

THE 2018 STATE OF WOMEN-OWNED BUSINESSES: SUMMARY TABLES

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A Summary of Important Trends, 2002-2018

State Trends

Top Ten States: Number of Women-Owned Businesses, 2018			
State	Number of Women-Owned Firms	2018 Rank	
California	1,557,000	1	
Florida	1,091,200	2	
Texas	943,700	3	
New York	807,100	4	
Georgia	522,200	5	
Illinois	462,800	6	
Michigan	427,600	7	
Ohio	344,600	8	
Pennsylvania	340,800	9	
North Carolina	328,700	10	

Top Ten States for Women-Owned Firms: A Ranking of Growth in Economic Clout				
State	Number	Revenue	Employment	Combined Rank, 2018
South Dakota	16	10	3	1
Texas	10	6	15	2
Utah	15	7	9	2
Delaware	7	2	25	4
North Dakota	29	4	2	5
Tennessee	4	19	12	5
Indiana	21	13	5	7
Georgia	2	18	23	8
Iowa	34	5	4	8
Virginia	27	8	14	10

Top Ten States for Women-Owned Firms: A Ranking of Growth in Employment Vitality (2007-2018)			
State	Growth Employment	Average Employment 2018	Combined Rank, 2018
Minnesota	3	1	1
Maine	1	5	2
North Dakota	4	2	2
Iowa	5	8	4
Delaware	2	12	5
Virginia	8	6	5
Alaska	11	4	7
Indiana	13	7	8
Washington	9	18	9
Wyoming	12	15	9

Metropolitan Area Trends

Top Ten Metro Areas: Number of Women-Owned Businesses, 2018			
Metropolitan Area	Number of Women-Owned Firms	2018 Rank	
New York NY/NJ/PA	903,700	1	
Los Angeles CA	735,900	2	
Miami FL	518,100	3	
Chicago IL/IN/WI	398,600	4	
Atlanta GA	370,500	5	
Detroit MI	300,000	6	
Dallas TX	289,000	7	
Washington DC/VA/MD/WV	246,800	8	
Houston TX	236,100	9	
San Francisco CA	203,700	10	

Top Ten Metro Areas for Women-Owned Firms: A Ranking of Growth in Economic Clout					
Metropolitan Area	Number	Revenue	Employment	Combined Rank, 2018	
Charlotte NC/SC	1	3	1	1	
San Antonio TX	10	1	3	2	
Austin TX	8	2	6	3	
Indianapolis IN	15	4	7	4	
Miami FL	4	14	11	5	
Richmond VA	19	10	2	6	
Detroit MI	2	20	10	7	
Memphis TN/MS/AR	3	21	8	7	
Dallas TX	18	8	12	9	
Salt Lake City UT	34	5	4	10	

Top Ten Metro Areas for Women-Owned Firms: A Ranking of Growth in Employment Vitality (2007-2018)				
	Growth Employment	Average Employment Ranking, 2018	Combined Rank, 2018	
San Antonio TX	1	1	1	
Minneapolis/St. Paul MN/WI	7	3	2	
Salt Lake City UT	5	6	3	
Buffalo NY	9	4	4	
Indianapolis IN	4	14	5	
Austin TX	2	17	6	
Seattle WA	12	11	7	
Oklahoma City OK	17	7	8	
Washington DC/VA/MD/WV	11	15	9	
Columbus OH	6	25	10	
Richmond VA	10	21	10	

Industry Trends

Distribution of Women-Owned Firms by Industry Sector	
Industry Sector	Distribution Across Industries
Construction	4.3%
Wholesale Trade	1.4%
Retail Trade	9.1%
Transportation & Warehousing	1.5%
Finance and Insurance	2.1%
Real Estate, Rental, Leasing	6.7%
Professional/Scientific/Technical Services	12.2%
Administrative, Support & Waste Mgmt Svcs	10.9%
Educational Svcs	3.4%
Health Care & Social Assistance	14.8%
Arts, Entertainment, Recreation	4.8%
Accommodation & Food Svc (72)	2.9%
Other Services (81)	23.1%
All Other Industries*	2.9%
Total, all industries	100%

* Other industries includes Agriculture, Mining, Utilities, Manufacturing, Information and Management

Firms Owned by Women of Color

Average Size of Women-Owned Firms by Race/Ethnicity			
Race/Ethnicity	Number of Firms	Avg. # Employees (other than owner)	Avg. Revenues per Firm
All women-owned firms	12,280,200	0.7	\$143,100
All minority-owned	5,824,300	0.4	\$66,400
African American	2,402,600	0.2	\$24,700
Asian American	1,072,600	1.0	\$189,200
Latina	2,142,800	0.3	\$51,400
Native American/Alaska Native	169,500	0.4	\$68,600
Native Hawaiian/Pacific Islander	36,800	0.6	\$70,600
Non-Minority	6,455,900	1.1	\$212,300

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

TREND TABLES

Table 1: Trend in Number of U.S. Enterprises, 2002-2018

	Women-Owned Firms					
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	11,615,600	12,280,200
Employment	7,146,229	7,579,876	8,431,614	8,976,100	8,985,200	9,184,500
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	\$1,663,991,700	\$1,757,210,100
% share #	28.2%	28.7%	35.8%	38.2%	38.8%	40.4%
% share E	6.5%	6.4%	7.3%	7.7%	7.7%	7.8%
% share \$	4.2%	4.0%	4.2%	4.3%	4.2%	4.3%
	Men-Owned Firms					
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)
Number of Firms	13,184,033	13,906,658	14,844,597	15,548,000	15,536,900	15,783,400
Employment	42,428,508	41,701,315	41,132,111	40,583,000	40,645,400	40,478,300
Sales (\$000)	\$7,061,026,736	\$8,574,060,362	\$9,466,039,188	\$10,484,802,500	\$10,596,915,300	\$11,016,694,800
% share #	57.4%	51.3%	53.7%	52.5%	52.0%	51.9%
% share E	38.3%	35.2%	35.7%	34.6%	34.7%	34.4%
% share \$	31.2%	28.4%	28.2%	27.5%	26.7%	26.8%
	Equally-Owned Firms					
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)
Number of Firms	2,693,171	4,603,255	2,456,386	2,356,100	2,371,300	2,342,400
Employment	5,663,453	8,152,650	6,494,837	6,847,000	6,845,900	6,971,400
Sales (\$000)	\$731,447,044	\$1,283,401,141	\$1,078,204,389	\$1,225,090,800	\$1,252,136,700	\$1,318,173,200
% share #	11.7%	17.0%	8.9%	8.0%	7.9%	7.7%
% share E	5.1%	6.9%	5.6%	5.8%	5.8%	5.9%
% share \$	3.2%	4.3%	3.2%	3.2%	3.2%	3.2%
	All Privately-Held Firms					
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)
Number of Firms	22,480,432	26,304,486	27,179,380	29,169,900	29,490,600	29,982,800
Employment	55,427,792	57,260,527	56,058,563	56,325,800	56,331,600	56,387,200
Sales (\$000)	\$8,793,351,161	\$10,979,477,627	\$11,964,077,872	\$13,307,197,700	\$ 3,659,175,300	\$14,031,177,700
% share #	97.8%	97.0%	98.4%	98.6%	98.6%	98.7%
% share E	50.0%	48.3%	48.6%	48.1%	48.1%	47.9%
% share \$	38.9%	36.4%	35.7%	34.9%	34.4%	34.1%
	Publicly-Traded/Other Firms					
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)
Number of Firms	494,253	805,533	446,980	427,000	428,100	424,400
Employment	55,358,624	61,352,899	59,190,444	60,813,600	60,917,000	61,273,300
Sales (\$000)	\$13,833,816,063	\$19,196,411,634	\$21,572,770,949	\$24,850,992,200	\$26,122,917,100	\$27,156,601,700
% share #	2.2%	3.0%	1.6%	1.4%	1.4%	1.4%
% share E	50.0%	51.7%	51.4%	51.9%	52.0%	52.1%
% share \$	61.1%	63.6%	64.3%	65.1%	65.8%	66.0%
	All Firms					
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)
Number of Firms	22,974,685	27,110,019	27,626,360	29,596,800	29,905,600	30,390,200
Employment	110,786,416	118,613,426	115,249,007	117,139,400	117,220,500	117,624,500
Sales (\$000)	\$22,627,167,224	\$30,175,889,261	\$33,536,848,821	\$38,158,189,900	\$ 39,728,770,800	\$41,117,462,400
% share #	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
% share E	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
% share \$	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Table 2: Trend in Growth of Women-Owned Firms by State, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	11,615,600	12,280,200	57.6%	5.7%
Employment	7,146,229	7,579,876	8,431,614	8,976,100	8,985,200	9,184,500	21.2%	2.2%
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	\$1,663,991,700	\$1,757,210,100	46.2%	5.6%
Alabama								
Number of Firms	81,821	107,481	137,630	153,000	149,900	152,800	42.2%	1.9%
Employment	96,235	100,695	107,871	111,100	109,600	110,500	9.7%	0.8%
Sales (\$000)	\$11,435,046	\$14,939,027	\$17,286,337	\$18,899,000	\$18,193,600	\$18,691,400	25.1%	2.7%
Alaska								
Number of Firms	16,308	17,822	22,141	21,800	21,200	20,900	17.3%	-1.4%
Employment	17,556	18,440	25,955	25,400	24,700	24,000	30.2%	-2.8%
Sales (\$000)	\$2,348,329	\$2,931,415	\$4,689,411	\$4,546,100	\$4,335,100	\$4,122,300	40.6%	-4.9%
Arizona								
Number of Firms	109,748	138,080	182,425	203,200	202,900	212,100	53.6%	4.5%
Employment	128,926	147,392	144,906	149,500	147,900	150,200	1.9%	1.6%
Sales (\$000)	\$15,761,202	\$21,795,502	\$22,692,789	\$24,669,700	\$24,035,000	\$25,119,400	15.3%	4.5%
Arkansas								
Number of Firms	49,618	58,585	75,962	83,400	80,400	82,000	40.0%	2.0%
Employment	54,969	62,129	55,616	55,800	55,700	55,700	-10.3%	0.0%
Sales (\$000)	\$6,339,427	\$9,752,602	\$9,151,324	\$9,942,000	\$9,493,700	\$9,741,100	-0.1%	2.6%
California								
Number of Firms	870,496	1,039,486	1,320,085	1,464,500	1,551,000	1,557,000	49.8%	0.4%
Employment	941,136	974,622	1,043,519	1,076,400	1,079,200	1,089,300	11.8%	0.9%
Sales (\$000)	\$137,692,325	\$184,974,809	\$201,667,006	\$222,215,700	\$225,481,200	\$232,631,400	25.8%	3.2%
Colorado								
Number of Firms	135,220	160,083	194,508	221,200	216,700	224,200	40.1%	3.5%
Employment	128,447	138,617	159,311	173,200	168,100	174,100	25.6%	3.6%
Sales (\$000)	\$16,359,446	\$22,618,972	\$26,457,199	\$30,997,100	\$29,484,300	\$31,609,200	39.7%	7.2%
Connecticut								
Number of Firms	82,118	93,480	106,678	112,500	113,100	112,500	20.3%	-0.5%
Employment	88,074	89,942	94,121	95,500	95,300	95,500	6.2%	0.2%
Sales (\$000)	\$12,215,939	\$14,409,072	\$15,716,136	\$16,542,200	\$16,398,200	\$16,496,400	14.5%	0.6%
Delaware								
Number of Firms	15,344	19,446	23,964	26,800	28,500	30,600	57.4%	7.4%
Employment	19,359	18,402	25,998	28,200	28,600	30,800	67.4%	7.7%
Sales (\$000)	\$2,020,973	\$3,017,397	\$3,229,258	\$3,633,800	\$3,709,600	\$4,119,500	36.5%	11.0%
District of Columbia								
Number of Firms	15,675	19,286	27,064	29,100	29,300	30,800	59.7%	5.1%
Employment	21,649	25,977	26,619	27,500	27,300	28,000	7.8%	2.6%
Sales (\$000)	\$2,403,019	\$3,805,691	\$4,397,772	\$4,760,800	\$4,701,900	\$5,038,100	32.4%	7.2%

