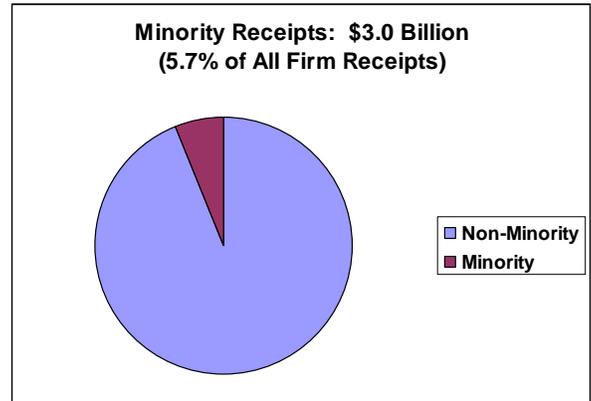


Demographic and Business Statistics

- 1997 Total Population: 528,752 persons
- Total Firms: 45,297 firms
- Annual sales of all firms in region: \$52.9 billion
- 1997 Total Minority Population: 380,788 persons
- Total Minority-Owned Firms: 15,238 firms
- Annual sales of minority-owned firms in region: \$3.0 billion
- Total African American-owned firms: 10909 firms
- Annual sales of African American-owned firms: \$1.3 billion
- Asian & Pacific Islander-owned Firms: 2,422 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.0 billion
- Hispanic-owned Firms : 2,153 firms
- Annual sales of Hispanic-owned firms: \$663.7 million
- American Indian & Alaska Natives-owned Firms: 66 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: No Data

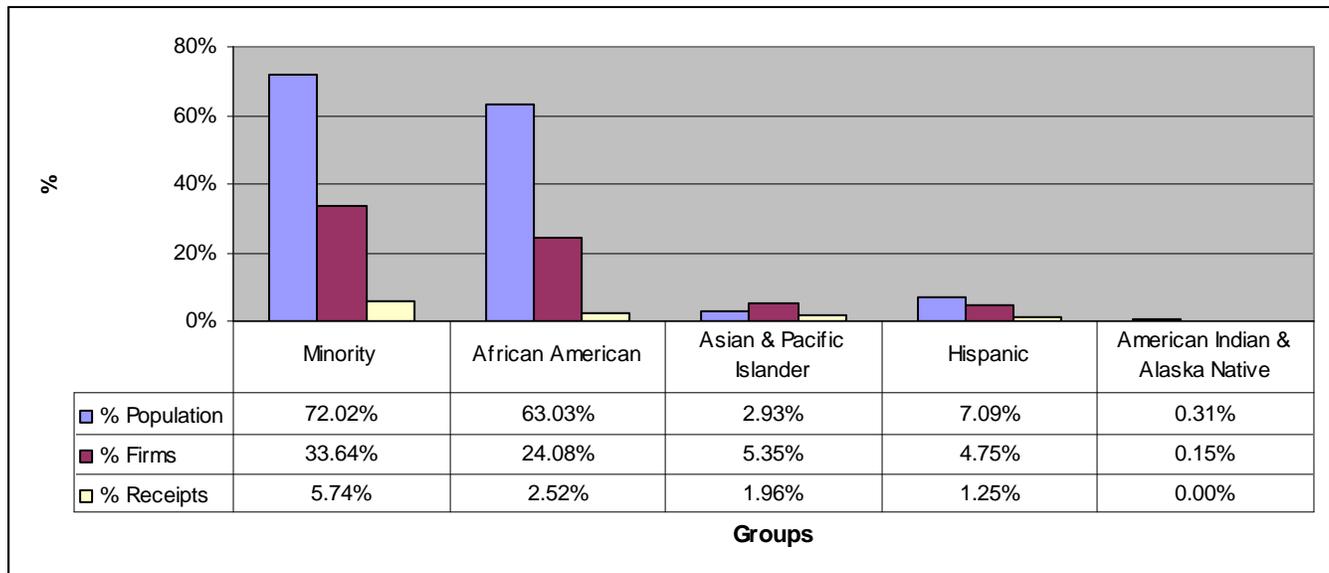


Business Participation¹

Group	BPR: District of Columbia	National BPR
All	86	78
Non-Minority	203	91
Minority	40	42
African American	33	24
Asian & Pacific Islander	156	90
Hispanic	57	41
American Indian & Alaska Native	40	85

