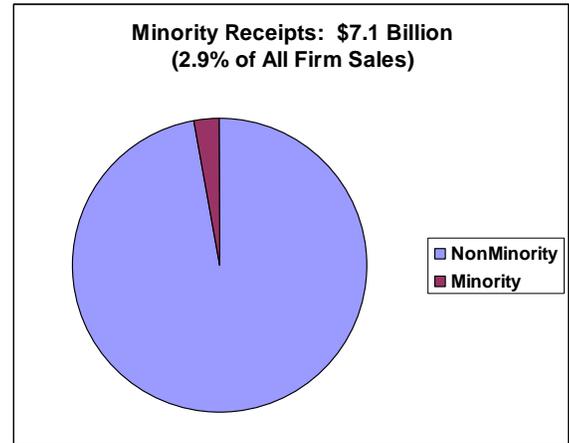


The State of Minority Business in the State of Arizona

Demographic and Business Statistics

- 1997 Total Population: 4,552,207 persons
- Total Firms: 329,031 firms
- Annual sales of all firms in the State: \$247.2 billion
- 1997 Total Minority Population: 1,432,118 persons
- Total Minority-Owned Firms: 43,337 firms
- Annual sales of Minority-owned firms in State: \$7.1 billion
- Total African American-owned firms: 3,582 firms
- Annual sales from African American-owned firms: \$314.5 million
- Asian & Pacific Islander-owned firms: 7,145 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.0 billion
- Hispanic-owned Firms : 28,894 firms
- Annual sales of Hispanic-owned firms: \$4.2 billion
- American Indian & Alaska Natives-owned firms: 5,510 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$752.5 million

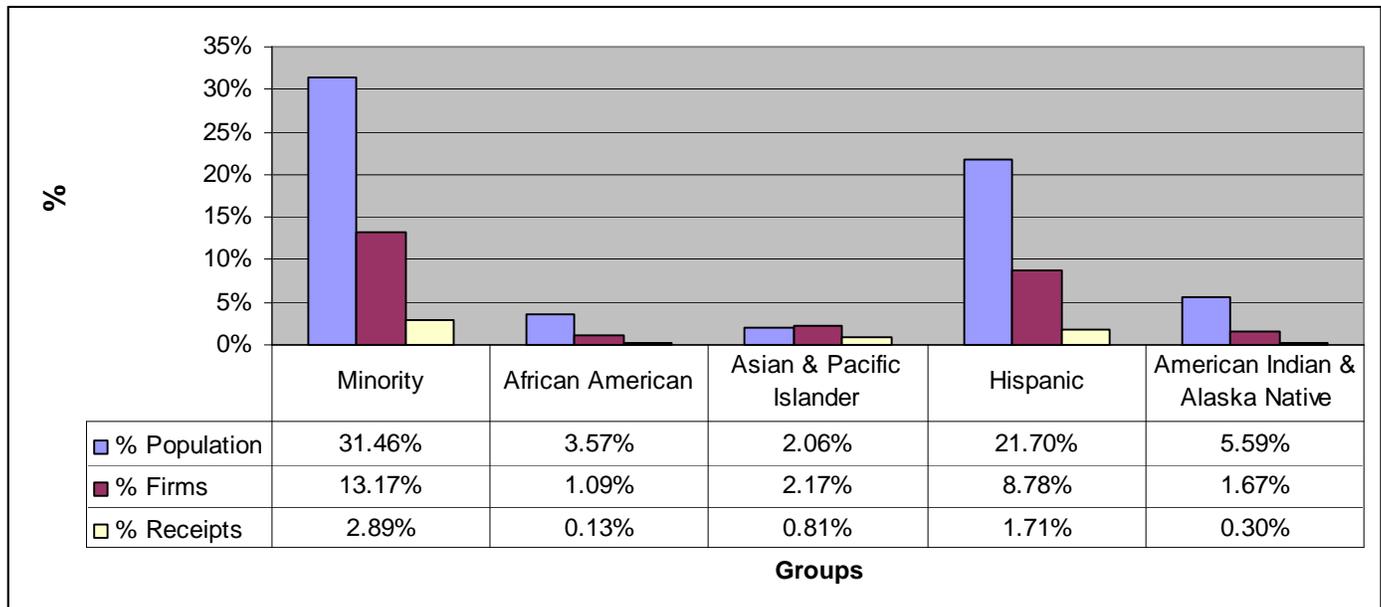


Business Participation¹

Group	State BPR: Arizona	National BPR
All	72	78
Non-Minority	92	91
Minority	30	42
African American	22	24
Asian & Pacific Islander	76	90
Hispanic	29	41
American Indian & Alaska Native	22	85

Parity²:

In the State of Arizona, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



¹ Business Participation Rate (BPR) is the number of business owners in a specific race/ethnic group for every 1,000 persons in that same group

² Parity is defined as the proportionality between the population percentage and the percent share of number of firms owned by the group.

