



The National Foundation for Women Business Owners

1999 Facts on Women-Owned Businesses: Trends in the U.S. and the 50 States



Special Thanks

"1999 Facts on Women-Owned Businesses: Trends in the U.S. and the 50 States," was sponsored by the National Foundation for Women Business Owners (NFWBO) Leadership Circle, preeminent entrepreneurs that support NFWBO's mission to encourage the growth of women-owned enterprises through research and sharing information.

Lois Haber, President and CEO, Delaware Valley Financial Services, Inc., Berwyn, PA

Ms. Haber is 1997-1999 Chair of the NFWBO Board of Directors. She co-founded Delaware Valley Financial Services in 1978. The company provides full-service administration to the insurance industry for annuity and life insurance products. The company manages over \$11 billion in premiums.

Laura Henderson, President and CEO, Prospect Associates, Silver Spring, MD

Ms. Henderson is currently Chair Emeritus of the NFWBO Board of Directors. She founded Prospect Associates, a health research and communications firm. Her company has been recognized for its innovative, value-based management style.

Nina McLemore, President, Regent Capital, New York, NY

Ms. McLemore is currently Vice Chair of the NFWBO Board of Directors. Her company, a private investment firm with \$36 million in private capital, makes debt and equity investments in small and medium-sized companies that require capital to expand their operations or to finance buyouts and recapitalizations. Regent focuses its investments in three areas: women-owned businesses; consumer-driven businesses; and media/communications.

Kavelle Bajaj, Bajaj Family Foundation

Kavelle Bajaj was the founder and CEO of I-NET.

Marina Grant, President, Grant Communication, Del Mar, CA

Ms. Grant is a member of the NFWBO Board of Directors. She founded Grant Communications, which specializes in equal employment services such as workplace investigations, consulting, and alternative dispute resolution to large companies and government agencies nationwide. The firm develops and publishes equal employment software for businesses, human resource executives and managers, and workers.

Carolyn J. Olson, President/Owner, CJ Olson Market Research, Minneapolis, MN

Ms. Olson is founder of CJ Olson Market Research, Inc., a full service market and opinion research firm serving public and private sector clients. Her firm has conducted the interviews for many NFWBO surveys.

Valerie Perlowitz, President and CEO, Reliable Integration Services, Inc., Dunn Loring, VA

Ms. Perlowitz founded Reliable Integration Services, Inc., a network systems integration company with a trademarked approach to the design, installation, and maintenance of large, complex communications networks through the use of performance-based metrics. She was recognized for her accomplishments in the technology arena by being chosen as one of the *Top 100 Women in Computing for 1996* by McGraw-Hill.

John C. Rennie, Vice Chairman & President, AverStar, Inc., Burlington, MA

Mr. Rennie is a member of the NFWBO Board of Directors. He founded AverStar, which provides rapid, cost-effective information technology services and products designed to meet all the needs of large, mission critical information systems. He is also founder of the Massachusetts Business Alliance for Education.

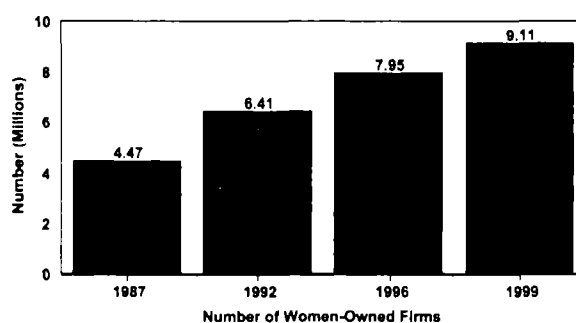


Women-Owned Businesses in the United States: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in the United States. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in 1999:

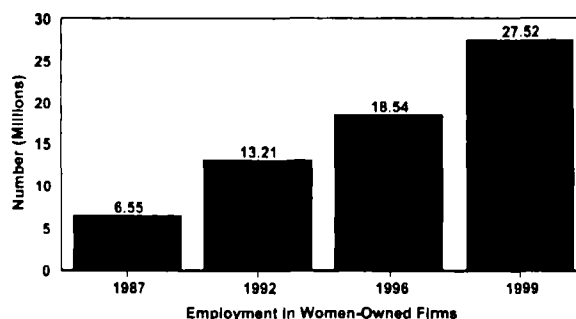
- ❖ As of 1999, there are 9.1 million women-owned businesses in the U.S., accounting for 38% of all firms in the country.
- ❖ Women-owned firms in the U.S. employ over 27.5 million people and generate over \$3.6 trillion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of women-owned firms increased by 43% nationwide, employment increased by 102%, and sales grew by 131%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms increased by 42%, that employment grew by 108%, and sales have risen 132%.
- ❖ The largest share of women-owned firms are in the service sector. Fully 51% of women-owned firms (4.6 million) are in services, 18% (1.7 million) are in retail trade, and 10% (925,000) are in finance, insurance or real estate—accounting for over three-fourths of all firms.

Women-Owned Firms Now Number More Than 9 Million in the U.S.



Source: Bureau of the Census and NFWBO

Women-Owned Firms Employ an Estimated 27.5 Million People in the U.S.



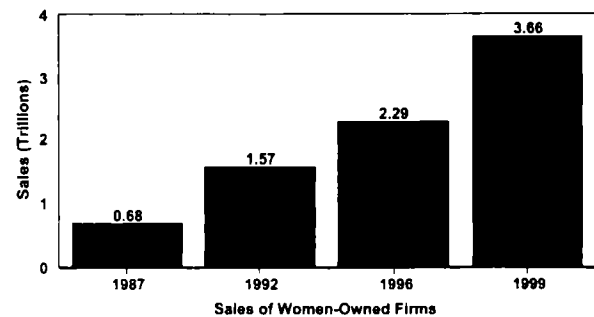
Source: Bureau of the Census and NFWBO

- ❖ The share of women-owned firms in each of these three industry sectors has declined somewhat since 1987, however, as women are diversifying into non-traditional industries. The greatest growth during the 1992 to 1999 period in the number of women-owned firms has been seen in:
 - construction (68% growth)
 - wholesale trade (65% growth)
 - transportation/communications (61% growth)
 - agriculture (59% growth)
 - manufacturing (54% growth)

- ❖ The top ten ranking states based on number of firms, employees and sales are: California, New York, Florida, Texas, Illinois, Pennsylvania, Ohio, Georgia, New Jersey, Washington, and Michigan (tied for 10th).

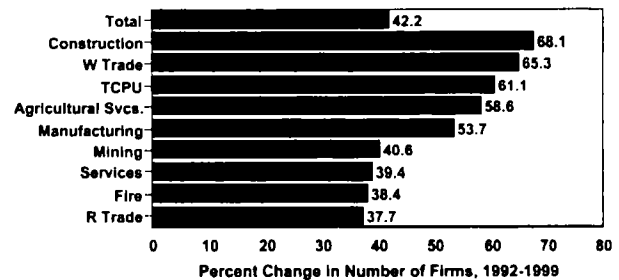
- ❖ The ten fastest growing states based on 1992 to 1999 growth rates are: Georgia, Arizona, Washington, Delaware, Idaho, Nevada, New Mexico, Utah, Florida, and California.

Women-Owned Firms Now Generate Over \$3.6 Trillion in Sales



Source: Bureau of the Census and NFWBO

Growth in Women-Owned Firms in U.S. Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade= Wholesale Trade; R Trade=Retail Trade; FIRE=Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in the United States: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total U.S.					
Number of Firms	4,476,616	6,406,715	7,951,000	9,108,900	42.2
Employment	6,559,213	13,217,066	18,543,000	27,523,200	108.2
Sales (\$000)	\$681,440,025	\$1,574,090,448	\$2,288,211,000	\$3,655,283,600	132.2
Industry					
Agriculture					
Number of Firms	51,471	88,532	118,000	140,400	58.6
Employment	37,871	106,671	162,000	287,100	169.1
Sales (\$000)	\$3,142,675	\$8,109,567	\$12,083,000	\$20,477,400	152.5
Mining					
Number of Firms	29,002	40,841	50,000	57,400	40.6
Employment	26,293	67,012	100,000	167,700	150.2
Sales (\$000)	\$3,427,939	\$12,240,629	\$19,291,000	\$38,809,300	217.1
Construction					
Number of Firms	119,687	233,128	324,000	391,900	68.1
Employment	362,138	746,591	1,054,000	1,584,100	112.2
Sales (\$000)	\$39,805,405	\$90,147,198	\$130,421,000	\$206,142,300	128.7
Manufacturing					
Number of Firms	118,332	191,863	251,000	294,800	53.7
Employment	1,044,755	2,306,397	3,316,000	5,169,500	124.1
Sales (\$000)	\$124,554,898	\$365,173,381	\$557,668,000	\$1,011,287,500	176.9
TCPU⁵					
Number of Firms	94,020	166,926	225,000	269,000	61.1
Employment	345,948	943,274	1,421,000	2,480,000	162.9
Sales (\$000)	\$42,484,415	\$100,312,077	\$146,574,000	\$236,907,200	136.2
Wholesale Trade					
Number of Firms	113,756	213,059	293,000	352,100	65.3
Employment	513,635	1,055,021	1,488,000	2,231,800	111.5
Sales (\$000)	\$104,298,424	\$304,204,870	\$464,130,000	\$839,361,000	175.9
Retail Trade					
Number of Firms	882,425	1,207,966	1,468,000	1,663,700	37.7
Employment	1,756,319	2,979,122	3,957,000	5,347,900	79.5
Sales (\$000)	\$149,651,297	\$273,053,643	\$371,776,000	\$522,860,800	91.5
FIRE⁶					
Number of Firms	484,615	667,932	815,000	924,600	38.4
Employment	355,474	962,150	1,447,000	2,516,100	161.5
Sales (\$000)	\$71,298,670	\$206,891,735	\$315,366,000	\$568,782,900	174.9
Services					
Number of Firms	2,377,162	3,308,965	4,054,000	4,613,500	39.4
Employment	1,881,266	3,972,773	5,646,000	8,594,900	116.3
Sales (\$000)	\$95,362,262	\$203,983,463	\$290,880,000	\$445,878,200	118.6

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²Bureau of the Census figure.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

Number of Women-Owned Firms, Employment and Sales by State: 1999				
State	Number of Firms	Employment	Sales (\$000)	Average Ranking ¹
U.S. Total	9,108,900	27,523,200	3,665,283,600	
Alabama	113,500	326,600	40,319,200	26
Alaska	29,300	60,300	10,452,700	46
Arizona	151,400	593,100	63,069,000	19
Arkansas	77,700	203,200	24,184,100	33
California	1,240,000	3,824,500	548,750,200	1
Colorado	181,500	610,100	65,763,600	14
Connecticut	115,900	340,900	58,057,500	25
Delaware	24,100	142,400	16,098,600	42
District of Columbia	21,400	56,600	8,425,400	49
Florida	582,000	2,003,300	227,364,300	3
Georgia	239,400	1,112,900	182,407,100	8
Hawaii	44,600	143,800	17,774,400	39
Idaho	49,300	148,600	15,658,600	39
Illinois	384,700	1,445,700	194,883,700	5
Indiana	190,400	689,900	74,487,200	13
Iowa	103,900	229,900	31,438,300	29
Kansas	92,000	225,100	31,142,200	31
Kentucky	112,500	299,800	35,293,200	28
Louisiana	115,600	410,200	97,717,100	21
Maine	55,600	120,400	14,550,700	41
Maryland	193,200	410,900	58,812,200	20
Massachusetts	215,700	433,600	60,831,500	18
Michigan	302,000	779,300	99,399,200	10
Minnesota	189,900	496,800	68,465,200	16
Mississippi	62,600	149,400	15,002,700	37
Missouri	174,300	413,700	57,769,800	22
Montana	39,100	93,800	9,006,600	45
Nebraska	64,800	235,700	34,041,000	30
Nevada	56,000	212,800	22,851,500	35
New Hampshire	47,600	130,100	22,756,400	38
New Jersey	251,500	845,000	133,298,000	9
New Mexico	67,400	186,000	18,154,400	36
New York	599,900	1,895,800	304,017,000	2

Number of Women-Owned Firms, Employment and Sales by State: 1999				
State	Number of Firms	Employment	Sales (\$000)	Average Ranking ¹
North Carolina	229,600	605,300	76,046,500	12
North Dakota	20,800	45,800	5,354,300	51
Ohio	352,000	1,124,300	120,766,200	7
Oklahoma	119,400	278,400	36,699,400	26
Oregon	139,900	390,000	50,702,400	24
Pennsylvania	339,100	1,267,900	161,240,900	6
Rhode Island	33,600	132,700	15,854,100	42
South Carolina	104,300	232,000	22,392,500	32
South Dakota	27,200	73,500	9,582,900	46
Tennessee	161,300	365,400	43,974,100	23
Texas	627,300	1,810,000	222,241,500	4
Utah	73,700	175,100	29,121,400	34
Vermont	33,900	68,800	8,105,900	48
Virginia	217,800	521,200	61,157,500	15
Washington	218,500	901,500	121,276,700	10
West Virginia	45,700	81,600	9,950,700	44
Wisconsin	154,000	556,500	68,847,100	17
Wyoming	21,700	60,300	4,808,300	49

SOURCE: National Foundation for Women Business Owners estimates using Bureau of the Census data.

¹Average state rankings based on the rankings of number of firms, employment, and sales.

Percent Growth in Number, Employment, and Sales of Women-Owned Firms by State: 1992-99				
State	Number of Firms	Employment	Sales	Average Ranking ¹
U.S. Total	42.2	108.2	132.2	
Alabama	45.9	93.7	115.8	23
Alaska	39.0	102.7	128.0	26
Arizona	49.1	166.5	186.9	2
Arkansas	41.6	98.7	123.5	24
California	42.2	140.4	163.7	10
Colorado	37.1	132.2	148.9	17
Connecticut	33.3	81.9	113.9	44
Delaware	48.6	160.3	185.3	3
District of Columbia	34.6	84.0	113.7	43
Florida	52.0	122.1	135.0	9
Georgia	53.8	171.9	231.6	1
Hawaii	37.9	162.2	181.8	11
Idaho	51.3	155.9	173.2	5
Illinois	41.1	116.7	139.0	16
Indiana	39.6	73.5	89.4	47
Iowa	34.4	67.9	113.1	48
Kansas	27.2	90.0	120.7	41
Kentucky	39.3	91.1	113.0	34
Louisiana	38.3	131.9	239.6	12
Maine	45.0	70.9	95.0	41
Maryland	45.9	82.2	111.8	32
Massachusetts	34.3	42.2	54.2	51
Michigan	43.2	103.4	128.0	20
Minnesota	40.6	94.5	136.6	22
Mississippi	40.8	75.7	77.4	44
Missouri	35.9	79.3	112.9	46
Montana	41.8	92.7	102.6	33
Nebraska	36.4	129.1	181.2	19
Nevada	58.7	139.1	153.9	6
New Hampshire	39.0	80.2	125.2	36
New Jersey	40.3	84.0	104.1	40
New Mexico	52.5	137.4	149.8	7

Percent Growth in Number, Employment, and Sales of Women-Owned Firms by State: 1992-99				
State	Number of Firms	Employment	Sales	Average Ranking ¹
New York	39.3	87.7	107.0	38
North Carolina	48.1	87.4	116.1	24
North Dakota	24.3	64.6	99.6	50
Ohio	44.0	116.0	135.8	14
Oklahoma	32.4	96.8	126.8	34
Oregon	46.2	103.6	121.9	17
Pennsylvania	37.0	105.5	123.9	27
Rhode Island	44.8	103.9	121.7	21
South Carolina	48.0	75.2	81.0	37
South Dakota	37.2	92.8	132.7	30
Tennessee	46.6	88.2	109.4	28
Texas	39.2	142.9	156.8	13
Utah	48.5	114.5	182.7	8
Vermont	48.1	82.9	111.0	28
Virginia	44.6	88.6	108.2	31
Washington	47.3	167.7	208.3	3
West Virginia	37.0	67.9	95.3	49
Wisconsin	42.5	108.7	144.1	15
Wyoming	36.6	104.2	97.8	38

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners.

¹Average state rankings based on the rankings of number of firms, employment, and sales.

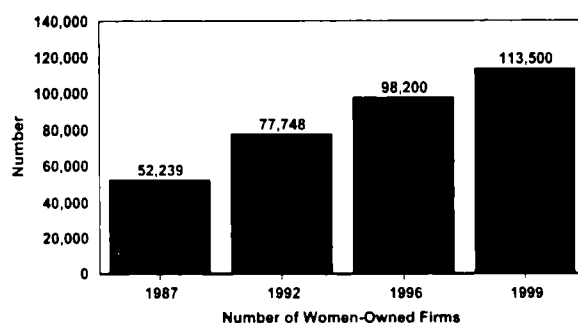


Women-Owned Businesses in Alabama: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Alabama. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Alabama in 1999:

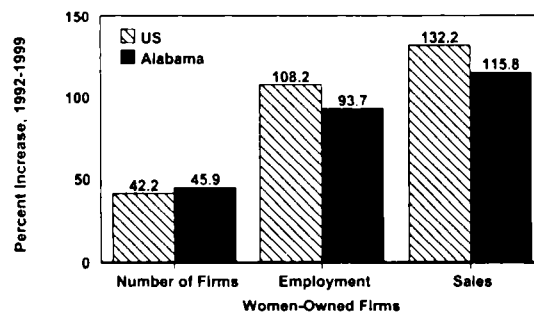
- ❖ As of 1999, there are an estimated 113,500 women-owned businesses in Alabama, accounting for 35% of all firms in the state.
- ❖ Women-owned firms in Alabama employ nearly 327,000 people and generate \$40.3 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Alabama's women-owned firms increased by 49%, employment increased by 85%, and sales grew by 110%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Alabama increased by 46%, that employment grew by 94%, and sales have risen 116%.
- ❖ Alabama ranks 27th out of the 50 states in the number of women-owned firms as of 1999, 26th in employment, and 26th in sales.

Women-Owned Firms Now Number 113,500 in Alabama



Source: Bureau of the Census and NFWBO

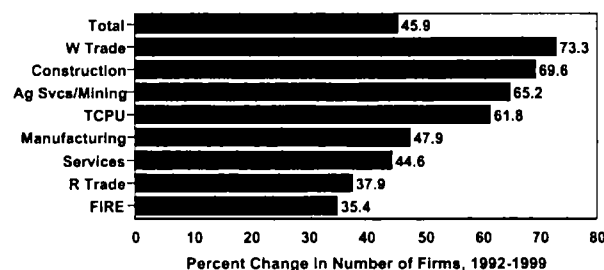
Employment and Sales of Women-Owned Firms in Alabama are Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Alabama, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Alabama are in services and 23% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Alabama has been in wholesale trade (73%), followed by construction (70%) and agriculture/mining (65%). Growth has been below average among firms in finance/insurance/real estate (35%) and retail trade (38%).

Growth in Women-Owned Firms in Alabama Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities, W Trade = Wholesale Trade, R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

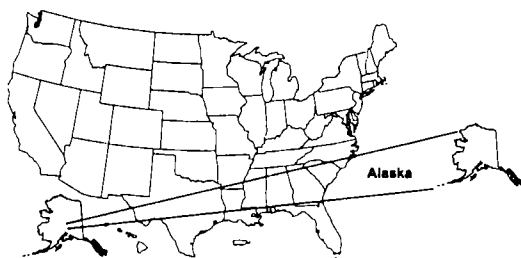
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Women-Owned Firms in Alabama: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Alabama					
Number of Firms	52,239	77,748	98,200	113,500	45.9
Employment	91,200	168,627	230,600	326,600	93.7
Sales (\$000)	\$8,879,670	\$18,687,875	\$26,534,400	\$40,319,200	115.8
Industry					
Agriculture/Mining					
Number of Firms	665	1,245	1,700	2,100	65.2
Employment	778	1,518	**	**	--
Sales (\$000)	\$104,253	\$161,298	**	**	--
Construction					
Number of Firms	1,717	3,416	4,800	5,800	69.6
Employment	4,319	11,412	17,100	29,300	156.9
Sales (\$000)	\$390,144	\$1,290,250	\$2,010,300	\$3,884,600	201.1
Manufacturing					
Number of Firms	1,756	2,670	3,400	4,000	47.9
Employment	23,511	40,661	54,400	74,300	82.7
Sales (\$000)	\$2,492,356	\$5,529,313	\$7,958,900	\$12,441,400	125.0
TCPU⁵					
Number of Firms	1,110	1,988	2,700	3,200	61.8
Employment	5,596	11,352	16,000	23,800	109.4
Sales (\$000)	\$562,570	\$1,045,360	\$1,431,600	\$2,033,500	94.5
Wholesale Trade					
Number of Firms	1,279	2,687	3,800	4,700	73.3
Employment	7,077	11,769	15,500	20,800	76.3
Sales (\$000)	\$1,404,857	\$3,466,108	\$5,115,100	\$8,463,900	144.2
Retail Trade					
Number of Firms	13,584	18,626	22,700	25,700	37.9
Employment	22,260	39,877	54,000	75,100	88.4
Sales (\$000)	\$2,088,747	\$4,046,895	\$5,613,400	\$8,156,600	101.6
FIRE⁶					
Number of Firms	4,906	6,565	7,900	8,900	35.4
Employment	4,315	6,237	7,800	9,600	54.2
Sales (\$000)	\$623,450	\$1,407,458	\$2,034,700	\$3,210,500	128.1
Services					
Number of Firms	25,020	36,736	46,100	53,100	44.6
Employment	23,526	45,407	62,900	91,200	100.9
Sales (\$000)	\$974,779	\$1,703,509	\$2,286,500	\$3,140,800	84.4

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987 - 1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.



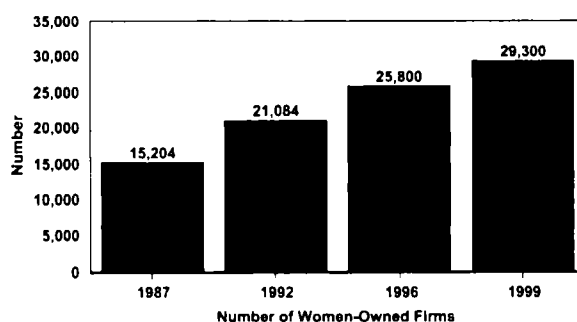
The National Foundation for Women Business Owners

Women-Owned Businesses in Alaska: 1999 A Fact Sheet

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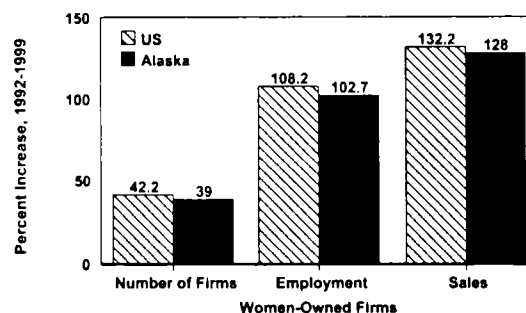
- ❖ As of 1999, there are over 29,000 women-owned businesses in Alaska, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in Alaska employ more than 60,000 people and generate more than \$10.4 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Alaska's women-owned firms increased by 39%, employment increased by 95%, and sales grew by 126%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Alaska has increased by 39%, that employment has grown by 103%, and sales have risen 128%.
- ❖ Alaska ranks 46th out of the 50 states in the number of women-owned firms as of 1999, 49th in employment, and 44th in sales.

Women-Owned Firms Now Number Over 29,000 in Alaska



Source: Bureau of the Census and NFWBO

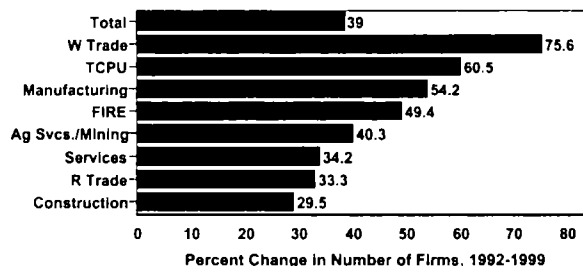
Women-Owned Firms in Alaska Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Alaska, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Alaska are in services and 17% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Alaska has been in wholesale trade (76%), followed by transportation/communications (61%) and manufacturing (54%). Growth has been below average among firms in construction (30%), retail trade (33%), and services (34%).

Growth in Women-Owned Firms in Alaska Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Alaska: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Alaska					
Number of Firms	15,204	21,084	25,800	29,300	39.0
Employment	15,252	29,752	41,400	60,300	102.7
Sales (\$000)	\$2,031,849	\$4,584,376	\$6,626,400	\$10,452,700	128.0
Industry					
Agriculture/Mining					
Number of Firms	1,560	2,190	2,700	3,100	40.3
Employment	150	498	800	1,500	201.3
Sales (\$000)	\$86,848	\$191,363	\$275,000	\$428,300	123.8
Construction					
Number of Firms	509	645	800	800	29.5
Employment	1,225	2,163	2,900	4,000	86.1
Sales (\$000)	\$183,031	\$433,298	\$633,500	\$1,025,400	136.6
Manufacturing					
Number of Firms	417	680	900	1,000	54.2
Employment	1,826	2,736	3,500	4,400	59.8
Sales (\$000)	\$212,304	\$397,020	\$544,800	\$776,500	95.6
TCPU⁵					
Number of Firms	443	780	1,100	1,300	60.5
Employment	1,418	4,871	7,600	15,100	209.0
Sales (\$000)	\$224,863	\$558,922	\$826,200	\$1,372,500	145.6
Wholesale Trade					
Number of Firms	222	483	700	800	75.6
Employment	790	2,218	3,400	6,000	168.4
Sales (\$000)	\$158,451	\$785,123	\$1,286,500	\$3,070,600	291.1
Retail Trade					
Number of Firms	2,835	3,720	4,400	5,000	33.3
Employment	4,171	7,792	10,700	15,200	95.4
Sales (\$000)	\$466,799	\$887,024	\$1,223,200	\$1,758,700	98.3
FIRE⁶					
Number of Firms	854	1,321	1,700	2,000	49.4
Employment	1,180	1,776	2,300	2,800	60.4
Sales (\$000)	\$191,038	\$406,185	\$578,300	\$883,600	117.5
Services					
Number of Firms	7,764	10,279	12,300	13,800	34.2
Employment	3,959	7,485	10,300	14,800	97.4
Sales (\$000)	\$277,814	\$548,709	\$765,400	\$1,123,900	104.8

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987 - 1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

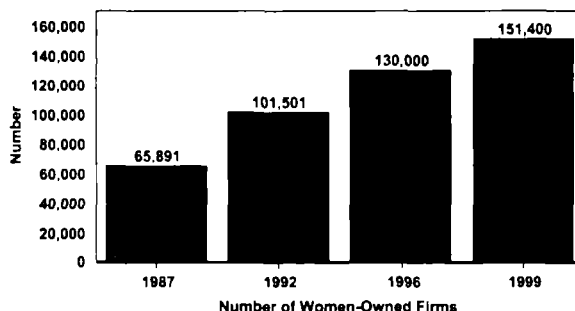


Women-Owned Businesses in Arizona: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Arizona. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Arizona in 1999:

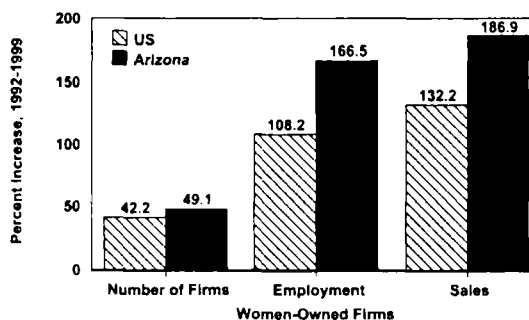
- ❖ As of 1999, there are over 151,000 women-owned businesses in Arizona, accounting for 43% of all firms in the state.
- ❖ Women-owned firms in Arizona employ over 593,000 people and generate more than \$63 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Arizona's women-owned firms increased by 54%, employment increased by 178%, and sales grew by 208%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Arizona has increased by 49%, that employment has grown by 167%, and sales have risen 187%.
- ❖ Arizona ranks 22nd out of the 50 states in the number of women-owned firms as of 1999, 15th in employment, and 18th in sales.

Women-Owned Firms Now Number Over 151,000 in Arizona



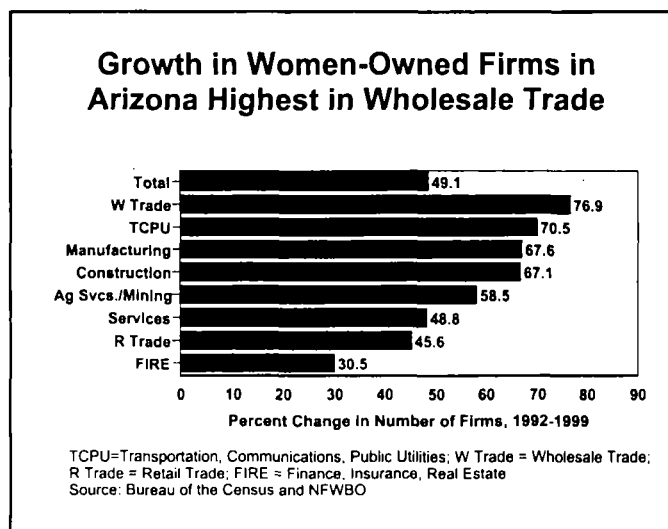
Source: Bureau of the Census and NFWBO

Women-Owned Firms in Arizona Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Arizona, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (51%) of the women-owned firms in Arizona are in services and 18% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Arizona has been in wholesale trade (77%), followed by transportation/communications (71%) and manufacturing (68%). Growth has been below average among firms in finance/insurance/real estate (31%) and retail trade (46%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Arizona 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Arizona					
Number of Firms	65,891	101,501	130,000	151,400	49.1
Employment	80,080	222,513	336,500	593,100	166.5
Sales (\$000)	\$7,131,671	\$21,985,631	\$33,868,800	\$63,069,000	186.9
Industry					
Agriculture/Mining					
Number of Firms	982	1,687	2,300	2,700	58.5
Employment	1,064	7,188	**	**	--
Sales (\$000)	\$53,450	\$766,049	**	**	--
Construction					
Number of Firms	1,637	3,146	4,400	5,300	67.1
Employment	5,723	17,406	26,800	49,500	184.2
Sales (\$000)	\$499,831	\$1,939,365	\$3,091,000	\$6,494,900	234.9
Manufacturing					
Number of Firms	1,718	3,321	4,600	5,600	67.6
Employment	5,655	17,606	27,200	50,900	188.8
Sales (\$000)	\$565,415	\$2,381,121	\$3,833,700	\$8,407,700	253.1
TCPU⁵					
Number of Firms	1,287	2,593	3,600	4,400	70.5
Employment	3,284	10,168	15,700	29,300	187.7
Sales (\$000)	\$424,969	\$950,122	\$1,370,200	\$2,150,900	126.4
Wholesale Trade					
Number of Firms	1,668	3,700	5,300	6,500	76.9
Employment	4,329	13,304	20,500	38,100	186.2
Sales (\$000)	\$561,085	\$3,318,476	\$5,524,400	\$14,453,300	335.5
Retail Trade					
Number of Firms	12,381	18,352	23,100	26,700	45.6
Employment	23,190	53,149	77,100	122,700	130.8
Sales (\$000)	\$1,838,347	\$4,155,467	\$6,009,200	\$9,488,500	128.3
FIRE⁶					
Number of Firms	9,774	12,498	14,700	16,300	30.5
Employment	4,504	13,252	20,300	36,800	177.6
Sales (\$000)	\$980,739	\$2,748,597	\$4,162,900	\$7,371,100	168.2
Services					
Number of Firms	33,941	52,097	66,600	77,500	48.8
Employment	25,898	76,227	116,500	211,700	177.7
Sales (\$000)	\$1,255,206	\$3,438,952	\$5,185,900	\$9,072,900	163.8

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987 - 1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.



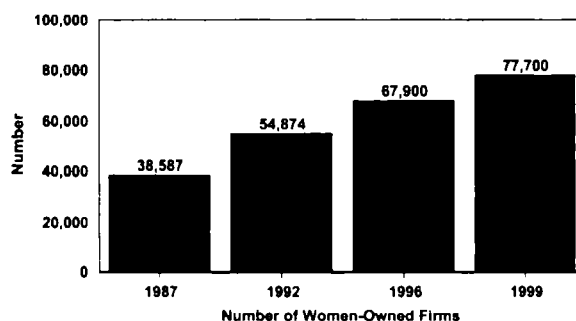
The National Foundation for Women Business Owners

Women-Owned Businesses in Arkansas: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Arkansas. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Arkansas in 1999:

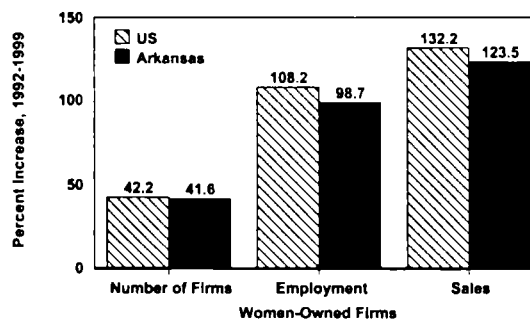
- ❖ As of 1999, there are nearly 78,000 women-owned businesses in Arkansas, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in Arkansas employ more than 203,000 people and generate \$24.2 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Arkansas' women-owned firms increased by 42%, employment increased by 91%, and sales grew by 120%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Arkansas has increased by 42%, that employment has grown by 99%, and sales have risen 124%.
- ❖ Arkansas ranks 32nd out of the 50 states in the number of women-owned firms as of 1999, 34th in employment, and 33rd in sales.

Women-Owned Firms Now Number Nearly 78,000 in Arkansas



Source: Bureau of the Census and NFWBO

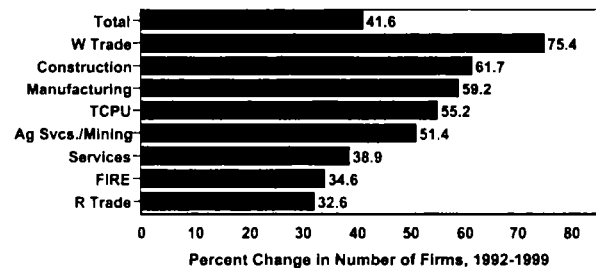
Women-Owned Firms in Arkansas Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Arkansas, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (46%) of the women-owned firms in Arkansas are in services and 22% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Arkansas has been in wholesale trade (75%), followed by construction (62%) and manufacturing (59%). Growth has been below average among firms in retail trade (33%), and finance/insurance/real estate (35%), and services (39%).

Growth in Women-Owned Firms in Arkansas Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Arkansas: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Arkansas					
Number of Firms	38,587	54,874	67,900	77,700	41.6
Employment	53,679	102,263	141,100	203,200	98.7
Sales (\$000)	\$4,918,747	\$10,820,185	\$15,541,300	\$24,184,100	123.5
Industry					
Agriculture/Mining					
Number of Firms	857	1,354	1,800	2,100	51.4
Employment	359	1,553	2,500	5,600	259.4
Sales (\$000)	\$50,351	\$130,507	\$194,600	\$330,600	153.3
Construction					
Number of Firms	1,454	2,599	3,500	4,200	61.7
Employment	2,737	7,799	11,800	21,200	171.4
Sales (\$000)	\$250,577	\$658,285	\$984,500	\$1,684,300	155.9
Manufacturing					
Number of Firms	968	1,679	2,200	2,700	59.2
Employment	8,136	15,657	21,700	31,400	100.4
Sales (\$000)	\$899,936	\$3,025,683	\$4,726,300	\$9,212,300	204.5
TCPU⁵					
Number of Firms	1,012	1,671	2,200	2,600	55.2
Employment	5,928	13,361	19,300	30,400	127.8
Sales (\$000)	\$621,420	\$1,242,537	\$1,739,400	\$2,571,000	106.9
Wholesale Trade					
Number of Firms	797	1,726	2,500	3,000	75.4
Employment	2,948	7,282	10,700	17,800	144.4
Sales (\$000)	\$523,895	\$1,717,612	\$2,672,600	\$5,140,800	199.3
Retail Trade					
Number of Firms	9,965	12,986	15,400	17,200	32.6
Employment	17,178	25,710	32,500	41,000	59.6
Sales (\$000)	\$1,408,671	\$2,298,999	\$3,011,300	\$3,983,900	73.3
FIRE⁶					
Number of Firms	3,321	4,411	5,300	5,900	34.6
Employment	2,397	3,834	5,000	6,500	70.1
Sales (\$000)	\$298,326	\$697,318	\$1,016,500	\$1,634,100	134.3
Services					
Number of Firms	18,723	25,921	31,700	36,000	38.9
Employment	12,167	26,194	37,400	57,600	119.7
Sales (\$000)	\$526,889	\$1,093,253	\$1,546,300	\$2,331,800	113.3

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.



