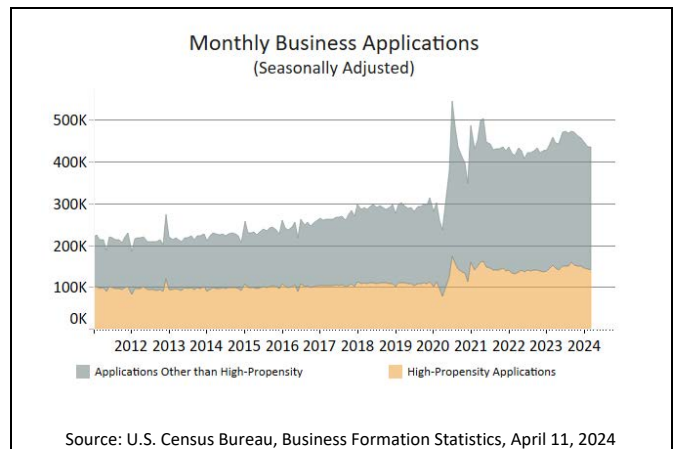


BUSINESS FORMATION STATISTICS, MARCH 2024

Release Number: CB24-61

April 11, 2024 — The U.S. Census Bureau announced the following seasonally adjusted business application and formation statistics for March 2024. The Business Application Series describe the business applications for tax IDs as indicated by applications for an Employer Identification Number (EIN) through filings of the IRS Form SS-4. The Business Formation Series describe employer business formations as indicated by the first instance of payroll tax liabilities for the corresponding business applications.

BUSINESS APPLICATIONS		
U.S. Business Applications:	MAR 2024	MAR 2024 / FEB 2024
Total	435,629	Z°
High-Propensity	140,583	-1.2%°
With Planned Wages	46,220	0.7%°
From Corporations	47,448	-1.0%°
Next release: May 09, 2024		
(*) Statistical significance is not applicable or not measurable.		
Data adjusted for seasonality.		
Source: U.S. Census Bureau, Business Formation Statistics, April 11, 2024		



Business Applications - At a Glance

		US	Northeast	Midwest	South	West
Total	MAR 2024	435,629	64,355	73,434	195,341	102,499
	MAR 2024 / FEB 2024	Z	Z	+3.1%	-2.9%	+3.9%
High-Propensity	MAR 2024	140,583	23,426	22,568	59,799	34,790
	MAR 2024 / FEB 2024	-1.2%	-0.7%	-1.8%	-2.1%	+0.5%
With Planned Wages	MAR 2024	46,220	6,470	8,312	19,615	11,823
	MAR 2024 / FEB 2024	+0.7%	-1.5%	+0.7%	-1.0%	+5.1%
From Corporations	MAR 2024	47,448	10,792	5,915	16,300	14,441
	MAR 2024 / FEB 2024	-1.0%	Z	-1.2%	-2.5%	Z

Details may not equal totals due to rounding. Regions defined by Census Bureau Geography Program. Statistical significance is not applicable or not measurable. Data adjusted for seasonality. **Green** Percentage changes are greater than zero (+). **Red** Percentage changes are less than zero (-). **Z** = absolute value < 0.05.

Business Applications

Business Applications for March 2024, adjusted for seasonal variation, were 435,629, virtually unchanged from February 2024.

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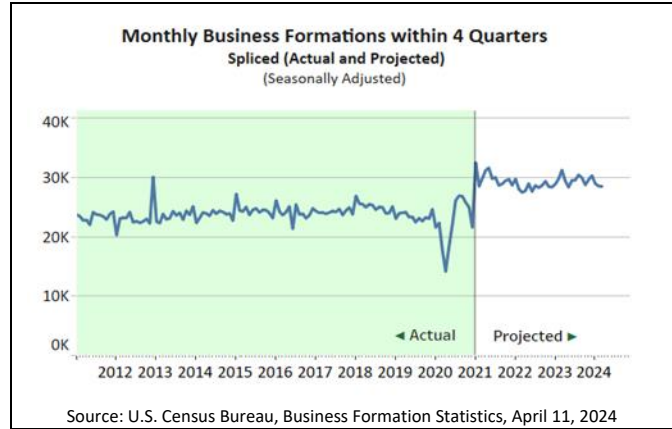
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BUSINESS FORMATIONS		
U.S. Total Projected Business Formations:	MAR 2024	MAR 2024 / FEB 2024
Within 4 Quarters	28,492	-0.2%°
Within 8 Quarters	38,340	-0.8%°
Next release: May 09, 2024		
(*) Statistical significance is not applicable or not measurable.		
Spliced - Data adjusted for seasonality.		
Source: U.S. Census Bureau, Business Formation Statistics, April 11, 2024		



