New Census Data Show How Construction Businesses Operate

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This study examines the US Census Bureau's new Annual Survey of Entrepreneurs (ASE). The survey's data allows NAHB to compare construction to other industries, presenting new insights into the general business characteristics and finances of firms in the industry.

Key results include finding that, compared to other industries, construction businesses in the U.S.

- Cater to customers in a single region
- Are somewhat more likely to operate on a seasonal basis
- More often operate out the business owner's home
- Tend to make heavy use of subcontractors
- Are less likely to have company websites

A particularly useful aspect of the ASE is the financial data it collects, much of which is not available in a consistent and comprehensive way from any other source. The ASE financial data show that construction businesses in the U.S.

- Require less start-up capital than other businesses
- Often use personal or family savings as the primary source of start-up capital
- Tend to rely on banks and credit cards if they need additional funding
- Are marginally more effective than other business in raising additional funding
- Earn positive profits about three-fifths of the time
- Are especially susceptible to negative impacts from labor shortages and late- or non-payment by their customers.

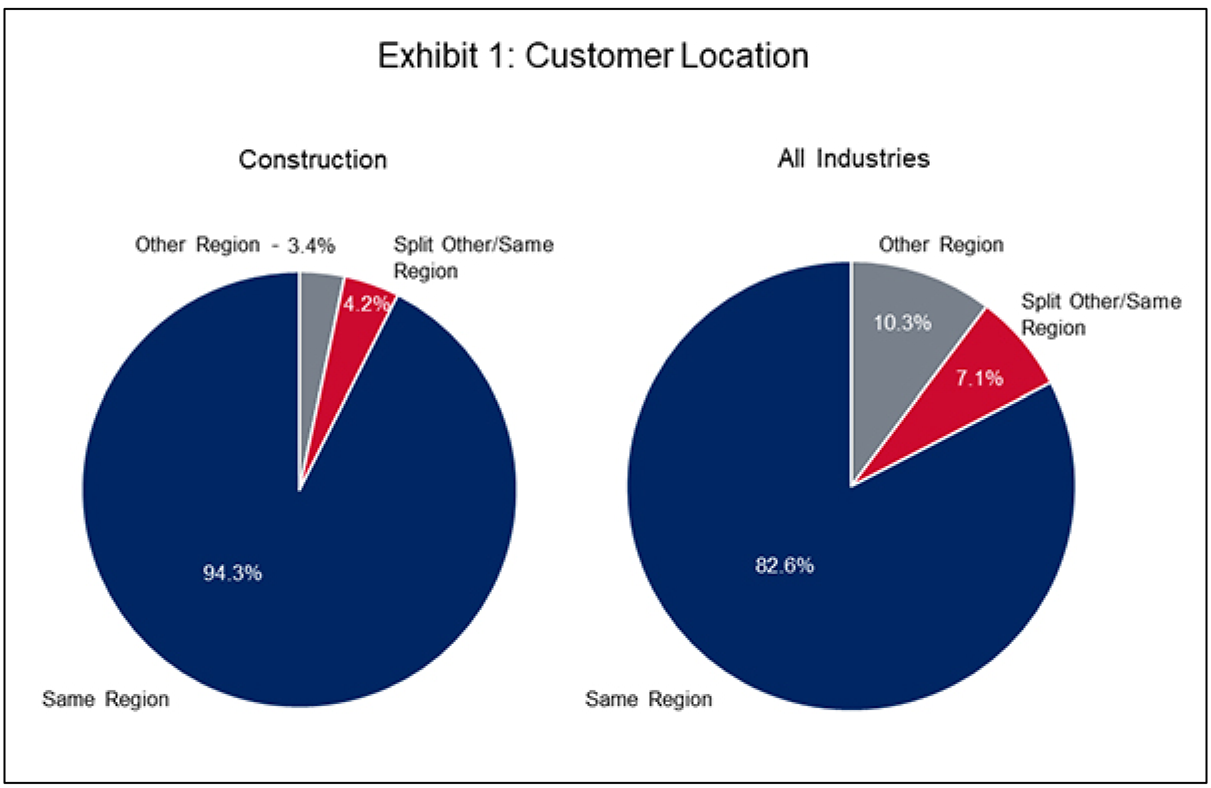
ASE Background

The ASE is the U.S. Census Bureau's first effort to produce yearly estimates on businesses and business owners. Some of these data were available previously in the census' Survey of Business Owners (SBO). However, the SBO is conducted only once every 5 years, with the most recent version occurring in 2012. Data from the ASE, in contrast, should be available every year. Data from the first installment of the ASE (2014) were recently released by the Census Bureau and are the basis of this study.

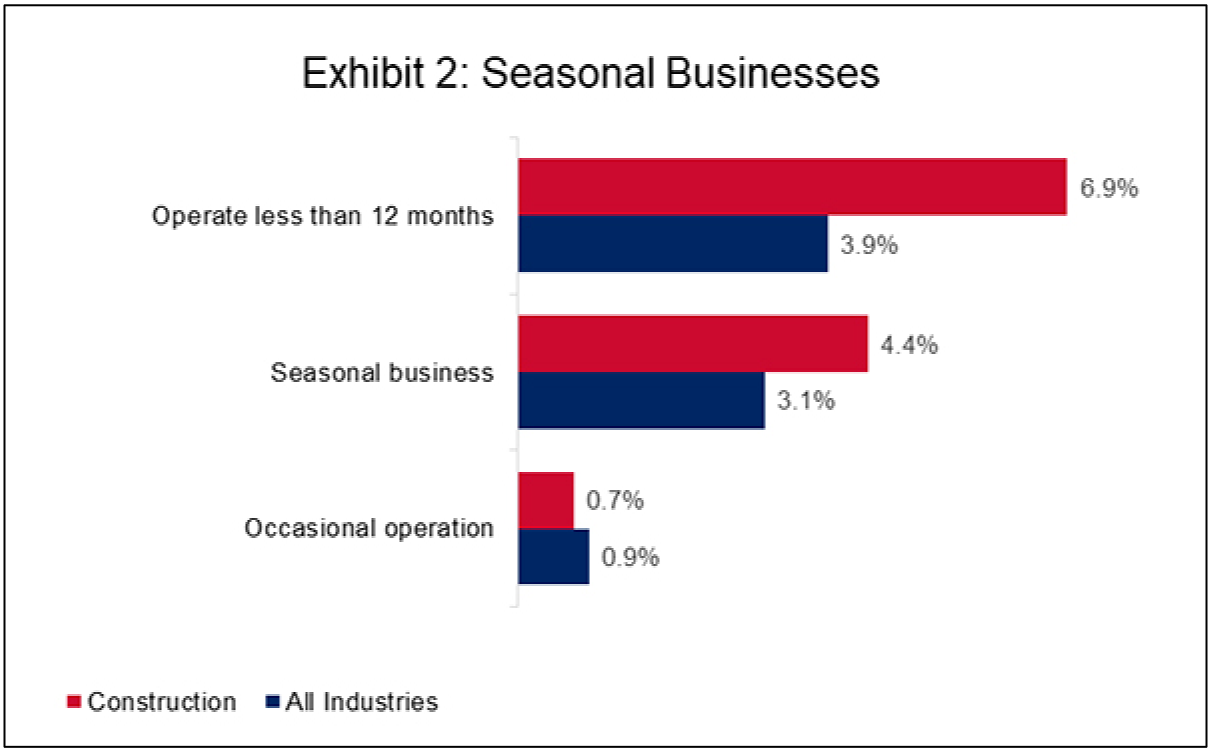
The ASE covers 20 distinct North American Industry Classification System (NAICS) industries. From the standpoint of the home building industry, the ASE's principle drawback is this limited industry detail. While the ASE provides information for the construction sector as a whole, it does not permit separating residential from non-residential construction. Nonetheless, the ASE offers certain advantages. In addition to more timely data, the ASE collects data not available in the SBO or other federal data sources. Some of these new data are potentially quite interesting, especially the data on businesses' finances, such as source and amount of capital used to start the business.