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Table 2: Trend in Growth of Women-Owned Firms by State, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Florida								
Number of Firms	437,355	581,192	807,817	971,000	1,041,600	1,091,200	87.8%	4.8%
Employment	432,071	470,466	479,203	500,000	496,800	505,400	7.4%	1.7%
Sales (\$000)	\$61,275,106	\$76,867,239	\$85,527,046	\$96,207,600	\$94,916,500	\$99,767,400	29.8%	5.1%
Georgia								
Number of Firms	196,195	278,334	376,506	457,000	502,300	522,200	87.6%	4.0%
Employment	196,810	228,992	249,684	273,300	272,800	283,100	23.6%	3.8%
Sales (\$000)	\$30,026,706	\$40,889,861	\$46,064,653	\$53,224,000	\$53,141,800	\$56,410,700	38.0%	6.2%
Hawaii								
Number of Firms	29,943	37,373	44,453	47,000	48,300	49,100	31.4%	1.7%
Employment	38,569	37,748	39,796	40,000	40,000	40,100	6.2%	0.2%
Sales (\$000)	\$4,594,306	\$4,968,149	\$7,086,066	\$7,517,600	\$7,596,500	\$7,856,500	58.1%	3.4%
Idaho								
Number of Firms	28,824	35,594	45,121	50,500	51,600	50,300	41.3%	-2.5%
Employment	26,633	32,873	36,598	39,900	39,600	39,700	20.8%	0.3%
Sales (\$000)	\$3,216,407	\$4,103,736	\$4,607,322	\$5,069,100	\$4,994,900	\$5,005,200	22.0%	0.2%
Illinois								
Number of Firms	284,954	343,111	417,500	441,300	458,500	462,800	34.9%	0.9%
Employment	351,317	339,371	340,077	338,100	337,800	337,000	-0.7%	-0.2%
Sales (\$000)	\$46,861,800	\$53,730,382	\$60,134,669	\$62,513,200	\$62,971,700	\$64,066,000	19.2%	1.7%
Indiana								
Number of Firms	118,857	129,621	162,798	175,900	179,900	181,400	39.9%	0.8%
Employment	136,457	150,463	175,081	186,600	187,200	191,600	27.3%	2.4%
Sales (\$000)	\$16,481,128	\$20,637,409	\$28,013,254	\$31,454,400	\$31,837,200	\$33,298,900	61.4%	4.6%
Iowa								
Number of Firms	63,821	66,270	82,345	86,300	87,700	86,600	30.7%	-1.3%
Employment	63,324	61,243	84,332	88,800	89,500	89,500	46.1%	0.0%
Sales (\$000)	\$7,398,962	\$7,886,061	\$12,640,627	\$13,751,900	\$13,968,600	\$13,976,400	77.2%	0.1%
Kansas								
Number of Firms	59,635	65,180	77,194	79,500	81,700	78,800	20.9%	-3.5%
Employment	61,596	68,098	73,341	74,900	75,700	74,400	9.3%	-1.7%
Sales (\$000)	\$6,948,910	\$9,253,112	\$13,467,117	\$14,314,500	\$15,051,600	\$14,174,000	53.2%	-5.8%
Kentucky								
Number of Firms	77,159	86,429	106,011	113,400	113,500	114,000	31.9%	0.4%
Employment	84,096	89,059	92,529	94,700	94,100	94,700	6.3%	0.6%
Sales (\$000)	\$9,451,101	\$12,381,271	\$15,571,038	\$17,132,800	\$16,890,300	\$17,346,300	40.1%	2.7%
Louisiana								
Number of Firms	86,876	102,847	151,114	153,000	144,600	148,400	44.3%	2.6%
Employment	114,635	110,631	131,804	132,300	130,600	131,200	18.6%	0.5%
Sales (\$000)	\$12,253,105	\$22,092,433	\$22,864,139	\$23,169,700	\$22,014,000	\$22,428,000	1.5%	1.9%
Maine								
Number of Firms	32,512	38,490	42,067	44,000	45,600	45,600	18.5%	0.0%
Employment	26,510	29,648	43,706	47,100	49,900	51,600	74.0%	3.4%
Sales (\$000)	\$3,282,306	\$3,541,893	\$9,819,907	\$11,122,200	\$12,793,800	\$13,683,500	286.3%	7.0%

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Table 2: Trend in Growth of Women-Owned Firms by State, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Maryland								
Number of Firms	137,410	172,115	209,119	220,900	231,000	234,300	36.1%	1.4%
Employment	141,906	165,454	185,516	192,700	195,700	200,200	21.0%	2.3%
Sales (\$000)	\$17,295,183	\$22,307,616	\$29,255,875	\$31,217,400	\$32,155,400	\$33,479,500	50.1%	4.1%
Massachusetts								
Number of Firms	161,918	178,114	199,210	208,300	214,600	213,500	19.9%	-0.5%
Employment	173,368	167,928	178,196	179,400	179,700	179,900	7.1%	0.1%
Sales (\$000)	\$23,133,981	\$25,487,227	\$28,855,145	\$30,253,400	\$30,635,000	\$30,941,900	21.4%	1.0%
Michigan								
Number of Firms	217,673	248,421	306,986	389,800	430,100	427,600	72.1%	-0.6%
Employment	229,221	244,342	241,158	252,200	251,700	254,000	4.0%	0.9%
Sales (\$000)	\$29,216,689	\$30,928,408	\$37,995,011	\$46,130,800	\$46,208,400	\$48,301,000	56.2%	4.5%
Minnesota								
Number of Firms	123,905	133,237	157,821	169,000	170,300	169,900	27.5%	-0.2%
Employment	123,233	140,525	182,229	201,600	202,100	206,800	47.2%	2.3%
Sales (\$000)	\$16,251,660	\$18,635,862	\$24,621,142	\$27,373,000	\$27,175,100	\$27,770,100	49.0%	2.2%
Mississippi								
Number of Firms	47,102	60,846	89,159	94,700	95,900	95,300	56.6%	-0.6%
Employment	53,948	56,715	53,163	53,100	53,100	53,100	-6.4%	0.0%
Sales (\$000)	\$6,728,498	\$8,572,422	\$8,740,401	\$9,006,800	\$8,937,100	\$8,965,400	4.6%	0.3%
Missouri								
Number of Firms	120,443	130,726	162,616	174,600	178,000	177,200	35.6%	-0.4%
Employment	147,372	140,142	149,741	150,400	150,300	150,500	7.4%	0.1%
Sales (\$000)	\$18,604,649	\$20,217,661	\$24,012,343	\$25,543,800	\$25,450,400	\$25,722,300	27.2%	1.1%
Montana								
Number of Firms	24,519	28,129	35,449	37,300	37,400	36,500	29.8%	-2.4%
Employment	21,238	28,532	33,077	35,100	35,000	34,400	20.6%	-1.7%
Sales (\$000)	\$2,138,505	\$3,397,707	\$4,395,426	\$4,780,000	\$4,771,100	\$4,654,100	37.0%	-2.5%
Nebraska								
Number of Firms	38,679	41,003	51,936	55,100	55,400	54,000	31.7%	-2.5%
Employment	46,868	46,708	44,915	44,400	44,600	44,600	-4.5%	0.0%
Sales (\$000)	\$5,765,418	\$6,432,875	\$6,925,764	\$7,206,600	\$7,140,600	\$7,087,500	10.2%	-0.7%
Nevada								
Number of Firms	47,675	63,317	82,508	92,700	96,300	98,800	56.0%	2.6%
Employment	54,268	64,773	68,636	72,900	72,500	74,400	14.9%	2.6%
Sales (\$000)	\$8,643,138	\$12,579,594	\$13,995,046	\$15,568,500	\$15,504,800	\$16,248,300	29.2%	4.8%
New Hampshire								
Number of Firms	31,024	35,586	38,525	40,600	41,300	41,300	16.1%	0.0%
Employment	37,731	36,984	36,233	35,800	35,800	35,700	-3.5%	-0.3%
Sales (\$000)	\$4,665,353	\$6,127,210	\$6,198,020	\$6,625,900	\$6,646,000	\$6,754,600	10.2%	1.6%
New Jersey								
Number of Firms	185,197	213,398	252,944	272,700	274,000	279,600	31.0%	2.0%
Employment	243,020	256,397	261,891	267,400	266,100	268,600	4.8%	0.9%
Sales (\$000)	\$35,573,077	\$41,189,464	\$49,535,493	\$53,606,900	\$52,819,400	\$54,766,400	33.0%	3.7%

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 2: Trend in Growth of Women-Owned Firms by State, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
New Mexico								
Number of Firms	42,254	49,886	59,044	61,500	61,400	60,500	21.3%	-1.5%
Employment	42,037	49,378	54,042	55,800	55,400	55,100	11.6%	-0.5%
Sales (\$000)	\$4,714,288	\$6,814,989	\$7,955,951	\$8,435,700	\$8,328,500	\$8,242,700	20.9%	-1.0%
New York								
Number of Firms	505,077	594,492	725,709	782,200	788,200	807,100	35.8%	2.4%
Employment	469,207	466,606	560,576	584,000	580,000	592,100	26.9%	2.1%
Sales (\$000)	\$70,838,360	\$84,046,898	\$105,158,423	\$113,944,400	\$112,571,100	\$117,334,300	39.6%	4.2%
North Carolina								
Number of Firms	173,874	225,512	287,058	328,700	333,100	344,600	52.8%	3.5%
Employment	224,736	253,009	267,751	283,600	279,700	286,300	13.2%	2.4%
Sales (\$000)	\$26,743,381	\$32,023,015	\$36,745,575	\$40,422,400	\$39,448,100	\$40,977,300	28.0%	3.9%
North Dakota								
Number of Firms	13,203	15,237	20,316	21,600	21,500	20,200	32.6%	-6.0%
Employment	11,651	16,120	23,963	26,100	25,900	23,700	47.0%	-8.5%
Sales (\$000)	\$1,317,510	\$1,860,625	\$4,080,926	\$4,560,700	\$4,567,500	\$4,017,600	115.9%	-12.0%
Ohio								
Number of Firms	229,972	249,114	306,824	330,600	341,000	340,800	36.8%	-0.1%
Employment	264,038	289,699	306,352	319,500	320,700	324,300	11.9%	1.1%
Sales (\$000)	\$32,314,892	\$40,985,031	\$43,896,112	\$47,486,300	\$47,776,700	\$48,774,000	19.0%	2.1%
Oklahoma								
Number of Firms	75,025	84,427	105,168	111,900	109,600	106,600	26.3%	-2.7%
Employment	92,546	96,698	107,744	111,100	109,400	108,400	12.1%	-0.9%
Sales (\$000)	\$9,254,893	\$14,717,185	\$18,829,804	\$20,966,900	\$20,123,700	\$19,334,700	31.4%	-3.9%
Oregon								
Number of Firms	88,317	103,620	123,015	127,300	128,100	132,500	27.9%	3.4%
Employment	83,054	97,076	111,907	115,500	115,400	120,000	23.6%	4.0%
Sales (\$000)	\$10,608,262	\$14,035,799	\$16,771,680	\$17,538,400	\$17,498,800	\$18,482,200	31.7%	5.6%
Pennsylvania								
Number of Firms	227,117	265,136	304,803	324,600	337,600	328,700	24.0%	-2.6%
Employment	279,970	288,393	320,590	330,900	333,500	332,500	15.3%	-0.3%
Sales (\$000)	\$38,998,092	\$46,082,536	\$51,459,230	\$54,634,300	\$55,342,200	\$55,027,500	19.4%	-0.6%
Rhode Island								
Number of Firms	23,195	26,431	30,484	33,000	32,800	33,400	26.4%	1.8%
Employment	25,562	22,417	27,423	28,100	27,900	28,100	25.4%	0.7%
Sales (\$000)	\$3,640,614	\$3,339,397	\$4,506,014	\$4,803,000	\$4,701,400	\$4,816,100	44.2%	2.4%
South Carolina								
Number of Firms	76,831	99,458	131,856	152,500	164,400	167,000	67.9%	1.6%
Employment	92,773	100,308	106,174	111,200	111,200	113,000	12.7%	1.6%
Sales (\$000)	\$10,890,936	\$14,149,756	\$14,416,533	\$15,736,500	\$15,717,100	\$16,181,800	14.4%	3.0%
South Dakota								
Number of Firms	15,573	17,082	23,722	25,600	26,300	24,500	43.4%	-6.8%
Employment	14,718	17,117	21,840	23,500	23,700	22,600	32.0%	-4.6%
Sales (\$000)	\$1,546,639	\$2,052,027	\$3,951,610	\$4,512,400	\$4,714,300	\$4,251,900	107.2%	-9.8%

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 2: Trend in Growth of Women-Owned Firms by State, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Tennessee								
Number of Firms	117,935	142,451	195,694	217,400	233,000	239,200	67.9%	2.7%
Employment	116,955	126,083	142,983	150,300	151,500	155,500	23.3%	2.6%
Sales (\$000)	\$17,640,826	\$21,387,001	\$26,949,565	\$29,552,300	\$30,089,700	\$31,583,100	47.7%	5.0%
Texas								
Number of Firms	468,705	610,007	866,678	991,000	938,800	943,700	54.7%	0.5%
Employment	553,843	592,308	778,860	849,200	808,200	818,200	38.1%	1.2%
Sales (\$000)	\$65,817,396	\$97,094,681	\$125,931,813	\$144,711,600	\$134,229,500	\$137,097,100	41.2%	2.1%
Utah								
Number of Firms	48,475	61,468	76,269	83,800	86,600	88,400	43.8%	2.1%
Employment	53,497	56,739	70,724	75,400	75,500	77,800	37.1%	3.0%
Sales (\$000)	\$5,920,242	\$10,142,709	\$12,342,312	\$14,073,700	\$14,428,300	\$15,509,000	52.9%	7.5%
Vermont								
Number of Firms	18,989	20,447	23,417	24,100	24,400	24,400	19.3%	0.0%
Employment	14,974	13,351	15,540	15,600	15,600	15,700	17.6%	0.6%
Sales (\$000)	\$1,454,095	\$1,724,022	\$2,217,470	\$2,335,900	\$2,356,800	\$2,407,800	39.7%	2.2%
Virginia								
Number of Firms	157,030	192,081	236,290	248,800	255,500	258,300	34.5%	1.1%
Employment	183,468	199,248	253,543	264,600	267,100	273,100	37.1%	2.2%
Sales (\$000)	\$22,123,426	\$30,272,850	\$38,308,897	\$40,859,700	\$41,495,600	\$42,925,000	41.8%	3.4%
Washington								
Number of Firms	137,394	157,989	187,677	200,400	204,800	209,400	32.5%	2.2%
Employment	126,818	149,093	174,866	187,100	188,700	197,000	32.1%	4.4%
Sales (\$000)	\$17,368,371	\$23,103,402	\$27,687,142	\$30,308,100	\$30,575,200	\$32,340,000	40.0%	5.8%
West Virginia								
Number of Firms	31,301	33,787	39,065	41,500	40,100	39,700	17.5%	-1.0%
Employment	31,539	36,095	39,788	42,300	40,700	40,500	12.2%	-0.5%
Sales (\$000)	\$3,252,129	\$4,777,819	\$5,170,590	\$5,761,500	\$5,394,200	\$5,336,100	11.7%	-1.1%
Wisconsin								
Number of Firms	104,170	112,418	133,859	142,400	144,500	144,300	28.4%	-0.1%
Employment	149,777	152,833	163,761	167,800	167,500	168,400	10.2%	0.5%
Sales (\$000)	\$17,582,321	\$20,942,535	\$24,815,580	\$26,904,500	\$26,867,900	\$27,367,800	30.7%	1.9%
Wyoming								
Number of Firms	12,945	15,610	19,344	20,200	18,900	19,100	22.4%	1.1%
Employment	12,649	14,001	18,367	19,100	18,000	18,100	29.3%	0.6%
Sales (\$000)	\$1,129,837	\$2,091,402	\$3,026,334	\$3,276,700	\$2,880,300	\$2,921,500	39.7%	1.4%

