

TABLE X-12  
ANNUAL COST AS A PERCENT OF SALES AND PROFITS FOR FIRMS WITH 11-19 EMPLOYEES  
UNDER WORST CASE SCENARIOS

SIC	Industry	Average Cost per Firm	Average Sales per Firm	Cost as a Percent of Sales	Average Profit per Firm	Cost as a Percent of Profits
07	Agricultural Services	\$ 25.15	\$621,820	0.0040%	\$37,309	0.067%
08	Forestry	\$ 25.71	\$1,393,764	0.0018%	\$43,207	0.060%
09	Fishing, Hunting, & Trapping	\$ 27.04	\$1,038,708	0.0026%	\$51,935	0.052%
13	Oil and Gas Extraction	\$ 27.34	\$2,868,080	0.0010%	\$146,272	0.019%
15	Gen Contractors & Op Builders	\$ 25.41	\$2,580,143	0.0010%	\$67,084	0.038%
16	Heavy Constr., except Building	\$ 25.50	\$2,090,243	0.0012%	\$79,429	0.032%
17	Special Trade Contractors	\$ 25.23	\$1,131,469	0.0022%	\$42,996	0.059%
20	Food and Kindred Pdts	\$ 26.18	\$2,531,479	0.0010%	\$50,630	0.052%
22	Textile Mill Products	\$ 27.09	\$1,515,715	0.0018%	\$39,409	0.069%
23	Apparel & Textile Pdts	\$ 27.34	\$938,592	0.0029%	\$23,465	0.117%
24	Lumber and Wood Pdts	\$ 25.94	\$1,422,378	0.0018%	\$51,206	0.051%
25	Furniture and Fixtures	\$ 26.30	\$1,115,791	0.0024%	\$34,590	0.076%
26	Paper and Allied Pdts	\$ 26.95	\$1,936,363	0.0014%	\$73,582	0.037%
27	Printing and Publishing	\$ 27.33	\$1,172,319	0.0023%	\$48,065	0.057%
28	Chemicals & Allied Pdts	\$ 27.73	\$4,032,271	0.0007%	\$169,355	0.016%
29	Petroleum & Coal Pdts	\$ 28.84	\$6,336,307	0.0005%	\$196,426	0.015%
30	Rubber & Misc Plastics Pdts	\$ 26.50	\$1,679,865	0.0016%	\$60,475	0.044%
32	Stone, Clay, & Glass Pdts	\$ 26.50	\$1,681,495	0.0016%	\$82,393	0.032%
33	Primary Metal Industries	\$ 25.94	\$1,814,577	0.0014%	\$85,285	0.030%
34	Fabricated Metal Pdts	\$ 26.05	\$1,444,760	0.0018%	\$62,125	0.042%
35	Industrial Machinery & Equ't	\$ 26.51	\$1,279,056	0.0021%	\$52,441	0.051%

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36	Electronic & Electrical Equ't	\$ 27.24	\$1,603,741	0.0017%	\$80,187	0.034%
37	Transportation Equipment	\$ 25.65	\$1,568,481	0.0016%	\$62,739	0.041%
38	Instruments & Related Pdt's	\$ 27.70	\$1,691,768	0.0016%	\$93,047	0.030%
39	Misc. Mfg Industries	\$ 26.89	\$1,297,254	0.0021%	\$42,809	0.063%
41	Local Passenger. Transit	\$ 26.11	\$483,512	0.0054%	\$28,527	0.092%
42	Trucking & Warehousing	\$ 26.29	\$1,289,953	0.0020%	\$46,438	0.057%
44	Water Transportation	\$ 27.15	\$1,849,451	0.0015%	\$92,473	0.029%
47	Transportation Sys	\$ 30.57	\$932,566	0.0033%	\$29,842	0.102%
48	Communication	\$ 27.69	\$1,590,405	0.0017%	\$106,557	0.026%
49	Electric, Gas, & Sanitary Sys	\$ 28.00	\$2,984,573	0.0009%	\$268,612	0.010%
50	Wholesale Trade - Durables	\$ 28.01	\$5,528,464	0.0005%	\$132,683	0.021%
51	Wholesale Trade - Nondurables	\$ 27.69	\$8,321,447	0.0003%	\$149,786	0.018%
521	Lumber & Other Bldg Mat'ls	\$ 26.94	\$2,603,069	0.0010%	\$49,458	0.054%
523	Paint, Glass & Wallpaper Stores	\$ 31.14	\$1,722,688	0.0018%	\$15,504	0.201%
526	Retail Nurseries & Gdn Stores	\$ 26.58	\$1,314,022	0.0020%	\$28,908	0.092%
527	Mobile Home Dealers	\$ 28.70	\$3,627,901	0.0008%	\$105,209	0.027%
53	General Merchandise Stores	\$ 27.76	\$1,322,364	0.0021%	\$31,737	0.087%
541	Grocery Stores	\$ 27.50	\$1,415,207	0.0019%	\$16,982	0.162%
543	Fruit & Vegetable Markets	\$ 28.46	\$2,771,857	0.0010%	\$36,034	0.079%
553	Auto & Home Supply Stores	\$ 23.36	\$1,453,195	0.0016%	\$27,611	0.085%
555	Boat Dealers	\$ 27.02	\$4,343,588	0.0006%	\$95,559	0.028%