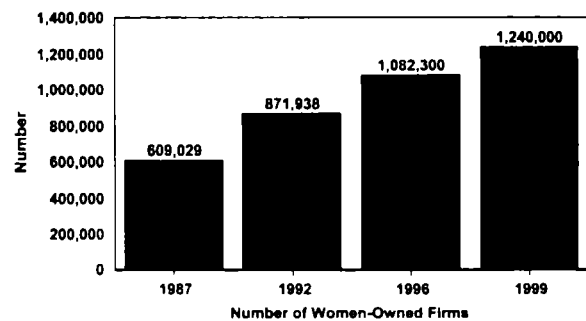
The National Foundation for Women Business Owners

Women-Owned Businesses in California: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in California. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in California in 1999:

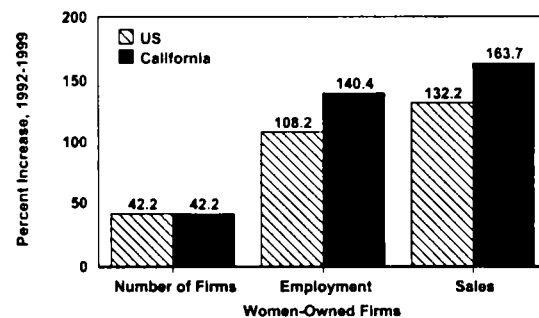
- ❖ As of 1999, there are over 1.2 million women-owned businesses in California, accounting for 39% of all firms in the state.
- ❖ Women-owned firms in California employ more than 3.8 million people and generate nearly \$549 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of California's women-owned firms increased by 43%, employment increased by 142%, and sales grew by 174%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in California has increased by 42%, that employment has grown by 140%, and sales have risen 164%.
- ❖ California ranks 1st out of the 50 states in the number of women-owned firms as of 1999, 1st in employment, and 1st in sales.

Women-Owned Firms Now Number Over 1.2 Million in California



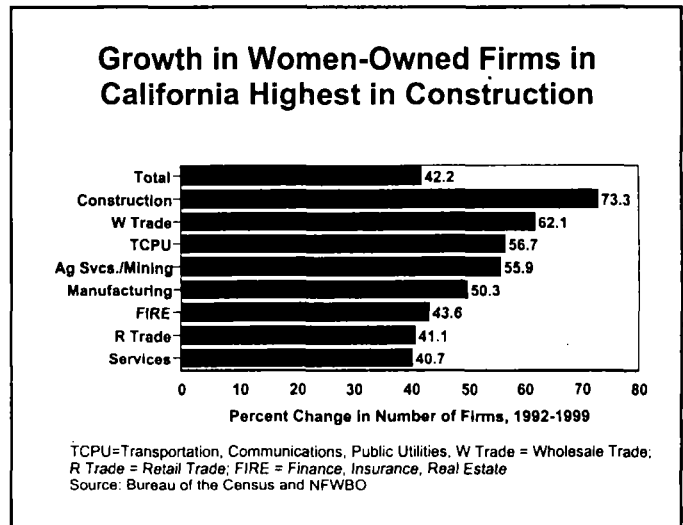
Source: Bureau of the Census and NFWBO

Women-Owned Firms in California Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In California, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (55%) of the women-owned firms in California are in services and 16% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in California has been in construction (73%), followed by wholesale trade (62%) and transportation/communications (57%). Growth has been below average among firms in services (41%) and retail trade (41%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

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Women-Owned Firms in California: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total California					
Number of Firms	609,029	871,938	1,082,300	1,240,000	42.2
Employment	658,031	1,590,633	2,336,700	3,824,500	140.4
Sales (\$000)	\$76,015,795	\$208,109,191	\$313,783,900	\$548,750,200	163.7
Industry					
Agriculture/Mining					
Number of Firms	7,563	12,585	16,600	19,600	55.9
Employment	7,030	22,756	**	**	--
Sales (\$000)	\$565,773	\$1,793,926	**	**	--
Construction					
Number of Firms	11,242	23,581	33,500	40,900	73.3
Employment	23,376	82,262	129,400	258,300	214.0
Sales (\$000)	\$3,187,066	\$10,707,536	\$16,723,900	\$32,585,400	204.3
Manufacturing					
Number of Firms	17,329	27,049	34,800	40,700	50.3
Employment	108,357	280,857	418,900	711,500	153.3
Sales (\$000)	\$11,741,600	\$43,732,479	\$69,325,200	\$142,584,100	226.0
TCPU⁵					
Number of Firms	11,375	19,124	25,300	30,000	56.7
Employment	25,725	101,110	161,400	341,500	237.7
Sales (\$000)	\$4,632,836	\$11,958,663	\$17,819,300	\$30,203,800	152.6
Wholesale Trade					
Number of Firms	16,100	28,924	39,200	46,900	62.1
Employment	40,077	104,158	155,400	264,400	153.8
Sales (\$000)	\$8,863,128	\$36,168,628	\$58,013,000	\$125,155,800	246.0
Retail Trade					
Number of Firms	99,903	141,381	174,600	199,500	41.1
Employment	171,570	305,435	412,500	572,400	87.4
Sales (\$000)	\$15,004,522	\$31,272,192	\$44,286,300	\$66,941,100	114.1
FIRE⁶					
Number of Firms	69,574	100,993	126,100	145,000	43.6
Employment	32,483	146,093	237,000	537,800	268.2
Sales (\$000)	\$9,727,042	\$34,985,141	\$55,191,600	\$111,455,400	218.6
Services					
Number of Firms	343,913	484,634	597,200	681,600	40.7
Employment	216,681	548,038	813,100	1,363,400	148.8
Sales (\$000)	\$14,675,957	\$31,981,413	\$51,225,800	\$83,215,700	137.9

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.



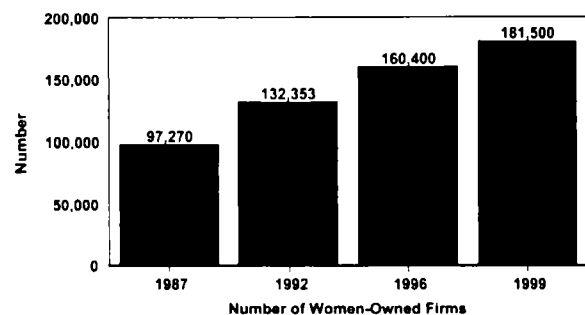
The National Foundation for Women Business Owners

Women-Owned Businesses in Colorado: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Colorado. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Colorado in 1999:

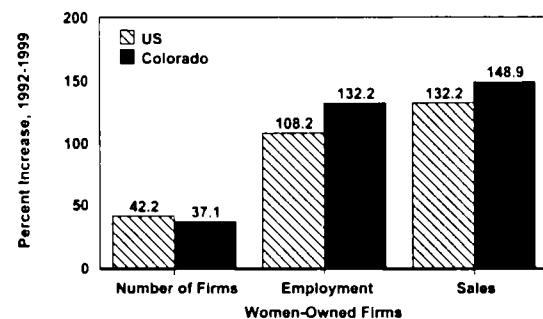
- ❖ As of 1999, there are over 181,000 women-owned businesses in Colorado, accounting for 41% of all firms in the state.
- ❖ Women-owned firms in Colorado employ over 610,000 people and generate nearly \$65.8 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Colorado's women-owned firms increased by 36%, employment increased by 131%, and sales grew by 153%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Colorado has increased by 37%, that employment has grown by 132%, and sales have risen 149%.
- ❖ Colorado ranks 18th out of the 50 states in the number of women-owned firms as of 1999, 13th in employment, and 17th in sales.

Women-Owned Firms Now Number Over 181,000 in Colorado



Source: Bureau of the Census and NFWBO

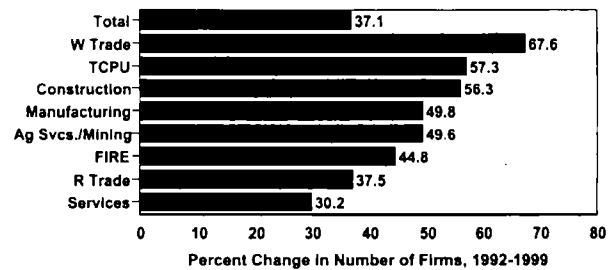
Women-Owned Firms in Colorado Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Colorado, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (51%) of the women-owned firms in Colorado are in services and 17% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Colorado has been in wholesale trade (68%), followed by transportation/communications (57%) and construction (56%). Growth has been below average among firms in services (30%).

Growth in Women-Owned Firms in Colorado Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

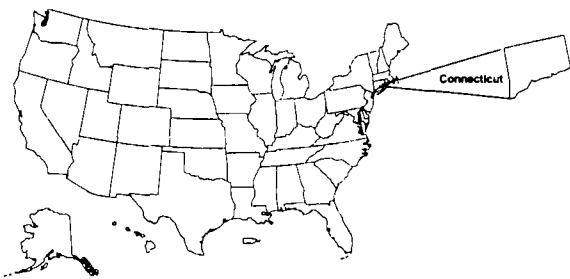
METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Colorado: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Colorado					
Number of Firms	97,270	132,353	160,400	181,500	37.1
Employment	113,729	262,722	381,900	610,100	132.2
Sales (\$000)	\$10,438,340	\$26,420,472	\$39,206,200	\$65,763,600	148.9
Industry					
Agriculture/Mining					
Number of Firms	2,142	3,315	4,300	5,000	49.6
Employment	1,447	4,922	7,700	15,100	206.9
Sales (\$000)	\$176,692	\$758,835	\$1,224,500	\$2,713,200	257.5
Construction					
Number of Firms	2,885	4,823	6,400	7,500	56.3
Employment	7,291	18,075	26,700	44,300	145.1
Sales (\$000)	\$741,958	\$2,301,319	\$3,548,800	\$6,629,700	188.1
Manufacturing					
Number of Firms	2,913	4,520	5,800	6,800	49.8
Employment	9,545	25,624	38,500	66,600	159.9
Sales (\$000)	\$953,998	\$2,324,086	\$3,420,200	\$5,621,100	141.9
TCPU⁵					
Number of Firms	1,814	3,069	4,100	4,800	57.3
Employment	6,543	23,026	36,200	72,300	214.0
Sales (\$000)	\$789,718	\$2,833,560	\$4,468,600	\$9,012,700	218.1
Wholesale Trade					
Number of Firms	2,506	4,845	6,700	8,100	67.6
Employment	7,378	18,551	27,500	45,900	147.7
Sales (\$000)	\$1,267,057	\$3,666,557	\$5,586,200	\$10,060,300	174.4
Retail Trade					
Number of Firms	16,655	22,740	27,600	31,300	37.5
Employment	33,779	64,177	88,500	127,200	98.2
Sales (\$000)	\$2,221,013	\$5,057,003	\$7,325,800	\$11,612,500	129.6
FIRE⁶					
Number of Firms	8,889	13,065	16,400	18,900	44.8
Employment	7,857	17,372	25,000	39,000	124.4
Sales (\$000)	\$1,347,408	\$3,209,159	\$4,698,600	\$7,629,600	137.7
Services					
Number of Firms	55,752	71,063	83,300	92,500	30.2
Employment	32,747	82,280	121,900	203,700	147.6
Sales (\$000)	\$1,779,577	\$4,053,006	\$5,871,700	\$9,309,000	129.7

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.



The National Foundation for Women Business Owners

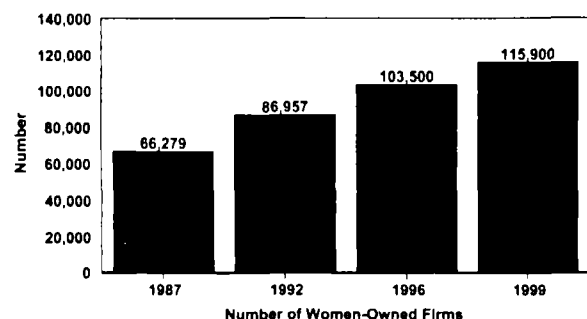


Women-Owned Businesses in Connecticut: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Connecticut. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Connecticut in 1999:

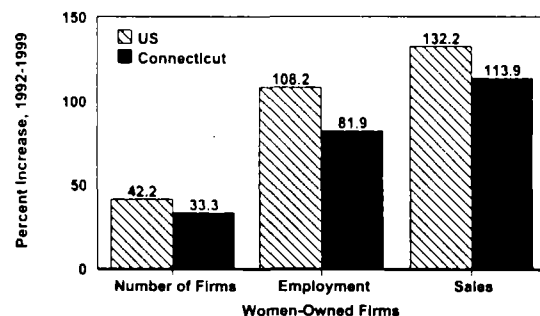
- ❖ As of 1999, there are nearly 116,000 women-owned businesses in Connecticut, accounting for 36% of all firms in the state.
- ❖ Women-owned firms in Connecticut employ nearly 341,000 people and generate over \$58 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Connecticut's women-owned firms increased by 31%, employment increased by 72%, and sales grew by 108%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Connecticut has increased by 33%, that employment has grown by 82%, and sales have risen 114%.
- ❖ Connecticut ranks 25th out of the 50 states in the number of women-owned firms as of 1999, 25th in employment, and 22nd in sales.

Women-Owned Firms Now Number Nearly 116,000 in Connecticut



Source: Bureau of the Census and NFWBO

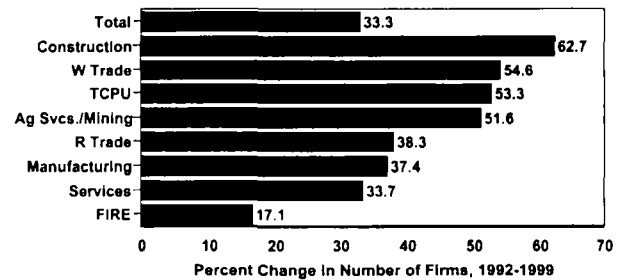
Women-Owned Firms in Connecticut Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Connecticut, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (53%) of the women-owned firms in Connecticut are in services and 18% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Connecticut has been in construction (63%), followed by wholesale trade (55%) and transportation/communications (53%). Growth has been below average among firms in finance/insurance/real estate (17%).

Growth in Women-Owned Firms in Connecticut Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade; R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Connecticut: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Connecticut					
Number of Firms	66,279	86,957	103,500	115,900	33.3
Employment	108,860	187,410	250,300	340,900	81.9
Sales (\$000)	\$13,033,290	\$27,140,782	\$38,426,800	\$58,057,500	113.9
Industry					
Agriculture/Mining					
Number of Firms	778	1,232	1,600	1,900	51.6
Employment	607	1,273	**	**	--
Sales (\$000)	\$53,163	\$119,242	**	**	--
Construction					
Number of Firms	1,925	3,486	4,700	5,700	62.7
Employment	7,008	8,083	8,900	9,700	20.3
Sales (\$000)	\$1,052,441	\$1,247,653	\$1,403,800	\$1,551,500	24.4
Manufacturing					
Number of Firms	1,740	2,375	2,900	3,300	37.4
Employment	15,243	24,467	31,800	41,700	70.6
Sales (\$000)	\$1,901,634	\$3,672,691	\$5,089,500	\$7,382,600	101.0
TCPU⁵					
Number of Firms	1,278	2,064	2,700	3,200	53.3
Employment	6,523	14,978	21,700	34,600	131.1
Sales (\$000)	\$633,187	\$2,210,116	\$3,471,700	\$6,901,400	212.3
Wholesale Trade					
Number of Firms	1,512	2,479	3,300	3,800	54.6
Employment	8,901	26,000	39,700	71,800	176.2
Sales (\$000)	\$1,826,473	\$8,073,800	\$13,071,700	\$29,401,300	264.2
Retail Trade					
Number of Firms	10,770	14,829	18,100	20,500	38.3
Employment	26,676	36,300	44,000	52,600	44.9
Sales (\$000)	\$2,903,170	\$3,930,603	\$4,752,500	\$5,665,800	44.1
FIRE⁶					
Number of Firms	10,601	12,071	13,200	14,100	17.1
Employment	5,883	17,170	26,200	47,400	176.1
Sales (\$000)	\$1,909,196	\$3,852,244	\$5,406,700	\$8,030,700	108.5
Services					
Number of Firms	34,614	45,578	54,400	60,900	33.7
Employment	34,284	61,884	84,000	117,400	89.7
Sales (\$000)	\$1,776,356	\$3,608,229	\$5,073,700	\$7,563,400	109.6

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1992 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

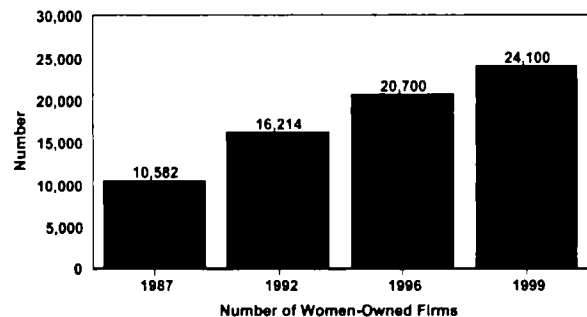


Women-Owned Businesses in Delaware: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Delaware. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Delaware in 1999:

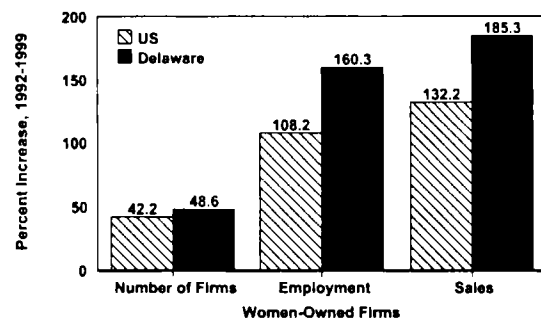
- ❖ As of 1999, there are over 24,000 women-owned businesses in Delaware, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Delaware employ more than 142,000 people and generate \$16.1 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Delaware's women-owned firms increased by 53%, employment increased by 169%, and sales grew by 206%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Delaware has increased by 49%, that employment has grown by 160%, and sales have risen 185%.
- ❖ Delaware ranks 48th out of the 50 states in the number of women-owned firms as of 1999, 40th in employment, and 38th in sales.

Women-Owned Firms Now Number Over 24,000 in Delaware



Source: Bureau of the Census and NFWBO

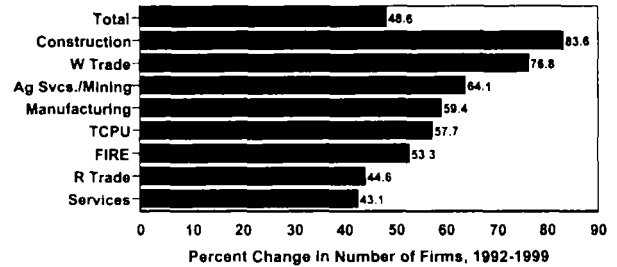
Women-Owned Firms in Delaware Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Delaware, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (48%) of the women-owned firms in Delaware are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Delaware has been in construction (84%), followed by wholesale trade (77%) and agriculture/mining (64%). Growth has been below average among firms in services (43%) and retail trade (45%).

Growth in Women-Owned Firms in Delaware Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

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Women-Owned Firms in Delaware: 1992-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Delaware					
Number of Firms	10,582	16,214	20,700	24,100	48.6
Employment	20,330	54,689	82,200	142,400	160.3
Sales (\$000)	\$1,845,433	\$5,643,494	\$8,681,900	\$16,098,600	185.3
Industry					
Agriculture/Mining					
Number of Firms	156	287	400	500	64.1
Employment	154	512	**	**	--
Sales (\$000)	\$18,218	\$79,233	**	**	--
Construction					
Number of Firms	358	888	1,300	1,600	83.6
Employment	1,878	12,408	20,800	57,700	365.2
Sales (\$000)	\$193,393	\$903,423	\$1,471,400	\$3,406,200	277.0
Manufacturing					
Number of Firms	196	341	500	500	59.4
Employment	901	3,534	5,600	11,900	237.2
Sales (\$000)	\$168,455	\$558,860	\$871,200	\$1,686,200	201.7
TCPU⁵					
Number of Firms	292	497	700	800	57.7
Employment	1,135	2,114	2,900	4,100	94.9
Sales (\$000)	\$71,324	\$209,620	\$320,300	\$581,500	177.4
Wholesale Trade					
Number of Firms	174	385	600	700	76.8
Employment	1,523	2,882	4,000	5,700	97.6
Sales (\$000)	\$251,730	\$826,289	\$1,285,900	\$2,475,100	199.5
Retail Trade					
Number of Firms	2,183	3,204	4,000	4,600	44.6
Employment	6,059	11,877	16,500	24,200	103.5
Sales (\$000)	\$472,127	\$1,072,084	\$1,552,100	\$2,456,700	129.2
FIRE⁶					
Number of Firms	1,216	1,963	2,600	3,000	53.3
Employment	1,229	7,242	12,100	31,500	334.5
Sales (\$000)	\$224,518	\$1,055,843	\$1,720,900	\$3,997,500	278.6
Services					
Number of Firms	5,540	8,007	10,000	11,500	43.1
Employment	5,887	12,688	18,100	27,900	119.9
Sales (\$000)	\$219,736	\$582,747	\$873,200	\$1,501,400	157.6

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1992 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

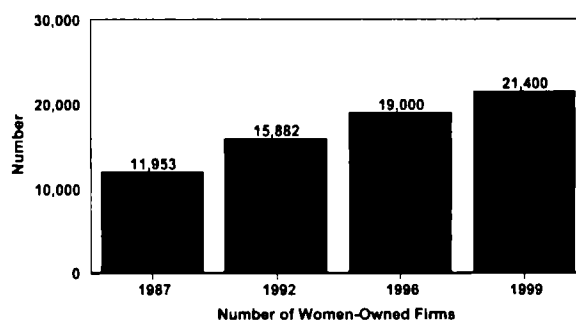


Women-Owned Businesses in the District of Columbia: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in the District of Columbia. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in the District of Columbia in 1999:

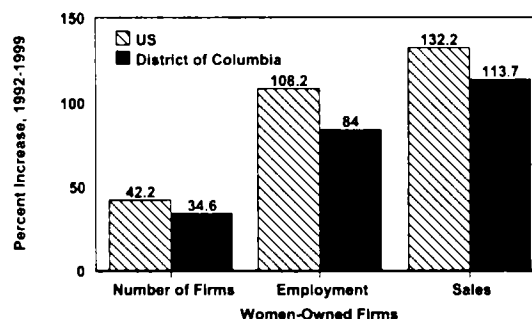
- ❖ As of 1999, there are over 21,000 women-owned businesses in the District of Columbia, accounting for 45% of all firms in the city.
- ❖ Women-owned firms in the District of Columbia employ more than 56,000 people and generate more than \$8.4 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of women-owned firms in the District of Columbia increased by 33%, employment increased by 74%, and sales grew by 108%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in the District of Columbia has increased by 35%, that employment has grown by 84%, and sales have risen 114%.
- ❖ The District of Columbia ranks 50th out of the 50 states and the District of Columbia in the number of women-owned firms as of 1999, 50th in employment, and 48th in sales.

Women-Owned Firms Now Number Over 21,000 in the District of Columbia



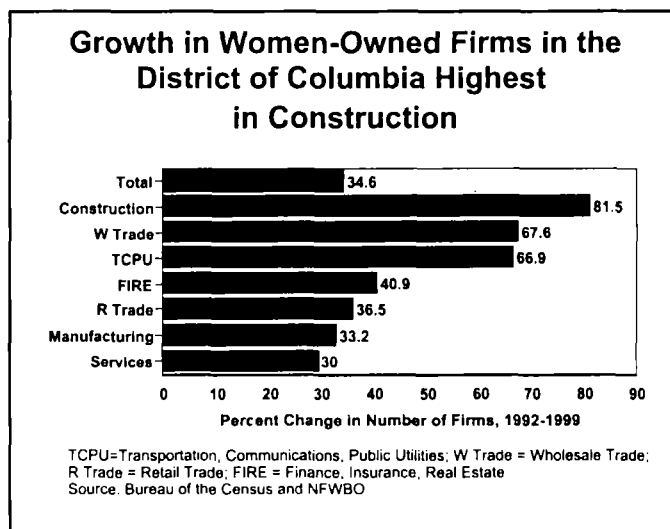
Source: Bureau of the Census and NFWBO

Women-Owned Firms in the District of Columbia Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In the District of Columbia, most women-owned firms are in services and finance/insurance/real estate. Nearly two-thirds (63%) of the women-owned firms in the District of Columbia are in services and 10% are in finance/insurance/real estate.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in the District of Columbia has been in construction (82%), followed by wholesale trade (68%) and transportation/communications (67%). Growth has been below average among firms in services (30%) and manufacturing (33%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in the District of Columbia: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total D.C.					
Number of Firms	11,953	15,882	19,000	21,400	34.6
Employment	17,637	30,754	41,200	56,600	84.0
Sales (\$000)	\$1,896,347	\$3,943,307	\$5,580,900	\$8,425,400	113.7
Industry					
Agriculture/Mining					
Number of Firms	90	96	**	**	--
Employment	16	451	**	**	--
Sales (\$000)	\$2,858	\$20,824	**	**	--
Construction					
Number of Firms	88	209	307	400	81.5
Employment	382	357	**	**	--
Sales (\$000)	\$55,269	\$54,381	**	**	--
Manufacturing					
Number of Firms	183	239	300	300	33.2
Employment	692	927	1,100	1,300	42.6
Sales (\$000)	\$106,670	\$234,056	\$336,000	\$522,100	123.1
TCPU⁵					
Number of Firms	370	708	1000	1,200	66.9
Employment	618	780	900	1,000	33.7
Sales (\$000)	\$80,491	\$87,748	\$93,600	\$98,500	12.2
Wholesale Trade					
Number of Firms	123	237	300	400	67.6
Employment	331	1,110	1,700	3,400	204.1
Sales (\$000)	\$80,637	\$302,555	\$480,100	\$991,200	227.6
Retail Trade					
Number of Firms	1,004	1,359	1,600	1,900	36.5
Employment	3,314	4,441	5,300	6,300	42.6
Sales (\$000)	\$261,060	\$382,584	\$479,800	\$598,000	56.3
FIRE⁶					
Number of Firms	1,068	1,509	1,900	2,100	40.9
Employment	2,976	6,042	8,500	12,700	109.6
Sales (\$000)	\$359,004	\$1,273,780	\$2,005,600	\$4,021,400	215.7
Services					
Number of Firms	8,181	10,408	12,200	13,500	30.0
Employment	8,481	15,291	20,700	29,000	89.5
Sales (\$000)	\$641,342	\$1,241,737	\$1,722,100	\$2,501,300	101.4

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1986-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

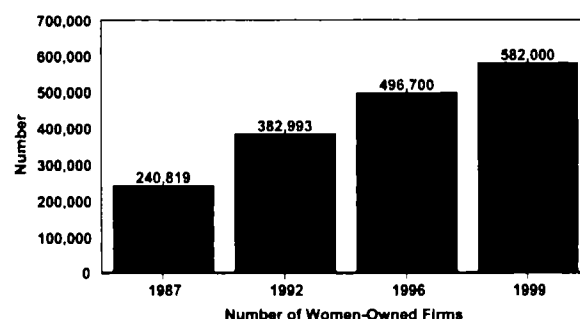


Women-Owned Businesses in Florida: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Florida. Analyzing data from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Florida in 1999:

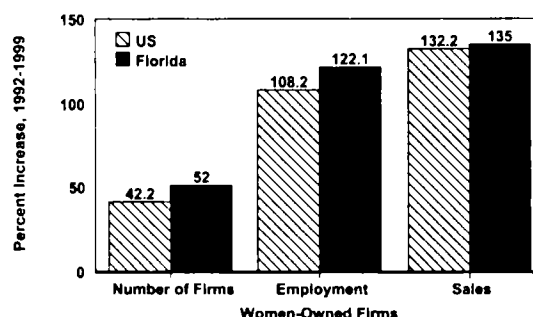
- ❖ As of 1999, there are 582,000 women-owned businesses in Florida, accounting for 39% of all firms in the state.
- ❖ Women-owned firms in Florida employ over 2 million people and generate over \$227 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Florida's women-owned firms increased by 59%, employment increased by 118%, and sales grew by 135%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Florida has increased by 52%, that employment has grown by 122%, and sales have risen 135%.
- ❖ Florida ranks 4th out of the 50 states in the number of women-owned firms as of 1999, 2nd in employment, and 3rd in sales.

Women-Owned Firms Now Number 582,000 in Florida



Source: Bureau of the Census and NFWBO

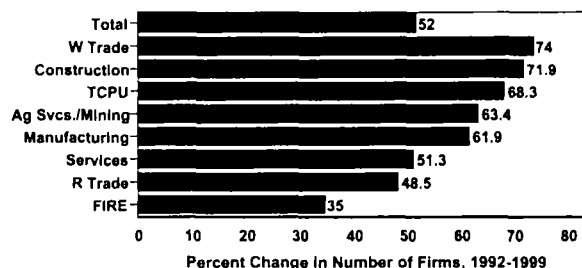
Women-Owned Firms in Florida Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Florida, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (48%) of the women-owned firms in Florida are in services and 16% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Florida has been in wholesale trade (74%), followed by construction (72%) and transportation/communications (68%). Growth has been below average among firms in finance/insurance/real estate (35%), retail trade (49%), and services (51%).

Growth in Women-Owned Firms in Florida Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

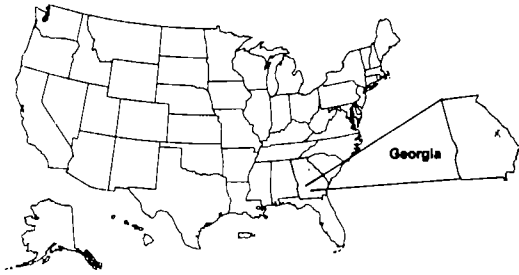
METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Florida: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Florida					
Number of Firms	240,819	382,993	496,700	582,000	52.0
Employment	413,177	901,849	1,292,800	2,003,300	122.1
Sales (\$000)	\$41,228,830	\$96,737,258	\$141,144,000	\$227,364,300	135.0
Industry					
Agriculture/Mining					
Number of Firms	4,310	7,876	10,700	12,900	63.4
Employment	4,704	16,056	25,100	49,400	207.6
Sales (\$000)	\$3,70,923	\$1,002,975	\$1,508,600	\$2,621,000	161.3
Construction					
Number of Firms	8,605	17,700	25,000	30,400	71.9
Employment	38,100	70,330	96,100	136,000	93.4
Sales (\$000)	\$3,492,637	\$8,140,965	\$11,859,600	\$19,036,800	133.8
Manufacturing					
Number of Firms	5,459	9,792	13,300	15,900	61.9
Employment	45,328	93,599	132,200	198,900	112.5
Sales (\$000)	\$4,633,611	\$10,784,774	\$15,705,700	\$25,190,900	133.6
TCPU⁵					
Number of Firms	6,023	11,752	16,300	19,800	68.3
Employment	18,948	42,644	61,600	97,000	127.6
Sales (\$000)	\$2,553,168	\$3,983,275	\$5,127,400	\$6,616,700	66.1
Wholesale Trade					
Number of Firms	7,645	16,209	23,100	28,200	74.0
Employment	32,839	83,559	124,100	208,800	149.9
Sales (\$000)	\$5,716,334	\$19,912,815	\$31,270,000	\$62,096,800	211.8
Retail Trade					
Number of Firms	42,150	64,468	82,300	95,700	48.5
Employment	103,806	189,192	257,500	361,900	91.3
Sales (\$000)	\$9,176,672	\$17,983,176	\$25,028,400	\$36,592,600	103.5
FIRE⁶					
Number of Firms	39,281	52,394	62,900	70,800	35.0
Employment	27,830	71,227	105,900	178,800	151.0
Sales (\$000)	\$5,461,196	\$13,942,876	\$20,728,200	\$34,929,500	150.5
Services					
Number of Firms	117,439	185,414	239,800	280,600	51.3
Employment	122,762	306,013	452,600	753,100	146.1
Sales (\$000)	\$5,907,938	\$13,587,517	\$19,731,200	\$31,445,700	131.4

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

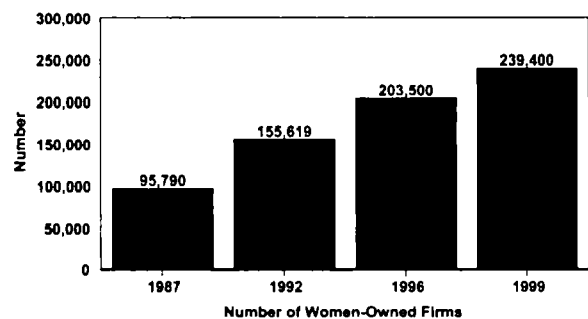


Women-Owned Businesses in Georgia: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Georgia. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Georgia in 1999:

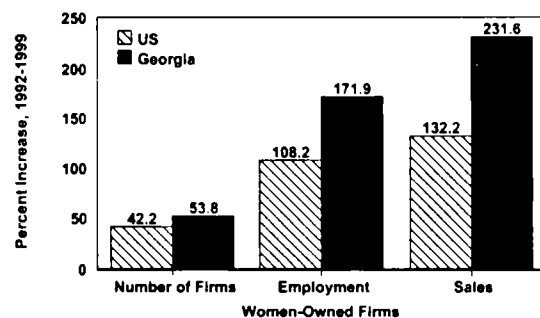
- ❖ As of 1999, there are over 239,000 women-owned businesses in Georgia, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in Georgia employ over 1.1 million people and generate over \$182 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Georgia's women-owned firms increased by 62%, employment increased by 186%, and sales grew by 282%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Georgia has increased by 54%, that employment has grown by 172%, and sales have risen 232%.
- ❖ Georgia ranks 10th out of the 50 states in the number of women-owned firms as of 1999, 8th in employment, and 6th in sales.

Women-Owned Firms Now Number Over 239,000 in Georgia



Source: Bureau of the Census and NFWBO

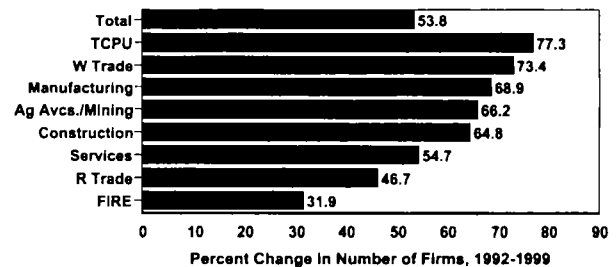
Women-Owned Firms in Georgia Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Georgia, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (52%) of the women-owned firms in Georgia are in services and 18% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Georgia has been in transportation/communications (77%), followed by wholesale trade (73%) and manufacturing (69%). Growth has been below average among firms in finance/insurance/real estate (32%) and retail trade (47%).