General Characteristics of Construction Businesses

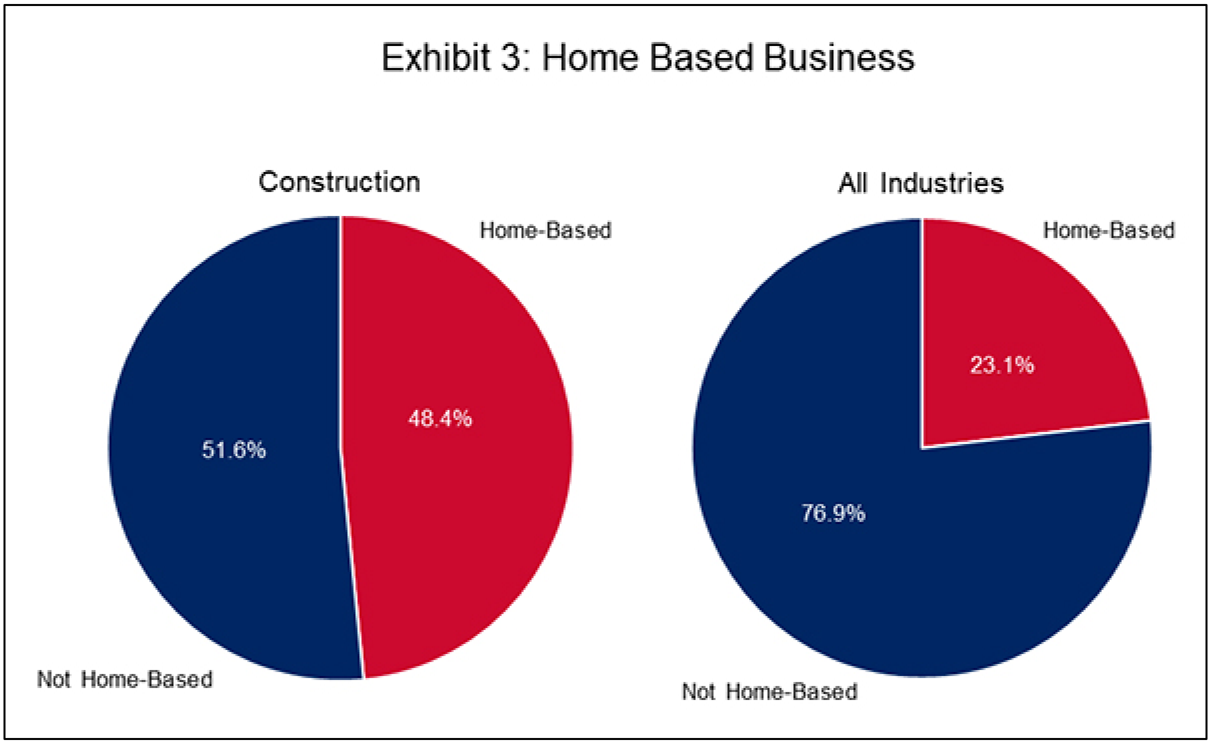
Construction firms tend to serve customers within a single region. As seen in Exhibit 1, 94 percent of construction companies report that three fourths or more of their customers live within the same region as their firms.



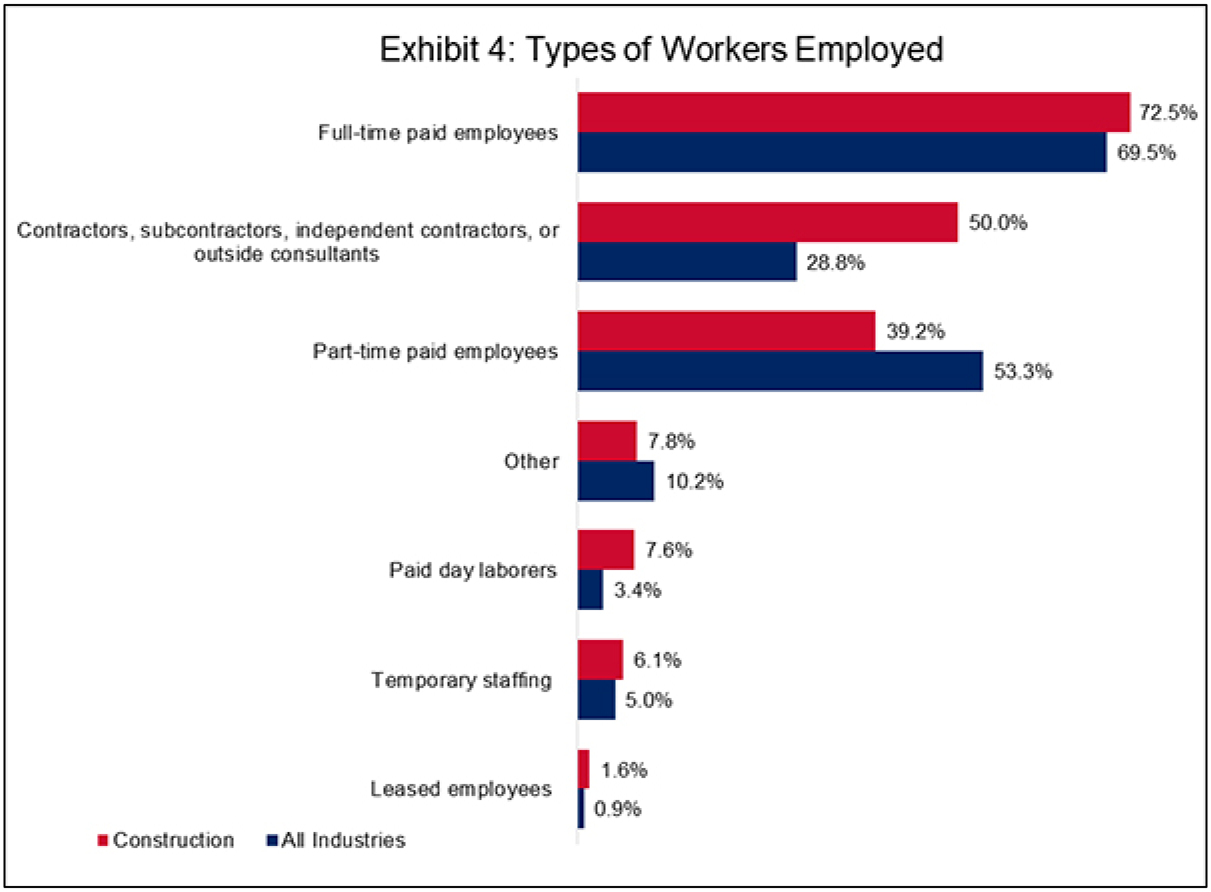
Construction is often characterized as a seasonal business, under the assumption that more construction activity takes place during the warmer weather months. Exhibit 2 confirms this to a certain degree. Compared to an average across all industries, construction companies are almost twice as likely to operate less than 12 months of the year. Additionally, ASE data reveals construction firms are 40 percent more likely to operate on a seasonal basis versus all American firms. Although construction companies report above-average rates of seasonal operation, ultimately the vast majority of construction firms still remain in operation during all twelve months of the year.



