

# 2007 Survey of Business Owners

Data Presentation of 2007 Female Business Owner Results

Nov. 29, 2011



ADVISORS TO  
THE PRESIDENT,  
CONGRESS,  
AND THE SBA

## DEFINITIONS

### GENERAL

- **Firm:** A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic census, the terms "firm" and "company" are synonymous.

### GENDER

- **Women-owned or female-owned:** Women own 51 percent or more of the interest or stock of the business.
- **Men-owned or male-owned:** Men own 51 percent or more of the interest or stock of the business.
- **Equally men-/women-owned or equally male-/female-owned:** A 50-percent male and 50-percent female ownership of the interest or stock of the business.

### ETHNICITY

- **Hispanic or Latino:** A person of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin, regardless of race. Data are tabulated for the following Hispanic subgroups:
  - Mexican, Mexican American, Chicano
  - Puerto Rican
  - Cuban
  - Other Hispanic, Latino, or Spanish origin
- **Not Hispanic or Latino:** A person not of Hispanic or Latino culture, regardless of race.

### RACE

- **American Indian or Alaska Native:** A person having origins in any of the original peoples of North and South America (including Central America), and who maintains tribal affiliation or community attachment.
- **Asian:** A person having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam. Data are tabulated for the following Asian subgroups:
  - Asian Indian
  - Chinese
  - Filipino
  - Japanese
  - Korean

- Vietnamese
- Other Asian
- **Black or African American:** A person having origins in any of the black racial groups of Africa, including those who consider themselves to be "Haitian."
- **Native Hawaiian or Other Pacific Islander:** A person having origins in any of the original peoples of Hawaii, Guam, Samoa, or other Pacific Islands. Data are tabulated for the following Native Hawaiian and Other Pacific Islander subgroups:
  - Native Hawaiian
  - Samoan
  - Guamanian or Chamorro
  - Other Pacific Islander
- **White:** A person having origins in any of the original peoples of Europe, North Africa, or the Middle East.
- **Some other race:** This category includes all other responses not included in the "American Indian or Alaska Native," "Asian," "Black or African American," "Native Hawaiian or Other Pacific Islander," and "White" race categories described above.

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## INDUSTRY TYPE

**NAICS Code:** The North American Industry Classification System (NAICS) was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.

This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.

Specific Industry Types include the following:

- **Accommodation and food services:** Comprises establishments providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. The sector includes both accommodation and food services establishments because the two activities are often combined at the same establishment.
- **Administrative and support and waste management and remediation services:** Comprises establishments performing routine support activities for the day-to-day operations of other organizations. These essential activities are often undertaken in-house by establishments in many sectors of the economy. The establishments in this sector specialize in one or more of these support activities and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: office administration, hiring and placing of personnel, document preparation and similar

clerical services, solicitation, collection, security and surveillance services, cleaning, and waste disposal services.

- **Agriculture, forestry, fishing and hunting:** Comprises establishments primarily engaged in growing crops, raising animals, harvesting timber, and harvesting fish and other animals from a farm, ranch, or their natural habitats.
- **Arts, entertainment, and recreation:** Includes a wide range of establishments that operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons. This sector comprises (1) establishments that are involved in producing, promoting, or participating in live performances, events, or exhibits intended for public viewing; (2) establishments that preserve and exhibit objects and sites of historical, cultural, or educational interest; and (3) establishments that operate facilities or provide services that enable patrons to participate in recreational activities or pursue amusement, hobby, and leisure-time interests.
- **Construction:** Comprises establishments primarily engaged in the construction of buildings or engineering projects (e.g., highways and utility systems). Establishments primarily engaged in the preparation of sites for new construction and establishments primarily engaged in subdividing land for sale as building sites also are included in this sector.
- **Educational services:** Comprises establishments that provide instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers. These establishments may be privately owned and operated for profit or not for profit, or they may be publicly owned and operated. They may also offer food and/or accommodation services to their students.
- **Finance and insurance:** Comprises establishments primarily engaged in financial transactions (transactions involving the creation, liquidation, or change in ownership of financial assets) and/or in facilitating financial transactions.
- **Health care and social assistance:** Comprises establishments providing health care and social assistance for individuals. The sector includes both health care and social assistance because it is sometimes difficult to distinguish between the boundaries of these two activities. The industries in this sector are arranged on a continuum starting with those establishments providing medical care exclusively, continuing with those providing health care and social assistance, and finally finishing with those providing only social assistance. The services provided by establishments in this sector are delivered by trained professionals. All industries in the sector share this commonality of process, namely, labor inputs of health practitioners or social workers with the requisite expertise. Many of the industries in the sector are defined based on the educational degree held by the practitioners included in the industry.
- **Industries not classified:** Comprises establishments where no NAICS coding information is available.

- **Information:** Comprises establishments engaged in the following processes: (a) producing and distributing information and cultural products, (b) providing the means to transmit or distribute these products as well as data or communications, and (c) processing data.
- **Management of companies and enterprises:** Comprises (1) establishments that hold the securities of (or other equity interests in) companies and enterprises for the purpose of owning a controlling interest or influencing management decisions or (2) establishments (except government establishments) that administer, oversee, and manage establishments of the company or enterprise and that normally undertake the strategic or organizational planning and decision making role of the company or enterprise. Establishments that administer, oversee, and manage may hold the securities of the company or enterprise.
- **Manufacturing:** Comprises establishments engaged in the mechanical, physical, or chemical transformation of materials, substances, or components into new products. The assembling of component parts of manufactured products is considered manufacturing.
- **Mining, quarrying, and oil and gas extraction:** Comprises establishments that extract naturally occurring mineral solids, such as coal and ores; liquid minerals, such as crude petroleum; and gases, such as natural gas. The term mining is used in the broad sense to include quarrying, well operations, beneficiating (e.g., crushing, screening, washing, and flotation), and other preparation customarily performed at the mine site, or as a part of mining activity.
- **Other services (except public administration):** Comprises establishments engaged in providing services not specifically provided for elsewhere in the classification system. Establishments in this sector are primarily engaged in activities, such as equipment and machinery repairing, promoting or administering religious activities, grant making, advocacy, and providing dry cleaning and laundry services, personal care services, death care services, pet care services, photofinishing services, temporary parking services, and dating services.
- **Professional, scientific, and technical services:** Comprises establishments that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. The establishments in this sector specialize according to expertise and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: legal advice and representation; accounting, bookkeeping, and payroll services; architectural, engineering, and specialized design services; computer services; consulting services; research services; advertising services; photographic services; translation and interpretation services; veterinary services; and other professional, scientific, and technical services.
- **Real estate rental and leasing:** Comprises establishments primarily engaged in renting, leasing, or otherwise allowing the use of tangible or intangible assets, and establishments providing related services. The major portion of this sector comprises establishments that

rent, lease, or otherwise allow the use of their own assets by others. The assets may be tangible, as is the case of real estate and equipment, or intangible, as is the case with patents and trademarks.

- **Retail trade:** Comprises establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.
- **Transportation and warehousing:** Industries providing transportation of passengers and cargo, warehousing and storage for goods, scenic and sightseeing transportation, and support activities related to modes of transportation. Establishments in these industries use transportation equipment or transportation related facilities as a productive asset. The type of equipment depends on the mode of transportation. The modes of transportation are air, rail, water, road, and pipeline.
- **Utilities:** Comprises establishments engaged in the provision of the following utility services: electric power, natural gas, steam supply, water supply, and sewage removal. Within this sector, the specific activities associated with the utility services provided vary by utility: electric power includes generation, transmission, and distribution; natural gas includes distribution; steam supply includes provision and/or distribution; water supply includes treatment and distribution; and sewage removal includes collection, treatment, and disposal of waste through sewer systems and sewage treatment facilities.
- **Wholesale trade:** Comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

## ESTIMATES OF FEMALE OWNED BUSINESSES

### ALL FEMALE OWNED FIRMS

#### DISTRIBUTION

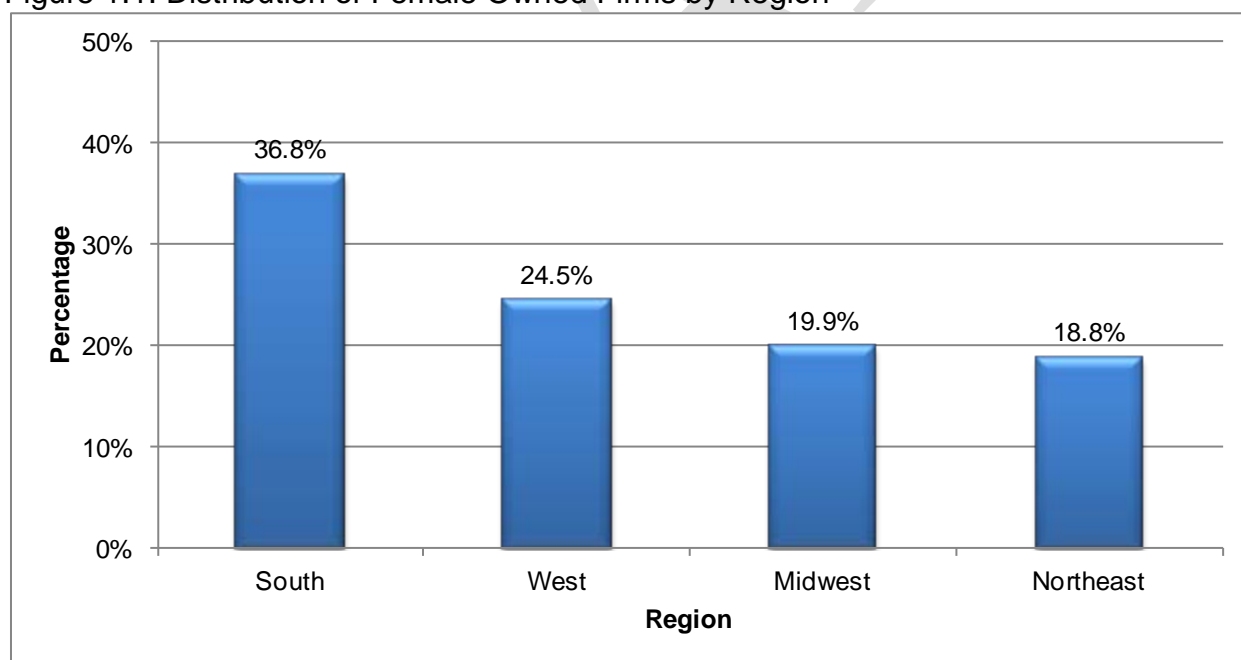
*Variable Description: A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic census, the terms "firm" and "company" are synonymous.*

Table 1.1: Female Owned Businesses Overall and by Region: All Sectors

Region	US	Midwest	Northeast	South	West
States	51	12	9	17	13
Percentage of Total Population		21.7%	17.9%	37.1%	23.3%
Total Firms	7,792,115*	1,551,419	1,465,366	2,872,839	1,908,078
Percentage of Total Firms	--	19.9%	18.8%	36.8%	24.5%

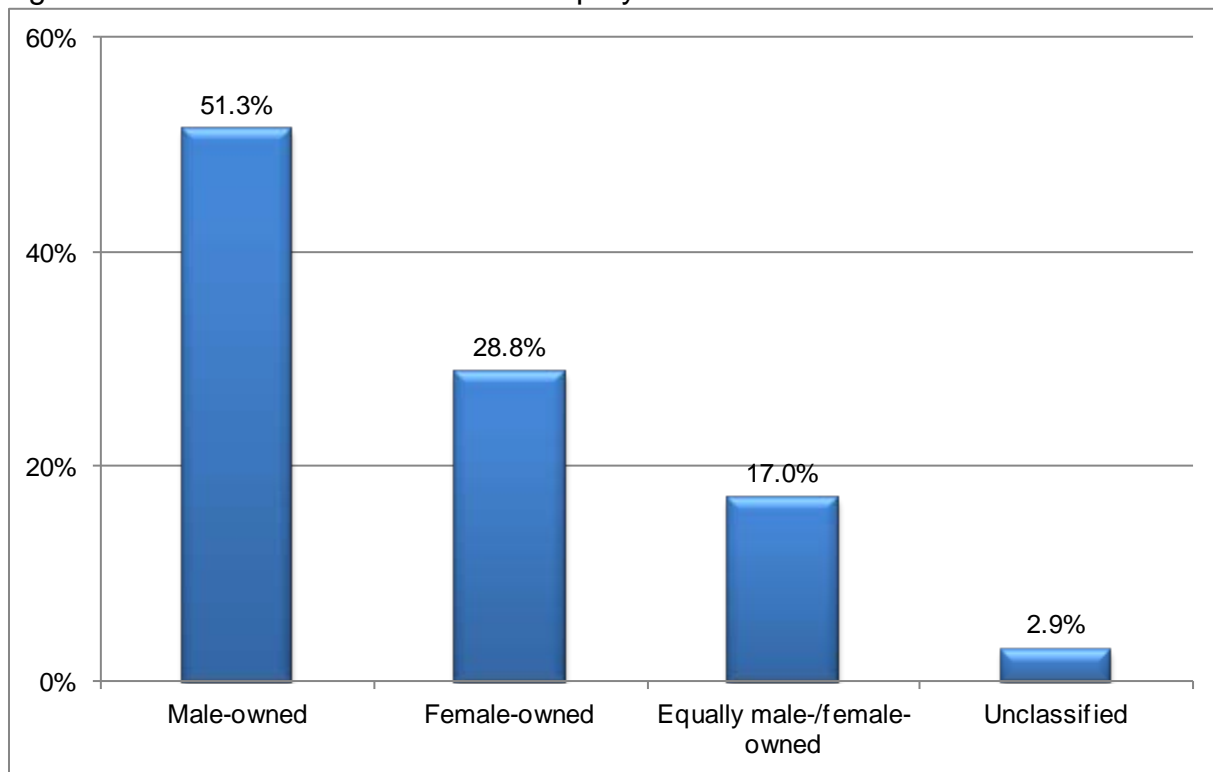
\*Total and sum of regions are different due to sampling variability. Percentages are based on the sum of the total firms

Figure 1.1: Distribution of Female Owned Firms by Region



**Observation:** Female owned firms in the South are nearly double those in the Midwest and Northeast. The proportion of firms by region is **nearly equal** to the proportion of the 2007 population by region.

Figure 1.2: Distribution of Firm Ownership by Gender



**Observation:** According to 2007 US Census estimates, females represented 50.1% of the population. This is 4.3% more than the percentage of female owned and equally male/female owned firms combined percentage of 45.8%.

## RECEIPTS

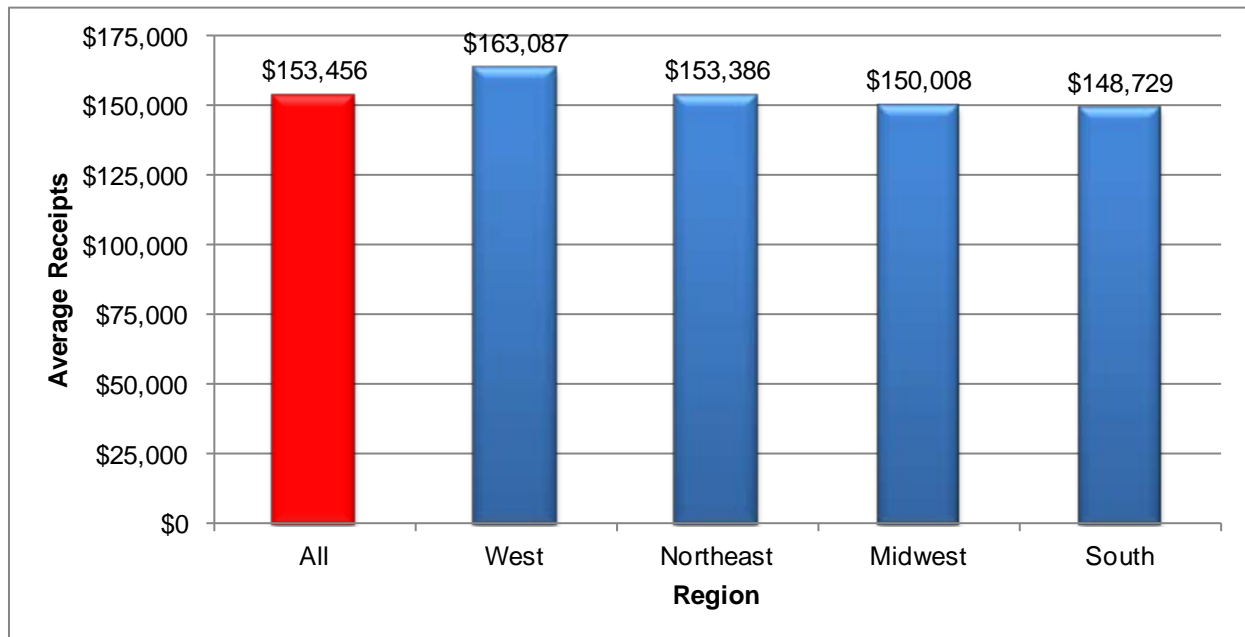
*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

Table 1.2: Female Owned Firms Average Receipts Per Firm by Region

Region	US Total	Midwest	Northeast	South	West
Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Total Receipts (x1000)	\$1,196,608,004	\$232,725,430	\$225,425,919	\$427,273,771	\$311,182,887
Average Receipts Per Firm	\$153,456	\$150,008	\$153,386	\$148,729	\$163,087
% Difference from National Average		-2.3%	0.0%	-3.2%	5.9%



Figure 1.3: Average Total Receipts (x1000) by Firm and Region for Female Owned Businesses



**Observation:** The average total receipts for female owned businesses in the **West** is approximately 6% **greater** than the national average.

Table 1.3: Female Owned **Employer Firms** Average Receipts Per Firm by Region

Region	US Total	Midwest	Northeast	South	West
Firms	909,661*	185,796	175,755	324,004	229,697
Total Receipts	\$1,014,366,348	\$203,527,778	\$188,444,531	\$361,809,051	\$260,584,988
Average Receipts Per Firm	\$1,115,104	\$1,095,437	\$1,072,200	\$1,116,681	\$1,134,473
% Difference from National Average		-1.80%	-4.00%	0.10%	1.70%

\*Total listed is different than sum by region due to sampling variability

**Observation:** The average total receipts for female owned employer firms in the **Northeast** is approximately 4% **less** than the national average.

Table 1.4: Female Owned **Non-Employer Firms** Average Receipts Per Firm by Region

Region	US Total	Midwest	Northeast	South	West
Firms	6,882,453	1,365,624	1,289,610	2,548,838	1,678,380
Total Receipts	\$182,241,656	\$29,197,656	\$36,981,387	\$65,464,719	\$50,597,899
Average Receipts Per Firm	\$26,479	\$21,380	\$28,676	\$25,684	\$30,147
% Difference from National Average		-23.80%	7.70%	-3.10%	12.20%

\*Total listed is different than sum by region due to sampling variability

**Observation:** The average total receipts for female owned non-employer firms in the **West** is approximately 12% **greater** than the national average. Average total receipts for female owned non-employer firms in the **Midwest** is approximately 24% **less** than the national average.

## INDUSTRY TYPE

*Variable Description: The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.*

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

Table 1.5: Top Five Female Owned Firm Industries by Region

Midwest	South
1) Health care and social assistance: 18.2%	1) Other services (except public administration): 17.2%
2) Other services (except public administration): 16.6%	2) Health care and social assistance: 14.2%
3) Retail trade: 13.5%	3) Professional, scientific, and technical services: 12.8%
4) Professional, scientific, and technical services: 12.2%	4) Administrative and Support and Waste Management and Remediation Services: 11.9%
5) Administrative and Support and Waste Management and Remediation Services: 9.4%	5) Retail trade: 11.8%

**Northeast**

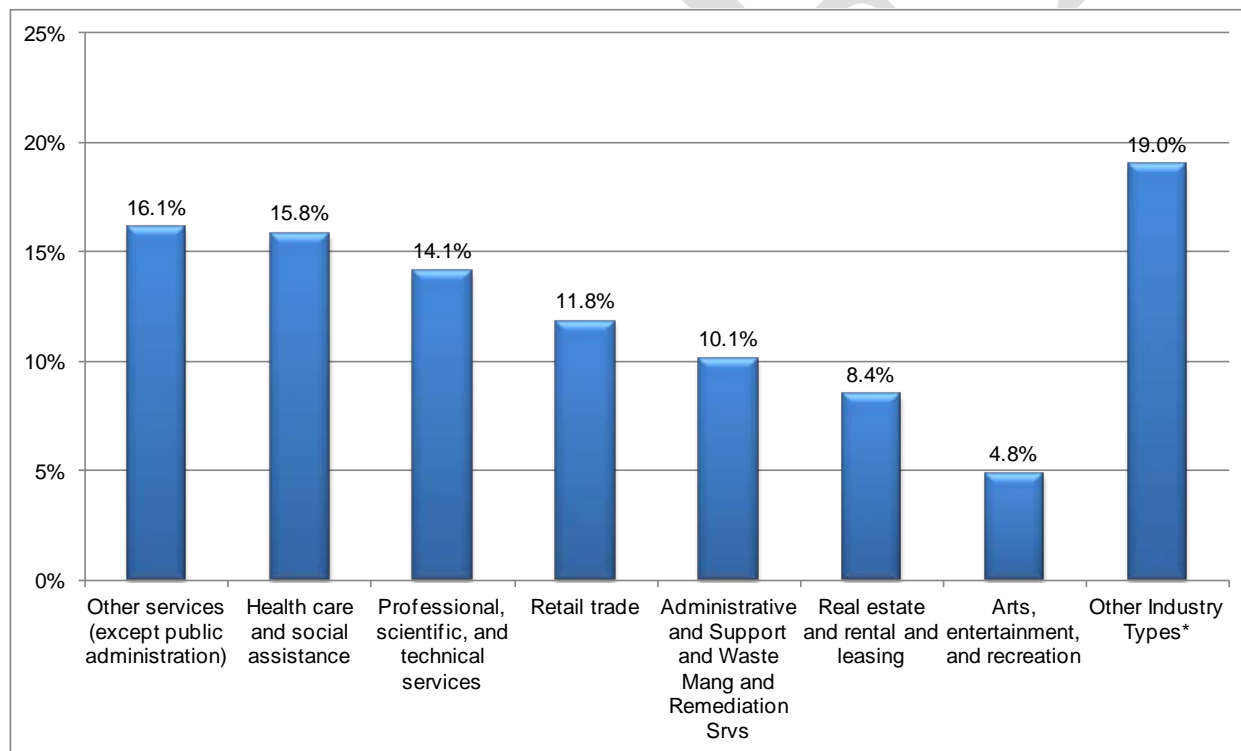
- 1) Health care and social assistance: 17.0%
- 2) Professional, scientific, and technical services: 15.8%
- 3) Other services (except public administration): 14.3%
- 4) Retail trade: 11.1%
- 5) Administrative and Support and Waste Management and Remediation Services: 8.4%

**West**

- 1) Professional, scientific, and technical services: 16.2%
- 2) Health care and social assistance: 15.3%
- 3) Other services (except public administration): 15.2%
- 4) Retail trade: 10.9%
- 5) Real estate rental and leasing: 9.4%

**Observations:**

- Health care and social assistance is the first or second top industry in each region
- Other services (except public administration) is one of the top three industries in all regions
- All of the top five industries in the regions are the same except for the West where Real estate rental and leasing is one of the top five industries

**Figure 1.4: US Distribution of Female Owned Businesses by Industry Type**

\*Educational services (3.5%), Construction (3.4%), Finance and insurance (2.6%), Accommodation and food services (2.5%), Transportation and warehousing (1.8%), Wholesale trade (1.7%), Manufacturing Information (1.5%), Agriculture, forestry, fishing and hunting (0.3%), Mining, quarrying, and oil and gas extraction (0.2%), Utilities (0.0%), Industries not classified (0.0%), Management of companies and enterprises (0.0%)

Table 1.6: Industry Types of Female Owned Firms (*Percentages displayed utilize the totals for all sectors: Percentages are by column*)

Industry	US	Midwest	Northeast	South	West
Total for all sectors	<b>7792115</b>	<b>1551419</b>	<b>1465366</b>	<b>2872839</b>	<b>1908078</b>
Other services (except public administration)	1251887	258006	209890	493868	290273
	16.1%	16.6%	14.3%	17.2%	15.2%
Health care and social assistance	1231818	281830	249816	408600	291765
	15.8%	18.2%	17.0%	14.2%	15.3%
Professional, scientific, and technical services	1096581	188887	231874	366602	309994
	14.1%	12.2%	15.8%	12.8%	16.2%
Retail trade	918701	208965	162980	339330	208219
	11.8%	13.5%	11.1%	11.8%	10.9%
Administrative and Support and Waste Mang and Remediation Srvs	785909	146437	123344	342169	174588
	10.1%	9.4%	8.4%	11.9%	9.1%
Real estate and rental and leasing	657584	108130	122677	245138	179855
	8.4%	7.0%	8.4%	8.5%	9.4%
Arts, entertainment, and recreation	376196	67770	91356	108953	106878
	4.8%	4.4%	6.2%	3.8%	5.6%
Educational services	276059	54781	64539	91059	65751
	3.5%	3.5%	4.4%	3.2%	3.4%
Construction	268668	56057	41948	120738	50005
	3.4%	3.6%	2.9%	4.2%	2.6%
Finance and insurance	200443	37929	32258	77170	52574
	2.6%	2.4%	2.2%	2.7%	2.8%
Accommodation and food services	191798	38179	37560	71936	44383
	2.5%	2.5%	2.6%	2.5%	2.3%
Transportation and warehousing	142562	30290	21816	61314	28699
	1.8%	2.0%	1.5%	2.1%	1.5%
Wholesale trade	133353	25028	26208	45603	35932
	1.7%	1.6%	1.8%	1.6%	1.9%
Manufacturing	113400	23332	21282	38207	30980
	1.5%	1.5%	1.5%	1.3%	1.6%
Information	97172	17277	21347	32657	25637
	1.2%	1.1%	1.5%	1.1%	1.3%
Agriculture, forestry, fishing and hunting	26778	3993	2939	10824	5385
	0.3%	0.3%	0.2%	0.4%	0.3%
Mining, quarrying, and oil and gas extraction	18331	2403	619	11908	2006
	0.2%	0.2%	0.0%	0.4%	0.1%
Utilities	3761	565	447	1736	755
	0.0%	0.0%	0.0%	0.1%	0.0%
Industries not classified	2756	740	163	57	15
	0.0%	0.0%	0.0%	0.0%	0.0%
Management of companies and enterprises	1752	461	92	672	429
	0.0%	0.0%	0.0%	0.0%	0.0%

## RACE/ETHNICITY: HISPANIC FEMALE OWNED FIRMS

*Variable Description: Ethnicity and race are treated as separate concepts in the federal statistical system. The SBO asks both an ethnicity and a race question. The question on ethnicity asks the respondents if the business owner(s) is Spanish, Hispanic, or Latino. The question on race asks the respondents to report the race or races they consider the business owner(s) to be. Both questions are based on self-identification.*

*The ethnicity categories used in the 2007 SBO are consistent with those mandated by the Office of Management and Budget. These standards were developed by both the Executive and Legislative Branches of the Federal Government. The ethnicity categories are:*

- *Hispanic or Latino. A person of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin, regardless of race.*
- *Not Hispanic or Latino. A person not of Hispanic or Latino culture, regardless of race.*

### DISTRIBUTION

Table 2.1: Hispanic Female Owned Firms Overall and by Region: All Sectors

Region	US Total	Midwest	Northeast	South	West
Firms	7,792,115*	1,551,419	1,465,366	2,872,839	1,908,078
Hispanic Female Owned Firms	787,914	42,277	131,827	332,460	280,014
% Hispanic	10.1%	2.7%	9.0%	11.6%	14.7%

\* Total listed is different than sum by region due to sampling variability

Figure 2.1: Percentage of Hispanic and Female Owned Firms by Region

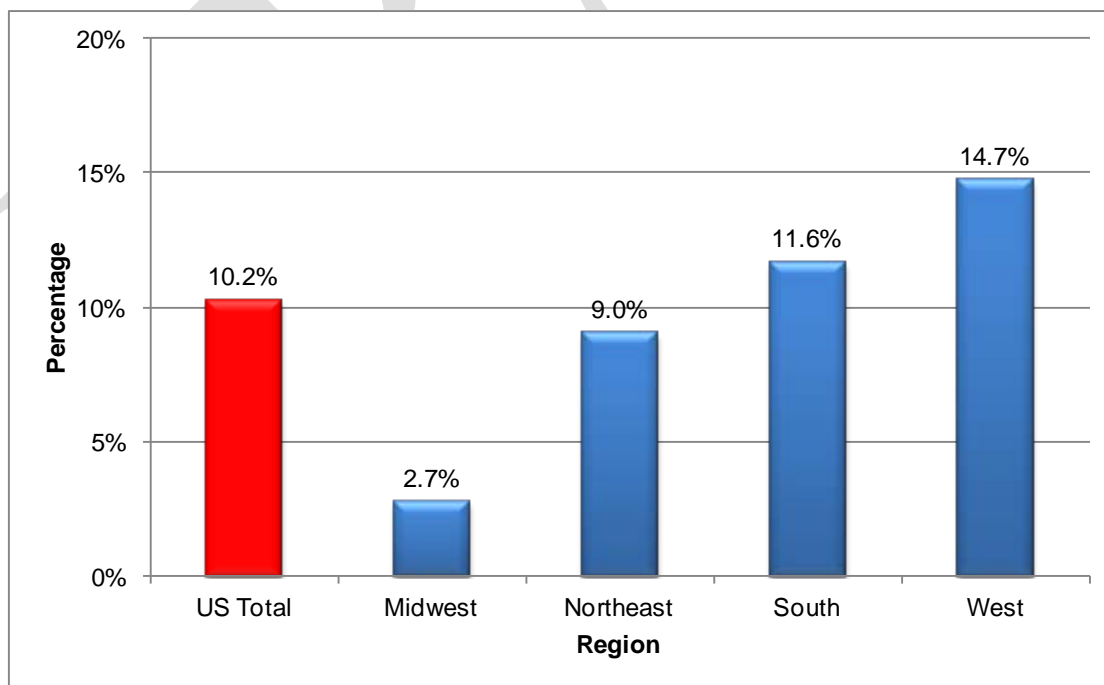
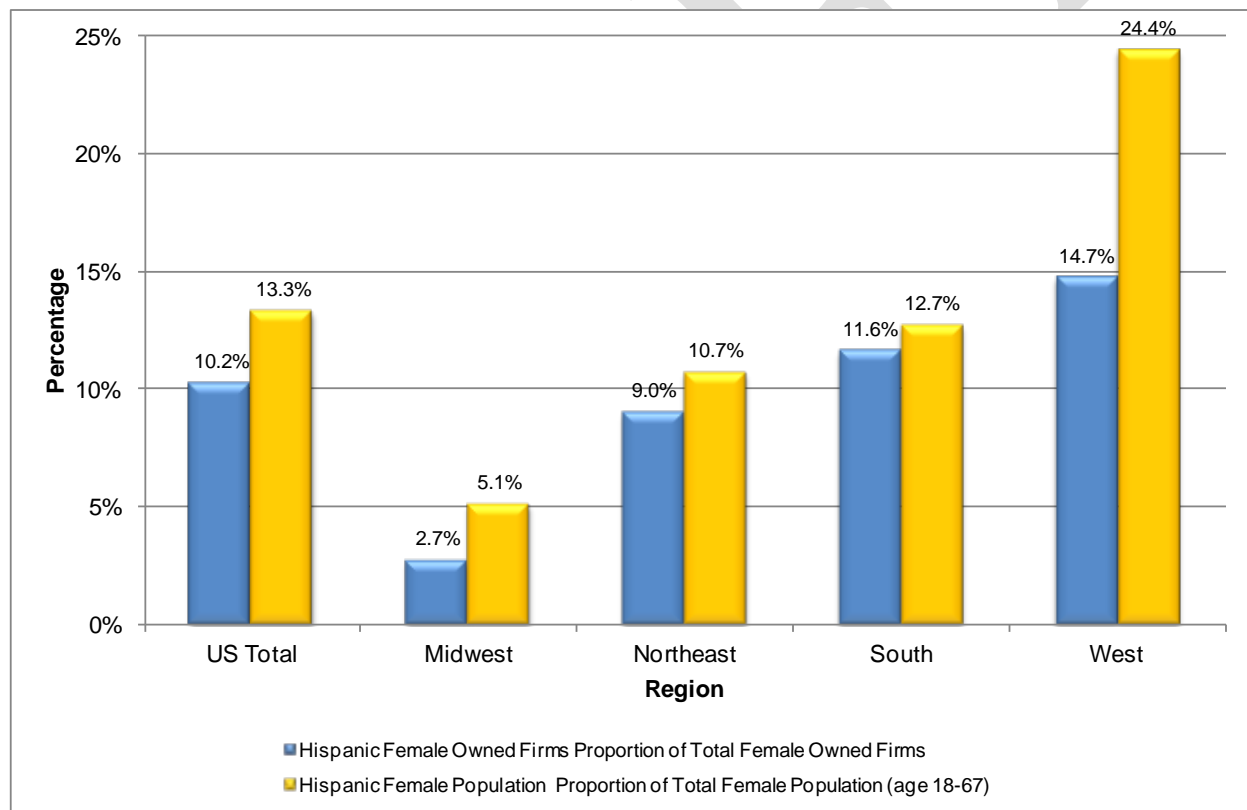


Table 2.2: Comparison of Hispanic Owned Female Firms to the Hispanic population overall and by region

Region	US	Midwest	Northeast	South	West
Total Firms	7,792,115*	1,551,419	1,465,366	2,872,839	1,908,078
Female Hispanic Firms	787,914	42,277	131,827	332,460	280,014
% of Total by Region	10.2%	2.7%	9.0%	11.6%	14.7%
Hispanic Female Population (x1000)	13,102	1,108	1,960	4,573	5,461
% of Total by Region	13.3%	5.1%	10.7%	12.7%	24.4%
Difference between Female Hispanic Firms compared to Female Hispanic population (age 18-67)	-3.1%	-2.4%	-1.7%	-1.1%	-9.7%

\* Total listed is different than sum by region due to sampling variability

Figure 2.2: Comparison of the percentage of Hispanic Female Owned Firms to the Female Hispanic Population by Region



**Observation:** In the US overall and regionally, the proportion of Hispanic female owned businesses is less than the proportion of the Hispanic female population. The only region where this difference is more than 3.0% is the West where there is a 9.7% difference between the percentage of female owned businesses and the percentage of the Hispanic female population.

