

FIRST LADY HILLARY RODHAM CLINTON
LUNCHEON OF WOMEN BUSINESS LEADERS
WASHINGTON, D.C.
January 26, 1996

Talking Points

[Acknowledgements: Secretary Brown]

- I'd like ^{to} welcome all of you to the White House and to congratulate you on the presentation of your first annual report of the Interagency Committee on Women's Business Enterprise.
- I'd also like to thank Laura Tyson for her great work chairing that committee and Lillian Vernon her leadership on the National Women's Business Council.
- And, I'd like to thank all of you for working together to address issues of great importance not only to women business owners but also to our entire economy.
- I say our entire economy because women-owned business are rapidly becoming a force to be reckoned with. The eight million women-owned businesses employ one-third more workers than the Fortune 500 companies and have added 1.5 trillion dollars to the economy in gross sales.
- Since many of us know all-too-well about the challenges of finding decent child care, carpools, and generally keeping the trains running on time at home, I hope that you will take a leadership role in making all American businesses more friendly to families and workers with children.
- As ^{Dr. Tyson} Laura and ^{Sec. Brown} Ron have told you, this Administration is doing and will continue to do all it can to increase your ranks and to help your businesses grow stronger.

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decisions you
make
~~and~~ affect
quality of life

THE WHITE HOUSE
WASHINGTON

Talking Points

On the release of The 1995 Report of the Interagency Committee on Women's Business Enterprise in cooperation with the National Women's Business Council, and the Release of First Complete Census Bureau Statistics on Women-Owned Businesses

Background:

The Interagency Committee on Women's Business Enterprise, created by President Clinton, in coordination with the National Women's Business Council, is releasing a report to the President and to Congress on Monday, January 29, describing the growing economic importance of women entrepreneurs and the efforts by the Clinton Administration and the Congress to foster their success. **In addition, the Census Bureau will be releasing a report which clearly shows for the first time that women-owned businesses are a principal driving force behind economic growth and job creation in our nation today.**

The interagency report is scheduled to be presented to the President in the Oval Office at 12:15 a.m. by Dr. Laura Tyson, chair of the interagency committee, Lillian Vernon, chair of the National Women's Business Council, and other members of the interagency committee and the National Women's Business Council.

- o The report released today (Monday, Jan. 29) by the Interagency Committee on Women's Business Enterprise in coordination with the National Women's Business Council, along with the new Census Bureau report, clearly shows that women-owned businesses are changing the face of the American and global economy.
- o The new Census Bureau statistics provide a baseline to track all women businesses for the first time. The statistics show: that women-owned businesses in the U.S. reached 6.4 million in 1992, representing one-third of all domestic firms and 40 percent of all retail and service firms; and businesses owned by women in 1992 generated \$1.6 trillion in business revenues and employed 13.2 million people. And under the Clinton Administration, statistics from the interagency committee report show that the number of women-owned businesses has continued to increase by 1.2 million from 1992 until 1994, a rise of nearly 20 percent. **The growing participation of U.S. women entrepreneurs has, in turn, contributed significantly to the last three years of sustained economic growth in the U.S.**
- o The interagency committee report notes that in 1994, there were 7.7 million women-owned firms and they employed 35 percent more workers in the U.S. than Fortune 500 companies employed world-wide. In addition, in 1994, women-owned companies received \$4.9 billion in federal procurement contracts -- nearly \$1 billion more than in 1992.

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- o **The performance of the women's business sector in recent years has outstripped that of U.S. business overall in major dimensions, including rates of new business start-ups, revenue growth and employment growth.**
- o **The Clinton Administration, which recognizes the importance of the woman-owned business in our nation's economy, is aggressively pursuing forward-looking initiatives that will foster the success of these path-breaking businesses.**
- o **Some of the Administration's women entrepreneur initiatives include:**
 - A public-private partnership:** the Creation of the Interagency Committee on Women's Business Enterprise. Thirteen senior officials who ensure women's economic issues are addressed at the highest policy-making levels. The committee works in collaboration with the National Women's Business Council.
 - Expanding Access to Capital:** SBA has nearly doubled the value of guaranteed loans going to women-owned companies; the SBA launched the Women's Pre-Qualification Loan Program to allow a woman to pre-qualify for a guaranteed loan of \$250,000 or less before she goes to the bank; the Labor Department cleared the way for pension funds to make economically targeted investments; new HUD regulations permit Community Development Block Grant funds to be used for microloans and other small business loans, allowing women in distressed communities to start or expand enterprises.
 - Increasing Federal Procurement Opportunities for Women:** In 1994 the SBA and 11 federal agencies initiated a Women's Procurement Pilot Program to expand the pool of women-owned firms receiving federal contracts.
 - Providing Business Training and Technical Assistance:** SBA's Women's Demonstration Program provides long-term training and counseling in all aspects of owning and managing a business. The program has served 47,000 women since 1988.
 - Expanding the Knowledge Base About Women-Owned Businesses:** Rather than waiting for the next business census in 1997, the Clinton Administration has asked the Census Bureau to conduct a special mid-term business census on women-owned firms.
- o **Women-owned businesses demonstrate a new way of doing business, by highlighting the importance of investment in employee education, on-site day care and programs to give a percentage of profits to charity.**

(Prepared by The White House Office for Women's Initiatives and Outreach: 202-456-7300. Fax: 202-456-7311)

January 26, 1996

Scheduling Proposal**January 22, 1996**

____ACCEPT**____REGRET****____PENDING**

TO: Patti Solis**FROM: Alexis Herman
Betsy Myers**

REQUEST: To have the First Lady drop by a luncheon of women business leaders in the Truman Room and make brief remarks on the importance of women entrepreneurs. The lunch will immediately follow the presentation to the President in the Oval Office of the first annual report of the Interagency Committee on Women's Business Enterprise and new data from the Census Bureau showing the incredible growth in women-owned businesses and the economic value to the country.

