

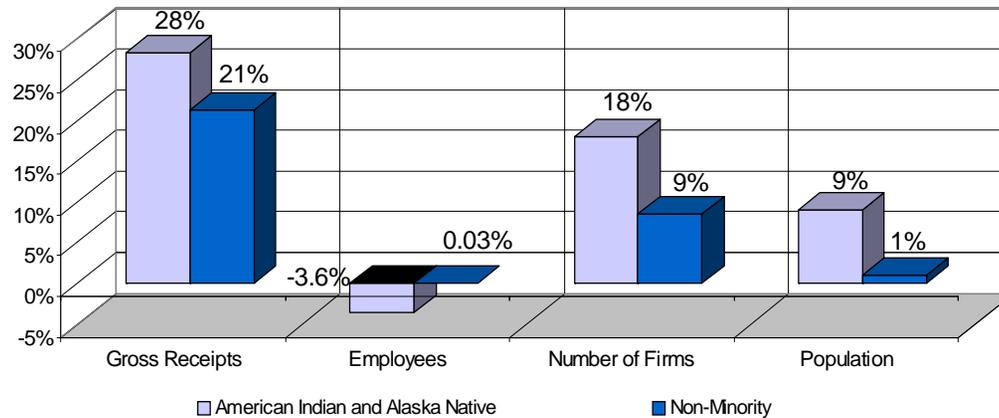
American Indian & Alaska Native-Owned Firms Generate \$34.4 Billion in Economic Output to the U.S. Economy*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
American Indian & Alaska Native	236,967	\$34.4 billion	\$145,121	23,704	\$27.5 billion	\$1,160,819	184,416	\$64.7 billion
All Minority	5,762,940	\$1.0 trillion	\$178,484	768,147	\$864.2 billion	\$1,125,081	5,916,651	\$2.46 trillion
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$9.1 trillion	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,296,817	\$11.0 trillion	\$417,987	5,190,920	\$10.1 trillion	\$1,937,478	56,840,353	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$29.1 trillion	\$5,062,948	117,406,354	Non-applicable

- In 2007, there were about 237,000 American Indian & Alaska Native firms, of which 10 percent (23,704) were firms with employees.
- **American Indian & Alaska Native firms with employees had average receipts of \$1,160,819**, and average employment of 8 workers per firm with employees.
- The American Indian population had an estimated **buying power of \$64.7 billion in 2009**, larger than the purchasing power of countries such as Kenya (\$63.7 billion), Burma (\$57.5 billion), Slovenia (\$55.8 billion), and Costa Rica (\$48.5 billion). ***

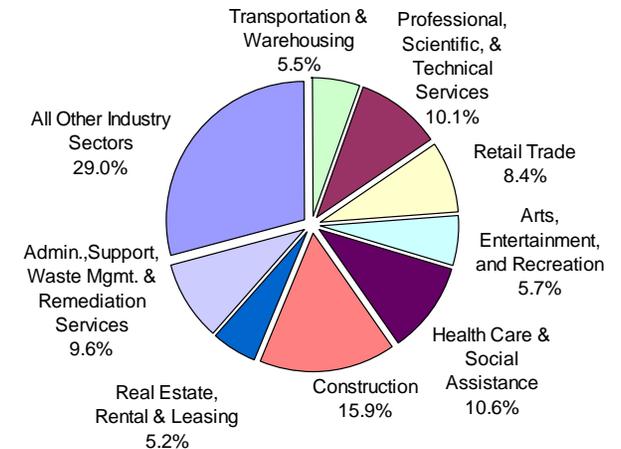
American Indian & Alaska Native Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, American Indian & Alaska Native- (AIAN) owned firms outpaced the growth of non-minority firms in gross receipts (28%, AIAN growth) and number of firms (18%).
- American Indian & Alaska Native firms' paid employment decreased by 3.6%, from 191,262 to 184,416, during this period. However, statistically this percent measure is not significantly different from zero.
- The rapidly growing American Indian & Alaska Native population increased by 9% during the same period, compared to a 1% increase for non-minorities.

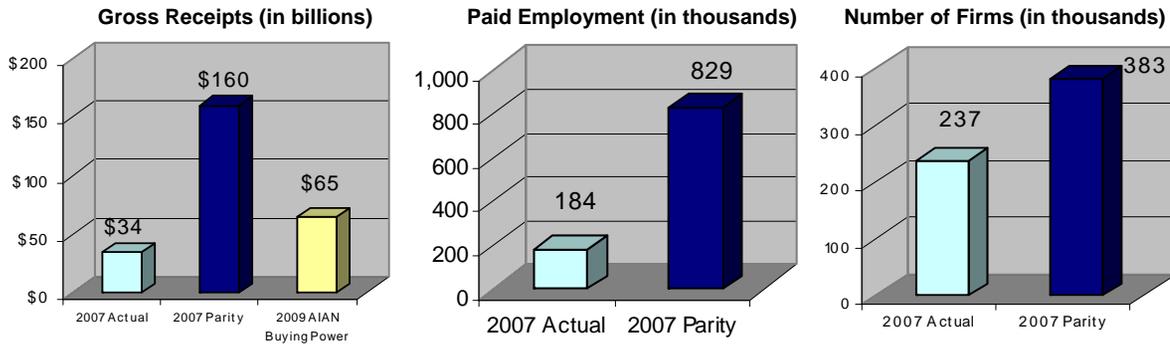
American Indian & Alaska Native-Owned Firms' Top Industry Sectors, 2007



- American Indian & Alaska Native Firms were most concentrated in Construction (16%); Health Care & Social Assistance (11%); Professional, Scientific, & Technical Services; and Administrative, Support, Waste Management & Remediation Services (both 10%). All Other Industry Sectors include firms in Agriculture; Mining; Utilities; Manufacturing; Wholesale Trade; Information, Finance & Insurance; Accommodation & Food Services; and Educational Services, among other.