Growth in Women-Owned Firms in Georgia Highest in Transportation/Communications



TCPU=Transportation, Communications, Public Utilities; W Trade= Wholesale Trade; R Trade=Retail Trade; FIRE=Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Georgia: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Georgia					
Number of Firms	95,790	155,619	203,500	239,400	53.8
Employment	143,221	409,262	622,100	1,112,900	171.9
Sales (\$000)	\$14,390,521	\$55,003,576	\$87,494,000	\$182,407,100	231.6
Industry					
Agriculture/Mining					
Number of Firms	1,094	2,074	2,900	3,400	66.2
Employment	873	3,949	**	**	--
Sales (\$000)	\$69,152	\$193,517	**	**	--
Construction					
Number of Firms	3,849	7,162	9,800	11,800	64.8
Employment	8,257	17,465	24,800	37,800	116.7
Sales (\$000)	\$908,786	\$2,467,516	\$3,714,500	\$6,467,600	162.1
Manufacturing					
Number of Firms	2,086	4,106	5,700	6,900	68.9
Employment	15,637	195,919	**	**	--
Sales (\$000)	\$2,033,127	\$40,033,833	**	**	--
TCPU⁵					
Number of Firms	1,747	3,899	5,600	6,900	77.3
Employment	8,965	30,898	48,400	95,700	209.6
Sales (\$000)	\$1,138,243	\$3,043,867	\$4,568,400	\$7,890,300	159.2
Wholesale Trade					
Number of Firms	2,810	5,902	8,400	10,200	73.4
Employment	10,555	25,385	37,200	60,800	139.5
Sales (\$000)	\$2,083,049	\$6,678,180	\$10,354,300	\$19,683,500	194.7
Retail Trade					
Number of Firms	19,329	28,996	36,700	42,500	46.7
Employment	36,337	69,211	95,500	137,500	98.7
Sales (\$000)	\$3,352,384	\$6,263,468	\$8,592,300	\$12,241,100	95.4
FIRE⁶					
Number of Firms	11,673	15,120	17,900	19,900	31.9
Employment	7,388	17,648	25,900	42,100	138.3
Sales (\$000)	\$1,611,646	\$4,003,222	\$5,916,500	\$9,825,200	145.4
Services					
Number of Firms	48,746	80,042	105,100	123,900	54.7
Employment	48,148	87,248	118,500	166,100	90.3
Sales (\$000)	\$2,013,558	\$4,506,240	\$6,500,400	\$10,209,200	126.6

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

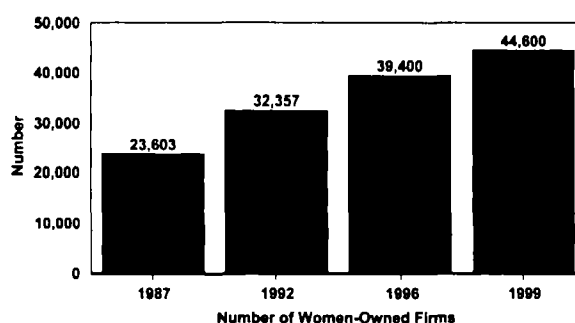


Women-Owned Businesses in Hawaii: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Hawaii. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Hawaii in 1999:

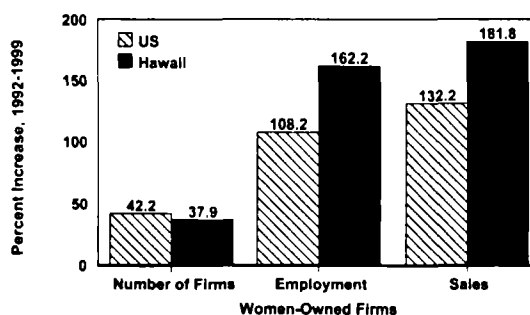
- ❖ As of 1999, there are over 44,000 women-owned businesses in Hawaii, accounting for 39% of all firms in the state.
- ❖ Women-owned firms in Hawaii employ nearly 144,000 people and generate \$17.8 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Hawaii's women-owned firms increased by 37%, employment increased by 172%, and sales grew by 200%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Hawaii has increased by 38%, that employment has grown by 162%, and sales have risen 182%.
- ❖ Hawaii ranks 42nd out of the 50 states in the number of women-owned firms as of 1999, 38th in employment, and 38th in sales.

Women-Owned Firms Now Number Over 44,000 in Hawaii



Source: Bureau of the Census and NFWBO

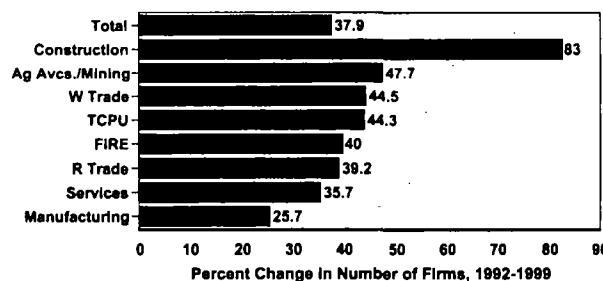
Women-Owned Firms in Hawaii Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Hawaii, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Hawaii are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Hawaii has been in construction (83%), followed by agriculture/mining (48%) and wholesale trade (45%). Growth has been below average among firms in manufacturing (26%) and services (36%).

Growth in Women-Owned Firms in Hawaii Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade= Wholesale Trade;
R Trade=Retail Trade; FIRE=Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Hawaii: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Hawaii					
Number of Firms	23,603	32,357	39,400	44,600	37.9
Employment	20,185	54,831	82,500	143,800	162.2
Sales (\$000)	\$2,099,479	\$6,308,260	\$9,675,300	\$17,774,400	181.8
Industry					
Agriculture/Mining					
Number of Firms	386	586	700	900	47.7
Employment	108	245	**	**	--
Sales (\$000)	\$11,768	\$24,371	**	**	--
Construction					
Number of Firms	305	748	1,100	1,400	83.0
Employment	408	4,570	7,900	28,700	528.7
Sales (\$000)	\$47,156	\$516,748	\$892,400	\$3,207,700	520.7
Manufacturing					
Number of Firms	976	1,195	1,400	1,500	25.7
Employment	1,654	2,153	2,600	3,000	38.3
Sales (\$000)	\$160,772	\$274,919	\$366,200	\$497,100	80.8
TCPU⁵					
Number of Firms	626	916	1,100	1,300	44.3
Employment	787	3,372	5,400	12,000	257.0
Sales (\$000)	\$97,992	\$341,114	\$535,600	\$1,063,200	211.7
Wholesale Trade					
Number of Firms	1,110	1,627	2,000	2,400	44.5
Employment	727	3,279	5,300	12,100	268.7
Sales (\$000)	\$173,122	\$726,992	\$1,170,100	\$2,562,300	252.5
Retail Trade					
Number of Firms	4,801	6,669	8,200	9,300	39.2
Employment	8,383	14,009	18,500	24,800	77.1
Sales (\$000)	\$582,085	\$1,299,749	\$1,873,900	\$2,939,500	126.2
FIRE⁶					
Number of Firms	3,023	4,234	5,200	5,900	40.0
Employment	706	3,431	5,600	13,300	286.5
Sales (\$000)	\$303,915	\$981,459	\$1,523,500	\$2,907,300	196.2
Services					
Number of Firms	11,511	15,510	18,700	21,100	35.7
Employment	5,072	19,941	31,900	67,400	237.8
Sales (\$000)	\$408,790	\$1,301,772	\$2,016,200	\$3,819,200	193.4

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

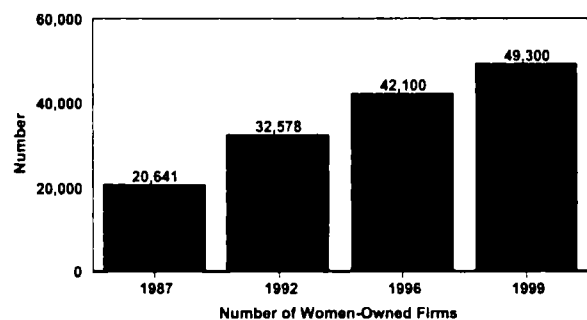


Women-Owned Businesses in Idaho: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Idaho. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Idaho in 1999:

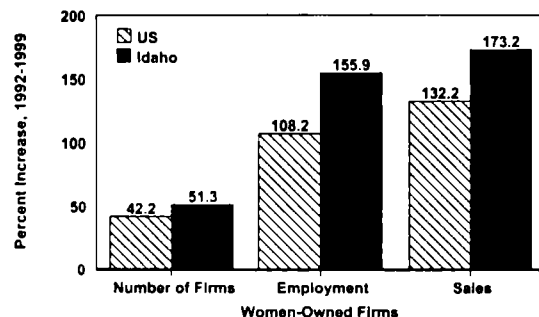
- ❖ As of 1999, there are over 49,000 women-owned businesses in Idaho, accounting for 39% of all firms in the state.
- ❖ Women-owned firms in Idaho employ over 148,000 people and generate over \$15.6 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Idaho's women-owned firms increased by 58%, employment increased by 163%, and sales grew by 188%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Idaho has increased by 51%, that employment has grown by 156%, and sales have risen 173%.
- ❖ Idaho ranks 39th out of the 50 states in the number of women-owned firms as of 1999, 38th in employment, and 41st in sales.

Women-Owned Firms Now Number Over 49,000 in Idaho



Source: Bureau of the Census and NFWBO

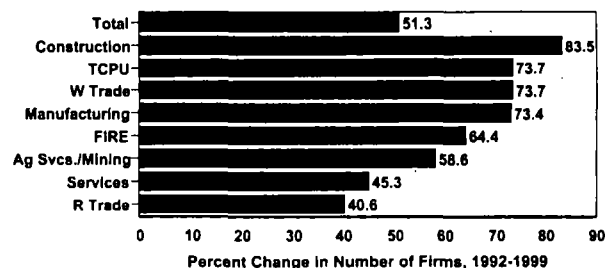
Women-Owned Firms in Idaho Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Idaho, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Idaho are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Idaho has been in construction (84%), followed by transportation/communications (74%), and wholesale trade (74%). Growth has been below average among firms in retail trade (41%) and services (45%).

Growth in Women-Owned Firms in Idaho Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Idaho: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Idaho					
Number of Firms	20,641	32,578	42,100	49,300	51.3
Employment	22,087	58,048	86,800	148,600	155.9
Sales (\$000)	\$1,991,955	\$5,730,660	\$8,721,600	\$15,658,600	173.2
Industry					
Agriculture/Mining					
Number of Firms	426	733	1,000	1,200	58.6
Employment	191	1,058	**	**	--
Sales (\$000)	\$20,878	\$49,196	**	**	--
Construction					
Number of Firms	657	1,630	2,400	3,000	83.5
Employment	701	4,717	7,900	22,200	370.2
Sales (\$000)	\$75,926	\$575,789	\$975,700	\$2,902,300	404.1
Manufacturing					
Number of Firms	659	1,385	2,000	2,400	73.4
Employment	3,261	8,314	12,400	20,800	150.2
Sales (\$000)	\$301,539	\$1,128,009	\$1,789,200	\$3,688,300	227.0
TCPU⁵					
Number of Firms	427	900	1,300	1,600	73.7
Employment	1,473	3,053	4,300	6,500	113.1
Sales (\$000)	\$175,104	\$249,454	\$308,900	\$379,000	51.9
Wholesale Trade					
Number of Firms	488	1,030	1,500	1,800	73.7
Employment	1,586	5,021	7,800	14,700	192.2
Sales (\$000)	\$238,764	\$1,006,209	\$1,620,200	\$3,554,500	253.3
Retail Trade					
Number of Firms	4,805	6,770	8,300	9,500	40.6
Employment	7,142	16,607	24,200	38,800	133.4
Sales (\$000)	\$556,508	\$1,266,225	\$1,834,000	\$2,906,100	129.5
FIRE⁶					
Number of Firms	1,538	2,848	3,900	4,700	64.4
Employment	1,174	3,314	5,000	\$8,900	169.6
Sales (\$000)	\$163,260	\$523,987	\$812,600	\$1,545,600	195.0
Services					
Number of Firms	10,750	15,899	20,000	23,100	45.3
Employment	5,540	13,841	20,500	34,100	146.5
Sales (\$000)	\$264,141	\$600,148	\$869,000	\$1,375,900	129.3

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

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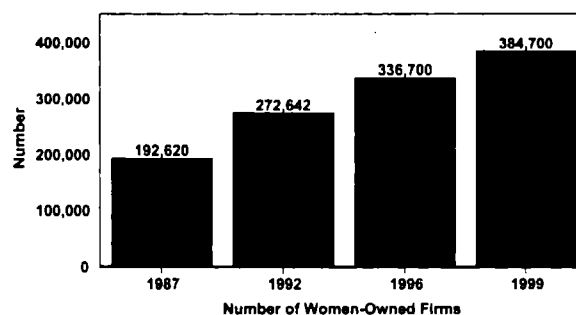


Women-Owned Businesses in Illinois: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Illinois. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Illinois in 1999:

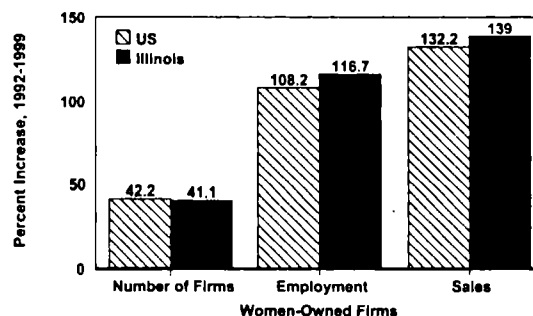
- ❖ As of 1999, there are nearly 385,000 women-owned businesses in Illinois, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Illinois employ over 1.4 million people and generate nearly \$195 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Illinois' women-owned firms increased by 42%, employment increased by 112%, and sales grew by 140%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Illinois has increased by 41%, that employment has grown by 117%, and sales have risen 139%.
- ❖ Illinois ranks 5th out of the 50 states in the number of women-owned firms as of 1999, 5th in employment, and 5th in sales.

Women-Owned Firms Now Number Nearly 385,000 in Illinois



Source: Bureau of the Census and NFWBO

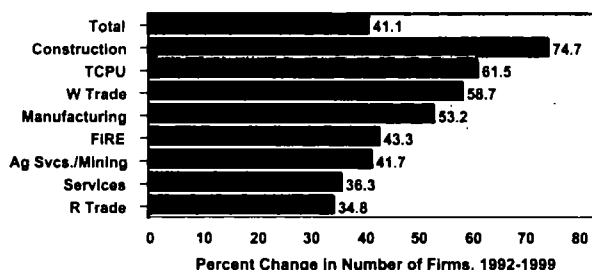
Women-Owned Firms in Illinois Growing At About the Same Rate as National Average



Source: Bureau of the Census and NFWBO

- ❖ In Illinois, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Illinois are in services and 17% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Illinois has been in construction (75%), followed by transportation/communications (62%) and wholesale trade (59%). Growth has been below average among firms in retail trade (35%) and services (36%).

Growth in Women-Owned Firms in Illinois Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

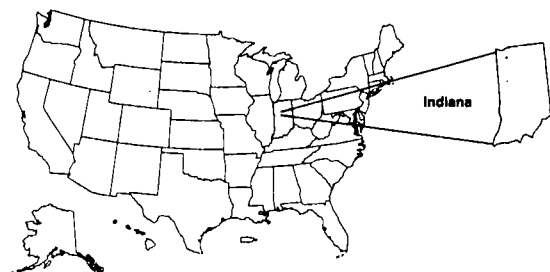
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Women-Owned Firms in Illinois: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Illinois					
Number of Firms	192,620	272,642	336,700	384,700	41.1
Employment	315,333	667,210	948,700	1,445,700	116.7
Sales (\$000)	\$34,016,481	\$81,557,871	\$119,591,000	\$194,833,700	139.0
Industry					
Agriculture/Mining					
Number of Firms	2,947	4,199	5,200	6,000	41.7
Employment	2,290	5,660	**	**	--
Sales (\$000)	\$206,016	\$418,154	**	**	--
Construction					
Number of Firms	4,594	9,848	14,100	17,200	74.7
Employment	15,983	40,656	60,400	101,600	149.8
Sales (\$000)	\$1,873,148	\$5,070,845	\$7,629,000	\$13,262,400	161.5
Manufacturing					
Number of Firms	4,214	6,793	8,900	10,400	53.2
Employment	71,765	147,315	207,800	311,500	111.4
Sales (\$000)	\$9,136,221	\$23,349,161	\$34,719,500	\$58,538,100	150.7
TCPU⁵					
Number of Firms	4,471	7,974	10,800	12,900	61.5
Employment	17,029	50,464	77,200	140,800	179.0
Sales (\$000)	\$2,495,438	\$6,540,596	\$9,776,700	\$16,706,800	155.4
Wholesale Trade					
Number of Firms	5,156	8,876	11,900	14,100	58.7
Employment	22,751	50,687	73,000	114,400	125.8
Sales (\$000)	\$5,695,384	\$15,644,974	\$23,604,600	\$41,354,100	164.3
Retail Trade					
Number of Firms	37,066	49,351	59,200	66,600	34.8
Employment	84,571	148,998	200,500	276,700	85.7
Sales (\$000)	\$6,611,557	\$13,193,108	\$18,458,300	\$27,252,700	106.6
FIRE⁶					
Number of Firms	20,868	30,211	37,700	43,300	43.3
Employment	19,505	69,292	109,100	218,900	216.0
Sales (\$000)	\$3,599,544	\$12,725,588	\$20,026,400	\$40,078,500	214.9
Services					
Number of Firms	104,255	140,778	170,000	191,900	36.3
Employment	78,506	171,922	246,700	382,900	122.7
Sales (\$000)	\$4,201,831	\$8,730,596	\$12,353,600	\$18,642,300	113.5

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

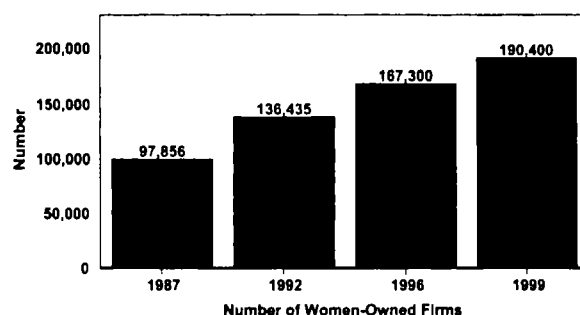


Women-Owned Businesses in Indiana: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Indiana. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Indiana in 1999:

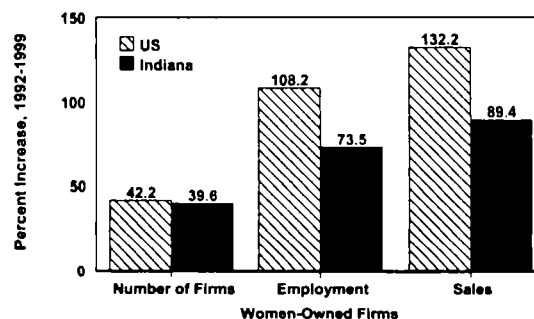
- ❖ As of 1999, there are over 190,000 women-owned businesses in Indiana, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Indiana employ nearly 690,000 people and generate over \$74 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Indiana's women-owned firms increased by 39%, employment increased by 63%, and sales grew by 80%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Indiana has increased by 40%, that employment has grown by 74%, and sales have risen 89%.
- ❖ Indiana ranks 16th out of the 50 states in the number of women-owned firms as of 1999, 12th in employment, and 14th in sales.

Women-Owned Firms Now Number Over 190,000 in Indiana



Source: Bureau of the Census and NFWBO

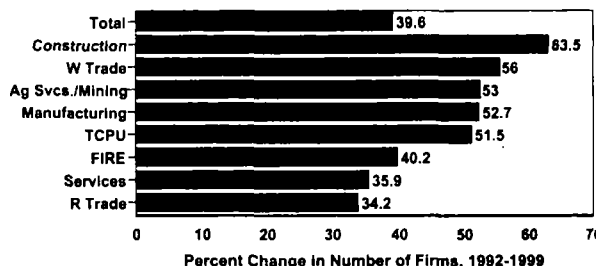
Women-Owned Firms in Indiana Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Indiana, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Indiana are in services and 23% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Indiana has been in construction (64%), followed by wholesale trade (56%) and agriculture/mining (53%). Growth has been below average among firms in retail trade (34%) and services (36%).

Growth in Women-Owned Firms in Indiana Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Indiana: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Indiana					
Number of Firms	97,856	136,435	167,300	190,400	39.6
Employment	243,476	397,770	521,200	689,900	73.5
Sales (\$000)	\$21,837,884	\$39,336,791	\$53,335,900	\$74,487,200	89.4
Industry					
Agriculture/Mining					
Number of Firms	1,286	2,069	2,700	3,200	53.0
Employment	1,569	3,831	**	**	--
Sales (\$000)	\$117,378	\$240,619	**	**	--
Construction					
Number of Firms	3,532	6,465	8,800	10,600	63.5
Employment	19,300	26,025	31,400	37,400	43.5
Sales (\$000)	\$1,736,244	\$2,828,488	\$3,702,300	\$4,893,200	73.0
Manufacturing					
Number of Firms	2,667	4,277	5,600	6,500	52.7
Employment	36,176	67,596	92,700	132,100	95.5
Sales (\$000)	\$3,853,189	\$8,567,865	\$12,339,600	\$19,313,100	125.4
TCPU⁵					
Number of Firms	2,864	4,528	5,900	6,900	51.5
Employment	13,537	28,098	39,700	59,900	113.3
Sales (\$000)	\$1,341,469	\$3,103,816	\$4,513,700	\$7,216,700	132.5
Wholesale Trade					
Number of Firms	2,789	4,650	6,100	7,300	56.0
Employment	19,473	30,487	39,300	50,800	66.7
Sales (\$000)	\$3,191,479	\$6,290,925	\$8,770,500	\$12,863,500	104.5
Retail Trade					
Number of Firms	24,155	31,960	38,200	42,900	34.2
Employment	73,974	111,709	141,900	179,800	61.0
Sales (\$000)	\$6,365,494	\$9,679,699	\$12,331,100	\$15,688,200	62.1
FIRE⁶					
Number of Firms	8,192	11,497	14,100	16,100	40.2
Employment	7,479	22,308	34,200	62,500	180.3
Sales (\$000)	\$1,173,797	\$3,365,459	\$5,118,800	\$9,173,600	172.6
Services					
Number of Firms	48,841	65,692	79,200	89,300	35.9
Employment	59,686	98,832	130,200	173,600	75.6
Sales (\$000)	\$2,095,878	\$3,947,807	\$5,429,400	\$7,769,200	96.8

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

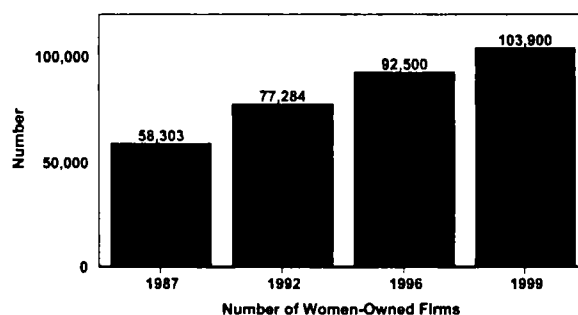


Women-Owned Businesses in Iowa: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Iowa. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Iowa in 1999:

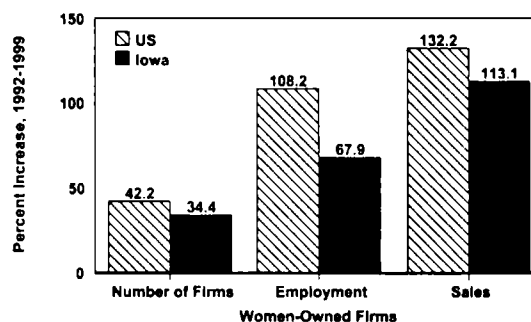
- ❖ As of 1999, there are nearly 104,000 women-owned businesses in Iowa, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Iowa employ 229,900 people and generate over \$31 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Iowa's women-owned firms increased by 33%, employment increased by 58%, and sales grew by 107%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Iowa has increased by 34%, that employment has grown by 68%, and sales have risen 113%.
- ❖ Iowa ranks 30th out of the 50 states in the number of women-owned firms as of 1999, 31st in employment, and 30th in sales.

Women-Owned Firms Now Number Nearly 104,000 in Iowa



Source: Bureau of the Census and NFWBO

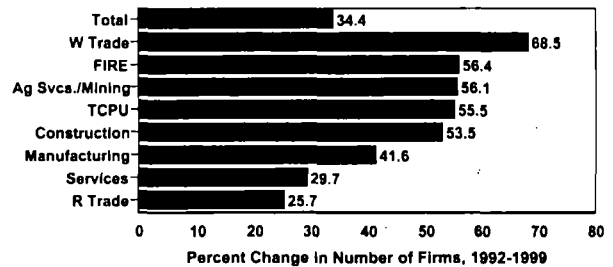
Women-Owned Firms in Iowa Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Iowa, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Iowa are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Iowa has been in wholesale trade (69%), followed by finance/insurance/real estate (56%) and agriculture/mining (56%). Growth has been below average among firms in retail trade (26%) and services (30%).

Growth in Women-Owned Firms in Iowa Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Iowa: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Iowa					
Number of Firms	58,303	77,284	92,500	103,900	34.4
Employment	86,752	136,907	177,000	229,900	67.9
Sales (\$000)	\$7,116,297	\$14,751,482	\$20,859,600	\$31,438,300	113.1
Industry					
Agriculture/Mining					
Number of Firms	1,052	1,756	2,300	2,700	56.1
Employment	1,655	992	**	**	--
Sales (\$000)	\$158,304	\$183,577	**	**	--
Construction					
Number of Firms	1,553	2,515	3,300	3,900	53.5
Employment	2,570	6,822	10,200	17,600	157.8
Sales (\$000)	\$295,068	\$614,170	\$869,500	\$1,313,300	113.8
Manufacturing					
Number of Firms	1,306	1,859	2,300	2,600	41.6
Employment	10,593	18,459	24,800	33,900	83.9
Sales (\$000)	\$1,460,585	\$3,214,506	\$4,617,600	\$7,187,400	123.6
TCPU⁵					
Number of Firms	1,170	1,940	2,600	3,000	55.5
Employment	7,843	11,625	14,700	18,400	58.1
Sales (\$000)	\$770,469	\$1,280,704	\$1,688,900	\$2,257,100	76.2
Wholesale Trade					
Number of Firms	1,176	2,304	3,200	3,900	68.5
Employment	6,246	10,845	14,500	19,900	83.3
Sales (\$000)	\$1,041,760	\$3,175,193	\$4,881,900	\$9,036,500	184.6
Retail Trade					
Number of Firms	14,195	17,380	19,900	21,800	25.7
Employment	28,777	39,687	48,400	58,300	47.0
Sales (\$000)	\$1,816,338	\$3,048,728	\$4,034,600	\$5,420,900	77.8
FIRE⁶					
Number of Firms	3,423	5,733	7,600	9,000	56.4
Employment	3,180	5,665	7,700	10,600	87.5
Sales (\$000)	\$345,579	\$996,564	\$1,517,400	\$2,727,600	173.7
Services					
Number of Firms	31,598	40,114	47,000	52,000	29.7
Employment	21,193	37,612	50,700	70,300	86.9
Sales (\$000)	\$794,892	\$1,764,118	\$2,539,500	\$3,970,600	125.1

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

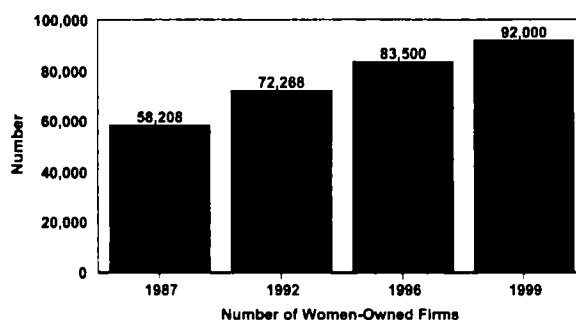


Women-Owned Businesses in Kansas: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Kansas. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Kansas in 1999:

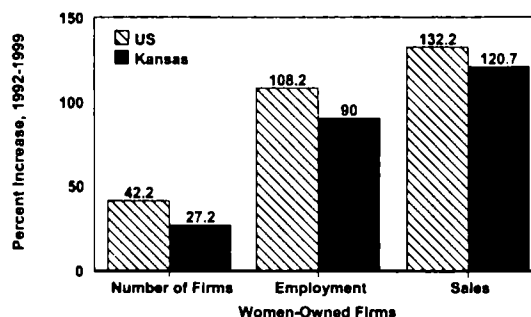
- ❖ As of 1999, there are 92,000 women-owned businesses in Kansas, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Kansas employ over 225,000 people and generate over \$31 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Kansas' women-owned firms increased by 24%, employment increased by 81%, and sales grew by 116%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Kansas has increased by 27%, that employment has grown by 90%, and sales have risen 121%.
- ❖ Kansas ranks 31st out of the 50 states in the number of women-owned firms as of 1999, 32nd in employment, and 31st in sales.

Women-Owned Firms Now Number 92,000 in Kansas



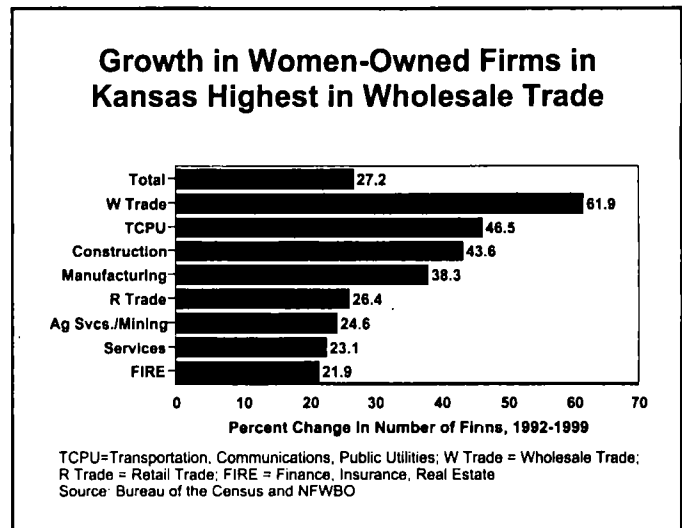
Source: Bureau of the Census and NFWBO

Women-Owned Firms in Kansas Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Kansas, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Kansas are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Kansas has been in wholesale trade (62%), followed by transportation/communications (47%) and construction (44%). Growth has been below average among firms in finance/insurance/real estate (22%) and services (23%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Kansas: 1987-1999					
	1987¹	1992²	1996³	1999⁴	% Change, 1992-99
Total Kansas					
Number of Firms	58,208	72,268	83,500	92,000	27.2
Employment	65,566	118,528	160,900	225,100	90.0
Sales (\$000)	\$6,518,923	\$14,111,875	\$20,186,200	\$31,142,200	120.7
Industry					
Agriculture/Mining					
Number of Firms	2,720	3,299	3,800	4,100	24.6
Employment	1,747	3,177	4,300	6,100	90.9
Sales (\$000)	\$176,101	\$380,863	\$544,700	\$839,900	120.5
Construction					
Number of Firms	1,462	2,123	2,700	3,000	43.6
Employment	2,516	5,749	8,300	13,200	130.3
Sales (\$000)	\$253,150	\$620,639	\$914,600	\$1,508,300	143.0
Manufacturing					
Number of Firms	1,112	1,531	1,900	2,100	38.3
Employment	7,550	16,039	22,800	34,900	117.4
Sales (\$000)	\$766,570	\$1,908,496	\$2,822,000	\$4,692,200	145.9
TCPU⁵					
Number of Firms	937	1,404	1,800	2,100	46.5
Employment	3,053	7,733	11,500	19,300	149.0
Sales (\$000)	\$383,302	\$838,284	\$1,202,300	\$1,865,000	122.5
Wholesale Trade					
Number of Firms	1,122	2,011	2,700	3,300	61.9
Employment	3,828	9,568	14,200	23,600	146.6
Sales (\$000)	\$754,414	\$4,861,707	\$8,147,500	\$22,283,400	358.3
Retail Trade					
Number of Firms	12,473	15,376	17,700	19,400	26.4
Employment	22,684	33,157	41,500	51,700	55.9
Sales (\$000)	\$1,913,838	\$2,275,179	\$2,564,300	\$2,838,500	24.8
FIRE⁶					
Number of Firms	4,776	5,660	6,400	6,900	21.9
Employment	4,149	5,610	6,800	8,100	43.9
Sales (\$000)	\$604,172	\$1,105,098	\$1,505,800	\$2,120,600	91.9
Services					
Number of Firms	31,214	37,389	42,300	46,000	23.1
Employment	15,397	32,525	46,200	70,400	116.4
Sales (\$000)	\$847,555	\$1,442,159	\$1,917,800	\$2,596,200	80.0

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

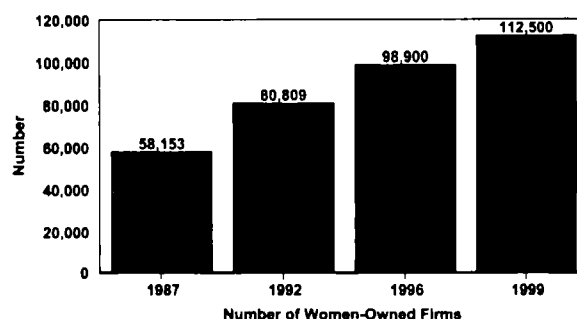


Women-Owned Businesses in Kentucky: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Kentucky. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Kentucky in 1999:

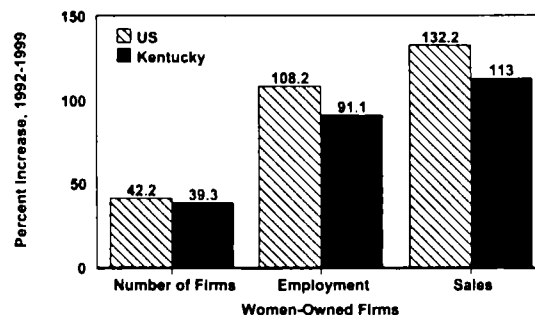
- ❖ As of 1999, there are 112,500 women-owned businesses in Kentucky, accounting for 35% of all firms in the state.
- ❖ Women-owned firms in Kentucky employ nearly 300,000 people and generate over \$35 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Kentucky's women-owned firms increased by 39%, employment increased by 82%, and sales grew by 107%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Kentucky has increased by 39%, that employment has grown by 91%, and sales have risen 113%.
- ❖ Kentucky ranks 28th out of the 50 states in the number of women-owned firms as of 1999, 27th in employment, and 28th in sales.

Women-Owned Firms Now Number 112,500 in Kentucky



Source: Bureau of the Census and NFWBO

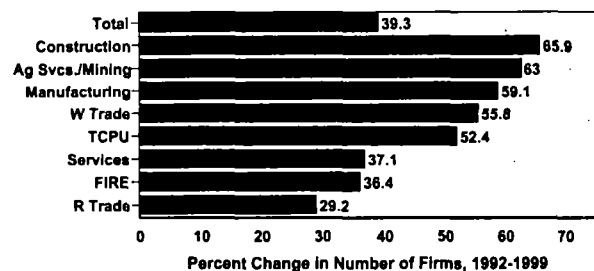
Women-Owned Firms in Kentucky Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Kentucky, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (48%) of the women-owned firms in Kentucky are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Kentucky has been in construction (66%), followed by agriculture/mining (63%) and manufacturing (59%). Growth has been below average among firms in retail trade (29%) and finance/insurance/real estate (36%).