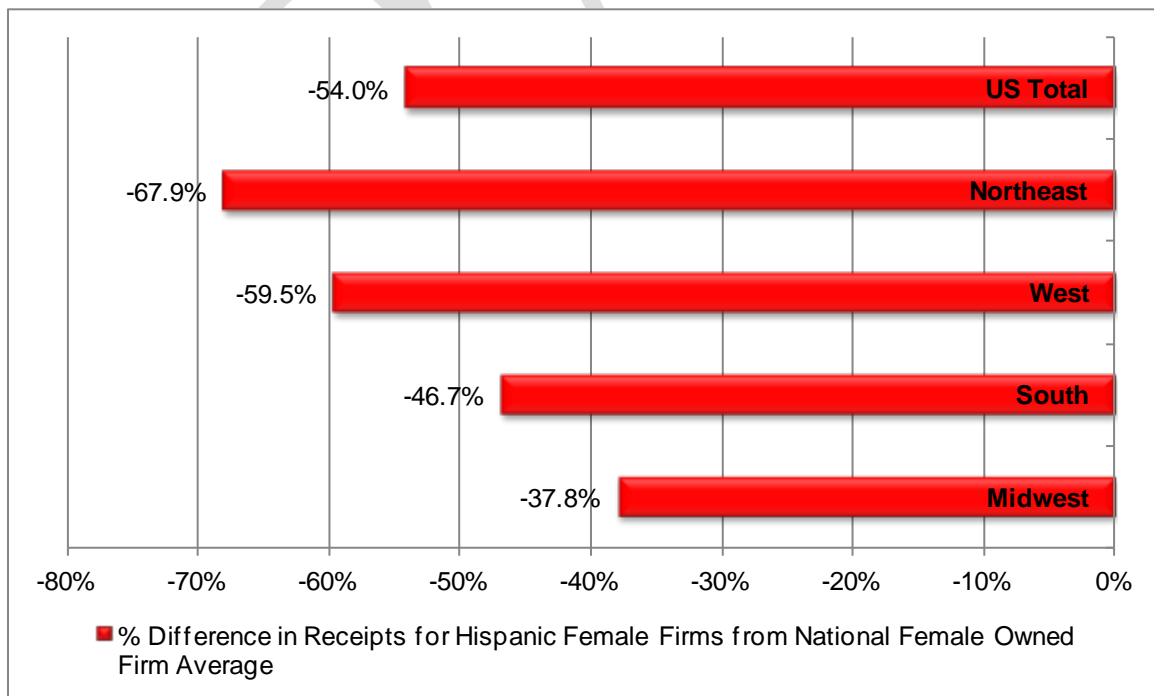
## RECEIPTS

*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

Table 2.3: Hispanic Female Owned Firms Average Receipts Per Firm by Region

Region	US Total	Midwest	Northeast	South	West
Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Total Receipts (x1000)	\$1,196,608,004	\$232,725,430	\$225,425,919	\$427,273,771	\$311,182,887
Average Receipts Per Firm	\$153,456	\$150,008	\$153,836	\$148,729	\$163,087
Hispanic Female Owned Firms	787,914	42,277	131,827	332,460	280,014
Total Hispanic Owned Female Firms Receipts (x1000)	\$55,653,289	\$3,942,713	\$6,510,876	\$26,377,269	\$18,507,741
Average Receipts Per Hispanic Owned Female Firms	\$70,634	\$93,259	\$49,390	\$79,340	\$66,096
% Difference from National Average	-54.0%	-37.8%	-67.9%	-46.7%	-59.5%

Figure 2.3: Percentage difference in receipts between Hispanic Owned Firms and all Female Owned Firms



**Observation:** The average total receipts for Hispanic female owned Firms is substantially less

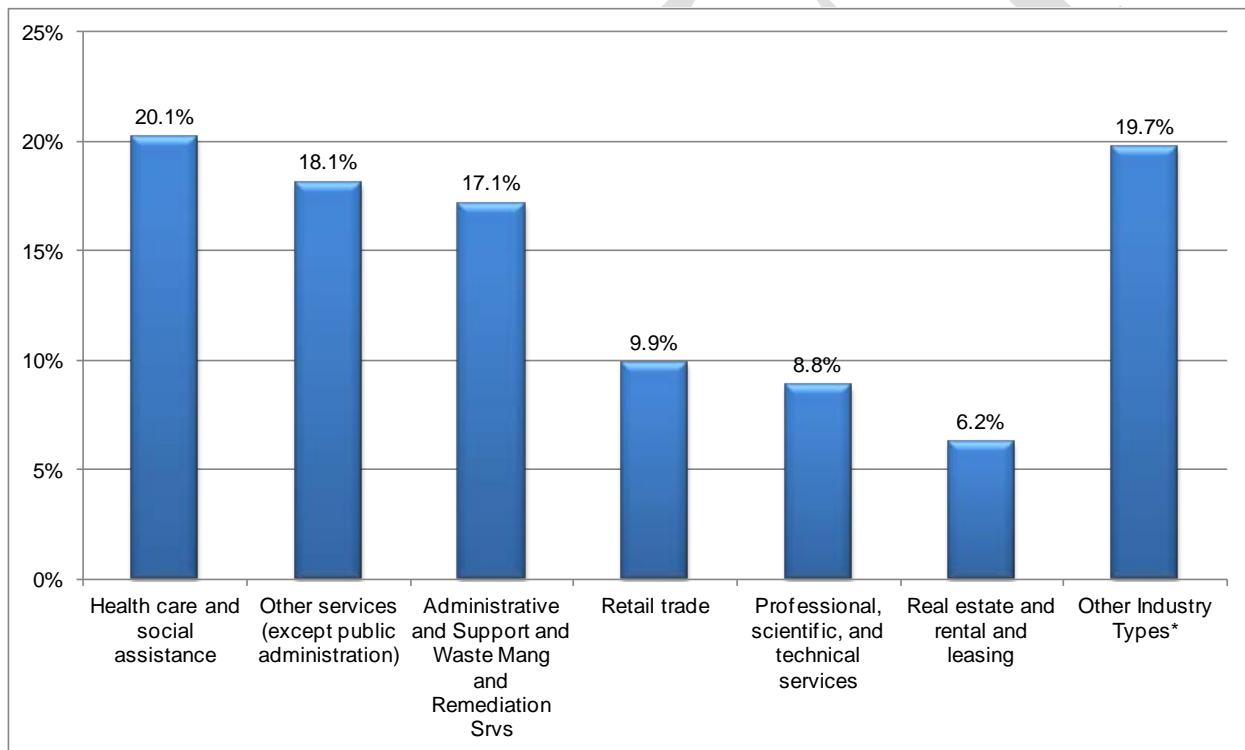
than the average for all Female Owned Firms nationally and by region.

## INDUSTRY TYPE

*Variable Description: The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.*

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

Figure 2.4: Distribution of Hispanic Female Owned Firms by Industry Type



\* Construction (4.2%), Arts, entertainment, and recreation (2.6%), Accommodation and food services (2.5%), Transportation and warehousing (2.4%), Educational services (2.3%), Finance and insurance (2.1%), Wholesale trade (1.3%), Manufacturing (1.1%), Information (0.8%), Agriculture, forestry, fishing and hunting (0.1%), Utilities (0.1%), Mining, quarrying, and oil and gas extraction (0.1%), Management of companies and enterprises (0.0%), Industries not classified (0.0%)

**Observation:** The top three industries for Hispanic Female Owned Businesses are Health Care and Social Assistance (20.1%), Other Services (18.1%), and Administrative and Support and Waste Management and Remediation Services (17.1%).



## RACE/ETHNICITY: BLACK OR AFRICAN AMERICAN FEMALE OWNED FIRMS

*Variable Description: Black or African American. A person having origins in any of the black racial groups of Africa, including those who consider themselves to be "Haitian."*

### DISTRIBUTION

Table 3.1: Black or African American Female Owned Businesses Overall and by Region: All Sectors

Region	US Total	Midwest	Northeast	South	West
All Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Black or African American Female Owned Firms	911,728	171,915	162,228	493,176	83,582
% Black or African American	11.7%	11.1%	11.1%	17.2%	4.4%

\* Total listed is different than sum by region due to sampling variability

Figure 3.1: Percentage of Black or African American Female Owned Firms by Region

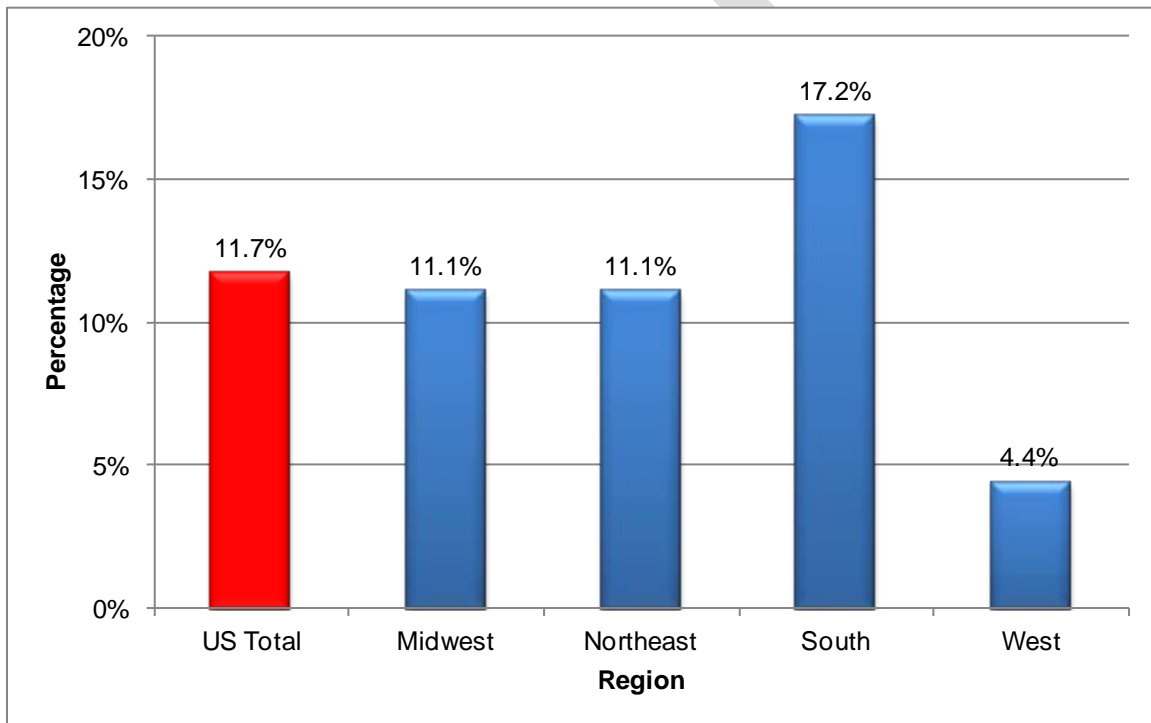
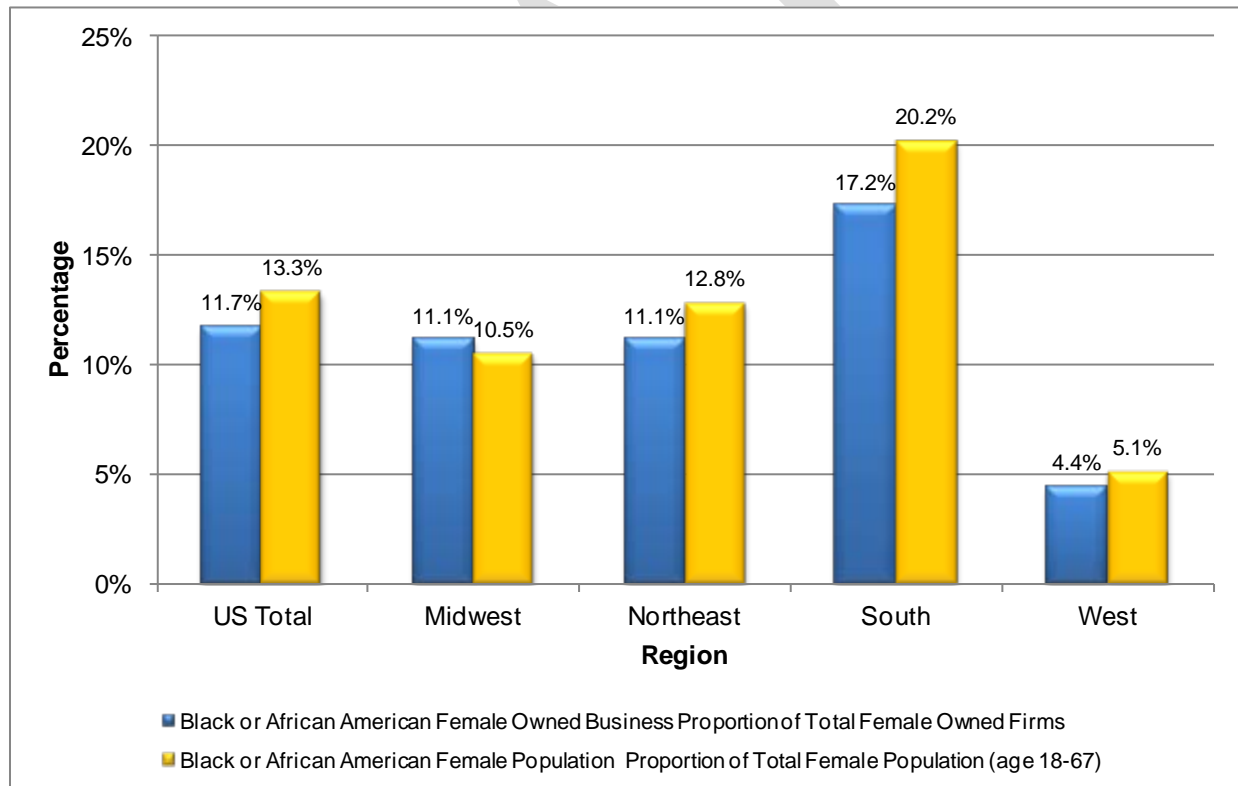


Table 3.2: Black or African American Female Owned Firms Average Receipts Per Firm by Region

Region	US	Midwest	Northeast	South	West
Total Female Owned Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Female Black or African American Firms	911,728	171,915	162,228	493,176	83,582
% of Total by Region	11.7%	11.1%	11.1%	17.2%	4.4%
Black or African American Female Population (x1000)	26,112	4,541	4,669	14,607	2,294
% of Total by Region	13.3%	10.5%	12.8%	20.2%	5.1%
Difference between Female Black or African American Female Owned Firms compared to Female Black or African American population (age 18-67)	-1.6%	0.6%	-1.7%	-3.0%	-0.7%

\* Total listed is different than sum by region due to sampling variability

Figure 3.2: Comparison of the percentage of Black or African American Female Owned Firms to the Female Black or African American Population by Region



**Observation:** The proportion of the Black or African American Female Owned Firms and Female population is similar. Across the US and regionally, the percentage differences are 3.0% or less.

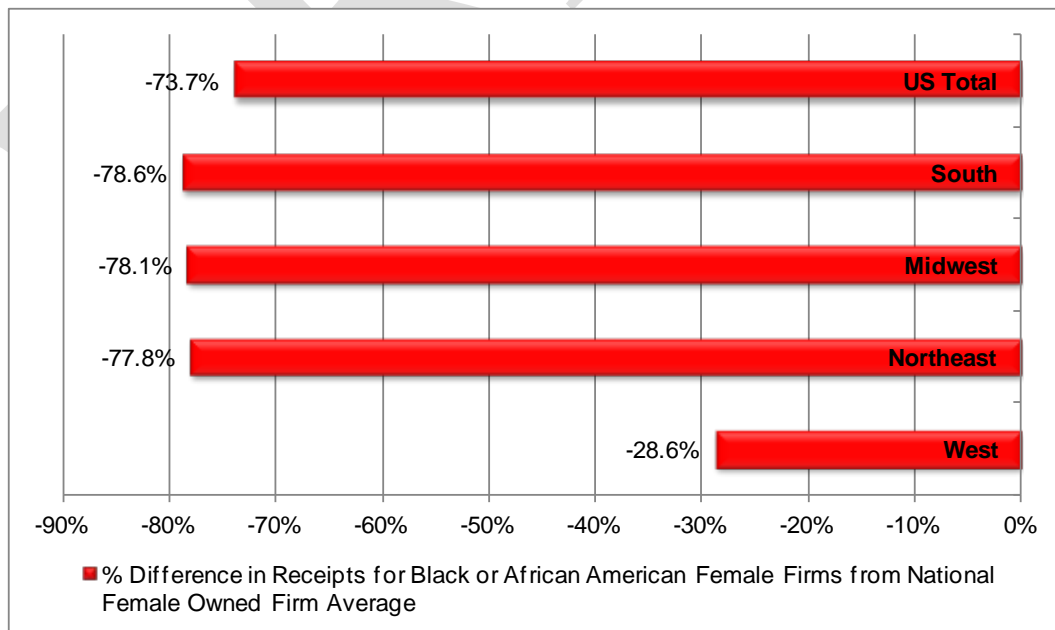
## RECEIPTS

*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

**Table 3.3: Black or African American Female Owned Firms Average Receipts Per Firm by Region**

Region	US Total	Midwest	Northeast	South	West
Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Total Receipts (x1000)	\$1,196,608,004	\$232,725,430	\$225,425,919	\$427,273,771	\$311,182,887
Average Receipts Per Firm	\$153,456	\$150,008	\$153,836	\$148,729	\$163,087
Black or African American Female Owned Firms	911,728	171,915	162,228	493,176	83,582
Total Black or African American Female Owned Firms Receipts (x1000)	\$36,804,059	\$5,650,873	\$5,538,747	\$15,713,686	\$9,738,936
Average Receipts Per Black or African American Firms Female Owned Firms	\$40,367	\$32,870	\$34,142	\$31,862	\$116,520
% Difference from National Average	-73.7%	-78.1%	-77.8%	-78.6%	-28.6%

**Figure 3.3: Percentage difference in receipts between Black or African American owned firms and all Female Owned Firms**



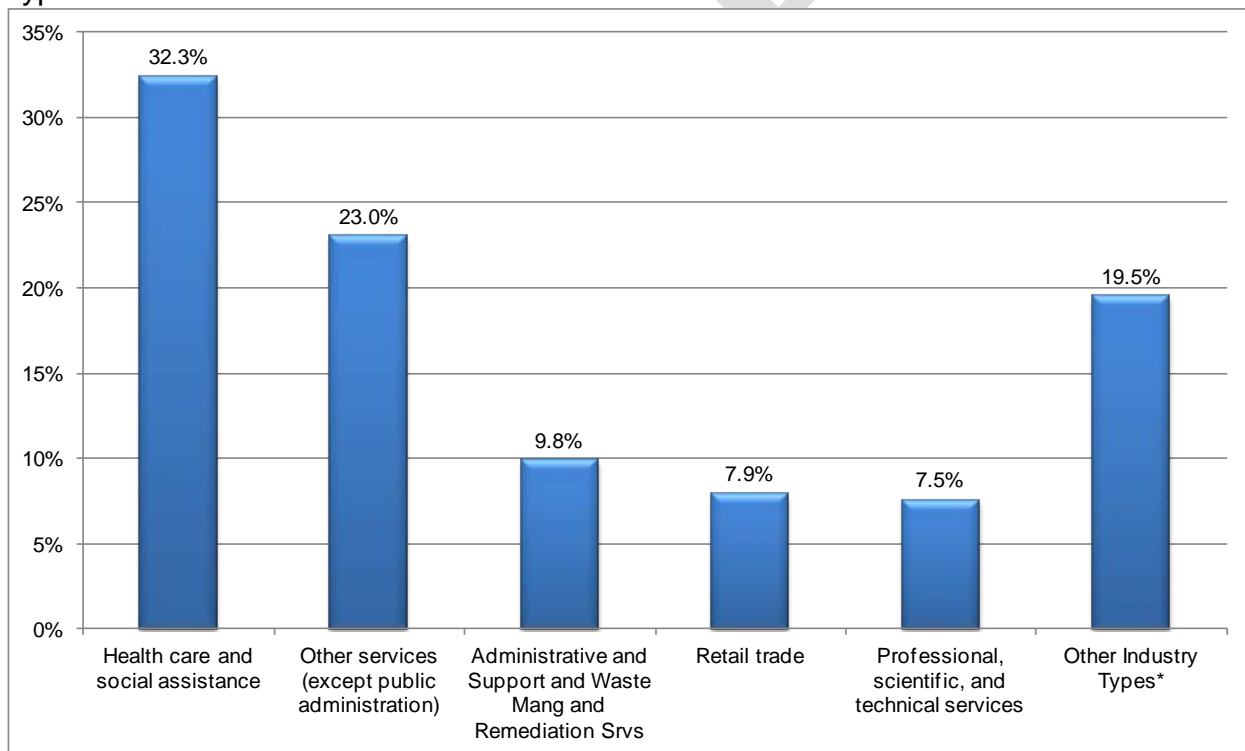
**Observation:** The average total receipts for Black or African American female owned Firms is substantially less than the average for all Female Owned Firms nationally and by region.

## INDUSTRY TYPE

*Variable Description: The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.*

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

**Figure 3.4: Distribution of Black or African American Female Owned Firms by Industry Type**



\* Real estate and rental and leasing (4.2%), Arts, entertainment, and recreation (3.1%), Educational services (3.0%), Transportation and warehousing (2.2%), Accommodation and food services (1.7%), Finance and insurance (1.6%), Construction (1.4%), Information (0.9%), Manufacturing (0.6%), Wholesale trade (0.6%), Agriculture, forestry, fishing and hunting (0.0%), Utilities (0.0%), Industries not classified (0.0%), Management of companies and enterprises (0.0%), Mining, quarrying, and oil and gas extraction (0.0%)

**Observation:** The top two industries for Black or African American Female Owned Firms are Health Care and Social Assistance (32.3%) and Other Services (23.0%).

## RACE/ETHNICITY: AMERICAN INDIAN AND ALASKA NATIVE FEMALE OWNED FIRMS

*Variable Description: A person having origins in any of the original peoples of North and South America (including Central America), and who maintains tribal affiliation or community attachment.*

### DISTRIBUTION

Table 4.1: American Indian and Alaska Native Female Owned Businesses Overall and by Region: All Sectors

Region	US Total	Midwest	Northeast	South	West
All Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
American Indian and Alaska Native Female Owned Firms	96,543	13,715	10,935	29,063	35,922
% American Indian and Alaska Native Female	1.2%	0.9%	0.8%	1.0%	1.9%

\* Total listed is different than sum by region due to sampling variability

Figure 4.1: Percentage of American Indian and Alaska Native Female Owned Firms by Region

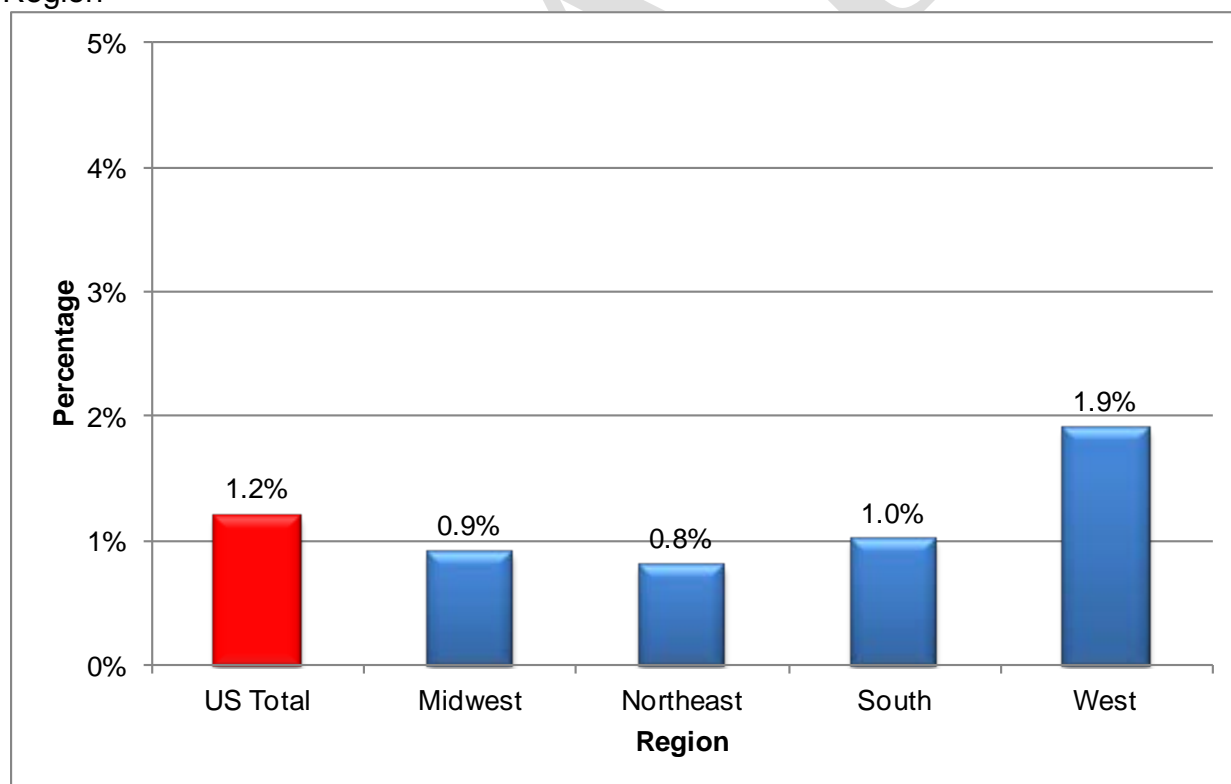
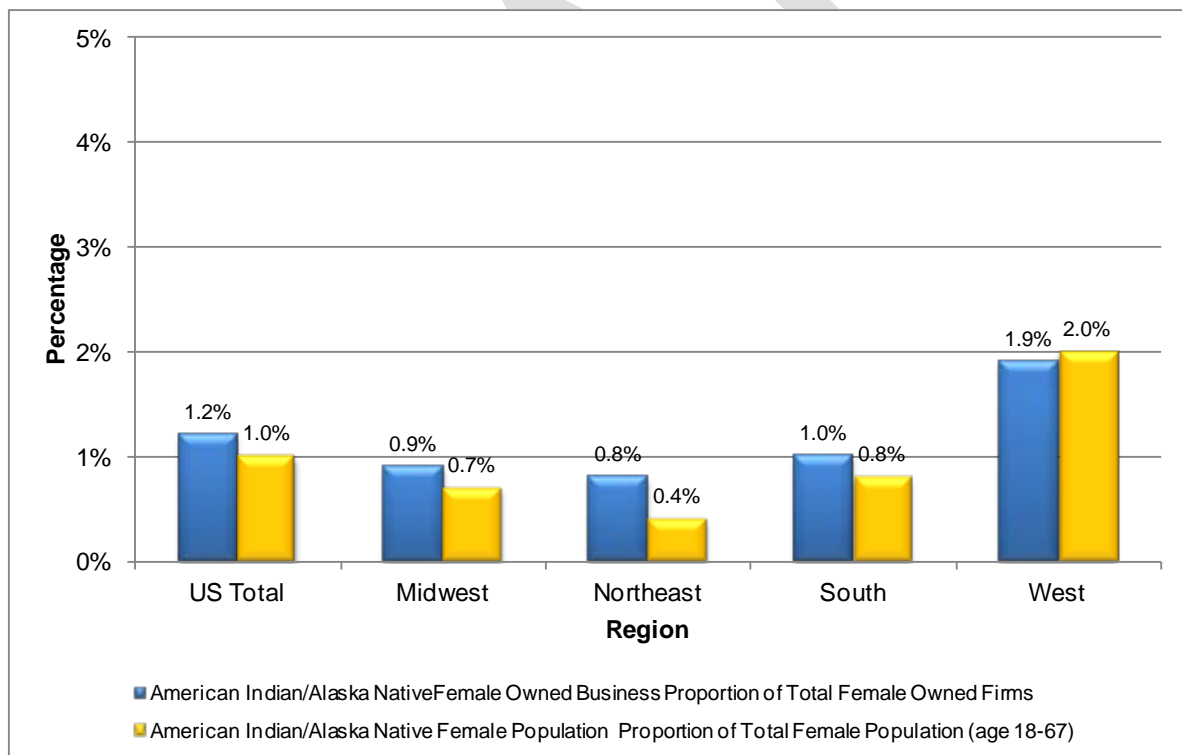


