

THE 2017 STATE OF
WOMEN-OWNED BUSINESSES:
SUMMARY TABLES

Commissioned by American Express OPEN
A Summary of Important Trends, 1997-2017

State Trends

| Top Ten States: Number of Women-Owned Businesses, 2017 | | | |
|--|-----------------------------|-----------|--|
| State | Number of Women-Owned Firms | 2017 Rank | |
| California | 1,551,000 | 1 | |
| Florida | 1,041,600 | 2 | |
| Texas | 938,800 | 3 | |
| New York | 788,200 | 4 | |
| Georgia | 502,300 | 5 | |
| Illinois | 458,500 | 6 | |
| Michigan | 430,100 | 7 | |
| Ohio | 341,000 | 8 | |
| Pennsylvania | 337,600 | 9 | |
| North Carolina | 333,100 | 10 | |

| Top Ten States for Women-Owned Firms: A Ranking of Growth in Economic Clout, 2017 | | | | | |
|--|--------|---------|------------|---------------|--|
| State | Number | Revenue | Employment | Combined Rank | |
| Nevada | 3 | 6 | 13 | 1 | |
| District of Columbia | 13 | 7 | 6 | 2 | |
| South Dakota | 25 | 2 | 3 | 3 | |
| North Dakota | 27 | 3 | 1 | 4 | |
| Georgia | 1 | 19 | 15 | 5 | |
| Virginia | 20 | 8 | 8 | 5 | |
| Utah | 15 | 5 | 18 | 5 | |
| Wyoming | 30 | 4 | 5 | 8 | |
| Texas | 6 | 22 | 12 | 9 | |
| Arizona | 10 | 18 | 14 | 10 | |

| Top Ten States for Women-Owned Firms: A Ranking of Growth in Employment Vitality, 1997-2017 | | | | |
|--|-------------------|-------------------------|--|--------------------|
| State | Growth Employment | Average Employment 2017 | | 2017 Combined Rank |
| North Dakota | 1 | 1 | | 1 |
| Minnesota | 4 | 2 | | 2 |
| Maine | 2 | 5 | | 3 |
| Alaska | 10 | 3 | | 4 |
| Virginia | 8 | 6 | | 5 |
| Wyoming | 5 | 14 | | 6 |
| Delaware | 11 | 10 | | 7 |
| District of Columbia | 6 | 17 | | 8 |
| Indiana | 16 | 7 | | 8 |
| Montana | 7 | 16 | | 8 |

Metropolitan Area Trends

| Top Ten Metropolitan Areas: Number of Women-Owned Businesses, 2017 | | |
|--|-----------------------------|-----------|
| Metropolitan Area | Number of Women-Owned Firms | 2017 Rank |
| New York NY/NJ/PA | 882,900 | 1 |
| Los Angeles CA | 684,100 | 2 |
| Miami FL | 503,600 | 3 |
| Chicago IL/IN/WI | 395,800 | 4 |
| Atlanta GA | 331,200 | 5 |
| Detroit MI | 280,900 | 6 |
| Dallas TX | 276,200 | 7 |
| Houston TX | 248,700 | 8 |
| Washington DC/VA/MD/WV | 240,700 | 9 |
| San Francisco CA | 194,000 | 10 |

| Top Ten Metropolitan Areas for Women-Owned Firms: A Ranking of Growth in Economic Clout, 2017 | | | | |
|--|--------|---------|------------|--------------------|
| Metropolitan Area | Number | Revenue | Employment | 2017 Combined Rank |
| Charlotte NC/SC | 1 | 2 | 8 | 1 |
| San Antonio TX | 8 | 5 | 1 | 2 |
| Austin TX | 10 | 3 | 2 | 3 |
| Indianapolis IN | 14 | 9 | 4 | 4 |
| Salt Lake City UT | 30 | 4 | 5 | 5 |
| Riverside CA | 9 | 19 | 11 | 5 |
| Dallas TX | 12 | 8 | 23 | 7 |
| Raleigh NC | 16 | 13 | 15 | 8 |
| Las Vegas NV | 5 | 30 | 9 | 8 |
| Richmond VA | 20 | 6 | 20 | 10 |

**Top Ten Metropolitan Areas for Women-Owned Firms:
A Ranking of Growth in Employment Vitality, 2002-2017**

| Metropolitan Area | Growth Employment | Average Employment Ranking, 2017 | 2017 Combined Rank |
|----------------------------|--------------------------|---|---------------------------|
| San Antonio TX | 1 | 1 | 1 |
| Minneapolis/St. Paul MN/WI | 3 | 3 | 2 |
| Salt Lake City UT | 5 | 6 | 3 |
| Indianapolis IN | 4 | 17 | 4 |
| Seattle WA | 7 | 16 | 5 |
| Austin TX | 2 | 22 | 6 |
| Washington DC/VA/MD/WV | 10 | 14 | 6 |
| Kansas City MO/KS | 17 | 9 | 8 |
| Raleigh NC | 15 | 13 | 9 |
| Virginia Beach VA/NC | 21 | 8 | 10 |

Industry Trends

**2017 Distribution of Women-Owned Firms
by Industry Sector**

| Industry Sector | Distribution Across Industries |
|---|---------------------------------------|
| Construction | 4.0% |
| Wholesale Trade | 1.4% |
| Retail Trade | 9.2% |
| Transportation & Warehousing | 1.5% |
| Finance and Insurance | 2.0% |
| Real Estate, Rental, Leasing | 6.6% |
| Professional/Scientific/Technical Services | 12.4% |
| Administrative, Support & Waste Management Services | 11.2% |
| Educational Services | 3.4% |
| Health Care & Social Assistance | 14.9% |
| Arts, Entertainment, Recreation | 4.8% |
| Accommodation & Food Svc | 2.8% |
| Other Services | 22.9% |
| All Other Industries* | 2.9% |
| Total, all industries | 100% |

* Other industries include Agriculture, Mining, Utilities, Manufacturing, Information and Management.

Firms Owned by Women of Color

| Average Size of Women-Owned Firms by Race/Ethnicity, 2017 | | | |
|---|-----------------|--|---------------------------|
| Race/Ethnicity | Number of Firms | Avg. # Employees (other than owner) | Avg. Revenues per Firm |
| All women-owned firms | 11,615,600 | 0.8 | \$143,255 |
| All minority-owned | 5,400,100 | 0.4 | \$66,797 |
| African American | 2,205,300 | 0.2 | \$25,230 |
| Asian American | 1,002,700 | 1.0 | \$187,667 |
| Latina | 1,996,500 | 0.3 | \$51,773 |
| Native American/Alaska Native | 161,500 | 0.4 | \$68,683 |
| Native Hawaiian/Pacific Islander | 34,200 | 0.4 | \$71,443 |
| Non-Minority | 6,215,500 | 1.1 | \$209,683 |

Note: All Minority could not be projected because the 2002 SBO were not available with that disaggregation. The data point available is the sum of all minorities, and hence we would assume that people do not self-identified as multiracial.

TRENDS TABLES

Table 1: Trend in Number of U.S. Enterprises, 1997-2017

| | Women-Owned Firms | | | | | |
|-----------------|---------------------|-----------------|-----------------|-----------------|-----------------|------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) |
| Number of Firms | 5,417,034 | 6,489,483 | 7,793,139 | 9,878,397 | 11,313,900 | 11,615,600 |
| Employment | 7,076,081 | 7,146,229 | 7,579,876 | 8,431,614 | 8,976,100 | 8,985,200 |
| Sales (\$000) | \$818,669,084 | \$940,774,986 | \$1,202,115,758 | \$1,419,834,295 | \$1,622,763,800 | \$1,663,991,700 |
| % share # | 26.0% | 28.2% | 28.7% | 35.8% | 38.2% | 38.8% |
| % share E | 6.8% | 6.5% | 6.4% | 7.3% | 7.7% | 7.7% |
| % share \$ | 4.4% | 4.2% | 4.0% | 4.2% | 4.3% | 4.2% |
| | Men-Owned Firms | | | | | |
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) |
| Number of Firms | 11,374,194 | 13,184,033 | 13,906,658 | 14,844,597 | 15,548,000 | 15,536,900 |
| Employment | 43,532,114 | 42,428,508 | 41,701,315 | 41,132,111 | 40,583,000 | 40,645,400 |
| Sales (\$000) | \$6,635,374,691 | \$7,061,026,736 | \$8,574,060,362 | \$9,466,039,188 | 10,484,802,500 | \$10,596,915,300 |
| % share # | 54.6% | 57.4% | 51.3% | 53.7% | 52.5% | 52.0% |
| % share E | 42.1% | 38.3% | 35.2% | 35.7% | 34.6% | 34.7% |
| % share \$ | 35.8% | 31.2% | 28.4% | 28.2% | 27.5% | 26.7% |
| | Equally-Owned Firms | | | | | |
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) |
| Number of Firms | 3,641,263 | 2,693,171 | 4,603,255 | 2,456,386 | 2,356,100 | 2,371,300 |
| Employment | 8,284,537 | 5,663,453 | 8,152,650 | 6,494,837 | 6,847,000 | 6,845,900 |
| Sales (\$000) | \$943,880,584 | \$731,447,044 | \$1,283,401,141 | \$1,078,204,389 | \$1,225,090,800 | \$1,252,136,700 |
| % share # | 17.5% | 11.7% | 17.0% | 8.9% | 8.0% | 7.9% |
| % share E | 8.0% | 5.1% | 6.9% | 5.6% | 5.8% | 5.8% |
| % share \$ | 5.1% | 3.2% | 4.3% | 3.2% | 3.2% | 3.2% |

Table 1: Trend in Number of U.S. Enterprises, 1997-2017 (cont'd)

| | All Privately-Held Firms | | | | | |
|-----------------|------------------------------------|------------------|------------------|------------------|--------------------|--------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) |
| Number of Firms | 20,439,934 | 22,480,432 | 26,304,486 | 27,179,380 | 29,169,900 | 29,490,600 |
| Employment | 58,901,815 | 55,427,792 | 57,260,527 | 56,058,563 | 56,325,800 | 56,331,600 |
| Sales (\$000) | \$8,392,001,047 | \$8,793,351,161 | \$10,979,477,627 | \$11,964,077,872 | \$13,307,197,700 | \$13,659,175,300 |
| % share # | 98.2% | 97.8% | 97.0% | 98.4% | 98.6% | 98.6% |
| % share E | 57.0% | 50.0% | 48.3% | 48.6% | 48.1% | 48.1% |
| % share \$ | 45.2% | 38.9% | 36.4% | 35.7% | 34.9% | 34.4% |
| | Publicly-Traded/Other Firms | | | | | |
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) |
| Number of Firms | 382,000 | 494,253 | 805,533 | 446,980 | 427,000 | 428,100 |
| Employment | 44,458,000 | 55,358,624 | 61,352,899 | 59,190,444 | 60,813,600 | 60,917,000 |
| Sales (\$000) | \$10,161,242,000 | \$13,833,816,063 | \$19,196,411,634 | \$21,572,770,949 | \$24,850,992,200 | \$26,122,917,100 |
| % share # | 1.8% | 2.2% | 3.0% | 1.6% | 1.4% | 1.4% |
| % share E | 43.0% | 50.0% | 51.7% | 51.4% | 51.9% | 52.0% |
| % share \$ | 54.8% | 61.1% | 63.6% | 64.3% | 65.1% | 65.8% |
| | All Firms | | | | | |
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) |
| Number of Firms | 20,821,934 | 22,974,685 | 27,110,019 | 27,626,360 | 29,596,800 | 29,905,600 |
| Employment | 103,359,815 | 110,786,416 | 118,613,426 | 115,249,007 | 117,139,400 | 117,220,500 |
| Sales (\$000) | \$18,553,243,047 | \$22,627,167,224 | \$30,175,889,261 | \$33,536,848,821 | \$38,158,189,900 | \$39,728,770,800 |
| % share # | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| % share E | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| % share \$ | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Table 2: Trend in Growth of Women-Owned Firms by State, 1997-2017

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|--------------------|-------------------|---------------|-----------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 5,417,034 | 6,489,483 | 7,793,139 | 9,878,397 | 11,313,900 | 11,615,600 | 114.4% | 2.7% |
| Employment | 7,076,081 | 7,146,229 | 7,579,876 | 8,431,614 | 8,976,100 | 8,985,200 | 27.0% | 0.1% |
| Sales (\$000) | \$818,669,084 | \$940,774,986 | \$1,202,115,758 | \$1,419,834,295 | \$1,622,763,800 | \$1,663,991,700 | 103.3% | 2.5% |
| Alabama | | | | | | | | |
| Number of Firms | 69,515 | 81,821 | 107,481 | 137,630 | 153,000 | 149,900 | 115.6% | -2.0% |
| Employment | 97,966 | 96,235 | 100,695 | 107,871 | 111,100 | 109,600 | 11.9% | -1.4% |
| Sales (\$000) | \$10,230,379 | \$11,435,046 | \$14,939,027 | \$17,286,337 | \$18,899,000 | \$18,193,600 | 77.8% | -3.7% |
| Alaska | | | | | | | | |
| Number of Firms | 16,633 | 16,308 | 17,822 | 22,141 | 21,800 | 21,200 | 27.5% | -2.8% |
| Employment | 16,520 | 17,556 | 18,440 | 25,955 | 25,400 | 24,700 | 49.5% | -2.8% |
| Sales (\$000) | \$1,942,339 | \$2,348,329 | \$2,931,415 | \$4,689,411 | \$4,546,100 | \$4,335,100 | 123.2% | -4.6% |
| Arizona | | | | | | | | |
| Number of Firms | 88,780 | 109,748 | 138,080 | 182,425 | 203,200 | 202,900 | 128.5% | -0.1% |
| Employment | 101,601 | 128,926 | 147,392 | 144,906 | 149,500 | 147,900 | 45.6% | -1.1% |
| Sales (\$000) | \$11,304,658 | \$15,761,202 | \$21,795,502 | \$22,692,789 | \$24,669,700 | \$24,035,000 | 112.6% | -2.6% |
| Arkansas | | | | | | | | |
| Number of Firms | 42,581 | 49,618 | 58,585 | 75,962 | 83,400 | 80,400 | 88.8% | -3.6% |
| Employment | 64,379 | 54,969 | 62,129 | 55,616 | 55,800 | 55,700 | -13.5% | -0.2% |
| Sales (\$000) | \$6,490,255 | \$6,339,427 | \$9,752,602 | \$9,151,324 | \$9,942,000 | \$9,493,700 | 46.3% | -4.5% |
| California | | | | | | | | |
| Number of Firms | 700,513 | 870,496 | 1,039,486 | 1,320,085 | 1,464,500 | 1,551,000 | 121.4% | 5.9% |
| Employment | 932,462 | 941,136 | 974,622 | 1,043,519 | 1,076,400 | 1,079,200 | 15.7% | 0.3% |
| Sales (\$000) | \$121,191,163 | \$137,692,325 | \$184,974,809 | \$201,667,006 | \$222,215,700 | \$225,481,200 | 86.1% | 1.5% |
| Colorado | | | | | | | | |
| Number of Firms | 114,807 | 135,220 | 160,083 | 194,508 | 221,200 | 216,700 | 88.8% | -2.0% |
| Employment | 132,506 | 128,447 | 138,617 | 159,311 | 173,200 | 168,100 | 26.9% | -2.9% |
| Sales (\$000) | \$13,762,595 | \$16,359,446 | \$22,618,972 | \$26,457,199 | \$30,997,100 | \$29,484,300 | 114.2% | -4.9% |
| Connecticut | | | | | | | | |
| Number of Firms | 72,393 | 82,118 | 93,480 | 106,678 | 112,500 | 113,100 | 56.2% | 0.5% |
| Employment | 78,598 | 88,074 | 89,942 | 94,121 | 95,500 | 95,300 | 21.2% | -0.2% |
| Sales (\$000) | \$9,276,337 | \$12,215,939 | \$14,409,072 | \$15,716,136 | \$16,542,200 | \$16,398,200 | 76.8% | -0.9% |
| Delaware | | | | | | | | |
| Number of Firms | 13,662 | 15,344 | 19,446 | 23,964 | 26,800 | 28,500 | 108.6% | 6.3% |
| Employment | 19,192 | 19,359 | 18,402 | 25,998 | 28,200 | 28,600 | 49.0% | 1.4% |
| Sales (\$000) | \$1,831,055 | \$2,020,973 | \$3,017,397 | \$3,229,258 | \$3,633,800 | \$3,709,600 | 102.6% | 2.1% |

Table 2: Trend in Growth of Women-Owned Firms by State, 1997-2017 (cont'd)