Industry Breakdown for All Firms in the State of Arizona

Industry Description	Total number of firms	% of All Firms	Sales of all firms (\$1,000)	% of All Sales from All Firms	Employees	% of Employees from All Firms	Annual payroll (\$1,000)	% of Payroll from All Firms
All industries	329,031		\$247,191,482		1,666,364		\$41,788,366	
Agricultural services, forestry, fishing, mining	6,622	2.01%	\$1,126,203	0.46%	16,915	1.02%	\$297,169	0.71%
Construction industries	30,348	9.22%	\$20,665,299	8.36%	137,184	8.23%	\$3,687,280	8.82%
Manufacturing	10,855	3.30%	\$44,449,949	17.98%	213,020	12.78%	\$7,906,570	18.92%
Transportation, communications, and utilities	12,089	3.67%	\$15,924,517	6.44%	99,175	5.95%	\$3,042,730	7.28%
Wholesale trade	13,246	4.03%	\$49,593,476	20.06%	96,285	5.78%	\$3,242,636	7.76%
Retail trade	43,644	13.26%	\$46,905,168	18.98%	381,408	22.89%	\$5,615,971	13.44%
Finance, insurance and real estate industries	44,185	13.43%	\$26,535,116	10.73%	109,318	6.56%	\$3,617,333	8.66%
Service industries	147,216	44.74%	\$38,214,487	15.46%	598,582	35.92%	\$13,798,190	33.02%
Industries not Classified	20,432	6.21%	\$681,594	0.28%	892	0.05%	\$9,038	0.02%

Industries for Minority Groups in the State of Arizona (Firms)

	Minority Firms ⁱ	African American	% of All Minority Firms	Asian & Pacific Islander	% of All Minority Firms	Hispanic	% of All Minority Firms	American Indian	% of All Minority Firms
All industries	43,337	3,582	8.27%	7,145	16.49%	28,894	66.67%	5,510	12.71%
Agricultural services, forestry, fishing, and mining	1,218	11	0.03%	100	0.23%	985	2.27%	136	0.31%
Construction industries	3,828	191	0.44%	141	0.33%	3,298	7.61%	585	1.35%
Manufacturing	1,270	42	0.10%	147	0.34%	693	1.60%	446	1.03%
Transportation, communications, and utilities	1,676	210	0.48%	132	0.30%	1,272	2.94%	126	0.29%
Wholesale trade	1,186	60	0.14%	214	0.49%	874	2.02%	115	0.27%
Retail trade	7,407	381	0.88%	1,837	4.24%	4,721	10.89%	809	1.87%
Finance, insurance and real estate industries	2,517	268	0.62%	563	1.30%	1,617	3.73%	158	0.36%
Service industries	19,406	1,986	4.58%	3,513	8.11%	12,878	29.72%	1,812	4.18%
Industries not Classified	4,844	434	1.00%	498	1.15%	2,521	5.82%	1,356	3.13%

Industries for Minority Groups in the State of Arizona (Sales in 1,000s)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$7,139,822	\$314,497	4.40%	\$2,001,840	28.04%	\$4,226,654	59.20%	\$752,520	10.54%
Agricultural services, forestry, fishing, mining	\$127,244	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$1,009,793	\$30,929	0.43%	\$56,954	0.80%	\$800,404	11.21%	\$154,373	2.16%
Manufacturing	\$600,049	No Data	No Data	\$102,697	1.44%	\$437,960	6.13%	\$61,712	0.86%
Transportation, communications, utilities	\$232,852	No Data	No Data	\$35,611	0.50%	\$110,164	1.54%	\$85,654	1.20%
Wholesale trade	\$1,488,608	\$27,714	0.39%	\$605,495	8.48%	\$831,783	11.65%	\$47,925	0.67%
Retail trade	\$1,594,364	\$52,215	0.73%	\$614,284	8.60%	\$847,606	11.87%	\$114,894	1.61%
Finance, insurance and real estate industries	\$269,617	\$19,965	0.28%	\$62,285	0.87%	\$162,247	2.27%	\$28,570	0.40%
Service industries	\$1,610,043	\$155,032	2.17%	\$486,032	6.81%	\$820,045	11.49%	\$197,101	2.76%
Industries not Classified	\$187,956	No Data	No Data	\$30,910	0.43%	\$87,407	1.22%	\$52,415	0.73%

ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA). Also, a Hispanic firm may be of any race, and therefore, may be included in one or more minority group. The Minority Salesⁱⁱ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise