



Briefing Paper

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Women-Owned Businesses Have Increased in Number, but Still Face Obstacles to Growth

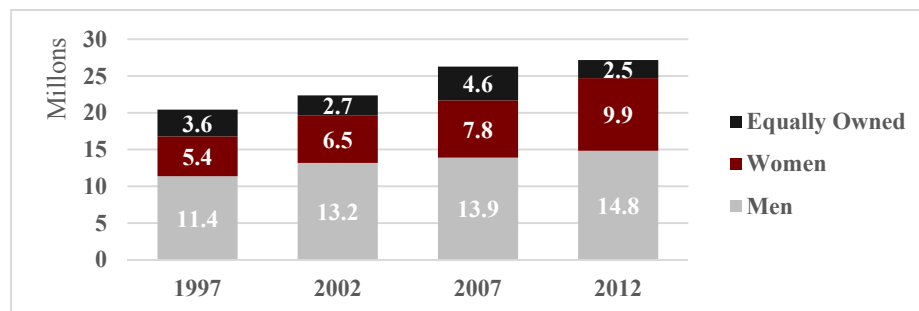
Women have made considerable progress in increasing their representation among business owners in recent years. The number of women-owned businesses increased in almost every industry between 2002 and 2012, at rates higher than those of men-owned businesses. This growth contributed to an overall increase in the share of businesses that were women-owned, and was largely driven by women of color.

Drawing on the most recent publicly available data, from 2012¹, this briefing paper reviews trends in business ownership since 1997, analyzes the demographic characteristics of business owners by race, ethnicity and gender, highlights differences in women’s business ownership by state, and provides data on gender differences in business sector, revenue, and access to finance.

The Growth in Women’s Business Ownership Far Outpaced Men’s

In 1997, there were 5.4 million women-owned businesses in operation, making up just 26.5 percent of all businesses. Fifteen years later, by 2012, the number of women-owned businesses had nearly doubled to 9.9 million, a growth rate of 82.4 percent. Over that same time period, the number of men-owned businesses grew by just 30.4 percent from 11.4 million to 14.8 million. As a result of the larger relative growth in the number of women-owned businesses, by 2012 the share of women-owned businesses increased by nearly ten percentage points to 36 percent of all businesses in the United States (Figure 1).

Figure 1. Number of Women- and Men-Owned Businesses, 1997-2012



Source: IWPR analysis of the U.S. Census Bureau’s 1997, 2002, 2007, and 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Tables SB0200A1, SB0700CSA01, and SB1200CSA01.

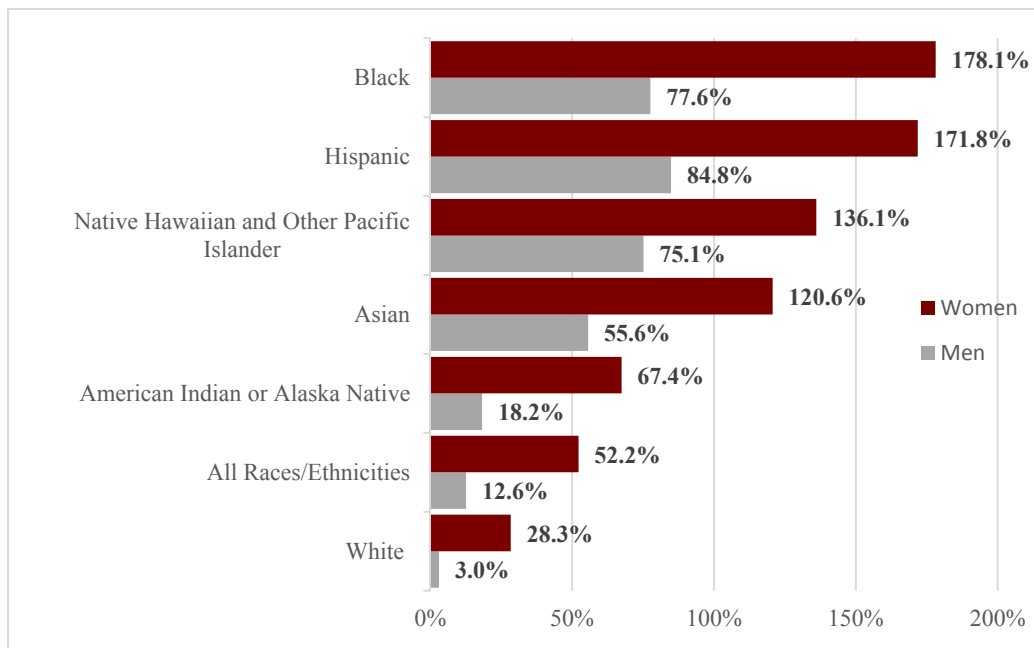
¹ The Annual Business Survey (ABS) is a new survey that replaces the five-year Survey of Business Owners (SBO) for employer businesses. The data was set to be released December of 2019, but has not been published to date.

