



Congressional Caucus for Women's Issues

WOMEN BUSINESS OWNERS

October 1992

The number of women-owned businesses in the United States has increased dramatically in recent years. Today, there are about six million women-owned businesses, roughly three and a half million more than in 1982. (National Women's Business Council, 1991). Businesses owned by women constitute one of the fastest growing sectors of the American economy, with women starting businesses at a rate twice that of men. (Small Business Administration, 1991).

- * 32 percent of all small businesses are owned by women (SBA, 1991)
- * 13.9 percent of all public or "C" corporations are owned by women (SBA, 1991)
- * The Small Business Administration has predicted that, by the year 2000, 40 percent of all small businesses will be owned by women.

Women-owned businesses are spread throughout every sector of the economy, including venture capital, construction, manufacturing, mining, and finance. Three-fifths of businesses owned by women are, however, concentrated in the less profitable service and retail industries. More than 50 percent of all women-owned businesses are service companies and nearly 20 percent are retail industries. In contrast, only about 7 percent of the companies women own are in the areas of construction, manufacturing, and wholesale trade. ("A Status Report to Congress: Statistical Information on Women in Business," Small Business Administration, December 1990).

This uneven distribution is one reason why women-owned businesses accrue only about 14 percent of total business revenue while constituting nearly a third of all small businesses. ("Second Annual Report to the President and Congress," National Women's Business Council, 1990).

However, recent evidence suggests that women are beginning to make significant progress in nontraditional areas. Between 1982 and 1987, women increased their ownership of all construction businesses from 4.7 percent to 5.7 percent. Similarly, women increased their share of all manufacturing businesses from 15.8 percent in 1982 to 21.7 percent in 1987. (Census Bureau, 1991).

A brief examination of the information available on women-owned businesses in the U.S. indicates that these enterprises are highly successful. Fewer than one in four women-owned businesses failed during a recent five year study despite a national failure rate of 60 percent in the first six years of business ownership. (NWBC, 1990). Moreover, women-owned businesses are responsible for a significant portion of our national income.

- * Gross receipts from women-owned businesses were \$278.1 billion in 1987 (NWBC, 1990).
- * 6.5 percent of corporate receipts, totaling approximately \$200 billion, were accrued by women-owned "C" corporations in 1987 (SBA, 1991).

- The annual receipts of women-owned businesses are greater than those of any single state in the nation (SBA, 1991)

Despite successes, there are still many barriers standing in the way of women business owners in the United States, particularly in the areas of credit and federal procurement. These barriers must be addressed in the near future if we are to provide women with equal opportunity in the business world and ensure the health of our nation's economy. Given the large contributions women-owned businesses are making in today's marketplace, the well-being of our economy depends in many ways on fostering the growth of these vital economic resources.

OBSTACLES FACED BY WOMEN BUSINESS OWNERS

Obtaining Commercial Credit

Among the greatest obstacles faced by women entrepreneurs is obtaining the necessary credit to start or expand their ventures. A recent study by the National Foundation for Women Business Owners (NFWBO) found that 76 percent of their members had to rely at least in part on personal capital to finance their business start-ups and that 38 percent lack commercial credit entirely.

The difficulties women have obtaining credit stem primarily from two factors. First, women tend to own the types of businesses that banks and other lenders are least likely to finance. Second, women face sexual discrimination in commercial lending.

In general, securing capital for small businesses is extremely difficult. This problem is most acute when the businesses seeking credit lack hard assets. According to a 1990 report by the National Women's Business Council (NWBC), because women have traditionally owned companies with the softest assets -- service, retail, and wholesale businesses -- they have a disproportionate amount of difficulty acquiring credit.

Other businesses that have unusual difficulty obtaining credit are microenterprises -- loosely defined, these are for-profit companies that have five or fewer employees and require little initial capital. A large number of women-owned businesses are microenterprises.

- At least one study has found that 70 percent of the businesses started by women involve less than \$10,000 in capital, and over 50 percent involve less than \$5,000. (Testimony of Ron Phillips, President of Coastal Enterprises Inc., before the House Committee on Small Business, May 6, 1991).

Because investment in microenterprises usually offers a comparatively low rate of return, creditors are often reluctant to dedicate their resources to financing them. Most traditional lending institutions refuse to make business loans for under \$50,000. This is particularly problematic for women business owners, who are starting microenterprises at a rate three times that of men, according to some estimates.

A related problem involves women who wish to establish a microenterprise but are currently receiving public assistance. Under current law, it is impossible for women receiving welfare to obtain business start-up loans without having their benefits terminated. This is because all personal assets,

including loans, are used to determine a person's financial eligibility for government assistance, regardless of whether the loan is to be used for business, rather than personal reasons. As a result, women who might otherwise be able to climb out of poverty by starting their own businesses are unable to do so because of the immediate loss of benefits.

A second factor thwarting women's access to credit is sexual discrimination. Despite the Equal Credit Opportunity Act of 1974, women continue to have more difficulty obtaining credit than men simply because they are women. Time magazine reported as recently as 1988 that "a surprising number of bankers remain skeptical that women can successfully run any kind of company, regardless of experience or credit history." In fact, "many banks will not extend commercial loans to women unless their husbands or other men in the family co-sign the application."

- * The 1990 NFWBO survey found that 17 percent of their members had to provide their husbands' signatures in order to gain access to credit.

In addition to these problems, there is evidence that gaining access to credit is becoming even more difficult for women in the 1990's because of a general economic decline. While all small businesses are hurt by the recession and credit crunch, women-owned businesses take a disproportionately large beating because of their concentration in the economically volatile service sector.

Access to Federal Procurement Contracts

Another major problem area for women business owners is federal procurement. The U.S. government is the world's largest buyer of goods and services. Each year, it contracts billions of dollars out to businesses, but women are rarely the recipients of these lucrative agreements.

- * In 1990, only 1.3 percent of the nearly \$178 billion in federal contracts was awarded to women-owned businesses. (Office of Women's Business Ownership, 1991). While this was a significant increase over 1980, when only about one third of one percent of such contracts went to women, it is far short of where women need and deserve to be.

Women attempting to contract with the federal government face several obstacles. First, the costs of dealing with the government can be prohibitive for small organizations operating on limited assets. Because the federal government is slow to pay its bills and financing costs are not recoverable under government regulations, business owners frequently need temporary financing to participate in the procurement system. The 1990 membership survey conducted by NFWBO revealed that 14 percent of respondents found the length of payment turn-around to be a significant barrier to doing business with the federal government.

A second significant obstacle faced by women business-owners participating in the procurement system is that many are dealing with the federal government for the first time. Their businesses have neither the track record nor the understanding of the procurement process within federal agencies to facilitate favorable contract award decisions. The recent NFWBO survey found that 13 percent of their members felt their unfamiliarity with the government impaired their efforts to obtain federal procurement contracts. Anecdotal evidence also indicates that many federal procurement officers are reluctant to contract with women business owners and provide them with little assistance.

