



U.S. Small Business Administration
Office of Advocacy

October 1998

Women in Business

A report on statistical information about women-owned businesses prepared by the U.S. Small Business Administration's Office of Advocacy.

The Office of Advocacy of the U.S. Small Business Administration was established in 1976 by Congress under Public Law 94-305 to, among other things, examine the current role of small business in the economy, present current and historical data on the small-business sector, and identify economic trends which will or may affect the small-business sector and the state of competition. In fulfillment of this mandate, the Office of Advocacy funds research and publishes reports, such as *The State of Small Business*, *Small Business Profiles*, the *Small Business Answer Card*, and *Small Business Economic Indicators*.

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Women in Business

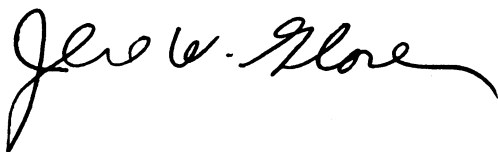
**Office of Advocacy
U.S. Small Business Administration
Washington, D.C.: 1998**

FOREWORD

Women-owned businesses are a vital part of our nation's successful economy. They outpace other small business sectors in growth and participate in every industry. The U.S. Small Business Administration's Office of Advocacy estimates that there were 8.5 million women-owned businesses in 1997, accounting for more than one-third of all businesses and generating \$3.1 trillion in revenue. Their numbers have been increasing steadily, and more rapidly, than other small businesses in the economy—by 89 percent over the last decade. And their revenue increases are astonishing—209 percent over the same period, even after adjusting for inflation. As we approach a new century, evidence suggests that women-owned businesses will be even more important to the economy.

The Office of Advocacy supports small business research—including that focused on women-owned businesses—by identifying small business contributions, evaluating small business vital signs, determining regulatory impacts on small businesses, and monitoring the financing of small businesses. In this report, the Office of Advocacy has analyzed the available data on women-owned businesses to estimate the number and contributions of these firms. The data sources indicate that significant growth has occurred in all areas.

We need to increase awareness of the economic implications of women's business ownership. Removing the existing barriers to the development and growth of women-owned firms will benefit not just women-owned firms, but the entire economy. With more timely, detailed data, we can better understand the characteristics of women-owned businesses and identify policies that will assist them in their pursuits. The Office of Advocacy is pleased to present this report on women's considerable progress in business ownership.

A handwritten signature in black ink, reading "Jere W. Glover". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Jere W. Glover

Chief Counsel for Advocacy
U.S. Small Business Administration

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EXECUTIVE SUMMARY

The Office of Advocacy has analyzed the available data on women-owned businesses and consolidated the findings in *Women in Business*. The data sources indicate that significant growth has occurred in all areas of women-owned businesses. Using the most recent data available, Advocacy has estimated the number and contributions of women-owned businesses in 1997 and made some projections to 2000 and beyond:

- The number of women-owned businesses increased 89 percent over the last decade to an estimated 8.5 million.
- Women-owned businesses generated \$3.1 trillion in revenue, an increase of 209 percent between 1987 and 1997, after adjusting for inflation.
- Some 23.8 million employees worked for women-owned firms, an increase of 262 percent over the 1987-1997 period.
- More than 1.4 million women-owned businesses with employees generate \$2.8 trillion in revenue. The number of women-owned businesses with employees grew by 46 percent from 1987 to 1997.
- Revenue of women-owned businesses with employees grew 221 percent from 1987 to 1997, after adjusting for inflation.
- By the year 2000, it is estimated that women-owned sole proprietorships will number 7.1 million, or 35 percent of all sole proprietorships. The number is expected to grow 33 percent from 1990 to 2000, compared with 23 percent for all sole proprietorships.
- There will be about 4.7 million self-employed women by 2005. This is an increase of 77 percent since 1983, compared with a 6 percent increase in the number of self-employed men.

The data also document women's progress in business ownership over the recent past:

- According to data from the Bureau of Census, 6.4 million women-owned businesses generated \$1.6 trillion in business revenues in 1992. Women-owned businesses constituted 34 percent of all businesses and 25 percent of businesses with employees.

- The number of women-owned businesses, excluding regular “C” corporations, increased 43 percent from 1987 to 1992, compared with a 26 percent increase in all businesses. Receipts of these women-owned businesses increased 92 percent over the same period, compared with 38.5 percent overall.
- Of the 5.8 million women-owned businesses, excluding C corporations, in 1992, 53.7 percent were in services. Women were most represented in retail trade (44 percent). Just 10 percent of construction firms were women-owned.
- Over the 1987-1992 period, the number of women-owned businesses grew fastest in the more capital-intensive industries such as wholesale trade, manufacturing, and construction.
- In 1992, about 14 percent of women-owned businesses had paid employees, compared with 18 percent of all firms.
- Also in 1992, 3.5 percent of all women-owned firms, and 16 percent of those with 20-100 employees, were franchises.
- More than 60 percent of women-owned businesses were operated in the home when they were first established.
- Only 1.7 percent of federal prime contract dollars went to women-owned firms in fiscal year 1996.
- Nearly three-quarters of all women-owned firms accessed some type of credit in 1993. One-half of all women-owned firms used some type of traditional loan and 60 percent used nontraditional sources such as finance companies and personal credit cards.
- Although commercial banks were the traditional financing source used most often by women, only 32 percent of women-owned firms used them in 1993.
- More than 35 percent of all women-owned firms used some type of credit card for their business credit needs in 1993.

The U.S. Small Business Administration's Office of Advocacy supports small business research by identifying small business contributions, evaluating small business vital signs, determining regulatory impacts on small businesses, and monitoring the

financing of small businesses. One of its most important functions is using data from public and private sources to assess the state of small businesses, including women-owned businesses.

Women in Business was prepared by the Office of Advocacy's Office of Economic Research under the general supervision of Dr. Bruce D. Phillips, director of economic research. The detailed text, tables, and projections were prepared by Alicia Robb, economist. Comments on the contents of this report may be directed to the Office of Economic Research at (202) 205-6530. Visit the Office of Advocacy's home page at <http://www.sba.gov/ADVO/> for additional information about small businesses.

DATA SOURCES

Women's business ownership has been growing at a rapid pace in recent years. Measurement of this phenomenon continues to be hampered by limited data; this report focuses on the information that can be gleaned from available data sources. Data used in this report include: tax return statistics from the Internal Revenue Service, data on women-owned businesses and the characteristics of business owners from the U.S. Census Bureau, self-employment data from the Bureau of Labor Statistics (BLS), finance statistics from the Federal Reserve Board, procurement information from the General Services Administration, and private research. Official federal data series on women-owned businesses have been limited in coverage, timeliness, and comparability.

The most comprehensive federal statistics on women-owned businesses are collected and disseminated every five years under the Census of Women-Owned Business (WOB), a special program of the Census Bureau's Economic Censuses. The most recent WOB data available, for 1992, were released in 1997; they are the only data that cover all women-owned businesses. Prior to 1992, women-owned regular C corporations were excluded from surveys, so there was no single source that covered all women-owned businesses. Currently, the only major exclusion in the data is businesses with less than \$500 in annual receipts.¹

Data, with some limitations as noted, on the number of women-owned businesses and their receipts are available from the Bureau of the Census for 1982, 1987, and 1992 (Tables 1-5). Internal Revenue Service tax returns provide data on sole proprietorships by gender for 1980 and 1990-1995 (Table 6). Data on self-employed women are available from the Bureau of Labor Statistics for several years (Tables 7 and 8). See other tables for data on women-owned firms' involvement in federal procurement and their use of financing. Private sources provided some data referenced in the report, but were not used as a primary source.

¹In 1982, businesses with less than \$500 in annual receipts were not excluded. In 1987 the U.S. Census Bureau readjusted the 1982 numbers for comparability with the 1987 numbers, which did exclude firms with less than \$500 in annual receipts. Because the real value of \$500 has been declining over time as a result of inflation, the actual size cutoff for firms included in the survey has also declined, and the growth rate is biased slightly upward for the smallest firm size class.

