

**FINAL METHODOLOGICAL REPORT ON IMPLEMENTAION OF
THE ACTION ENTITLED**

‘STATISTICS FOR FAMILY BUSINESSES — SFB_NSI BULGARIA’

GRANT AGREEMENT NUMBER: 692654 — SFB_NSI Bulgaria

Prepared by:

Iliyana ISKRENOVA

Project leader

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INTRODUCTION

Small and medium-sized enterprises (SMEs) play a crucial role in reaching the objectives of the Europe 2020 Strategy. Whereas they are considered as crucial engines for growth and job creation, their competitiveness is affected by a limited exploitation of international opportunities and innovation prospects in the Single Market and beyond.

In this context, the **Programme for the competitiveness of enterprises and small and medium-sized enterprises (2014-2020) (COSME)** aims to promote growth and to strengthen the competitiveness and sustainability of enterprises in the European Union.

The EU COSME Programme aims to identify family businesses in order to assess their relevance, scope and nature. In the frame of the Programme, the study on family business was part of a seven country effort and has been conducted in **Bulgaria, Denmark, Finland, Italy, Malta, the Netherlands and Poland**.

Family Businesses constitute a substantial part of the existing European companies and have a significant role to play in the strength and dynamism of the European economy. In Europe nowadays there is no sufficient information concerning the role and economic importance of family businesses. The statistics on family businesses has not been developed in Bulgaria.

The data collected across countries will provide the basis for further European, national and regional policy development and provide an impetus for consistent cross-country data collection with particular regard to family owned businesses in general and on ownership structures of companies in particular. On the national level, the main objective of the project is to improve long-term reliable statistics on family businesses and to increase the visibility of the role of such businesses within the Bulgarian economy.

In December 2015, the Grant agreement for the action “**Statistics for family businesses**” was signed by both parties: the beneficiary NSI of Bulgaria and the Executive Agency for Small and Medium-sized Enterprises (EASME), under the power delegated by the European Commission. The planned duration of the action are 14 months.

This final methodological report on implementation of the action covers the period February 2016 - March 2017.

This report is part of the project Statistics for Family Businesses which has received funding from the European Union's COSME Programme (2014-2020).

The content of this report represents the views of the author only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the Executive Agency for Small and Medium-sized Enterprises or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.

I. OBJECTIVES

In the framework of the action, the main objective was to **develop statistics on family businesses in Bulgaria**. The main reason was the fact that no similar data collections or surveys have been implemented before and there was not available information on family businesses in the country.

Under the scope of the action, the NSI of Bulgaria has the following specific objectives:

- To collect information on the role of family businesses in Bulgaria.
- To contribute to the availability of reliable statistics on family businesses at national level.
- To provide policy-makers and relevant stakeholders with credible, comparable and systematic information and indicators on the role of the family businesses in national economies, and
- To offer usable and practical information to stakeholders for their decision making.

In the framework of the action NSI of Bulgaria has **designed and introduced a new survey for Family business in Bulgaria**. As result the following activities were implemented: re-design of Enterprise Inquiry and Information System "Business statistics" (ISBS), collection of statistical data, measuring the performance of each group of family owned enterprises within the economy, the value of the goods and services produced, the employment generated, evaluation the sector in terms of its contribution to GDP, jobs, capital investment and tax revenues, its role in the balance of payment and other information like description of the legal forms used by family businesses, women, gender balance in management, number of family businesses being transferred every year; number and proportion of SMEs.

The action will support the promotion of family businesses according to the Small Business Act that already highlighted the role of family business and the need to exploit their full potential.

II. IMPLEMENTATION OF THE ACTION ACTIVITIES

During the period 01/02/2016 – 31/03/2017, the NSI of Bulgaria had implemented all planned activities that were specified for that period in the Grant agreement number 692654 — SFB_NSI Bulgaria.

A timetable of the action activities is given in Table 1.

Table 1: Planed timetable of the action

Activity	Planned period	2016												2017			
		February	March	April	May	June	July	August	September	October	November	December	January	February	March		
WP1 - Statistical survey on family businesses in Bulgaria	(M1-M6)																
D1.1 - Prepare and publish a Press release at the beginning	(M1-M2)																
MS1 - Design of Statistical Survey	(M1-M2)																
MS2 - Data collection	(M1-M6)																
MS3 - Finalize data files	(M1-M8)																
D2.1 - Interim progress report	M7																
WP2 - Statistical mapping of family enterprises by regions and analysis	(M7-M12)																
MS3 - Finalize data files	(M7-M8)																
MS4 - Validate outputs and analysis	(M7-M12)																
•Statistical mapping of family enterprises by regions.	(M7-M12)																
• Tabulation and validation the data obtained on family businesses for the reference year 2015.	(M7-M12)																
•Creation of database for the data collected in the framework of the project.	(M7-M12)																
•Analise data on family businesses for the reference year 2015.	(M7-M12)																
• Analysis of trends and development, geographical distribution and level of association (local, regional and national organizations of family businesses, if any).	(M7-M12)																
•Assessment of sustainability of future data collection.	(M7-M12)																
•Analysis of the impact of family businesses on the national economy.	(M7-M12)																
WP3 - Dissemination of data and methodological report	(M13-M14)																
Prepare the output data tables and graphs on family businesses	(M13-M14)																
D3.1 - Prepare the methodological report	(M13-M14)																
D3.2 - Prepare a Press release at the end of the project to present main results	(M13-M14)																

The following specific tasks were implemented as part of Work package 1 - Statistical survey on family businesses in Bulgaria:

- Prepare and publish a Press release at the beginning of the project to present the aim and objectives of the project.
- Re-design of the current used Enterprise Inquiry, as a part of the Annual Report of the enterprises and inclusion of additional questions about enterprises owned by families and gender of the managers according the proposed definition for Family business.
- Update the Information System "Business statistics" (ISBS) with redesigned Enterprise Inquiry.
- Collect data on family businesses for the reference year 2015.

In February 2016, NSI of Bulgaria has started the project ‘Statistics for Family Businesses’, according to the European Commission grant agreement No. 692654 - 18/12/2015. On the NSI website was published a Press releases (in Bulgarian and English language) at the beginning of the project in order to present the aim and objectives of the project. The Press release is available on the following links:

- [Press release \(English version\)](#)
- [Press release \(Bulgarian version\)](#)

A Design of Statistical Survey on Family business in Bulgaria was done. The Enterprise Inquiry as part of the Enterprises’ Annual Report 2015 was re-designed. Also, the Information System "Business Statistics" (ISBS) was updated with the new re-designed Enterprise Inquiry. The ISBS is the main tool for annual data collection in Bulgaria that facilitates data transfer from enterprises to NSI. The system ISBS ensures the input data quality by strict arithmetic and logical control in data collection phase.

According to the national legislation, data collection phase for the reference 2015 year started in the beginning of 2016. Under national laws at the end of March 2016 finished the data collection phase for financial enterprises and non-financial enterprises, compiling balance sheet and registered under the Law on Corporate Income Taxation. The data collection phase for non-financial enterprises that not compiling balance sheet and non-financial enterprises, compiling balance sheet and registered under Law on Income Tax of Individuals finished on

03 May 2016. At 30 June 2016, finished data collection process for consolidated annual activity reports. According the national legislation and planed deadlines for data collection processes in IS "Business Statistics" the data collection phase finished at 30 June 2016.

As a result, the work on Work package 1 - Statistical survey on family businesses in Bulgaria was completed. The information on family business was collected for the reference year 2015. That was an important step of the action implementation and a necessary prerequisite to continue work on the next work packages part of the project.