Table 4.2: American Indian and Alaska Native Female Owned Firms Average Receipts Per Firm by Region

Region	US	Midwest	Northeast	South	West
Total Female Owned Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Female American Indian and Alaska Native Firms	96,543	13,715	10,935	29,063	35,922
% of Total by Region	1.2%	0.9%	0.8%	1.0%	1.9%
American Indian and Alaska Native Population (x1000)	1,923	288	141	579	914
% of Total by Region	1.0%	0.7%	0.4%	0.8%	2.0%
Difference between American Indian and Alaska Native Female Owned Firms compared to Female American Indian and Alaska Native population (age 18-67)	0.2%	0.2%	0.4%	0.2%	-0.1%

\* Total listed is different than sum by region due to sampling variability

Figure 4.2: Comparison of the percentage of American Indian and Alaska Native Female Owned Firms to the Female American Indian and Alaska Native Population by Region



**Observation:** The proportion of the American Indian and Alaska Native Female Owned Firms and Female population is similar. Across the US and regionally, the percentage differences are less than 0.5%

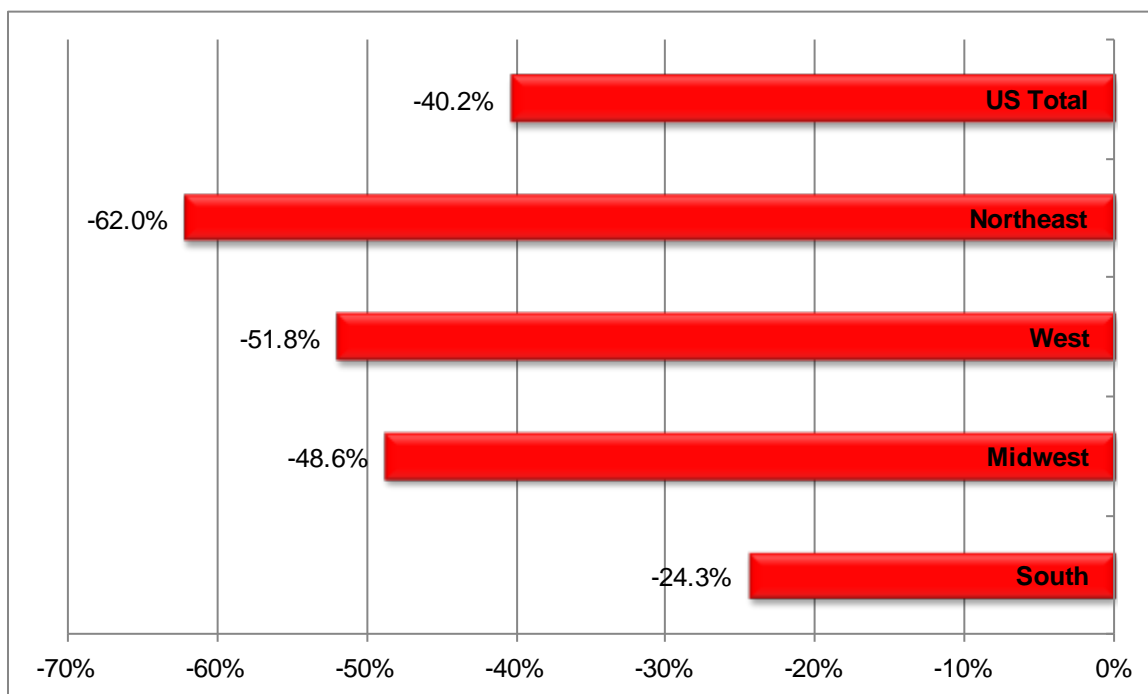
## RECEIPTS

*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

Table 4.3: American Indian and Alaska Native Female Owned Firms Average Receipts Per Firm by Region

Region	US Total	Midwest	Northeast	South	West
Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Total Receipts (x1000)	\$1,196,608,004	\$232,725,430	\$225,425,919	\$427,273,771	\$311,182,887
Average Receipts Per Firm	\$153,456	\$150,008	\$153,836	\$148,729	\$163,087
American Indian and Alaska Native Female Owned Firms	96,543	13,715	10,935	29,063	35,922
Total American Indian and Alaska Native Female Owned Firms Receipts (x1000)	\$8,862,208	\$1,056,869	\$639,448	\$3,270,849	\$2,824,615
Average Receipts Per American Indian and Alaska Native Firms Female Owned Firms	\$91,795	\$77,059	\$58,477	\$112,543	\$78,632
% Difference from National Average	-40.2%	-48.6%	-62.0%	-24.3%	-51.8%

Figure 4.3: Percentage difference in receipts between American Indian and Alaska Native Owned Female Firms and all Female Owned Firms



**Observation:** The average total receipts for American Indian and Alaska Native female owned Firms is substantially less than the average for all Female Owned Firms nationally and by region.

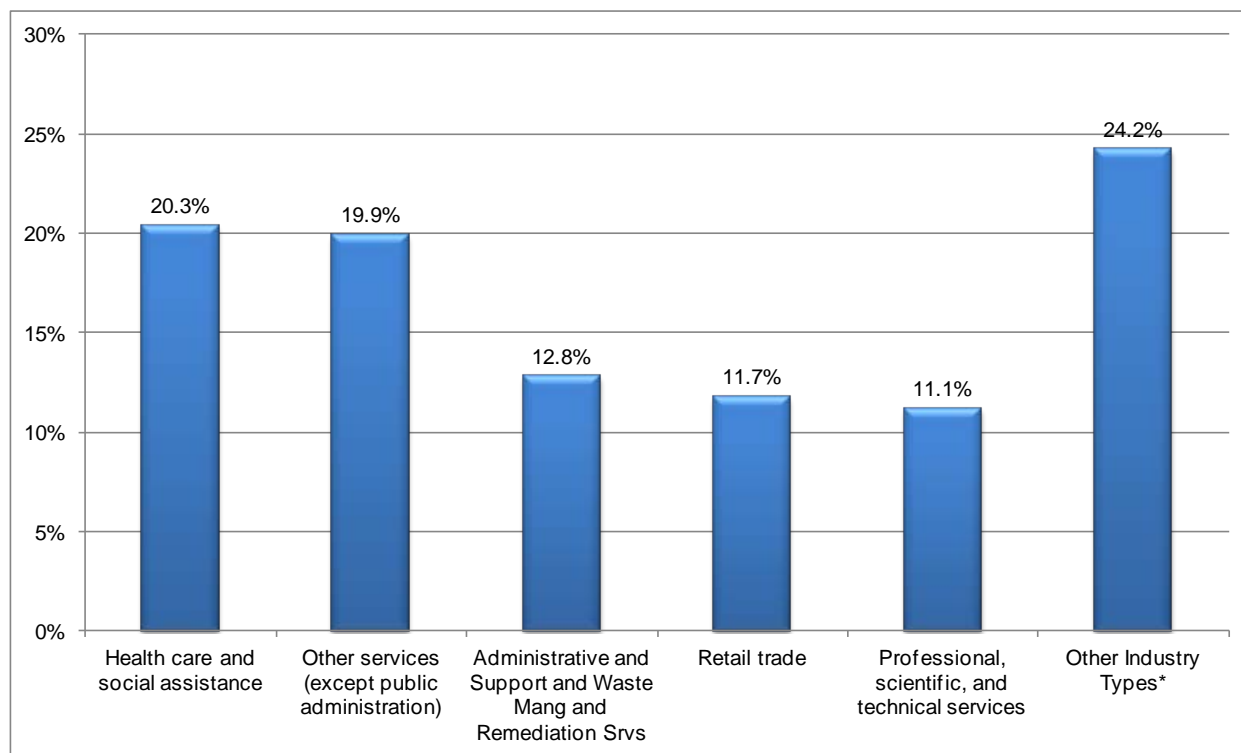
## INDUSTRY TYPE

*Variable Description:* The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*



Figure 4.4: Distribution of American Indian and Alaska Native Female Owned Firms by Industry Type



\* Construction (4.6%), Real estate and rental and leasing (4.5%), Educational services ( 2.6%), Transportation and warehousing (2.4%), Manufacturing (2.3%), Wholesale trade (2.2%), Accommodation and food services (2.0%), Information (1.3%), Finance and insurance (1.1%), Arts, entertainment, and recreation (1.1%), Agriculture, forestry, fishing and hunting (0.0%), Utilities (0.0%), Management of companies and enterprises (0.0%), Mining, quarrying, and oil and gas extraction (0.0%), Industries not classified (0.0%)

**Observation:** The top two industries for American Indian and Alaska Native Female Owned Firms are Health Care and Social Assistance (20.3%) and Other Services (19.9%).

## RACE/ETHNICITY: ASIAN FEMALE OWNED FIRMS

*Variable Description: A person having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.*

### DISTRIBUTION

Table 5.1: Asian Female Owned Businesses Overall and by Region: All Sectors

Region	US Total	Midwest	Northeast	South	West
All Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Asian Female Owned Firms	522,969	48,611	103,832	132,736	237,919
% Asian Female	6.7%	3.1%	7.1%	4.6%	12.5%

\* Total listed is different than sum by region due to sampling variability

Figure 5.1: Percentage of Asian Female Owned Firms by Region

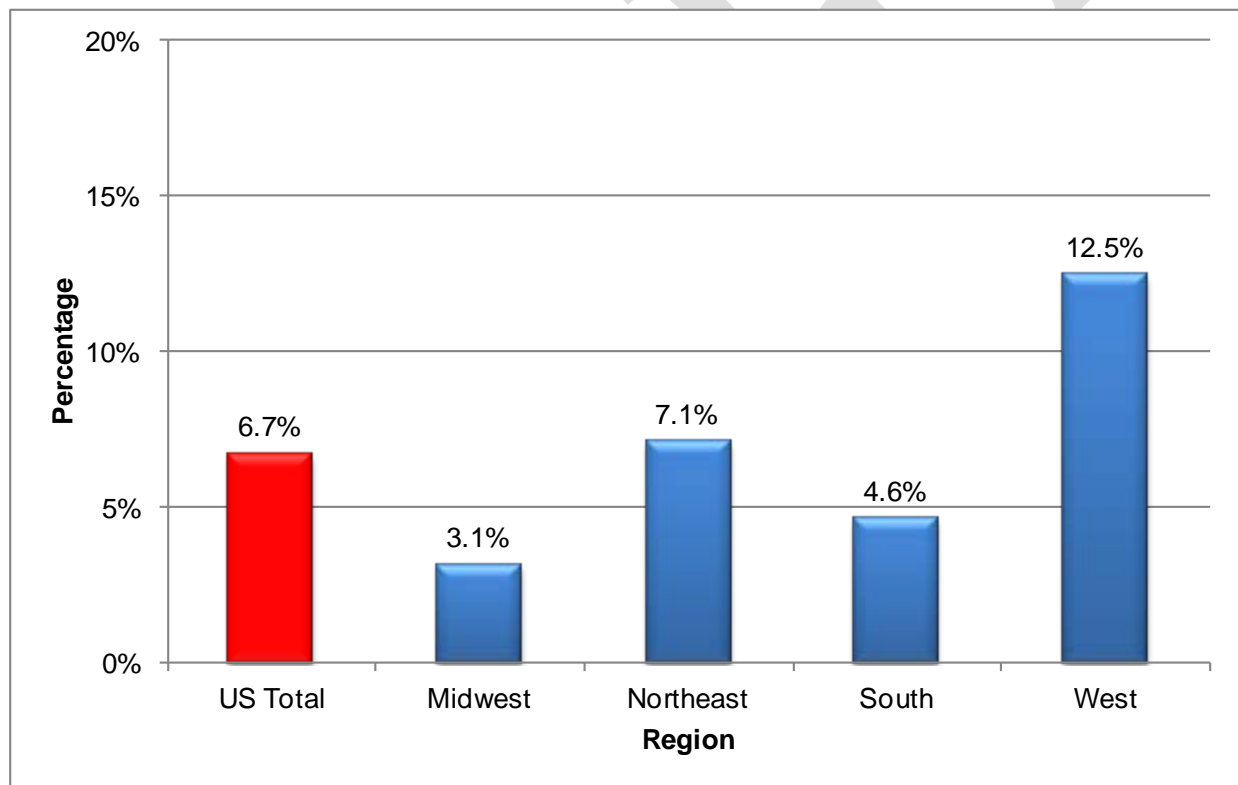
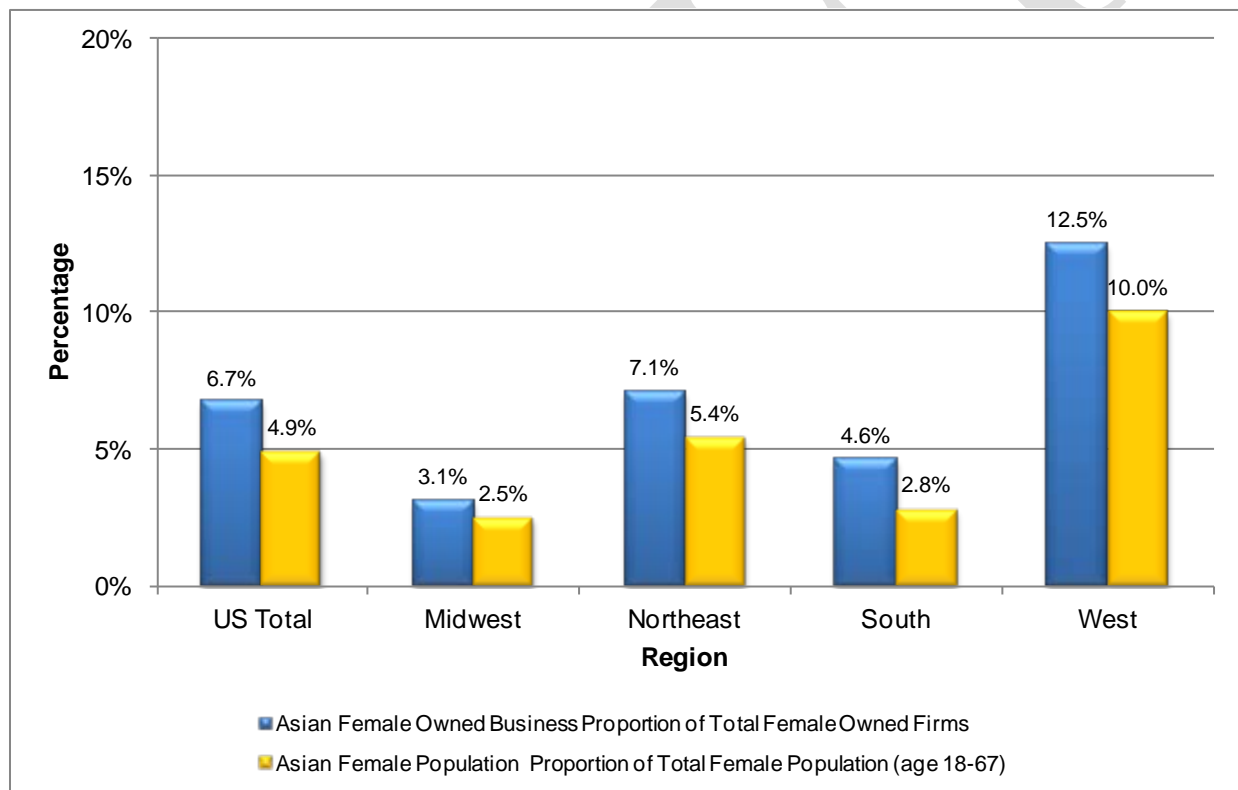


Table 5.2: Asian Female Owned Firms Average Receipts Per Firm by Region

Region	US	Midwest	Northeast	South	West
Total Female Owned Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Female Asian Firms	522,969	48,611	103,832	132,736	237,919
% of Total by Region	6.7%	3.1%	7.1%	4.6%	12.5%
Asian Female Population (x1000)	9,552	1089	1976	2014	4472
% of Total by Region	4.9%	2.5%	5.4%	2.8%	10.0%
Difference between Asian Female Owned Firms compared to Female Asian population (age 18-67)	1.8%	0.6%	1.7%	1.8%	2.5%

\* Total listed is different than sum by region due to sampling variability

Figure 5.2: Comparison of the percentage of Asian Female Owned Firms to the Female Asian Population by Region



**Observation:** The proportion of Asian Female Owned Firms and Female population is similar. Across the US and regionally, the percentage differences are 3.0% or less.

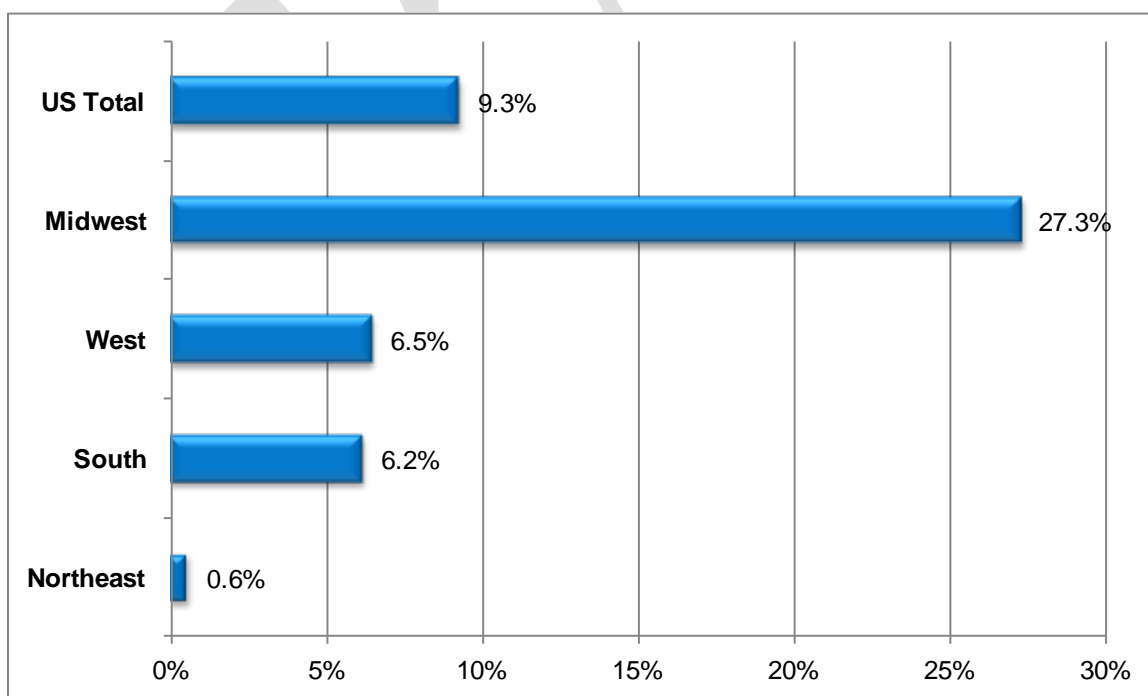
## RECEIPTS

*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

Table 5.3: Asian Female Owned Firms Average Receipts Per Firm by Region

Region	US Total	Midwest	Northeast	South	West
Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Total Receipts (x1000)	\$1,196,608,004	\$232,725,430	\$225,425,919	\$427,273,771	\$311,182,887
Average Receipts Per Firm	\$153,456	\$150,008	\$153,836	\$148,729	\$163,087
Asian Female Owned Firms	522,969	48,611	103,832	132,736	237,919
Total Asian Female Owned Firms Receipts (x1000)	\$87,678,029	\$9,282,153	\$16,076,121	\$20,956,262	\$41,338,490
Average Receipts Per Asian Firms Female Owned Firms	\$167,654	\$190,948	\$154,828	\$157,879	\$173,750
% Difference from National Average	9.3%	27.3%	0.6%	6.2%	6.5%

Figure 5.3: Percentage difference in receipts between Asian Owned Female Firms and all Female Owned Firms



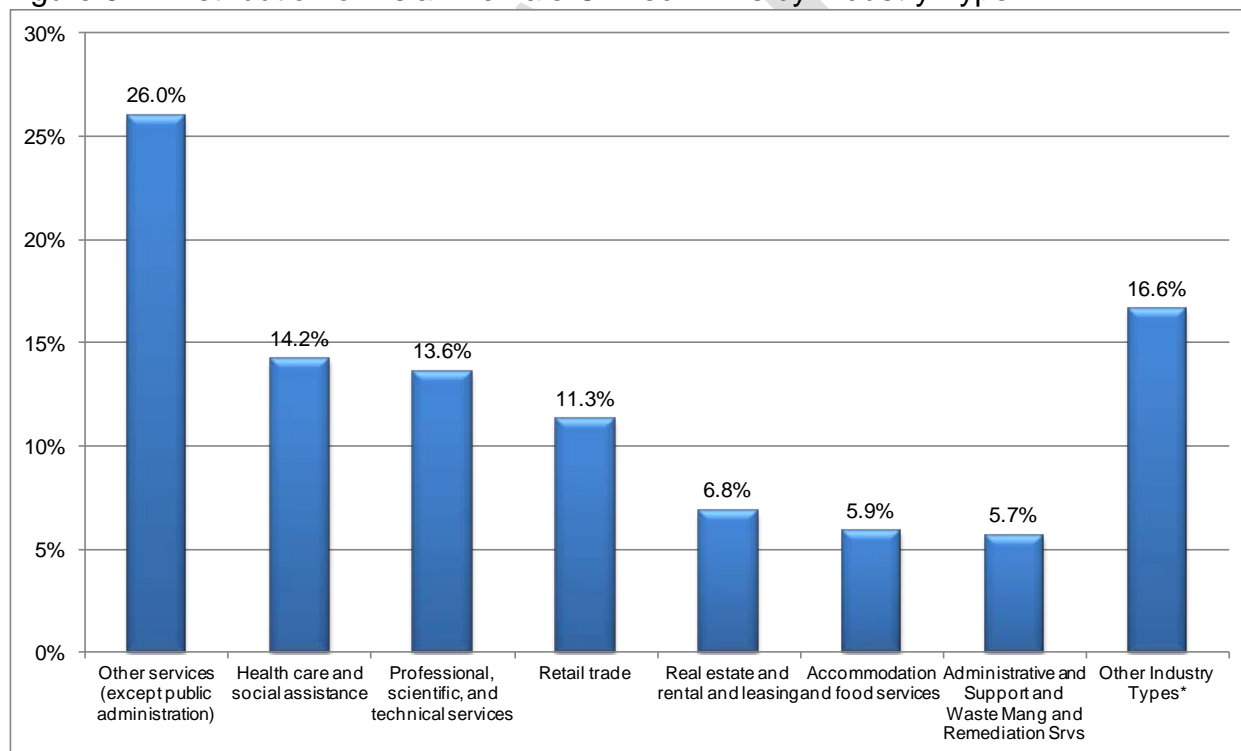
**Observation:** The average total receipts for Asian female owned Firms is more than the average for all Female Owned Firms nationally and by region. The greatest positive difference is observed in the Midwest where average receipts are 27.3% more than the female average for that region.

## INDUSTRY TYPE

*Variable Description: The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.*

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

Figure 5.4: Distribution of Asian Female Owned Firms by Industry Type



\* Arts, entertainment, and recreation (3.3%), Wholesale trade (2.8%), Educational services (2.6%), Finance and insurance (2.5%), Construction (1.5%), Manufacturing (1.5%), Transportation and warehousing (1.2%), Information (1.0%), Agriculture, forestry, fishing and hunting (0.1%), Mining, quarrying, and oil and gas extraction (0.0%), Management of companies and enterprises (0.0%), Utilities (0.0%), Industries not classified (0.0%)

**Observation:** The top industry for Asian Female Owned Firms is Other Services (26.0%)

## RACE/ETHNICITY: NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER FEMALE OWNED FIRMS

*Variable Description: A person having origins in any of the original peoples of Hawaii, Guam, Samoa, or other Pacific Islands*

### DISTRIBUTION

Table 6.1: Native Hawaiian and Other Pacific Islander Female Owned Firms Overall and by Region: All Sectors

Region	US Total	Midwest	Northeast	South	West
All Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Native Hawaiian and Other Pacific Islander Female Owned Firms	14,963	765	373	2,021	9,945
% Native Hawaiian and Other Pacific Islander	0.2%	0.0%	0.0%	0.1%	0.5%

\* Total listed is different than sum by region due to sampling variability

Figure 6.1: Percentage of Native Hawaiian and Other Pacific Islander Female Owned Firms by Region

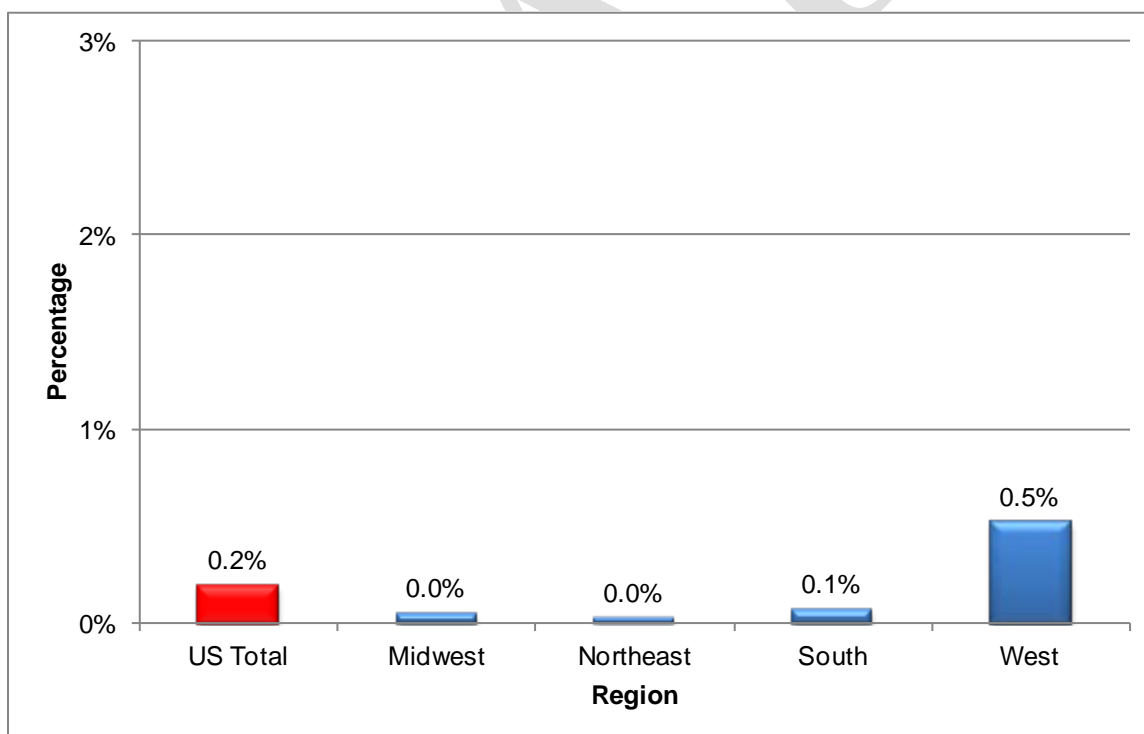
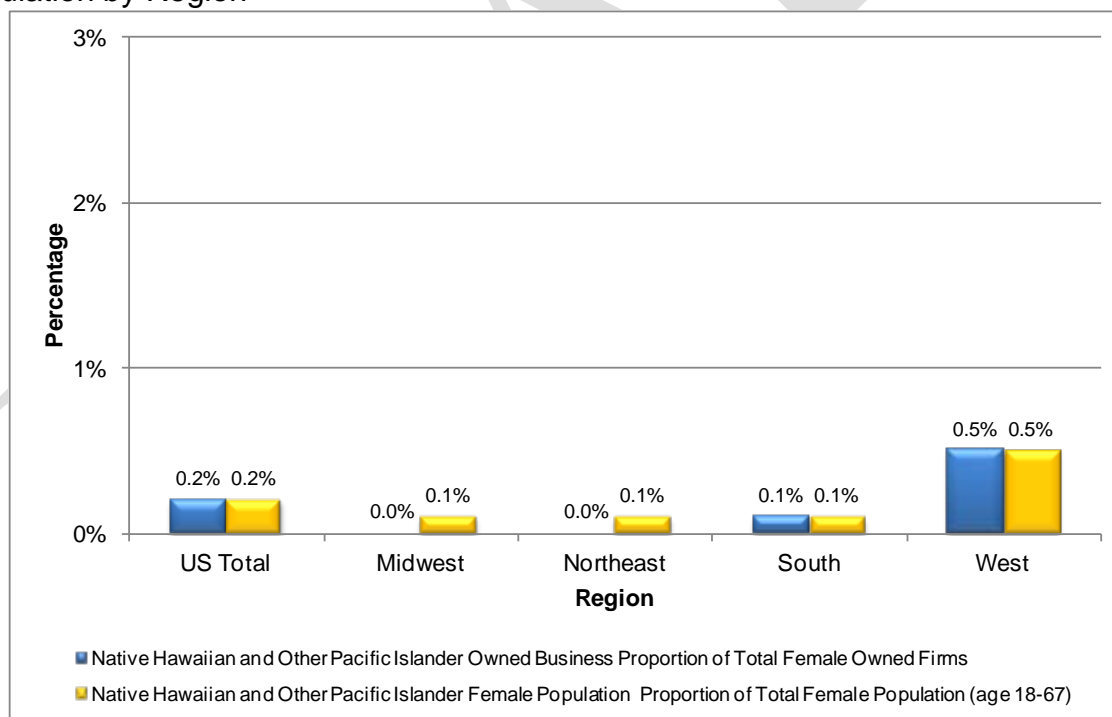


Table 6.2: Native Hawaiian and Other Pacific Islander Female Owned Firms Average Receipts Per Firm by Region

Region	US	Midwest	Northeast	South	West
Total Female Owned Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Female Native Hawaiian and Other Pacific Islander Firms	14,963	765	373	2,021	9,945
% of Total by Region	0.2%	0.0%	0.0%	0.1%	0.5%
Native Hawaiian and Other Pacific Islander Female Population (x1000)	350	22	29	57	242
% of Total by Region	0.2%	0.1%	0.1%	0.1%	0.5%
Difference between Native Hawaiian and Other Pacific Islander Female Owned Firms compared to Female Native Hawaiian and Other Pacific Islander population (age 18-67)	0.0%	-0.1%	-0.1%	0.0%	0.0%

\* Total listed is different than sum by region due to sampling variability

Figure 6.2: Comparison of the percentage of Native Hawaiian and Other Pacific Islander Female Owned Firms to the Female Native Hawaiian and Other Pacific Islander Population by Region



**Observation:** The proportion of Native Hawaiian and Other Pacific Islander Female Owned Firms and Female population is virtually identical across the US and regionally.