THE GROWTH OF WOMEN-OWNED BUSINESSES

The Office of Advocacy estimates the number of women-owned businesses in 1997 at 8.5 million, an 89 percent increase since 1987 (Table 1). Business receipts are estimated at \$3.1 trillion, a 209 percent increase since 1987, after adjusting for inflation. Women-owned firms employed more than 23.8 million workers in 1997, an increase of more than 262 percent since 1987. These estimates were calculated using Census data for 1982, 1987, and 1992, and assuming a 1992-1997 growth rate similar to that of the previous decade.²

Of the 8.5 million women-owned businesses, 1.4 million have employees (16.5 percent). These businesses generated receipts of \$2.8 trillion in 1997. Firms organized as C corporations constitute just 8 percent of all women-owned businesses, but produce almost 60 percent of all women-owned businesses' receipts.³

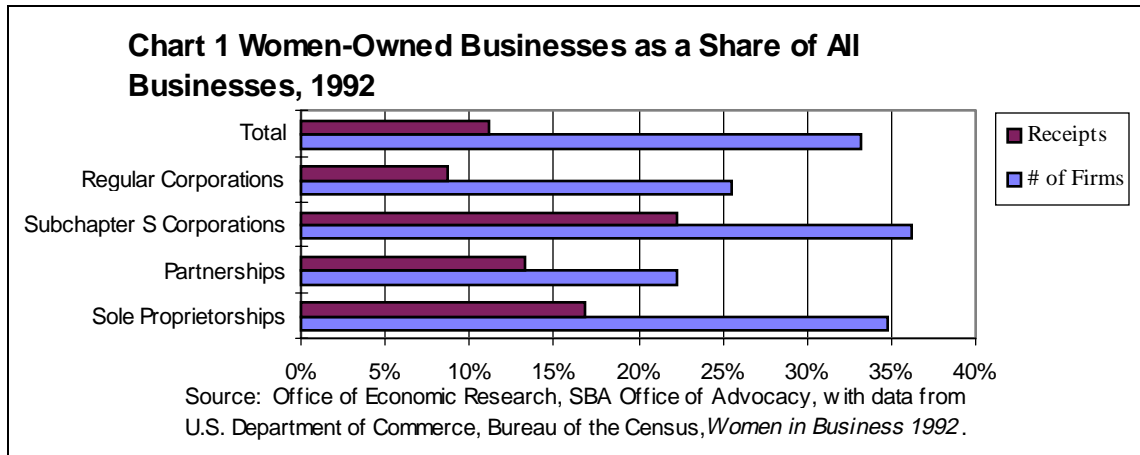
Women-owned businesses are organized in a variety of ways: for tax purposes, as C corporations, S corporations, partnerships, or sole proprietorships; and as the self-employed full-time or part-time, with or without employees. The data covering the various types of businesses are from different sources and cover various years, so comparisons can be difficult. The Office of Advocacy has used the best available data to present an accurate picture of the current state of women-owned businesses.

NUMBER AND REVENUES

In 1992 there were approximately 6.4 million women-owned businesses generating \$1.6 trillion in business revenues (Table 1 and Chart 1). They accounted for about one-third of all businesses and generated 11.2 percent of business revenue.

²Processing errors at the U.S. Bureau of the Census led to an overstatement of employer firms in 1987. As the 1997 estimates use this overstated number, these estimates should be viewed with caution. Projections based on just three years of data (1982, 1987, and 1992) are not optimal, but are the best option because of the limited data available. Other projections in this report, including those for sole proprietorships (which make up the majority of women-owned businesses) and self-employment, are based on more years of data.

³Data on women-owned C corporations are available only for 1992. Using the ratio of corporations to all other businesses, estimates were made for the number of corporations in 1982 and 1987. These corporations were included in the estimates of the total number of women-owned businesses and receipts.



The number of women-owned businesses, excluding C corporations, increased rapidly, by 43 percent from 1987 to 1992, compared with an increase of 26 percent in the number of businesses overall (Chart 2). Receipts increased 92 percent over the same period, compared with an increase of 38.5 percent for all businesses.

Excluding regular corporations, women-owned firms totaled nearly 6 million in 1992 (Table 2). Of these, only 817,000—about 14 percent—had employees.⁴ In comparison, 18 percent of all businesses have employees. Women-owned businesses represent 34 percent of all businesses, 26 percent of businesses with employees, and 36 percent of those without employees (Chart 3).

INDUSTRIES

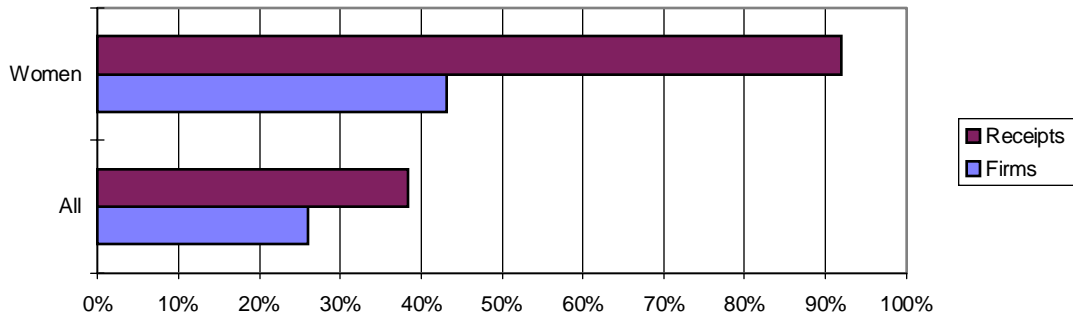
More than 70 percent of all women-owned businesses are in the services and retail trade sectors (Chart 4 and Table 3). Within these sectors, women-owned firms are a significant force, constituting more than 40 percent of the businesses in each (Chart 3 and Table 4).

Just 10.2 percent of women-owned firms are in finance, insurance, and real estate, and even fewer are in each of the construction, wholesale trade, manufacturing, transportation, and agricultural services industries (Chart 4 and Table 3).

Over the 1987-1992 period, however, women-owned businesses in construction, wholesale trade, and transportation, communications, and public utilities had the highest

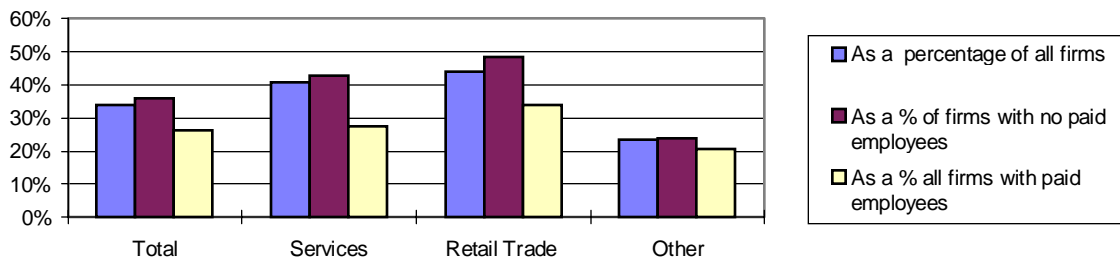
⁴Advocacy estimates the number had risen to 900,000 by 1997—more than 1.4 million with C corporations.

Chart 2 Change in the Number of Women-Owned Businesses and Their Receipts, 1987-1992



Source: Office of Economic Research, Office of Advocacy, with data from *Women in Business 1992*, U.S. Census Bureau.

Chart 3 Women-Owned Firms as a Share of All Firms by Industry, 1992



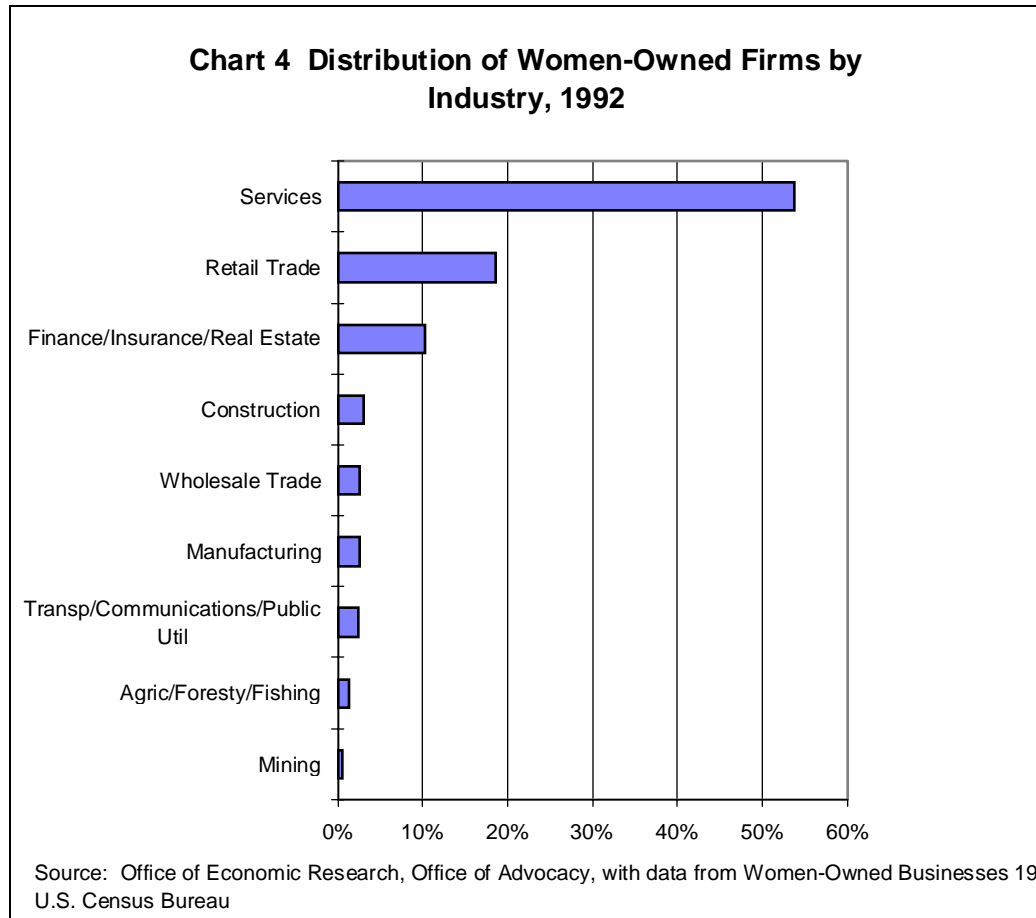
Source: Office of Economic Research, Office of Advocacy, with data from *Women in Business 1992*, U.S. Bureau of the Census.

rates of growth (Table 3).⁵ Businesses in mining, manufacturing, wholesale trade and finance had the highest rates of growth in receipts.

