

Table VI-7  
Costs as a Percentage of Revenues and Profits for all Affected Small Entities\*  
(Based on Average Compliance Costs)

| SIC | Industry                               | Revenues<br>(\$1,000) | SBA<br>Entities | Average<br>Revenues<br>(\$1,000) | Profit<br>Rate | Average<br>Profits | Affected<br>Entities | Average<br>Compliance<br>Costs to Affected<br>Entities | Compliance<br>Costs<br>as a % of<br>Revenues | Compliance<br>Costs<br>as a % of<br>Profits |
|-----|--|-----------------------|-----------------|----------------------------------|----------------|--------------------|----------------------|--|--|---|
| 58  | Eating and drinking places             | \$128,561,814         | 355,297         | \$361.8                          | 3.00%          | \$10,850           | 0                    | NA   | NA   | NA  |
| 59  | Miscellaneous retail                   | \$119,265,615         | 258,538         | \$461.3                          | 2.49%          | \$11,479           | 488                  | \$0.00   | 0.00%  | 0.00%                                       |
| 60  | Depository institutions                | \$15,538,559          | 14,378          | \$1,080.7                        | 10.80%         | \$116,718          | 186                  | \$0.00   | 0.00%  | 0.00%                                       |
| 61  | Nondepository institutions             | \$13,454,697          | 21,262          | \$632.8                          | 15.05%         | \$95,230           | 117                  | \$0.00   | 0.00%  | 0.00%                                       |
| 62  | Security and commodity brokers         | \$19,644,662          | 27,262          | \$720.6                          | 13.32%         | \$95,949           | 157                  | \$0.00   | 0.00%  | 0.00%                                       |
| 63  | Insurance carriers                     | \$5,850,805           | 4,967           | \$1,177.9                        | 6.82%          | \$80,375           | 73                   | \$0.00   | 0.00%  | 0.00%                                       |
| 64  | Insurance agents, brokers, and service | \$47,083,678          | 119,907         | \$392.7                          | 6.83%          | \$26,800           | 616                  | \$0.00   | 0.00%  | 0.00%                                       |
| 65  | Real estate                            | \$142,479,284         | 230,304         | \$618.7                          | 13.31%         | \$82,340           | 1,139                | \$0.00   | 0.00%  | 0.00%                                       |
| 67  | Holding and other investment offices   | \$35,174,755          | 21,022          | \$1,673.2                        | 24.01%         | \$401,733          | 116                  | \$0.00   | 0.00%  | 0.00%                                       |
| 70  | Hotels and other lodging places        | \$24,876,889          | 47,698          | \$521.5                          | 6.96%          | \$36,302           | 1,070                | \$1.00   | 0.00%  | 0.00%                                       |
| 72  | Personal services                      | \$36,957,629          | 176,477         | \$209.4                          | 5.86%          | \$12,262           | 7,222                | \$0.35   | 0.00%  | 0.00%                                       |
| 73  | Business services                      | \$188,061,601         | 337,126         | \$557.8                          | 4.79%          | \$26,703           | 9,637                | \$0.98   | 0.00%  | 0.00%                                       |
| 75  | Auto repair, services, and parking     | \$66,003,052          | 167,057         | \$395.1                          | 4.39%          | \$17,356           | 22,771               | \$1.16   | 0.00%  | 0.01%                                       |
| 76  | Miscellaneous repair services          | \$25,861,556          | 63,328          | \$408.4                          | 5.44%          | \$22,198           | 2,756                | \$7.17   | 0.00%  | 0.03%                                       |
| 78  | Motion pictures                        | \$13,026,870          | 29,959          | \$434.8                          | 5.14%          | \$22,341           | 9                    | \$0.00   | 0.00%  | 0.00%                                       |
| 79  | Amusement and recreation services      | \$47,922,810          | 90,742          | \$528.1                          | 4.28%          | \$22,604           | 1,231                | \$0.00   | 0.00%  | 0.00%                                       |
| 80  | Health services                        | \$243,370,668         | 413,561         | \$588.5                          | 6.17%          | \$36,312           | 11,837               | \$0.21   | 0.00%  | 0.00%                                       |
| 81  | Legal services                         | \$54,265,197          | 156,877         | \$345.9                          | 17.50%         | \$60,532           | 47                   | \$0.00   | 0.00%  | 0.00%                                       |
| 82  | Educational services                   | \$25,677,552          | 40,592          | \$632.6                          | 8.14%          | \$51,504           | 398                  | \$0.00   | 0.00%  | 0.00%                                       |
| 83  | Social services                        | \$50,553,841          | 117,544         | \$430.1                          | 4.44%          | \$19,088           | 3,960                | \$0.22   | 0.00%  | 0.00%                                       |
| 84  | Museums, botanical, zoological gardens | \$2,928,264           | 4,912           | \$596.1                          | 21.45%         | \$127,873          | 186                  | \$0.00   | 0.00%  | 0.00%                                       |
| 86  | Membership organizations               | \$78,452,141          | 242,081         | \$324.1                          | 7.21%          | \$23,371           | 429                  | \$0.00   | 0.00%  | 0.00%                                       |
| 87  | Engineering and management services    | \$151,671,072         | 271,169         | \$559.3                          | 6.39%          | \$35,745           | 8,091                | \$3.20   | 0.00%  | 0.01%                                       |
| 89  | Services, n.e.c.                       | \$8,169,059           | 16,395          | \$498.3                          | 6.80%          | \$33,882           | 4                    | \$0.00   | 0.00%  | 0.00%                                       |
|     | State and local governments            | \$101,000,000         | 17,289          | \$5,841.9                        | NA             | NA                 | 509                  | \$24.07  | 0.00%  | NA  |
|     | Totals                                 | \$5,200,213,260       | 5,383,168       | \$966.0                          | 4.68%          | \$45,203           | 191,389              | \$7.53   | 0.00%  | 0.02%                                       |

\* "Small entity" as defined by the Small Business Administration (Ex. 6-6).  
Source: OSHA Office of Regulatory Analysis. See full PEA (Ex. 6-1).