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|-----------------------------|-------------------|--------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| District of Columbia | | | | | | | | |
| Number of Firms | 13,979 | 15,675 | 19,286 | 27,064 | 29,100 | 29,300 | 109.6% | 0.7% |
| Employment | 17,320 | 21,649 | 25,977 | 26,619 | 27,500 | 27,300 | 57.6% | -0.7% |
| Sales (\$000) | \$1,813,270 | \$2,403,019 | \$3,805,691 | \$4,397,772 | \$4,760,800 | \$4,701,900 | 159.3% | -1.2% |
| Florida | | | | | | | | |
| Number of Firms | 337,811 | 437,355 | 581,192 | 807,817 | 971,000 | 1,041,600 | 208.3% | 7.3% |
| Employment | 371,412 | 432,071 | 470,466 | 479,203 | 500,000 | 496,800 | 33.8% | -0.6% |
| Sales (\$000) | \$48,261,328 | \$61,275,106 | \$76,867,239 | \$85,527,046 | \$96,207,600 | \$94,916,500 | 96.7% | -1.3% |
| Georgia | | | | | | | | |
| Number of Firms | 145,576 | 196,195 | 278,334 | 376,506 | 457,000 | 502,300 | 245.0% | 9.9% |
| Employment | 190,577 | 196,810 | 228,992 | 249,684 | 273,300 | 272,800 | 43.1% | -0.2% |
| Sales (\$000) | \$25,267,240 | \$30,026,706 | \$40,889,861 | \$46,064,653 | \$53,224,000 | \$53,141,800 | 110.3% | -0.2% |
| Hawaii | | | | | | | | |
| Number of Firms | 25,807 | 29,943 | 37,373 | 44,453 | 47,000 | 48,300 | 87.2% | 2.8% |
| Employment | 30,138 | 38,569 | 37,748 | 39,796 | 40,000 | 40,000 | 32.7% | 0.0% |
| Sales (\$000) | \$3,253,329 | \$4,594,306 | \$4,968,149 | \$7,086,066 | \$7,517,600 | \$7,596,500 | 133.5% | 1.0% |
| Idaho | | | | | | | | |
| Number of Firms | 25,763 | 28,824 | 35,594 | 45,121 | 50,500 | 51,600 | 100.3% | 2.2% |
| Employment | 25,873 | 26,633 | 32,873 | 36,598 | 39,900 | 39,600 | 53.1% | -0.8% |
| Sales (\$000) | \$2,405,407 | \$3,216,407 | \$4,103,736 | \$4,607,322 | \$5,069,100 | \$4,994,900 | 107.7% | -1.5% |
| Illinois | | | | | | | | |
| Number of Firms | 239,725 | 284,954 | 343,111 | 417,500 | 441,300 | 458,500 | 91.3% | 3.9% |
| Employment | 392,569 | 351,317 | 339,371 | 340,077 | 338,100 | 337,800 | -14.0% | -0.1% |
| Sales (\$000) | \$44,273,464 | \$46,861,800 | \$53,730,382 | \$60,134,669 | \$62,513,200 | \$62,971,700 | 42.2% | 0.7% |
| Indiana | | | | | | | | |
| Number of Firms | 107,082 | 118,857 | 129,621 | 162,798 | 175,900 | 179,900 | 68.0% | 2.3% |
| Employment | 131,778 | 136,457 | 150,463 | 175,081 | 186,600 | 187,200 | 42.1% | 0.3% |
| Sales (\$000) | \$13,578,102 | \$16,481,128 | \$20,637,409 | \$28,013,254 | \$31,454,400 | \$31,837,200 | 134.5% | 1.2% |
| Iowa | | | | | | | | |
| Number of Firms | 57,527 | 63,821 | 66,270 | 82,345 | 86,300 | 87,700 | 52.5% | 1.6% |
| Employment | 71,724 | 63,324 | 61,243 | 84,332 | 88,800 | 89,500 | 24.8% | 0.8% |
| Sales (\$000) | \$8,093,311 | \$7,398,962 | \$7,886,061 | \$12,640,627 | \$13,751,900 | \$13,968,600 | 72.6% | 1.6% |
| Kansas | | | | | | | | |
| Number of Firms | 54,638 | 59,635 | 65,180 | 77,194 | 79,500 | 81,700 | 49.5% | 2.8% |
| Employment | 58,497 | 61,596 | 68,098 | 73,341 | 74,900 | 75,700 | 29.4% | 1.1% |
| Sales (\$000) | \$6,928,221 | \$6,948,910 | \$9,253,112 | \$13,467,117 | \$14,314,500 | \$15,051,600 | 117.3% | 5.1% |

Table 2: Trend in Growth of Women-Owned Firms by State, 1997-2017 (cont'd)

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|----------------------|-------------------|--------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Kentucky | | | | | | | | |
| Number of Firms | 65,965 | 77,159 | 86,429 | 106,011 | 113,400 | 113,500 | 72.1% | 0.1% |
| Employment | 95,453 | 84,096 | 89,059 | 92,529 | 94,700 | 94,100 | -1.4% | -0.6% |
| Sales (\$000) | \$9,876,600 | \$9,451,101 | \$12,381,271 | \$15,571,038 | \$17,132,800 | \$16,890,300 | 71.0% | -1.4% |
| Louisiana | | | | | | | | |
| Number of Firms | 70,550 | 86,876 | 102,847 | 151,114 | 153,000 | 144,600 | 105.0% | -5.5% |
| Employment | 116,063 | 114,635 | 110,631 | 131,804 | 132,300 | 130,600 | 12.5% | -1.3% |
| Sales (\$000) | \$11,462,806 | \$12,253,105 | \$22,092,433 | \$22,864,139 | \$23,169,700 | \$22,014,000 | 92.0% | -5.0% |
| Maine | | | | | | | | |
| Number of Firms | 30,598 | 32,512 | 38,490 | 42,067 | 44,000 | 45,600 | 49.0% | 3.6% |
| Employment | 28,263 | 26,510 | 29,648 | 43,706 | 47,100 | 49,900 | 76.6% | 5.9% |
| Sales (\$000) | \$3,212,307 | \$3,282,306 | \$3,541,893 | \$9,819,907 | \$11,122,200 | \$12,793,800 | 298.3% | 15.0% |
| Maryland | | | | | | | | |
| Number of Firms | 115,801 | 137,410 | 172,115 | 209,119 | 220,900 | 231,000 | 99.5% | 4.6% |
| Employment | 139,616 | 141,906 | 165,454 | 185,516 | 192,700 | 195,700 | 40.2% | 1.6% |
| Sales (\$000) | \$14,657,414 | \$17,295,183 | \$22,307,616 | \$29,255,875 | \$31,217,400 | \$32,155,400 | 119.4% | 3.0% |
| Massachusetts | | | | | | | | |
| Number of Firms | 142,661 | 161,918 | 178,114 | 199,210 | 208,300 | 214,600 | 50.4% | 3.0% |
| Employment | 155,191 | 173,368 | 167,928 | 178,196 | 179,400 | 179,700 | 15.8% | 0.2% |
| Sales (\$000) | \$16,752,596 | \$23,133,981 | \$25,487,227 | \$28,855,145 | \$30,253,400 | \$30,635,000 | 82.9% | 1.3% |
| Michigan | | | | | | | | |
| Number of Firms | 184,590 | 217,673 | 248,421 | 306,986 | 389,800 | 430,100 | 133.0% | 10.3% |
| Employment | 228,132 | 229,221 | 244,342 | 241,158 | 252,200 | 251,700 | 10.3% | -0.2% |
| Sales (\$000) | \$26,498,569 | \$29,216,689 | \$30,928,408 | \$37,995,011 | \$46,130,800 | \$46,208,400 | 74.4% | 0.2% |
| Minnesota | | | | | | | | |
| Number of Firms | 108,417 | 123,905 | 133,237 | 157,821 | 169,000 | 170,300 | 57.1% | 0.8% |
| Employment | 124,616 | 123,233 | 140,525 | 182,229 | 201,600 | 202,100 | 62.2% | 0.2% |
| Sales (\$000) | \$13,457,542 | \$16,251,660 | \$18,635,862 | \$24,621,142 | \$27,373,000 | \$27,175,100 | 101.9% | -0.7% |
| Mississippi | | | | | | | | |
| Number of Firms | 38,321 | 47,102 | 60,846 | 89,159 | 94,700 | 95,900 | 150.3% | 1.3% |
| Employment | 54,183 | 53,948 | 56,715 | 53,163 | 53,100 | 53,100 | -2.0% | 0.0% |
| Sales (\$000) | \$5,995,011 | \$6,728,498 | \$8,572,422 | \$8,740,401 | \$9,006,800 | \$8,937,100 | 49.1% | -0.8% |
| Missouri | | | | | | | | |
| Number of Firms | 103,626 | 120,443 | 130,726 | 162,616 | 174,600 | 178,000 | 71.8% | 1.9% |
| Employment | 134,301 | 147,372 | 140,142 | 149,741 | 150,400 | 150,300 | 11.9% | -0.1% |
| Sales (\$000) | \$15,002,981 | \$18,604,649 | \$20,217,661 | \$24,012,343 | \$25,543,800 | \$25,450,400 | 69.6% | -0.4% |

Table 2: Trend in Growth of Women-Owned Firms by State, 1997-2017 (Cont'd)

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|-----------------------|-------------------|--------------|--------------|---------------|---------------|---------------|------------------------|------------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Montana | | | | | | | | |
| Number of Firms | 22,404 | 24,519 | 28,129 | 35,449 | 37,300 | 37,400 | 66.9% | 0.3% |
| Employment | 22,240 | 21,238 | 28,532 | 33,077 | 35,100 | 35,000 | 57.4% | -0.3% |
| Sales (\$000) | \$2,047,559 | \$2,138,505 | \$3,397,707 | \$4,395,426 | \$4,780,000 | \$4,771,100 | 133.0% | -0.2% |
| Nebraska | | | | | | | | |
| Number of Firms | 33,469 | 38,679 | 41,003 | 51,936 | 55,100 | 55,400 | 65.5% | 0.5% |
| Employment | 42,044 | 46,868 | 46,708 | 44,915 | 44,400 | 44,600 | 6.1% | 0.5% |
| Sales (\$000) | \$4,536,547 | \$5,765,418 | \$6,432,875 | \$6,925,764 | \$7,206,600 | \$7,140,600 | 57.4% | -0.9% |
| Nevada | | | | | | | | |
| Number of Firms | 33,311 | 47,675 | 63,317 | 82,508 | 92,700 | 96,300 | 189.1% | 3.9% |
| Employment | 49,477 | 54,268 | 64,773 | 68,636 | 72,900 | 72,500 | 46.5% | -0.5% |
| Sales (\$000) | \$5,971,518 | \$8,643,138 | \$12,579,594 | \$13,995,046 | \$15,568,500 | \$15,504,800 | 159.6% | -0.4% |
| New Hampshire | | | | | | | | |
| Number of Firms | 27,265 | 31,024 | 35,586 | 38,525 | 40,600 | 41,300 | 51.5% | 1.7% |
| Employment | 33,911 | 37,731 | 36,984 | 36,233 | 35,800 | 35,800 | 5.6% | 0.0% |
| Sales (\$000) | \$3,112,620 | \$4,665,353 | \$6,127,210 | \$6,198,020 | \$6,625,900 | \$6,646,000 | 113.5% | 0.3% |
| New Jersey | | | | | | | | |
| Number of Firms | 155,345 | 185,197 | 213,398 | 252,944 | 272,700 | 274,000 | 76.4% | 0.5% |
| Employment | 247,040 | 243,020 | 256,397 | 261,891 | 267,400 | 266,100 | 7.7% | -0.5% |
| Sales (\$000) | \$30,000,725 | \$35,573,077 | \$41,189,464 | \$49,535,493 | \$53,606,900 | \$52,819,400 | 76.1% | -1.5% |
| New Mexico | | | | | | | | |
| Number of Firms | 38,706 | 42,254 | 49,886 | 59,044 | 61,500 | 61,400 | 58.6% | -0.2% |
| Employment | 48,236 | 42,037 | 49,378 | 54,042 | 55,800 | 55,400 | 14.9% | -0.7% |
| Sales (\$000) | \$4,449,686 | \$4,714,288 | \$6,814,989 | \$7,955,951 | \$8,435,700 | \$8,328,500 | 87.2% | -1.3% |
| New York | | | | | | | | |
| Number of Firms | 394,014 | 505,077 | 594,492 | 725,709 | 782,200 | 788,200 | 100.0% | 0.8% |
| Employment | 461,127 | 469,207 | 466,606 | 560,576 | 584,000 | 580,000 | 25.8% | -0.7% |
| Sales (\$000) | \$59,496,722 | \$70,838,360 | \$84,046,898 | \$105,158,423 | \$113,944,400 | \$112,571,100 | 89.2% | -1.2% |
| North Carolina | | | | | | | | |
| Number of Firms | 139,900 | 173,874 | 225,512 | 287,058 | 328,700 | 333,100 | 138.1% | 1.3% |
| Employment | 221,973 | 224,736 | 253,009 | 267,751 | 283,600 | 279,700 | 26.0% | -1.4% |
| Sales (\$000) | \$24,166,074 | \$26,743,381 | \$32,023,015 | \$36,745,575 | \$40,422,400 | \$39,448,100 | 63.2% | -2.4% |
| North Dakota | | | | | | | | |
| Number of Firms | 12,417 | 13,203 | 15,237 | 20,316 | 21,600 | 21,500 | 73.1% | -0.5% |
| Employment | 13,482 | 11,651 | 16,120 | 23,963 | 26,100 | 25,900 | 92.1% | -0.8% |
| Sales (\$000) | \$1,166,763 | \$1,317,510 | \$1,860,625 | \$4,080,926 | \$4,560,700 | \$4,567,500 | 291.5% | 0.1% |

Table 2: Trend in Growth of Women-Owned Firms by State, 1997-2017 (cont'd)

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|-----------------------|-------------------|--------------|--------------|---------------|---------------|---------------|------------------------|------------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Ohio | | | | | | | | |
| Number of Firms | 205,044 | 229,972 | 249,114 | 306,824 | 330,600 | 341,000 | 66.3% | 3.1% |
| Employment | 291,361 | 264,038 | 289,699 | 306,352 | 319,500 | 320,700 | 10.1% | 0.4% |
| Sales (\$000) | \$30,596,853 | \$32,314,892 | \$40,985,031 | \$43,896,112 | \$47,486,300 | \$47,776,700 | 56.1% | 0.6% |
| Oklahoma | | | | | | | | |
| Number of Firms | 67,481 | 75,025 | 84,427 | 105,168 | 111,900 | 109,600 | 62.4% | -2.1% |
| Employment | 82,531 | 92,546 | 96,698 | 107,744 | 111,100 | 109,400 | 32.6% | -1.5% |
| Sales (\$000) | \$8,911,638 | \$9,254,893 | \$14,717,185 | \$18,829,804 | \$20,966,900 | \$20,123,700 | 125.8% | -4.0% |
| Oregon | | | | | | | | |
| Number of Firms | 80,543 | 88,317 | 103,620 | 123,015 | 127,300 | 128,100 | 59.0% | 0.6% |
| Employment | 91,379 | 83,054 | 97,076 | 111,907 | 115,500 | 115,400 | 26.3% | -0.1% |
| Sales (\$000) | \$10,334,626 | \$10,608,262 | \$14,035,799 | \$16,771,680 | \$17,538,400 | \$17,498,800 | 69.3% | -0.2% |
| Pennsylvania | | | | | | | | |
| Number of Firms | 202,990 | 227,117 | 265,136 | 304,803 | 324,600 | 337,600 | 66.3% | 4.0% |
| Employment | 257,841 | 279,970 | 288,393 | 320,590 | 330,900 | 333,500 | 29.3% | 0.8% |
| Sales (\$000) | \$34,043,332 | \$38,998,092 | \$46,082,536 | \$51,459,230 | \$54,634,300 | \$55,342,200 | 62.6% | 1.3% |
| Rhode Island | | | | | | | | |
| Number of Firms | 19,886 | 23,195 | 26,431 | 30,484 | 33,000 | 32,800 | 64.9% | -0.6% |
| Employment | 28,678 | 25,562 | 22,417 | 27,423 | 28,100 | 27,900 | -2.7% | -0.7% |
| Sales (\$000) | \$2,683,580 | \$3,640,614 | \$3,339,397 | \$4,506,014 | \$4,803,000 | \$4,701,400 | 75.2% | -2.1% |
| South Carolina | | | | | | | | |
| Number of Firms | 64,232 | 76,831 | 99,458 | 131,856 | 152,500 | 164,400 | 155.9% | 7.8% |
| Employment | 100,284 | 92,773 | 100,308 | 106,174 | 111,200 | 111,200 | 10.9% | 0.0% |
| Sales (\$000) | \$10,634,412 | \$10,890,936 | \$14,149,756 | \$14,416,533 | \$15,736,500 | \$15,717,100 | 47.8% | -0.1% |
| South Dakota | | | | | | | | |
| Number of Firms | 14,121 | 15,573 | 17,082 | 23,722 | 25,600 | 26,300 | 86.2% | 2.7% |
| Employment | 14,323 | 14,718 | 17,117 | 21,840 | 23,500 | 23,700 | 65.5% | 0.9% |
| Sales (\$000) | \$1,202,178 | \$1,546,639 | \$2,052,027 | \$3,951,610 | \$4,512,400 | \$4,714,300 | 292.1% | 4.5% |
| Tennessee | | | | | | | | |
| Number of Firms | 99,772 | 117,935 | 142,451 | 195,694 | 217,400 | 233,000 | 133.5% | 7.2% |
| Employment | 142,080 | 116,955 | 126,083 | 142,983 | 150,300 | 151,500 | 6.6% | 0.8% |
| Sales (\$000) | \$14,538,315 | \$17,640,826 | \$21,387,001 | \$26,949,565 | \$29,552,300 | \$30,089,700 | 107.0% | 1.8% |
| Texas | | | | | | | | |
| Number of Firms | 381,453 | 468,705 | 610,007 | 866,678 | 991,000 | 938,800 | 146.1% | -5.3% |
| Employment | 548,756 | 553,843 | 592,308 | 778,860 | 849,200 | 808,200 | 47.3% | -4.8% |
| Sales (\$000) | \$65,065,262 | \$65,817,396 | \$97,094,681 | \$125,931,813 | \$144,711,600 | \$134,229,500 | 106.3% | -7.2% |

Table 2: Trend in Growth of Women-Owned Firms by State, 1997-2017 (cont'd)

