

# American Indian & Alaska Native-Owned Firms

**ECONOMIC IMPACT: \$34.4 BILLION IN REVENUES AND 185,000 JOBS <sup>a</sup>**

	American Indian/Alaska Native Firms	All Minority Firms	Non-Minority Firms
<b>Number of firms</b>	237 thousand	5.8 million	20.1 million
<b>Combined gross receipts</b>	\$34.4 billion	\$1.0 trillion	\$9.8 trillion
<b>Average gross receipts</b>	\$145.1 thousand	\$178 thousand	\$488 thousand
<b>Number of firms with employees</b>	24 thousand	767 thousand	4.3 million
<b>Combined receipts of firms with employees</b>	\$27.5 billion	\$860.5 billion	\$9.1 trillion
<b>Average receipts of firms with employees</b>	\$1.2 million	\$1.1 million	\$2.1 million
<b>Number of paid employees</b>	185 thousand	5.8 million	50.1 million

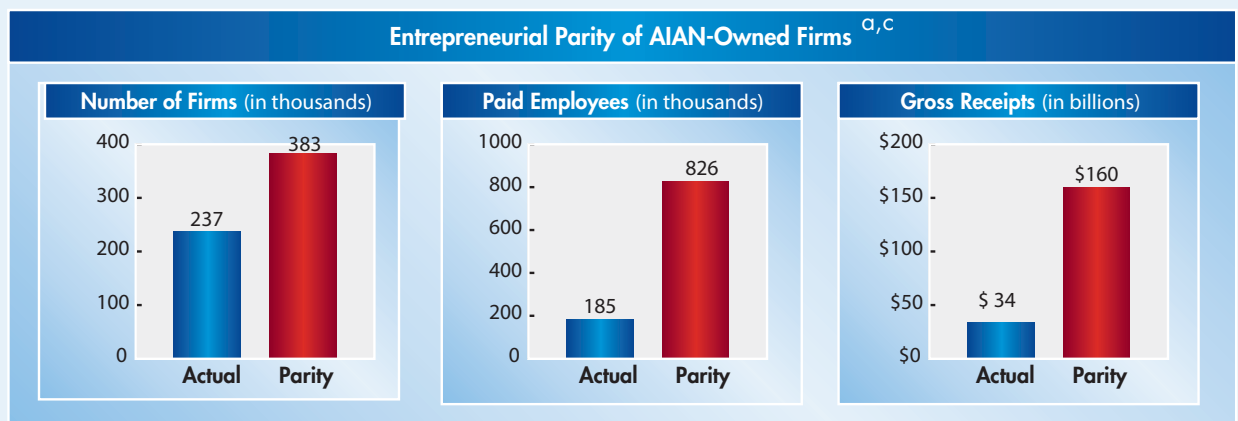
## QUICK FACTS <sup>a</sup>

- ◇ There are 237,000 American Indian and Alaska Native (AIAN)-owned firms in the U.S.
- ◇ AIAN-owned firms contribute \$34.4 billion in U.S. economic output and 185,000 jobs per year.
- ◇ AIAN-owned firms with employees average 8 workers and \$1.2 million in annual receipts.
- ◇ AIAN firms are more concentrated in California, Oklahoma, Texas, New York, Florida, Arizona, and New Mexico.

POPULATION BUYING POWER <sup>e</sup>		
AIAN	All Minority	Non-Minority
\$64.7 billion	\$2.46 trillion	\$8.25 trillion

## ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial parity is defined as reaching proportionality between the AIAN adult population and business measures, such as number of firms, gross receipts, and employees.



<sup>a</sup>U.S. Census Bureau, 2007 Survey of Business Owners, June 2010

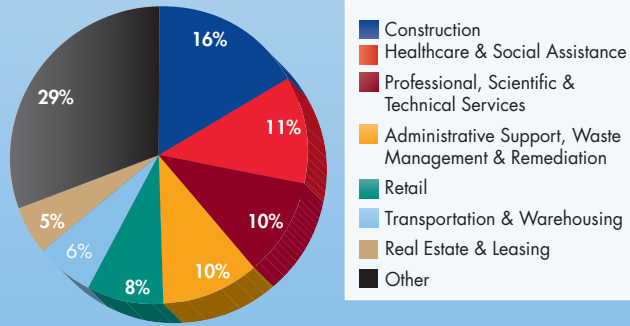
<sup>b</sup>U.S. Census Bureau, Annual population estimates, June 2010

<sup>c</sup>U.S. Census Bureau, 2002 Survey of Business Owners, September 2006

<sup>d</sup>U.S. Census Bureau, Ownership Characteristics of U.S. Exporting Firms, June 2012

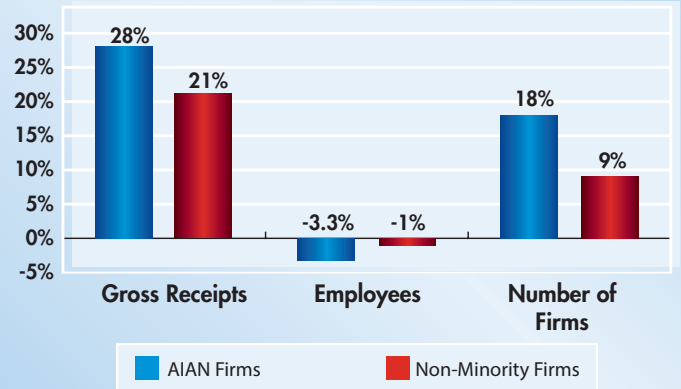
<sup>e</sup>University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

## Industry Sectors of AIAN-Owned Firms <sup>a</sup>

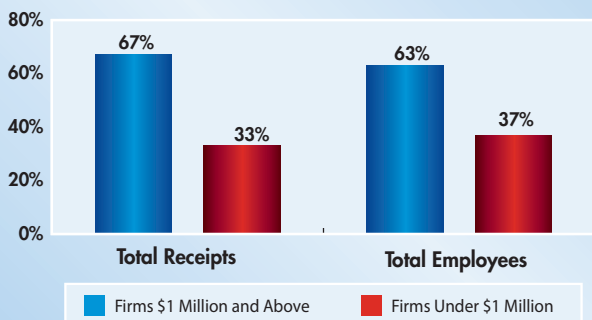


Other sectors include agriculture, utilities, manufacturing, wholesale, information, finance & insurance, accommodation & food services, and more.

