





























































**Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2016**

	Women-Owned Firms				% Change, 2007-2016	% Share of All WOBs, 2016	% Share of WOBs vs. All Firms in Industry, 2016
	2002	2007	2012	2016 (est.)			
<b>Finance &amp; Insurance (52)</b>							
Number of Firms	167,062	200,474	217,763	252,300	25.9%	2.2%	25.2%
Employment	142,046	161,987	158,875	170,300	5.1%	1.9%	3.0%
Sales (\$000)	\$26,878,452	\$32,226,805	\$36,136,427	\$42,435,600	31.7%	2.6%	1.0%
<b>Real Estate, Rental, Leasing (53)</b>							
Number of Firms	504,014	657,854	711,762	798,500	21.4%	7.1%	27.5%
Employment	169,707	184,409	194,195	204,400	10.8%	2.3%	10.7%
Sales (\$000)	\$48,289,200	\$58,707,594	\$72,714,463	\$82,914,500	41.2%	5.1%	10.3%
<b>Prof/Sci/Tech Svcs. (54)</b>							
Number of Firms	934,851	1,096,614	1,334,561	1,443,900	31.7%	12.8%	35.5%
Employment	573,171	642,055	774,717	829,900	29.3%	9.2%	8.3%
Sales (\$000)	\$79,246,625	\$107,691,967	\$138,669,937	\$154,928,200	43.9%	9.5%	8.1%
<b>Mgmnt of Companies (55)</b>							
Number of Firms	2,100	1,791	1,886	1,800	0.5%	0.0%	6.8%
Employment	61,135	51,773	50,719	48,100	-7.1%	0.5%	1.5%
Sales (\$000)	\$1,706,800	\$2,866,681	\$4,854,192	\$5,634,700	96.6%	0.3%	1.6%
<b>Admin, Support, Waste Mgmnt Svcs (56)</b>							
Number of Firms	569,300	785,931	1,080,092	1,289,700	64.1%	11.4%	49.3%
Employment	1,004,905	1,155,277	1,141,817	1,198,000	3.7%	13.3%	11.4%
Sales (\$000)	\$48,213,903	\$66,122,536	\$80,328,941	\$93,509,000	41.4%	5.8%	11.0%



**Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2016**

	Women-Owned Firms				% Change, 2007-2016	% Share of All WOBs, 2016	% Share of WOBs vs. All Firms in Industry, 2016
	2002	2007	2012	2016 (est.)			
<b>Educational Svcs (61)</b>							
Number of Firms	192,429	276,164	366,562	397,100	43.8%	3.5%	54.9%
Employment	118,121	129,752	169,808	178,900	37.9%	2.0%	4.9%
Sales (\$000)	\$7,388,159	\$9,848,089	\$14,167,679	\$15,358,200	56.0%	0.9%	5.3%
<b>Health Care &amp; Social Assistance (62)</b>							
Number of Firms	1,035,834	1,232,001	1,603,094	1,730,800	40.5%	15.3%	64.4%
Employment	961,302	1,140,269	1,580,582	1,720,000	50.8%	19.2%	9.5%
Sales (\$000)	\$68,457,902	\$93,339,444	\$131,360,576	\$145,526,300	55.9%	9.0%	6.9%
<b>Arts, Entertainment &amp; Recreation (71)</b>							
Number of Firms	289,205	376,221	470,697	523,700	39.2%	4.6%	36.5%
Employment	120,676	115,026	134,392	138,400	20.3%	1.5%	6.6%
Sales (\$000)	\$12,697,121	\$16,502,276	\$20,382,874	\$22,627,100	37.1%	1.4%	9.6%
<b>Accommodation &amp; Food Svc (72)</b>							
Number of Firms	166,701	191,894	265,547	310,000	61.5%	2.7%	34.2%
Employment	909,049	965,794	1,203,315	1,335,600	38.3%	14.9%	10.5%
Sales (\$000)	\$38,687,859	\$47,326,828	\$69,029,041	\$82,670,400	74.7%	5.1%	10.0%
<b>Other Services (81)</b>							
Number of Firms	1,015,724	1,251,744	1,885,222	2,479,600	98.1%	21.9%	57.7%
Employment	386,174	368,090	437,430	472,500	28.4%	5.3%	16.3%
Sales (\$000)	\$36,215,139	\$44,818,781	\$60,246,240	\$76,673,900	71.1%	4.7%	21.3%



