

U.S. Census Bureau Survey of Business Owners

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About the Survey

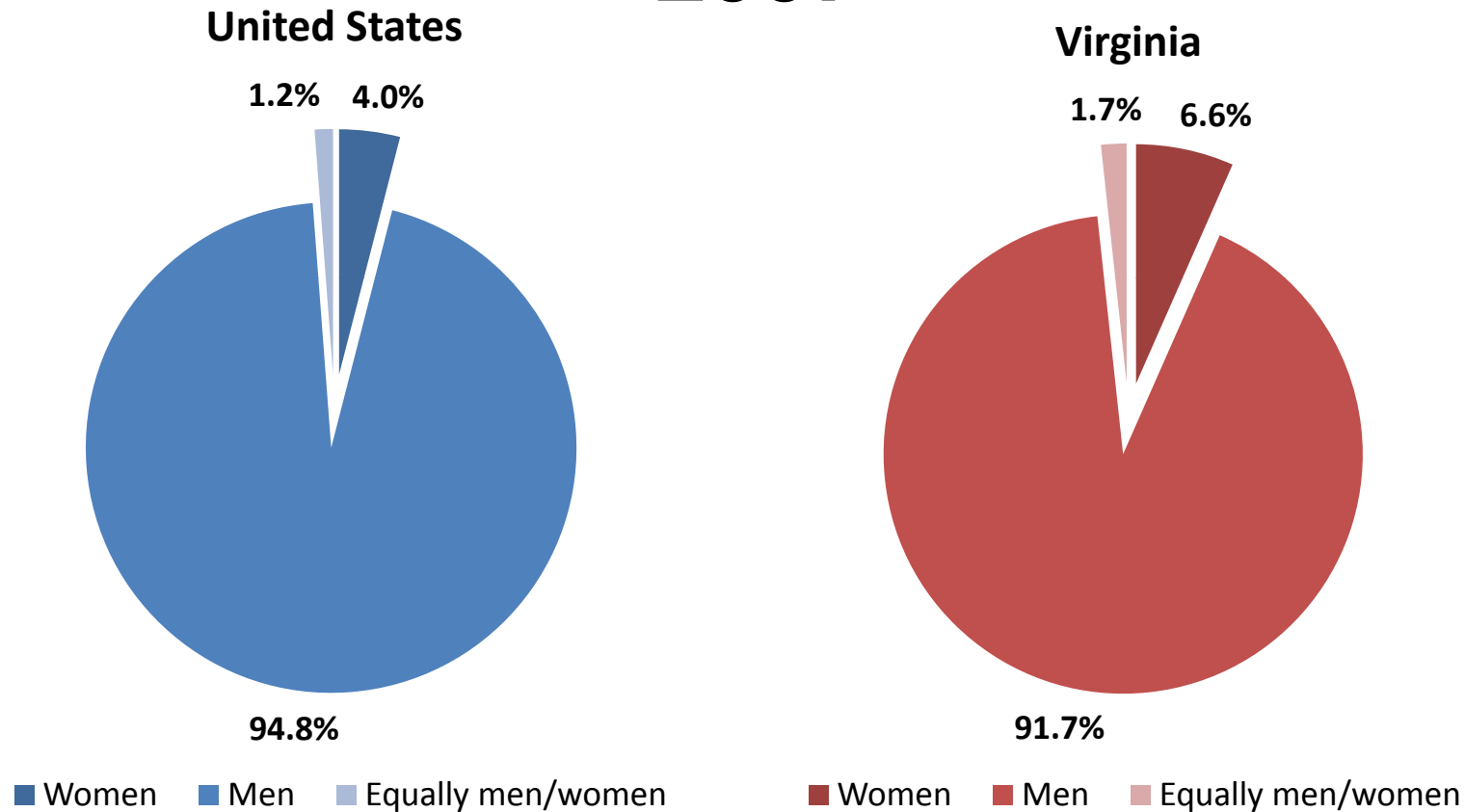
- Part of the Economic Census taken every 5 years for years ending in “2” and “7”
- The only comprehensive, regularly collected data for businesses and business owners by
 - Minority status
 - Race
 - Ethnicity (Hispanic origin of any race)
 - Gender
 - Veteran status

