 – Performing Arts, Spectator Sports and Related Industries
331 – Primary Metal Manufacturing	482 – Rail Transportation	712 – Museums, Historical Sites and Similar Institutions
332 – Fabricated Metal Product Manufacturing	483 – Water Transportation	713 – Amusement, Gambling and Recreation Industries
333 – Machinery Manufacturing	484 – Truck Transportation	721 – Accommodation
334 – Computer and Electronic Product Manufacturing	485 – Transit and Ground Passenger Transportation	722 – Food Services and Drinking Places
335 – Electrical Equipment, Appliance and Component Manufacturing	486 – Pipeline Transportation of Natural Gas Industry	811 – Repair and Maintenance
324 – Petroleum and Coal Products Manufacturing	487 – Scenic and Sightseeing Transportation	812 – Personal and Laundry Services
325 – Chemical Manufacturing	488 – Support Activities for Transportation	813 – Religious, Grantmaking, Civic, Professional and Similar Organizations
326 – Plastics and Rubber Products Manufacturing	491 – Postal Service	



**MINORITY BUSINESS  
DEVELOPMENT AGENCY**  
U.S. DEPARTMENT OF COMMERCE