Growth in Business Ownership Was Driven Largely by Women and Men of Color

The majority of the growth in women’s business ownership was driven by women of color. Between 2002 and 2012, the number of businesses owned by Black and Hispanic women increased by 175 percent². Over the same time period the number of businesses owned by Asian and Native Hawaiian or Pacific Islander women also grew at rates over 120 percent. These growth rates dwarf the growth rate of businesses owned by White women at just 28.3 percent (Figure 2). Yet despite this exponential growth in the number of businesses owned by women of color, they remain underrepresented among business owners compared with their representation in the population overall. Black and Hispanic women made up 15.4 percent of the population in 2012¹, yet only 12 percent of businesses that year were owned by Black or Hispanic women.

This trend also held for men-owned businesses, with nearly all of the growth in ownership driven by men of color. White men’s business ownership grew at only 3 percent, dwarfing the over 82 percent growth of Hispanic, Black, and Native Hawaiian and Other Pacific Islander men.

Figure 2. Growth in Women- and Men- Owned Businesses by Race and Ethnicity, 2002-2012



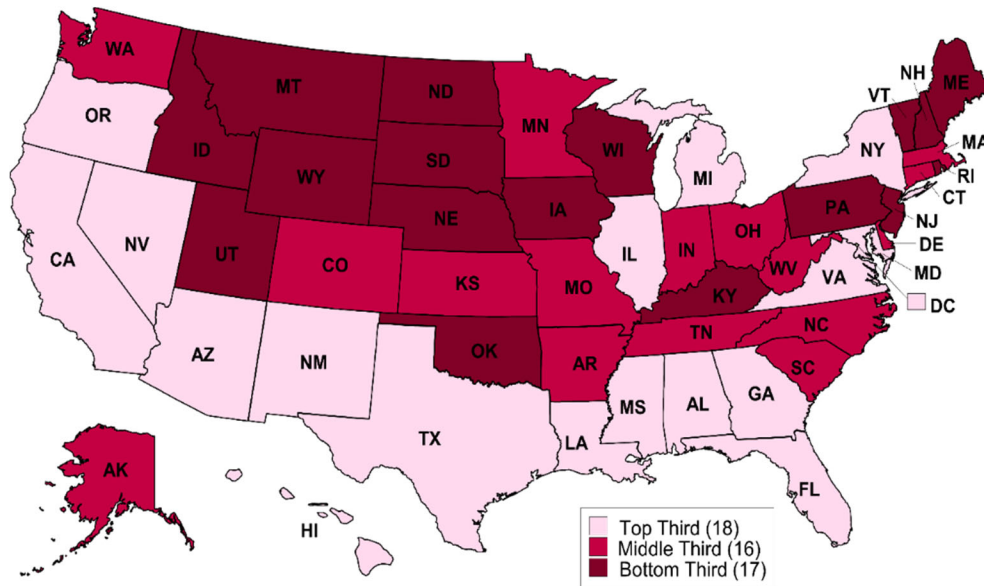
Source: U.S. Census Bureau, 2002, 2007, and 2012 Survey of Business Owners. Retrieved using American Fact Finder on 21 January 2016. Tables SB0200A1, SB0700CSA01, and SB1200CSA01.

² The Survey of Business owner’s classification of race/ethnicity is not exclusive and this may result in double counting, i.e. a Black and Latinx business owner would be counted as both a Black business owner and a Latinx business owner.

Women Better Represented Among Entrepreneurs in the South

While women owned 36.3 percent of all businesses in the United States in 2012, their representation among business owners varied substantially across the country. Southern states had particularly high shares of women business ownership, with four of the five states with the highest share of women-owned businesses located in the south—the District of Columbia, Georgia, Maryland, and Florida (Map 1). Washington, DC, reported the highest share of women-owned businesses at 42.7 percent². Conversely, the share of women-owned businesses was lower in many of the Northeastern and Midwestern states. South Dakota had the lowest share at just under 30 percent, and New Hampshire the second lowest (Map 1).