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|----------------------|-------------------|--------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Utah | | | | | | | | |
| Number of Firms | 41,991 | 48,475 | 61,468 | 76,269 | 83,800 | 86,600 | 106.2% | 3.3% |
| Employment | 54,135 | 53,497 | 56,739 | 70,724 | 75,400 | 75,500 | 39.5% | 0.1% |
| Sales (\$000) | \$5,096,187 | \$5,920,242 | \$10,142,709 | \$12,342,312 | \$14,073,700 | \$14,428,300 | 183.1% | 2.5% |
| Vermont | | | | | | | | |
| Number of Firms | 17,030 | 18,989 | 20,447 | 23,417 | 24,100 | 24,400 | 43.3% | 1.2% |
| Employment | 13,524 | 14,974 | 13,351 | 15,540 | 15,600 | 15,600 | 15.4% | 0.0% |
| Sales (\$000) | \$1,313,146 | \$1,454,095 | \$1,724,022 | \$2,217,470 | \$2,335,900 | \$2,356,800 | 79.5% | 0.9% |
| Virginia | | | | | | | | |
| Number of Firms | 132,219 | 157,030 | 192,081 | 236,290 | 248,800 | 255,500 | 93.2% | 2.7% |
| Employment | 172,227 | 183,468 | 199,248 | 253,543 | 264,600 | 267,100 | 55.1% | 0.9% |
| Sales (\$000) | \$17,486,395 | \$22,123,426 | \$30,272,850 | \$38,308,897 | \$40,859,700 | \$41,495,600 | 137.3% | 1.6% |
| Washington | | | | | | | | |
| Number of Firms | 123,042 | 137,394 | 157,989 | 187,677 | 200,400 | 204,800 | 66.4% | 2.2% |
| Employment | 139,032 | 126,818 | 149,093 | 174,866 | 187,100 | 188,700 | 35.7% | 0.9% |
| Sales (\$000) | \$15,099,236 | \$17,368,371 | \$23,103,402 | \$27,687,142 | \$30,308,100 | \$30,575,200 | 102.5% | 0.9% |
| West Virginia | | | | | | | | |
| Number of Firms | 30,231 | 31,301 | 33,787 | 39,065 | 41,500 | 40,100 | 32.6% | -3.4% |
| Employment | 33,724 | 31,539 | 36,095 | 39,788 | 42,300 | 40,700 | 20.7% | -3.8% |
| Sales (\$000) | \$3,298,735 | \$3,252,129 | \$4,777,819 | \$5,170,590 | \$5,761,500 | \$5,394,200 | 63.5% | -6.4% |
| Wisconsin | | | | | | | | |
| Number of Firms | 89,284 | 104,170 | 112,418 | 133,859 | 142,400 | 144,500 | 61.8% | 1.5% |
| Employment | 146,450 | 149,777 | 152,833 | 163,761 | 167,800 | 167,500 | 14.4% | -0.2% |
| Sales (\$000) | \$15,653,949 | \$17,582,321 | \$20,942,535 | \$24,815,580 | \$26,904,500 | \$26,867,900 | 71.6% | -0.1% |
| Wyoming | | | | | | | | |
| Number of Firms | 11,148 | 12,945 | 15,610 | 19,344 | 20,200 | 18,900 | 69.5% | -6.4% |
| Employment | 11,296 | 12,649 | 14,001 | 18,367 | 19,100 | 18,000 | 59.3% | -5.8% |
| Sales (\$000) | \$944,747 | \$1,129,837 | \$2,091,402 | \$3,026,334 | \$3,276,700 | \$2,880,300 | 204.9% | -12.1% |

| Table 3: Rank of States by Growth in Economic Clout of Women-Owned Firms, 1997-2017 | | | | | | | |
|--|-------------------|-------------|-----------------|-------------|-------------------|-------------|-------------------------------------|
| State | # of Firms | | Revenues | | Employment | | Combined Economic Clout Rank |
| | Growth | Rank | Growth | Rank | Growth | Rank | |
| Alabama | 115.7% | 12 | 77.8% | 33 | 11.8% | 39 | 29 |
| Alaska | 27.3% | 51 | 123.2% | 13 | 49.6% | 10 | 23 |
| Arizona | 128.6% | 10 | 112.6% | 18 | 45.6% | 14 | 10 |
| Arkansas | 88.8% | 23 | 46.3% | 50 | -13.5% | 50 | 47 |
| California | 121.4% | 11 | 86.1% | 30 | 15.7% | 33 | 23 |
| Colorado | 88.8% | 22 | 114.2% | 16 | 26.9% | 25 | 19 |
| Connecticut | 56.2% | 43 | 76.8% | 34 | 21.2% | 30 | 37 |
| Delaware | 108.8% | 14 | 102.6% | 23 | 49.3% | 11 | 12 |
| Columbia | 109.7% | 13 | 159.3% | 7 | 57.6% | 6 | 2 |
| Florida | 208.3% | 2 | 96.7% | 26 | 33.8% | 20 | 12 |
| Georgia | 245.0% | 1 | 110.3% | 19 | 43.1% | 15 | 5 |
| Hawaii | 87.3% | 24 | 133.5% | 10 | 32.8% | 21 | 17 |
| Idaho | 100.2% | 17 | 107.7% | 20 | 53.2% | 9 | 11 |
| Illinois | 91.3% | 21 | 42.2% | 51 | -13.9% | 51 | 47 |
| Indiana | 68.0% | 31 | 134.5% | 9 | 42.0% | 16 | 18 |
| Iowa | 52.4% | 44 | 72.6% | 38 | 24.8% | 29 | 42 |
| Kansas | 49.5% | 47 | 117.3% | 15 | 29.5% | 23 | 30 |
| Kentucky | 72.0% | 28 | 71.0% | 40 | -1.4% | 47 | 44 |
| Louisiana | 104.9% | 16 | 92.0% | 27 | 12.5% | 37 | 28 |
| Maine | 49.1% | 48 | 298.3% | 1 | 76.6% | 2 | 16 |
| Maryland | 99.5% | 19 | 119.4% | 14 | 40.2% | 17 | 14 |
| Massachusetts | 50.4% | 46 | 82.9% | 31 | 15.8% | 32 | 41 |
| Michigan | 133.0% | 9 | 74.4% | 37 | 10.3% | 41 | 31 |
| Minnesota | 57.0% | 42 | 101.9% | 25 | 62.2% | 4 | 20 |
| Mississippi | 150.3% | 5 | 49.1% | 48 | -2.0% | 48 | 33 |
| Missouri | 71.8% | 29 | 69.6% | 41 | 11.9% | 38 | 38 |
| Montana | 67.1% | 32 | 133.0% | 11 | 57.3% | 7 | 14 |
| Nebraska | 65.6% | 36 | 57.4% | 46 | 6.0% | 45 | 51 |
| Nevada | 189.1% | 3 | 159.6% | 6 | 46.6% | 13 | 1 |
| New Hampshire | 51.6% | 45 | 113.5% | 17 | 5.7% | 46 | 38 |
| New Jersey | 76.4% | 26 | 76.1% | 35 | 7.7% | 43 | 35 |
| New Mexico | 58.5% | 41 | 87.2% | 29 | 14.8% | 35 | 36 |
| New York | 100.0% | 18 | 89.2% | 28 | 25.8% | 28 | 23 |
| North Carolina | 138.1% | 7 | 63.2% | 44 | 26.0% | 27 | 27 |
| North Dakota | 72.9% | 27 | 291.5% | 3 | 92.3% | 1 | 4 |

**Table 3: Rank of States by Growth in Economic Clout of Women-Owned Firms, 1997-2017
(cont'd)**

| State | # of Firms | | Revenues | | Employment | | Combined Economic Clout Rank, |
|----------------|------------|------|----------|------|------------|------|-------------------------------|
| | Growth | Rank | Growth | Rank | Growth | Rank | |
| Ohio | 66.3% | 35 | 56.1% | 47 | 10.1% | 42 | 49 |
| Oklahoma | 62.4% | 38 | 125.8% | 12 | 32.6% | 22 | 21 |
| Oregon | 59.0% | 40 | 69.3% | 42 | 26.3% | 26 | 38 |
| Pennsylvania | 66.3% | 34 | 62.6% | 45 | 29.4% | 24 | 34 |
| Rhode Island | 64.8% | 37 | 75.2% | 36 | -2.9% | 49 | 46 |
| South Carolina | 156.0% | 4 | 47.8% | 49 | 10.9% | 40 | 32 |
| South Dakota | 86.3% | 25 | 292.1% | 2 | 65.5% | 3 | 3 |
| Tennessee | 133.5% | 8 | 107.0% | 21 | 6.7% | 44 | 22 |
| Texas | 146.1% | 6 | 106.3% | 22 | 47.3% | 12 | 9 |
| Utah | 106.1% | 15 | 183.1% | 5 | 39.5% | 18 | 7 |
| Vermont | 43.1% | 49 | 79.5% | 32 | 15.6% | 34 | 44 |
| Virginia | 93.3% | 20 | 137.3% | 8 | 55.1% | 8 | 6 |
| Washington | 66.5% | 33 | 102.5% | 24 | 35.7% | 19 | 26 |
| West Virginia | 32.7% | 50 | 63.5% | 43 | 20.8% | 31 | 49 |
| Wisconsin | 61.8% | 39 | 71.6% | 39 | 14.4% | 36 | 43 |
| Wyoming | 69.1% | 30 | 204.9% | 4 | 59.3% | 5 | 8 |

Note: Combined economic clout rank is an averaging of the individual rankings of the number, revenue and employment growth of women-owned firms between 1997 and 2017.

Table 3a: Rank of States by Growth in Employment Vitality of Women-Owned Firms, 1997-2017

| State | Employment | | | Combined ranking | |
|----------------------|------------|------|----------------------------------|------------------|----|
| | Growth | Rank | 2017 Average Number of employees | | |
| Alabama | 11.8% | 39 | 0.73 | 41 | 42 |
| Alaska | 49.6% | 10 | 1.17 | 3 | 4 |
| Arizona | 45.6% | 14 | 0.73 | 42 | 26 |
| Arkansas | -13.5% | 50 | 0.69 | 44 | 50 |
| California | 15.7% | 33 | 0.70 | 43 | 40 |
| Colorado | 26.9% | 25 | 0.78 | 36 | 33 |
| Connecticut | 21.2% | 30 | 0.84 | 30 | 32 |
| Delaware | 49.3% | 11 | 1.00 | 10 | 7 |
| District of Columbia | 57.6% | 6 | 0.93 | 17 | 8 |
| Florida | 33.8% | 20 | 0.48 | 51 | 38 |
| Georgia | 43.1% | 15 | 0.54 | 50 | 35 |
| Hawaii | 32.8% | 21 | 0.83 | 34 | 25 |
| Idaho | 53.2% | 9 | 0.77 | 37 | 22 |
| Illinois | -13.9% | 51 | 0.74 | 39 | 48 |
| Indiana | 42.0% | 16 | 1.04 | 7 | 8 |
| Iowa | 24.8% | 29 | 1.02 | 8 | 14 |

Table 3a: Rank of States by Growth in Employment Vitality of Women-Owned Firms, 1997-2017 (cont'd)

| State | Employment | | | Combined ranking | |
|----------------|------------|------|----------------------------------|------------------|----|
| | Growth | Rank | 2017 Average Number of employees | | |
| Kansas | 29.5% | 23 | 0.93 | 18 | 19 |
| Kentucky | -1.4% | 47 | 0.83 | 33 | 42 |
| Louisiana | 12.5% | 37 | 0.90 | 20 | 29 |
| Maine | 76.6% | 2 | 1.09 | 5 | 3 |
| Maryland | 40.2% | 17 | 0.85 | 28 | 21 |
| Massachusetts | 15.8% | 32 | 0.84 | 32 | 34 |
| Michigan | 10.3% | 41 | 0.59 | 48 | 47 |
| Minnesota | 62.2% | 4 | 1.19 | 2 | 2 |
| Mississippi | -2.0% | 48 | 0.55 | 49 | 51 |
| Missouri | 11.9% | 38 | 0.84 | 29 | 36 |
| Montana | 57.3% | 7 | 0.93 | 16 | 8 |
| Nebraska | 6.0% | 45 | 0.80 | 35 | 42 |
| Nevada | 46.6% | 13 | 0.75 | 38 | 24 |
| New Hampshire | 5.7% | 46 | 0.87 | 25 | 38 |
| New Jersey | 7.7% | 43 | 0.97 | 13 | 26 |
| New Mexico | 14.8% | 35 | 0.90 | 21 | 26 |
| New York | 25.8% | 28 | 0.74 | 40 | 37 |
| North Carolina | 26.0% | 27 | 0.84 | 31 | 31 |
| North Dakota | 92.3% | 1 | 1.21 | 1 | 1 |
| Ohio | 10.1% | 42 | 0.94 | 15 | 29 |
| Oklahoma | 32.6% | 22 | 1.00 | 11 | 12 |
| Oregon | 26.3% | 26 | 0.90 | 23 | 23 |
| Pennsylvania | 29.4% | 24 | 0.99 | 12 | 13 |
| Rhode Island | -2.9% | 49 | 0.85 | 27 | 40 |
| South Carolina | 10.9% | 40 | 0.68 | 45 | 46 |
| South Dakota | 65.5% | 3 | 0.90 | 22 | 11 |
| Tennessee | 6.7% | 44 | 0.65 | 46 | 48 |
| Texas | 47.3% | 12 | 0.86 | 26 | 15 |
| Utah | 39.5% | 18 | 0.87 | 24 | 20 |
| Vermont | 15.6% | 34 | 0.64 | 47 | 45 |
| Virginia | 55.1% | 8 | 1.05 | 6 | 5 |
| Washington | 35.7% | 19 | 0.92 | 19 | 15 |
| West Virginia | 20.8% | 31 | 1.02 | 9 | 17 |
| Wisconsin | 14.4% | 36 | 1.16 | 4 | 17 |
| Wyoming | 59.3% | 5 | 0.95 | 14 | 6 |

Note: This combined ranking is an averaging of the individual rankings of the employment growth of women-owned firms between 1997 and 2017 and the average employment per firm in 2017.

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2017

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 |
|-------------------------|-------------------|-----------------|-----------------|-----------------|-----------------|------------------------|------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | |
| Number of Firms | 6,489,483 | 7,793,139 | 9,878,397 | 11,313,900 | 11,615,600 | 79.0% | 2.7% |
| Employment | 7,146,229 | 7,579,876 | 8,431,614 | 8,976,100 | 8,985,200 | 25.7% | 0.1% |
| Sales (\$000) | \$940,774,986 | \$1,202,115,758 | \$1,419,834,295 | \$1,622,763,800 | \$1,663,991,700 | 76.9% | 2.5% |
| Atlanta GA | | | | | | | |
| Number of Firms | 124,061 | 175,588 | 242,721 | 308,600 | 331,200 | 167.0% | 7.3% |
| Employment | 119,584 | 145,002 | 152,326 | 170,500 | 168,600 | 41.0% | -1.1% |
| Sales (\$000) | \$21,595,902 | \$29,381,119 | \$31,474,751 | \$36,955,500 | \$36,303,800 | 68.1% | -1.8% |
| Austin TX | | | | | | | |
| Number of Firms | 33,387 | 45,282 | 63,918 | 74,800 | 77,800 | 133.0% | 4.0% |
| Employment | 30,188 | 42,825 | 58,254 | 68,300 | 69,700 | 130.9% | 2.0% |
| Sales (\$000) | \$4,005,269 | \$6,532,792 | \$8,687,378 | \$10,359,800 | \$10,529,600 | 162.9% | 1.6% |
| Baltimore MD | | | | | | | |
| Number of Firms | 60,089 | 76,866 | 93,177 | 101,900 | 105,000 | 74.7% | 3.0% |
| Employment | 65,850 | 75,799 | 88,934 | 95,000 | 95,800 | 45.5% | 0.8% |
| Sales (\$000) | \$8,071,993 | \$10,219,032 | \$14,316,004 | \$15,969,400 | \$16,281,000 | 101.7% | 2.0% |
| Birmingham AL | | | | | | | |
| Number of Firms | 20,049 | 27,563 | 33,254 | 37,600 | 38,600 | 92.5% | 2.7% |
| Employment | 20,426 | 24,455 | 24,777 | 26,200 | 26,100 | 27.8% | -0.4% |
| Sales (\$000) | \$2,969,895 | \$4,336,932 | \$4,913,624 | \$5,558,900 | \$5,543,500 | 86.7% | -0.3% |
| Boston MA/NH | | | | | | | |
| Number of Firms | 117,540 | 130,614 | 146,751 | 156,800 | 157,000 | 33.6% | 0.1% |
| Employment | 127,947 | 120,670 | 130,204 | 131,000 | 130,800 | 2.2% | -0.2% |
| Sales (\$000) | \$17,327,192 | \$19,873,085 | \$22,758,315 | \$24,631,000 | \$24,362,500 | 40.6% | -1.1% |
| Buffalo NY | | | | | | | |
| Number of Firms | 19,770 | 19,591 | 23,372 | 24,500 | 24,500 | 23.9% | 0.0% |
| Employment | 23,168 | 20,270 | 26,732 | 27,900 | 27,700 | 19.6% | -0.7% |
| Sales (\$000) | \$2,681,603 | \$2,526,172 | \$4,384,624 | \$4,938,400 | \$4,906,800 | 83.0% | -0.6% |
| Charlotte NC/SC | | | | | | | |
| Number of Firms | 30,932 | 45,038 | 73,756 | 92,500 | 105,700 | 241.7% | 14.3% |
| Employment | 43,411 | 41,660 | 61,921 | 70,000 | 67,100 | 54.6% | -4.1% |
| Sales (\$000) | \$4,532,647 | \$6,489,656 | \$10,654,109 | \$13,340,200 | \$12,737,600 | 181.0% | -4.5% |
| Chicago IL/IN/WI | | | | | | | |
| Number of Firms | 215,066 | 271,086 | 340,336 | 376,900 | 395,800 | 84.0% | 5.0% |
| Employment | 269,756 | 266,866 | 266,192 | 265,200 | 265,100 | -1.7% | 0.0% |
| Sales (\$000) | \$37,378,856 | \$44,098,876 | \$47,629,668 | \$50,618,800 | \$50,830,500 | 36.0% | 0.4% |