WOMEN-OWNED BUSINESSES IN THE STATES

Nevada, Georgia, New Mexico, Florida, and Idaho had the highest growth rates in the number of women-owned firms (Table 5). All of these states also had relatively rapid growth in the number of firms overall—although not as rapid as the growth in women-

⁵ See *The State of Small Business: A Report of the President 1995* (Springfield, Va.: National Technical Information Service, 1995).



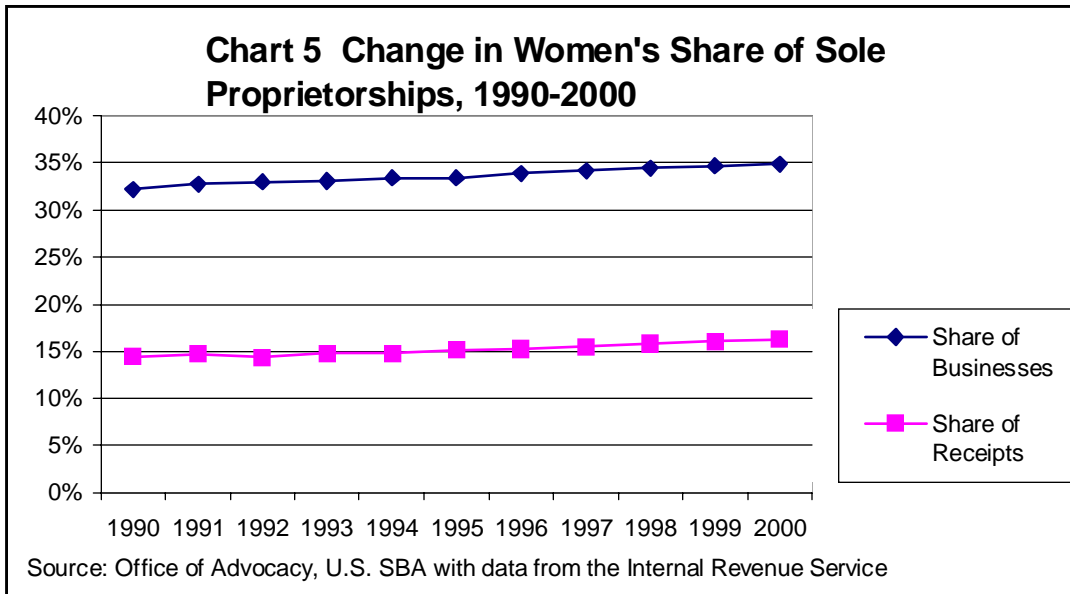
owned firms. In New Mexico and Idaho, the growth of women-owned firms was especially strong in comparison with that of other firms.

ESTIMATES BY TYPE OF BUSINESS

SOLE PROPRIETORSHIPS

The Office of Advocacy, using IRS tax returns, estimates that by the year 2000, women-owned sole proprietorships will number 7.1 million or 35 percent of U.S. sole proprietorships (Chart 5 and Table 6).⁶ These women-owned businesses are expected to

⁶Using IRS tax returns, tabulations of the number of sole proprietorships by gender are prepared for the Office of Advocacy by the Statistics of Income (SOI) division of the IRS. Then, using data from 1989-1995, future years were projected assuming similar growth patterns.



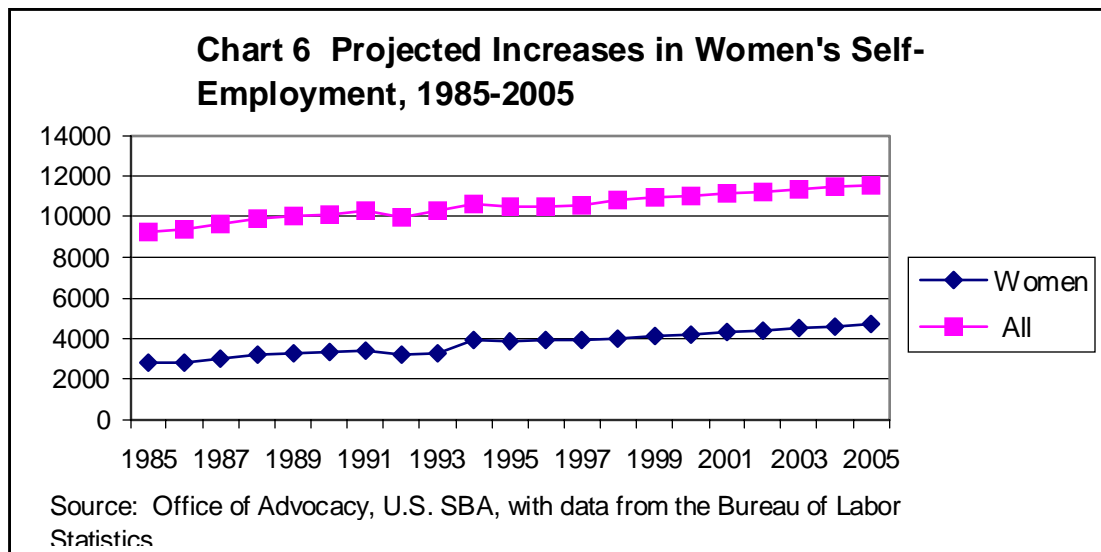
all sole proprietorships. Women’s share of sole proprietorships will increase from 32.2 percent in 1990 to 34.8 percent in 2000, an 8 percent increase.

Receipts of women-owned sole proprietorships are expected to grow 3.6 percent, while those of all sole proprietorships will decrease.⁷ Women’s share of receipts will therefore increase by 12.6 percent. And while the revenue gap between men- and women-owned sole proprietorships persists, it has been diminishing over time. Women’s average receipts were 47 percent of men’s in 1990, and are expected to exceed 51 percent by the year 2000.

SELF-EMPLOYMENT

In 1997, 3.9 million women declared their primary occupation to be self-employment (Chart 6 and Table 7). The number of self-employed women increased 48 percent between 1983 and 1997, compared with an increase of just 1.5 percent for men.

⁷Average receipts per sole proprietor have been falling steadily for both groups, although more for sole proprietorships owned by men. The lower average receipts most likely indicate an increase in startups of smaller businesses.



Of these self-employed women, 3.6 million were in nonagricultural sectors, up 46 percent from 1983. Men’s self-employment in nonagricultural sectors totaled 5.5 million in 1997, an increase of just 7 percent over 1983.

By state, women’s share of self-employment ranged from a low of 28 percent in Rhode Island to more than 46 percent in Arizona (Table 8). In 13 states and the District of Columbia, more than 40 percent of the self-employed were women: the top five were Arizona, Colorado, Hawaii, Wyoming, and the District of Columbia.

When 1983-1997 data are used to project future women’s self-employment, it is estimated that 4.7 million women will be self-employed in 2005, 4.2 million in nonagricultural sectors.⁸ About 6.9 million men will be self-employed, for a total of 11.6 million.

The previous data cover only those individuals whose primary employment was self-employment. Looking at all Americans with any self-employment during the year increases the number substantially.⁹ In 1997, 11.5 million people—37 percent of them women—had some self-employment earnings (Table 9). The number of women claiming

⁸ Estimates of the number of self-employed for 1998-2005 are based on 1983-1997 growth patterns.

⁹ Data on self-employment are available from the Bureau of Labor Statistics (BLS). The Current Population Survey, undertaken for the BLS in March of each year by the Bureau of the Census, asks a variety of questions about employment and worker characteristics. While some self-employment data cover only those unincorporated individuals who are self-employed as their primary occupation, statistics are also collected on individuals who had any self-employment earnings during the year.

any self-employment earnings declined from 1991 to 1997 by 3.5 percent—just over one-third of the 9.4 percent decline in the number of self-employed men.

In 1997, 6.7 percent of the female work force had some self-employment earnings, compared with 9.9 percent of the male work force. In both groups, these shares declined over the 1991-1997 period: 12.0 percent for women and 14.4 percent for men. This may indicate movement to full self-employment and/or sole reliance on other employment.

While published Census data cover only unincorporated self-employment, a recent Advocacy study conducted by Carolyn Loeff & Associates examined various types of self-employment using unpublished BLS data.¹⁰ The study found the number of incorporated self-employed to be about 4 million in 1994. About 23 percent of these were women, who also proved to be the fastest growing segment of self-employment.¹¹

HOME-BASED BUSINESSES

Women own about 36.9 percent of the more than 9 million home-based businesses, according to data from the U.S. Census Bureau's 1992 *Characteristics of Business Owners* (CBO).¹² The CBO survey revealed that more than 60 percent of women-owned businesses were operated in a residence when they were first established, and 58 percent were still operated in the residence in 1992 (Table 10).

Smaller firms were much more likely to have been home-based in the beginning than large firms, as one would expect. Firms that stayed very small were also much more likely to continue to be home-based, while firms with more than five employees most often moved out of the home. Only 29.9 percent of all women-owned firms with employees were home-based when first established; 22.6 percent of women-owned firms with employees still operated from the home in 1992.