## RECEIPTS

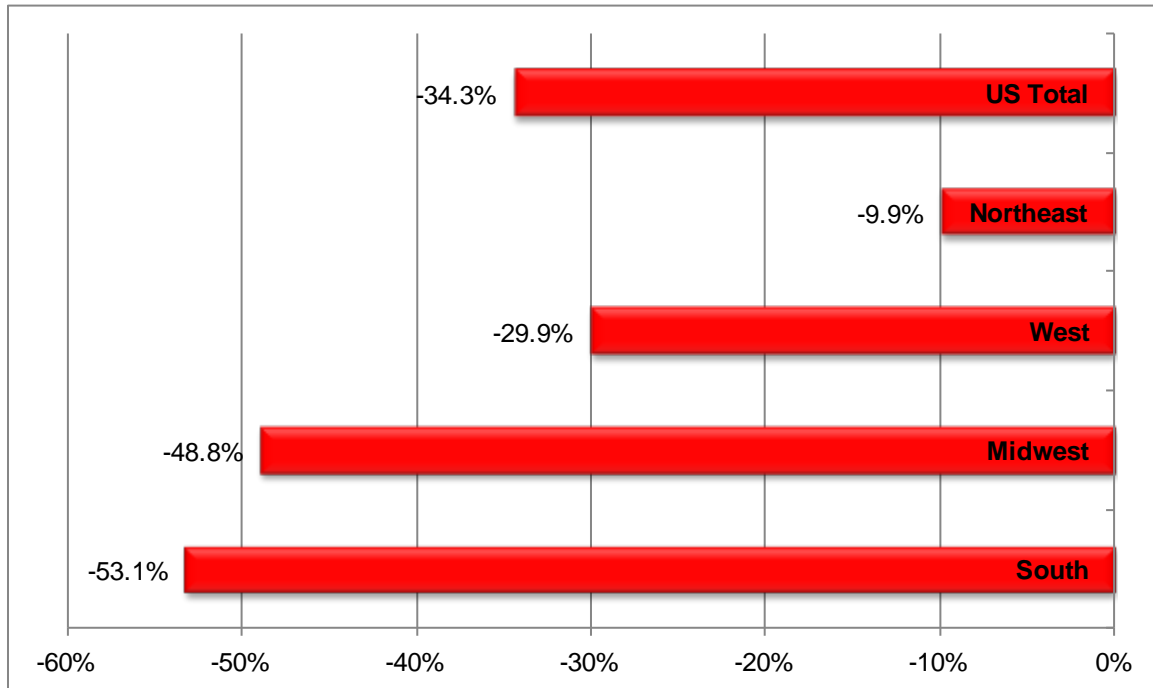
*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

**Table 6.3: Native Hawaiian and Other Pacific Islander Female Owned Firms Average Receipts Per Firm by Region**

<b>Region</b>	<b>US Total</b>	<b>Midwest</b>	<b>Northeast</b>	<b>South</b>	<b>West</b>
Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Total Receipts (x1000)	\$1,196,608,004	\$232,725,430	\$225,425,919	\$427,273,771	\$311,182,887
Average Receipts Per Firm	\$153,456	\$150,008	\$153,836	\$148,729	\$163,087
Native Hawaiian and Other Pacific Islander Female Owned Firms	14,963	765	373	2,021	9,945
Total Native Hawaiian and Other Pacific Islander Female Owned Firms Receipts (x1000)	\$1,509,366	\$58,798	\$51,675	\$141,014	\$1,137,728
Average Receipts Per Native Hawaiian and Other Pacific Islander Firms Female Owned Firms	\$100,873	\$76,860	\$138,539	\$69,774	\$114,402
% Difference from National Average	-34.3%	-48.8%	-9.9%	-53.1%	-29.9%



Figure 6.3: Percentage difference in receipts between Native Hawaiian and Other Pacific Islander Owned Female Firms and all Female Owned Firms



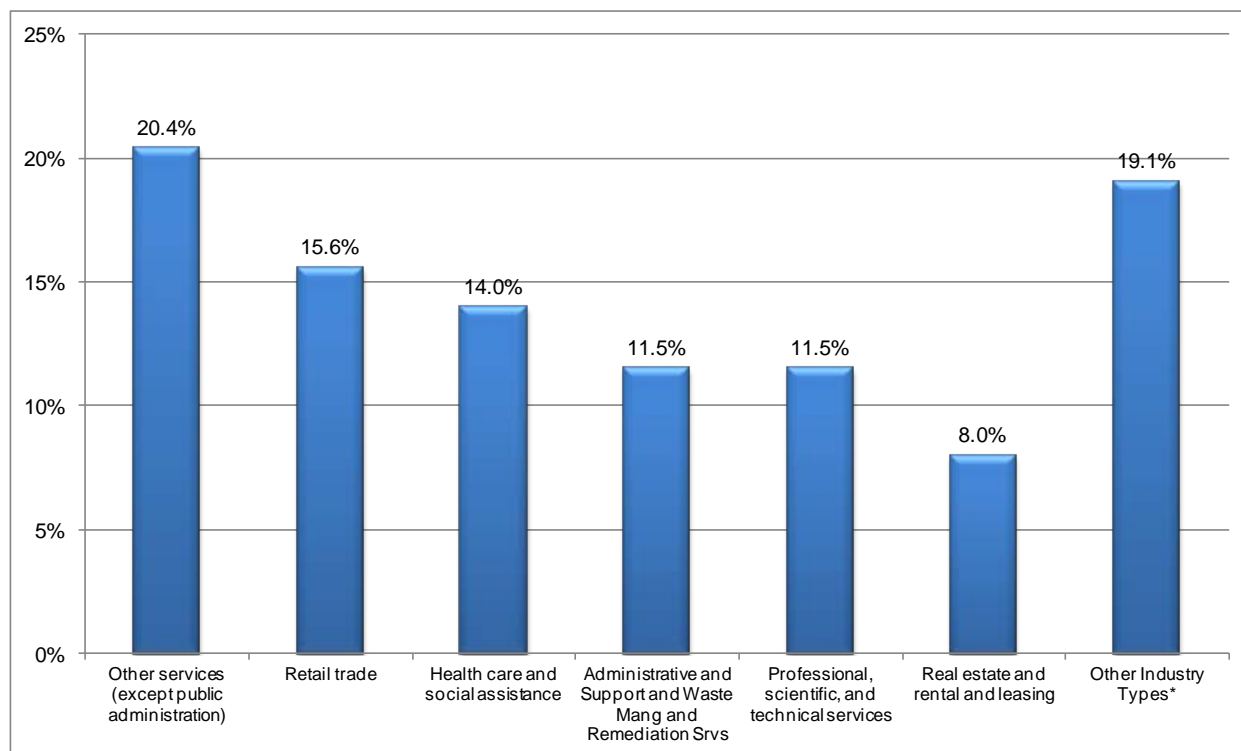
**Observation:** The average total receipts Native Hawaiian and Other Pacific Islander female owned Firms is substantially less than the average for all Female Owned Firms nationally and by region.

### INDUSTRY TYPE

*Variable Description:* The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

Figure 6.4: Distribution of Native Hawaiian and Other Pacific Islander Female Owned Firms by Industry Type



\* Construction (3.5%), Transportation and warehousing (3.0%), Finance and insurance (2.3%), Information (2.3%), Manufacturing (2.2%), Educational services (1.8%), Wholesale trade (1.7%), Arts, entertainment, and recreation (1.6%), Agriculture, forestry, fishing and hunting (0.4%), Accommodation and food services (0.1%), Mining, quarrying, and oil and gas extraction (0.1%), Management of companies and enterprises (0.0%), Utilities (0.0%), Industries not classified (0.0%)

**Observation:** The top three industries for Native Hawaiian and Other Pacific Islander Female Owned Firms are Health Care and Social Assistance (32.3%) and Other Services (23.0%).

## RACE/ETHNICITY: WHITE FEMALE OWNED FIRMS

*Variable Description: A person having origins in any of the original peoples of Europe, North Africa, or the Middle East.*

### DISTRIBUTION

Table 7.1: White Female Owned Businesses Overall and by Region: All Sectors

Region	US Total	Midwest	Northeast	South	West
All Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
White Female Owned Firms	6,359,063	1,331,222	1,207,335	2,245,595	1,580,037
% White	81.6%	85.8%	82.4%	78.2%	82.8%

\* Total listed is different than sum by region due to sampling variability

Figure 7.1: Percentage of White Female Owned Firms by Region

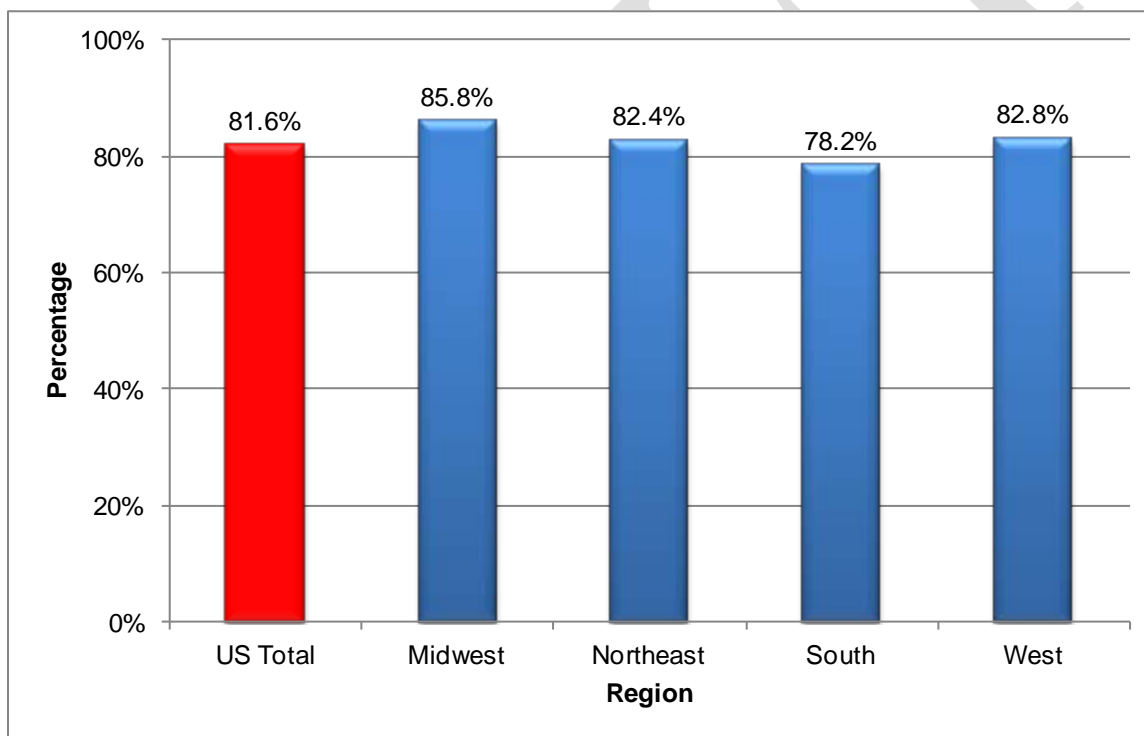
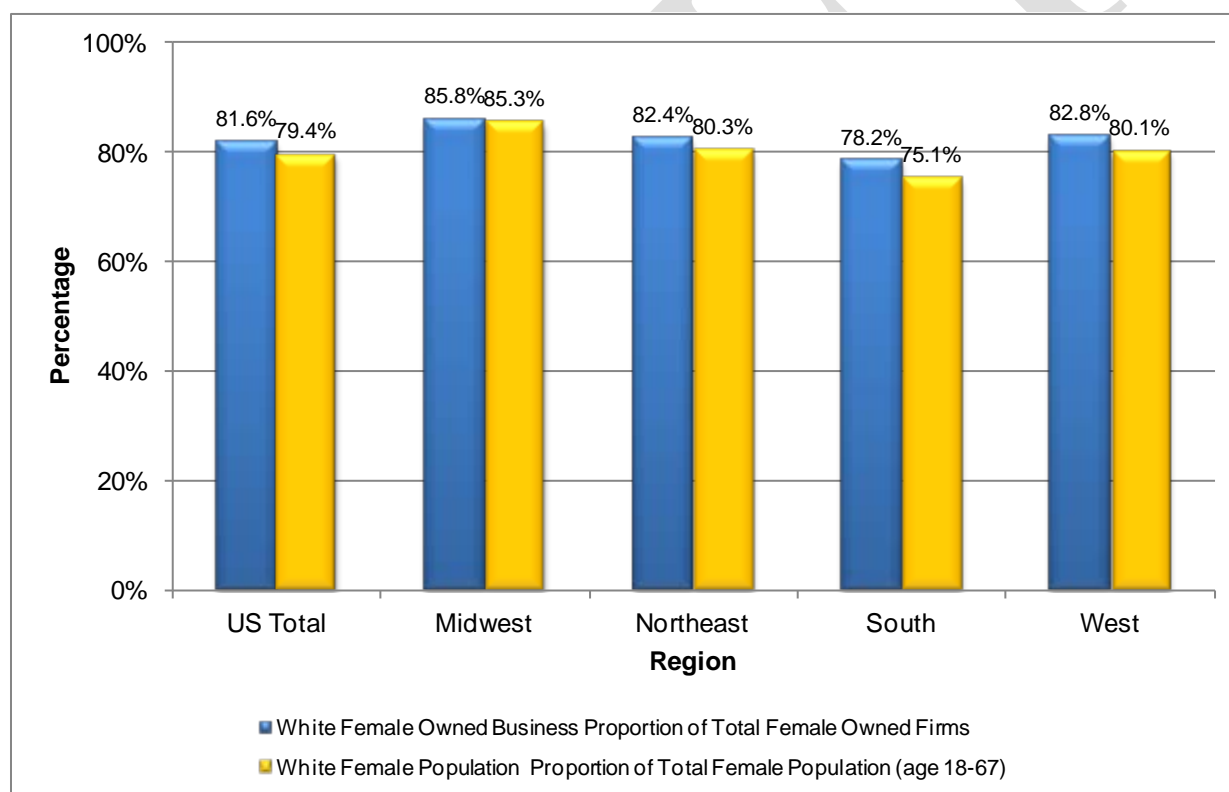


Table 7.2: White Female Owned Firms by Region

Region	US	Midwest	Northeast	South	West
Total Female Owned Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Female White Firms	6,359,063	1,331,222	1,207,335	2,245,595	1,580,037
% of Total by Region	81.6%	85.8%	82.4%	78.2%	82.8%
White Female Population (x1000)	156,263	36760	29326	54302	35875
% of Total by Region	79.4%	85.3%	80.3%	75.1%	80.1%
Difference between White Female Owned Firms compared to Female White population (age 18-67)	2.2%	0.5%	2.1%	3.1%	2.7%

\* Total listed is different than sum by region due to sampling variability

Figure 7.2: Comparison of the percentage of White Female Owned Firms to the Female White Population by Region



**Observation:** The proportion of White Female Owned Firms and Female population is similar. Across the US and regionally, the percentage differences are 3.0% or less.

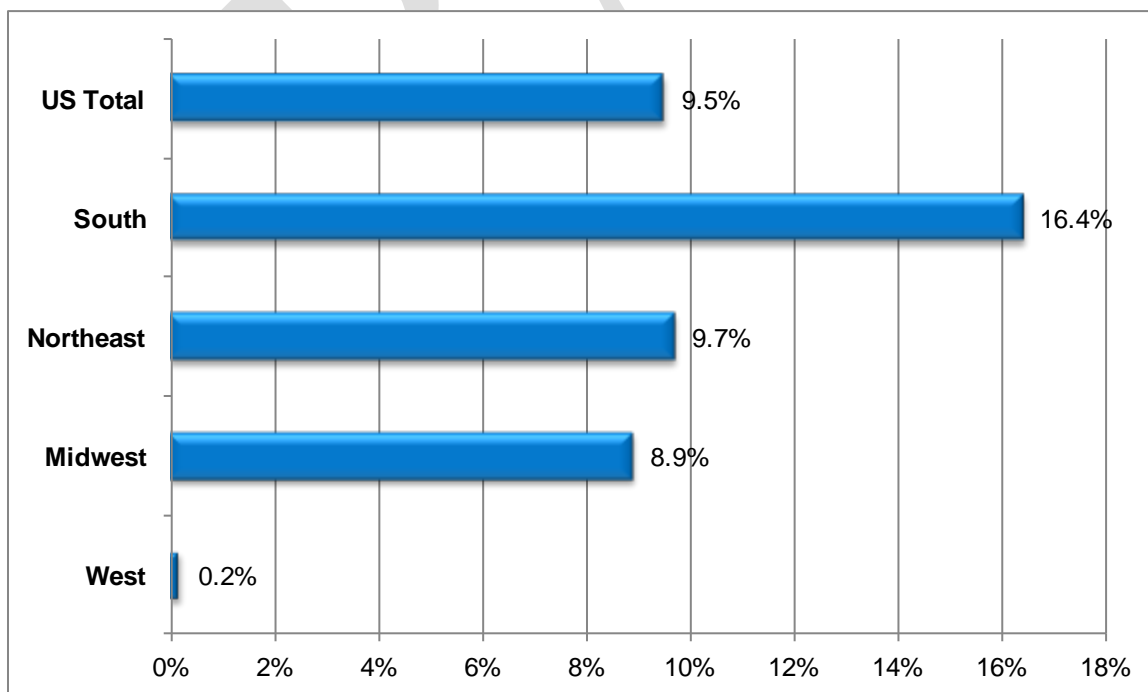
## RECEIPTS

*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

Table 7.3: White Female Owned Firms Average Receipts Per Firm by Region

Region	US Total	Midwest	Northeast	South	West
Firms	7,792,115	1,551,419	1,465,366	2,872,839	1,908,078
Total Receipts (x1000)	\$1,196,608,004	\$232,725,430	\$225,425,919	\$427,273,771	\$311,182,887
Average Receipts Per Firm	\$153,456	\$150,008	\$153,836	\$148,729	\$163,087
White Female Owned Firms	6,359,063	1,331,222	1,207,335	2,245,595	1,580,037
Total White Female Owned Firms Receipts (x1000)	\$1,068,124,140	\$217,435,154	\$203,831,560	\$388,648,677	\$258,208,747
Average Receipts Per White Firms Female Owned Firms	\$167,969	\$163,335	\$168,828	\$173,072	\$163,419
% Difference from National Average	9.5%	8.9%	9.7%	16.4%	0.2%

Figure 7.3: Percentage difference in receipts between White Owned Female Firms and all Female Owned Firms



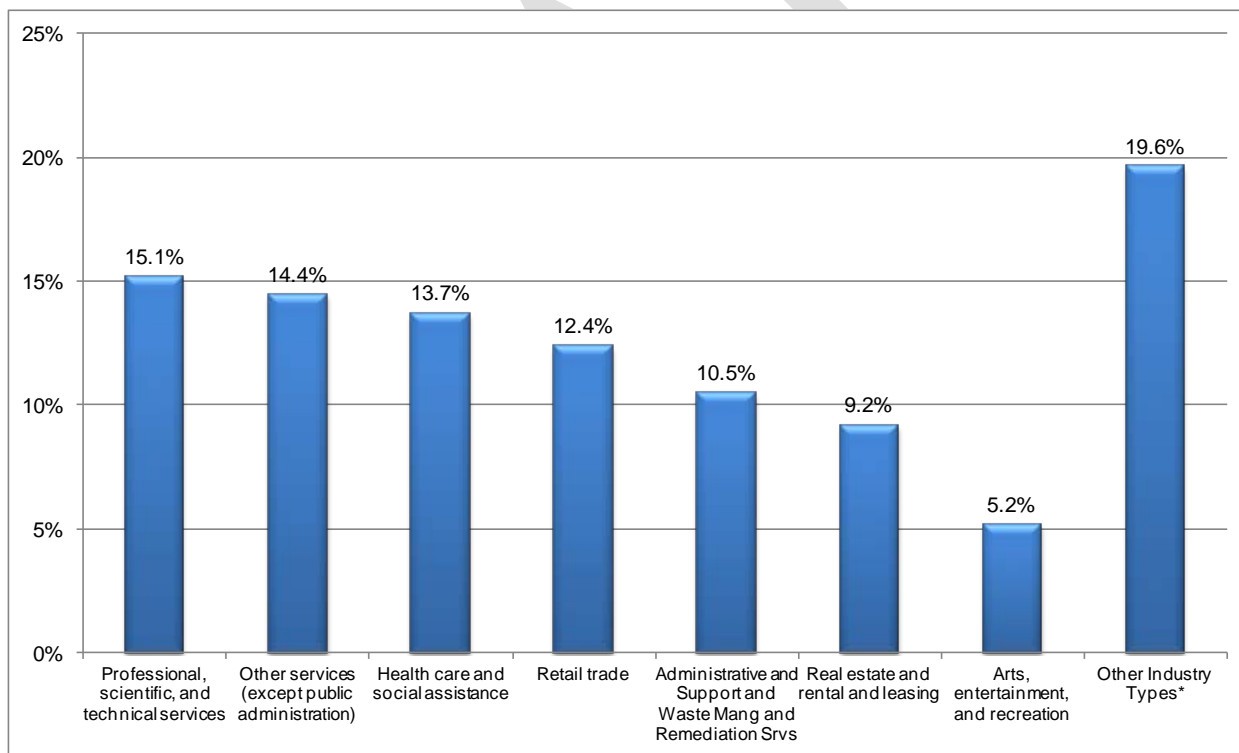
**Observation:** The average total receipts for White female owned Firms is more than the average for all Female Owned Firms nationally and by region. The greatest positive difference is observed in the South where average receipts are 16.4% more than the female average for that region.

## INDUSTRY TYPE

*Variable Description: The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.*

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

Figure 7.4: Distribution of White Female Owned Firms by Industry Type



\* Construction (3.8%), Educational services (3.7%), Finance and insurance (2.7%), Accommodation and food services (2.2%), Transportation and warehousing (1.8%), Wholesale trade (1.8%), Manufacturing (1.6%), Information (1.3%), Agriculture, forestry, fishing and hunting (0.4%), Mining, quarrying, and oil and gas extraction (0.3%), Utilities (0.0%), Industries not classified (0.0%), Management of companies and enterprises (0.0%)

**Observation:** The top four industries for White Female Owned Firms are Professional,

Scientific, and Technical Services (15.1%), Other Services (14.4%), Health Care and Social Assistance (13.7%) and Retail Trade (12.4%).

DRAFT

## RACE/ETHNICITY: COMPARISONS

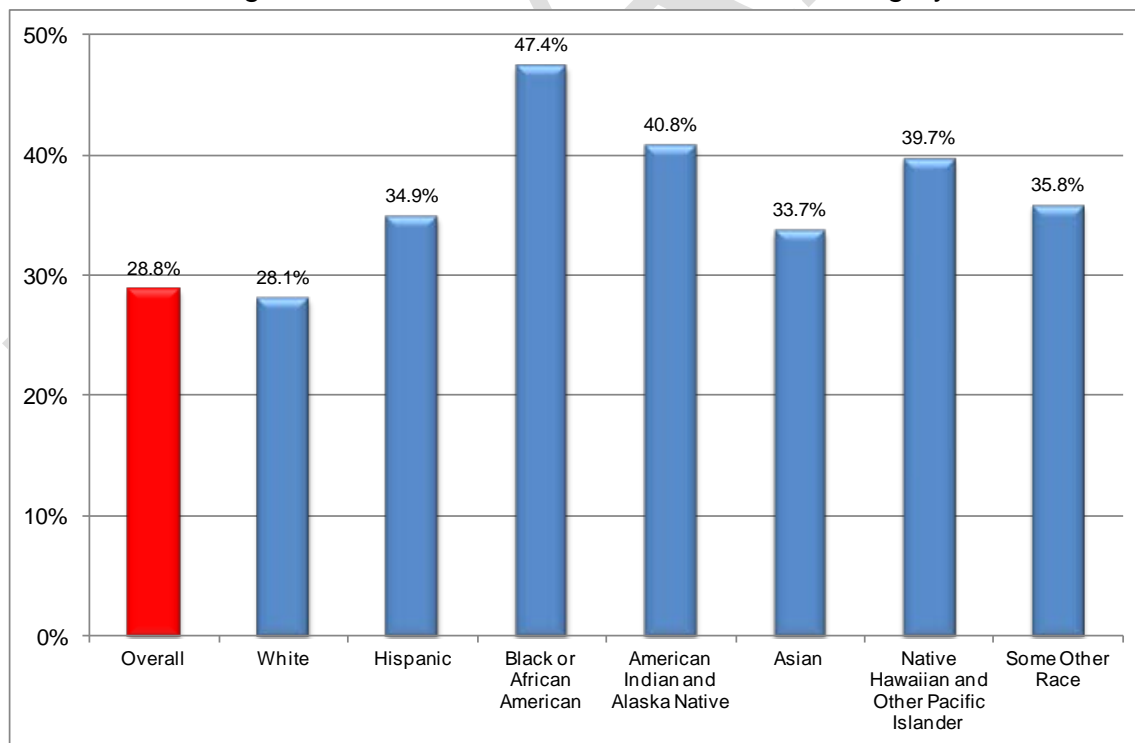
*Variable Description: Race and ethnicity are treated as separate concepts in the federal statistical system. The question on race asks respondents to report the race or races they consider the business owner(s) to be. The race categories used in the 2007 SBO are consistent with those mandated by the Office of Management and Budget.*

### PROPORTION OF FEMALE OWNED FIRMS

Table 8.1: Percentage of Female Owned Firms Within Race/Ethnicity Category

Race Category	Overall Total	Female Owned Total	Percentage
Overall	27,092,908	7,792,115	28.8%
White	22,595,146	6,359,063	28.1%
Hispanic	2,260,269	787,914	34.9%
Black or African American	1,921,864	911,728	47.4%
American Indian and Alaska Native	236,691	96,543	40.8%
Asian	1,549,559	522,969	33.7%
Native Hawaiian and Other Pacific Islander	37,687	14,963	39.7%
Some Other Race	80,777	28,895	35.8%

Figure 8.1: Percentage of Female Owned Firms Within Race Category



**Observation:** When compared to the US overall, minority women own a greater percentage of firms within their own race/ethnic group category than white women. Nearly half of all black or



African American firms are owned by females (47.4%)

## DISTRIBUTION OF FEMALE OWNED FIRMS

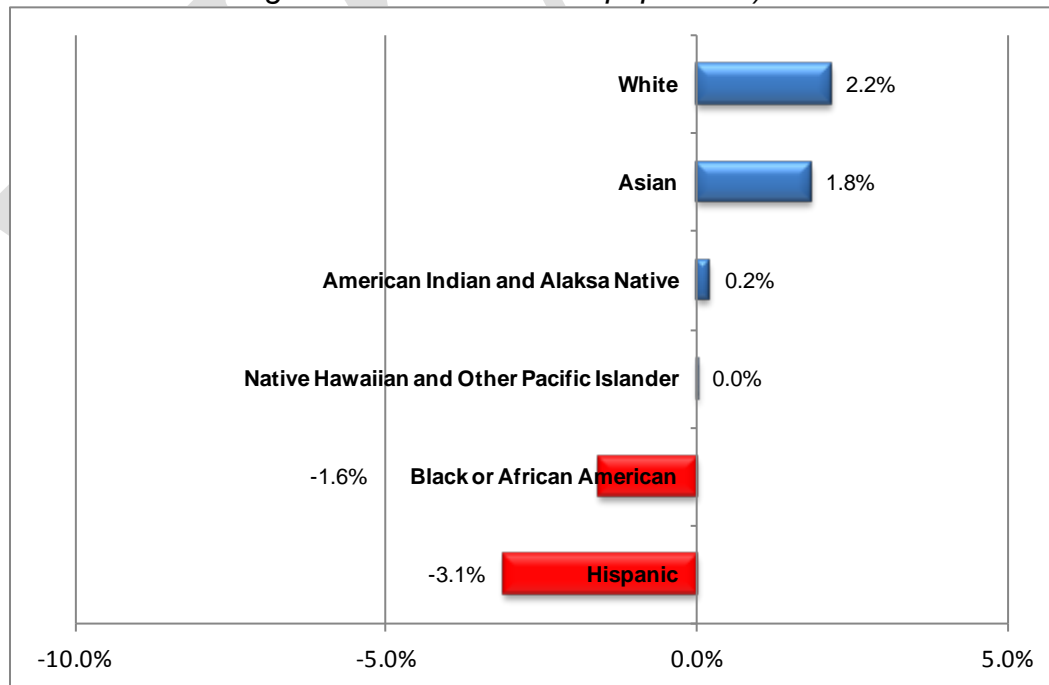
Table 8.2: Percentage of Female Owned Firms by Race/Ethnicity Category

Race/Ethnicity Category	Female Owned Total	Percentage of All Female Owned Firms*	Percentage of Minority Female Owned Firms
US Female Owned Total	7,792,115	--	--
White	6,359,063	81.6%	--
<b>Minority Populations</b>			Total = 2,212,777 <sup>#*</sup>
Black or African American	911,728	11.7%	41.2%
Hispanic	787,914	10.1%	35.6%
American Indian and Alaska Native	96,543	1.2%	4.4%
Asian	522,969	13.4%	23.6%
Native Hawaiian and Other Pacific Islander	14,963	0.2%	0.7%

\*Percentages do not add to 100% as survey respondents were allowed to select more than one race as applicable

#Total listed is from the Survey of Business Owners data access site

Figure 8.2: Difference Between Percentage of Female Owned Firms by Race Category Compared to Percentage of Female Population (Age 18-67) (If positive, the percentage of female owned firms is greater than the female population)\*



\*Percentage of Female Owned Firms is in Table 8.2. Percentage of total female population is: White (79.4%), Black or African American (13.3%), Hispanic (13.3%), Asian (4.9%), American Indian and Alaska Native (1.0%), Native Hawaiian and Other Pacific Islander (0.2%), Two or More Races (1.3%).

**Observation:** The proportion of female owned firms compared to the proportion of the female population is slightly greater for White and Asian females. The differences for all other race/ethnicity categories is approximately 3.0% or less.