Map 1. Share of Businesses that are Women-Owned by State, 2012

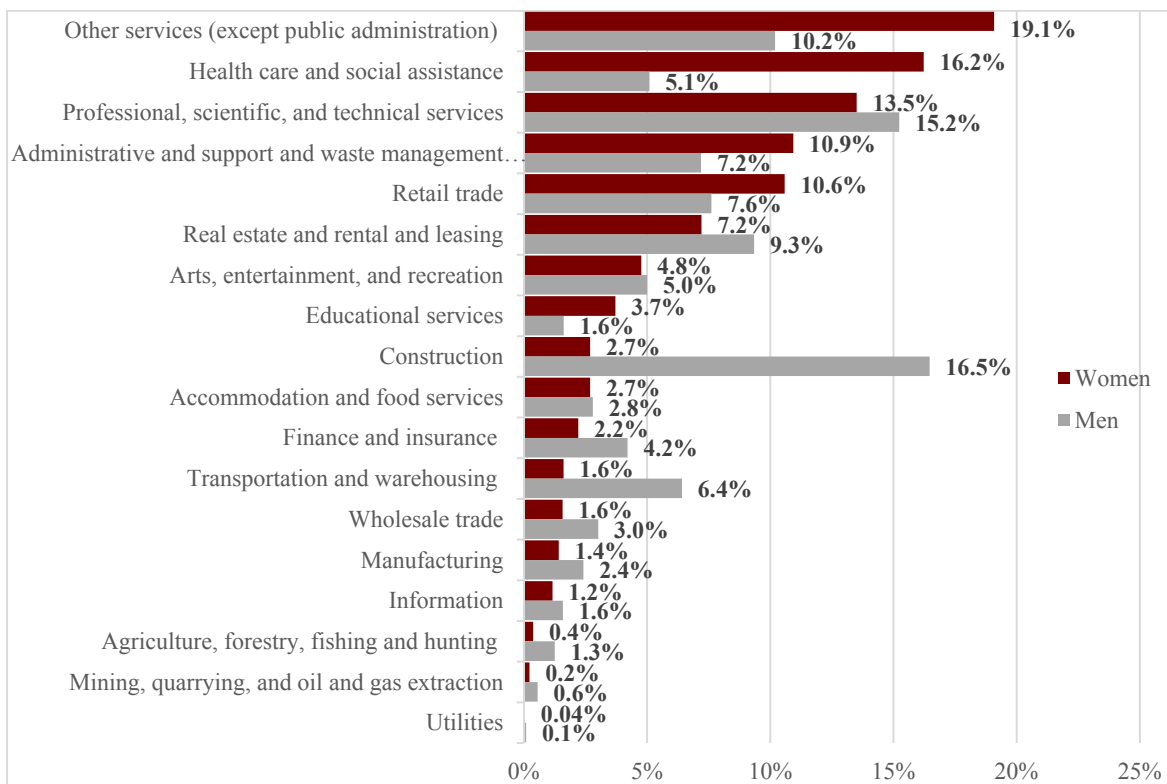


Source: IWPR analysis of the U.S. Census Bureau's 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Table SB1200CSA01.

Women-Owned Businesses More Common in the Service Sector

As with men and women employed in the labor market, the data show marked differences in the distribution of women- and men-owned businesses across industries. In 2012 women business owners were much more likely to operate 'health care and social assistance' and 'retail trade' businesses; men business owners were much more likely to operate businesses in 'construction,' 'transportation and warehousing,' and 'finance and insurance' (Figure 3). In 2012, 83.1 percent of all women-owned businesses were in service sectors³, and 93.7 percent of all women-owned businesses were either in service or retail trade industries.

Figure 3. Distribution of Women- and Men-Owned Businesses across Industries, 2012



Source: IWPR analysis of the U.S. Census Bureau's 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Tables SB0200A1 and SB1200CSA01.

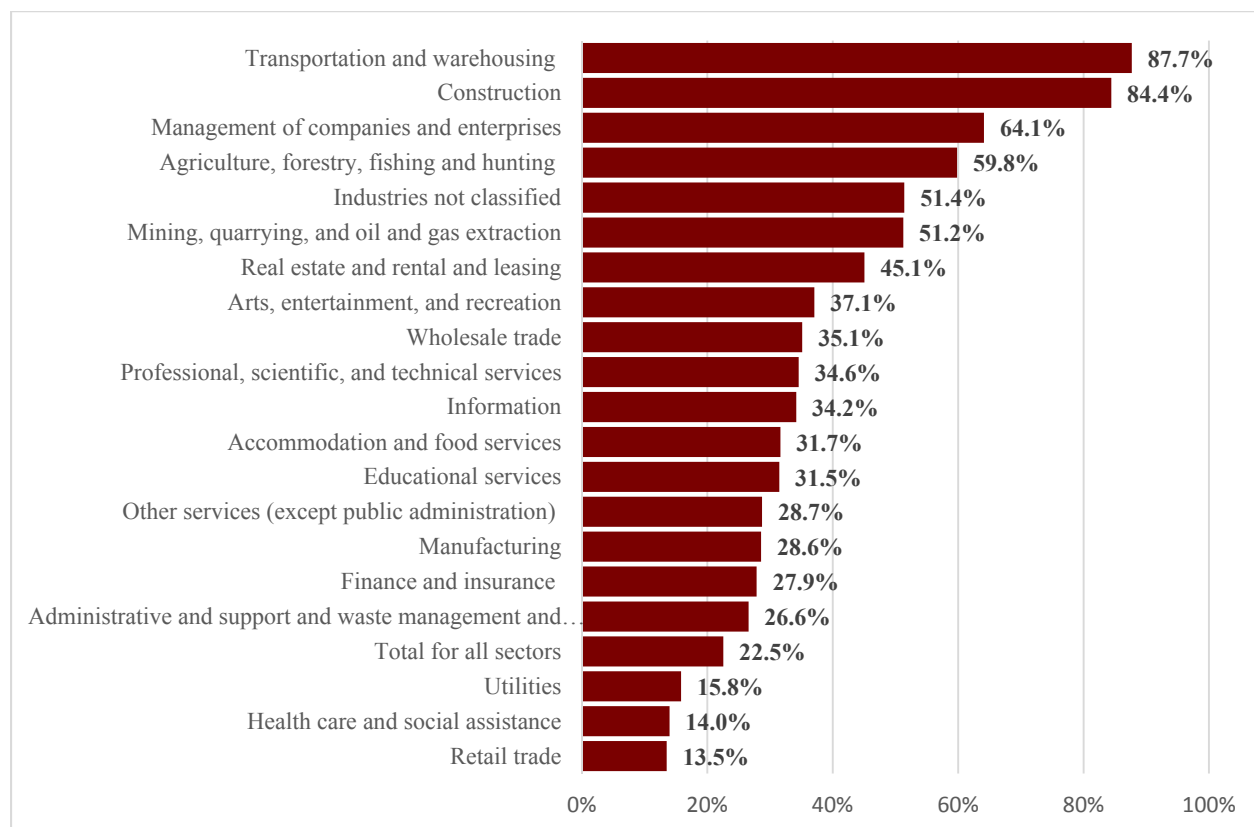
Despite Their Tremendous Growth in Number, Women-Owned Businesses Earned Substantially Less than Those Owned by Men