¹⁰ Incorporated women-owned firms are considered employees of their own corporations and are not covered by most standard tabulations.

¹¹ For more details, see Chapter 3 of the *State of Small Business: A Report of the President 1996* (Springfield, Va.: National Technical Information Service, 1996).

¹² The *Characteristics of Business Owners* survey, co-sponsored in 1987 and 1992 by the Office of Advocacy and the Minority Business Development Agency in the U.S. Department of Commerce, was conducted in 1982, 1987, and 1992. It is currently unfunded for 1997.

FRANCHISES

Franchising is an attractive option for many women business owners. The *Characteristics of Business Owners* estimates that 3.5 percent of all women-owned businesses are franchises (Chart 7 and Table 10). The franchise share varies dramatically with firm size, from a low of about 3 percent of firms with fewer than five employees to more than 16 percent of firms with 20 to 100 employees. Franchises owned by women are similar to other franchises in this respect.

Private surveys by Women in Franchising, Inc. (1987 and 1990) showed that just under one-third of franchises are at least partially owned by women—about 11 percent solely by women, and another 18 percent jointly by men and women. Women’s share of franchising appears similar to their representation in business ownership overall.

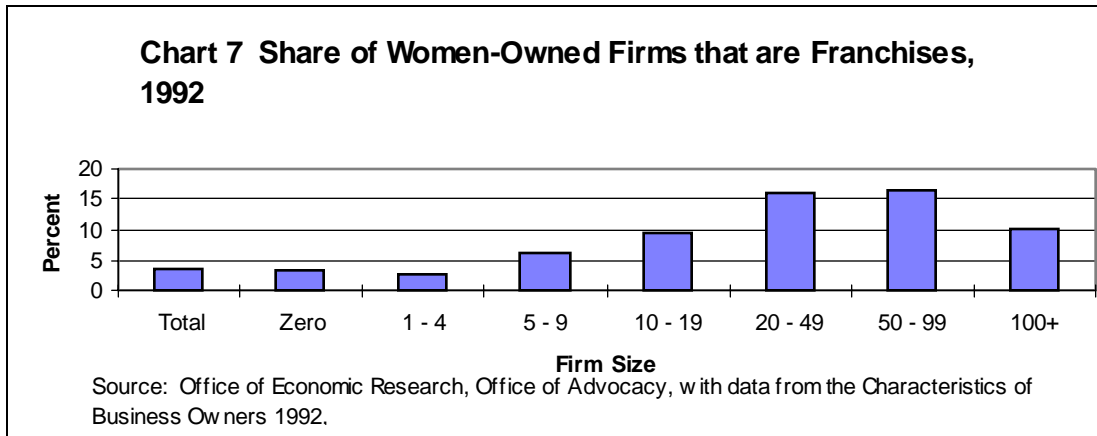
PROCUREMENT

Perhaps the largest disparity between men- and women-owned businesses is illustrated in federal procurement data. Measured by both the number and dollar value of federal contracts, women’s participation in procurement comes up far short of their share of overall economic activity. Women-owned businesses represent about one-third of all businesses in the United States and more than 11 percent of all business receipts, but they received only 1.7 percent of fiscal year 1996 federal prime contract dollars—down slightly from the FY 1995 level (Table 11).¹³

While women’s dollar share of procurement declined in FY 1996, their share of the number of contracts increased, an indication that the relative size of their contracts was smaller, on average. Women’s share of both dollars and contracts remains relatively low. Nevertheless, women-owned businesses have made gains over the last 15 years, with only two years of declining awards.

Women fared better in subcontracting, receiving 3.5 percent of federal procurement subcontracting dollars in FY 1996. Women’s dollar value and share of

¹³The latest available data on women’s share of receipts are for 1992, when women received 11.2 percent of receipts (Table 2). In the same year, they received just 1.3 percent of federal procurement dollars.



subcontracting have been increasing steadily over the years; their share was up almost 17 percent in FY 1996 over the previous year. The Federal Acquisition Streamlining Act of 1994 established a federal government-wide procurement goal of 5 percent from women-owned firms, and clearly, some progress is being made.

A 1994 Survey of Women-Owned Employer Businesses by the Census Bureau found that 15 percent of women-owned firms and 19 percent of firms owned by men had receipts from state and local government work. About 9 percent of women-owned firms and 11 percent of men-owned firms had receipts from federal government work.

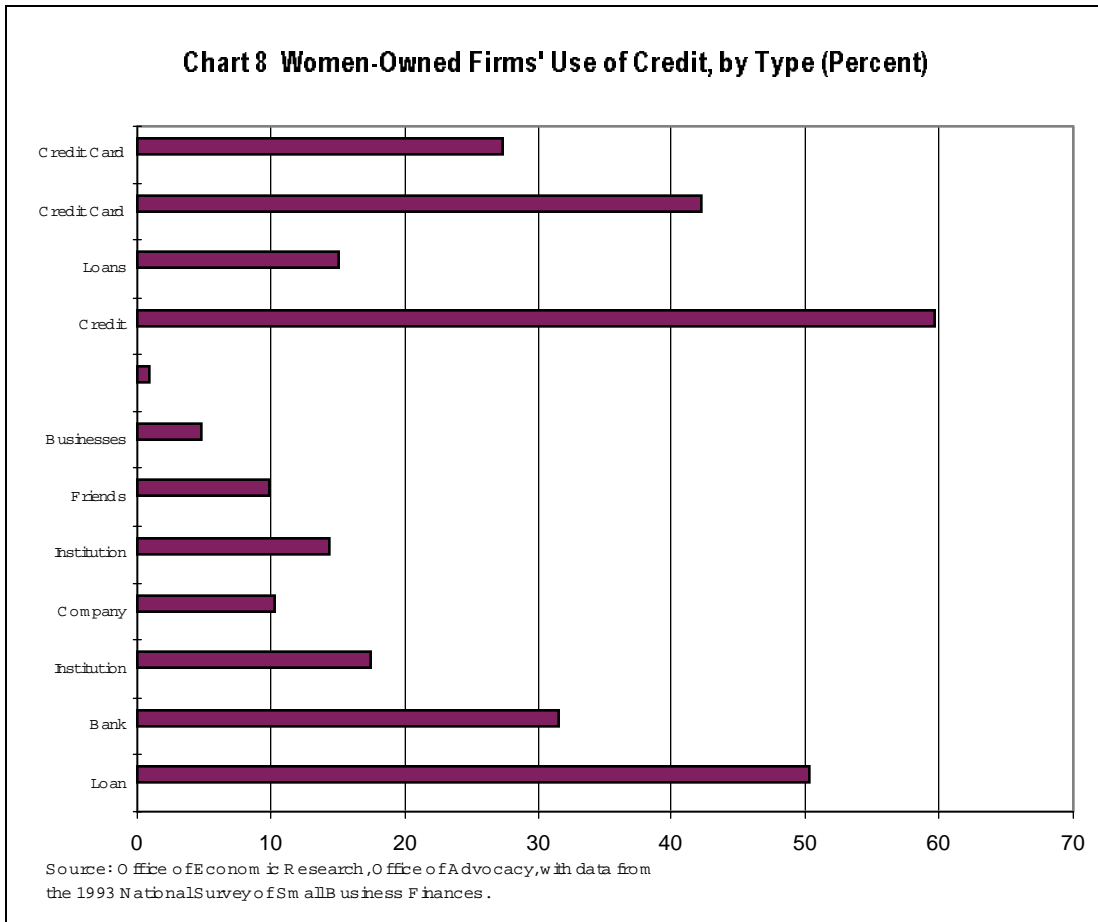
FINANCING WOMEN-OWNED BUSINESSES

The Office of Advocacy, along with the Board of Governors of the Federal Reserve System, in 1993 and 1994 conducted the second national survey of small business finances, which allows a detailed picture of women-owned firms' financing patterns.¹⁴

Nearly three-quarters of all women-owned firms accessed some type of credit in 1993 (Chart 8 and Table 12). One-half of women-owned businesses used traditional loans and 60 percent used nontraditional sources for their credit needs.¹⁵ The types of traditional

¹⁴The first survey was conducted in 1987 and a third will be conducted in 1999. This survey asked business owners with employees about their financing patterns and business characteristics in 1993.

¹⁵Traditional sources include commercial banks, credit unions, finance companies, thrifts, brokerages, leasing, family, friends, government, and other businesses. Nontraditional sources include owner loans, personal credit cards, and business credit cards.



loans used most frequently were vehicle loans (used by 22 percent of women-owned firms), lines of credit (18 percent), and equipment loans (12 percent).

Although commercial banks were the traditional source used most often by women business owners, fewer women used them (32 percent) than businesses overall (37 percent) (Table 13). The 1994 Survey of Women-Owned Employer Businesses found that of firms intending to expand, 45.4 percent of those owned by men planned to use bank loans to partially or fully fund the expansion, compared with just 37 percent of women-owned firms.

Next in importance after traditional commercial bank loans for women's business financing are finance companies and friends and family. Some 10 percent of women-owned firms—a higher-than-average rate—rely on friends and family, and another 10 percent—a slightly lower-than-average rate—obtain financing from finance companies.

More than 35 percent of all women-owned firms used some type of credit card for their businesses. In recent years, this percentage has probably risen slightly.¹⁶ Of firms with more than 100 employees, those owned by women were much more likely than firms overall to use personal credit cards (38 percent and 21 percent, respectively). According to the 1994 Census survey, about 18.5 percent of women-owned firms planned to use credit cards to finance expansions, compared with 15.5 percent of men-owned firms.

Owner loans also seem to be relatively more important for partnerships and corporations owned by women than for those owned by men. The fact that women-owned businesses depend on credit cards, friends and family, and networks to a greater extent than others, could mean that they face some barriers in accessing traditional types of credit. The 1994 Survey of Women-Owned Employer Businesses found that of firms having difficulty obtaining credit, only 25 percent of those owned by women were ultimately successful, compared with 33 percent of men-owned firms. However, various empirical studies have reached different conclusions about women's access to credit.

As a firm grows, so does its reliance on credit. This is as true for women-owned firms as for other businesses. While 57 percent of women-owned firms with no employees used credit in 1993, 99 percent of those with 100 to 499 employees relied on credit (Table 12). Traditional loans are used by one-third of women-owned businesses with no employees and 95 percent of those with 100 to 499 employees. Seven percent of the smallest women-owned firms and 67 percent of the largest used lines of credit. Only 18 percent of women-owned firms with no employees obtain credit from commercial banks, compared with 80 percent of women-owned firms in the largest size class (Table 13).

¹⁶ The Office of Advocacy's *Small Business Lending in the United States, 1997 Edition* (Springfield, Va.: National Technical Information Service, 1998) indicates large gains in the number and percent of loans under \$100,000. Much of this increase seems to be driven by credit card banks. The banking studies may also be found on the Internet at www.sba.gov/advo/lending/bk_hom97.html.

CONCLUSION

Women-owned businesses are rising in importance in the U.S. economy. They account for more than one-third of all businesses, and they are growing at a faster pace than other businesses and the economy as a whole.

The Office of Advocacy used data from various sources to develop this report, but more quality data are needed to support the effort. Understanding the characteristics of women-owned businesses is fundamental to understanding small businesses. More research on the economic implications of this booming business sector can lead to public policies that encourage the growth of both women-owned and other small businesses. Identifying barriers to women-owned firms' startup and growth may help policymakers avoid policies that undermine the development of women-owned and other new businesses.

Congress created the Office of Advocacy in 1976 to protect, strengthen and effectively represent the nation's small businesses within the federal government. That mandate necessarily includes the study of women-owned businesses. Advocacy will continue to conduct research on issues of concern to small businesses, including women-owned businesses, and publish data on business characteristics and contributions.

APPENDIX TABLES

Table 1: Women-Owned Businesses: Number of Firms, Receipts, and Employment, 1982, 1987, 1992, and 1997

Table 2: Number and Receipts of Women-Owned Businesses by Legal Form of Organization, 1987 and 1992

Table 3: Number and Receipts of Women-Owned Businesses by Industry, 1982, 1987, and 1992

Table 4: Distribution of Firms by Gender, Industry, and Firm Size, 1992

Table 5: Women-Owned Firms by State, 1987 and 1992

Table 6: Women-Owned Nonfarm Sole Proprietorships, 1980, 1990-2000

Table 7: Primary Self-Employment by Gender, 1983-2005

Table 8: Women's Primary Self- Employment by State, 1997

Table 9: Gender of the Self- Employed, 1991-1997

Table 10: Home-Based and Franchised Firms, 1992

Table 11: Federal Procurement from Women-Owned Businesses, Fiscal Years 1993-1997

Table 12: Small Women-Owned Firms' Use of Credit by Type, 1993

Table 13: Small Women-Owned Firms' Use of Credit by Supplier, 1993

Table 1: Women-Owned Businesses: Number of Firms, Receipts, and Employment, 1982, 1987, 1992, and 1997

All Women-Owned Businesses	1982	1987	1992	1997 ²	Percent Change ³	
					1982-1997	1987-1997
Number of Businesses						
Total	2,842,359	4,476,616	6,406,715	8,472,881	198.1	89.3
C Corporations ¹	229,738	361,829	517,832	684,833		
Sole Proprietorships, Partnerships, & S Corporations	2,612,621	4,114,787	5,888,883	7,788,048		
Receipts of Businesses (Nominal Receipts in Thousands of Dollars)						
Total	240,814,771	681,439,984	1,574,090,352	3,050,272,284	637.9	208.7
C Corporations ¹	142,523,258	403,301,867	931,606,000	1,805,266,107		
Sole Proprietorships, Partnerships, & S Corporations	98,291,513	278,138,117	642,484,352	1,245,006,177		
Women-Owned Businesses With Employees						
Number of Businesses (Includes C Corporations)	474,275	940,749	1,244,454	1,376,366	190.2	46.3
Receipts of Businesses (Nominal Receipts in Thousands of Dollars)	175,003,870	599,900,314	1,474,067,116	2,763,241,994	829.9	221.1
Number of Employees (Includes C Corporations)	2,863,659	6,559,213	13,217,066	23,769,175	730.0	262.4

¹ C corporations were estimated for 1982 and 1987 using 1992 ratios

² 1997 projections assume similar growth patterns for 1992-1997 as experienced between 1982-1992.

³ Growth rates for receipts are calculated using constant 1992 dollars; they are real growth rates, adjusted for inflation.

Source: Office of Advocacy, U.S. Small Business Administration, based upon data published by the U.S. Department of Commerce, Bureau of the Census *1992 Survey of Women-Owned Businesses*

Table 2: Number and Receipts of Women-Owned Businesses by Legal Form of Organization, 1987 and 1992

Legal Form of Organization	1987			1992			Percent Change 1987-1992	
	Total	Women-Owned	Women-Owned as a Percent of Total	Total	Women-Owned	Women-Owned as a Percent of Total	All	Women
Number of Businesses								
Total	13,695,480	4,114,787	30.0	17,253,143	5,888,883	34.1	26.0	43.1
Sole Proprietorships	12,123,747	3,722,544	30.7	14,599,295	5,078,077	34.8	20.4	36.4
Partnerships	660,034	155,760	23.6	1,089,578	243,651	22.4	65.1	56.4
Subchapter S corporations	911,699	236,483	25.9	1,564,270	567,155	36.3	71.6	139.8
Total Receipts (Millions of 1992 Dollars)								
Total	2,400,492	334,703	13.9	3,324,199	642,485	19.3	38.5	92.0
Sole Proprietorships	729,415	202,462	27.8	721,565	121,883	16.9	-1.1	-39.8
Partnerships	378,077	35,217	9.3	664,927	88,297	13.3	75.9	150.7
Subchapter S corporations	1,293,000	97,024	7.5	1,937,707	432,305	22.3	49.9	345.6
C Corporations								
Number	NA	NA	NA	2,033,369	517,832	25.5	NA	NA
Receipts	NA	NA	NA	10,747,083	931,606	8.7	NA	NA
Total								
Number	NA	NA	NA	19,286,512	6,404,715	33.2	NA	NA
Receipts	NA	NA	NA	14,071,282	1,574,091	11.2	NA	NA

Notes: The survey excluded business tax returns with less than \$500 in business receipts. NA=Not Available.

Source: Office of Advocacy, U.S Small Business Administration, based on data from the U.S. Department of Commerce, Bureau of the Census, *Characteristics of Business Owners*, 1992.

Table 3: Number and Receipts of Women-Owned Businesses by Industry, 1982, 1987, and 1992

	1982		1987		1992		Percent Change			
	Number	Percent	Number	Percent	Number	Percent	1982-1992	1982-1987	1987-1992	
Number of Businesses										
Total	2,612,621	100	4,114,787	100	5,888,883	100	125.4	57.5	43.1	
Agricultural Services/Forestry/Fishing	19,497	0.8	47,979	1.2	82,526	1.4	323.3	146.1	72.0	
Mining	19,832	0.8	26,420	0.6	37,205	0.6	87.6	33.2	40.8	
Construction	58,991	2.3	94,308	2.3	183,695	3.1	211.4	59.9	94.8	
Manufacturing	44,909	1.7	93,960	2.3	152,346	2.6	239.2	109.2	62.1	
Transportation/Communications/Public Utilities	38,944	1.5	79,768	1.9	141,623	2.4	263.7	104.8	77.5	
Wholesale Trade	32,059	1.2	82,513	2	154,542	2.6	382.1	157.4	87.3	
Retail Trade	631,309	24.2	798,692	19.4	1,093,342	18.6	73.2	26.5	36.9	
Finance/Insurance/Real Estate	246,403	9.4	437,360	10.6	602,802	10.2	144.6	77.5	37.8	
Services	1,284,837	49.2	2,269,028	55.2	3,158,444	53.7	145.8	76.6	39.2	
Industry Unknown	235,840	9.0	184,759	4.5	282,358	4.8	19.7	-21.7	52.8	
Total Receipts (in 1992 \$millions)										
Total	140,016,400	100	334,702,909	100	642,484,352	100	222.1	101.9	59.5	
Agricultural Services/Forestry/Fishing	976,821	0.7	2,325,894	0.7	4,987,572	0.8	258.4	101.1	78.2	
Mining	3,163,739	2.3	2,327,102	0.7	6,905,374	1.1	53.2	-37.9	146.6	
Construction	6,502,726	4.6	24,430,955	7.3	45,978,168	7.2	396.4	217.4	56.4	
Manufacturing	7,553,956	5.4	37,201,070	11.1	90,634,753	14.1	742.3	316.0	102.5	
Transportation/Communications/Public Utilities	4,599,605	3.3	13,160,383	3.9	25,822,193	4.0	294.1	141.7	63.1	
Wholesale Trade	13,090,490	9.3	51,509,697	15.4	124,847,093	19.4	569.5	232.4	101.4	
Retail Trade	51,084,658	36.5	102,788,839	30.7	155,852,751	24.3	114.2	70.0	26.0	
Finance/Insurance/Real Estate	9,073,977	6.5	21,460,171	6.4	51,748,279	8.1	300.3	99.8	100.4	
Services	37,432,694	26.7	73,554,067	22.0	130,745,314	20.3	145.2	66.0	47.7	
Industry Unknown	6,537,734	4.7	5,944,730	1.8	4,962,855	0.8	-46.7	-23.2	-30.6	

Notes: The survey excluded non-S corporations (often large companies), and business tax returns with less than \$500 in business receipts.

