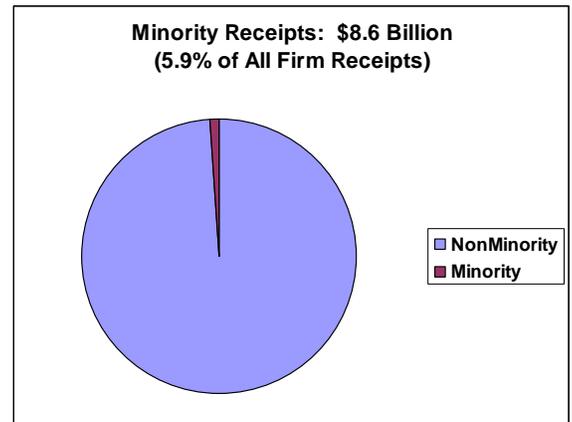


Demographic and Business Statistics

- 1997 Total Population: 12,015,888 persons
- Total Firms: 837,756 firms
- Annual sales of all firms in the State: \$802.5 billion
- 1997 Total Minority Population: 1,627,362 persons
- Total Minority-Owned Firms: 49,455 firms
- Annual sales of Minority-owned firms in State: \$8.7 billion
- Total African American-owned firms: 19,791 firms
- Annual sales from African American-owned firms: \$2.0 billion
- Asian & Pacific Islander-owned firms: 17,397 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$4.9 billion
- Hispanic-owned Firms : 7,893 firms
- Annual sales of Hispanic-owned firms: \$1.3 billion
- American Indian & Alaska Natives-owned firms: 5,161 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$505.2 million

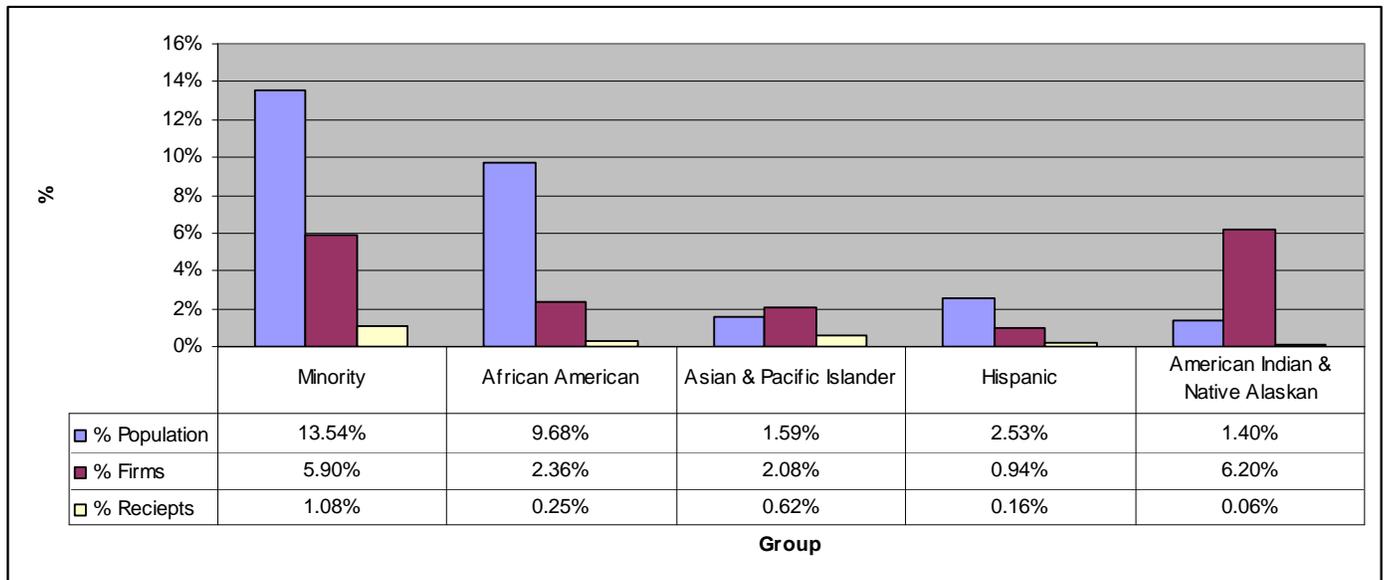


Business Participation¹

Group	State BPR: Pennsylvania	National BPR
All	70	78
Non-Minority	76	91
Minority	30	42
African American	17	24
Asian & Pacific Islander	91	90
Hispanic	26	41
American Indian & Alaska Native	299	85