Projected Business Formations - At a Glance

		 US	 Northeast	 Midwest	 South	 West
Within 4 Quarters	MAR 2024	28,492	4,576	4,618	11,194	8,104
	MAR 2024 / FEB 2024	-0.2%	-2.0%	-0.1%	-0.4%	+1.3%
Within 8 Quarters	MAR 2024	38,340	6,239	6,182	15,163	10,756
	MAR 2024 / FEB 2024	-0.8%	-1.6%	-0.2%	-2.4%	+1.5%

Details may not equal totals due to rounding. Regions defined by Census Bureau Geography Program. Statistical significance is not applicable or not measurable. Data adjusted for seasonality. **Green** Percentage changes are greater than zero (+). **Red** Percentage changes are less than zero (-). Z = absolute value < 0.05.

Business Formations

Projected Business Formations (within 4 quarters) for March 2024, adjusted for seasonal variation, were 28,492, a decrease of 0.2 percent compared to February 2024. The projected business formations are forward looking, providing an estimate of the number of new business startups that will appear from the cohort of business applications in a given month. It does not provide an estimate of the total number of business startups that appeared within a specific month. In other words, the Census Bureau is projecting that 28,492 new business startups with payroll tax liabilities will form within 4 quarters of application from all the business applications filed during March 2024. The 0.2 percent decrease indicates that for March 2024 there will be 0.2 percent fewer businesses projected to form within 4 quarters of application, compared to the analogous projections for February 2024.

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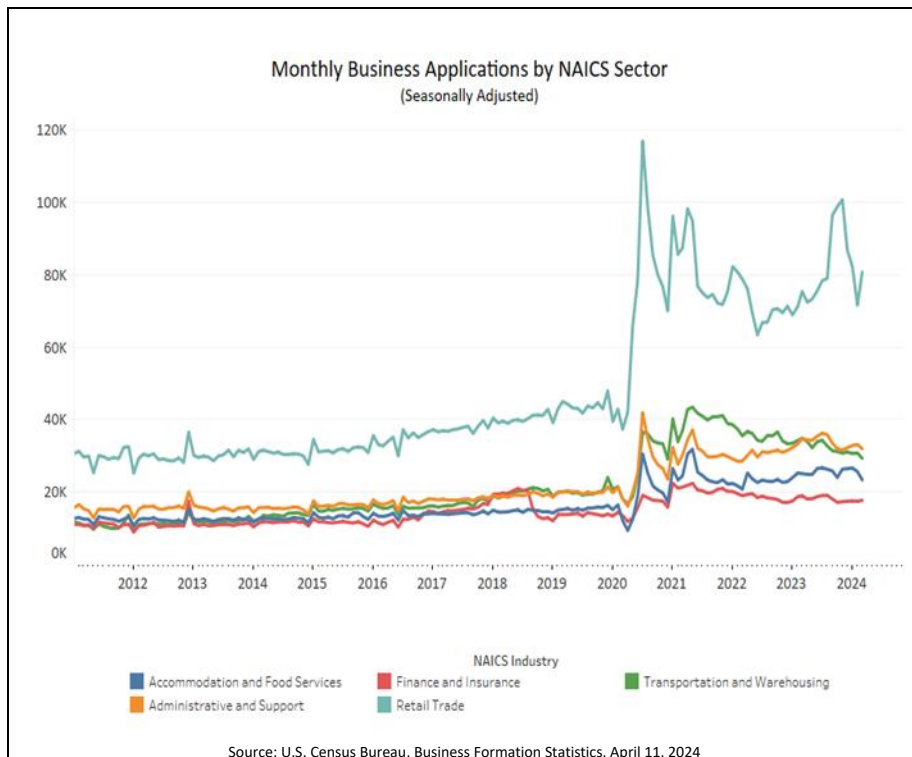
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Statistics on actual business formations are available up to the latest quarter for which administrative data identifies employer business startup activity based on first payroll observation, currently the fourth quarter of 2021. Given the forward-looking nature of business formations, the Census Bureau can only state actual business formations within 4 quarters up to December 2020, and business formations within 8 quarters up to December 2019. Projected business formations within 4 quarters start in January 2021 and projected business formations within 8 quarters start in January 2020 and both end in March 2024. The most recent quarter for which administrative data on payroll is available is updated annually in the twelfth month based on new data on actual business formations.

For more information, see the explanatory notes later in this release or visit <https://www.census.gov/econ/bfs/technicaldocumentation/methodology.html>.