While women-owned businesses had been increasing their representation among business owners in recent years, their average firm revenue remained far lower than that of their male-owned counterparts. Nationally, the average woman-owned business earned about \$144,000 in revenue in 2012, compared with an average of about \$638,000 for a business owned by a man, equivalent to a female-male ratio of just 22.5 percent (Table A2). This was down 4.5 percent points from 2002, when the ratio was 27.0 percent. There was however, substantial variation in relative revenues by industry.

Women-owned businesses in male-dominated industries⁴ earned the most relative to businesses owned by men, though at best there was still a revenue gap of 14.2 percent compared with revenues of their male counterparts. Businesses owned by women in the 'transportation and warehousing' industry, in which women made up 13.1 percent of all businesses, were the closest to revenue equality with a female to male revenue ratio of 87.7 percent. On the other hand, women-owned businesses in many female-dominated industries were much further from revenue equality.

In the ‘health care and social assistance’ industry, where 62.5 percent of business in 2012 was women-owned, the highest proportion, women earned only 14 cents for every dollar a business owned by a man did. This was the second-lowest revenue ratio, second only to the retail trade industry, where 41.5 percent of all business were women-owned and in which women business owners earned 13.5 cents for every dollar that their male counterparts earned (Figure 4).

Figure 4. Ratio of Average Revenue of Women-Owned to Men-Owned Businesses, 2012



Source: IWPR analysis of the U.S. Census Bureau’s 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Table SB1200CSA01.

Businesses Owned by Women Tend to be Smaller and Employ Fewer People

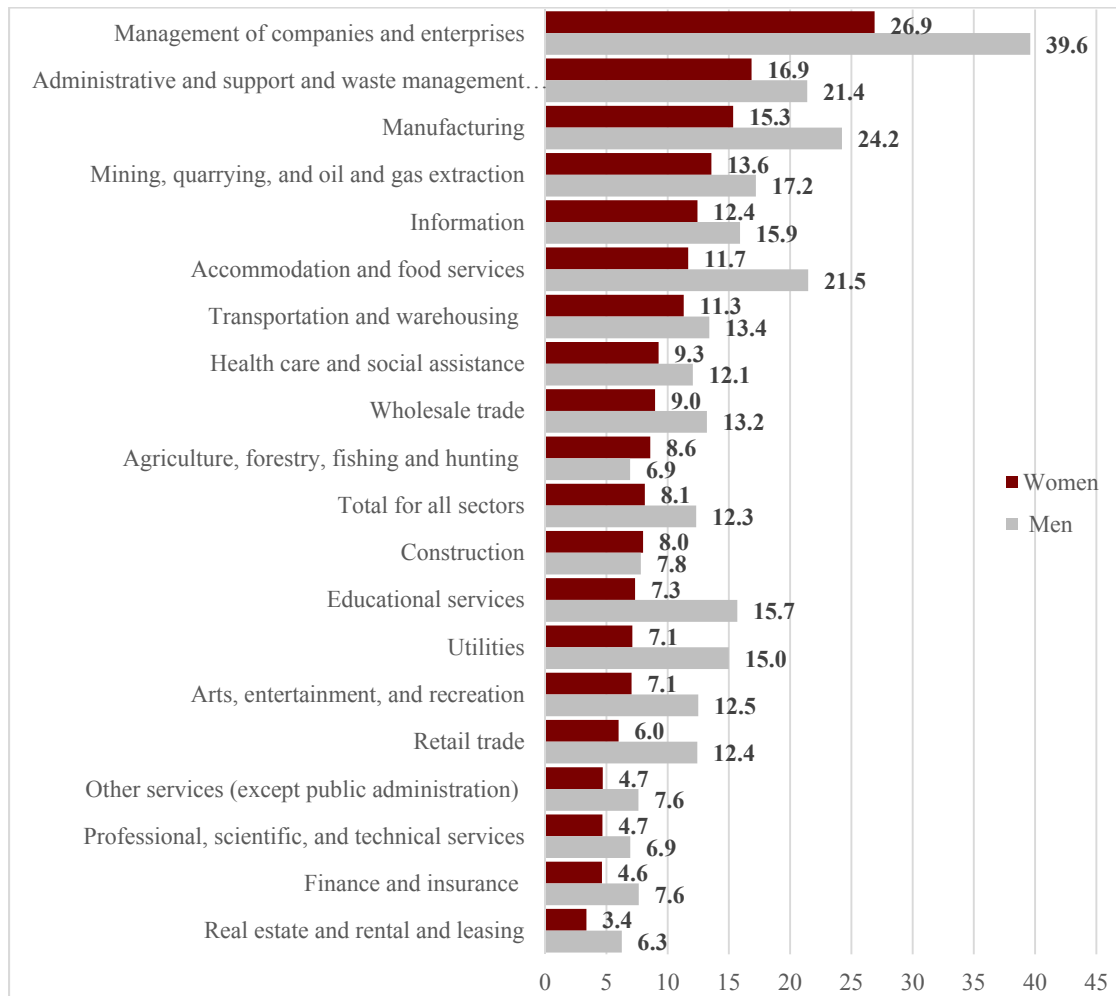
In the majority of both women- and men-owned businesses there were no paid employees other than the owner; yet women-owned businesses were more likely than those owned by men not to have any employees, and when they did, to have fewer employees. Only 10.5 percent of women-owned businesses in 2012 had any employees, compared with 22.5 percent of men-owned businesses.