BNSI has done data validation and there were available some preliminary results in middle of August 2016. Data files has been finalized at the end of September 2016. All planned activities in the framework of Work Package WP 1 - Statistical survey on family businesses in Bulgaria, for the period 01/02/2016 – 01/08/2016 were implemented.

In the period September 2016- February 2017, all planned tasks part of Work package 2 were implemented. The specific tasks that NSI of Bulgaria has done are:

- Statistical mapping of family enterprises by regions.
- Tabulation and validation the data obtained on family businesses for the reference year 2015.
- Creation of database for the data collected in the framework of the project.
- Analyse data on family businesses for the reference year 2015.
- Analysis of trends and development, geographical distribution and level of association (local, regional and national organizations of family businesses, if any).
- Assessment of sustainability of future data collection.
- Analysis of the impact of family businesses on the national economy.

On the base data on family businesses that were collected in the frame of the project for reference year 2015, BNSI has created a database including information on family businesses. In order analyses to be performed the family businesses population was compared to the population of all active enterprises in 2015. In technical specification of the Family business project was not provided any methodology for family businesses data collection in term of main variable definitions and breakdowns (by NACE, NUTS, Legal form) to be used. So NSI of Bulgaria decided to use as base methodology, definitions and characteristics, the already used methodology, definitions and characteristics in the process of preparation of annual

mandatory data collections according Annex IX to the basic legal act data collection on business demography Regulation 295/2008 of the European Parliament and of the Council concerning structural business statistics of 11 March 2008 (the SBS recast).

In order to analyse population of active enterprises NSI of Bulgaria used the following definitions and characteristics from Regulation 295/2008:

- 'reference period' is the year in which populations of active enterprises is observed.
- 'enterprise' is the statistical unit that is used to compile the annual demographic statistics.
- 'number of persons employed in the population of active enterprises in t', that is defined as the total number of persons who work in the observed enterprise (for payment or not), as well as persons who work outside, but are paid by it (e.g. sales representatives).
- 'number of employees in the population of active enterprises in t' are persons who work for an employer (for legal entities registered or individuals) receive payment in the form of salaries and are socially insured on the basis of an employment contract. The employment contract can be for a definite or indefinite period of time, full time or part time.

To analyse family businesses at regional level that is very important information that have to be proved to users, NSI team apply the methodology of Regional business demography data collection that is voluntary data collection for Member States. By using information on location of family business, reported by enterprises in web-based Information System "Business Statistics" (ISBS) and the Classification of Territorial Units for Statistics in Bulgaria (NUTS), a statistical mapping of family enterprises by statistical regions (NUTS level 2) and statistical districts (NUTS level 3) was done. As output of the Information System "Business Statistics" (ISBS) we had a list of all Family Enterprises that were active at the territory of the country for a reference 2015 year and had compare this population to the population of all active enterprises.

The family enterprises and employment were distributed by Economic Sectors (NACE Rev.2), Legal form, Employees' size-class, Age of the family enterprise. In order to analyse the Family business in Bulgaria, NSI team made tabulation and validation of data obtained on family businesses and all active Enterprises in 2015. The significance of family businesses was analysed on the base calculated indicators as share of active family enterprises, value added of family businesses to GDP, share of employment in family businesses, share of family businesses main indicators by age size-class, structure of family businesses by age

size-class, share of family businesses main indicators by employees' size-class, structure of persons employed in family businesses by gender and economic activity sectors, etc. All these indicators were included in the final report and the press release at the end of the project.

An assessment of sustainability of future data collection was done and NSI of Bulgaria took decision to collect data on family businesses on regular bases in the future. In order to continue the work and to collect data for reference year 2016, a survey "Statistics on family business in Bulgaria" was included in the National Statistical Programme for 2017: http://www.nsi.bg/sites/default/files/files/pages/uplf_e/NSP2017_en.pdf

The results of 2017 data collection, in which family business data to the reference year 2016 will be collected, will be made available in 2018 according the annual business demography timetable.

BNSI has done a statistical mapping of family enterprises by NUTS level 2 and level 3 regions, tabulation, validation and analysis of data obtained on family businesses for the reference year 2015. A database for data collected was created. Data on family businesses for the reference year 2015 were analysed. An assessment of sustainability of future data collection was done and described in Interim progress report.

All planned activities, part of Work package 3 - Dissemination of data and methodological report were implemented. The specific tasks were as follows:

- Prepare the output data on family businesses (graphs and tables about the family businesses in various sectors of national economies, economic activities, shares, and contribution to GDP, level of employment and employability men/women).
- Prepare the methodological report for the completed project activities.
- Prepare a Press release at the end of the project to present main results of the statistical survey on family businesses in Bulgaria
- Published the Press release with main results of the statistical survey on family businesses in Bulgaria on the NSI website.

In the framework of WP3 - Dissemination of data and methodological report, BNSI has prepared output data tables and graphs on family businesses.

The summary results on the Family businesses in Bulgaria were published as Press release on the NSI website in English and Bulgarian:

- [Final press release \(English version\)](#)
- [Final press release \(Bulgarian version\)](#)

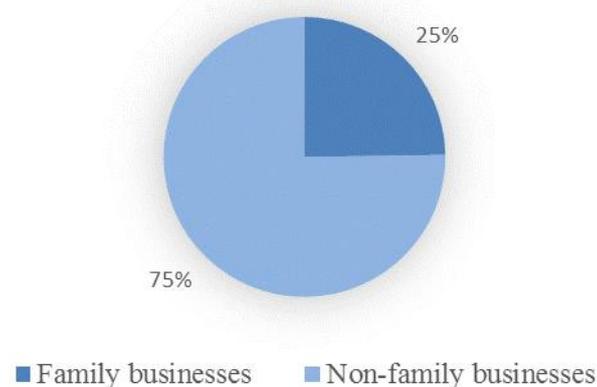
III. FAMILY BUSINESSES IN BULGARIA

In this section, the economic significance of family businesses in Bulgaria (2015) is examined on the base Family businesses exhaustive survey that was done by NSI of Bulgaria in 2016. In the report are provided data on family businesses for reference year 2015.

In the report are not provided trends analysis, because no similar surveys on family business were done by NSI of Bulgaria in the past and therefore no trends/tendency analyses are feasible at the moment.

Concerning reference 2015 year, the total number of active family enterprises in Bulgaria is 103 365. The share of family businesses is 25 % of all active enterprises (Chart 1).

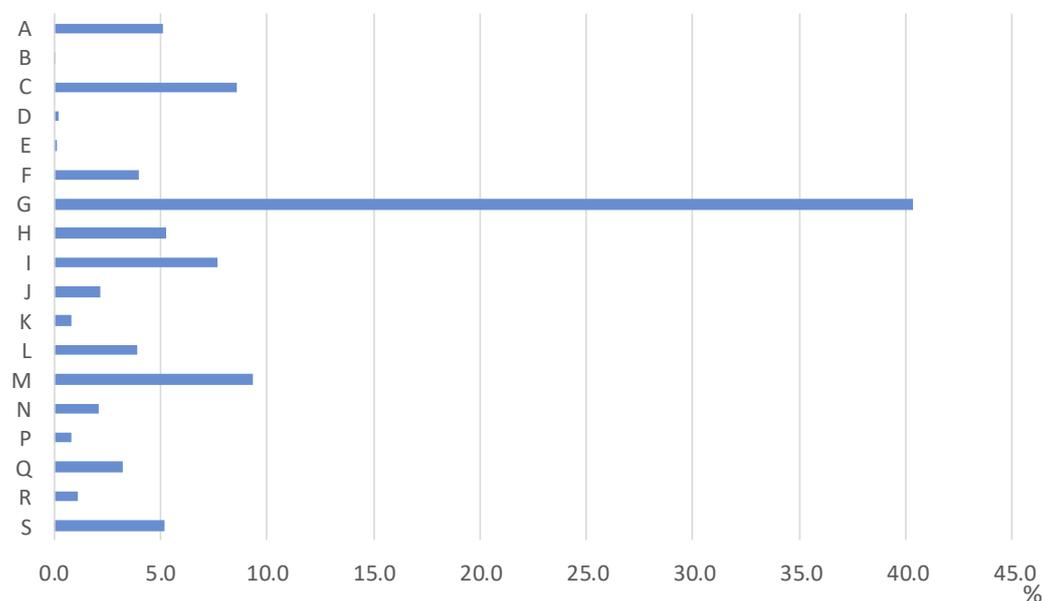
Chart 1. Share of Active Family Enterprises in 2015



The survey results show that the value added of family businesses in Bulgaria to GDP is 10.5%. The share of employment in family businesses is 16.23% of the total employment in the country. The share of family companies of the total turnover of all companies in the country is 12.42 %.

