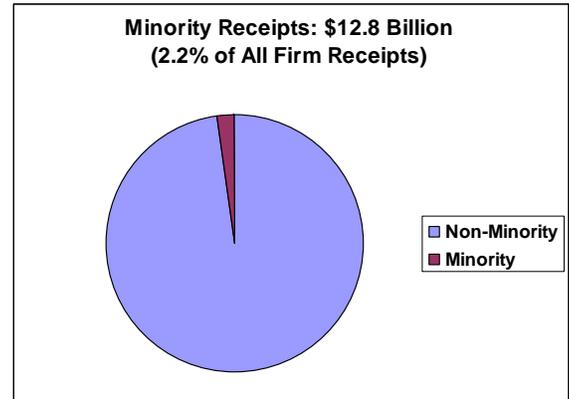


Demographic and Business Statistics

- 1997 Total Population: 7,486,094 persons
- Total Firms: 568,552 firms
- Annual sales of all firms in the State: \$580.3 billion
- 1997 Total Minority Population: 2,459,481 persons
- Total Minority-Owned Firms: 88,733 firms
- Annual sales of Minority-owned firms in State: \$12.9 billion
- Total African American-owned firms: 55,766 firms
- Annual sales from African American-owned firms: \$4.1 billion
- Asian & Pacific Islander-owned firms: 18,158 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$6.4 billion
- Hispanic-owned Firms : 11,741 firms
- Annual sales of Hispanic-owned firms: \$1.9 billion
- American Indian & Alaska Natives-owned firms: 4,470 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$459.5 million

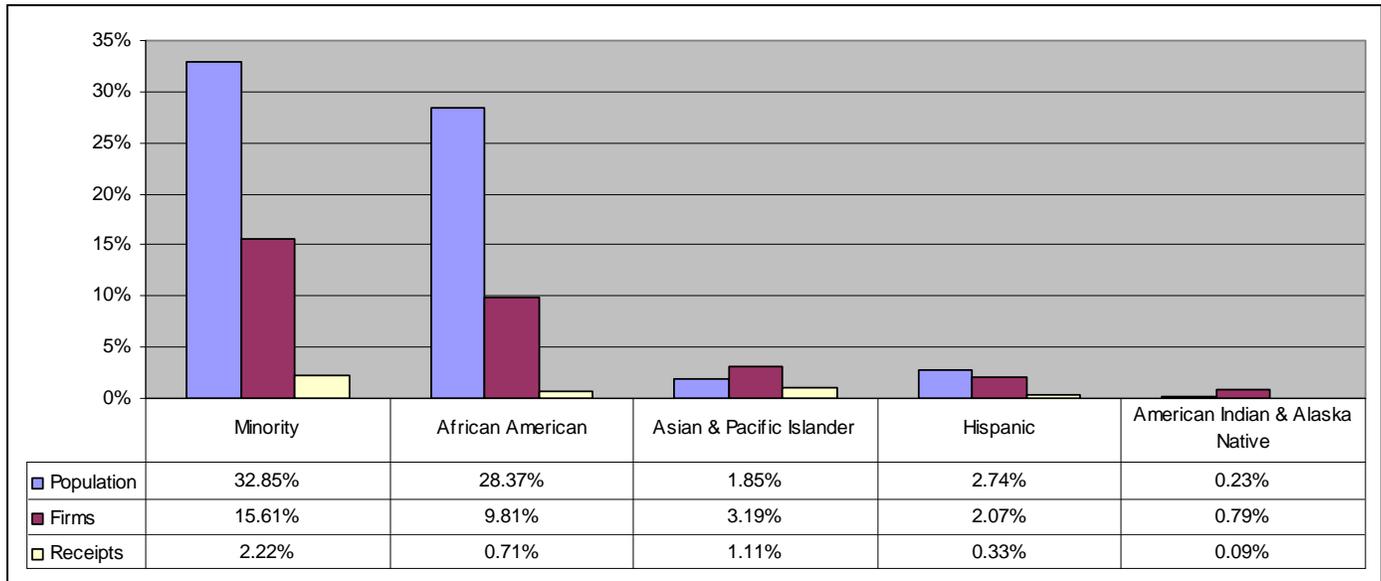


Business Participation¹

Group	State BPR: Georgia	National BPR
All	76	78
Non-Minority	95	91
Minority	36	42
African American	26	24
Asian & Pacific Islander	131	90
Hispanic	57	41
American Indian & Alaska Native	257	85

Parity²:

In the State of Georgia no group has 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 Georgia

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	568,552		\$580,344,999		3,047,650		\$81,591,286	
Agricultural services, forestry, fishing, mining	12,849	2.26%	\$1,899,716	0.33%	23,761	0.78%	\$445,353	0.55%
Construction industries	79,136	13.92%	\$32,365,594	5.58%	165,734	5.44%	\$4,678,747	5.73%
Manufacturing	16,722	2.94%	\$128,780,583	22.19%	609,167	19.99%	\$18,728,014	22.95%
Transportation, communications, and utilities	26,045	4.58%	\$35,616,919	6.14%	193,429	6.35%	\$7,030,920	8.62%
Wholesale trade	24,766	4.36%	\$171,261,333	29.51%	228,568	7.50%	\$8,833,278	10.83%
Retail trade	74,447	13.09%	\$76,621,229	13.20%	669,694	21.97%	\$9,501,339	11.65%
Finance, insurance and real estate industries	55,826	9.82%	\$60,551,407	10.43%	192,726	6.32%	\$7,365,709	9.03%
Service industries	234,357	41.22%	\$69,955,460	12.05%	957,198	31.41%	\$24,738,297	30.32%
Industries not Classified	45,302	7.97%	\$1,832,652	0.32%	706	0.02%	\$18,921	0.02%

Industries for Minority Groups in the State of Georgia (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	88,733	55,766	62.85%	18,158	20.46%	11,741	13.23%	4,470	5.04%
Agricultural services, forestry, fishing, and mining	1,347	947	1.07%	50	0.06%	211	0.24%	142	0.16%
Construction industries	8,199	4,645	5.23%	463	0.52%	2,276	2.56%	987	1.11%
Manufacturing	1,368	762	0.86%	303	0.34%	189	0.21%	151	0.17%
Transportation, communications, and utilities	5,842	4,954	5.58%	318	0.36%	445	0.50%	159	0.18%
Wholesale trade	1,617	525	0.59%	754	0.85%	250	0.28%	110	0.12%
Retail trade	12,978	6,643	7.49%	5,057	5.70%	1,091	1.23%	390	0.44%
Finance, insurance and real estate industries	4,054	3,086	3.48%	557	0.63%	287	0.32%	144	0.16%
Service industries	43,071	28,857	32.52%	9,417	10.61%	4,500	5.07%	774	0.87%
Industries not Classified	10,257	5,348	6.03%	1,245	1.40%	2,485	2.80%	1,611	1.82%

Industries for Minority Groups in the State of Georgia (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	12,874,398	\$4,110,716	31.93%	\$6,416,241	49.84%	\$1,887,924	14.66%	\$495,465	3.85%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$3,880	0.03%	No Data	No Data	\$19,228	0.15%
Construction industries	940,903	\$568,110	4.41%	\$103,572	0.80%	\$187,261	1.45%	\$87,056	0.68%
Manufacturing	1,767,433	\$90,894	0.71%	\$1,479,441	11.49%	\$182,594	1.42%	\$15,128	0.12%
Transportation, communications, utilities	437,677	\$327,341	2.54%	\$39,334	0.31%	\$60,215	0.47%	\$12,772	0.10%
Wholesale trade	1,956,864	\$190,547	1.48%	\$1,480,771	11.50%	\$266,905	2.07%	\$20,144	0.16%
Retail trade	3,267,477	\$1,140,597	8.86%	\$1,461,735	11.35%	\$615,733	4.78%	\$61,875	0.48%
Finance, insurance and real estate industries	328,851	\$203,216	1.58%	\$74,826	0.58%	\$27,367	0.21%	\$23,641	0.18%
Service industries	3,500,325	\$1,441,029	11.19%	\$1,520,980	11.81%	\$428,166	3.33%	\$121,104	0.94%
Industries not Classified	610,538	\$113,137	0.88%	\$251,704	1.96%	\$114,181	0.89%	\$134,518	1.04%

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