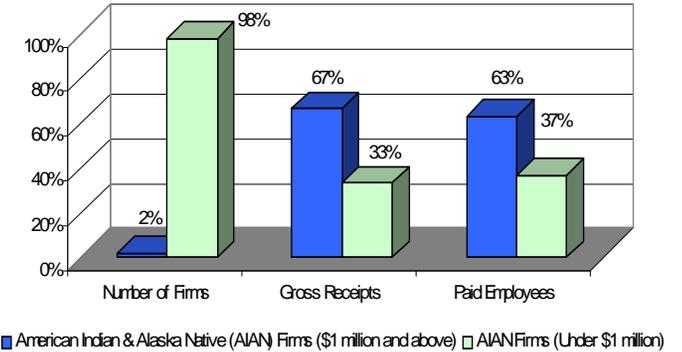
Entrepreneurial Parity Remains Elusive for American Indian & Alaska Native-Owned Businesses

Entrepreneurial parity for American Indian & Alaska Native (AIAN) businesses has yet to be reached. Parity is defined as reaching proportionality between the adult AIAN population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



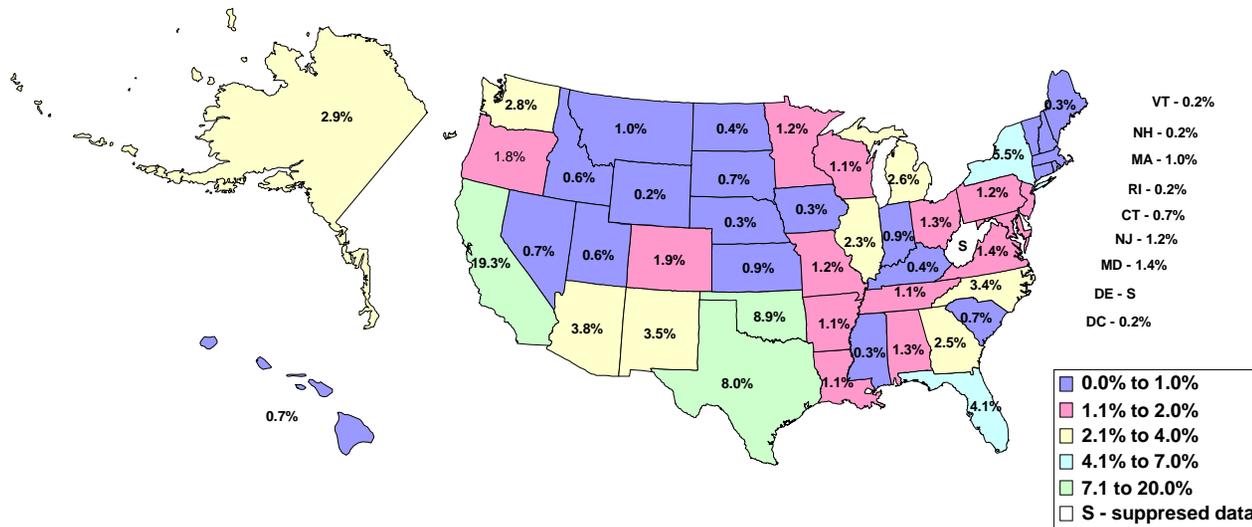
- The adult American Indian & Alaska Native (AIAN) population represented 1.5 percent of the adult U.S. population in 2009, but AIAN held only 0.9% percent of all Classifiable firms, 0.3 percent of these firms' gross receipts and 0.3 percent of their employment.
- If American Indian & Alaska Native firms' gross receipts reflected the 2007 adult American Indian & Alaska Native population share, receipts would have amounted to more than \$160 billion—nearly five times the actual figure.
- Paid employment would have totaled almost 829,000—about 4.5 times the actual employment.
- The number of American Indian & Alaska Native firms would have been over 383,000 firms, nearly 147,000 additional firms.

American Indian & Alaska Native-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number, American Indian & Alaska Native (AIAN) firms with receipts of \$1 million or more (just 2% of all AIAN firms) generated a larger percentage of AIAN revenues (67%) and employment (63%), than AIAN firms with receipts under \$1 million.

AIAN-Owned Firms Most Concentrated in California, Oklahoma, Texas and New York



- American Indian & Alaska Native (AIAN) firms were more concentrated in California (45,629 firms; 19% of all AIAN firms), Oklahoma (21,194 firms; 9%), Texas (19,057, 8%), and New York (13,113, 6%).
- Between 2002 and 2007, the number of American Indian & Alaska Native firms may have grown faster than the group's national average of 18 percent in the District of Columbia (by 131%) and 17 states including Hawaii (by 74%), Illinois (62%), Nebraska (62%*), Oregon (39%), Arizona (39%), Vermont (37%), North Carolina (35%), Connecticut (35%), Georgia (34%) and Alaska (33%).

Note: Growth rates for AIAN firms by state may not be significantly different from the group's national average of 18 percent. Growth rates for Nebraska may not be significantly different from zero. Percent of AIAN firms in Delaware and West Virginia of all AIAN firms are not available because 2007 data estimates for those states did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

American Indian & Alaska Native Firms More Likely to Export



- American Indian & Alaska Native (AIAN) firms operating in 2002 were more likely to generate sales through exports compared to non-minority firms operating in the same year.
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Source: *MBDA's *Characteristics of Minority Businesses and Entrepreneurs*, 2008. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.