State	# of Firms		Revenues		Employment		Combined Economic Clout Rank
	Growth	Rank	Growth	Rank	Growth	Rank	
Alabama	42.2%	17	25.1%	36	9.7%	35	32
Alaska	17.1%	50	40.6%	16	30.0%	11	25
Arizona	53.6%	11	15.3%	43	1.9%	46	39
Arkansas	40.0%	20	-0.1%	51	-10.3%	51	46
California	49.8%	13	25.8%	35	11.8%	32	28
Colorado	40.1%	19	39.7%	19	25.6%	15	13
Connecticut	20.4%	45	14.5%	44	6.1%	43	50
Delaware	57.4%	7	36.5%	25	67.6%	2	4
Columbia	59.8%	6	32.4%	27	7.9%	37	20
Florida	87.8%	1	29.8%	31	7.4%	38	20
Georgia	87.6%	2	38.0%	23	23.6%	18	8
Hawaii	31.4%	32	58.1%	6	6.3%	41	27
Idaho	41.5%	18	22.0%	37	20.8%	21	24
Illinois	34.9%	26	19.2%	41	-0.7%	47	44
Indiana	39.9%	21	61.4%	5	27.3%	13	7
Iowa	30.6%	34	77.2%	4	46.1%	5	8
Kansas	20.9%	44	53.2%	8	9.3%	36	32
Kentucky	31.9%	30	40.1%	17	6.3%	42	34
Louisiana	44.3%	14	1.5%	50	18.6%	23	31
Maine	18.5%	48	286.3%	1	74.1%	1	11
Maryland	36.1%	23	50.1%	10	21.0%	20	13
Massachusetts	19.9%	46	21.4%	38	7.1%	40	47
Michigan	72.1%	3	56.2%	7	4.0%	45	15
Minnesota	27.5%	38	49.0%	11	47.1%	3	12
Mississippi	56.6%	8	4.6%	49	-6.4%	50	43
Missouri	35.5%	25	27.2%	34	7.4%	39	37
Montana	29.9%	35	37.0%	24	20.5%	22	29
Nebraska	31.8%	31	10.2%	48	-4.4%	49	49
Nevada	56.0%	9	29.2%	32	14.9%	26	18
New Hampshire	16.0%	51	10.2%	47	-3.4%	48	51
New Jersey	31.0%	33	33.0%	26	4.7%	44	41
New Mexico	21.2%	43	20.9%	39	11.5%	33	45
New York	35.8%	24	39.6%	22	26.9%	14	17
North Carolina	52.8%	12	28.0%	33	13.1%	27	22
North Dakota	32.5%	29	115.9%	2	47.0%	4	5
Ohio	36.8%	22	19.0%	42	11.9%	31	36
Oklahoma	26.2%	40	31.4%	29	12.1%	30	38
Oregon	27.8%	37	31.7%	28	23.7%	17	30
Pennsylvania	24.0%	41	19.4%	40	15.3%	25	42
Rhode Island	26.2%	39	44.2%	13	25.4%	16	19
South Carolina	67.9%	5	14.4%	45	12.6%	28	26
South Dakota	43.7%	16	107.2%	3	32.0%	10	1
Tennessee	68.0%	4	47.7%	12	23.3%	19	5
Texas	54.7%	10	41.2%	15	38.1%	6	2
Utah	43.9%	15	52.9%	9	37.2%	7	2
Vermont	19.6%	47	39.7%	21	17.3%	24	35
Virginia	34.5%	27	41.8%	14	37.1%	8	10
Washington	32.6%	28	40.0%	18	32.1%	9	15
West Virginia	17.5%	49	11.7%	46	12.2%	29	47
Wisconsin	28.4%	36	30.7%	30	10.2%	34	39
Wyoming	22.1%	42	39.7%	20	29.3%	12	23

Note: Combined economic clout rank is an averaging of the individual rankings of the number, revenue and employment growth of women-owned firms between 2007 and 2018.

Table 3a: Rank of States by Growth in Employment Vitality of Women-Owned Firms, 2007-2018					
	Employment				Combined ranking
	Growth	Rank	Average 2018	Rank	
Alabama	9.7%	35	0.72	41	43
Alaska	30.0%	11	1.15	4	7
Arizona	1.9%	46	0.71	42	47
Arkansas	-10.3%	51	0.68	44	50
California	11.8%	32	0.70	43	41
Colorado	25.6%	15	0.78	37	24
Connecticut	6.1%	43	0.85	29	38
Delaware	67.6%	2	1.01	12	5
District of Columbia	7.9%	37	0.91	21	30
Florida	7.4%	38	0.46	51	48
Georgia	23.6%	18	0.54	50	35
Hawaii	6.3%	41	0.82	35	43
Idaho	20.8%	21	0.79	36	28
Illinois	-0.7%	47	0.73	40	46
Indiana	27.3%	13	1.06	7	8
Iowa	46.1%	5	1.03	8	4
Kansas	9.3%	36	0.94	16	24
Kentucky	6.3%	42	0.83	33	41
Louisiana	18.6%	23	0.88	23	21
Maine	74.1%	1	1.13	5	2
Maryland	21.0%	20	0.85	27	22
Massachusetts	7.1%	40	0.84	30	36
Michigan	4.0%	45	0.59	48	49
Minnesota	47.1%	3	1.22	1	1
Mississippi	-6.4%	50	0.56	49	51
Missouri	7.4%	39	0.85	28	34
Montana	20.5%	22	0.94	17	17
Nebraska	-4.4%	49	0.83	34	45
Nevada	14.9%	26	0.75	38	32
New Hampshire	-3.4%	48	0.87	26	40
New Jersey	4.7%	44	0.96	13	28
New Mexico	11.5%	33	0.91	20	26
New York	26.9%	14	0.73	39	26
North Carolina	13.1%	27	0.83	32	31
North Dakota	47.0%	4	1.17	2	2
Ohio	11.9%	31	0.95	14	20
Oklahoma	12.1%	30	1.02	10	19
Oregon	23.7%	17	0.91	22	17
Pennsylvania	15.3%	25	1.01	11	14
Rhode Island	25.4%	16	0.84	31	22
South Carolina	12.6%	28	0.68	45	39
South Dakota	32.0%	10	0.92	19	11
Tennessee	23.3%	19	0.65	46	33
Texas	38.1%	6	0.87	25	12
Utah	37.2%	7	0.88	24	12
Vermont	17.3%	24	0.64	47	37
Virginia	37.1%	8	1.06	6	5
Washington	32.1%	9	0.94	18	9
West Virginia	12.2%	29	1.02	9	16
Wisconsin	10.2%	34	1.17	3	15
Wyoming	29.3%	12	0.95	15	9

Note: This combined ranking is an averaging of the individual rankings of the employment growth of women-owned firms between 2007 and 2018 and the average employment per firm in 2018.

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	11,615,600	12,280,200	57.6%	5.7%
Employment	7,146,229	7,579,876	8,431,614	8,976,100	8,985,200	9,184,500	21.2%	2.2%
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	\$1,663,991,700	\$1,757,210,100	46.2%	5.6%
Atlanta GA								
Number of Firms	124,061	175,588	242,721	308,600	331,200	370,500	111.0%	11.9%
Employment	119,584	145,002	152,326	170,500	168,600	181,000	24.8%	7.4%
Sales (\$000)	\$21,595,902	\$29,381,119	\$31,474,751	\$36,955,500	\$36,303,800	\$40,143,100	36.6%	10.6%
Austin TX								
Number of Firms	33,387	45,282	63,918	74,800	77,800	85,800	89.5%	10.3%
Employment	30,188	42,825	58,254	68,300	69,700	81,600	90.5%	17.1%
Sales (\$000)	\$4,005,269	\$6,532,792	\$8,687,378	\$10,359,800	\$10,529,600	\$12,448,200	90.5%	18.2%
Baltimore MD								
Number of Firms	60,089	76,866	93,177	101,900	105,000	107,200	39.5%	2.1%
Employment	65,850	75,799	88,934	95,000	95,800	99,100	30.7%	3.4%
Sales (\$000)	\$8,071,993	\$10,219,032	\$14,316,004	\$15,969,400	\$16,281,000	\$17,271,400	69.0%	6.1%
Birmingham AL								
Number of Firms	20,049	27,563	33,254	37,600	38,600	36,800	33.5%	-4.7%
Employment	20,426	24,455	24,777	26,200	26,100	25,900	5.9%	-0.8%
Sales (\$000)	\$2,969,895	\$4,336,932	\$4,913,624	\$5,558,900	\$5,543,500	\$5,450,700	25.7%	-1.7%
Boston MA/NH								
Number of Firms	117,540	130,614	146,751	156,800	157,000	161,600	23.7%	2.9%
Employment	127,947	120,670	130,204	131,000	130,800	131,300	8.8%	0.4%
Sales (\$000)	\$17,327,192	\$19,873,085	\$22,758,315	\$24,631,000	\$24,362,500	\$25,693,500	29.3%	5.5%
Buffalo NY								
Number of Firms	19,770	19,591	23,372	24,500	24,500	24,700	26.1%	0.8%
Employment	23,168	20,270	26,732	27,900	27,700	28,200	39.1%	1.8%
Sales (\$000)	\$2,681,603	\$2,526,172	\$4,384,624	\$4,938,400	\$4,906,800	\$5,189,800	105.4%	5.8%
Charlotte NC/SC								
Number of Firms	30,932	45,038	73,756	92,500	105,700	117,100	160.0%	10.8%
Employment	43,411	41,660	61,921	70,000	67,100	76,600	83.9%	14.2%
Sales (\$000)	\$4,532,647	\$6,489,656	\$10,654,109	\$13,340,200	\$12,737,600	\$16,964,500	161.4%	33.2%
Chicago IL/IN/WI								
Number of Firms	215,066	271,086	340,336	376,900	395,800	398,600	47.0%	0.7%
Employment	269,756	266,866	266,192	265,200	265,100	264,800	-0.8%	-0.1%
Sales (\$000)	\$37,378,856	\$44,098,876	\$47,629,668	\$50,618,800	\$50,830,500	\$51,857,400	17.6%	2.0%
Cincinnati OH/KY/IN								
Number of Firms	40,008	46,757	54,762	60,700	61,700	63,200	35.2%	2.4%
Employment	48,305	50,979	56,421	59,700	59,500	61,100	19.9%	2.7%
Sales (\$000)	\$6,253,610	\$8,480,250	\$8,302,710	\$9,131,400	\$8,860,700	\$9,476,400	11.7%	6.9%
Cleveland OH								
Number of Firms	43,336	47,433	63,378	71,400	72,300	72,100	52.0%	-0.3%
Employment	51,865	62,327	63,967	68,800	68,300	69,300	11.2%	1.5%
Sales (\$000)	\$5,765,897	\$7,026,864	\$9,094,208	\$10,429,500	\$10,351,100	\$10,654,800	51.6%	2.9%
Columbus OH								
Number of Firms	38,766	46,749	59,239	68,900	71,500	74,500	59.4%	4.2%
Employment	41,630	42,031	53,817	59,600	59,700	63,000	49.9%	5.5%
Sales (\$000)	\$6,917,861	\$7,082,959	\$8,344,903	\$9,019,000	\$8,932,900	\$9,257,000	30.7%	3.6%

