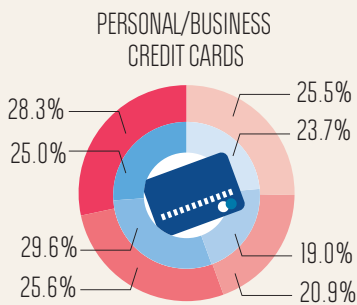
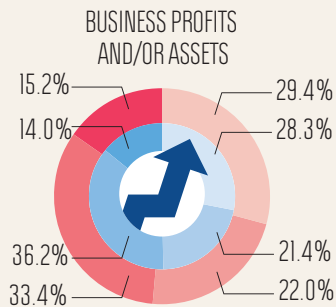
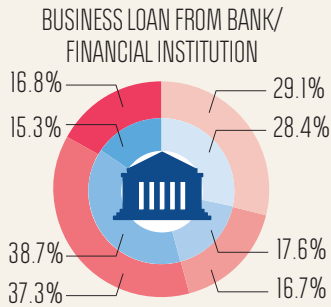
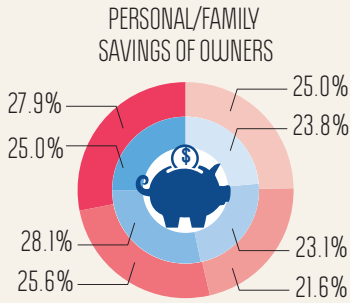




WOMEN IN BUSINESS: 2007-2010

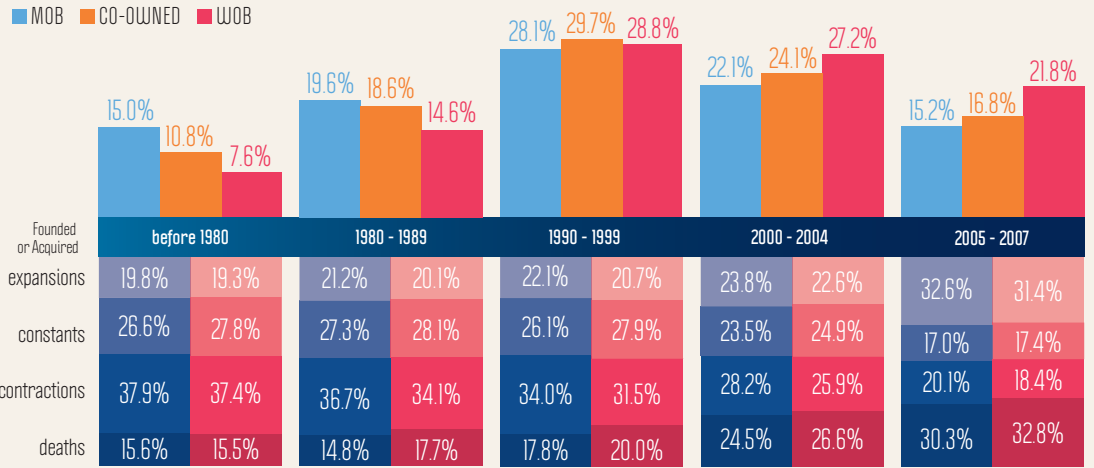
TOP FOUR SOURCES OF EXPANSION CAPITAL

- WOB expansions
- WOB constants
- WOB contractions
- WOB deaths
- MOB expansions
- MOB constants
- MOB contractions
- MOB deaths



WOB = Women-Owned Businesses
MOB = Men-Owned Businesses

WOMEN-OWNED BUSINESSES WERE ACQUIRED OR FOUNDED MORE RECENTLY

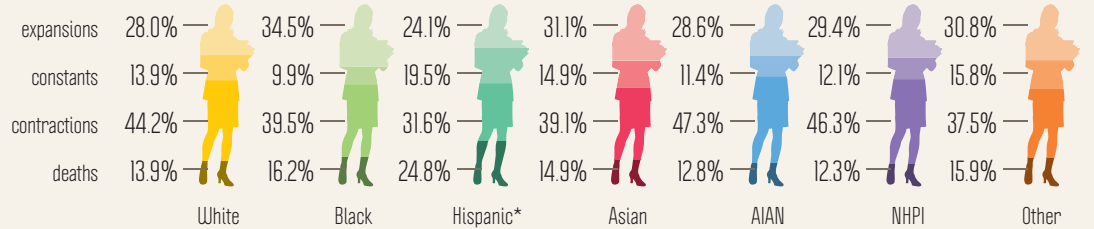


BUSINESS PERFORMANCE 2007 - 2010

Younger businesses have higher death rates and also higher expansion rates.