A third problem women encounter in the procurement process is surety bonding. Most public works require the contractor to be bonded by a third party to protect taxpayer dollars from contractor default. However, because women often lack experience and capital and face sex discrimination, they may have more trouble obtaining these bonds than other business owners.

Unfortunately, the federal government has done little to aid women business owners in obtaining procurement contracts. No government-wide program specifically designed to assist women in obtaining federal contracts exists. An Executive Order signed by President Carter in 1979 established the Office of Women's Business Ownership at SBA and directed that federal agencies take steps to increase procurement opportunities for women. However, the Office of Women's Business Ownership reports that, in the absence of any specific laws, many agencies are reluctant to set goals for procuring with women-owned businesses.

The situation for women business owners is markedly different from that for minority-owned businesses, which are classified as "socially and economically disadvantaged businesses." The Small Business Act requires every federal agency to establish goals for contracting and subcontracting with minority-owned businesses. In 1988, that law was amended to establish a five percent government-wide contracting goal.

Minority business owners also have access to the 8(a) program, which permits socially and economically disadvantaged businesses to bid for federal contracts without competition. While technically the law also permits nonminority women business owners who can prove they are socially and economically disadvantaged to participate in the 8(a) program, in reality few women have ever been admitted to the program. Only 16 nonminority women have ever been certified under 8(a). In addition, of the 3,660 businesses that have been certified, only 424 have been owned by minority women. (Government Accounting Office, 1991).

The effect of these laws assisting minority-owned businesses has been to dramatically increase their procurement opportunities. Such businesses in 1989 obtained 4.8 percent of all federal procurement contracts.

A handful of legislation does require that assistance be given to women business owners. The Department of Transportation is required by law to set aside a total of 10 percent of surface transportation funds and airport improvement funds for women- and minority-owned businesses. Ten percent of contracts financed by the Agency for International Development (AID) for development assistance are also set aside for women- and minority-owned businesses, as are 10 percent of Energy Department funds for the development, construction and operation of the Superconducting Supercollider. The Environmental Protection Agency (EPA) is required to set-aside 8 percent and 10 percent, respectively, of contracts for wastewater treatment and clean air research to women- and minority-owned businesses. Most recently, Congress approved legislation requiring the Resolution Trust Corporation to establish a goal for participation of women- and minority-owned businesses and giving such businesses a bonus in evaluating their contract proposals.

While such programs have provided needed assistance to women business owners, a broader effort is needed if women are to overcome the plethora of barriers currently excluding them from the procurement system.



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Selected Statistics on Women:

WOMEN IN THE WORKFORCE

March 1992

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WOMEN IN THE WORK FORCE

Labor Force Participation

- * In 1991, 57.3% of women 16 years and over were in the civilian labor force. (Bureau of Labor Statistics, 1991).
- * Participation is highest among women ages 35 through 44, with 76.6% of these women in the labor force. (U.S. Dept. of Labor, Bureau of Labor Statistics. "Employment and Earnings," Vol. 39, No. 1, January 1992).

Table 1:
Employment Status of the Civilian Non-Institutional Population, Age 16 and Up

Year Population	Female Civilian Non-Institutional Population (in thousands)	Female Civilian Labor Force Number (in thousands)	As a % of
1965	66,731	26,200	39.3
1970	72,782	31,543	43.3
1975	80,860	37,475	46.3
1980	88,348	45,487	51.5
1985	93,736	51,050	54.5
1988	96,630	54,742	56.5
1990	98,399	56,554	57.5
1991	99,214	56,893	57.3

("Employment and Earnings," 1992).

- * In March 1991, over 58% of all women with children under age six and 74% of all women with children between ages six and seventeen were in the labor force. (Bureau of Labor Statistics, 1991).
- * 69% of all women in the workforce were in their childbearing years (ages 18-44) in 1991. (Bureau of Labor Statistics, 1991).
- * Labor force participation rates for women of different races are nearly identical. In 1991, 57% of black women, 57% of white women, and 52% of Hispanic women were in the labor force. ("Employment and Earnings," 1992).
- * The majority of women work out of economic need. In 1991, nearly two-thirds of all women in the labor force were either single (25%), divorced (12%), widowed (4%), separated (4%), or had husbands whose 1990 earnings were less than \$17,500 (17.7%). (U.S. Dept. of Labor, Women's Bureau. "20 Facts on Women Wacteristics of the Labor Force from the March 1991 Current Population Survey," September 1991).

Unemployment

- * In 1991, the unemployment rate for all adult women was 6.3%. In the same year, the unemployment rate for all adult men was 7.0%. ("Employment and Earnings," January 1992)
- * Unemployment figures for minority women are continually higher than for white women. In 1991, the unemployment rate was 5.5% for white women age 16 years and older, while for black women the unemployment rate was 11.9%, and for Hispanic women the rate was 9.5%. ("Employment and Earnings," 1991).
- * Unemployment was 25.2% among black single-parent mothers with children under age six. This was over twice the jobless rate for white mothers with preschoolers (12.8%), and slightly higher than the jobless rate for Hispanic mothers (21.1%). (Bureau of Labor Statistics, 1991).
- * Among black female teenagers between the ages of 16 and 19, the unemployment rate in 1991 was 36.1%. For teenage black males in the same age group, it was 36.5%. ("Employment and Earnings," 1991).

Working Wives

- * Between 1950 and 1991, the number of married women in the work force more than tripled from 8.6 million to 30.2 million. ("Employment and Earnings," 1992).
- * In 1991, more than half (53%) of women workers were married. (Bureau of Labor Statistics, 1991).

Table 2: Labor Force Participation Rates by All Women and Married Women by Age of Children

Year	All Women	Married, Spouse Present		
		Total	Children Ages 6-17	Children Under 6 yrs.
1978	47.6	50.2	57.2	41.6
1983	51.8	57.2	63.8	49.9
1987	55.8	63.8	70.6	56.8
1988	56.5	65.0	72.5	57.1
1991	57.0	58.5	73.6	59.9

("News" U.S. Dept. of Labor, Bureau of Labor Statistics, 1988 and "Marital and Family Characteristics" September 1991).

- * In 1991, 59% of married women worked outside the home in comparison to 25% in 1950. ("Employment and Earnings," 1992).
- * On average, wives worked 32% more hours in 1989 than in 1979. Without the increased hours and wages of wives, incomes for 60 percent of American families would have been lower in 1989 than in 1979. ("Families on a Treadmill: Work and Income in the 1980s," Joint Economic Committee, January 1992).

