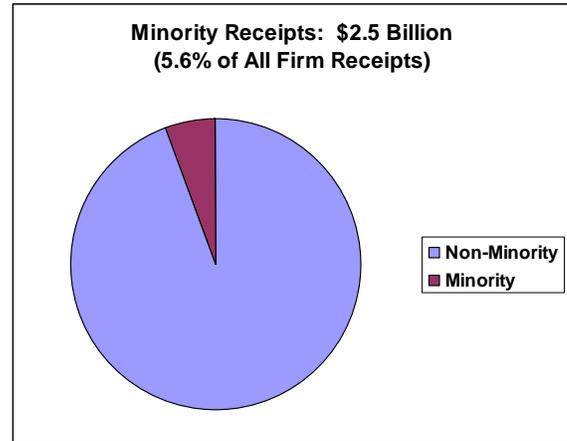


Demographic and Business Statistics

- 1997 Total Population: 675,624 persons
- 1997 Total Minority Population: 267,473 persons
- All firms in region: 52,493
- Annual sales of all firms in region: \$43.9 billion
- Total minority-owned firms: 3,169
- Annual sales of minority-owned firms: \$2.5 billion
- Total African American-owned firms: 645
- Annual sales of African American-owned firms: \$88.8 million
- Asian & Pacific Islander-owned Firms: 1,064
- Annual sales of Asian & Pacific Islander-owned firms: \$363.3 million
- Hispanic-owned Firms : 10,942
- Annual sales of Hispanic-owned firms: \$1.9 billion
- American Indian & Alaska Natives-owned Firms: 1,587
- Annual sales of Asian & Pacific Islander-owned firms: \$200.1 million

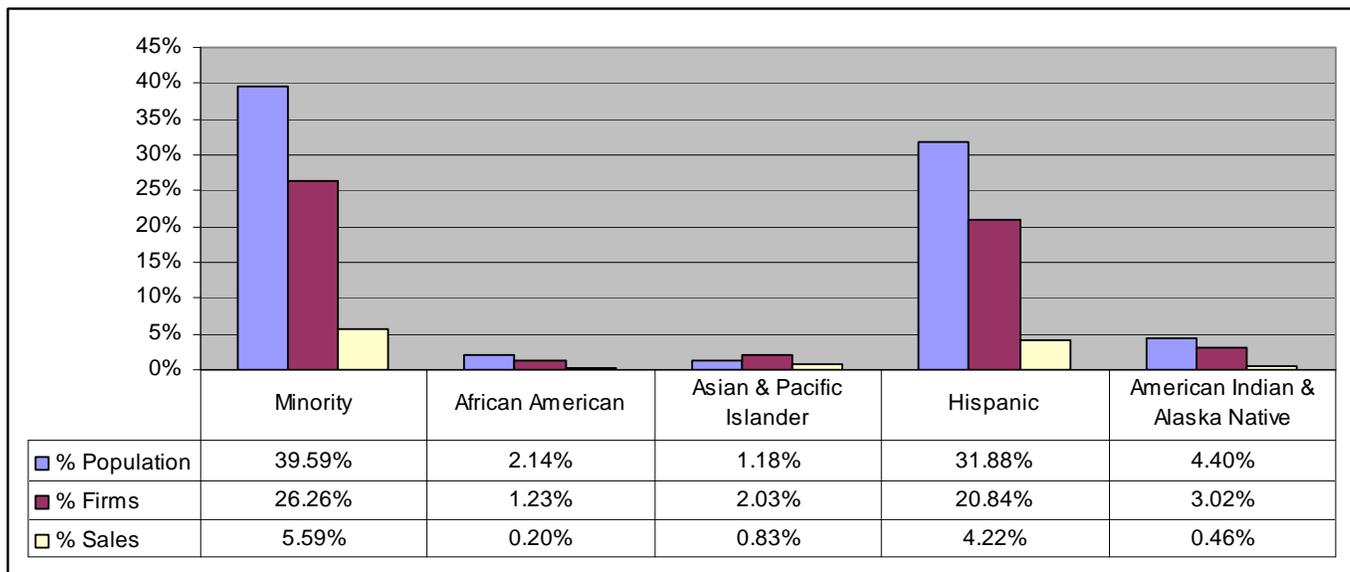


Business Participation¹

Group	MSA BPR: Albuquerque	National BPR
All	78	78
Non-Minority	88	91
Minority	52	42
African American	45	24
Asian & Pacific Islander	133	90
Hispanic	51	41
American Indian & Alaska Native	53	85

Parity²:

In the Albuquerque, NM MSA, no groups have 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 Albuquerque, NM 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	52,493		\$43,908,454		262,330		\$6,492,073	
Agricultural services, forestry, fishing, mining	1,087	2.07%	\$259,568	0.59%	2,492	0.95%	\$47,558	0.73%
Construction industries	5,278	10.05%	\$3,090,494	7.04%	21,815	8.32%	\$580,963	8.95%
Manufacturing	2,004	3.82%	\$14,319,851	32.61%	28,922	11.03%	\$990,319	15.25%
Transportation, communications, utilities	1,572	2.99%	\$2,317,658	5.28%	12,835	4.89%	\$392,549	6.05%
Wholesale trade	2,303	4.39%	\$5,597,198	12.75%	17,062	6.50%	\$501,143	7.72%
Retail trade	7,109	13.54%	\$7,475,885	17.03%	61,692	23.52%	\$865,618	13.33%
Finance, insurance and real estate industries	5,987	11.41%	\$3,785,622	8.62%	16,923	6.45%	\$458,140	7.06%
Service industries	24,538	46.75%	\$6,981,283	15.90%	100,483	38.30%	\$2,653,742	40.88%
Industries not Classified	2,748	5.23%	\$80,895	0.18%	106	0.04%	\$2,041	0.03%

Industries for Minority Groups in the Albuquerque, NM 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	14,238	645	4.68%	1,064	7.72%	10,942	79.38%	1,587	11.51%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	148	1.07%	10	0.07%
Construction industries	No Data	38	0.28%	23	0.17%	1,828	13.26%	108	0.78%
Manufacturing	1,964	5	0.04%	97	0.70%	305	2.21%	223	1.62%
Transportation, communications, and utilities	628	3	0.02%	33	0.24%	408	2.96%	51	0.37%
Wholesale trade	515	23	0.17%	38	0.28%	325	2.36%	102	0.74%
Retail trade	535	70	0.51%	199	1.44%	1,473	10.69%	233	1.69%
Finance, insurance and real estate industries	1,956	51	0.37%	55	0.40%	787	5.71%	36	0.26%
Service industries	1,101	223	1.62%	422	3.06%	5,145	37.33%	517	3.75%
Industries not Classified	6,317	233	1.69%	195	1.41%	523	3.79%	307	2.23%

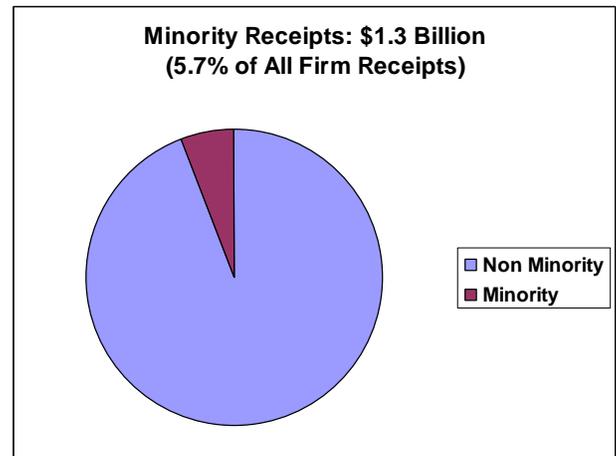
Industries for Minority Groups in the Albuquerque, NM MSA (Sales in 1,000s)

	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	\$2,456,192	\$88,756	3.61%	\$363,238	14.79%	\$1,851,246	75.37%	\$200,903	8.18%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$11,018	0.45%	No Data	No Data
Construction industries	No Data	\$4,299	0.18%	\$14,842	0.60%	\$361,234	14.71%	\$52,863	2.15%
Manufacturing	No Data	No Data	No Data	\$61,364	2.50%	\$193,140	7.86%	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	\$67,563	2.75%	No Data	No Data
Wholesale trade	No Data	\$933	0.04%	No Data	No Data	\$302,688	12.32%	\$24,552	1.00%
Retail trade	No Data	No Data	No Data	\$65,544	2.67%	\$444,570	18.10%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	\$6,552	0.27%	\$106,671	4.34%	No Data	No Data
Service industries	No Data	\$18,091	0.74%	\$102,059	4.16%	\$357,313	14.55%	\$45,523	1.85%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	\$7,048	0.29%	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

Demographic and Business Statistics

- 1997 Total Population: 246,158 persons
- 1997 Total Minority Population: 69,892 persons
- All firms in region: 24,633
- Annual sales of all firms in region: \$22.0 billion
- Total minority-owned firms: 3,169
- Annual sales of minority-owned firms: \$1.3 billion
- Total African American-owned firms: 654
- Annual sales of African American-owned firms: \$40.5 million
- Asian & Pacific Islander-owned Firms: 1,071
- Annual sales of Asian & Pacific Islander-owned firms: \$200.3 million
- Hispanic-owned Firms: 540
- Annual sales of Hispanic-owned firms: \$89.0 million
- American Indian & Alaska Natives-owned Firms: 963
- Annual sales of Asian & Pacific Islander-owned firms: \$926.1 million

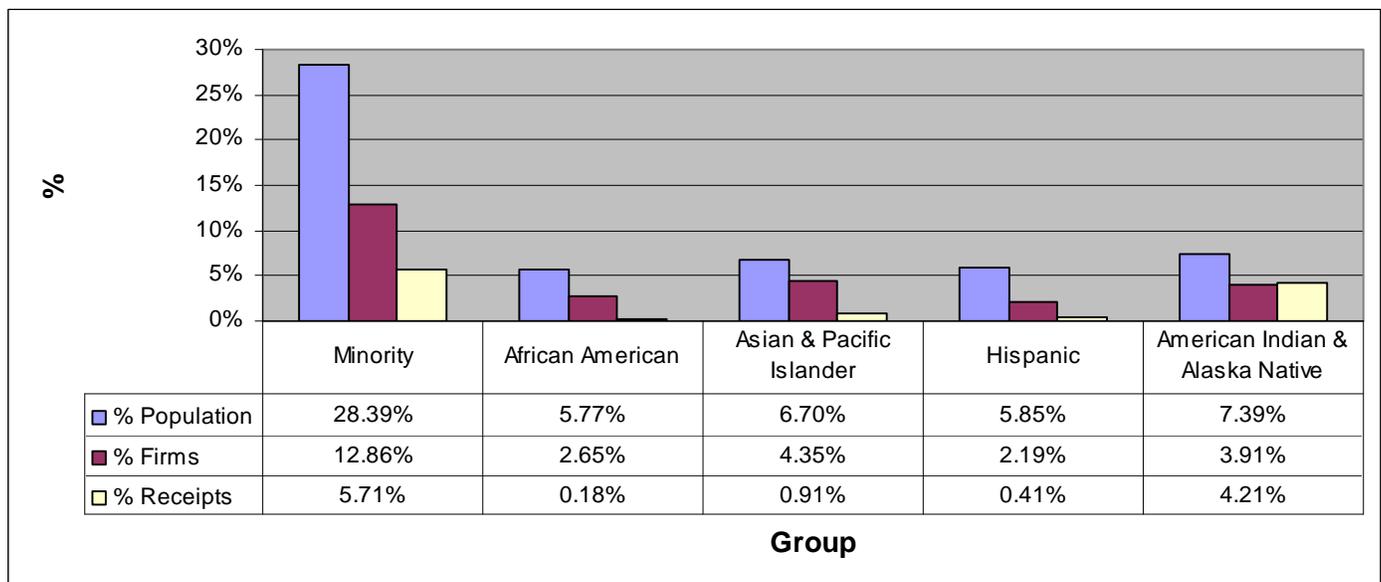


Business Participation¹

Group	MSA BPR: Anchorage	National BPR
All	100	78
Non-Minority	122	91
Minority	45	42
African American	46	24
Asian & Pacific Islander	65	90
Hispanic	38	41
American Indian & Alaska Native	53	85

Parity²:

In the Anchorage, AK MSA, no groups have 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 Anchorage, AK 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	24,633		\$21,972,779		96,774		\$3,373,643	
Agricultural services, forestry, fishing, mining	1,404	5.70%	\$5,892,097	26.82%	6,078	6.28%	\$491,074	14.56%
Construction industries	2,088	8.48%	\$1,571,634	7.15%	7,165	7.40%	\$341,007	10.11%
Manufacturing	567	2.30%	\$427,463	1.95%	2,644	2.73%	\$74,361	2.20%
Transportation, communications, utilities	1,356	5.50%	\$3,634,622	16.54%	11,861	12.26%	\$578,058	17.13%
Wholesale trade	857	3.48%	\$2,259,347	10.28%	5,744	5.94%	\$218,410	6.47%
Retail trade	3,066	12.45%	\$3,348,411	15.24%	23,764	24.56%	\$435,274	12.90%
Finance, insurance and real estate industries	2,412	9.79%	\$1,848,797	8.41%	6,424	6.64%	\$235,756	6.99%
Service industries	11,528	46.80%	\$2,941,844	13.39%	33,059	34.16%	\$998,547	29.60%
Industries not Classified	1,455	5.91%	\$48,564	0.22%	35	0.04%	\$1,156	0.03%

Industries for Minority Groups in the Anchorage, AK 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	3228	654	20.64%	1,071	33.80%	540	17.04%	963	30.39%
Agricultural services, forestry, fishing, and mining	322	2	0.06%	36	1.14%	18	0.57%	266	8.39%
Construction industries	165	29	0.92%	15	0.47%	63	1.99%	58	1.83%
Manufacturing	No Data	1	0.03%	6	0.19%	1	0.03%	No Data	No Data
Transportation, communications, and utilities	274	38	1.20%	116	3.66%	57	1.80%	63	1.99%
Wholesale trade	18	1	0.03%	4	0.13%	2	0.06%	11	0.35%
Retail trade	444	45	1.42%	271	8.55%	53	1.67%	75	2.37%
Finance, insurance and real estate industries	109	15	0.47%	27	0.85%	13	0.41%	54	1.70%
Service industries	1485	419	13.22%	417	13.16%	301	9.50%	348	10.98%
Industries not Classified	401	104	3.28%	181	5.71%	32	1.01%	84	2.65%

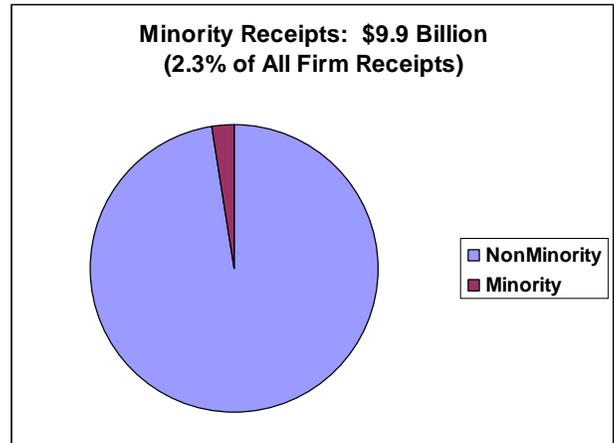
Industries for Minority Groups in the Anchorage, AK MSA (Sales in 1,000s)

	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	\$1,255,808	\$40,471	3.23%	\$200,253	15.97%	\$89,014	7.10%	\$926,070	73.85%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	\$22,310	1.78%
Construction industries	No Data	No Data	No Data	No Data	No Data	\$21,292	1.70%	\$68,453	5.46%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	\$52,212	\$4,409	0.35%	\$8,575	0.68%	\$3,599	0.29%	\$35,629	2.84%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$988	0.08%	\$71,659	5.71%	\$34,630	2.76%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	\$322,419	\$27,707	2.21%	\$87,618	6.99%	\$16,814	1.34%	\$190,280	15.17%
Industries not Classified	No Data	No Data	No Data	\$17,954	1.43%	No Data	No Data	\$14,185	1.13%

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

Demographic and Business Statistics

- 1997 Total Population: 3,796,944 persons
- 1997 Total Minority Population: 849,299 persons
- All firms in region: 327,053
- Annual sales of all firms in region: \$387.5 billion
- Total minority-owned firms: 58,776
- Annual sales of minority-owned firms: \$9.9 billion
- Total African American-owned firms: 34,592
- Annual sales of African American-owned firms: \$3.0 billion
- Asian & Pacific Islander-owned Firms: 14,337
- Annual sales of Asian & Pacific Islander-owned firms: \$5.2 billion
- Hispanic-owned Firms : 8,543
- Annual sales of Hispanic-owned firms: \$1.5 billion
- American Indian & Alaska Natives-owned Firms: 2,227
- Annual sales of Asian & Pacific Islander-owned firms: \$224.8 million

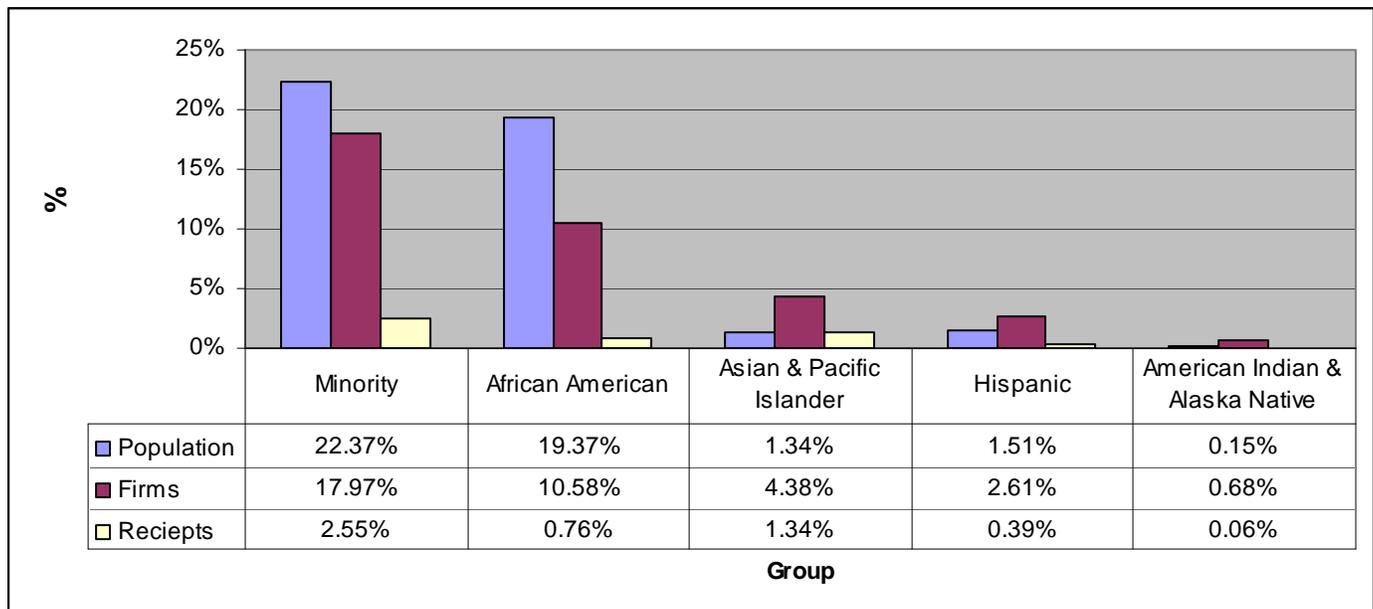


Business Participation¹

Group	MSA BPR: Atlanta	National BPR
All	86	78
Non-Minority	91	91
Minority	69	42
African American	47	24
Asian & Pacific Islander	281	90
Hispanic	149	41
American Indian & Alaska Native	390	85

Parity²:

In the Atlanta, GA MSA, Asian & Pacific Islanders, Hispanics and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, Asian & Pacific Islanders 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 Atlanta, GA 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	327,053		\$387,465,384		1,805,780		\$54,485,888	
Agricultural services, forestry, fishing, mining	5,953	1.82%	\$1,145,077	0.30%	14,172	0.78%	\$313,751	0.58%
Construction industries	42,827	13.09%	\$23,368,864	6.03%	101,528	5.62%	\$3,212,397	5.90%
Manufacturing	8,227	2.52%	\$52,106,764	13.45%	241,469	13.37%	\$8,894,909	16.33%
Transportation, communications, utilities	13,314	4.07%	\$26,113,420	6.74%	137,223	7.60%	\$5,382,006	9.88%
Wholesale trade	16,581	5.07%	\$143,614,242	37.07%	166,074	9.20%	\$7,126,127	13.08%
Retail trade	36,142	11.05%	\$42,824,687	11.05%	369,715	20.47%	\$5,723,731	10.50%
Finance, insurance and real estate industries	35,371	10.82%	\$46,562,092	12.02%	135,234	7.49%	\$5,706,915	10.47%
Service industries	143,903	44.00%	\$50,562,560	13.05%	639,972	35.44%	\$18,114,122	33.25%
Industries not Classified	25,691	7.86%	\$1,167,678	0.30%	393	0.02%	\$11,930	0.02%

Industries for Minority Groups in the Atlanta, GA MSA (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	59,699	34,592	58.85%	14,337	24.39%	8,543	14.53%	2,227	3.79%
Agricultural services, forestry, fishing, and mining	680	500	0.85%	40	0.07%	89	0.15%	51	0.09%
Construction industries	5,217	2,421	4.12%	310	0.53%	1,914	3.26%	572	0.97%
Manufacturing	901	438	0.75%	270	0.46%	118	0.20%	75	0.13%
Transportation, communications, and utilities	3,906	3,246	5.52%	297	0.51%	311	0.53%	52	0.09%
Wholesale trade	1,365	433	0.74%	674	1.15%	200	0.34%	58	0.10%
Retail trade	8,461	4,013	6.83%	3,608	6.14%	687	1.17%	153	0.26%
Finance, insurance and real estate industries	3,090	2,269	3.86%	528	0.90%	213	0.36%	80	0.14%
Service industries	29,475	17,932	30.51%	7,692	13.09%	3,409	5.80%	442	0.75%
Industries not Classified	6,608	3,343	5.69%	921	1.57%	1,601	2.72%	743	1.26%