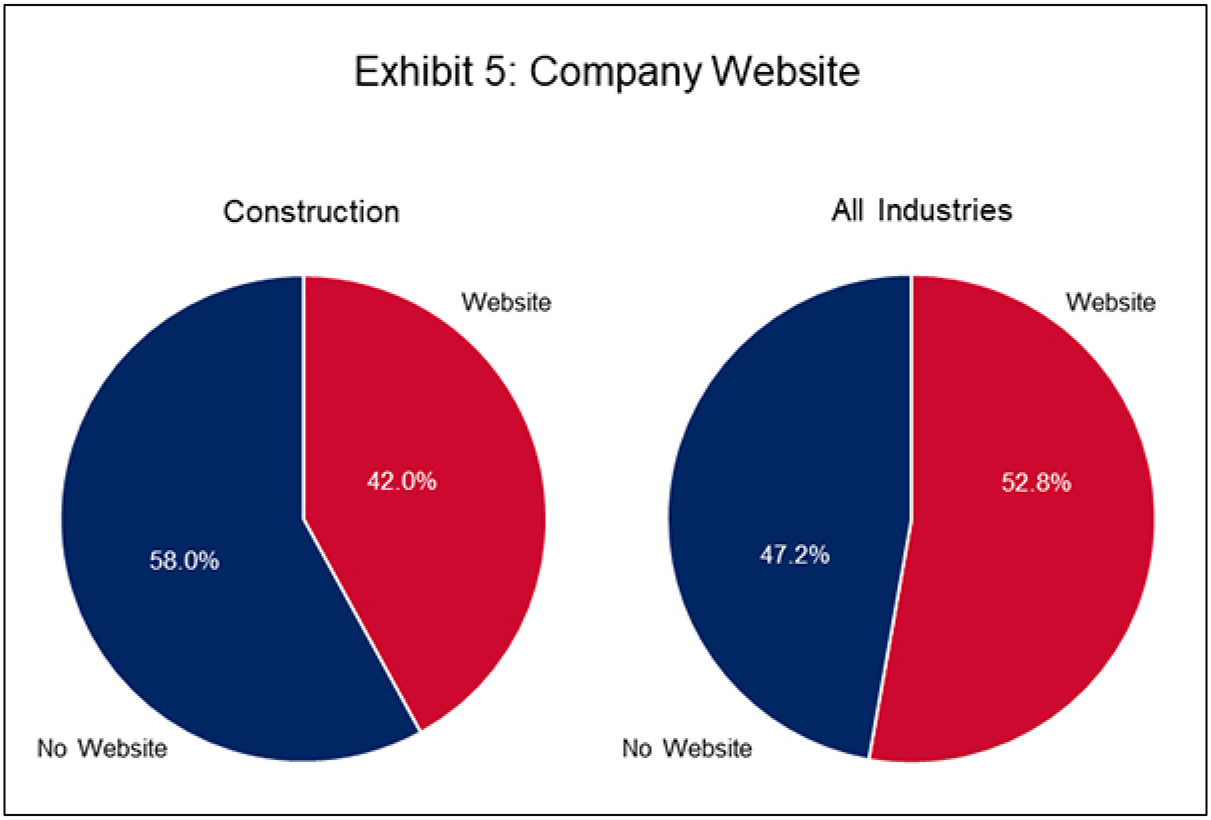
Nearly half of all construction companies are home-based businesses, over double the average for all industries. Just over 23 percent of all American firms are home-based, while more than 48 percent of construction firms are home-based (Exhibit 3). A previous NAHB study (December 2, 2015 Special Study) based on the Census Bureau's 2012 Economic Census was able to break down the construction industry into subsectors in a way that helps explain this phenomenon. As that article shows, over two thirds of all construction establishments are Specialty Trade Contractors, yet of that figure 81 percent are non-employers (one-person businesses with no paid employees). The fact that these small-scale specialty contractors represent over half of all construction firms explains the high proportion of home-based businesses in the construction industry.



The ASE confirms that the construction industry employs subcontractors at significantly higher rates than other industries (Exhibit 4). A wide variety of workers with different areas of expertise are often brought together to finish a construction project. A single project may require carpenters, masons, drywall installers, plumbers, electricians, roofers, etc. In residential construction, as reported in the September 2015 Special Study, 70 percent of single-family home builders use somewhere between 11 and 30 subcontractors to build the average single-family home, with an average of 22 different subcontractors per home. Moreover, NAHB’s 2016 Member Census (May 1, 2017 Special Study) shows that the typical builder has only 6 housing starts per year. This relatively low number helps explain why a substantial share of construction firms may not have enough work to support full-time payroll positions in 22 different construction specialties.

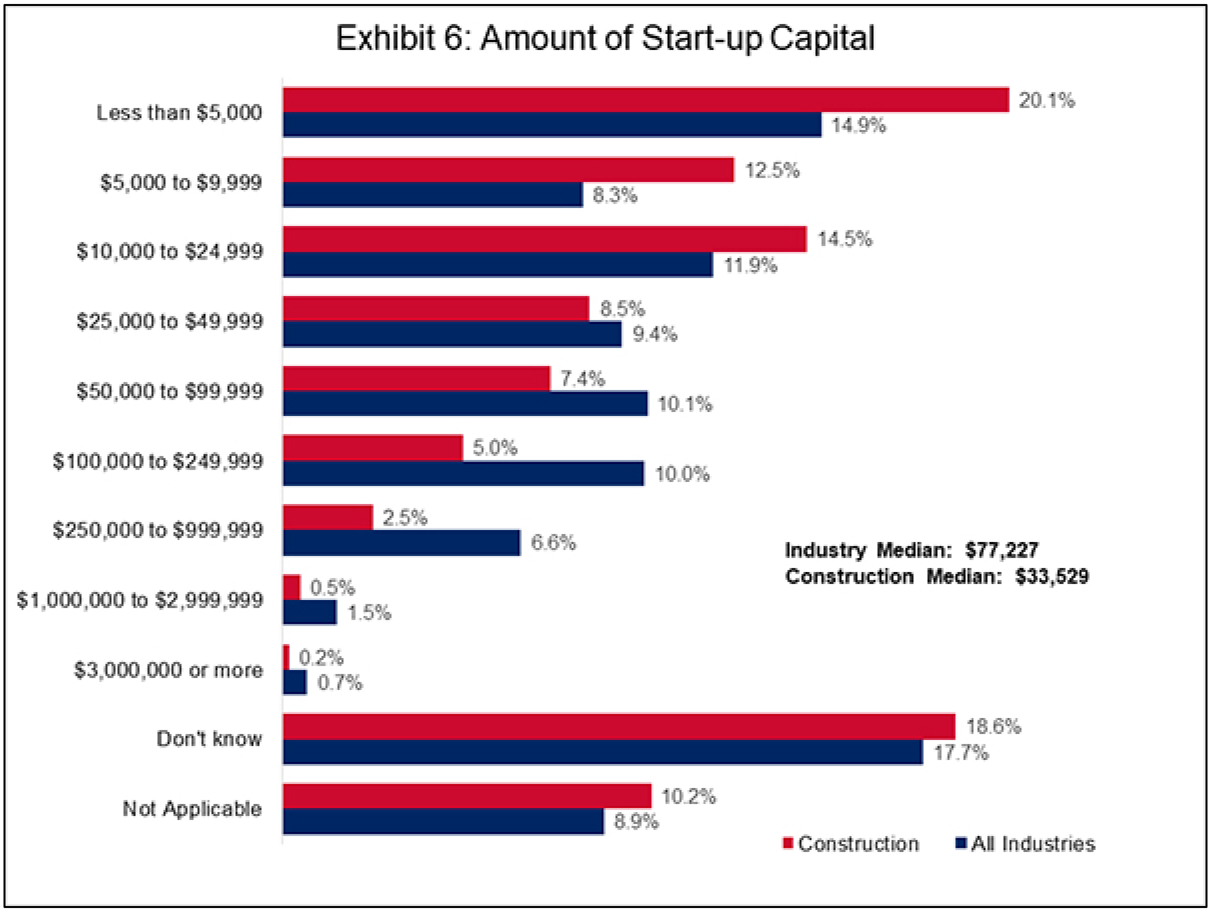


The construction industry lags behind other U.S. industries in website usage. Evident in Exhibit 5, the share of construction businesses with their own websites is over 10 percentage points lower than the average across all industries. The March 2013 NAHB Special Study reported that over 85 percent of both remodelers and single-family builders have web sites, with over two thirds having had one for at least five years. The lower figure for the construction industry as a whole is likely due to specialty trade contractors, who represent a significant portion of the industry. Not only are many of these trade contractors relatively small businesses, as discussed above they are often engaged as subcontractors by other construction firms, and are likely to maintain working relationships with the larger firms, which may reduce the need to maintain websites to market their products and services. It is still possible, however, that smaller construction firms may be overlooking an opportunity to attract additional business via a website.