Households Maintained by Women

- * The number of households maintained by women has more than doubled in the past 30 years. In 1991, 22% of families were headed by a single parent. (Bureau of Labor Statistics, 1991).
- * Of the more than 9.7 million single-parent families with children under age 18 in 1990, nearly 8.4 million were maintained by women. Women accounted for 86% of single-parent families, slightly below the 90% rate in both 1970 and 1980. (Bureau of the Census, 1990).
- * Single mothers are usually younger than single fathers. The average age of a single mother is 32.7, compared with 36.5 for single fathers. ("Single Parents and their Children," Statistical Brief, Bureau of the Census, 1989).
- * In 1991, 74% of white single-parent mothers, 70% of black single-parent mothers, and 55% of Hispanic single-parent mothers were in the labor force. (Bureau of Labor Statistics, 1991).
- * The average family income (including any child support payments) for children living with a single mother was \$17,574, compared with \$29,834 for single fathers and \$47,989 for married couples. (Bureau of the Census, 1990).
- * In 1990, the poverty rate for all families maintained by women was 33.4%, while the poverty rate for families maintained by men was 12.0%. (Bureau of the Census, 1990).
- * Women maintained 52% of all families living below the poverty line in 1989. 73% of poor black families, 47% of poor Hispanic families, and 42% of poor white families were maintained by women in 1989. (Department of Labor, Women's Bureau, 1990).

Wage Gap

- * In 1991, women working full-time, year-round, earned an average of 71 cents for every dollar earned by men. Although this is an increase from the 1989 figure of 68 cents, the change is mainly due to a recent decrease in men's wages. (National Committee on Pay Equity, 1992).
- * In 1991, the median weekly earnings for women over age 16 were \$368, compared to \$497 for men. (Bureau of Labor Statistics, 1991).

Table 3: Median weekly earnings in 1991 of full-time workers by occupation and sex

Occupation	Male	Female
Managerial and professional specialty	\$753	\$527
Engineers, architects and surveyors	851	719
Health assessment and treating	703	616
Lawyers and judges	1089	817
Technical, sales, and administrative support	509	350
Administrative support, including clerical	459	348
Service occupations	330	244
Precision production, craft and repair	494	341
Operators, fabricators, and laborers	387	273

(Bureau of Labor Statistics, 1992).

- * Men at all levels of educational attainment have traditionally earned more than women. In 1990, full-time female workers with college degrees earned, on average, \$28,316, while male college graduates averaged \$43,808. (Bureau of Labor Statistics, 1990).

Table 4: Median Earnings of Year-Round, Full-Time Workers by Educational Attainment, 1990

Level of Education	Men		Women	
	White	Black	White	Black
Elementary	\$16,901	\$16,961	\$11,826	\$11,364
Some high school	21,048	16,752	14,010	13,643
High school graduate	26,526	20,281	17,552	16,531
Some college	31,336	25,834	21,547	19,922
College (4+ years)	41,661	32,325	29,109	28,094

(Bureau of the Census, 1991).

- * Of the 5.6 million hourly and salaried workers who earned minimum wage or less in 1991, nearly two-thirds (65%) were women. (Bureau of Labor Statistics, 1991).
- * Differences in skill and experience between women and men account for less than half the wage gap: 27% of the gap for non-high school graduates, 23% for high school graduates, and 47% for college graduates. (National Committee on Pay Equity, 1989).
- * Women's lower earnings cannot be explained by work interruptions, although women do have more interruptions from work than men. Female-male wage ratios are virtually the same for those workers with no interruptions as for all workers. (National Committee on Pay Equity, 1989).

- * At least half of the difference between men's and women's earning is attributable to discrimination. (Testimony of Heidi Hartmann, PhD, Institute for Women's Policy Research, before the House Education and Labor Committee, February 27, 1991).

Occupational Segregation

- * 17 to 30% of the wage gap between men and women is due to the over-representation of women in certain occupations. (National Committee on Pay Equity, 1989).
- * In general, the more women employed in a certain occupation, the lower the pay. According to a 1986 National Academy of Sciences study, every additional percentage point of the female population in a specific occupation is associated with a loss of \$42 in median annual earnings. (National Committee on Pay Equity, 1990).
- * Despite progress by women in entering occupations predominantly held by men in the past, the overall labor market remains sharply segregated by sex. Half of all year-round full-time female employees worked in just 19 out of a possible 503 occupations classified in the 1980 census. ("Women in the American Economy," 1986).

Table 5: Proportion of Female Workers In Selected Occupations, 1975, 1985 and 1989

Occupation	Women as Percent of Total Employed		
	1975	1985	1991
Architect	4.3	11.3	17.3
Child care worker	98.4	96.1	96.0
Computer programmer	25.6	34.3	33.6
Lawyer, judge	7.1	18.2	18.9
Mail carrier	8.7	17.2	27.7
Physician	3.0	17.2	20.2
Registered nurse	97.0	95.1	94.8

(Bureau of Labor Statistics, 1989, 1991; and "Facts on Working Women," U.S. Department of Labor, Women's Bureau, No 90-3, October 1990).

- * Half of all black (53.8%) and Hispanic (51.3%) women workers were in clerical and service occupations in 1991. (Bureau of Labor Statistics, 1991).
- * Women and girls continue to be enrolled in education and training programs that prepare them for low-wage jobs in traditionally female occupations. 70% of female secondary school students are enrolled in programs leading to traditional female jobs. ("Women and Work," National Commission on Working Women of Wider Opportunities for Women, 1990).

Women and Nontraditional Occupations

- * In 1988, only 9% of all working women were employed in nontraditional occupations, which are defined as those jobs in which 75% or more of those employed are men. ("Women and Nontraditional Work," National Commission on Working Women of Wider Opportunities for Women, 1990).
- * Women in nontraditional jobs earn 20% to 30% more than women in traditionally female jobs. ("Women and Nontraditional Work," 1990). However, women who work in the same occupations as men still do not get equal pay:

Table 6: Wage Gap in Nontraditional Occupations

Occupation	Women's Wage	Men's Wage	Wage Gap
Police and Detective	\$483	\$550	12%
Motor vehicle operator	328	412	20%
Mail carrier	547	587	7%
Construction worker	394*	480*	18%

(Bureau of Labor Statistics, 1991)

*Figures for 1990

- * In 1986, little more than 9% of all females who were enrolled in classroom training under the Job Training Partnership Act (JTPA) were trained for nontraditional jobs. ("Women and Nontraditional Work," 1990).

Women in Part-time Work

- * In 1991, an average of 13.6 million women worked part-time, accounting for more than two-thirds of all persons on such schedules (Bureau of Labor Statistics, 1991).
- * 26% of women in the labor force worked part-time and 74% were employed full-time in 1991. ("Employment and Earnings," 1992).
- * The female rate of involuntary part-time work -- part-time workers who would prefer full-time hours -- is 44% greater than that for men. ("Short Hours, Short Shift; Causes and Consequences of Part-time Work," Economic Policy Institute, 1990).
- * The average part-time worker earns only 60% of the hourly wage of the average full-time worker. 22% part-time workers are covered by employer sponsored health insurance, compared with 78% of full-time workers. ("Short Hours, Short Shift," 1990).
- * One in six part-time workers has a family income below the poverty level, compared to one in 37 year-round, full-time workers. ("Short Hours, Short Shift," 1990).

EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET

**STANDARD
INDUSTRIAL
CLASSIFICATION
MANUAL**

1972

PREPARED BY THE STATISTICAL POLICY DIVISION



1987 Survey of Women-Owned Businesses
 Number of Firms by Four-Digit SIC Code

- National Level

SIC code	All firms	Firms with paid employees
4226	35	35
4231	9	9
4400	1011	58
4411	4	4
4421	2	1
4422	1	1
4431	1	1
4441	8	8
4452	9	9
4453	8	8
4454	37	36
4459	31	30
4463	22	20
4469	404	383
4500	1333	48
4510	1	1
4511	41	39
4521	82	75
4580	6	6
4582	79	76
4583	12	12
4610	2	0
4700	11195	713
4712	128	122
4720	2	2
4722	18636	5267
4723	347	262
4742	5	5
4782	3	3
4783	54	53
4784	1	1
4789	34	31
4800	7090	372
4811	122	116
4820	1	1
4821	4	4
4830	96	28
4832	394	390
4833	26	26
4899	166	161
4900	2227	186
4911	28	18
4920	33	20
4922	3	3
4924	4	4
4930	9	3
4931	4	4
4932	2	2
4939	6	6

Communications

Telephone
 Telegraph
 Radio
 Cable Misc.

NOTE: SIC codes ending in "00" and "0" in this listing were not classifiable at the 4-digit level. The firm counts for these cases may fall anywhere within the designated 2- or 3-digit groups, respectively.

TRANSPORTATION AND PUBLIC UTILITIES

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Major Group 48.—COMMUNICATION*The Major Group as a Whole*

This major group includes establishments furnishing point-to-point communication services, whether by wire or radio, and whether intended to be received aurally or visually; and radio and television broadcasting. Services for the exchange or recording of messages are also included.

Group Industry
No. No.

481 TELEPHONE COMMUNICATION (WIRE OR RADIO)**4811 Telephone Communication (Wire or Radio)**

Establishments primarily engaged in furnishing telephone communication service by placing the parties in vocal conversation with each other. This industry includes domestic, international, marine, mobile, and aeronautical services. Establishments primarily engaged in providing paging and telephone answering services are classified in Major Group 78.

Telephone cable service, land or sub-
marine

Telephone, wire or radio

482 TELEGRAPH COMMUNICATION (WIRE OR RADIO)**4821 Telegraph Communication (Wire or Radio)**

Establishments primarily engaged in furnishing telegraphic communication service by transmitting nonvocal record communications intended for receipt by designated persons. This industry includes domestic, international, marine, and aeronautical services.

Radio telegraph
Telegraph cable service, land or sub-
marine

Telegraph, wire and radio

483 RADIO AND TELEVISION BROADCASTING**✓ 4832 Radio Broadcasting**

Stations primarily engaged in activities involving the dissemination by radio to the public of aural programs (consisting of voice and music and the like). Stations engaged in the sale of time for broadcast purposes, and the furnishing of program material or service, are also included. Establishments primarily engaged in the transmission by radio, in public correspondence from point to point, of voice or record communications are classified in Industries 4811 or 4821.

Radio broadcasting stations

✓ 4833 Television Broadcasting

Stations primarily engaged in activities involving the dissemination by radio to the public of visual programs, consisting of moving or still objects, usually accompanied by an aural signal (consisting of voice and music or the like). Stations engaged in the sale of time for broadcast purposes, and the furnishing of program material or service, are also included.

Subscription or closed circuit television
Television broadcasting stations

Television translator stations

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STANDARD INDUSTRIAL CLASSIFICATION

Group Industry
No. No.

489 COMMUNICATION SERVICES, NOT ELSEWHERE CLASSIFIED

✓ 4899 Communication Services, Not Elsewhere Classified

Establishments primarily engaged in providing point-to-point communication services which do not fall within the scope of either Industry 4811 or 4821.

→ Cablevision service, rental to homes
 Communication services, except telephone, videophone, telegraph, radio, TV
 Missile tracking stations, operated on a contract basis
 Phototransmission services
 Radar station operation
 Radio broadcasting operated by cab companies
 Stock ticker service

Telecommunication, except telephone, telegraph, radio, videophone, and TV
 Telephoto service, leasing
 Teletypewriter service, leasing
 Television antenna construction and rental to private households
 Ticker tape service, leasing
 Tracking missiles by telemetry and photography on a contract basis
 Transradio press service

1987 Economic Censuses

WB87-1

Women-Owned Businesses

Issued August 1990



U.S. Department of Commerce
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Thomas J. Murrin, Deputy Secretary
Michael R. Darby, Under Secretary
for Economic Affairs

BUREAU OF THE CENSUS
Barbara Everitt Bryant, Director

SUMMARY OF FINDINGS

Women-owned firms increased 57.5 percent from 2,612,621 in 1982 to 4,114,787 in 1987. Receipts increased 183 percent from \$98.3 billion to \$278.1 billion. At least part of the increase can be attributed to a change in IRS regulations which gave tax advantages to business firms filing as subchapter S corporations. Many firms changed their form of ownership from partnerships and other kinds of corporations to subchapter S corporations for the tax benefits. This resulted in artificial increases in total women-owned firms as well as women-owned subchapter S corporations because other corporations are not included in this survey universe.

See table A for a comparison of the increase for women-owned firms and for all U.S. firms.

Table A. Percent Increase by Legal Form of Organization for Women-Owned Firms Compared to All U.S. Firms: 1982 to 1987

Legal form of organization	Percent Increase	
	Women-owned firms	All U.S. firms
Individual proprietorships.....	55.8	28.0
Partnerships.....	16.1	10.4
Subchapter S corporations.....	185.5	108.4
Other corporations.....	(NA)	4.1

INDUSTRY CHARACTERISTICS

In 1987 the majority of women-owned firms were concentrated in the service industries. These industries accounted for 55.1 percent of all women-owned firms but only 22 percent of gross receipts. The next largest concentration of women-owned firms was in retail trade with 19.4 percent of the firms and 30.7 percent of the receipts.

The 10 industry groups accounting for the largest dollar volume of receipts for women-owned firms in 1987 are summarized in table B.

GEOGRAPHIC CHARACTERISTICS

California had the largest number of firms (559,821) and receipts (\$31 billion), accounting for 13.6 percent of all women-owned firms and 11.2 percent of their receipts. Texas had the second largest number of firms (298,138) but ranked sixth in receipts with \$13.4 billion, accounting for 7.2 percent of all women-owned firms but only 4.8 percent of their receipts. New York was slightly behind

Table B. Ten Largest Major Industry Groups in Receipts for Women-Owned Firms: 1987

SIC code	Major industry group	Firms (number)	Receipts (million dollars)
51	Wholesale trade—nondurable goods.....	39 514	24 008
59	Miscellaneous retail.....	546 353	21 189
55	Automotive dealers and service stations.....	20 942	20 224
73	Business services.....	690 494	18 936
50	Wholesale trade—durable goods.....	42 999	18 797
54	Food stores.....	48 469	14 428
58	Eating and drinking places.....	80 848	14 167
65	Real estate.....	335 429	12 641
72	Personal services.....	561 695	10 289
80	Health services.....	235 318	9 618

Texas in number of firms (284,912) but was second in receipts with \$30 billion. New York accounted for 6.9 percent of all women-owned firms but 10.8 percent of their receipts.

Table C shows the 10 metropolitan statistical areas (MSA's) with the largest number of women-owned firms and compares the firms and receipts in these MSA's with the number in their respective States. These 10 MSA's account for 20 percent of the total number of women-owned firms in the United States and 25 percent of the gross receipts.

LEGAL FORM OF ORGANIZATION

The majority of women-owned firms operated as individual proprietorships in 1987 (3,722,544 or 90.5 percent, down from 91.5 percent in 1982). This group accounted for 29 percent of gross receipts compared to 49.7 percent in 1982. Of the total number of firms, 155,760 or 3.8 percent were partnerships, accounting for 10.5 percent of gross receipts. Partnerships accounted for 5.1 percent of the women-owned firms and 19.9 percent of gross receipts in 1982. Subchapter S corporations accounted for only 5.7 percent of the total number of firms but 60.5 percent of gross receipts. This is up from 3.4 percent of the firms and 30.4 percent of gross receipts in 1982. (See the first paragraph of the Summary of Findings.)

SIZE OF FIRM

Women-owned firms with paid employees accounted for 15 percent of the total number of firms and 80.5 percent of gross receipts. There were 2,937 firms with 100 employees or more which accounted for \$53 billion in gross receipts (19.2 percent of the total receipts of employer firms).

Table C. Comparison of Women-Owned Firms in 10 Largest Metropolitan Statistical Areas With Women-Owned Firms in State: 1987

(For definition of MSA's, see appendix B)

MSA	Firms (number)	Receipts (\$1,000)	State	Firms (number)	Receipts (\$1,000)	Percent MSA to State	
						Firms	Receipts
Los Angeles-Long Beach, CA PMSA ..	162 417	10 775 455	California	559 821	31 026 855	29	35
New York, NY PMSA	136 209	17 314 335	New York	284 912	29 969 920	48	58
Chicago, IL PMSA	89 424	9 195 448	Illinois	177 057	13 864 278	51	66
Washington, DC-MD-VA MSA	78 744	4 940 165	District of Columbia	(X)	(X)	(X)	(X)
Philadelphia, PA-NJ PMSA	68 032	6 748 908	Pennsylvania	167 362	13 339 231	41	51
Houston, TX PMSA	59 866	2 652 715	Texas	298 138	13 384 958	20	20
Boston, MA PMSA	58 975	7 544 694	Massachusetts	111 376	11 139 810	53	68
Detroit, MI PMSA	58 791	4 182 607	Michigan	133 958	7 899 112	44	53
Dallas, TX PMSA	55 452	2 721 888	Texas	298 138	13 384 958	19	20
Anaheim-Santa Ana, CA PMSA	54 367	3 266 368	California	559 821	31 026 855	10	11

Table D. Comparison of Women-Owned Firms in 10 Largest Counties With Women-Owned Firms in State: 1987

County	Firms (number)	Receipts (\$1,000)	State	Firms (number)	Receipts (\$1,000)	Percent county to State	
						Firms	Receipts
Los Angeles, CA	162 417	10 775 455	California	559 821	31 026 855	29	35
Cook, IL	70 922	7 611 707	Illinois	177 057	13 864 278	40	55
Orange, CA	54 367	3 266 368	California	559 821	31 026 855	10	11
New York, NY	54 186	8 914 477	New York	284 912	29 969 920	19	30
Harris, TX	52 474	2 420 478	Texas	298 138	13 384 958	18	18
San Diego, CA	47 450	2 201 124	California	559 821	31 026 855	8	7
Dallas, TX	40 338	2 226 982	Texas	298 138	13 384 958	14	17
Maricopa, AZ	37 407	1 800 336	Arizona	60 567	2 910 886	62	85
King, WA	35 267	1 652 997	Washington	90 285	4 689 046	39	35
Dade, FL	32 937	2 953 640	Florida	221 361	16 828 094	15	18
Santa Clara, CA	31 082	1 399 470	California	559 821	31 026 855	6	5

Table E. Comparison of Women-Owned Firms in 10 Largest Cities With Women-Owned Firms in State: 1987

City	Firms (number)	Receipts (\$1,000)	State	Firms (number)	Receipts (\$1,000)	Percent city to State	
						Firms	Receipts
New York, NY	109 903	14 698 053	New York	284 912	29 969 920	39	49
Los Angeles, CA	71 727	4 913 351	California	559 821	31 026 855	13	16
Houston, TX	35 174	1 784 397	Texas	298 138	13 384 958	12	13
Chicago, IL	29 812	3 423 774	Illinois	177 057	13 864 278	17	25
Dallas, TX	21 787	1 407 552	Texas	298 138	13 384 958	7	11
San Diego, CA	21 338	1 000 138	California	559 821	31 026 855	4	3
San Francisco, CA	19 894	1 907 888	California	559 821	31 026 855	4	6
Phoenix, AZ	16 575	834 450	Arizona	60 567	2 910 886	27	29
San Antonio, TX	14 393	723 657	Texas	298 138	13 384 958	5	5
Seattle, WA	13 633	814 466	Washington	90 285	4 689 046	15	17
Philadelphia, PA	13 533	1 820 009	Pennsylvania	167 362	13 339 231	8	14

Women-owned firms with gross receipts of \$1 million or more accounted for 53.1 percent of the total gross receipts but only 0.8 percent of the total number of firms. Thirty-nine percent of the firms had gross receipts of less than \$5 thousand.

of gross receipts. Women are particularly concentrated in social services, where they own 83.3 percent of all firms and account for 55.7 percent of gross receipts and educational services with 61.3 percent of all firms and 35.3 percent of gross receipts.

* **WOMEN-OWNED FIRMS COMPARED TO ALL FIRMS**

Women-owned firms accounted for 30 percent of all firms in the United States and 13.9 percent of gross receipts. The largest portion of firms owned by women was in services, with 38.2 percent of all firms and 14.7 percent

The percentage of all firms owned by women is directly related to the receipts size of the firm. For example, women owned 40.9 percent of the firms with receipts less than \$5,000, but only 13.5 percent of the firms with receipts of \$1 million or more. Women owned 34.3 percent of the firms with no paid employees but only 14.3 percent of the firms with 100 employees or more.