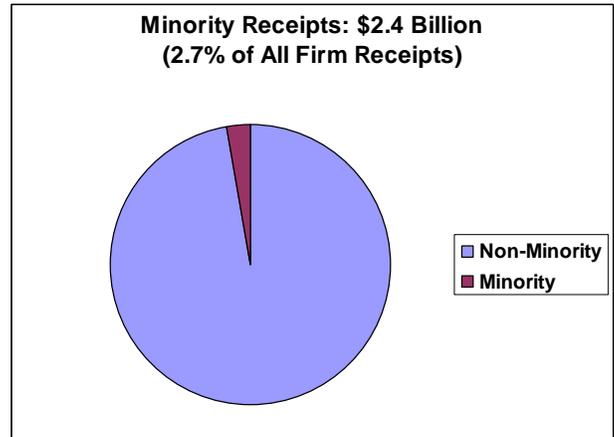
Industries for Minority Groups in the Atlanta, GA MSA (Sales in 1,000s)

	Minority Sales ¹	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	\$9,914,169	\$2,959,189	29.93%	\$5,206,147	52.65%	\$1,504,077	15.21%	\$244,756	2.48%
Agricultural services, forestry, fishing, mining	No Data	\$17,909	0.18%	\$2,995	0.03%	\$2,950	0.03%	No Data	No Data
Construction industries	\$644,411	\$350,172	3.54%	\$51,804	0.52%	\$176,270	1.78%	\$66,165	0.67%
Manufacturing	No Data	\$76,185	0.77%	\$1,350,894	13.66%	\$160,349	1.62%	No Data	No Data
Transportation, communications, utilities	No Data	\$199,387	2.02%	\$30,708	0.31%	\$49,977	0.51%	No Data	No Data
Wholesale trade	\$1,836,222	\$174,939	1.77%	\$1,425,513	14.42%	\$221,016	2.24%	\$14,754	0.15%
Retail trade	\$2,575,821	\$968,809	9.80%	\$1,097,855	11.10%	\$475,247	4.81%	\$33,910	0.34%
Finance, insurance and real estate industries	\$260,935	\$167,526	1.69%	\$62,357	0.63%	\$15,831	0.16%	\$15,221	0.15%
Service industries	\$2,429,408	\$925,068	9.36%	\$1,105,147	11.18%	\$336,686	3.41%	\$62,507	0.63%
Industries not Classified	\$257,875	\$79,193	0.80%	\$78,873	0.80%	\$65,751	0.66%	\$34,058	0.34%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 826,379 persons
- 1997 Total Minority Population: 327,325 persons
- All firms in region: 99,563
- Annual sales of all firms in region: \$87.1 billion
- Total minority-owned firms: 167,000
- Annual sales of minority-owned firms: \$2.4 billion
- Total African American-owned firms: 2,517
- Annual sales of African American-owned firms: \$186.3 million
- Asian & Pacific Islander-owned Firms: 2,717
- Annual sales of Asian & Pacific Islander-owned firms: \$758.7 million
- Hispanic-owned Firms : 11,130
- Annual sales of Hispanic-owned firms: \$1.3 billion
- American Indian & Alaska Natives-owned Firms: 518
- Annual sales of Asian & Pacific Islander-owned firms: \$88.8 million

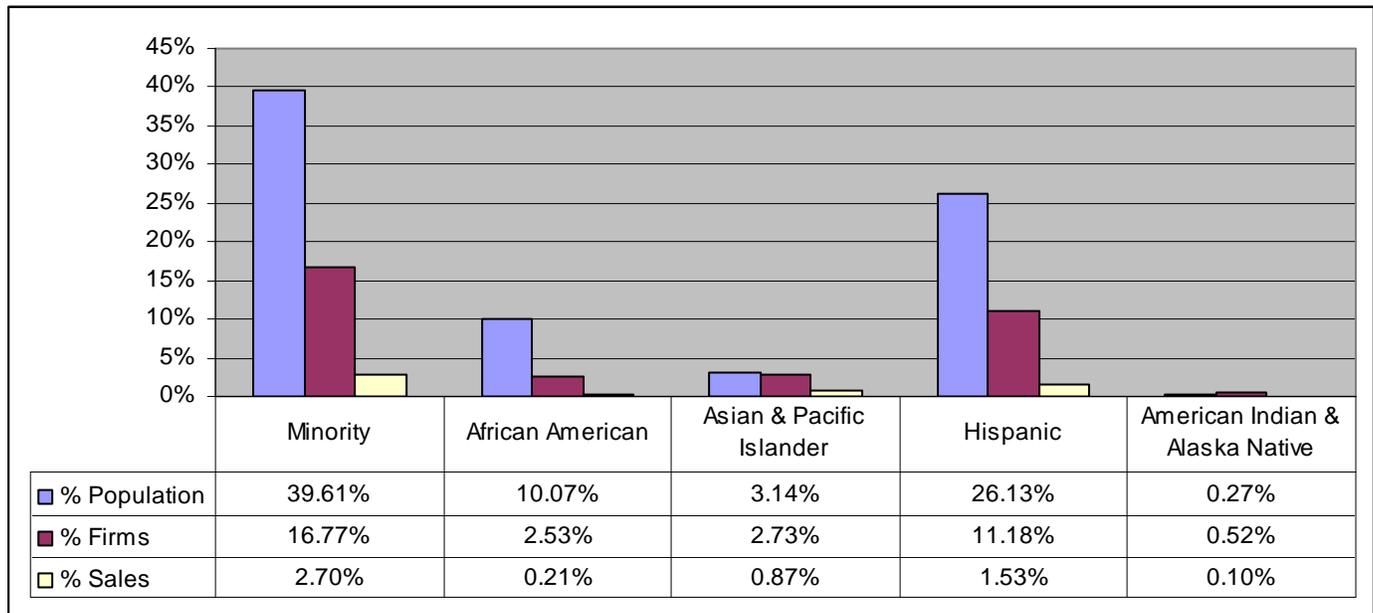


Business Participation¹

Group	MSA BPR: Anchorage	National BPR
All	120	78
Non-Minority	166	91
Minority	51	42
African American	30	24
Asian & Pacific Islander	105	90
Hispanic	52	41
American Indian & Alaska Native	233	85

Parity²:

In the Austin-San Marcos, TX MSA, no groups 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 Austin-San Marcos, TX 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	99,563		\$87,102,088		444,496		\$12,500,589	
Agricultural services, forestry, fishing, mining	3,351	3.37%	\$499,264	0.57%	4,743	1.07%	\$100,655	0.81%
Construction industries	11,414	11.46%	\$4,770,238	5.48%	27,920	6.28%	\$821,065	6.57%
Manufacturing	2,688	2.70%	\$25,340,517	29.09%	73,749	16.59%	\$2,900,146	23.20%
Transportation, communications, utilities	3,121	3.13%	\$3,219,491	3.70%	17,836	4.01%	\$589,030	4.71%
Wholesale trade	3,275	3.29%	\$10,800,639	12.40%	24,449	5.50%	\$906,653	7.25%
Retail trade	11,197	11.25%	\$19,924,041	22.87%	99,454	22.37%	\$1,540,008	12.32%
Finance, insurance and real estate industries	12,341	12.40%	\$9,844,069	11.30%	32,638	7.34%	\$1,129,329	9.03%
Service industries	46,238	46.44%	\$12,318,957	14.14%	163,572	36.80%	\$4,511,248	36.09%
Industries not Classified	6,137	6.16%	\$384,872	0.44%	135	0.03%	\$2,455	0.02%

Industries for Minority Groups in the Austin-San Marcos, TX 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	Minority	2,517	15.07%	2,717	16.27%	11,130	66.65%	518	3.10%
Agricultural services, forestry, fishing, and mining	16,882	46	0.28%	No Data	No Data	183	1.10%	10	0.06%
Construction industries	No Data	244	1.46%	9	0.05%	3,900	23.35%	112	0.67%
Manufacturing	4,265	19	0.11%	36	0.22%	291	1.74%	6	0.04%
Transportation, communications, and utilities	352	155	0.93%	No Data	No Data	No Data	No Data	1	0.01%
Wholesale trade	No Data	29	0.17%	98	0.59%	133	0.80%	20	0.12%
Retail trade	280	110	0.66%	679	4.07%	768	4.60%	35	0.21%
Finance, insurance and real estate industries	1,592	No Data	No Data	8	0.05%	684	4.10%	No Data	No Data
Service industries	No Data	1,387	8.31%	1,659	9.93%	4,243	25.41%	63	0.38%
Industries not Classified	7,352	338	2.02%	188	1.13%	No Data	No Data	272	1.63%

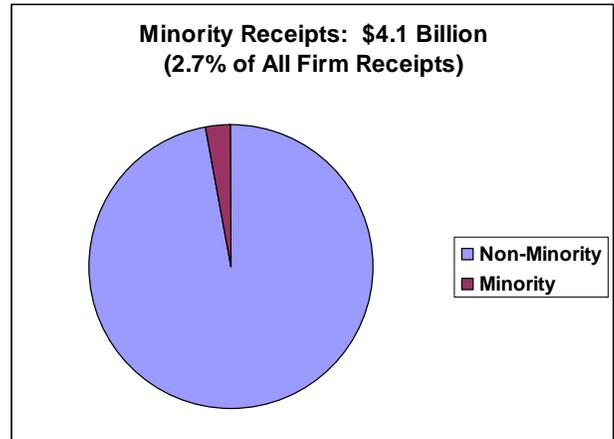
Industries for Minority Groups in the Austin-San Marcos, TX MSA (Sales in 1,000s)

	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	\$2,370,198	\$186,353	7.91%	\$758,653	32.21%	\$1,336,367	56.73%	\$88,825	3.77%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$4,200	0.18%	No Data	No Data
Construction industries	No Data	\$22,837	0.97%	No Data	No Data	\$673,627	28.60%	No Data	No Data
Manufacturing	No Data	No Data	No Data	\$3,494	0.15%	\$96,921	4.11%	No Data	No Data
Transportation, communications, utilities	No Data	\$13,947	0.59%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$146,549	6.22%	\$27,122	1.15%	No Data	No Data
Retail trade	No Data	No Data	No Data	\$253,492	10.76%	\$115,665	4.91%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	\$63,671	2.70%	No Data	No Data
Service industries	\$629,812	\$43,978	1.87%	\$250,501	10.63%	\$328,271	13.94%	\$7,062	0.30%
Industries not Classified	No Data	\$13,775	0.58%	\$8,101	0.34%	No Data	No Data	\$2,695	0.11%

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

Demographic and Business Statistics

- 1997 Total Population: 2,474,658 persons
- 1997 Total Minority Population: 779,243 persons
- All firms in region: 182,549
- Annual sales of all firms in region: \$152.2 billion
- Total minority-owned firms: 28,497 firms
- Annual sales of minority-owned firms: \$4.1 billion
- Total African American-owned firms: 16,712
- Annual sales of African American-owned firms: \$1.4 billion
- Asian & Pacific Islander-owned Firms: 8,104
- Annual sales of Asian & Pacific Islander-owned firms: \$2.2 billion
- Hispanic-owned Firms : 2,893
- Annual sales of Hispanic-owned firms: \$463.2 million
- American Indian & Alaska Natives-owned Firms: 1,091
- Annual sales of Asian & Pacific Islander-owned firms: \$100.5 million



Business Participation¹

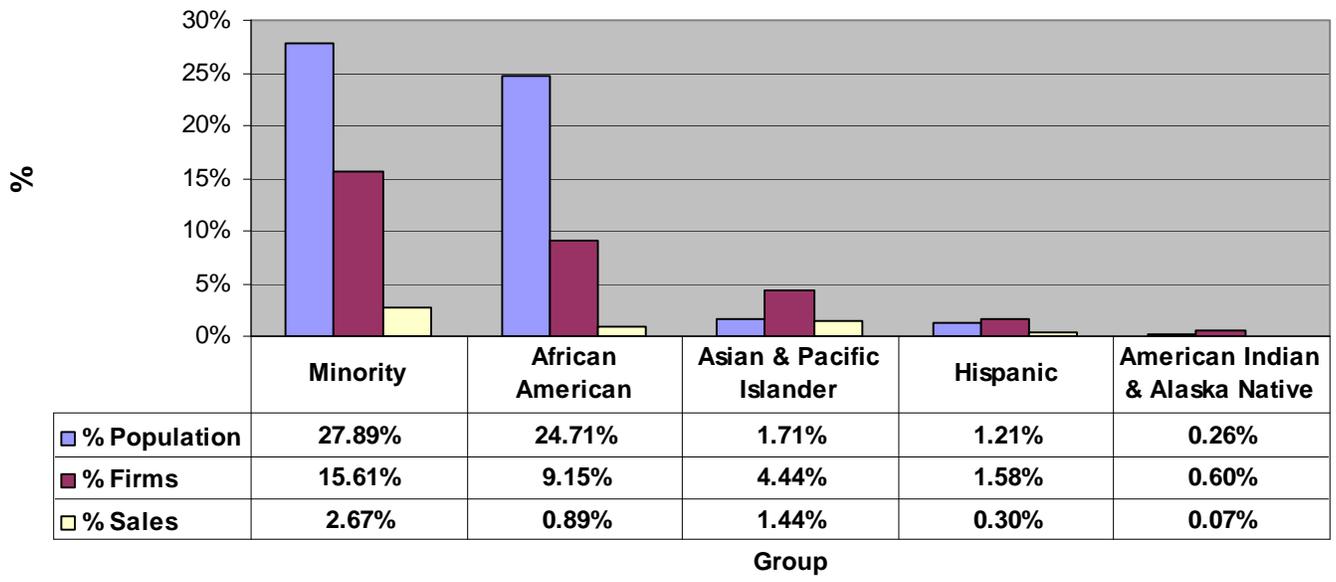
Group	MSA BPR: Baltimore	National BPR
All	74	78
Non-Minority	86	91
Minority	42	42
African American	27	24
Asian & Pacific Islander	191	90
Hispanic	97	41
American Indian & Alaska Native	170	85

Parity²:

In the Baltimore, MD PMSA, Asian & Pacific Islanders, Hispanics, and American Indian & Alaska Natives 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.



	Minority	African American	Asian & Pacific Islander	Hispanic	American Indian & Alaska Native
% Population	27.89%	24.71%	1.71%	1.21%	0.26%
% Firms	15.61%	9.15%	4.44%	1.58%	0.60%
% Sales	2.67%	0.89%	1.44%	0.30%	0.07%

Group

Industry Breakdown for All Firms in the Baltimore, MD 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	182,549		\$152,233,721		997,966		\$28,706,635	
Agricultural services, forestry, fishing, mining	3,648	2.00%	\$651,496	0.43%	No Data	No Data	No Data	No Data
Construction industries	18,032	9.88%	\$9,599,874	6.31%	63,743	6.39%	\$1,960,764	6.83%
Manufacturing	4,341	2.38%	\$23,597,460	15.50%	109,908	11.01%	\$4,207,220	14.66%
Transportation, communications, utilities	8,578	4.70%	\$8,850,715	5.81%	51,270	5.14%	\$1,783,599	6.21%
Wholesale trade	6,571	3.60%	\$34,423,824	22.61%	61,168	6.13%	\$2,267,483	7.90%
Retail trade	23,330	12.78%	\$23,333,139	15.33%	207,080	20.75%	\$3,159,167	11.01%
Finance, insurance and real estate industries	22,938	12.57%	\$21,595,389	14.19%	78,414	7.86%	\$3,540,183	12.33%
Service industries	82,705	45.31%	\$29,739,223	19.54%	418,167	41.90%	\$11,601,606	40.41%
Industries not Classified	12,842	7.03%	\$442,601	0.29%	No Data	No Data	No Data	No Data

Industries for Minority Groups in the Baltimore, MD PMSA (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	28,800	16,712	58.64%	8,104	28.44%	2,893	10.15%	1,091	3.83%
Agricultural services, forestry, fishing, and mining	253	137	0.48%	23	0.08%	56	0.20%	37	0.13%
Construction industries	1,130	597	2.09%	203	0.71%	230	0.81%	100	0.35%
Manufacturing	241	152	0.53%	48	0.17%	37	0.13%	4	0.01%
Transportation, communications, and utilities	2,074	1,736	6.09%	206	0.72%	73	0.26%	59	0.21%
Wholesale trade	395	162	0.57%	156	0.55%	57	0.20%	20	0.07%
Retail trade	4,997	2,011	7.06%	2,777	9.74%	170	0.60%	39	0.14%
Finance, insurance and real estate industries	1,450	951	3.34%	366	1.28%	107	0.38%	26	0.09%
Service industries	14,001	8,836	31.01%	3,537	12.41%	1,426	5.00%	202	0.71%
Industries not Classified	4,264	2,133	7.48%	790	2.77%	737	2.59%	604	2.12%

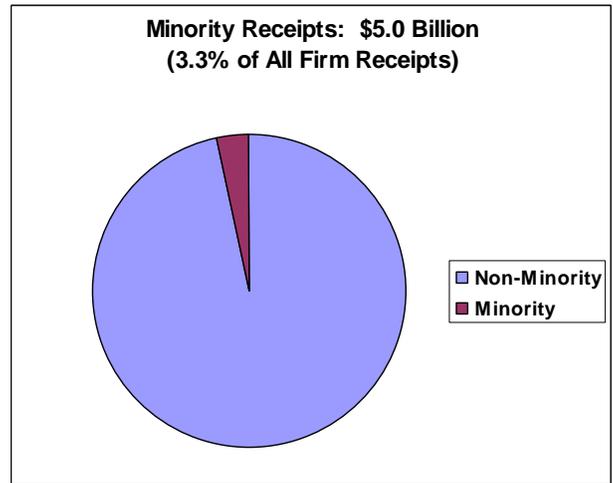
Industries for Minority Groups in the Baltimore, MD PMSA (Sales in 1,000s)

	Minority Sales ¹	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	\$4,113,185	\$100,499	2.47%	\$463,223	11.39%	\$2,189,643	53.83%	\$1,359,820	33.43%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$20,488	0.50%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	\$23,458	0.58%	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	\$111,131	2.73%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	\$413,912	10.18%	No Data	No Data
Retail trade	No Data	\$11,811	0.29%	No Data	No Data	\$754,094	18.54%	\$407,498	10.02%
Finance, insurance and real estate industries	No Data	No Data	No Data	\$22,532	0.55%	No Data	No Data	No Data	No Data
Service industries	\$1,286,203	\$28,314	0.70%	\$144,593	3.55%	\$689,540	16.95%	\$423,756	10.42%
Industries not Classified	\$253,277	\$32,841	0.81%	\$41,462	1.02%	\$101,771	2.50%	\$77,203	1.90%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 1,214,848 persons
- 1997 Total Minority Population: 359,977 persons
- All firms in region: 130,749
- Annual sales of all firms in region: \$150.4 billion
- Total minority-owned firms: 21,317 firms
- Annual sales of minority-owned firms: \$5.0 billion
- Total African American-owned firms: 2,881 firms
- Annual sales of African American-owned firms: \$221.3 million
- Asian & Pacific Islander-owned Firms: 10,949 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$3.9 billion
- Hispanic-owned Firms : 8,182
- Annual sales of Hispanic-owned firms: \$840.5 million
- American Indian & Alaska Natives-owned Firms: 289
- Annual sales of Asian & Pacific Islander-owned firms: \$49.5 million

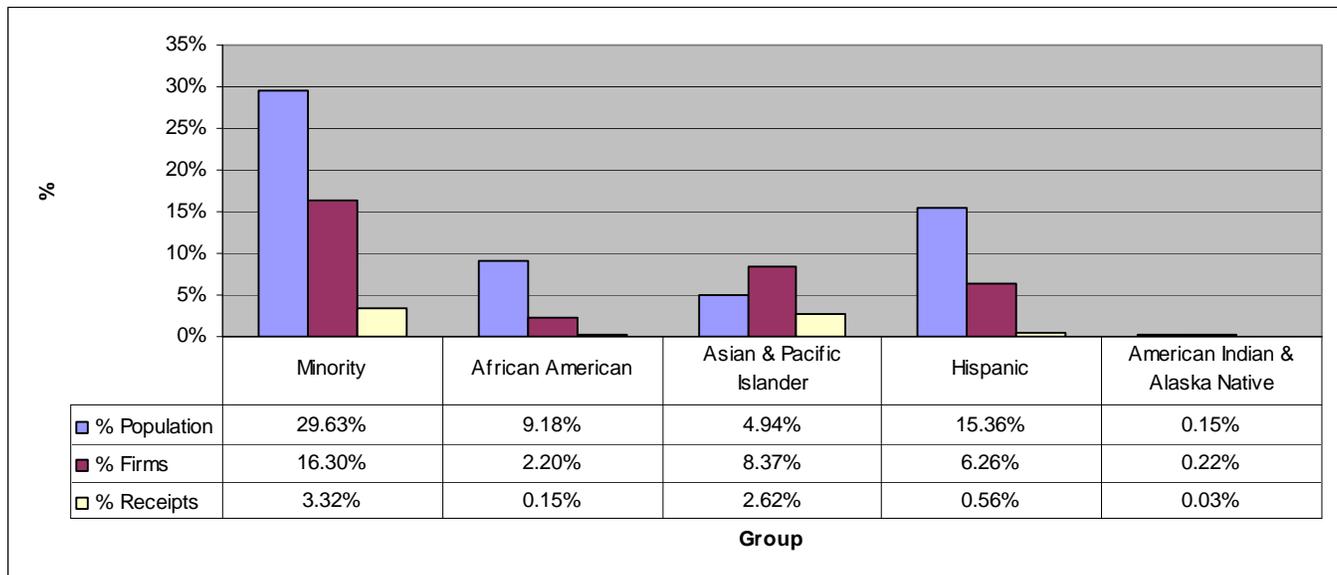


Business Participation¹

Group	MSA BPR: Bergen-Passaic	National BPR
All	108	78
Non-Minority	128	91
Minority	59	42
African American	26	24
Asian & Pacific Islander	182	90
Hispanic	44	41
American Indian & Alaska Native	156	85

Parity²:

In the Bergen-Passaic, NJ PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Bergen-Passaic, NJ 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	130,749		\$150,380,160		606,365		\$21,429,578	
Agricultural services, forestry, fishing, mining	1,758	1.34%	\$334,678	0.22%	3,229	0.53%	\$92,552	0.43%
Construction industries	11,004	8.42%	\$4,386,911	2.92%	24,469	4.04%	\$939,542	4.38%
Manufacturing	4,405	3.37%	\$18,709,728	12.44%	120,781	19.92%	\$4,902,074	22.88%
Transportation, communications, utilities	5,869	4.49%	\$5,788,509	3.85%	33,272	5.49%	\$1,322,002	6.17%
Wholesale trade	8,264	6.32%	\$73,451,035	48.84%	79,538	13.12%	\$3,795,706	17.71%
Retail trade	15,411	11.79%	\$16,182,032	10.76%	116,091	19.15%	\$2,374,703	11.08%
Finance, insurance and real estate industries	19,178	14.67%	\$13,950,577	9.28%	39,114	6.45%	\$1,791,907	8.36%
Service industries	53,845	41.18%	\$17,014,513	11.31%	189,740	31.29%	\$6,207,141	28.97%
Industries not Classified	11,304	8.65%	\$562,177	0.37%	131	0.02%	\$3,951	0.02%

Industries for Minority Groups in the Bergen-Passaic, NJ 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	22,301	2,881	13.52%	10,949	51.36%	8,182	38.38%	289	1.36%
Agricultural services, forestry, fishing, and mining	89	21	0.10%	17	0.08%	50	0.23%	1	0.00%
Construction industries	884	208	0.98%	205	0.96%	455	2.13%	16	0.08%
Manufacturing	339	37	0.17%	140	0.66%	154	0.72%	8	0.04%
Transportation, communications, and utilities	1,806	296	1.39%	602	2.82%	907	4.25%	1	0.00%
Wholesale trade	1,111	62	0.29%	790	3.71%	254	1.19%	5	0.02%
Retail trade	3,313	288	1.35%	1,746	8.19%	1,257	5.90%	22	0.10%
Finance, insurance and real estate industries	1,991	314	1.47%	1,153	5.41%	523	2.45%	1	0.00%
Service industries	9,884	1,537	7.21%	4,941	23.18%	3,368	15.80%	38	0.18%
Industries not Classified	2,892	119	0.56%	1,361	6.38%	1,214	5.69%	198	0.93%

Industries for Minority Groups in the Bergen-Passaic, NJ PMSA (Sales in 1,000s)

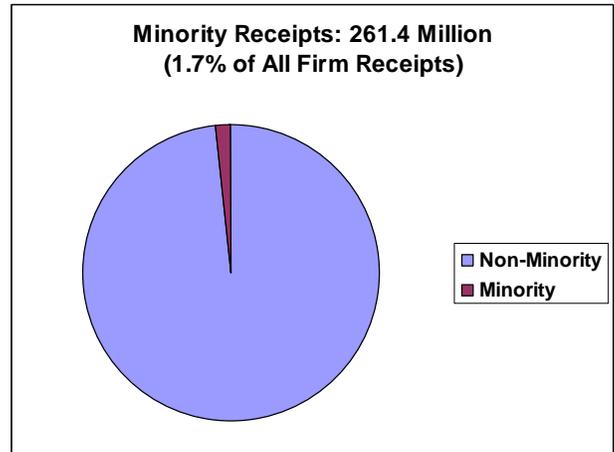
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$5,055,046	\$221,266	4.44%	\$3,943,794	79.10%	\$840,502	16.86%	\$49,484	0.99%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$1,992	0.04%	No Data	No Data
Construction industries	\$105,239	\$14,215	0.29%	\$22,692	0.46%	\$65,863	1.32%	\$2,469	0.05%
Manufacturing	No Data	No Data	No Data	\$212,142	4.25%	\$92,104	1.85%	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	\$50,297	1.01%	\$54,812	1.10%	No Data	No Data
Wholesale trade	No Data	\$14,380	0.29%	\$2,102,416	42.17%	\$114,772	2.30%	No Data	No Data
Retail trade	No Data	\$47,078	0.94%	\$717,042	14.38%	\$186,427	3.74%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$23,278	0.47%	\$111,074	2.23%	\$20,989	0.42%	No Data	No Data
Service industries	\$1,027,410	\$102,021	2.05%	\$677,463	13.59%	\$246,600	4.95%	\$1,326	0.03%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	\$56,945	1.14%	\$7,924	0.16%

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, but represents the summation of minority firms for each industry. 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.

The State of Minority Business in the Biloxi-Gulfport- Pascagoula, MS MSA

Demographic and Business Statistics

- 1997 Total Population: 305,300 persons
- 1997 Total Minority Population: 78,854 persons
- All firms in region: 22,070 firms
- Annual sales of all firms in region: \$15.3 billion
- Total minority-owned firms: 2,712 firms
- Annual sales of minority-owned firms in region: \$261.4 million
- Total African American-owned firms: 1,305 firms
- Annual sales of African American-owned firms: \$64.3 million
- Asian & Pacific Islander-owned Firms: 1,063 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$136.2 million
- Hispanic-owned Firms : 273 firms
- Annual sales of Hispanic-owned firms: \$47.6 million
- American Indian & Alaska Natives-owned Firms: 102
- Annual sales of Asian & Pacific Islander-owned firms: \$15.2 million

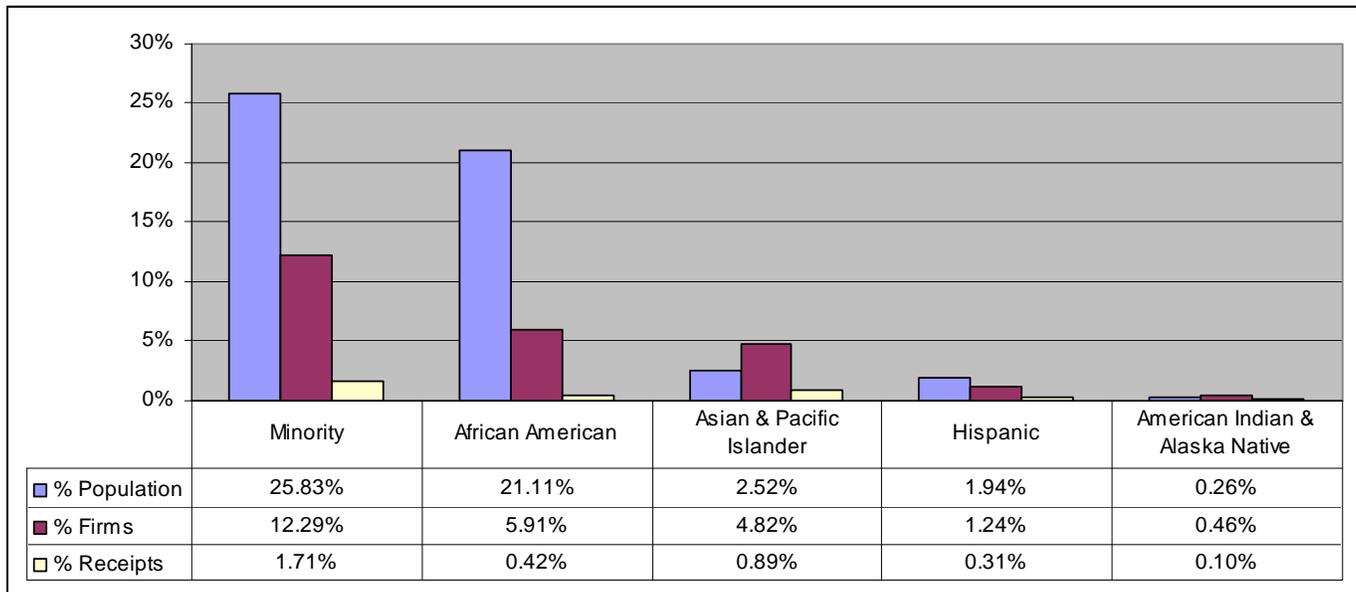


Business Participation¹

Group	MSA BPR: Biloxi	National BPR
All	72	78
Non-Minority	85	91
Minority	34	42
African American	20	24
Asian & Pacific Islander	138	90
Hispanic	46	41
American Indian & Alaska Native	128	85

Parity²:

In the Biloxi-Gulfport-Pascagoula, MS MSA, the Asian & Pacific Islander and the American Indian & Alaska Native groups 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 Biloxi-Gulfport-Pascagoula, MS 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	22,070		\$15,282,749		110,256		\$2,415,727	
Agricultural services, forestry, fishing, and mining	1,277	5.79%	No Data	No Data	548	0.50%	\$9,865	0.41%
Construction industries	3,246	14.71%	\$967,769	6.33%	6,324	5.74%	\$155,695	6.45%
Manufacturing	525	2.38%	\$5,854,617	38.31%	21,976	19.93%	\$700,550	29.00%
Transportation, communications, and utilities	991	4.49%	\$948,011	6.20%	5,349	4.85%	\$175,333	7.26%
Wholesale trade	659	2.99%	\$1,142,373	7.47%	3,541	3.21%	\$91,360	3.78%
Retail trade	3,477	15.75%	\$3,016,332	19.74%	28,516	25.86%	\$327,980	13.58%
Finance, insurance and real estate industries	2,046	9.27%	\$684,301	4.48%	4,282	3.88%	\$109,753	4.54%
Service industries	8,604	38.99%	\$2,552,646	16.70%	39,700	36.01%	\$844,645	34.96%
Industries not Classified	1,283	5.81%	No Data	No Data	20	0.02%	\$546	0.02%

Industries for Minority Groups in the Biloxi-Gulfport-Pascagoula, MS MSA (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	2,743	1,305	48.12%	1,063	39.20%	273	10.07%	102	3.76%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	514	18.95%	No Data	No Data	3	0.11%
Construction industries	246	175	6.45%	29	1.07%	17	0.63%	25	0.92%
Manufacturing	52	11	0.41%	15	0.55%	24	0.88%	2	0.07%
Transportation, communications, and utilities	No Data	82	3.02%	No Data	No Data	5	0.18%	13	0.48%
Wholesale trade	No Data	5	0.18%	7	0.26%	7	0.26%	No Data	No Data
Retail trade	No Data	No Data	No Data	142	5.24%	50	1.84%	18	0.66%
Finance, insurance and real estate industries	72	47	1.73%	6	0.22%	6	0.22%	13	0.48%
Service industries	995	700	25.81%	185	6.82%	87	3.21%	23	0.85%
Industries not Classified	361	114	4.20%	164	6.05%	78	2.88%	5	0.18%

Industries for Minority Groups in the Biloxi-Gulfport-Pascagoula, MS MSA (Sales in 1,000s)

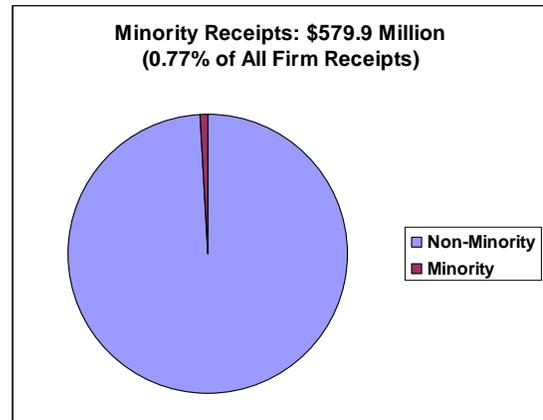
	Minority Sales ¹¹	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$263,362	\$64,309	24.61%	\$136,170	52.10%	\$47,638	18.23%	\$15,245	5.83%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	\$36,925	14.13%	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	\$75,903	\$29,944	11.46%	\$33,982	13.00%	\$6,948	2.66%	\$5,029	1.92%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data

¹ 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 Sales¹¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise.



Demographic and Business Statistics

- 1997 Total Population: 1,176,775 persons
- 1997 Total Minority Population: 354,099 persons
- All firms in region: 62,314 firms
- Annual sales of all firms in region: \$75.1 billion
- Total minority-owned firms: 6,972 firms
- Annual sales of minority-owned firms in region: \$580.0 million
- Total African American-owned firms: 5,045 firms
- Annual sales of African American-owned firms: \$224.2 million
- Asian & Pacific Islander-owned Firms: 771 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$261.0 million
- Hispanic-owned Firms : 621 firms
- Annual sales of Hispanic-owned firms: \$50.5 million
- American Indian & Alaska Natives-owned Firms: 554 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$46.2 million

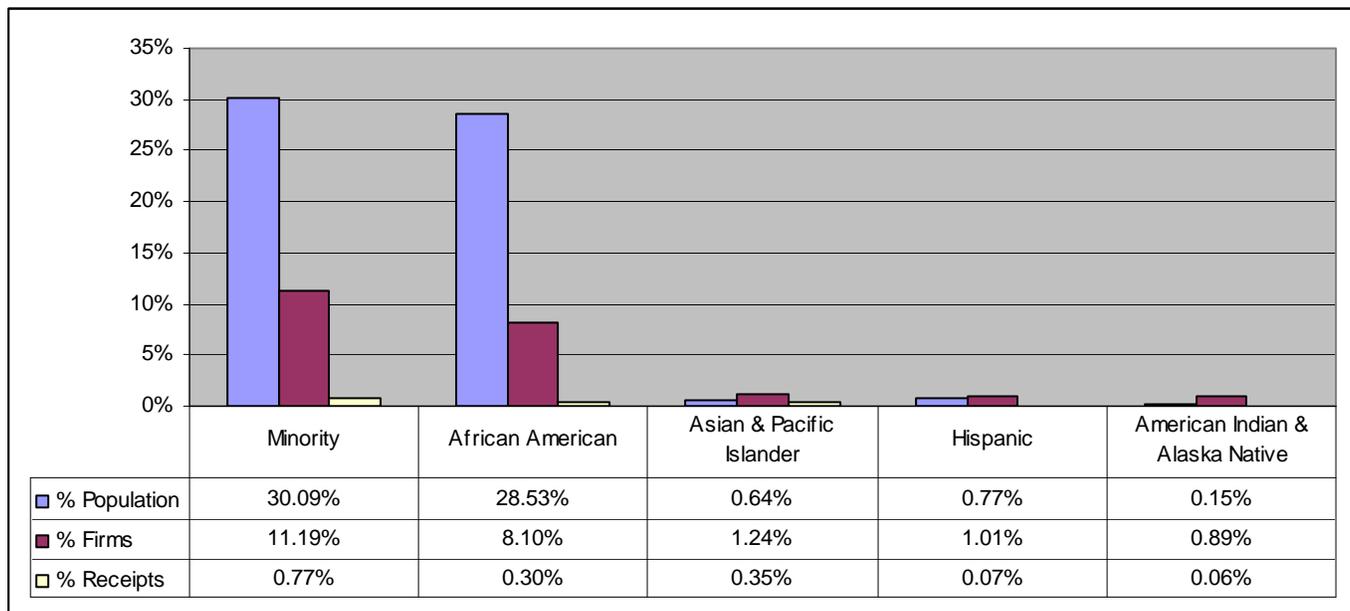


Business Participation¹

Group	MSA BPR: Birmingham	National BPR
All	53	78
Non-Minority	67	91
Minority	20	42
African American	15	24
Asian & Pacific Islander	103	90
Hispanic	69	41
American Indian & Alaska Native	307	85

Parity²:

In the Birmingham, AL MSA, the Asian & Pacific Islander, Hispanic and American Indian & Alaska Native groups 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 Birmingham, 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	62,314		\$75,119,455		406,215		\$11,378,400	
Agricultural services, forestry, fishing, and mining	1,278	2.05%	\$865,961	1.15%	6,608	1.63%	\$239,821	2.11%
Construction industries	8,151	13.08%	\$5,506,234	7.33%	33,773	8.31%	\$1,010,047	8.88%
Manufacturing	1,973	3.17%	\$9,784,196	13.02%	52,663	12.96%	\$1,673,335	14.71%
Transportation, communications, and utilities	2,369	3.80%	\$7,902,219	10.52%	30,617	7.54%	\$1,350,881	11.87%
Wholesale trade	3,462	5.56%	\$19,663,266	26.18%	34,816	8.57%	\$1,205,998	10.60%
Retail trade	8,678	13.93%	\$9,384,222	12.49%	81,102	19.97%	\$1,083,782	9.52%
Finance, insurance and real estate industries	7,015	11.26%	\$12,812,228	17.06%	38,543	9.49%	\$1,372,311	12.06%
Service industries	24,980	40.09%	\$8,936,175	11.90%	127,860	31.48%	\$3,440,952	30.24%
Industries not Classified	4,651	7.46%	\$264,954	0.35%	233	0.06%	\$1,273	0.01%

Industries for Minority Groups in the Birmingham, AL MSA (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	6,972	5,045	8.10%	771	1.24%	629	1.01%	554	0.89%
Agricultural services, forestry, fishing, and mining	132	104	0.17%	15	0.02%	3	0.00%	10	0.02%
Construction industries	632	515	0.83%	5	0.01%	41	0.07%	71	0.11%
Manufacturing	No Data	64	0.10%	17	0.03%	1	0.00%	No Data	No Data
Transportation, communications, and utilities	227	176	0.28%	13	0.02%	No Data	No Data	21	0.03%
Wholesale trade	153	24	0.04%	16	0.03%	17	0.03%	44	0.07%
Retail trade	1,020	704	1.13%	240	0.39%	69	0.11%	53	0.09%
Finance, insurance and real estate industries	573	312	0.50%	32	0.05%	23	0.04%	20	0.03%
Service industries	3,421	2,676	4.29%	407	0.65%	209	0.34%	72	0.12%
Industries not Classified	No Data	469	0.75%	25	0.04%	266	0.43%	No Data	No Data

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

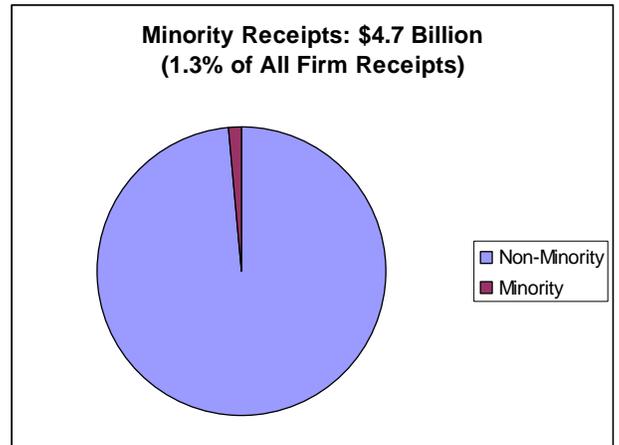
	Minority Sales ¹	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$579,893	\$224,222	0.30%	\$260,985	0.35%	\$50,471	0.07%	\$46,249	0.06%
Agricultural services, forestry, fishing, and mining	No Data	\$1,277	0.00%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$19,531	0.03%	No Data	No Data	\$4,317	0.01%	\$14,283	0.02%
Manufacturing	No Data	\$2,835	0.00%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	\$9,937	0.01%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	\$11,316	0.02%	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	\$120,629	\$27,836	0.04%	\$85,463	0.11%	\$20,741	0.03%	\$4,918	0.01%
Finance, insurance and real estate industries	No Data	\$14,070	0.02%	No Data	No Data	\$2,412	0.00%	No Data	No Data
Service industries	\$212,964	\$129,423	0.17%	\$71,169	0.09%	\$7,687	0.01%	\$7,207	0.01%
Industries not Classified	No Data	\$7,998	0.01%	\$761	0.00%	\$5,165	0.01%	No Data	No Data

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise.