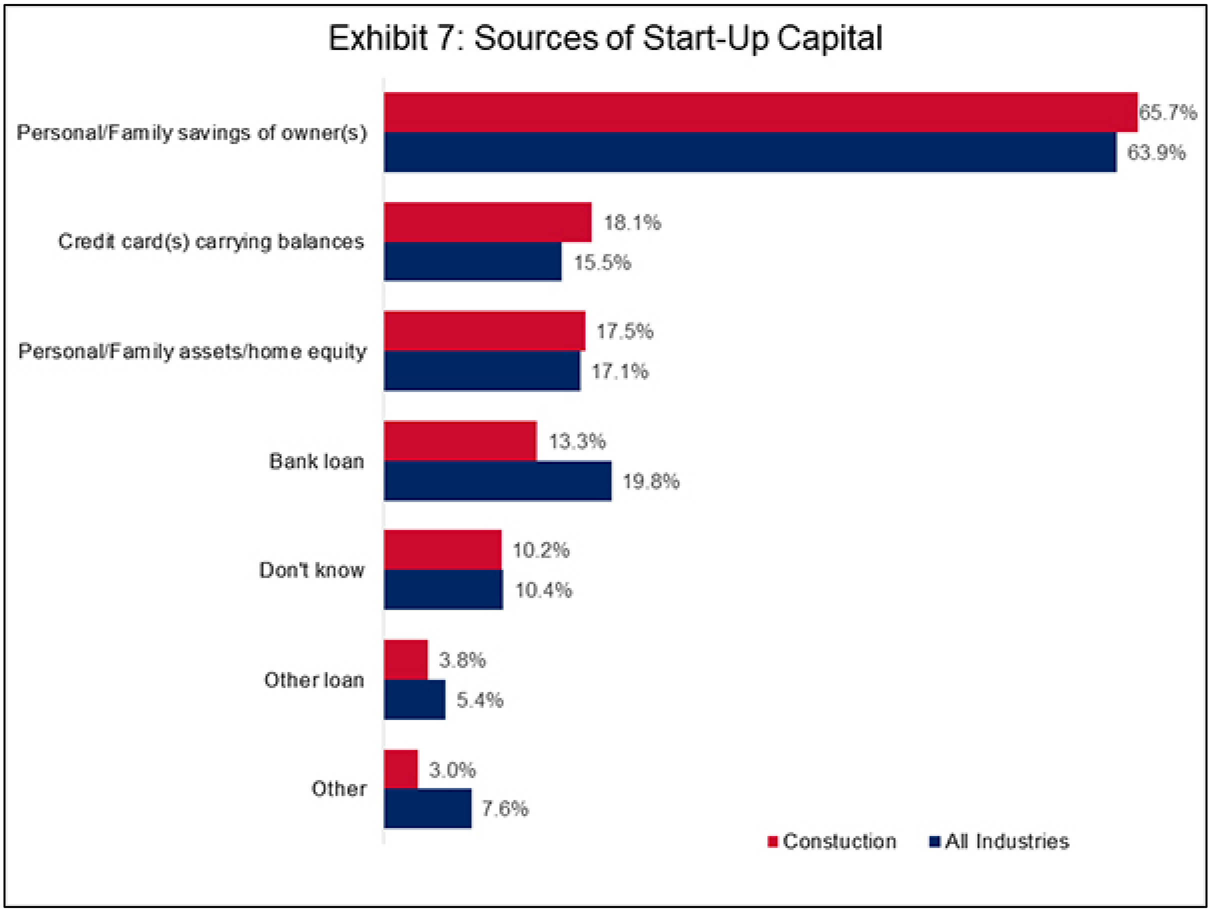
Construction Business Finances

As mentioned previously, a particularly interesting facet of the ASE is the new information it collects about business finances. One of the noteworthy things the 2014 ASE shows is that, compared to businesses in other industries, construction companies require lower amounts of start-up capital. The median amount of capital used to start a construction business is only $33,529, and for many construction businesses it's $25,000 or less. As seen in Exhibit 6, the median amount of start-up capital for all industries is over $40,000 higher than that of the construction industry. As the ranges of start-up capital increase, the percent of construction firms reporting steadily decreases while industry averages are more evenly distributed.

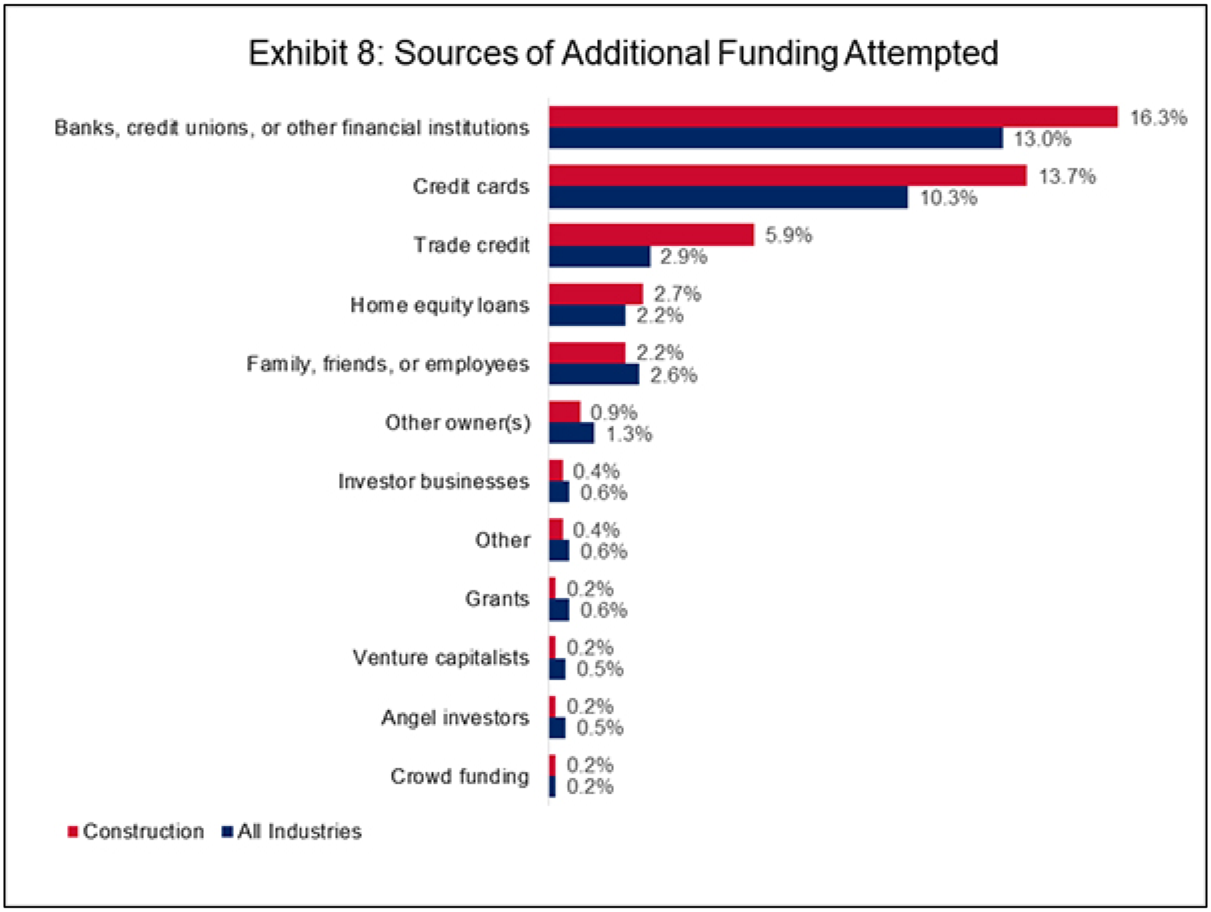


The figure above suggests that the financial barriers to entry into the construction industry are relatively small. However, in the survey for the October 2016 NAHB NAHB/Well Fargo Housing Market Index, two-thirds of single-family builders said that, even if they have access to start-up capital, a shortage of available land was preventing younger people from entering the market and becoming home builders.

