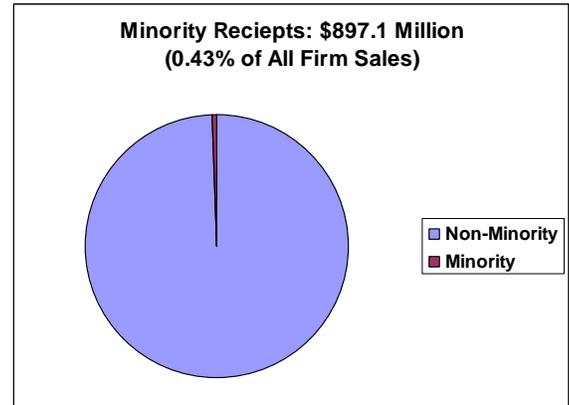


The State of Minority Business in the State of Iowa

Demographic and Business Statistics

- 1997 Total Population: 2,854,396 persons
- Total Firms: 227,562 firms
- Annual sales of all firms in the State: \$206.3 billion
- 1997 Total Minority Population: 147,860 persons
- Total Minority-Owned Firms: 5,299 firms
- Annual sales of Minority-owned firms in State: \$897.1 million
- Total African American-owned firms: 1,353 firms
- Annual sales from African American-owned firms: \$233.5 million
- Asian & Pacific Islander-owned firms: 1,741 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$342.2 million
- Hispanic-owned Firms : 1,343 firms
- Annual sales of Hispanic-owned firms: \$232.9 million
- American Indian & Alaska Natives-owned firms: 949 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$96.5 million

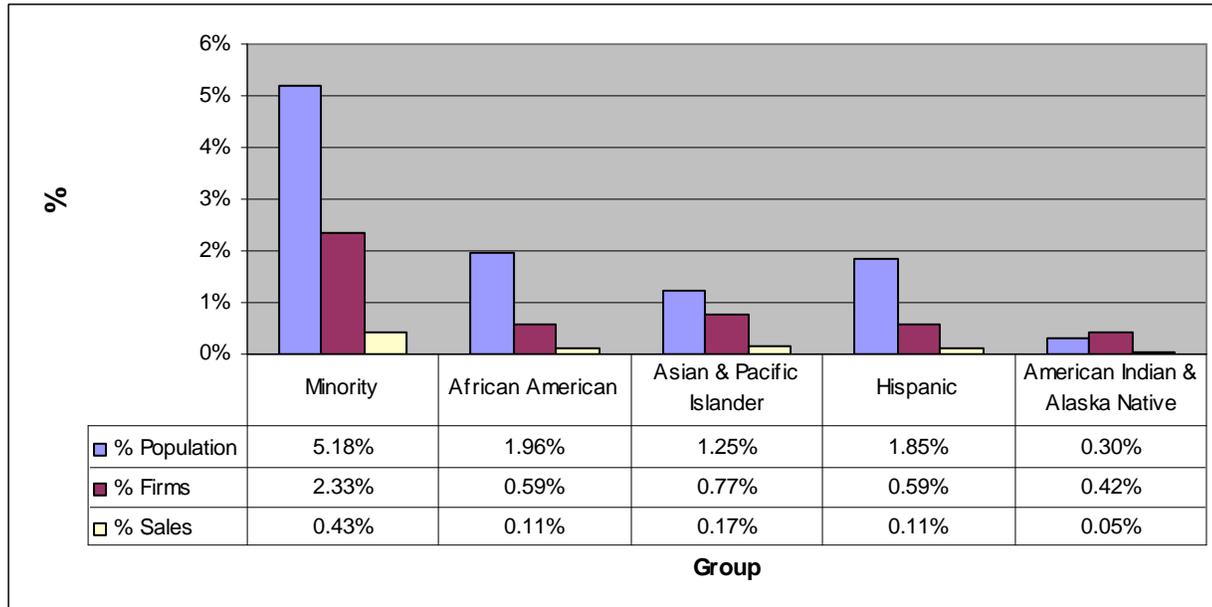


Business Participation¹

Group	State BPR: Iowa	National BPR
All	80	78
Non-Minority	82	91
Minority	36	42
African American	24	24
Asian & Pacific Islander	49	90
Hispanic	25	41
American Indian & Alaska Native	111	85

Parity²:

In the State of Iowa, 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 Iowa

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	227,562		\$206,328,836		1,147,538		\$27,249,322	
Agricultural services, forestry, fishing, mining	6,701	2.94%	\$851,302	0.41%	No Data	No Data	No Data	No Data
Construction industries	27,560	12.11%	\$8,944,982	4.34%	59,898	5.22%	\$1,774,822	6.51%
Manufacturing	6,796	2.99%	\$64,784,619	31.40%	252,495	22.00%	\$8,368,406	30.71%
Transportation, communications, and utilities	12,230	5.37%	\$11,208,756	5.43%	62,333	5.43%	\$1,821,498	6.68%
Wholesale trade	9,087	3.99%	\$38,960,954	18.88%	79,794	6.95%	\$2,335,873	8.57%
Retail trade	39,203	17.23%	\$27,048,492	13.11%	258,526	22.53%	\$3,192,444	11.72%
Finance, insurance and real estate industries	23,076	10.14%	\$34,978,464	16.95%	83,717	7.30%	\$2,777,623	10.19%
Service industries	90,870	39.93%	\$18,897,062	9.16%	340,502	29.67%	\$6,725,002	24.68%
Industries not Classified	12,461	5.48%	\$358,620	0.17%	111	0.01%	\$2,182	0.01%

Industries for Minority Groups in the State of Iowa (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	5,299	1,353	25.53%	1,741	32.86%	1,343	25.34%	949	17.91%
Agricultural services, forestry, fishing, and mining	99	11	0.21%	17	0.32%	16	0.30%	67	1.26%
Construction industries	384	111	2.09%	59	1.11%	108	2.04%	0	0.00%
Manufacturing	86	62	1.17%	21	0.40%	2	0.04%	107	2.02%
Transportation, communications, and utilities	127	48	0.91%	10	0.19%	32	0.60%	13	0.25%
Wholesale trade	96	13	0.25%	45	0.85%	40	0.75%	55	1.04%
Retail trade	875	126	2.38%	398	7.51%	288	5.43%	19	0.36%
Finance, insurance and real estate industries	213	57	1.08%	94	1.77%	55	1.04%	99	1.87%
Service industries	2,153	801	15.12%	685	12.93%	526	9.93%	17	0.32%
Industries not Classified	1,267	125	2.36%	413	7.79%	274	5.17%	189	3.57%

Industries for Minority Groups in the State of Iowa (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	\$897,145	\$233,466	26.02%	\$342,168	38.14%	\$232,858	25.96%	\$96,501	10.76%
Agricultural services, forestry, fishing, mining	D	\$44	0.00%	No Data	No Data	No Data	No Data	\$1,723	0.19%
Construction industries	\$68,658	\$38,144	4.25%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	D	\$13,113	1.46%	No Data	No Data	No Data	No Data	\$18,448	2.06%
Transportation, communications, utilities	\$23,426	\$19,079	2.13%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	\$129,030	No Data	No Data	\$48,487	5.40%	\$29,105	3.24%	No Data	No Data
Retail trade	\$295,986	\$96,877	10.80%	\$91,750	10.23%	\$99,214	11.06%	No Data	No Data
Finance, insurance and real estate industries	\$69,399	\$5,602	0.62%	\$7,206	0.80%	No Data	No Data	\$17,591	1.96%
Service industries	\$189,843	\$38,120	4.25%	\$111,318	12.41%	\$32,615	3.64%	No Data	No Data
Industries not Classified	\$71,419	No Data	No Data	\$44,434	4.95%	No Data	No Data	\$11,017	1.23%

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