The State of Minority Business in the Boston, MA-NH PMSA

Demographic and Business Statistics

- 1997 Total Population: 2,371,093 persons
- 1997 Total Minority Population: 1,891,373 persons
- All firms in region: 313,437
- Annual sales of all firms in region: \$354.0 billion
- Total minority-owned firms: 25,051 firms
- Annual sales of minority-owned firms: \$4.1 billion
- Total African American-owned firms: 8,043
- Annual sales of African American-owned firms: \$681.3 million
- Asian & Pacific Islander-owned Firms: 9,124
- Annual sales of Asian & Pacific Islander-owned firms: \$3.0 billion
- Hispanic-owned Firms : 7,325
- Annual sales of Hispanic-owned firms: \$964.3 million
- American Indian & Alaska Natives-owned Firms: 1,376
- Annual sales of Asian & Pacific Islander-owned firms: \$130.8 million

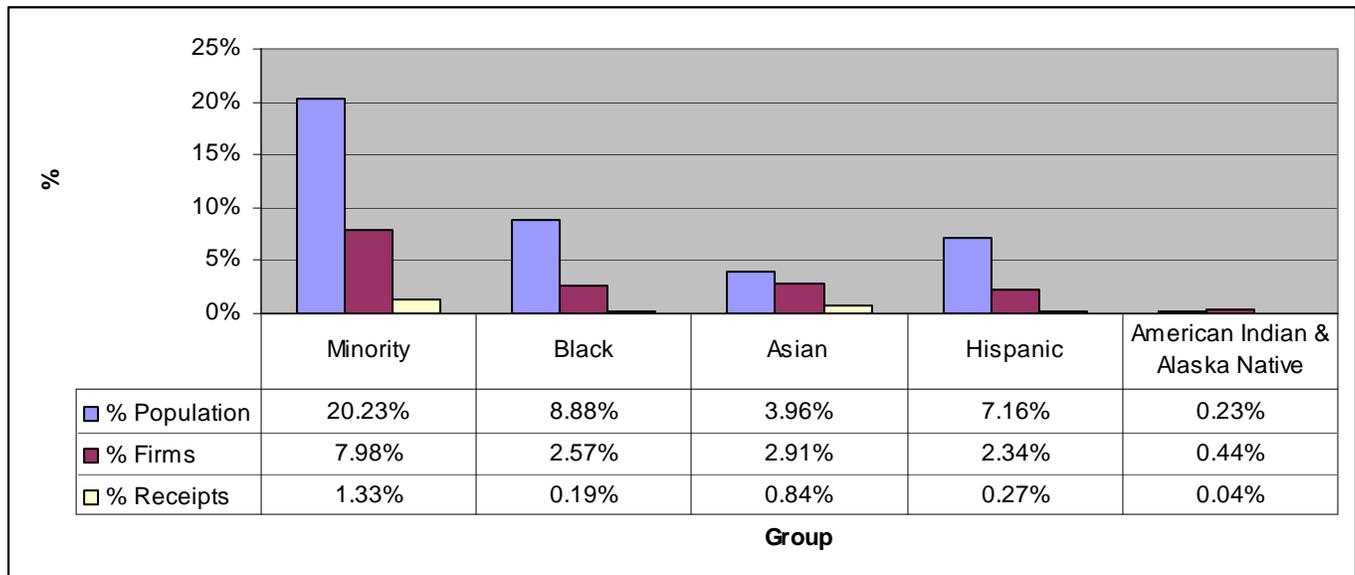


Business Participation¹

Group	MSA BPR: Boston	National BPR
All	132	78
Non-Minority	152	91
Minority	52	42
African American	38	24
Asian & Pacific Islander	97	90
Hispanic	43	41
American Indian & Alaska Native	248	85

Parity²:

In the Boston, MA-NH PMSA, American Indian & Alaska Natives 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 Boston, MA-NH 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	313,437		\$353,972,020		1,804,466		\$64,972,138	
Agricultural services, forestry, fishing, mining	6,028	1.92%	\$839,331	0.24%	7,546	0.42%	\$231,267	0.36%
Construction industries	31,226	9.96%	\$14,961,163	4.23%	62,510	3.46%	\$2,475,173	3.81%
Manufacturing	8,901	2.84%	\$44,251,585	12.50%	249,654	13.84%	\$11,477,788	17.67%
Transportation, communications, utilities	11,786	3.76%	\$18,195,514	5.14%	83,041	4.60%	\$3,146,600	4.84%
Wholesale trade	11,736	3.74%	\$88,166,296	24.91%	116,788	6.47%	\$5,502,588	8.47%
Retail trade	30,972	9.88%	\$37,327,491	10.55%	320,101	17.74%	\$5,304,594	8.16%
Finance, insurance and real estate industries	33,750	10.77%	\$78,125,428	22.07%	182,635	10.12%	\$10,496,177	16.15%
Service industries	159,064	50.75%	\$70,781,389	20.00%	781,801	43.33%	\$26,331,179	40.53%
Industries not Classified	20,667	6.59%	\$1,323,823	0.37%	390	0.02%	\$6,772	0.01%

Industries for Minority Groups in the Boston, MA-NH PMSA (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	25,868	8,043	32.15%	9,124	36.47%	7,325	29.28%	1,376	5.50%
Agricultural services, forestry, fishing, and mining	181	28	0.11%	47	0.19%	53	0.21%	53	0.21%
Construction industries	1,500	406	1.62%	351	1.40%	429	1.71%	314	1.26%
Manufacturing	401	64	0.26%	170	0.68%	105	0.42%	62	0.25%
Transportation, communications, and utilities	1,731	1,090	4.36%	165	0.66%	436	1.74%	40	0.16%
Wholesale trade	481	91	0.36%	272	1.09%	90	0.36%	28	0.11%
Retail trade	3,235	610	2.44%	1,896	7.58%	662	2.65%	67	0.27%
Finance, insurance and real estate industries	944	268	1.07%	359	1.44%	275	1.10%	42	0.17%
Service industries	13,163	4,369	17.47%	5,062	20.24%	3,531	14.12%	201	0.80%
Industries not Classified	4,252	1,118	4.47%	803	3.21%	1,762	7.04%	569	2.27%

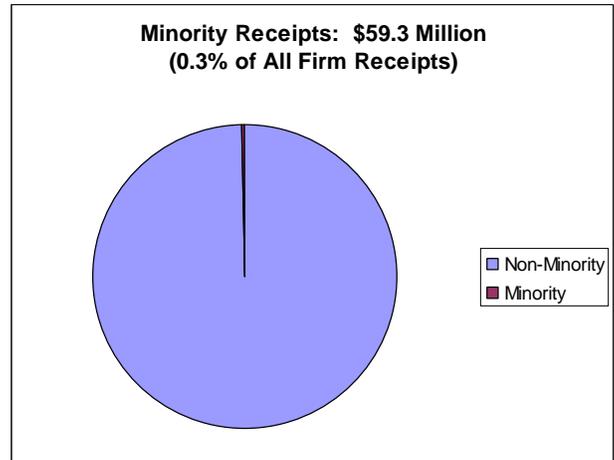
Industries for Minority Groups in the Boston, MA-NH PMSA (Sales in 1,000s)

	Minority Sales ¹	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	\$4,746,776	\$681,280	14.49%	\$2,970,338	63.15%	\$964,320	20.50%	\$130,838	2.78%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	\$1,615	0.03%
Construction industries	\$384,155	\$106,569	2.27%	\$108,980	2.32%	\$123,154	2.62%	\$45,452	0.97%
Manufacturing	\$408,264	\$41,657	0.89%	\$213,960	4.55%	\$141,055	3.00%	\$11,592	0.25%
Transportation, communications, utilities	No Data	\$47,161	1.00%	\$32,367	0.69%	No Data	No Data	\$1,058	0.02%
Wholesale trade	\$1,209,920	\$38,684	0.82%	\$1,052,544	22.38%	\$112,960	2.40%	\$5,732	0.12%
Retail trade	\$909,983	\$116,802	2.48%	\$624,715	13.28%	\$145,147	3.09%	\$23,319	0.50%
Finance, insurance and real estate industries	No Data	\$51,033	1.09%	\$32,170	0.68%	No Data	No Data	\$3,089	0.07%
Service industries	\$1,453,492	\$250,979	5.34%	\$886,143	18.84%	\$292,006	6.21%	\$24,364	0.52%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	\$103,128	2.19%	\$14,617	0.31%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 186,733 persons
- 1997 Total Minority Population: 11,597 persons
- All firms in region: 14,411 firms
- Annual sales of all firms in region: \$18.4 billion
- Total minority-owned firms: 474 firms
- Annual sales of minority-owned firms in region: \$59.3 million
- Total African American-owned firms: 149 firms
- Annual sales of African American-owned firms: \$12.0 million
- Asian & Pacific Islander-owned Firms: **No Data**
- Annual sales of Asian & Pacific Islander-owned firms: **No Data**
- Hispanic-owned Firms : 205 firms
- Annual sales of Hispanic-owned firms: \$20.0 million
- American Indian & Alaska Natives-owned Firms: **No Data**
- Annual sales of Asian & Pacific Islander-owned firms: **No Data**

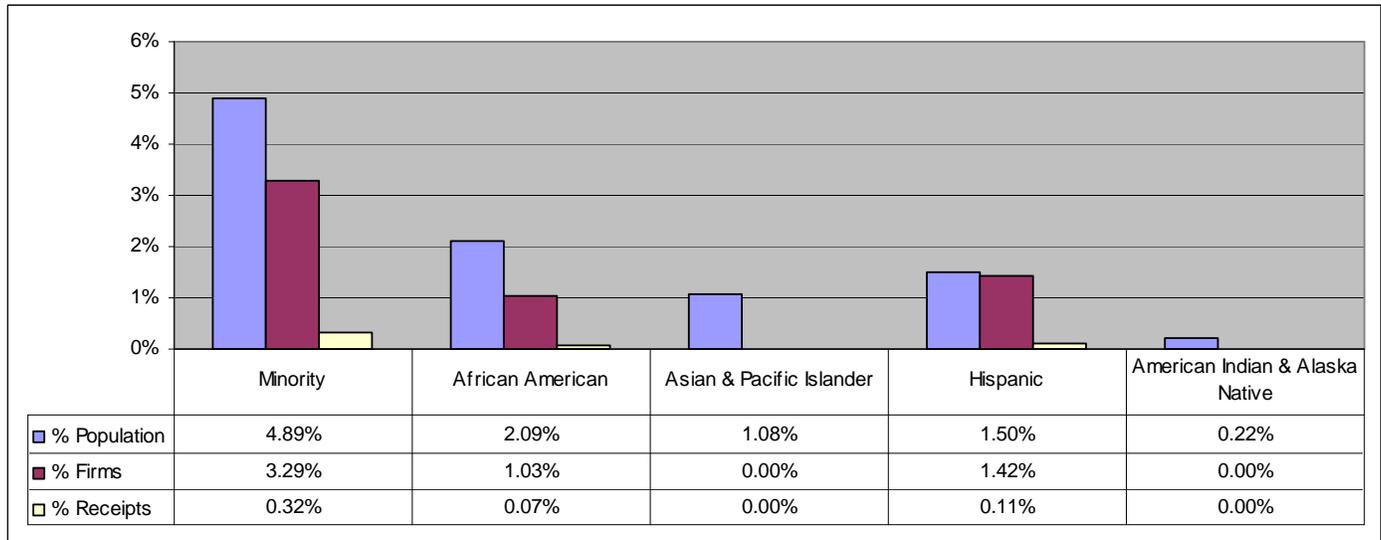


Business Participation¹

Group	MSA BPR: Cedar Rapids	National BPR
All	79	78
Non-Minority	81	91
Minority	53	42
African American	39	24
Asian & Pacific Islander	No Data	90
Hispanic	76	41
American Indian & Alaska Native	No Data	85

Parity²:

In the Cedar Rapids, IA MSA, no groups 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 Cedar Rapids, IA 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	14,411		\$18,346,142		103,505		2,861,464	
Agricultural services, forestry, fishing, mining	305	2.12%	\$36,128	0.20%	535	0.52%	9,896	0.35%
Construction industries	1,537	10.67%	\$813,470	4.43%	5,402	5.22%	185,423	6.48%
Manufacturing	444	3.08%	\$6,639,861	36.19%	24,328	23.50%	982,510	34.34%
Transportation, communications, utilities	628	4.36%	\$1,613,928	8.80%	7,094	6.85%	243,597	8.51%
Wholesale trade	680	4.72%	\$2,536,093	13.82%	6,683	6.46%	198,807	6.95%
Retail trade	2,386	16.56%	\$2,097,079	11.43%	19,644	18.98%	260,079	9.09%
Finance, insurance and real estate industries	1,754	12.17%	\$2,891,170	15.76%	6,830	6.60%	251,539	8.79%
Service industries	6,130	42.54%	\$1,695,018	9.24%	32,985	31.87%	729,565	25.50%
Industries not Classified	622	4.32%	\$23,395	0.13%	4	0.00%	48	0.00%

Industries for Minority Groups in the Cedar Rapids, IA MSA (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	474	149	31.43%	No Data	No Data	205	43.25%	No Data	No Data
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	No Data	8	1.69%	No Data	No Data	4	0.84%	No Data	No Data
Manufacturing	No Data	20	4.22%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	4	0.84%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	1	0.21%	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	22	4.64%	No Data	No Data	12	2.53%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	6	1.27%	No Data	No Data
Service industries	No Data	71	14.98%	No Data	No Data	36	7.59%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	145	30.59%	No Data	No Data

Industries for Minority Groups in the Cedar Rapids, IA MSA (Sales)

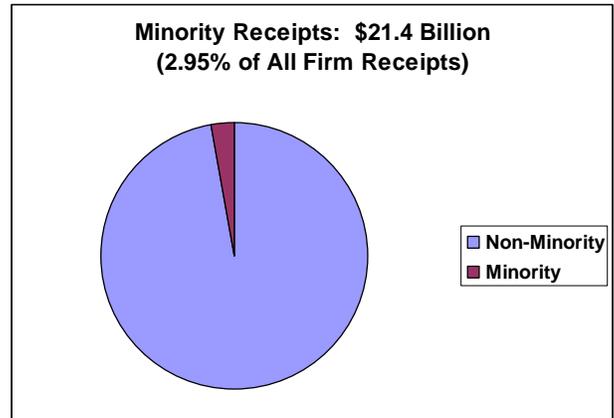
	Minority Sales ¹	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$59,264	No Data	No Data	\$11,974	20.20%	\$19,798	33.41%	No Data	No Data
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	\$129	0.22%	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	No Data	No Data	\$3,679	6.21%	No Data	No Data	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

The State of Minority Business in the Chicago, IL PMSA

Demographic and Business Statistics

- 1997 Total Population: 8,191,365 persons
- 1997 Total Minority Population: 3,110,749 persons
- All firms: 598,175
- Annual sales of all firms: \$747.2 billion
- Total minority-owned firms: 95,685
- Annual sales of minority-owned firms: \$21.4 billion
- Total African American-owned firms: 35,569
- Annual sales of African American-owned firms: \$3.4 billion
- Asian & Pacific Islander-owned Firms: 32,733
- Annual sales of Asian & Pacific Islander-owned firms: \$13.2 billion
- Hispanic-owned Firms : 27,482
- Annual sales of Hispanic-owned firms: \$4.6 billion
- American Indian & Alaska Natives-owned Firms: 2,161
- Annual sales of Asian & Pacific Islander-owned firms: \$370.9 Million

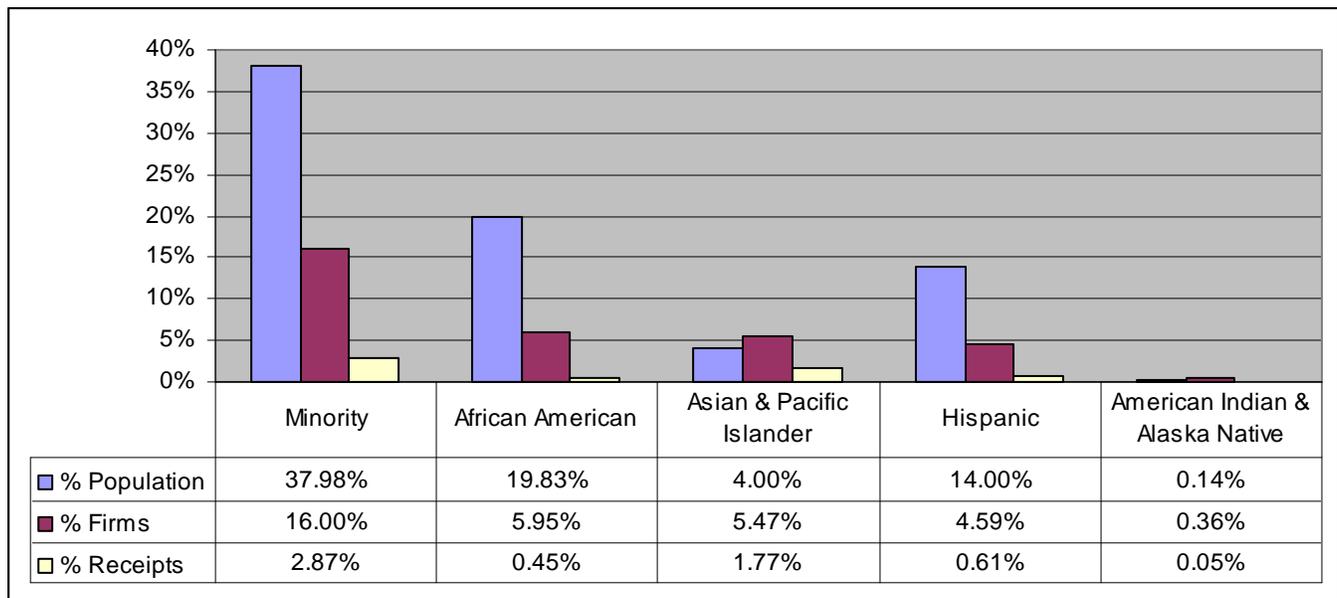


Business Participation¹

Group	MSA BPR: Chicago	National BPR
All	73	78
Non-Minority	99	91
Minority	31	42
African American	22	24
Asian & Pacific Islander	100	90
Hispanic	24	41
American Indian & Alaska Native	187	85

Parity²:

In the Chicago, IL PMSA, 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 Chicago, IL 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	598,175		747,227,967		3,579,956		120,881,805	
Agricultural services, forestry, fishing, and mining	7,800	1.30%	2,235,764	0.30%	22,646	0.63%	712,403	0.59%
Construction industries	58,785	9.83%	32,864,997	4.40%	164,284	4.59%	6,791,023	5.62%
Manufacturing	19,735	3.30%	132,623,140	17.75%	694,825	19.41%	27,998,378	23.16%
Transportation, communications, and utilities	30,869	5.16%	38,127,984	5.10%	205,305	5.73%	7,613,825	6.30%
Wholesale trade	27,520	4.60%	235,785,740	31.55%	298,951	8.35%	13,081,686	10.82%
Retail trade	66,876	11.18%	80,843,808	10.82%	653,277	18.25%	11,072,878	9.16%
Finance, insurance and real estate industries	75,986	12.70%	118,232,765	15.82%	323,424	9.03%	16,185,243	13.39%
Service industries	263,976	44.13%	104,189,741	13.94%	1,216,717	33.99%	37,412,749	30.95%
Industries not Classified	48,220	8.06%	2,324,028	0.31%	527	0.01%	13,620	0.01%

Industries for Minority Groups in the Chicago, IL 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	160,897	35,569	37.17%	32,733	34.21%	1,304	18.13%	2,161	2.26%
Agricultural services, forestry, fishing, and mining	33,565	188	0.20%	52	0.05%	27,482	28.72%	35	0.04%
Construction industries	4,230	1,515	1.58%	479	0.50%	609	0.64%	233	0.24%
Manufacturing	1,358	320	0.33%	566	0.59%	2,430	2.54%	66	0.07%
Transportation, communications, and utilities	6,651	3,634	3.80%	2,672	2.79%	493	0.52%	156	0.16%
Wholesale trade	3,452	344	0.36%	1,641	1.72%	2,295	2.40%	33	0.03%
Retail trade	9,618	3,600	3.76%	6,810	7.12%	403	0.42%	116	0.12%
Finance, insurance and real estate industries	11,574	2,548	2.66%	2,399	2.51%	4,261	4.45%	30	0.03%
Service industries	32,320	18,659	19.50%	14,209	14.85%	2,186	2.28%	389	0.41%
Industries not Classified	24,012	4,766	4.98%	3,923	4.10%	10,873	11.36%	1,103	1.15%

Industries for Minority Groups in the Chicago, IL PMSA (Sales)

	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	\$29,699,813	\$3,374,570	15.77%	\$13,244,106	61.89%	\$4,554,316	21.28%	\$370,927	1.73%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	\$5,206	0.02%	No Data	No Data	No Data	No Data
Construction industries	\$816,903	\$390,298	1.82%	\$254,119	1.19%	\$372,199	1.74%	\$49,200	0.23%
Manufacturing	No Data	No Data	No Data	\$1,036,805	4.84%	\$432,763	2.02%	\$174,973	0.82%
Transportation, communications, and utilities	\$1,546,416	\$302,226	1.41%	\$284,263	1.33%	\$199,684	0.93%	\$7,701	0.04%
Wholesale trade	No Data	\$197,069	0.92%	\$6,369,923	29.77%	No Data	No Data	No Data	No Data
Retail trade	\$7,812,674	\$637,791	2.98%	\$1,846,949	8.63%	\$795,031	3.72%	\$9,929	0.05%
Finance, insurance and real estate industries	No Data	\$188,643	0.88%	\$595,170	2.78%	No Data	No Data	No Data	No Data
Service industries	\$3,734,453	\$1,268,846	5.93%	\$2,587,493	12.09%	\$1,813,727	8.48%	\$56,710	0.27%
Industries not Classified	\$2,868,152	\$86,095	0.40%	\$264,176	1.23%	\$157,330	0.74%	\$37,234	0.17%

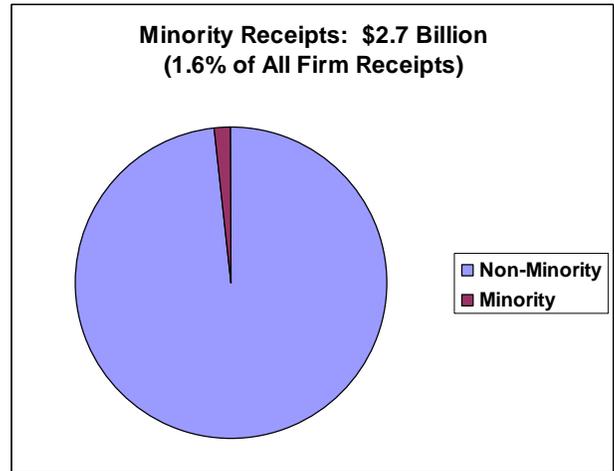
ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA). 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



The State of Minority Business in the Cleveland-Lorain- Elyria, OH PMSA

Demographic and Business Statistics

- 1997 Total Population: 2,229,246 persons
- 1997 Total Minority Population: 481,929 persons
- All firms in region: 162,610
- Annual sales of all firms in region: \$168.9 billion
- Total minority-owned firms: 13,743 firms
- Annual sales of minority-owned firms: \$2.7 billion
- Total African American-owned firms: 8,575
- Annual sales of African American-owned firms: \$1.1 billion
- Asian & Pacific Islander-owned Firms: 3,223
- Annual sales of Asian & Pacific Islander-owned firms: \$994.3 million
- Hispanic-owned Firms : 1,447
- Annual sales of Hispanic-owned firms: \$193.3 million
- American Indian & Alaska Natives-owned Firms: 628
- Annual sales of Asian & Pacific Islander-owned firms: \$374.4 million