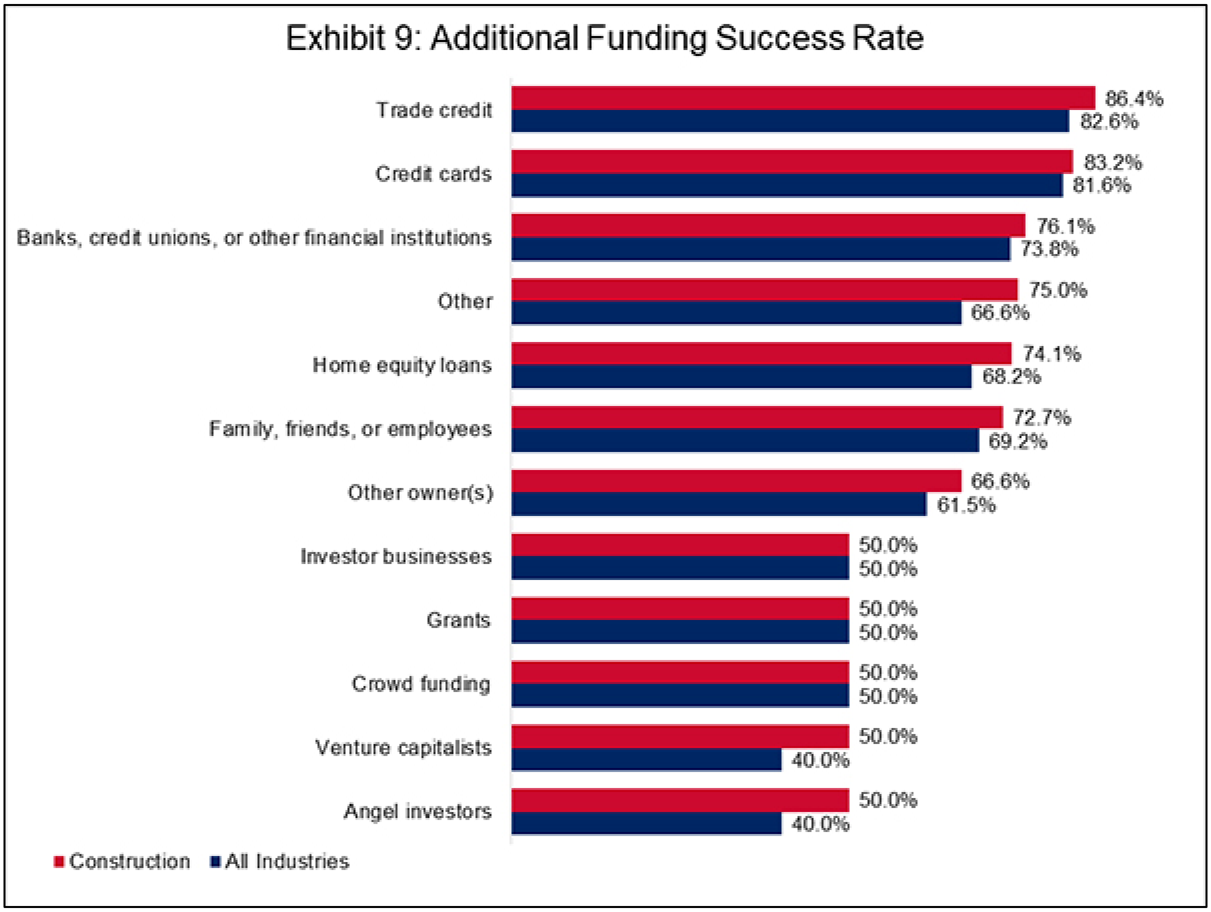
Personal and family savings of the owner(s) are the primary source of start-up capital for construction companies. As seen in Exhibit 7, these savings represent almost two thirds of the sources of start-up capital for both construction firms and other industries. Credit cards and home equity lines are the next most popular within the construction industry. Relative to other industries, construction companies less often acquire bank loans for start-up capital. This represents a possible barrier to entry within the industry. However, the lower levels of start-up capital found in the construction industry could prevent the need for firms to pursue bank loans. Other options, such as family or personal savings, may suffice.



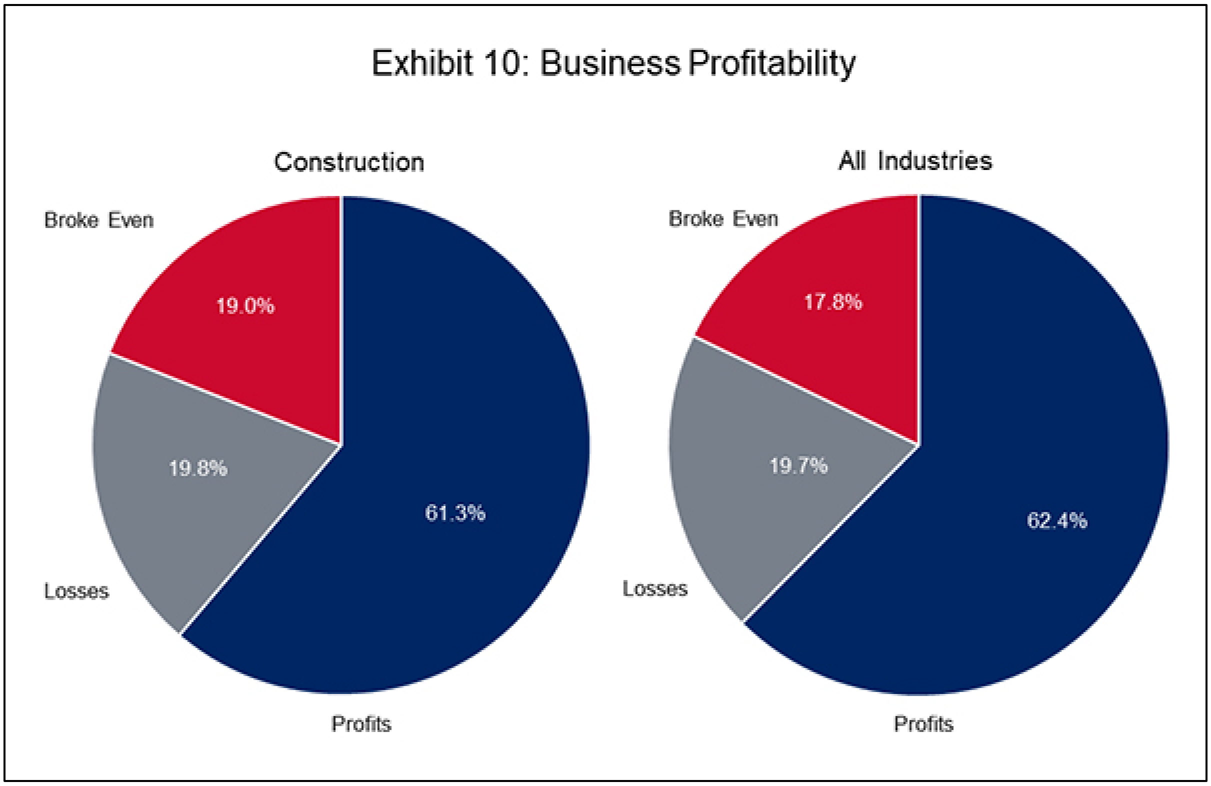
As shown in Exhibit 8, construction companies and other industries occasionally attempt to raise additional funding through a variety of means. Among construction companies, the most popular sources of additional funding are banks and financial institutions, credit cards, and trade credit. Trade credit refers to credit extended by suppliers to a firm, allowing the purchaser to buy now and pay later. Without paying immediately, a consumer is using trade credit when accepting materials, equipment, or other valuables. For homebuilders, these funding sources are often used for buying building materials.



