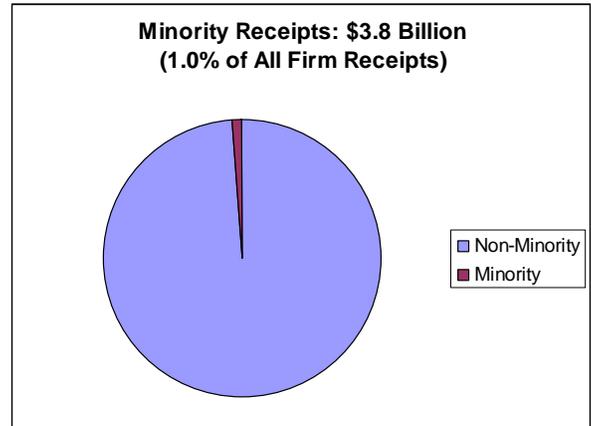


Demographic and Business Statistics

- 1997 Total Population: 5,407,113 persons
- Total Firms: 411,403 firms
- Annual sales of all firms in region: \$382.8 billion
- 1997 Total Minority Population: 757,874 persons
- Total Minority-Owned Firms: 26,558 firms
- Annual sales of minority-owned firms in region: \$3.8 billion
- Total African American-owned firms: 13,678 firms
- Annual sales of African American-owned firms: \$1.3 billion
- Asian & Pacific Islander-owned Firms: 4,974 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.3 billion
- Hispanic-owned Firms : 4,107 firms
- Annual sales of Hispanic-owned firms: \$586.8 million
- American Indian & Alaska Natives-owned Firms: 4,106 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: \$626.0 million

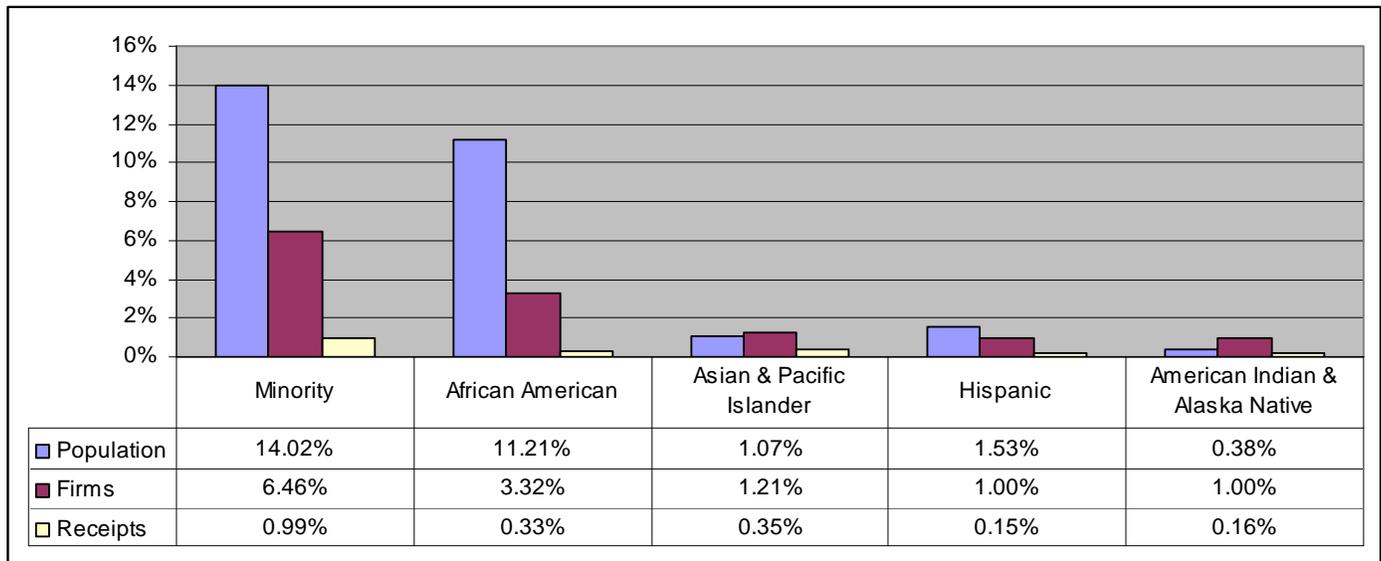


Business Participation¹

Group	State BPR: Missouri	National BPR
All	76	78
Non-Minority	83	91
Minority	35	42
African American	23	24
Asian & Pacific Islander	86	90
Hispanic	50	41
American Indian & Alaska Native	199	85