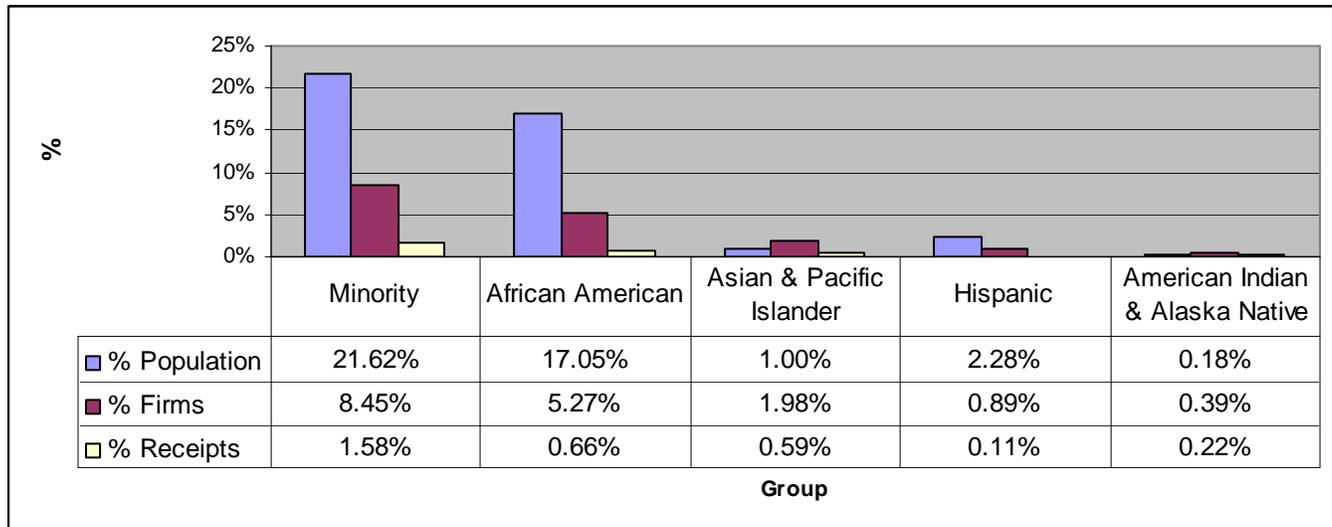


Business Participation¹

Group	MSA BPR: Cleveland	National BPR
All	73	78
Non-Minority	84	91
Minority	29	42
African American	23	24
Asian & Pacific Islander	144	90
Hispanic	29	41
American Indian & Alaska Native	158	85

Parity²:

In the Cleveland-Lorain-Elyria, OH PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, American Indian & Alaska Natives 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 Cleveland-Lorain-Elyria 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	162,610		\$168,868,097		1,009,419		\$29,997,314	
Agricultural services, forestry, fishing, mining	3,523	2.17%	\$555,366	0.33%	6,999	0.69%	\$210,788	0.70%
Construction industries	18,934	11.64%	\$7,630,302	4.52%	44,028	4.36%	\$1,522,087	5.07%
Manufacturing	6,997	4.30%	\$46,112,368	27.31%	230,690	22.85%	\$9,271,778	30.91%
Transportation, communications, utilities	7,026	4.32%	\$8,685,086	5.14%	44,200	4.38%	\$1,561,642	5.21%
Wholesale trade	8,054	4.95%	\$37,837,621	22.41%	75,296	7.46%	\$2,896,003	9.65%
Retail trade	20,883	12.84%	\$21,572,919	12.78%	198,687	19.68%	\$2,699,141	9.00%
Finance, insurance and real estate industries	19,790	12.17%	\$23,781,548	14.08%	84,758	8.40%	\$3,070,052	10.23%
Service industries	64,880	39.90%	\$22,292,402	13.20%	324,575	32.15%	\$8,763,063	29.21%
Industries not Classified	13,095	8.05%	\$400,485	0.24%	186	0.02%	\$2,760	0.01%

Industries for Minority Groups in the Cleveland-Lorain-Elyria 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	13,873	8,575	62.40%	3,223	23.45%	1,447	10.53%	628	4.57%
Agricultural services, forestry, fishing, and mining	No Data	66	0.48%	17	0.12%	50	0.36%	No Data	No Data
Construction industries	1,044	648	4.72%	40	0.29%	208	1.51%	148	1.08%
Manufacturing	231	129	0.94%	57	0.41%	35	0.25%	10	0.07%
Transportation, communications, and utilities	789	632	4.60%	33	0.24%	99	0.72%	25	0.18%
Wholesale trade	296	105	0.76%	116	0.84%	51	0.37%	24	0.17%
Retail trade	2,151	1,083	7.88%	847	6.16%	183	1.33%	38	0.28%
Finance, insurance and real estate industries	1,042	683	4.97%	300	2.18%	31	0.23%	28	0.20%
Service industries	6,458	4,162	30.28%	1,616	11.76%	574	4.18%	106	0.77%
Industries not Classified	1,729	1,067	7.76%	199	1.45%	215	1.56%	248	1.80%

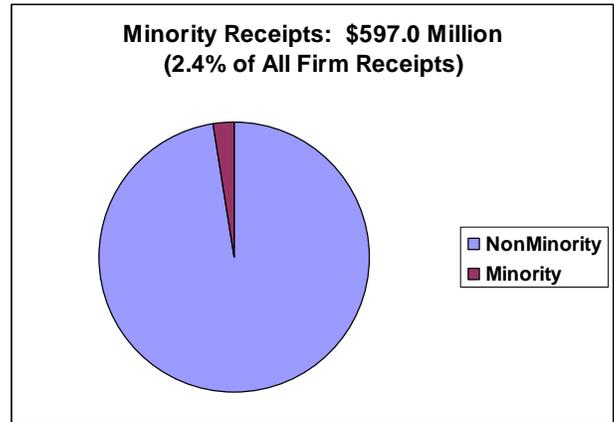
Industries for Minority Groups in the Cleveland-Lorain-Elyria PMSA (Sales in 1,000s)

	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	\$2,668,627	\$1,106,532	41.52%	\$994,337	37.31%	\$193,326	7.25%	\$374,432	14.05%
Agricultural services, forestry, fishing, mining	No Data	\$5,515	0.21%	\$1,440	0.05%	\$952	0.04%	No Data	No Data
Construction industries	\$230,474	\$152,477	5.72%	\$25,704	0.96%	\$31,799	1.19%	\$20,494	0.77%
Manufacturing	No Data	\$92,692	3.48%	\$248,824	9.34%	\$27,608	1.04%	No Data	No Data
Transportation, communications, utilities	\$129,923	\$84,343	3.16%	\$14,413	0.54%	\$30,003	1.13%	\$1,164	0.04%
Wholesale trade	No Data	\$209,315	7.85%	\$182,595	6.85%	No Data	No Data	No Data	No Data
Retail trade	\$460,402	\$167,388	6.28%	\$177,827	6.67%	\$10,817	0.41%	\$104,370	3.92%
Finance, insurance and real estate industries	No Data	\$123,724	4.64%	\$64,522	2.42%	No Data	No Data	No Data	No Data
Service industries	\$587,503	\$249,581	9.36%	\$266,104	9.98%	\$38,873	1.46%	\$32,945	1.24%
Industries not Classified	No Data	\$21,496	0.81%	\$12,907	0.48%	\$15,500	0.58%	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

Demographic and Business Statistics

- 1997 Total Population: 492,553 persons
- 1997 Total Minority Population: 93,356 persons
- All firms in region: 41,386
- Annual sales of all firms in region: \$24.8 billion
- Total minority-owned firms: 4,041
- Annual sales of minority-owned firms: \$597.0 million
- Total African American-owned firms: 704
- Annual sales of African American-owned firms: \$67.9 million
- Asian & Pacific Islander-owned Firms: 796
- Annual sales of Asian & Pacific Islander-owned firms: \$134.9 million
- Hispanic-owned Firms : 2,040
- Annual sales of Hispanic-owned firms: \$268.9 Million
- American Indian & Alaska Natives-owned Firms: 636
- Annual sales of Asian & Pacific Islander-owned firms: \$131.6 million

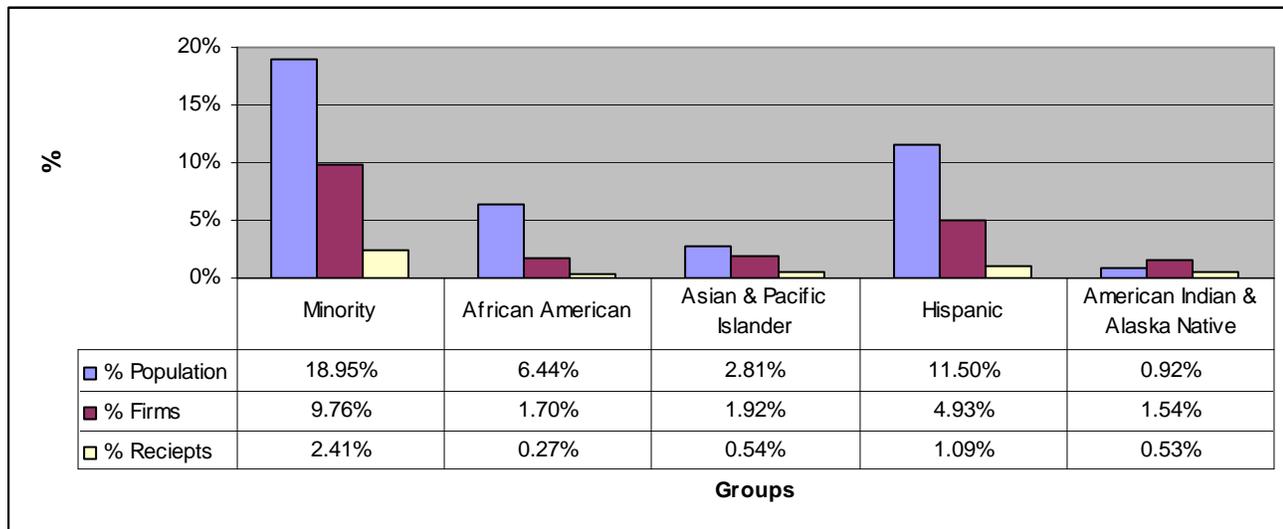


Business Participation¹

Group	MSA BPR: Colorado Springs	National BPR
All	84	78
Non-Minority	94	91
Minority	43	42
African American	22	24
Asian & Pacific Islander	58	90
Hispanic	36	41
American Indian & Alaska Native	140	85

Parity²:

In the Colorado Springs, CO MSA, American Indian & Alaska Natives 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 Colorado Springs, CO 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	41,386		24,762,575		172,697		4,458,581	
Agricultural services, forestry, fishing, and mining	883	2.13%	96,758	0.39%	1,493	0.86%	29,208	0.66%
Construction industries	4,602	11.12%	1,990,013	8.04%	12,215	7.07%	352,106	7.90%
Manufacturing	1,179	2.85%	6,021,447	24.32%	24,325	14.09%	799,791	17.94%
Transportation, communications, and utilities	1,310	3.17%	2,431,211	9.82%	9,787	5.67%	412,168	9.24%
Wholesale trade	1,290	3.12%	1,825,162	7.37%	8,175	4.73%	262,208	5.88%
Retail trade	6,028	14.57%	5,355,777	21.63%	44,217	25.60%	619,368	13.89%
Finance, insurance and real estate industries	5,235	12.65%	2,590,832	10.46%	10,942	6.34%	343,300	7.70%
Service industries	18,732	45.26%	4,388,569	17.72%	61,522	35.62%	1,639,707	36.78%
Industries not Classified	2,203	5.32%	62,806	0.25%	21	0.01%	725	0.02%

Industries for Minority Groups in the Colorado Springs, CO 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	4041	704	17.42%	796	19.70%	2,040	50.48%	636	15.74%
Agricultural services, forestry, fishing, and mining	56	5	0.12%	4	0.10%	26	0.64%	21	0.52%
Construction industries	461	82	2.03%	33	0.82%	269	6.66%	77	1.91%
Manufacturing	56	8	0.20%	13	0.32%	26	0.64%	9	0.22%
Transportation, communications, and utilities	142	64	1.58%	7	0.17%	64	1.58%	7	0.17%
Wholesale trade	56	6	0.15%	9	0.22%	40	0.99%	1	0.02%
Retail trade	886	190	4.70%	274	6.78%	332	8.22%	90	2.23%
Finance, insurance and real estate industries	218	55	1.36%	22	0.54%	115	2.85%	26	0.64%
Service industries	1624	230	5.69%	378	9.35%	915	22.64%	101	2.50%
Industries not Classified	680	65	1.61%	57	1.41%	255	6.31%	303	7.50%

Industries for Minority Groups in the Colorado Springs, CO MSA (Sales in 1,000s)

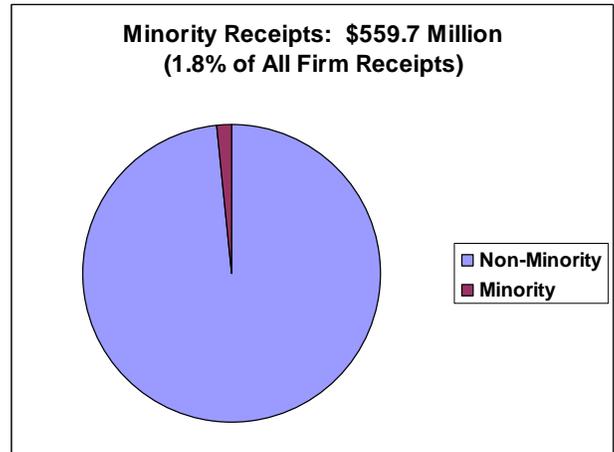
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$596,926	\$67,931	11.38%	\$134,935	22.60%	\$268,873	45.04%	\$131,631	22.05%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$7,056	1.18%	\$3,821	0.64%	\$66,913	11.21%	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	\$3,090	0.52%	No Data	No Data	\$8,725	1.46%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	\$8,256	1.38%	No Data	No Data
Retail trade	No Data	No Data	No Data	\$57,918	9.70%	\$32,570	5.46%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	\$7,671	1.29%	No Data	No Data
Service industries	\$259,077	\$49,094	8.22%	\$36,755	6.16%	\$126,255	21.15%	\$46,973	7.87%
Industries not Classified	No Data	\$1,159	0.19%	No Data	No Data	\$1,836	0.31%	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



Demographic and Business Statistics

- 1997 Total Population: 635,367 persons
- 1997 Total Minority Population: 201,219 persons
- All firms in region: 38,723 firms
- Annual sales of all firms in region: \$31.5 billion
- Total minority-owned firms: 5,474 firms
- Annual sales of minority-owned firms in region: \$559.7 million
- Total African American-owned firms: 4,254 firms
- Annual sales of African American-owned firms: \$331.8 million
- Asian & Pacific Islander-owned Firms: 651 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$114.2 million
- Hispanic-owned Firms : 390 firms
- Annual sales of Hispanic-owned firms: \$104.5 million
- American Indian & Alaska Natives-owned Firms: 270 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$25.3 million

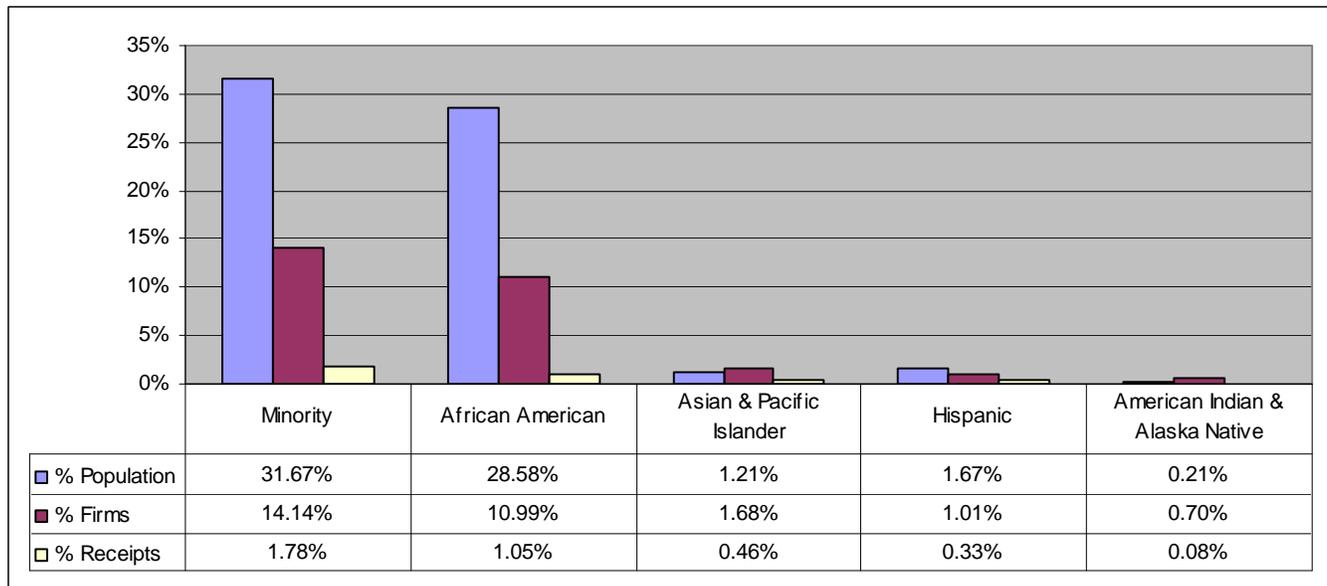


Business Participation¹

Group	MSA BPR: Columbia	National BPR
All	61	78
Non-Minority	77	91
Minority	27	42
African American	23	24
Asian & Pacific Islander	85	90
Hispanic	37	41
American Indian & Alaska Native	200	85

Parity²:

In the Columbia, SC MSA, the Asian & Pacific Islander and American Indian and Alaska Native groups 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 Columbia, SC 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	38,723		\$31,454,667		206,473		\$5,076,420	
Agricultural services, forestry, fishing, and mining	831	2.15%	\$133,801	0.43%	1,339	0.65%	\$26,863	0.53%
Construction industries	4,703	12.15%	\$2,041,318	6.49%	13,338	6.46%	\$334,237	6.58%
Manufacturing	898	2.32%	\$5,444,706	17.31%	24,873	12.05%	\$827,855	16.31%
Transportation, communications, and utilities	1,307	3.38%	\$2,886,292	9.18%	13,593	6.58%	\$451,184	8.89%
Wholesale trade	1,671	4.32%	\$5,781,250	18.38%	14,323	6.94%	\$468,306	9.23%
Retail trade	5,612	14.49%	\$5,561,686	17.68%	50,924	24.66%	\$630,257	12.42%
Finance, insurance and real estate industries	5,001	12.91%	\$5,133,356	16.32%	21,376	10.35%	\$688,831	13.57%
Service industries	16,010	41.34%	\$4,382,177	13.93%	66,677	32.29%	\$1,648,275	32.47%
Industries not Classified	2,790	7.21%	\$90,081	0.29%	30	0.01%	\$612	0.01%

Industries for Minority Groups in the Columbia, SC MSA (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	5,474	4,254	77.71%	651	11.89%	390	7.12%	270	4.93%
Agricultural services, forestry, fishing, and mining	No Data	118	2.16%	23	0.42%	No Data	No Data	No Data	No Data
Construction industries	588	431	7.87%	27	0.49%	76	1.39%	54	0.99%
Manufacturing	No Data	34	0.62%	8	0.15%	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	434	419	7.65%	1	0.02%	4	0.07%	10	0.18%
Wholesale trade	83	47	0.86%	12	0.22%	12	0.22%	12	0.22%
Retail trade	811	499	9.12%	236	4.31%	55	1.00%	21	0.38%
Finance, insurance and real estate industries	272	248	4.53%	9	0.16%	8	0.15%	7	0.13%
Service industries	2,488	2,055	37.54%	282	5.15%	98	1.79%	53	0.97%
Industries not Classified	No Data	404	7.38%	No Data	No Data	138	2.52%	113	2.06%

Industries for Minority Groups in the Columbia, SC MSA (Sales in 1,000s)

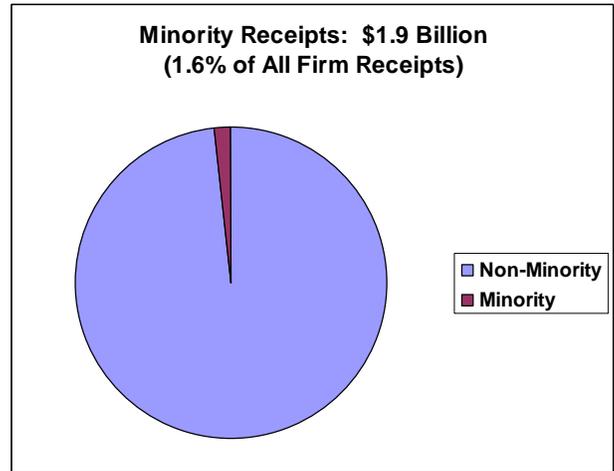
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$559,666	\$331,759	59.28%	\$144,160	25.76%	\$104,511	18.67%	\$25,312	4.52%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$94,962	16.97%	\$7,273	1.30%	No Data	No Data	\$1,053	0.19%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	\$25,997	4.65%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	\$67,317	12.03%	\$31,113	5.56%	No Data	No Data	No Data	No Data
Retail trade	No Data	\$23,132	4.13%	\$61,837	11.05%	\$47,239	8.44%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$16,536	2.95%	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	\$83,458	14.91%	\$40,241	7.19%	No Data	No Data	\$13,138	2.35%
Industries not Classified	No Data	\$4,864	0.87%	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.



