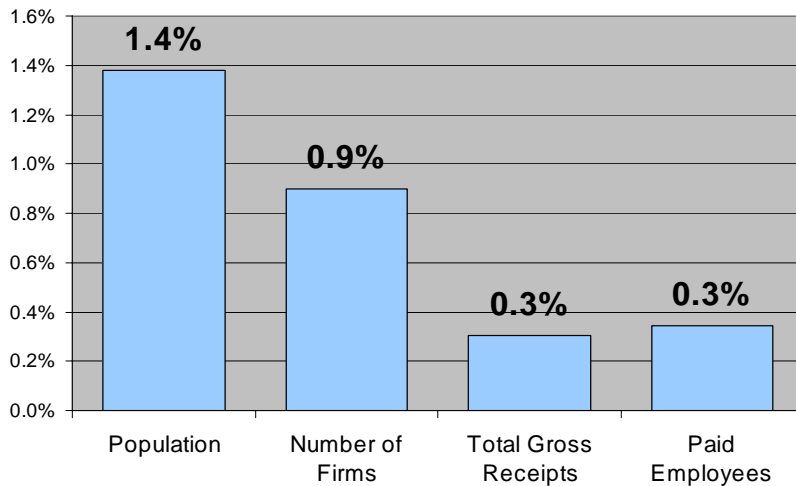


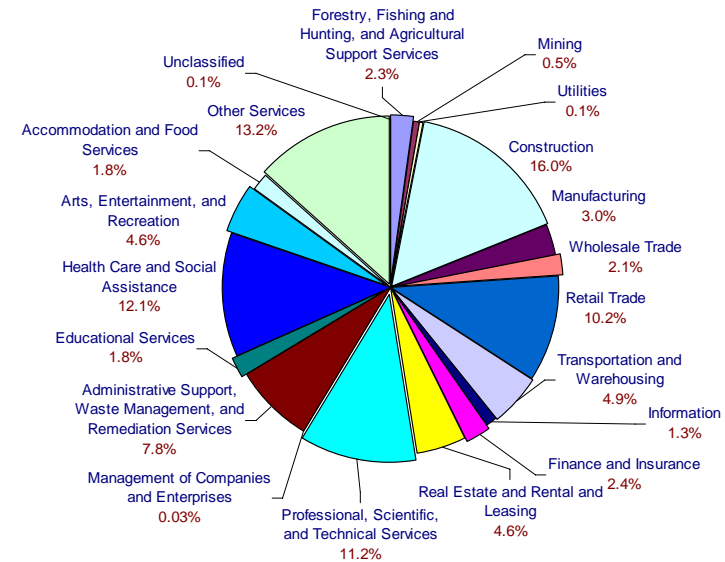
# The State of American Indian and Alaska Native Business

In April 2008, the Minority Business Development Agency (MBDA) released the report "Characteristics of Minority Businesses and Entrepreneurs" based on data from the U.S. Census Bureau 2002 Survey of Business Owners. A copy of the full report can be found at [www.mbda.gov/minoritybizfacts](http://www.mbda.gov/minoritybizfacts).

**American Indian and Alaska Native Population and Business Share as a Percentage of U.S. Total, 2002**



**American Indian and Alaska Native Business Representation by Industry Sector, 2002**



- While 1.4% of U.S. total population (18 years old and over) is American Indian and Alaska Native, they account for 0.9% of all classifiable firms.
- These firms generate 0.3% of all gross receipts and employ 0.3% of all paid employees.

- Sixteen percent of all American Indian and Alaska Native firms are in Construction, which is by far the largest single industry sector for the group.

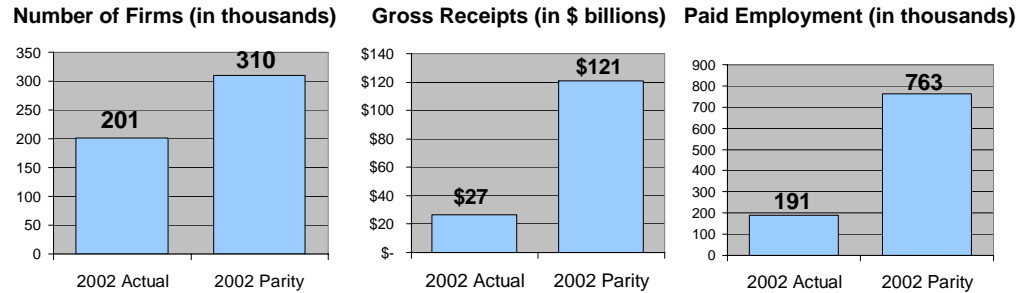
**Summary Statistics by Group - 2002**

Group	% U.S. Pop. (18yrs +)	No. of Firms	Total Gross Receipts	Ave. Gross Receipts	Paid Employees	BPR (per 1,000 adults)
African American	12.1%	1,198,000 (5.3%)	\$88.6 billion (1.0%)	\$74,000	754,000 (1.4%)	46.1
<b>American Indian &amp; Alaska Native</b>	<b>1.4%</b>	<b>201,000 (0.9%)</b>	<b>\$26.9 billion (0.3%)</b>	<b>\$133,000</b>	<b>191,000 (0.4%)</b>	<b>68.0</b>
Asian	4.5%	1,104,000(4.9%)	\$326.6 billion (3.7%)	\$296,000	2,214,000 (4.0%)	114.9
Hispanic	11.9%	1,574,000(7.0%)	\$221.9 billion (2.5%)	\$141,000	1,537,000 (2.8%)	62.2
Native Hawaiian & Other Pacific Islander	0.3%	29,000 (0.1%)	\$4.3 billion (0.1%)	\$148,000	29,000 (0.1%)	46.3
All Minority	29.0%	3,958,000 (17.6%)	\$661.1 billion (7.5%)	\$167,000	4,675,000 (8.4%)	63.8
All Classifiable firms	100.0%	22,480,000 (100%)	\$8.8 trillion (100%)	\$391,000	55,368,000 (100%)	104.5

