

Woman's Business Council – Southwest: Fast Facts & Stats

- **10.4 million firms in the United States** are owned by women (50% or more) **employing more than 12.8 million people**, and **generating \$1.9 trillion in sales**.
- For the past two decades, majority (51% or more) women-owned firms have **grown at around two times the rate** of all firms.
- **Statistics for women-owned firms in the states that comprise the WBCS region are:**
 - In **Texas**, there are **776,283 privately-held**, 50% or more women-owned firms, generating more than **\$131 billion in sales and employing 971,909 people** in 2006.
 - In **Oklahoma**, there are **132, 654 privately-held**, 50% or more women-owned firms, generating more than **\$20 billion in sales and employing 176, 741 people** in 2006.
 - In **Arkansas**, there are **92, 209 privately-held**, 50% or more women-owned firms, generating more than **\$14 billion in sales and employing 100, 300 people** in 2006.
 - In **New Mexico**, there are **68,058 privately-held**, 50% or more women-owned firms, generating more than **\$11 billion in sales and employing 81, 342 people** in 2006.

**Source: Center for Women's Business Research*

About WBCS & Certification Highlights

- In 2007, over 25,000 Done Deals™ were reported – a 50% increase over 2006. The Deals Program highlights the business being done between members of the Council (e.g., WBE to WBE and/or Corporate to WBE).
- In 2007, the organization's WBE members boasted total gross revenue over \$3 billion
- Thirteen new corporations joined in 2007, bringing the Sustaining Members membership total to 84. The WBCS saw a 15% increase in WBE membership.
- The WBCS provides the premier national (WBENC) certification for women-owned business through its partnership with the Women's Business Enterprise National Council. WBCS serves a region that includes northern Texas, New Mexico, Oklahoma, and Arkansas.

Criteria for Certification:

- Women-owned businesses must provide clear and documented evidence that they are at least 51% or more is women-owned, controlled, and operated.
- The business should be open for at least six months.
- The business owner must be a U.S. citizen or legal resident alien.

Benefits of Certification:

- Thousands of companies and governmental entities from across the United States accept the WBENC national certification administered by the WBCS.
- Many of the nation's private and public corporations and government entities have a Woman Business Enterprise (WBE) Goals program. WBE's must meet the 51% ownership and control standard and be certified as such before contracts with them can be counted towards meeting the program goals.
- WBE certification is an additional marketing tool to get you in the door for consideration by major corporations throughout the country.