Parity²:

In the Missouri, Asian & Pacific Islanders and American Indian & Alaska Natives 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 State of Missouri

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	411,403		\$382,797,052		2,196,997		\$57,986,062	
Agricultural services, forestry, fishing, and mining	9,366	2.28%	\$955,533	0.25%	11,627	0.53%	\$214,352	0.37%
Construction industries	52,096	12.66%	\$20,214,229	5.28%	131,419	5.98%	\$4,047,828	6.98%
Manufacturing	14,034	3.41%	\$99,171,537	25.91%	419,642	19.10%	\$14,289,192	24.64%
Transportation, communications, and utilities	21,531	5.23%	\$23,201,894	6.06%	137,726	6.27%	\$4,543,216	7.84%
Wholesale trade	16,320	3.97%	\$95,885,213	25.05%	152,056	6.92%	\$5,504,228	9.49%
Retail trade	61,834	15.03%	\$54,212,563	14.16%	469,654	21.38%	\$6,559,565	11.31%
Finance, insurance and real estate industries	44,743	10.88%	\$40,017,690	10.45%	151,068	6.88%	\$5,214,248	8.99%
Service industries	165,266	40.17%	\$47,372,013	12.38%	716,957	32.63%	\$17,377,393	29.97%
Industries not Classified	26,561	6.46%	\$1,037,186	0.27%	323	0.01%	\$5,062	0.01%

Industries for Minority Groups in the State of Missouri (Firms)

	Minority Firms ¹	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	26,558	13,678	51.50%	4,974	18.73%	4,107	15.46%	4,106	15.46%
Agricultural services, forestry, fishing, and mining	300	143	0.54%	60	0.23%	26	0.10%	88	0.33%
Construction industries	1,895	821	3.09%	84	0.32%	493	1.86%	517	1.95%
Manufacturing	431	108	0.41%	112	0.42%	113	0.43%	129	0.49%
Transportation, communications, and utilities	1,232	851	3.20%	84	0.32%	193	0.73%	147	0.55%
Wholesale trade	392	123	0.46%	127	0.48%	82	0.31%	69	0.26%
Retail trade	3,530	1,412	5.32%	1,312	4.94%	470	1.77%	353	1.33%
Finance, insurance and real estate industries	1,426	765	2.88%	364	1.37%	184	0.69%	135	0.51%
Service industries	11,897	7,473	28.14%	2,384	8.98%	1,604	6.04%	703	2.65%
Industries not Classified	5,452	1,981	7.46%	441	1.66%	942	3.55%	1,956	7.37%

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

	Minority Sales	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$3,775,340	\$1,261,398	33.41%	\$1,350,261	35.77%	\$586,821	15.54%	\$625,993	16.58%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$379,559	\$156,273	4.14%	\$46,746	1.24%	\$83,231	2.20%	\$93,857	2.49%
Manufacturing	\$339,801	\$40,182	1.06%	\$227,420	6.02%	\$39,879	1.06%	\$41,138	1.09%
Transportation, communications, and utilities	\$197,590	\$164,858	4.37%	No Data	No Data	\$14,499	0.38%	\$10,901	0.29%
Wholesale trade	\$511,190	\$174,630	4.63%	\$212,565	5.63%	\$79,880	2.12%	\$44,742	1.19%
Retail trade	\$717,251	\$255,960	6.78%	\$276,268	7.32%	\$78,888	2.09%	\$109,519	2.90%
Finance, insurance and real estate industries	\$86,358	\$40,903	1.08%	\$33,934	0.90%	No Data	No Data	\$6,122	0.16%
Service industries	\$1,281,032	\$386,254	10.23%	\$521,827	13.82%	\$237,875	6.30%	\$182,038	4.82%
Industries not Classified	\$241,253	No Data	No Data	\$17,906	0.47%	\$45,124	1.20%	\$123,614	3.27%