PURPOSE: To have the First Lady personally convey her commitment to fostering women's business ownership and her thanks for the work of the Interagency Committee on Women's Business Enterprise (chaired by Dr. Laura Tyson) and the National Women's Business Council (chaired by Lillian Vernon, CEO Lillian Vernon Corporation).

To allow the Committee and the Council to congratulate the Administration for its efforts on behalf of women, including an economic environment that is fostering unprecedented growth in women-owned businesses.

BACKGROUND: The Interagency Committee on Women's Business Enterprise is chaired by Laura Tyson with 10 high-level appointees from each Cabinet agency. The National Women's Business Council is chaired by Presidential appointee and business leader Lillian Vernon.

The new report outlines the growth of women-owned businesses. Women owned business have increased from 6 million to nearly 8 million under the Clinton Administration; employ one-third more workers than the Fortune 500 companies; and have added 1.5 trillion dollars to the economy in gross sales.

Women business owners are a key constituency.

DATE AND TIME: January 29, 1 to 3 p.m.

DURATION: 15 minutes

LOCATION: Truman Room, White House Conference Center

PARTICIPANTS: Commerce Secretary Ron Brown
Dr. Laura Tyson, chair of the Interagency Committee on
Women's Business Enterprise
Lillian Vernon, National Women's Business Council Chair
Women business owners
Members of the National Women's Business Council
Members of the Interagency Committee on Women's Business
Enterprise

REMARKS REQUIRED: Informal remarks on the importance of women entrepreneurs

SUPPORTED BY: Laura Tyson

CONTACT: Barbara Woolley, 456-2930

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Business Week

November 20, 1995

SECTION: SPECIAL REPORT; ENTERPRISE: Roundtable: ISSUES & TRENDS; Number 3451;
Pg. ENT30

LENGTH: 703 words

HEADLINE: BETTER BACKUP FOR WOMEN IN BUSINESS

HIGHLIGHT:

A talk with the chief of the National Economic Council

BODY:

The problems of female entrepreneurs are about to get new visibility in Washington. President Clinton guaranteed it when he put the chair of his National Economic Council, Laura D'Andrea Tyson, in charge of a new committee addressing issues crucial to women business owners. The Interagency Committee on Women's Business Enterprise will release its first report in December. Tyson discussed the panel's work with Assistant Managing Editor Sarah Bartlett and Washington Correspondent Mike McNamee.

Q: What have you learned about women-owned businesses through your work with this committee? A: The President likes to point out that we've had a record number of small-business creations in the past two years. Women-owned businesses are becoming more important, in terms of numbers, employment, and sales. And in recent years, they've increased fastest in nontraditional areas, such as construction, manufacturing, and transportation.

From the conversations I've had, I've been struck by the fact that businesses owned by women tend to be more sensitive to issues such as flexible time, job sharing, and reimbursing their workers for training. Studies have found women-owned businesses to be more worker-friendly in those ways.

Q: What are you trying to accomplish with the Interagency Committee and its private-sector partner, the National Women's Business Council? A: We're trying to ask what public policy could do in four basic areas: access to capital, access to technical assistance and training, and ways to expand opportunities for women-owned businesses to compete for federal contracts. And we think it's important to encourage research and data on these businesses.

The private-sector group -- they're there to help us understand the barriers that are holding back women entrepreneurs. Then maybe the public sector can do something. Maybe the private sector can do something as well.

Q: So what is the federal government doing to help women-owned businesses? A: I had never thought of starting a small business, so I hadn't realized the very large fraction of women who use their own personal finances to start a business. There are similar pressures for men, too, but the problems seem compounded for women. So 42% of women who own small businesses have used personal credit cards

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for short-term financing; 30% finance their businesses out of their own savings.

In the past three years, the [Small Business Administration] has guaranteed \$ 3.5 billion in loans to women. Women's share of SBA-guaranteed loans rose from 11% in [fiscal] 1993 to 19% in 1995. We've combined that with a prequalification program for women. The SBA works with the business owner to help her ascertain whether she qualifies for a guaranteed loan before she goes to the bank.

Then there's the micro-loan program -- it's assistance for would-be entrepreneurs, both men and women. About 43% of its loans have gone to women. We're working hard to improve and extend the SBA Women's Demonstration Project. This is really counseling and training -- the things you need to do to put together a business plan, to put together a financial package, to evaluate and develop a market. When I heard about it, I thought of calling my friends who have talked for years about needing something like this.

The SBA also has the Women's Network for Entrepreneurial Training, linking up successful women entrepreneurs with aspiring women entrepreneurs. It's a very useful way to get information spread because the successful ones have done it before.

Q: In 1994, Congress set a goal of placing 5% of federal procurement with women-owned businesses. Is that being met? A: The goal is just taking effect, but several agencies are moving to meet it. In 1994, women-owned companies got 2.8% of the federal-procurement dollar -- a 27% increase from 1992.

Sheila Widnall, the Air Force Secretary, has a tremendous outreach program. She has amazing stories about women in traditional businesses who have converted to military procurement. The Air Force would say they recognize the increase in women-owned businesses. They want to find the best contractors, so they have to extend beyond their normal channels.

LANGUAGE: ENGLISH

LOAD-DATE: November 16, 1995

I struggling etc.

raise children on min wage

cannot afford health care & child care
whose work is not appropriately
valued or rewarded in the workplace
or at home.

whether we are running companies or
working in them, whether we
live in the US or sub-Saharan Africa,
there is more that unites us than divides
us as women.

It is our responsibility as I in
the U.S., to help lead the way
toward a bright future for all members
of society.

Cindy