Source: U.S. Census Bureau, 2007 Special Tabulation for Minority Firms in 2002, 2002 Survey of Business Owners, September 2006; 1997 Survey of Minority- and Women- Owned Business Enterprises, July 2001; National Population Estimates, July 2002, and MBDA Annual Performance Report: Fiscal Year 2005. Statistics do not include publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Classifiable Firms measures are MBDA estimates. Hispanics may be of any race, because business owners were allowed to identify with more than one race category. Due to the exclusion of tribally held governments in 2002, data for American Indian and Alaska Native firms for 1997 and 2002 are not directly comparable. BPR (Business participation rate) is the number of businesses owned by a group for every 1,000 persons age 18 and above in that same group. Other Services includes firms not provided for elsewhere in the classification system which are engaged in activities such as equipment and machinery repairing, promoting religious activities, grant-making, advocacy, providing dry-cleaning and laundry services, personal care services and dating services. For explanation on methodology, visit [www.mbda.gov/minoritybizfacts](http://www.mbda.gov/minoritybizfacts). Prepared by MBDA's Office of Knowledge Management, September 2008.

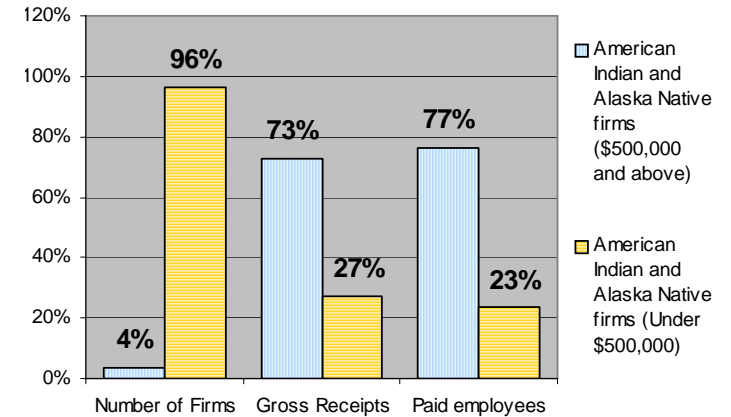
## Achieving Entrepreneurial Parity

The business landscape for American Indian and Alaska Native firms in 2002 would have been quite different if parity had been achieved. Parity is defined as reaching proportionality between the adult population for the group and business development measures such as numbers of firms, gross receipts and employees.



- If the number of American Indian and Alaska Native firms reflected the group's 2002 population share, there would have been over 108,000 more firms, totaling nearly 310,000 firms.
- Gross receipts would have been \$121.1 billion, which is 4.5 times the actual number.
- Paid employment would have totaled almost 763,000—nearly four times the actual number.

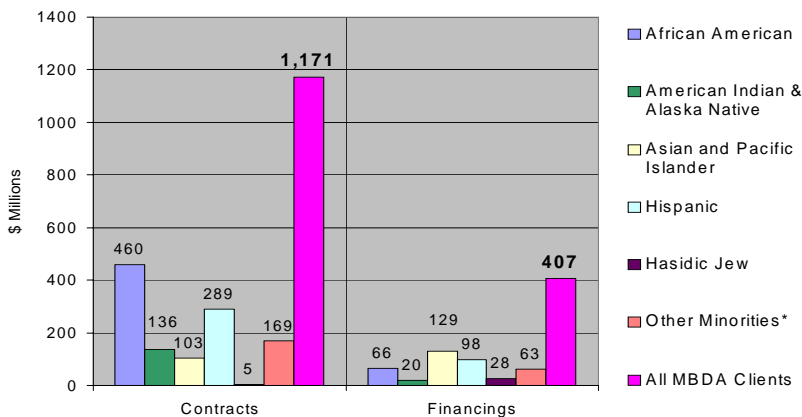
## American Indian and Alaska Native Firms by Receipts Size, 2002



- While smaller in number, firms with receipts of \$500,000 or more generate a much larger percentage of all the group's revenues and paid employment than firms with receipts under \$500,000.

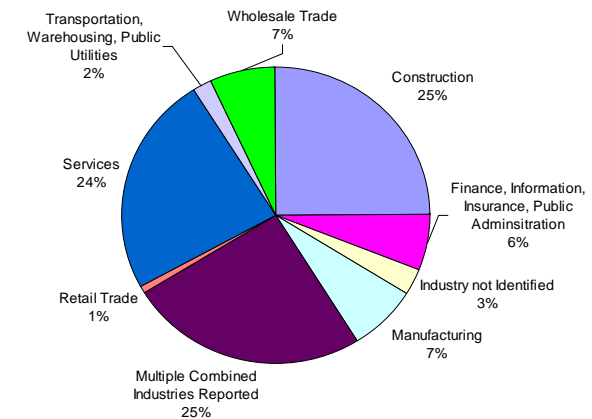
## Moving the Numbers. . . . . MBDA Contribution to the Success of Minority Business Enterprise

### Value of Contracts and Financings Obtained By Minority Firms through MBDA, FY 2006



- MBDA clients obtained \$1.578 billion in contracts and financings in fiscal year 2006.
- Other Minorities include MBDA clients for which the specific racial and ethnic category was not identified.

### Types of Contracts Obtained by MBDA Clients, FY 2006



- Construction contracts represented 1/4 (\$258.9 million) of all the procurement opportunities secured by MBDA funded projects.
- Contracts awarded to MBDA clients for Construction and Services exceeded \$512 million.