



Women-Owned Businesses (WOBs)

NWBC Analysis of 2012 Survey of Business Owners

AS OF 2012:

- ★ There are **9,878,397** women-owned businesses¹ in the United States. That's an increase of **2,086,282** businesses, or **26.8%**, from 2007. Of nonfarm and privately-held businesses, **36.3%** are women-owned, in 2007, **28.8%** were women-owned. Women-owned businesses generated **\$1.4 trillion** in receipts.
- ★ In 2012, of these firms, **89.5%** have no employees other than the owner. These firms have receipts of **\$229.2 billion**. In 2007, **88.3** of women-owned firms were sole proprietorships with receipts of **\$182.2 billion**.
- ★ The remaining **10.5%** of firms employ **8,431,614** people in addition to the owner. In 2007, they employed **7,520,121** people in addition to the owner. In 2012, women-owned employer firms paid their employees **\$263.7 billion**, a **\$47.0 billion** or **25.8%** increase since 2007. Women-owned firms with employees generated **\$1.2 trillion** in receipts.

GEOGRAPHY:

Highest number of women-owned firms:



1. California	1.3M firms, 13.4% of WOBs
2. Texas	866.7K firms, 8.8% of WOBs
3. Florida	807.8K firms, 8.2% of WOBs
4. New York	725.7K firms, 7.3% of WOBs
5. Illinois	417.5K firms, 4.2% of WOBs

Highest percentage of women-owned businesses relative to men-owned and equally-owned:



1. Washington, D.C.	45.2%
2. Georgia	41.1%
3. Maryland	40.1%
4. New Mexico	40.1%
5. Illinois	39.0%

Highest percentage growth of women-owned businesses:



1. Louisiana	46.9%
2. Mississippi	46.5%
3. Texas	42.1%
4. Washington, D.C.	40.3%
5. Florida	39.0%

INDUSTRY:

Highest number of women-owned firms:



1. Other Services²	1.9M firms
2. Health Care and Social Assistance	1.6M firms
3. Professional, Scientific, and Technical Services	1.3M firms
4. Administrative and Support and Waste Management and Remediation Services	1.1M firms
5. Retail Trade	1.0M firms

Highest percentage of women-owned businesses relative to men-owned and equally-owned:



1. Health Care and Social Assistance	64.6%
2. Educational Services	56.9%
3. Other Services	52.0%
4. Administrative and Support and Waste Management and Remediation Services	47.1%
5. Retail Trade	41.8%

Highest average receipts:



1. Management of Companies and Enterprises	\$2,573,803
2. Wholesale Trade	\$1,777,555
3. Manufacturing	\$889,144
4. Mining, Quarrying, and Oil and Gas Extraction	\$566,765
5. Construction	\$349,983

¹ Women-owned businesses, as defined by the U.S. Census, are businesses in which women own 51 percent or more of the equity, interest, or stock of the business. Men-owned businesses are defined as men owning 51 percent or more of the equity, interest, or stock of the business. Equally men-/women-owned businesses those in which the equity, interest, or stock of the business is shared 50-50 among men and women owners. Publicly held, foreign-owned, and non-profit businesses are not included in this data.

² As an industry classification, Other Services (except Public Administration) is defined as businesses that provide services not specifically provided for elsewhere in the classification system. Please see U.S. Census Bureau's NAICS classification System.

* All calculations are based off of the SBO 2012 classification of "all firms classifiable by gender, ethnicity, race, and veteran status" rather than "all firms." Therefore, "publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status" are not taken into account in the current calculations.