## RECEIPTS

*Variable Description: Includes the total sales, shipments, receipts, revenue, or business done by domestic establishments (excludes foreign subsidiaries) within the scope of the Survey of Business Owners.*

Table 8.3: Average Receipts by Race/Ethnicity for Female Owned Firms

Race Category	Average Receipts (x1000)	Firms	Difference from National Average
US Female Owned Firm Average	\$153,456	7,792,115	--
Black or African American	\$40,367	911,728	-73.7%
Hispanic	\$70,634	787,914	-54.0%
American Indian and Alaska Native	\$91,795	96,543	-40.2%
Asian	\$167,654	522,969	9.3%
Native Hawaiian and Other Pacific Islander	\$100,873	14,963	-34.3%
White	\$167,969	6,359,063	9.5%

Figure 8.3: Average Receipts for Female Owned Firms by Race/Ethnicity Categories

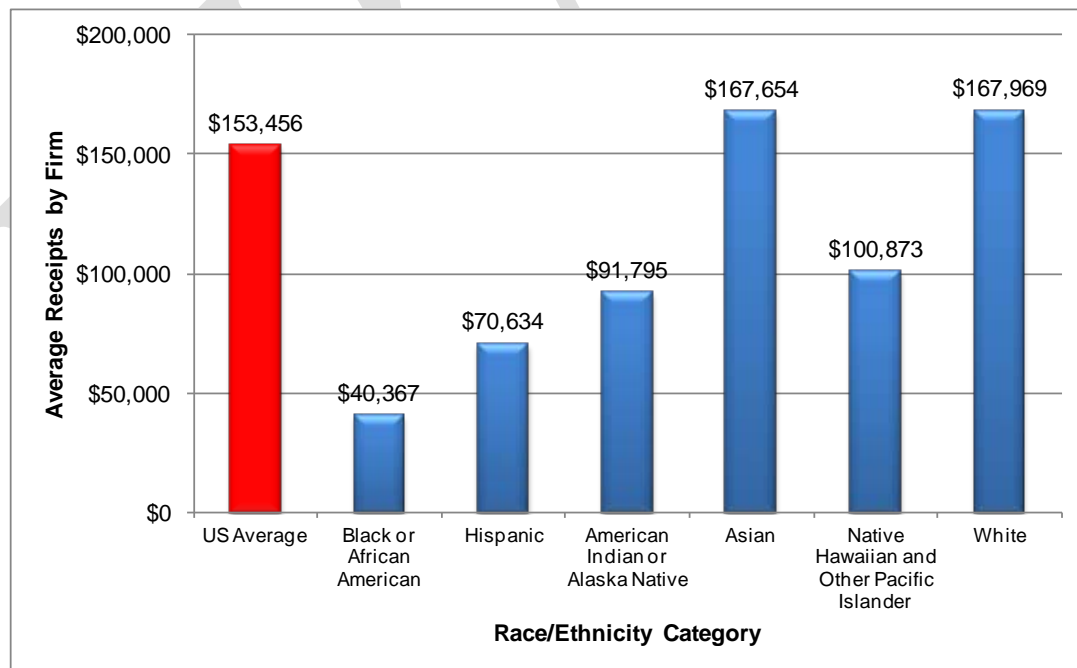
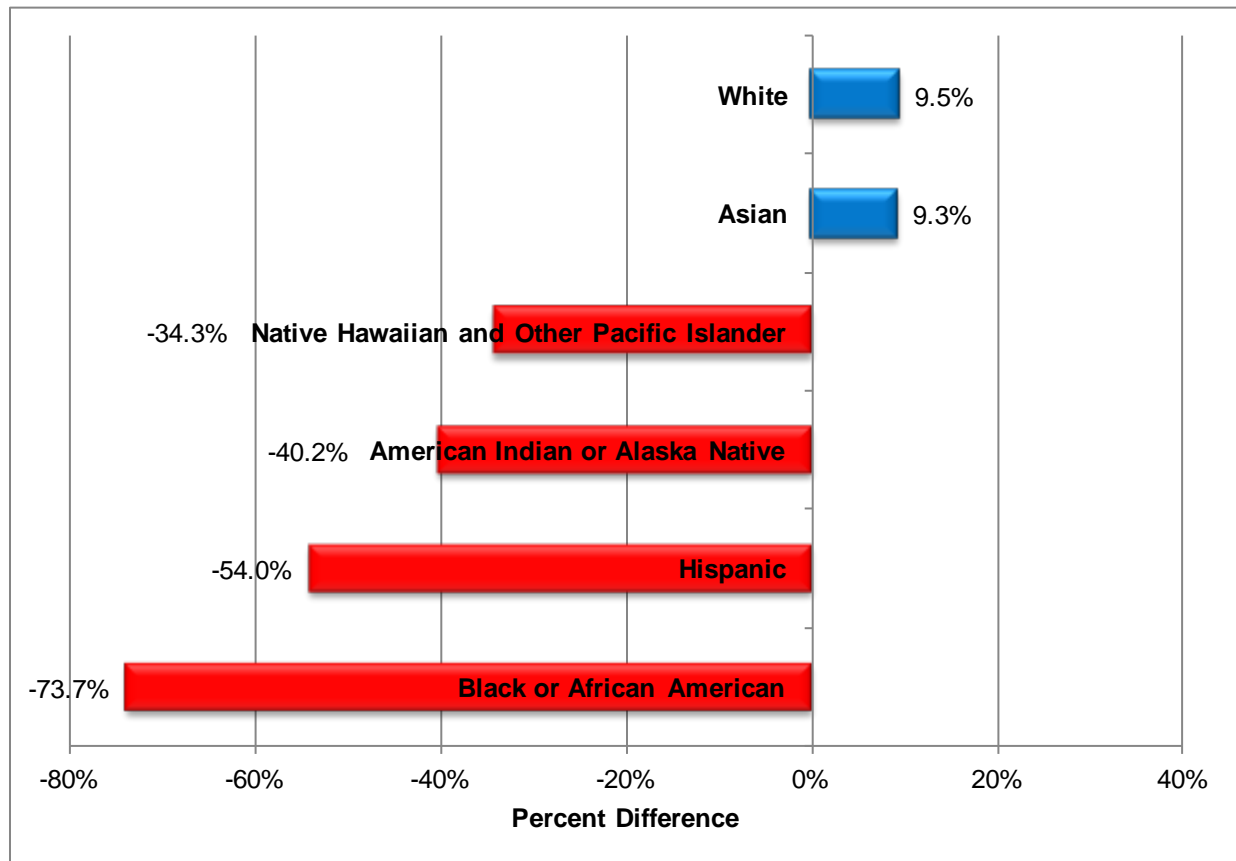


Figure 8.4: Percentage Differences from National Female Owned Firm Average in Receipts for Female Owned Firms by Race/Ethnicity Categories



**Observation:** There are two race/ethnicity categories, White and Asian, that have average receipts above the national average for Female Owned Firms. The remaining race/ethnicity groups have average receipts at least one-third below the national average.

## INDUSTRY TYPE

*Variable Description:* The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

Table 8.4: Top Three Industry Types by Race/Ethnicity

Race/Ethnicity Category	One	Two	Three
All US Firms	Professional, Scientific, and Technical Services (14.0%)	Construction (12.6%)	Other Services (11.5%)
US Female Owned Firms	Other Services (16.1%)	Health Care and Social Assistance (15.8%)	Professional, Scientific, and Technical Services (14.1%)
Black or African American	Health Care and Social Assistance (32.3%)	Other Services (23.0%)	Administrative and Support and Waste Mang and Remediation Srvs (9.8%)
Hispanic	Health Care and Social Assistance (20.1%)	Other Services (18.1%)	Administrative and Support and Waste Mang and Remediation Srvs (17.1%)
American Indian and Alaska Native	Health Care and Social Assistance (20.3%)	Other Services (19.9%)	Administrative and Support and Waste Mang and Remediation Srvs (12.8%)
Asian	Other Services (26.0%)	Health Care and Social Assistance (14.2%)	Professional, Scientific, and Technical Services (13.6%)
Native Hawaiian and Other Pacific Islander	Other Services (20.4%)	Retail Trade (15.6%)	Health Care and Social Assistance (14.0%)
White	Professional, Scientific, and Technical Services (15.1%)	Other Services (14.4%)	Health Care and Social Assistance (13.7%)

**Observation:** The top industry type for all firms and for Female Owned firms is **Professional, Scientific, and Technical Services**. This industry type, however, is one of the top three industries only for white and Asian Female Owned firms. These are the two race/ethnicity groups that had average receipts greater than the national average. This industry type is the top industry for all firms across the US and the third most popular industry for all Female Owned Firms.

The **Health Care and Social Assistance** industry is the top industry for Black or African American Females, Hispanic Females, and American Indian and Alaska Native Females. This industry type is one of the top three industries for all race/ethnicity groups. This industry is not one of the top industries when all ownership types are considered. It is also noteworthy that nearly one-third of the Female Black or African American owned firms are in the Health Care

DRAFT

## VETERAN OWNED FIRMS

*Variable Description: Based on self-identification, respondents are asked to report if a business owner is a veteran of the U.S. military service including the Coast Guard.*

### DISTRIBUTIONS

Table 9.1: Distribution of Veteran Owned Firms by Gender

	US Total	Midwest	Northeast	South	West
All firms	2,447,608	489,727	417,500	1,030,024	519,707
Female-owned	97,114	16,366	10,731	46,843	22,221
	4.0%	3.3%	2.6%	4.5%	4.3%
Male-owned	2,320,901	473,107	404,311	969,451	483,269
	94.8%	96.6%	96.8%	94.1%	93.0%
Equally male-/female-owned	29,593	4,588	1,239	10,810	7,596
	1.2%	0.9%	0.3%	1.0%	1.5%

Figure 9.1: Distribution of Veteran Owned Firms by Gender

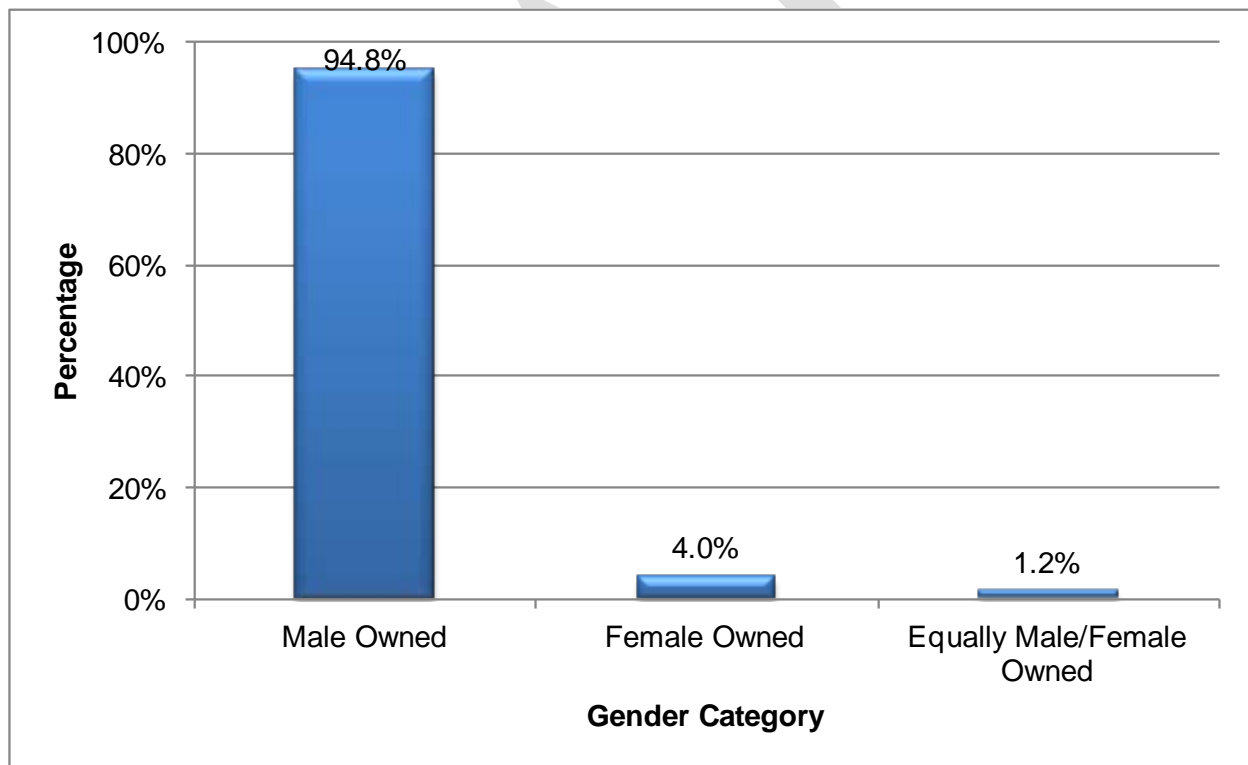
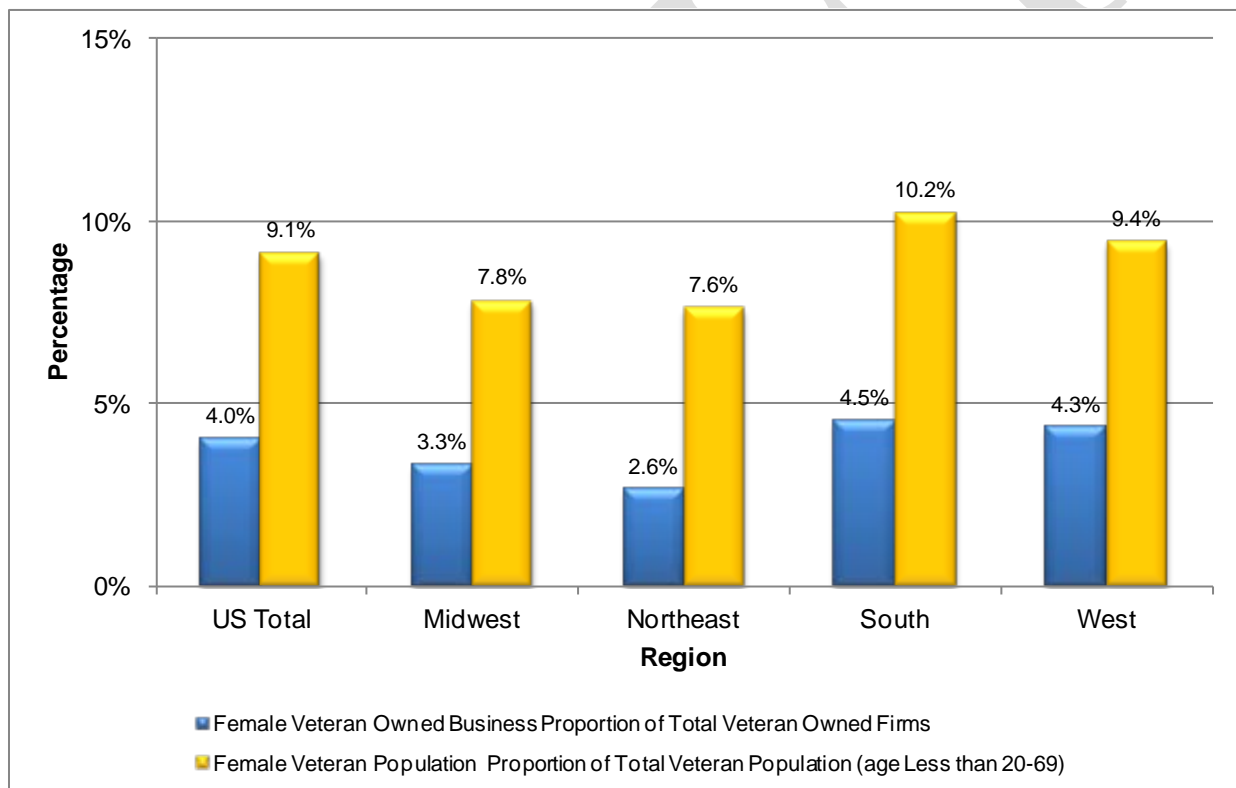


Table 9.2: Female Veteran Owned Firms by Region

Region	US	Midwest	Northeast	South	West
Total Veteran Owned Firms	2,447,608	489,727	417,500	1,030,024	519,707
Female Veteran Firms	97,114	16,366	10,731	46,843	22,221
% of Total by Region	4.0%	3.3%	2.6%	4.5%	4.3%
Female Veteran Population	1,513,868	283,888	182,518	698,646	348,816
% of Total Veterans by Region	9.1%	7.8%	7.6%	10.2%	9.4%
Difference between White Female Owned Firms compared to Female White population (age less than 20 to 69)	-5.1%	-4.5%	-5.0%	-5.7%	-5.1%

\* Total listed is different than sum by region due to sampling variability

Figure 9.2: Comparison of the percentage of Female Veteran Owned Firms to the Female Veteran Population by Region



**Observation:** The proportion of Female Veteran Owned firms is generally 5.0% less than the proportion of female veterans in the US and by region.

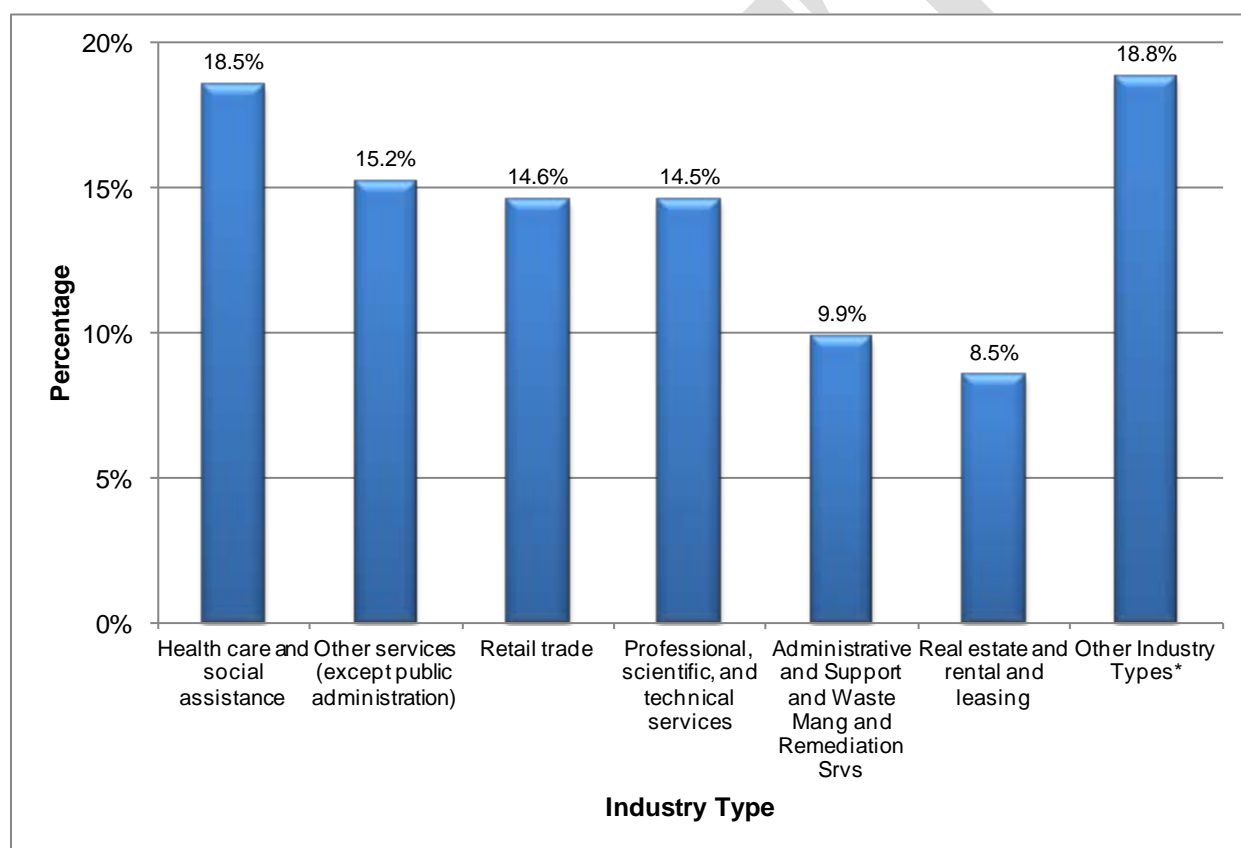
\*(Note: Distribution of veteran owned firms by race and ethnicity is not available)

## INDUSTRY TYPE

*Variable Description: The North American Industry Classification System was developed by representatives from the United States, Canada, and Mexico, and replaces each country's separate classification system with one uniform system for classifying industries. In the United States, NAICS replaces the Standard Industrial Classification, a system that Federal, State, and local governments, the business community, and the general public have used since the 1930s.*

*This industry classification system enables North American Free Trade Agreement (NAFTA) partners--the United States, Canada, and Mexico--to better compare economic and financial statistics and ensure that such statistics keep pace with the changing economy.*

Figure 9.3: Top Industry Types of Female Veteran Owned Firms



\*Arts, entertainment, and recreation (3.2%), Construction (2.8%), Transportation and warehousing (2.6%), Educational services (2.4%), Finance and insurance (2.0%), Manufacturing (1.6%), Wholesale trade (1.5%), Accommodation and food services (1.4%), Information (0.9%), Agriculture, forestry, fishing and hunting (0.3%), Utilities (0.0%), Management of companies and enterprises (0.0%), Industries not classified (0.0%), Mining, quarrying, and oil and gas extraction (0.0%)

**Observation:** A plurality of Female Veteran Owned Firms are in the Health Care and Social Assistance industries (18.5%). This is slightly different than all Female Owned Firms where a plurality of the firms are in the Other Services (16.1%) industry group.



## CHARACTERISTICS OF BUSINESSES

### FIRM SIZE

*Variable Description: Represents the employment size categories of firms.*

Table 10.1: Comparison of Firm Size for Female, Equally Male and Female, and Male Owned Firms

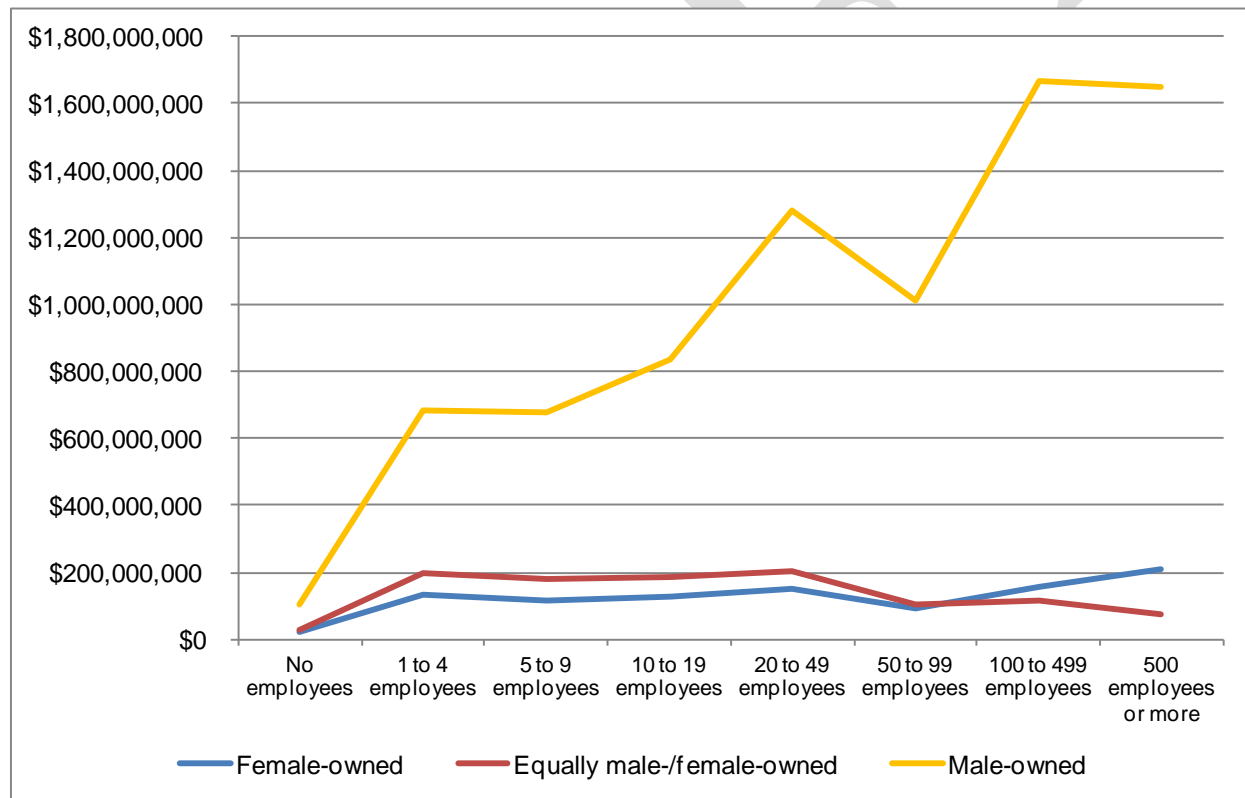
Firm Size	Female-owned	Equally male- /female-owned	Male-owned
Firms with 1 to 4 employees	499,393 54.9%	547,226 52.1%	1,612,631 49.9%
Firms with 10 to 19 employees	151,315 16.6%	195,496 18.6%	570,206 17.6%
Firms with 100 to 499 employees	85,329 9.4%	114,239 10.9%	351,154 10.9%
Firms with 20 to 49 employees	44,483 4.9%	58,559 5.6%	226,699 7%
Firms with 5 to 9 employees	11,275 1.2%	12,377 1.2%	70,941 2.2%
Firms with 50 to 99 employees	6,792 0.7%	5,443 0.5%	44,383 1.4%
Firms with 500 employees or more	706 0%	467 0%	5,554 0.2%
Firms with no employees	110,368 12.1%	116,425 11.1%	348,506 10.8%

**Observation:** For each ownership type grouping by gender, firm size is primarily one to four employees. Approximately half of the female (54.9%), equally male and female (49.9%), and male (52.1%) owned firms have one to four employees.

Table 10.2: Comparison of Average Receipts by Firm Size for Female, Equally Male and Female, and Male Owned Firms

Firm Size	Female-owned	Equally male- /female-owned	Male-owned
Firms with no employees	\$20,029,758	\$26,229,840	\$103,553,921
Firms with 1 to 4 employees	\$136,593,068	\$198,768,918	\$681,891,446
Firms with 10 to 19 employees	\$116,118,979	\$178,300,489	\$679,877,842
Firms with 100 to 499 employees	\$128,783,663	\$188,751,447	\$834,512,377
Firms with 20 to 49 employees	\$151,919,690	\$203,277,046	\$1,277,427,207
Firms with 5 to 9 employees	\$93,831,414	\$105,182,534	\$1,013,952,352
Firms with 50 to 99 employees	\$158,262,725	\$114,545,177	\$1,667,074,615
Firms with 500 employees or more	\$208,827,051	\$76,570,238	\$1,650,861,164

Figure 10.1: Comparison of Average Receipts by Firm Size for Female, Equally Male and Female, and Male Owned Firms



**Observation:** For all firm sizes, average male owned firm receipts are well above average receipts for female owned firms. Average receipts for female owned firms are generally similar to equally male and female owned firms.

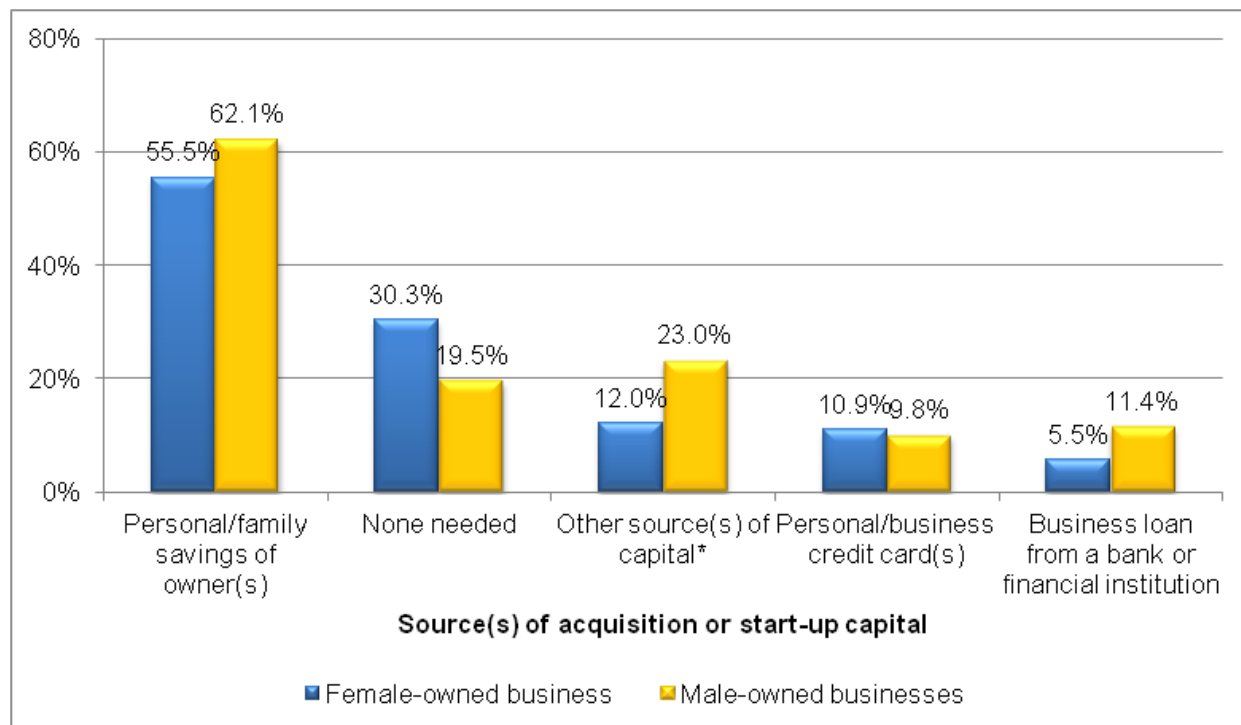
## SOURCE(S) OF START-UP OR ACQUISITION CAPITAL

*Variable Description: The survey question asked, "For the owner(s) as of December 31, 2007, what was the source(s) of capital used to start or acquire for this business? Mark X all that apply." The specific categories listed in the question are displayed in the data presentations.*

Table 11.1: Comparison Between Female-, Male- and Male-/Female-Owned businesses for Source(s) of Start-Up or Acquisition Capital for all Businesses Across the US

Source of Start-up or Acquisition Capital	Female-owned business	Male-owned businesses	Equally male-/female- owned businesses
Total reported	3,677,106	7,332,754	2,643,143
Personal/family savings of owner(s)	2,039,841 55.5%	4,551,460 62.1%	1,816,303 68.7%
Personal/family assets other than savings of owner(s)	222,335 6%	545,991 7.4%	296,938 11.2%
Personal/family home equity loan	147,578 4%	375,761 5.1%	244,221 9.2%
Personal/business credit card(s)	400,632 10.9%	719,374 9.8%	331,803 12.6%
Business loan from federal, state, or local government	16,530 0.4%	44,895 0.6%	26,050 1.0%
Government-guaranteed business loan from a bank or financial institution	16,904 0.5%	46,262 0.6%	30,123 1.1%
Business loan from a bank or financial institution	200,823 5.5%	832,870 11.4%	403,626 15.3%
Business loan/investment from family/friends	67,325 1.8%	199,026 2.7%	89,468 3.4%
Investment by venture capitalist(s)	4,848 0.1%	27,031 0.4%	4,885 0.2%
Grants	10,095 0.3%	9,957 0.1%	3,606 0.1%
Other source(s) of capital	48,539 1.3%	150,272 2%	49,969 1.9%
Don't know	112,372 3.1%	301,616 4.1%	54,001 2.0%
None needed	1,114,176 30.3%	1,430,891 19.5%	303,936 11.5%

Figure 11.1: Comparison Between Female- and Male-Owned businesses for Source(s) of Start-Up or Acquisition Capital for all Businesses Across the US



*\*For Female-owned Firms: Personal/family home equity loan (4%), Business loan from federal, state, or local government (0.4%), Government-guaranteed business loan from a bank or financial institution (0.5%), Business loan/investment from family/friends (1.8%), Investment by venture capitalist(s) (0.1%), Grants (0.3%), Other source(s) of capital (1.3%), Don't know (3.1%). For Male-owned Firms: Personal/family home equity loan (5.1%), Business loan from federal, state, or local government (0.6%), Government-guaranteed business loan from a bank or financial institution (0.6%), Business loan/investment from family/friends (2.7%), Investment by venture capitalist(s) (0.4%), Grants (0.1%), Other source(s) of capital (2%), Don't know (4.1%).*