The construction industry's success rates for acquiring additional funding are marginally higher than the average for all industries in the U.S. This positive difference is reflected in every source of supplemental funding measured by the ASE. The three most popular sources shown in Exhibit 8, trade credit, credit cards, and banks and financial institutions experience the highest success rates in both the construction industry and all others. The round numbered success rates in Exhibit 9 are a result of the Census Bureau's measurement methodology.[1]

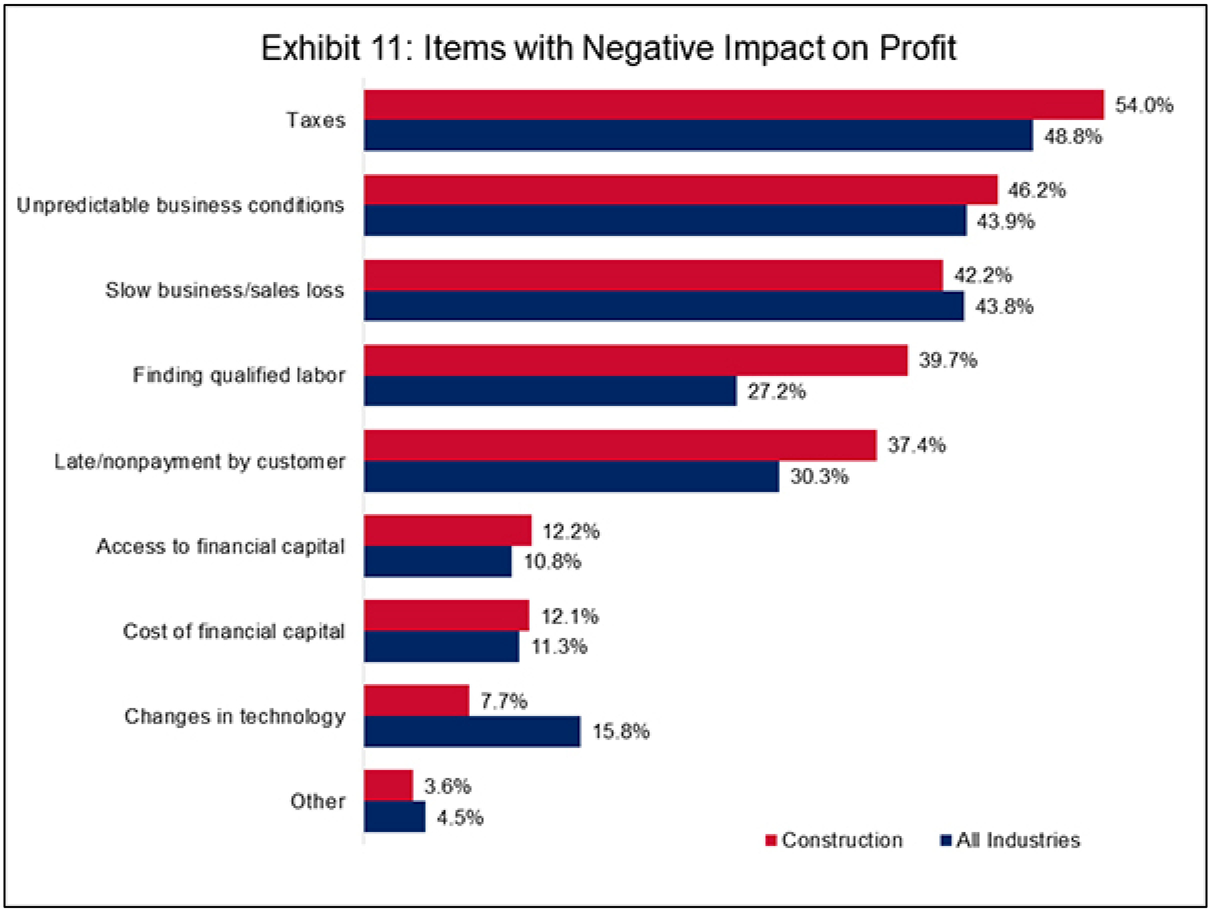


The breakdown of profitability in the construction industry matches the all-industry average fairly closely (Exhibit 10), although construction businesses are slightly more likely to report breaking even (19.0 percent vs. 17.8 percent for all industries) and slightly less likely to report positive profits (61.3 vs. 62.4 percent).



The ASE does not report an actual profit rate for the businesses. According to NAHB's Cost of Doing Business Study, the average net profit before taxes for single-family home builders in 2014 was 6.4 percent of total revenue. According to NAHB's Remodelers Cost of Doing Business Study, the average net profit before taxes for residential remodelers in 2015 was 5.3 percent of total revenue. For both single-family builders and residential remodelers, measuring profit is often difficult due to the prevalence of small businesses in the industry – the distinction between the owner's compensation and the business' profit can be blurry.

As shown in Exhibit 11, the construction industry is experiencing shortages of qualified labor and customer nonpayment at significantly higher rates than industry averages. The ASE data is consistent with other NAHB surveys showing the severity of the labor problem. In January 2017, an Eye on Housing blog post reported that the cost and availability of labor was the most significant problem builder members faced in 2016 and a growing issue since 2011. Notably, changes in technology affect construction firms markedly less than the industry average. These data indicate that, compared to other industries, new technology either plays a lesser role in construction firms' profitability, or perhaps sometimes has a positive impact.



This article describes only some of the data contained in the 2014 Annual Survey of Entrepreneurs. All of the data described in the text along with additional information are available in the following pages.

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[1] The Census Bureau does not provide success rates; they are calculated by NAHB. The calculations are made by comparing the proportion of successes relative to total attempts. These numbers are very small values, often with only a single decimal point or significant digit. The ASE values represent rounded figures; thus, some round numbers result during calculation.

Characteristics of Businesses

Total Firms Reporting = 5,437,782

Total Construction Firms = 638,839

	Construction	All Industries
Number of Owners		
1 person	59.1%	57.3%
2 to 4 people	37.9%	35.7%
5 to 10 people	1.0%	2.1%
11 or more	0.3%	0.9%
owned by parent/estate/trust	1.3%	3.4%
Unknown	0.3%	0.6%
Family Ownership		
Family Owned	31.7%	28.8%
Not Family Owned	68.3%	71.2%
Joint Ownership/Spouse Operation		
Joint Ownership & Equal op.	26.1%	30.6%
Joint Ownership & Male op.	39.4%	30.7%
Joint Ownership & Female op.	3.3%	8.8%
Not Jointly Owned	31.2%	30.0%
Owner's Business Aspirations		
Larger in terms of sales or profits	58.2%	63.5%
Equal focus on sales or profits	26.9%	21.2%
Smaller in terms of sales or profits	3.5%	3.3%
Other	11.4%	12.0%
Franchise/Partial Operation		
All or part operated as franchise	1.9%	5.3%
Did not operate as a franchise	98.1%	94.7%
Source(s) of Start-up Capital		
Personal/Family savings of owner(s)	65.7%	63.9%
Personal/Family assets - not savings of owner(s)	10.6%	9.8%
Personal/Family home equity loan	6.9%	7.3%
Personal credit card(s) carrying balances	11.9%	10.2%
Business credit card(s) carrying balances	6.2%	5.3%
Business loan from Federal/State/Local govt.	0.1%	0.4%
Govt. guaranteed loan from bank/financial inst.	0.6%	1.9%
Business loan from a bank/financial insitution	12.7%	17.9%
Business loan/investment from friends/family	3.7%	5.0%
Investment by Venture Capitalists	0.3%	0.6%
Grants	0.0%	0.3%
Other sources of capital	2.7%	6.7%
Don't know	10.2%	10.4%
None needed	10.2%	8.9%