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Dallas TX								
Number of Firms	127,339	169,809	235,520	296,000	276,200	289,000	70.2%	4.6%
Employment	156,263	151,029	197,542	220,600	208,600	215,600	42.8%	3.4%
Sales (\$000)	\$19,926,616	\$28,099,286	\$37,430,543	\$47,211,700	\$42,787,500	\$46,405,200	65.1%	8.5%
Denver CO								
Number of Firms	68,110	79,547	101,243	117,600	117,500	118,500	49.0%	0.9%
Employment	69,053	71,881	86,002	94,300	92,700	94,900	32.0%	2.4%
Sales (\$000)	\$10,011,841	\$13,528,376	\$15,252,721	\$17,833,300	\$17,364,700	\$18,103,400	33.8%	4.3%
Detroit MI								
Number of Firms	96,268	115,787	157,090	256,400	280,900	300,000	159.1%	6.8%
Employment	99,871	121,902	119,594	151,800	145,700	157,300	29.0%	8.0%
Sales (\$000)	\$14,769,692	\$15,334,323	\$18,698,444	\$25,110,200	\$23,612,000	\$25,851,100	68.6%	9.5%
Hartford CT								
Number of Firms	26,050	27,066	33,155	35,200	34,700	35,600	31.5%	2.6%
Employment	28,150	28,400	32,553	33,800	33,400	34,200	20.4%	2.4%
Sales (\$000)	\$3,279,369	\$4,546,050	\$4,961,266	\$5,435,600	\$5,284,000	\$5,620,900	23.6%	6.4%
Houston TX								
Number of Firms	117,516	152,221	234,450	259,400	248,700	236,100	55.1%	-5.1%
Employment	142,305	152,928	194,566	205,700	199,300	195,200	27.6%	-2.1%
Sales (\$000)	\$18,312,556	\$30,014,828	\$32,988,815	\$36,123,700	\$34,368,500	\$33,185,800	10.6%	-3.4%
Indianapolis IN								
Number of Firms	33,260	40,056	57,362	65,500	70,400	69,900	74.5%	-0.7%
Employment	38,821	41,763	57,232	63,500	65,300	67,100	60.7%	2.8%
Sales (\$000)	\$5,294,177	\$6,267,315	\$9,258,614	\$10,600,200	\$10,994,100	\$11,392,800	81.8%	3.6%
Jacksonville FL								
Number of Firms	26,107	32,392	44,290	52,000	53,600	57,000	76.0%	6.3%
Employment	26,549	31,560	34,081	37,300	37,000	39,000	23.6%	5.4%
Sales (\$000)	\$3,505,033	\$5,142,837	\$4,674,202	\$5,170,400	\$5,088,400	\$5,380,900	4.6%	5.7%
Kansas City MO/KS								
Number of Firms	43,725	49,027	58,155	63,100	63,400	64,200	30.9%	1.3%
Employment	44,056	51,020	57,624	62,300	62,000	64,100	25.6%	3.4%
Sales (\$000)	\$5,918,956	\$8,395,144	\$10,424,554	\$11,972,700	\$11,995,100	\$12,776,700	52.2%	6.5%
Las Vegas NV								
Number of Firms	31,259	44,528	62,885	75,600	88,600	97,400	118.7%	9.9%
Employment	36,993	46,033	49,727	54,800	56,700	61,300	33.2%	8.1%
Sales (\$000)	\$6,639,696	\$9,347,461	\$9,341,515	\$10,424,400	\$10,714,300	\$11,627,000	24.4%	8.5%
Los Angeles CA								
Number of Firms	345,436	409,830	558,831	635,100	684,100	735,900	79.6%	7.6%
Employment	371,194	388,536	420,927	438,700	441,500	456,600	17.5%	3.4%
Sales (\$000)	\$59,692,294	\$79,797,391	\$85,567,333	\$94,820,200	\$96,855,200	\$105,660,800	32.4%	9.1%
Louisville KY/IN								
Number of Firms	26,569	28,586	33,222	35,700	36,100	37,100	29.8%	2.8%
Employment	32,886	35,092	34,092	34,500	34,500	34,800	-0.8%	0.9%
Sales (\$000)	\$3,882,696	\$4,767,482	\$5,255,357	\$5,759,900	\$5,758,400	\$6,119,200	28.4%	6.3%
Memphis TN/MS/AR								
Number of Firms	22,102	31,454	57,563	69,900	75,400	74,100	135.6%	-1.7%
Employment	24,931	22,557	28,106	29,200	29,000	29,100	29.0%	0.3%
Sales (\$000)	\$2,616,314	\$3,453,621	\$5,211,621	\$6,111,700	\$6,103,400	\$6,267,100	81.5%	2.7%

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2018								
	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Miami FL								
Number of Firms	180,797	232,743	355,762	453,100	503,600	518,100	122.6%	2.9%
Employment	153,586	140,608	173,160	184,100	183,100	186,700	32.8%	2.0%
Sales (\$000)	\$21,645,539	\$26,697,251	\$34,384,858	\$41,473,000	\$41,773,100	\$44,724,400	67.5%	7.1%
Milwaukee WI								
Number of Firms	28,720	32,479	40,520	44,200	45,500	44,400	36.7%	-2.4%
Employment	47,789	45,502	49,408	49,900	49,900	49,900	9.7%	0.0%
Sales (\$000)	\$5,086,040	\$5,414,192	\$6,242,362	\$6,604,100	\$6,607,400	\$6,600,700	21.9%	-0.1%
Minneapolis/St. Paul MN/WI								
Number of Firms	81,607	90,372	109,300	119,600	121,900	119,800	32.6%	-1.7%
Employment	87,843	102,421	131,010	147,100	150,000	151,100	47.5%	0.7%
Sales (\$000)	\$11,760,385	\$14,093,497	\$17,841,743	\$20,104,000	\$20,278,900	\$20,410,200	44.8%	0.6%
Nashville TN								
Number of Firms	32,544	40,428	55,389	64,000	67,600	72,900	80.3%	7.8%
Employment	31,062	36,816	36,186	38,100	38,100	39,600	7.6%	3.9%
Sales (\$000)	\$7,583,392	\$9,553,712	\$10,250,554	\$11,251,300	\$11,238,200	\$12,017,500	25.8%	6.9%
New Orleans LA								
Number of Firms	30,546	29,701	48,890	47,900	46,900	46,400	56.2%	-1.1%
Employment	41,938	34,421	43,386	43,300	43,300	43,200	25.5%	-0.2%
Sales (\$000)	\$4,923,470	\$6,688,045	\$6,655,996	\$6,563,100	\$6,517,200	\$6,431,500	-3.8%	-1.3%
New York NY/NJ/PA								
Number of Firms	510,692	604,678	783,597	876,300	882,900	903,700	49.5%	2.4%
Employment	521,585	508,301	623,123	657,600	651,600	666,100	31.0%	2.2%
Sales (\$000)	\$79,902,753	\$94,662,980	\$124,681,440	\$139,888,300	\$138,024,000	\$145,131,500	53.3%	5.1%
Oklahoma City OK								
Number of Firms	26,091	32,787	40,126	43,700	42,800	41,800	27.5%	-2.3%
Employment	32,397	32,222	41,095	43,300	42,400	42,100	30.7%	-0.7%
Sales (\$000)	\$2,927,078	\$5,547,331	\$7,661,494	\$8,879,200	\$8,642,800	\$8,410,300	51.6%	-2.7%
Orlando FL								
Number of Firms	40,270	61,699	91,290	113,200	124,300	131,300	112.8%	5.6%
Employment	42,430	55,663	59,873	67,400	67,300	71,100	27.7%	5.6%
Sales (\$000)	\$9,951,891	\$11,236,372	\$11,619,107	\$12,335,300	\$12,184,400	\$12,460,000	10.9%	2.3%
Philadelphia PA/NJ/DE/MD								
Number of Firms	108,384	133,595	155,264	169,300	174,300	180,100	34.8%	3.3%
Employment	133,675	136,632	151,409	156,700	157,000	160,500	17.5%	2.2%
Sales (\$000)	\$18,346,100	\$24,083,914	\$24,477,086	\$26,309,000	\$26,411,000	\$27,652,200	14.8%	4.7%
Phoenix AZ								
Number of Firms	70,816	83,379	121,689	136,700	138,300	144,500	73.3%	4.5%
Employment	89,408	102,518	102,632	106,500	105,700	107,800	5.2%	2.0%
Sales (\$000)	\$11,478,738	\$15,911,873	\$16,545,275	\$18,040,900	\$17,750,500	\$18,627,800	17.1%	4.9%
Pittsburgh PA								
Number of Firms	44,287	48,360	54,959	59,800	59,100	58,500	21.0%	-1.0%
Employment	63,215	62,977	74,038	78,900	77,700	77,900	23.7%	0.3%
Sales (\$000)	\$8,031,733	\$8,739,462	\$9,961,399	\$10,832,800	\$10,568,100	\$10,611,000	21.4%	0.4%
Portland OR/WA								
Number of Firms	53,205	60,891	77,097	80,400	79,600	80,900	32.9%	1.6%
Employment	49,786	58,414	64,901	67,000	66,300	67,500	15.6%	1.8%
Sales (\$000)	\$6,836,017	\$9,847,888	\$10,767,471	\$11,306,900	\$11,121,100	\$11,446,400	16.2%	2.9%
Providence RI/MA								
Number of Firms	34,142	37,318	42,559	46,000	46,100	46,300	24.1%	0.4%
Employment	37,395	32,800	39,924	41,000	40,800	41,100	25.3%	0.7%
Sales (\$000)	\$6,068,120	\$5,088,390	\$6,743,782	\$7,021,600	\$6,955,500	\$7,025,200	38.1%	1.0%

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 4: Trend in Growth of Women-Owned Firms in Top 50 Metropolitan Areas, 2002-2018

	Women-Owned Firms						% Change 2007-2018	% Change 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Raleigh NC								
Number of Firms	21,996	28,828	38,337	43,400	45,500	47,000	63.0%	3.3%
Employment	30,393	34,834	40,146	43,200	43,400	45,000	29.2%	3.7%
Sales (\$000)	\$3,203,091	\$4,435,817	\$5,559,463	\$6,294,700	\$6,391,000	\$6,840,900	54.2%	7.0%
Richmond VA								
Number of Firms	21,529	27,624	34,814	40,200	42,000	46,400	68.0%	10.5%
Employment	28,248	30,335	35,649	38,600	38,700	41,700	37.5%	7.8%
Sales (\$000)	\$2,666,832	\$3,384,246	\$5,155,733	\$6,156,300	\$6,376,000	\$7,712,700	127.9%	21.0%
Riverside CA								
Number of Firms	70,259	95,982	129,589	156,300	165,600	176,700	84.1%	6.7%
Employment	59,566	74,064	79,305	88,200	88,000	93,400	26.1%	6.1%
Sales (\$000)	\$10,678,569	\$16,129,306	\$17,062,291	\$19,937,500	\$19,897,200	\$21,748,400	34.8%	9.3%
Sacramento CA								
Number of Firms	46,266	55,495	61,073	66,200	67,400	68,100	22.7%	1.0%
Employment	38,629	48,354	47,418	50,500	50,600	51,900	7.3%	2.6%
Sales (\$000)	\$4,679,379	\$8,063,481	\$8,176,003	\$9,392,800	\$9,624,900	\$10,234,400	26.9%	6.3%
St. Louis MO/IL								
Number of Firms	60,207	63,303	83,620	91,400	92,600	94,600	49.4%	2.2%
Employment	84,251	75,828	80,283	79,000	79,200	78,700	3.8%	-0.6%
Sales (\$000)	\$10,563,737	\$11,743,436	\$12,160,979	\$12,691,300	\$12,601,800	\$12,835,700	9.3%	1.9%
Salt Lake City UT								
Number of Firms	21,619	27,673	32,197	35,500	36,100	37,700	36.2%	4.4%
Employment	21,904	26,513	33,081	36,500	36,800	39,900	50.5%	8.4%
Sales (\$000)	\$3,011,880	\$4,291,776	\$6,470,827	\$7,540,300	\$7,747,900	\$8,862,300	106.5%	14.4%
San Antonio TX								
Number of Firms	33,859	48,531	68,128	80,100	83,900	89,200	83.8%	6.3%
Employment	39,954	50,830	88,907	106,100	110,300	126,000	147.9%	14.2%
Sales (\$000)	\$5,843,605	\$7,217,664	\$12,253,430	\$14,499,400	\$14,681,700	\$16,409,100	127.3%	11.8%
San Diego CA								
Number of Firms	73,475	86,939	105,329	115,000	119,700	115,700	33.1%	-3.3%
Employment	85,177	89,648	98,005	101,900	102,500	102,100	13.9%	-0.4%
Sales (\$000)	\$10,561,353	\$13,085,211	\$16,463,667	\$18,258,000	\$18,732,400	\$18,539,900	41.7%	-1.0%
San Francisco CA								
Number of Firms	127,385	143,170	173,702	192,300	194,000	203,700	42.3%	5.0%
Employment	135,695	119,819	144,831	148,500	147,900	150,400	25.5%	1.7%
Sales (\$000)	\$20,959,964	\$23,103,858	\$28,193,873	\$31,093,200	\$30,746,200	\$32,951,200	42.6%	7.2%
San Jose CA								
Number of Firms	38,386	47,498	60,189	72,900	77,800	81,000	70.5%	4.1%
Employment	61,140	49,213	52,259	47,100	48,200	46,500	-5.5%	-3.5%
Sales (\$000)	\$7,956,266	\$10,086,189	\$10,624,904	\$12,182,300	\$12,164,100	\$12,919,100	28.1%	6.2%
Seattle WA								
Number of Firms	77,784	88,263	108,033	118,300	119,300	122,100	38.3%	2.3%
Employment	71,885	88,165	101,636	111,800	111,700	117,700	33.5%	5.4%
Sales (\$000)	\$10,885,690	\$14,925,567	\$17,302,486	\$19,484,200	\$19,407,400	\$20,667,900	38.5%	6.5%
Tampa/St. Petersburg FL								
Number of Firms	54,473	76,291	98,387	119,600	125,700	136,200	78.5%	8.4%
Employment	60,301	78,771	71,419	76,800	76,100	79,300	0.7%	4.2%
Sales (\$000)	\$8,458,458	\$11,546,243	\$12,015,335	\$13,734,000	\$13,531,200	\$14,641,600	26.8%	8.2%
Virginia Beach VA/NC								
Number of Firms	29,157	36,445	45,459	47,900	50,100	48,200	32.3%	-3.8%
Employment	36,382	40,327	46,724	48,300	49,100	48,500	20.3%	-1.2%
Sales (\$000)	\$3,976,280	\$6,564,864	\$6,919,805	\$7,359,000	\$7,651,300	\$7,461,200	13.7%	-2.5%
Washington DC/VA/MD/WV								
Number of Firms	140,630	175,869	221,974	233,200	240,700	246,800	40.3%	2.5%
Employment	150,514	175,301	215,300	224,200	228,000	236,500	34.9%	3.7%
Sales (\$000)	\$19,680,575	\$26,964,072	\$35,013,535	\$37,129,500	\$38,082,900	\$40,178,200	49.0%	5.5%

