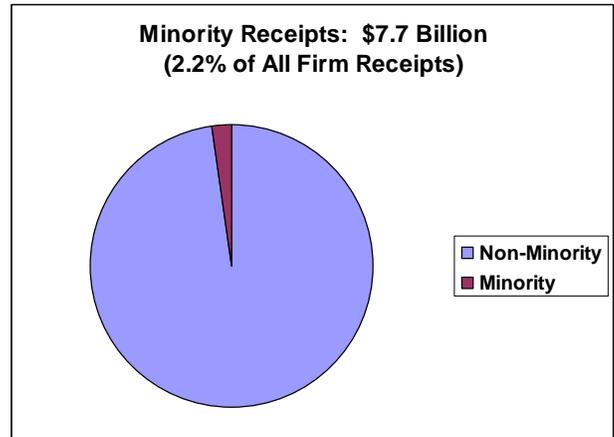


Demographic and Business Statistics

- 1997 Total Population: 3,287,722 persons
- 1997 Total Minority Population: 1,095,767 persons
- All firms in region: 288,728
- Annual sales of all firms in region: \$341.3 billion
- Total minority-owned firms: 54,334
- Annual sales of minority-owned firms: \$4.2 billion
- Total African American-owned firms: 14,021
- Annual sales of African American-owned firms: \$2.2 billion
- Asian & Pacific Islander-owned Firms: 13,230
- Annual sales of Asian & Pacific Islander-owned firms: \$4.2 billion
- Hispanic-owned Firms : 24,573
- Annual sales of Hispanic-owned firms: \$2.8 billion
- American Indian & Alaska Natives-owned Firms: 2,510
- Annual sales of Asian & Pacific Islander-owned firms: \$728.7 million

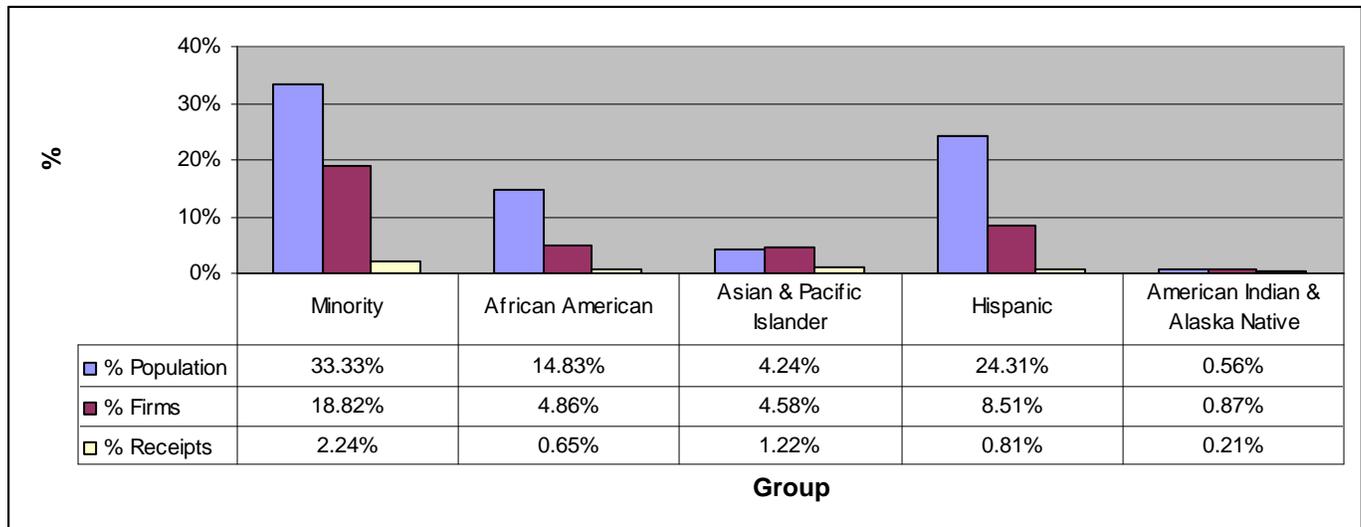


Business Participation¹

Group	MSA BPR: Dallas	National BPR
All	88	78
Non-Minority	107	91
Minority	50	42
African American	29	24
Asian & Pacific Islander	95	90
Hispanic	31	41
American Indian & Alaska Native	136	85