Characteristics of Businesses

New Funding Relationships Attempted

Other owner(s) (if applicable): Received total amount requested	0.6%	0.8%
Other owner(s) (if applicable): Did not receive total amount requested	0.3%	0.5%
Other owner(s) (if applicable): Did not attempt to establish this new fundir	98.6%	98.2%
Family, friends, or employees: Received total amount requested	1.6%	1.8%
Family, friends, or employees: Did not receive total amount requested	0.6%	0.8%
Family, friends, or employees: Did not attempt to establish this new fundir	97.7%	97.2%
Banks, credit unions, or other financial institutions: Received total amount	12.5%	9.6%
Banks, credit unions, or other financial institutions: Did not receive total ar	3.9%	3.4%
Banks, credit unions, or other financial institutions: Did not attempt to esta	83.7%	86.9%
Home equity loans in name of business owners: Received total amount rec	2.0%	1.5%
Home equity loans in name of business owners: Did not receive total amou	0.7%	0.7%
Home equity loans in name of business owners: Did not attempt to establi:	97.2%	97.6%
Credit cards: Received total amount requested	11.4%	8.4%
Credit cards: Did not receive total amount requested	2.3%	1.9%
Credit cards: Did not attempt to establish this new funding relationship	86.2%	89.5%
Trade credit (for example, buy now, pay later): Received total amount requ	5.1%	2.4%
Trade credit (for example, buy now, pay later): Did not receive total amour	0.8%	0.5%
Trade credit (for example, buy now, pay later): Did not attempt to establisl	94.0%	96.9%
Angel investors: Received total amount requested	0.1%	0.2%
Angel investors: Did not receive total amount requested	0.1%	0.3%
Angel investors: Did not attempt to establish this new funding relationship	99.6%	99.3%
Venture capitalists: Received total amount requested	0.1%	0.2%
Venture capitalists: Did not receive total amount requested	0.1%	0.3%
Venture capitalists: Did not attempt to establish this new funding relations	99.5%	99.3%
Other investor businesses: Received total amount requested	0.2%	0.3%
Other investor businesses: Did not receive total amount requested	0.2%	0.3%
Other investor businesses: Did not attempt to establish this new funding re	98.5%	98.1%
Crowd funding platform: Received total amount requested	0.1%	0.1%
Crowd funding platform: Did not receive total amount requested	0.1%	0.1%
Crowd funding platform: Did not attempt to establish this new funding rela	99.7%	99.5%
Grants: Received total amount requested	0.1%	0.3%
Grants: Did not receive total amount requested	0.1%	0.3%
Grants: Did not attempt to establish this new funding relationship	99.6%	99.2%
Other: Received total amount requested	0.3%	0.4%
Other: Did not receive total amount requested	0.1%	0.2%
Other: Did not attempt to establish this new funding relationship	59.8%	61.2%

Characteristics of Businesses

Reasons to Avoid Additional Funding		
Responded No to "Did this business need any additional financing and the	89.3%	90.4%
Did not think business would be approved by lender	5.2%	4.6%
Did not want to accrue debt	6.9%	6.1%
Decided the financing costs would be too high	3.2%	2.8%
Preferred to reinvest the business profits instead	1.5%	1.4%
Felt the loan search/application process would be too time consuming	1.6%	1.5%
Decided the additional financing was no longer needed	0.7%	0.5%
Decided to wait until funding conditions improved	1.6%	1.4%
Decided to wait until the company hit milestones to be in stronger positior	1.4%	1.3%
Other reason for not applying for additional financing	0.6%	0.6%
Business Profitability		
Business had profits	61.3%	62.4%
Business had losses	19.8%	19.7%
Business broke even	1.9%	17.8%
Negative Impacts upon Profitability		
Negative impact from access to financial capital	12.2%	10.8%
No negative impact from access to financial capital	87.8%	89.1%
Negative impact from cost of financial capital	12.1%	11.3%
No negative impact from cost of financial capital	87.8%	88.5%
Negative impact from finding qualified labor	39.7%	27.2%
No negative impact from finding qualified labor	60.2%	72.7%
Negative impact from taxes	54.0%	48.8%
No negative impact from taxes	45.9%	51.0%
Negative impact from slow business or lost sales	42.2%	43.8%
No negative impact from slow business or lost sales	57.7%	56.0%
Negative impact from late or nonpayment from customers	37.4%	30.3%
No negative impact from late or nonpayment from customers	62.4%	69.5%
Negative impact from unpredictability of business conditions	46.2%	43.9%
No negative impact from unpredictability of business conditions	53.7%	56.0%
Negative impact from changes or updates in technology	7.7%	15.8%
No negative impact from changes or updates in technology	92.1%	84.1%
Negative impact from other	3.6%	4.5%
No negative impact from other	44.8%	45.7%
Types of Customers		
Federal government	3.5%	3.7%
State and local government, including school districts, transportation auth	11.5%	7.7%
Other businesses and/or organizations, including distributors of your produ	44.9%	41.3%
Individuals	71.1%	70.2%

Characteristics of Businesses

Locations of Customers/Clients		
Less than 25% same region as business	3.4%	10.3%
25% to 49% same region as business	0.8%	2.4%
50% to 74% same region as business	1.6%	4.7%
75% or more same region as business	94.3%	82.6%
Less than 25% outside of the region but within U.S.	95.1%	84.1%
25% to 49% outside of the region but within U.S.	1.4%	4.2%
50% to 74% outside of the region but within U.S.	1.4%	4.3%
75% or more outside of the region but within U.S.	2.1%	7.3%
Less than 25% outside the U.S.	99.7%	97.7%
25% to 49% outside the U.S.	0.1%	1.0%
50% to 74% outside the U.S.	0.1%	0.6%
75% or more outside the U.S.	0.1%	0.8%

Language(s) used in Transactions		
English	99.2%	99.2%
African language(s)	0.1%	0.2%
Arabic	0.1%	0.6%
Chinese	0.2%	2.1%
French	0.9%	0.9%
French Creole	0.0%	0.2%
German	0.9%	0.6%
Hindi/Urdu	0.9%	0.6%
Italian	0.2%	0.6%
Japanese	0.2%	0.6%
Korean	0.1%	1.0%
Polish	0.8%	0.4%
Portuguese	0.9%	0.6%
Russian	0.1%	0.7%
Spanish	15.7%	14.8%
Tagalog	0.1%	0.3%
Vietnamese	0.1%	0.8%
Other	0.1%	1.2%

Types of Workers Employed		
Full-time paid employees	72.5%	69.5%
Part-time paid employees	39.2%	53.3%
Paid day laborers	7.6%	3.4%
Temporary staffing obtained from a temporary help service	6.1%	5.0%
Leased employees from leasing service or professional employer organizat	1.6%	0.9%
Contractors, subcontractors, independent contractors, or outside consulta	50.0%	28.8%
None of the above	7.8%	10.2%

Characteristics of Businesses

Employer-Paid Benefits Offered	32.8%	36.5%
Health insurance	18.5%	22.3%
Contributions to retirement plans, including 401(k), Keogh, etc.	4.3%	6.3%
Profit sharing and/or stock options	44.2%	47.4%
Paid holidays, vacation, and/or sick leave	3.9%	4.7%
Tuition assistance and/or reimbursement	43.9%	40.0%
None of the above		
Company Had a Website		
Business had a website	42.0%	52.8%
Business did not have a website	58.0%	47.2%
Home-Based Business		
Operated primarily from someone's home	48.4%	23.1%
Did not operate primarily from someone's home	51.6%	76.9%
Type(s) of Intellectual Property		
Owned a copyright	0.9%	4.0%
Owned a trademark	2.1%	6.4%
Owned a patent (granted)	0.3%	1.3%
Owned a patent (pending)	0.2%	0.9%
Owned none of the above	97.1%	91.1%
Seasonal or Part-Time Business Status		
Operated less than 40 hours per week on average	13.6%	13.1%
Operated less than 12 months	6.9%	3.9%
Seasonal business	4.4%	3.1%
Operated occasionally	0.7%	0.9%
None of the above	79.0%	81.9%
Year Established		
Before 1980	12.4%	12.3%
1980 to 1989	14.0%	12.2%
1990 to 1990	20.6%	18.1%
2000 to 2007	24.5%	23.1%
2008 to 2012	14.0%	17.0%
2013	2.1%	3.0%
2014	0.3%	0.4%
Don't Know	12.1%	13.9%
Median	2000.98	2002.56