Table 1. Statistics for Women-Owned Firms by Major Industry Group: 1987 and 1982

[This table is based on the 1972 SIC system. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendix A]

SIC code	Major industry group	1987						1982					
		All firms		Firms with paid employees				All firms		Firms with paid employees			
		Firms (number)	Sales and receipts (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Em- ployees (number)	Annual payroll (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Em- ployees (number)	Annual payroll (\$1,000)
	All industries	4 114 787	278 138 117	818 188	224 006 218	3 162 886	40 884 633	2 912 821	98 291 513	311 983	85 347 448	1 984 888	11 188 389
	Agricultural services, forestry, and fishing	47 978	1 982 818	9 377	1 291 282	24 689	297 919	18 487	986 728	2 843	408 238	8 988	77 475
07	Agricultural services	40 808	1 731 303	8 651	1 203 111	23 556	281 178	15 902	582 030	2 487	365 899	7 980	67 187
08	Forestry	1 900	82 085	198	37 698	603	7 268	787	31 348	140	17 902	493	4 134
09	Fishing, hunting, and trapping	5 673	149 420	630	50 473	530	9 475	3 408	82 352	216	35 055	545	8 204
	Mining	26 430	1 993 822	1 942	1 428 180	11 882	271 848	18 832	2 229 945	1 398	1 233 488	11 632	208 977
10	Metal mining	200	14 901	33	10 778	153	2 689	282	17 698	39	12 487	242	3 137
11	Anthracite mining	27	5 658	5	1 170	28	339	131	28 222	30	14 278	814	2 485
12	Bituminous coal and lignite mining	186	213 890	117	204 732	2 104	44 844	107	149 852	99	148 215	1 458	29 547
13	Oil and gas extraction	25 448	1 326 423	1 519	850 902	6 309	145 280	18 778	1 918 988	1 021	1 055 714	8 222	181 844
14	Nonmetallic minerals, except fuels	568	872 845	268	380 600	3 398	78 994	564	106 545	158	94 787	1 398	21 994
	Construction	94 308	20 302 124	38 178	17 832 438	180 338	3 885 259	68 981	4 584 914	13 321	3 204 878	68 211	686 021
15	General building contractors	21 308	7 824 784	10 237	8 847 845	46 711	981 913	11 098	1 483 088	3 832	1 137 749	15 217	187 224
16	Heavy construction contractors	2 408	2 322 828	1 507	2 272 008	18 563	491 184	1 854	349 187	715	296 261	3 840	78 821
17	Special trade contractors	67 138	9 152 017	23 733	8 338 738	113 442	2 440 649	44 833	2 498 928	8 891	1 812 328	36 425	522 301
6562	Subdividers and developers	3 457	1 202 415	701	573 845	3 622	71 513	1 186	235 735	163	68 532	6 629	8 875
	Manufacturing	93 980	30 914 889	26 989	29 933 879	383 938	8 348 983	44 808	8 302 977	10 238	4 788 366	68 470	1 128 137
20	Food and kindred products	4 282	4 219 129	1 445	4 184 495	31 800	586 535	986	747 728	585	719 788	8 690	101 844
21	Tobacco manufactures	4	(D)	4	(D)	(D)	(D)	2	(D)	2	(D)	(D)	(D)
22	Textile mill products	2 431	1 234 928	676	1 214 043	17 489	295 674	864	97 234	180	90 117	1 636	24 080
23	Apparel and other textile products	17 827	2 840 887	4 118	2 502 282	54 525	648 902	4 718	825 768	1 247	481 988	21 525	188 253
24	Lumber and wood products	6 969	2 434 688	2 185	2 348 844	28 729	464 500	2 653	399 964	808	366 145	6 285	77 806
25	Furniture and fixtures	2 786	955 885	818	927 121	14 863	251 407	858	63 047	290	82 010	2 120	22 071
26	Paper and allied products	784	1 014 499	238	1 008 121	10 253	215 368	68	85 093	78	84 805	1 224	18 082
27	Printing and publishing	19 701	3 999 087	6 889	3 770 744	53 371	1 084 697	12 952	848 739	2 840	687 145	14 825	177 084
28	Chemicals and allied products	670	1 240 286	359	1 226 445	8 121	208 820	243	188 720	130	182 060	1 047	18 933
29	Petroleum and coal products	85	(D)	43	(D)	(D)	(D)	31	(D)	21	(D)	(D)	(D)
30	Rubber and miscellaneous plastics products	1 551	1 488 819	588	1 451 510	18 297	367 774	236	151 132	193	148 377	2 580	37 072
31	Leather and leather products	1 197	238 736	211	226 164	2 485	45 828	315	27 749	77	24 152	873	7 101
32	Stone, clay, and glass products	8 702	1 148 553	1 325	1 078 888	10 319	230 672	7 703	230 670	680	170 017	2 815	39 089
33	Primary metal industries	481	745 045	255	739 154	7 093	157 501	274	67 942	116	63 121	1 303	18 881
34	Fabricated metal products	4 314	2 785 335	1 806	2 697 883	30 871	670 249	1 047	453 458	585	438 718	7 348	113 396
35	Machinery, except electrical	3 849	2 313 900	2 222	2 281 974	27 940	704 468	1 254	472 845	641	461 887	7 843	141 035
36	Electric and electronic equipment	3 203	1 214 183	703	1 179 794	16 931	324 821	649	134 958	218	135 258	2 217	28 772
37	Transportation equipment	682	984 095	445	975 844	10 824	213 792	282	138 160	184	134 350	1 988	30 855
38	Instruments and related products	815	439 182	368	427 698	5 360	129 828	152	51 100	108	49 548	798	15 028
39	Miscellaneous manufacturing industries	13 447	1 563 324	2 410	1 406 698	15 988	304 233	8 922	821 898	1 215	381 341	7 124	77 706
	Transportation and public utilities	79 788	10 936 278	19 083	9 488 317	108 288	1 798 272	38 844	3 228 883	8 431	2 580 814	38 888	484 212
41	Local and interurban passenger transit	6 370	471 167	1 623	358 110	12 908	124 829	9 393	155 774	3 622	114 978	5 168	37 912
42	Trucking and warehousing	27 419	4 654 288	8 613	3 915 820	48 885	953 483	16 187	1 341 977	3 676	929 132	15 898	216 015
44	Water transportation	1 538	(D)	559	360 900	4 005	72 083	769	(D)	254	(D)	(D)	(D)
45	Transportation by air	1 554	248 901	257	211 143	2 567	54 878	782	88 981	150	74 219	1 075	15 882
46	Pipe lines, except natural gas	2	(D)	-	-	-	-	4	(D)	2	(D)	(D)	(D)
47	Transportation services	30 406	3 988 200	6 459	3 558 347	24 908	357 823	13 738	1 281 849	2 913	1 103 123	10 188	118 286
48	Communication	7 889	888 330	1 058	786 386	10 917	191 705	1 892	144 097	384	132 083	3 782	42 487
49	Electric, gas, and sanitary services	2 581	338 711	474	306 811	2 178	43 882	2 899	98 886	480	68 038	1 384	14 082
	Wholesale trade	82 513	42 804 588	22 891	40 324 830	187 933	4 068 924	32 859	9 188 534	8 704	8 241 442	48 673	688 240
50	Wholesale trade—durable goods	42 989	18 796 785	12 627	17 546 668	93 579	2 138 534	11 489	3 882 952	4 580	3 547 137	24 783	372 093
51	Wholesale trade—nondurable goods	39 514	24 007 823	10 184	22 778 262	94 254	1 930 390	20 990	5 296 572	4 184	4 694 306	24 890	316 147
	Retail trade	786 882	85 417 535	189 302	74 424 387	1 090 897	9 784 481	631 308	35 861 430	118 463	36 788 886	641 483	3 288 813
52	Building materials and garden supplies	11 297	4 098 334	5 559	3 888 559	33 338	515 002	9 537	1 188 484	3 284	988 818	12 379	123 975
53	General merchandise stores	10 184	1 197 786	2 856	1 002 475	13 901	124 838	6 282	1 181 919	1 744	1 036 556	6 210	465 790
54	Food stores	48 489	14 427 757	22 614	12 976 255	148 847	1 232 332	36 774	6 048 897	13 647	4 690 919	62 953	410 139
55	Automotive dealers and service stations	20 842	20 223 543	10 899	18 358 731	86 844	1 615 375	14 000	4 753 573	8 206	4 045 448	27 936	280 769
56	Apparel and accessory stores	40 582	5 215 685	19 682	4 545 279	71 830	589 737	27 865	2 445 880	11 499	1 932 983	38 067	232 488
57	Furniture and home furnishings stores	30 037	4 890 740	11 159	4 342 327	43 232	588 286	16 105	1 465 284	4 875	1 158 981	16 137	144 188
58	Eating and drinking places	90 848	14 167 029	58 888	13 180 317	507 454	3 214 048	68 182	6 884 283	38 028	5 785 521	254 054	1 230 717
59	Miscellaneous retail	546 353	21 188 481	68 567	15 148 444	183 551	1 875 085	454 784	12 097 540	40 171	7 141 443	120 727	800 786
	Finance, insurance, and real estate	437 360	17 833 402	38 741	9 328 301	109 212	1 860 570	248 403	6 288 932	16 483	2 830 331	48 128	882 332
60	Banking	270	152 821	280	152 447	2 066	41 282	2 078	203 854	245	174 188	2 957	40 825
61	Credit agencies other than banks	747	333 861	539	312 017	4 850	98 481	348	95 713	176	89 790	1 257	17 985
62	Security, commodity brokers and services	7 523	592 911	956	412 490	3 386	101 304	1 388	357 000	224	132 016	1 281	29 355
63	Insurance carriers	504	115 867	274	96 189	1 465	35 650	181	18 340	83	13 286	2 257	2 973
64	Insurance agents, brokers, and service	63 207	2 305 728	8 948	1 550 518	20 741	398 574	29 184	681 532	3 988	480 839	8 291	101 162
65 pt.	Real estate ¹	335 429	12 841 097	24 008	5 907 283	69 249	1 010 368	211 885	4 732 788	11 459	1 908 985	34 279	330 721
66	Combined real estate, insurance, etc.	38 833	898 422	1 612	1 150 214	1 597	30 075	835	28 155	188	20 858	481	4 791
67 pt.	Holding and other investment offices ²	647	791 495	144	734 183	8 157	148 848	800	84 870	102	90		

Table 1. Statistics for Women-Owned Firms by Major Industry Group: 1987 and 1982—Con.

(This table is based on the 1972 SIC system. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendix A)

SIC code	Major industry group	1987						1982					
		All firms		Firms with paid employees				All firms		Firms with paid employees			
		Firms (number)	Sales and receipts (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Em- ployees (number)	Annual payroll (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Em- ployees (number)	Annual payroll (\$1,000)
	Services—Con.												
76	Motion pictures	7 853	722 178	1 307	576 791	7 773	126 866	2 827	216 285	819	188 691	4 360	30 882
78	Amusement and recreation services	89 504	3 089 788	9 841	2 054 342	41 791	517 818	44 861	1 132 086	3 578	898 881	21 200	181 218
80	Health services	238 318	9 618 420	27 819	8 281 882	161 136	1 818 588	123 111	3 689 398	18 688	2 380 636	78 588	887 788
81	Legal services	41 925	2 219 741	8 519	1 574 881	19 559	388 485	23 333	853 868	4 808	545 818	9 178	118 582
82	Educational services	104 187	1 166 804	4 634	573 184	18 885	182 705	82 813	659 403	3 647	217 489	12 023	88 298
83	Social services	269 187	3 047 448	21 208	1 993 680	70 535	566 181	2 330	228 034	2 180	225 241	14 931	83 714
84	Museums, botanical, zoological gardens	13	2 888	13	2 888	49	484	5	531	5	531	8	137
88	Miscellaneous services	168 023	6 006 817	10 779	2 878 117	62 283	887 807	+	+	20 534	2 022 298	85 839	440 838
	Industries not classified	184 768	4 840 071	12 818	1 285 237	11 627	882 560	236 840	4 889 488	8 861	1 080 085	14 572	180 976

¹Excludes 8552 which is included in construction industries.

²Excludes 873 (Trusts) and 879 (Miscellaneous investing).

Table 2. Statistics for Women-Owned Firms by State: 1987 and 1982

(For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see appendix A)