A Look at the 2007 Statistics on Businesses and Business Owners for the United States and the State of Virginia

Company Summary Data

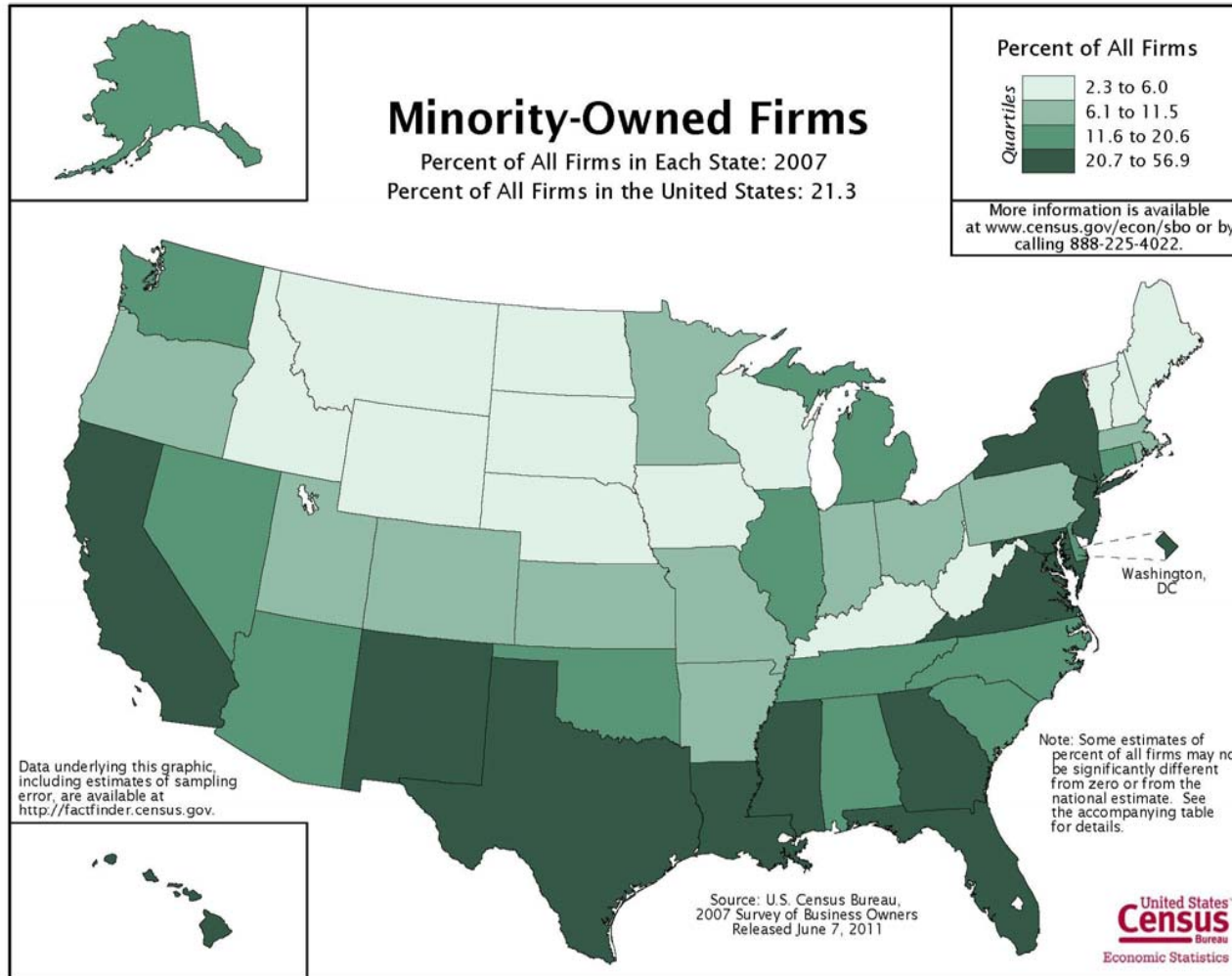
- Cross tabulations for all business groups by the gender, ethnicity, race, and veteran status of owner(s), for example, Asian veterans and Asian women.
- Separate data estimates for minority, equally minority/nonminority (50% / 50%), and nonminority businesses

Veteran Business Ownership by Gender for the U.S. and Virginia: 2007



Note: The 2007 SBO provides the first-ever estimates for all veteran-owned businesses in the United States.