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 |
|----------------------------|-------------------|--------------|--------------|--------------|--------------|---------------------|---------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Cincinnati OH/KY/IN | | | | | | | |
| Number of Firms | 40,008 | 46,757 | 54,762 | 60,700 | 61,700 | 54.2% | 1.6% |
| Employment | 48,305 | 50,979 | 56,421 | 59,700 | 59,500 | 23.2% | -0.3% |
| Sales (\$000) | \$6,253,610 | \$8,480,250 | \$8,302,710 | \$9,131,400 | \$8,860,700 | 41.7% | -3.0% |
| Cleveland OH | | | | | | | |
| Number of Firms | 43,336 | 47,433 | 63,378 | 71,400 | 72,300 | 66.8% | 1.3% |
| Employment | 51,865 | 62,327 | 63,967 | 68,800 | 68,300 | 31.7% | -0.7% |
| Sales (\$000) | \$5,765,897 | \$7,026,864 | \$9,094,208 | \$10,429,500 | \$10,351,100 | 79.5% | -0.8% |
| Columbus OH | | | | | | | |
| Number of Firms | 38,766 | 46,749 | 59,239 | 68,900 | 71,500 | 84.4% | 3.8% |
| Employment | 41,630 | 42,031 | 53,817 | 59,600 | 59,700 | 43.4% | 0.2% |
| Sales (\$000) | \$6,917,861 | \$7,082,959 | \$8,344,903 | \$9,019,000 | \$8,932,900 | 29.1% | -1.0% |
| Dallas TX | | | | | | | |
| Number of Firms | 127,339 | 169,809 | 235,520 | 296,000 | 276,200 | 116.9% | -6.7% |
| Employment | 156,263 | 151,029 | 197,542 | 220,600 | 208,600 | 33.5% | -5.4% |
| Sales (\$000) | \$19,926,616 | \$28,099,286 | \$37,430,543 | \$47,211,700 | \$42,787,500 | 114.7% | -9.4% |
| Denver CO | | | | | | | |
| Number of Firms | 68,110 | 79,547 | 101,243 | 117,600 | 117,500 | 72.5% | -0.1% |
| Employment | 69,053 | 71,881 | 86,002 | 94,300 | 92,700 | 34.2% | -1.7% |
| Sales (\$000) | \$10,011,841 | \$13,528,376 | \$15,252,721 | \$17,833,300 | \$17,364,700 | 73.4% | -2.6% |
| Detroit MI | | | | | | | |
| Number of Firms | 96,268 | 115,787 | 157,090 | 256,400 | 280,900 | 191.8% | 9.6% |
| Employment | 99,871 | 121,902 | 119,594 | 151,800 | 145,700 | 45.9% | -4.0% |
| Sales (\$000) | \$14,769,692 | \$15,334,323 | \$18,698,444 | \$25,110,200 | \$23,612,000 | 59.9% | -6.0% |
| Hartford CT | | | | | | | |
| Number of Firms | 26,050 | 27,066 | 33,155 | 35,200 | 34,700 | 33.2% | -1.4% |
| Employment | 28,150 | 28,400 | 32,553 | 33,800 | 33,400 | 18.7% | -1.2% |
| Sales (\$000) | \$3,279,369 | \$4,546,050 | \$4,961,266 | \$5,435,600 | \$5,284,000 | 61.1% | -2.8% |
| Houston TX | | | | | | | |
| Number of Firms | 117,516 | 152,221 | 234,450 | 259,400 | 248,700 | 111.6% | -4.1% |
| Employment | 142,305 | 152,928 | 194,566 | 205,700 | 199,300 | 40.1% | -3.1% |
| Sales (\$000) | \$18,312,556 | \$30,014,828 | \$32,988,815 | \$36,123,700 | \$34,368,500 | 87.7% | -4.9% |
| Indianapolis IN | | | | | | | |
| Number of Firms | 33,260 | 40,056 | 57,362 | 65,500 | 70,400 | 111.7% | 7.5% |
| Employment | 38,821 | 41,763 | 57,232 | 63,500 | 65,300 | 68.2% | 2.8% |
| Sales (\$000) | \$5,294,177 | \$6,267,315 | \$9,258,614 | \$10,600,200 | \$10,994,100 | 107.7% | 3.7% |
| Jacksonville FL | | | | | | | |
| Number of Firms | 26,107 | 32,392 | 44,290 | 52,000 | 53,600 | 105.3% | 3.1% |
| Employment | 26,549 | 31,560 | 34,081 | 37,300 | 37,000 | 39.4% | -0.8% |
| Sales (\$000) | \$3,505,033 | \$5,142,837 | \$4,674,202 | \$5,170,400 | \$5,088,400 | 45.2% | -1.6% |

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 |
|-----------------------------------|-------------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Kansas City MO/KS | | | | | | | |
| Number of Firms | 43,725 | 49,027 | 58,155 | 63,100 | 63,400 | 45.0% | 0.5% |
| Employment | 44,056 | 51,020 | 57,624 | 62,300 | 62,000 | 40.7% | -0.5% |
| Sales (\$000) | \$5,918,956 | \$8,395,144 | \$10,424,554 | \$11,972,700 | \$11,995,100 | 102.7% | 0.2% |
| Las Vegas NV | | | | | | | |
| Number of Firms | 31,259 | 44,528 | 62,885 | 75,600 | 88,600 | 183.4% | 17.2% |
| Employment | 36,993 | 46,033 | 49,727 | 54,800 | 56,700 | 53.3% | 3.5% |
| Sales (\$000) | \$6,639,696 | \$9,347,461 | \$9,341,515 | \$10,424,400 | \$10,714,300 | 61.4% | 2.8% |
| Los Angeles CA | | | | | | | |
| Number of Firms | 345,436 | 409,830 | 558,831 | 635,100 | 684,100 | 98.0% | 7.7% |
| Employment | 371,194 | 388,536 | 420,927 | 438,700 | 441,500 | 18.9% | 0.6% |
| Sales (\$000) | \$59,692,294 | \$79,797,391 | \$85,567,333 | \$94,820,200 | \$96,855,200 | 62.3% | 2.1% |
| Louisville KY/IN | | | | | | | |
| Number of Firms | 26,569 | 28,586 | 33,222 | 35,700 | 36,100 | 35.9% | 1.1% |
| Employment | 32,886 | 35,092 | 34,092 | 34,500 | 34,500 | 4.9% | 0.0% |
| Sales (\$000) | \$3,882,696 | \$4,767,482 | \$5,255,357 | \$5,759,900 | \$5,758,400 | 48.3% | 0.0% |
| Memphis TN/MS/AR | | | | | | | |
| Number of Firms | 22,102 | 31,454 | 57,563 | 69,900 | 75,400 | 241.1% | 7.9% |
| Employment | 24,931 | 22,557 | 28,106 | 29,200 | 29,000 | 16.3% | -0.7% |
| Sales (\$000) | \$2,616,314 | \$3,453,621 | \$5,211,621 | \$6,111,700 | \$6,103,400 | 133.3% | -0.1% |
| Miami FL | | | | | | | |
| Number of Firms | 180,797 | 232,743 | 355,762 | 453,100 | 503,600 | 178.5% | 11.1% |
| Employment | 153,586 | 140,608 | 173,160 | 184,100 | 183,100 | 19.2% | -0.5% |
| Sales (\$000) | \$21,645,539 | \$26,697,251 | \$34,384,858 | \$41,473,000 | \$41,773,100 | 93.0% | 0.7% |
| Milwaukee WI | | | | | | | |
| Number of Firms | 28,720 | 32,479 | 40,520 | 44,200 | 45,500 | 58.4% | 2.9% |
| Employment | 47,789 | 45,502 | 49,408 | 49,900 | 49,900 | 4.4% | 0.0% |
| Sales (\$000) | \$5,086,040 | \$5,414,192 | \$6,242,362 | \$6,604,100 | \$6,607,400 | 29.9% | 0.0% |
| Minneapolis/St. Paul MN/WI | | | | | | | |
| Number of Firms | 81,607 | 90,372 | 109,300 | 119,600 | 121,900 | 49.4% | 1.9% |
| Employment | 87,843 | 102,421 | 131,010 | 147,100 | 150,000 | 70.8% | 2.0% |
| Sales (\$000) | \$11,760,385 | \$14,093,497 | \$17,841,743 | \$20,104,000 | \$20,278,900 | 72.4% | 0.9% |
| Nashville TN | | | | | | | |
| Number of Firms | 32,544 | 40,428 | 55,389 | 64,000 | 67,600 | 107.7% | 5.6% |
| Employment | 31,062 | 36,816 | 36,186 | 38,100 | 38,100 | 22.7% | 0.0% |
| Sales (\$000) | \$7,583,392 | \$9,553,712 | \$10,250,554 | \$11,251,300 | \$11,238,200 | 48.2% | -0.1% |

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 |
|---------------------------------|-------------------|--------------|---------------|---------------|---------------|------------------------|------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| New Orleans LA | | | | | | | |
| Number of Firms | 30,546 | 29,701 | 48,890 | 47,900 | 46,900 | 53.5% | -2.1% |
| Employment | 41,938 | 34,421 | 43,386 | 43,300 | 43,300 | 3.2% | 0.0% |
| Sales (\$000) | \$4,923,470 | \$6,688,045 | \$6,655,996 | \$6,563,100 | \$6,517,200 | 32.4% | -0.7% |
| New York NY/NJ/PA | | | | | | | |
| Number of Firms | 510,692 | 604,678 | 783,597 | 876,300 | 882,900 | 72.9% | 0.8% |
| Employment | 521,585 | 508,301 | 623,123 | 657,600 | 651,600 | 24.9% | -0.9% |
| Sales (\$000) | \$79,902,753 | \$94,662,980 | \$124,681,440 | \$139,888,300 | \$138,024,000 | 72.7% | -1.3% |
| Oklahoma City OK | | | | | | | |
| Number of Firms | 26,091 | 32,787 | 40,126 | 43,700 | 42,800 | 64.0% | -2.1% |
| Employment | 32,397 | 32,222 | 41,095 | 43,300 | 42,400 | 30.9% | -2.1% |
| Sales (\$000) | \$2,927,078 | \$5,547,331 | \$7,661,494 | \$8,879,200 | \$8,642,800 | 195.3% | -2.7% |
| Orlando FL | | | | | | | |
| Number of Firms | 40,270 | 61,699 | 91,290 | 113,200 | 124,300 | 208.7% | 9.8% |
| Employment | 42,430 | 55,663 | 59,873 | 67,400 | 67,300 | 58.6% | -0.1% |
| Sales (\$000) | \$9,951,891 | \$11,236,372 | \$11,619,107 | \$12,335,300 | \$12,184,400 | 22.4% | -1.2% |
| Philadelphia PA/NJ/DE/MD | | | | | | | |
| Number of Firms | 108,384 | 133,595 | 155,264 | 169,300 | 174,300 | 60.8% | 3.0% |
| Employment | 133,675 | 136,632 | 151,409 | 156,700 | 157,000 | 17.4% | 0.2% |
| Sales (\$000) | \$18,346,100 | \$24,083,914 | \$24,477,086 | \$26,309,000 | \$26,411,000 | 44.0% | 0.4% |
| Phoenix AZ | | | | | | | |
| Number of Firms | 70,816 | 83,379 | 121,689 | 136,700 | 138,300 | 95.3% | 1.2% |
| Employment | 89,408 | 102,518 | 102,632 | 106,500 | 105,700 | 18.2% | -0.8% |
| Sales (\$000) | \$11,478,738 | \$15,911,873 | \$16,545,275 | \$18,040,900 | \$17,750,500 | 54.6% | -1.6% |
| Pittsburgh PA | | | | | | | |
| Number of Firms | 44,287 | 48,360 | 54,959 | 59,800 | 59,100 | 33.4% | -1.2% |
| Employment | 63,215 | 62,977 | 74,038 | 78,900 | 77,700 | 22.9% | -1.5% |
| Sales (\$000) | \$8,031,733 | \$8,739,462 | \$9,961,399 | \$10,832,800 | \$10,568,100 | 31.6% | -2.4% |
| Portland OR/WA | | | | | | | |
| Number of Firms | 53,205 | 60,891 | 77,097 | 80,400 | 79,600 | 49.6% | -1.0% |
| Employment | 49,786 | 58,414 | 64,901 | 67,000 | 66,300 | 33.2% | -1.0% |
| Sales (\$000) | \$6,836,017 | \$9,847,888 | \$10,767,471 | \$11,306,900 | \$11,121,100 | 62.7% | -1.6% |
| Providence RI/MA | | | | | | | |
| Number of Firms | 34,142 | 37,318 | 42,559 | 46,000 | 46,100 | 35.0% | 0.2% |
| Employment | 37,395 | 32,800 | 39,924 | 41,000 | 40,800 | 9.1% | -0.5% |
| Sales (\$000) | \$6,068,120 | \$5,088,390 | \$6,743,782 | \$7,021,600 | \$6,955,500 | 14.6% | -0.9% |
| Raleigh NC | | | | | | | |
| Number of Firms | 21,996 | 28,828 | 38,337 | 43,400 | 45,500 | 106.9% | 4.8% |
| Employment | 30,393 | 34,834 | 40,146 | 43,200 | 43,400 | 42.8% | 0.5% |
| Sales (\$000) | \$3,203,091 | \$4,435,817 | \$5,559,463 | \$6,294,700 | \$6,391,000 | 99.5% | 1.5% |

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 |
|--------------------------|-------------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Richmond VA | | | | | | | |
| Number of Firms | 21,529 | 27,624 | 34,814 | 40,200 | 42,000 | 95.1% | 4.5% |
| Employment | 28,248 | 30,335 | 35,649 | 38,600 | 38,700 | 37.0% | 0.3% |
| Sales (\$000) | \$2,666,832 | \$3,384,246 | \$5,155,733 | \$6,156,300 | \$6,376,000 | 139.1% | 3.6% |
| Riverside CA | | | | | | | |
| Number of Firms | 70,259 | 95,982 | 129,589 | 156,300 | 165,600 | 135.7% | 6.0% |
| Employment | 59,566 | 74,064 | 79,305 | 88,200 | 88,000 | 47.7% | -0.2% |
| Sales (\$000) | \$10,678,569 | \$16,129,306 | \$17,062,291 | \$19,937,500 | \$19,897,200 | 86.3% | -0.2% |
| Sacramento CA | | | | | | | |
| Number of Firms | 46,266 | 55,495 | 61,073 | 66,200 | 67,400 | 45.7% | 1.8% |
| Employment | 38,629 | 48,354 | 47,418 | 50,500 | 50,600 | 31.0% | 0.2% |
| Sales (\$000) | \$4,679,379 | \$8,063,481 | \$8,176,003 | \$9,392,800 | \$9,624,900 | 105.7% | 2.5% |
| St. Louis MO/IL | | | | | | | |
| Number of Firms | 60,207 | 63,303 | 83,620 | 91,400 | 92,600 | 53.8% | 1.3% |
| Employment | 84,251 | 75,828 | 80,283 | 79,000 | 79,200 | -6.0% | 0.3% |
| Sales (\$000) | \$10,563,737 | \$11,743,436 | \$12,160,979 | \$12,691,300 | \$12,601,800 | 19.3% | -0.7% |
| Salt Lake City UT | | | | | | | |
| Number of Firms | 21,619 | 27,673 | 32,197 | 35,500 | 36,100 | 67.0% | 1.7% |
| Employment | 21,904 | 26,513 | 33,081 | 36,500 | 36,800 | 68.0% | 0.8% |
| Sales (\$000) | \$3,011,880 | \$4,291,776 | \$6,470,827 | \$7,540,300 | \$7,747,900 | 157.2% | 2.8% |
| San Antonio TX | | | | | | | |
| Number of Firms | 33,859 | 48,531 | 68,128 | 80,100 | 83,900 | 147.8% | 4.7% |
| Employment | 39,954 | 50,830 | 88,907 | 106,100 | 110,300 | 176.1% | 4.0% |
| Sales (\$000) | \$5,843,605 | \$7,217,664 | \$12,253,430 | \$14,499,400 | \$14,681,700 | 151.2% | 1.3% |
| San Diego CA | | | | | | | |
| Number of Firms | 73,475 | 86,939 | 105,329 | 115,000 | 119,700 | 62.9% | 4.1% |
| Employment | 85,177 | 89,648 | 98,005 | 101,900 | 102,500 | 20.3% | 0.6% |
| Sales (\$000) | \$10,561,353 | \$13,085,211 | \$16,463,667 | \$18,258,000 | \$18,732,400 | 77.4% | 2.6% |
| San Francisco CA | | | | | | | |
| Number of Firms | 127,385 | 143,170 | 173,702 | 192,300 | 194,000 | 52.3% | 0.9% |
| Employment | 135,695 | 119,819 | 144,831 | 148,500 | 147,900 | 9.0% | -0.4% |
| Sales (\$000) | \$20,959,964 | \$23,103,858 | \$28,193,873 | \$31,093,200 | \$30,746,200 | 46.7% | -1.1% |
| San Jose CA | | | | | | | |
| Number of Firms | 38,386 | 47,498 | 60,189 | 72,900 | 77,800 | 102.7% | 6.7% |
| Employment | 61,140 | 49,213 | 52,259 | 47,100 | 48,200 | -21.2% | 2.3% |
| Sales (\$000) | \$7,956,266 | \$10,086,189 | \$10,624,904 | \$12,182,300 | \$12,164,100 | 52.9% | -0.1% |
| Seattle WA | | | | | | | |
| Number of Firms | 77,784 | 88,263 | 108,033 | 118,300 | 119,300 | 53.4% | 0.8% |
| Employment | 71,885 | 88,165 | 101,636 | 111,800 | 111,700 | 55.4% | -0.1% |
| Sales (\$000) | \$10,885,690 | \$14,925,567 | \$17,302,486 | \$19,484,200 | \$19,407,400 | 78.3% | -0.4% |

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 |
|--------------------------------|-------------------|--------------|--------------|--------------|--------------|------------------------|------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Tampa/St. Petersburg FL | | | | | | | |
| Number of Firms | 54,473 | 76,291 | 98,387 | 119,600 | 125,700 | 130.8% | 5.1% |
| Employment | 60,301 | 78,771 | 71,419 | 76,800 | 76,100 | 26.2% | -0.9% |
| Sales (\$000) | \$8,458,458 | \$11,546,243 | \$12,015,335 | \$13,734,000 | \$13,531,200 | 60.0% | -1.5% |
| Virginia Beach VA/NC | | | | | | | |
| Number of Firms | 29,157 | 36,445 | 45,459 | 47,900 | 50,100 | 71.8% | 4.6% |
| Employment | 36,382 | 40,327 | 46,724 | 48,300 | 49,100 | 35.0% | 1.7% |
| Sales (\$000) | \$3,976,280 | \$6,564,864 | \$6,919,805 | \$7,359,000 | \$7,651,300 | 92.4% | 4.0% |
| Washington DC/VA/MD/WV | | | | | | | |
| Number of Firms | 140,630 | 175,869 | 221,974 | 233,200 | 240,700 | 71.2% | 3.2% |
| Employment | 150,514 | 175,301 | 215,300 | 224,200 | 228,000 | 51.5% | 1.7% |
| Sales (\$000) | \$19,680,575 | \$26,964,072 | \$35,013,535 | \$37,129,500 | \$38,082,900 | 93.5% | 2.6% |

Note: Due to changes in the boundaries of metropolitan areas after the 2000 Census, data at the Metropolitan Area (MSA) can only go back to the 2002 census. In addition, the boundaries of 19 of the top 50 metropolitan areas changed between the 2007 and 2012 SBO. Refer to Table 6 for additional information.