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Business Applications by Industry - At a Glance



US

11: Agriculture	MAR 2024 MAR 2024 / FEB 2024	5,630 -34.9%
21: Mining	MAR 2024 MAR 2024 / FEB 2024	522 +5.0%
22: Utilities	MAR 2024 MAR 2024 / FEB 2024	803 +24.1%
23: Construction	MAR 2024 MAR 2024 / FEB 2024	41,988 -2.7%
31-33: Manufacturing	MAR 2024 MAR 2024 / FEB 2024	5,971 -8.1%
42: Wholesale Trade	MAR 2024 MAR 2024 / FEB 2024	9,383 -2.5%
44-45: Retail Trade	MAR 2024 MAR 2024 / FEB 2024	80,792 +12.8%
48-49: Transportation and Warehousing	MAR 2024 MAR 2024 / FEB 2024	29,336 -4.7%
51: Information	MAR 2024 MAR 2024 / FEB 2024	7,869 +1.9%
52: Finance and Insurance	MAR 2024 MAR 2024 / FEB 2024	17,748 +1.7%
53: Real Estate	MAR 2024 MAR 2024 / FEB 2024	21,745 -0.7%
54: Professional Services	MAR 2024 MAR 2024 / FEB 2024	58,104 +2.3%
55: Management of Companies	MAR 2024 MAR 2024 / FEB 2024	4,862 +11.6%
56: Administrative and Support	MAR 2024 MAR 2024 / FEB 2024	31,978 -3.5%
61: Educational Services	MAR 2024 MAR 2024 / FEB 2024	6,420 -1.4%
62: Health Care and Social Assistance	MAR 2024 MAR 2024 / FEB 2024	27,661 +0.3%
71: Arts and Entertainment	MAR 2024 MAR 2024 / FEB 2024	12,582 -1.4%
72: Accommodation and Food Services	MAR 2024 MAR 2024 / FEB 2024	23,399 -8.8%
81: Other Services	MAR 2024 MAR 2024 / FEB 2024	36,519 -2.7%
Unclassified	MAR 2024 MAR 2024 / FEB 2024	12,317 -2.2%

Details may not equal totals due to rounding. Statistical significance is not applicable or not measurable. Data adjusted for seasonality, except for Utilities (22).

Green Percentage changes are greater than zero (+). Red Percentage changes are less than zero (-). Z = absolute value < 0.05.

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Business Applications by Industry

The Census Bureau classifies BFS data by industry using the North American Industry Classification System (NAICS). NAICS codes are assigned using a variety of sources. A Census Bureau-developed automated industry-coding program first attempts to assign NAICS codes to all new EIN applications received from the IRS. The automated industry-coding program is based on established patterns in the business name and descriptions provided on the EIN applications. This auto-coding process assigned NAICS codes to over 80% of all incoming EIN applications in 2020. For applications that did not receive a NAICS code during the auto-coding process, BFS staff use a Census-developed machine learning algorithm to assign NAICS codes where possible. NAICS codes are revised each year for the previous five years as part of the BFS annual update process when more accurate and detailed NAICS codes may be available from the Social Security Administration, the Bureau of Labor Statistics, and the Census Bureau's Business Register. There are a small number of EIN applications where there is not enough information available to assign a NAICS code through any source.

For more information on the Census Bureau automated industry-coding program, please visit https://www.census.gov/econ/bfs/pdf/naics_improvement.pdf. For more information on the machine learning algorithm, please visit <https://www.census.gov/econ/bfs/pdf/beacon.pdf>.

GENERAL INFORMATION

On May 13, 2019, the IRS implemented a change in Form SS-4 requiring a social security number (SSN) or an individual taxpayer identification number (ITIN) for the responsible party indicated in the EIN application. The change will prevent entities using their existing EINs to apply for additional EINs. For more information on the requirement change, please visit <https://www.irs.gov/newsroom/irs-revises-ein-application-process-seeks-to-enhance-security>. The form field that the change applies to is not one that the Census Bureau receives and it is not used in the analysis. As a result, we cannot necessarily draw any conclusions on the impact of this change on BFS.

Release Schedule

The April 2024 Business Formation Statistics Report is scheduled for release on May 09, 2024. View the full schedule in the Economic Briefing Room: <https://www.census.gov/economic-indicators/>. Further information on BFS, including additional series and the full time span of the series listed above, can be found at <https://www.census.gov/econ/bfs>.

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EXPLANATORY NOTES

Business Formation Statistics (BFS) are a standard data product of the U.S. Census Bureau developed in research collaboration with economists affiliated with Board of Governors of the Federal Reserve System, Federal Reserve Bank of Atlanta, University of Maryland, and University of Notre Dame.