Growth in Women-Owned Firms in Kentucky Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

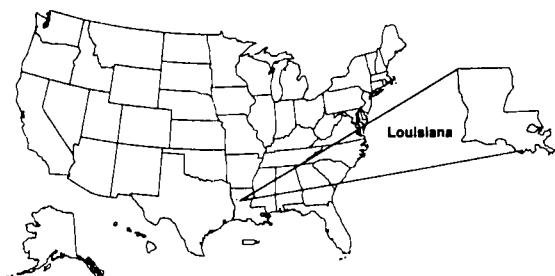
METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Kentucky: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Kentucky					
Number of Firms	58,153	80,809	98,900	112,500	39.3
Employment	86,181	156,867	213,400	299,800	91.1
Sales (\$000)	\$7,999,661	\$16,570,288	\$23,426,800	\$35,293,200	113.0
Industry					
Agriculture/Mining					
Number of Firms	975	1,771	2,400	2,900	63.0
Employment	2,033	3,803	5,200	7,400	95.7
Sales (\$000)	\$144,346	\$502,207	\$788,500	\$1,564,800	211.6
Construction					
Number of Firms	1,819	3,438	4,700	5,700	65.9
Employment	4,827	11,067	16,100	25,500	130.8
Sales (\$000)	\$451,299	\$1,262,680	\$1,911,800	\$3,382,100	167.9
Manufacturing					
Number of Firms	1,125	1,946	2,600	3,100	59.1
Employment	9,048	23,534	35,100	59,800	154.0
Sales (\$000)	\$924,542	\$3,352,827	\$5,295,500	\$10,740,100	220.3
TCPU⁵					
Number of Firms	1,467	2,344	3,000	3,600	52.4
Employment	4,764	8,656	11,800	16,500	90.8
Sales (\$000)	\$543,286	\$860,552	\$1,114,400	\$1,450,200	68.5
Wholesale Trade					
Number of Firms	1,266	2,104	2,800	3,300	55.8
Employment	7,818	11,969	15,300	19,500	63.1
Sales (\$000)	\$1,402,496	\$2,888,800	\$4,077,800	\$6,124,800	112.0
Retail Trade					
Number of Firms	14,185	17,919	20,900	23,100	29.2
Employment	26,373	41,160	53,000	68,400	66.2
Sales (\$000)	\$2,154,172	\$3,734,667	\$4,999,100	\$6,837,000	83.1
FIRE⁶					
Number of Firms	4,960	6,703	8,100	9,100	36.4
Employment	3,310	5,359	7,000	9,200	72.0
Sales (\$000)	\$533,091	\$1,199,148	\$1,732,000	\$2,727,700	127.5
Services					
Number of Firms	29,061	39,525	47,900	54,200	37.1
Employment	22,541	43,787	60,800	88,400	102.0
Sales (\$000)	\$909,028	\$1,683,018	\$2,302,200	\$3,263,700	93.9

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

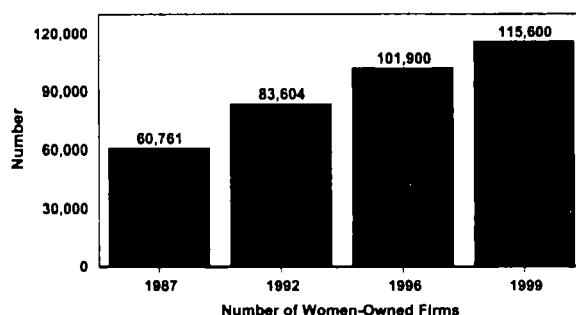


Women-Owned Businesses in Louisiana: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Louisiana. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Louisiana in 1999:

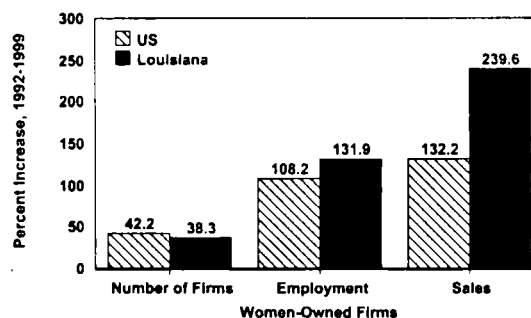
- ❖ As of 1999, there are over 115,000 women-owned businesses in Louisiana, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Louisiana employ over 410,000 people and generate over \$97.7 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Louisiana's women-owned firms increased by 38%, employment increased by 131%, and sales grew by 296%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Louisiana has increased by 38%, that employment has grown by 132%, and sales have risen 240%.
- ❖ Louisiana ranks 26th out of the 50 states in the number of women-owned firms as of 1999, 22nd in employment, and 12th in sales.

Women-Owned Firms Now Number Over 115,000 in Louisiana



Source: Bureau of the Census and NFWBO

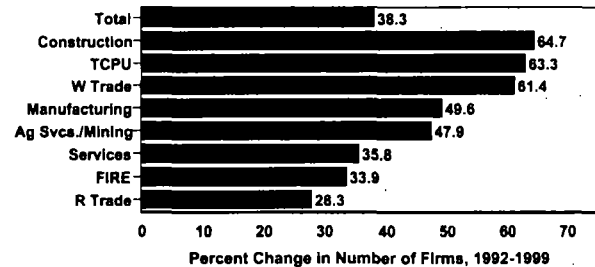
Women-Owned Firms in Louisiana Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Louisiana, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (49%) of the women-owned firms in Louisiana are in services and 18% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Louisiana has been in construction (65%), followed by transportation/communications (63%) and wholesale trade (61%). Growth has been below average among firms in retail trade (28%) and finance/insurance/real estate (34%).

Growth in Women-Owned Firms in Louisiana Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade; R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Louisiana: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Louisiana					
Number of Firms	60,761	83,604	101,900	115,600	38.3
Employment	76,751	176,935	257,100	410,200	131.9
Sales (\$000)	\$7,256,185	\$28,770,152	\$45,981,300	\$97,717,100	239.6
Industry					
Agriculture/Mining					
Number of Firms	2,138	3,251	4,100	4,800	47.9
Employment	1,305	3,734	5,700	10,200	172.2
Sales (\$000)	\$182,654	\$547,093	\$838,600	\$1,538,100	181.1
Construction					
Number of Firms	1,536	2,857	3,900	4,700	64.7
Employment	4,062	8,830	12,600	19,500	121.4
Sales (\$000)	\$314,389	\$821,447	\$1,227,100	\$2,093,400	154.8
Manufacturing					
Number of Firms	1,091	1,689	2,200	2,500	49.6
Employment	5,908	31,968	**	**	--
Sales (\$000)	\$785,990	\$5,964,125	**	**	--
TCPU⁵					
Number of Firms	1,684	3,074	4,200	5,000	63.3
Employment	4,533	13,856	21,300	39,500	185.2
Sales (\$000)	\$701,876	\$1,422,527	\$1,999,000	\$2,976,400	109.2
Wholesale Trade					
Number of Firms	1,421	2,533	3,400	4,100	61.4
Employment	4,865	16,435	**	**	--
Sales (\$000)	\$793,190	\$13,479,650	**	**	--
Retail Trade					
Number of Firms	13,228	16,580	19,300	21,300	28.3
Employment	22,578	34,680	44,400	56,800	63.7
Sales (\$000)	\$1,793,141	\$2,978,490	\$3,926,800	\$5,245,800	76.1
FIRE⁶					
Number of Firms	6,022	7,945	9,500	10,600	33.9
Employment	3,958	6,546	8,600	11,500	75.4
Sales (\$000)	\$660,280	\$1,579,890	\$2,315,600	\$3,769,400	138.6
Services					
Number of Firms	31,017	41,690	50,200	56,600	35.8
Employment	23,959	59,515	88,000	146,100	145.4
Sales (\$000)	\$1,169,994	\$2,297,969	\$3,200,300	\$4,684,800	103.9

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

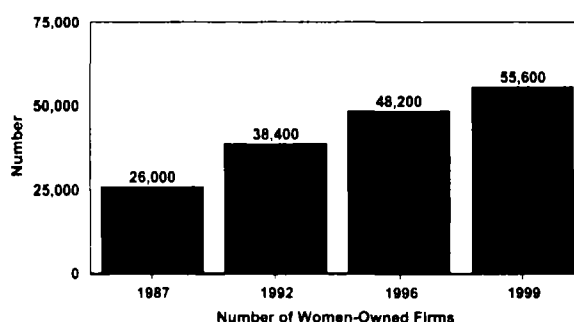


Women-Owned Businesses in Maine: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Maine. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Maine in 1999:

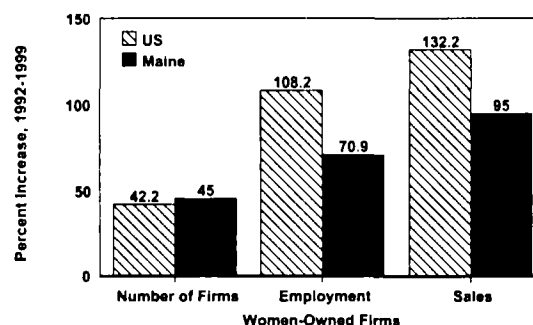
- ❖ As of 1999, there are over 55,000 women-owned businesses in Maine, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in Maine employ over 120,000 people and generate \$14.5 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Maine's women-owned firms increased by 47%, employment increased by 61%, and sales grew by 86%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Maine has increased by 45%, that employment has grown by 71%, and sales have risen 95%.
- ❖ Maine ranks 38th out of the 50 states in the number of women-owned firms as of 1999, 43rd in employment, and 43rd in sales.

Women-Owned Firms Now Number Over 55,000 in Maine



Source: Bureau of the Census and NFWBO

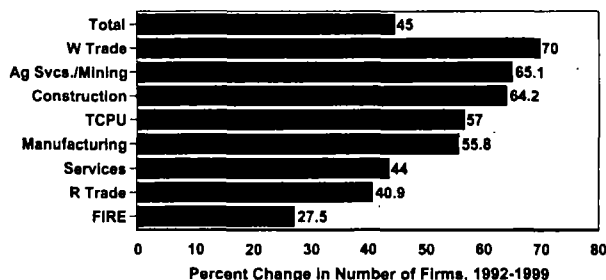
Women-Owned Firms in Maine Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Maine, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Maine are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Maine has been in wholesale trade (70%), followed by agriculture/mining (65%) and construction (64%). Growth has been below average among firms in finance/insurance/real estate (28%) and retail trade (41%).

Growth in Women-Owned Firms in Maine Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Maine: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Maine					
Number of Firms	26,025	38,359	48,200	55,600	45.0
Employment	43,783	70,415	91,700	120,400	70.9
Sales (\$000)	\$4,004,863	\$7,462,406	\$10,228,400	\$14,550,700	95.0
Industry					
Agriculture/Mining					
Number of Firms	635	1,186	1,600	2,000	65.1
Employment	192	1,062	1,800	4,400	317.7
Sales (\$000)	\$29,602	\$95,857	\$148,900	\$284,500	196.8
Construction					
Number of Firms	1,018	1,880	2,600	3,100	64.2
Employment	2,795	2,878	2,900	3,000	4.1
Sales (\$000)	\$301,056	\$307,269	\$312,200	\$316,100	2.9
Manufacturing					
Number of Firms	1,228	2,041	2,700	3,200	55.8
Employment	13,584	10,820	8,600	7,500	-31.0
Sales (\$000)	\$1,308,778	\$2,052,350	\$2,647,200	\$3,425,800	66.9
TCPU⁵					
Number of Firms	561	946	1,300	1,500	57.0
Employment	1,545	3,473	5,000	7,900	127.4
Sales (\$000)	\$210,474	\$324,716	\$416,100	\$533,700	64.3
Wholesale Trade					
Number of Firms	561	1,122	1,600	1,900	70.0
Employment	2,097	4,616	6,600	10,300	123.6
Sales (\$000)	\$374,404	\$897,497	\$1,316,000	\$2,144,300	138.9
Retail Trade					
Number of Firms	5,730	8,097	10,000	11,400	40.9
Employment	11,786	20,169	26,900	36,500	80.9
Sales (\$000)	\$953,756	\$1,889,852	\$2,638,700	\$3,881,100	105.4
FIRE⁶					
Number of Firms	2,172	2,703	3,100	3,400	27.5
Employment	1,245	2,322	3,200	4,500	95.1
Sales (\$000)	\$289,142	\$505,712	\$679,000	\$933,100	84.5
Services					
Number of Firms	13,271	19,353	24,200	27,900	44.0
Employment	10,149	21,261	30,200	45,700	114.9
Sales (\$000)	\$461,341	\$1,012,645	\$1,453,700	\$2,259,500	123.1

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

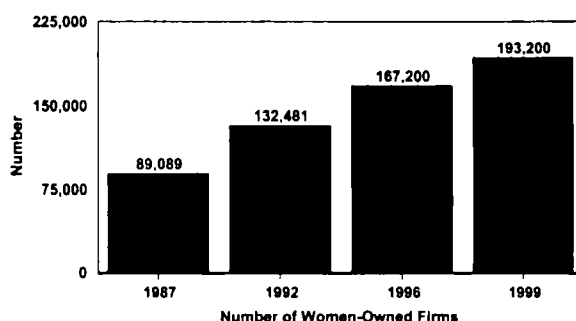


Women-Owned Businesses in Maryland: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Maryland. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Maryland in 1999:

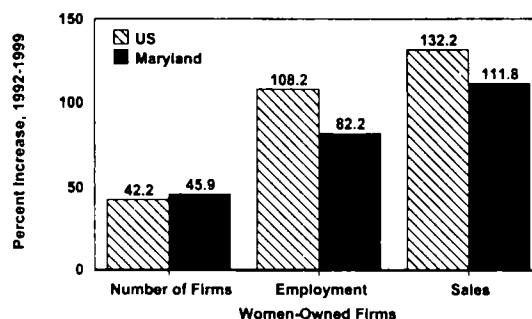
- ❖ As of 1999, there are over 193,000 women-owned businesses in Maryland, accounting for 40% of all firms in the state.
- ❖ Women-owned firms in Maryland employ nearly 411,000 people and generate nearly \$59 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Maryland's women-owned firms increased by 49%, employment increased by 72%, and sales grew by 106%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Maryland has increased by 46%, that employment has grown by 82%, and sales have risen 112%.
- ❖ Maryland ranks 15th out of the 50 states in the number of women-owned firms as of 1999, 21st in employment, and 21st in sales.

Women-Owned Firms Now Number Over 193,000 in Maryland



Source: Bureau of the Census and NFWBO

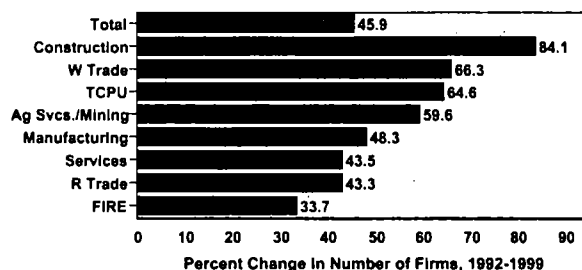
Women-Owned Firms in Maryland Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Maryland, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (54%) of the women-owned firms in Maryland are in services and 15% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Maryland has been in construction (84%), followed by wholesale trade (66%) and transportation/communications (65%). Growth has been below average among firms in finance/insurance/real estate (34%).

Growth in Women-Owned Firms in Maryland Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

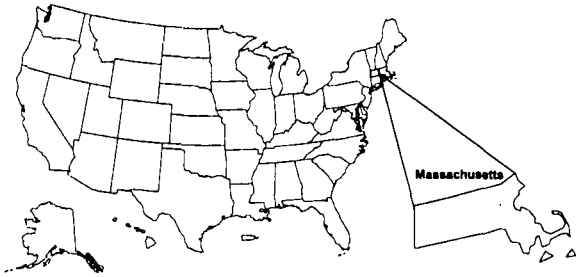
For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Maryland: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Maryland					
Number of Firms	89,089	132,481	167,200	193,200	45.9
Employment	130,707	225,454	301,300	410,900	82.2
Sales (\$000)	\$13,496,038	\$27,765,835	\$39,181,700	\$58,812,200	111.8
Industry					
Agriculture/Mining					
Number of Firms	1,147	1,997	2,700	3,200	59.6
Employment	1,363	3,585	**	**	--
Sales (\$000)	\$101,508	\$200,541	**	**	--
Construction					
Number of Firms	1,999	5,004	7,400	9,200	84.1
Employment	10,107	22,089	31,700	49,100	122.4
Sales (\$000)	\$101,508	\$2,891,458	\$4,360,800	\$7,631,200	163.9
Manufacturing					
Number of Firms	1,835	2,802	3,600	4,200	48.3
Employment	8,968	23,000	34,200	57,800	151.4
Sales (\$000)	\$996,968	\$5,397,856	\$8,918,600	\$22,289,600	312.9
TCPU⁵					
Number of Firms	2,148	3,986	5,500	6,600	64.6
Employment	4,943	10,731	15,400	23,700	121.2
Sales (\$000)	\$501,662	\$915,198	\$1,246,000	\$1,752,300	91.5
Wholesale Trade					
Number of Firms	1,761	3,346	4,600	5,600	66.3
Employment	12,948	16,549	19,400	22,400	35.5
Sales (\$000)	\$2,389,144	\$3,568,902	\$4,512,700	\$5,684,700	59.3
Retail Trade					
Number of Firms	14,065	20,358	25,400	29,200	43.3
Employment	29,695	48,353	63,300	83,600	72.9
Sales (\$000)	\$2,755,798	\$4,498,888	\$5,893,400	\$7,798,200	73.3
FIRE⁶					
Number of Firms	11,875	15,641	18,700	20,900	33.7
Employment	11,876	28,337	41,500	67,500	138.1
Sales (\$000)	\$2,050,055	\$5,945,571	\$9,062,000	\$16,339,200	174.8
Services					
Number of Firms	50,400	73,156	91,400	105,000	43.5
Employment	45,087	69,353	88,800	113,700	63.9
Sales (\$000)	\$2,163,518	\$3,993,029	\$5,456,600	\$7,722,200	93.4

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

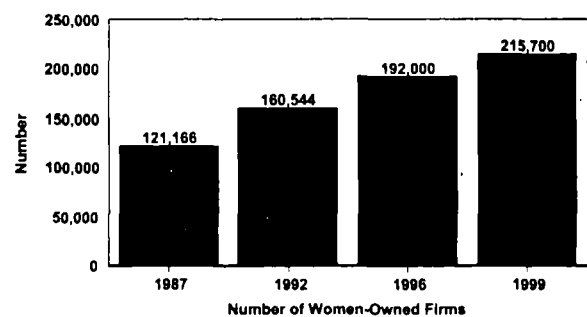


Women-Owned Businesses in Massachusetts: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Massachusetts. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Massachusetts in 1999:

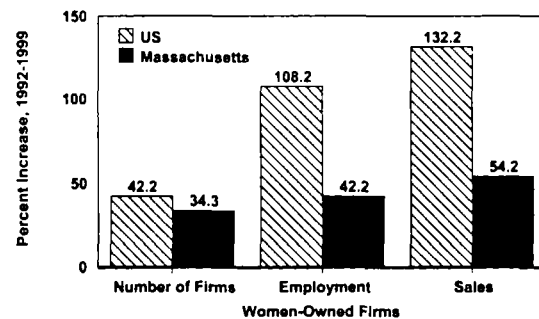
- ❖ As of 1999, there are nearly 216,000 women-owned businesses in Massachusetts, accounting for 35% of all firms in the state.
- ❖ Women-owned firms in Massachusetts employ over 433,000 people and generate nearly \$61 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Massachusetts' women-owned firms increased by 33%, employment increased by 34%, and sales grew by 45%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Massachusetts has increased by 34%, that employment has grown by 42%, and sales have risen 54%.
- ❖ Massachusetts ranks 14th out of the 50 states in the number of women-owned firms as of 1999, 19th in employment, and 20th in sales.

Women-Owned Firms Now Number Nearly 216,000 in Massachusetts



Source: Bureau of the Census and NFWBO

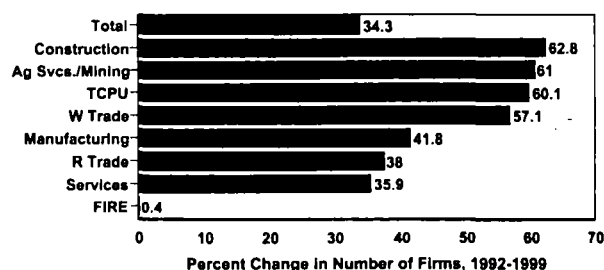
Women-Owned Firms in Massachusetts Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Massachusetts, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (60%) of the women-owned firms in Massachusetts are in services and 15% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Massachusetts has been in construction (63%), followed by agriculture/mining (61%) and transportation/communications (60%). Growth has been below average in the finance/insurance/real estate sector, where the number of women-owned firms is virtually unchanged.

Growth in Women-Owned Firms in Massachusetts Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Massachusetts: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Massachusetts					
Number of Firms	121,166	160,544	192,000	215,700	34.3
Employment	228,026	304,851	366,300	433,600	42.2
Sales (\$000)	\$27,292,534	\$39,453,614	\$49,182,500	\$60,831,500	54.2
Industry					
Agriculture/Mining					
Number of Firms	1,322	2,342	3,200	3,800	61.0
Employment	1,508	2,337	**	**	--
Sales (\$000)	\$108,579	\$265,764	**	**	--
Construction					
Number of Firms	3,137	5,689	7,700	9,300	62.8
Employment	10,474	10,950	11,300	11,600	6.3
Sales (\$000)	\$1,384,901	\$1,562,012	\$1,703,700	\$1,829,300	17.1
Manufacturing					
Number of Firms	3,472	4,952	6,100	7,000	41.8
Employment	36,056	52,051	64,800	80,100	54.0
Sales (\$000)	\$3,947,941	\$7,598,786	\$10,519,500	\$15,230,700	100.4
TCPU⁵					
Number of Firms	2,093	3,667	4,900	5,900	60.1
Employment	8,464	15,895	21,800	31,200	96.3
Sales (\$000)	\$921,526	\$1,932,339	\$2,741,000	\$4,156,700	115.1
Wholesale Trade					
Number of Firms	2,635	4,449	5,900	7,000	57.1
Employment	19,330	21,091	22,500	23,700	12.3
Sales (\$000)	\$5,218,106	\$7,274,864	\$8,920,300	\$10,811,300	48.6
Retail Trade					
Number of Firms	16,691	22,911	27,900	31,600	38.0
Employment	68,709	65,908	63,700	62,100	-5.8
Sales (\$000)	\$7,320,526	\$6,373,750	\$5,616,300	\$5,159,200	-19.1
FIRE⁶					
Number of Firms	15,192	15,236	15,300	15,300	0.4
Employment	8,611	36,480	58,800	129,300	254.4
Sales (\$000)	\$2,422,109	\$9,310,698	\$14,821,600	\$30,992,200	232.9
Services					
Number of Firms	70,728	95,132	114,700	129,300	35.9
Employment	62,935	100,899	131,300	172,000	70.4
Sales (\$000)	\$3,269,433	\$5,824,287	\$7,868,200	\$10,922,100	87.5

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

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⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

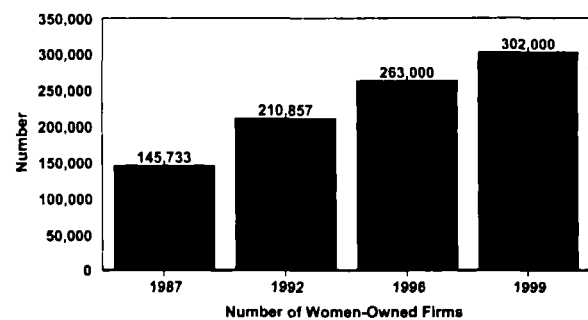


Women-Owned Businesses in Michigan: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Michigan. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Michigan in 1999:

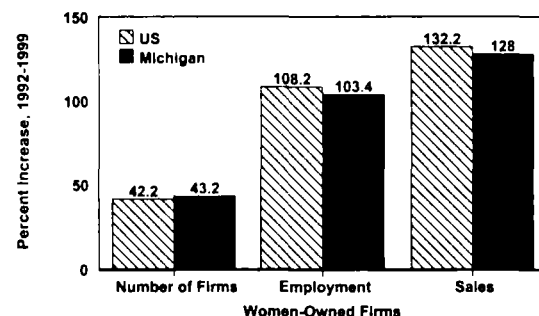
- ❖ As of 1999, there are 302,000 women-owned businesses in Michigan, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Michigan employ over 779,000 people and generate over \$99 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Michigan's women-owned firms increased by 45%, employment increased by 96%, and sales grew by 126%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Michigan has increased by 43%, that employment has grown by 103%, and sales have risen 128%.
- ❖ Michigan ranks 8th out of the 50 states in the number of women-owned firms as of 1999, 11th in employment, and 11th in sales.

Women-Owned Firms Now Number 302,000 in Michigan



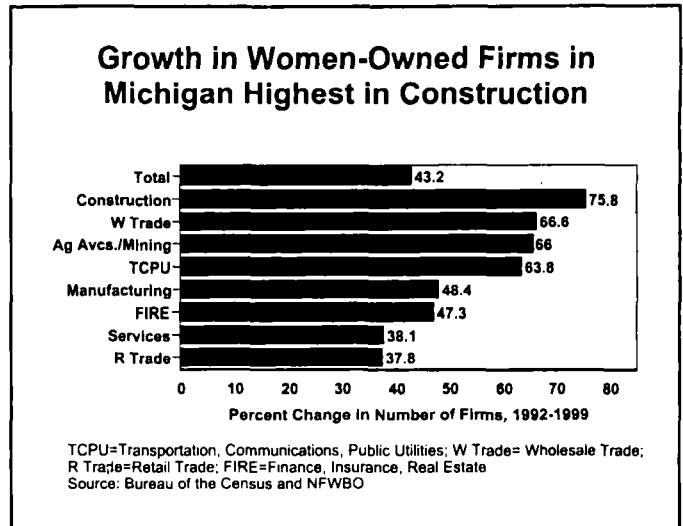
Source: Bureau of the Census and NFWBO

Women-Owned Firms in Michigan Growing Near National Average



Source: Bureau of the Census and NFWBO

- ❖ In Michigan, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Michigan are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Michigan has been in construction (76%), followed by wholesale trade (67%) and agriculture/mining (66%). Growth has been somewhat below average among firms in retail trade (38%) and services (38%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Michigan: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Michigan					
Number of Firms	145,733	210,857	263,000	302,000	43.2
Employment	195,615	383,150	533,200	779,300	103.4
Sales (\$000)	\$19,328,324	\$43,601,307	\$63,019,700	\$99,399,200	128.0
Industry					
Agriculture/Mining					
Number of Firms	1,781	3,372	4,600	5,600	66.0
Employment	1,195	3,316	**	**	--
Sales (\$000)	\$101,758	\$225,539	**	**	--
Construction					
Number of Firms	3,425	7,470	10,700	13,100	75.8
Employment	7,581	15,089	21,100	31,100	106.1
Sales (\$000)	\$853,393	\$2,140,560	\$3,170,300	\$5,292,200	147.2
Manufacturing					
Number of Firms	3,757	5,739	7,300	8,500	48.4
Employment	37,643	64,459	85,900	116,700	81.0
Sales (\$000)	\$5,380,757	\$12,418,842	\$18,049,300	\$28,819,800	132.1
TCPU⁵					
Number of Firms	2,652	4,870	6,600	8,000	63.8
Employment	6,399	33,701	55,500	136,800	306.0
Sales (\$000)	\$1,723,438	\$3,145,744	\$4,283,600	\$6,025,600	91.5
Wholesale Trade					
Number of Firms	3,168	6,043	8,300	10,100	66.6
Employment	8,526	27,747	43,100	82,600	197.8
Sales (\$000)	\$1,792,692	\$8,912,745	\$14,608,800	\$34,930,300	291.9
Retail Trade					
Number of Firms	31,002	42,483	51,700	58,600	37.8
Employment	59,215	102,961	138,000	189,000	83.5
Sales (\$000)	\$4,787,978	\$7,953,580	\$10,486,100	\$14,008,800	76.1
FIRE⁶					
Number of Firms	13,438	20,291	25,800	29,900	47.3
Employment	6,221	17,486	26,500	47,000	168.7
Sales (\$000)	\$1,599,544	\$4,536,033	\$6,885,200	\$12,267,800	170.5
Services					
Number of Firms	79,100	108,728	132,400	150,200	38.1
Employment	57,200	109,842	152,000	219,900	100.2
Sales (\$000)	\$2,545,800	\$4,992,699	\$6,950,200	\$10,165,800	103.6

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

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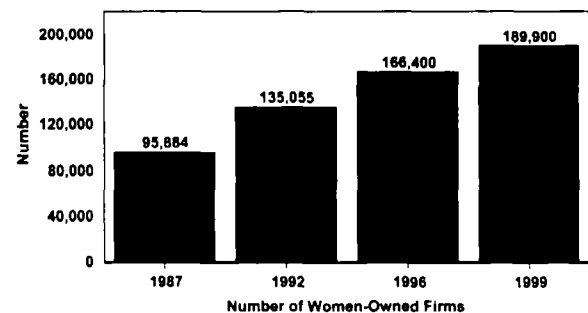


Women-Owned Businesses in Minnesota: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Minnesota. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Minnesota in 1999:

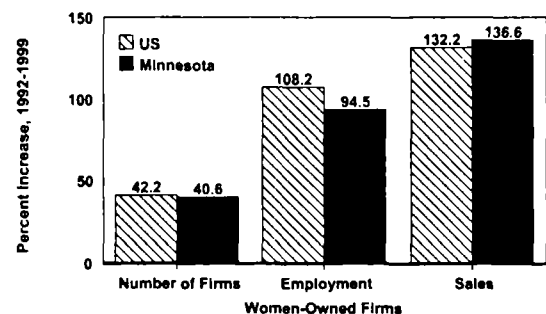
- ❖ As of 1999, there are nearly 190,000 women-owned businesses in Minnesota, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in Minnesota employ nearly 497,000 people and generate over \$68 billion in sales.
- ❖ Between 1987 and 1999, Census figures indicated that the number of Minnesota's women-owned firms increased by 41%, employment increased by 86%, and sales grew by 137%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Minnesota has increased by 41%, that employment has grown by 95%, and sales have risen 137%.
- ❖ Minnesota ranks 17th out of the 50 states in the number of women-owned firms as of 1999, 18th in employment, and 16th in sales.

Women-Owned Firms Now Number Nearly 190,000 in Minnesota



Source: Bureau of the Census and NFWBO

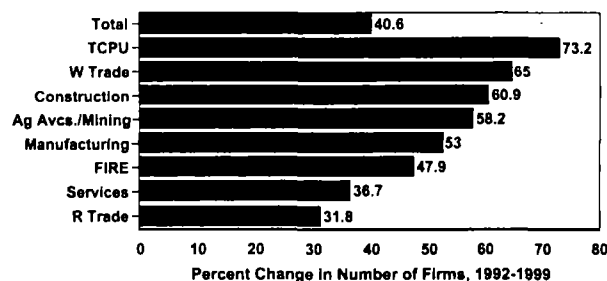
Women-Owned Firms in Minnesota Growing Near National Average



Source: Bureau of the Census and NFWBO

- ❖ In Minnesota, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (53%) of the women-owned firms in Minnesota are in services and 17% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Minnesota has been in transportation/communications (73%), followed by wholesale trade (65%) and construction (61%). Growth has been below average among firms in retail trade (32%) and services (37%).

Growth in Women-Owned Firms in Minnesota Highest in Transportation/Communications



TCPU=Transportation, Communications, Public Utilities; W Trade= Wholesale Trade; R Trade=Retail Trade; FIRE=Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Minnesota: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Minnesota					
Number of Firms	95,884	135,055	166,400	189,900	40.6
Employment	137,482	255,428	349,800	496,800	94.5
Sales (\$000)	\$12,229,158	\$28,939,863	\$42,308,400	\$68,465,200	136.6
Industry					
Agriculture/Mining					
Number of Firms	1,009	1,727	2,300	2,700	58.2
Employment	528	1,433	**	**	--
Sales (\$000)	\$64,490	\$151,329	**	**	--
Construction					
Number of Firms	2,637	4,668	6,300	7,500	60.9
Employment	7,673	15,430	21,600	32,100	107.9
Sales (\$000)	\$938,115	\$2,108,397	\$3,044,600	\$4,792,700	127.3
Manufacturing					
Number of Firms	2,924	4,704	6,100	7,200	53.0
Employment	27,010	49,626	67,700	95,600	92.6
Sales (\$000)	\$3,527,391	\$7,639,306	\$10,928,800	\$16,864,400	120.8
TCPU⁵					
Number of Firms	1,789	3,752	5,300	6,500	73.2
Employment	8,090	17,234	24,500	37,500	117.9
Sales (\$000)	\$902,670	\$1,477,943	\$1,938,200	\$2,568,700	73.8
Wholesale Trade					
Number of Firms	2,291	4,279	5,900	7,100	65.0
Employment	9,661	21,018	30,100	46,600	121.6
Sales (\$000)	\$1,642,423	\$5,749,672	\$9,035,500	\$17,989,400	212.9
Retail Trade					
Number of Firms	18,745	24,248	28,700	32,000	31.8
Employment	37,163	59,727	77,800	102,000	70.8
Sales (\$000)	\$2,362,609	\$4,864,302	\$6,865,700	\$10,309,600	111.9
FIRE⁶					
Number of Firms	6,966	10,585	13,500	15,700	47.9
Employment	5,905	17,554	26,900	49,100	179.6
Sales (\$000)	\$832,736	\$3,523,294	\$5,675,700	\$12,477,900	254.2
Services					
Number of Firms	54,445	73,768	89,200	100,800	36.7
Employment	37,749	72,642	100,600	145,600	100.4
Sales (\$000)	\$1,632,811	\$3,483,638	\$4,964,300	\$7,599,000	118.1

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

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⁵Transportation, communications, public utilities.

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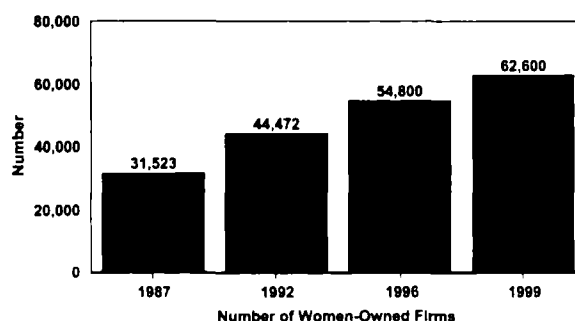


Women-Owned Businesses in Mississippi: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Mississippi. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Mississippi in 1999:

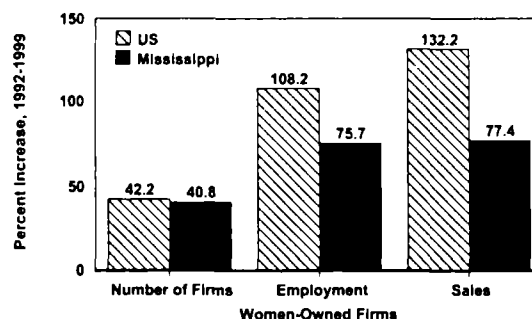
- ❖ As of 1999, there are over 62,000 women-owned businesses in Mississippi, accounting for 34% of all firms in the state.
- ❖ Women-owned firms in Mississippi employ over 149,000 people and generate \$15 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Mississippi's women-owned firms increased by 41%, employment increased by 66%, and sales grew by 67%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Mississippi has increased by 41%, that employment has grown by 76%, and sales have risen 77%.
- ❖ Mississippi ranks 36th out of the 50 states in the number of women-owned firms as of 1999, 37th in employment, and 42nd in sales.