State	# of Firms		Revenues		Employment		Combined Economic Clout Rank
	Growth	Rank	Growth	Rank	Growth	Rank	
Atlanta GA	111.0%	7	36.6%	24	24.9%	29	18
Austin TX	89.5%	8	90.5%	6	90.4%	2	3
Baltimore MD	39.4%	31	69.0%	9	30.7%	18	15
Birmingham AL	33.6%	37	25.7%	35	5.8%	44	42
Boston MA/NH	23.7%	48	29.3%	29	8.8%	41	44
Buffalo NY	26.1%	46	105.4%	5	39.2%	9	18
Charlotte NC/SC	160.0%	1	161.4%	1	83.9%	3	1
Chicago IL/IN/WI	47.0%	28	17.6%	40	-0.8%	48	42
Cincinnati OH/KY/IN	35.1%	35	11.7%	45	19.9%	34	40
Cleveland OH	52.0%	24	51.6%	16	11.2%	39	26
Columbus OH	59.4%	21	30.7%	28	49.8%	6	13
Dallas TX	70.2%	18	65.1%	12	42.8%	8	9
Denver CO	49.0%	27	33.8%	26	32.0%	15	22
Detroit MI	159.1%	2	68.6%	10	29.0%	20	7
Hartford CT	31.5%	42	23.6%	37	20.3%	32	38
Houston TX	55.1%	23	10.6%	47	27.7%	23	30
Indianapolis IN	74.5%	15	81.8%	7	60.6%	4	4
Jacksonville FL	76.1%	14	4.6%	49	23.6%	31	32
Kansas City MO/KS	31.0%	43	52.2%	15	25.6%	25	28
Las Vegas NV	118.7%	5	24.4%	36	33.2%	13	12
Los Angeles CA	79.6%	12	32.4%	27	17.5%	35	23
Louisville KY/IN	29.7%	44	28.4%	30	-0.9%	49	49
Memphis TN/MS/AR	135.5%	3	81.5%	8	29.0%	21	7
Miami FL	122.6%	4	67.5%	11	32.8%	14	5
Milwaukee WI	36.8%	33	21.9%	38	9.7%	40	38
Minneapolis/St. Paul MN/WI	32.6%	40	44.8%	19	47.5%	7	20
Nashville TN	80.3%	11	25.8%	34	7.4%	42	29
New Orleans LA	56.1%	22	-3.8%	50	25.5%	27	36
New York NY/NJ/PA	49.5%	25	53.3%	14	31.0%	16	13
Oklahoma City OK	27.4%	45	51.6%	17	30.7%	17	26
Orlando FL	112.8%	6	10.9%	46	27.8%	22	23
Philadelphia PA/NJ/DE/MD	34.8%	36	14.8%	43	17.4%	36	41
Phoenix AZ	73.4%	16	17.1%	41	5.2%	45	37
Pittsburgh PA	20.9%	50	21.4%	39	23.7%	30	47
Portland OR/WA	32.9%	39	16.2%	42	15.5%	37	44
Providence RI/MA	24.0%	47	38.1%	23	25.2%	28	34
Raleigh NC	63.1%	20	54.2%	13	29.3%	19	11
Richmond VA	67.9%	19	127.9%	2	37.5%	10	6
Riverside CA	84.1%	9	34.8%	25	26.1%	24	15
Sacramento CA	22.7%	49	26.9%	32	7.4%	43	50
St. Louis MO/IL	49.4%	26	9.3%	48	3.7%	46	48
Salt Lake City UT	36.4%	34	106.5%	4	50.3%	5	10
San Antonio TX	83.7%	10	127.3%	3	147.8%	1	2
San Diego CA	33.1%	38	41.7%	21	13.9%	38	33
San Francisco CA	42.3%	29	42.6%	20	25.5%	26	25
San Jose CA	70.5%	17	28.1%	31	-5.6%	50	34
Seattle WA	38.4%	32	38.5%	22	33.5%	12	20
Tampa/St. Petersburg FL	78.6%	13	26.8%	33	0.7%	47	30
Virginia Beach VA/NC	32.3%	41	13.7%	44	20.3%	33	44
Washington DC/VA/MD/WV	40.3%	30	49.0%	18	34.9%	11	17

Note: This combined ranking is an average of the individual rankings of the employment growth of women-owned firms between 2007 and 2018 and the average number of employees per firm in 2018. The boundaries of 19 of the top 50 metropolitan areas changed between the 2007 and 2012 SBO. Refer to Table 6 for additional information.

Table 5a: Rank of Metropolitan Areas by Growth in Employment Vitality of Women-Owned Firms, 2007-2018

Metropolitan Area	Employment				Combined ranking
	Growth	Rank	Average 2018	Rank	
Atlanta GA	24.9%	29	0.49	48	44
Austin TX	90.4%	2	0.95	17	6
Baltimore MD	30.7%	18	0.92	20	15
Birmingham AL	5.8%	44	0.70	36	46
Boston MA/NH	8.8%	41	0.81	29	38
Buffalo NY	39.2%	9	1.14	4	4
Charlotte NC/SC	83.9%	3	0.65	39	18
Chicago IL/IN/WI	-0.8%	48	0.66	38	47
Cincinnati OH/KY/IN	19.9%	34	0.97	10	19
Cleveland OH	11.2%	39	0.96	12	24
Columbus OH	49.8%	6	0.85	25	10
Dallas TX	42.8%	8	0.75	32	16
Denver CO	32.0%	15	0.80	30	20
Detroit MI	29.0%	20	0.52	47	34
Hartford CT	20.3%	32	0.96	13	20
Houston TX	27.7%	23	0.83	28	24
Indianapolis IN	60.6%	4	0.96	14	5
Jacksonville FL	23.6%	31	0.68	37	37
Kansas City MO/KS	25.6%	25	1.00	9	13
Las Vegas NV	33.2%	13	0.63	40	28
Los Angeles CA	17.5%	35	0.62	41	43
Louisville KY/IN	-0.9%	49	0.94	18	34
Memphis TN/MS/AR	29.0%	21	0.39	49	38
Miami FL	32.8%	14	0.36	50	33
Milwaukee WI	9.7%	40	1.12	5	20
Minneapolis/St. Paul MN/WI	47.5%	7	1.26	3	2
Nashville TN	7.4%	42	0.54	44	47
New Orleans LA	25.5%	27	0.93	19	23
New York NY/NJ/PA	31.0%	16	0.74	35	24
Oklahoma City OK	30.7%	17	1.01	7	8
Orlando FL	27.8%	22	0.54	45	34
Philadelphia PA/NJ/DE/MD	17.4%	36	0.89	22	29
Phoenix AZ	5.2%	45	0.75	33	45
Pittsburgh PA	23.7%	30	1.33	2	12
Portland OR/WA	15.5%	37	0.83	26	32
Providence RI/MA	25.2%	28	0.89	23	24
Raleigh NC	29.3%	19	0.96	16	14
Richmond VA	37.5%	10	0.90	21	10
Riverside CA	26.1%	24	0.53	46	38
Sacramento CA	7.4%	43	0.76	31	42
St. Louis MO/IL	3.7%	46	0.83	27	41
Salt Lake City UT	50.3%	5	1.06	6	3
San Antonio TX	147.8%	1	1.41	1	1
San Diego CA	13.9%	38	0.88	24	31
San Francisco CA	25.5%	26	0.74	34	30
San Jose CA	-5.6%	50	0.57	43	50
Seattle WA	33.5%	12	0.96	11	7
Tampa/St. Petersburg FL	0.7%	47	0.58	42	49
Virginia Beach VA/NC	20.3%	33	1.01	8	17
Washington DC/VA/MD/WV	34.9%	11	0.96	15	9

Note: This combined ranking is an average of the individual rankings of the employment growth of women-owned firms between 2007 and 2018 and the average number of employees per firm in 2018. The boundaries of 19 of the top 50 metropolitan areas changed between the 2007 and 2012 SBO. Refer to Table 6 for additional information.

Table 6: Metropolitan Area Boundary Changes Between 2002/07 & 2012		
Metropolitan Area	MSA Boundary Changes	
	Counties Added	Counties Removed
Atlanta GA	Morgan	
Austin TX		
Baltimore MD		
Birmingham AL		
Boston MA/NH		
Buffalo NY		
Charlotte NC/SC	Iredell Co. NC, Lincoln Co. NC, Rowan Co. NC, Chester Co. SC, Lancaster Co. SC	Anson Co. NC
Chicago IL/IN/WI		
Cincinnati OH/KY/IN		Franklin Co. IN
Cleveland OH		
Columbus OH	Hocking	Perry
Dallas TX	Hood, Somervell	
Denver CO		
Detroit MI		
Hartford CT		
Houston TX		San Jacinto
Indianapolis IN	Madison	
Jacksonville FL		
Kansas City MO/KS		Franklin Co. KS
Las Vegas NV		
Los Angeles CA		
Louisville KY/IN	Scott Co. IN	Meade Co. KY, Nelson Co. KY
Memphis TN/MS/AR	Benton Co. MS	
Miami FL		
Milwaukee WI		
Minneapolis/St. Paul MN/WI	LeSueur Co. MN, Mille Lacs Co. MN, Sibley Co. MN	
Nashville TN	Maury	
New Orleans LA	St. James Parish	
New York NY/NJ/PA	Dutchess Co. NY, Orange Co. NY	
Oklahoma City OK		
Orlando FL		
Philadelphia PA/NJ/DE/MD		
Phoenix AZ		
Pittsburgh PA		
Portland OR/WA		
Providence RI/MA		
Raleigh NC		
Richmond VA		Cumberland, King and Queen, Louisa
Riverside CA		
Sacramento CA		
St. Louis MO/IL		Washington Co. MO
Salt Lake City UT		Summit
San Antonio TX		
San Diego CA		
San Francisco CA		
San Jose CA		
Seattle WA		
Tampa/St. Petersburg FL		
Virginia Beach VA/NC	Gates Co. NC	Surry Co. VA
Washington DC/VA/MD/WV	Culpeper Co. VA, Rappahannock Co. VA	

Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2018

	Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018	% Share of All WOBS, 2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)			
Total US									
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	11,615,600	12,280,200	57.6%	5.7%	100.0%
Employment	7,146,229	7,579,876	8,431,614	8,976,100	8,985,200	9,184,500	21.2%	2.2%	100.0%
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	\$1,663,991,700	\$1,757,210,100	46.2%	5.6%	100.0%
Agriculture, Forestry, Fishing, Hunting (11)									
Number of Firms	24,458	26,783	37,021	39,800	35,600	35,600	32.9%	0.0%	0.3%
Employment	24,296	9,740	19,705	18,700	20,100	20,000	105.3%	-0.5%	0.2%
Sales (\$000)	\$2,050,461	\$2,037,592	\$2,917,508	\$3,106,200	\$2,824,600	\$2,826,800	38.7%	0.1%	0.2%
Mining (21)									
Number of Firms	13,231	18,317	22,388	24,000	19,500	20,000	9.2%	2.6%	0.2%
Employment	15,910	23,378	27,251	29,200	23,639	24,600	5.2%	4.1%	0.3%
Sales (\$000)	\$3,127,501	\$11,590,597	\$12,688,725	\$14,352,400	\$8,728,003	\$9,358,600	-19.3%	7.2%	0.5%
Utilities (22)									
Number of Firms	2,066	3,763	4,111	8,000	8,800	9,400	149.8%	6.8%	0.1%
Employment	1,918	1,795	1,738	1,400	1,700	1,700	-5.3%	0.0%	0.0%
Sales (\$000)	\$744,575	\$1,927,789	\$1,172,906	\$1,978,900	\$1,264,600	\$1,302,500	-32.4%	3.0%	0.1%
Construction (23)									
Number of Firms	201,791	268,793	265,733	417,900	480,279	522,400	94.4%	8.8%	4.3%
Employment	455,799	495,569	435,718	387,900	406,473	407,300	-17.8%	0.2%	4.5%
Sales (\$000)	\$68,424,738	\$97,453,812	\$93,002,152	\$151,486,600	\$143,403,551	\$150,632,100	54.6%	5.0%	8.8%
Manufacturing (31-33)									
Number of Firms	110,348	113,481	139,442	146,400	149,400	149,200	31.5%	-0.1%	1.2%
Employment	637,130	572,170	559,456	540,900	538,600	541,600	-5.3%	0.6%	6.1%
Sales (\$000)	\$93,312,296	\$113,394,679	\$123,983,984	\$131,308,400	\$134,198,100	\$133,968,600	18.1%	-0.2%	7.8%

Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2018

	Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018	% Share of All WOBS, 2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)			
Wholesale Trade (42)									
Number of Firms	121,421	133,380	155,215	165,400	166,300	166,100	24.5%	-0.1%	1.4%
Employment	378,857	382,096	373,615	372,000	372,200	372,400	-2.5%	0.1%	4.2%
Sales (\$000)	\$210,802,077	\$246,515,385	\$275,903,159	\$295,511,600	\$296,336,500	\$295,936,100	20.0%	-0.1%	17.3%
Retail Trade (44-45)									
Number of Firms	944,682	918,804	1,045,322	1,081,100	1,108,600	1,113,400	21.2%	0.4%	9.1%
Employment	851,401	837,834	792,440	771,500	760,100	762,000	-9.1%	0.2%	8.5%
Sales (\$000)	\$149,230,643	\$190,411,132	\$208,975,626	\$230,197,000	\$251,361,900	\$254,908,000	33.9%	1.4%	14.9%
Transportation & Warehousing (48-49)									
Number of Firms	111,466	142,595	158,745	172,700	180,900	182,500	28.0%	0.9%	1.5%
Employment	187,373	217,060	249,618	268,000	277,500	275,700	27.0%	-0.6%	3.1%
Sales (\$000)	\$22,446,422	\$32,951,928	\$44,215,826	\$50,633,400	\$56,090,900	\$57,058,700	73.2%	1.7%	3.3%
Information (51)									
Number of Firms	80,270	97,211	114,484	137,600	137,500	142,600	46.7%	3.7%	1.2%
Employment	140,958	121,774	123,854	112,300	115,900	115,500	-5.2%	-0.3%	1.3%
Sales (\$000)	\$22,077,377	\$26,203,062	\$28,816,301	\$33,363,700	\$37,244,600	\$33,676,000	28.5%	-9.6%	2.0%
Finance & Insurance (52)									
Number of Firms	167,062	200,474	217,763	252,300	238,081	261,800	30.6%	10.0%	2.1%
Employment	142,046	161,987	158,875	170,300	164,961	170,100	5.0%	3.1%	1.9%
Sales (\$000)	\$26,878,452	\$32,226,805	\$36,136,427	\$42,435,600	\$39,710,225	\$43,903,100	36.2%	10.6%	2.6%
Real Estate, Rental, Leasing (53)									
Number of Firms	504,014	657,854	711,762	798,500	800,000	821,900	24.9%	2.7%	6.7%
Employment	169,707	184,409	194,195	204,400	203,200	204,000	10.6%	0.4%	2.3%
Sales (\$000)	\$48,289,200	\$58,707,594	\$72,714,463	\$82,914,500	\$82,914,300	\$85,471,800	45.6%	3.1%	5.0%
Prof/Sci/Tech Svcs. (54)									
Number of Firms	934,851	1,096,614	1,334,561	1,443,900	1,495,700	1,497,300	36.5%	0.1%	12.2%
Employment	573,171	642,055	774,717	829,900	853,100	843,700	31.4%	-1.1%	9.4%
Sales (\$000)	\$79,246,625	\$107,691,967	\$138,669,937	\$154,928,200	\$164,407,600	\$164,694,200	52.9%	0.2%	9.6%

Table 7: Trend in Growth of Women-Owned Firms by Industry, 2002-2018

	Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018	% Share of All WOBS, 2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)			
Mgmt of Companies (55)									
Number of Firms	2,100	1,791	1,886	1,800	1,800	1,800	0.5%	0.0%	0.0%
Employment	61,135	51,773	50,719	48,100	48,000	48,600	-6.1%	1.3%	0.5%
Sales (\$000)	\$1,706,800	\$2,866,681	\$4,854,192	\$5,634,700	\$6,517,400	\$6,306,700	120.0%	-3.2%	0.4%
Admin, Support, Waste Mgmt Svcs (56)									
Number of Firms	569,300	785,931	1,080,092	1,289,700	1,359,400	1,339,000	70.4%	-1.5%	10.9%
Employment	1,004,905	1,155,277	1,141,817	1,198,000	1,195,000	1,185,000	2.6%	-0.8%	13.2%
Sales (\$000)	\$48,213,903	\$66,122,536	\$80,328,941	\$93,509,000	\$95,523,200	\$94,422,800	42.8%	-1.2%	5.5%
Educational Svcs (61)									
Number of Firms	192,429	276,164	366,562	397,100	411,900	411,100	48.9%	-0.2%	3.4%
Employment	118,121	129,752	169,808	178,900	181,200	179,600	38.4%	-0.9%	2.0%
Sales (\$000)	\$7,388,159	\$9,848,089	\$14,167,679	\$15,358,200	\$15,840,800	\$15,810,600	60.5%	-0.2%	0.9%
Health Care & Social Assistance (62)									
Number of Firms	1,035,834	1,232,001	1,603,094	1,730,800	1,806,100	1,811,500	47.0%	0.3%	14.8%
Employment	961,302	1,140,269	1,580,582	1,720,000	1,810,800	1,786,300	56.7%	-1.4%	20.0%
Sales (\$000)	\$68,457,902	\$93,339,444	\$131,360,576	\$145,526,300	\$155,587,500	\$156,273,000	67.4%	0.4%	9.1%
Arts, Entertainment & Recreation (71)									
Number of Firms	289,205	376,221	470,697	523,700	585,900	588,700	56.5%	0.5%	4.8%
Employment	120,676	115,026	134,392	138,400	141,000	140,300	22.0%	-0.5%	1.6%
Sales (\$000)	\$12,697,121	\$16,502,276	\$20,382,874	\$22,627,100	\$24,929,100	\$25,039,000	51.7%	0.4%	1.5%
Accommodation & Food Svc (72)									
Number of Firms	166,701	191,894	265,547	310,000	343,100	354,900	84.9%	3.4%	2.9%
Employment	909,049	965,794	1,203,315	1,335,600	1,404,300	1,402,800	45.2%	-0.1%	15.7%
Sales (\$000)	\$38,687,859	\$47,326,828	\$69,029,041	\$82,670,400	\$93,336,600	\$97,126,300	105.2%	4.1%	5.7%
Other Services (81)									
Number of Firms	1,015,724	1,251,744	1,885,222	2,479,600	2,768,100	2,831,500	126.2%	2.3%	23.1%
Employment	386,174	368,090	437,430	472,500	472,900	470,100	27.7%	-0.6%	5.3%
Sales (\$000)	\$36,215,139	\$44,818,781	\$60,246,240	\$76,673,900	\$81,311,900	\$82,735,900	84.6%	1.8%	4.8%

Note: Due to the lack of information about the methodology used to project all firms by industry in 2016 report, it was not possible calculate the last column "% Share of WOBS vs. All Firms in Industry". The fields in red text changed from last report after the last review of the estimations.

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 8: Trend in Growth of Women-Owned Firms by Revenue Size Class, 2002-2018								
	Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	11,615,600	12,280,200	57.6%	5.7%
Employment	7,146,229	7,579,876	8,431,614	8,976,100	8,985,200	9,184,500	21.2%	2.2%
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	\$1,663,991,700	\$1,757,210,100	46.2%	5.6%
Less than \$5,000								
Number of Firms	1,831,186	2,217,918	2,497,048	2,779,100	2,854,500	2,931,900	32.2%	2.7%
Employment	30,666	86,288	5,959	-	-	-	-	-
Sales (\$000)	\$4,371,682	\$5,084,937	\$5,988,757	\$6,673,700	\$6,856,800	\$7,045,000	38.5%	2.7%
\$5,000 to \$9,999								
Number of Firms	1,167,913	1,414,860	1,776,343	2,034,100	2,104,200	2,176,700	53.8%	3.4%
Employment	6,387	11,685	11,231	13,300	13,900	14,500	24.1%	4.3%
Sales (\$000)	\$7,876,084	\$9,588,410	\$12,042,699	\$13,807,700	\$14,288,000	\$14,785,000	54.2%	3.5%
\$10,000 to \$24,999								
Number of Firms	1,405,378	1,773,429	2,722,295	3,280,100	3,436,600	3,600,500	103.0%	4.8%
Employment	33,520	49,201	43,434	47,600	48,700	49,800	1.2%	2.3%
Sales (\$000)	\$21,641,615	\$27,241,168	\$41,044,596	\$49,263,700	\$51,563,800	\$53,971,300	98.1%	4.7%
\$25,000 to \$49,999								
Number of Firms	730,947	913,154	1,052,900	1,189,300	1,226,100	1,264,000	38.4%	3.1%
Employment	85,623	93,154	85,118	84,900	84,800	84,800	-9.0%	0.0%
Sales (\$000)	\$25,408,298	\$31,710,627	\$36,476,822	\$41,165,400	\$42,428,800	\$43,731,100	37.9%	3.1%
\$50,000 to \$99,999								
Number of Firms	495,516	591,823	681,243	759,900	780,900	802,600	35.6%	2.8%
Employment	237,803	212,717	211,841	200,800	198,100	195,500	-8.1%	-1.3%
Sales (\$000)	\$34,579,993	\$41,252,436	\$47,530,809	\$53,016,800	\$54,484,500	\$55,992,900	35.7%	2.8%
\$100,000 to \$249,999								
Number of Firms	422,531	475,458	553,503	609,000	623,700	638,800	34.4%	2.4%
Employment	709,701	640,421	679,604	666,900	663,800	660,600	3.2%	-0.5%
Sales (\$000)	\$66,287,067	\$74,396,099	\$86,885,447	\$95,610,900	\$97,925,900	\$100,296,900	34.8%	2.4%
\$250,000 to \$499,999								
Number of Firms	197,249	218,598	258,398	284,300	291,200	298,200	36.4%	2.4%
Employment	838,312	804,222	875,027	890,600	894,500	898,500	11.7%	0.4%
Sales (\$000)	\$68,982,476	\$76,728,816	\$90,745,311	\$99,964,000	\$102,411,400	\$104,918,800	36.7%	2.4%
\$500,000 to \$999,999								
Number of Firms	121,553	135,989	164,824	183,200	188,100	193,100	42.0%	2.7%
Employment	986,237	923,323	1,096,087	1,142,600	1,154,500	1,166,600	26.3%	1.0%
Sales (\$000)	\$84,728,761	\$95,050,961	\$115,120,229	\$127,994,100	\$131,431,500	\$134,961,300	42.0%	2.7%
\$1,000,000 or more								
Number of Firms	116,985	141,908	171,842	195,100	201,400	207,900	46.5%	3.2%
Employment	4,213,120	4,758,865	5,423,313	5,936,000	6,071,600	6,210,200	30.5%	2.3%
Sales (\$000)	\$625,662,232	\$841,062,304	\$983,999,625	\$1,135,791,300	\$1,177,265,600	\$1,220,254,300	45.1%	3.7%

THE STATE OF WOMEN-OWNED BUSINESSES, 2018

Table 9: Trend in Growth of Women-Owned Firms by Employment Size Class, 2002-2018								
	Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	6,489,483	7,793,139	9,878,397	11,313,900	11,615,600	12,280,200	57.6%	5.7%
Employment	7,146,229	7,579,876	8,431,614	8,976,100	8,985,200	9,184,500	21.2%	2.2%
Sales (\$000)	\$940,774,986	\$1,202,115,758	\$1,419,834,295	\$1,622,763,800	\$1,663,991,700	\$1,757,210,100	46.2%	5.6%
No employees								
Number of Firms	5,734,025	6,992,932	8,976,227	10,349,600	10,696,800	11,477,200	64.1%	7.3%
Employment	-	-	-	-	-	-	-	-
Sales (\$000)	\$160,244,074	\$202,483,064	\$252,832,626	\$292,053,100	\$294,395,900	\$324,676,500	60.3%	10.3%
1 to 4 employees								
Number of Firms	461,896	499,625	562,451	605,000	615,300	626,500	25.4%	1.8%
Employment	939,479	978,484	1,116,714	1,191,800	1,210,000	1,227,600	25.5%	1.5%
Sales (\$000)	\$113,455,460	\$136,863,702	\$167,857,339	\$190,902,000	\$192,259,700	\$208,070,900	52.0%	8.2%
5 to 9 employees								
Number of Firms	149,063	151,544	170,715	179,900	182,100	183,900	21.4%	1.0%
Employment	970,986	988,001	1,117,915	1,180,200	1,195,200	1,207,600	22.2%	1.0%
Sales (\$000)	\$96,553,311	\$116,479,023	\$142,299,740	\$161,677,900	\$162,818,600	\$176,016,600	51.1%	8.1%
10 to 19 employees								
Number of Firms	82,942	85,462	96,241	101,900	103,300	104,400	22.2%	1.1%
Employment	1,105,339	1,138,798	1,282,913	1,358,100	1,376,300	1,392,000	22.2%	1.1%
Sales (\$000)	\$103,155,850	\$128,994,789	\$155,442,173	\$177,590,700	\$178,900,900	\$194,630,900	50.9%	8.8%
20 to 49 employees								
Number of Firms	43,244	44,694	51,036	54,300	55,100	55,900	25.1%	1.5%
Employment	1,269,752	1,322,941	1,510,231	1,612,100	1,636,800	1,660,700	25.5%	1.5%
Sales (\$000)	\$118,005,642	\$153,029,727	\$190,060,871	\$220,583,500	\$222,414,400	\$246,844,100	61.3%	11.0%
50 to 99 employees								
Number of Firms	11,072	11,413	13,324	14,300	14,500	14,700	28.8%	1.4%
Employment	750,562	770,967	909,264	976,500	992,900	1,010,000	31.0%	1.7%
Sales (\$000)	\$74,405,956	\$94,226,425	\$120,696,785	\$140,305,600	\$141,483,500	\$157,372,400	67.0%	11.2%
100 to 499 employees								
Number of Firms	6,578	6,918	7,583	8,000	8,100	8,200	18.5%	1.2%
Employment	1,195,043	1,290,103	1,410,068	1,501,200	1,523,300	1,543,800	19.7%	1.3%
Sales (\$000)	\$114,737,129	\$161,038,049	\$193,651,299	\$227,079,300	\$229,102,800	\$258,062,000	60.2%	12.6%
500 or more employees								
Number of Firms	662	722	820	900	900	900	24.7%	0.0%
Employment	915,068	1,090,584	1,084,510	1,156,300	1,173,700	1,190,300	9.1%	1.4%
Sales (\$000)	\$160,217,565	\$209,051,547	\$196,993,462	\$212,571,700	\$213,447,300	\$220,605,500	5.5%	3.4%