Among women-owned businesses with any paid employees, average employment was 8.1 people, up 4.5 percent from 2002, when average employment was 7.8 people. Over the same time period, total employment at men-owned businesses dropped from 42.4 million to 41.1

million, a 3.1 percent change (Table A3). In total, women-owned businesses employed 8.4 million workers, whereas employment at men-owned businesses was 41.1 million⁵.

Employment at women-owned businesses varies substantially across industries. The industry with the highest average employment for both women and men-owned businesses is ‘management of companies and enterprises- with just under 27 employees for women-owned businesses and nearly 40 employees for men-owned businesses. Men-owned businesses outnumbered average employees at women-owned businesses in all industries expect for ‘agriculture, forestry, fishing and hunting’, and were near-parity in ‘construction’.

Figure 5. Average Number of Employees³ at Women- and Men-Owned Businesses, 2012



Source: IWPR analysis of the U.S. Census Bureau’s 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Table SB1200CSA01.

³ The average number of employees is calculated from the share of businesses with any employees other than the owner.

Women-Owned Businesses Far Less Likely to Have Any Start-Up Capital

In 2012, more than one in three women-owned businesses did not have any start-up capital when establishing their businesses, while nearly eight in ten men-owned businesses had capital (Table 1). Such a gap could be due to lower expectations on the part of women business owners, lack of knowledge of the different options available to them, or an inability to access various forms of start-up capital. Among women-owned businesses that did have some start-up capital, 72.9 percent had less than \$25,000, and were slightly more likely to utilize their own personal or family savings, increasing the pressure for the business to succeed. Women business owners are slightly more likely than their male counterparts to use personal credit cards as a source of start-up capital, whereas men business owners are twice as likely as women business owners to obtain a business loan from a bank or other financial institution (10.8 percent compared to 5.4 percent, Table 1).

Table 1. Source of Start-up Capital by Gender of Owner, 2012

Source	Women-owned	Men-owned
<i>Any Start-up Capital:</i>		
No	34.3%	21.9%
Yes	65.7%	78.1%
<i>Source:</i>		
Personal/family savings of owner(s)	78.1%	75.5%
Personal/family assets other than savings of owner(s)	6.9%	7.5%
Personal/family home equity loan	3.1%	3.8%
Personal credit card(s)	11.2%	9.5%
Business loan from a bank or financial institution	5.4%	10.8%
Investment by venture capitalist(s)	0.1%	0.4%
Other source(s) of capital	11.0%	14.8%
<i>Amount:</i>		
Don't Know	14.4%	18.2%
Less than \$25,000	72.9%	59.8%
\$25,000 to \$99,999	7.6%	11.9%
\$100,000 to \$249,999	2.9%	5.1%
\$250,000 to \$999,999	1.5%	3.5%
\$1,000,000 to \$2,999,999	0.5%	1.0%
\$3,000,000 or more	0.2%	0.4%

Source: U.S. Census Bureau, 2012 Survey of Business Owners. Retrieved using American Fact Finder on 4 March 2016. Table SB1200CSCB13.

Survival Rates Lower Among Women-Owned Businesses

In nearly every industry, women-owned businesses are less likely than men-owned businesses to remain in operation. Of the businesses that filed an IRS tax return in 2012 and were documented in the 2012 Economic Census, 74.2 percent of women-owned businesses and 80.9 percent of men-owned businesses were still in operation at the time they were surveyed for the Survey of Business Owners. Survival rates varied by industry, with the fewest women-owned businesses

remaining in operation in the ‘educational services,’ ‘administrative support and waste management and remediation services,’ ‘health care and social assistance,’ and ‘utilities’ sectors. Survival rates were far better for women-owned businesses in the ‘management of companies and enterprises,’ ‘real estate and rental and leasing,’ and ‘manufacturing’ industries (Table 2).