Women-Owned Firms Now Number Over 62,000 in Mississippi



Source: Bureau of the Census and NFWBO

Women-Owned Firms in Mississippi Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Mississippi, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (46%) of the women-owned firms in Mississippi are in services and 22% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Mississippi has been in construction (67%), followed by manufacturing (66%) and wholesale trade (65%). Growth has been below average among firms in retail trade (24%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

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National Foundation for Women Business Owners

Women-Owned Firms in Mississippi: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Mississippi					
Number of Firms	31,523	44,472	54,800	62,600	40.8
Employment	51,326	85,038	112,000	149,400	75.7
Sales (\$000)	\$5,051,917	\$8,457,572	\$11,182,100	\$15,002,700	77.4
Industry					
Agriculture/Mining					
Number of Firms	796	1,130	1,400	1,600	41.4
Employment	605	951	1,200	1,600	67.2
Sales (\$000)	\$77,650	\$120,490	\$154,800	\$119,100	65.3
Construction					
Number of Firms	944	1,808	2,500	3,000	66.9
Employment	2,785	4,544	6,000	7,900	73.2
Sales (\$000)	\$310,516	\$543,687	\$730,200	\$1,004,100	84.7
Manufacturing					
Number of Firms	708	1,337	1,800	2,200	65.9
Employment	10,343	19,486	26,800	38,400	96.8
Sales (\$000)	\$1,235,678	\$2,020,166	\$2,647,800	\$3,506,300	73.6
TCPU⁵					
Number of Firms	680	1,240	1,700	2,00	63.2
Employment	2,611	5,538	7,900	12,000	117.1
Sales (\$000)	\$250,844	\$710,469	\$1,078,200	\$1,919,800	170.2
Wholesale Trade					
Number of Firms	687	1,277	1,700	2,100	64.7
Employment	4,001	4,876	5,600	6,300	28.4
Sales (\$000)	\$730,642	\$1,117,385	\$1,426,800	\$1,821,000	63.0
Retail Trade					
Number of Firms	9,128	10,967	12,400	13,500	23.5
Employment	14,774	23,360	30,200	39,300	68.2
Sales (\$000)	\$1,320,789	\$2,107,588	\$2,737,000	\$3,576,400	69.7
FIRE⁶					
Number of Firms	2,551	3,699	25,300	5,300	43.5
Employment	2,045	3,021	3,800	4,800	57.5
Sales (\$000)	\$239,739	\$550,246	\$798,700	\$1,271,400	131.1
Services					
Number of Firms	14,597	20,548	4,600	28,900	40.5
Employment	12,595	21,450	28,500	38,600	80.2
Sales (\$000)	\$530,100	\$905,725	\$1,206,200	\$1,636,600	80.7

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

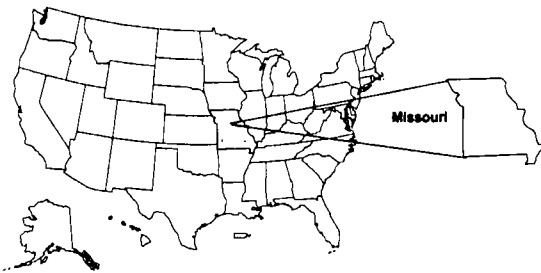
²NFWBO estimates including C corporations using national ratios.

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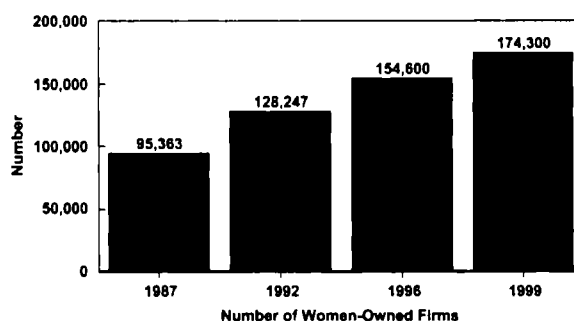


Women-Owned Businesses in Missouri: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Missouri. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Missouri in 1999:

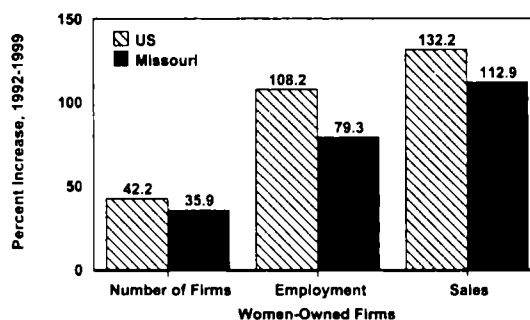
- ❖ As of 1999, there are over 174,000 women-owned businesses in Missouri, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Missouri employ nearly 414,000 people and generate nearly \$58 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Missouri's women-owned firms increased by 34%, employment increased by 69%, and sales grew by 107%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Missouri has increased by 36%, that employment has grown by 79%, and sales have risen 113%.
- ❖ Missouri ranks 19th out of the 50 states in the number of women-owned firms as of 1999, 20th in employment, and 23rd in sales.

Women-Owned Firms Now Number Over 174,000 in Missouri



Source: Bureau of the Census and NFWBO

Women-Owned Firms in Missouri Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Missouri, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Missouri are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Missouri has been in wholesale trade (62%), followed by construction (58%) and transportation/communications (56%). Growth has been below average among firms in finance/insurance/real estate (21%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

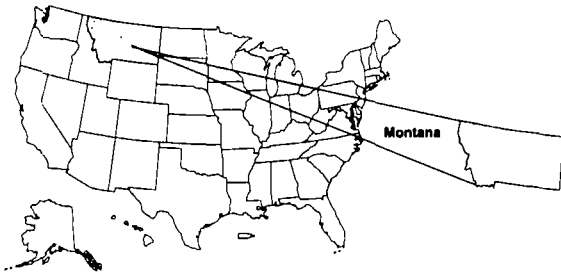
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Women-Owned Firms in Missouri: 1987-1999					
	1987¹	1992²	1996³	1999⁴	% Change, 1992-99
Total Missouri					
Number of Firms	95,363	128,247	154,600	174,300	35.9
Employment	136,148	230,673	306,300	413,700	79.3
Sales (\$000)	\$13,105,390	\$27,133,436	\$38,355,900	\$57,769,800	112.9
Industry					
Agriculture/Mining					
Number of Firms	1,323	2,075	2,700	3,100	50.7
Employment	999	1,882	**	**	--
Sales (\$000)	\$69,148	\$152,532	**	**	--
Construction					
Number of Firms	2,900	4,948	6,600	7,800	58.0
Employment	7,243	12,105	16,000	21,400	77.1
Sales (\$000)	\$738,607	\$1,308,037	\$1,763,600	\$2,440,200	86.6
Manufacturing					
Number of Firms	2,242	3,312	4,200	4,800	45.2
Employment	23,973	41,728	55,900	76,700	83.7
Sales (\$000)	\$3,150,653	\$8,168,419	\$12,182,600	\$20,697,700	153.4
TCPU⁵					
Number of Firms	2,175	3,615	4,800	5,600	55.8
Employment	8,377	12,753	16,300	20,700	62.3
Sales (\$000)	\$864,320	\$1,561,950	\$2,120,100	\$2,966,000	89.9
Wholesale Trade					
Number of Firms	2,195	3,928	5,300	6,400	61.8
Employment	8,537	21,874	32,500	54,900	151.2
Sales (\$000)	\$1,729,700	\$4,349,510	\$6,445,400	\$10,773,700	147.7
Retail Trade					
Number of Firms	20,728	27,080	32,200	36,000	32.8
Employment	40,601	57,582	71,200	87,100	51.2
Sales (\$000)	\$3,387,242	\$5,615,911	\$7,398,800	\$9,874,000	75.8
FIRE⁶					
Number of Firms	10,541	12,357	13,800	14,900	20.6
Employment	4,553	13,583	20,800	38,100	180.4
Sales (\$000)	\$931,807	\$2,651,125	\$4,026,600	\$7,186,900	171.1
Services					
Number of Firms	49,073	64,853	77,500	86,900	34.1
Employment	35,938	65,352	88,900	124,800	90.9
Sales (\$000)	\$1,524,320	\$3,346,992	\$4,805,100	\$7,469,900	123.2

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

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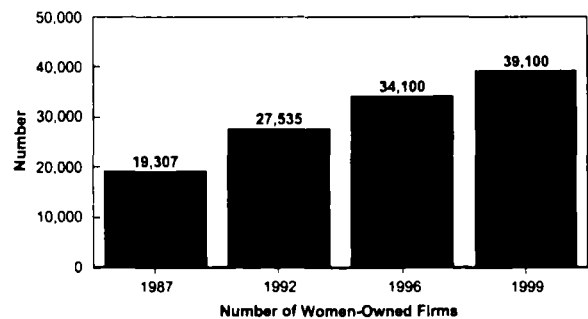


Women-Owned Businesses in Montana: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Montana. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Montana in 1999:

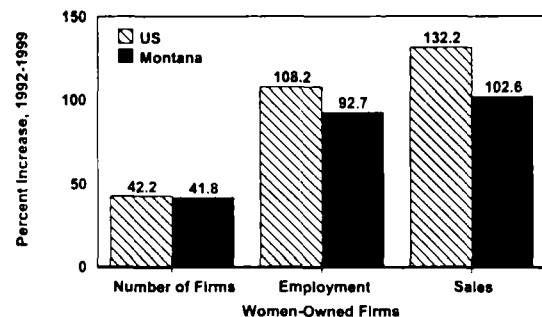
- ❖ As of 1999, there are over 39,000 women-owned businesses in Montana, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Montana employ nearly 94,000 people and generate \$9 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Montana's women-owned firms increased by 43%, employment increased by 84%, and sales grew by 95%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Montana has increased by 42%, that employment has grown by 93%, and sales have risen 103%.
- ❖ Montana ranks 43rd out of the 50 states in the number of women-owned firms as of 1999, 44th in employment, and 47th in sales.

Women-Owned Firms Now Number Over 39,000 in Montana



Source: Bureau of the Census and NFWBO

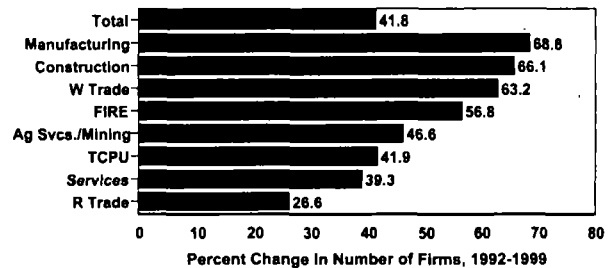
Women-Owned Firms in Montana Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Montana, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (49%) of the women-owned firms in Montana are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Montana has been in manufacturing (69%), followed by construction (66%) and wholesale trade (63%). Growth has been below average among firms in retail trade (27%).

Growth in Women-Owned Firms in Montana Highest in Manufacturing



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Montana: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Montana					
Number of Firms	19,307	27,535	34,100	39,100	41.8
Employment	26,506	48,707	66,500	93,800	92.7
Sales (\$000)	\$2,279,423	\$4,444,699	\$6,176,900	\$9,006,600	102.6
Industry					
Agriculture/Mining					
Number of Firms	459	687	900	1,000	46.6
Employment	311	559	800	1,100	88.7
Sales (\$000)	\$25,102	\$59,516	\$87,000	\$141,000	136.9
Construction					
Number of Firms	614	1,164	1,600	1,900	66.1
Employment	1,269	2,476	3,400	5,000	102.7
Sales (\$000)	\$104,497	\$312,950	\$479,700	\$879,700	181.1
Manufacturing					
Number of Firms	611	1,200	1,700	2,000	68.8
Employment	2,271	2,500	2,700	2,800	13.7
Sales (\$000)	\$238,650	\$310,327	\$367,700	\$428,400	38.1
TCPU⁵					
Number of Firms	537	767	1,000	1,100	41.9
Employment	2,117	3,496	4,600	6,100	75.2
Sales (\$000)	\$215,365	\$295,837	\$360,200	\$433,000	46.3
Wholesale Trade					
Number of Firms	415	757	1,000	1,200	63.2
Employment	1,477	2,948	4,100	6,100	106.6
Sales (\$000)	\$265,436	\$628,665	\$919,200	\$1,488,200	136.7
Retail Trade					
Number of Firms	4,679	5,776	6,700	7,300	26.6
Employment	9,879	18,030	24,600	34,500	91.5
Sales (\$000)	\$727,517	\$1,344,755	\$1,838,500	\$2,604,000	93.6
FIRE⁶					
Number of Firms	1,313	2,209	2,900	3,500	56.8
Employment	1,232	1,737	2,100	2,600	50.2
Sales (\$000)	\$156,863	\$363,722	\$529,200	\$847,100	132.9
Services					
Number of Firms	9,913	13,781	16,900	19,200	39.3
Employment	5,937	12,404	17,600	26,600	114.5
Sales (\$000)	\$259,481	\$515,980	\$721,200	\$1,062,800	106.0

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

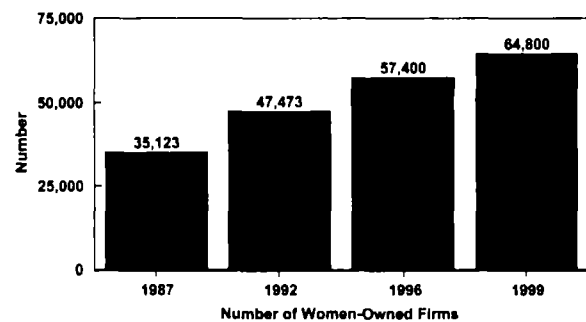


Women-Owned Businesses in Nebraska: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Nebraska. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Nebraska in 1999:

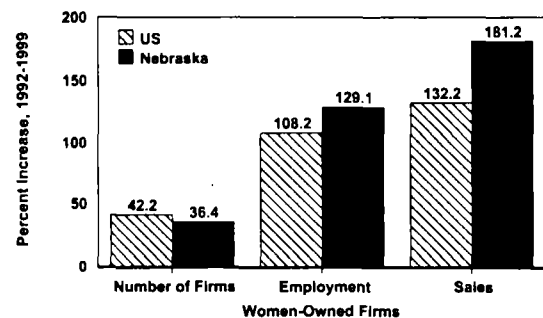
- ❖ As of 1999, there are nearly 65,000 women-owned businesses in Nebraska, accounting for 39% of all firms in the state.
- ❖ Women-owned firms in Nebraska employ nearly 236,000 people and generate over \$34 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Nebraska's women-owned firms increased by 35%, employment increased by 127%, and sales grew by 200%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Nebraska has increased by 36%, that employment has grown by 129%, and sales have risen 181%.
- ❖ Nebraska ranks 35th out of the 50 states in the number of women-owned firms as of 1999, 29th in employment, and 29th in sales.

Women-Owned Firms Now Number Nearly 65,000 in Nebraska



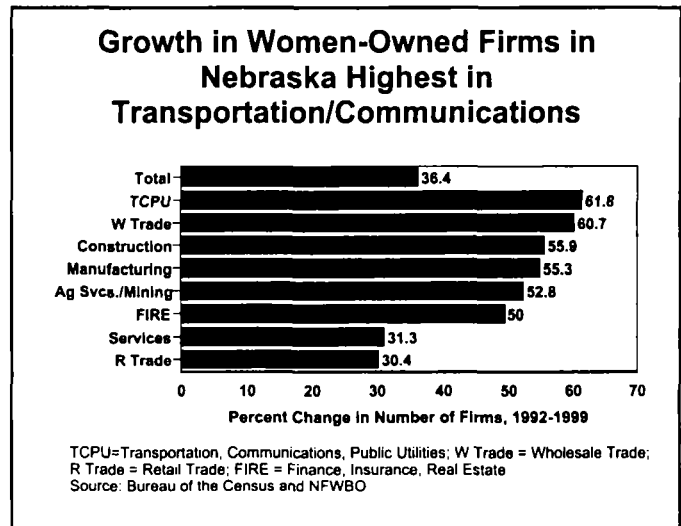
Source: Bureau of the Census and NFWBO

Women-Owned Firms in Nebraska Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Nebraska, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (51%) of the women-owned firms in Nebraska are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Nebraska has been in transportation/communications (62%), followed by wholesale trade (61%) and construction (56%). Growth has been below average among firms in retail trade (30%) and services (31%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Nebraska: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Nebraska					
Number of Firms	35,123	47,473	57,400	64,800	36.4
Employment	45,328	102,890	148,900	235,700	129.1
Sales (\$000)	\$4,040,168	\$12,105,274	\$18,557,400	\$34,041,000	181.2
Industry					
Agriculture/Mining					
Number of Firms	568	912	1,200	1,400	52.8
Employment	591	1,404	**	**	--
Sales (\$000)	\$46,357	\$122,598	**	**	--
Construction					
Number of Firms	982	945	2,200	2,500	55.9
Employment	1,851	5,400	8,200	14,900	175.9
Sales (\$000)	\$239,784	\$523,210	\$750,000	\$1,161,900	122.1
Manufacturing					
Number of Firms	572	1,635	1,200	1,500	55.3
Employment	4,289	8,509	11,900	17,500	105.6
Sales (\$000)	\$647,374	\$1,270,022	\$1,768,100	\$2,586,600	103.7
TCPU⁵					
Number of Firms	644	1,152	1,600	1,900	61.8
Employment	4,351	17,423	27,900	59,600	241.8
Sales (\$000)	\$453,281	\$1,957,275	\$3,160,500	\$7,022,300	258.8
Wholesale Trade					
Number of Firms	721	1,272	1,700	2,000	60.7
Employment	4,159	10,506	15,600	26,100	148.5
Sales (\$000)	\$747,516	\$2,870,781	\$4,569,400	\$9,550,000	232.7
Retail Trade					
Number of Firms	8,172	10,439	12,300	13,600	30.4
Employment	14,172	31,453	45,300	70,800	125.1
Sales (\$000)	\$907,473	\$3,132,386	\$4,912,300	\$9,708,300	209.9
FIRE⁶					
Number of Firms	2,372	3,692	4,700	5,500	50.0
Employment	1,743	5,343	8,200	15,300	185.7
Sales (\$000)	\$245,268	\$834,243	\$1,305,400	\$2,560,100	206.9
Services					
Number of Firms	19,364	24,947	29,400	32,800	31.3
Employment	11,895	21,859	29,800	42,100	92.7
Sales (\$000)	\$479,331	\$902,928	\$1,241,800	\$1,777,000	96.8

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

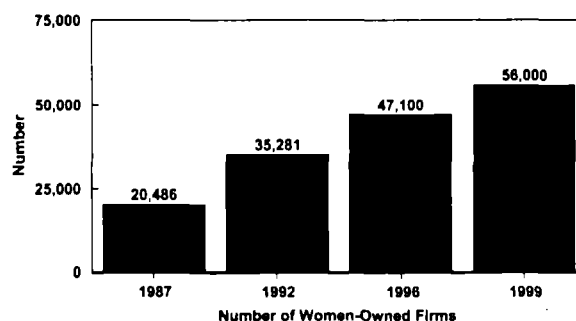


Women-Owned Businesses in Nevada: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Nevada. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Nevada in 1999:

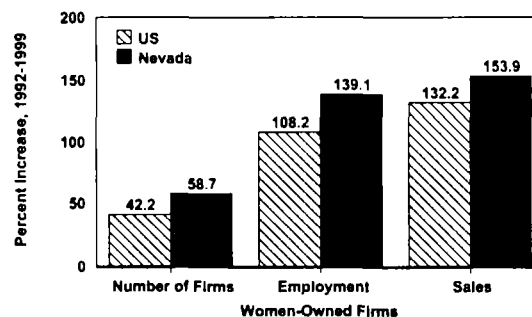
- ❖ As of 1999, there are 56,000 women-owned businesses in Nevada, accounting for 41% of all firms in the state.
- ❖ Women-owned firms in Nevada employ nearly 213,000 people and generate nearly \$23 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Nevada's women-owned firms increased by 72%, employment increased by 140%, and sales grew by 160%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Nevada has increased by 59%, that employment has grown by 139%, and sales have risen 154%.
- ❖ Nevada ranks 37th out of the 50 states in the number of women-owned firms as of 1999, 33rd in employment, and 34th in sales.

Women-Owned Firms Now Number 56,000 in Nevada



Source: Bureau of the Census and NFWBO

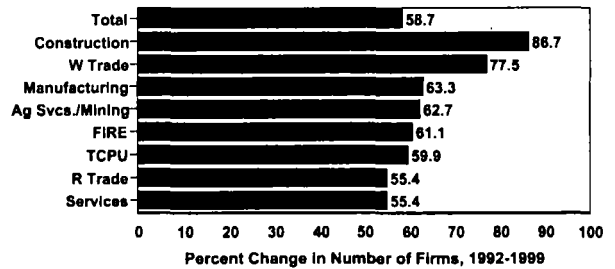
Women-Owned Firms in Nevada Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Nevada, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Nevada are in services and 18% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Nevada has been in construction (87%), followed by wholesale trade (78%) and manufacturing (63%). Growth has been below average among firms in services (55%) and retail trade (55%).

Growth in Women-Owned Firms in Nevada Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Nevada: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Nevada					
Number of Firms	20,486	35,281	47,100	56,000	58.7
Employment	37,092	88,991	130,500	212,800	139.1
Sales (\$000)	\$3,463,219	\$9,001,565	\$13,432,200	\$22,851,500	153.9
Industry					
Agriculture/Mining					
Number of Firms	314	568	800	900	62.7
Employment	380	1,461	2,300	4,900	233.1
Sales (\$000)	\$26,076	\$146,121	\$242,200	\$616,100	321.6
Construction					
Number of Firms	476	1,250	1,900	2,300	86.7
Employment	1,631	8,695	14,300	35,600	309.1
Sales (\$000)	\$184,631	\$1,150,628	\$1,923,400	\$5,170,200	349.3
Manufacturing					
Number of Firms	427	780	1,100	1,300	63.3
Employment	1,048	5,311	8,700	21,100	296.6
Sales (\$000)	\$113,031	\$890,000	\$1,511,600	\$4,584,300	415.1
TCPU⁵					
Number of Firms	429	750	1,000	1,200	59.9
Employment	1,200	3,372	5,100	9,100	168.7
Sales (\$000)	\$116,961	\$300,911	\$448,100	\$758,100	151.9
Wholesale Trade					
Number of Firms	498	1,114	1,600	2,000	77.5
Employment	2,158	3,746	5,000	6,900	83.3
Sales (\$000)	\$555,247	\$676,574	\$773,600	\$868,600	28.4
Retail Trade					
Number of Firms	3,982	6,593	8,700	10,200	55.4
Employment	6,618	14,143	20,200	30,900	118.4
Sales (\$000)	\$521,417	\$1,394,928	\$2,093,700	\$3,617,000	159.3
FIRE⁶					
Number of Firms	2,746	4,873	6,600	7,900	61.1
Employment	1,265	5,779	9,400	21,500	271.8
Sales (\$000)	\$343,384	\$1,270,198	\$2,011,600	\$4,122,600	224.6
Services					
Number of Firms	10,798	17,869	23,500	27,800	55.4
Employment	19,211	40,900	58,300	89,100	117.8
Sales (\$000)	\$931,161	\$2,001,353	\$2,857,500	\$4,391,500	119.4

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

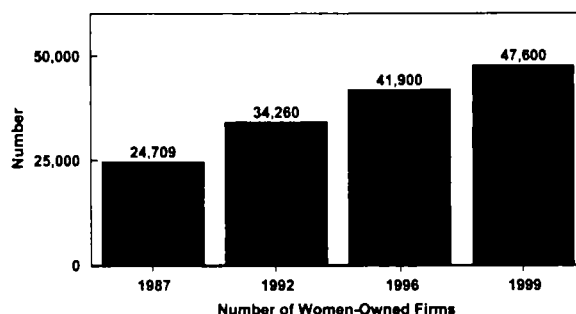


Women-Owned Businesses in New Hampshire: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in New Hampshire. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in New Hampshire in 1999:

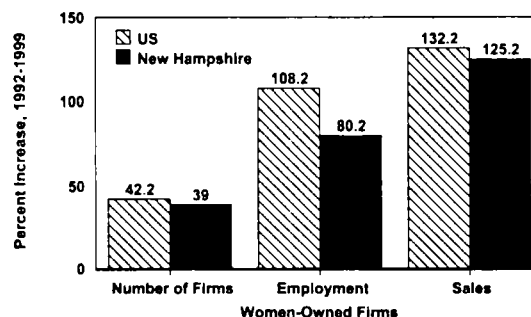
- ❖ As of 1999, there are over 47,000 women-owned businesses in New Hampshire, accounting for 36% of all firms in the state.
- ❖ Women-owned firms in New Hampshire employ over 130,000 people and generate nearly \$23 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of New Hampshire's women-owned firms increased by 39%, employment increased by 70%, and sales grew by 122%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in New Hampshire has increased by 39%, that employment has grown by 80%, and sales have risen 125%.
- ❖ New Hampshire ranks 40th out of the 50 states in the number of women-owned firms as of 1999, 42nd in employment, and 35th in sales.

Women-Owned Firms Now Number Over 47,000 in New Hampshire



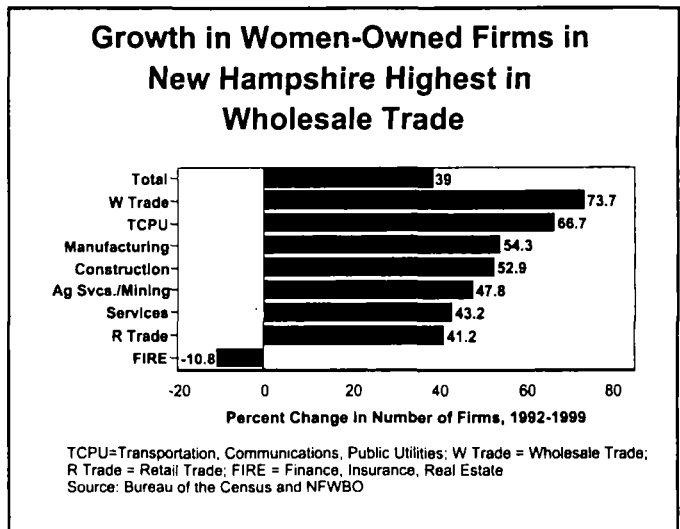
Source: Bureau of the Census and NFWBO

Women-Owned Firms in New Hampshire Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In New Hampshire, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (54%) of the women-owned firms in New Hampshire are in services and 20% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in New Hampshire has been in wholesale trade (74%), and transportation/communications (67%). Growth has been below average, actually negative, among firms in finance/insurance/real estate (-11%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in New Hampshire: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total New Hampshire					
Number of Firms	24,709	34,260	41,900	47,600	39.0
Employment	42,356	72,168	96,000	130,100	80.2
Sales (\$000)	\$4,551,534	\$10,106,532	\$14,550,500	\$22,756,400	125.2
Industry					
Agriculture/Mining					
Number of Firms	366	555	700	800	47.8
Employment	416	396	**	**	--
Sales (\$000)	\$26,807	\$50,528	**	**	--
Construction					
Number of Firms	996	1,602	2,100	2,400	52.9
Employment	2,912	2,133	1,500	1,200	-41.9
Sales (\$000)	\$333,121	\$336,603	\$339,400	\$341,500	1.5
Manufacturing					
Number of Firms	868	1,418	1,900	2,200	54.3
Employment	5,983	12,091	17,000	25,200	108.9
Sales (\$000)	\$641,049	\$2,703,491	\$4,353,400	\$9,554,700	253.4
TCPU⁵					
Number of Firms	407	777	1,100	1,300	66.7
Employment	1,398	2,696	3,700	5,400	100.7
Sales (\$000)	\$184,412	\$404,878	\$581,300	\$903,500	123.2
Wholesale Trade					
Number of Firms	516	1,089	1,500	1,900	73.7
Employment	1,958	2,953	3,800	4,700	60.8
Sales (\$000)	\$278,917	\$680,743	\$1,002,200	\$1,648,800	142.2
Retail Trade					
Number of Firms	4,639	6,570	8,100	9,300	41.2
Employment	12,195	26,529	38,000	58,800	121.6
Sales (\$000)	\$1,479,115	\$3,571,559	\$5,245,500	\$8,580,500	140.2
FIRE⁶					
Number of Firms	3,653	3,391	3,200	3,000	-10.8
Employment	2,013	3,145	4,100	5,200	66.3
Sales (\$000)	\$592,014	\$835,619	\$1,030,500	\$1,257,700	50.5
Services					
Number of Firms	12,383	17,918	22,300	25,700	43.2
Employment	12,584	17,187	20,900	25,000	45.5
Sales (\$000)	\$518,873	\$938,779	\$1,274,700	\$1,784,500	90.1

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

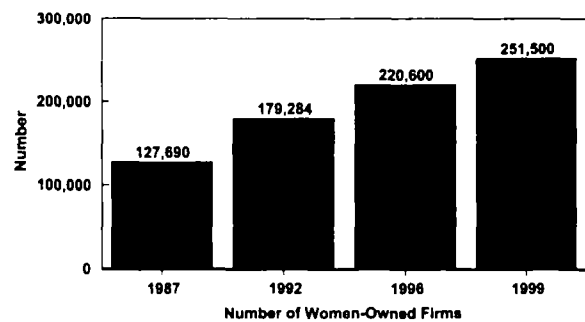


Women-Owned Businesses in New Jersey: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in New Jersey. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in New Jersey in 1999:

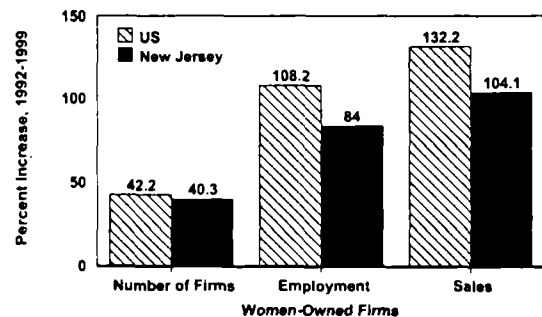
- ❖ As of 1999, there are 251,500 women-owned businesses in New Jersey, accounting for 34% of all firms in the state.
- ❖ Women-owned firms in New Jersey employ 846,000 people and generate over \$133 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of New Jersey's women-owned firms increased by 40%, employment increased by 74%, and sales grew by 97%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in New Jersey has increased by 40%, that employment has grown by 84%, and sales have risen 104%.
- ❖ New Jersey ranks 9th out of the 50 states in the number of women-owned firms as of 1999, 10th in employment, and 8th in sales.

Women-Owned Firms Now Number 251,500 in New Jersey



Source: Bureau of the Census and NFWBO

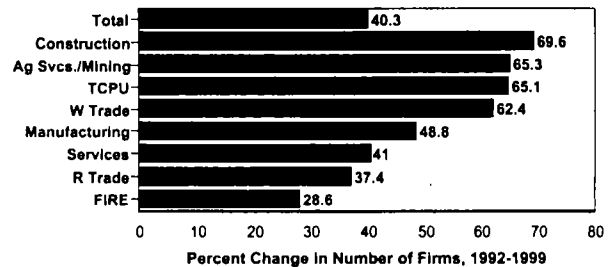
Women-Owned Firms in New Jersey Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In New Jersey, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in New Jersey are in services and 16% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in New Jersey has been in construction (70%), followed by agriculture/mining (65%) and transportation/communications (65%). Growth has been below average among firms in finance/insurance/real estate (29%).

Growth in Women-Owned Firms in New Jersey Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

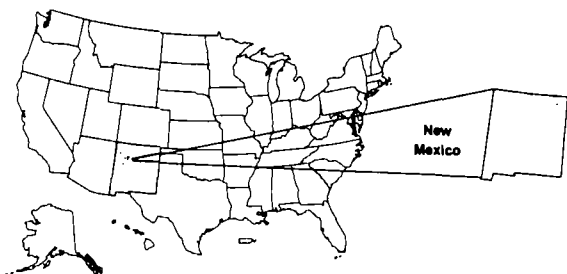
For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in New Jersey: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total New Jersey					
Number of Firms	127,690	179,284	220,600	251,500	40.3
Employment	263,542	459,641	616,500	846,000	84.0
Sales (\$000)	\$33,206,116	\$65,309,880	\$90,992,900	\$133,298,000	104.1
Industry					
Agriculture/Mining					
Number of Firms	1,124	2,107	2,900	3,500	65.3
Employment	1,601	3,992	**	**	--
Sales (\$000)	\$117,008	\$473,556	**	**	--
Construction					
Number of Firms	3,288	6,540	9,100	11,100	69.6
Employment	15,583	21,760	26,700	32,400	48.9
Sales (\$000)	\$1,989,360	\$2,762,379	\$3,380,800	\$4,088,300	48.0
Manufacturing					
Number of Firms	3,108	4,769	6,100	7,100	48.8
Employment	60,087	75,580	88,000	100,600	33.1
Sales (\$000)	\$8,107,766	\$12,409,007	\$15,850,000	\$20,237,600	63.1
TCPU⁵					
Number of Firms	3,098	5,786	7,900	9,600	65.1
Employment	14,168	58,428	93,800	203,600	248.4
Sales (\$000)	\$1,928,419	\$6,755,798	\$10,617,700	\$21,147,700	213.0
Wholesale Trade					
Number of Firms	4,157	7,500	10,200	12,200	62.4
Employment	32,585	65,027	91,000	134,300	106.6
Sales (\$000)	\$7,076,535	\$16,481,022	\$24,004,600	\$38,514,700	133.7
Retail Trade					
Number of Firms	21,597	29,470	35,800	40,500	37.4
Employment	56,535	92,823	121,900	161,700	74.3
Sales (\$000)	\$6,109,438	\$10,562,893	\$14,125,700	\$19,290,100	82.6
FIRE⁶					
Number of Firms	21,585	27,138	31,600	34,900	28.6
Employment	14,452	24,591	32,700	44,300	80.0
Sales (\$000)	\$3,502,816	\$7,702,877	\$11,062,900	\$17,212,100	123.5
Services					
Number of Firms	63,097	89,185	110,100	125,700	41.0
Employment	72,003	131,444	179,000	251,800	91.6
Sales (\$000)	\$3,859,239	\$8,221,374	\$11,711,100	\$17,912,000	117.9

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

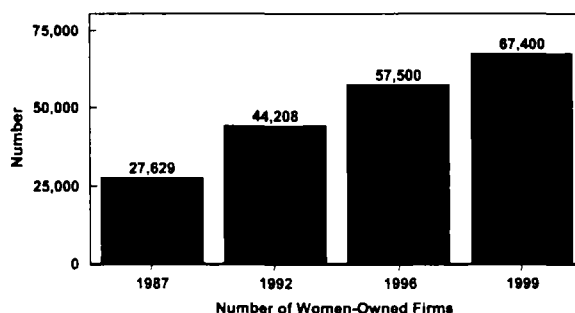


Women-Owned Businesses in New Mexico: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in New Mexico. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in New Mexico in 1999:

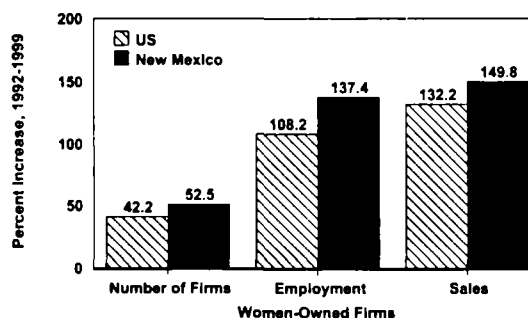
- ❖ As of 1999, there are over 67,000 women-owned businesses in New Mexico, accounting for 44% of all firms in the state.
- ❖ Women-owned firms employ 186,000 people and generate over \$18 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of New Mexico's women-owned firms increased by 60%, employment increased by 138%, and sales grew by 154%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in New Mexico has increased by 53%, that employment has grown by 137%, and sales have risen 150%.
- ❖ New Mexico ranks 34th out of the 50 states in the number of women-owned firms as of 1999, 35th in employment, and 37th in sales.