Parity²:

In the District of Columbia, Asian & Pacific Islanders have achieved parity, in terms of population size and business ownership. (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 District of Columbia

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	45,297		52,900,995		345,685		13,482,410	
Agricultural services, forestry, fishing, and mining	203	0.45%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	93	0.21%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	1,270	2.80%	1,557,359	2.94%	6,010	1.74%	225,541	1.67%
Transportation, communications, and utilities	763	1.68%	2,464,123	4.66%	13,168	3.81%	696,409	5.17%
Wholesale trade	2,348	5.18%	5,380,800	10.17%	18,867	5.46%	1,003,557	7.44%
Retail trade	643	1.42%	4,103,766	7.76%	5,736	1.66%	255,033	1.89%
Finance, insurance and real estate industries	4,585	10.12%	3,894,597	7.36%	48,432	14.01%	742,953	5.51%
Service industries	5,790	12.78%	9,504,884	17.97%	24,052	6.96%	1,418,001	10.52%
Industries not Classified	26,396	58.27%	25,796,603	48.76%	228,969	66.24%	9,118,743	67.63%

Industries for Minority Groups in the District of Columbia (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	15,238	10,909	24.08%	2,422	5.35%	2,153	4.75%	66	0.15%
Agricultural services, forestry, fishing, and mining	97	86	0.19%	10	0.02%	1	0.00%	0	0.00%
Construction industries	0	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Manufacturing	752	516	1.14%	50	0.11%	201	0.44%	2	0.00%
Transportation, communications, and utilities	154	96	0.21%	29	0.06%	29	0.06%	2	0.00%
Wholesale trade	1,369	1,254	2.77%	No Data	No Data	No Data	No Data	1	No Data
Retail trade	202	93	0.21%	51	0.11%	58	0.13%	0	0.00%
Finance, insurance and real estate industries	2,293	987	2.18%	1,180	2.61%	135	0.30%	4	0.01%
Service industries	731	594	1.31%	91	0.20%	49	0.11%	5	0.01%
Industries not Classified	7,394	5,696	12.57%	807	1.78%	953	2.10%	48	0.11%

Industries for Minority Groups in the District of Columbia (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	\$3,039,016	\$1,334,651	2.52%	\$1,038,797	1.96%	\$663,650	1.25%	D	No Data
Agricultural services, forestry, fishing, and mining	\$7,851	No Data	No Data	No Data	No Data	No Data	No Data	0	0.00%
Construction industries	\$0	\$0	0.00%	\$0	0.00%	\$0	0.00%	0	0.00%
Manufacturing	\$345,536	No Data	No Data	No Data	No Data	No Data	No Data	D	No Data
Transportation, communications, and utilities	\$75,835	\$55,738	0.11%	No Data	No Data	No Data	No Data	D	No Data
Wholesale trade	\$264,974	No Data	No Data	No Data	No Data	No Data	No Data	D	No Data
Retail trade	\$213,575	No Data	No Data	\$113,998	0.22%	No Data	No Data	0	0.00%
Finance, insurance and real estate industries	\$632,575	\$117,440	0.22%	No Data	No Data	No Data	No Data	D	No Data
Service industries	\$111,023	\$90,790	0.17%	No Data	No Data	No Data	No Data	D	No Data
Industries not Classified	\$1,317,114	No Data	No Data	No Data	No Data	\$289,070	0.55%	D	No Data

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