**Table 8: Trend in Number of Women-Owned Firms by Revenue Size Class Within Industry, 2002-2016**

	Women-Owned Firms				% Change, 2007-2016	% Share, 2016
	2002	2007	2012	2016 (est.)		
<b>Total US</b>						
All firms	6,489,483	7,793,139	9,878,397	11,313,900	45.2%	100%
Less than \$100,000 revenue	5,630,998	6,820,706	8,729,829	10,042,500	47.2%	88.8%
\$100,000 - \$499,999	619,905	694,086	811,901	893,300	28.7%	7.9%
\$500,000+	238,579	277,323	336,666	378,200	36.4%	3.3%
<b>Agriculture, Forestry, Fishing, Hunting (11)</b>						
All firms	24,458	26,783	37,021	39,800	48.6%	100.0%
Less than \$100,000 revenue	21,383	24,124	33,653	36,200	50.1%	91.0%
\$100,000 - \$499,999	2,457	2,031	2,546	2,500	23.1%	6.3%
\$500,000+	618	621	822	800	28.8%	2.0%
<b>Mining (21)</b>						
All Firms	13,231	18,317	22,388	24,000	31.0%	100.0%
Less than \$100,000 revenue	10,943	14,935	17,932	19,100	27.9%	79.6%
\$100,000 - \$499,999	1,564	2,288	3,150	3,500	53.0%	14.6%
\$500,000+	723	1,109	1,305	1,400	26.2%	5.8%
<b>Utilities (22)</b>						
All Firms	2,066	3,763	4,111	8,000	112.6%	100.0%
Less than \$100,000 revenue	1,759	3,523	3,845	7,700	118.6%	96.3%
\$100,000 - \$499,999	188	141	136	100	-29.1%	1.3%
\$500,000+	120	98	130	100	2.0%	1.3%



**Table 8: Trend in Number of Women-Owned Firms by Revenue Size Class Within Industry, 2002-2016**

	Women-Owned Firms				% Change, 2007-2016	% Share, 2016
	2002	2007	2012	2016 (est.)		
<b>Construction (23)</b>						
All Firms	201,791	268,793	265,733	417,900	55.5%	100.0%
Less than \$100,000 revenue	147,407	205,064	204,518	340,300	65.9%	81.4%
\$100,000 - \$499,999	30,985	35,376	34,170	41,800	18.2%	10.0%
\$500,000+	23,399	28,229	27,044	35,700	26.5%	8.5%
<b>Manufacturing (31-33)</b>						
All Firms	110,348	113,481	139,442	146,400	29.0%	100.0%
Less than \$100,000 revenue	75,407	80,371	102,248	108,700	35.2%	74.2%
\$100,000 - \$499,999	17,795	16,176	19,004	19,300	19.3%	13.2%
\$500,000+	17,144	16,854	18,190	18,500	9.8%	12.6%
<b>Wholesale Trade (42)</b>						
All Firms	121,421	133,380	155,215	165,400	24.0%	100.0%
Less than \$100,000 revenue	75,163	87,814	104,714	113,700	29.5%	68.7%
\$100,000 - \$499,999	22,302	19,728	22,274	22,300	13.0%	13.5%
\$500,000+	23,955	25,812	28,228	29,500	14.3%	17.8%
<b>Retail Trade (44-45)</b>						
All Firms	944,682	918,804	1,045,322	1,081,100	17.7%	100.0%
Less than \$100,000 revenue	798,996	779,303	891,905	924,900	18.7%	85.6%
\$100,000 - \$499,999	100,416	93,107	98,501	97,900	5.1%	9.1%
\$500,000+	45,270	46,291	54,916	58,400	26.2%	5.4%



**Table 8: Trend in Number of Women-Owned Firms by Revenue Size Class Within Industry, 2002-2016**

	Women-Owned Firms				% Change, 2007-2016	% Share, 2016
	2002	2007	2012	2016 (est.)		
<b>Transportation and Warehousing (48-49)</b>						
All Firms	111,466	142,595	158,745	172,700	21.1%	100.0%
Less than \$100,000 revenue	91,634	115,631	129,034	140,100	21.2%	81.1%
\$100,000 - \$499,999	13,642	18,905	19,886	21,700	14.8%	12.6%
\$500,000+	6,170	8,027	9,825	10,900	35.8%	6.3%
<b>Information (51)</b>						
All Firms	80,270	97,211	114,484	137,600	41.5%	100.0%
Less than \$100,000 revenue	70,158	87,130	103,318	125,800	44.4%	91.4%
\$100,000 - \$499,999	6,533	6,493	7,625	8,400	29.4%	6.1%
\$500,000+	3,639	3,549	3,541	3,500	-1.4%	2.5%
<b>Finance &amp; Insurance (52)</b>						
All Firms	167,062	200,474	217,763	252,300	25.9%	100.0%
Less than \$100,000 revenue	134,495	160,559	175,911	204,100	27.1%	80.9%
\$100,000 - \$499,999	26,171	31,887	33,567	38,600	21.1%	15.3%
\$500,000+	6,395	7,998	8,285	9,600	20.0%	3.8%
<b>Real Estate, Rental, Leasing (53)</b>						
All Firms	504,014	657,854	711,762	798,500	21.4%	100.0%
Less than \$100,000 revenue	409,255	550,503	574,420	643,400	16.9%	80.6%
\$100,000 - \$499,999	79,373	89,646	113,952	128,400	43.2%	16.1%
\$500,000+	15,386	17,434	23,390	26,700	53.1%	3.3%