Women-Owned Firms Now Number Over 67,000 in New Mexico



Source: Bureau of the Census and NFWBO

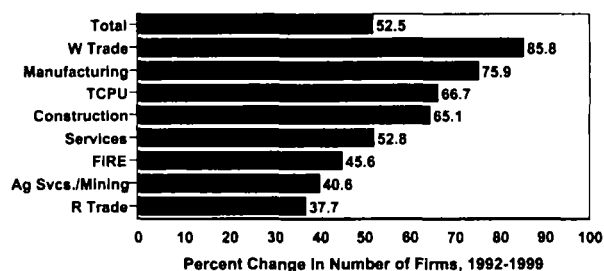
Women-Owned Firms in New Mexico Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In New Mexico, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (51%) of the women-owned firms in New Mexico are in services and 17% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in New Mexico has been in wholesale trade (86%), followed by manufacturing (76%) and transportation/communications (67%). Growth has been below average among firms in retail trade (38%) and agriculture/mining (41%).

Growth in Women-Owned Firms in New Mexico Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in New Mexico: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total New Mexico					
Number of Firms	27,629	44,208	57,500	67,400	52.5
Employment	32,962	78,341	114,600	186,000	137.4
Sales (\$000)	\$2,857,464	\$7,267,415	\$10,795,400	\$18,154,400	149.8
Industry					
Agriculture/Mining					
Number of Firms	873	1,230	1,500	1,700	40.6
Employment	567	1,341	2,000	3,200	136.6
Sales (\$000)	\$71,441	\$128,614	\$174,400	\$243,400	89.3
Construction					
Number of Firms	760	1,420	1,900	2,300	65.1
Employment	2,313	5,617	8,300	13,600	141.2
Sales (\$000)	\$181,776	\$540,687	\$827,800	\$1,512,700	179.8
Manufacturing					
Number of Firms	1,244	2,718	3,900	4,800	75.9
Employment	1,843	5,064	7,600	13,400	164.4
Sales (\$000)	\$178,552	\$619,610	\$972,500	\$1,927,300	211.0
TCPU⁵					
Number of Firms	486	928	1,300	1,500	66.7
Employment	2,614	5,889	8,500	13,400	127.7
Sales (\$000)	\$183,250	\$274,611	\$347,700	\$438,800	59.8
Wholesale Trade					
Number of Firms	676	1,744	2,600	3,200	85.8
Employment	2,089	4,818	7,000	11,200	131.9
Sales (\$000)	\$298,849	\$1,184,385	\$1,892,800	\$4,021,600	239.5
Retail Trade					
Number of Firms	6,105	8,356	10,200	11,500	37.7
Employment	10,121	21,502	30,600	46,700	117.4
Sales (\$000)	\$792,569	\$1,756,458	\$2,527,600	\$3,948,900	124.8
FIRE⁶					
Number of Firms	2,626	3,895	4,900	5,700	45.6
Employment	2,029	3,870	5,300	7,700	98.9
Sales (\$000)	\$282,246	\$758,864	\$1,140,200	\$1,974,900	160.2
Services					
Number of Firms	13,972	22,432	29,200	34,300	52.8
Employment	9,170	25,161	38,000	66,500	164.1
Sales (\$000)	\$431,044	\$1,078,280	\$1,596,100	\$2,660,500	146.7

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

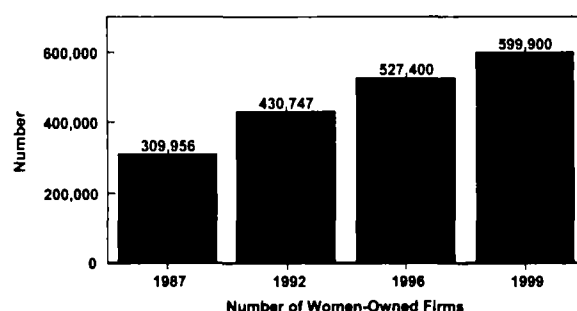


Women-Owned Businesses in New York: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in New York. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in New York in 1999:

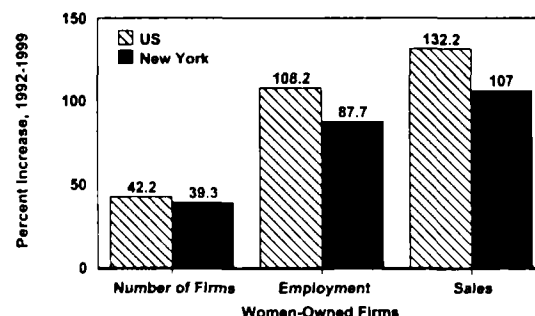
- ❖ As of 1999, there are nearly 600,000 women-owned businesses in New York, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in New York employ nearly 1.9 million people and generate over \$304 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of New York's women-owned firms increased by 39%, employment increased by 78%, and sales grew by 100%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in New York has increased by 39%, that employment has grown by 88%, and sales have risen 107%.
- ❖ New York ranks 3rd out of the 50 states in the number of women-owned firms as of 1999, 3rd in employment, and 2nd in sales.

Women-Owned Firms Now Number Nearly 600,000 in New York



Source: Bureau of the Census and NFWBO

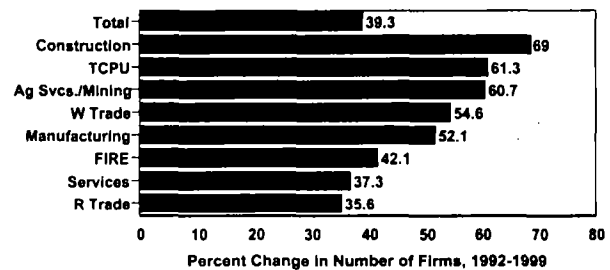
Women-Owned Firms in New York Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In New York, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (54%) of the women-owned firms in New York are in services and 15% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in New York has been in construction (69%), followed by transportation/communications (61%) and agriculture/mining (61%). Growth has been below average among firms in retail trade (36%).

Growth in Women-Owned Firms in New York Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

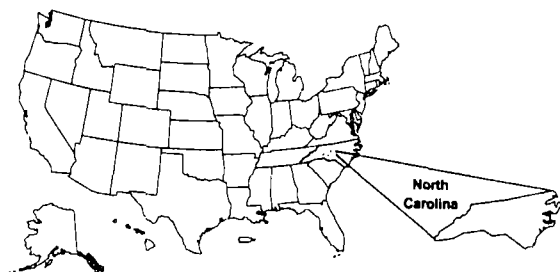
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Women-Owned Firms in New York: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total New York					
Number of Firms	309,956	430,747	527,400	599,900	39.3
Employment	566,700	1,010,300	1,365,200	1,895,800	87.7
Sales (\$000)	\$73,426,304	\$146,877,966	\$205,639,300	\$304,017,000	107.0
Industry					
Agriculture/Mining					
Number of Firms	2,503	4,416	5,900	7,100	60.7
Employment	2,713	4,039	**	**	--
Sales (\$000)	\$212,934	\$398,089	**	**	--
Construction					
Number of Firms	6,829	13,460	18,800	22,700	69.0
Employment	34,160	44,526	52,800	61,600	38.4
Sales (\$000)	\$4,315,400	\$5,346,507	\$6,171,400	\$6,995,500	30.8
Manufacturing					
Number of Firms	8,375	13,341	17,300	20,300	52.1
Employment	110,157	177,306	231,000	303,300	71.1
Sales (\$000)	\$14,016,298	\$31,471,750	\$45,436,100	\$71,486,700	127.1
TCPU⁵					
Number of Firms	7,646	13,596	18,400	21,900	61.3
Employment	36,543	99,868	150,500	263,000	163.3
Sales (\$000)	\$4,188,889	\$10,242,054	\$15,084,600	\$24,840,200	142.5
Wholesale Trade					
Number of Firms	9,764	15,999	21,000	24,700	54.6
Employment	64,106	104,046	136,000	179,400	72.4
Sales (\$000)	\$16,557,532	\$36,095,571	\$51,726,000	\$80,102,000	121.9
Retail Trade					
Number of Firms	50,307	67,455	81,200	91,500	35.6
Employment	112,077	168,017	212,800	268,600	59.8
Sales (\$000)	\$11,652,680	\$17,617,604	\$22,389,500	\$28,393,800	61.2
FIRE⁶					
Number of Firms	33,752	48,243	59,800	68,500	42.1
Employment	55,644	146,337	218,900	374,700	156.1
Sales (\$000)	\$10,340,153	\$31,366,538	\$48,187,600	\$88,972,100	183.7
Services					
Number of Firms	171,964	234,391	284,300	321,800	37.3
Employment	164,630	316,749	438,400	634,700	100.4
Sales (\$000)	\$10,196,395	\$20,757,736	\$29,206,800	\$43,591,300	110.0

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

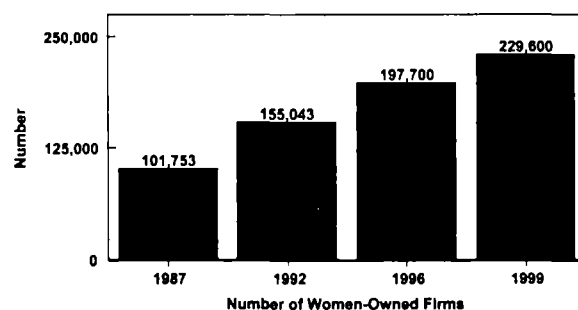


Women-Owned Businesses in North Carolina: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in North Carolina. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in North Carolina in 1999:

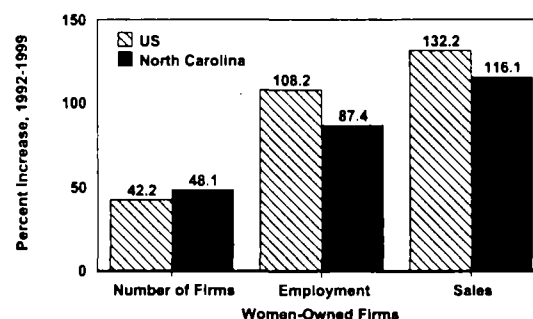
- ❖ As of 1999, there are over 229,000 women-owned businesses in North Carolina, accounting for 36% of all firms in the state.
- ❖ Women-owned firms in North Carolina employ over 605,000 people and generate over \$76 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of North Carolina's women-owned firms increased by 52%, employment increased by 78%, and sales grew by 111%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in North Carolina has increased by 48%, that employment has grown by 87%, and sales have risen 116%.
- ❖ North Carolina ranks 11th out of the 50 states in the number of women-owned firms as of 1999, 14th in employment, and 13th in sales.

Women-Owned Firms Now Number Over 229,000 in North Carolina



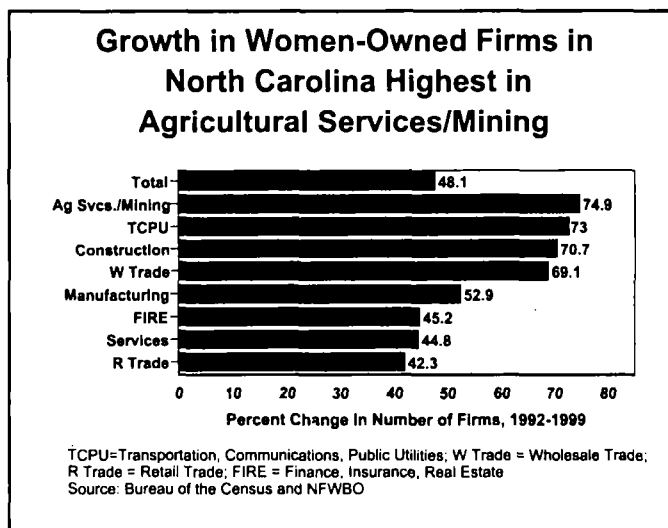
Source: Bureau of the Census and NFWBO

Women-Owned Firms in North Carolina Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In North Carolina, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (48%) of the women-owned firms in North Carolina are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in North Carolina has been in agriculture/mining (75%), followed by transportation/communications (73%) and construction (71%). Growth has been below average among firms in retail trade (42%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in North Carolina: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total North Carolina					
Number of Firms	101,753	155,043	197,700	229,600	48.1
Employment	181,434	322,987	436,200	605,300	87.4
Sales (\$000)	\$16,692,237	\$35,194,956	\$49,997,100	\$76,046,500	116.1
Industry					
Agriculture/Mining					
Number of Firms	1,399	3,009	4,300	5,300	74.9
Employment	990	3,163	**	**	--
Sales (\$000)	\$75,891	\$229,534	**	**	--
Construction					
Number of Firms	3,583	7,238	10,200	12,400	70.7
Employment	10,416	19,609	27,000	38,600	96.7
Sales (\$000)	\$973,921	\$2,084,242	\$2,972,500	\$4,557,600	118.7
Manufacturing					
Number of Firms	3,029	4,866	6,300	7,400	52.9
Employment	48,833	62,974	74,300	86,200	36.8
Sales (\$000)	\$4,577,962	\$8,569,964	\$11,763,600	\$16,776,800	95.8
TCPU⁵					
Number of Firms	1,638	3,422	4,800	5,900	73.0
Employment	9,911	16,220	21,300	28,200	73.7
Sales (\$000)	\$1,053,898	\$1,256,370	\$1,418,300	\$1,572,600	25.2
Wholesale Trade					
Number of Firms	2,677	5,284	7,400	8,900	69.1
Employment	13,768	28,147	39,600	59,300	110.7
Sales (\$000)	\$2,382,441	\$6,406,879	\$9,626,400	\$16,675,900	160.3
Retail Trade					
Number of Firms	23,549	33,740	41,900	48,000	42.3
Employment	44,914	80,989	109,800	153,500	89.5
Sales (\$000)	\$4,060,615	\$8,144,828	\$11,412,200	\$16,896,700	107.5
FIRE⁶					
Number of Firms	10,110	14,935	18,800	21,700	45.2
Employment	7,912	15,515	21,600	31,600	103.6
Sales (\$000)	\$1,298,848	\$3,092,425	\$4,527,300	\$7,350,100	137.7
Services					
Number of Firms	51,344	75,522	94,900	109,400	44.8
Employment	45,048	90,464	126,800	187,900	107.7
Sales (\$000)	\$1,760,319	\$4,018,470	\$5,825,000	\$9,246,400	130.1

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

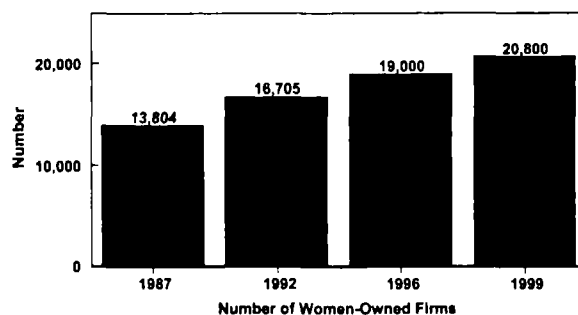


Women-Owned Businesses in North Dakota: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in North Dakota. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in North Dakota in 1999:

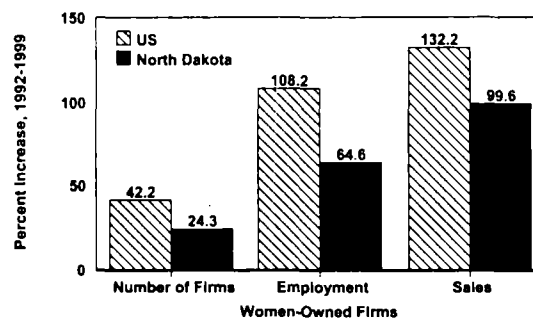
- ❖ As of 1999, there are nearly 21,000 women-owned businesses in North Dakota, accounting for 34% of all firms in the state.
- ❖ Women-owned firms in North Dakota employ nearly 46,000 people and generate \$5.3 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of North Dakota's women-owned firms increased by 21%, employment increased by 55%, and sales grew by 92%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in North Dakota has increased by 24%, that employment has grown by 65%, and sales have risen 100%.
- ❖ North Dakota ranks 51st out of the 50 states and the District of Columbia in the number of women-owned firms as of 1999, 51st in employment, and 50th in sales.

Women-Owned Firms Now Number Nearly 21,000 in North Dakota



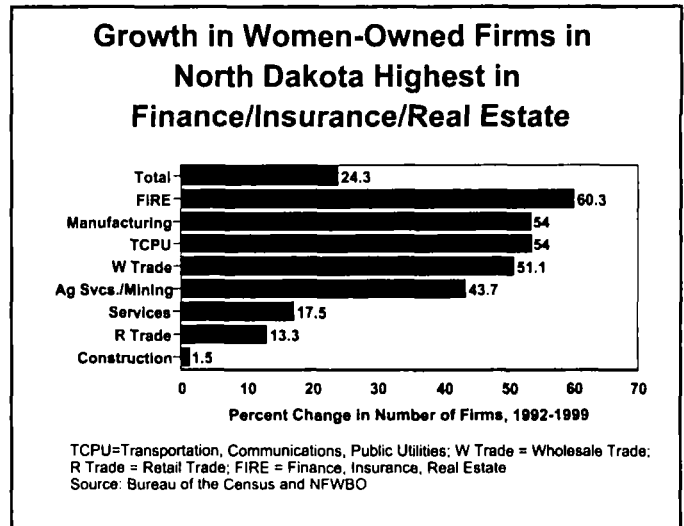
Source: Bureau of the Census and NFWBO

Women-Owned Firms in North Dakota Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In North Dakota, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (49%) of the women-owned firms in North Dakota are in services and 20% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in North Dakota has been in finance/insurance/real estate (60%), followed by manufacturing (54%) and transportation/communications (54%). Growth has been below average among firms in construction (2%), retail trade (13%), and services (18%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

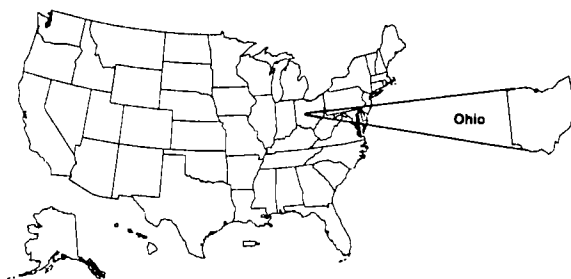
For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in North Dakota: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total North Dakota					
Number of Firms	13,804	16,705	19,000	20,800	24.3
Employment	18,024	27,846	35,700	45,800	64.6
Sales (\$000)	\$1,400,668	\$2,682,552	\$3,708,100	\$5,354,300	99.6
Industry					
Agriculture/Mining					
Number of Firms	171	249	300	400	43.7
Employment	96	187	**	**	--
Sales (\$000)	\$13,472	\$20,882	**	**	--
Construction					
Number of Firms	467	472	500	500	1.5
Employment	833	1,100	1,300	1,500	40.4
Sales (\$000)	\$92,129	\$136,510	\$172,000	\$215,700	58.0
Manufacturing					
Number of Firms	203	330	400	500	54.0
Employment	758	2,167	3,300	5,900	172.1
Sales (\$000)	\$92,173	\$564,101	\$941,600	\$2,507,500	344.5
TCPU⁵					
Number of Firms	297	483	600	700	54.0
Employment	2,140	2,429	2,700	2,900	18.1
Sales (\$000)	\$168,243	\$254,368	\$323,300	\$410,000	61.2
Wholesale Trade					
Number of Firms	269	423	500	600	51.1
Employment	1,066	1,589	2,000	2,500	58.9
Sales (\$000)	\$152,106	\$413,097	\$621,900	\$1,083,000	162.2
Retail Trade					
Number of Firms	3,381	3,734	4,000	4,200	13.3
Employment	6,968	10,800	13,900	17,800	65.1
Sales (\$000)	\$443,872	\$746,412	\$988,400	\$1,329,400	78.1
FIRE⁶					
Number of Firms	797	1,399	1,900	2,200	60.3
Employment	634	868	1,100	1,300	45.9
Sales (\$000)	\$78,677	\$182,399	\$265,400	\$424,700	132.9
Services					
Number of Firms	7,642	8,732	9,600	10,300	17.5
Employment	4,070	6,396	8,300	10,700	67.3
Sales (\$000)	\$162,249	\$246,162	\$313,300	\$398,100	61.7

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

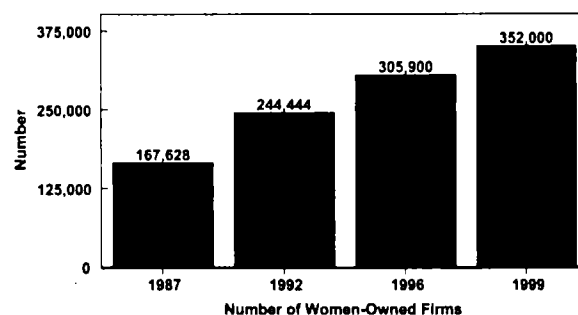


Women-Owned Businesses in Ohio: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Ohio. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Ohio in 1999:

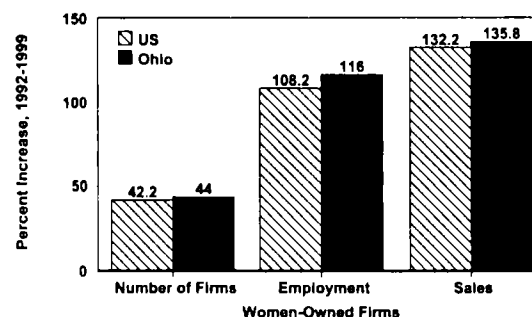
- ❖ As of 1999, there are 352,000 women-owned businesses in Ohio, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in Ohio employ over 1.1 million people and generate nearly \$121 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Ohio's women-owned firms increased by 46%, employment increased by 111%, and sales grew by 136%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Ohio has increased by 44%, that employment has grown by 116%, and sales have risen 136%.
- ❖ Ohio ranks 6th out of the 50 states in the number of women-owned firms as of 1999, 7th in employment, and 10th in sales.

Women-Owned Firms Now Number 352,000 in Ohio



Source: Bureau of the Census and NFWBO

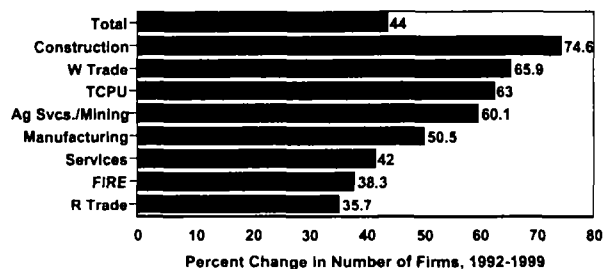
Women-Owned Firms in Ohio Growing At About Same Rate as National Average



Source: Bureau of the Census and NFWBO

- ❖ In Ohio, as in the nation as a whole, most women-owned firms are in services and retail trade. Half (50%) of the women-owned firms in Ohio are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Ohio has been in construction (75%), followed by wholesale trade (66%) and transportation/communications (63%). Growth has been below average among firms in retail trade (36%) and finance/insurance/real estate (38%).

Growth in Women-Owned Firms in Ohio Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Ohio: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Ohio					
Number of Firms	167,628	244,444	305,900	352,000	44.0
Employment	246,911	520,444	739,300	1,124,300	116.0
Sales (\$000)	\$21,736,814	\$51,217,044	\$74,801,200	\$120,766,200	135.8
Industry					
Agriculture/Mining					
Number of Firms	2,510	4,400	5,900	7,000	60.1
Employment	1,581	6,767	10,900	24,100	256.7
Sales (\$000)	\$141,799	\$857,602	\$1,430,200	\$3,785,400	341.4
Construction					
Number of Firms	4,265	9,129	13,000	15,900	74.6
Employment	11,348	29,523	44,100	75,000	154.0
Sales (\$000)	\$957,683	\$3,768,576	\$6,017,300	\$12,737,300	238.0
Manufacturing					
Number of Firms	4,084	6,388	8,200	9,600	50.5
Employment	41,499	103,609	153,300	255,300	146.4
Sales (\$000)	\$6,127,504	\$14,145,127	\$20,559,200	\$32,830,900	132.1
TCPU⁵					
Number of Firms	3,814	6,938	9,400	11,300	63.0
Employment	9,355	28,485	43,800	81,000	184.4
Sales (\$000)	\$1,181,698	\$3,072,292	\$4,584,800	\$7,800,900	153.9
Wholesale Trade					
Number of Firms	3,913	7,388	10,200	12,300	65.9
Employment	21,709	42,194	58,600	85,300	102.1
Sales (\$000)	\$3,128,490	\$10,398,342	\$16,214,200	\$31,414,200	202.1
Retail Trade					
Number of Firms	37,359	50,148	60,400	68,100	35.7
Employment	65,991	123,901	170,200	243,200	96.3
Sales (\$000)	\$4,472,510	\$7,967,857	\$10,764,100	\$14,942,400	87.5
FIRE⁶					
Number of Firms	17,739	24,417	29,800	33,800	38.3
Employment	12,523	27,319	39,200	60,700	122.0
Sales (\$000)	\$2,022,065	\$5,360,113	\$8,030,600	\$13,805,500	157.6
Services					
Number of Firms	86,055	122,887	152,400	174,500	42.0
Employment	73,573	151,611	214,000	321,600	112.1
Sales (\$000)	\$3,094,853	\$6,039,177	\$8,394,600	\$12,245,100	102.8

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

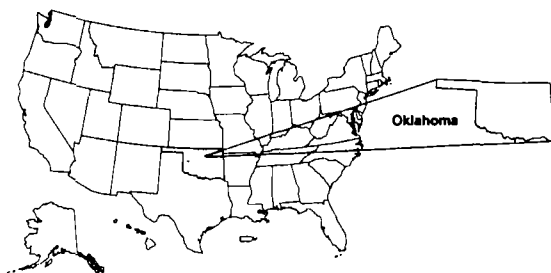
²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

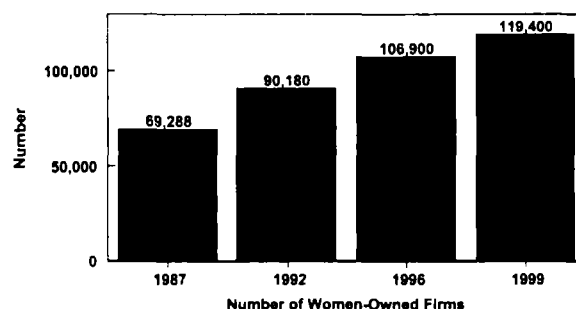


Women-Owned Businesses in Oklahoma: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Oklahoma. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Oklahoma in 1999:

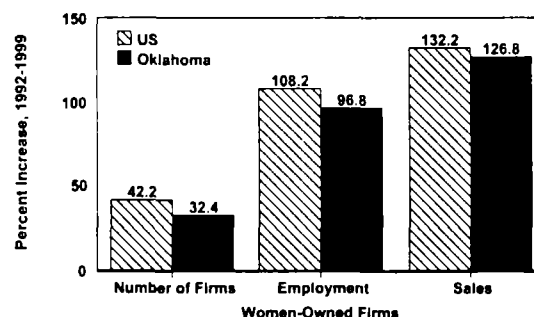
- ❖ As of 1999, there are over 119,000 women-owned businesses in Oklahoma, accounting for 39% of all firms in the state.
- ❖ Women-owned firms in Oklahoma employ over 278,000 people and generate over \$36 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Oklahoma's women-owned firms increased by 30%, employment increased by 88%, and sales grew by 124%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Oklahoma has increased by 32%, that employment has grown by 97%, and sales have risen 127%.
- ❖ Oklahoma ranks 24th out of the 50 states in the number of women-owned firms as of 1999, 28th in employment, and 27th in sales.

Women-Owned Firms Now Number Over 119,000 in Oklahoma



Source: Bureau of the Census and NFWBO

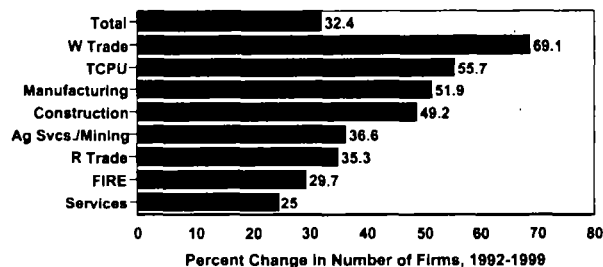
Women-Owned Firms in Oklahoma Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Oklahoma, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (46%) of the women-owned firms in Oklahoma are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Oklahoma has been in wholesale trade (69%), followed by transportation/communications (56%). Growth has been below average among firms in services (25%).

Growth in Women-Owned Firms in Oklahoma Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Oklahoma: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Oklahoma					
Number of Firms	69,288	90,180	106,900	119,400	32.4
Employment	75,081	141,446	194,500	278,400	96.8
Sales (\$000)	\$7,222,276	\$16,183,068	\$23,351,700	\$36,699,400	126.8
Industry					
Agriculture/Mining					
Number of Firms	4,718	6,389	7,700	8,700	36.6
Employment	1,858	3,907	5,500	8,400	115.6
Sales (\$000)	\$314,751	\$746,310	\$1,091,600	\$1,768,300	136.9
Construction					
Number of Firms	2,116	3,262	4,200	4,900	49.2
Employment	3,082	5,830	8,000	11,500	97.5
Sales (\$000)	\$351,647	\$614,414	\$824,600	\$1,132,600	84.3
Manufacturing					
Number of Firms	1,346	2,140	2,800	3,300	51.9
Employment	6,746	22,925	35,900	70,300	206.7
Sales (\$000)	\$724,684	\$3,844,192	\$6,339,800	\$15,677,500	307.8
TCPU⁵					
Number of Firms	1,245	2,066	2,700	3,200	55.7
Employment	2,614	5,339	7,500	11,200	110.5
Sales (\$000)	\$428,384	\$636,547	\$803,100	\$1,008,700	58.5
Wholesale Trade					
Number of Firms	1,319	2,607	3,600	4,400	69.1
Employment	4,452	11,797	17,700	30,400	157.5
Sales (\$000)	\$788,663	\$3,079,626	\$4,912,400	\$10,356,600	236.3
Retail Trade					
Number of Firms	13,992	18,710	22,500	25,300	35.3
Employment	22,175	36,455	47,900	63,600	74.5
Sales (\$000)	\$1,925,403	\$3,256,345	\$4,321,100	\$5,830,000	79.0
FIRE⁶					
Number of Firms	5,641	7,159	8,400	9,300	29.7
Employment	4,039	10,998	16,600	28,900	162.7
Sales (\$000)	\$625,466	\$1,618,095	\$2,412,200	\$4,093,500	153.0
Services					
Number of Firms	35,737	43,508	49,700	54,400	25.0
Employment	23,955	39,419	51,800	68,800	74.6
Sales (\$000)	\$1,001,332	\$1,760,090	\$2,367,100	\$3,261,900	85.3

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

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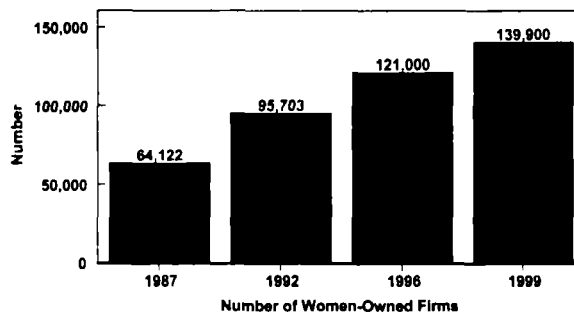


Women-Owned Businesses in Oregon: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Oregon. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Oregon in 1999:

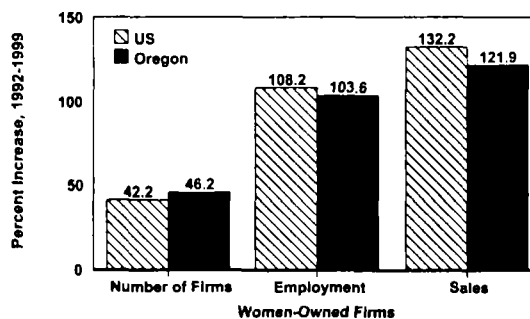
- ❖ As of 1999, there are nearly 140,000 women-owned businesses in Oregon, accounting for 41% of all firms in the state.
- ❖ Women-owned firms employ 390,000 people and generate \$50.7 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Oregon's women-owned firms increased by 49%, employment increased by 96%, and sales grew by 118%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Oregon has increased by 46%, that employment has grown by 104%, and sales have risen 122%.
- ❖ Oregon ranks 23rd out of the 50 states in the number of women-owned firms as of 1999, 23rd in employment, and 24th in sales.

Women-Owned Firms Now Number Nearly 140,000 in Oregon



Source: Bureau of the Census and NFWBO

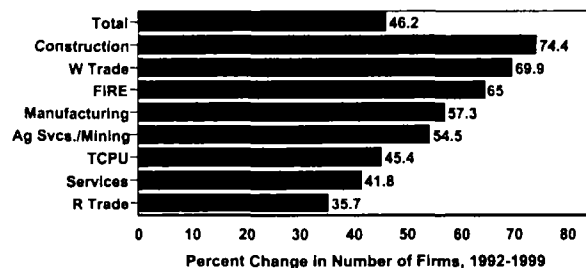
Women-Owned Firms in Oregon Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Oregon, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (51%) of the women-owned firms in Oregon are in services and 16% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Oregon has been in construction (74%), and wholesale trade (70%). Growth has been below average among firms in retail trade (36%).