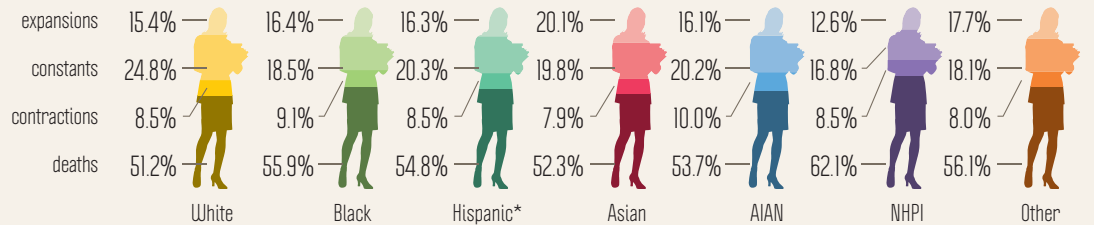
ALL BUSINESSES PERFORM BETTER WITH RECEIPTS ABOVE 100K

HIGH EARNING BUSINESSES (\$100K+)

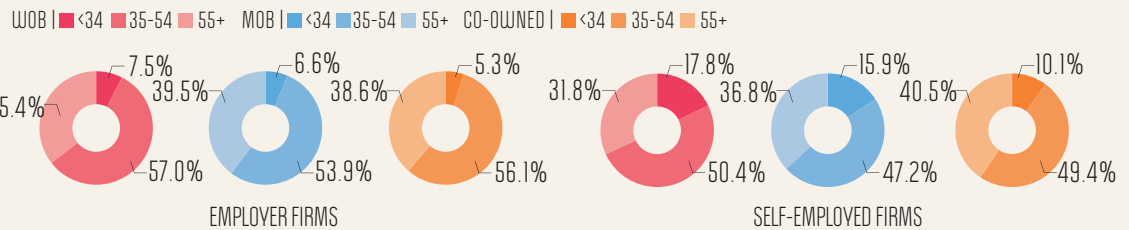


*Hispanic business owners may belong to any race

LOW EARNING BUSINESSES (<\$100K)



WOMEN BUSINESS OWNERS ARE SLIGHTLY YOUNGER, AND THE SELF-EMPLOYED ARE YOUNGER THAN EMPLOYERS



- Retail Trade
- Wholesale Trade
- Mining
- Management of Companies and Enterprises
- Utilities
- Ag. Support, Forestry, Fishing, and Hunting
- Information
- Transportation and Warehousing
- Finance and Insurance
- Manufacturing
- Real Estate and Rental and Leasing
- Accommodation and Food Services
- Health Care and Social Assistance
- Professional, Scientific, and Technical Services
- Construction
- Admin., Support, Waste Mngt., and Remediation
- Arts, Entertainment, and Recreation
- Educational Services

INDUSTRY BREAKDOWN

Ratio of Number of Firms¹

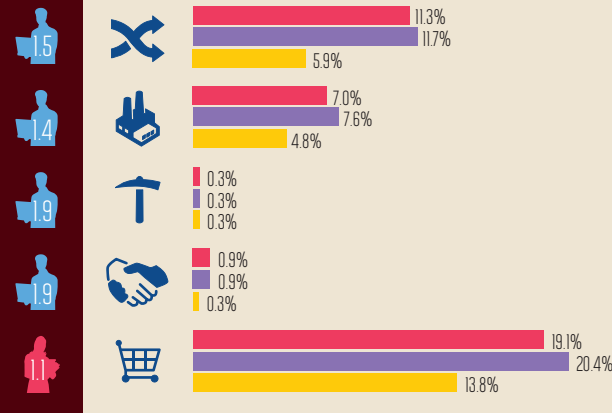
■ WOBs:MOBs
■ MOBs:WOBs

■ % WOBs by the industry
■ % WOBs earning \$1M+ in industry
■ % employer firms in the industry

HIGH-RECEIPT INDUSTRIES

(MEDIAN RECEIPT 500K+)

WOMEN-OWNED BUSINESSES ARE DISPROPORTIONATELY ABSENT IN HIGH-RECEIPT INDUSTRIES.