Business Formation Statistics (BFS) provide timely and high-frequency data on business applications and employer business formations. BFS measure business initiation activity (Business Application Series) as indicated by applications for an Employer Identification Number (EIN) on the IRS Form SS-4. BFS also provide information on actual and projected employer business formations (Business Formation Series) that originate from these applications, based on the record of first payroll tax liability for an EIN. In addition, BFS contain measures of delay in business starts as indicated by the average duration between the application for an EIN and the transition to an employer business.

BFS currently cover the period starting from July 2004 onwards at a monthly frequency. The data are available nationally, regionally, and by individual states.

Business Application Series

These series describe the business applications for tax IDs as indicated by applications for an Employer Identification Number (EIN) through filings of IRS Form SS-4. Business applications are presented in four different series reflecting different subsets of the applications for an EIN. All business applications series cover the period from July 2004 onwards.

- **Business Applications (BA):** The core business applications series that correspond to a subset of all applications for an EIN. This series includes all applications for an EIN, except for applications for tax liens, estates, and trusts, applications outside of the 50 states and the District of Columbia or those with no state-county geocodes, applications with certain NAICS codes in sector 11 (agriculture, forestry, fishing and hunting) or 92 (public administration) that have low transition rates, and applications in certain industries (i.e. private households, certain financial services, civic and social organizations).
- **High-Propensity Business Applications (HBA):** Business Applications (BA) that have a high-propensity of turning into businesses with payroll. The identification of high-propensity applications is based on the characteristics of applications revealed on the IRS Form SS-4 that are associated with a high rate of business formation. High-propensity applications include applications: (a) from a corporate entity, (b) that indicate they are hiring employees, (c) that provide a first wages-paid date (planned wages); or (d) that have a NAICS industry code in

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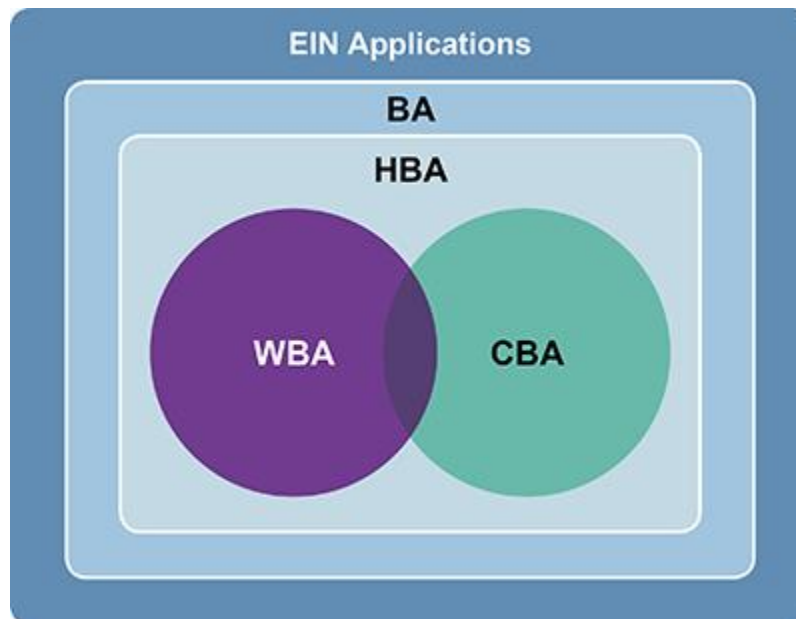


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accommodation and food services (72) or in portions of construction (237, 238), manufacturing (312, 321, 322, 332), retail (44, 452), professional, scientific, and technical services (5411, 5413), educational services (6111), and health care (621, 623).

- **Business Applications with Planned Wages (WBA):** High-Propensity Business Applications (HBA) that indicate a first wages-paid date on the IRS Form SS-4. The indication of a wages-paid date is associated with a high likelihood of transitioning into a business with payroll.
- **Business Applications from Corporations (CBA):** High-Propensity Business Applications (HBA) from a corporation or personal service corporation, based on the legal form of organization stated in the IRS Form SS-4. Similar to the WBA series, this series is important primarily because it consists of a set of applications that have a high rate of transitioning into businesses with payroll.

The following is a graphical representation (Venn diagram) of the relationship between the four business applications series (BA, HBA, WBA, CBA) and EIN applications. This graph does not represent the actual relative sizes of different groups.