Minority-Owned Firms by State: 2007



Virginia Business Ownership by Minority Status: 2007

	Firms (number)	% of all Virginia firms	Sales and receipts (\$ billion)	% of all Virginia firms' sales and receipts
All Virginia firms ¹	638,643	100	719	100
Minority	138,256	22	25	4
Equally minority/ nonminority	7,744	1	2	<1
Nonminority	470,608	74	222	31
Not classifiable ²	22,035	3	470	65

¹ Includes firms with paid employees and firms with no paid employees.

² Includes publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status.

Note: Detail may not add to total because of rounding.

Virginia Employer Businesses by Minority Status: 2007

	Firms (number)	% of all Virginia employer firms	Sales and receipts (\$ billion)	% of all Virginia employer firms' sales and receipts
All Virginia employer firms ¹	147,446	100	697	100
Minority	20,482	14	22	3
Equally minority/ nonminority	1,626	1	2	<1
Nonminority	109,397	74	206	29
Not classifiable ²	15,941	11	469	67

¹ Includes firms with payroll at any time during 2007. Employment reflects the number of paid employees during the March 12 pay period.

² Includes publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status.

Note: Detail may not add to total because of rounding.

Virginia Nonemployer Businesses by Minority Status: 2007

	Firms (number)	% of all Virginia nonemployer firms	Sales and receipts (\$ million)	% of all Virginia nonemployer firms' sales and receipts
All Virginia nonemployer firms ¹	491,197	100	21,485	100
Minority	117,774	24	3,852	18
Equally minority/ nonminority	6,118	1	257	1
Nonminority	361,211	74	16,518	77
Not classifiable ²	6,094	1	858	4

¹ Includes firms with no paid employees.

² Includes publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status.

Note: Detail may not add to total because of rounding.

Business Ownership for Minority Status by Gender: 2007

	U.S. firms			Virginia firms		
	% of women-owned	% of men-owned	% of equally women-/men-owned	% of women-owned	% of men-owned	% of equally women-/men-owned
All firms ¹	100	100	100	100	100	100
Minority	28	21	14	26	22	17
Equally minority/ nonminority	<1	<1	8	<1	<1	7
Nonminority	71	79	78	74	78	76

