



Women's Business Centers: Effectively Growing Entrepreneurship

The SBA's Women's Business Center (WBC) Program supports 106 nonprofit organizations that provide business training and counseling to female entrepreneurs and aspiring entrepreneurs, which includes women in underserved communities. The program is supported by the Small Business Administration and matched by donations.

How WBCs Are Effective:

- **Producing Results and Growing Businesses.** In FY2013, women's business centers counseled and trained nearly 134,000 entrepreneurs and aspiring entrepreneurs and helped create 640 new businesses. In addition, the average entrepreneur served by WBCs added nearly one employee to their business between 2011 and 2012, despite difficult economic conditions.
- **Providing Business Assistance at a Low Cost.** On average, each WBC serves about 1,300 entrepreneurs and aspiring entrepreneurs annually, at a nominal cost of approximately \$137 per entrepreneur.
- **Ensuring High Customer Satisfaction.** A September 2013 analysis of the WBC program found that 80% of entrepreneurs who received training found it "useful or very useful." More than 60% changed their management practices/strategies as a result of the assistance they received.
- **Outperforming Program Goals.** The program exceeded its FY2013 SBA performance goal for small business creation by 34%.

The growth and impact of women-owned businesses in the United States over the last 40 years is impressive and Women's Business Centers have been there to help.

- In 1970, only 5% of businesses were women-owned. Today, there are 7.8 million women-owned businesses in the United States, representing 28.7% of all businesses, which contribute \$1.2 trillion in total receipts.
- Since the WBC Program's inception in 1988, WBCs have counseled more than 1.6 million entrepreneurs – or about 20% of women in business today. To serve the growing demand for assistance, the WBC program expanded from only four centers 25 year ago to today's total of 106.

For all data, the latest available numbers were used. Sources: Small Business Administration: FY2015 Congressional Budget Justification. SBA Office of Entrepreneurial Development: 2013 Impact Study. National Women's Business Council: 2013 Annual Report.