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Business Formation Series

These series describe employer business formations as indicated by the first instance of payroll tax liabilities for the corresponding business applications. The business formation series are forward-looking in the sense that they measure new business formations from the month of business application in any given quarter. Two series are provided: the first describes transitions within the next four quarters (12 months), and the second within the next eight quarters (24 months). Payroll information is only available on a quarterly basis so it is only possible to look ahead in terms of quarters. All business formation series start in July 2004, the earliest month for which the data on business applications are available.

- **Business Formations within 4 Quarters (BF4Q):** This series provides the number of employer businesses that originate from Business Applications (BA) within four quarters from the month of application. By definition, the end-point of this series is determined by the most recent quarter for which the administrative data identifies employer business startup activity based on first payroll observation.
- **Projected Business Formations within 4 Quarters (PBF4Q):** The projected number of employer businesses that originate from Business Applications (BA) within four quarters from the month of application. The projections are based on an econometric model that generates estimates of the likelihood that a business application turns into an employer business. For the details of the model, see the working paper <https://www.census.gov/library/working-papers/2018/adrm/bfs_FEB2018.html>. The projected business formation series cover the period for which the actual number of business formations within 4 quarters is not yet available. Combining the projected series with the actual business formations (the BF4Q series) results in an up-to-date, forward-looking business formation series.
- **Spliced Business Formations within 4 Quarters (SBF4Q):** This series combines (splices) BF4Q and PBF4Q to provide the entire time series for the actual and projected business formations within 4 quarters.
- **Business Formations within 8 Quarters (BF8Q):** The number of employer businesses that originate from Business Applications (BA) within eight quarters from the month of application, similar to the BF4Q series. Again, the end-point of this series is determined by the most recent quarter for which the administrative data identifies employer business startup activity based on first payroll observation.
- **Projected Business Formations within 8 Quarters (PBF8Q):** The projected number of employer

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businesses that originate from Business Applications (BA) within eight quarters from the month of application, similar to the PBF4Q series. The projected business formation series cover the period for which the actual business formations within 8 quarters are not yet available.

- **Spliced Business Formations within 8 Quarters (SBF8Q):** This series combines (splices) BF8Q and PBF8Q to provide the entire time series for the actual and projected business formations within 8 quarters.
- **Average Duration (in Quarters) from Business Application to Formation within 4 Quarters (DUR4Q):** A measure of delay between business application and formation, measured as the average duration (in quarters) between the quarter in which the month of business application falls and the quarter of business formation, conditional on business formation within four quarters. These series span the same period as BF4Q.
- **Average Duration (in Quarters) from Business Application to Formation within 8 Quarters (DUR8Q):** A measure of delay between business application and formation, similar to the DUR4Q series. The difference is that the window for business formation is eight quarters, rather than four. The series span the same period as BF8Q.

Description of Seasonal Adjustment

Because of strong seasonality detected in most of the business application and formation series, all series are provided with and without seasonal adjustment. In the case of the duration series (DUR4Q and DUR8Q), seasonality is not significant in general. Therefore, no seasonally adjusted duration series are provided. All data, with the exception of the industry data, is seasonally adjusted at the state level and summed to create seasonally adjusted United States total and regional data. Industry data, except for Utilities (22), is seasonally adjusted at the national level to create adjusted United States total data. Seasonal adjustment is performed using the X-13ARIMA-SEATS seasonal adjustment program of the US Census Bureau. Users can implement their own seasonal adjustment methods using the unadjusted data.

Reliability of Estimates

The statistics presented in this release are based on administrative data and therefore are not subject to sampling error. There is also projection error associated with the projected business formation series. The statistics may also be subject to non-sampling error. Non-sampling error occurs because accurate information cannot always be obtained. There are many potential contributors to nonsampling error – misreporting, mistakes in recording and coding responses, misinterpretation of questions, and other errors

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of collection, response, coverage, or processing. Though nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

Notes

Technical documentation for these statistics and specific recommendations for interpreting these statistics are described on the product's webpage <<https://www.census.gov/econ/bfs>>.

The Census Bureau has reviewed this data product to ensure appropriate access, use, and disclosure avoidance protection of the confidential source data (Project No. P-7515311, Disclosure Review Board (DRB) approval number: CBDRB-FY24-0150).

RESOURCES

API

The Census Bureau's application programming interface lets developers create custom apps to reach new users and makes key demographic, socio-economic and housing statistics more accessible than ever before.

<<https://www.census.gov/data/developers.html>>

FRED Mobile App



Receive the latest updates on the nation's key economic indicators by downloading the FRED App <<https://fred.stlouisfed.org/fred-mobile/>> for both Apple and Android devices. FRED, the signature database of the Federal Reserve Bank of St. Louis, now incorporates the Census Bureau's 13 economic indicators.

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