**Table 8: Trend in Number of Women-Owned Firms by Revenue Size Class Within Industry, 2002-2016**

	Women-Owned Firms				% Change, 2007-2016	% Share, 2016
	2002	2007	2012	2016 (est.)		
<b>Prof/Sci/Tech Svcs. (54)</b>						
All Firms	934,851	1,096,614	1,334,561	1,443,900	31.7%	100.0%
Less than \$100,000 revenue	811,418	941,144	1,150,669	1,243,600	32.1%	86.1%
\$100,000 - \$499,999	98,157	122,295	143,057	155,300	27.0%	10.8%
\$500,000+	25,277	33,142	40,835	45,100	36.1%	3.1%
<b>Mgmt of Companies (55)</b>						
All Firms	1,300	1,791	1,886	2,000	11.7%	100.0%
Less than \$100,000 revenue	367	131	116	D	-	-
\$100,000 - \$499,999	238	126	159	100	-20.6%	5.0%
\$500,000+	1,375	1,434	1,611	1,700	18.5%	85.0%
<b>Admin, Support, Waste Mgmt Svcs (56)</b>						
All Firms	569,300	785,931	1,080,092	1,289,700	64.1%	100.0%
Less than \$100,000 revenue	525,416	731,494	1,021,131	1,224,500	67.4%	94.9%
\$100,000 - \$499,999	29,642	36,847	39,975	44,300	20.2%	3.4%
\$500,000+	14,243	17,568	18,986	21,000	19.5%	1.6%
<b>Educational Svcs (61)</b>						
All Firms	192,429	276,164	366,562	397,100	43.8%	100.0%
Less than \$100,000 revenue	182,141	263,153	348,141	377,300	43.4%	95.0%
\$100,000 - \$499,999	7,753	10,213	14,427	15,600	52.7%	3.9%
\$500,000+	2,535	2,673	3,995	4,300	60.9%	1.1%





**Table 8: Trend in Number of Women-Owned Firms by Revenue Size Class Within Industry, 2002-2016**

	Women-Owned Firms				% Change, 2007-2016	% Share, 2016
	2002	2007	2012	2016 (est.)		
<b>Health Care &amp; Social Assistance (62)</b>						
All Firms	1,035,834	1,232,001	1,603,094	1,730,800	40.5%	100.0%
Less than \$100,000 revenue	937,805	1,111,214	1,442,401	1,556,100	40.0%	89.9%
\$100,000 - \$499,999	71,586	86,046	110,471	119,300	38.6%	6.9%
\$500,000+	25,442	34,557	50,221	55,800	61.5%	3.2%
<b>Arts, Entertainment &amp; Recreation (71)</b>						
All Firms	289,205	376,221	470,697	523,700	39.2%	100.0%
Less than \$100,000 revenue	272,144	355,821	448,212	499,600	40.4%	95.4%
\$100,000 - \$499,999	13,154	16,126	17,197	18,400	14.1%	3.5%
\$500,000+	3,907	4,249	5,288	5,700	34.1%	1.1%
<b>Accommodation &amp; Food Svc (72)</b>						
All Firms	166,701	191,894	265,547	310,000	61.5%	100.0%
Less than \$100,000 revenue	101,751	122,957	174,991	207,800	69.0%	67.0%
\$100,000 - \$499,999	47,113	47,933	60,032	65,900	37.5%	21.3%
\$500,000+	17,837	20,908	30,524	36,200	73.1%	11.7%
<b>Other Services (81)</b>						
All Firms	1,015,724	1,251,744	1,885,222	2,479,600	98.1%	100.0%
Less than \$100,000 revenue	958,709	1,183,460	1,800,599	2,376,000	100.8%	95.8%
\$100,000 - \$499,999	48,674	58,390	71,294	86,800	48.7%	3.5%
\$500,000+	8,339	10,037	13,329	16,800	67.4%	0.7%

D=Data not disclosed by the Census Bureau.

<b>Table 9: Trend in Growth of Women-Owned Firms by Revenue Size Class, 2002-2016</b>					
	<b>Women-Owned Firms</b>				<b>% Change, 2007-2016</b>
	<b>2002</b>	<b>2007</b>	<b>2012</b>	<b>2016 (est.)</b>	
<b>Total US</b>					
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	45.2%
Employment	7,146,229	7,579,876	8,431,614	8,976,100	18.4%
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	35.0%
<b>Less than \$5,000</b>					
Number of Firms	1,831,186	2,217,918	2,497,048	2,779,100	25.3%
Employment	30,666	86,288	5,959	-	-100.0%
Sales (\$000)	\$4,371,682	\$5,084,937	\$5,988,757	\$6,673,700	31.2%
<b>\$5,000 to \$9,999</b>					
Number of Firms	1,167,913	1,414,860	1,776,343	2,034,100	43.8%
Employment	6,387	11,685	11,231	13,300	13.8%
Sales (\$000)	\$7,876,084	\$9,588,410	\$12,042,699	\$13,807,700	44.0%
<b>\$10,000 to \$24,999</b>					
Number of Firms	1,405,378	1,773,429	2,722,295	3,280,100	85.0%
Employment	33,520	49,201	43,434	47,600	-3.3%
Sales (\$000)	\$21,641,615	\$27,241,168	\$41,044,596	\$49,263,700	80.8%
<b>\$25,000 to \$49,999</b>					
Number of Firms	730,947	913,154	1,052,900	1,189,300	30.2%
Employment	85,623	93,154	85,118	84,900	-8.9%
Sales (\$000)	\$25,408,298	\$31,710,627	\$36,476,822	\$41,165,400	29.8%
<b>\$50,000 to \$99,999</b>					
Number of Firms	495,516	591,823	681,243	759,900	28.4%
Employment	237,803	212,717	211,841	200,800	-5.6%
Sales (\$000)	\$34,579,993	\$41,252,436	\$47,530,809	\$53,016,800	28.5%
<b>\$100,000 to \$249,999</b>					
Number of Firms	422,531	475,458	553,503	609,000	28.1%
Employment	709,701	640,421	679,604	666,900	4.1%
Sales (\$000)	\$66,287,067	\$74,396,099	\$86,885,447	\$95,610,900	28.5%
<b>\$250,000 to \$499,999</b>					
Number of Firms	197,249	218,598	258,398	284,300	30.1%
Employment	838,312	804,222	875,027	890,600	10.7%
Sales (\$000)	\$68,982,476	\$76,728,816	\$90,745,311	\$99,964,000	30.3%
<b>\$500,000 to \$999,999</b>					
Number of Firms	121,553	135,989	164,824	183,200	34.7%
Employment	986,237	923,323	1,096,087	1,142,600	23.7%
Sales (\$000)	\$84,728,761	\$95,050,961	\$115,120,229	\$127,994,100	34.7%
<b>\$1,000,000 or more</b>					
Number of Firms	116,985	141,908	171,842	195,100	37.5%
Employment	4,213,120	4,758,865	5,423,313	5,936,000	24.7%
Sales (\$000)	\$625,662,232	\$841,062,304	\$983,999,625	\$1,135,791,300	35.0%