Table 11.2: Source of Acquisition or Start-up Capital for Female-owned Businesses by race/ethnicity

	White	Hispanic	Black or African American	American Indian/ Alaska Native	Asian	Native Hawaiian/ Other Pacific Islander
Total reported	3,224,207	249,792	223,879	34,516	224,025	6,427
Personal/family savings of owner(s)	1,788,727	127,782	114,186	18,394	135,303	3,278
	55.5%	51.2%	51%	53.3%	60.4%	51%
Personal/family assets other than savings of owner(s)	196,138	11,624	11,888	2,937	14,018	417
	6.1%	4.7%	5.3%	8.5%	6.3%	6.5%
Personal/family home equity loan	125,640	10,375	6,459	1,129	14,815	*
	3.9%	4.2%	2.9%	3.3%	6.6%	*
Personal/business credit card(s)	353,175	25,222	23,315	5,320	23,614	1,005
	11%	10.1%	10.4%	15.4%	10.5%	15.6%
Business loan from	14,182	1,201	1,296	171	1,030	107

	White	Hispanic	Black or African American	American Indian/ Alaska Native	Asian	Native Hawaiian/ Other Pacific Islander
federal, state, or local government	0.4%	0.5%	0.6%	0.5%	0.5%	1.7%
Government- guaranteed business loan from a bank or financial institution	14,669	823	963	*	1,145	77
	0.5%	0.3%	0.4%	*	0.5%	1.2%
Business loan from a bank or financial institution	178,961	8,227	6,263	1,542	14,543	272
	5.6%	3.3%	2.8%	4.5%	6.5%	4.2%
Business loan/investment from family/friends	56,996	4,218	2,686	756	7,446	127
	1.8%	1.7%	1.2%	2.2%	3.3%	2%
Investment by venture capitalist(s)	3,999	407	390	115	416	*
	0.1%	0.2%	0.2%	0.3%	0.2%	*
Grants	7,825	910	1,446	*	*	*
	0.2%	0.4%	0.6%	*	*	*
Other source(s) of capital	39,907	*	4,870	609	3,809	121
	1.2%	*	2.25	1.8%	1.7%	1.9%
Don't know	88,190	10,583	10,915	1,221	12,424	251
	2.7%	4.2%	4.95	3.5%	5.5%	3.9%
None needed	985,573	84,438	77,545	10,769	49,946	1,846
	30.6%	33.8%	34.6%	31.2%	22.3%	28.7%

Figure 11.2: Percentage of Female-owned Businesses by Race that Utilized Personal/ family savings of owner(s) as the Top Source of Acquisition or Start-up Capital

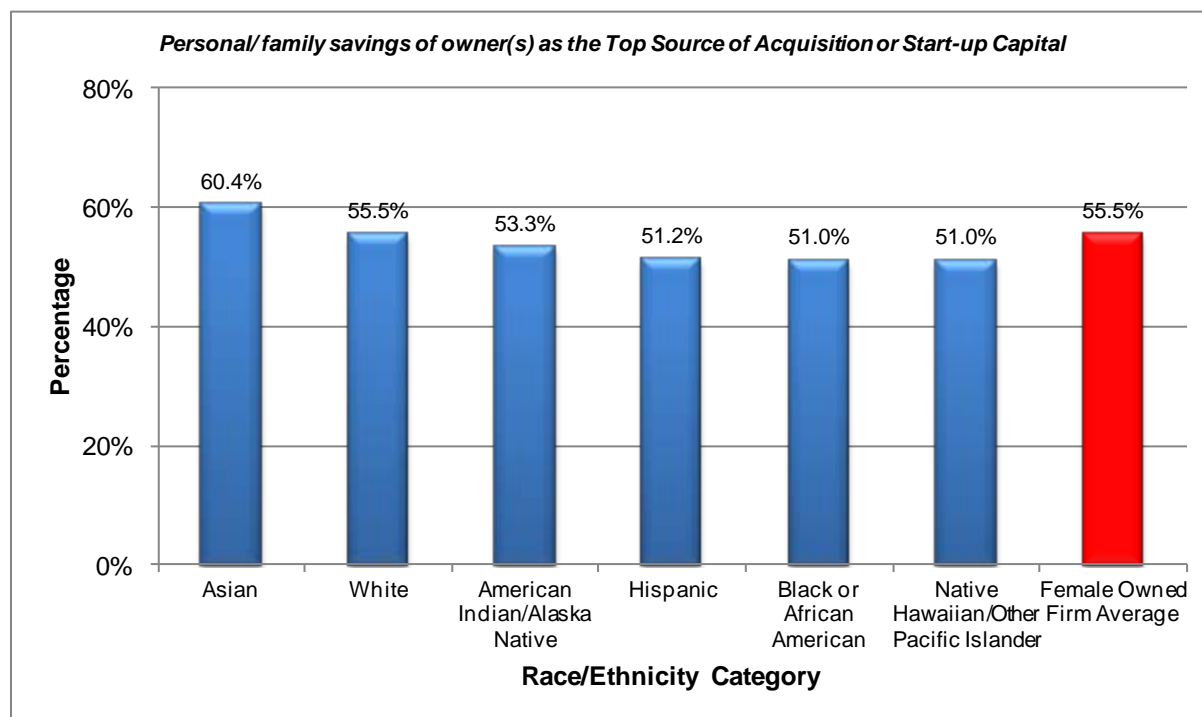


Table 11.3: Comparison by Industry Type of the Percentage of Female-owned Businesses by Race that Utilized Personal/ family savings of owner(s) as the Top Source of Acquisition or Start-up Capital and the Industries that did Not Require Start-Up Capital

Industry Type	Personal/family savings of owner(s)	None needed
Wholesale trade	65.5%	18.3%
Manufacturing	64.5%	16.4%
Retail trade	63.8%	16.6%
Real estate and rental and leasing	61.0%	22.6%
Accommodation and food services	60.7%	13.2%
Professional, scientific, and technical services	58.7%	32.4%
Construction	58.6%	24.6%
Finance and insurance	57.9%	28.3%
Arts, entertainment, and recreation	54.3%	36.1%
Other services (except public administration)	53.3%	29.3%
Information	52.5%	37.9%
Agriculture, forestry, fishing and hunting	51.8%	29.9%
Utilities	49.7%	29.9%
Health care and social assistance	48.6%	38.9%
Mining, quarrying, and oil and gas extraction	48.5%	27.4%

Industry Type	Personal/family savings of owner(s)	None needed
Transportation and warehousing	47.8%	30.9%
Management of companies and enterprises	47.6%	17.5%
Administrative and Support and Waste Mang and Remediation Srvs	45.3%	43.8%
Industries not classified	45.1%	41.9%
Educational services	44.3%	47.1%

## SOURCE(S) OF CAPITAL TO EXPAND BUSINESS

*Variable Description: The survey question asked, "In 2007, were any of the following sources used to finance expansion or capital improvement(s) for this business? Mark X all that apply." The specific categories listed in the question are displayed in the data presentations.*

Table 12.1: Comparison Between Female-, Male- and Male-/Female-Owned Business for expansion capital across the US

Source of expansion capital	Female-owned firms	Male-owned firms	Equally male-/female-owned firms
Total number of companies	3,575,483	7,158,048	2,580,013
Did not expand or make capital improvement(s)	1,945,284	3,205,655	1,031,474
	54.4%	44.8%	40%
<b>Businesses that did expand or make capital improvements (Percentages based on businesses that expanded)</b>			
<b>Total</b>	<b>1,630,199</b>	<b>3,952,393</b>	<b>1,548,539</b>
	<b>45.5%</b>	<b>55.2%</b>	<b>60%</b>
Personal/family savings of owner(s)	963,136	2,182,777	965,164
	59%	55.2%	62.3%
Personal/family assets other than savings of owner(s)	115,119	301,723	168,246
	7.0%	7.6%	10.8%
Personal/family home equity loan	113,490	328,547	200,929
	6.9%	8.3%	12.9%
Personal/business credit card(s)	415,402	882,258	415,916
	25.4%	22.3%	26.8%
Business loan from federal, state, or local government	10,615	33,894	15,803
	0.6%	0.8%	1%
Government-guaranteed business loan from a bank or financial institution	8,243	25,918	11,616
	0.5%	0.6%	0.7%
Business loan from a bank or financial institution	142,514	746,034	297,642
	8.7%	18.8%	19.2%
Business loan/investment from family/friends	26,517	83,636	30,129
	1.6%	2.1%	1.9%
Investment by venture capitalist(s)	2,453	13,872	1,796
	0.1%	0.3%	0.1%
Business profits and/or assets	252,040	836,437	309,440
	15.4%	21.1%	19.9%
Grants	9,651	9,605	3,930
	0.5%	0.2%	0.2%
Other source(s) of capital	21,019	63,571	20,778
	1.2%	1.6%	1.3%
Don't know	190,456	392,840	87,637
	11.6%	9.9%	5.6%
Did not have access to capital	71,487	110,504	22,285
	4.3%	2.7%	1.4%

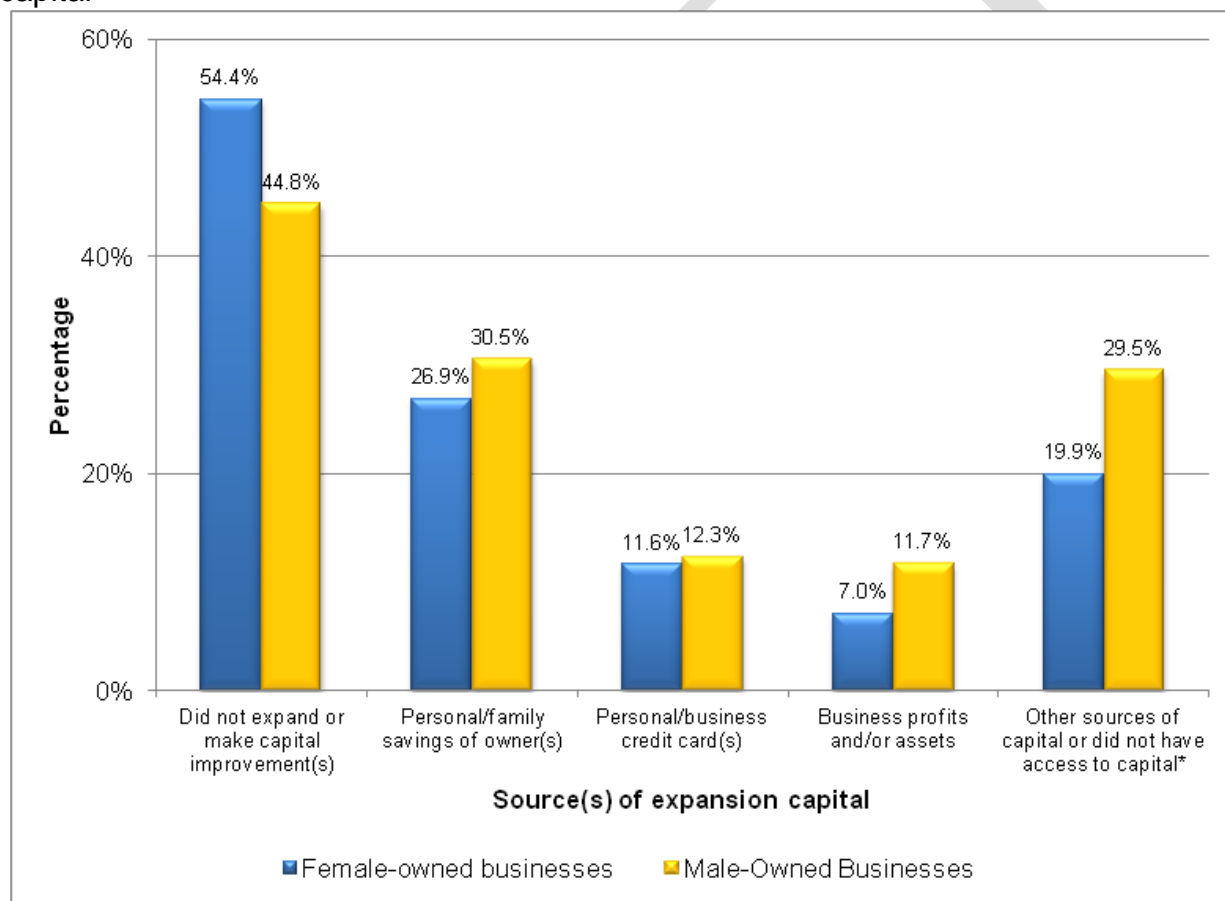


**Observation:** Around half the surveyed firms were able to expand or make capital improvements. However, there is a 10 to 15 percent gap between female-owned and male- or equally male-/female-owned firms.

There is a similar difference in the number of firms acquiring business loans from a bank or financial institution. For firms that expanded or made capital improvements, 8.7% of female-owned firms obtained a business loan from a bank or financial institution while 18.8% of male-owned firms and 19.2% of equally male-/female owned firms obtained loans.

These differences are further reflected by the fact that 4.3% of female-owned firms who expanded did not have access to capital, compared to 2.7% for male-owned firms and 1.4% for equally male-/female-owned firms.

Figure 12.1: Comparison Between Female- and Male-Owned Business for expansion capital



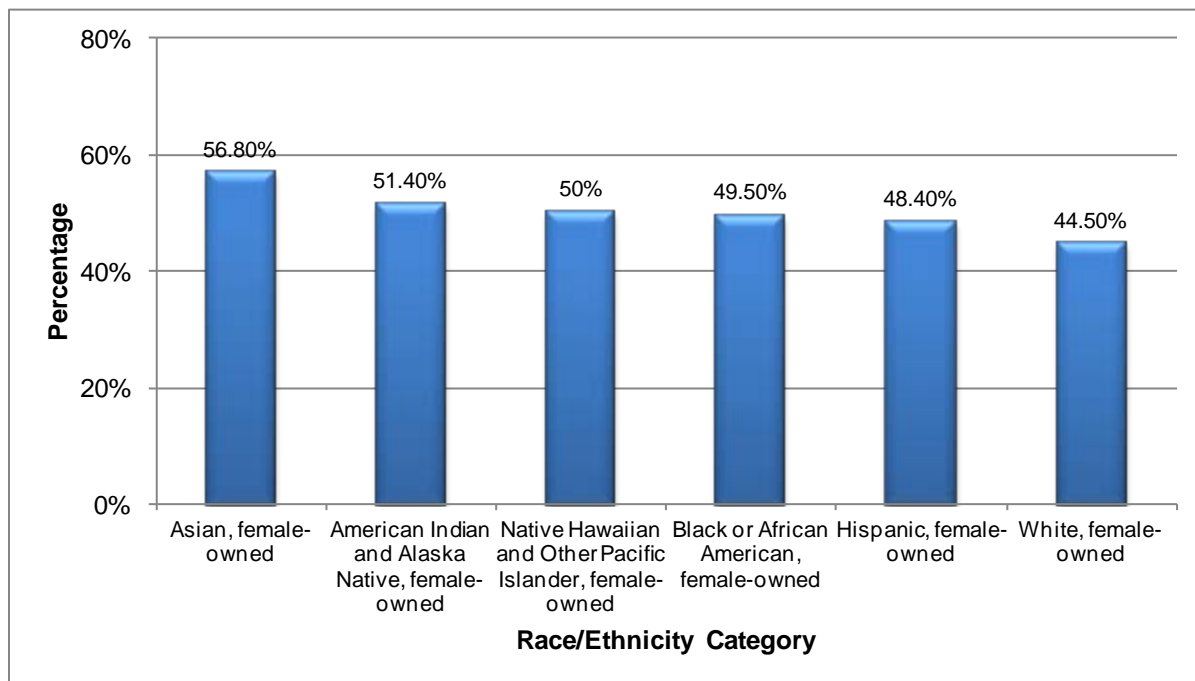
\* For **Female-owned Firms**: Personal/family assets other than savings of owner(s) (3.2%), Personal/family home equity loan (3.2%), Business loan from federal, state, or local government (0.3%), Government-guaranteed business loan from a bank or financial institution (0.2%), Business loan from a bank or financial institution (4%), Business loan/investment from family/friends (0.7%), Investment by venture capitalist(s) (0.1%), Grants (0.3%), Other source(s) of capital (0.6%), Don't know (5.3%), Did not have access to capital (2%). For **Male-owned Firms**: Personal/family assets other than savings of owner(s) (4.2%), Personal/family home equity loan (4.6%), Business loan from federal, state, or local government (0.5%), Government-guaranteed business loan from a bank or financial institution (0.4%), Business loan from a bank or financial institution (10.4%), Business loan/investment from family/friends (1.2%), Investment by venture capitalist(s) (0.2%), Grants (0.1%), Other source(s) of capital (0.9%), Don't know (5.5%), Did not have access to capital (1.5%).

Table 12.2: Type(s) of Expansion Capital for Female-owned Businesses by Race/Ethnicity

	White	Hispanic	Black or African American	American Indian/ Alaska Native	Asian	Native Hawaiian/ Other Pacific Islander
Total reported	3,132,734	243,081	217,849	33,760	220,121	6,317
Personal/family savings of owner(s)	828,019 26.4%	66,123 27.2%	61,440 28.2%	9,566 28.3%	73,702 33.5%	1,675 26.5%
Personal/family assets other than savings of owner(s)	98,170 3.1%	7,383 3.0%	7,795 3.6%	1,871 5.5%	8,677 3.9%	351 5.6%
Personal/family home equity loan	96,816 3.1%	8,627 3.5%	5,196 2.4%	* *	10,899 5%	* *
Personal/business credit card(s)	368,605 11.8%	24,826 10.2%	21,648 9.9%	5,251 15.6%	24,966 11.3%	836 13.2%
Business loan from federal, state, or local government	8,852 0.3%	993 0.4%	718 0.3%	108 0.3%	945 0.4%	* *
Government-guaranteed business loan from a bank or financial institution	6,853 0.2%	* *	491 0.2%	54 0.2%	845 0.4%	* *
Business loan from a bank or financial institution	127,262 4.1%	7,526 3.1%	4,818 2.2%	1,333 3.9%	9,708 4.4%	152 2.4%
Business loan/investment from family/friends	21,181 0.7%	2,050 0.8%	1,611 0.7%	380 1.1%	3,792 1.7%	* *
Investment by venture capitalist(s)	1,943 0.1%	301 0.1%	213 0.1%	* *	* *	* *
Business profits and/or assets	227,486 7.3%	12,276 5.1%	9,753 4.5%	2,718 8.1%	14,611 6.6%	379 6%
Grants	7,806 0.2%	738 0.3	1,175 0.5%	171 0.5%	650 0.3%	* *
Other source(s) of capital	16,391 0.5%	1,802 0.7%	2,787 1.3%	* *	1,727 0.8%	* *
Don't know	150,640 4.8%	* *	18,494 8.5%	2,209 6.5%	20,271 9.2%	* *
Did not have access to capital	57,219 1.8%	7,401 3%	9,246 4.2%	887 2.6%	4,906 2.2%	* *
Did not expand or make capital improvement(s)	1,738,774 55.5%	125,456 51.6%	109,949 50.5%	16,415 48.6%	95,002 43.2%	3,160 50%

\*According to US Census, estimate did not meet publication standards

Figure 12.2: Percentage of Female Owned Firms that did not Expand by Race/Ethnicity Group



## CUSTOMER CATEGORIES

*Variable Description: Customers accounting for 10% or more of total sales of goods/services code*

Figure 13.1: Customer Categories for Female-, Male- and Equally Male-/Female-owned Firms

	Female-owned firms	Male-owned firms	Equally male-/female-owned firms
Total number of companies	3,545,551	7,102,589	2,564,896
Federal government	60,963 1.7%	142,450 2%	36,728 1.4%
State and local government, including school districts, transportation authorities, etc.	184,742 5.2%	371,222 5.2%	119,213 4.6%
Other businesses and/or organizations, including distributors of your product(s)	962,741 27.2%	2,831,675 39.9%	866,649 33.8%
Individuals	2,729,893 77%	4,954,062 69.8%	1,958,409 76.4%

Figure 13.1: Type(s) of Customer Categories compared for Female-, Male-owned Firms

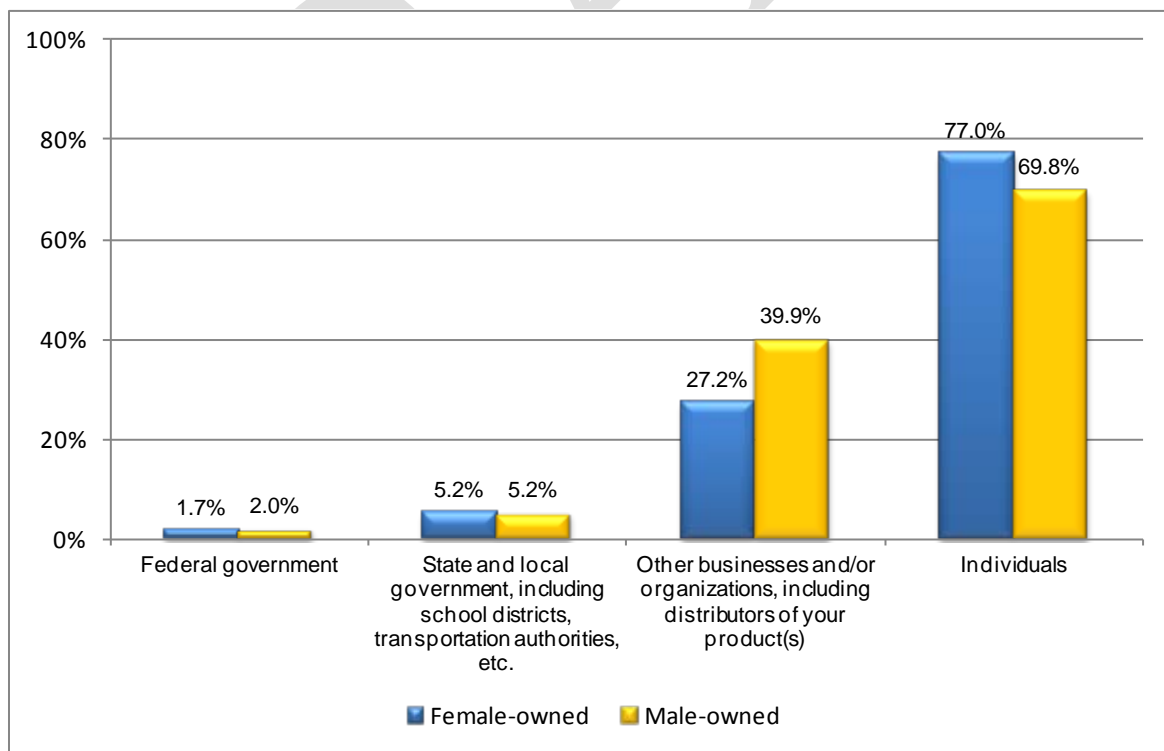


Table 13.2: Type(s) of Customer Categories compared for Female-Owned Firms by Race/Ethnicity

	White	Hispanic	Black or African American	American Indian/ Alaska Native	Asian	Native Hawaiian/ Other Pacific Islander
Total number of companies	3,124,928	232,018	202,757	32,626	214,256	6,055
Federal government	49,248 1.6%	5,674 2.4%	5,715 2.8%	1,443 4.4%	5,477 2.6%	309 5.1%
State and local government, including school districts, transportation authorities, etc.	161,192 5.2%	12,398 5.3%	15,058 7.4%	2,696 8.3%	7,735 3.6%	565 9.3%
Other businesses and/or organizations, including distributors of your product(s)	874,918 28.0%	46,658 20.1%	35,009 17.3%	8,268 25.3%	53,350 24.9%	1,514 25.0%
Individuals	2,391,389 76.5%	188,575 81.3%	166,815 82.3%	25,020 76.7%	168,234 78.5%	4,823 79.7%

Table 13.3: Customer type for Female Owned Firms by Industry

	Federal government	State and local government	Other businesses and/or organizations, including distributors	Individuals
Agriculture, forestry, fishing and hunting	2.6%	2.7%	22.9%	80.5%
Mining, quarrying, and oil and gas extraction	0.7%	3.1%	58.9%	45.3%
Utilities	1.4%	5.8%	41%	68.2%
Construction	2.7%	8.9%	34.4%	73.0%
Manufacturing	2.3%	5.9%	53.4%	61.3%
Wholesale trade	2.8%	7%	57.8%	50.8%
Retail trade	0.7%	2.4%	12.7%	92.8%
Transportation and warehousing	3.3%	6.3%	45%	57.8%
Information	1.6%	5.2%	63.2%	47.8%
Finance and insurance	0.5%	2.4%	25.7%	82.2%

	Federal government	State and local government	Other businesses and/or organizations, including distributors	Individuals
Real estate and rental and leasing	0.9%	1.3%	17.8%	85.9%
Professional, scientific, and technical services	2.7%	7.2%	51.8%	56.1%
Management of companies and enterprises	7.3%	9.3%	37%	66.8%
Administrative and Support and Waste Mang and Remediation Srvs	2%	4%	37.9%	66.5%
Educational services	1.7%	19.4%	21.5%	68.4%
Health care and social assistance	2.6%	8%	11.1%	86.3%
Arts, entertainment, and recreation	0.7%	4%	37%	73.1%
Accommodation and food services	1.4%	3.5%	12.5%	92.9%
Other services (except public administration)	1%	2.1%	10.3%	92.1%
Industries not classified	S	S	20.6%	79.4%

Table 13.4: Receipt Size and Percentage Compared for Female-, Male-, and Equally Male-/Female-Owned Firms.

	Female-owned Firms	Male-owned Firms	Equally Male-/Female-Owned Firms
Firms	3,545,551	7,102,589	2,564,896
Total Receipts (x1000)	\$843,866,647	\$6,165,700,866	\$920,563,664
Average Receipts Per Firm (x1000)	\$238.007	\$868.092	\$358.908
Federal government (x1000)	\$44,525,266 5.3%	\$282,984,093 4.6%	\$25,372,721 2.8%
State and local government, including school districts, transportation authorities, etc (x1000)	\$89,113,843 10.6%	\$637,406,575 10.3%	\$73,557,806 8.0%
Other businesses and/or organizations, including distributors of your product(s) (x1000)	\$508,262,422 60.2%	\$3,955,840,070 64.2%	\$465,302,895 50.5%
Individuals (x1000)	\$472,785,182 56.0%	\$2,878,206,841 46.7%	\$576,415,795 62.6%

Table 13.5: Percentage of Firms and Percentage of Receipts Female Owned Firms.

	Firm Percentage	Receipt Percentage
Federal government	1.7%	5.3%
State and local government, including school districts, transportation authorities, etc	5.2%	10.6%
Other businesses and/or organizations, including distributors of your product(s)	27.2%	60.2%
Individuals	77.0%	56.0%

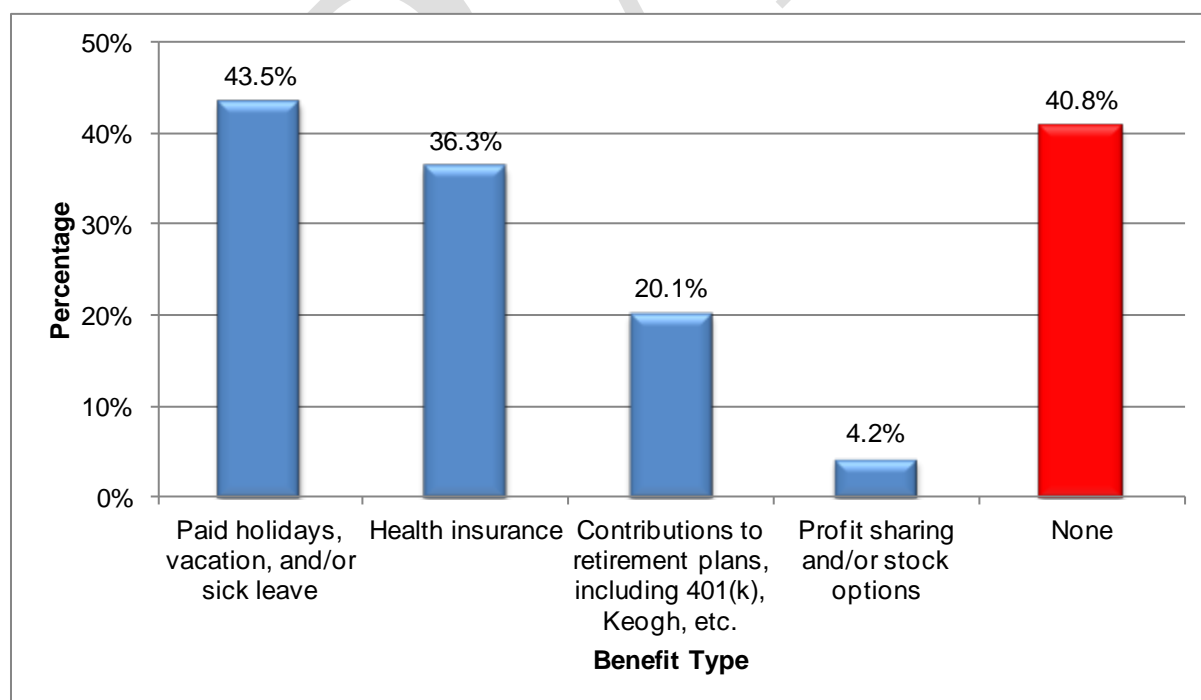
## EMPLOYER PAID BENEFITS OFFERED

*Variable Description: The survey question asked, "In 2007, which of the following employee benefits were paid totally or partly by this business?"*

Table 14.1: Employer-Paid Benefits and Employees Receiving Benefits for Female-Owned Employer Firms

Employer-Paid benefits for female owned firms	Female-owned employer firms	Health insurance	Retirement plans contributions	Profit sharing and/or stock options	Paid holidays, vacation, and/or sick leave	None of the above
Firms offering employee benefits	631,135	229,118	126,823	26,377	274,645%	257,782
	--	36.3%	20.1%	4.2%	43.5%	40.8%
Employees receiving benefits	5,424,987	3,669,378	2,282,546	703,860	4,033,380	894,586
	--	67.6%	42.1%	13.0%	74.3%	16.5%

Figure 14.1: Percentage of Female-Owned Employer Firms that provide Employer Paid Benefits by Type





**Observation:** Just over 40% of the Female Owned Firms do not offer any employer paid benefits. Of the employer paid benefits offered, 43.5% offer paid holidays, vacation, and/or sick leave and 36.3% offer health insurance.