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Table 10: Trend in Growth of African American Women-Owned Firms in Top Ten States, 2002-2018								
	African American Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	547,032	911,728	1,521,494	1,934,300	2,205,300	2,402,600	163.5%	8.9%
Employment	176,436	245,474	316,977	376,500	398,400	420,000	71.1%	5.4%
Sales (\$000)	\$20,670,616	\$36,804,059	\$42,225,349	\$51,355,900	\$55,640,200	\$59,305,000	61.1%	6.6%
California								
Number of Firms	52,651	64,997	102,140	118,000	123,300	123,800	90.5%	0.4%
Employment	15,310	24,061	32,180	37,600	40,400	40,700	69.2%	0.7%
Sales (\$000)	\$2,942,376	\$8,827,268	\$4,355,151	\$4,808,900	\$4,902,700	\$4,916,300	-44.3%	0.3%
Florida								
Number of Firms	46,493	86,001	148,787	193,800	212,400	226,800	163.7%	6.8%
Employment	10,344	14,761	17,647	20,900	21,000	21,700	47.0%	3.3%
Sales (\$000)	\$1,257,665	\$2,493,833	\$3,427,999	\$4,383,800	\$4,754,300	\$5,047,800	102.4%	6.2%
Georgia								
Number of Firms	41,276	88,920	153,513	203,600	236,000	250,200	181.4%	6.0%
Employment	8,433	15,354	20,741	26,200	28,500	29,700	93.4%	4.2%
Sales (\$000)	\$1,299,683	\$2,207,387	\$3,374,259	\$4,300,300	\$4,701,700	\$4,917,200	122.8%	4.6%
Illinois								
Number of Firms	39,766	64,242	94,603	104,400	110,700	112,500	75.1%	1.6%
Employment	11,978	11,083	13,486	13,800	13,800	13,800	24.5%	0.0%
Sales (\$000)	\$1,626,990	\$2,115,414	\$2,489,278	\$2,643,800	\$2,700,600	\$2,722,500	28.7%	0.8%
Maryland								
Number of Firms	31,955	48,388	69,973	76,200	80,200	81,800	69.1%	2.0%
Employment	9,916	11,465	14,957	15,800	16,200	16,300	42.2%	0.6%
Sales (\$000)	\$1,358,390	\$1,846,495	\$2,604,616	\$2,809,000	\$2,940,300	\$2,991,200	62.0%	1.7%
New Jersey								
Number of Firms	15,820	26,130	34,511	40,000	40,000	41,500	58.8%	3.8%
Employment	8,881	10,142	6,829	6,200	6,500	6,400	-36.9%	-1.5%
Sales (\$000)	\$864,177	\$1,184,710	\$1,223,985	\$1,328,900	\$1,312,200	\$1,335,400	12.7%	1.8%
New York								
Number of Firms	62,313	98,877	124,832	140,800	140,300	145,000	46.6%	3.3%
Employment	8,597	19,199	18,830	21,400	21,700	22,600	17.7%	4.1%
Sales (\$000)	\$1,491,392	\$3,034,708	\$3,324,233	\$3,793,400	\$3,840,600	\$4,002,600	31.9%	4.2%
North Carolina								
Number of Firms	21,563	39,397	64,471	80,200	82,000	86,700	120.1%	5.7%
Employment	9,328	23,120	22,937	27,900	28,400	29,800	28.9%	4.9%
Sales (\$000)	\$670,096	\$1,434,287	\$1,859,914	\$2,297,300	\$2,363,500	\$2,496,400	74.1%	5.6%
Texas								
Number of Firms	34,488	68,289	125,718	154,200	142,600	143,800	110.6%	0.8%
Employment	21,484	20,468	40,189	46,000	42,900	43,000	110.1%	0.2%
Sales (\$000)	\$1,524,555	\$2,370,295	\$3,735,113	\$4,425,700	\$4,094,100	\$4,118,700	73.8%	0.6%
Virginia								
Number of Firms	17,229	23,992	42,013	45,900	47,700	48,500	102.2%	1.7%
Employment	7,926	11,336	18,217	19,800	20,700	21,100	86.1%	1.9%
Sales (\$000)	\$841,802	\$1,210,091	\$1,951,753	\$2,126,700	\$2,217,200	\$2,257,000	86.5%	1.8%

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

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Table 11: Trend in Growth of Asian American Women-Owned Firms in Top Ten States, 2002-2018								
	Asian American Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	339,554	522,969	749,197	922,700	1,002,700	1,072,600	105.1%	7.0%
Employment	425,024	561,031	804,276	964,900	1,031,800	1,093,000	94.8%	5.9%
Sales (\$000)	\$53,652,929	\$87,678,029	\$135,676,380	\$170,421,500	\$188,174,700	\$202,947,200	131.5%	7.9%
California								
Number of Firms	118,527	175,493	247,168	288,500	305,800	307,400	75.2%	0.5%
Employment	140,605	185,961	232,113	261,500	270,600	271,600	46.1%	0.4%
Sales (\$000)	\$21,582,901	\$32,941,755	\$47,328,373	\$55,597,800	\$58,820,800	\$59,140,200	79.5%	0.5%
Florida								
Number of Firms	12,860	22,470	32,777	41,500	43,800	46,200	105.6%	5.5%
Employment	21,020	19,510	25,294	27,200	26,900	27,200	39.4%	1.1%
Sales (\$000)	\$2,108,534	\$3,120,252	\$4,556,527	\$5,634,600	\$5,722,000	\$5,965,500	91.2%	4.3%
Georgia								
Number of Firms	8,682	15,600	23,274	29,800	32,300	33,700	116.0%	4.3%
Employment	8,010	18,142	23,127	29,900	33,600	35,400	95.1%	5.4%
Sales (\$000)	\$1,276,983	\$3,142,290	\$4,083,799	\$5,634,600	\$6,593,000	\$6,211,900	97.7%	-5.8%
Hawaii								
Number of Firms	14,896	19,946	25,355	24,400	27,600	28,000	40.4%	1.4%
Employment	18,011	20,847	22,700	23,700	23,600	23,800	14.2%	0.8%
Sales (\$000)	\$2,144,121	\$2,803,231	\$4,063,230	\$3,471,500	\$4,476,300	\$4,558,100	62.6%	1.8%
Illinois								
Number of Firms	12,360	19,335	27,141	29,800	31,400	31,800	64.5%	1.3%
Employment	13,332	22,655	32,879	36,400	39,300	40,000	76.6%	1.8%
Sales (\$000)	\$2,088,226	\$3,564,241	\$4,889,012	\$5,390,900	\$5,680,800	\$5,766,600	61.8%	1.5%
Maryland								
Number of Firms	7,857	12,303	15,656	16,900	17,700	18,000	46.3%	1.7%
Employment	9,441	16,716	20,811	22,700	24,200	24,700	47.8%	2.1%
Sales (\$000)	\$999,016	\$1,867,360	\$3,125,260	\$3,474,000	\$3,802,600	\$3,910,000	109.4%	2.8%
New Jersey								
Number of Firms	14,521	21,067	28,125	32,100	31,900	33,000	56.6%	3.4%
Employment	15,517	21,441	34,569	40,100	40,700	42,500	98.2%	4.4%
Sales (\$000)	\$2,873,056	\$3,921,346	\$10,292,421	\$12,455,900	\$13,067,600	\$13,872,300	253.8%	6.2%
New York								
Number of Firms	39,756	58,134	82,564	93,500	93,600	97,000	66.9%	3.6%
Employment	32,564	43,951	96,928	113,400	118,500	125,500	185.5%	5.9%
Sales (\$000)	\$4,471,181	\$8,447,943	\$10,866,089	\$12,503,200	\$12,572,000	\$13,107,700	55.2%	4.3%
Texas								
Number of Firms	25,346	39,632	61,176	72,400	66,700	67,000	69.1%	0.4%
Employment	52,770	35,469	75,839	83,000	78,700	78,900	122.4%	0.3%
Sales (\$000)	\$3,688,756	\$6,102,755	\$11,522,145	\$13,969,300	\$12,823,900	\$12,913,900	111.6%	0.7%
Virginia								
Number of Firms	9,661	15,343	22,497	24,500	25,400	25,900	68.8%	2.0%
Employment	14,204	19,240	31,690	34,400	35,800	36,500	89.7%	2.0%
Sales (\$000)	\$1,452,027	\$2,631,111	\$4,525,933	\$5,010,400	\$5,302,700	\$5,421,100	106.0%	2.2%

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Table 12: Trend in Growth of Latina-Owned Firms in Top Ten States, 2002-2018

	Latina-Owned Firms						% Change, 2007-2018	% Change, 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	540,745	787,914	1,469,991	1,863,600	1,996,500	2,142,800	172.0%	7.3%
Employment	282,683	363,430	470,726	550,400	599,700	634,200	74.5%	5.8%
Sales (\$000)	\$35,265,399	\$55,653,289	\$78,679,717	\$97,070,000	\$103,361,900	\$110,092,900	97.8%	6.5%
Arizona								
Number of Firms	12,389	19,367	41,725	21,400	49,000	52,300	170.0%	6.7%
Employment	7,108	13,495	12,153	14,500	13,500	14,200	5.2%	5.2%
Sales (\$000)	\$876,158	\$1,521,989	\$2,068,390	\$1,697,100	\$2,342,900	\$2,466,600	62.1%	5.3%
California								
Number of Firms	154,869	205,309	365,576	433,300	449,300	451,600	120.0%	0.5%
Employment	67,661	70,627	81,749	86,300	87,700	87,800	24.3%	0.1%
Sales (\$000)	\$9,923,952	\$13,087,779	\$17,070,048	\$19,365,400	\$19,718,300	\$19,786,100	51.2%	0.3%
Florida								
Number of Firms	81,553	138,984	261,992	341,500	354,200	374,300	169.3%	5.7%
Employment	40,917	49,767	68,524	80,700	84,200	87,400	75.6%	3.8%
Sales (\$000)	\$5,554,444	\$9,997,020	\$14,231,773	\$18,053,300	\$18,635,800	\$19,578,500	95.8%	5.1%
Georgia								
Number of Firms	4,866	12,428	23,966	32,500	37,400	39,700	219.4%	6.1%
Employment	2,679	3,679	6,134	7,700	8,700	9,200	150.1%	5.7%
Sales (\$000)	\$566,691	\$1,213,526	\$1,331,652	\$1,673,100	\$1,728,500	\$1,790,300	47.5%	3.6%
Illinois								
Number of Firms	12,910	19,330	40,110	45,000	47,800	48,600	151.4%	1.7%
Employment	12,965	16,610	21,598	23,100	24,400	24,700	48.7%	1.2%
Sales (\$000)	\$1,355,662	\$1,521,994	\$2,316,663	\$2,488,900	\$2,535,700	\$2,558,600	68.1%	0.9%
New Jersey								
Number of Firms	18,001	24,415	40,266	46,800	45,800	47,300	93.7%	3.3%
Employment	8,929	11,626	15,701	17,700	18,100	18,700	60.8%	3.3%
Sales (\$000)	\$1,465,444	\$1,793,649	\$2,515,444	\$2,821,600	\$2,767,100	\$2,834,100	58.0%	2.4%
New Mexico								
Number of Firms	10,769	13,864	20,307	18,800	21,200	20,900	50.8%	-1.4%
Employment	7,282	11,494	11,786	15,900	12,400	12,200	6.1%	-1.6%
Sales (\$000)	\$813,315	\$1,130,632	\$1,648,081	\$1,545,800	\$1,743,400	\$1,706,500	50.9%	-2.1%
New York								
Number of Firms	72,986	81,252	136,855	153,200	149,500	153,400	88.8%	2.6%
Employment	15,598	14,383	22,303	24,000	24,100	24,700	71.7%	2.5%
Sales (\$000)	\$2,897,516	\$3,324,789	\$4,769,338	\$5,248,500	\$5,156,100	\$5,272,700	58.6%	2.3%
Texas								
Number of Firms	91,606	137,541	290,085	352,100	318,600	320,500	133.0%	0.6%
Employment	60,292	96,769	135,282	158,700	149,800	150,800	55.8%	0.7%
Sales (\$000)	\$4,900,783	\$10,983,260	\$16,814,420	\$20,536,200	\$18,812,900	\$18,951,500	72.5%	0.7%
Virginia								
Number of Firms	6,320	9,821	18,380	20,300	20,900	21,300	116.9%	1.9%
Employment	5,175	8,120	8,874	9,500	9,800	9,900	21.9%	1.0%
Sales (\$000)	\$667,268	\$1,222,739	\$1,557,718	\$1,698,100	\$1,743,800	\$1,771,400	44.9%	1.6%