Characteristics of Businesses

Source and Amount of Funding		
$0 from owner	45.7%	45.3%
$1 to $4,999 from owner(s)	6.6%	6.1%
$5,000 to $9,999 from owner(s)	6.3%	5.4%
$10,000 to $24,999 from owner(s)	14.8%	12.6%
$25,000 to $49,999 from owner(s)	6.2%	5.9%
$50,000 to $99,999 from owner(s)	6.9%	7.1%
$100,000 to $249,999 from owner(s)	5.5%	6.9%
$250,000 or more from owner(s)	8.1%	10.7%
$0 from friends/family/employees	89.3%	87.5%
$1 to $4,999 from friends/family/employees	2.4%	2.4%
$5,000 to $9,999 from friends/family/employees	1.6%	1.5%
$10,000 to $24,999 from friends/family/employees	2.7%	2.9%
$25,000 to $49,999 from friends/family/employees	1.0%	1.3%
$50,000 to $99,999 from friends/family/employees	1.1%	1.4%
$100,000 to $249,999 from friends/family/employees	0.7%	1.2%
$250,000 or more from friends/family/employees	1.2%	1.8%
$0 from banks or financial institutions	60.1%	65.4%
$1 to $4,999 from banks or financial institutions	1.8%	2.0%
$5,000 to $9,999 from banks or financial institutions	2.9%	2.5%
$10,000 to $24,999 from banks or financial institutions	7.9%	6.6%
$25,000 to $49,999 from banks or financial institutions	5.5%	4.4%
$50,000 to $99,999 from banks or financial institutions	6.6%	5.0%
$100,000 to $249,999 from banks or financial institutions	6.0%	5.0%
$250,000 or more from banks or financial institutions	9.2%	8.9%
$0 from government grants	99.6%	97.9%
$1 to $4,999 from government grants	0.2%	0.1%
$5,000 to $9,999 from government grants	0.0%	0.0%
$10,000 to $24,999 from government grants	0.0%	0.1%
$25,000 to $49,999 from government grants	0.0%	0.1%
$50,000 to $99,999 from government grants	0.0%	0.1%
$100,000 to $249,999 from government grants	0.0%	0.1%
$250,000 or more from government grants	0.1%	1.5%
$0 from outside investors	98.6%	97.8%
$1 to $4,999 from outside investors	0.5%	0.7%
$5,000 to $9,999 from outside investors	0.5%	0.1%
$10,000 to $24,999 from outside investors	0.2%	0.3%
$25,000 to $49,999 from outside investors	0.1%	0.1%
$50,000 to $99,999 from outside investors	0.2%	0.2%
$100,000 to $249,999 from outside investors	0.2%	0.2%
$250,000 or more from outside investors	0.3%	0.5%

Characteristics of Businesses

E-Commerce as % of Total Sales		
No e-commerce sales	96.2%	88.3%
Less than 1%	0.5%	1.8%
1% to 4%	0.7%	2.0%
5% to 9%	0.5%	1.4%
10% to 19%	0.6%	1.5%
20% to 49%	0.5%	1.6%
50% to 99%	0.4%	1.8%
100%	0.1%	0.7%
Don't know	0.5%	0.9%
Amount of Start-up Capital		
less than $5,000	20.1%	14.9%
$5,000 to $9,999	12.5%	8.3%
$10,000 to $24,999	14.5%	11.9%
$25,000 to $49,999	8.5%	9.4%
$50,000 to $99,999	7.4%	10.1%
$100,000 to $249,999	5.0%	10.0%
$250,000 to $999,999	2.5%	6.6%
$1,000,000 to $2,999,999	0.5%	1.5%
$3,000,000 or more	0.2%	0.7%
Don't know	18.6%	17.7%
Not Applicable	10.2%	8.9%
Median	$33,529	$77,227

Characteristics of Business Owners

	Construction	All Industries
Education Level		
Less than high school	5.3%	3.4%
High School/GED	32.0%	19.2%
Technical/Trade school	12.5%	5.8%
Some college, no degree	19.6%	15.0%
Associate's Degree	6.3%	5.6%
Bachelor's Degree	19.8%	28.5%
Master's/Doctorate/Professional	4.3%	22.4%
Reason for Ownership (high importance)		
Want to be own boss	53.3%	52.7%
Flexible Hours	41.2%	42.1%
Balance Work and Family	48.4%	46.2%
Greater Income	54.8%	53.1%
Best Avenue for Ideas	45.9%	47.0%
Couldn't find a job	7.4%	6.7%
Work for self	26.8%	26.2%
Start own business	41.3%	39.3%
Friend/family role model	25.2%	24.5%
Born Citizen		
Born Citizen	91.8%	84.2%
Not a Born Citizen	8.2%	15.8%
Year Acquired Ownership		
Before 1980	5.7%	5.0%
1980 to 1989	12.2%	10.6%
1990 to 1999	20.3%	18.6%
2000 to 2007	26.6%	25.9%
2008 to 2012	16.5%	20.6%
2013	3.1%	4.4%
2014	1.2%	1.5%
Median	2004	2005
How Acquired Ownership		
Founded/Started	79.3%	70.4%
Purchased	10.8%	21.0%
Inherited	4.0%	3.9%
Transfer/Gift	7.9%	7.0%

Characteristics of Business Owners

Hours/week Worked		
None	5.9%	9.0%
Less than 20 hours	12.6%	15.2%
20 to 39 hours	11.9%	14.3%
40 hours	16.8%	15.2%
41 to 59 hours	32.7%	28.1%
60 or more hours	20.1%	18.1%
Median	43	41

Age of Owner		
Under 25	0.5%	0.5%
25 to 34	5.9%	5.5%
35 to 44	18.4%	17.1%
45 to 54	31.1%	29.0%
55 to 64	31.2%	30.2%
65 or over	12.9%	17.7%
Median	53	54

US Company Statistics

	Construction		All Industries		
		Average # of Employees		Average # of Employees	Average Revenue ($1,000)
		8.5		21.2	6,075
Gender					
Female	8.5%	8.6	19.4%	8.1	1,250
Male	77.4%	7.7	61.3%	12.0	2,639
Equal	13.1%	5.5	14.2%	8.7	1,280
Not Classifiable (residual)	1.0%	121.5	5.0%	220.5	80,622
Ethnicity					
Hispanic	6.3%	6.2	5.5%	8.2	1,123
Equally Hispanic/Non-Hispanic	0.8%	5.7	0.8%	8.4	1,140
Non-Hispanic	91.9%	7.6	88.7%	10.9	2,223
Not Classifiable (residual)	1.0%	121.5	5.0%	220.5	80,622
Race					
White	93.6%	7.6	81.7%	11.1	2,313
Black or African American	1.3%	5.8	2.0%	9.3	915
American Indian or Alaskan Nativ	0.8%	6.6	0.5%	7.8	1,211
Asian	2.0%	4.5	9.3%	7.5	1,189
Pacific Islander or Hawaiian	0.0%	7.4	0.1%	7.6	1,209
Some other race	1.8%	5.9	1.5%	7.8	1,011
Not Classifiable (residual)	1.0%	121.5	5.0%	220.5	80,622