



Association for
Enterprise
Opportunity

LGBTQ+

Business Ownership Fact Sheet

The LGBTQ+ business community is diverse and drives growth and community development across the country.



Economic Impact

LGBTQ+-owned businesses contribute \$1.7 Trillion to the U.S. economy.

Source: LGBT Chamber of Commerce



33%

LGBTQ
woman-owned

Gender

LGBTQ+ businesses are more likely to be woman-owned than other businesses (33% vs. 19%).



46%

Recently
established

Firm Age

LGBTQ+ businesses are younger than other businesses. Nearly half (46%) have been in operation less than 5 years, vs. 33% for other businesses.



Industry

Top industries include professional services and real estate, healthcare and education, and leisure and hospitality.



Race & Ethnicity

Like other businesses, LGBTQ+-owned businesses are **less racially diverse than the U.S. population**—most (87%) are white-owned.



Immigrant-owned

LGBTQ+-owned businesses are **less likely to be owned by immigrants** compared to other businesses (6% vs. 13%).



Local Focus

LGBTQ+-owned businesses are **more likely to serve local markets** than other businesses (70% vs. 58%).

Source: Federal Reserve 2024 Small Business Credit Survey. For detailed analysis, see LGBTQ-Owned Small Businesses in 2021 by CLEAR and MAP.



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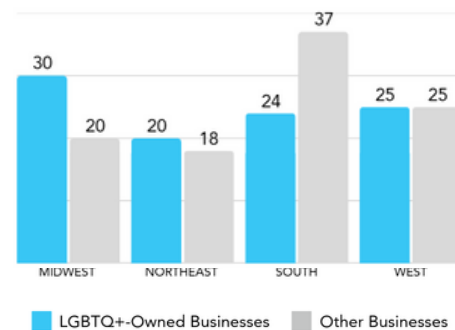
LGBTQ+ Business Ownership Fact Sheet

Supporting LGBTQ+ entrepreneurs through inclusive policies and access to resources is essential for creating a more equitable and dynamic business landscape.

Inclusive Policies Matter

LGBTQ+ entrepreneurs are more likely to open businesses in states with nondiscrimination policies for the LGBTQ+ community, leading to underrepresentation in the U.S. South. LGBTQ+ entrepreneurs also face additional challenges accessing resources, including discrimination from investors, lenders and customers.

Geographic Distribution of LGBTQ+-owned vs. Other Businesses (%)



Health & Safety

LGBTQ+ businesses are **more likely to report challenges ensuring the health and safety** of their employees and customers (11% vs. 7%).



Navigating Change

LGBTQ+-owned businesses are **nearly twice as likely to have relocated in the past 5 years** (44% vs. 25%).



Demand for Financing

LGBTQ+-owned businesses are more likely to apply for credit than other businesses (69% vs. 59%).



Leaning into Local Finance

LGBTQ+-owned businesses use financial services at similar rates as other businesses and are **slightly more likely to use credit unions** (19% vs. 14%).

Let's start new conversations about how we can work together to support underserved small businesses across the U.S. **Share your ideas with the research team at research@aeoworks.org.**

Source: Federal Reserve 2024 Small Business Credit Survey. For detailed analysis, see *LGBTQ-Owned Small Businesses in 2021* by CLEAR and MAP.



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