Geographic area	1987						1982					
	All firms		Firms with paid employees				All firms		Firms with paid employees			
	Firms (number)	Sales and receipts (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Em- ployees (number)	Annual payroll (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Firms (number)	Sales and receipts (\$1,000)	Em- ployees (number)	Annual payroll (\$1,000)
United States	4 114 787	278 138 117	818 198	224 086 218	3 102 685	40 884 633	2 812 821	98 281 618	311 068	65 847 448	1 364 888	11 188 389
Alabama	48 018	3 824 355	9 184	3 037 188	43 141	525 917	30 856	1 287 621	4 621	841 508	17 737	180 878
Alaska	13 976	829 328	1 929	817 879	7 215	125 285	9 489	378 943	780	228 348	3 552	45 810
Arizona	80 587	2 910 848	8 947	2 192 859	37 881	429 262	35 085	1 027 209	3 779	883 834	15 385	109 684
Arkansas	35 489	2 007 652	8 415	1 607 384	25 382	281 380	84 483	1 089 343	3 889	756 959	14 318	108 059
California	558 821	31 026 855	73 184	21 997 497	311 273	4 130 967	354 042	12 022 888	35 881	7 008 232	185 388	1 249 483
Colorado	89 411	4 280 547	12 750	9 277 819	63 788	658 982	57 370	1 829 435	6 113	1 180 678	27 287	229 772
Connecticut	80 824	5 319 710	9 297	4 237 344	61 495	825 588	36 480	1 401 205	4 408	807 812	30 107	172 384
Delaware	9 727	753 238	1 782	802 667	9 617	113 500	5 702	185 838	821	139 897	3 177	22 785
District of Columbia	10 987	774 018	1 230	584 863	8 343	158 781	8 893	333 941	780	301 094	4 298	43 416
Florida	221 381	16 828 084	39 496	13 582 428	195 448	2 430 296	125 392	4 788 745	16 765	3 189 404	78 234	676 849
Georgia	88 050	5 673 682	14 459	4 654 107	67 749	838 127	83 254	1 847 888	8 821	1 188 443	24 712	183 207
Hawaii	21 698	868 930	2 404	548 087	9 548	105 425	14 415	358 488	1 248	208 581	8 638	39 388
Iaho	18 973	813 043	3 078	838 282	10 448	105 770	13 403	427 487	1 557	294 872	8 803	43 310
Illinois	177 057	13 884 278	25 484	11 807 789	149 164	2 137 622	110 278	4 888 694	13 380	3 240 284	62 506	562 238
Indiana	89 949	8 913 422	16 571	8 006 788	115 173	1 597 803	62 015	3 191 678	9 210	2 008 767	62 084	454 148
Iowa	53 592	2 904 511	8 800	2 488 473	41 037	443 036	38 007	1 138 984	4 784	788 432	17 891	119 386
Kansas	83 605	2 860 785	7 182	2 154 808	31 015	352 572	86 770	1 234 850	4 091	800 082	18 428	125 080
Kentucky	83 454	3 265 188	8 585	2 848 483	40 767	434 037	38 588	1 582 834	4 888	1 116 778	19 288	160 844
Louisiana	56 882	2 861 708	8 388	2 269 000	38 308	410 380	38 315	2 200 975	6 227	1 621 630	28 435	271 148
Maine	23 922	1 834 638	4 003	1 368 098	20 711	287 850	14 473	420 481	1 683	267 188	5 608	41 282
Maryland	81 891	5 508 587	10 288	4 418 225	81 820	848 799	48 371	1 629 802	4 787	1 015 253	21 381	178 724
Massachusetts	111 378	11 139 810	13 895	9 485 687	107 885	1 899 101	83 182	1 777 825	6 489	1 020 685	28 204	217 889
Michigan	133 958	7 889 112	16 585	6 375 374	82 532	1 187 841	87 133	2 789 882	10 807	1 873 957	42 788	330 281
Minnesota	88 137	4 991 483	12 388	4 072 885	65 034	783 012	58 234	1 750 887	8 087	1 208 034	28 788	232 526
Mississippi	28 978	2 082 007	6 109	1 895 149	24 273	257 863	20 411	854 838	9 897	645 737	12 407	95 281
Missouri	87 658	5 349 136	13 488	4 452 889	84 403	770 351	84 080	1 989 408	6 800	1 282 900	30 110	221 348
Montana	17 747	930 377	3 256	754 388	12 838	117 885	11 899	117 885	1 825	388 201	7 380	82 488
Nebraska	32 285	1 848 048	6 048	1 361 038	21 442	234 814	22 748	718 883	2 889	508 885	11 884	78 127
Nevada	18 831	1 413 858	2 889	1 147 722	17 546	228 428	11 676	450 174	1 821	811 234	7 144	85 805
New Hampshire	22 713	1 857 788	3 855	1 544 887	20 038	292 184	11 912	381 716	1 383	248 782	6 371	40 840
New Jersey	117 373	13 553 517	19 388	11 470 775	124 665	2 129 388	83 243	3 573 040	8 997	2 891 238	40 881	380 256
New Mexico	25 397	1 186 312	4 182	407 012	15 592	159 938	18 287	875 880	2 283	377 788	8 853	83 545
New York	284 912	29 869 920	43 729	25 172 371	268 070	4 610 254	178 485	6 352 484	21 280	5 687 244	104 774	1 089 588
North Carolina	83 532	8 913 198	15 188	5 888 489	85 825	1 057 188	67 374	1 856 808	7 481	1 827 741	87 407	283 805
North Dakota	12 689	871 701	2 288	476 712	8 528	82 007	8 770	340 081	1 209	282 384	4 865	38 646
Ohio	154 084	8 872 189	22 007	7 220 878	118 798	1 370 880	102 519	3 615 028	12 180	2 547 380	82 440	401 128
Oklahoma	83 690	2 847 888	8 809	2 206 514	35 518	397 101	48 163	2 123 012	5 080	1 256 644	22 897	184 357
Oregon	58 941	4 279 187	9 529	3 657 505	46 222	572 658	40 479	1 357 284	5 111	943 009	21 858	185 180
Pennsylvania	187 382	13 339 231	26 831	11 087 283	147 108	1 880 437	108 158	4 188 425	13 653	2 810 334	61 676	488 412
Rhode Island	14 517	1 340 182	2 488	1 123 388	15 887	227 064	8 032	270 337	1 031	184 886	4 082	32 134
South Carolina	42 804	2 848 555	7 524	2 383 928	37 934	465 061	27 085	983 220	3 780	644 700	12 208	82 116
South Dakota	13 374	726 047	2 233	618 391	9 800	98 082	8 887	388 044	1 248	271 884	4 888	34 728
Tennessee	87 448	4 228 289	11 188	3 370 530	51 353	614 443	44 643	1 707 481	6 284	1 138 238	22 841	171 889
Texas	288 138	13 384 858	40 421	9 718 787	143 851	1 783 084	189 758	8 074 340	21 028	4 833 288	80 878	829 748
Utah	29 810	1 382 428	3 885	1 093 769	18 478	212 627	19 072	864 507	1 884	488 558	8 138	74 888
Vermont	19 802	788 082	2 508	618 480	10 277	112 946	8 044	288 798	1 083	188 352	3 887	25 177
Virginia	84 418	6 951 818	13 755	4 783 510	72 888	827 966	58 882	1 753 387	8 335	1 205 072	28 827	229 212
Washington	80 285	4 688 048	13 218	3 733 756	56 993	709 589	59 288	1 598 881	6 409	1 023 880	24 315	188 804
West Virginia	22 549	1 114 228	3 868	680 779	14 587	148 088	15 730	615 881	2 807	441 375	9 888	68 188
Wisconsin	69 185	4 887 000	12 192	3 998 151	62 419	718 192	44 413	1 582 085	6 788	1 108 418	30 880	203 827
Wyoming	10 798	523 808	1 893	422 874	7 101	70 882	8 393	312 486	1 227	210 973	4 795	38 804

**National Women's
Business Council**

**1992 Annual Report to
The President and Congress**

***EXECUTIVE
SUMMARY***

This summary includes the complete text of the 1992 recommendations to the President and Congress which have resulted from the Council's investigations. The implementation of these recommendations is a top priority of the National Women's Business Council, its supporters, and its constituency of women business owners.

The remainder of the report has been summarized. The complete annual report, as well as copies of all hearing transcripts and survey data, is available at the Washington office of the Council. For information on how these may be obtained, contact:

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