Growth in Women-Owned Firms in Oregon Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

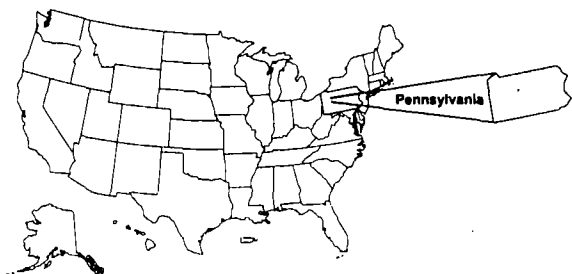
METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Oregon: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Oregon					
Number of Firms	64,122	95,703	121,000	139,900	46.2
Employment	97,713	191,577	266,700	390,000	103.6
Sales (\$000)	\$10,483,959	\$22,850,890	\$32,744,400	\$50,702,400	121.9
Industry					
Agriculture/Mining					
Number of Firms	1,325	2,169	2,800	3,400	54.5
Employment	924	2,752	4,200	7,700	180.1
Sales (\$000)	\$79,750	\$309,368	\$493,100	\$1,035,900	234.9
Construction					
Number of Firms	1,550	3,306	4,700	5,800	74.4
Employment	3,285	8,858	13,300	23,100	160.8
Sales (\$000)	\$375,061	\$1,017,616	\$1,531,700	\$2,665,800	162.0
Manufacturing					
Number of Firms	2,888	4,890	6,500	7,700	57.3
Employment	17,692	37,233	52,900	80,300	115.7
Sales (\$000)	\$2,452,577	\$7,006,811	\$10,650,200	\$19,050,700	171.9
TCPU⁵					
Number of Firms	1,404	2,077	2,600	3,000	45.4
Employment	5,274	9,944	13,700	19,600	97.0
Sales (\$000)	\$608,049	\$1,200,927	\$1,675,200	\$2,459,700	104.8
Wholesale Trade					
Number of Firms	1,624	3,244	4,500	5,500	69.9
Employment	11,920	15,259	17,900	20,700	35.7
Sales (\$000)	\$2,920,291	\$3,657,844	\$4,247,900	\$4,845,400	32.5
Retail Trade					
Number of Firms	12,516	16,795	20,200	22,800	35.7
Employment	28,338	49,806	67,000	92,300	85.3
Sales (\$000)	\$1,867,635	\$4,681,436	\$6,932,500	\$11,568,300	147.1
FIRE⁶					
Number of Firms	5,019	9,369	12,800	15,500	65.0
Employment	5,414	13,281	19,600	32,300	143.1
Sales (\$000)	\$608,798	\$3,137,527	\$5,160,500	\$12,571,500	300.7
Services					
Number of Firms	35,511	50,603	62,700	71,700	41.8
Employment	23,281	51,286	73,700	114,800	123.8
Sales (\$000)	\$1,272,024	\$2,422,855	\$3,343,500	\$4,813,500	98.7

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

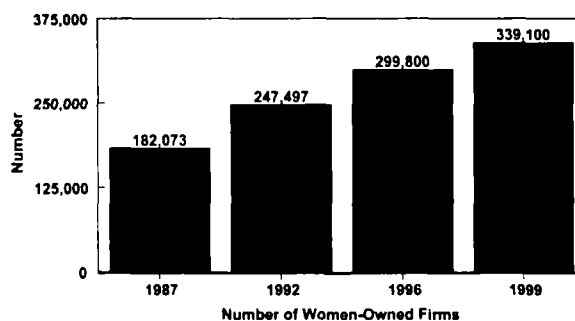


Women-Owned Businesses in Pennsylvania: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Pennsylvania. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Pennsylvania in 1999:

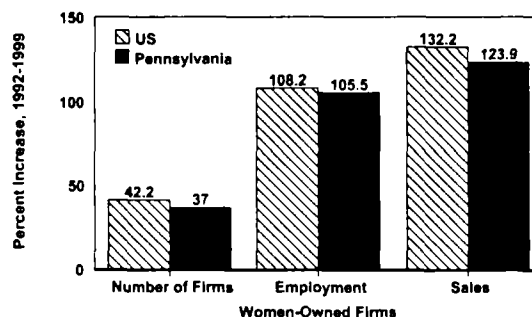
- ❖ As of 1999, there are over 339,000 women-owned businesses in Pennsylvania, accounting for 34% of all sales in the state.
- ❖ Women-owned firms in Pennsylvania employ over 1.2 million people and generate over \$161 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Pennsylvania's women-owned firms increased by 36%, employment increased by 98%, and sales grew by 120%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Pennsylvania has increased by 37%, that employment has grown by 106%, and sales have risen 124%.
- ❖ Pennsylvania ranks 7th out of the 50 states in the number of women-owned firms as of 1999, 6th in employment, and 7th in sales.

Women-Owned Firms Now Number Over 339,000 in Pennsylvania



Source: Bureau of the Census and NFWBO

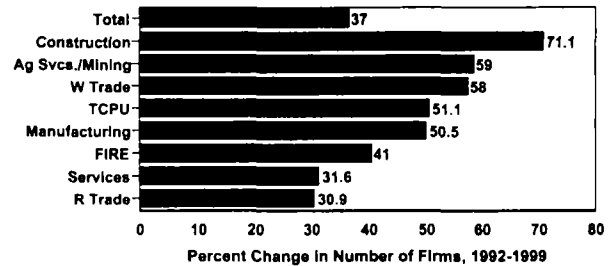
Women-Owned Firms in Pennsylvania Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Pennsylvania, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Pennsylvania are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Pennsylvania has been in construction (71%), followed by agriculture/mining (59%) and wholesale trade (58%). Growth has been below average among firms in retail trade (31%) and services (32%).

Growth in Women-Owned Firms in Pennsylvania Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Pennsylvania: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Pennsylvania					
Number of Firms	182,073	247,497	299,800	339,100	37.0
Employment	310,988	616,865	861,600	1,267,900	105.5
Sales (\$000)	\$32,681,116	\$72,030,500	\$103,510,000	\$161,240,900	123.9
Industry					
Agriculture/Mining					
Number of Firms	2,228	3,850	5,100	6,100	59.0
Employment	2,601	5,549	**	**	--
Sales (\$000)	\$298,237	\$565,029	**	**	--
Construction					
Number of Firms	4,405	8,954	12,600	15,300	71.1
Employment	16,450	29,461	39,900	55,500	88.4
Sales (\$000)	\$2,037,294	\$4,198,198	\$5,926,900	\$8,904,200	112.1
Manufacturing					
Number of Firms	5,101	7,976	10,300	12,000	50.5
Employment	61,074	133,111	190,700	295,300	121.9
Sales (\$000)	\$6,796,003	\$19,961,112	\$30,493,200	\$55,350,400	177.3
TCPU⁵					
Number of Firms	4,104	6,465	8,400	9,800	51.1
Employment	15,791	48,402	74,500	138,300	185.7
Sales (\$000)	\$1,551,656	\$4,700,849	\$7,220,200	\$13,322,100	183.4
Wholesale Trade					
Number of Firms	4,667	7,966	10,600	12,600	58.0
Employment	28,226	48,647	65,000	88,600	82.1
Sales (\$000)	\$5,783,141	\$12,791,195	\$18,397,600	\$28,712,800	124.5
Retail Trade					
Number of Firms	42,183	54,136	63,700	70,900	30.9
Employment	86,802	146,871	194,900	263,100	79.1
Sales (\$000)	\$7,396,243	\$13,931,862	\$19,160,400	\$27,418,100	96.8
FIRE⁶					
Number of Firms	17,120	24,213	29,900	34,100	41.0
Employment	12,188	29,209	42,800	69,800	138.9
Sales (\$000)	\$2,857,920	\$6,611,736	\$9,614,800	\$15,371,600	132.5
Services					
Number of Firms	94,696	122,248	144,300	160,800	31.6
Employment	79,267	175,292	252,100	393,400	124.4
Sales (\$000)	\$3,938,283	\$8,932,961	\$12,928,700	\$20,452,200	129.0

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

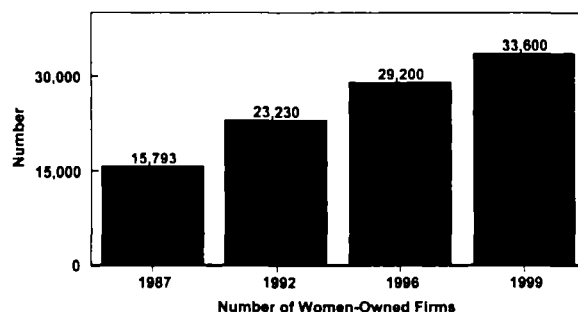


Women-Owned Businesses in Rhode Island: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Rhode Island. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Rhode Island in 1999:

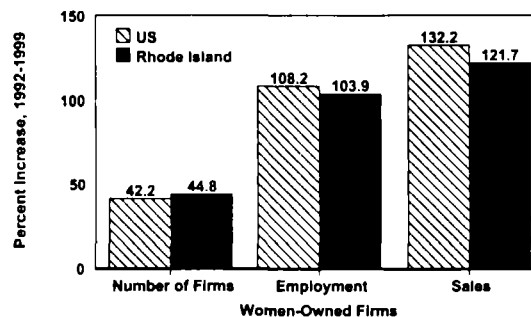
- ❖ As of 1999, there are over 33,000 women-owned businesses in Rhode Island, accounting for 35% of all firms in the state.
- ❖ Women-owned firms in Rhode Island employ nearly 133,000 people and generate nearly \$16 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Rhode Island's women-owned firms increased by 47%, employment increased by 96%, and sales grew by 118%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Rhode Island has increased by 45%, that employment has grown by 104%, and sales have risen 122%.
- ❖ Rhode Island ranks 45th out of the 50 states in the number of women-owned firms as of 1999, 41st in employment, and 40th in sales.

Women-Owned Firms Now Number Over 33,000 in Rhode Island



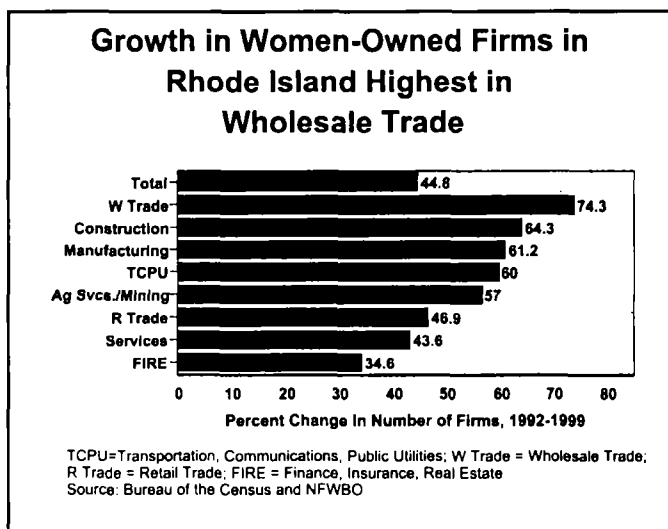
Source: Bureau of the Census and NFWBO

Women-Owned Firms in Rhode Island Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Rhode Island, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (51%) of the women-owned firms in Rhode Island are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Rhode Island has been in wholesale trade (74%), followed by construction (64%) and manufacturing (61%). Growth has been below average among firms in finance/insurance/real estate (35%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Rhode Island: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Rhode Island					
Number of Firms	15,793	23,230	29,200	33,600	44.8
Employment	33,120	65,077	90,600	132,700	103.9
Sales (\$000)	\$3,283,446	\$7,150,261	\$10,243,700	\$15,854,100	121.7
Industry					
Agriculture/Mining					
Number of Firms	229	387	500	600	57.0
Employment	229	415	**	**	--
Sales (\$000)	\$16,055	\$34,789	**	**	--
Construction					
Number of Firms	515	953	1,300	1,600	64.3
Employment	2,203	2,667	3,000	3,400	27.4
Sales (\$000)	\$312,481	\$675,600	\$966,100	\$1,489,400	120.5
Manufacturing					
Number of Firms	593	1,054	1,400	1,700	61.2
Employment	7,981	15,944	22,300	33,000	106.8
Sales (\$000)	\$723,213	\$2,021,971	\$3,061,000	\$5,413,000	167.7
TCPU⁵					
Number of Firms	284	497	700	800	60.0
Employment	777	4,946	**	**	--
Sales (\$000)	\$127,563	\$655,656	**	**	--
Wholesale Trade					
Number of Firms	336	717	1,000	1,300	74.3
Employment	1,712	3,774	5,400	8,400	123.9
Sales (\$000)	\$299,743	\$1,126,452	\$1,787,800	\$3,694,400	228.0
Retail Trade					
Number of Firms	2,918	4,388	5,600	6,400	46.9
Employment	9,470	14,927	19,300	25,000	67.7
Sales (\$000)	\$904,458	\$1,156,907	\$1,358,900	\$1,568,700	35.6
FIRE⁶					
Number of Firms	1,944	2,581	3,100	3,500	34.6
Employment	940	4,910	8,100	19,800	304.1
Sales (\$000)	\$293,976	\$830,085	\$1,259,000	\$2,238,100	169.6
Services					
Number of Firms	8,202	11,907	14,900	17,100	43.6
Employment	8,466	17,582	24,900	37,500	113.4
Sales (\$000)	\$353,618	\$803,440	\$1,163,300	\$1,841,900	129.3

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

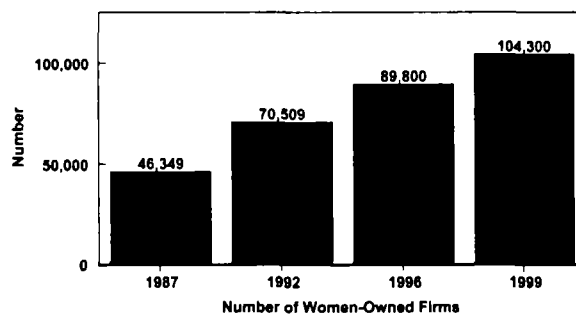


Women-Owned Businesses in South Carolina: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in South Carolina. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in South Carolina in 1999:

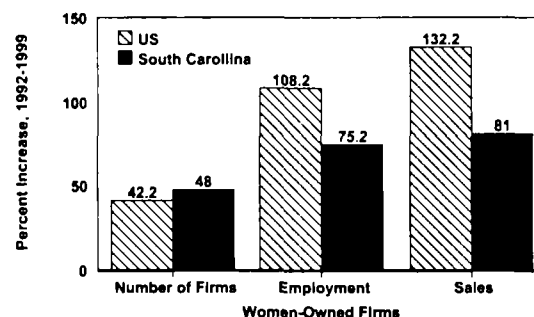
- ❖ As of 1999, there are over 104,000 women-owned businesses in South Carolina, accounting for 36% of all firms in the state.
- ❖ Women-owned firms in South Carolina employ 232,000 people and generate over \$22 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of South Carolina's women-owned firms increased by 52%, employment increased by 65%, and sales grew by 71%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in South Carolina has increased by 48%, that employment has grown by 75%, and sales have risen 81%.
- ❖ South Carolina ranks 29th out of the 50 states in the number of women-owned firms as of 1999, 30th in employment, and 36th in sales.

Women-Owned Firms Now Number Over 104,000 in South Carolina



Source: Bureau of the Census and NFWBO

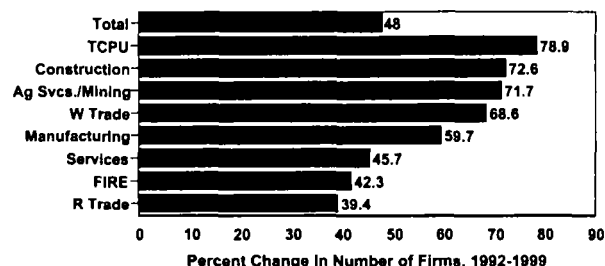
Women-Owned Firms in South Carolina Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In South Carolina, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in South Carolina are in services and 22% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in South Carolina has been in transportation/communications (79%), followed by construction (73%) and agriculture/mining (72%). Growth has been below average among firms in retail trade (39%) and finance/insurance/real estate (42%).

Growth in Women-Owned Firms in South Carolina Highest in Transportation/Communications



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade; R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in South Carolina: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total South Carolina					
Number of Firms	46,349	70,509	89,800	104,300	48.0
Employment	80,193	132,421	174,200	232,000	75.2
Sales (\$000)	\$7,226,410	\$12,371,013	\$16,486,700	\$22,392,500	81.0
Industry					
Agriculture/Mining					
Number of Firms	503	1,031	1,500	1,800	71.7
Employment	541	1,286	**	**	--
Sales (\$000)	\$32,348	\$82,801	**	**	--
Construction					
Number of Firms	1,529	3,175	4,500	5,500	72.6
Employment	4,819	9,956	14,100	21,200	112.5
Sales (\$000)	\$348,314	\$751,532	\$1,074,100	\$1,654,100	120.1
Manufacturing					
Number of Firms	882	1,538	2,100	2,500	59.7
Employment	19,446	24,019	27,700	31,300	30.4
Sales (\$000)	\$1,788,087	\$2,594,388	\$3,239,400	\$4,015,000	54.8
TCPU⁵					
Number of Firms	669	1,533	2,200	2,700	78.9
Employment	2,292	5,915	8,800	14,900	152.5
Sales (\$000)	\$284,875	\$557,271	\$775,200	\$1,132,300	103.2
Wholesale Trade					
Number of Firms	1,041	2,042	2,800	3,400	68.6
Employment	7,424	7,834	8,200	8,400	7.6
Sales (\$000)	\$1,511,296	\$1,825,067	\$2,076,100	\$2,319,000	27.1
Retail Trade					
Number of Firms	11,751	16,360	20,000	22,800	39.4
Employment	19,447	32,384	42,700	57,200	76.5
Sales (\$000)	\$1,526,452	\$2,912,466	\$4,021,300	\$5,794,700	99.0
FIRE⁶					
Number of Firms	4,872	6,983	8,700	9,900	42.3
Employment	2,748	5,470	7,600	11,300	106.1
Sales (\$000)	\$564,303	\$1,226,755	\$1,756,700	\$2,716,300	121.4
Services					
Number of Firms	22,754	33,784	42,600	49,200	45.7
Employment	22,041	40,763	55,700	79,000	93.7
Sales (\$000)	\$849,817	\$1,627,771	\$2,250,100	\$3,249,300	99.6

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

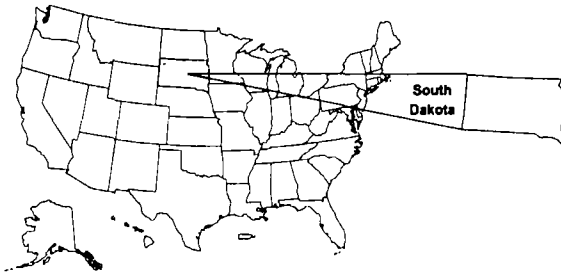
³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

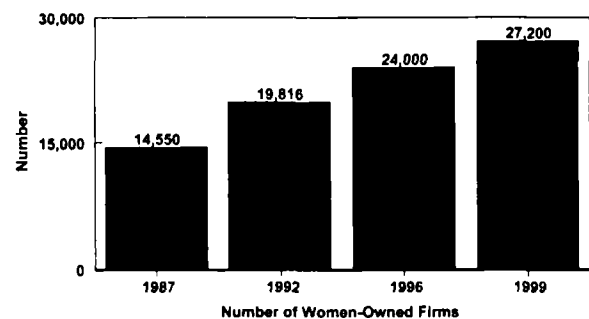


Women-Owned Businesses in South Dakota: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in South Dakota. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in South Dakota in 1999:

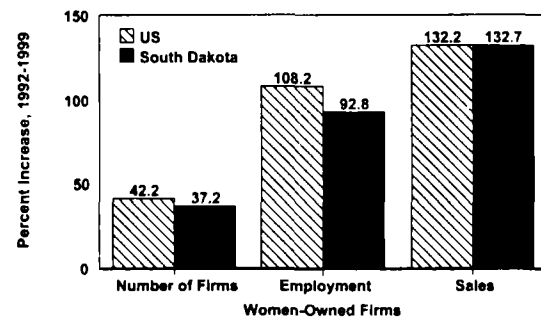
- ❖ As of 1999, there are over 27,000 women-owned businesses in South Dakota, accounting for 36% of all firms in the state.
- ❖ Women-owned firms in South Dakota employ 73,500 people and generate nearly \$9.6 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of South Dakota's women-owned firms increased by 36%, employment increased by 84%, and sales grew by 132%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in South Dakota has increased by 37%, that employment has grown by 93%, and sales have risen 133%.
- ❖ South Dakota ranks 47th out of the 50 states in the number of women-owned firms as of 1999, 46th in employment, and 46th in sales.

Women-Owned Firms Now Number Over 27,000 in South Dakota



Source: Bureau of the Census and NFWBO

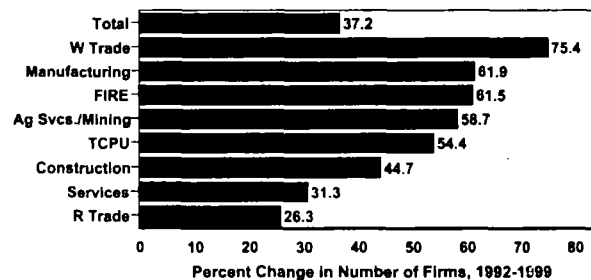
Women-Owned Firms in South Dakota Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In South Dakota, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (49%) of the women-owned firms in South Dakota are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in South Dakota has been in wholesale trade (75%), followed by manufacturing (62%) and finance/insurance/real estate (62%). Growth has been below average among firms in retail trade (26%) and services (31%).

Growth in Women-Owned Firms in South Dakota Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

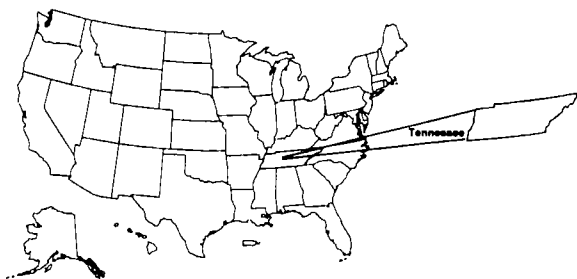
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Women-Owned Firms in South Dakota: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total South Dakota					
Number of Firms	14,550	19,816	24,000	27,200	37.2
Employment	20,717	38,101	52,000	73,500	92.8
Sales (\$000)	\$1,778,815	\$4,118,984	\$5,991,100	\$9,582,900	132.7
Industry					
Agriculture/Mining					
Number of Firms	223	384	500	600	58.7
Employment	84	540	**	**	--
Sales (\$000)	\$10,646	\$47,056	**	**	--
Construction					
Number of Firms	468	688	900	1,000	44.7
Employment	948	2,054	2,900	4,500	120.9
Sales (\$000)	\$104,785	\$226,918	\$324,600	\$500,900	120.7
Manufacturing					
Number of Firms	280	501	700	800	61.9
Employment	1,806	5,828	9,000	17,300	196.1
Sales (\$000)	\$308,445	\$724,781	\$1,057,800	\$1,705,400	135.3
TCPU⁵					
Number of Firms	314	513	700	800	54.4
Employment	1,164	2,914	4,300	7,200	146.8
Sales (\$000)	\$122,882	\$251,897	\$355,100	\$532,000	111.2
Wholesale Trade					
Number of Firms	280	607	900	1,100	75.4
Employment	1,507	2,434	3,200	4,200	71.6
Sales (\$000)	\$171,404	\$981,721	\$1,630,000	\$4,194,200	327.2
Retail Trade					
Number of Firms	3,709	4,565	5,300	5,800	26.3
Employment	7,410	11,676	15,100	19,600	67.7
Sales (\$000)	\$581,879	\$990,842	\$1,318,000	\$1,784,900	80.1
FIRE⁶					
Number of Firms	817	1,457	2,000	2,400	61.5
Employment	641	1,314	1,900	2,800	111.3
Sales (\$000)	\$76,247	\$217,425	\$330,400	\$590,400	171.5
Services					
Number of Firms	7,939	10,223	12,100	13,400	31.3
Employment	5,400	9,620	13,000	18,000	87.5
Sales (\$000)	\$198,675	\$406,094	\$572,000	\$855,600	110.7

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

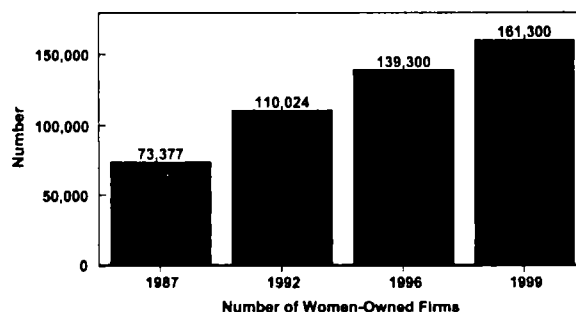


Women-Owned Businesses in Tennessee: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Tennessee. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Tennessee in 1999:

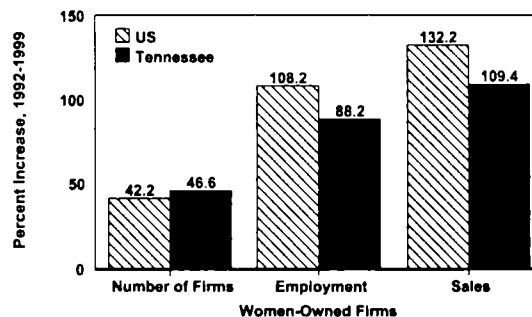
- ❖ As of 1999, there are over 161,000 women-owned businesses in Tennessee, accounting for 35% of all firms in the state.
- ❖ Women-owned firms in Tennessee employ over 365,000 people and generate nearly \$44 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Tennessee's women-owned firms increased by 50%, employment increased by 79%, and sales grew by 103%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Tennessee has increased by 47%, that employment has grown by 88%, and sales have risen 109%.
- ❖ Tennessee ranks 20th out of the 50 states in the number of women-owned firms as of 1999, 24th in employment, and 25th in sales.

Women-Owned Firms Now Number Over 161,000 in Tennessee



Source: Bureau of the Census and NFWBO

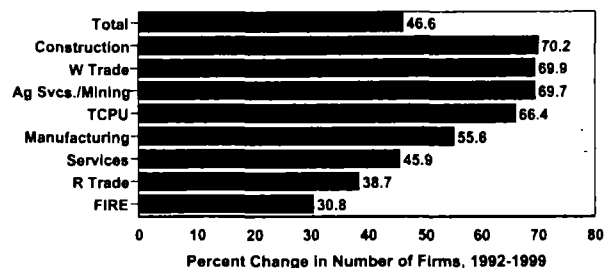
Women-Owned Firms in Tennessee Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Tennessee, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (49%) of the women-owned firms in Tennessee are in services and 21% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Tennessee has been in construction (70%), wholesale trade (70%) and agriculture/mining (70%). Growth has been below average among firms in finance/insurance/real estate (31%) and retail trade (39%).

Growth in Women-Owned Firms in Tennessee Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Tennessee: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Tennessee					
Number of Firms	73,377	110,024	139,300	161,300	46.6
Employment	108,560	194,167	262,700	365,400	88.2
Sales (\$000)	\$10,354,359	\$21,002,679	\$29,521,300	\$43,974,100	109.4
Industry					
Agriculture/Mining					
Number of Firms	827	1,647	2,300	2,800	69.7
Employment	673	1,926	**	**	--
Sales (\$000)	\$62,159	\$152,544	**	**	--
Construction					
Number of Firms	2,277	4,564	6,400	7,800	70.2
Employment	5,450	8,105	10,200	12,900	58.6
Sales (\$000)	\$475,901	\$989,755	\$1,400,800	\$2,115,000	113.7
Manufacturing					
Number of Firms	1,836	3,046	4,000	4,700	55.6
Employment	15,373	30,883	43,300	64,200	107.7
Sales (\$000)	\$1,442,615	\$4,638,329	\$7,194,900	\$13,698,300	195.3
TCPU⁵					
Number of Firms	1,502	2,855	3,900	4,700	66.4
Employment	6,653	12,887	17,900	26,000	101.5
Sales (\$000)	\$698,741	\$1,314,606	\$1,807,300	\$2,584,500	96.6
Wholesale Trade					
Number of Firms	1,824	3,642	5,100	6,200	69.9
Employment	6,721	16,738	24,800	41,200	145.9
Sales (\$000)	\$1,348,398	\$3,672,529	\$5,531,800	\$9,647,700	162.7
Retail Trade					
Number of Firms	17,760	24,540	30,000	34,000	38.7
Employment	32,787	45,830	56,300	68,300	49.0
Sales (\$000)	\$2,858,929	\$4,232,556	\$5,331,500	\$6,682,600	57.9
FIRE⁶					
Number of Firms	7,562	9,697	11,400	12,700	30.8
Employment	5,278	8,689	11,400	15,200	74.7
Sales (\$000)	\$956,947	\$2,128,401	\$3,065,600	\$4,798,700	125.5
Services					
Number of Firms	36,724	54,620	68,900	79,700	45.9
Employment	29,964	64,167	91,500	140,400	118.8
Sales (\$000)	\$1,423,043	\$3,039,044	\$4,331,800	\$6,634,300	118.3

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

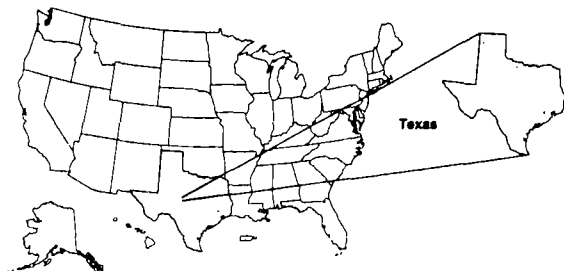
³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

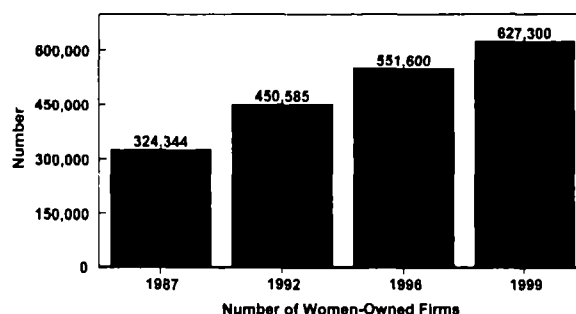


Women-Owned Businesses in Texas: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Texas. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Texas in 1999:

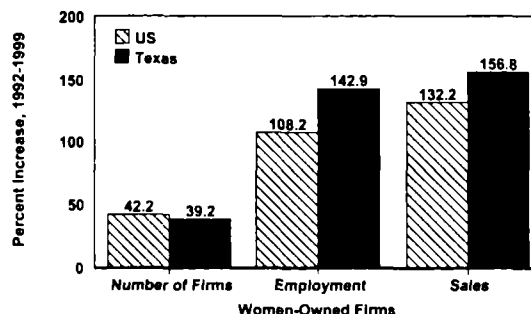
- ❖ As of 1999, there are over 627,000 women-owned businesses in Texas, accounting for 37% of all firms in the state.
- ❖ Women-owned firms in Texas employ over 1.8 million people and generate over \$222 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Texas' women-owned firms increased by 39%, employment increased by 145%, and sales grew by 164%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Texas has increased by 39%, that employment has grown by 143%, and sales have risen 157%.
- ❖ Texas ranks 2nd out of the 50 states in the number of women-owned firms as of 1999, 4th in employment, and 4th in sales.

Women-Owned Firms Now Number Over 627,000 in Texas



Source: Bureau of the Census and NFWBO

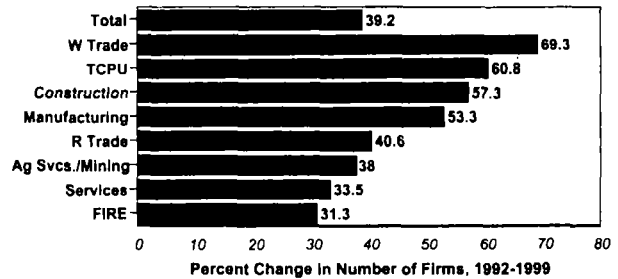
Women-Owned Firms in Texas Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Texas, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Texas are in services and 20% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Texas has been in wholesale trade (69%), followed by transportation/communications (61%) and construction (57%). Growth has been below average among firms in finance/insurance/real estate (31%) and services (34%).

Growth in Women-Owned Firms in Texas Highest in Wholesale Trade



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Texas: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Texas					
Number of Firms	324,344	450,585	551,600	627,300	39.2
Employment	304,122	745,124	1,097,900	1,810,000	142.9
Sales (\$000)	\$32,793,147	\$86,557,929	\$129,569,800	\$222,241,500	156.8
Industry					
Agriculture/Mining					
Number of Firms	14,586	20,027	24,400	27,600	38.0
Employment	7,158	19,555	29,500	51,500	163.3
Sales (\$000)	\$1,336,973	\$5,627,930	\$9,060,700	\$19,866,600	253.0
Construction					
Number of Firms	9,224	15,610	20,700	24,600	57.3
Employment	14,523	35,684	52,600	86,900	143.4
Sales (\$000)	\$1,363,577	\$4,021,845	\$6,148,500	\$11,185,200	178.1
Manufacturing					
Number of Firms	8,112	13,095	17,100	20,100	53.3
Employment	32,703	78,318	114,800	187,000	138.7
Sales (\$000)	\$3,614,580	\$12,841,857	\$20,223,700	\$40,578,100	216.0
TCPU⁵					
Number of Firms	6,130	10,843	14,600	17,400	60.8
Employment	17,094	44,523	66,500	113,200	154.2
Sales (\$000)	\$2,219,482	\$5,323,582	\$7,806,900	\$12,724,700	139.0
Wholesale Trade					
Number of Firms	8,040	15,922	22,200	27,000	69.3
Employment	21,898	52,965	77,800	127,400	140.5
Sales (\$000)	\$4,164,853	\$16,374,912	\$26,143,000	\$55,313,800	237.8
Retail Trade					
Number of Firms	63,411	89,354	110,100	125,700	40.6
Employment	77,763	171,885	247,200	385,600	124.4
Sales (\$000)	\$6,937,993	\$14,560,638	\$20,658,800	\$31,343,700	115.3
FIRE⁶					
Number of Firms	32,641	42,044	49,600	55,200	31.3
Employment	19,486	49,280	73,100	122,600	148.8
Sales (\$000)	\$3,733,283	\$10,370,738	\$15,680,700	\$27,635,500	166.5
Services					
Number of Firms	169,385	222,610	265,200	297,100	33.5
Employment	98,316	260,831	390,800	672,200	157.7
Sales (\$000)	\$5,497,490	\$11,672,770	\$16,613,000	\$25,364,200	117.3

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1992 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

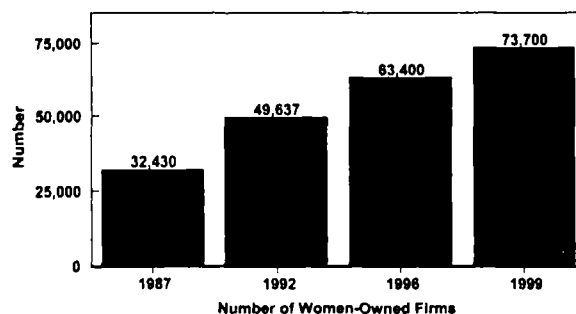


Women-Owned Businesses in Utah: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Utah. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Utah in 1999:

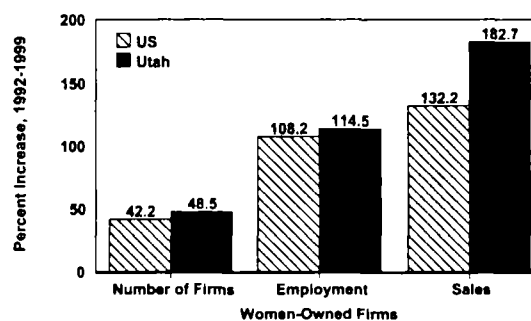
- ❖ As of 1999, there are nearly 74,000 women-owned businesses in Utah, accounting for 40% of all firms in the state.
- ❖ Women-owned firms in Utah employ over 175,000 people and generate over \$29 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Utah's women-owned firms increased by 53%, employment increased by 109%, and sales grew by 202%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Utah has increased by 49%, that employment has grown by 115%, and sales have risen 183%.
- ❖ Utah ranks 33rd out of the 50 states in the number of women-owned firms as of 1999, 36th in employment, and 32nd in sales.

Women-Owned Firms Now Number Nearly 74,000 in Utah



Source: Bureau of the Census and NFWBO

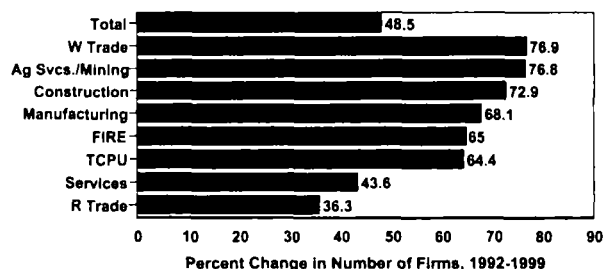
Women-Owned Firms in Utah Growing More Rapidly Than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Utah, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (52%) of the women-owned firms in Utah are in services and 16% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Utah has been in wholesale trade (77%), agriculture/mining (77%) and construction (73%). Growth has been below average among firms in retail trade (36%).