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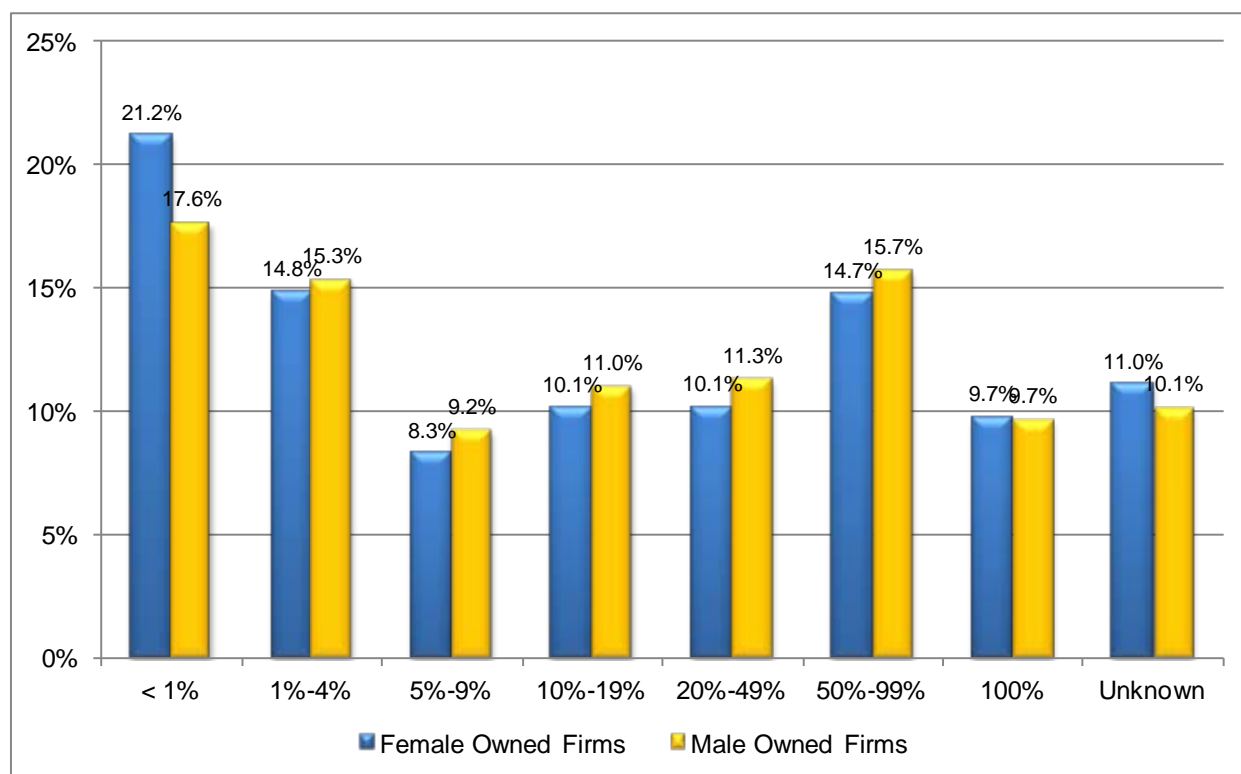
## E-COMMERCE

*Variable Description: E-commerce sales and other operating receipts are sales of goods and/or services where an order is placed by the buyer or price and terms of sale are negotiated over the Internet. Payment may or may not be made online.*

Table 15.1: Comparison of Percentage of E-Commerce Sales of Firms by Gender

<b>E-Commerce as Percentage of Total Sales</b>	<b>Female-owned firms</b>	<b>Male-owned firms</b>	<b>Equally Male-/ Female-owned firms</b>
Total number of companies	3,702,075	7,384,425	2,658,615
No e-commerce sales	3,448,637 93.2%	6,953,983 94.2%	2,440,067 91.8%
<b>Total firms with e-commerce sales</b>	<b>253,438</b> <b>6.8%</b>	<b>430,442</b> <b>5.8%</b>	<b>218,548</b> <b>8.2%</b>
<i>Percentages are based on firms with ecommerce sales</i>			
Less than 1%	53,616 21.2%	75,928 17.6%	36,888 16.9%
1% to 4%	37,533 14.8%	65,977 15.3%	29,964 13.7%
5% to 9%	20,927 8.3%	39,721 9.2%	19,565 9.0%
10% to 19%	25,630 10.1%	47,365 11.0%	23,415 10.7%
20% to 49%	25,688 10.1%	48,619 11.3%	26,796 12.3%
50% to 99%	37,382 14.7%	67,649 15.7%	42,480 19.4%
100%	24,702 9.7%	41,544 9.7%	24,695 11.3%
Don't know	27,960 11.0%	43,639 10.1%	14,744 6.7%

Figure 15.1: Comparison of Percentage of E-Commerce Sales of Firms by Gender



**Observation:** Of the firms that have e-commerce sales, the percentage of e-commerce sales is similar by sales percentage category. A plurality of female (21.2%) and male (17.6%) owned firms had less than one-percent of their total sales by e-commerce.

Table 15.2: Percentage of Female Owned Firms that Derived Sales from e-commerce by Industry

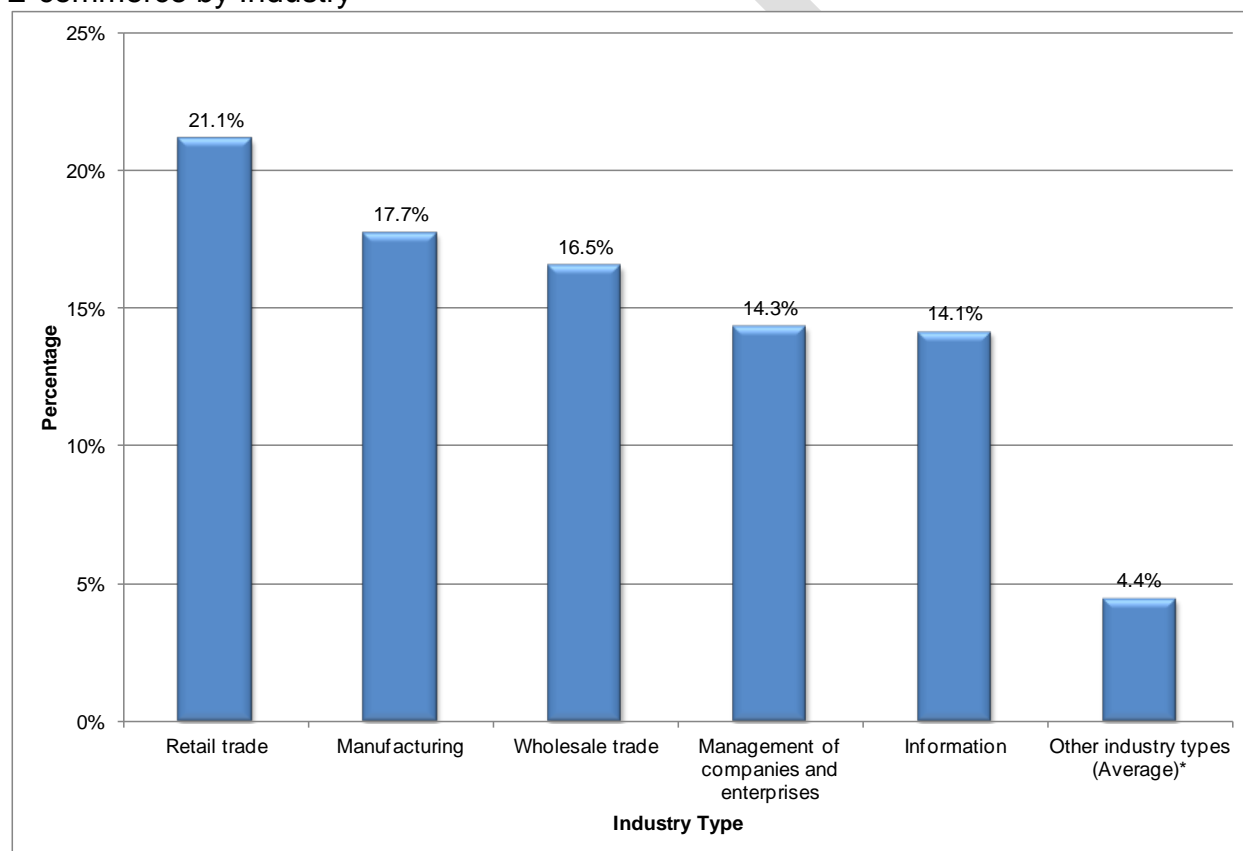
	% with e-comm. sales	Less than 1%	1%-4%	5%-9%	10%-19%	20%-49%	50%-99%	100%	Don't know
Agriculture, forestry, fishing and hunting	6.2%	*	*	50	23	140	*	*	*
		*	*	0.4%	0.2%	1.1%	*	*	*
Mining, quarrying, and oil and gas extraction	2.6%	39	*	1	*	0	25	1	157
		0.4%	*	0%	*	0%	0.3%	0%	1.6%
Utilities	5.7%	3	*	7	21	16	1	0	31
		0.2%	*	0.5%	1.4%	1%	0.1%	0%	2%
Construction	5.1%	1,038	628	165	431	*	*	*	570
		0.9%	0.5%	0.1%	0.4%	*	*	*	0.5%

	% with e-comm. sales	Less than 1%	1%-4%	5%-9%	10%-19%	20%-49%	50%-99%	100%	Don't know
Manufacturing	17.7%	2,165 3.3%	2,079 3.2%	1,369 2.1%	1,135 1.7%	1,667 2.6%	1,983 3%	* *	691 1.1%
Wholesale trade	16.5%	2,633 3.6%	1,835 2.5%	1,236 1.7%	1,514 2%	1,390 1.9%	1,982 2.7%	755 1%	886 1.2%
Retail trade	21.0%	22,583 4.8%	16,470 3.5%	8,303 1.8%	9,015 1.9%	8,037 1.7%	13,872 3%	12,676 2.7%	7,422 1.6%
Transportation and warehousing	3.6%	234 0.4%	245 0.4%	165 0.3%	139 0.3%	300 0.5%	* *	154 0.3%	501 0.9%
Information	14.1%	813 1.6%	791 1.6%	397 0.8%	759 1.5%	829 1.7%	* *	1,663 4.4%	402 0.8%
Finance and insurance	4.7%	1,545 1.5%	837 0.8%	490 0.5%	422 0.4%	237 0.2%	440 0.4%	281 0.3%	657 0.6%
Real estate and rental and leasing	3.4%	2,376 0.7%	808 0.2%	842 0.2%	1,221 0.4%	1,595 0.5%	1,797 0.5%	722 0.2%	2,157 0.6%
Professional, scientific, and technical services	5.4%	5,771 0.9%	4,702 0.7%	2,778 0.4%	4,049 0.6%	4,283 0.7%	6,182 1%	3,316 0.5%	3,326 0.5%
Management of companies and enterprises	14.3%	94 6.9%	28 2%	16 1.2%	13 1%	14 1%	6 0.4%	0 0%	24 1.7%
Administrative and Support and Waste Mang and Remediation Srvs	3.4%	2,193 0.7%	1,183 0.4%	744 0.2%	1,169 0.4%	1,107 0.4%	1,623 0.5%	941 0.3%	1,915 0.6%
Educational services	4.4%	1,456 1%	608 0.4%	493 0.4%	667 0.5%	* *	910 0.7%	554 0.4%	735 0.5%
Health care and social assistance	1.9%	2,324 0.5%	1,335 0.3%	557 0.1%	* *	* *	793 0.2%	* *	2,688 0.5%
Arts, entertainment, and recreation	9.5%	3,481 1.8%	2,547 1.3%	1,677 0.9%	1,981 1%	2,454 1.3%	3,196 1.7%	1,053 0.6%	1,572 0.8%

	% with e-comm. sales	Less than 1%	1%-4%	5%-9%	10%-19%	20%-49%	50%-99%	100%	Don't know
Accommodation and food services	5.1%	818	741	383	546	714	657	*	652
		0.9%	0.8%	0.4%	0.6%	0.8%	0.7%	*	0.7%
Other services (except public administration)	3.4%	4,074	2,672	1,313	1,843	1,335	1,879	*	3,496
		0.8%	0.5%	0.3%	0.4%	0.3%	0.4%	*	0.7%
Industries not classified	3.9%	*	0	0	*	*	0	0	0
		*	0%	0%	*	*	0%	0%	0%

\*Withheld because estimate did not meet publication standards

Figure 15.2: Percentage of Female Owned Firms that Derived a Portion of Sales from E-commerce by Industry



\*Arts, entertainment, and recreation (9.5%), Agriculture, forestry, fishing and hunting (6.2%), Utilities (5.7%), Professional, scientific, and technical services (5.4%), Accommodation and food services (5.1%), Finance and insurance (4.7%), Educational services (4.4%), Industries not classified (3.9%), Transportation and warehousing (3.6%), Other services (except public administration) (3.4%), Administrative and Support and Waste Management and Remediation Services (3.4%), Real estate and rental and leasing (3.4%), Construction (3.1%), Mining, quarrying, and oil and gas extraction (2.6%), Health care and social assistance (1.9%)

**Observation:** Of all female owned firms, five industries have 14% of the firms that derive a portion of their sales from e-commerce. Of all the Female Owned Firms, 21.1% derive some sales from Retail Trade.

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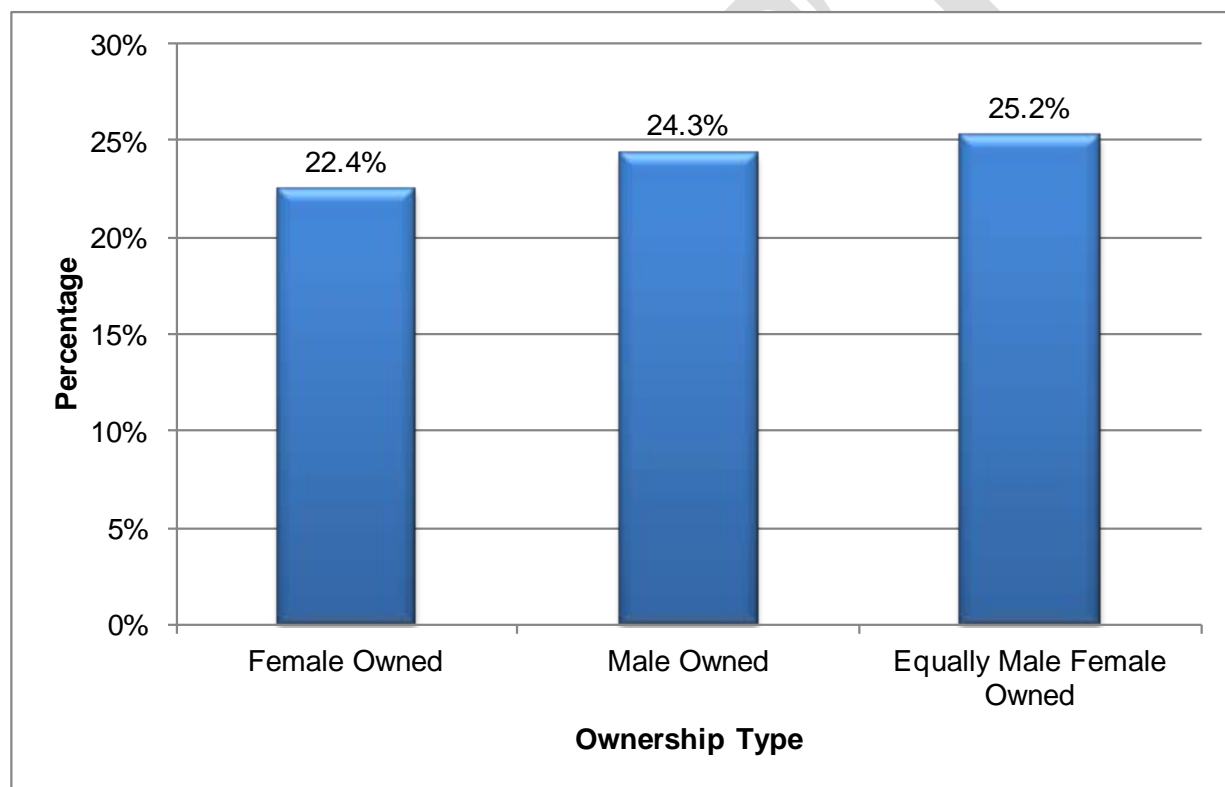
## WEBSITES

*Variable Description: Survey question asked, "In 2007, did this business have a Web site?"*

Table 16.1: Comparison of Percentage of Firms that had Websites by Gender

	Female-owned firms	Male-owned firms	Equally male-/female-owned firms
Business had a website	827,450 22.4%	1,784,806 24.3%	666,330 25.2%
Business did not have a website	2,860,485 77.6%	5,571,459 75.7%	1,982,767 74.8%

Figure 16.1: Comparison of Percentage of Firms that had Websites by Gender



**Observation:** The percentage of firms that have websites by gender is similar by ownership types. The female owned firm percentage is 22.4% which is within 3.0% of male and equally male/female owned firms.

Table 16.2: Comparison of Percentage of Female Owned Firms that had Websites by Race/Ethnicity

Race/Ethnicity Category	Percentage with Website	Difference from National Female Owned Firm Percentage
US Female Owned Firm Percentage	22.4%	--
American Indian and Alaska Native	21.0%	-1.4%
Hispanic	15.2%	-7.2%
Black or African American	17.0%	-5.4%
White	23.1%	0.7%
Asian	18.5%	-3.9%
Native Hawaiian and Other Pacific Islander	22.4%	0.0%
Some Other Race	18.8%	-3.6%

**Observation:** There are two race/ethnicity groups where the percentage of firms that have a website is less than the national average for Female Owned Firms is more than 5%. These are Female Hispanic Owned Firms (7.2% less) and Female Black or African American Owned Firms (5.4% less).

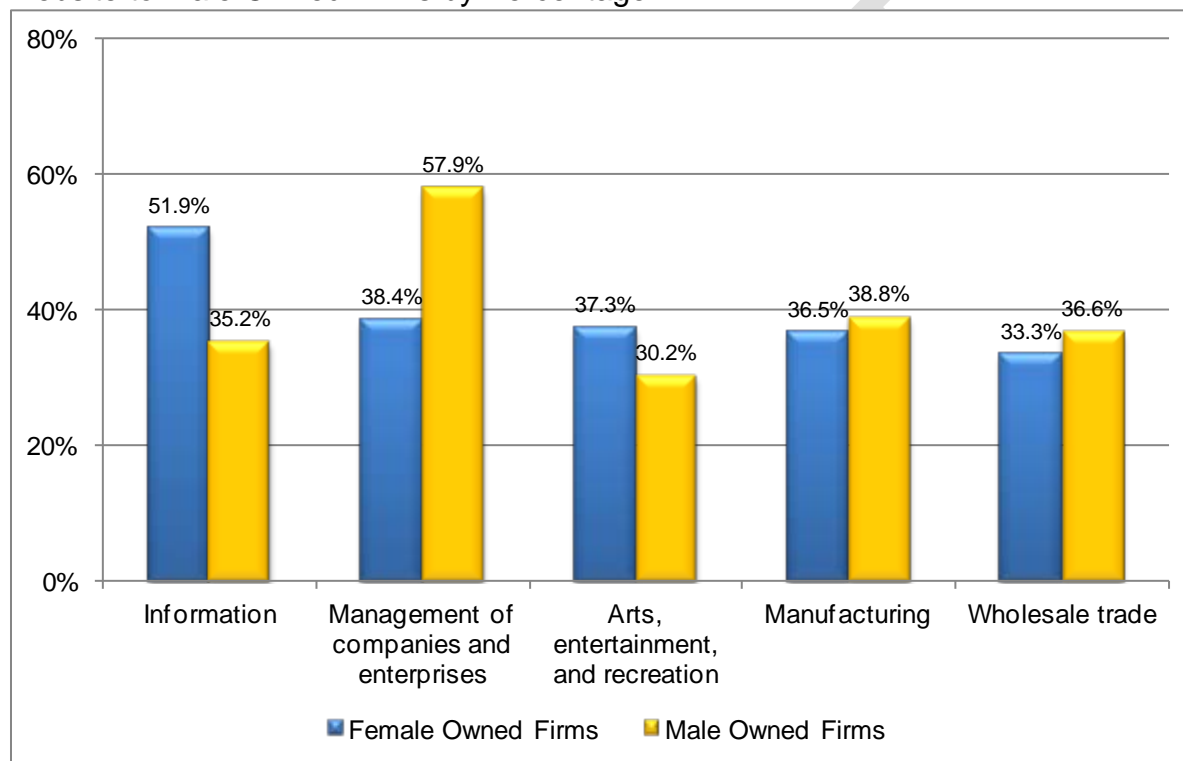
Table 16.3: Comparison of Percentage of Female Owned Firms that had Websites by Industry Type (Ordered by Female Owned Firms)

Industry Type	Female Owned Firms	Male Owned Firms	Equally Male and Female Owned
Information	51.9%	35.2%	48.9%
Management of companies and enterprises	38.4%	57.9%	63.6%
Arts, entertainment, and recreation	37.3%	30.2%	32.5%
Manufacturing	36.5%	38.8%	43.3%
Wholesale trade	33.3%	36.6%	37.9%
Educational services	32.7%	18.5%	26.3%
Professional, scientific, and technical services	32.2%	24.6%	32.3%
Retail trade	31.9%	35.4%	30.6%
Accommodation and food services	30.8%	25.0%	29.7%
Finance and insurance	28.5%	25.5%	32.2%
Health care and social assistance	22.8%	12.5%	24.9%
Real estate and rental and leasing	22.4%	31.0%	22.5%
Utilities	19.1%	14.0%	19.0%
Administrative and Support and Waste Mang and Remediation Srvs	18.9%	13.0%	18.2%
Other services (except public administration)	17.9%	12.5%	15.7%
Construction	14.2%	18.1%	12.1%



Industry Type	Female Owned Firms	Male Owned Firms	Equally Male and Female Owned
Agriculture, forestry, fishing and hunting	12.1%	18.1%	8.8%
Transportation and warehousing	9.4%	12.5%	9.4%
Mining, quarrying, and oil and gas extraction	7.1%	7.1%	12.8%
Industries not classified	0/0%	0.0%	0.0%

Figure 16.2: Comparison of Top Five Industry Type Female Owned Firms that have a Website to Male Owned Firms by Percentage



**Observation:** The top five industry types with websites for Female Owned Firms are Information (51.9%), Management of Companies and Enterprises (38.4%), Arts, Entertainment and Recreation (37.3%), Manufacturing (36.5%), and Wholesale Trade (33.3%).

When compared to male owned firms, the percentages of Female Owned 1) Information and 2) Arts, Entertainment, and Recreation firms are 16.7% and 7.1% higher than male owned firms respectively. When Management of Companies and Enterprises is considered, the percentage of female owned firms that have a website is 19.5% less than male owned companies.

There is no substantial difference in the percentage of companies with websites in the Manufacturing and Wholesale Trade industries.

## BUSINESS OPERATING OR REASON CEASED

*Variable Description: The survey respondent was instructed to answer the following business question for the self-employment activity or business activity of the person(s) or business named in the mailing label (of the report form) even if the business had since been sold, reorganized, or discontinued; and that he or she could use estimates if the form requested information that was not available in the business's records.*

Table 17.1: Percentage of businesses operating or reasons ceased by ownership type (survey respondents selected all that applied if the business was no longer in operation)

	Female-owned firms	Male-owned firms	Equally male- /female-owned firms
Total number of companies	3,667,721	7,338,809	2,649,577
Business is currently operating	2,869,801 78.2%	6,121,511 83.4%	2,276,079 85.9%
<b>Businesses that have Ceased Operations</b> (Percentages based on businesses that are no longer in operation)			
<b>Total</b>	<b>797,920</b> <b>21.8%</b>	<b>1,217,298</b> <b>16.6%</b>	<b>373,498</b> <b>14.1%</b>
Operations ceased because owner(s) retired	85,221 10.7%	178,974 14.7%	60,098 16.1%
Operations ceased because owner(s) died	8,279 1.0%	21,008 1.7%	9,093 2.4%
Operations ceased because operated for a specific or one-time event	67,657 8.5%	94,956 7.8%	15,484 4.1%
Operations ceased due to inadequate cash flow or sales	223,304 28.0%	368,601 30.3%	144,073 38.6%
Operations ceased due to lack of business loans/credit	42,120 5.3%	109,670 9.0%	32,597 8.7%
Operations ceased due to lack of personal loans/credit	21,447 2.7%	53,822 4.4%	18,524 5.0%
Operations ceased because owner(s) started another business	23,321 2.9%	51,439 4.2%	17,225 4.6%
Operations ceased because owner(s) sold the business	22,572 2.8%	62,138 5.1%	30,436 8.1%
Operations ceased for another reason	403,401 50.6%	495,624 40.7%	128,244 34.3%

**Observation:** A vast majority of firms by ownership type are still in operations. Female owned

firms have a slightly higher cease operation percentage (21.8%) when compared to male owned firms (16.6%) and equally male/female owned firms (14.1%).

Table 17.1 also displays that approximately half of the female owned firms ceased operations for a reason other than the available survey selections. This was approximately 10% more than male owned firms. All other reason types are comparable between male and female owned firms.

Figure 17.1: Comparison of percentage of firms that have ceased operations by ownership type

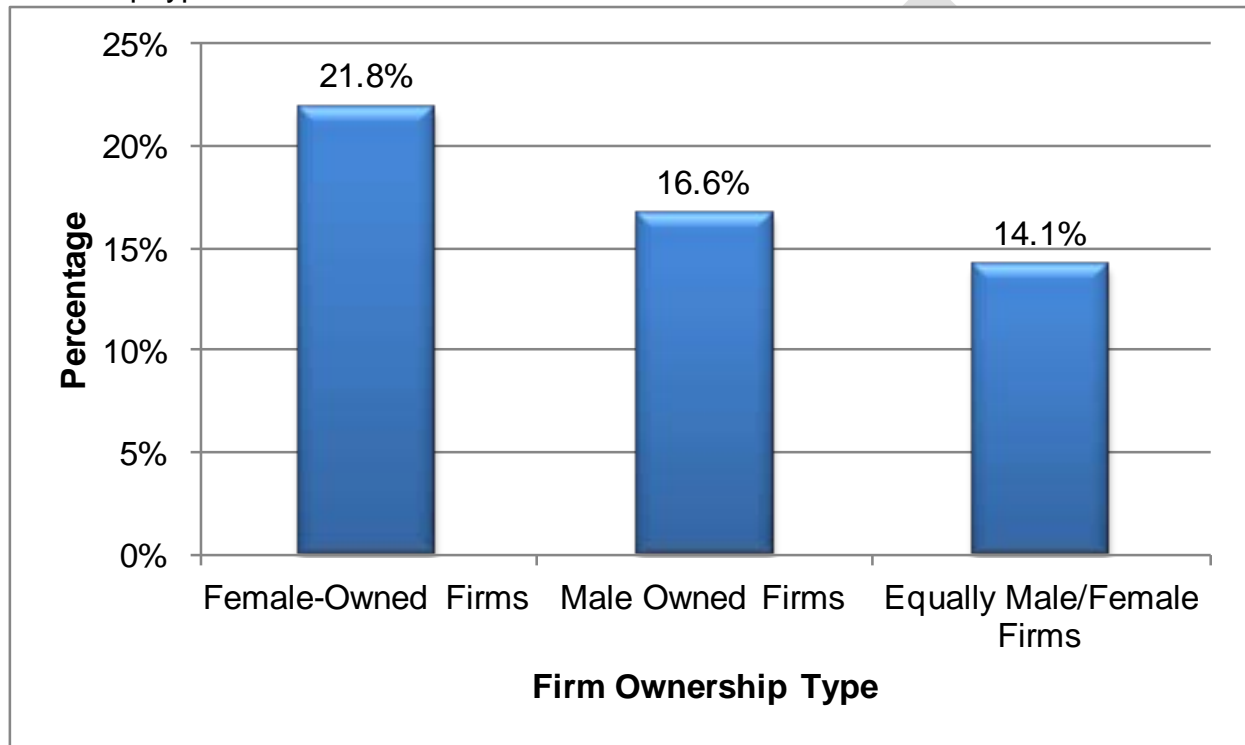
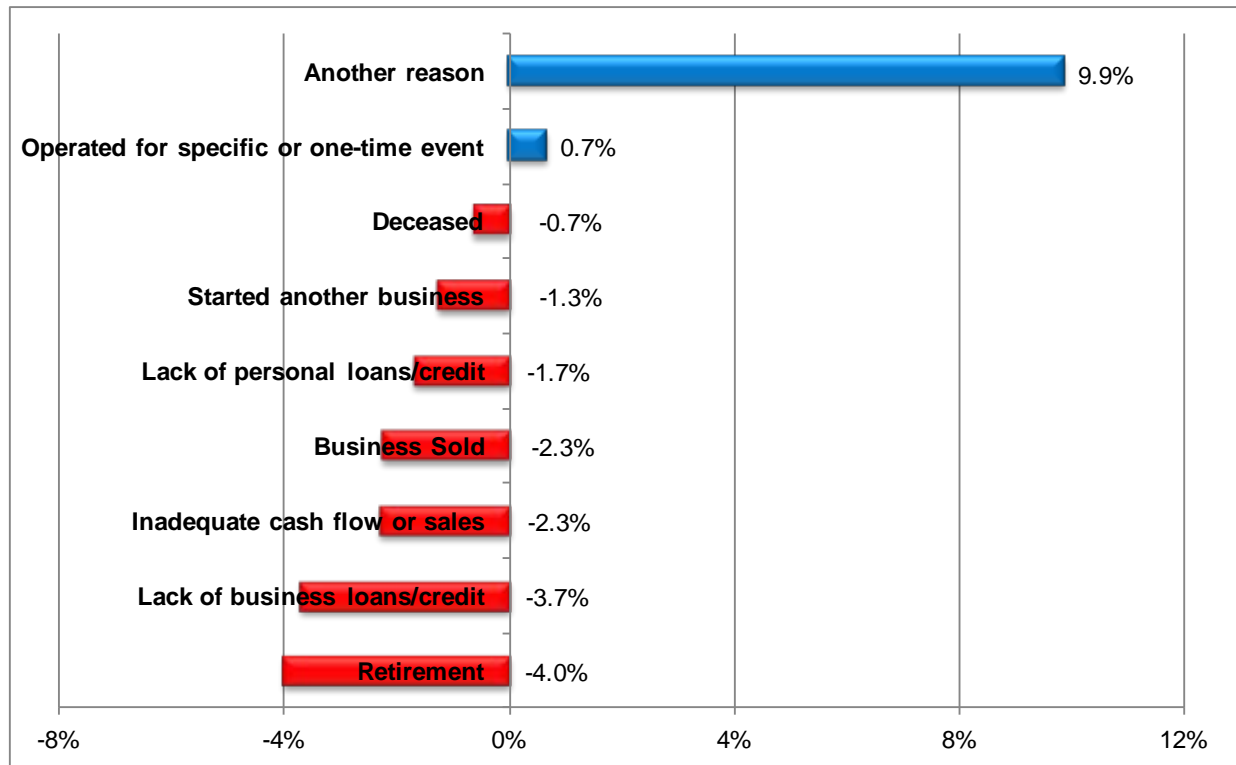


Figure 17.2: Comparison of reasons firms ceased operations by reason type for Female and Male Owned Firms (A positive percentage indicates a higher percentage of female firms closed for the indicated reason. A negative difference indicates a lower percentage of female firms closed for the indicated reason)



**Observation:** For the majority of reason types, a lower percentage of female owned firms selected the reason as one that caused the firm to stop operating when compared to male owned firms. Another Reason (9.9% more female firms than male firms) and Operated for Specific of One-Time Event (0.7%) were the two areas where a higher percentage of female firms ceased operations when compared to male owned firms. For the remaining areas, female firms were less likely than male owned firms to identify the area as a reason the business ceased operations.