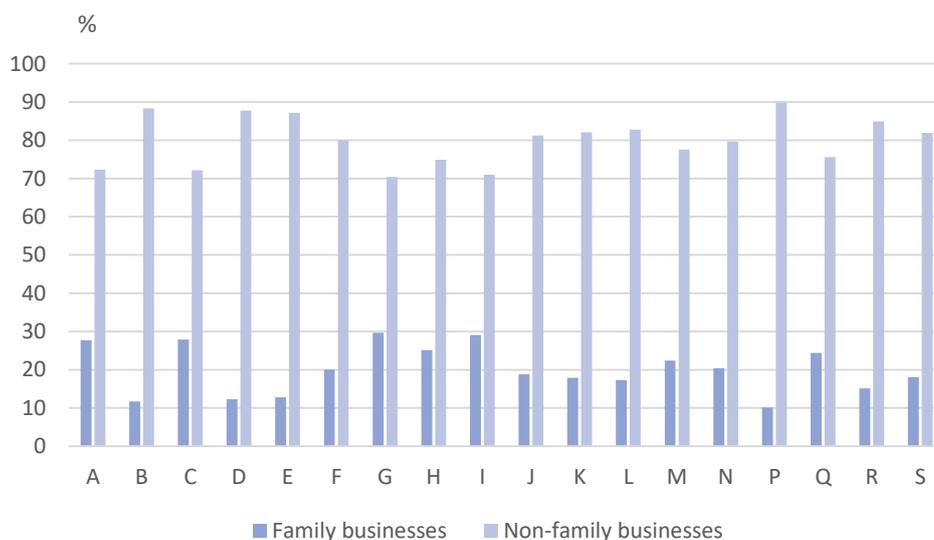
Family businesses operate in all NACE rev.2 economic sectors. The structure of family enterprises by economic sectors is given in Chart 2.

Chart 2. Distribution of Family Businesses by Economic Sectors (NACE rev.2)



In 2015, the highest share of family enterprises is in sector G - ‘Wholesale and retail trade; repair of motor vehicles and motorcycles’ with 40.3% (41 694 enterprises). The next two sectors with high share of family enterprises are sector M – ‘Professional, scientific and technical activities’ with 9,3% and C – ‘Manufacturing’ with 8,6%. At the same time the smallest share of family businesses is in sector B - ‘Mining and quarrying’ with less than 0.1%. Distribution of Family and Non-family businesses by Economic Sectors is given in Chart 3.

Chart 3. Distribution of Family and Non-family businesses by Economic Sectors



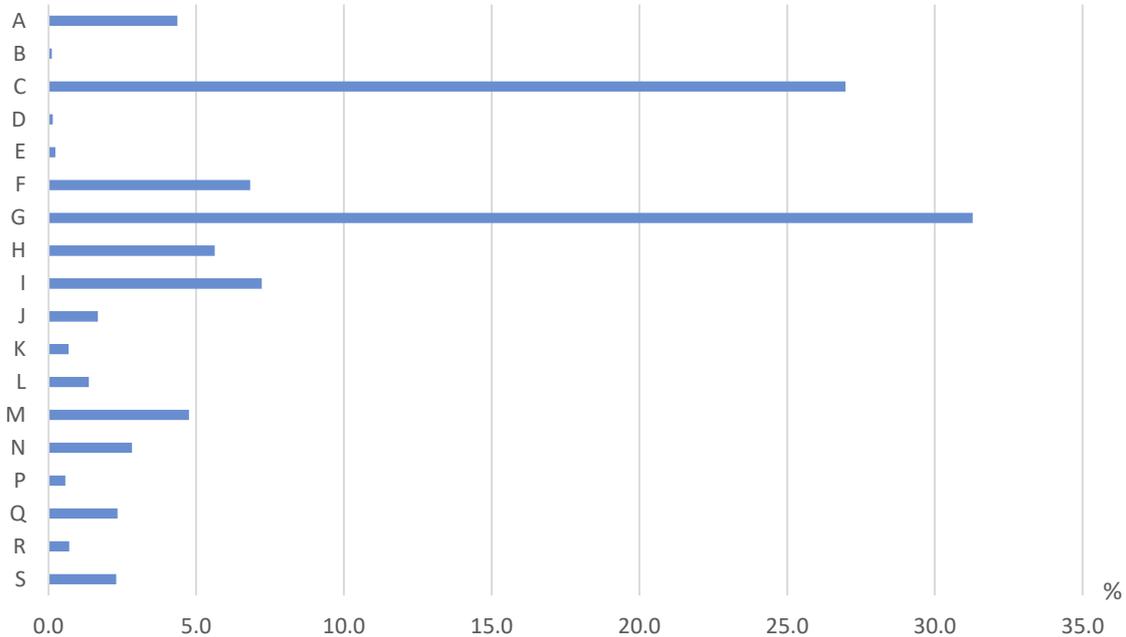
As shown in Chart 3, the share of family businesses among non-family companies is smaller for all activity sectors. The family business is around 30% for four NACE sectors: A- ‘Agriculture, forestry and fishing’ (28%), C – ‘Manufacturing’ (28%), G - Wholesale and retail trade; repair of motor vehicles and motorcycles (30%) and I - Accommodation and food service activities (29%).

More detailed data on family businesses by economic activities is given in Annex 1 (Family businesses in Bulgaria, by NACE rev.2) and Annex 2 (Main indicators on family businesses, by enterprise age size-class).

Employment for Family Businesses in Bulgaria

In 2015, the persons employed in Family businesses are 399 414. The results of the study show that in sector G - ‘Wholesale and retail trade; repair of motor vehicles and motorcycles’ are employed 31,3 % persons. In sector C – ‘Manufacturing’ there are 27,0 % and in sector I – ‘Accommodation and food service activities’ respectively 7,2 % and in sector F – ‘Construction’ 6,8 % (Chart 4).

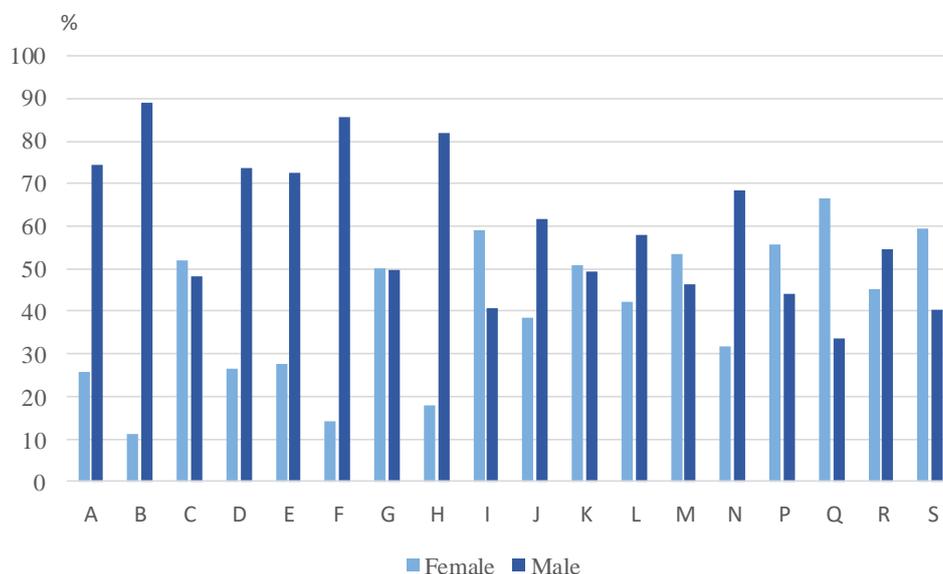
Chart 4. Distribution of Persons Employed in Family Businesses by Economic Sectors



The result of the Family business study in 2015 show that the employment by gender is female - 45.7%, compare to 54.3% - male. The share of female managers is 39%, and 61% -

male. The structure of persons employed by family business by gender and economic activities is given on Chart 5.

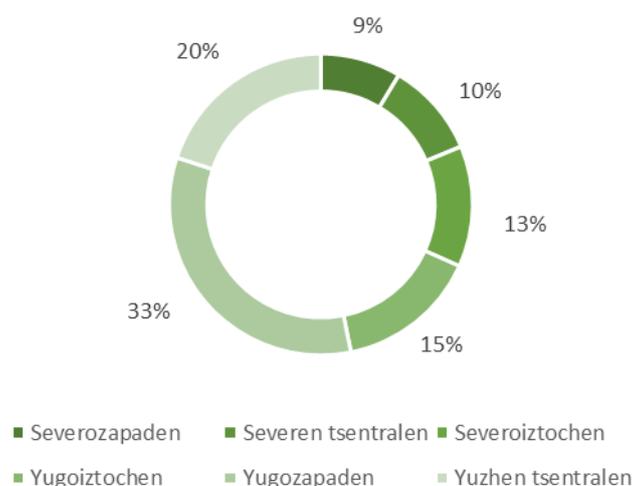
Chart 5. Structure of Persons Employed in Family Businesses by Gender and NACE



Geographical distribution of the family business in Bulgaria

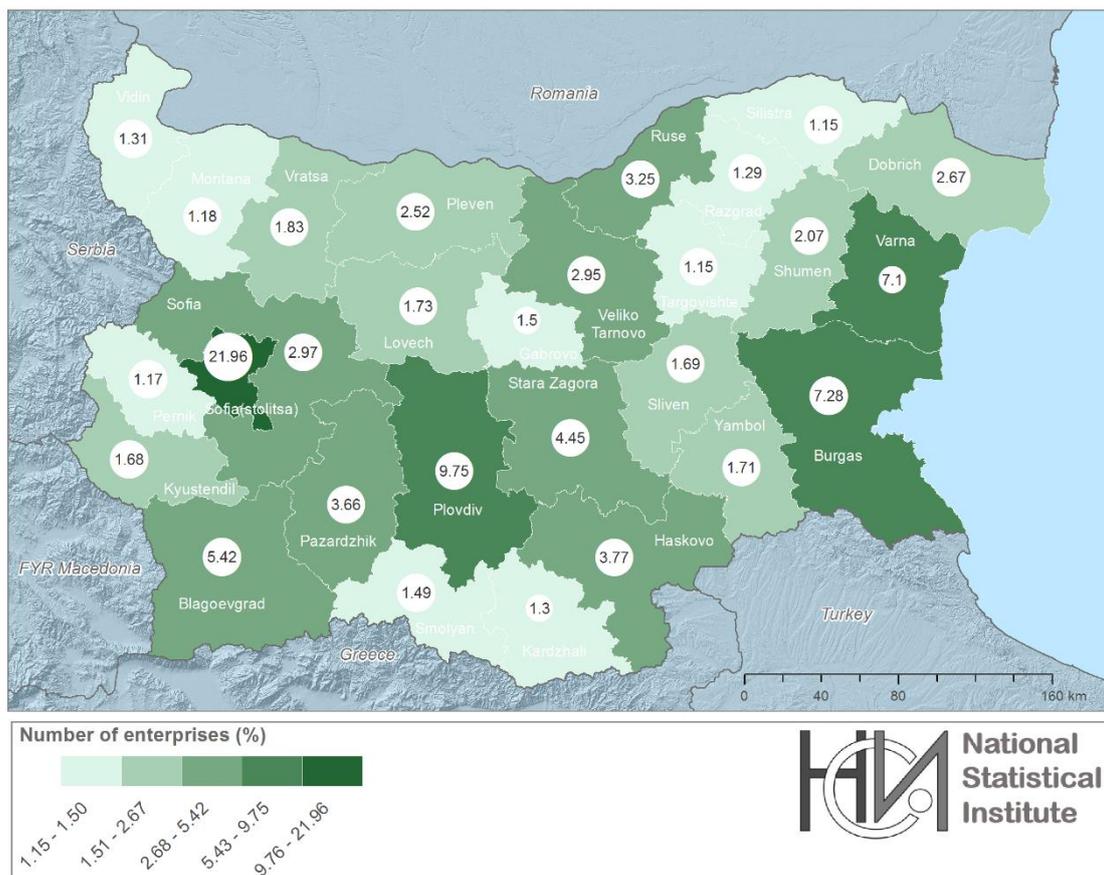
The geographical distribution of the family business in Bulgaria on NUTS, level 2 is presented in Chart 6. In statistical region Yuzhen Tsentralen are located around 20,0 % and in Yugoiztochen 15,1%. The regions with the lowest number of family businesses are Severozapaden – (8867), Severen Tsentralen – (10488) and Severoiztochen (13420). Unsurprisingly, the largest share of family businesses around 33.2 %, or 34322 companies, are located within the Yugozapaden region of Bulgaria, where is located Sofia, the capital of Bulgaria.

Chart 6. Distribution of family businesses by statistical regions (NUTS 2)



The geographical distribution of the family business in Bulgaria on NUTS, level 3, so called statistical districts, is presented in Chart 7.

Chart 7. Distribution of family businesses by statistical districts (NUTS 3)



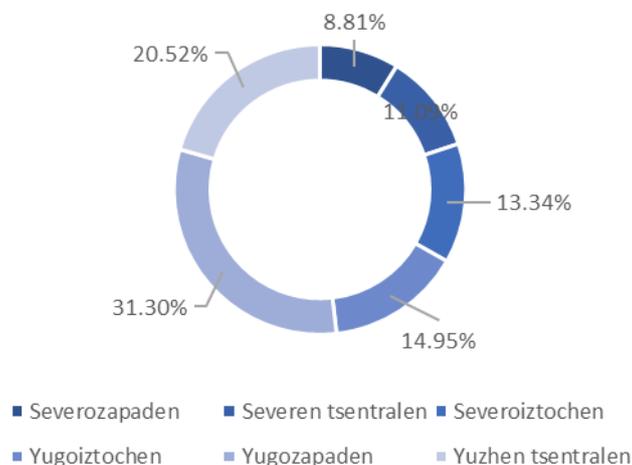
Number of family enterprises is the biggest in the district Sofia - stolitsa (22 704), where is situated the capital of Bulgaria, or 21,96 % of the total number of family businesses in the country are concentrated there. In district Plovdiv, the share of family businesses is 9,75% (enumerated 10 073), in district Burgas 7,28% (or 7 520 number) and in district Varna is 7,1% (or 7 334).

The smallest share of family business is 1,15% in two districts: Silistra and Targovishte. With small share of family business are also district Pernik (1,17%), Montana (1,18%), Razgrad (1,29%), Kardzhali (1,3%), Vidin (1,31%) and Smolyan (1,49%).

As result of the study, NSI of Bulgaria also analyzed the **employment in family businesses** by statistical regions (NUTS, level 2). Distribution of employment in family businesses by statistical regions is presented in Chart 8. The share of persons employed by the family businesses is highest in Yugozapaden region (31,3%). In statistical region Yuzhen Tsentralen

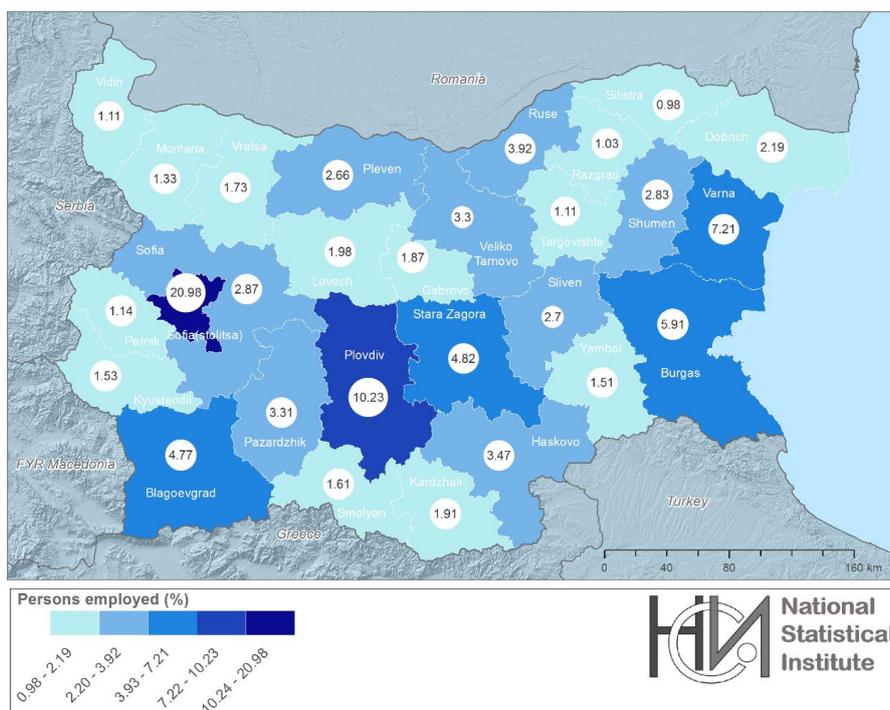
is 20,5 %, Yugoiztochen (14,9 %), Severoiztochen (13,3 %), Severen Tsentralen (11,1%) and Severozapaden (8,8%). The numbers of persons employed in family businesses is highest in Yugoiztochen region (124 815) and lowest in Severozapaden region (35 175).

Chart 8. Distribution of employment in family businesses by statistical regions (NUTS 2)



The geographical distribution of persons employed in family business on NUTS, levels 3 is presented in Chart 9.

Chart 9. Distribution of Persons employed in Family Businesses by Statistical Districts



Almost 50 % of persons employed in family businesses are concentrated in five statistical districts: Sofia (stolitsa - capital) with 83 785 number of persons employed, Plovdiv with 40 842, Burgas with 23 607, Varna with 28 792 and Blagoevgrad with 19 064 persons employed.

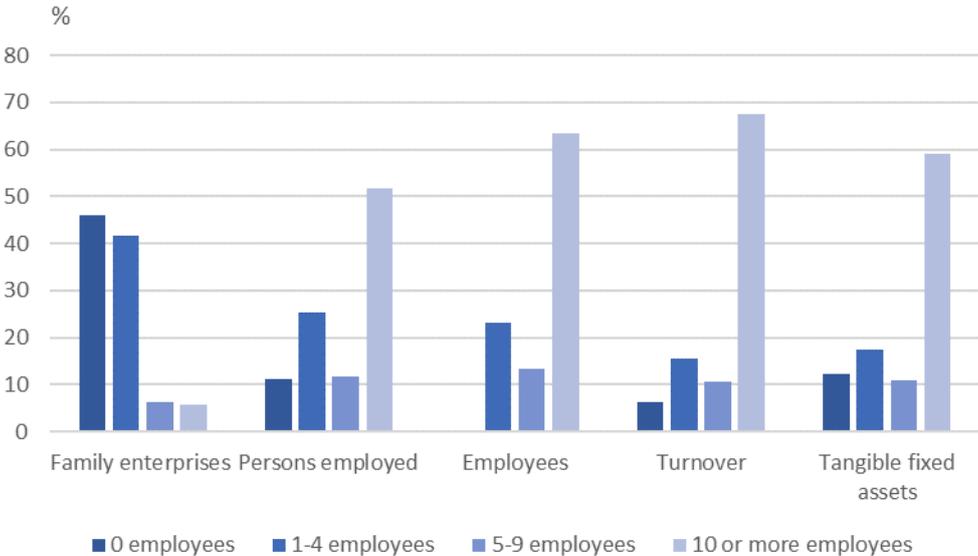
The smallest share of employment in family businesses is in the following districts: Silistra (0,98%) with 3 901 persons employed, Razgrad (1,03%) with 4 109 persons employed, Targovishte (1,11%) with 4 422 persons employed, Vidin (1,11%) with 4 440 and Pernik (1,14%) with 4 540 persons employed.

Under 2% is the share of persons employed in family businesses also in the districts: Montana (1,33%) with 5 330 persons employed, Yambol (1,51%) with 6 022 persons employed, Kyustendil (1,53%) with 6130 persons employed, Smolyan (1,61%) with 6 423 and Kardzhali (1,91%) with 7 632 persons employed in family businesses.

The number of enterprises and employment, categorized by NUTS level 2 and level 3 are given in *Annex 3*.

The economic significance of Family businesses in Bulgaria within employees’ size-class is summarized in Chart 10, where is given information on share of family businesses in each employees’ size-class in terms of Family enterprises, Persons employed and Employees in family enterprises, Turnover and Tangible fixed assets.

Chart 10. Share of family businesses main indicators by employees’ size-class



As is shown on the Chart 10, the share of active family enterprises with zero employees is the largest population of all active family enterprises in 2015. Their number is 47 548 family enterprises that is 46% of all active family enterprises. There are 43 167 family enterprises in the “1 - 4 employees” group that is 42%. The family enterprises in the ‘5 - 9 employees’ and ‘10 or more employees’ groups are the smallest with 6% each. Nevertheless, that the share of family enterprises in ‘10 or more employees’ size-class group is the smallest one, these family businesses have the heist share in term of Persons employed (52%), Employees (64%), Turnover (68%) and Tangible fixed assets (59%).

The share of persons employed by family businesses in the second size-class group “1 - 4 employees” is 25%. The share of turnover for this employees’ size-class is 16% and share of tangible fixed assets 18%.

The share of persons employed by family businesses in the third size-class group “5 - 9 employees” is 12%. The share of turnover for this employees’ size-class is 11% and share of tangible fixed assets 11%.

More detailed information on main indicators for family businesses is given in *Annex 4 (Main indicators on family businesses by NUTS and employee size-class)* and *Annex 5 (Main indicators on family businesses by NUTS and legal form)*.