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

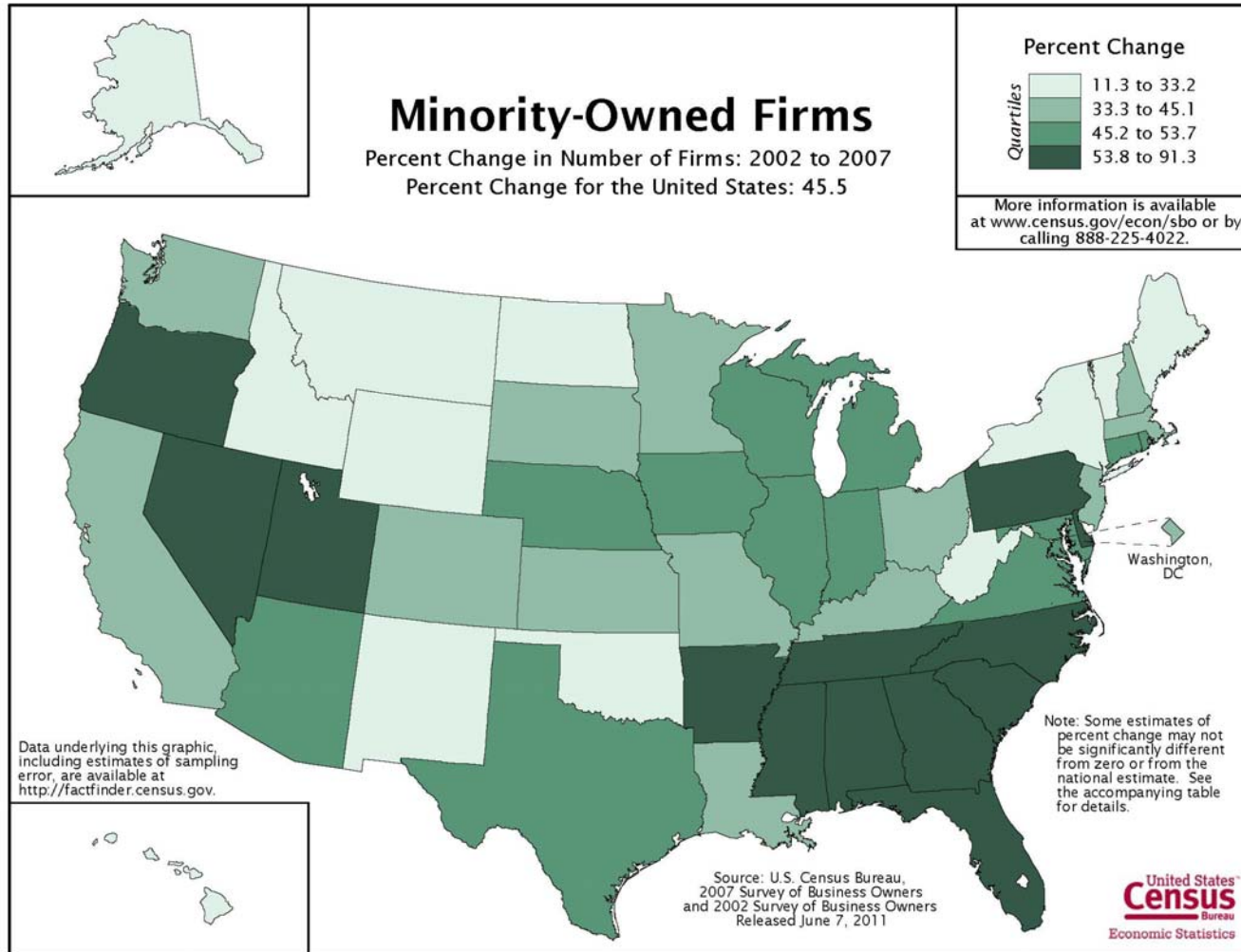
Business Receipts for Minority Status by Gender: 2007

	U.S. firms' sales and receipts			Virginia firms' sales and receipts		
	% of women-owned	% of men-owned	% of equally women-/men-owned	% of women-owned	% of men-owned	% of equally women-/men-owned
All firms ¹	100	100	100	100	100	100
Minority	16	8	10	17	9	11
Equally minority/ nonminority	<1	<1	5	<1	1	3
Nonminority	84	91	85	82	90	86

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Percent Change in Minority-Owned Firms: 2007



Growth in Business Ownership by Gender for Race: 2002 to 2007

	U.S. firms		Virginia firms	
	% change of women-owned	% change of men-owned	% change of women-owned	% change of men-owned
All firms ¹	20	5	22	10
White	14	2	17	6
Black or African American	67	50	39	53
American Indian and Alaska Native	23	10	73	NS
Asian	54	26	59	27
Native Hawaiian and Other Pacific Islander	41	25	NS	NS

¹ Includes firms with paid employees and firms with no paid employees.

NS - Percentage is not statistically different from zero.

Growth in Business Receipts by Gender for Race: 2002 to 2007

	U.S. firms' sales and receipts		Virginia firms' sales and receipts	
	% change of women firms	% change of men firms	% change of women firms	% change of men firms
All firms ¹	27	20	36	25
White	24	19	32	23
Black or African American	78	44	44	42
American Indian and Alaska Native	54	37	NS	48
Asian	63	46	81	65
Native Hawaiian and Other Pacific Islander	90	40	S	S

¹ Includes firms with paid employees and firms with no paid employees.

NS - Percentage is not statistically different from zero.

S – Suppressed. The % change in firms is unavailable because the 2002 statistics did not meet publication standards.

Growth in U.S. and Virginia Business Ownership by Gender for Ethnicity Status: 2002 to 2007

	U.S. firms		Virginia firms	
	% change of women firms	% change of men firms	% change of women firms	% change of men firms
All firms ¹	20	5	22	10
Ethnicity				
Hispanic (H)	46	33	55	48
Non-Hispanic (N)	18	3	21	8

¹ Includes firms with paid employees and firms with no paid employees.

Growth in U.S. and Virginia Business Receipts by Gender for Ethnicity Status: 2002 to 2007

	U.S. firms' sales and receipts		Virginia firms' sales and receipts	
	% change of women firms	% change of men firms	% change of women firms	% change of men firms
All firms ¹	27	20	36	25
Ethnicity				
Hispanic (H)	58	53	83	67
Non-Hispanic (N)	26	19	34	25

¹ Includes firms with paid employees and firms with no paid employees.

Characteristics of Businesses

Provides detailed data for all respondent firms by ownership group for twenty-two business characteristics that include:

- Whether the business was family-owned, home-based, franchised
- Types of customers and workers
- Sources and amount of financing
- Whether the business outsourced or exported
- Language(s) used for business transactions
- Use of the Internet and e-commerce
- Employer-paid benefits

Select Business Characteristics by Minority Status for Respondent Firms: 2007

	Minority respondent firms		Equally minority/nonminority respondent firms		Nonminority respondent firms	
	% of firms	% of sales and receipts	% of firms	% of sales and receipts	% of firms	% of sales and receipts
FAMILY-OWNED?						
Total reporting ¹	100	100	100	100	100	100
Family-owned	21	36	71	50	29	42
Not family-owned	79	64	29	50	71	58
HOME-BASED?						
Total reporting ¹	100	100	100	100	100	100
Home-based	47	10	56	14	54	8
Not home-based	53	90	44	86	46	92
FRANCHISED?						
Total reporting ¹	100	100	100	100	100	100
Franchised	3	8	3	6	2	7
Not franchised	97	92	97	94	98	93

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Select Business Characteristics by Veteran Status for Respondent Firms: 2007

	Veteran respondent firms		Equally veteran/nonveteran respondent firms		Nonveteran respondent firms	
	% of firms	% of sales and receipts	% of firms	% of sales and receipts	% of firms	% of sales and receipts
FAMILY-OWNED?						
Total reporting ¹	100	100	100	100	100	100
Family-owned	15	37	79	67	27	42
Not family-owned	85	63	21	33	73	58
HOME-BASED?						
Total reporting ¹	100	100	100	100	100	100
Home-based	55	7	56	12	53	8
Not home-based	45	93	44	88	47	92
FRANCHISED?						
Total reporting ¹	100	100	100	100	100	100
Franchised	2	10	2	6	2	7
Not franchised	98	90	98	94	98	93

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Select Business Characteristics on Internet Usage by Minority Status for Respondent Firms: 2007

	Minority respondent firms		Equally minority/nonminority respondent firms		Nonminority respondent firms	
	% of firms	% of sales and receipts	% of firms	% of sales and receipts	% of firms	% of sales and receipts
Website?						
Total reporting ¹	100	100	100	100	100	100
Had a business website	18	54	33	58	25	71
No business website	82	46	67	42	75	29
E-commerce?						
Total reporting ¹	100	100	100	100	100	100
Had e-commerce sales	5	15	10	13	7	21
No e-commerce sales	95	85	90	87	93	79
Purchased Online?						
Total reporting ¹	100	100	100	100	100	100
Made purchases online	27	48	49	62	39	63
No online purchases	73	52	51	38	61	37

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Select Business Characteristics on Internet Usage by Veteran Status for Respondent Firms: 2007