Parity²:

In the State of Pennsylvania, 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 Pennsylvania

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	837,756		\$802,492,149		4,740,610		132,473,592	
Agricultural services, forestry, fishing, mining	16,508	1.97%	\$1,978,497	0.25%	22,555	0.48%	506,133	0.38%
Construction industries	101,419	12.11%	\$37,481,970	4.67%	225,921	4.77%	7,312,978	5.52%
Manufacturing	32,201	3.84%	\$180,384,488	22.48%	942,018	19.87%	34,065,130	25.71%
Transportation, communications, and utilities	36,409	4.35%	\$68,343,973	8.52%	255,882	5.40%	8,467,330	6.39%
Wholesale trade	32,812	3.92%	\$167,851,532	20.92%	284,458	6.00%	10,087,980	7.62%
Retail trade	134,144	16.01%	\$117,195,373	14.60%	986,854	20.82%	13,816,336	10.43%
Finance, insurance and real estate industries	82,796	9.88%	\$104,501,048	13.02%	343,902	7.25%	12,827,930	9.68%
Service industries	341,445	40.76%	\$119,080,586	14.84%	1,659,220	35.00%	44,609,634	33.67%
Industries not Classified	58,834	7.02%	\$1,883,171	0.23%	903	0.02%	21,659	0.02%

Industries for Minority Groups in the State of Pennsylvania (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	49,455	19,791	40.02%	17,397	35.18%	7,893	15.96%	5,161	10.44%
Agricultural services, forestry, fishing, and mining	436	150	0.30%	96	0.19%	97	0.20%	108	0.22%
Construction industries	3,091	1,226	2.48%	324	0.66%	909	1.84%	706	1.43%
Manufacturing	1,006	174	0.35%	558	1.13%	147	0.30%	180	0.36%
Transportation, communications, and utilities	1,859	1,193	2.41%	253	0.51%	249	0.50%	212	0.43%
Wholesale trade	770	223	0.45%	400	0.81%	116	0.23%	No Data	No Data
Retail trade	9,632	3,098	6.26%	5,170	10.45%	1,168	2.36%	469	0.95%
Finance, insurance and real estate industries	2,003	978	1.98%	765	1.55%	240	0.49%	76	0.15%
Service industries	21,758	10,176	20.58%	8,076	16.33%	3,235	6.54%	620	1.25%
Industries not Classified	8,897	2,560	5.18%	1,764	3.57%	1,735	3.51%	2,751	5.56%

Industries for Minority Groups in the State of Pennsylvania (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$8,643,046	\$1,993,512	23.06%	\$4,943,891	57.20%	\$1,273,320	14.73%	\$505,273	5.85%
Agricultural services, forestry, fishing, mining	\$27,744	\$8,399	0.10%	No Data	No Data	\$9,508	0.11%	No Data	No Data
Construction industries	\$470,936	\$180,307	2.09%	\$74,677	0.86%	\$157,811	1.83%	\$62,075	0.72%
Manufacturing	\$876,522	\$87,631	1.01%	\$642,847	7.44%	\$148,865	1.72%	\$24,376	0.28%
Transportation, communications, utilities	\$285,701	\$105,435	1.22%	\$18,606	0.22%	\$118,942	1.38%	\$43,942	0.51%
Wholesale trade	\$1,138,503	\$205,671	2.38%	\$767,430	8.88%	\$130,760	1.51%	No Data	No Data
Retail trade	\$1,861,720	\$409,308	4.74%	\$1,230,711	14.24%	\$126,003	1.46%	\$121,426	1.40%
Finance, insurance and real estate industries	\$244,830	\$90,360	1.05%	\$142,086	1.64%	\$13,587	0.16%	No Data	No Data
Service industries	\$3,044,611	\$747,974	8.65%	\$1,967,000	22.76%	\$330,164	3.82%	\$44,622	0.52%
Industries not Classified	\$691,412	\$158,366	1.83%	\$91,403	1.06%	\$237,679	2.75%	\$169,967	1.97%

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