**Table 5: Rank of Metropolitan Areas Growth in Economic Clout
Of Women-Owned Firms, 2002-2017**

| Metropolitan Area | # of Firms | | Revenues | | Employment | | 2017 Combined Economic Clout Rank |
|-------------------------------|------------|------|----------|------|------------|------|--|
| | Growth | Rank | Growth | Rank | Growth | Rank | |
| Atlanta GA | 167.0% | 7 | 68.1% | 27 | 41.0% | 16 | 13 |
| Austin TX | 133.0% | 10 | 162.9% | 3 | 131.0% | 2 | 3 |
| Baltimore MD | 74.8% | 25 | 101.7% | 12 | 45.4% | 13 | 13 |
| Birmingham AL | 92.3% | 22 | 86.7% | 18 | 27.6% | 28 | 21 |
| Boston MA/NH | 33.6% | 47 | 40.6% | 42 | 2.3% | 47 | 49 |
| Buffalo NY | 23.8% | 50 | 83.0% | 20 | 19.6% | 35 | 38 |
| Charlotte NC/SC | 241.6% | 1 | 181.0% | 2 | 54.7% | 8 | 1 |
| Chicago IL/IN/WI | 84.0% | 24 | 36.0% | 43 | -1.7% | 48 | 41 |
| Cincinnati OH/KY/IN | 54.3% | 36 | 41.7% | 41 | 23.2% | 31 | 39 |
| Cleveland OH | 66.8% | 31 | 79.5% | 21 | 31.7% | 25 | 28 |
| Columbus OH | 84.4% | 23 | 29.1% | 47 | 43.3% | 14 | 31 |
| Dallas TX | 116.9% | 12 | 114.7% | 8 | 33.5% | 23 | 7 |
| Denver CO | 72.5% | 27 | 73.4% | 24 | 34.2% | 22 | 26 |
| Detroit MI | 191.8% | 4 | 59.9% | 33 | 45.9% | 12 | 12 |
| Hartford CT | 33.1% | 49 | 61.1% | 31 | 18.5% | 38 | 42 |
| Houston TX | 111.6% | 13 | 87.7% | 17 | 40.0% | 18 | 11 |
| Indianapolis IN | 111.6% | 14 | 107.7% | 9 | 68.1% | 4 | 4 |
| Jacksonville FL | 105.3% | 17 | 45.2% | 39 | 39.3% | 19 | 27 |
| Kansas City MO/KS | 44.9% | 44 | 102.7% | 11 | 40.7% | 17 | 24 |
| Las Vegas NV | 183.4% | 5 | 61.4% | 30 | 53.3% | 9 | 8 |
| Los Angeles CA | 98.0% | 19 | 62.3% | 29 | 18.9% | 37 | 32 |
| Louisville KY/IN | 35.8% | 45 | 48.3% | 36 | 4.9% | 44 | 44 |
| Memphis TN/MS/AR | 241.0% | 2 | 133.3% | 7 | 16.2% | 41 | 13 |
| Miami FL | 178.5% | 6 | 93.0% | 15 | 19.2% | 36 | 17 |
| Milwaukee WI | 58.6% | 35 | 29.9% | 46 | 4.4% | 45 | 46 |
| Minneapolis/St. Paul MN/WI | 49.4% | 42 | 72.4% | 26 | 70.8% | 3 | 23 |
| Nashville TN | 107.6% | 15 | 48.2% | 37 | 22.6% | 33 | 32 |
| New Orleans LA | 53.7% | 38 | 32.4% | 44 | 3.2% | 46 | 47 |
| New York NY/NJ/PA | 72.9% | 26 | 72.7% | 25 | 24.9% | 30 | 30 |
| Oklahoma City OK | 64.1% | 32 | 195.3% | 1 | 31.0% | 27 | 19 |
| Orlando FL | 208.7% | 3 | 22.4% | 48 | 58.6% | 6 | 17 |
| Philadelphia PA/NJ/DE/MD | 60.8% | 34 | 44.0% | 40 | 17.4% | 40 | 40 |
| Phoenix AZ | 95.2% | 21 | 54.6% | 34 | 18.2% | 39 | 36 |
| Pittsburgh PA | 33.4% | 48 | 31.6% | 45 | 22.9% | 32 | 44 |

Table 5: Rank of Metropolitan Areas by Growth in Economic Clout Of Women-Owned Firms, 2002-2017 (cont'd)

| Metropolitan Area | # of Firms | | Revenues | | Employment | | 2017 Combined Economic Clout Rank |
|-------------------------|------------|------|----------|------|------------|------|-----------------------------------|
| | Growth | Rank | Growth | Rank | Growth | Rank | |
| Portland OR/WA | 49.6% | 41 | 62.7% | 28 | 33.1% | 24 | 35 |
| Providence RI/MA | 34.9% | 46 | 14.6% | 50 | 9.0% | 42 | 50 |
| Raleigh NC | 106.9% | 16 | 99.5% | 13 | 42.7% | 15 | 8 |
| Richmond VA | 95.3% | 20 | 139.1% | 6 | 37.1% | 20 | 10 |
| Riverside CA | 135.8% | 9 | 86.3% | 19 | 47.7% | 11 | 5 |
| Sacramento CA | 45.7% | 43 | 105.7% | 10 | 31.1% | 26 | 29 |
| St. Louis MO/IL | 53.8% | 37 | 19.3% | 49 | -6.0% | 49 | 48 |
| Salt Lake City UT | 66.9% | 30 | 157.2% | 4 | 68.0% | 5 | 5 |
| San Antonio TX | 147.8% | 8 | 151.2% | 5 | 176.1% | 1 | 2 |
| San Diego CA | 62.9% | 33 | 77.4% | 23 | 20.3% | 34 | 34 |
| San Francisco CA | 52.3% | 40 | 46.7% | 38 | 9.0% | 43 | 43 |
| San Jose CA | 102.7% | 18 | 52.9% | 35 | -21.2% | 50 | 37 |
| Seattle WA | 53.4% | 39 | 78.3% | 22 | 55.4% | 7 | 21 |
| Tampa/St. Petersburg FL | 130.7% | 11 | 60.0% | 32 | 26.2% | 29 | 24 |
| Virginia Beach VA/NC | 72.0% | 28 | 92.4% | 16 | 35.0% | 21 | 20 |
| Washington DC/VA/MD/WV | 71.1% | 29 | 93.5% | 14 | 51.5% | 10 | 16 |

Note: This combined ranking is an average of the individual rankings of the employment growth of women-owned firms between 1997 and 2017 and the average number of employees per firm in 2017. Due to changes in the boundaries of metropolitan areas after the 2000 Census, data at the Metropolitan Area (MSA) can only go back to the 2002 census. In addition, the boundaries of 19 of the top 50 metropolitan areas changed between the 2007 and 2012 SBO. Refer to Table 6 for additional information.

Table 5a: Rank of Metropolitan Areas by Growth in Employment Vitality Of Women-Owned Firms, 2002-2017

| Metropolitan Area | Employment | | | 2017 Combined Ranking |
|---------------------|------------|------|----------------------------------|-----------------------|
| | Growth | Rank | Average Number of employees 2017 | |
| Atlanta GA | 41.0% | 16 | 0.51 | 35 |
| Austin TX | 131.0% | 2 | 0.90 | 6 |
| Baltimore MD | 45.4% | 13 | 0.91 | 11 |
| Birmingham AL | 27.6% | 28 | 0.68 | 37 |
| Boston MA/NH | 2.3% | 47 | 0.83 | 42 |
| Buffalo NY | 19.6% | 35 | 1.13 | 14 |
| Charlotte NC/SC | 54.7% | 8 | 0.64 | 20 |
| Chicago IL/IN/WI | -1.7% | 48 | 0.67 | 47 |
| Cincinnati OH/KY/IN | 23.2% | 31 | 0.96 | 18 |
| Cleveland OH | 31.7% | 25 | 0.94 | 16 |
| Columbus OH | 43.3% | 14 | 0.83 | 16 |

**Table 5a: Rank of Metropolitan Areas by Growth in Employment Vitality
Of Women-Owned Firms, 2002-2017 (cont'd)**

| Metropolitan Area | Employment | | | 2017 Combined Ranking | |
|-------------------------------|------------|------|---|-----------------------------|----|
| | Growth | Rank | 2017 Average Number of employees | | |
| Dallas TX | 33.5% | 23 | 0.76 | 33 | 28 |
| Denver CO | 34.2% | 22 | 0.79 | 30 | 25 |
| Detroit MI | 45.9% | 12 | 0.52 | 47 | 32 |
| Hartford CT | 18.5% | 38 | 0.96 | 11 | 20 |
| Houston TX | 40.0% | 18 | 0.80 | 29 | 19 |
| Indianapolis IN | 68.1% | 4 | 0.93 | 17 | 4 |
| Jacksonville FL | 39.3% | 19 | 0.69 | 36 | 27 |
| Kansas City MO/KS | 40.7% | 17 | 0.98 | 9 | 8 |
| Las Vegas NV | 53.3% | 9 | 0.64 | 40 | 20 |
| Los Angeles CA | 18.9% | 37 | 0.65 | 39 | 45 |
| Louisville KY/IN | 4.9% | 44 | 0.96 | 12 | 28 |
| Memphis TN/MS/AR | 16.2% | 41 | 0.38 | 49 | 49 |
| Miami FL | 19.2% | 36 | 0.36 | 50 | 47 |
| Milwaukee WI | 4.4% | 45 | 1.10 | 5 | 23 |
| Minneapolis/St. Paul MN/WI | 70.8% | 3 | 1.23 | 3 | 2 |
| Nashville TN | 22.6% | 33 | 0.56 | 44 | 46 |
| New Orleans LA | 3.2% | 46 | 0.92 | 18 | 35 |
| New York NY/NJ/PA | 24.9% | 30 | 0.74 | 35 | 37 |
| Oklahoma City OK | 31.0% | 27 | 0.99 | 7 | 12 |
| Orlando FL | 58.6% | 6 | 0.54 | 45 | 24 |
| Philadelphia PA/NJ/DE/MD | 17.4% | 40 | 0.90 | 21 | 34 |
| Phoenix AZ | 18.2% | 39 | 0.76 | 31 | 40 |
| Pittsburgh PA | 22.9% | 32 | 1.31 | 2 | 12 |
| Portland OR/WA | 33.1% | 24 | 0.83 | 28 | 25 |
| Providence RI/MA | 9.0% | 42 | 0.89 | 23 | 37 |
| Raleigh NC | 42.7% | 15 | 0.95 | 13 | 9 |
| Richmond VA | 37.1% | 20 | 0.92 | 19 | 14 |
| Riverside CA | 47.7% | 11 | 0.53 | 46 | 30 |
| Sacramento CA | 31.1% | 26 | 0.75 | 34 | 33 |
| St. Louis MO/IL | -6.0% | 49 | 0.86 | 25 | 42 |
| Salt Lake City UT | 68.0% | 5 | 1.02 | 6 | 3 |
| San Antonio TX | 176.1% | 1 | 1.31 | 1 | 1 |
| San Diego CA | 20.3% | 34 | 0.86 | 24 | 31 |
| San Francisco CA | 9.0% | 43 | 0.76 | 32 | 44 |
| San Jose CA | -21.2% | 50 | 0.62 | 42 | 50 |
| Seattle WA | 55.4% | 7 | 0.94 | 16 | 5 |
| Tampa/St. Petersburg FL | 26.2% | 29 | 0.61 | 43 | 41 |
| Virginia Beach VA/NC | 35.0% | 21 | 0.98 | 8 | 10 |
| Washington DC/VA/MD/WV | 51.5% | 10 | 0.95 | 14 | 6 |

Note: This combined ranking is an average of the individual rankings of the employment growth of women-owned firms between 1997 and 2017 and the average number of employees per firm in 2017.

Due to changes in the boundaries of metropolitan areas after the 2000 Census, data at the Metropolitan Area (MSA) can only go back to the 2002 Census. In addition, the boundaries of 19 of the top 50 metropolitan areas changed between the 2007 and 2012 SBO. Refer to Table 6 for additional information.

Table 6: Metropolitan Area Boundary Changes Between 2002/07 and 2012

| Metropolitan Area | MSA Boundary Changes | |
|----------------------------|--|-----------------------------|
| | Counties Added | Counties Removed |
| Atlanta GA | Morgan | |
| Austin TX | | |
| Baltimore MD | | |
| Birmingham AL | | |
| Boston MA/NH | | |
| Buffalo NY | | |
| Charlotte NC/SC | Iredell Co. NC, Lincoln Co. NC, Rowan Co. NC, Chester Co. SC, Lancaster Co. SC | Anson Co. NC |
| Chicago IL/IN/WI | | |
| Cincinnati OH/KY/IN | | Franklin Co. IN |
| Cleveland OH | | |
| Columbus OH | Hocking | Perry |
| Dallas TX | Hood, Somervell | |
| Denver CO | | |
| Detroit MI | | |
| Hartford CT | | |
| Houston TX | | San Jacinto |
| Indianapolis IN | Madison | |
| Jacksonville FL | | |
| Kansas City MO/KS | | Franklin Co. KS |
| Las Vegas NV | | |
| Los Angeles CA | | |
| Louisville KY/IN | Scott Co. IN | Meade Co. KY, Nelson Co. KY |
| Memphis TN/MS/AR | Benton Co. MS | |
| Miami FL | | |
| Milwaukee WI | | |
| Minneapolis/St. Paul MN/WI | LeSueur Co. MN, Mille Lacs Co. MN, Sibley Co. MN | |
| Nashville TN | Maury | |
| New Orleans LA | St. James Parish | |
| New York NY/NJ/PA | Dutchess Co. NY, Orange Co. NY | |
| Oklahoma City OK | | |
| Orlando FL | | |
| Philadelphia PA/NJ/DE/MD | | |
| Phoenix AZ | | |
| Pittsburgh PA | | |

| Table 6: Metropolitan Area Boundary Changes Between 2002/07 and 2012 (cont'd) | | |
|--|---|------------------------------------|
| Metropolitan Area | MSA Boundary Changes | |
| | Counties Added | Counties Removed |
| Portland OR/WA | | |
| Providence RI/MA | | |
| Raleigh NC | | |
| Richmond VA | | Cumberland, King and Queen, Louisa |
| Riverside CA | | |
| Sacramento CA | | |
| St. Louis MO/IL | | Washington Co. MO |
| Salt Lake City UT | | Summit |
| San Antonio TX | | |
| San Diego CA | | |
| San Francisco CA | | |
| San Jose CA | | |
| Seattle WA | | |
| Tampa/St. Petersburg FL | | |
| Virginia Beach VA/NC | Gates Co. NC | Surry Co. VA |
| Washington DC/VA/MD/WV | Culpeper Co. VA, Rappahannock Co. VA | |

Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2017

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 | 2017 % Share of All WOBS |
|---|-------------------|-----------------|-----------------|-----------------|-----------------|------------------------|------------------------|--------------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | | |
| Total US | | | | | | | | |
| Number of Firms | 6,489,483 | 7,793,139 | 9,878,397 | 11,313,900 | 11,615,600 | 79.0% | 2.7% | 100.0% |
| Employment | 7,146,229 | 7,579,876 | 8,431,614 | 8,976,100 | 8,985,200 | 25.7% | 0.1% | 100.0% |
| Sales (\$000) | \$940,774,986 | \$1,202,115,758 | \$1,419,834,295 | \$1,622,763,800 | \$1,663,991,700 | 76.9% | 2.5% | 100.0% |
| Agriculture, Forestry, Fishing, Hunting (11) | | | | | | | | |
| Number of Firms | 24,458 | 26,783 | 37,021 | 39,800 | 35,600 | 45.6% | -10.6% | 0.3% |
| Employment | 24,296 | 9,740 | 19,705 | 18,700 | 20,100 | -17.3% | 7.5% | 0.2% |
| Sales (\$000) | \$2,050,461 | \$2,037,592 | \$2,917,508 | \$3,106,200 | \$2,824,600 | 37.8% | -9.1% | 0.2% |
| Mining (21) | | | | | | | | |
| Number of Firms | 13,231 | 18,317 | 22,388 | 24,000 | 19,500 | 47.4% | -18.8% | 0.2% |
| Employment | 15,910 | 23,378 | 27,251 | 29,200 | 49,000 | 208.0% | 67.8% | 0.5% |
| Sales (\$000) | \$3,127,501 | \$11,590,597 | \$12,688,725 | \$14,352,400 | \$18,600,400 | 494.7% | 29.6% | 1.1% |
| Utilities (22) | | | | | | | | |
| Number of Firms | 2,066 | 3,763 | 4,111 | 8,000 | 8,800 | 325.9% | 10.0% | 0.1% |
| Employment | 1,918 | 1,795 | 1,738 | 1,400 | 1,700 | -11.4% | 21.4% | 0.0% |
| Sales (\$000) | \$744,575 | \$1,927,789 | \$1,172,906 | \$1,978,900 | \$1,264,600 | 69.8% | -36.1% | 0.1% |
| Construction (23) | | | | | | | | |
| Number of Firms | 201,791 | 268,793 | 265,733 | 417,900 | 480,279 | 138.0% | 14.9% | 4.1% |
| Employment | 455,799 | 495,569 | 435,718 | 387,900 | 406,473 | -10.8% | 4.8% | 4.5% |
| Sales (\$000) | \$68,424,738 | \$97,453,812 | \$93,002,152 | \$151,486,600 | \$143,403,551 | 109.6% | -5.3% | 8.6% |

Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 | 2017 % Share of All WOBS, |
|---|-------------------|---------------|---------------|---------------|---------------|------------------------|------------------------|------------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | | |
| Manufacturing (31-33) | | | | | | | | |
| Number of Firms | 110,348 | 113,481 | 139,442 | 146,400 | 149,400 | 35.4% | 2.0% | 1.3% |
| Employment | 637,130 | 572,170 | 559,456 | 540,900 | 538,600 | -15.5% | -0.4% | 6.0% |
| Sales (\$000) | \$93,312,296 | \$113,394,679 | \$123,983,984 | \$131,308,400 | \$134,198,100 | 43.8% | 2.2% | 8.1% |
| Wholesale Trade (42) | | | | | | | | |
| Number of Firms | 121,421 | 133,380 | 155,215 | 165,400 | 166,300 | 37.0% | 0.5% | 1.4% |
| Employment | 378,857 | 382,096 | 373,615 | 372,000 | 372,200 | -1.8% | 0.1% | 4.1% |
| Sales (\$000) | \$210,802,077 | \$246,515,385 | \$275,903,159 | \$295,511,600 | \$296,336,500 | 40.6% | 0.3% | 17.8% |
| Retail Trade (44-45) | | | | | | | | |
| Number of Firms | 944,682 | 918,804 | 1,045,322 | 1,081,100 | 1,108,600 | 17.4% | 2.5% | 9.5% |
| Employment | 851,401 | 837,834 | 792,440 | 771,500 | 760,100 | -10.7% | -1.5% | 8.5% |
| Sales (\$000) | \$149,230,643 | \$190,411,132 | \$208,975,626 | \$230,197,000 | \$251,361,900 | 68.4% | 9.2% | 15.1% |
| Transportation & Warehousing (48-49) | | | | | | | | |
| Number of Firms | 111,466 | 142,595 | 158,745 | 172,700 | 180,900 | 62.3% | 4.7% | 1.6% |
| Employment | 187,373 | 217,060 | 249,618 | 268,000 | 277,500 | 48.1% | 3.5% | 3.1% |
| Sales (\$000) | \$22,446,422 | \$32,951,928 | \$44,215,826 | \$50,633,400 | \$56,090,900 | 149.9% | 10.8% | 3.4% |
| Information (51) | | | | | | | | |
| Number of Firms | 80,270 | 97,211 | 114,484 | 137,600 | 137,500 | 71.3% | -0.1% | 1.2% |
| Employment | 140,958 | 121,774 | 123,854 | 112,300 | 115,900 | -17.8% | 3.2% | 1.3% |
| Sales (\$000) | \$22,077,377 | \$26,203,062 | \$28,816,301 | \$33,363,700 | \$37,244,600 | 68.7% | 11.6% | 2.2% |

Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 | % Share of All WOBS, 2017 |
|---|-------------------|---------------|---------------|---------------|---------------|------------------------|------------------------|---------------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | | |
| Finance & Insurance (52) | | | | | | | | |
| Number of Firms | 167,062 | 200,474 | 217,763 | 252,300 | 238,081 | 42.5% | -5.6% | 2.0% |
| Employment | 142,046 | 161,987 | 158,875 | 170,300 | 164,961 | 16.1% | -3.1% | 1.8% |
| Sales (\$000) | \$26,878,452 | \$32,226,805 | \$36,136,427 | \$42,435,600 | \$39,710,225 | 47.7% | -6.4% | 2.4% |
| Real Estate, Rental, Leasing (53) | | | | | | | | |
| Number of Firms | 504,014 | 657,854 | 711,762 | 798,500 | 800,000 | 58.7% | 0.2% | 6.9% |
| Employment | 169,707 | 184,409 | 194,195 | 204,400 | 203,200 | 19.7% | -0.6% | 2.3% |
| Sales (\$000) | \$48,289,200 | \$58,707,594 | \$72,714,463 | \$82,914,500 | \$82,914,300 | 71.7% | 0.0% | 5.0% |
| Prof/Sci/Tech Svcs. (54) | | | | | | | | |
| Number of Firms | 934,851 | 1,096,614 | 1,334,561 | 1,443,900 | 1,495,700 | 60.0% | 3.6% | 12.9% |
| Employment | 573,171 | 642,055 | 774,717 | 829,900 | 853,100 | 48.8% | 2.8% | 9.5% |
| Sales (\$000) | \$79,246,625 | \$107,691,967 | \$138,669,937 | \$154,928,200 | \$164,407,600 | 107.5% | 6.1% | 9.9% |
| Mgmt of Companies (55) | | | | | | | | |
| Number of Firms | 2,100 | 1,791 | 1,886 | 1,800 | 1,800 | -14.3% | 0.0% | 0.0% |
| Employment | 61,135 | 51,773 | 50,719 | 48,100 | 48,000 | -21.5% | -0.2% | 0.5% |
| Sales (\$000) | \$1,706,800 | \$2,866,681 | \$4,854,192 | \$5,634,700 | \$6,517,400 | 281.8% | 15.7% | 0.4% |
| Admin, Support, Waste Mgmt Svcs (56) | | | | | | | | |
| Number of Firms | 569,300 | 785,931 | 1,080,092 | 1,289,700 | 1,359,400 | 138.8% | 5.4% | 11.7% |
| Employment | 1,004,905 | 1,155,277 | 1,141,817 | 1,198,000 | 1,195,000 | 18.9% | -0.3% | 13.3% |
| Sales (\$000) | \$48,213,903 | \$66,122,536 | \$80,328,941 | \$93,509,000 | \$95,523,200 | 98.1% | 2.2% | 5.7% |

Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2017 (cont'd)

| | Women-Owned Firms | | | | | % Change, 2002-2017 | % Change, 2016-2017 | 2017 % Share of All WOBS |
|--|-------------------|--------------|---------------|---------------|---------------|------------------------|------------------------|--------------------------------|
| | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | | |
| Educational Services (61) | | | | | | | | |
| Number of Firms | 192,429 | 276,164 | 366,562 | 397,100 | 411,900 | 114.1% | 3.7% | 3.5% |
| Employment | 118,121 | 129,752 | 169,808 | 178,900 | 181,200 | 53.4% | 1.3% | 2.0% |
| Sales (\$000) | \$7,388,159 | \$9,848,089 | \$14,167,679 | \$15,358,200 | \$15,840,800 | 114.4% | 3.1% | 1.0% |
| Health Care & Social Assistance (62) | | | | | | | | |
| Number of Firms | 1,035,834 | 1,232,001 | 1,603,094 | 1,730,800 | 1,806,100 | 74.4% | 4.4% | 15.5% |
| Employment | 961,302 | 1,140,269 | 1,580,582 | 1,720,000 | 1,810,800 | 88.4% | 5.3% | 20.2% |
| Sales (\$000) | \$68,457,902 | \$93,339,444 | \$131,360,576 | \$145,526,300 | \$155,587,500 | 127.3% | 6.9% | 9.4% |
| Arts, Entertainment & Recreation (71) | | | | | | | | |
| Number of Firms | 289,205 | 376,221 | 470,697 | 523,700 | 585,900 | 102.6% | 11.9% | 5.0% |
| Employment | 120,676 | 115,026 | 134,392 | 138,400 | 141,000 | 16.8% | 1.9% | 1.6% |
| Sales (\$000) | \$12,697,121 | \$16,502,276 | \$20,382,874 | \$22,627,100 | \$24,929,100 | 96.3% | 10.2% | 1.5% |
| Accommodation & Food Svc (72) | | | | | | | | |
| Number of Firms | 166,701 | 191,894 | 265,547 | 310,000 | 343,100 | 105.8% | 10.7% | 3.0% |
| Employment | 909,049 | 965,794 | 1,203,315 | 1,335,600 | 1,404,300 | 54.5% | 5.1% | 15.6% |
| Sales (\$000) | \$38,687,859 | \$47,326,828 | \$69,029,041 | \$82,670,400 | 93,336,600 | 141.3% | 12.9% | 5.6% |
| Other Services (81) | | | | | | | | |
| Number of Firms | 1,015,724 | 1,251,744 | 1,885,222 | 2,479,600 | 2,768,100 | 172.5% | 11.6% | 23.8% |
| Employment | 386,174 | 368,090 | 437,430 | 472,500 | 472,900 | 22.5% | 0.1% | 5.3% |
| Sales (\$000) | \$36,215,139 | \$44,818,781 | \$60,246,240 | \$76,673,900 | \$81,311,900 | 124.5% | 6.0% | 4.9% |

Note: Data are only provided back to 2002 due to a change in industry definitions, which took effect in 2002.

Due to the lack of information about the methodology used to project all firms by industry in 2016 report, it was not possible calculate the last column "% Share of WOBS vs. All Firms in Industry"

Table 8: Trend in Growth of Women-Owned Firms by Revenue Size Class, 1997-2017

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|-------------------------------|-------------------|---------------|-----------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 5,417,034 | 6,489,483 | 7,793,139 | 9,878,397 | 11,313,900 | 11,615,600 | 114.4% | 2.7% |
| Employment | 7,076,081 | 7,146,229 | 7,579,876 | 8,431,614 | 8,976,100 | 8,985,200 | 27.0% | 0.1% |
| Sales (\$000) | \$818,669,084 | \$940,774,986 | \$1,202,115,758 | \$1,419,834,295 | \$1,622,763,800 | \$1,663,991,700 | 103.3% | 2.5% |
| Less than \$5,000 | | | | | | | | |
| Number of Firms | 1,630,833 | 1,831,186 | 2,217,918 | 2,497,048 | 2,779,100 | 2,854,500 | 75.0% | 2.7% |
| Employment | 3,342 | 30,666 | 86,288 | 5,959 | - | - | - | - |
| Sales (\$000) | \$3,849,564 | \$4,371,682 | \$5,084,937 | \$5,988,757 | \$6,673,700 | \$6,856,800 | 78.1% | 2.7% |
| \$5,000 to \$9,999 | | | | | | | | |
| Number of Firms | 976,085 | 1,167,913 | 1,414,860 | 1,776,343 | 2,034,100 | 2,104,200 | 115.6% | 3.4% |
| Employment | 7,218 | 6,387 | 11,685 | 11,231 | 13,300 | 13,900 | 92.6% | 4.5% |
| Sales (\$000) | \$6,553,733 | \$7,876,084 | \$9,588,410 | \$12,042,699 | \$13,807,700 | \$14,288,000 | 118.0% | 3.5% |
| \$10,000 to \$24,999 | | | | | | | | |
| Number of Firms | 1,115,180 | 1,405,378 | 1,773,429 | 2,722,295 | 3,280,100 | 3,436,600 | 208.2% | 4.8% |
| Employment | 42,884 | 33,520 | 49,201 | 43,434 | 47,600 | 48,700 | 13.6% | 2.3% |
| Sales (\$000) | \$17,219,946 | \$21,641,615 | \$27,241,168 | \$41,044,596 | \$49,263,700 | \$51,563,800 | 199.4% | 4.7% |
| \$25,000 to \$49,999 | | | | | | | | |
| Number of Firms | 571,368 | 730,947 | 913,154 | 1,052,900 | 1,189,300 | 1,226,100 | 114.6% | 3.1% |
| Employment | 105,475 | 85,623 | 93,154 | 85,118 | 84,900 | 84,800 | -19.6% | -0.1% |
| Sales (\$000) | \$19,827,640 | \$25,408,298 | \$31,710,627 | \$36,476,822 | \$41,165,400 | \$42,428,800 | 114.0% | 3.1% |
| \$50,000 to \$99,999 | | | | | | | | |
| Number of Firms | 399,326 | 495,516 | 591,823 | 681,243 | 759,900 | 780,900 | 95.6% | 2.8% |
| Employment | 272,881 | 237,803 | 212,717 | 211,841 | 200,800 | 198,100 | -27.4% | -1.3% |
| Sales (\$000) | \$27,941,867 | \$34,579,993 | \$41,252,436 | \$47,530,809 | \$53,016,800 | \$54,484,500 | 95.0% | 2.8% |
| \$100,000 to \$249,999 | | | | | | | | |
| Number of Firms | 355,804 | 422,531 | 475,458 | 553,503 | 609,000 | 623,700 | 75.3% | 2.4% |
| Employment | 782,966 | 709,701 | 640,421 | 679,604 | 666,900 | 663,800 | -15.2% | -0.5% |
| Sales (\$000) | \$55,586,538 | \$66,287,067 | \$74,396,099 | \$86,885,447 | \$95,610,900 | \$97,925,900 | 76.2% | 2.4% |
| \$250,000 to \$499,999 | | | | | | | | |
| Number of Firms | 169,337 | 197,249 | 218,598 | 258,398 | 284,300 | 291,200 | 72.0% | 2.4% |
| Employment | 854,692 | 838,312 | 804,222 | 875,027 | 890,600 | 894,500 | 4.7% | 0.4% |
| Sales (\$000) | \$59,126,765 | \$68,982,476 | \$76,728,816 | \$90,745,311 | \$99,964,000 | \$102,411,400 | 73.2% | 2.4% |
| \$500,000 to \$999,999 | | | | | | | | |
| Number of Firms | 100,230 | 121,553 | 135,989 | 164,824 | 183,200 | 188,100 | 87.7% | 2.7% |
| Employment | 893,969 | 986,237 | 923,323 | 1,096,087 | 1,142,600 | 1,154,500 | 29.1% | 1.0% |
| Sales (\$000) | \$69,398,077 | \$84,728,761 | \$95,050,961 | \$115,120,229 | \$127,994,100 | \$131,431,500 | 89.4% | 2.7% |
| \$1,000,000 or more | | | | | | | | |
| Number of Firms | 98,870 | 116,985 | 141,908 | 171,842 | 195,100 | 201,400 | 103.7% | 3.2% |
| Employment | 4,112,652 | 4,213,120 | 4,758,865 | 5,423,313 | 5,936,000 | 6,071,600 | 47.6% | 2.3% |
| Sales (\$000) | \$559,164,953 | \$625,662,232 | \$841,062,304 | \$983,999,625 | \$1,135,791,300 | \$1,177,265,600 | 110.5% | 3.7% |