MIDDLE-RECEIPT INDUSTRIES

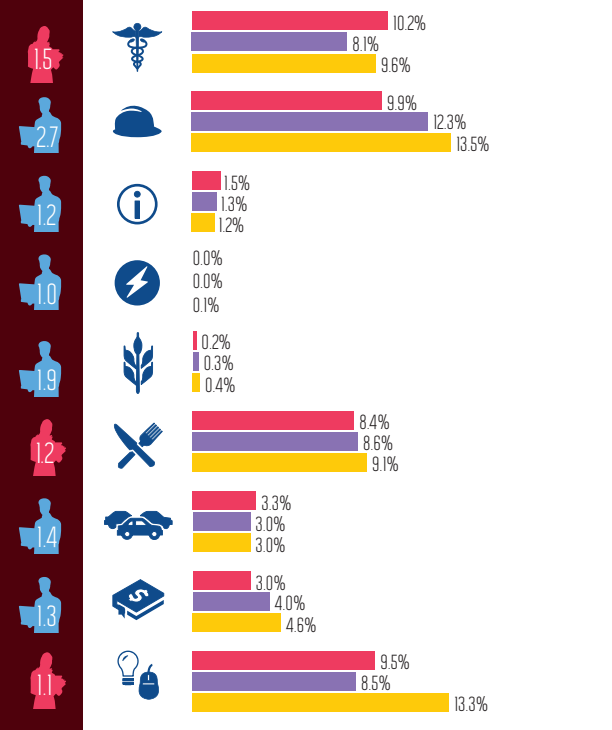
(MEDIAN RECEIPT 225K-500K)

HOW TO READ THE DATA:

9.9% OF WOMEN-OWNED BUSINESSES ARE IN THE CONSTRUCTION INDUSTRY.

12.3% OF WOMEN-OWNED BUSINESSES WITH MORE THAN \$1M IN REVENUE ARE IN CONSTRUCTION.

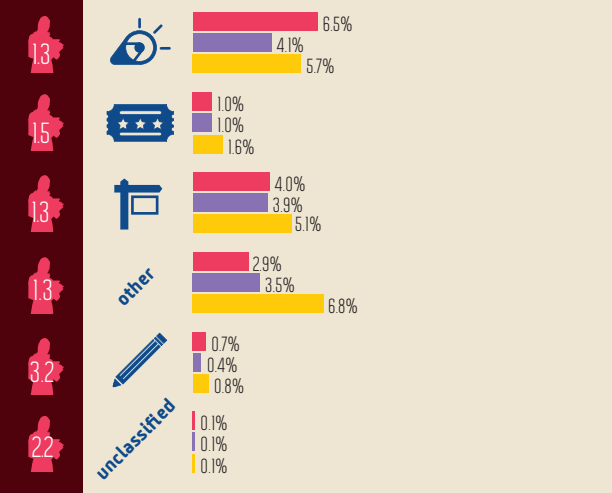
13.5% OF ALL EMPLOYER FIRMS ARE IN THE CONSTRUCTION INDUSTRY.



LOW-RECEIPT INDUSTRIES

(MEDIAN RECEIPT <225K)

WOMEN-OWNED BUSINESSES ARE DISPROPORTIONATELY PRESENT IN LOW-RECEIPT INDUSTRIES.



EDUCATION AND RECEIPTS

■ % owners with bachelor's degree or beyond

WOB receipts² | ■ <\$100K ■ \$100-499K ■ \$500-\$999K ■ \$1000K+
MOB receipts² | ■ <\$100K ■ \$100-499K ■ \$500-\$999K ■ \$1000K+