Demographic and Business Statistics

- 1997 Total Population: 1,455,215 persons
- 1997 Total Minority Population: 235,953 persons
- All firms in region: 117,596
- Annual sales of all firms in region: \$120.8 billion
- Total minority-owned firms: 8,451
- Annual sales of minority-owned firms: \$1.9 billion
- Total African American-owned firms: 4,955
- Annual sales of African American-owned firms: \$802.2 million
- Asian & Pacific Islander-owned Firms: 2,058
- Annual sales of Asian & Pacific Islander-owned firms: \$666.3 million
- Hispanic-owned Firms : 839
- Annual sales of Hispanic-owned firms: \$143.2 million
- American Indian & Alaska Natives-owned Firms: 670
- Annual sales of Asian & Pacific Islander-owned firms: \$272.2 million

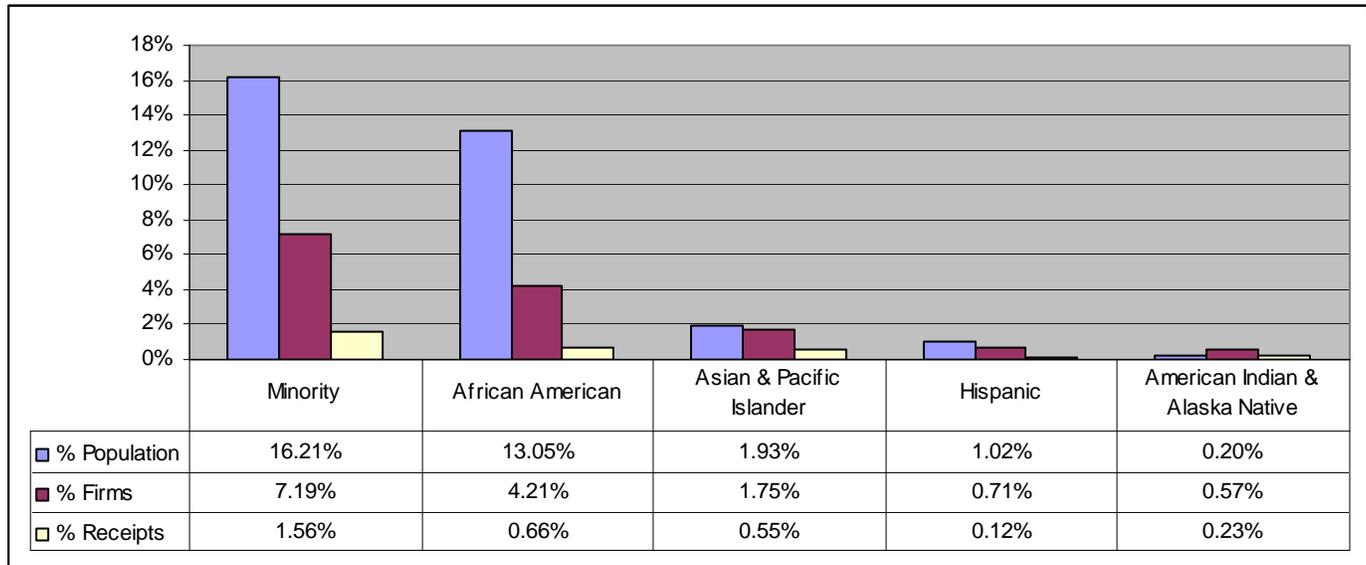


Business Participation¹

Group	MSA BPR: Columbus	National BPR
All	81	78
Non-Minority	90	91
Minority	36	42
African American	26	24
Asian & Pacific Islander	73	90
Hispanic	56	41
American Indian & Alaska Native	226	85

Parity²:

In the Columbus, OH MSA, the American Indian & Alaska Native 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 Columbus, OH 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	117,596		\$120,832,203		695,247		\$19,482,992	
Agricultural services, forestry, fishing, mining	2,697	2.29%	\$484,100	0.40%	5,575	0.80%	\$119,317	0.61%
Construction industries	13,381	11.38%	\$6,485,635	5.37%	35,143	5.05%	\$1,125,074	5.77%
Manufacturing	2,890	2.46%	\$18,804,038	15.56%	90,010	12.95%	\$3,447,659	17.70%
Transportation, communications, utilities	5,350	4.55%	\$8,128,135	6.73%	39,090	5.62%	\$1,456,375	7.48%
Wholesale trade	4,688	3.99%	\$25,763,021	21.32%	49,296	7.09%	\$1,849,462	9.49%
Retail trade	15,142	12.88%	\$18,008,346	14.90%	171,833	24.72%	\$2,878,931	14.78%
Finance, insurance and real estate industries	14,313	12.17%	\$27,827,586	23.03%	85,016	12.23%	\$3,034,882	15.58%
Service industries	51,406	43.71%	\$15,056,396	12.46%	219,179	31.53%	\$5,568,660	28.58%
Industries not Classified	8,130	6.91%	\$274,946	0.23%	105	0.02%	\$2,632	0.01%

Industries for Minority Groups in the Columbus, OH 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	8,451	4,955	58.63%	2,058	24.35%	839	9.93%	670	7.93%
Agricultural services, forestry, fishing, and mining	99	42	0.50%	29	0.34%	19	0.22%	9	0.11%
Construction industries	581	312	3.69%	52	0.62%	120	1.42%	97	1.15%
Manufacturing	135	43	0.51%	66	0.78%	16	0.19%	10	0.12%
Transportation, communications, and utilities	593	468	5.54%	36	0.43%	48	0.57%	41	0.49%
Wholesale trade	150	65	0.77%	45	0.53%	31	0.37%	9	0.11%
Retail trade	1,044	339	4.01%	499	5.90%	95	1.12%	111	1.31%
Finance, insurance and real estate industries	471	291	3.44%	98	1.16%	40	0.47%	42	0.50%
Service industries	4,279	2,919	34.54%	994	11.76%	266	3.15%	100	1.18%
Industries not Classified	1,171	476	5.63%	242	2.86%	203	2.40%	250	2.96%

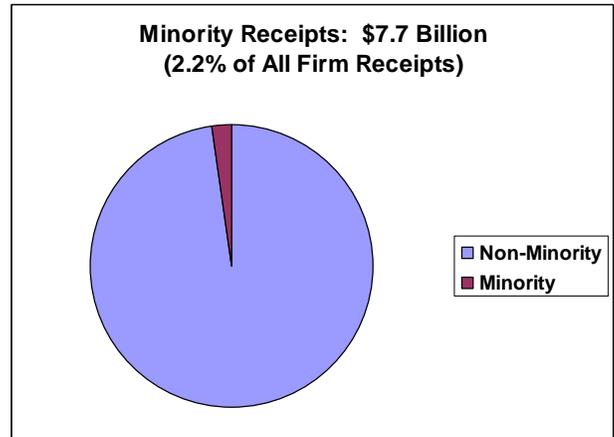
Industries for Minority Groups in the Columbus, OH MSA (Sales in 1,000s)

	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	\$1,880,928	\$802,156	42.65%	\$666,305	35.42%	\$143,175	7.61%	\$272,175	14.47%
Agricultural services, forestry, fishing, mining	No Data	\$787	0.04%	\$5,389	0.29%	No Data	No Data	No Data	No Data
Construction industries	\$152,154	\$109,062	5.80%	\$11,701	0.62%	\$21,849	1.16%	\$9,542	0.51%
Manufacturing	No Data	No Data	No Data	\$266,601	14.17%	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$22,438	1.19%	\$7,135	0.38%	No Data	No Data	\$21,079	1.12%
Wholesale trade	No Data	\$113,079	6.01%	\$40,060	2.13%	\$14,465	0.77%	No Data	No Data
Retail trade	\$380,380	\$37,344	1.99%	\$124,738	6.63%	\$9,968	0.53%	\$208,330	11.08%
Finance, insurance and real estate industries	No Data	No Data	No Data	\$15,648	0.83%	No Data	No Data	No Data	No Data
Service industries	\$379,882	\$167,973	8.93%	\$190,870	10.15%	\$18,284	0.97%	\$2,755	0.15%
Industries not Classified	No Data	\$18,739	1.00%	\$4,163	0.22%	No Data	No Data	\$6,091	0.32%

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

Demographic and Business Statistics

- 1997 Total Population: 3,287,722 persons
- 1997 Total Minority Population: 1,095,767 persons
- All firms in region: 288,728
- Annual sales of all firms in region: \$341.3 billion
- Total minority-owned firms: 54,334
- Annual sales of minority-owned firms: \$4.2 billion
- Total African American-owned firms: 14,021
- Annual sales of African American-owned firms: \$2.2 billion
- Asian & Pacific Islander-owned Firms: 13,230
- Annual sales of Asian & Pacific Islander-owned firms: \$4.2 billion
- Hispanic-owned Firms : 24,573
- Annual sales of Hispanic-owned firms: \$2.8 billion
- American Indian & Alaska Natives-owned Firms: 2,510
- Annual sales of Asian & Pacific Islander-owned firms: \$728.7 million

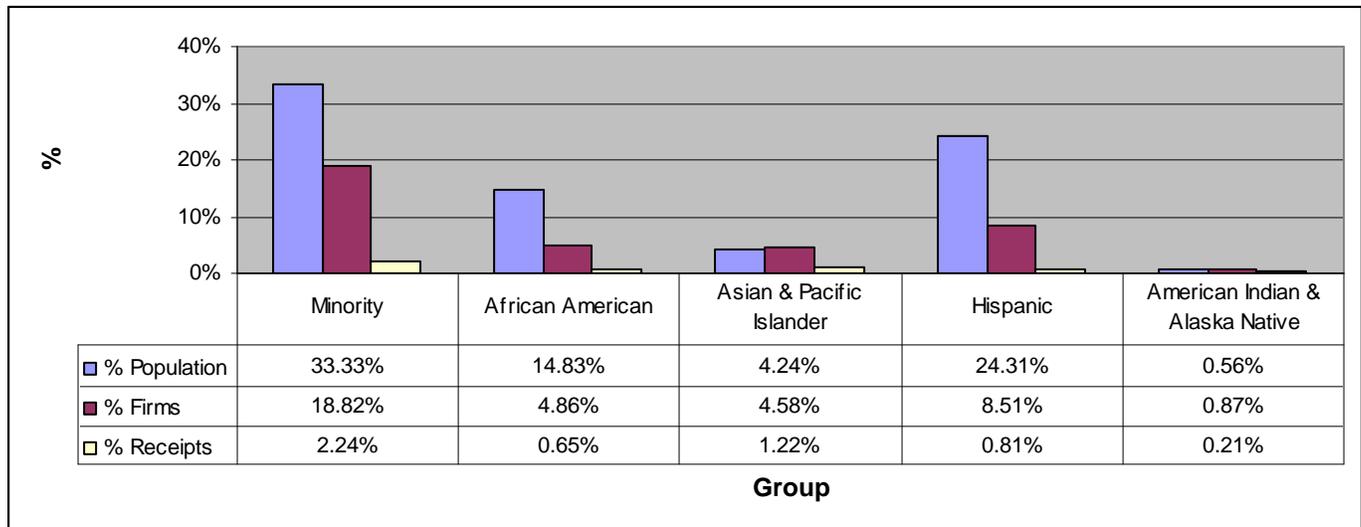


Business Participation¹

Group	MSA BPR: Dallas	National BPR
All	88	78
Non-Minority	107	91
Minority	50	42
African American	29	24
Asian & Pacific Islander	95	90
Hispanic	31	41
American Indian & Alaska Native	136	85

Parity²:

In the Dallas, TX PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Dallas, TX 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	288,728		341,313,795		1,624,946		52,825,240	
Agricultural services, forestry, fishing, mining	10,157	3.52%	4,643,333	1.36%	23,137	1.42%	921,781	1.74%
Construction industries	29,730	10.30%	15,829,855	4.64%	78,765	4.85%	2,475,312	4.69%
Manufacturing	9,282	3.21%	44,935,301	13.17%	250,527	15.42%	9,852,676	18.65%
Transportation, communications, utilities	11,270	3.90%	24,880,909	7.29%	110,694	6.81%	4,230,681	8.01%
Wholesale trade	14,414	4.99%	114,976,362	33.69%	143,871	8.85%	6,055,229	11.46%
Retail trade	33,740	11.69%	37,598,678	11.02%	299,434	18.43%	5,352,388	10.13%
Finance, insurance and real estate industries	36,524	12.65%	49,120,153	14.39%	136,237	8.38%	5,935,903	11.24%
Service industries	125,105	43.33%	48,147,257	14.11%	581,956	35.81%	17,993,229	34.06%
Industries not Classified	19,393	6.72%	1,181,947	0.35%	325	0.02%	8,041	0.02%

Industries for Minority Groups in the Dallas, TX PMSA (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	54,334	14,021	26.53%	13,230	25.03%	24,573	46.49%	2,510	4.75%
Agricultural services, forestry, fishing, and mining	1,057	353	0.67%	44	0.08%	572	1.08%	88	0.17%
Construction industries	5,566	622	1.18%	354	0.67%	4,255	8.05%	335	0.63%
Manufacturing	1,760	198	0.37%	930	1.76%	598	1.13%	34	0.06%
Transportation, communications, and utilities	3,443	2,003	3.79%	328	0.62%	1,105	2.09%	7	0.01%
Wholesale trade	1,531	295	0.56%	634	1.20%	578	1.09%	24	0.05%
Retail trade	5,909	801	1.52%	2,538	4.80%	2,507	4.74%	63	0.12%
Finance, insurance and real estate industries	2,539	582	1.10%	959	1.81%	944	1.79%	54	0.10%
Service industries	24,872	7,250	13.72%	6,300	11.92%	11,115	21.03%	207	0.39%
Industries not Classified	7,669	1,917	3.63%	1,149	2.17%	2,905	5.50%	1,698	3.21%

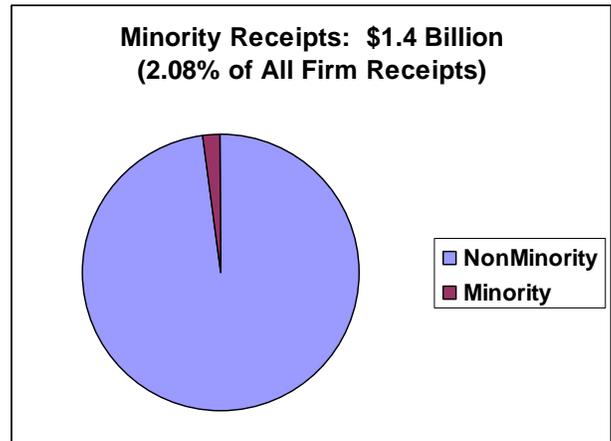
Industries for Minority Groups in the Dallas, TX PMSA (Sales)

	Minority Sales ¹	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	\$7,661,970	\$2,217,466	22.61%	\$4,180,041	42.62%	\$2,753,256	28.07%	\$728,673	7.43%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$20,340	0.21%	No Data	No Data
Construction industries	No Data	\$142,064	1.45%	No Data	No Data	\$454,609	4.64%	\$90,257	0.92%
Manufacturing	No Data	\$142,518	1.45%	\$368,994	3.76%	\$190,305	1.94%	No Data	No Data
Transportation, communications, utilities	No Data	\$823,328	8.39%	\$63,187	0.64%	\$99,147	1.01%	No Data	No Data
Wholesale trade	No Data	\$269,819	2.75%	\$1,891,544	19.29%	\$354,500	3.61%	No Data	No Data
Retail trade	No Data	\$239,588	2.44%	\$965,757	9.85%	\$620,824	6.33%	No Data	No Data
Finance, insurance and real estate industries	\$244,769	No Data	No Data	\$164,287	1.68%	\$75,145	0.77%	\$5,337	0.05%
Service industries	\$1,347,169	\$500,060	5.10%	\$625,351	6.38%	\$673,916	6.87%	\$47,902	0.49%
Industries not Classified	\$761,826	\$62,936	0.64%	\$46,371	0.47%	\$264,470	2.70%	\$450,985	4.60%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 953,941 persons
- 1997 Total Minority Population: 168,225 persons
- All firms in region: 60,957
- Annual sales of all firms in region: \$65.1 billion
- Total minority-owned firms: 4,543
- Annual sales of minority-owned firms: \$1.4 billion
- Total African American-owned firms: 2,458
- Annual sales of African American-owned firms: \$367.0 million
- Asian & Pacific Islander-owned Firms: 638
- Annual sales of Asian & Pacific Islander-owned firms: \$295.1 million
- Hispanic-owned Firms : 1,015
- Annual sales of Hispanic-owned firms: \$613.4 million
- American Indian & Alaska Natives-owned Firms: 444
- Annual sales of Asian & Pacific Islander-owned firms: \$76.7 million

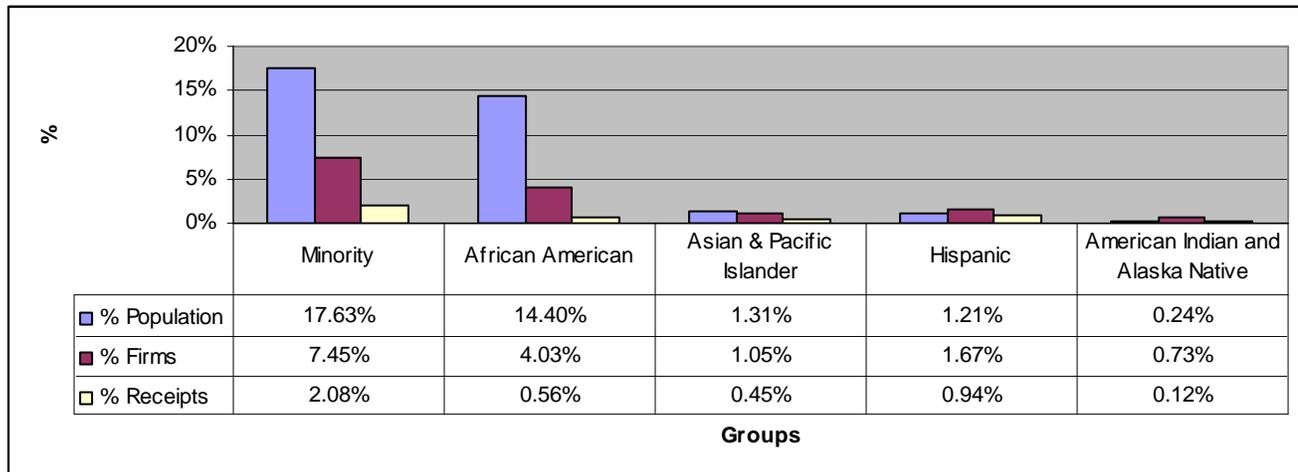


Business Participation¹

Group	MSA BPR: Dayton- Springfield	National BPR
All	64	78
Non-Minority	72	91
Minority	27	42
African American	18	24
Asian & Pacific Islander	51	90
Hispanic	88	41
American Indian & Alaska Native	194	85

Parity²:

In the Dayton-Springfield, OH MSA, Hispanics and American Indian & Alaska Natives 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 Dayton-Springfield, OH 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	60,957		\$65,143,568		407,737		\$11,091,507	
Agricultural services, forestry, fishing, and mining	1,221	2.00%	\$270,148	0.41%	3,788	0.93%	\$93,885	0.85%
Construction industries	6,823	11.19%	\$2,617,758	4.02%	17,106	4.20%	\$527,193	4.75%
Manufacturing	2,475	4.06%	\$24,100,696	37.00%	102,235	25.07%	\$4,190,296	37.78%
Transportation, communications, and utilities	2,601	4.27%	\$2,611,715	4.01%	16,196	3.97%	\$555,605	5.01%
Wholesale trade	2,456	4.03%	\$13,855,829	21.27%	21,271	5.22%	\$799,362	7.21%
Retail trade	9,441	15.49%	\$9,583,751	14.71%	92,747	22.75%	\$1,198,991	10.81%
Finance, insurance and real estate industries	6,798	11.15%	\$3,732,128	5.73%	18,682	4.58%	\$555,901	5.01%
Service industries	25,774	42.28%	\$8,258,783	12.68%	135,630	33.26%	\$3,168,854	28.57%
Industries not Classified	3,557	5.84%	\$112,760	0.17%	82	0.02%	\$1,420	0.01%

Industries for Minority Groups in the Dayton-Springfield, OH 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	4,555	2,458	54.11%	1,015	22.34%	638	14.04%	444	9.77%
Agricultural services, forestry, fishing, and mining	No Data	26	0.57%	6	0.13%	No Data	No Data	54	1.19%
Construction industries	357	164	3.61%	21	0.46%	73	1.61%	99	2.18%
Manufacturing	58	31	0.68%	10	0.22%	15	0.33%	2	0.04%
Transportation, communications, and utilities	139	74	1.63%	34	0.75%	6	0.13%	25	0.55%
Wholesale trade	350	33	0.73%	302	6.65%	11	0.24%	4	0.09%
Retail trade	484	323	7.11%	26	0.57%	117	2.58%	18	0.40%
Finance, insurance and real estate industries	777	158	3.48%	581	12.79%	15	0.33%	23	0.51%
Service industries	No Data	1,442	31.74%	No Data	No Data	94	2.07%	116	2.55%
Industries not Classified	617	209	4.60%	No Data	No Data	305	6.71%	103	2.27%

Industries for Minority Groups in the Dayton-Springfield, OH MSA (Sales in 1,000s)

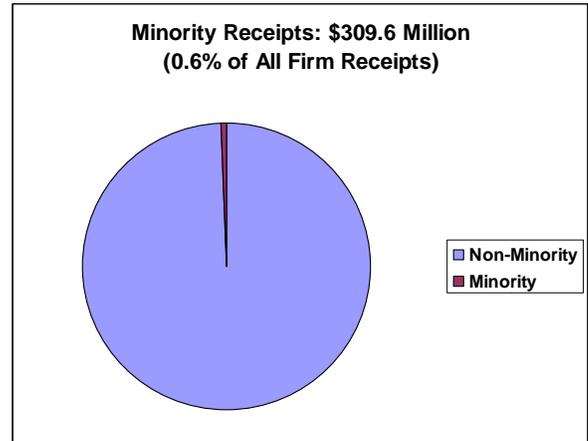
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$1,352,269	\$367,006	27.15%	\$613,386	45.37%	\$295,136	21.83%	\$76,741	5.68%
Agricultural services, forestry, fishing, and mining	No Data	\$529	0.04%	\$145	0.01%	No Data	No Data	No Data	No Data
Construction industries	No Data	\$30,701	2.27%	No Data	No Data	\$7,308	0.54%	\$35,537	2.63%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	\$25,580	1.89%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$123,332	9.12%	No Data	No Data	No Data	No Data
Retail trade	No Data	\$179,128	13.25%	No Data	No Data	\$23,275	1.72%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	\$291,924	21.59%	No Data	No Data	\$1,067	0.08%
Service industries	No Data	\$106,383	7.87%	No Data	No Data	\$39,890	2.95%	\$8,248	0.61%
Industries not Classified	No Data	No Data	No Data	\$613,386	45.37%	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.



