



NEWS RELEASE [2000-III-13]

Web Site: www.brcpolls.com

TOP EARNERS IN SMALL BUSINESS
ARE FOUR TO ONE MALE

PHOENIX, Ariz. (September 19, 2000) – The business track studies have shown for at least ten years that close to half of the owners or managers of small businesses are women, but this apparently does not mean that they are anywhere near equal when it comes to who in the company earns the most money. In our third quarter survey of business people around the Valley, we find that despite the major role women play in managing companies, in eight of ten companies the top paid executive is a man, a pattern that holds across all business sectors, but is especially strong in the following sectors: manufacturing, construction, health and social services and in the professional/technical/scientific community.

Male dominance in the ranks of top income earners falls off modestly among smaller and newer companies and among minority owned companies. In companies managed by women, two-thirds still report that the top-paid executive is male.

The findings outlined in this report are based on a survey of 400 business owners and managers in Maricopa County conducted in July by the Behavior Research Center of Arizona as part of the Center's independent and non-partisan Rocky Mountain Poll series. For more information you may visit www.brcpolls.com.

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EDITOR'S NOTE: This BusinessTRACK™ Poll - Arizona [2000-III-13] is a part of the Rocky Mountain Poll series sponsored by the Behavior Research Center of Arizona and is based on 400 telephone interviews conducted in July 2000 with owners or managers of businesses in the metropolitan Phoenix area which have from two to 99 employees and which are not subsidiaries of larger corporations. In a sample of this size, one may say with 95 percent certainty that the results have a statistical precision of plus or minus 5.0 percent of what they would have been had the entire population of owners and managers of such small businesses been surveyed. **BusinessTRACK™ Arizona** is co-sponsored by the Maricopa Community College District, Arizona Republic and Behavior Research Center.

This statement conforms to the principles of disclosure of the National Council on Public Polls.

BELOW: Statistical data.

STATISTICAL DATA

Behavior Research Center
 Rocky Mountain Poll - Arizona
 RMP 2000-III-13

You may view this and other polls at www.brcpolls.com.

“Is the top-paid executive in your company a man or a woman?”

	<u>TOP-PAID EXECUTIVE IS</u>	
	<u>Male</u>	<u>Female</u>
TOTAL	79%	21%
<u>NUMBER OF EMPLOYEES</u>		
Under 10	77	23
10+	84	16
<u>ANNUAL SALES</u>		
Under \$250K	71	29
\$200K to \$499K	73	27
\$500K to \$999K	88	12
\$1 Million +	85	15
<u>MINORITY OWNED</u>	75	25
<u>MANAGER IS</u>		
Women	68	32
Man	86	14

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