## Growth of AIAN-Owned Firms (2002-2007) <sup>a,b</sup>



## High-Revenue AIAN-Owned Firms <sup>a</sup> (Annual receipts over \$1 million)

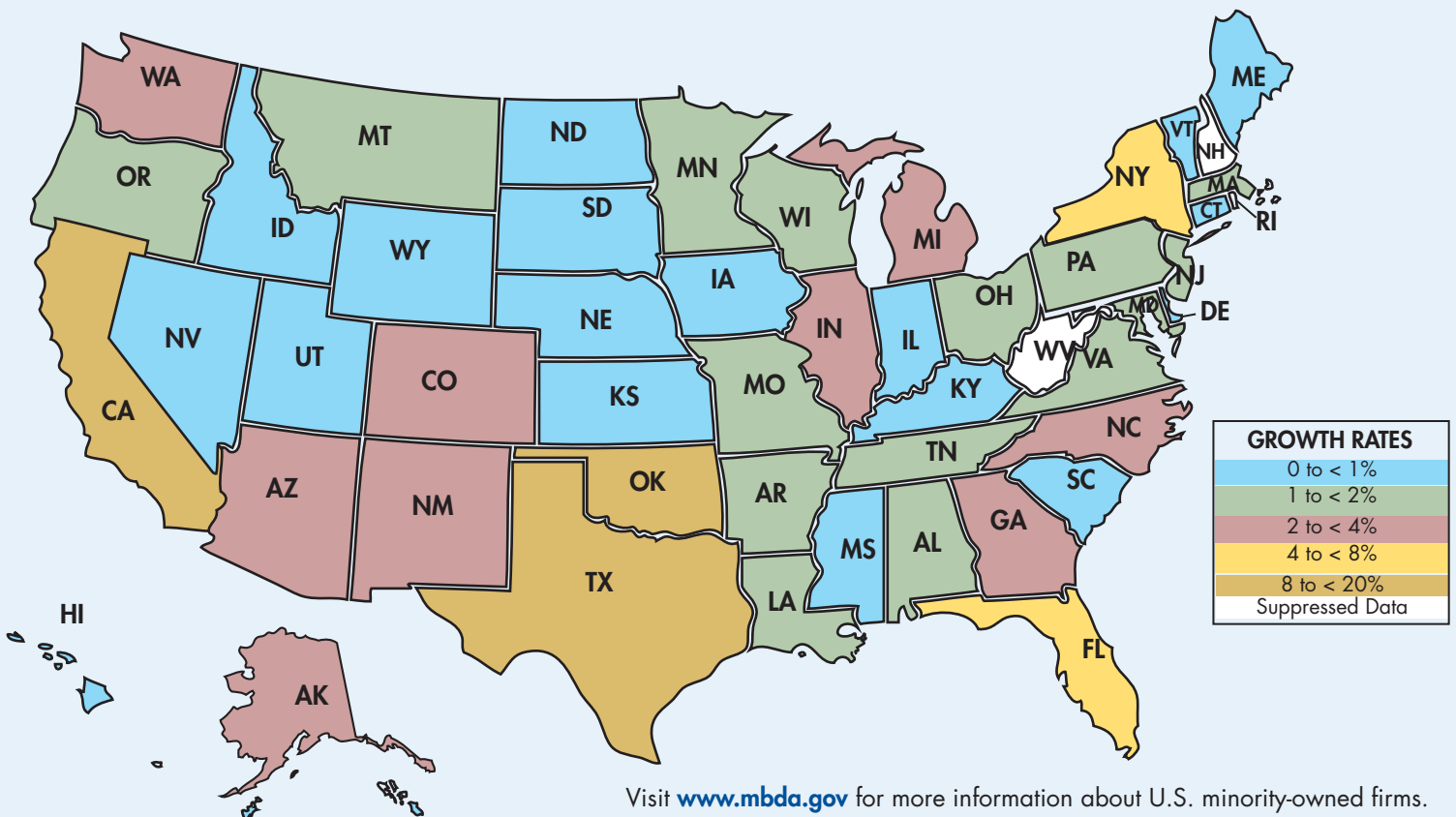


Two percent of AIAN-owned firms are considered high-revenue. These firms generate 67% of the receipts and 63% of all jobs created by AIAN-owned firms.

## EXPORTS AND GLOBAL REACH <sup>d</sup>

- ◇ AIAN-owned firms that export average \$9.6 million in annual receipts, compared to their non-exporting counterparts who average \$128,000.
- ◇ AIAN-owned firms were more likely to have operations established abroad than non-minority firms.
- ◇ Exports represent 2.9 percent of total revenue for AIAN-owned exporting companies, compared to 5.4 percent for all non-minority firms with exports.

## GROWTH IN NUMBER OF AIAN-OWNED FIRMS (2002 – 2007) <sup>c</sup>



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