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

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Table 13: Trend in Growth of Native American/Alaska Native Women-Owned Firms in Top Ten States, 2007-2018								
	Native American/Alaska Native Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	78,292	96,543	131,064	153,400	161,500	169,500	75.6%	5.0%
Employment	49,406	52,432	55,011	57,400	61,300	62,800	19.8%	2.4%
Sales (\$000)	\$5,763,268	\$8,862,208	\$9,057,458	\$10,452,900	\$11,090,900	\$11,623,200	31.2%	4.8%
Alaska								
Number of Firms	1,704	D	2,474	2,400	2,400	2,300	-	-4.2%
Employment	D	D	1,318	-	-	-	-	-
Sales (\$000)	D	D	\$271,441	-	-	-	-	-
Arizona								
Number of Firms	2,972	3,564	6,056	6,900	6,800	7,200	102.0%	5.9%
Employment	1,717	3,267	1,520	1,500	1,400	1,400	-57.1%	0.0%
Sales (\$000)	\$231,973	\$305,156	\$370,493	\$410,000	\$442,000	\$420,200	37.7%	-4.9%
California								
Number of Firms	15,027	18,844	20,950	22,900	23,300	23,300	23.6%	0.0%
Employment	5,436	5,206	7,080	7,600	8,700	8,800	69.0%	1.1%
Sales (\$000)	\$1,004,727	\$1,335,410	\$1,257,746	\$1,339,000	\$1,470,600	\$1,363,300	2.1%	-7.3%
Georgia								
Number of Firms	1,395	2,144	3,274	4,100	4,500	4,700	119.2%	4.4%
Employment	1,287	1,373	1,473	1,600	1,700	1,700	23.8%	0.0%
Sales (\$000)	\$118,303	\$119,838	\$167,466	\$189,400	\$220,500	\$228,800	90.9%	3.8%
Illinois								
Number of Firms	1,078	2,442	2,774	3,100	3,400	3,400	39.2%	0.0%
Employment	883	927	684	600	600	600	-35.3%	0.0%
Sales (\$000)	\$67,901	\$153,024	\$107,784	\$114,900	\$119,500	\$120,700	-21.1%	1.0%
New Mexico								
Number of Firms	3,347	4,167	5,136	5,400	5,300	5,300	27.2%	0.0%
Employment	D	1,751	1,472	-	-	-	-	-
Sales (\$000)	\$133,354	\$314,238	\$175,818	\$182,100	\$180,900	\$179,000	-43.0%	-1.1%
New York								
Number of Firms	5,471	5,900	6,953	7,300	7,300	7,400	25.4%	1.4%
Employment	1,116	1,441	360	200	200	200	-86.1%	0.0%
Sales (\$000)	\$139,872	\$333,982	\$290,803	\$329,400	\$338,900	\$354,100	6.0%	4.5%
North Carolina								
Number of Firms	2,611	3,668	5,765	6,900	7,000	7,300	99.0%	4.3%
Employment	1,270	1,909	1,368	1,400	1,400	1,400	-26.7%	0.0%
Sales (\$000)	\$133,647	\$242,691	\$228,215	\$263,000	\$263,700	\$272,500	12.3%	3.3%
Oklahoma								
Number of Firms	5,543	7,630	11,346	12,600	12,200	11,600	52.0%	-4.9%
Employment	5,796	7,453	7,488	7,900	8,000	7,600	2.0%	-5.0%
Sales (\$000)	\$548,673	\$1,256,268	\$1,347,672	\$1,526,000	\$1,492,100	\$1,392,100	10.8%	-6.7%
Texas								
Number of Firms	6694	6719	9784	10,700	10,200	10,200	51.8%	0.0%
Employment	6321	3214	5751	5,600	5,600	5,600	74.2%	0.0%
Sales (\$000)	\$716,736	\$853,389	\$622,244	\$592,700	\$612,200	\$611,600	-28.3%	-0.1%

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

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Table 14: Trend in Growth of Native Hawaiian/Pacific Islander Women-Owned in Top Three States, 2002-2018								
	Native Hawaiian/Pacific Islander Women-Owned Firms						% Change, 2007-2018	% Change, 2017-2018
	2002	2007	2012	2016 (est.)	2017 (est.)	2018 (est.)		
Total US								
Number of Firms	10,582	14,963	24,982	31,100	34,200	36,800	145.9%	7.6%
Employment	7,395	12,074	11,701	13,500	14,800	20,400	69.0%	37.8%
Sales (\$000)	\$795,963	\$1,509,366	\$1,879,024	\$2,337,800	\$2,444,000	\$2,597,200	72.1%	6.3%
California								
Number of Firms	1,703	3,880	7,022	8,700	10,600	10,700	175.8%	0.9%
Employment	D	2,624	2,047	-	-	-	-	-
Sales (\$000)	\$99,827	\$300,669	\$535,741	\$675,800	\$809,800	\$819,200	172.5%	1.2%
Florida								
Number of Firms	914	549	1,454	1,700	1,700	1,700	209.7%	0.0%
Employment	318	386	242	200	200	200	-48.2%	0.0%
Sales (\$000)	D	\$32,670	\$26,624	-	-	-	-	-
Hawaii								
Number of Firms	3,157	4,234	6,240	6,800	6,900	7,100	67.7%	2.9%
Employment	3,101	4,900	2,917	2,900	2,800	2,800	-42.9%	0.0%
Sales (\$000)	\$330,562	\$716,659	\$559,139	\$598,700	\$598,900	\$606,600	-15.4%	1.3%

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

Table 15: Trend in Growth of Women entrepreneurs by race/ethnicity and groups of age, 2007-2018					
	Number of Women entrepreneurs			% Change, 2007-2018	% Change, 2017-2018
	2007	2012	2018 (est.)		
All Women					
All	7,515,722	8,554,022	9,589,569	27.6%	12.1%
Under 25	175,302	245,349	226,779	29.4%	-7.6%
25 to 34	855,481	1,098,205	1,256,232	46.8%	14.4%
35 to 44	1,668,930	1,713,563	1,701,361	1.9%	-0.7%
45 to 54	2,271,708	2,290,610	2,077,261	-8.6%	-9.3%
55 to 64	1,746,032	2,074,244	2,507,290	43.6%	20.9%
65 or over	798,269	1,132,051	1,820,646	128.1%	60.8%
Non- Minority					
All	6,232,850	6,710,818	6,753,774	8.4%	0.6%
Under 25	132,552	165,826	155,335	17.2%	-6.3%
25 to 34	645,658	778,450	791,328	22.6%	1.7%
35 to 44	1,308,145	1,224,281	1,193,572	-8.8%	-2.5%
45 to 54	1,900,733	1,793,034	1,705,973	-10.2%	-4.9%
55 to 64	1,522,420	1,736,031	1,777,673	16.8%	2.4%
65 or over	723,342	1,013,196	1,129,893	56.2%	11.5%
Asian					
All	457,071	641,070	884,584	93.5%	38.0%
Under 25	11,532	18,407	23,820	106.6%	29.4%
25 to 34	74,871	95,707	131,722	75.9%	37.6%
35 to 44	133,336	183,990	231,484	73.6%	25.8%
45 to 54	134,933	178,344	244,347	81.1%	37.0%
55 to 64	79,918	126,101	176,756	121.2%	40.2%
65 or over	22,481	38,521	76,455	240.1%	98.5%

Table 15: Trend in Growth of Women entrepreneurs by race/ethnicity and groups of age, 2007-2018					
	Number of Women entrepreneurs			% Change, 2007-2018	% Change, 2017-2018
	2007	2012	2018 (est.)		
African					
All	333,991	492,061	682,787	104.4%	38.8%
Under 25	13,055	24,953	21,926	68.0%	-12.1%
25 to 34	55,440	101,657	242,701	337.8%	138.7%
35 to 44	85,000	121,814	98,783	16.2%	-18.9%
45 to 54	93,542	117,674	107,341	14.8%	-8.8%
55 to 64	62,603	90,297	123,284	96.9%	36.5%
65 or over	24,351	35,666	88,751	264.5%	148.8%
Latina					
All	472,076	655,749	789,505	67.2%	20.4%
Under 25	18,522	36,689	45,548	145.9%	24.1%
25 to 34	80,405	115,294	125,029	55.5%	8.4%
35 to 44	139,188	174,493	195,527	40.5%	12.1%
45 to 54	135,194	182,598	221,344	63.7%	21.2%
55 to 64	73,767	108,822	148,310	101.1%	36.3%
65 or over	25,000	37,853	53,748	115.0%	42.0%
American indian					
All	65,172	80,539	95,692	46.8%	18.8%
Under 25	2,400	2,536	2,582	7.6%	1.8%
25 to 34	9,008	14,400	17,521	94.5%	21.7%
35 to 44	15,697	16,393	17,348	10.5%	5.8%
45 to 54	19,636	22,275	22,402	14.1%	0.6%
55 to 64	13,890	17,162	22,153	59.5%	29.1%
65 or over	4,541	7,773	13,686	201.4%	76.1%
Native Hawaiian					
All	13,382	15,550	17,101	27.8%	10.0%
Under 25	661	827	739	11.8%	-10.7%
25 to 34	2,686	3,364	3,606	34.3%	7.2%
35 to 44	3,393	3,314	3,601	6.1%	8.7%
45 to 54	3,473	4,345	4,664	34.3%	7.3%
55 to 64	2,240	2,473	2,926	30.6%	18.3%
65 or over	929	1,227	1,565	68.5%	27.6%

Note: This table only display data since 2007 because information about the number of women entrepreneurs is not available in 2002 SBO.

Table 16: Trend in Net Number of New Women-Owned Firms per Day, 2007-2018		
	2007-2018	2017-2018
Total US	1,118	1,821
Race/Ethnicity		
All minority-owned	900	1,162
African American	371	541
Asian American	137	191
Latina	337	401
Native American/Alaska Native	18	22
Native Hawaiian/Pacific Islander	5	7
Non-Minority	222	659
State		
Alabama	11	8
Alaska	1	-1
Arizona	18	25
Arkansas	6	4
California	129	16
Colorado	16	21
Connecticut	5	-2
Delaware	3	6
Columbia	3	4
Florida	127	136
Georgia	61	55
Hawaii	3	2
Idaho	4	-3
Illinois	30	12
Indiana	13	4
Iowa	5	-3
Kansas	3	-8
Kentucky	7	1
Louisiana	11	10
Maine	2	0
Maryland	15	9
Massachusetts	9	-3
Michigan	45	-7
Minnesota	9	-1
Mississippi	9	-2
Missouri	12	-2
Montana	2	-2
Nebraska	3	-4
Nevada	9	7
New Hampshire	1	0
New Jersey	16	15
New Mexico	3	-3
New York	53	52
North Carolina	30	32
North Dakota	1	-4

Table 15: Trend in Net Number of New Women-Owned Firms per Day, 2007-2018		
	2007-2018	2017-2018
Ohio	23	-1
Oklahoma	6	-8
Oregon	7	12
Pennsylvania	16	-24
Rhode Island	2	2
South Carolina	17	7
South Dakota	2	-5
Tennessee	24	17
Texas	83	13
Utah	7	5
Vermont	1	0
Virginia	17	8
Washington	13	13
West Virginia	1	-1
Wisconsin	8	0
Wyoming	1	0
Metropolitan area		
Atlanta GA	49	108
Austin TX	10	22
Baltimore MD	8	6
Birmingham AL	2	-5
Boston MA/NH	8	13
Buffalo NY	1	1
Charlotte NC/SC	18	31
Chicago IL/IN/WI	32	8
Cincinnati OH/KY/IN	4	4
Cleveland OH	6	-1
Columbus OH	7	8
Dallas TX	30	35
Denver CO	10	3
Detroit MI	46	52
Hartford CT	2	2
Houston TX	21	-35
Indianapolis IN	7	-1
Jacksonville FL	6	9
Kansas City MO/KS	4	2
Las Vegas NV	13	24
Los Angeles CA	81	142
Louisville KY/IN	2	3
Memphis TN/MS/AR	11	-4
Miami FL	71	40
Milwaukee WI	3	-3
Minneapolis/St. Paul MN/WI	7	-6
Nashville TN	8	14
New Orleans LA	4	-1
New York NY/NJ/PA	74	57
Oklahoma City OK	2	-3

Table 15: Trend in Net Number of New Women-Owned Firms per Day, 2007-2018		
	2007-2018	2017-2018
Orlando FL	17	19
Philadelphia PA/NJ/DE/MD	12	16
Phoenix AZ	15	17
Pittsburgh PA	3	-2
Portland OR/WA	5	4
Providence RI/MA	2	0
Raleigh NC	5	4
Richmond VA	5	12
Riverside CA	20	30
Sacramento CA	3	2
St. Louis MO/IL	8	5
Salt Lake City UT	3	5
San Antonio TX	10	14
San Diego CA	7	-11
San Francisco CA	15	27
San Jose CA	8	9
Seattle WA	8	8
Tampa/St. Petersburg FL	15	29
Virginia Beach VA/NC	3	-5
Washington DC/VA/MD/WV	18	17