Table 2. Survival Rates by Gender of Owner, 2012

Industry Sector	Women-Owned	Men-Owned
Agriculture, forestry, fishing, and hunting	75.0%	76.6%
Mining	79.1%	80.6%
Utilities	70.1%	78.7%
Construction	72.1%	78.3%
Manufacturing	85.6%	86.6%
Wholesale Trade	77.2%	86.6%
Retail Trade	73.5%	81.5%
Transportation and Warehousing	71.3%	74.7%
Information	77.7%	78.6%
Finance and Insurance	74.9%	84.2%
Real Estate and Rental and Leasing	85.9%	90.2%
Professional, Scientific, and Technical Services	76.3%	79.8%
Management of Companies and Enterprises	96.8%	96.7%
Administrative Support and Waste Management and Remediation Services	68.0%	75.9%
Educational Services	66.2%	71.0%
Health Care and Social Assistance	68.9%	84.8%
Arts, Entertainment, and Recreation	78.2%	80.7%
Accommodation and Food Services	75.8%	86.8%
Other Services (Except Public Administration)	75.6%	78.1%
Industries not classified	75.7%	68.8%
All Industries	74.2%	80.9%

Source: U.S. Census Bureau, 2012 Survey of Business Owners. Retrieved using American Fact Finder on 4 March 2016. Table SB1200CSCB13.

Supporting Women-Owned Businesses Moving Forward

The data reviewed in this brief provide reason to be optimistic about the future of women business ownership. Particularly rates of business ownership for women of color grew rapidly in the first decade of this century. This trend could be attributed to legislative changes, such as the Equity for Contracting for Women Act of 2000⁶ or the Small Business Jobs Act of 2010.⁷ Yet, the data also illuminate that women, despite their increasing share of business-ownership, are still struggling for equality with men. Women-owned businesses are concentrated in industries that have lower revenues,⁸ are typically far smaller than businesses owned by men,⁹ have a harder time accessing credit and obtaining financial capital,¹⁰ including receiving Small Business Administration loans.¹¹ A report by the United States Senate Committee on Small Business and Entrepreneurship highlights three key action areas in order to better support women entrepreneurs: fair access to capital, increased access to federal contracts, and relevant business training and counseling.¹²

Another reason for a cautious response to these data is that they were collected in 2012, less than three years from the end of the Great Recession: the rise in entrepreneurship among women may have been related to this economic downturn, and may reflect a lack of viable options rather than positive choices.¹³ The 2017 Annual Business Survey (ABS)¹⁴, which will be released later in 2020, will allow for a better understanding of the underlying trends for women-owned businesses and on the impact of a larger share of female entrepreneurs on the business landscape.

Notes

¹ The U.S. Census Bureau's 2012 Population Estimates. Retrieved using American Fact Finder on February 4, 2020. Table PEPSR5H. <<http://factfinder.census.gov>>

² "State Data." 2020. Women in the States. <<https://statusofwomensdata.org/explore-the-data/state-data/>> (accessed February 6, 2020).

³ See United States Census Bureau's classification of Services Sectors. 2018. <<https://www.census.gov/econ/services.html>> (accessed February 7, 2020).

⁴ See Ariane Hegewisch, Marc Bendick, Barbara Gault, and Heidi Hartmann. 2016. Pathways to Equity: Narrowing the Wage Gap by Improving Women's Access to Good Middle-Skill Jobs. Washington, DC: Institute for Women's Policy Research, <www.womenandgoodjobs.org> (accessed February 2020). The Carl D. Perkins Vocational and Technical Education Act of 1998 defines a nontraditional occupation for women as one where women are fewer than 25 percent of workers; female-dominated occupations are those in which at least three of four workers are women; male-dominated occupations are those in which at least three of four workers are men.

⁵ U.S. Census Bureau's 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Table SB1200CSA01. <<http://factfinder.census.gov>>

⁶ Emily Bruno, *Quantitative Research on the Women-Owned Small Business Federal Contract Program*. July 2, 2013. "National Women's Business Council," 63.

⁷ *Small Business Jobs Act of 2010*, Public Law 111-240, September 27, 2010.

⁸ "Comment from the National Women's Business Council on the Annual Business Survey – National Women's Business Council." 2020. <<https://www.nwbc.gov/2018/02/06/comment-from-the-national-womens-business-council-on-the-annual-business-survey/>> (accessed February 6, 2020).

⁹ "Comment from the National Women's Business Council on the Annual Business Survey – National Women's Business Council." 2020. <<https://www.nwbc.gov/2018/02/06/comment-from-the-national-womens-business-council-on-the-annual-business-survey/>> (accessed February 6, 2020).

¹⁰ Alicia Robb, *Access to Capital among Young Firms, Minority-owned Firms, Women-owned Firms, and High-tech Firms*, April 2013, <<https://www.sba.gov/sites/default/files/files/rs403tot%282%29.pdf>> (Last accessed November 17, 2015).