<b>Table 10: Trend in Growth of Women-Owned Firms by Employment Size Class, 2002-2016</b>					
	<b>Women-Owned Firms</b>				<b>% Change, 2007-2016</b>
	<b>2002</b>	<b>2007</b>	<b>2012</b>	<b>2016 (est.)</b>	
<b>Total US</b>					
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	45.2%
Employment	7,146,229	7,579,876	8,431,614	8,976,100	18.4%
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	35.0%
<b>No employees</b>					
Number of Firms	5,734,025	6,992,932	8,976,227	10,349,600	48.0%
Employment	-	-	-	-	-
Sales (\$000)	\$160,244,074	\$202,483,064	\$252,832,626	\$292,053,100	44.2%
<b>1 to 4 employees</b>					
Number of Firms	461,896	499,625	562,451	605,000	21.1%
Employment	939,479	978,484	1,116,714	1,191,800	21.8%
Sales (\$000)	\$113,455,460	\$136,863,702	\$167,857,339	\$190,902,000	39.5%
<b>5 to 9 employees</b>					
Number of Firms	149,063	151,544	170,715	179,900	18.7%
Employment	970,986	988,001	1,117,915	1,180,200	19.5%
Sales (\$000)	\$96,553,311	\$116,479,023	\$142,299,740	\$161,677,900	38.8%
<b>10 to 19 employees</b>					
Number of Firms	82,942	85,462	96,241	101,900	19.2%
Employment	1,105,339	1,138,798	1,282,913	1,358,100	19.3%
Sales (\$000)	\$103,155,850	\$128,994,789	\$155,442,173	\$177,590,700	37.7%
<b>20 to 49 employees</b>					
Number of Firms	43,244	44,694	51,036	54,300	21.5%
Employment	1,269,752	1,322,941	1,510,231	1,612,100	21.9%
Sales (\$000)	\$118,005,642	\$153,029,727	\$190,060,871	\$220,583,500	44.1%
<b>50 to 99 employees</b>					
Number of Firms	11,072	11,413	13,324	14,300	25.3%
Employment	750,562	770,967	909,264	976,500	26.7%
Sales (\$000)	\$74,405,956	\$94,226,425	\$120,696,785	\$140,305,600	48.9%
<b>100 to 499 employees</b>					
Number of Firms	6,578	6,918	7,583	8,000	15.6%
Employment	1,195,043	1,290,103	1,410,068	1,501,200	16.4%
Sales (\$000)	\$114,737,129	\$161,038,049	\$193,651,299	\$227,079,300	41.0%
<b>500 or more employees</b>					
Number of Firms	662	722	820	900	24.7%
Employment	915,068	1,090,584	1,084,510	1,156,300	6.0%
Sales (\$000)	\$160,217,565	\$209,051,547	\$196,993,462	\$212,571,700	1.7%