Source: Office of Advocacy, U.S. Small Business Administration, based on data from the U.S. Department of Commerce, Bureau of the Census, *Survey of Women-Owned Businesses, 1987 and 1992*.

Table 4: Distribution of Firms by Gender, Industry, and Firm Size, 1992

		Number of Firms	Number of Firms	All	Women as a Percentage of		
		Without Paid	With Paid	Firms	All Firms Without	All Firms With	All
		Employees	Employees		Paid Employees	Paid Employees	Firms
Women							
Industry	Total	5,071,110	817,774	5,888,883	35.9	26.1	34.1
	Services	2,851,001	307,443	3,158,444	42.8	27.5	40.6
	Retail Trade	848,854	244,488	1,093,342	48.3	33.9	44.1
	Other	1,371,255	265,843	1,637,097	24.1	20.5	23.4
					0.0	0.0	0.0
Firm Size	Total	5,071,110	817,774	5,888,884	35.9	26.1	26.1
	No employees	5,071,110	127,905	5,199,015	35.9	29.3	29.3
	1-4	-	435,550	435,550	-	25.4	25.4
	5-9	-	134,476	134,476	-	26.7	26.7
	10-19	-	67,487	67,487	-	26.4	26.4
	20-49	-	35,515	35,515	-	24.5	24.5
	50-99	-	10,178	10,178	-	22.5	22.5
	100+	-	6,663	6,663	-	20.2	20.2
All							
Industry	Total	14,118,184	3,134,959	17,253,143	-	-	-
	Services	6,667,964	1,116,052	7,784,016	-	-	-
	Retail Trade	1,757,242	720,803	2,478,045	-	-	-
	Other	5,692,978	1,298,104	6,991,082	-	-	-
Firm Size	Total	14,118,184	3,134,959	17,253,143	-	-	-
	No employees	14,118,184	435,838	14,554,022	-	-	-
	1-4	-	1,716,076	1,716,076	-	-	-
	5-9	-	503,808	503,808	-	-	-
	10-19	-	256,110	256,110	-	-	-
	20-49	-	144,734	144,734	-	-	-
	50-99	-	45,331	45,331	-	-	-
	100+	-	33,062	33,062	-	-	-

Notes: The survey excluded non-S corporations (often large companies), and business tax returns with less than \$500 in business receipts.

Source: U.S. Small Business Administration, Office of Advocacy, based on data from the U.S. Department of Commerce, Bureau of the Census, *Characteristics of Business Owners*, 1992.

Table 5: Women-Owned Firms by State, 1987 and 1992

	Women-Owned Firms				All Firms			
	1987	1992	Percent Change	Rank	1987	1992	Percent Change	Rank
United States	4,114,787	5,888,883	43.1		13,695,480	17,253,143	26.0	
Alabama	48,018	71,466	48.8	15	178,119	227,119	27.5	22
Alaska	19,380	13,976	-27.9	51	48,784	58,898	20.7	40
Arizona	60,567	93,300	54.0	6	191,908	248,337	29.4	15
Arkansas	35,469	50,440	42.2	25	134,766	159,820	18.6	45
California	559,821	801,487	43.2	23	1,809,252	2,259,327	24.9	26
Colorado	89,411	121,659	36.1	38	262,597	323,147	23.1	31
Connecticut	60,924	79,931	31.2	47	196,537	237,705	20.9	37
Delaware	9,727	14,904	53.2	7	30,976	42,228	36.3	3
District of Columbia	10,987	14,599	32.9	44	29,244	35,344	20.9	38
Florida	221,361	352,048	59.0	4	735,810	1,000,542	36.0	4
Georgia	88,050	143,045	62.5	2	305,382	425,118	39.2	2
Hawaii	21,696	29,743	37.1	36	60,928	79,050	29.7	13
Idaho	18,973	29,946	57.8	5	68,006	88,712	30.4	10
Illinois	177,057	250,613	41.5	26	573,973	726,974	26.7	24
Indiana	89,949	125,411	39.4	30	294,570	364,253	23.7	30
Iowa	53,592	71,040	32.6	45	169,593	191,262	12.8	50
Kansas	53,505	66,429	24.2	49	293,131	348,978	19.1	43
Kentucky	53,454	74,280	39.0	32	193,806	236,525	22.0	35
Louisiana	55,852	76,849	37.6	35	204,723	236,589	15.6	48
Maine	23,922	35,260	47.4	17	88,208	109,360	24.0	29
Maryland	81,891	121,777	48.7	16	244,071	328,403	34.6	5
Massachusetts	111,376	147,572	32.5	46	356,780	442,848	24.1	28
Michigan	133,958	193,820	44.7	21	426,656	551,091	29.2	16
Minnesota	88,137	124,143	40.9	28	280,249	358,921	28.1	20
Mississippi	28,976	40,879	41.1	27	112,245	135,497	20.7	41
Missouri	87,658	117,885	34.5	43	174,121	206,840	18.8	44
Montana	17,747	25,310	42.6	24	63,623	75,331	18.4	46
Nebraska	32,285	43,637	35.2	42	102,811	124,212	20.8	39
Nevada	18,831	32,430	72.2	1	59,784	87,786	46.8	1
New Hampshire	22,713	31,492	38.7	34	79,771	97,772	22.6	32
New Jersey	117,373	164,798	40.4	29	406,792	517,204	27.1	23
New Mexico	25,397	40,636	60.0	3	82,253	107,377	30.5	9
New York	284,912	395,944	39.0	31	930,669	1,159,700	24.6	27
North Carolina	93,532	142,516	52.4	10	329,373	439,301	33.4	6
North Dakota	12,689	15,355	21.0	50	42,717	48,368	13.2	49
Ohio	154,084	224,693	45.8	20	521,123	666,183	27.8	21
Oklahoma	63,690	82,894	30.2	48	223,676	246,936	10.4	51
Oregon	58,941	87,970	49.3	14	185,151	238,967	29.1	17
Pennsylvania	167,362	227,500	35.9	39	595,653	728,063	22.2	34
Rhode Island	14,517	21,353	47.1	18	52,780	67,641	28.2	19
South Carolina	42,604	64,812	52.1	11	149,190	197,330	32.3	7
South Dakota	13,374	18,215	36.2	37	47,829	57,084	19.4	42
Tennessee	67,448	101,134	49.9	13	251,255	325,371	29.5	14
Texas	298,138	414,179	38.9	33	1,025,617	1,256,121	22.5	33
Utah	29,810	45,626	53.1	8	100,186	129,202	29.0	18
Vermont	13,802	21,033	52.4	9	45,243	58,924	30.2	12
Virginia	94,416	138,494	46.7	19	297,541	391,451	31.6	8
Washington	90,285	136,337	51.0	12	286,224	372,975	30.3	11
West Virginia	22,549	30,644	35.9	40	78,026	94,912	21.6	36
Wisconsin	69,185	99,357	43.6	22	239,185	300,348	25.6	25
Wyoming	10,796	14,617	35.4	41	34,573	40,696	17.7	47

Note: The survey excluded non-S corporations and business tax returns with less than \$500 in business receipts per year.