¹¹ Only 18 percent of loans approved by the federal Small Business Administration went to women-owned businesses; see Small Business Majority (2018) "The Agenda for America's Entrepreneurs: Access to Capital." <<https://smallbusinessmajority.org/sites/default/files/agenda/2019-Access-to-Capital.pdf>> (accessed January 27, 2020).

¹² U.S. Senate Committee on Small Business and Entrepreneurship, *21st Century Barriers to Women's Entrepreneurship*, July 23, 2014, <<http://www.microbiz.org/wp-content/uploads/2014/07/21st-Century-Barriers-to-Womens-Entrepreneurship.pdf>> (Last accessed February 4, 2020).

¹³ Fairlie, Robert W. 2012. "The Great Recession and Entrepreneurship." Product Page. <https://www.rand.org/pubs/working_papers/WR822.html> (accessed January 27, 2020).

¹⁴ Bureau, US Census. 2020. "Annual Business Survey Data." The United States Census Bureau. <<https://www.census.gov/programs-surveys/abs/data.html>> (accessed January 27, 2020).

Appendix Tables

Table A1. Number of Women- and Men-Owned Businesses and Their Growth by Industry, 2002-2012

Industry Sector	Women-Owned			Men-Owned			Share Women-Owned	
	2002	2012	Growth	2002	2012	Growth	2002	2012
Total for all sectors	6,489,259	9,878,397	34.31%	13,184,033	14,844,597	11.2%	28.2%	35.8%
Agriculture, forestry, fishing and hunting	24,401	37,021	34.09%	176,914	186,215	5.0%	9.8%	14.5%
Mining, quarrying, and oil and gas extraction	13,231	22,388	40.90%	66,764	82,392	19.0%	13.0%	17.1%
Utilities	2,066	4,111	49.74%	10,715	13,270	19.3%	10.9%	17.4%
Construction	201,784	265,733	24.07%	2,285,545	2,444,294	6.5%	7.3%	9.0%
Manufacturing	110,345	139,442	20.87%	371,776	358,497	-3.7%	18.4%	23.7%
Wholesale trade	121,357	155,215	21.81%	456,888	447,821	-2.0%	17.1%	22.1%
Retail trade	944,616	1,045,322	9.63%	1,163,776	1,129,958	-3.0%	36.5%	41.5%
Transportation and warehousing	111,445	158,745	29.80%	724,372	952,015	23.9%	11.4%	13.1%
Information	80,271	114,484	29.88%	184,345	235,222	21.6%	26.0%	29.5%
Finance and insurance	167,060	217,763	23.28%	603,495	624,928	3.4%	18.5%	22.7%
Real estate and rental and leasing	504,055	711,762	29.18%	1,176,790	1,387,423	15.2%	23.5%	26.5%
Professional, scientific, and technical services	934,800	1,334,561	29.95%	2,016,856	2,261,224	10.8%	28.5%	34.2%
Management of companies and enterprises	2,098	1,886	-11.24%	13,847	12,782	-8.3%	7.4%	7.0%
Administrative and support and waste management and remediation services	569,295	1,080,092	47.29%	805,549	1,067,284	24.5%	36.3%	46.7%
Educational services	192,429	366,562	47.50%	156,764	239,610	34.6%	47.0%	54.2%
Health care and social assistance	1,035,833	1,603,094	35.39%	752,095	756,440	0.6%	51.3%	62.5%
Arts, entertainment, and recreation	289,190	470,697	38.56%	548,542	742,367	26.1%	29.8%	35.4%
Accommodation and food services	166,701	265,547	37.22%	343,495	415,186	17.3%	24.7%	31.8%
Other services (except public administration)	1,015,719	1,885,222	46.12%	1,343,088	1,513,227	11.2%	37.9%	51.8%
Industries not classified	6,136	2,759	-122.40%	14,212	3,654	-288.9%	20.7%	37.9%

Source: IWPR analysis of the U.S. Census Bureau's 2002 and 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Tables SB0200A1 and SB1200CSA01.

Table A2. Average Revenue of Women- and Men-Owned Businesses and Ratio of Women's to Men's Revenue by Industry, 2002-2012

