Bloomberg Government, in partnership with the Direct Selling Association, surveyed 864 independent contractors to gain a better understanding of the ways Americans work independently.

**AVERAGE LENGTH OF TIME WORKING AS AN INDEPENDENT CONTRACTOR.**

7.2 years

**TOP INDUSTRIES FOR INDEPENDENT CONTRACTORS.**

- **Construction**: 30%
- **Technology**: 19%
- **Education**: 11%
- **Manufacturing**: 9%
DEMOGRAPHICS

BREAKDOWN OF INDEPENDENT CONTRACTOR POPULATION BY:

- **Gender**
  - Male: 65%
  - Female: 35%

- **Age**
  - 21–39: 35%
  - 40–51: 14%
  - 52–70: 15%
  - 71+: 3%

- **Ethnicity**
  - White or Caucasian: 76%
  - Black or African American: 9%
  - Hispanic or Latino: 12%
  - Other: 7%

- **Education Level**
  - High School/GED: 8%
  - Some college, no degree: 15%
  - Associate or technical degree: 13%
  - Bachelor’s degree: 35%
  - Graduate degree/professional: 27%

**HOW INDEPENDENT CONTRACTORS WORK.**

9 OUT OF 10 INDEPENDENT CONTRACTORS HAVE WORKED AS A WAGE-EARNING EMPLOYEE.

- 50% work as a wage-earning employee
- 50% work as an independent contractor exclusively

Over half of those surveyed (56%) are working as independent contractors for more than one company/organization/agency.

**NUMBER OF COMPANIES FOR WHICH CONTRACTORS WORK.**

- 1 company: 23%
- 2 companies: 33%
- 3 or more companies: 44%
MOTIVATIONS FOR INDEPENDENT CONTRACTORS.

Be my own boss

- Total: 45%
- Direct Sellers: 62%

Flexible schedule

- Female: 51%
- Male: 35%

VIEW THE FULL REPORT.

Download the complete survey results at about.bgov.com/dsa-workforce