Source: Office of Advocacy, U.S. Small Business Administration, based upon data published by the U.S. Department of Commerce, Bureau of the Census, *1992 Survey of Women-Owned Businesses*

Table 6: Women-Owned Nonfarm Sole Proprietorships, 1980, 1990-2000

	Number of Businesses			Receipts (Thousands of 1992 Dollars)			Average Receipts	
	Women-Owned	All	Women's Share	Women-Owned	All	Women's Share	Women-Owned	All
1980	2,535,240	9,730,019	26.06	60,226,109	680,804,161	8.85	23,756	69,969
1989	4,977,143	15,920,963	31.26	99,257,386	772,364,479	12.85	19,943	48,512
1991	5,548,514	16,957,636	32.72	108,459,185	738,336,288	14.69	19,547	43,540
1992	5,698,415	17,292,286	32.95	106,060,210	737,082,032	14.39	18,612	42,625
1993	5,851,514	17,714,120	33.03	108,756,108	738,026,756	14.74	18,586	41,663
1994	6,046,617	18,108,776	33.39	110,840,710	752,980,971	14.72	18,331	41,581
1995	6,135,898	18,391,237	33.36	113,472,337	750,337,954	15.12	18,493	40,799
1996*	6,397,581	18,881,927	33.88	112,018,658	735,448,475	15.23	17,510	38,950
1997*	6,582,489	19,281,645	34.14	113,248,267	731,107,363	15.49	17,204	37,917
1998*	6,767,398	19,681,362	34.38	114,477,877	726,766,251	15.75	16,916	36,927
1999*	6,952,306	20,081,080	34.62	115,707,487	722,425,139	16.02	16,643	35,975
2000*	7,137,214	20,480,797	34.85	116,937,096	718,084,027	16.28	16,384	35,061

	Percent Change			Percent Change			Percent Change	
	1980-1995	1990-1995	1990-2000*	1980-1995	1990-1995	1990-2000*	1990-2000: Average Receipts	
Women	142.0	14.7	33.5	88.4	0.5	3.6	Women	-22.4
All	89.0	10.8	23.4	10.2	-3.9	-8.0	All	-25.5
Share	28.0	3.5	8.2	71.0	4.5	12.6		

*Note: 1996-2005 are projections by the Office of Economic Research, Office of Advocacy, U.S. Small Business Administration.

Source: Office of Advocacy, U.S. Small Business Administration, with data from the U.S. Department of Treasury, Internal Revenue Service, 1996

Table 7: Primary Self Employment by Gender, 1983-2005 (Thousands)

Year	All			Nonagriculture		
	Male	Female	Total	Male	Female	Total
1983	6,494	2,649	9,143	5,136	2,439	7,575
1984	6,568	2,770	9,338	5,219	2,566	7,785
1985	6,452	2,817	9,269	5,207	2,603	7,810
1986	6,498	2,829	9,327	5,271	2,610	7,881
1987	6,617	3,007	9,624	5,423	2,778	8,201
1988	6,738	3,179	9,917	5,564	2,955	8,519
1989	6,729	3,279	10,008	5,562	3,043	8,605
1990	6,749	3,349	10,098	5,597	3,122	8,719
1991	6,886	3,388	10,274	5,700	3,150	8,850
1992	6,777	3,184	9,961	5,613	2,963	8,576
1993	7,011	3,269	10,280	5,894	3,065	8,959
1994	6,756	3,891	10,647	5,560	3,443	9,003
1995	6,599	3,883	10,482	5,461	3,440	8,901
1996	6,590	3,900	10,490	5,465	3,506	8,971
1997	6,590	3,923	10,513	5,506	3,550	9,056
1998	6,784	4,036	10,820	5,711	3,642	9,353
1999	6,798	4,129	10,928	5,740	3,720	9,460
2000	6,813	4,223	11,036	5,769	3,798	9,568
2001	6,827	4,316	11,143	5,798	3,877	9,675
2002	6,841	4,410	11,251	5,827	3,955	9,782
2003	6,855	4,503	11,359	5,857	4,033	9,890
2004	6,870	4,597	11,467	5,886	4,111	9,997
2005	6,884	4,690	11,574	5,915	4,190	10,104
	Percentage Changes					
1983-1997	1.5	48.1	15.0	7.2	45.6	19.6
1983-2005	6.0	77.1	26.6	15.2	71.8	33.4
1990-2000	0.9	26.1	9.3	3.1	21.7	9.7

Note: Includes only those with self employment as their primary employment

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the Bureau of Labor Statistics.

1998-2005 Projections by the Office of Economic Research, Office of Advocacy.

Table 8: Women's Primary Self-Employment by State, 1997 (Thousands)

	All Industries		Women as a Percent of Total	State Ranking of Women's Share
	Women	All		
United States	3,923	10,513	37.3	
Alabama	51	167	30.5	50
Alaska	13	35	37.1	29
Arizona	76	164	46.3	1
Arkansas	43	115	37.4	28
California	576	1,587	36.3	32
Colorado	84	184	45.7	2
Connecticut	34	108	31.5	49
Delaware	8	19	42.1	8
District of Columbia	6	14	42.9	5
Florida	156	458	34.1	44
Georgia	83	241	34.4	40
Hawaii	26	59	44.1	3
Idaho	27	68	39.7	15
Illinois	148	383	38.6	22
Indiana	66	183	36.1	33
Iowa	57	173	32.9	45
Kansas	54	134	40.3	14
Kentucky	56	136	41.2	12
Louisiana	53	149	35.6	37
Maine	26	71	36.6	31
Maryland	74	190	38.9	18
Massachusetts	90	221	40.7	13
Michigan	119	287	41.5	10
Minnesota	104	265	39.2	17
Mississippi	31	91	34.1	43
Missouri	102	246	41.5	11
Montana	26	67	38.8	21
Nebraska	41	109	37.6	25
Nevada	21	56	37.5	26
New Hampshire	23	61	37.7	24
New Jersey	71	192	37.0	30
New Mexico	36	86	41.9	9
New York	187	521	35.9	34
North Carolina	89	277	32.1	47
North Dakota	17	52	32.7	46
Ohio	143	361	39.6	16
Oklahoma	55	161	34.2	41
Oregon	74	175	42.3	7
Pennsylvania	150	440	34.1	42
Rhode Island	7	25	28.0	51
South Carolina	39	109	35.8	36
South Dakota	19	53	35.8	35
Tennessee	85	268	31.7	48
Texas	328	845	38.8	20
Utah	28	80	35.0	39
Vermont	15	40	37.5	27
Virginia	75	196	38.3	23
Washington	115	269	42.8	6
West Virginia	21	54	38.9	19
Wisconsin	82	232	35.3	38
Wyoming	13	30	43.3	4

Note: Includes women aged 16 and older. These data represent women who reported their primary occupation as "self-employed."

Source: Office of Economic Research, Office of Advocacy, U.S. SBA, with data from Current Population Survey, U.S. Department of Labor, Bureau of Labor Statistics.

Table 9: Gender of the Self-Employed, 1991-1997

	1991		1992		1993		1994		1995		1996		1997		Percent change 1991-1997
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	
Total Self-Employed	12,379,419	100.0	12,701,563	100.0	12,313,766	100.0	12,908,189	100.0	11,603,584	100.0	11,303,095	100.0	11,477,120	100.0	-7.3
Percent of Labor Force	9.8		9.9		9.5		9.8		8.8		8.4		8.4		
Female Self-Employed	4,406,835	35.6	4,445,346	35.0	4,572,388	37.1	4,949,179	38.3	4,406,421	38.0	4,226,242	37.4	4,251,717	37.0	-3.5
Percent of Female Labor Force	7.7		7.6		7.8		8.2		7.2		6.8		6.7		-12.0
Male Self-Employed	7,972,584	64.9	8,256,217	65.0	7,741,378	62.9	7,959,010	61.7	7,197,163	62.0	7,076,853	62.6	7,225,403	63.0	-9.4
Percent of Male Labor Force	11.5		11.8		11.0		11.2		10.1		9.8		9.9		-14.4

Notes: Represents individuals with any self-employment earnings in the year. Labor force numbers are annual averages.

Source: Office of Advocacy, U.S. Small Business Administration, from data provided by the U.S. Department of Commerce, Bureau of the Census, March Current Population Surveys.

Table 10: Home-Based and Franchised Firms, 1992 (Percent of Women-Owned Firms)

	Business Operated in a Residence		Franchised Firms
	When First Established	In 1992	
Total	61.0	58.2	3.5
Employer Size			
Zero	66.1	64.1	3.2
1 - 4	31.1	25.2	2.7
5 - 9	20.5	8.9	6.1
10 - 19	18.4	7.1	9.4
20 - 49	14.2	3.7	16.2
50 - 99	20.2	4.5	16.3
100+	11.1	0.1	10.3
Industry	60.9	58.2	3.5
Agricultural Services, Forestry, Fisheries, Mining	62.2	58.2	3.4
Construction	78.9	73.1	0.9
Manufacturing	63.1	60.4	2.1
Transportation, Communications, Utilities	55.3	51.2	3.6
Wholesale Trade	65.7	60.3	3.4
Retail Trade	57.7	54.6	6.9
Finance, Insurance, Real Estate	39.7	37.3	8.2
Services	65.0	62.9	1.5
Not Classified	60.3	57.3	4.1

Notes: About 3 percent of the employer size category of 0 are firms that reported payroll but no employees. Survey excluded non-S corporations (often large businesses), and business tax returns with less than \$500 in business receipts during the year. Includes allocations for nonresponding owners.

Source: Office of Advocacy, U.S. Small Business Administration from data provided by the U.S. Department of Commerce, Bureau of the Census, *Characteristics of Business Owners, 1992*.

