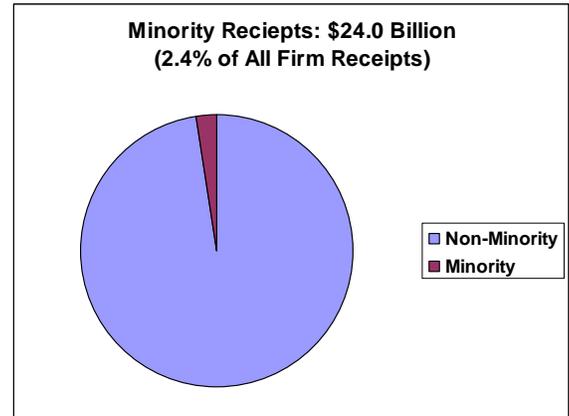


Demographic and Business Statistics

- 1997 Total Population: 12,011,509 persons
- Total Firms: 882,053 firms
- Annual sales of all firms in the State: \$993.1 billion
- 1997 Total Minority Population: 3,356,599 persons
- Total Minority-Owned Firms: 110,340 firms
- Annual sales of Minority-owned firms in State: \$24.0 billion
- Total African American-owned firms: 41,244 firms
- Annual sales from African American-owned firms: \$3.9 billion
- Asian & Pacific Islander-owned firms: 36,857 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$14.7 billion
- Hispanic-owned Firms : 31,010 firms
- Annual sales of Hispanic-owned firms: \$4.8 billion
- American Indian & Alaska Natives-owned firms: 3,945 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$664.1 million

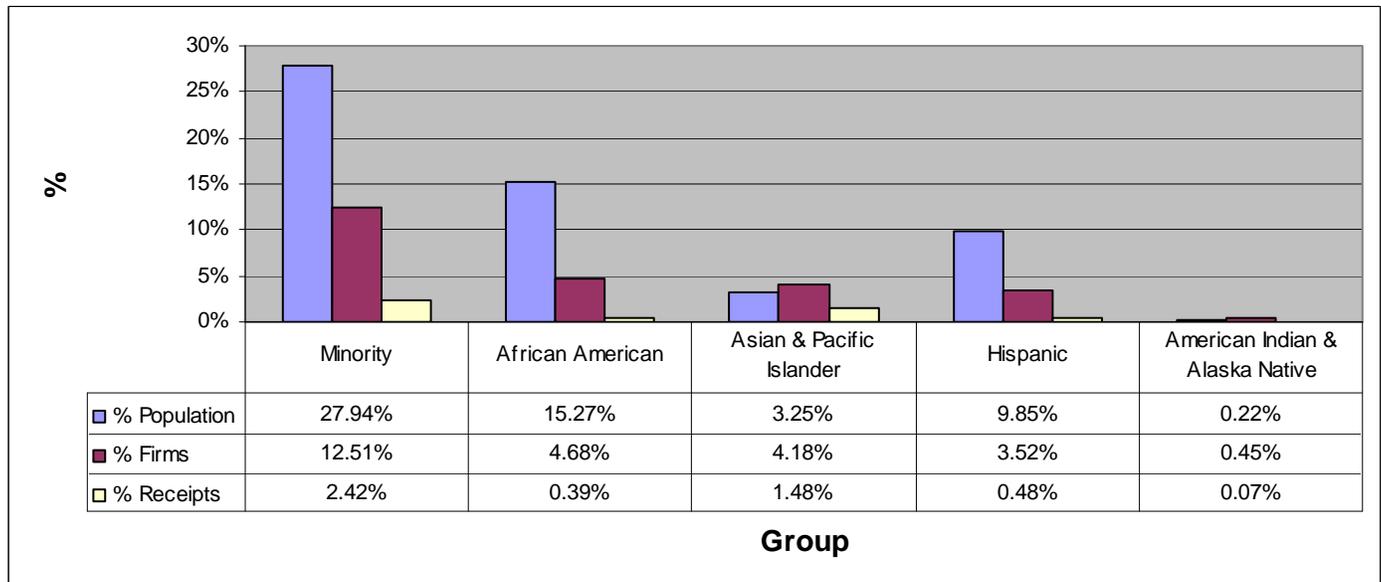


Business Participation¹

Group	State BPR: Illinois	National BPR
All	73	78
Non-Minority	89	91
Minority	33	42
African American	22	24
Asian & Pacific Islander	94	90
Hispanic	26	41
American Indian & Alaska Native	147	85

Parity²:

In the State of Illinois, 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 Illinois

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	882,053		\$993,116,732		4,994,344		\$155,799,469	
Agricultural services, forestry, fishing, mining	14,476	1.64%	\$2,372,626	0.24%	25,265	0.51%	\$678,906	0.44%
Construction industries	93,019	10.55%	\$43,395,442	4.37%	236,149	4.73%	\$9,041,713	5.80%
Manufacturing	27,742	3.15%	\$210,945,143	21.24%	1,013,527	20.29%	\$39,240,439	25.19%
Transportation, communications, and utilities	45,001	5.10%	\$53,547,275	5.39%	286,774	5.74%	\$10,319,269	6.62%
Wholesale trade	36,565	4.15%	\$285,041,447	28.70%	381,887	7.65%	\$15,611,291	10.02%
Retail trade	116,070	13.16%	\$116,940,253	11.78%	985,051	19.72%	\$15,213,948	9.77%
Finance, insurance and real estate industries	101,730	11.53%	\$147,649,654	14.87%	411,068	8.23%	\$18,951,609	12.16%
Service industries	379,411	43.01%	\$128,057,023	12.89%	1,639,531	32.83%	\$46,144,704	29.62%
Industries not Classified	66,608	7.55%	\$2,748,956	0.28%	719	0.01%	\$17,645	0.01%

Industries for Minority Groups in the State of Illinois (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	110,340	41,244	37.38%	36,857	33.40%	31,010	28.10%	3,945	3.58%
Agricultural services, forestry, fishing, and mining	1,064	251	0.23%	62	0.06%	725	0.66%	58	0.05%
Construction industries	5,729	1,819	1.65%	546	0.49%	2,871	2.60%	621	0.56%
Manufacturing	1,711	374	0.34%	716	0.65%	528	0.48%	122	0.11%
Transportation, communications, and utilities	9,027	3,836	3.48%	2,707	2.45%	2,478	2.25%	223	0.20%
Wholesale trade	2,632	450	0.41%	1,734	1.57%	408	0.37%	56	0.05%
Retail trade	17,276	4,250	3.85%	7,999	7.25%	5,144	4.66%	278	0.25%
Finance, insurance and real estate industries	7,524	2,637	2.39%	2,555	2.32%	2,343	2.12%	95	0.09%
Service industries	50,461	22,492	20.38%	16,304	14.78%	12,187	11.04%	737	0.67%
Industries not Classified	14,870	5,143	4.66%	4,247	3.85%	4,286	3.88%	1,732	1.57%

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

	Minority Sales ⁱ	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	\$23,997,470	\$3,913,240	16.31%	\$14,727,553	61.37%	\$4,814,853	20.06%	\$664,108	2.77%
Agricultural services, forestry, fishing, mining	\$78,751	No Data	No Data	No Data	No Data	\$43,890	0.18%	\$10,926	0.05%
Construction industries	\$1,129,639	\$414,656	1.73%	\$259,399	1.08%	\$393,121	1.64%	\$76,427	0.32%
Manufacturing	\$2,448,338	\$322,250	1.34%	\$1,508,599	6.29%	\$452,411	1.89%	\$178,461	0.74%
Transportation, communications, utilities	\$857,383	\$328,272	1.37%	\$292,377	1.22%	\$227,066	0.95%	\$17,140	0.07%
Wholesale trade	\$7,592,367	\$276,709	1.15%	\$6,607,959	27.54%	\$612,411	2.55%	\$100,798	0.42%
Retail trade	\$3,850,833	\$864,619	3.60%	\$2,108,775	8.79%	\$849,782	3.54%	\$56,113	0.23%
Finance, insurance and real estate industries	\$1,017,634	\$222,266	0.93%	\$646,787	2.70%	\$131,941	0.55%	\$18,826	0.08%
Service industries	\$6,429,355	\$1,367,435	5.70%	\$3,027,282	12.62%	\$1,944,001	8.10%	\$133,874	0.56%
Industries not Classified	\$592,118	\$98,808	0.41%	\$270,221	1.13%	\$159,896	0.67%	\$71,197	0.30%

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