	Veteran respondent firms		Equally veteran/nonveteran respondent firms		Nonveteran respondent firms	
	% of firms	% of sales and receipts	% of firms	% of sales and receipts	% of firms	% of sales and receipts
Website?						
Total reporting ¹	100	100	100	100	100	100
Had a business website	21	71	24	59	24	70
No business website	79	29	76	41	76	30
E-commerce?						
Total reporting ¹	100	100	100	100	100	100
Had e-commerce sales	6	22	8	13	7	20
No e-commerce sales	94	78	92	87	93	80
Purchased Online?						
Total reporting ¹	100	100	100	100	100	100
Made purchases online	33	61	37	56	38	62
No online purchases	67	39	63	44	62	38

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Characteristics of Business Owners

Provides detailed data for all owners of respondent firms by ownership group for nine owner characteristics that include:

- Owner's age, education, hours worked, and primary function in the business
- Year and how the business was acquired
- Whether the owner was born in the U.S.
- Whether the business provided the primary source of personal income
- For veterans, whether the owner was military service-disabled

Owner's Age by Minority Status and Gender: 2007

	Minority firms		Nonminority firms	
	% of women owners of respondent firms	% of men owners of respondent firms	% of women owners of respondent firms	% of men owners of respondent firms
Total reporting ¹	100	100	100	100
Under 25 years old	3	3	2	2
25 to 34 years old	16	14	10	9
35 to 44 years old	28	27	21	20
45 to 54 years old	29	29	30	29
55 to 64 years old	17	19	24	26
65 years or over	6	8	12	15

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Owner's Age by Veteran Status and Gender: 2007

	Veteran firms		Nonveteran firms	
	% of women owners of respondent firms	% of men owners of respondent firms	% of women owners of respondent firms	% of men owners of respondent firms
Total reporting ¹	100	100	100	100
Under 25 years old	1	<1	2	2
25 to 34 years old	9	2	11	12
35 to 44 years old	25	8	22	24
45 to 54 years old	34	13	30	33
55 to 64 years old	19	40	23	21
65 years or over	11	37	11	8

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Education Completed Prior to Acquiring the Business by Minority Status and Gender: 2007

	Minority firms		Nonminority firms	
	% of women owners of respondent firms	% of men owners of respondent firms	% of women owners of respondent firms	% of men owners of respondent firms
Total reporting ¹	100	100	100	100
Less than high school	11	13	3	5
High school graduate – diploma or GED	21	20	21	20
Technical, trade, or vocational school	7	6	7	6
Some college, no degree	17	15	19	16
Associate degree	7	5	8	5
Bachelor's degree	22	21	26	28
Master's, doctorate, or professional degree	16	19	16	20

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Education Completed Prior to Acquiring the Business by Veteran Status and Gender: 2007

	Veteran firms		Nonveteran firms	
	% of women owners of respondent firms	% of men owners of respondent firms	% of women owners of respondent firms	% of men owners of respondent firms
Total reporting ¹	100	100	100	100
Less than high school	1	3	4	6
High school graduate – diploma or GED	14	20	21	20
Technical, trade, or vocational school	7	6	7	6
Some college, no degree	21	20	18	15
Associate degree	11	6	7	5
Bachelor's degree	23	24	26	28
Master's, doctorate, or professional degree	22	20	16	20

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Place of Birth by Minority Status and by Gender: 2007

	Minority		Nonminority	
	% of women owners of respondent firms	% of men owners of respondent firms	% of women owners of respondent firms	% of men owners of respondent firms
Total reporting ¹	100	100	100	100
Born in the United States	47	42	94	94
Not born in the United States	53	58	6	6

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Place of Birth by Veteran Status and by Gender: 2007

	Veteran		Nonveteran	
	% of women owners of respondent firms	% of men owners of respondent firms	% of women owners of respondent firms	% of men owners of respondent firms
Total reporting ¹	100	100	100	100
Born in the United States	94	97	86	84
Not born in the United States	6	3	14	16

¹ Includes firms with paid employees and firms with no paid employees.

Note: Detail may not add to total because of rounding.

Accessing SBO Results

- SBO Web site: www.census.gov/econ/sbo
- For access to prepackaged data products and the ability to build custom tables, visit American FactFinder (AFF), the Census Bureau's online, self-service data access tool at www.factfinder.census.gov
- SBO staff
Phone: 1.888.225.4022
Email: csd.sbo@census.gov