Table 9: Trend in Growth of Women-Owned Firms by Employment Size Class, 1997-2017

| | Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|------------------------------|-------------------|---------------|-----------------|-----------------|-----------------|-----------------|------------------------|------------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 5,417,034 | 6,489,483 | 7,793,139 | 9,878,397 | 11,313,900 | 11,615,600 | 114.4% | 2.7% |
| Employment | 7,076,081 | 7,146,229 | 7,579,876 | 8,431,614 | 8,976,100 | 8,985,200 | 27.0% | 0.1% |
| Sales (\$000) | \$818,669,084 | \$940,774,986 | \$1,202,115,758 | \$1,419,834,295 | \$1,622,763,800 | \$1,663,991,700 | 103.3% | 2.5% |
| No employees | | | | | | | | |
| Number of Firms | 4,685,535 | 5,734,025 | 6,992,932 | 8,976,227 | 10,349,600 | 10,696,800 | 128.3% | 3.4% |
| Employment | - | - | - | - | - | - | - | - |
| Sales (\$000) | \$115,443,527 | \$160,244,074 | \$202,483,064 | \$252,832,626 | \$292,053,100 | \$294,395,900 | 155.0% | 0.8% |
| 1 to 4 employees | | | | | | | | |
| Number of Firms | 444,121 | 461,896 | 499,625 | 562,451 | 605,000 | 615,300 | 38.5% | 1.7% |
| Employment | 923,514 | 939,479 | 978,484 | 1,116,714 | 1,191,800 | 1,210,000 | 31.0% | 1.5% |
| Sales (\$000) | \$103,567,582 | \$113,455,460 | \$136,863,702 | \$167,857,339 | \$190,902,000 | \$192,259,700 | 85.6% | 0.7% |
| 5 to 9 employees | | | | | | | | |
| Number of Firms | 150,300 | 149,063 | 151,544 | 170,715 | 179,900 | 182,100 | 21.2% | 1.2% |
| Employment | 974,625 | 970,986 | 988,001 | 1,117,915 | 1,180,200 | 1,195,200 | 22.6% | 1.3% |
| Sales (\$000) | \$84,335,319 | \$96,553,311 | \$116,479,023 | \$142,299,740 | \$161,677,900 | \$162,818,600 | 93.1% | 0.7% |
| 10 to 19 employees | | | | | | | | |
| Number of Firms | 79,327 | 82,942 | 85,462 | 96,241 | 101,900 | 103,300 | 30.2% | 1.4% |
| Employment | 1,046,787 | 1,105,339 | 1,138,798 | 1,282,913 | 1,358,100 | 1,376,300 | 31.5% | 1.3% |
| Sales (\$000) | \$91,167,777 | \$103,155,850 | \$128,994,789 | \$155,442,173 | \$177,590,700 | \$178,900,900 | 96.2% | 0.7% |
| 20 to 49 employees | | | | | | | | |
| Number of Firms | 39,987 | 43,244 | 44,694 | 51,036 | 54,300 | 55,100 | 37.8% | 1.5% |
| Employment | 1,167,829 | 1,269,752 | 1,322,941 | 1,510,231 | 1,612,100 | 1,636,800 | 40.2% | 1.5% |
| Sales (\$000) | \$104,393,025 | \$118,005,642 | \$153,029,727 | \$190,060,871 | \$220,583,500 | \$222,414,400 | 113.1% | 0.8% |
| 50 to 99 employees | | | | | | | | |
| Number of Firms | 10,325 | 11,072 | 11,413 | 13,324 | 14,300 | 14,500 | 40.4% | 1.4% |
| Employment | 693,586 | 750,562 | 770,967 | 909,264 | 976,500 | 992,900 | 43.2% | 1.7% |
| Sales (\$000) | \$71,473,096 | \$74,405,956 | \$94,226,425 | \$120,696,785 | \$140,305,600 | \$141,483,500 | 98.0% | 0.8% |
| 100 to 499 employees | | | | | | | | |
| Number of Firms | 6,566 | 6,578 | 6,918 | 7,583 | 8,000 | 8,100 | 23.4% | 1.3% |
| Employment | 1,213,289 | 1,195,043 | 1,290,103 | 1,410,068 | 1,501,200 | 1,523,300 | 25.6% | 1.5% |
| Sales (\$000) | \$113,055,559 | \$114,737,129 | \$161,038,049 | \$193,651,299 | \$227,079,300 | \$229,102,800 | 102.6% | 0.9% |
| 500 or more employees | | | | | | | | |
| Number of Firms | 873 | 662 | 722 | 820 | 900 | 900 | 3.1% | 0.0% |
| Employment | 1,056,451 | 915,068 | 1,090,584 | 1,084,510 | 1,156,300 | 1,173,700 | 11.1% | 1.5% |
| Sales (\$000) | \$135,233,199 | \$160,217,565 | \$209,051,547 | \$196,993,462 | \$212,571,700 | \$213,447,300 | 57.8% | 0.4% |

Table 10: Trend in Growth of African American Women-Owned Firms in Top Ten States, 1997-2017

| | African American Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
|-----------------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|---------------------|---------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 312,884 | 547,032 | 911,728 | 1,521,494 | 1,934,300 | 2,205,300 | 604.8% | 14.0% |
| Employment | 169,038 | 176,436 | 245,474 | 316,977 | 376,500 | 398,400 | 135.7% | 5.8% |
| Sales (\$000) | \$13,550,983 | \$20,670,616 | \$36,804,059 | \$42,225,349 | \$51,355,900 | \$55,640,200 | 310.6% | 8.3% |
| California | | | | | | | | |
| Number of Firms | 29,827 | 52,651 | 64,997 | 102,140 | 118,000 | 123,300 | 313.4% | 4.5% |
| Employment | 14,225 | 15,310 | 24,061 | 32,180 | 37,600 | 40,400 | 184.0% | 7.4% |
| Sales (\$000) | \$1,730,441 | \$2,942,376 | \$8,827,268 | \$4,355,151 | \$4,808,900 | \$4,902,700 | 183.3% | 2.0% |
| Florida | | | | | | | | |
| Number of Firms | 24,144 | 46,493 | 86,001 | 148,787 | 193,800 | 212,400 | 779.7% | 9.6% |
| Employment | 5,935 | 10,344 | 14,761 | 17,647 | 20,900 | 21,000 | 253.8% | 0.5% |
| Sales (\$000) | \$720,048 | \$1,257,665 | \$2,493,833 | \$3,427,999 | \$4,383,800 | \$4,754,300 | 560.3% | 8.5% |
| Georgia | | | | | | | | |
| Number of Firms | 20,542 | 41,276 | 88,920 | 153,513 | 203,600 | 236,000 | 1048.9% | 15.9% |
| Employment | 5,976 | 8,433 | 15,354 | 20,741 | 26,200 | 28,500 | 376.9% | 8.8% |
| Sales (\$000) | \$717,278 | \$1,299,683 | \$2,207,387 | \$3,374,259 | \$4,300,300 | \$4,701,700 | 555.5% | 9.3% |
| Illinois | | | | | | | | |
| Number of Firms | 19,951 | 39,766 | 64,242 | 94,603 | 104,400 | 110,700 | 454.9% | 6.0% |
| Employment | 14,396 | 11,978 | 11,083 | 13,486 | 13,800 | 13,800 | -4.1% | 0.0% |
| Sales (\$000) | \$1,229,224 | \$1,626,990 | \$2,115,414 | \$2,489,278 | \$2,643,800 | \$2,700,600 | 119.7% | 2.1% |
| Maryland | | | | | | | | |
| Number of Firms | 19,187 | 31,955 | 48,388 | 69,973 | 76,200 | 80,200 | 318.0% | 5.2% |
| Employment | 10,657 | 9,916 | 11,465 | 14,957 | 15,800 | 16,200 | 52.0% | 2.5% |
| Sales (\$000) | \$773,403 | \$1,358,390 | \$1,846,495 | \$2,604,616 | \$2,809,000 | \$2,940,300 | 280.2% | 4.7% |
| New Jersey | | | | | | | | |
| Number of Firms | 9,218 | 15,820 | 26,130 | 34,511 | 40,000 | 40,000 | 333.9% | 0.0% |
| Employment | 3,359 | 8,881 | 10,142 | 6,829 | 6,200 | 6,500 | 93.5% | 4.8% |
| Sales (\$000) | \$423,055 | \$864,177 | \$1,184,710 | \$1,223,985 | \$1,328,900 | \$1,312,200 | 210.2% | -1.3% |
| New York | | | | | | | | |
| Number of Firms | 35,160 | 62,313 | 98,877 | 124,832 | 140,800 | 140,300 | 299.0% | -0.4% |
| Employment | 7,250 | 8,597 | 19,199 | 18,830 | 21,400 | 21,700 | 199.3% | 1.4% |
| Sales (\$000) | \$1,057,136 | \$1,491,392 | \$3,034,708 | \$3,324,233 | \$3,793,400 | \$3,840,600 | 263.3% | 1.2% |
| North Carolina | | | | | | | | |
| Number of Firms | 14,141 | 21,563 | 39,397 | 64,471 | 80,200 | 82,000 | 479.9% | 2.2% |
| Employment | 6,767 | 9,328 | 23,120 | 22,937 | 27,900 | 28,400 | 319.7% | 1.8% |
| Sales (\$000) | \$384,255 | \$670,096 | \$1,434,287 | \$1,859,914 | \$2,297,300 | \$2,363,500 | 515.1% | 2.9% |
| Texas | | | | | | | | |
| Number of Firms | 20,759 | 34,488 | 68,289 | 125,718 | 154,200 | 142,600 | 586.9% | -7.5% |
| Employment | 35,796 | 21,484 | 20,468 | 40,189 | 46,000 | 42,900 | 19.8% | -6.7% |
| Sales (\$000) | \$1,718,639 | \$1,524,555 | \$2,370,295 | \$3,735,113 | \$4,425,700 | \$4,094,100 | 138.2% | -7.5% |
| Virginia | | | | | | | | |
| Number of Firms | 11,457 | 17,229 | 23,992 | 42,013 | 45,900 | 47,700 | 316.3% | 3.9% |
| Employment | 5,366 | 7,926 | 11,336 | 18,217 | 19,800 | 20,700 | 285.8% | 4.5% |
| Sales (\$000) | \$480,671 | \$841,802 | \$1,210,091 | \$1,951,753 | \$2,126,700 | \$2,217,200 | 361.3% | 4.3% |

Note: : Red text indicates a significant difference between 2016 and 2017 estimates. Due to a change in the methodology these numbers may overestimate or underestimate the 2017 numbers. D=Numbers not published by the US Census Bureau due to disclosure or other reasons. D=Numbers not published by the US Census Bureau due to disclosure or other reasons.

| Table 11: Trend in Growth of Asian American Women-Owned Firms in Top Ten States, 1997-2017 | | | | | | | | |
|--|----------------------------------|--------------|--------------|---------------|---------------|---------------|---------------------|---------------------|
| | Asian American Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 242,202 | 339,554 | 522,969 | 749,197 | 922,700 | 1,002,700 | 314.0% | 8.7% |
| Employment | 307,276 | 425,024 | 561,031 | 804,276 | 964,900 | 1,031,800 | 235.8% | 6.9% |
| Sales (\$000) | \$37,391,172 | \$53,652,929 | \$87,678,029 | \$135,676,380 | \$170,421,500 | \$188,174,700 | 403.3% | 10.4% |
| California | | | | | | | | |
| Number of Firms | 86,327 | 118,527 | 175,493 | 247,168 | 288,500 | 305,800 | 254.2% | 6.0% |
| Employment | 114,634 | 140,605 | 185,961 | 232,113 | 261,500 | 270,600 | 136.1% | 3.5% |
| Sales (\$000) | \$14,712,544 | \$21,582,901 | \$32,941,755 | \$47,328,373 | \$55,597,800 | \$58,820,800 | 299.8% | 5.8% |
| Florida | | | | | | | | |
| Number of Firms | 7,993 | 12,860 | 22,470 | 32,777 | 41,500 | 43,800 | 448.0% | 5.5% |
| Employment | 10,143 | 21,020 | 19,510 | 25,294 | 27,200 | 26,900 | 165.2% | -1.1% |
| Sales (\$000) | \$1,155,688 | \$2,108,534 | \$3,120,252 | \$4,556,527 | \$5,634,600 | \$5,722,000 | 395.1% | 1.6% |
| Georgia | | | | | | | | |
| Number of Firms | 5,268 | 8,682 | 15,600 | 23,274 | 29,800 | 32,300 | 513.1% | 8.4% |
| Employment | D | 8,010 | 18,142 | 23,127 | 29,900 | 33,600 | - | 12.4% |
| Sales (\$000) | D | \$1,276,983 | \$3,142,290 | \$4,083,799 | \$5,634,600 | \$6,593,000 | - | 17.0% |
| Hawaii | | | | | | | | |
| Number of Firms | 12,097 | 14,896 | 19,946 | 25,355 | 24,400 | 27,600 | 128.2% | 13.1% |
| Employment | 15,752 | 18,011 | 20,847 | 22,700 | 23,700 | 23,600 | 49.8% | -0.4% |
| Sales (\$000) | \$1,626,685 | \$2,144,121 | \$2,803,231 | \$4,063,230 | \$3,471,500 | \$4,476,300 | 175.2% | 28.9% |
| Illinois | | | | | | | | |
| Number of Firms | 8,501 | 12,360 | 19,335 | 27,141 | 29,800 | 31,400 | 269.4% | 5.4% |
| Employment | D | 13,332 | 22,655 | 32,879 | 36,400 | 39,300 | - | 8.0% |
| Sales (\$000) | D | \$2,088,226 | \$3,564,241 | \$4,889,012 | \$5,390,900 | \$5,680,800 | - | 5.4% |
| Maryland | | | | | | | | |
| Number of Firms | 6,716 | 7,857 | 12,303 | 15,656 | 16,900 | 17,700 | 163.5% | 4.7% |
| Employment | D | 9,441 | 16,716 | 20,811 | 22,700 | 24,200 | - | 6.6% |
| Sales (\$000) | D | \$999,016 | \$1,867,360 | \$3,125,260 | \$3,474,000 | \$3,802,600 | - | 9.5% |
| New Jersey | | | | | | | | |
| Number of Firms | 10,131 | 14,521 | 21,067 | 28,125 | 32,100 | 31,900 | 214.9% | -0.6% |
| Employment | D | 15,517 | 21,441 | 34,569 | 40,100 | 40,700 | - | 1.5% |
| Sales (\$000) | D | \$2,873,056 | \$3,921,346 | \$10,292,421 | \$12,455,900 | \$13,067,600 | - | 4.9% |
| New York | | | | | | | | |
| Number of Firms | 29,825 | 39,756 | 58,134 | 82,564 | 93,500 | 93,600 | 213.8% | 0.1% |
| Employment | D | 32,564 | 43,951 | 96,928 | 113,400 | 118,500 | - | 4.5% |
| Sales (\$000) | D | \$4,471,181 | \$8,447,943 | \$10,866,089 | \$12,503,200 | \$12,572,000 | - | 0.6% |
| Texas | | | | | | | | |
| Number of Firms | 512 | 25,346 | 39,632 | 61,176 | 72,400 | 66,700 | 12927.3% | -7.9% |
| Employment | D | 52,770 | 35,469 | 75,839 | 83,000 | 78,700 | - | -5.2% |
| Sales (\$000) | D | \$3,688,756 | \$6,102,755 | \$11,522,145 | \$13,969,300 | \$12,823,900 | - | -8.2% |
| Virginia | | | | | | | | |
| Number of Firms | 7,124 | 9,661 | 15,343 | 22,497 | 24,500 | 25,400 | 256.5% | 3.7% |
| Employment | D | 14,204 | 19,240 | 31,690 | 34,400 | 35,800 | - | 4.1% |
| Sales (\$000) | \$652,643 | \$1,452,027 | \$2,631,111 | \$4,525,933 | \$5,010,400 | \$5,302,700 | 712.5% | 5.8% |

Note: Red text indicates a significant difference between 2016 and 2017 estimates. Due to a change in the methodology these numbers may overestimate or underestimate the 2017 numbers. D=Numbers not published by the US Census Bureau due to disclosure or other reasons.

Table 12: Trend in Growth of Latina-Owned Firms in Top Ten States, 1997-2017

| | Latina-Owned Firms | | | | | | % Change, 1997- 2017 | % Change, 2016- 2017 |
|-------------------|--------------------|--------------|--------------|--------------|--------------|---------------|-------------------------|-------------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 337,708 | 540,745 | 787,914 | 1,469,991 | 1,863,600 | 1,996,500 | 491.2% | 7.1% |
| Employment | 234,591 | 282,683 | 363,430 | 470,726 | 550,400 | 599,700 | 155.6% | 9.0% |
| Sales (\$000) | \$27,319,361 | \$35,265,399 | \$55,653,289 | \$78,679,717 | \$97,070,000 | \$103,361,900 | 278.3% | 6.5% |
| Arizona | | | | | | | | |
| Number of Firms | 9,246 | 12,389 | 19,367 | 41,725 | 21,400 | 49,000 | 430.0% | 129.0% |
| Employment | 8,750 | 7,108 | 13,495 | 12,153 | 14,500 | 13,500 | 54.3% | -6.9% |
| Sales (\$000) | \$656,950 | \$876,158 | \$1,521,989 | \$2,068,390 | \$1,697,100 | \$2,342,900 | 256.6% | 38.1% |
| California | | | | | | | | |
| Number of Firms | 101,332 | 154,869 | 205,309 | 365,576 | 433,300 | 449,300 | 343.4% | 3.7% |
| Employment | 55,760 | 67,661 | 70,627 | 81,749 | 86,300 | 87,700 | 57.3% | 1.6% |
| Sales (\$000) | \$6,049,009 | \$9,923,952 | \$13,087,779 | \$17,070,048 | \$19,365,400 | \$19,718,300 | 226.0% | 1.8% |
| Florida | | | | | | | | |
| Number of Firms | 48,261 | 81,553 | 138,984 | 261,992 | 341,500 | 354,200 | 633.9% | 3.7% |
| Employment | 22,717 | 40,917 | 49,767 | 68,524 | 80,700 | 84,200 | 270.6% | 4.3% |
| Sales (\$000) | \$3,488,263 | \$5,554,444 | \$9,997,020 | \$14,231,773 | \$18,053,300 | \$18,635,800 | 434.2% | 3.2% |
| Georgia | | | | | | | | |
| Number of Firms | 3,528 | 4,866 | 12,428 | 23,966 | 32,500 | 37,400 | 960.1% | 15.1% |
| Employment | 1,647 | 2,679 | 3,679 | 6,134 | 7,700 | 8,700 | 428.2% | 13.0% |
| Sales (\$000) | \$241,002 | \$566,691 | \$1,213,526 | \$1,331,652 | \$1,673,100 | \$1,728,500 | 617.2% | 3.3% |
| Illinois | | | | | | | | |
| Number of Firms | 8,965 | 12,910 | 19,330 | 40,110 | 45,000 | 47,800 | 433.2% | 6.2% |
| Employment | 28,796 | 12,965 | 16,610 | 21,598 | 23,100 | 24,400 | -15.3% | 5.6% |
| Sales (\$000) | \$1,089,259 | \$1,355,662 | \$1,521,994 | \$2,316,663 | \$2,488,900 | \$2,535,700 | 132.8% | 1.9% |
| New Jersey | | | | | | | | |
| Number of Firms | 9,276 | 18,001 | 24,415 | 40,266 | 46,800 | 45,800 | 393.7% | -2.1% |
| Employment | 2,725 | 8,929 | 11,626 | 15,701 | 17,700 | 18,100 | 564.2% | 2.3% |
| Sales (\$000) | \$515,398 | \$1,465,444 | \$1,793,649 | \$2,515,444 | \$2,821,600 | \$2,767,100 | 436.9% | -1.9% |
| New Mexico | | | | | | | | |
| Number of Firms | 8,281 | 10,769 | 13,864 | 20,307 | 18,800 | 21,200 | 156.0% | 12.8% |
| Employment | 6,528 | 7,282 | 11,494 | 11,786 | 15,900 | 12,400 | 90.0% | -22.0% |
| Sales (\$000) | \$663,957 | \$813,315 | \$1,130,632 | \$1,648,081 | \$1,545,800 | \$1,743,400 | 162.6% | 12.8% |
| New York | | | | | | | | |
| Number of Firms | 33,704 | 72,986 | 81,252 | 136,855 | 153,200 | 149,500 | 343.6% | -2.4% |
| Employment | 8,444 | 15,598 | 14,383 | 22,303 | 24,000 | 24,100 | 185.4% | 0.4% |
| Sales (\$000) | \$1,618,625 | \$2,897,516 | \$3,324,789 | \$4,769,338 | \$5,248,500 | \$5,156,100 | 218.5% | -1.8% |
| Texas | | | | | | | | |
| Number of Firms | 55,776 | 91,606 | 137,541 | 290,085 | 352,100 | 318,600 | 471.2% | -9.5% |
| Employment | 52,888 | 60,292 | 96,769 | 135,282 | 158,700 | 149,800 | 183.2% | -5.6% |
| Sales (\$000) | \$7,895,492 | \$4,900,783 | \$10,983,260 | \$16,814,420 | \$20,536,200 | \$18,812,900 | 138.3% | -8.4% |
| Virginia | | | | | | | | |
| Number of Firms | 4,479 | 6,320 | 9,821 | 18,380 | 20,300 | 20,900 | 366.6% | 3.0% |
| Employment | 3,303 | 5,175 | 8,120 | 8,874 | 9,500 | 9,800 | 196.7% | 3.2% |
| Sales (\$000) | \$324,293 | \$667,268 | \$1,222,739 | \$1,557,718 | \$1,698,100 | \$1,743,800 | 437.7% | 2.7% |

Note: The fields in red text differ significantly from the estimations of 2016 done with the previous methodology. Therefore, these numbers might be overestimating or underestimating the 2016 numbers. D=Numbers not published by the US Census Bureau due to disclosure or other reasons.