Industry Sector	Women-Owned			Men-Owned			Ratio of Women's to Men's Revenue	
	2002	2012	Growth	2002	2012	Growth	2002	2012
Total for all sectors	184,777	143,731	-22.21%	683,516	637,676	-6.7%	27.0%	22.5%
Agriculture, forestry, fishing and hunting	106,641	78,807	-26.10%	155,370	131,697	-15.2%	68.6%	59.8%
Mining, quarrying, and oil and gas extraction	301,671	566,765	87.87%	852,416	1,105,936	29.7%	35.4%	51.2%
Utilities	459,947	285,309	-37.97%	1,317,427	1,805,041	37.0%	34.9%	15.8%
Construction	432,757	349,983	-19.13%	528,574	414,563	-21.6%	81.9%	84.4%
Manufacturing	1,077,563	889,144	-17.49%	3,074,294	3,113,102	1.3%	35.1%	28.6%
Wholesale trade	2,212,694	1,777,555	-19.67%	4,115,400	5,059,539	22.9%	53.8%	35.1%
Retail trade	201,237	199,915	-0.66%	1,495,174	1,477,735	-1.2%	13.5%	13.5%
Transportation and warehousing	256,656	278,534	8.52%	316,227	317,669	0.5%	81.2%	87.7%
Information	351,148	251,706	-28.32%	947,004	736,396	-22.2%	37.1%	34.2%
Finance and insurance	205,005	165,944	-19.05%	583,564	595,435	2.0%	35.1%	27.9%
Real estate and rental and leasing	122,338	102,161	-16.49%	282,871	226,738	-19.8%	43.2%	45.1%
Professional, scientific, and technical services	108,037	103,907	-3.82%	295,770	300,514	1.6%	36.5%	34.6%
Management of companies and enterprises	1,038,261	2,573,803	-147.90%	2,191,235	4,013,596	83.2%	47.4%	64.1%
Administrative and support and waste management and remediation services	107,745	74,372	-30.97%	315,333	279,879	-11.2%	34.2%	26.6%
Educational services	49,000	38,650	-21.12%	141,116	122,796	-13.0%	34.7%	31.5%
Health care and social assistance	84,254	81,942	-2.74%	549,869	586,541	6.7%	15.3%	14.0%
Arts, entertainment, and recreation	56,000	43,304	-22.67%	145,163	116,782	-19.6%	38.6%	37.1%
Accommodation and food services	296,187	259,950	-12.23%	789,969	820,784	3.9%	37.5%	31.7%
Other services (except public administration)	45,505	31,957	-29.77%	135,639	111,288	-18.0%	33.5%	28.7%
Industries not classified	158,962	97,041	-38.95%	226,831	188,735	-16.8%	70.1%	51.4%

Notes: Dollar values in constant 2012 dollars.

Source: IWPR analysis of the U.S. Census Bureau's 2002 and 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Tables SB0200A1 and SB1200CSA01.

Table A3. Average Employment at Women- and Men-Owned Businesses and Employee Ratio by Industry, 2002-2012

Industry Sector	Women-Owned			Men-Owned			Ratio of Women's to Men's Employees	
	2002	2012	Growth	2002	2012	Growth	2002	2012
Total for all sectors	7.8	8.1	4.31%	12.0	12.3	2.4%	64.7%	66.0%
Agriculture, forestry, fishing and hunting	9.2	8.6	-7.69%	7.9	6.9	-13.5%	117.3%	123.6%
Mining, quarrying, and oil and gas extraction	9.7	13.6	28.78%	12.8	17.2	25.7%	75.6%	78.9%
Utilities	6.4	7.1	10.84%	7.9	15.0	47.2%	80.2%	47.5%
Construction	8.8	8.0	-10.29%	8.9	7.8	-13.5%	99.4%	102.3%
Manufacturing	15.9	15.3	-3.82%	26.1	24.2	-7.6%	61.1%	63.3%
Wholesale trade	9.0	9.0	-0.79%	12.0	13.2	9.1%	75.3%	67.9%
Retail trade	5.8	6.0	2.49%	12.1	12.4	2.6%	48.3%	48.2%
Transportation and warehousing	9.6	11.3	15.37%	12.8	13.4	4.6%	74.9%	84.5%
Information	13.0	12.4	-4.73%	17.3	15.9	-8.6%	75.4%	78.1%
Finance and insurance	4.4	4.6	5.84%	7.4	7.6	3.2%	59.0%	60.6%
Real estate and rental and leasing	3.4	3.4	-0.76%	7.0	6.3	-11.8%	48.6%	54.0%
Professional, scientific, and technical services	4.3	4.7	8.31%	7.1	6.9	-2.6%	60.2%	67.4%
Management of companies and enterprises	29.1	26.9	-8.31%	34.1	39.6	13.8%	85.3%	67.9%
Administrative and support and waste management and remediation services	16.6	16.9	1.59%	21.1	21.4	1.3%	78.6%	78.8%
Educational services	7.4	7.3	-1.24%	14.0	15.7	10.5%	53.0%	46.8%
Health care and social assistance	8.3	9.3	10.63%	10.4	12.1	13.8%	79.6%	76.8%
Arts, entertainment, and recreation	7.2	7.1	-1.63%	12.8	12.5	-2.5%	56.0%	56.5%
Accommodation and food services	10.4	11.7	10.66%	21.1	21.5	1.8%	49.5%	54.4%
Other services (except public administration)	4.5	4.7	4.41%	6.1	7.6	20.3%	74.1%	61.8%
Industries not classified	1.0	0.9	-12.20%	1.4	1.3	-5.4%	75.2%	70.7%

Note: The average number of employees is calculated from the share of businesses with any employees other than the owner.

Source: IWPR analysis of the U.S. Census Bureau's 2002 and 2012 Survey of Business Owners. Retrieved using American Fact Finder on October 23, 2015. Tables SB0200A1 and SB1200CSA01.

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