Demographic and Business Statistics

- 1997 Total Population: 2,474,658 persons
- 1997 Total Minority Population: 779,243 persons
- All firms in region: 36,236
- Annual sales of all firms in region: \$55.9 billion
- Total minority-owned firms: 1,440 firms
- Annual sales of minority-owned firms: \$309.6 million
- Total African American-owned firms: 460 firms
- Annual sales of African American-owned firms: \$146.9 million
- Asian & Pacific Islander-owned Firms: 542 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$110.1 million
- Hispanic-owned Firms : 298
- Annual sales of Hispanic-owned firms: \$31.5 million
- American Indian & Alaska Natives-owned Firms: 298
- Annual sales of Asian & Pacific Islander-owned firms: \$23.2 million

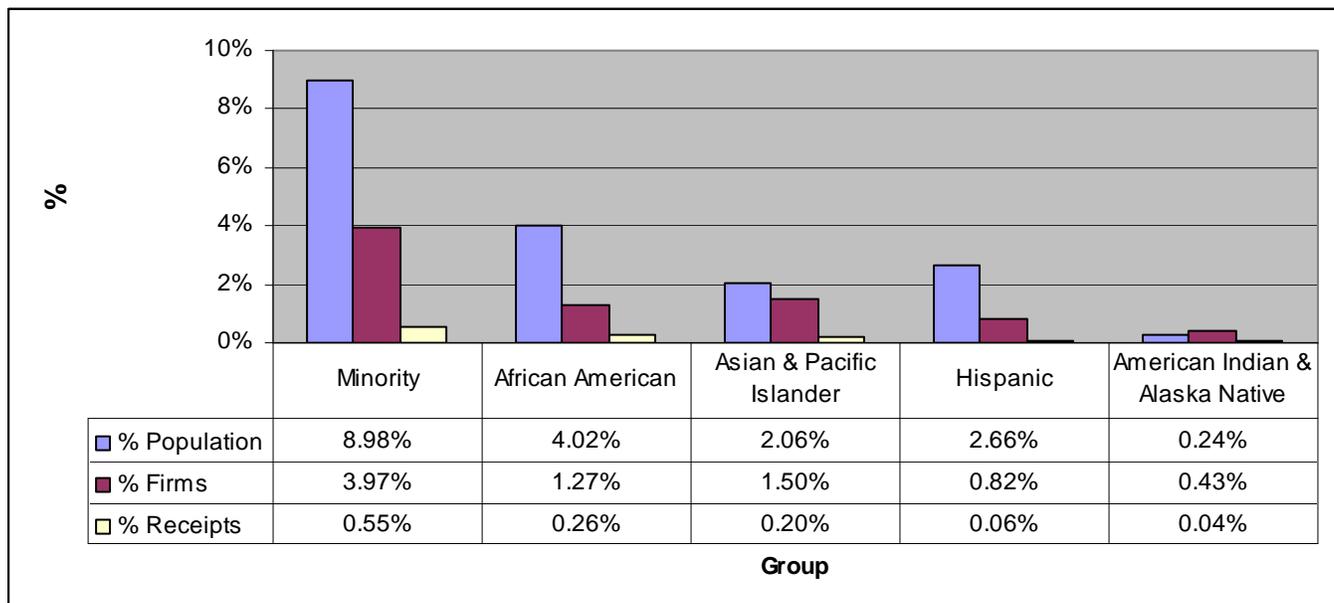


Business Participation¹

Group	MSA BPR: Des Moines	National BPR
All	84	78
Non-Minority	89	91
Minority	37	42
African American	26	24
Asian & Pacific Islander	61	90
Hispanic	26	41
American Indian & Alaska Native	150	85

Parity²:

In the Des Moines, IA MSA, American Indian & Alaska Natives 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 Des Moines, IA 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	36,236		\$55,931,664		239,540		\$6,604,860	
Agricultural services, forestry, fishing, mining	650	1.79%	\$166,310	0.30%	2,776	1.16%	\$59,920	0.91%
Construction industries	4,014	11.08%	\$1,974,680	3.53%	12,056	5.03%	\$415,413	6.29%
Manufacturing	875	2.41%	\$6,387,279	11.42%	25,789	10.77%	\$912,465	13.82%
Transportation, communications, utilities	1,408	3.89%	\$2,586,702	4.62%	16,454	6.87%	\$504,800	7.64%
Wholesale trade	1,733	4.78%	\$10,351,002	18.51%	18,760	7.83%	\$708,449	10.73%
Retail trade	5,451	15.04%	\$5,100,017	9.12%	47,213	19.71%	\$667,629	10.11%
Finance, insurance and real estate industries	4,674	12.90%	\$23,908,444	42.75%	39,843	16.63%	\$1,561,354	23.64%
Service industries	15,755	43.48%	\$5,338,757	9.55%	76,628	31.99%	\$1,773,822	26.86%
Industries not Classified	1,838	5.07%	\$118,473	0.21%	21	0.01%	\$1,008	0.02%

Industries for Minority Groups in the Des Moines, IA MSA (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	1,457	460	31.94%	542	37.64%	298	20.69%	157	10.90%
Agricultural services, forestry, fishing, and mining	No Data	11	0.76%	6	0.42%	No Data	No Data	11	0.76%
Construction industries	105	45	3.13%	9	0.63%	44	3.06%	7	0.49%
Manufacturing	No Data	32	2.22%	11	0.76%	2	0.14%	No Data	No Data
Transportation, communications, and utilities	No Data	6	0.42%	1	0.07%	No Data	No Data	7	0.49%
Wholesale trade	No Data	9	0.63%	6	0.42%	8	0.56%	No Data	No Data
Retail trade	No Data	42	2.92%	135	9.38%	40	2.78%	No Data	No Data
Finance, insurance and real estate industries	No Data	7	0.49%	48	3.33%	22	1.53%	No Data	No Data
Service industries	612	267	18.54%	197	13.68%	118	8.19%	30	2.08%
Industries not Classified	329	42	2.92%	128	8.89%	65	4.51%	94	6.53%

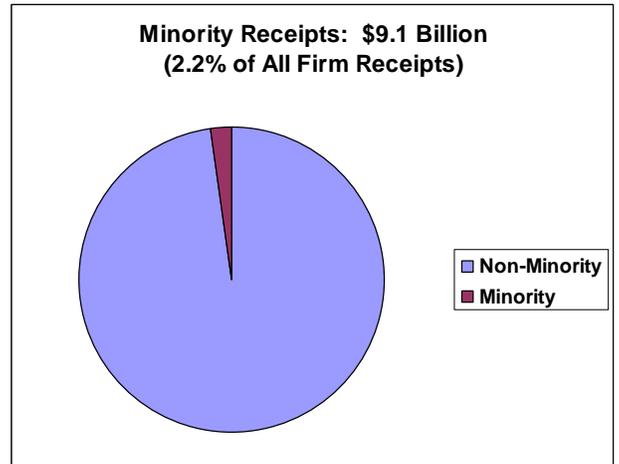
Industries for Minority Groups in the Des Moines, IA MSA (Sales in 1,000s)

	Minority Sales ¹	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	\$311,597	\$146,865	47.43%	\$110,081	35.55%	\$31,496	10.17%	\$23,155	7.48%
Agricultural services, forestry, fishing, mining	No Data	\$44	0.01%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$29,652	9.58%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$86,763	28.02%	\$24,620	7.95%	\$7,469	2.41%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	\$39,991	\$10,476	3.38%	\$20,453	6.61%	\$8,419	2.72%	\$643	0.21%
Industries not Classified	No Data	\$404	0.13%	No Data	No Data	No Data	No Data	No Data	No Data

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 4,238,689 persons
- 1997 Total Minority Population: 1,189,527 persons
- All firms in region: 289,080
- Annual sales of all firms in region: \$409.1 billion
- Total minority-owned firms: 31,023
- Annual sales of minority-owned firms: \$9.1 billion
- Total African American-owned firms: 17,692
- Annual sales of African American-owned firms: \$3.5 billion
- Asian & Pacific Islander-owned Firms: 7,473
- Annual sales of Asian & Pacific Islander-owned firms: \$3.9 billion
- Hispanic-owned Firms : 4,377
- Annual sales of Hispanic-owned firms: \$1.4 billion
- American Indian & Alaska Natives-owned Firms: 1,862
- Annual sales of Asian & Pacific Islander-owned firms: \$331.3 million

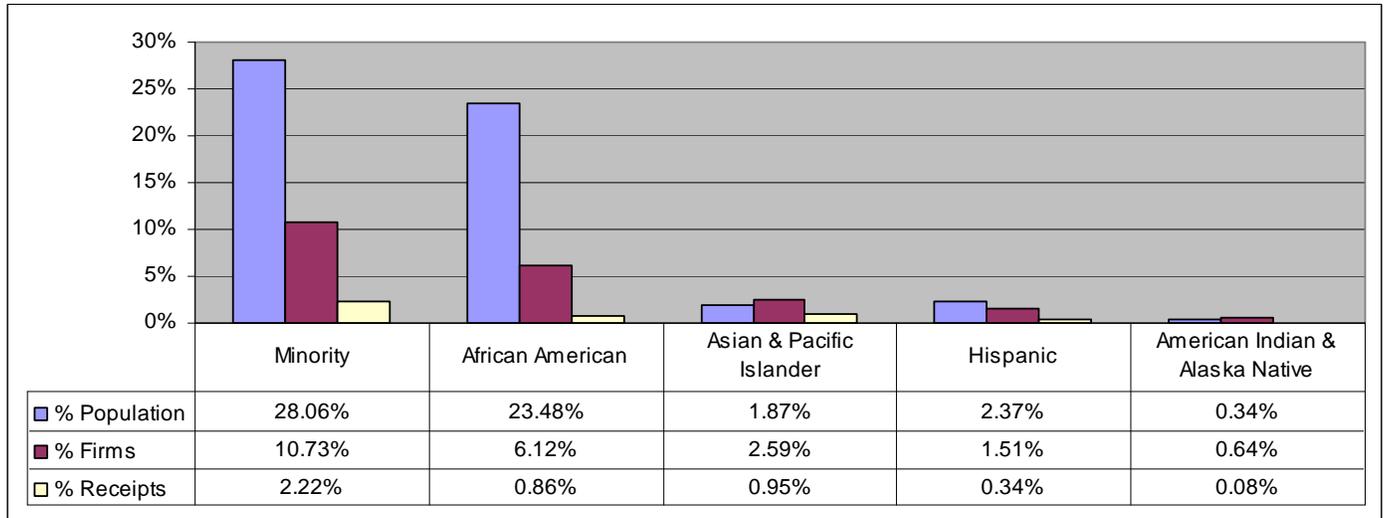


Business Participation¹

Group	MSA BPR: Detroit	National BPR
All	68	78
Non-Minority	85	91
Minority	26	42
African American	18	24
Asian & Pacific Islander	94	90
Hispanic	44	41
American Indian & Alaska Native	129	85

Parity²:

In the Detroit, MI PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Detroit, MI 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	289,080		409,094,596		1,890,844		64,481,215	
Agricultural services, forestry, fishing, mining	5,397	1.87%	883,725	0.22%	9,235	0.49%	256,458	0.40%
Construction industries	31,951	11.05%	16,901,481	4.13%	82,398	4.36%	3,139,535	4.87%
Manufacturing	11,188	3.87%	115,432,014	28.22%	459,050	24.28%	22,909,076	35.53%
Transportation, communications, utilities	10,371	3.59%	20,619,340	5.04%	88,139	4.66%	3,468,218	5.38%
Wholesale trade	13,011	4.50%	118,192,044	28.89%	119,301	6.31%	5,299,401	8.22%
Retail trade	38,922	13.46%	47,566,011	11.63%	372,929	19.72%	5,794,872	8.99%
Finance, insurance and real estate industries	35,312	12.22%	41,341,255	10.11%	124,457	6.58%	4,709,420	7.30%
Service industries	122,054	42.22%	47,267,739	11.55%	634,228	33.54%	18,879,635	29.28%
Industries not Classified	21,648	7.49%	890,987	0.22%	1,107	0.06%	24,600	0.04%

Industries for Minority Groups in the Detroit, MI 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	31,023	17,692	57.03%	7,473	24.09%	4,377	14.11%	1,862	6.00%
Agricultural services, forestry, fishing, and mining	257	111	0.36%	40	0.13%	56	0.18%	50	0.16%
Construction industries	1,794	982	3.17%	95	0.31%	460	1.48%	257	0.83%
Manufacturing	443	220	0.71%	104	0.34%	69	0.22%	50	0.16%
Transportation, communications, and utilities	1,407	993	3.20%	264	0.85%	80	0.26%	70	0.23%
Wholesale trade	630	285	0.92%	204	0.66%	76	0.24%	65	0.21%
Retail trade	4,535	2,064	6.65%	1,579	5.09%	796	2.57%	96	0.31%
Finance, insurance and real estate industries	2,117	1,274	4.11%	521	1.68%	205	0.66%	117	0.38%
Service industries	15,924	10,306	33.22%	3,973	12.81%	1,343	4.33%	302	0.97%
Industries not Classified	4,302	1,460	4.71%	693	2.23%	1,294	4.17%	855	2.76%

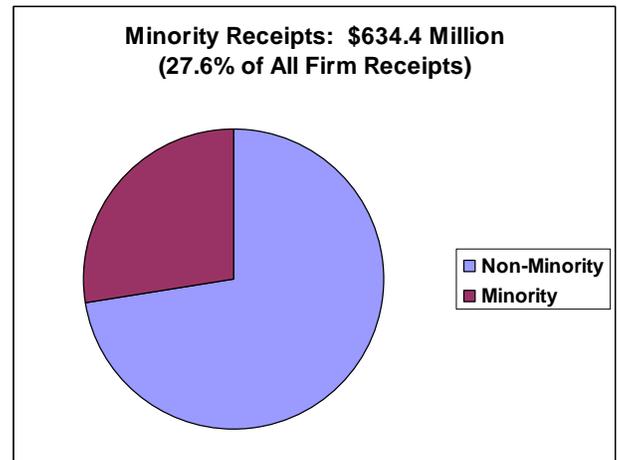
Industries for Minority Groups in the Detroit, MI PMSA (Sales)

	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	\$9,086,078	\$3,507,051	38.60%	\$3,901,437	42.94%	\$1,377,932	15.17%	\$331,317	3.65%
Agricultural services, forestry, fishing, mining	No Data	\$1,860	0.02%	\$4,186	0.05%	No Data	No Data	No Data	No Data
Construction industries	\$474,727	\$238,153	2.62%	\$39,932	0.44%	\$152,666	1.68%	\$43,976	0.48%
Manufacturing	\$917,876	\$329,298	3.62%	\$328,927	3.62%	\$212,398	2.34%	\$47,253	0.52%
Transportation, communications, utilities	\$382,187	\$258,214	2.84%	\$71,583	0.79%	\$39,637	0.44%	\$12,753	0.14%
Wholesale trade	No Data	\$896,183	9.86%	\$1,284,204	14.13%	\$79,873	0.88%	No Data	No Data
Retail trade	\$2,345,561	\$848,568	9.34%	\$831,750	9.15%	\$637,697	7.02%	\$27,546	0.30%
Finance, insurance and real estate industries	No Data	\$99,093	1.09%	\$68,531	0.75%	No Data	No Data	No Data	No Data
Service industries	\$2,266,940	\$803,530	8.84%	\$1,208,097	13.30%	\$206,469	2.27%	\$48,844	0.54%
Industries not Classified	\$175,797	\$32,151	0.35%	\$64,227	0.71%	\$36,705	0.40%	\$42,714	0.47%

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

Demographic and Business Statistics

- 1997 Total Population: 873,115 persons
- 1997 Total Minority Population: 634,438 persons
- All firms in region: 63,386
- Annual sales of all firms in region: \$43.5 billion
- Total minority-owned firms: 41,271
- Annual sales of minority-owned firms: \$12.0 billion
- Total African American-owned firms: 549
- Annual sales of African American-owned firms: \$30.4 million
- Asian & Pacific Islander-owned Firms: 39,252
- Annual sales of Asian & Pacific Islander-owned firms: \$11.9 billion
- Hispanic-owned Firms : 2,268
- Annual sales of Hispanic-owned firms: \$167.7 million
- American Indian & Alaska Natives-owned Firms: 184
- Annual sales of Asian & Pacific Islander-owned firms: \$19.1 million

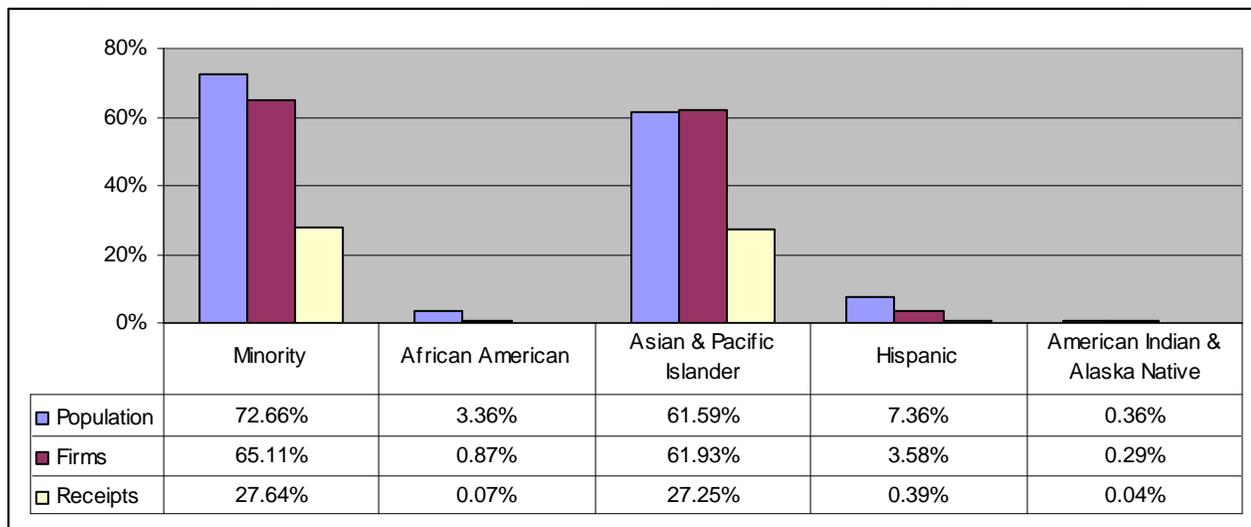


Business Participation¹

Group	MSA BPR: Honolulu	National BPR
All	73	78
Non-Minority	93	91
Minority	65	42
African American	19	24
Asian & Pacific Islander	73	90
Hispanic	35	41
American Indian & Alaska Native	59	85

Parity²:

In the Honolulu, HI 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 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 Honolulu, HI 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	63,386		\$43,541,740		306,947		\$8,073,243	
Agricultural services, forestry, fishing, mining	1,482	2.34%	\$171,310	0.39%	1,738	0.57%	\$42,773	0.53%
Construction industries	4,072	6.42%	\$3,420,085	7.85%	16,902	5.51%	\$705,284	8.74%
Manufacturing	1,789	2.82%	\$2,935,254	6.74%	12,840	4.18%	\$391,340	4.85%
Transportation, communications, utilities	3,002	4.74%	\$3,590,880	8.25%	27,830	9.07%	\$879,236	10.89%
Wholesale trade	3,529	5.57%	\$6,664,472	15.31%	17,781	5.79%	\$552,221	6.84%
Retail trade	9,975	15.74%	\$9,660,594	22.19%	83,869	27.32%	\$1,344,245	16.65%
Finance, insurance and real estate industries	8,752	13.81%	\$7,836,336	18.00%	29,444	9.59%	\$988,051	12.24%
Service industries	27,675	43.66%	\$9,111,266	20.93%	116,500	37.95%	\$3,169,371	39.26%
Industries not Classified	3,355	5.29%	\$151,543	0.35%	43	0.01%	\$722	0.01%

Industries for Minority Groups in the Honolulu, HI 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	41,271	549	0.87%	39,252	61.93%	2,268	3.58%	184	0.29%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	1,066	1.68%	No Data	No Data	No Data	No Data
Construction industries	2,828	18	0.03%	2,599	4.10%	191	0.30%	20	0.03%
Manufacturing	1,075	1	0.00%	1,041	1.64%	27	0.04%	6	0.01%
Transportation, communications, and utilities	No Data	7	0.01%	2,200	3.47%	49	0.08%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	1,940	3.06%	84	0.13%	6	0.01%
Retail trade	7,434	57	0.09%	7,291	11.50%	77	0.12%	9	0.01%
Finance, insurance and real estate industries	4,598	16	0.03%	4,538	7.16%	39	0.06%	5	0.01%
Service industries	16,878	242	0.38%	16,182	25.53%	391	0.62%	63	0.10%
Industries not Classified	4,157	186	0.29%	2,501	3.95%	1,395	2.20%	75	0.12%

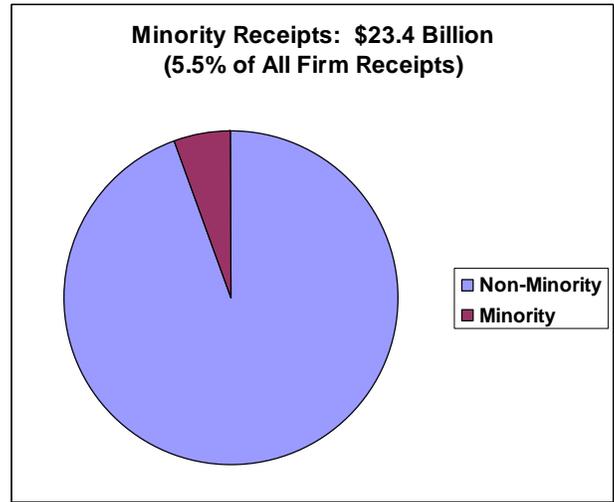
Industries for Minority Groups in the Honolulu, HI MSA (Sales in 1,000s)

	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	\$12,032,842	\$30,359	0.07%	\$11,864,805	27.25%	\$167,744	0.39%	\$19,059	0.04%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$123,800	0.28%	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	\$1,829,223	4.20%	\$33,467	0.08%	No Data	No Data
Manufacturing	No Data	No Data	No Data	\$372,842	0.86%	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	\$614,539	1.41%	\$8,905	0.02%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$1,650,754	3.79%	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	\$3,529,985	8.11%	\$17,810	0.04%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	\$1,127,746	2.59%	\$5,044	0.01%	No Data	No Data
Service industries	No Data	\$13,316	0.03%	\$2,527,152	5.80%	\$22,303	0.05%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	\$88,764	0.20%	\$40,995	0.09%	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

Demographic and Business Statistics

- 1997 Total Population: 4,458,762 persons
- 1997 Total Minority Population: 3,355,277 persons
- All firms in region: 326,513
- Annual sales of all firms in region: \$424.1 billion
- Total minority-owned firms: 92,423
- Annual sales of minority-owned firms: \$23.4 billion
- Total African American-owned firms: 24,286
- Annual sales of African American-owned firms: \$1.8 billion
- Asian & Pacific Islander-owned Firms: 25,576
- Annual sales of Asian & Pacific Islander-owned firms: \$8.8 billion
- Hispanic-owned Firms : 41,769
- Annual sales of Hispanic-owned firms: \$12.4 million
- American Indian & Alaska Natives-owned Firms: 3,128
- Annual sales of Asian & Pacific Islander-owned firms: \$477.0 million

