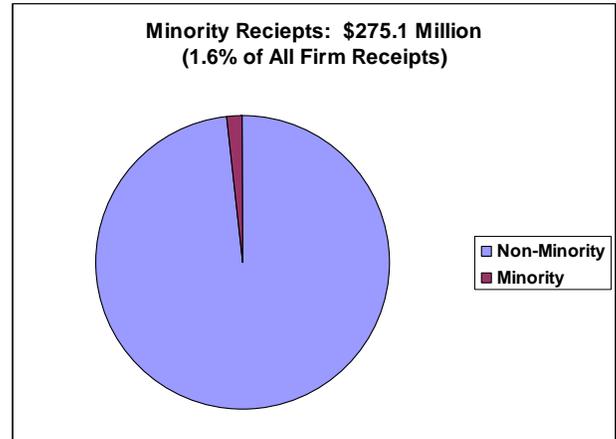


Demographic and Business Statistics

- 1997 Total Population: 319,348 persons
- 1997 Total Minority Population: 123,240 persons
- All firms in region: 21,251
- Annual sales of all firms in region: \$17.2 billion
- Total minority-owned firms: 2,596
- Annual sales of minority-owned firms: \$275.1 million
- Total African American-owned firms: 2,064
- Annual sales of African American-owned firms: \$133.9 million
- Asian & Pacific Islander-owned Firms: 264
- Annual sales of Asian & Pacific Islander-owned firms: \$75.0 million
- Hispanic-owned Firms : 226
- Annual sales of Hispanic-owned firms: \$41.3 million
- American Indian & Alaska Natives-owned Firms: No Data
- Annual sales of Asian & Pacific Islander-owned firms: No Data

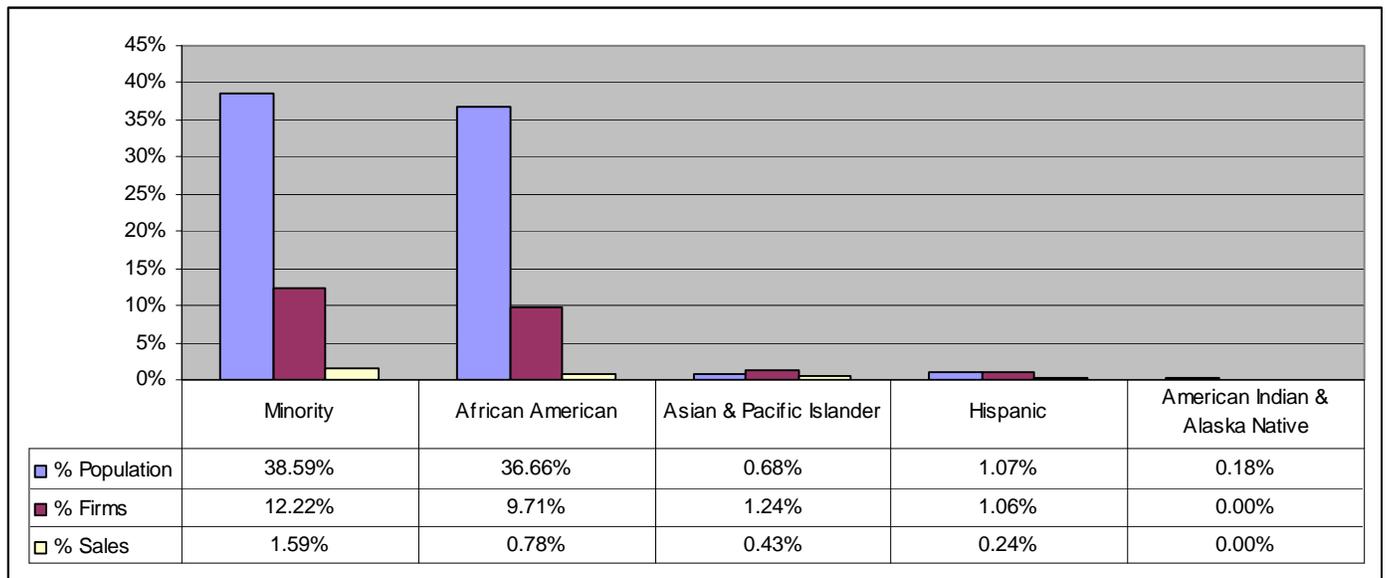


Business Participation¹

Group	MSA BPR: Montgomery	National BPR
All	67	78
Non-Minority	95	91
Minority	21	42
African American	18	24
Asian & Pacific Islander	121	90
Hispanic	66	41
American Indian & Alaska Native	No Data	85

Parity²:

In the Montgomery, AL MSA the Asian & Pacific Islander group has achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, no groups have 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 Montgomery, AL MSA

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	21,251		\$17,246,930		117,813		\$2,615,570	
Agricultural services, forestry, fishing, mining	589	2.77%	\$114,038	0.66%	1,331	1.13%	\$28,686	1.10%
Construction industries	2,720	12.80%	\$1,324,117	7.68%	8,622	7.32%	\$198,786	7.60%
Manufacturing	586	2.76%	\$2,799,931	16.23%	17,076	14.49%	\$473,411	18.10%
Transportation, communications, utilities	803	3.78%	\$833,909	4.84%	5,008	4.25%	\$154,452	5.91%
Wholesale trade	840	3.95%	\$3,399,169	19.71%	7,362	6.25%	\$208,467	7.97%
Retail trade	3,574	16.82%	\$3,196,917	18.54%	31,436	26.68%	\$364,760	13.95%
Finance, insurance and real estate industries	2,428	11.43%	\$2,508,844	14.55%	9,341	7.93%	\$307,432	11.75%
Service industries	8,372	39.40%	\$3,011,000	17.46%	37,599	31.91%	\$879,100	33.61%
Industries not Classified	1,402	6.60%	\$59,005	0.34%	38	0.03%	\$476	0.02%

Industries for Minority Groups in the Montgomery, AL MSA (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	2,596	2,064	79.51%	264	10.17%	226	8.71%	No Data	No Data
Agricultural services, forestry, fishing, and mining	No Data	57	2.20%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	323	12.44%	9	0.35%	11	0.42%	No Data	No Data
Manufacturing	No Data	43	1.66%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	121	4.66%	No Data	No Data	11	0.42%	No Data	No Data
Wholesale trade	No Data	32	1.23%	4	0.15%	No Data	No Data	No Data	No Data
Retail trade	No Data	221	8.51%	84	3.24%	33	1.27%	No Data	No Data
Finance, insurance and real estate industries	No Data	83	3.20%	5	0.19%	No Data	No Data	No Data	No Data
Service industries	No Data	1,033	39.79%	151	5.82%	23	0.89%	No Data	No Data
Industries not Classified	No Data	151	5.82%	11	0.42%	No Data	No Data	No Data	No Data

Industries for Minority Groups in the Montgomery, AL MSA (Sales in 1,000s)

	Minority Sales ⁱⁱ	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	\$275,078	\$133,876	48.67%	\$75,018	27.27%	\$41,324	15.02%	No Data	No Data
Agricultural services, forestry, fishing, mining	No Data	\$697	0.25%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$47,125	17.13%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	\$1,753	0.64%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$5,645	2.05%	No Data	No Data	\$504	0.18%	No Data	No Data
Wholesale trade	No Data	\$2,389	0.87%	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$11,148	4.05%	No Data	No Data	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	\$17,407	6.33%	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	\$47,077	17.11%	\$32,984	11.99%	No Data	No Data	No Data	No Data
Industries not Classified	No Data	\$635	0.23%	No Data	No Data	No Data	No Data	No Data	No Data

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