Parity²:

In the Dallas, TX PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. 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 Dallas, TX PMSA

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	288,728		341,313,795		1,624,946		52,825,240	
Agricultural services, forestry, fishing, mining	10,157	3.52%	4,643,333	1.36%	23,137	1.42%	921,781	1.74%
Construction industries	29,730	10.30%	15,829,855	4.64%	78,765	4.85%	2,475,312	4.69%
Manufacturing	9,282	3.21%	44,935,301	13.17%	250,527	15.42%	9,852,676	18.65%
Transportation, communications, utilities	11,270	3.90%	24,880,909	7.29%	110,694	6.81%	4,230,681	8.01%
Wholesale trade	14,414	4.99%	114,976,362	33.69%	143,871	8.85%	6,055,229	11.46%
Retail trade	33,740	11.69%	37,598,678	11.02%	299,434	18.43%	5,352,388	10.13%
Finance, insurance and real estate industries	36,524	12.65%	49,120,153	14.39%	136,237	8.38%	5,935,903	11.24%
Service industries	125,105	43.33%	48,147,257	14.11%	581,956	35.81%	17,993,229	34.06%
Industries not Classified	19,393	6.72%	1,181,947	0.35%	325	0.02%	8,041	0.02%

Industries for Minority Groups in the Dallas, TX PMSA (Firms)

	Minority Firms ¹	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	54,334	14,021	26.53%	13,230	25.03%	24,573	46.49%	2,510	4.75%
Agricultural services, forestry, fishing, and mining	1,057	353	0.67%	44	0.08%	572	1.08%	88	0.17%
Construction industries	5,566	622	1.18%	354	0.67%	4,255	8.05%	335	0.63%
Manufacturing	1,760	198	0.37%	930	1.76%	598	1.13%	34	0.06%
Transportation, communications, and utilities	3,443	2,003	3.79%	328	0.62%	1,105	2.09%	7	0.01%
Wholesale trade	1,531	295	0.56%	634	1.20%	578	1.09%	24	0.05%
Retail trade	5,909	801	1.52%	2,538	4.80%	2,507	4.74%	63	0.12%
Finance, insurance and real estate industries	2,539	582	1.10%	959	1.81%	944	1.79%	54	0.10%
Service industries	24,872	7,250	13.72%	6,300	11.92%	11,115	21.03%	207	0.39%
Industries not Classified	7,669	1,917	3.63%	1,149	2.17%	2,905	5.50%	1,698	3.21%

Industries for Minority Groups in the Dallas, TX PMSA (Sales)

	Minority Sales ¹	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$7,661,970	\$2,217,466	22.61%	\$4,180,041	42.62%	\$2,753,256	28.07%	\$728,673	7.43%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$20,340	0.21%	No Data	No Data
Construction industries	No Data	\$142,064	1.45%	No Data	No Data	\$454,609	4.64%	\$90,257	0.92%
Manufacturing	No Data	\$142,518	1.45%	\$368,994	3.76%	\$190,305	1.94%	No Data	No Data
Transportation, communications, utilities	No Data	\$823,328	8.39%	\$63,187	0.64%	\$99,147	1.01%	No Data	No Data
Wholesale trade	No Data	\$269,819	2.75%	\$1,891,544	19.29%	\$354,500	3.61%	No Data	No Data
Retail trade	No Data	\$239,588	2.44%	\$965,757	9.85%	\$620,824	6.33%	No Data	No Data
Finance, insurance and real estate industries	\$244,769	No Data	No Data	\$164,287	1.68%	\$75,145	0.77%	\$5,337	0.05%
Service industries	\$1,347,169	\$500,060	5.10%	\$625,351	6.38%	\$673,916	6.87%	\$47,902	0.49%
Industries not Classified	\$761,826	\$62,936	0.64%	\$46,371	0.47%	\$264,470	2.70%	\$450,985	4.60%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise