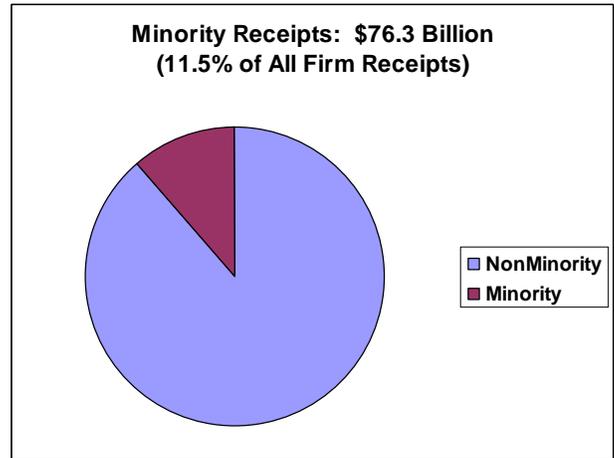


The State of Minority Business in the Los Angeles-Long Beach, CA Primary Metropolitan Statistical Area (PMSA)

Demographic and Business Statistics

- 1997 Total Population: 9,109,101 persons
- 1997 Total Minority Population: 5,918,492 persons
- All firms in region: 778,577
- Annual sales of all firms in region: \$666.8 billion
- Total minority-owned firms: 289,293
- Annual sales of minority-owned firms: \$76.4 billion
- Total African American-owned firms: 38,277
- Annual sales of African American-owned firms: \$3.3 billion
- Asian & Pacific Islander-owned Firms: 114,462
- Annual sales of Asian & Pacific Islander-owned firms: \$55.1 billion
- Hispanic-owned Firms : 136,678
- Annual sales of Hispanic-owned firms: \$16.2 billion
- American Indian & Alaska Natives-owned Firms: 8,541
- Annual sales of Asian & Pacific Islander-owned firms: \$2.9 billion

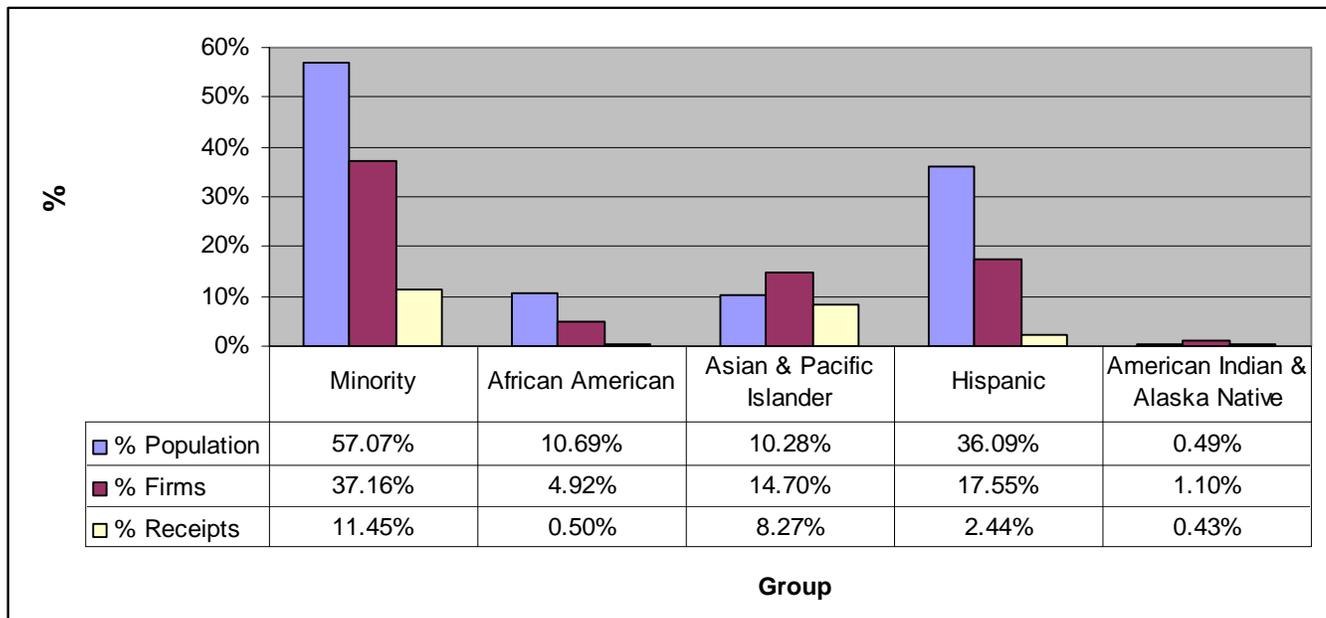


Business Participation¹

Group	MSA BPR: Los Angeles- Long Beach	National BPR
All	85	78
Non-Minority	97	91
Minority	56	42
African American	39	24
Asian & Pacific Islander	122	90
Hispanic	42	41
American Indian & Alaska Native	191	85

Parity²:

In the Los Angeles-Long Beach, CA PMSA, Asian & Pacific Islanders 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 Los Angeles-Long Beach, CA 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	778,577		\$666,791,111		3,520,692		\$111,003,884	
Agricultural services, forestry, fishing, mining	14,850	1.91%	\$2,088,355	0.31%	20,484	0.58%	\$582,710	0.52%
Construction industries	51,224	6.58%	\$21,129,186	3.17%	115,605	3.28%	\$3,889,260	3.50%
Manufacturing	30,422	3.91%	\$111,034,823	16.65%	662,792	18.83%	\$22,778,492	20.52%
Transportation, communications, utilities	29,581	3.80%	\$35,358,398	5.30%	184,146	5.23%	\$6,788,313	6.12%
Wholesale trade	39,600	5.09%	\$182,650,409	27.39%	296,141	8.41%	\$11,077,789	9.98%
Retail trade	90,036	11.56%	\$78,789,894	11.82%	592,309	16.82%	\$9,794,964	8.82%
Finance, insurance and real estate industries	77,153	9.91%	\$88,277,807	13.24%	246,135	6.99%	\$11,345,782	10.22%
Service industries	394,190	50.63%	\$145,036,752	21.75%	1,401,763	39.81%	\$44,711,596	40.28%
Industries not Classified	52,907	6.80%	\$2,425,487	0.36%	1,317	0.04%	\$34,978	0.03%

Industries for Minority Groups in the Los Angeles-Long Beach, CA PMSA (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	297,958	38,277	13.23%	114,462	39.57%	136,678	47.25%	8,541	2.95%
Agricultural services, forestry, fishing, mining	9,178	244	0.08%	1,424	0.49%	7,102	2.45%	408	0.14%
Construction industries	18,286	1,499	0.52%	3,891	1.35%	12,157	4.20%	739	0.26%
Manufacturing	8,566	373	0.13%	4,176	1.44%	3,807	1.32%	210	0.07%
Transportation, communications, utilities	14,109	1,134	0.39%	4,008	1.39%	8,886	3.07%	81	0.03%
Wholesale trade	16,755	168	0.06%	13,734	4.75%	2,831	0.98%	22	0.01%
Retail trade	40,878	3,151	1.09%	21,012	7.26%	16,654	5.76%	61	0.02%
Finance, insurance and real estate industries	17,966	1,328	0.46%	11,038	3.82%	5,560	1.92%	40	0.01%
Service industries	137,111	22,843	7.90%	49,762	17.20%	64,262	22.21%	244	0.08%
Industries not Classified	35,145	7,539	2.61%	5,435	1.88%	15,432	5.33%	6,739	2.33%

Industries for Minority Groups in the Los Angeles-Long Beach, CA PMSA (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	\$77,570,814	\$3,321,671	4.35%	\$55,113,170	72.16%	\$16,245,931	21.27%	\$2,890,042	3.78%
Agricultural services, forestry, fishing, mining	No Data	\$19,181	0.03%	\$63,714	0.08%	No Data	No Data	No Data	No Data
Construction industries	\$1,887,180	\$84,350	0.11%	\$663,729	0.87%	\$1,100,323	1.44%	\$38,778	0.05%
Manufacturing	\$9,680,313	\$128,041	0.17%	\$4,497,197	5.89%	\$4,964,071	6.50%	\$91,004	0.12%
Transportation, communications, utilities	No Data	\$56,269	0.07%	\$963,478	1.26%	\$1,043,044	1.37%	No Data	No Data
Wholesale trade	No Data	\$729,622	0.96%	\$28,335,119	37.10%	\$2,509,747	3.29%	No Data	No Data
Retail trade	No Data	\$191,619	0.25%	\$10,657,694	13.95%	\$2,362,194	3.09%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$104,551	0.14%	\$1,721,665	2.25%	\$615,983	0.81%	No Data	No Data
Service industries	\$11,771,426	\$1,511,527	1.98%	\$7,028,589	9.20%	\$3,191,213	4.18%	\$40,097	0.05%
Industries not Classified	No Data	\$496,511	0.65%	\$1,181,986	1.55%	No Data	No Data	\$2,171,577	2.84%

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