Table 13: Trend in Growth of Native American/Alaska Native Women-Owned Firms in Top Ten States, 1997-2017

| | Native American/Alaska Native Women-Owned Firms | | | | | | % Change, 1997- 2017 | % Change, 2016- 2017 |
|-----------------------|---|-------------|-------------|-------------|--------------|--------------|----------------------|----------------------|
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 53,593 | 78,292 | 96,543 | 131,064 | 153,400 | 161,500 | 201.3% | 5.3% |
| Employment | 74,114 | 49,406 | 52,432 | 55,011 | 57,400 | 61,300 | -17.3% | 6.8% |
| Sales (\$000) | \$6,755,233 | \$5,763,268 | \$8,862,208 | \$9,057,458 | \$10,452,900 | \$11,090,900 | 64.2% | 6.1% |
| Alaska | | | | | | | | |
| Number of Firms | 1,644 | 1,704 | D | 2,474 | 2,400 | 2,400 | 46.0% | 0.0% |
| Employment | 2,351 | D | D | 1,318 | - | - | - | - |
| Sales (\$000) | \$306,650 | D | D | \$271,441 | - | - | - | - |
| Arizona | | | | | | | | |
| Number of Firms | 2,079 | 2,972 | 3,564 | 6,056 | 6,900 | 6,800 | 227.1% | -1.4% |
| Employment | 1,992 | 1,717 | 3,267 | 1,520 | 1,500 | 1,400 | -29.7% | -6.7% |
| Sales (\$000) | \$129,691 | \$231,973 | \$305,156 | \$370,493 | \$410,000 | \$442,000 | 240.8% | 7.8% |
| California | | | | | | | | |
| Number of Firms | 7,338 | 15,027 | 18,844 | 20,950 | 22,900 | 23,300 | 217.5% | 1.7% |
| Employment | 24,592 | 5,436 | 5,206 | 7,080 | 7,600 | 8,700 | -64.6% | 14.5% |
| Sales (\$000) | \$2,116,631 | \$1,004,727 | \$1,335,410 | \$1,257,746 | \$1,339,000 | \$1,470,600 | -30.5% | 9.8% |
| Georgia | | | | | | | | |
| Number of Firms | 1,088 | 1,395 | 2,144 | 3,274 | 4,100 | 4,500 | 313.6% | 9.8% |
| Employment | 1,382 | 1,287 | 1,373 | 1,473 | 1,600 | 1,700 | 23.0% | 6.3% |
| Sales (\$000) | \$99,580 | \$118,303 | \$119,838 | \$167,466 | \$189,400 | \$220,500 | 121.4% | 16.4% |
| Illinois | | | | | | | | |
| Number of Firms | 1,134 | 1,078 | 2,442 | 2,774 | 3,100 | 3,400 | 199.8% | 9.7% |
| Employment | 571 | 883 | 927 | 684 | 600 | 600 | 5.1% | 0.0% |
| Sales (\$000) | \$62,941 | \$67,901 | \$153,024 | \$107,784 | \$114,900 | \$119,500 | 89.9% | 4.0% |
| New Mexico | | | | | | | | |
| Number of Firms | 2,648 | 3,347 | 4,167 | 5,136 | 5,400 | 5,300 | 100.2% | -1.9% |
| Employment | 1,068 | D | 1,751 | 1,472 | - | - | #¡VALOR! | - |
| Sales (\$000) | \$147,805 | \$133,354 | \$314,238 | \$175,818 | \$182,100 | \$180,900 | 22.4% | -0.7% |
| New York | | | | | | | | |
| Number of Firms | 1,393 | 5,471 | 5,900 | 6,953 | 7,300 | 7,300 | 424.0% | 0.0% |
| Employment | 614 | 1,116 | 1,441 | 360 | 200 | 200 | -67.4% | 0.0% |
| Sales (\$000) | \$98,778 | \$139,872 | \$333,982 | \$290,803 | \$329,400 | \$338,900 | 243.1% | 2.9% |
| North Carolina | | | | | | | | |
| Number of Firms | 1,652 | 2,611 | 3,668 | 5,765 | 6,900 | 7,000 | 323.7% | 1.4% |
| Employment | 1,252 | 1,270 | 1,909 | 1,368 | 1,400 | 1,400 | 11.8% | 0.0% |
| Sales (\$000) | \$93,722 | \$133,647 | \$242,691 | \$228,215 | \$263,000 | \$263,700 | 181.4% | 0.3% |
| Oklahoma | | | | | | | | |
| Number of Firms | 4,401 | 5,543 | 7,630 | 11,346 | 12,600 | 12,200 | 177.2% | -3.2% |
| Employment | 5,190 | 5,796 | 7,453 | 7,488 | 7,900 | 8,000 | 54.1% | 1.3% |
| Sales (\$000) | \$703,349 | \$548,673 | \$1,256,268 | \$1,347,672 | \$1,526,000 | \$1,492,100 | 112.1% | -2.2% |
| Texas | | | | | | | | |
| Number of Firms | 4,024 | 6694 | 6719 | 9784 | 10,700 | 10,200 | 153.5% | -4.7% |
| Employment | 6,023 | 6321 | 3214 | 5751 | 5,600 | 5,600 | -7.0% | 0.0% |
| Sales (\$000) | \$488,346 | \$716,736 | \$853,389 | \$622,244 | \$592,700 | \$612,200 | 25.4% | 3.3% |

Note: The fields in red text differ significantly from the estimations of 2016 done with the previous methodology. Therefore, these numbers might be overestimating or underestimating the 2016 numbers. D=Numbers not published by the US Census Bureau due to disclosure or other reasons.

| Table 14: Trend in Growth of Native Hawaiian/Pacific Islander Women-Owned in Top Three States, 1997-2017 | | | | | | | | |
|---|---|-------------|-------------|-------------|--------------------|--------------------|--------------------------------|--------------------------------|
| | Native Hawaiian/Pacific Islander Women-Owned Firms | | | | | | % Change, 1997-2017 | % Change, 2016-2017 |
| | 1997 | 2002 | 2007 | 2012 | 2016 (est.) | 2017 (est.) | | |
| Total US | | | | | | | | |
| Number of Firms | 5,764 | 10,582 | 14,963 | 24,982 | 31,100 | 34,200 | 493.3% | 10.0% |
| Employment | 6,327 | 7,395 | 12,074 | 11,701 | 13,500 | 14,800 | 133.9% | 9.6% |
| Sales (\$000) | \$709,599 | \$795,963 | \$1,509,366 | \$1,879,024 | \$2,337,800 | \$2,444,000 | 244.4% | 4.5% |
| California | | | | | | | | |
| Number of Firms | 853 | 1,703 | 3,880 | 7,022 | 8,700 | 10,600 | 1142.7% | 21.8% |
| Employment | 266 | D | 2,624 | 2,047 | - | - | - | - |
| Sales (\$000) | \$59,215 | \$99,827 | \$300,669 | \$535,741 | \$675,800 | \$809,800 | 1267.6% | 19.8% |
| Florida | | | | | | | | |
| Number of Firms | 206 | 914 | 549 | 1,454 | 1,700 | 1,700 | 725.2% | 0.0% |
| Employment | 263 | 318 | 386 | 242 | 200 | 200 | -24.0% | 0.0% |
| Sales (\$000) | \$32,632 | D | \$32,670 | \$26,624 | - | - | - | - |
| Hawaii | | | | | | | | |
| Number of Firms | 1,974 | 3,157 | 4,234 | 6,240 | 6,800 | 6,900 | 249.5% | 1.5% |
| Employment | 1,601 | 3,101 | 4,900 | 2,917 | 2,900 | 2,800 | 74.9% | -3.4% |
| Sales (\$000) | \$281,763 | \$330,562 | \$716,659 | \$559,139 | \$598,700 | \$598,900 | 112.6% | 0.0% |

Note: On the fields highlighted in red the projection of the last report of 2016 differ significantly from estimations with the standard methodology. Therefore, they may be overestimating or underestimating the previous projection. D=Numbers not published by the US Census Bureau due to disclosure or other reasons.

| Table 15: Trend in Net Number of New Women-Owned Firms per Day, 1997-2017 | | | | |
|--|------------------|------------------|------------------|------------------|
| | 1997-2017 | 2007-2017 | 2012-2017 | 2016-2017 |
| Total US | 849 | 1047 | 952 | 827 |
| Race/Ethnicity | | | | |
| All minority-owned | 609 | 840 | 884 | 1,118 |
| African American | 259 | 354 | 375 | 742 |
| Asian American | 104 | 131 | 139 | 219 |
| Latina | 227 | 331 | 288 | 364 |
| Native American/Alaska Native | 15 | 18 | 17 | 22 |
| Native Hawaiian/Pacific Islander | 4 | 5 | 5 | 9 |
| Non-Minority | 240 | 207 | 68 | -255 |
| State | | | | |
| Alabama | 11 | 12 | 7 | -8 |
| Alaska | 1 | 1 | -1 | -2 |
| Arizona | 16 | 18 | 11 | -1 |
| Arkansas | 5 | 6 | 2 | -8 |
| California | 117 | 140 | 127 | 237 |
| Colorado | 14 | 16 | 12 | -12 |
| Connecticut | 6 | 5 | 4 | 2 |
| Delaware | 2 | 2 | 3 | 5 |
| Columbia | 2 | 3 | 1 | 1 |
| Florida | 96 | 126 | 128 | 193 |
| Georgia | 49 | 61 | 69 | 124 |
| Hawaii | 3 | 3 | 2 | 4 |
| Idaho | 4 | 4 | 4 | 3 |
| Illinois | 30 | 32 | 22 | 47 |
| Indiana | 10 | 14 | 9 | 11 |
| Iowa | 4 | 6 | 3 | 4 |
| Kansas | 4 | 5 | 2 | 6 |
| Kentucky | 7 | 7 | 4 | 0 |
| Louisiana | 10 | 11 | -4 | -23 |
| Maine | 2 | 2 | 2 | 4 |
| Maryland | 16 | 16 | 12 | 28 |
| Massachusetts | 10 | 10 | 8 | 17 |
| Michigan | 34 | 50 | 67 | 111 |
| Minnesota | 8 | 10 | 7 | 3 |
| Mississippi | 8 | 10 | 4 | 3 |
| Missouri | 10 | 13 | 8 | 9 |
| Montana | 2 | 3 | 1 | 0 |
| Nebraska | 3 | 4 | 2 | 1 |
| Nevada | 9 | 9 | 8 | 10 |

| Table 15: Trend in Net Number of New Women-Owned Firms per Day, 1997-2017 (cont'd) | | | | |
|---|------------------|------------------|------------------|------------------|
| State | 1997-2017 | 2007-2017 | 2012-2017 | 2016-2017 |
| New Hampshire | 2 | 2 | 2 | 2 |
| New Jersey | 16 | 17 | 12 | 4 |
| New Mexico | 3 | 3 | 1 | 0 |
| New York | 54 | 53 | 34 | 16 |
| North Carolina | 26 | 29 | 25 | 12 |
| North Dakota | 1 | 2 | 1 | 0 |
| Ohio | 19 | 25 | 19 | 28 |
| Oklahoma | 6 | 7 | 2 | -6 |
| Oregon | 7 | 7 | 3 | 2 |
| Pennsylvania | 18 | 20 | 18 | 36 |
| Rhode Island | 2 | 2 | 1 | -1 |
| South Carolina | 14 | 18 | 18 | 33 |
| South Dakota | 2 | 3 | 1 | 2 |
| Tennessee | 18 | 25 | 20 | 43 |
| Texas | 76 | 90 | 39 | -143 |
| Utah | 6 | 7 | 6 | 8 |
| Vermont | 1 | 1 | 1 | 1 |
| Virginia | 17 | 17 | 11 | 18 |
| Washington | 11 | 13 | 9 | 12 |
| West Virginia | 1 | 2 | 1 | -4 |
| Wisconsin | 8 | 9 | 6 | 6 |
| Wyoming | 1 | 1 | 0 | -4 |
| Metropolitan area | | | | |
| Atlanta GA | 38 | 43 | 48 | 62 |
| Austin TX | 8 | 9 | 8 | 8 |
| Baltimore MD | 8 | 8 | 6 | 9 |
| Birmingham AL | 3 | 3 | 3 | 3 |
| Boston MA/NH | 7 | 7 | 6 | 1 |
| Buffalo NY | 1 | 1 | 1 | 0 |
| Charlotte NC/SC | 14 | 17 | 17 | 36 |
| Chicago IL/IN/WI | 33 | 34 | 30 | 52 |
| Cincinnati OH/KY/IN | 4 | 4 | 4 | 3 |
| Cleveland OH | 5 | 7 | 5 | 2 |
| Columbus OH | 6 | 7 | 7 | 7 |
| Dallas TX | 27 | 29 | 22 | -54 |
| Denver CO | 9 | 10 | 9 | 0 |
| Detroit MI | 34 | 45 | 68 | 67 |
| Hartford CT | 2 | 2 | 1 | -1 |
| Houston TX | 24 | 26 | 8 | -29 |

| Table 15: Trend in Net Number of New Women-Owned Firms per Day, 1997-2017 (cont'd.) | | | | |
|--|------------------|------------------|------------------|------------------|
| State | 1997-2017 | 2007-2017 | 2012-2017 | 2016-2017 |
| Indianapolis IN | 7 | 8 | 7 | 13 |
| Jacksonville FL | 5 | 6 | 5 | 4 |
| Kansas City MO/KS | 4 | 4 | 3 | 1 |
| Las Vegas NV | 10 | 12 | 14 | 36 |
| Los Angeles CA | 62 | 75 | 69 | 134 |
| Louisville KY/IN | 2 | 2 | 2 | 1 |
| Memphis TN/MS/AR | 10 | 12 | 10 | 15 |
| Miami FL | 59 | 74 | 81 | 138 |
| Milwaukee WI | 3 | 4 | 3 | 4 |
| Minneapolis/St. Paul MN/WI | 7 | 9 | 7 | 6 |
| Nashville TN | 6 | 7 | 7 | 10 |
| New Orleans LA | 3 | 5 | -1 | -3 |
| New York NY/NJ/PA | 68 | 76 | 54 | 18 |
| Oklahoma City OK | 3 | 3 | 1 | -2 |
| Orlando FL | 15 | 17 | 18 | 30 |
| Philadelphia PA/NJ/DE/MD | 12 | 11 | 10 | 14 |
| Phoenix AZ | 12 | 15 | 9 | 4 |
| Pittsburgh PA | 3 | 3 | 2 | -2 |
| Portland OR/WA | 5 | 5 | 1 | -2 |
| Providence RI/MA | 2 | 2 | 2 | 0 |
| Raleigh NC | 4 | 5 | 4 | 6 |
| Richmond VA | 4 | 4 | 4 | 5 |
| Riverside CA | 17 | 19 | 20 | 26 |
| Sacramento CA | 4 | 3 | 3 | 3 |
| St. Louis MO/IL | 6 | 8 | 5 | 3 |
| Salt Lake City UT | 3 | 2 | 2 | 2 |
| San Antonio TX | 9 | 10 | 9 | 10 |
| San Diego CA | 8 | 9 | 8 | 13 |
| San Francisco CA | 12 | 14 | 11 | 5 |
| San Jose CA | 7 | 8 | 10 | 13 |
| Seattle WA | 8 | 8 | 6 | 3 |
| Tampa/St. Petersburg FL | 13 | 14 | 15 | 17 |
| Virginia Beach VA/NC | 4 | 4 | 3 | 6 |
| Washington DC/VA/MD/WV | 18 | 18 | 10 | 21 |