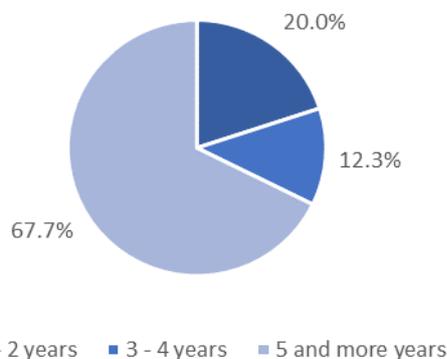
Active family businesses in 2015, distributed by type of legal form are illustrated in Chart 11. The three types of legal form that were used are as follows: ‘Limited liability company’, ‘Partnership and other legal form’ and ‘Sole proprietor’. The population of ‘Limited liability company’ includes private or publicly quoted joint stock companies with limited liability for those owning shares. The ‘Partnership and other legal form’ are personally owned limited and unlimited liability partnerships and also other legal forms such as cooperatives, associations etc. The ‘Sole proprietor’ includes personally owned and no limit to personal liability.

Chart 11. Structure of family businesses by legal form



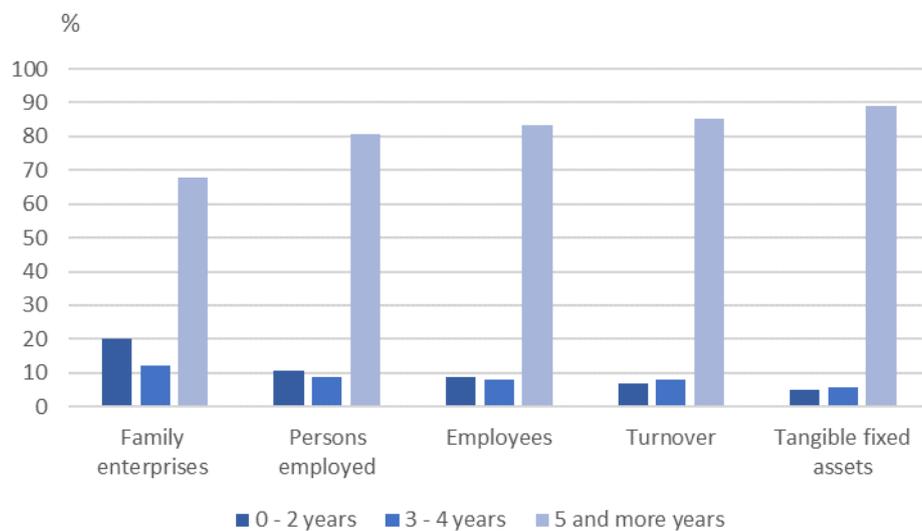
Finally, NSI analyzed Family businesses in Bulgaria according to the **age of the family enterprise**. There were defined three age size-class: 0-2 years, 3-4 years and 5 and more years. The biggest share of active family enterprises is for the enterprises aged 5 and more years (67,7%). The first generation family businesses that are in age size-class ‘0-2 years’, enumerate 20 667 family enterprise (20%). Distribution of Family businesses by age size-class is given in Chart 12.

Chart 12. Structure of Family businesses by age size-class



The Family businesses in Bulgaria within age size-class is summarized in Chart 13, where is given information on share of family businesses in each age size-class in terms of Family enterprises, Persons employed and Employees in family enterprises, Turnover and Tangible fixed assets. The biggest is share of persons employed (80,6%), employees (83,4%), turnover (85,4%) and Tangible fixed assets (89,0%) for family enterprises in age size-class “5 and more years”.

Chart 13. Share of family businesses main indicators by enterprise age size-class



Methodological notes

Basic definitions and breakdowns from the Business Demography methodology were used in the implementation of the survey on Family Businesses in Bulgaria. The basic legal act for mandatory data collection on business demography is Annex IX of the Parliament and Council Regulation 295/2008 of 11 March 2008 (the SBS recast).

Number of active enterprises is the number of registered legal entities or individuals who have had turnover or employees in the reference year.

Employees are persons who work for an employer (for legal entities registered or individuals) receive payment in the form of salaries and are socially insured on the basis of an employment contract. The employment contract can be for a definite or indefinite period of time, full time or part time.

Number of persons employed is defined as the total number of persons who work in the observed enterprise (for payment or not), as well as persons who work outside, but are paid by it (e.g. sales representatives).

Classification of Economic Activities (NACE Rev. 2)

A	Agriculture, forestry and fishing
B	Mining and quarrying
C	Manufacturing
D	Electricity, gas, steam and air conditioning supply
E	Water supply; sewerage, waste management and remediation activities
F	Construction
G	Wholesale and retail trade; repair of motor vehicles and motorcycles
H	Transportation and storage
I	Accommodation and food service activities
J	Information and communication
K	Financial and insurance activities excluding activities of holding companies (NACE Rev.2 642)
L	Real estate activities
M	Professional, scientific and technical activities
N	Administrative and support service activities
P	Education
Q	Human health and social work activities
R	Arts, entertainment and recreation
S	Other service activities

Employee size class

- 1 - 0
- 2 - 1 to 4
- 3 - 5 to 9
- 4 - 10 or more

IV. CONTINUITY AND DISSEMINATION OF RESULTS

The measures taken to ensure a continuation of activities after end of the EU funding are:

- A Design of Statistical Survey on Family business in Bulgaria was done.
- Enterprise Inquiry as part of the Enterprises' Annual Report was re-designed.
- Information System "Business Statistics" (ISBS) was updated with the new re-designed Enterprise Inquiry.
- Information System "Business Statistics" (ISBS) as a main tool for annual enterprise data collection in Bulgaria will facilitate data transfer from enterprises to NSI and will ensure the input data quality by strict arithmetic and logical control in data collection phase.
- The activity "Statistics on family business in Bulgaria" was included in the draft National Statistical Programme for 2017 in order to collect data for the 2016 reference year and onwards.
- Basic tables with project results will be published annually on NSI on-line database "INFOSTAT" (online platform for dissemination of statistical data to external users - <https://infostat.nsi.bg/infostat/pages/external/login.jsf>).

Iliyana ISKRENOVA

Project leader

Sofia, 2017

ANNEXES

ANNEX 1: FAMILY BUSINESSES IN BULGARIA BY NACE REV.2

NACE rev.2		2015					
		Enterprises		Persons Employed		Employees	
		Number	%	Number	%	Number	%
A	Agriculture, forestry and fishing	5286	5.1	17446	4.4	12922	4.0
B	Mining and quarrying	50	0.0	432	0.1	408	0.1
C	Manufacturing	8851	8.6	107760	27.0	101477	31.7
D	Electricity, gas, steam and air conditioning supply	239	0.2	597	0.1	454	0.1
E	Water supply; sewerage, waste management and remediation activities	108	0.1	917	0.2	841	0.3
F	Construction	4111	4.0	27280	6.8	24570	7.7
G	Wholesale and retail trade; repair of motor vehicles and motorcycles	41694	40.3	124951	31.3	91414	28.6
H	Transportation and storage	5413	5.2	22493	5.6	18569	5.8
I	Accommodation and food service activities	7931	7.7	28846	7.2	22433	7.0
J	Information and communication	2271	2.2	6687	1.7	5070	1.6
K	Financial and insurance activities excluding activities of holding companies (NACE Rev.2 642)	876	0.8	2727	0.7	2110	0.7
L	Real estate activities	4065	3.9	5437	1.4	2941	0.9
M	Professional, scientific and technical activities	9622	9.3	19013	4.8	11769	3.7
N	Administrative and support service activities	2182	2.1	11271	2.8	9803	3.1
P	Education	809	0.8	2258	0.6	1674	0.5
Q	Human health and social work activities	3341	3.2	9331	2.3	6429	2.0
R	Arts, entertainment and recreation	1160	1.1	2815	0.7	2043	0.6
S	Other service activities	5356	5.2	9153	2.3	4894	1.5
Total		103365	100.0	399414	100.0	319821	100.0

**ANNEX 2: MAIN INDICATORS ON FAMILY BUSINESSES BY ENTERPRISE
AGE SIZE-CLASS**

NACE Rev.2/ Age Class		Family Businesses				
		Persons employed	Employees	Turnover	Tangible fixed assets	Family enterprises
TOTAL		399 414	319 821	32 587 671	9 881 574	103 365
01	[0 - 2] years	42 633	27 618	2 179 940	505 176	20 667
02	[3 - 4] years	34 842	25 380	2 581 881	580 614	12 702
03	5 and more years	321 939	266 823	27 825 850	8 795 784	69 996
A	Agriculture, forestry and fishing	17 446	12 922	1 443 024	1 518 853	5 286
01	[0 - 2] years	1 587	696	72 907	53 779	1 070
02	[3 - 4] years	1 526	932	108 273	85 470	686
03	5 and more years	14 333	11 294	1 261 844	1 379 604	3 530
B	Mining and quarrying	432	408	33 334	13 868	50
01	[0 - 2] years	27	26	1 812	2 376	7
02	[3 - 4] years	10	7	401	180	4
03	5 and more years	395	375	31 121	11 312	39
C	Manufacturing	107 760	101 477	6 895 010	2 361 885	8 851
01	[0 - 2] years	6 290	5 383	237 401	75 342	1 340
02	[3 - 4] years	6 503	5 823	333 100	90 155	947
03	5 and more years	94 967	90 271	6 324 509	2 196 388	6 564
D	Electricity, gas, steam and air conditioning supply	597	454	78 550	157 995	239
01	[0 - 2] years	22	12	917	4 106	14
02	[3 - 4] years	38	15	3 385	9 126	46
03	5 and more years	537	427	74 248	144 763	179
E	Water supply; sewerage, waste management and remediation activities	917	841	87 894	22 170	108
01	[0 - 2] years	46	33	2 156	140	19
02	[3 - 4] years	59	49	4 121	1 747	14
03	5 and more years	812	759	81 617	20 283	75
F	Construction	27 280	24 570	2 117 024	602 028	4 111
01	[0 - 2] years	2 760	2 208	154 615	27 568	827
02	[3 - 4] years	1 919	1 604	131 933	20 598	469
03	5 and more years	22 601	20 758	1 830 476	553 862	2 815
G	Wholesale and retail trade; repair of motor vehicles and motorcycles	124 951	91 414	17 258 531	2 080 655	41 694
01	[0 - 2] years	15 516	9 055	1 213 203	71 504	8 552
02	[3 - 4] years	11 398	7 440	1 443 099	99 584	5 115
03	5 and more years	98 037	74 919	14 602 229	1 909 567	28 027
H	Transportation and storage	22 493	18 569	1 952 150	589 879	5 413

NACE Rev.2/ Age Class		Family Businesses				
		Persons employed	Employees	Turnover	Tangible fixed assets	Family enterprises
01	[0 - 2] years	2 882	2 023	193 489	42 413	1 292
02	[3 - 4] years	2 321	1 815	243 599	48 618	719
03	5 and more years	17 290	14 731	1 515 062	498 848	3 402
I	Accommodation and food service activities	28 846	22 433	585 488	632 089	7 931
01	[0 - 2] years	4 719	3 309	71 095	35 912	1 859
02	[3 - 4] years	3 325	2 512	61 753	53 154	1 065
03	5 and more years	20 802	16 612	452 640	543 023	5 007
J	Information and communication	6 687	5 070	344 328	116 189	2 271
01	[0 - 2] years	981	583	45 937	5 729	565
02	[3 - 4] years	867	664	55 476	6 435	302
03	5 and more years	4 839	3 823	242 915	104 025	1 404
K	Financial and insurance activities excluding activities of holding companies (NACE Rev.2 642)	2 727	2 110	77 912	52 729	876
01	[0 - 2] years	262	144	5 829	894	163
02	[3 - 4] years	305	222	7 862	432	119
03	5 and more years	2 160	1 744	64 221	51 403	594
L	Real estate activities	5 437	2 941	237 758	1 212 031	4 065
01	[0 - 2] years	538	225	14 842	142 245	560
02	[3 - 4] years	375	167	12 781	131 127	378
03	5 and more years	4 524	2 549	210 135	938 659	3 127
M	Professional, scientific and technical activities	19 013	11 769	639 932	227 385	9 622
01	[0 - 2] years	2 261	1 166	73 174	16 012	1 614
02	[3 - 4] years	1 624	900	66 220	10 957	998
03	5 and more years	15 128	9 703	500 538	200 416	7 010
N	Administrative and support service activities	11 271	9 803	366 898	147 734	2 182
01	[0 - 2] years	1 113	805	39 831	15 568	487
02	[3 - 4] years	1 453	1 258	50 918	12 989	298
03	5 and more years	8 705	7 740	276 149	119 177	1 397
P	Education	2 258	1 674	45 307	10 483	809
01	[0 - 2] years	335	205	4 556	463	181
02	[3 - 4] years	296	217	3 722	389	122
03	5 and more years	1 627	1 252	37 029	9 631	506
Q	Human health and social work activities	9 331	6 429	229 506	57 597	3 341
01	[0 - 2] years	855	481	18 721	5 164	474
02	[3 - 4] years	1 218	826	33 364	5 951	469
03	5 and more years	7 258	5 122	177 421	46 482	2 398
R	Arts, entertainment and recreation	2 815	2 043	85 011	42 459	1 160
01	[0 - 2] years	538	310	11 862	2 750	343
02	[3 - 4] years	309	192	7 244	1 664	191

NACE Rev.2/ Age Class		Family Businesses				
		Persons employed	Employees	Turnover	Tangible fixed assets	Family enterprises
03	5 and more years	1 968	1 541	65 905	38 045	626
S	Other service activities	9 153	4 894	110 014	35 545	5 356
01	[0 - 2] years	1 901	954	17 593	3 211	1 300
02	[3 - 4] years	1 296	737	14 630	2 038	760
03	5 and more years	5 956	3 203	77 791	30 296	3 296