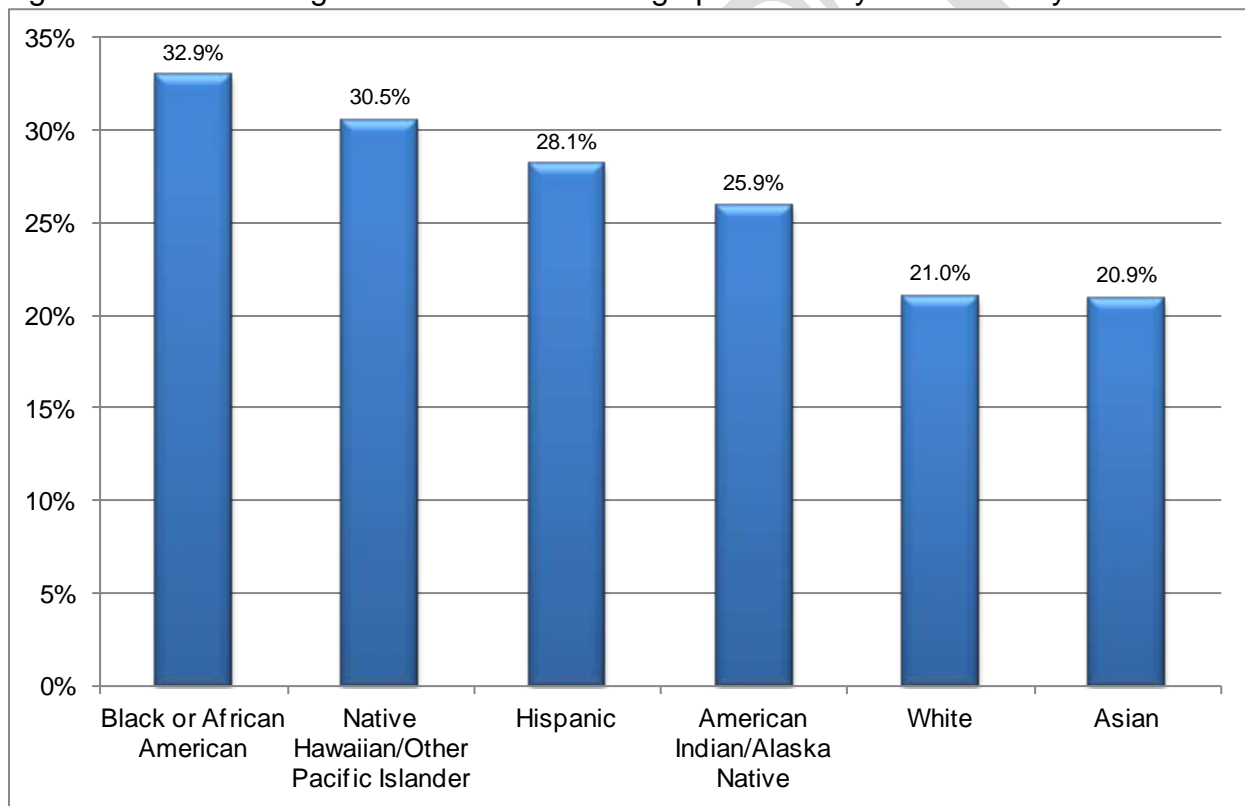
Table 17.2: Percentage of businesses operating or reasons ceased by race/ethnicity  
(survey respondents selected all that applied if the business was no longer in operation)\*

Business Operating or Reason Ceased	White	Hispanic	Black or African American	American Indian/Alaska Native	Asian	Native Hawaiian/Other Pacific Islander
Business is currently operating	2,541,641 79.0%	178,595 71.9%	148,588 67.1%	25,607 74.1%	176,102 79.1%	4,422 69.5%
<b>Businesses that have Ceased Operations</b> (Percentages based on businesses that are no longer in operation)						
<b>Total Not Operating</b>	<b>676,640 21.0%</b>	<b>69,899 28.1%</b>	<b>72,752 32.9%</b>	<b>8,961 25.9%</b>	<b>46,616 20.9%</b>	<b>1,940 30.5%</b>
Operations ceased because owner(s) retired	77,722 11.5%	4,669 6.7%	4,406 6.1%	619 6.9%	2,879 6.2%	* *
Operations ceased because owner(s) died	7,301 1.1%	459 0.7%	599 0.8%	* *	310 0.7%	* *
Operations ceased because operated for a specific or one-time event	56,650 8.4%	5,597 8.0%	6,373 8.8%	786 8.8%	4,293 9.2%	* *
Operations ceased due to inadequate cash flow or sales	189,962 28.1%	18,456 26.4%	22,028 30.3%	2,344 26.2%	10,905 23.4%	* *
Operations ceased due to lack of business loans/credit	33,412 4.9%	5,740 8.2%	6,420 8.8%	* *	2,150 4.6%	* *
Operations ceased due to lack of personal loans/credit	16,065 2.4%	2,194 3.1%	4,149 5.7%	485 5.4%	1,172 2.5%	* *
Operations ceased because owner(s) started another business	20,058 3.0%	1,691 2.4%	1,869 2.6%	* *	1,347 2.9%	* *

Business Operating or Reason Ceased	White	Hispanic	Black or African American	American Indian/Alaska Native	Asian	Native Hawaiian/Other Pacific Islander
Operations ceased because owner(s) sold the business	17,632	1,265	693	159	4,184	*
	2.6%	1.8%	1.0%	1.8%	9.0%	*
Operations ceased for another reason	339,426	37,709	38,990	4,936	24,022	1,104
	50.2%	53.9%	53.6%	55.1%	51.5%	56.9%

\*According to US Census, estimate did not meet publication standards

Figure 17.3: Percentage of businesses ceasing operations by race/ethnicity



**Observation:** One-quarter or more of Black or African American (32.9%), Native Hawaiian and Other Pacific Islander (30.5%), Hispanic (28.1%), and American Indian and Alaska Native (25.9%) Female Owned Firms.

## CHARACTERISTICS OF BUSINESS OWNERS

### BUSINESS ACQUISITION

*Variable Description: If any individual owned 10 percent or more of the rights, claims, interests, or stock in the business, the survey respondent was asked to provide information for up to four persons owning the largest percentage(s) in the business in 2007.*

Table 18.1: Comparison of Acquisition Types for Female and Male Owned Firms

Method of Acquiring the Business	Female-Owned Firms	Male-Owned Firms
Overall	7,335,862	12,439,821
Founded	5,613,666	9,631,269
	76.5%	77.4%
Purchased	1,058,805	2,065,534
	14.4%	16.6%
Inherited	216,716	267,583
	3.0%	2.2%
Transfer of ownership or gift	457,969	501,006
	6.2%	4.0%

**Observation:** There is no discernable difference in how female firms are acquired when compared to male owned firms. The acquisition type is approximately three-quarters for females (76.5%) and males (77.4%).

Figure 18.1: Acquisition Types for Female Owned Firms

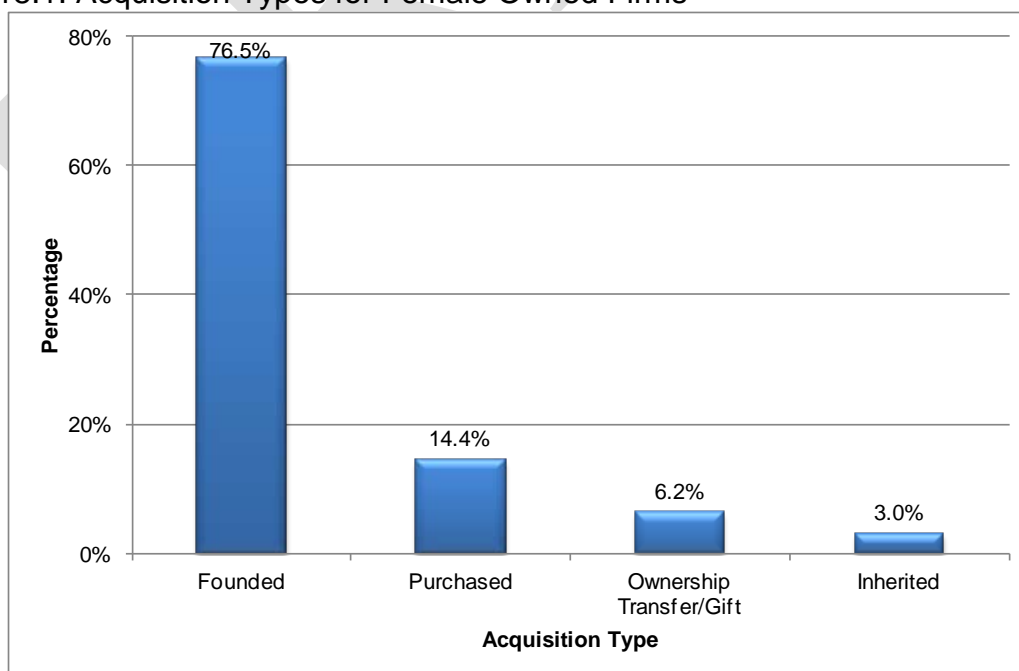


Table 18.2: Acquisition Types for Female Owned Firms by Race/Ethnicity

	Founded	Inherited	Purchased	Transfer of ownership/gift
American Indian and Alaska Native	49,782 79.2%	1,592 2.5%	7,536 12.0%	3,947 6.3%
Asian	310,527 69.8%	6,765 1.5%	104,611 23.5%	22,821 5.1%
Black or African American	247,110 80.9%	6,850 2.2%	38,647 12.7%	12,831 4.2%
Hispanic	355,095 79.4%	9,286 2.1%	59,889 13.4%	22,880 5.1%
Native Hawaiian and Other Pacific Islander	9,321 72.4%	771 6.0%	1,795 13.9%	986 7.7%
White	5,052,184 76.7%	202,887 3.1%	913,094 13.9%	421,620 6.4%

**Observation:** The most common acquisition type overall and by race/ethnicity is **founded**. It is noteworthy that nearly one-quarter (23.5%) of Asian Female Owned firms were acquired through **purchase**.



## HIGHEST EDUCATION LEVEL COMPLETED

*Variable Description: If any individual owned 10 percent or more of the rights, claims, interests, or stock in the business, the survey respondent was asked to provide information for up to four persons owning the largest percentage(s) in the business in 2007.*

Table 19.1: Highest Education Level Completed for Female and Male Business Owners

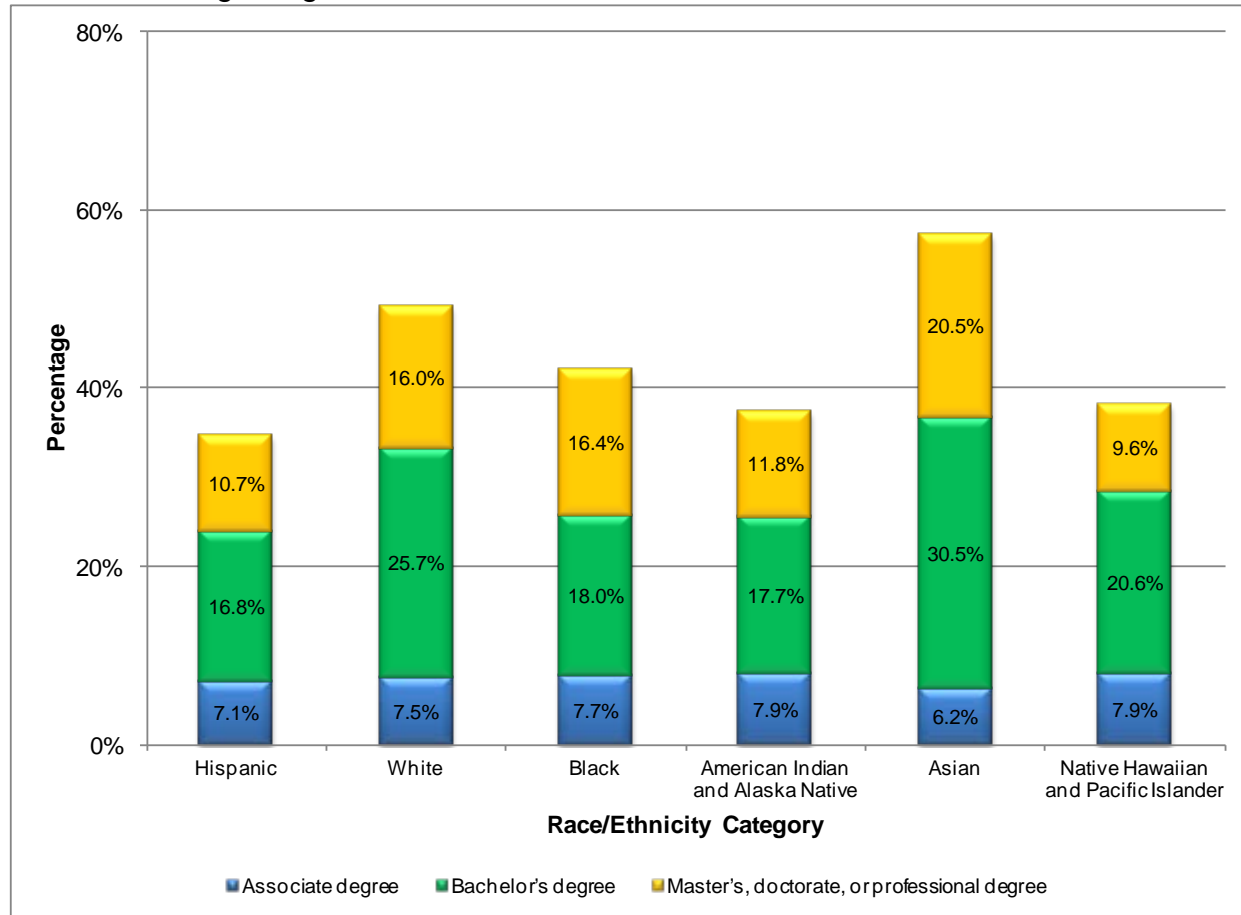
Education Level	Female Owners	Percentage	Male Owners	Percentage
Less than high school graduate	324,706	4.3%	721,696	5.8%
High school graduate - diploma or GED	1,573,922	21.0%	2,542,513	20.3%
Technical, trade, or vocational school	524,562	7.0%	740,802	5.9%
Some college, but no degree	1,375,383	18.3%	2,026,840	16.2%
Associate degree	559,521	7.5%	625,763	5.0%
Bachelor's degree	1,921,495	25.6%	3,356,255	26.9%
Master's, doctorate, or professional degree	1,216,974	16.2%	2,481,564	19.9%

**Observation:** There is no discernable difference in the highest education level completed for female and male business owners. An earned bachelor's degree is the highest education level completed for each gender.

Table 19.2: Highest Level of Education Completed for Female Business Owners by Race/Ethnicity

Education Level	Hispanic	White	Black	American Indian and Alaska Native	Asian	Native Hawaiian and Pacific Islander
Less than high school graduate	16.0%	3.8%	8.9%	8.6%	8.7%	9.0%
High school graduate – diploma or GED	23.7%	21.2%	20.2%	22.1%	18%	23.5%
Technical, trade, or vocational school	7.8%	7.1%	8.2%	7.9%	4.3%	9.4%
Some college, but no degree	17.9%	18.7%	20.5%	24.0%	11.9%	20.1%
Associate degree	7.1%	7.5%	7.7%	7.9%	6.2%	7.9%
Bachelor's degree	16.8%	25.7%	18.0%	17.7%	30.5%	20.6%
Master's, doctorate, or professional degree	10.7%	16.0%	16.4%	11.8%	20.5%	9.6%
Percentage Earned College Degree	34.6%	49.2%	42.1%	37.4%	57.2%	38.1%

Figure 19.1: Percentage of Female Business Owners by Race/Ethnicity that have Earned a College Degree



**Observation:** Two observations are associated with Figure 12.1. Nearly 60% of Asian Female business owners have earned a college degree (57.2%). Nearly half of the White Female business owners have earned a college degree (49.2%).

## STATE LEVEL DATA

### ALL FEMALE OWNED FIRMS

#### DISTRIBUTION

Table 20.1: Percentage of Female Owned Firms by Region and State in the Midwest

Midwest	Total Female Owned Firms	% of Female Owned Firms in State	% of Female Firms in Total Region	% of Female Firms in Country
Total Number	<i>Varies by state</i>		1,551,419	7,792,115
Illinois	343,073	30.5%	22.1%	4.4%
Indiana	129,609	26.8%	8.4%	1.7%
Iowa	66,238	25.5%	4.3%	0.9%
Kansas	65,174	27.5%	4.2%	0.8%
Michigan	248,381	30.4%	16.0%	3.2%
Minnesota	133,260	26.8%	8.6%	1.7%
Missouri	130,772	26.1%	8.4%	1.7%
Nebraska	41,001	25.7%	2.6%	0.5%
North Dakota	15,236	24.8%	1.0%	0.2%
Ohio	249,180	27.8%	16.1%	3.2%
South Dakota	17,074	22.2%	1.1%	0.2%
Wisconsin	112,421	25.9%	7.2%	1.4%

**Observation:** Illinois and Michigan are the two Midwest states where the percentage of Female Owned Firms is slightly more than 30%. When the total number of Midwest Female Firms is considered, 22.1% are in Illinois, 16.1% are in Ohio, and 16.0% are in Michigan. 4.4% of all the Female Owned Firms in the United States are in Illinois

Table 20.2: Percentage of Female Owned Firms by Region and State in the Northeast

Northeast	Total Female Owned Firms	% of Female Owned Firms in State	% of Female Firms in Total Region	% of Female Firms in Country
Total Number	<i>Varies by state</i>		1,465,366	7,792,115
Connecticut	93,480	28.1%	6.4%	1.2%
Maine	38,486	25.6%	2.6%	0.5%
Massachusetts	178,101	29.8%	12.2%	2.3%
New Hampshire	35,511	25.8%	2.4%	0.5%
New Jersey	213,374	27.3%	14.6%	2.7%

Northeast	Total Female Owned Firms	% of Female Owned Firms in State	% of Female Firms in Total Region	% of Female Firms in Country
New York	594,517	30.4%	40.6%	7.6%
Pennsylvania	265,038	27.0%	18.1%	3.4%
Rhode Island	26,412	27.3%	1.8%	0.3%
Vermont	20,447	26.0%	1.4%	0.3%

**Observation:** New York is the Northeast state where the percentage of Female Owned Firms is slightly more than 30%. When the total number of Northeast Female Firms is considered, 40.6% are in New York, 18.1% are in Pennsylvania, 14.6% are in New Jersey, and 12.2% are in Massachusetts. 7.6% of all the Female Owned Firms in the United States are in New York. 3.4% of all the Female Owned Firms in the United States are in Pennsylvania.

Table 20.3: Percentage of Female Owned Firms by Region and State in the South

South	Total Female Owned Firms	% of Female Owned Firms in State	% of Female Firms in Total Region	% of Female Firms in Country
Total Number		<i>Varies by state</i>	2,872,839	7,792,115
Alabama	107,467	28.1%	3.7%	1.4%
Arkansas	58,572	24.5%	2.0%	0.8%
Delaware	19,411	26.0%	0.7%	0.2%
District of Columbia	19,291	34.5%	0.7%	0.2%
Florida	581,096	28.9%	20.2%	7.5%
Georgia	278,290	30.9%	9.7%	3.6%
Kentucky	86,401	25.6%	3.0%	1.1%
Louisiana	102,849	27.4%	3.6%	1.3%
Maryland	172,083	32.6%	6.0%	2.2%
Mississippi	60,840	26.9%	2.1%	0.8%
North Carolina	225,500	28.2%	7.8%	2.9%
Oklahoma	84,385	25.3%	2.9%	1.1%
South Carolina	99,445	27.6%	3.5%	1.3%
Tennessee	141,444	25.9%	4.9%	1.8%
Texas	609,947	28.2%	21.2%	7.8%
Virginia	192,033	30.1%	6.7%	2.5%
West Virginia	33,785	28.1%	1.2%	0.4%

**Observation:** Approximately one-third of the firms in the District of Columbia and Maryland are female owned. Just over 30% of the firms in Georgia and Virginia are female owned. When the total number of South Female Firms is considered, 21.2% are in Texas and 20.2% are in

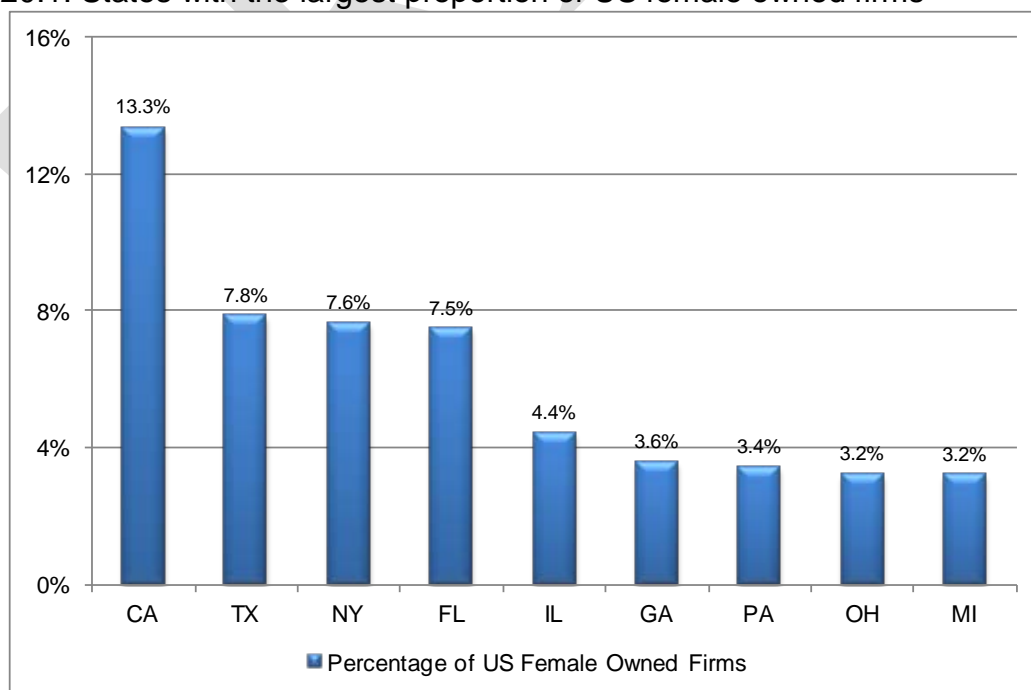
Florida. 7.8% and 7.5% of all the Female Owned Firms in the United States are in Texas and Florida respectively. 3.6% of all the Female Owned Firms in the United States are in Georgia.

Table 20.4: Percentage of Female Owned Firms by Region and State in the West

West	Total Female Owned Firms	% of Female Owned Firms in State	% of Female Firms in Total Region	% of Female Firms in Country
Total Number		<i>Varies by state</i>	1,908,078	7,792,115
Alaska	17,830	25.9%	0.9%	0.2%
Arizona	138,055	28.1%	7.2%	1.8%
California	1,039,208	30.3%	54.5%	13.3%
Colorado	160,102	29.2%	8.4%	2.1%
Hawaii	37,343	31.0%	2.0%	0.5%
Idaho	35,595	23.5%	1.9%	0.5%
Montana	28,107	24.6%	1.5%	0.4%
Nevada	63,285	28.6%	3.3%	0.8%
New Mexico	49,915	31.7%	2.6%	0.6%
Oregon	103,553	29.7%	5.4%	1.3%
Utah	61,487	25.0%	3.2%	0.8%
Washington	157,990	28.7%	8.3%	2.0%
Wyoming	15,608	25.5%	0.8%	0.2%

**Observation:** Just over 30% of the firms in New Mexico, Hawaii, and California are female owned. When the total number of West Female Firms is considered, 54.5% are in California. 13.3% of all the Female Owned Firms in the United States are in California

Figure 20.1: States with the largest proportion of US female owned firms



**Observation:** Over half (54.0%) of the female owned firms are distributed across nine US states. California has the largest proportion of US female owned firms at 13.3%.

## INDUSTRY TYPE

Table 20.5: Top industries by percentage of Female Owned Firms in the Midwest by state

State	One	Two	Three
Midwest	Health Care and Social Assistance (18.2%)	Other Services (16.6%)	Retail Trade (13.5%)
Illinois	Health Care and Social Assistance (19.2%)	Other Services (17.9%)	Professional, Scientific, Technical Services (12.8%)
Indiana	Other Services (18.0%)	Retail Trade (15.1%)	Health Care and Social Assistance (14.3%)
Iowa	Health Care and Social Assistance (22.3%)	Retail Trade (15.9%)	Other Services (15.8%)
Kansas	Health Care and Social Assistance (16.9%)	Other Services (15.4%)	Retail Trade (14.8%)
Michigan	Health Care and Social Assistance (21.0%)	Other Services (19.1%)	Retail Trade (11.8%)
Minnesota	Health Care and Social Assistance (17.0%)	Professional, Scientific, Technical Services (15.8%)	Retail Trade (14.4%)
Missouri	Other Services (17.0%)	Health Care and Social Assistance (15.4%)	Retail Trade (13.7%)
Nebraska	Health Care and Social Assistance (21.9%)	Other Services (16.8%)	Retail Trade (13.7%)
North Dakota	Health Care and Social Assistance (25.6%)	Retail Trade (16.1%)	Other Services (15.6%)
Ohio	Health Care and Social Assistance (10.3%)	Other Services (14.2%)	Retail Trade (13.6%)
South Dakota	Health Care and Social Assistance (18.9%)	Retail Trade (16.4%)	Other Services (15.9%)
Wisconsin	Retail Trade (18.3%)	Health Care and Social Assistance (15.3%)	Other Services (15.0%)

Table 20.6: Top industries by percentage of Female Owned Firms in the Northeast by state

State	One	Two	Three
Northeast	Health Care and Social Assistance (17.0%)	Professional, Scientific, Technical Services (15.8%)	Other Services (14.3%)

State	One	Two	Three
Connecticut	Professional, Scientific, Technical Services (17.3%)	Health Care and Social Assistance (14.9%)	Other Services (12.6%)
Maine	Health Care and Social Assistance (16.3%)	Other Services (14.9%)	Retail Trade (13.2%)
Massachusetts	Professional, Scientific, Technical Services (20.2%)	Health Care and Social Assistance (15.4%)	Other Services (13.4%)
New Hampshire	Professional, Scientific, Technical Services (17.4%)	Other Services (15.7%)	Retail Trade (12.5%)
New Jersey	Professional, Scientific, Technical Services (17.3%)	Health Care and Social Assistance (14.8%)	Other Services (12.8%)
New York	Health Care and Social Assistance (19.9%)	Other Services (15.2%)	Professional, Scientific, Technical Services (14.4%)
Pennsylvania	Health Care and Social Assistance (15.3%)	Retail Trade (14.9%)	Professional, Scientific, Technical Services (14.7%)
Rhode Island	Professional, Scientific, Technical Services (17.0%)	Other Services (15.5%)	Health Care and Social Assistance (14.7%)
Vermont	Health Care and Social Assistance (17.1%)	Professional, Scientific, Technical Services (15.5%)	Other Services (13.8%)

Table 20.7: Top industries by percentage of Female Owned Firms in the South by state

State	One	Two	Three
South	Other Services (17.2%)	Health Care and Social Assistance (14.2%)	Professional, Scientific, Technical Services (12.8%)
Alabama	Other Services (22.3%)	Administrative and Support and Waste Mang and Remediation Srvs (13.7%)	Retail Trade (13.2%)
Arkansas	Other Services (20.8%)	Health Care and Social Assistance (13.6%)	Retail Trade (12.4%)
Delaware	Health Care and Social Assistance (16.4%)	Retail Trade (15.2%)	Professional, Scientific, Technical Services (14.4%)
District of Columbia	Professional, Scientific, Technical Services (29.6%)	Health Care and Social Assistance (13.6%)	Other Services (7.9%)

State	One	Two	Three
Florida	Other Services (17.0%)	Health Care and Social Assistance (14.9%)	Administrative and Support and Waste Mang and Remediation Srvs (12.7%)
Georgia	Other Services (18.4%)	Health Care and Social Assistance (13.5%)	Professional, Scientific, Technical Services (12.7%)
Kentucky	Other Services (18.1%)	Retail Trade (15.4%)	Health Care and Social Assistance (13.5%)
Louisiana	Other Services (19.0%)	Health Care and Social Assistance (16.7%)	Administrative and Support and Waste Mang and Remediation Srvs (12.2%)
Maryland	Health Care and Social Assistance (19.2%)	Professional, Scientific, Technical Services (16.9%)	Other Services (13.3%)
Mississippi	Other Services (18.2%)	Health Care and Social Assistance (16.7%)	Administrative and Support and Waste Mang and Remediation Srvs (13.6%)
North Carolina	Other Services (17.7%)	Health Care and Social Assistance (13.9%)	Professional, Scientific, Technical Services (11.9%)
Oklahoma	Other Services (17.9%)	Retail Trade (13.7%)	Health Care and Social Assistance (13.0%)
South Carolina	Other Services (18.5%)	Retail Trade (13.8%)	Health Care and Social Assistance (12.0%)
Tennessee	Other Services (19.8%)	Health Care and Social Assistance (13.3%)	Retail Trade (13.2%)
Texas	Other Services (16.2%)	Health Care and Social Assistance (13.6%)	Retail Trade (12.6%)
Virginia	Professional, Scientific, Technical Services (17.4%)	Other Services (15.1%)	Retail Trade (12.7%)
West Virginia	Retail Trade (18.0%)	Health Care and Social Assistance (16.7%)	Other Services (16.6%)

Table 20.8: Top industries by percentage of Female Owned Firms in the West by state

State	One	Two	Three
West	Professional, Scientific, Technical Services (16.2%)	Health Care and Social Assistance (15.3%)	Other Services (15.2%)
Alaska	Health Care and Social Assistance (15.5%)	Retail Trade (14.3%)	Professional, Scientific, Technical Services (13.3%)



State	One	Two	Three
Arizona	Professional, Scientific, Technical Services (14.9%)	Other Services (14.6%)	Health Care and Social Assistance (14.3%)
California	Professional, Scientific, Technical Services (16.9%)	Health Care and Social Assistance (16.4%)	Other Services (15.8%)
Colorado	Professional, Scientific, Technical Services (17.8%)	Other Services (14.0%)	Health Care and Social Assistance (12.5%)
Hawaii	Other Services (16.9%)	Professional, Scientific, Technical Services (15.7%)	Health Care and Social Assistance (12.0%)
Idaho	Other Services (16.2%)	Health Care and Social Assistance (14.7%)	Professional, Scientific, Technical Services (13.4%)
Montana	Other Services (16.0%)	Retail Trade (14.7%)	Professional, Scientific, Technical Services (14.2%)
Nevada	Other Services (15.8%)	Professional, Scientific, Technical Services (14.7%)	Real Estate and Rental and Leasing (14.4%)
New Mexico	Health Care and Social Assistance (18.6%)	Professional, Scientific, Technical Services (13.7%)	Other Services (12.8%)
Oregon	Health Care and Social Assistance (17.2%)	Professional, Scientific, Technical Services (15.8%)	Other Services (14.0%)
Utah	Other Services (15.7%)	Retail Trade (13.4%)	Professional, Scientific, Technical Services (12.4%)
Washington	Professional, Scientific, Technical Services (16.9%)	Other Services (14.2%)	Health Care and Social Assistance (14.2%)
Wyoming	Health Care and Social Assistance (16.9%)	Retail Trade (16.7%)	Other Services (13.5%)