Growth in Women-Owned Firms in Utah Highest in Wholesale Trade and Agriculture/Mining



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

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National Foundation for Women Business Owners

Women-Owned Firms in Utah: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Utah					
Number of Firms	32,430	49,637	63,400	73,700	48.5
Employment	39,063	81,626	115,700	175,100	114.5
Sales (\$000)	\$3,411,444	\$10,300,226	\$15,811,300	\$29,121,400	182.7
Industry					
Agriculture/Mining					
Number of Firms	297	659	900	1,200	76.8
Employment	395	1,105	1,700	3,000	167.7
Sales (\$000)	\$26,259	\$99,222	\$157,600	\$326,600	229.1
Construction					
Number of Firms	881	1,838	2,600	3,200	72.9
Employment	2,580	4,651	6,300	8,800	89.5
Sales (\$000)	\$306,693	\$662,600	\$947,300	\$1,459,900	120.3
Manufacturing					
Number of Firms	1,023	1,992	2,800	3,400	68.1
Employment	2,776	9,163	14,300	27,600	200.7
Sales (\$000)	\$307,220	\$1,360,333	\$2,202,800	\$4,959,000	264.5
TCPU⁵					
Number of Firms	500	925	1,300	1,500	64.4
Employment	2,982	3,362	3,700	3,900	17.1
Sales (\$000)	\$262,588	\$347,228	\$414,900	\$488,100	40.6
Wholesale Trade					
Number of Firms	842	1,869	2,700	3,300	76.9
Employment	3,891	6,158	8,000	10,400	68.4
Sales (\$000)	\$464,113	\$2,273,792	\$3,721,500	\$8,830,700	288.4
Retail Trade					
Number of Firms	6,299	8,503	10,300	11,600	36.3
Employment	9,472	20,792	29,800	46,400	123.1
Sales (\$000)	\$623,426	\$1,861,270	\$2,851,500	\$5,220,900	180.5
FIRE⁶					
Number of Firms	2,527	4,717	6,500	7,800	65.0
Employment	2,771	3,769	4,600	5,500	44.9
Sales (\$000)	\$344,003	\$885,338	\$1,318,400	\$2,231,200	152.0
Services					
Number of Firms	18,290	26,550	33,200	38,100	43.6
Employment	12,634	27,949	40,200	62,700	124.5
Sales (\$000)	\$640,459	\$1,765,544	\$2,665,600	\$4,678,800	165.0

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

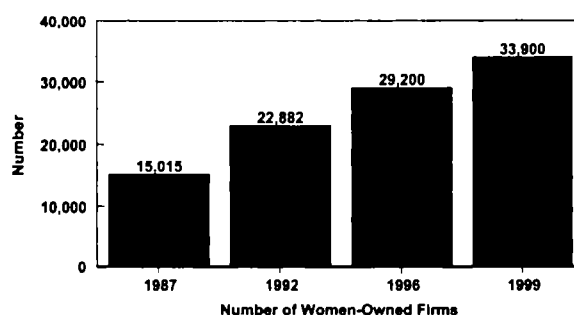


Women-Owned Businesses in Vermont: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Vermont. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Vermont in 1999:

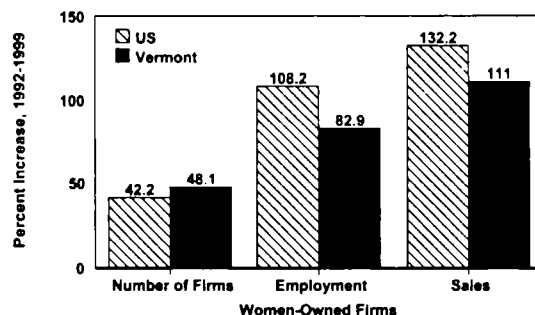
- ❖ As of 1999, there are nearly 34,000 women-owned businesses in Vermont, accounting for 40% of all firms in the state.
- ❖ Women-owned firms in Vermont employ nearly 69,000 people and generate over \$8 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Vermont's women-owned firms increased by 52%, employment increased by 73%, and sales grew by 105%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Vermont has increased by 48%, that employment has grown by 83%, and sales have risen 111%.
- ❖ Vermont ranks 44th out of the 50 states in the number of women-owned firms as of 1999, 47th in employment, and 49th in sales.

Women-Owned Firms Now Number Nearly 34,000 in Vermont



Source: Bureau of the Census and NFWBO

Women-Owned Firms in Vermont Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Vermont, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (53%) of the women-owned firms in Vermont are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Vermont has been in wholesale trade (78%), followed by construction (60%) and transportation/communications (58%). Growth has been below average among firms in finance/insurance/real estate (30%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

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Women-Owned Firms in Vermont: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Vermont					
Number of Firms	15,015	22,882	29,200	33,900	48.1
Employment	21,725	37,629	50,400	68,800	82.9
Sales (\$000)	\$1,876,925	\$3,842,384	\$5,414,800	\$8,105,900	111.0
Industry					
Agriculture/Mining					
Number of Firms	284	451	600	700	51.6
Employment	170	371	**	**	--
Sales (\$000)	\$14,215	\$25,906	**	**	--
Construction					
Number of Firms	662	1,156	1,600	1,800	59.8
Employment	1,494	1,811	2,100	2,300	27.6
Sales (\$000)	\$145,343	\$207,884	\$257,900	\$317,100	52.5
Manufacturing					
Number of Firms	889	1,452	1,900	2,200	54.3
Employment	2,423	4,774	6,700	9,800	104.4
Sales (\$000)	\$384,143	\$593,457	\$760,900	\$976,600	64.6
TCPU⁵					
Number of Firms	286	490	700	800	58.2
Employment	1,106	2,588	3,800	6,100	134.6
Sales (\$000)	\$92,620	\$255,199	\$385,300	\$676,100	164.9
Wholesale Trade					
Number of Firms	303	685	1,000	1,200	78.0
Employment	1,061	3,219	4,900	9,100	183.7
Sales (\$000)	\$130,771	\$675,913	\$1,112,000	\$2,713,100	301.4
Retail Trade					
Number of Firms	2,925	4,314	5,400	6,300	45.1
Employment	6,478	11,125	14,800	20,200	81.5
Sales (\$000)	\$481,966	\$939,722	\$1,305,900	\$1,904,100	102.6
FIRE⁶					
Number of Firms	1,335	1,694	2,000	2,200	29.7
Employment	829	1,805	2,600	4,000	121.6
Sales (\$000)	\$167,514	\$316,969	\$436,500	\$626,200	97.6
Services					
Number of Firms	7,851	12,116	15,500	18,100	49.3
Employment	6,570	10,234	13,200	17,000	65.9
Sales (\$000)	\$287,314	\$513,611	\$694,600	\$966,100	88.1

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

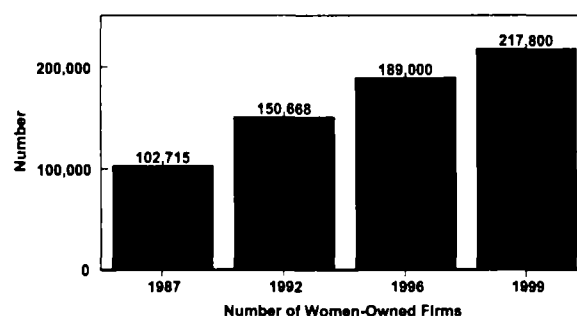


Women-Owned Businesses in Virginia: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Virginia. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Virginia in 1999:

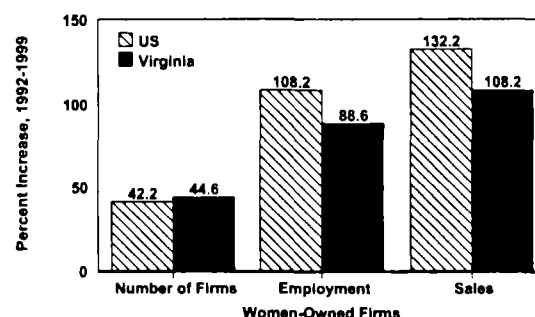
- ❖ As of 1999, there are nearly 218,000 women-owned businesses in Virginia, accounting for 38% of all firms in the state.
- ❖ Women-owned firms in Virginia employ over 521,000 people and generate over \$61 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Virginia's women-owned firms increased by 47%, employment increased by 79%, and sales grew by 101%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Virginia has increased by 45%, that employment has grown by 89%, and sales have risen 108%.
- ❖ Virginia ranks 13th out of the 50 states in the number of women-owned firms as of 1999, 17th in employment, and 19th in sales.

Women-Owned Firms Now Number Nearly 218,000 in Virginia



Source: Bureau of the Census and NFWBO

Women-Owned Firms in Virginia Growing Less Rapidly than National Average

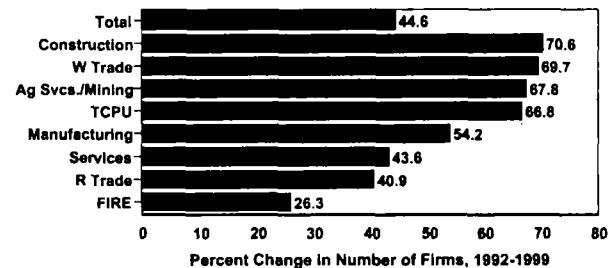


Source: Bureau of the Census and NFWBO

National Foundation for Women Business Owners

- ❖ In Virginia, as in the nation as a whole, most women-owned firms are in services and retail trade. Over half (52%) of the women-owned firms in Virginia are in services and 18% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Virginia has been in construction (71%) and wholesale trade (70%). Growth has been below average among firms in finance/insurance/real estate (26%).

Growth in Women-Owned Firms in Virginia Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Virginia: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Virginia					
Number of Firms	102,715	150,668	189,000	217,800	44.6
Employment	154,081	276,306	374,100	521,200	88.6
Sales (\$000)	\$14,581,214	\$29,374,625	\$41,209,400	\$61,157,500	108.2
Industry					
Agriculture/Mining					
Number of Firms	1,277	2,477	3,400	4,200	67.8
Employment	2,898	5,226	7,100	9,900	89.5
Sales (\$000)	\$245,572	\$470,019	\$649,600	\$937,600	99.5
Construction					
Number of Firms	3,028	6,106	8,600	10,400	70.6
Employment	13,735	20,182	25,300	31,600	56.7
Sales (\$000)	\$1,419,559	\$2,248,670	\$2,912,000	\$3,789,600	68.5
Manufacturing					
Number of Firms	2,161	3,526	4,600	5,400	54.2
Employment	16,564	37,356	54,000	85,100	127.9
Sales (\$000)	\$1,654,560	\$4,194,020	\$6,225,600	\$10,450,800	149.2
TCPU⁵					
Number of Firms	1,934	3,699	5,100	6,200	66.8
Employment	9,895	16,090	21,000	27,800	72.7
Sales (\$000)	\$878,612	\$1,597,142	\$2,172,000	\$3,048,400	90.9
Wholesale Trade					
Number of Firms	1,985	3,951	5,500	6,700	69.7
Employment	9,196	22,248	32,700	53,500	140.6
Sales (\$000)	\$1,493,511	\$5,651,676	\$8,978,200	\$18,619,900	229.5
Retail Trade					
Number of Firms	19,684	27,817	34,300	39,200	40.9
Employment	43,737	59,926	72,900	87,500	46.0
Sales (\$000)	\$3,607,139	\$5,275,084	\$6,609,400	\$8,227,900	56.0
FIRE⁶					
Number of Firms	14,338	17,661	20,300	22,300	26.3
Employment	8,091	20,107	29,700	49,400	145.5
Sales (\$000)	\$1,928,890	\$4,333,576	\$6,317,000	\$10,154,100	134.3
Services					
Number of Firms	54,258	78,777	98,400	113,100	43.6
Employment	41,313	89,059	127,300	195,900	119.9
Sales (\$000)	\$1,928,890	\$4,090,601	\$5,820,000	\$8,879,900	117.1

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

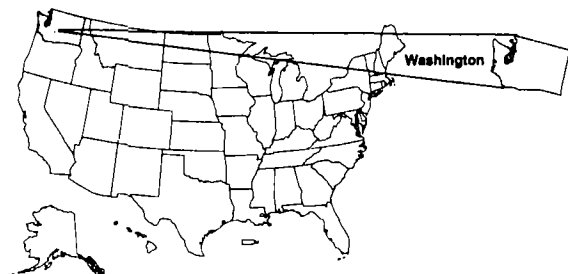
²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

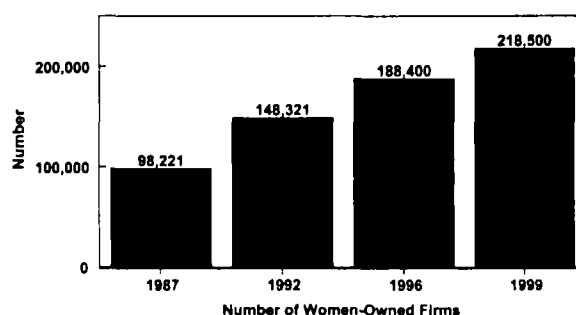


Women-Owned Businesses in Washington: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Washington. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Washington in 1999:

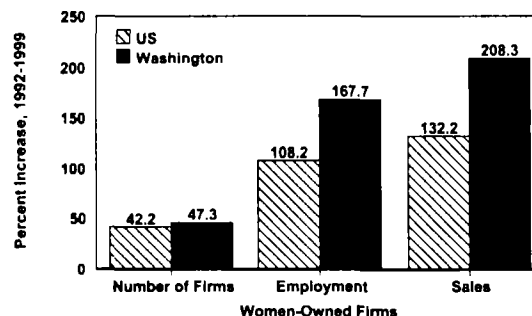
- ❖ As of 1999, there are over 218,000 women-owned businesses in Washington, accounting for 41% of all firms in the state.
- ❖ Women-owned firms in Washington employ 901,500 people and generate over \$121 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Washington's women-owned firms increased by 51%, employment increased by 180%, and sales grew by 242%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Washington has increased by 47%, that employment has grown by 168%, and sales have risen 208%.
- ❖ Washington ranks 12th out of the 50 states in the number of women-owned firms as of 1999, 9th in employment, and 9th in sales.

Women-Owned Firms Now Number 218,500 in Washington



Source: Bureau of the Census and NFWBO

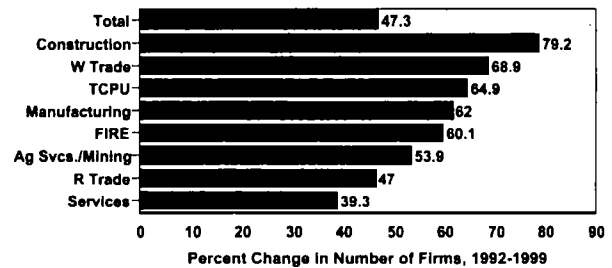
Women-Owned Firms in Washington Growing More Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Washington, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (49%) of the women-owned firms in Washington are in services and 19% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Washington has been in construction (79%) and wholesale trade (69%). Growth has been below average among firms in services (39%).

Growth in Women-Owned Firms in Washington Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade;
R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Washington: 1987-1999					
	1987 ¹	1992 ²	1999 ⁴	1999 ⁴	% Change, 1992-99
Total Washington					
Number of Firms	98,221	148,321	188,400	218,500	47.3
Employment	120,483	336,783	509,800	901,500	167.7
Sales (\$000)	\$11,488,163	\$39,340,346	\$61,622,100	\$121,276,700	208.3
Industry					
Agriculture/Mining					
Number of Firms	1,869	3,040	4,000	4,700	53.9
Employment	1,284	5,495	8,900	19,600	256.7
Sales (\$000)	\$104,069	\$516,286	\$846,100	\$2,020,700	291.4
Construction					
Number of Firms	2,256	5,197	7,500	9,300	79.2
Employment	5,577	21,037	33,400	69,200	228.8
Sales (\$000)	\$743,091	\$2,459,048	\$3,831,800	\$7,406,800	201.2
Manufacturing					
Number of Firms	3,444	6,185	8,400	10,000	62.0
Employment	16,673	93,984	155,800	397,700	323.1
Sales (\$000)	\$2,964,151	\$13,833,000	\$22,528,100	\$52,122,100	276.8
TCPU⁵					
Number of Firms	1,713	3,191	4,400	5,300	64.9
Employment	9,085	28,775	44,500	84,100	192.3
Sales (\$000)	\$854,324	\$2,934,784	\$4,599,200	\$9,066,400	208.9
Wholesale Trade					
Number of Firms	2,771	5,459	7,600	9,200	68.9
Employment	8,783	24,108	36,400	63,700	164.2
Sales (\$000)	\$1,558,235	\$6,800,047	\$10,993,500	\$24,561,800	261.2
Retail Trade					
Number of Firms	18,894	28,437	36,100	41,800	47.0
Employment	32,077	72,668	105,100	166,200	128.7
Sales (\$000)	\$2,171,589	\$6,613,733	\$10,167,400	\$18,812,400	184.4
FIRE⁶					
Number of Firms	8,797	15,410	20,700	24,700	60.1
Employment	4,982	15,534	24,000	44,900	189.1
Sales (\$000)	\$865,712	\$3,913,254	\$6,351,300	\$14,452,700	269.3
Services					
Number of Firms	55,242	76,768	94,000	106,900	39.3
Employment	36,695	83,885	121,600	193,200	130.3
Sales (\$000)	\$1,723,381	\$4,161,803	\$6,112,500	\$9,999,300	140.3

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

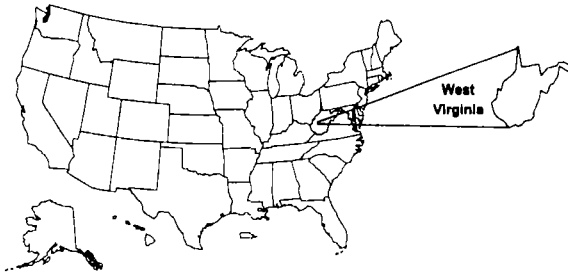
²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

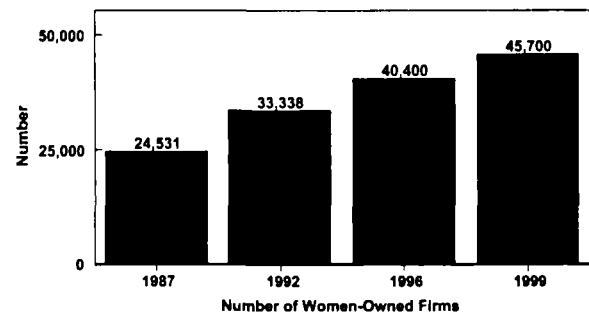


Women-Owned Businesses in West Virginia: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in West Virginia. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in West Virginia in 1999:

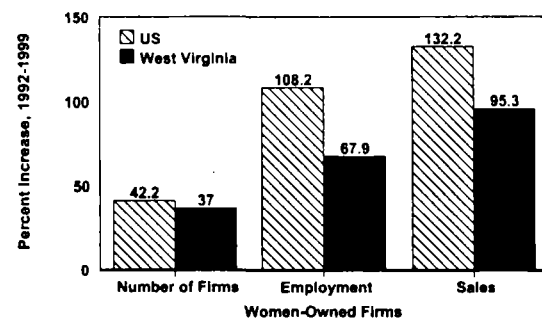
- ❖ As of 1999, there are nearly 46,000 women-owned businesses in West Virginia, accounting for 35% of all firms in the state.
- ❖ Women-owned firms in West Virginia employ over 81,000 people and generate nearly \$10 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of West Virginia's women-owned firms increased by 36%, employment increased by 58%, and sales grew by 87%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in West Virginia has increased by 37%, that employment has grown by 68%, and sales have risen 95%.
- ❖ West Virginia ranks 41st out of the 50 states in the number of women-owned firms as of 1999, 45th in employment, and 45th in sales.

Women-Owned Firms Now Number Nearly 46,000 in West Virginia



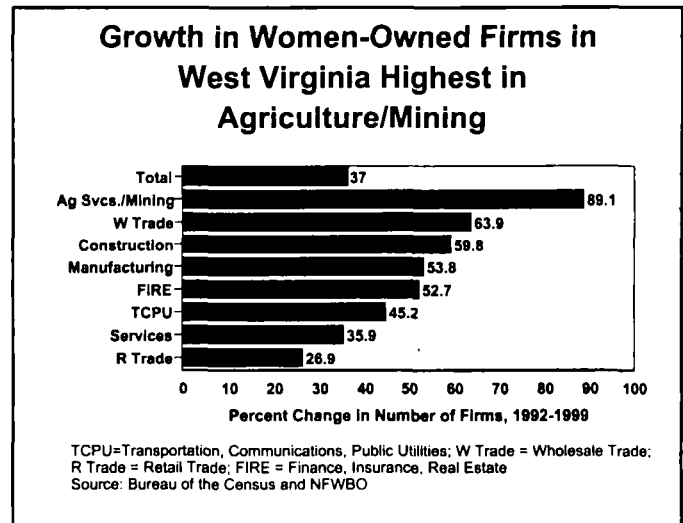
Source: Bureau of the Census and NFWBO

Women-Owned Firms in West Virginia Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In West Virginia, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (49%) of the women-owned firms in West Virginia are in services and 23% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in West Virginia has been in agriculture/mining (89%). Growth has been below average among firms in retail trade (27%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in West Virginia: 1987-1999					
	1987¹	1992²	1996³	1999⁴	% Change, 1992-99
Total West Virginia					
Number of Firms	24,531	33,338	40,400	45,700	37.0
Employment	30,795	48,599	62,800	81,600	67.9
Sales (\$000)	\$2,729,859	\$5,095,586	\$6,988,200	\$9,950,700	95.3
Industry					
Agriculture/Mining					
Number of Firms	373	1,027	1,500	1,900	89.1
Employment	479	1,872	**	**	--
Sales (\$000)	\$30,302	\$208,968	**	**	--
Construction					
Number of Firms	635	1,108	1,500	1,800	59.8
Employment	1,181	2,892	4,300	7,000	142.8
Sales (\$000)	\$85,130	\$338,973	\$542,000	\$1,154,500	240.6
Manufacturing					
Number of Firms	484	786	1,000	1,200	53.8
Employment	5,339	5,299	5,300	5,200	-1.1
Sales (\$000)	\$665,606	\$749,845	\$817,200	\$876,900	16.9
TCPU⁵					
Number of Firms	549	811	1,000	1,200	45.2
Employment	1,502	3,288	4,700	7,300	122.6
Sales (\$000)	\$144,446	\$330,139	\$478,700	\$760,400	130.3
Wholesale Trade					
Number of Firms	397	731	1,000	1,200	63.9
Employment	1,742	2,193	2,600	2,900	33.2
Sales (\$000)	\$263,542	\$504,314	\$696,900	\$1,005,900	99.5
Retail Trade					
Number of Firms	6,677	8,263	9,500	10,500	26.9
Employment	10,230	15,843	20,300	26,100	65.0
Sales (\$000)	\$850,852	\$1,481,869	\$1,986,700	\$2,723,900	83.8
FIRE⁶					
Number of Firms	1,599	2,565	3,300	3,900	52.7
Employment	1,031	1,860	2,500	3,500	89.6
Sales (\$000)	\$151,706	\$370,087	\$544,800	\$896,000	142.1
Services					
Number of Firms	12,156	16,349	19,700	22,200	35.9
Employment	7,499	11,819	15,300	19,800	67.7
Sales (\$000)	\$305,788	\$538,806	\$725,200	\$1,000,700	85.7

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.

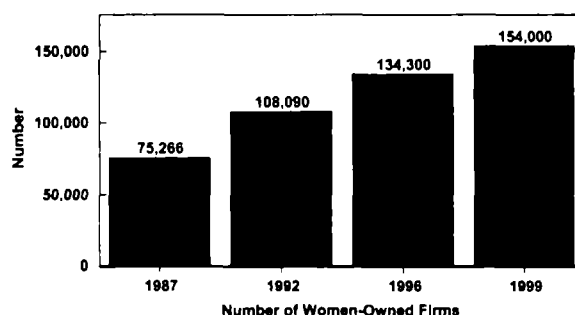


Women-Owned Businesses in Wisconsin: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Wisconsin. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Wisconsin in 1999:

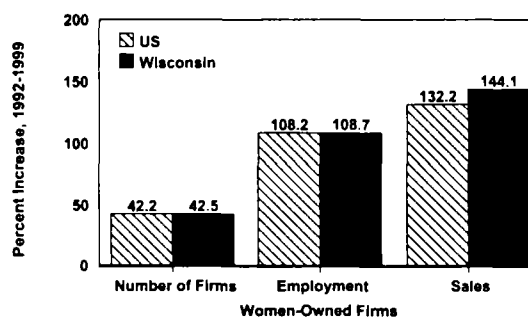
- ❖ As of 1999, there are 154,000 women-owned businesses in Wisconsin, accounting for 37% of all firms in the state.
- ❖ Women-owned firms employ 556,500 people and generate nearly \$69 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Wisconsin's women-owned firms increased by 44%, employment increased by 102%, and sales grew by 147%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Wisconsin has increased by 43%, that employment has grown by 109%, and sales have risen 144%.
- ❖ Wisconsin ranks 21st out of the 50 states in the number of women-owned firms as of 1999, 16th in employment, and 15th in sales.

Women-Owned Firms Now Number 154,000 in Wisconsin



Source: Bureau of the Census and NFWBO

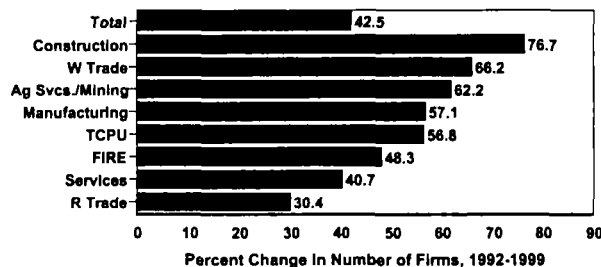
Women-Owned Firms in Wisconsin Growing At About Same Rate As National Average



Source: Bureau of the Census and NFWBO

- ❖ In Wisconsin, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Wisconsin are in services and 23% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Wisconsin has been in construction (77%). Growth has been below average among firms in retail trade (30%).

Growth in Women-Owned Firms in Wisconsin Highest in Construction



TCPU=Transportation, Communications, Public Utilities; W Trade = Wholesale Trade; R Trade = Retail Trade; FIRE = Finance, Insurance, Real Estate
Source: Bureau of the Census and NFWBO

METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

Women-Owned Firms in Wisconsin: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Wisconsin					
Number of Firms	75,266	108,090	134,300	154,000	42.5
Employment	131,954	266,626	374,400	556,500	108.7
Sales (\$000)	\$11,434,150	\$28,201,230	\$41,614,900	\$68,847,100	144.1
Industry					
Agriculture/Mining					
Number of Firms	960	1,728	2,300	2,800	62.2
Employment	815	1,600	**	**	--
Sales (\$000)	\$83,953	114,025	**	**	--
Construction					
Number of Firms	1,760	3,892	5,600	6,900	76.7
Employment	22,360	11,310	16,800	28,400	151.3
Sales (\$000)	\$717,993	\$1,264,140	\$1,701,100	\$2,346,200	85.6
Manufacturing					
Number of Firms	2,427	4,099	5,400	6,400	57.1
Employment	4,412	72,100	111,900	213,400	195.9
Sales (\$000)	\$3,246,553	\$11,853,495	\$18,739,100	\$38,141,200	221.8
TCPU⁵					
Number of Firms	1,597	2,689	3,600	4,200	56.8
Employment	6,848	32,436	52,900	123,400	280.3
Sales (\$000)	\$843,102	\$2,430,458	\$3,700,300	\$6,650,600	173.6
Wholesale Trade					
Number of Firms	1,852	3,513	4,800	5,800	66.2
Employment	10,134	17,887	24,100	33,300	86.0
Sales (\$000)	\$1,941,148	\$3,932,845	\$5,526,200	\$8,226,500	109.2
Retail Trade					
Number of Firms	21,289	27,188	31,900	35,400	30.4
Employment	40,358	66,261	87,000	115,500	74.2
Sales (\$000)	\$2,448,904	\$6,107,287	\$9,034,000	\$15,034,300	146.2
FIRE⁶					
Number of Firms	6,133	9,366	12,000	13,900	48.3
Employment	5,001	11,333	16,400	25,900	128.8
Sales (\$000)	\$759,028	\$1,773,743	\$2,585,500	\$4,155,900	134.3
Services					
Number of Firms	36,281	51,162	63,100	72,000	40.7
Employment	35,840	61,604	82,200	111,900	81.7
Sales (\$000)	\$1,223,007	\$2,545,256	\$3,603,100	\$5,441,900	113.8

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.²NFWBO estimates including C corporations using national ratios.³NFWBO estimate using 1987-1992 Census growth rates.⁴NFWBO estimate using modeling of 1987-1996 data.⁵Transportation, communications, public utilities.⁶Finance, insurance, real estate.

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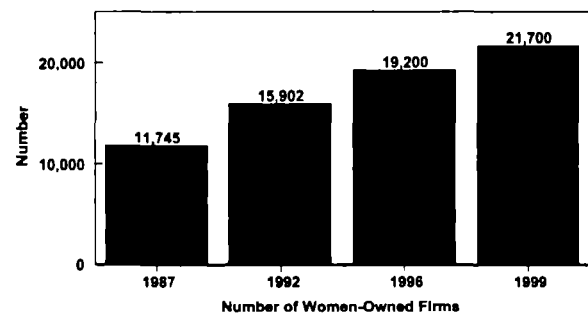


Women-Owned Businesses in Wyoming: 1999 A Fact Sheet

In this fact sheet, the National Foundation for Women Business Owners (NFWBO) presents the most up-to-date information currently available on women-owned businesses in Wyoming. Analyzing figures from the U.S. Bureau of the Census, the NFWBO projects the following statistical portrait of women-owned businesses in Wyoming in 1999:

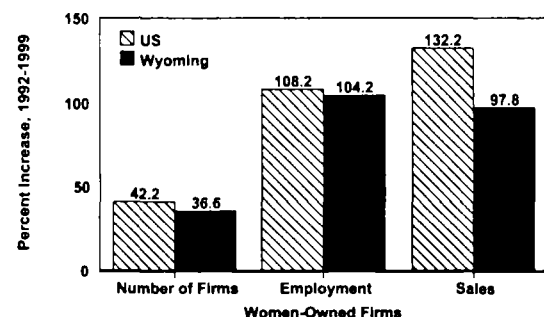
- ❖ As of 1999, there are nearly 22,000 women-owned businesses in Wyoming, accounting for 41% of all firms in the state.
- ❖ Women-owned firms in Wyoming employ over 60,000 people and generate \$4.8 billion in sales.
- ❖ Between 1987 and 1992, Census figures indicated that the number of Wyoming's women-owned firms increased by 35%, employment increased by 97%, and sales grew by 89%.
- ❖ During the 1992 to 1999 period, NFWBO estimates that the number of women-owned firms in Wyoming has increased by 37%, that employment has grown by 104%, and sales have risen 98%.
- ❖ Wyoming ranks 49th out of the 50 states and the District of Columbia in the number of women-owned firms as of 1999, 48th in employment, and 51st in sales.

Women-Owned Firms Now Number Nearly 22,000 in Wyoming



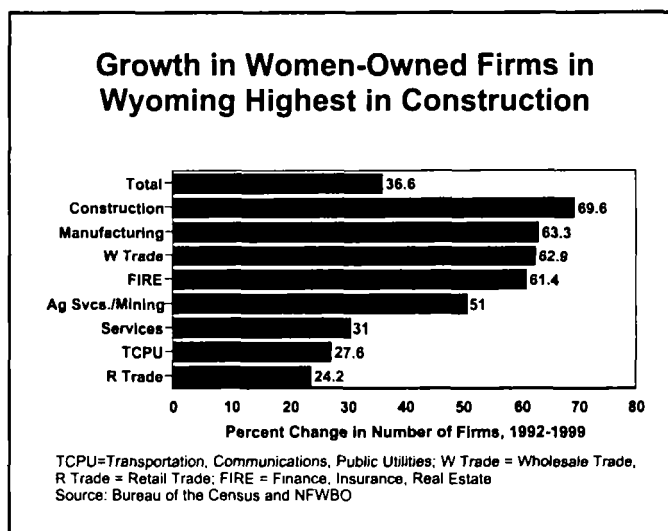
Source: Bureau of the Census and NFWBO

Women-Owned Firms in Wyoming Growing Less Rapidly than National Average



Source: Bureau of the Census and NFWBO

- ❖ In Wyoming, as in the nation as a whole, most women-owned firms are in services and retail trade. Nearly half (47%) of the women-owned firms in Wyoming are in services and 20% are in retail trade.
- ❖ From 1992 to 1999, the greatest increase in the number of women-owned firms in Wyoming has been in construction (70%). Growth has been below average among firms in retail trade (24%), transportation/communications (28%).



METHODOLOGY NOTE: The 1999 estimates are derived by analyzing 1987 and 1992 data published by the U.S. Bureau of the Census, as well as NFWBO's 1996 estimates, and projecting those trends forward. The following general assumptions were made: 1) the growth rates between 1987 and 1992 would continue at similar rates through 1999 (growth in the number of firms is projected linearly, growth in employment and sales is curvilinear); 2) the increases in the number of firms, employment and sales found by the addition of C corporations in 1992 would be the same in both prior and later years; 3) Census industry growth rates at the national level would be the same at the state level.

For further information about this fact sheet or other publications highlighting trends among women-owned businesses, please contact the National Foundation for Women Business Owners at: 1100 Wayne Avenue, Suite 830, Silver Spring, MD 20910-5603; phone: 301-495-4975; fax: 301-495-4979; e-mail: NFWBO@worldnet.att.net.

National Foundation for Women Business Owners

Women-Owned Firms in Wyoming: 1987-1999					
	1987 ¹	1992 ²	1996 ³	1999 ⁴	% Change, 1992-99
Total Wyoming					
Number of Firms	11,745	15,902	19,200	21,700	36.6
Employment	15,011	29,541	41,200	60,300	104.2
Sales (\$000)	\$1,283,575	\$2,431,505	\$3,349,800	\$4,808,300	97.8
Industry					
Agriculture/Mining					
Number of Firms	346	545	700	800	51.0
Employment	339	1,038	1,600	3,000	185.2
Sales (\$000)	\$36,578	\$86,996	\$127,300	\$206,600	137.5
Construction					
Number of Firms	333	661	900	1,100	69.6
Employment	759	1,980	3,000	5,000	154.5
Sales (\$000)	\$63,292	\$191,495	\$294,100	\$542,200	183.1
Manufacturing					
Number of Firms	267	487	700	800	63.3
Employment	669	2,210	3,400	6,700	200.9
Sales (\$000)	\$95,424	\$272,848	\$414,800	\$742,300	172.1
TCPU⁵					
Number of Firms	297	370	400	500	27.6
Employment	940	2,078	**	**	--
Sales (\$000)	\$76,016	\$132,217	**	**	--
Wholesale Trade					
Number of Firms	210	381	500	600	62.9
Employment	749	1,509	**	**	--
Sales (\$000)	\$111,826	\$159,703	**	**	--
Retail Trade					
Number of Firms	2,896	3,502	4,000	4,400	24.2
Employment	5,543	9,261	12,200	16,400	77.1
Sales (\$000)	\$425,879	\$682,731	\$888,200	\$1,163,600	70.4
FIRE⁶					
Number of Firms	883	1,572	2,100	2,500	61.4
Employment	628	1,893	2,900	5,300	182.5
Sales (\$000)	\$94,766	\$309,340	\$481,000	\$923,100	198.4
Services					
Number of Firms	6,043	7,761	9,100	10,200	31.0
Employment	3,857	7,557	10,500	15,400	103.4
Sales (\$000)	\$157,638	\$310,660	\$433,100	\$635,100	104.4

SOURCE: U.S. Bureau of the Census and the National Foundation for Women Business Owners

¹Estimate of 1987 totals including C corporations using 1992 ratios.

²NFWBO estimates including C corporations using national ratios.

³NFWBO estimate using 1987-1992 Census growth rates.

⁴NFWBO estimate using modeling of 1987-1996 data.

⁵Transportation, communications, public utilities.

⁶Finance, insurance, real estate.

**Numbers too small for accurate estimate.