ANNEX 3: FAMILY BUSINESSES AND EMPLOYMENT BY NUTS2 AND NUTS3

NUTS2 and NUTS3	2015					
	Persons employed		Employees		Family enterprises	
	Number	%	Number	%	Number	%
Severozapaden	35 175	8,81%	28 288	8,84%	8 867	8,58%
Vidin	4 440	1,11%	3 433	1,07%	1 353	1,31%
Montana	5 330	1,33%	4 325	1,35%	1 222	1,18%
Vratsa	6 894	1,73%	5 379	1,68%	1 890	1,83%
Pleven	10 621	2,66%	8 518	2,66%	2 607	2,52%
Lovech	7 890	1,98%	6 633	2,07%	1 795	1,74%
Severen tsentralen	44 292	11,09%	36 033	11,27%	10 488	10,15%
Veliko Tarnovo	13 169	3,30%	10 605	3,32%	3 054	2,95%
Gabrovo	7 464	1,87%	6 317	1,98%	1 550	1,50%
Ruse	15 649	3,92%	13 129	4,11%	3 355	3,25%
Razgrad	4 109	1,03%	3 005	0,94%	1 336	1,29%
Silistra	3 901	0,98%	2 977	0,93%	1 193	1,15%
Severoiztochen	53 281	13,34%	42 447	13,27%	13 420	12,98%
Varna	28 792	7,21%	22 962	7,18%	7 334	7,10%
Dobrich	8 756	2,19%	6 677	2,09%	2 765	2,67%
Shumen	11 311	2,83%	9 361	2,93%	2 135	2,07%
Targovishte	4 422	1,11%	3 447	1,08%	1 186	1,15%
Yugoiztochen	59 703	14,95%	47 082	14,72%	15 634	15,13%
Burgas	23 607	5,91%	17 680	5,53%	7 520	7,28%
Sliven	10 804	2,70%	9 371	2,93%	1 748	1,69%
Yambol	6 022	1,51%	4 575	1,43%	1 768	1,71%
Stara Zagora	19 270	4,82%	15 456	4,83%	4 598	4,45%
Yugozapaden	124 999	31,30%	100 447	31,41%	34 322	33,20%
Sofia (stolitsa)	83 785	20,98%	68 069	21,28%	22 704	21,96%
Sofia	11 480	2,87%	9 040	2,83%	3 072	2,97%
Blagoevgrad	19 064	4,77%	14 784	4,62%	5 601	5,42%
Pernik	4 540	1,14%	3 652	1,14%	1 206	1,17%
Kyustendil	6 130	1,53%	4 902	1,53%	1 739	1,68%
Yuzhen tsentralen	81 964	20,52%	65 524	20,49%	20 634	19,96%
Plovdiv	40 842	10,23%	32 811	10,26%	10 073	9,75%
Haskovo	13 844	3,47%	10 689	3,34%	3 900	3,77%
Pazardzhik	13 223	3,31%	10 206	3,19%	3 779	3,66%
Smolyan	6 423	1,61%	5 249	1,64%	1 535	1,49%
Kardzhali	7 632	1,91%	6 569	2,05%	1 347	1,30%
Total	399 414	100,0%	319 821	100,0%	103 365	100,0

**ANNEX 4: MAIN INDICATORS ON FAMILY BUSINESSES BY NUTS AND
EMPLOYEE SIZE-CLASS**

NUTS0 and NUTS2 / Employee size-class		Family Businesses				
		Persons employed	Employees	Turnover	Tangible fixed assets	Family enterprises
BG	BULGARIA	399 414	319 821	32 587 671	9 881 574	103 365
01	0 employees	44 896	0	2 075 338	1 221 483	47 548
02	1-4 employees	101 288	74 289	5 054 855	1 729 934	43 167
03	5-9 employees	46 601	42 440	3 454 233	1 091 804	6 623
04	10 or more employees	206 629	203 092	22 003 245	5 838 353	6 027
BG31	Severozapaden	35 175	28 288	2 424 073	858 983	8 867
01	0 employees	3 895	0	131 367	71 177	3 979
02	1-4 employees	8 936	6 571	369 237	129 867	3 765
03	5-9 employees	4 062	3 719	254 578	119 793	575
04	10 or more employees	18 282	17 998	1 668 891	538 146	548
BG32	Severen tsentralen	44 292	36 033	3 280 523	1 157 187	10 488
01	0 employees	4 698	0	177 914	81 643	4 848
02	1-4 employees	10 240	7 443	462 208	167 155	4 333
03	5-9 employees	4 650	4 259	325 157	115 852	662
04	10 or more employees	24 704	24 331	2 315 244	792 537	645
BG33	Severoiztochen	53 281	42 447	3 968 197	1 355 868	13 420
01	0 employees	6 245	0	244 196	179 404	6 507
02	1-4 employees	12 376	8 927	604 678	216 539	5 282
03	5-9 employees	5 806	5 240	484 051	129 865	819
04	10 or more employees	28 854	28 280	2 635 272	830 060	812
BG34	Yugoiztochen	59 703	47 082	4 357 218	1 584 192	15 634
01	0 employees	7 043	0	283 508	194 042	7 456
02	1-4 employees	15 390	10 935	706 249	298 284	6 447
03	5-9 employees	6 328	5 682	458 185	185 990	895
04	10 or more employees	30 942	30 465	2 909 276	905 876	836
BG41	Yugozapaden	124 999	100 447	12 053 623	3 157 401	34 322
01	0 employees	14 078	0	927 252	506 849	15 612
02	1-4 employees	33 406	25 246	1 897 088	589 380	14 567
03	5-9 employees	15 697	14 427	1 263 362	383 446	2 243
04	10 or more employees	61 818	60 774	7 965 921	1 677 726	1 900
BG42	Yuzhen tsentralen	81 964	65 524	6 504 037	1 767 943	20 634
01	0 employees	8 937	0	311 101	188 368	9 146
02	1-4 employees	20 940	15 167	1 015 395	328 709	8 773
03	5-9 employees	10 058	9 113	668 900	156 858	1 429
04	10 or more employees	42 029	41 244	4 508 641	1 094 008	1 286



**ANNEX 5: MAIN INDICATORS ON FAMILY BUSINESSES BY NUTS AND
LEGAL FORM**

NUTS0 and NUTS2/ Legal Form		Family Businesses				
		Persons employed	Employees	Turnover	Tangible fixed assets	Family enterprises
BG	BULGARIA	399 414	319 821	32 587 671	9 881 574	103 365
LL	Limited liability company	318 222	273 218	29 422 874	8 539 619	65 196
PA	Partnership and other legal forms	7 627	5 499	418 497	111 575	2 722
SP	Sole proprietor	73 565	41 104	2 746 300	1 230 380	35 447
BG31	Severozapaden	35 175	28 288	2 424 073	858 983	8 867
LL	Limited liability company	25 524	22 538	1 991 512	606 368	4 522
PA	Partnership and other legal forms	673	593	22 522	15 581	124
SP	Sole proprietor	8 978	5 157	410 039	237 034	4 221
BG32	Severen tsentralen	44 292	36 033	3 280 523	1 157 187	10 488
LL	Limited liability company	33 787	29 663	2 812 383	906 023	5 851
PA	Partnership and other legal forms	552	417	22 867	10 257	211
SP	Sole proprietor	9 953	5 953	445 273	240 907	4 426
BG33	Severoiztochen	53 281	42 447	3 968 197	1 355 868	13 420
LL	Limited liability company	43 660	37 366	3 580 935	1 147 096	8 510
PA	Partnership and other legal forms	1 509	727	34 637	5 124	883
SP	Sole proprietor	8 112	4 354	352 625	203 648	4 027
BG34	Yugoiztochen	59 703	47 082	4 357 218	1 584 192	15 634
LL	Limited liability company	47 071	40 045	3 906 245	1 366 836	9 625
PA	Partnership and other legal forms	923	714	57 058	18 964	273
SP	Sole proprietor	11 709	6 323	393 915	198 392	5 736
BG41	Yugozapaden	124 999	100 447	12 053 623	3 157 401	34 322
LL	Limited liability company	104 722	88 926	11 253 451	2 973 685	24 503
PA	Partnership and other legal forms	2 595	1 919	199 576	31 970	900
SP	Sole proprietor	17 682	9 602	600 596	151 746	8 919
BG42	Yuzhen tsentralen	81 964	65 524	6 504 037	1 767 943	20 634
LL	Limited liability company	63 458	54 680	5 878 348	1 539 611	12 185
PA	Partnership and other legal forms	1 375	1 129	81 837	29 679	331
SP	Sole proprietor	17 131	9 715	543 852	198 653	8 118