	African American Women-Owned Firms				% Change, 2007-2016
	2002	2007	2012	2016 (est.)	
<b>Total US</b>					
Number of Firms	547,032	911,728	1,521,494	1,934,300	112.2%
Employment	176,436	245,474	316,977	376,500	53.4%
Sales (\$000)	\$20,670,616	\$36,804,059	\$42,225,349	\$51,355,900	39.5%
<b>California</b>					
Number of Firms	52,651	64,997	102,140	118,000	81.5%
Employment	15,310	24,061	32,180	37,600	56.3%
Sales (\$000)	\$2,942,376	\$8,827,268	\$4,355,151	\$4,808,900	-45.5%
<b>Florida</b>					
Number of Firms	46,493	86,001	148,787	193,800	125.3%
Employment	10,344	14,761	17,647	20,900	41.6%
Sales (\$000)	\$1,257,665	\$2,493,833	\$3,427,999	\$4,383,800	75.8%
<b>Georgia</b>					
Number of Firms	41,276	88,920	153,513	203,600	129.0%
Employment	8,433	15,354	20,741	26,200	70.6%
Sales (\$000)	\$1,299,683	\$2,207,387	\$3,374,259	\$4,300,300	94.8%
<b>Illinois</b>					
Number of Firms	39,766	64,242	94,603	104,400	62.5%
Employment	11,978	11,083	13,486	13,800	24.5%
Sales (\$000)	\$1,626,990	\$2,115,414	\$2,489,278	\$2,643,800	25.0%
<b>Maryland</b>					
Number of Firms	31,955	48,388	69,973	76,200	57.5%
Employment	9,916	11,465	14,957	15,800	37.8%
Sales (\$000)	\$1,358,390	\$1,846,495	\$2,604,616	\$2,809,000	52.1%
<b>New Jersey</b>					
Number of Firms	15,820	26,130	34,511	40,000	53.1%
Employment	8,881	10,142	6,829	6,200	-38.9%
Sales (\$000)	\$864,177	\$1,184,710	\$1,223,985	\$1,328,900	12.2%
<b>New York</b>					
Number of Firms	62,313	98,877	124,832	140,800	42.4%
Employment	8,597	19,199	18,830	21,400	11.5%
Sales (\$000)	\$1,491,392	\$3,034,708	\$3,324,233	\$3,793,400	25.0%
<b>North Carolina</b>					
Number of Firms	21,563	39,397	64,471	80,200	103.6%
Employment	9,328	23,120	22,937	27,900	20.7%
Sales (\$000)	\$670,096	\$1,434,287	\$1,859,914	\$2,297,300	60.2%

**Table 11: Trend in Growth of African American Women-Owned Firms in Top Ten States, 2002-2016**

	African American Women-Owned Firms				% Change, 2007-2016
	2002	2007	2012	2016 (est.)	
<b>Texas</b>					
Number of Firms	34,488	68,289	125,718	154,200	125.8%
Employment	21,484	20,468	40,189	46,000	124.7%
Sales (\$000)	\$1,524,555	\$2,370,295	\$3,735,113	\$4,425,700	86.7%
<b>Virginia</b>					
Number of Firms	17,229	23,992	42,013	45,900	91.3%
Employment	7,926	11,336	18,217	19,800	74.7%
Sales (\$000)	\$841,802	\$1,210,091	\$1,951,753	\$2,126,700	75.7%

	Asian American Women-Owned Firms				% Change, 2007-2016
	2002	2007	2012	2016 (est.)	
<b>Total US</b>					
Number of Firms	339,554	522,969	749,197	922,700	76.4%
Employment	425,024	561,031	804,276	964,900	72.0%
Sales (\$000)	\$53,652,929	\$87,678,029	\$135,676,380	\$170,421,500	94.4%
<b>California</b>					
Number of Firms	118,527	175,493	247,168	288,500	64.4%
Employment	140,605	185,961	232,113	261,500	40.6%
Sales (\$000)	\$21,582,901	\$32,941,755	\$47,328,373	\$55,597,800	68.8%
<b>Florida</b>					
Number of Firms	12,860	22,470	32,777	41,500	84.7%
Employment	21,020	19,510	25,294	27,200	39.4%
Sales (\$000)	\$2,108,534	\$3,120,252	\$4,556,527	\$5,634,600	80.6%
<b>Georgia</b>					
Number of Firms	8,682	15,600	23,274	29,800	91.0%
Employment	8,010	18,142	23,127	29,900	64.8%
Sales (\$000)	\$1,276,983	\$3,142,290	\$4,083,799	\$5,336,800	69.8%
<b>Hawaii</b>					
Number of Firms	14,896	19,946	25,355	24,400	101.7%
Employment	18,011	20,847	22,700	23,700	50.5%
Sales (\$000)	\$2,144,121	\$2,803,231	\$4,063,230	\$3,471,500	113.4%
<b>Illinois</b>					
Number of Firms	12,360	19,335	27,141	29,800	54.1%
Employment	13,332	22,655	32,879	36,400	60.7%
Sales (\$000)	\$2,088,226	\$3,564,241	\$4,889,012	\$5,390,900	51.2%
<b>Maryland</b>					
Number of Firms	7,857	12,303	15,656	16,900	37.4%
Employment	9,441	16,716	20,811	22,700	35.8%
Sales (\$000)	\$999,016	\$1,867,360	\$3,125,260	\$3,474,000	86.0%
<b>New Jersey</b>					
Number of Firms	14,521	21,067	28,125	32,100	52.4%
Employment	15,517	21,441	34,569	40,100	87.0%
Sales (\$000)	\$2,873,056	\$3,921,346	\$10,292,421	\$12,455,900	217.6%
<b>New York</b>					
Number of Firms	39,756	58,134	82,564	93,500	60.8%
Employment	32,564	43,951	96,928	113,400	158.0%
Sales (\$000)	\$4,471,181	\$8,447,943	\$10,866,089	\$12,503,200	48.0%

	Asian American Women-Owned Firms				% Change, 2007-2016
	2002	2007	2012	2016 (est.)	
<b>Texas</b>					
Number of Firms	25,346	39,632	61,176	72,400	82.7%
Employment	52,770	35,469	75,839	83,000	134.0%
Sales (\$000)	\$3,688,756	\$6,102,755	\$11,522,145	\$13,969,300	128.9%
<b>Virginia</b>					
Number of Firms	9,661	15,343	22,497	24,500	59.7%
Employment	14,204	19,240	31,690	34,400	78.8%
Sales (\$000)	\$1,452,027	\$2,631,111	\$4,525,933	\$5,010,400	90.4%

	Latina-Owned Firms				% Change, 2007-2016
	2002	2007	2012	2016 (est.)	
<b>Total US</b>					
Number of Firms	540,745	787,914	1,469,991	1,863,600	136.5%
Employment	282,683	363,430	470,726	550,400	51.4%
Sales (\$000)	\$35,265,399	\$55,653,289	\$78,679,717	\$97,070,000	74.4%
<b>Arizona</b>					
Number of Firms	12,389	19,367	41,725	21,400	131.5%
Employment	7,108	13,495	12,153	14,500	65.7%
Sales (\$000)	\$876,158	\$1,521,989	\$2,068,390	\$1,697,100	158.3%
<b>California</b>					
Number of Firms	154,869	205,309	365,576	433,300	111.0%
Employment	67,661	70,627	81,749	86,300	22.2%
Sales (\$000)	\$9,923,952	\$13,087,779	\$17,070,048	\$19,365,400	48.0%
<b>Florida</b>					
Number of Firms	81,553	138,984	261,992	341,500	145.7%
Employment	40,917	49,767	68,524	80,700	62.2%
Sales (\$000)	\$5,554,444	\$9,997,020	\$14,231,773	\$18,053,300	80.6%
<b>Georgia</b>					
Number of Firms	4,866	12,428	23,966	32,500	161.5%
Employment	2,679	3,679	6,134	7,700	109.3%
Sales (\$000)	\$566,691	\$1,213,526	\$1,331,652	\$1,673,100	37.9%
<b>Illinois</b>					
Number of Firms	12,910	19,330	40,110	45,000	132.8%
Employment	12,965	16,610	21,598	23,100	39.1%
Sales (\$000)	\$1,355,662	\$1,521,994	\$2,316,663	\$2,488,900	63.5%
<b>New Jersey</b>					
Number of Firms	18,001	24,415	40,266	46,800	91.7%
Employment	8,929	11,626	15,701	17,700	52.2%
Sales (\$000)	\$1,465,444	\$1,793,649	\$2,515,444	\$2,821,600	57.3%
<b>New Mexico</b>					
Number of Firms	10,769	13,864	20,307	18,800	127.0%
Employment	7,282	11,494	11,786	15,900	143.6%
Sales (\$000)	\$813,315	\$1,130,632	\$1,648,081	\$1,545,800	132.8%
<b>New York</b>					
Number of Firms	72,986	81,252	136,855	153,200	88.5%
Employment	15,598	14,383	22,303	24,000	66.9%
Sales (\$000)	\$2,897,516	\$3,324,789	\$4,769,338	\$5,248,500	57.9%



	Latina-Owned Firms				% Change, 2007-2016
	2002	2007	2012	2016 (est.)	
<b>Texas</b>					
Number of Firms	91,606	137,541	290,085	352,100	156.0%
Employment	60,292	96,769	135,282	158,700	64.0%
Sales (\$000)	\$4,900,783	\$10,983,260	\$16,814,420	\$20,536,200	87.0%
<b>Virginia</b>					
Number of Firms	6,320	9,821	18,380	20,300	106.7%
Employment	5,175	8,120	8,874	9,500	17.0%
Sales (\$000)	\$667,268	\$1,222,739	\$1,557,718	\$1,698,100	38.9%

<b>Table 14: Trend in Growth of Native American/Alaska Native Women-Owned Firms in Top Ten States, 2002-2016</b>					
	Native American/Alaska Native Women-Owned Firms				% Change, 2007-2016
	2002	2007	2012	2016 (est.)	
<b>Total US</b>					
Number of Firms	78,292	96,543	131,064	153,400	58.9%
Employment	49,406	52,432	55,011	57,400	9.5%
Sales (\$000)	\$5,763,268	\$8,862,208	\$9,057,458	\$10,452,900	17.9%
<b>Alaska</b>					
Number of Firms	1,704	D	2,474	2,400	--
Employment	D	D	1,318	--	--
Sales (\$000)	D	D	\$271,441	--	--
<b>Arizona</b>					
Number of Firms	2,972	3,564	6,056	6,900	93.6%
Employment	1,717	3,267	1,520	1,500	-54.1%
Sales (\$000)	\$231,973	\$305,156	\$370,493	\$410,000	34.4%
<b>California</b>					
Number of Firms	15,027	18,844	20,950	22,900	21.5%
Employment	5,436	5,206	7,080	7,600	46.0%
Sales (\$000)	\$1,004,727	\$1,335,410	\$1,257,746	\$1,339,000	0.3%
<b>Georgia</b>					
Number of Firms	1,395	2,144	3,274	4,100	91.2%
Employment	1,287	1,373	1,473	1,600	16.5%
Sales (\$000)	\$118,303	\$119,838	\$167,466	\$189,400	58.0%
<b>Illinois</b>					
Number of Firms	1,078	2,442	2,774	3,100	26.9%
Employment	883	927	684	600	-35.3%
Sales (\$000)	\$67,901	\$153,024	\$107,784	\$114,900	-24.9%
<b>New Mexico</b>					
Number of Firms	3,347	4,167	5,136	5,400	29.6%
Employment	D	1,751	1,472	--	--
Sales (\$000)	\$133,354	\$314,238	\$175,818	\$182,100	-42.1%
<b>New Jersey</b>					
Number of Firms	775	1,442	1,681	1,900	31.8%
Employment	297	791	480	500	-36.8%
Sales (\$000)	\$42,265	\$95,874	\$71,320	\$79,800	-16.8%
<b>New York</b>					
Number of Firms	5,471	5,900	6,953	7,300	23.7%
Employment	1,116	1,441	360	200	-86.1%
Sales (\$000)	\$139,872	\$333,982	\$290,803	\$329,400	-1.4%