Table 11: Federal Procurement from Women-Owned Businesses, Fiscal Years 1993-1997

	FY93		FY94		FY95		FY96		FY97	
	Billions of Dollars	Percent	Billions of Dollars	Percent	Billions of Dollars	Percent	Billions of Dollars	Percent	Billions of Dollars	Percent
Prime Contract Dollars	200.4	1.0	196.4	100.0	202.3	100.0	197.5	100.0	189.9	100.0
Small Business	39.2	0.2	39.6	20.2	42.9	21.25	41.1	20.8	40.0	21.1
Women-Owned Small Business	2.7	0.0	3.1	1.6	3.6	1.8	3.4	1.7	3.3	1.7
Total Subcontracting Dollars	55.8	1.0	57.5	100.0	56.9	100.0	61.2	100.0	NA	NA
Small Business	20.8	0.4	22.0	38.3	23.8	41.9	25.3	41.4	NA	NA
Women-Owned Small Business	1.4	0.0	1.5	2.5	1.7	3.0	2.1	3.5	NA	NA

Note: NA=Not Available.

Table 12, Small Women-Owned Firms' Use of Credit by Type, 1993 (Percent of Small Women-Owned Firms)

Category	Loan Type											
	Any Credit	Any Traditional Loan	Line of Credit	Mortgage	Vehicle	Equipment	Lease	Other	Any Non-traditional Loan	Owner Loan	Personal Credit Card	Business Credit Card
Any Firm	73.6	50.3	18.5	7.0	21.8	11.7	7.0	12.3	59.7	15.2	42.2	27.3
<i>Number of Employees</i>												
0	57.2	30.8	7.0	4.9	11.2	6.0	3.3	7.8	48.3	1.1	41.2	14.5
1-4	75.6	48.2	18.3	8.1	17.8	10.7	5.7	13.7	62.5	17.5	45.8	27.8
5 - 9	85.8	70.2	30.0	4.9	37.6	17.5	7.8	11.5	70.2	28.8	42.6	39.7
10 - 19	87.9	79.3	25.1	12.5	43.3	16.2	20.8	20.5	59.1	15.9	29.5	37.3
20 - 99	93.5	81.3	43.4	4.4	43.7	36.1	18.8	16.1	67.4	32.6	27.2	47.0
100 - 499	98.6	94.5	67.3	28.4	30.1	34.7	28.6	12.4	78.6	40.2	38.2	43.2
<i>Total Sales (Dollars)</i>												
Less than 25,000	64.4	37.6	11.4	4.4	13.1	9.1	3.2	6.6	51.7	10.5	41.9	17.6
25,000 - 49,999	76.9	51.7	7.3	12.3	23.7	10.1	4.6	11.2	63.0	7.9	53.7	22.8
50,000 - 99,999	71.4	42.7	13.6	7.2	17.2	9.8	6.5	16.0	60.9	12.9	43.4	32.1
100,000 - 249,999	72.7	53.6	20.0	12.3	21.3	13.7	8.2	13.2	61.4	18.6	44.1	29.6
250,000 - 499,999	83.0	64.5	26.0	2.1	34.8	13.0	10.2	18.6	63.5	17.7	34.3	33.7
500,000 - 999,999	87.6	69.9	34.4	6.7	37.4	16.5	10.9	16.1	73.0	23.2	45.4	38.4
1,000,000 - 2,499,999	88.6	58.4	34.5	3.3	25.3	4.4	11.4	11.2	70.6	23.9	40.1	48.4
2,500,000 - 4,999,999	94.5	83.0	46.1	4.3	53.4	29.3	26.3	27.4	66.4	28.8	15.2	40.4
5,000,000 - 9,999,999	99.3	82.5	66.7	8.1	51.5	31.2	17.0	25.5	86.5	55.8	34.5	67.7
10,000,000 or more	98.1	98.1	60.2	4.9	16.6	48.3	20.3	42.9	47.5	28.9	12.0	25.0
<i>Standard Industrial Classification</i>												
Mining and Construction	84.3	70.1	38.2	7.2	47.6	10.4	2.9	18.6	64.3	20.4	42.5	35.2
Manufacturing	72.6	52.9	21.6	2.8	23.1	24.7	14.5	10.3	58.3	24.6	40.0	33.2
Transportation	80.0	59.7	29.1	8.5	17.8	19.2	16.7	9.8	57.9	20.9	39.1	23.0
Wholesale Trade	77.3	45.5	30.3	4.1	24.9	7.7	13.1	11.4	66.2	24.5	31.2	41.4
Retail Trade	70.8	50.7	21.2	7.7	19.8	5.9	5.7	15.4	58.8	17.9	42.9	22.0
Finance, Insurance and Real Estate	83.7	62.3	15.5	13.8	16.4	25.4	7.6	13.3	61.4	15.7	50.4	21.4
Services	71.8	45.6	11.3	6.7	19.5	12.3	5.6	9.9	58.8	9.6	43.1	27.4

Note: Owner loans are included for partnerships and corporations only.

Source: Prepared by the Office of Economic Research, Office of Advocacy, U.S. Small Business Administration with data from the 1993 National Survey of Small Business Finances (Sponsored by the S.B.A. and Federal Reserve Board).

Table 13: Small Women-Owned Firms' Use of Credit by Supplier, 1993 (Percent of Small Women-Owned Firms)

Category	Lender												
	Any		Depository Institutions		Non-depository Institutions		Non-financial Institutions			Any		Any	
	Any Credit	Traditional Loan	Any Depository Institution	Commercial Bank	Any Non-depository Institution	Finance Company	Any Non-financial Institution	Family and Friends	Other Businesses	Any Non-traditional Credit	Owner Loans	Personal Credit Card	Business Credit Card
Any Firm	73.6	50.3	34.8	31.5	17.6	10.3	14.3	9.8	4.8	59.7	15.2	42.2	27.3
<i>Number of Employees</i>													
0	57.2	30.8	20.2	18.3	7.6	3.9	7.1	4.7	2.9	48.3	1.1	41.2	14.5
1-4	75.6	48.2	32.3	29.2	18.1	8.9	15.0	11.5	4.2	62.5	17.5	45.8	27.8
5 - 9	85.8	70.2	54.9	47.2	22.1	17.5	17.5	12.8	4.5	70.2	28.8	42.6	39.7
10 - 19	87.9	79.3	47.9	46.1	31.9	21.0	28.1	15.0	13.1	59.1	15.9	29.5	37.3
20 - 99	93.5	81.3	65.1	63.5	41.8	25.3	21.7	4.5	13.2	67.4	32.6	27.2	47.0
100 - 499	98.6	94.5	82.8	80.0	31.7	17.0	13.6	10.8	3.5	78.6	40.2	38.2	43.2
<i>Total Sales (Dollars)</i>													
Less than 25,000	64.4	37.6	25.5	23.6	11.7	6.6	7.1	3.7	3.2	51.7	10.5	41.9	17.6
25,000 - 49,999	76.9	51.7	28.5	20.9	20.5	11.0	17.1	15.0	3.6	63.0	7.9	53.7	22.8
50,000 - 99,999	71.4	42.7	27.9	24.4	12.4	7.9	17.6	12.4	3.3	60.9	12.9	43.4	32.1
100,000 - 249,999	72.7	53.6	39.1	36.7	17.7	8.5	17.0	14.7	5.6	61.4	18.6	44.1	29.6
250,000 - 499,999	83.0	64.5	43.7	37.1	27.7	16.1	19.5	12.4	5.5	63.5	17.7	34.3	33.7
500,000 - 999,999	87.6	69.9	53.2	50.9	19.8	16.3	20.9	11.9	9.0	73.0	23.2	45.4	38.4
1,000,000 - 2,499,999	88.6	58.4	43.6	39.2	21.6	13.4	10.1	8.1	1.6	70.6	23.9	40.1	48.4
2,500,000 - 4,999,999	94.5	83.0	59.1	57.3	45.9	29.9	38.6	14.0	18.6	66.4	28.8	15.2	40.4
5,000,000 - 9,999,999	99.3	82.5	75.4	74.1	44.4	34.6	7.7	2.2	4.7	86.5	55.8	34.5	67.7
10,000,000 or more	98.1	98.1	84.5	84.5	37.3	23.2	40.1	11.6	29.0	47.5	28.9	12.0	25.0
<i>Standard Industrial Classification</i>													
Mining and Construction	84.3	70.1	60.3	50.4	25.5	20.6	16.7	14.6	2.6	64.3	20.4	42.5	35.2
Manufacturing	72.6	52.9	32.3	30.2	32.1	18.0	19.3	6.6	10.7	58.3	24.6	40.0	33.2
Transportation	80.0	59.7	44.7	43.7	26.4	17.3	20.3	9.4	10.7	57.9	20.9	39.1	23.0
Wholesale Trade	77.3	45.5	32.0	29.5	20.6	14.8	13.6	4.3	7.4	66.2	24.5	31.2	41.4
Retail Trade	70.8	50.7	38.1	35.1	10.7	6.9	11.4	9.8	2.9	58.8	17.9	42.9	22.0
Finance, Insurance and Real Estate	83.7	62.3	42.0	35.9	30.0	3.8	21.3	15.8	6.5	61.4	15.7	50.4	21.4
Services	71.8	45.6	28.4	25.7	16.1	9.2	14.0	9.8	4.5	58.8	9.6	43.1	27.4

Note: Owner loans are included for partnerships and corporations only.

Source: Office of Economic Research, Office of Advocacy, U.S. Small Business Administration with data from the 1993 National Survey of Small Business Finances.