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556	Recreational Vehicle Dealers	\$36.04	\$3,801,888	0.0009%	\$64,632	0.056%
571	Furniture & Furnishings Stores	\$24.38	\$1,731,758	0.0014%	\$39,830	0.061%
572	Household Appliance Stores	\$25.13	\$1,931,969	0.0013%	\$44,435	0.057%
593	Used Merchandise Stores	\$16.15	\$818,933	0.0020%	\$37,671	0.043%
596	Nonstore Retailers	\$28.17	\$1,738,348	0.0016%	\$34,767	0.081%
598	Fuel Dealers	\$29.90	\$2,380,413	0.0013%	\$19,043	0.157%
651	Real Estate Oprs & Lessors	\$19.27	\$2,113,760	0.0009%	\$325,519	0.006%
655	Subdividers & Developers	\$21.16	\$1,811,582	0.0012%	\$164,854	0.013%
70	Hotels & Other Lodging Places	\$26.54	\$613,072	0.0043%	\$42,915	0.062%
721	Laundry, Cleaning Svcs	\$27.51	\$444,393	0.0062%	\$16,887	0.163%
734	Services to Buildings	\$24.14	\$390,494	0.0062%	\$14,448	0.167%
735	Misc. Equ't. Rental & Leasing	\$34.05	\$1,552,492	0.0022%	\$142,829	0.024%
736	Personal Supply Services	\$32.04	\$835,157	0.0038%	\$25,055	0.128%
751	Automotive Rental & Leasing	\$29.52	\$2,284,946	0.0013%	\$130,242	0.023%
752	Automobile Parking	\$36.38	\$1,050,921	0.0035%	\$50,444	0.072%
753	Automotive Repair Shops	\$27.42	\$992,563	0.0028%	\$38,710	0.071%
754	Automotive Svcs, exc Repair	\$28.35	\$596,943	0.0048%	\$38,801	0.073%
762	Electrical Repair Shops	\$27.68	\$1,073,521	0.0026%	\$27,912	0.099%
763	Watch, Clock, Jewelry Repair	\$32.89	\$2,673,508	0.0012%	\$90,899	0.036%
769	Miscellaneous Repair Shops	\$26.52	\$1,111,697	0.0024%	\$65,590	0.040%
794	Commercial Sports	\$25.93	\$1,408,876	0.0018%	\$50,720	0.051%

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799	Misc Amusement & Rec. Svcs	\$26.28	\$654,250	0.0040%	\$27,478	0.096%
805	Nursing & Personal Care Fac's	\$29.68	\$577,018	0.0051%	\$24,812	0.120%
806	Hospitals	\$32.49	\$732,676	0.0044%	\$37,366	0.087%
808	Home Health Care Svcs	\$30.07	\$758,133	0.0040%	\$26,535	0.113%
833	Job Training & Related Svcs	\$42.69	\$643,890	0.0066%	\$16,097	0.265%
836	Residential Care	\$40.83	\$388,540	0.0105%	\$10,102	0.404%
842	Botanical & Zoological Gdns	\$43.84	\$722,554	0.0061%	\$44,076	0.099%
	All Covered Industries	\$29.99				

Source: Department of Labor, Occupational Safety and Health Administration, Office of Regulatory Analysis