<b>Table 14: Trend in Growth of Native American/Alaska Native Women-Owned Firms in Top Ten States, 2002-2016</b>					
	<b>Native American/Alaska Native Women-Owned Firms</b>				<b>% Change, 2007-2016</b>
	<b>2002</b>	<b>2007</b>	<b>2012</b>	<b>2016 (est.)</b>	
<b>North Carolina</b>					
Number of Firms	2,611	3,668	5,765	6,900	88.1%
Employment	1,270	1,909	1,368	1,400	-26.7%
Sales (\$000)	\$133,647	\$242,691	\$228,215	\$263,000	8.4%
<b>Oklahoma</b>					
Number of Firms	5,543	7,630	11,346	12,600	65.1%
Employment	5,796	7,453	7,488	7,900	6.0%
Sales (\$000)	\$548,673	\$1,256,268	\$1,347,672	\$1,526,000	21.5%
<b>Texas</b>					
Number of Firms	6,694	6,719	9,784	10,700	59.2%
Employment	6,321	3,214	5,751	5,600	74.2%
Sales (\$000)	\$716,736	\$853,389	\$622,244	\$592,700	-30.5%

D=Numbers not published by the US Census Bureau due to disclosure, data quality or other reasons.

<b>Table 15: Trend in Growth of Native Hawaiian/Pacific Islander Women-Owned Firms in Top Three States, 2002-2016</b>					
	<b>Native Hawaiian/Pacific Islander Women-Owned Firms</b>				<b>% Change, 2007-2016</b>
	<b>2002</b>	<b>2007</b>	<b>2012</b>	<b>2016 (est.)</b>	
<b>Total US</b>					
Number of Firms	10,582	14,963	24,982	31,100	107.8%
Employment	7,395	12,074	11,701	13,500	11.8%
Sales (\$000)	\$795,963	\$1,509,366	\$1,879,024	\$2,337,800	54.9%
<b>California</b>					
Number of Firms	1,703	3,880	7,022	8,700	124.2%
Employment	D	2,624	2,047	--	--
Sales (\$000)	\$99,827	\$300,669	\$535,741	\$675,800	124.8%
<b>Florida</b>					
Number of Firms	914	549	1,454	1,700	209.7%
Employment	318	386	242	200	-48.2%
Sales (\$000)	D	\$32,670	\$26,624	--	--
<b>Hawaii</b>					
Number of Firms	3,157	4,234	6,240	6,800	60.6%
Employment	3,101	4,900	2,917	2,900	-40.8%
Sales (\$000)	\$330,562	\$716,659	\$559,139	\$598,700	-16.5%

D=Numbers not published by the US Census Bureau due to disclosure, data quality or other reasons. All other states contained multiple disclosure issues, thus reliable estimates could not be calculated.

	All Women-Owned Firms	Race/Ethnicity				
		African American	Asian American	Latina	Native American/ Alaska Native	Native Hawaiian/ Pacific Islander
Number of Firms	11,313,900	1,934,300	922,700	1,863,600	153,400	31,100
Total	100%	100%	100%	100%	100%	100%
Agriculture, Forestry, Fishing, Hunting	0.4	0.1	0.2	0.3	D	0.3
Mining	0.2	0.0	0.0	0.0	D	0.0
Utilities	0.1	0.1	D	0.2	D	0.0
Construction	3.7	2.1	4.0	7.8	6.1	4.8
Manufacturing	1.3	0.7	1.0	1.0	1.9	D
Wholesale Trade	1.5	0.7	2.1	1.2	1.8	2.6
Retail Trade	9.6	5.7	9.3	8.1	9.1	9.0
Transportation & Warehousing	1.5	1.6	1.0	2.1	2.0	D
Information	1.2	0.9	1.1	0.8	1.0	1.0
Finance & Insurance	2.2	1.4	2.6	1.8	1.6	D
Real Estate, Rental & Leasing	7.1	2.4	6.8	3.8	3.8	4.5
Professional/Scientific/ Technical Services	12.8	6.1	12.7	7.5	10.0	9.6
Mgmt of Companies	0.0	0.0	0.0	0.0	D	0.0
Administrative, Support & Waste Management Svcs	11.4	10.2	5.0	21.4	13.2	12.5
Educational Svcs	3.5	2.8	2.9	1.9	3.3	2.3
Health Care & Social Assistance	15.3	25.1	12.5	17.0	16.0	18.6
Arts, Entertainment & Recreation	4.6	3.3	3.3	2.5	5.1	6.1
Accommodation & Food Service	2.7	2.7	5.5	3.1	2.8	D
Other Services	21.9	36.1	32.8	23.3	23.4	21.2

D=Numbers not published by the US Census Bureau due to disclosure, data quality or other reasons.

<b>Table 17: Trend in Net Number of New Women-Owned Firms per Day, 2007-2016</b>			
	<b>2007-2016</b>	<b>2007-2012</b>	<b>2012-2016</b>
Total US	1,072	1,143	983
<b>Race/Ethnicity</b>			
All minority-owned	842	849	832
African American	311	334	283
Asian American	122	124	119
Latina	327	374	270
Native American/Alaska Native	17	19	15
Native Hawaiian/Pacific Islander	5	5	4
Non-minority	226	288	148
<b>State</b>			
Alabama	14	17	11
Alaska	1	2	0
Arizona	20	24	14
Arkansas	8	10	5
California	129	154	99
Colorado	19	19	18
Connecticut	6	7	4
Delaware	2	2	2
District of Columbia	3	4	1
Florida	119	124	112
Georgia	54	54	55
Hawaii	3	4	2
Idaho	5	5	4
Illinois	30	41	16
Indiana	14	18	9
Iowa	6	9	3
Kansas	4	7	2
Kentucky	8	11	5
Louisiana	15	26	1
Maine	2	2	1
Maryland	15	20	8
Massachusetts	9	12	6
Michigan	43	32	57
Minnesota	11	13	8
Mississippi	10	16	4
Missouri	13	17	8
Montana	3	4	1
Nebraska	4	6	2
Nevada	9	11	7

<b>Table 17: Trend in Net Number of New Women-Owned Firms per Day, 2007-2016</b>			
	<b>2007-2016</b>	<b>2007-2012</b>	<b>2012-2016</b>
New Hampshire	2	2	1
New Jersey	18	22	14
New Mexico	4	5	2
New York	57	72	39
North Carolina	31	34	29
North Dakota	2	3	1
Ohio	25	32	16
Oklahoma	8	11	5
Oregon	7	11	3
Pennsylvania	18	22	14
Rhode Island	2	2	2
South Carolina	16	18	14
South Dakota	3	4	1
Tennessee	23	29	15
Texas	116	141	85
Utah	7	8	5
Vermont	1	2	0
Virginia	17	24	9
Washington	13	16	9
West Virginia	2	3	2
Wisconsin	9	12	6
Wyoming	1	2	1
<b>Metropolitan Area</b>			
Atlanta GA	40	37	45
Austin TX	9	10	7
Baltimore MD	8	9	6
Birmingham AL	3	3	3
Boston MA/NH	8	9	7
Buffalo NY	1	2	1
Charlotte NC/SC	14	16	13
Chicago IL/IN/WI	32	38	25
Cincinnati OH/KY/IN	4	4	4
Cleveland OH	7	9	5
Columbus OH	7	7	7
Dallas TX	38	36	41
Denver CO	12	12	11
Detroit MI	43	23	68
Hartford CT	2	3	1
Houston TX	33	45	17

<b>Table 17: Trend in Net Number of New Women-Owned Firms per Day, 2007-2016</b>			
	<b>2007-2016</b>	<b>2007-2012</b>	<b>2012-2016</b>
Indianapolis IN	8	9	6
Jacksonville FL	6	7	5
Kansas City MO/KS	4	5	3
Las Vegas NV	9	10	9
Los Angeles CA	69	82	52
Louisville KY/IN	2	3	2
Memphis TN/MS/AR	12	14	8
Miami FL	67	67	67
Milwaukee WI	4	4	3
Minneapolis/St. Paul MN/WI	9	10	7
Nashville TN	7	8	6
New Orleans LA	6	11	-1
New York NY/NJ/PA	83	98	63
Oklahoma City OK	3	4	2
Orlando FL	16	16	15
Philadelphia PA/NJ/DE/MD	11	12	10
Phoenix AZ	16	21	10
Pittsburgh PA	3	4	3
Portland OR/WA	6	9	2
Providence RI/MA	3	3	2
Raleigh NC	4	5	3
Richmond VA	4	4	4
Riverside CA	18	18	18
Sacramento CA	3	3	4
St. Louis MO/IL	9	11	5
Salt Lake City UT	2	2	2
San Antonio TX	10	11	8
San Diego CA	9	10	7
San Francisco CA	15	17	13
San Jose CA	8	7	9
Seattle WA	9	11	7
Tampa/St. Petersburg FL	13	12	15
Virginia Beach VA/NC	3	5	2
Washington DC/VA/MD/WV	17	25	8



These tables were published in April 2016 by American Express OPEN, with research provided by Womenable – which takes full responsibility for the integrity of the findings and the conclusions drawn. Our sincere thanks are extended to the Economy Wide Statistics Division of the U.S. Census Bureau, which provided the data used during the preparation of this analysis.