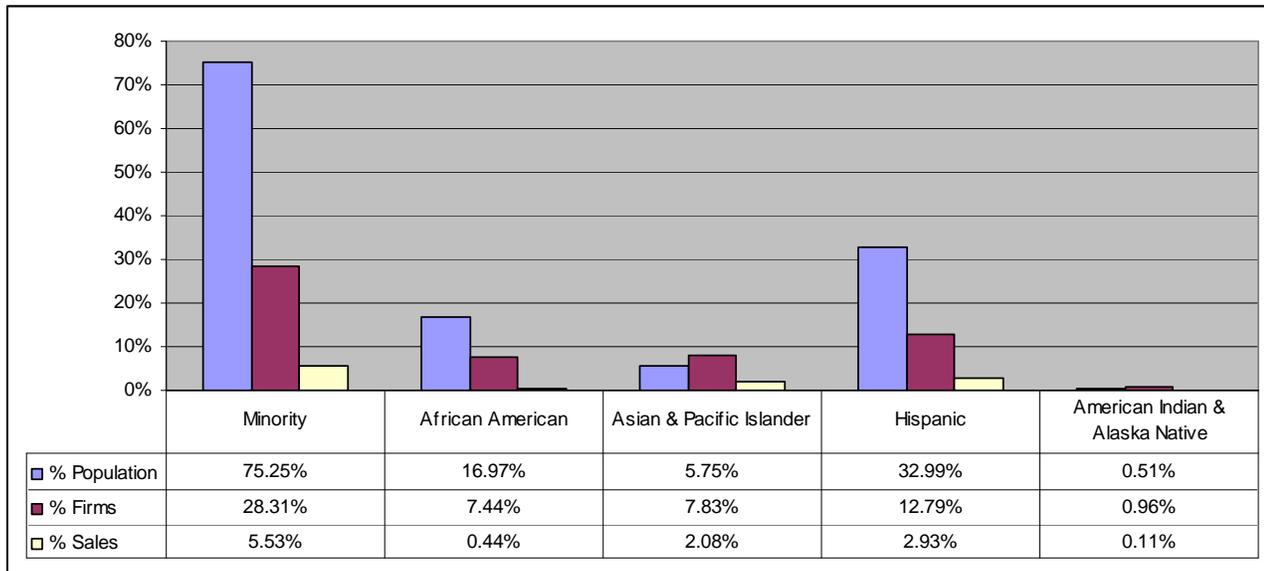


Business Participation¹

Group	MSA BPR: Houston	National BPR
All	73	78
Non-Minority	88	91
Minority	28	42
African American	32	24
Asian & Pacific Islander	100	90
Hispanic	28	41
American Indian & Alaska Native	136	85

Parity²:

In the Houston, TX 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 Houston, TX 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	326,513		\$424,116,351		1,658,897		\$53,720,669	
Agricultural services, forestry, fishing, mining	12,180	3.73%	\$11,386,829	2.68%	66,176	3.99%	\$3,441,467	6.41%
Construction industries	33,268	10.19%	\$19,634,546	4.63%	124,971	7.53%	\$4,344,409	8.09%
Manufacturing	9,480	2.90%	\$82,481,460	19.45%	214,323	12.92%	\$9,212,000	17.15%
Transportation, communications, utilities	17,392	5.33%	\$66,353,638	15.65%	113,404	6.84%	\$4,503,798	8.38%
Wholesale trade	15,197	4.65%	\$119,678,133	28.22%	130,229	7.85%	\$5,287,185	9.84%
Retail trade	37,744	11.56%	\$39,939,542	9.42%	324,031	19.53%	\$4,775,449	8.89%
Finance, insurance and real estate industries	33,988	10.41%	\$34,424,110	8.12%	107,202	6.46%	\$4,507,924	8.39%
Service industries	143,678	44.00%	\$49,203,071	11.60%	578,198	34.85%	\$17,639,309	32.84%
Industries not Classified	24,585	7.53%	\$1,015,022	0.24%	363	0.02%	\$9,128	0.02%

Industries for Minority Groups in the Houston, TX 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	92,423	24,286	26.28%	25,576	27.67%	41,769	45.19%	3,128	3.38%
Agricultural services, forestry, fishing, and mining	2,003	299	0.32%	131	0.14%	1,486	1.61%	87	0.09%
Construction industries	No Data	1,488	1.61%	720	0.78%	8,601	9.31%	No Data	No Data
Manufacturing	1,748	249	0.27%	498	0.54%	930	1.01%	71	0.08%
Transportation, communications, and utilities	7,128	3,009	3.26%	401	0.43%	3,669	3.97%	49	0.05%
Wholesale trade	2,557	361	0.39%	1,152	1.25%	1,022	1.11%	22	0.02%
Retail trade	11,749	1,965	2.13%	5,473	5.92%	4,234	4.58%	77	0.08%
Finance, insurance and real estate industries	4,738	866	0.94%	2,338	2.53%	1,496	1.62%	38	0.04%
Service industries	40,915	12,861	13.92%	12,705	13.75%	15,118	16.36%	231	0.25%
Industries not Classified	12,889	3,190	3.45%	2,162	2.34%	5,249	5.68%	2,288	2.48%

Industries for Minority Groups in the Houston, TX PMSA (Sales in 1,000s)

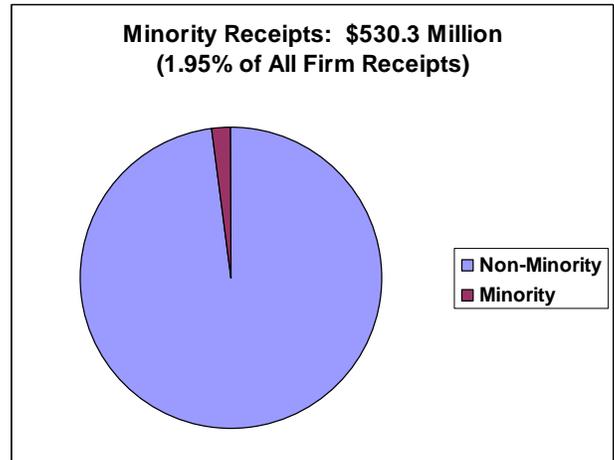
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$23,551,739	\$1,845,644	7.87%	\$8,813,730	37.60%	\$12,415,381	52.97%	\$476,984	2.03%
Agricultural services, forestry, fishing,	\$292,760	\$5,418	0.02%	\$168,115	0.72%	\$67,481	0.29%	\$51,746	0.22%
Construction industries	No Data	\$161,598	0.69%	\$148,853	0.64%	\$762,522	3.25%	No Data	No Data
Manufacturing	\$1,371,094	\$32,494	0.14%	\$532,439	2.27%	\$777,846	3.32%	\$28,315	0.12%
Transportation, communications, utilities	\$799,916	\$110,873	0.47%	\$160,226	0.68%	\$513,856	2.19%	\$14,961	0.06%
Wholesale trade	No Data	\$88,707	0.38%	\$2,130,854	9.09%	\$6,210,558	26.49%	No Data	No Data
Retail trade	No Data	\$271,127	1.16%	\$2,832,426	12.08%	\$2,285,776	9.75%	No Data	No Data
Finance, insurance and real estate industries	\$774,489	\$57,691	0.25%	\$633,262	2.70%	\$82,174	0.35%	\$1,362	0.01%
Service industries	\$3,943,492	\$891,029	3.80%	\$1,658,464	7.08%	\$1,362,419	5.81%	\$31,580	0.13%
Industries not Classified	\$1,256,170	\$226,708	0.97%	\$549,090	2.34%	\$352,748	1.50%	\$127,624	0.54%

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

The State of Minority Business in the Jackson, MS MSA

Demographic and Business Statistics

- 1997 Total Population: 425,335 persons
- 1997 Total Minority Population: 188,637 persons
- All firms in region: 31,772 firms
- Annual sales of all firms in region: \$27.2 billion
- Total minority-owned firms: 5,527 firms
- Annual sales of minority-owned firms in region: \$530.3 million
- Total African American-owned firms: 4,940 firms
- Annual sales of African American-owned firms: \$283.5 million
- Asian & Pacific Islander-owned Firms: 387 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$216.7 million
- Hispanic-owned Firms : 176 firms
- Annual sales of Hispanic-owned firms: \$23.3 million
- American Indian & Alaska Natives-owned Firms: No Data
- Annual sales of Asian & Pacific Islander-owned firms: No Data

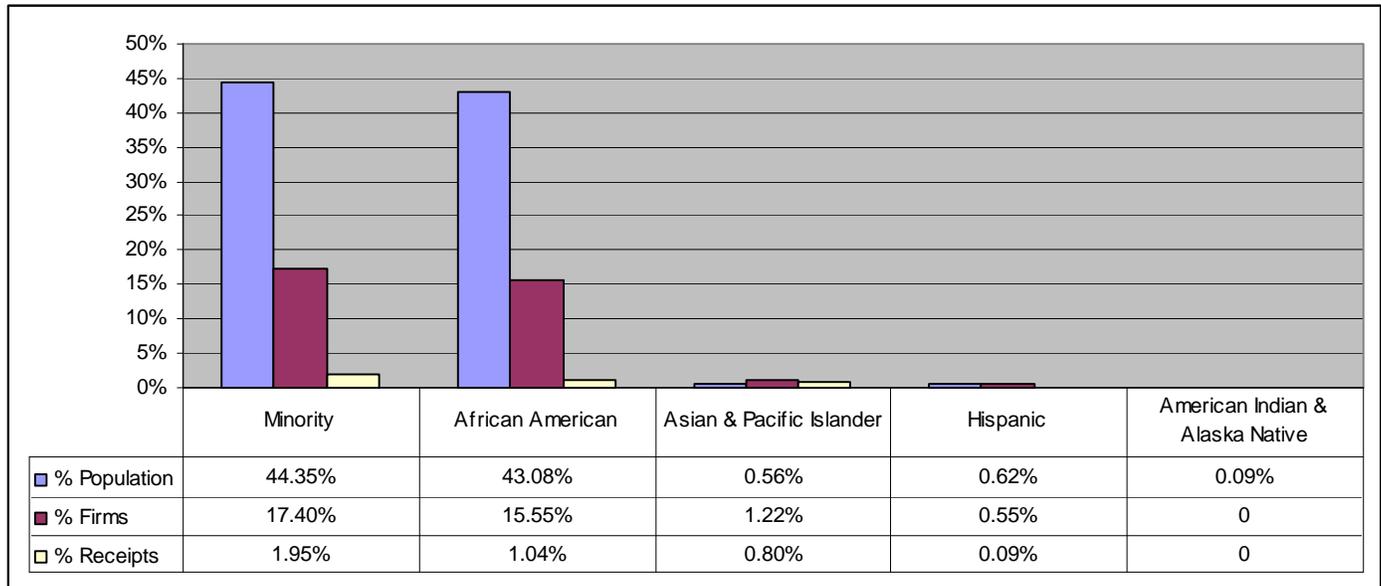


Business Participation¹

Group	MSA BPR: Jackson	National BPR
All	75	78
Non-Minority	111	91
Minority	29	42
African American	27	24
Asian & Pacific Islander	162	90
Hispanic	67	41
American Indian & Alaska Native	No Data	85

Parity²:

In the Jackson, MS 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 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 Jackson, MS 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	31,772		\$27,166,167		179,553		\$4,323,391	
Agricultural services, forestry, fishing, and mining	1,270	4.00%	No Data	No Data	1,000 to 2,499	No Data	No Data	No Data
Construction industries	3,488	10.98%	\$1,612,178	5.93%	10,000 to 24,999	No Data	No Data	No Data
Manufacturing	803	2.53%	\$4,057,223	14.93%	20,649	11.50%	\$558,748	12.92%
Transportation, communications, and utilities	1,259	3.96%	\$2,869,099	10.56%	14,689	8.18%	\$521,573	12.06%
Wholesale trade	1,451	4.57%	\$5,635,533	20.74%	14,117	7.86%	\$440,405	10.19%
Retail trade	4,337	13.65%	\$4,454,281	16.40%	41,216	22.95%	\$573,568	13.27%
Finance, insurance and real estate industries	4,150	13.06%	\$4,488,357	16.52%	15,122	8.42%	\$494,208	11.43%
Service industries	12,758	40.15%	\$3,699,981	13.62%	60,851	33.89%	\$1,396,864	32.31%
Industries not Classified	2,348	7.39%	No Data	No Data	36	0.02%	\$903	0.02%

Industries for Minority Groups in the Jackson, MS 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	5,527	4,940	89.38%	387	7.00%	176	3.18%	No Data	No Data
Agricultural services, forestry, fishing, and mining	No Data	64	1.16%	No Data	No Data	15	0.27%	No Data	No Data
Construction industries	No Data	521	9.43%	No Data	No Data	29	0.52%	No Data	No Data
Manufacturing	No Data	178	3.22%	2	0.04%	5	0.09%	No Data	No Data
Transportation, communications, and utilities	No Data	302	5.46%	No Data	No Data	22	0.40%	No Data	No Data
Wholesale trade	No Data	46	0.83%	2	0.04%	5	0.09%	No Data	No Data
Retail trade	No Data	614	11.11%	127	2.30%	13	0.24%	No Data	No Data
Finance, insurance and real estate industries	No Data	295	5.34%	29	0.52%	No Data	No Data	No Data	No Data
Service industries	No Data	2,338	42.30%	184	3.33%	72	1.30%	No Data	No Data
Industries not Classified	No Data	582	10.53%	44	0.80%	14	0.25%	No Data	No Data

Industries for Minority Groups in the Jackson, MS MSA (Sales in 1,000s)

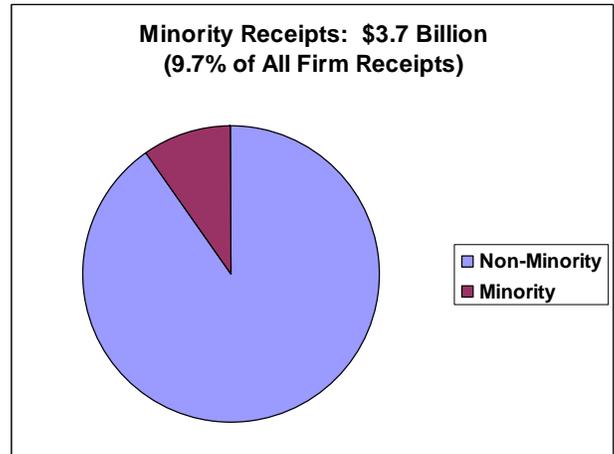
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$530,291	\$283,453	53.45%	\$216,704	40.87%	\$23,279	4.39%	No Data	No Data
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$57,789	10.90%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, and utilities	No Data	\$29,745	5.61%	No Data	No Data	\$2,842	0.54%	No Data	No Data
Wholesale trade	No Data	\$1,524	0.29%	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$55,045	10.38%	\$74,942	14.13%	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	\$17,518	3.30%	\$5,714	1.08%	No Data	No Data	No Data	No Data
Service industries	No Data	\$98,138	18.51%	\$30,737	5.80%	No Data	No Data	No Data	No Data
Industries not Classified	No Data	No Data	No Data	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.



Demographic and Business Statistics

- 1997 Total Population: 616,808 persons
- 1997 Total Minority Population: 386,624 persons
- All firms in region: 38,831
- Annual sales of all firms in region: \$37.8 billion
- Total minority-owned firms: 14,852 firms
- Annual sales of minority-owned firms: \$3.7 billion
- Total African American-owned firms: 2,341 firms
- Annual sales of African American-owned firms: \$304.8 million
- Asian & Pacific Islander-owned Firms: 4,642 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.7 billion
- Hispanic-owned Firms : 8,955
- Annual sales of Hispanic-owned firms: \$1.7 billion
- American Indian & Alaska Natives-owned Firms: 136
- Annual sales of Asian & Pacific Islander-owned firms: \$11.4 million

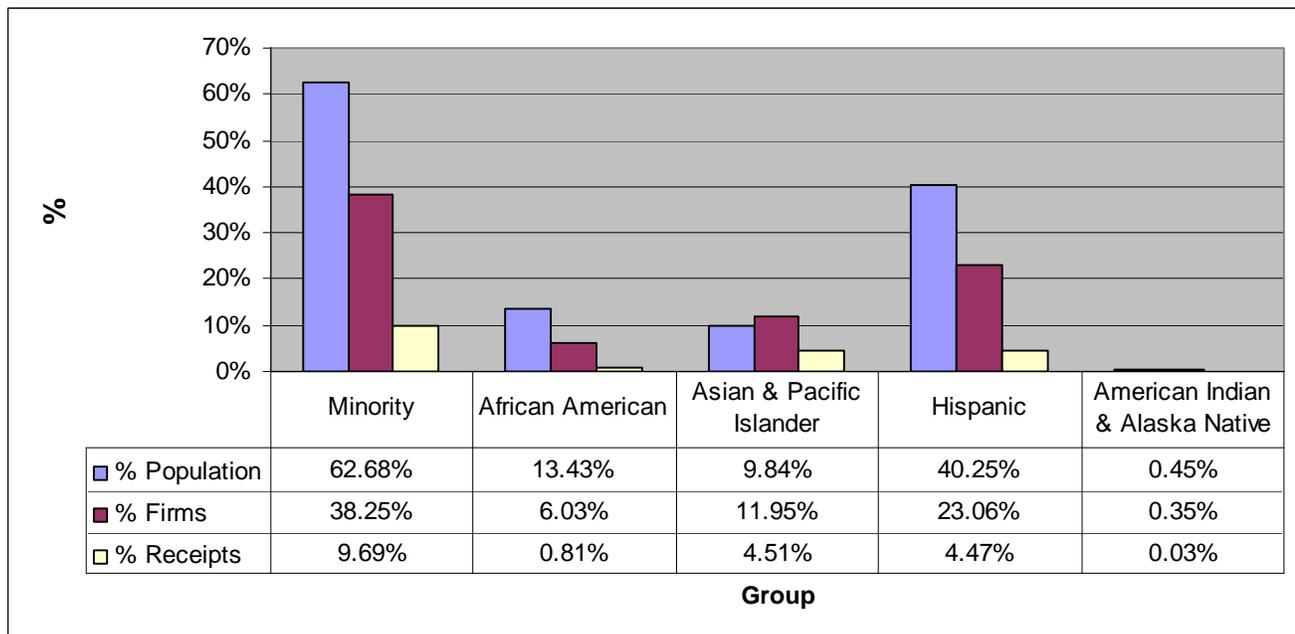


Business Participation¹

Group	MSA BPR: Jersey City	National BPR
All	63	78
Non-Minority	71	91
Minority	38	42
African American	28	24
Asian & Pacific Islander	76	90
Hispanic	36	41
American Indian & Alaska Native	49	85

Parity²:

In the Jersey City, NJ 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 Jersey City, NJ 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	38,831		\$37,770,580		206,870		\$7,156,444	
Agricultural services, forestry, fishing, mining	119	0.31%	\$13,400	0.04%	149	0.07%	\$4,060	0.06%
Construction industries	2,320	5.97%	\$882,897	2.34%	5,707	2.76%	\$202,855	2.83%
Manufacturing	1,448	3.73%	\$4,869,408	12.89%	31,003	14.99%	\$1,018,086	14.23%
Transportation, communications, utilities	4,058	10.45%	\$3,687,949	9.76%	28,876	13.96%	\$980,610	13.70%
Wholesale trade	1,822	4.69%	\$11,210,269	29.68%	23,725	11.47%	\$940,049	13.14%
Retail trade	6,179	15.91%	\$4,252,341	11.26%	36,067	17.43%	\$663,184	9.27%
Finance, insurance and real estate industries	4,219	10.87%	\$8,132,412	21.53%	27,306	13.20%	\$1,792,584	25.05%
Service industries	15,054	38.77%	\$4,593,040	12.16%	53,954	26.08%	\$1,552,413	21.69%
Industries not Classified	3,702	9.53%	\$128,864	0.34%	83	0.04%	\$2,603	0.04%

Industries for Minority Groups in the Jersey City, NJ 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	16,074	2,341	15.76%	4,642	31.26%	8,955	60.29%	136	0.92%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	9	0.06%	No Data	No Data	No Data	No Data
Construction industries	519	76	0.51%	67	0.45%	373	2.51%	3	0.02%
Manufacturing	No Data	20	0.13%	105	0.71%	311	2.09%	No Data	No Data
Transportation, communications, and utilities	2,079	234	1.58%	431	2.90%	1,407	9.47%	7	0.05%
Wholesale trade	639	30	0.20%	388	2.61%	212	1.43%	9	0.06%
Retail trade	3,232	359	2.42%	919	6.19%	1,948	13.12%	6	0.04%
Finance, insurance and real estate industries	No Data	7	0.05%	386	2.60%	355	2.39%	No Data	No Data
Service industries	6,236	1,327	8.93%	1,503	10.12%	3,388	22.81%	18	0.12%
Industries not Classified	2,148	289	1.95%	835	5.62%	930	6.26%	94	0.63%

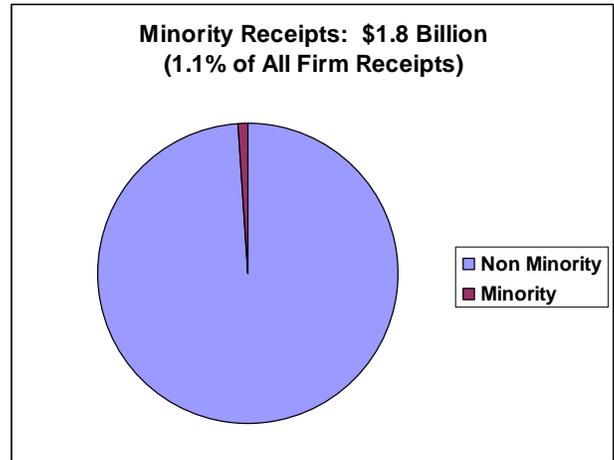
Industries for Minority Groups in the Jersey City, NJ PMSA (Sales in 1,000s)

	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	3,708,044	\$304,776	8.33%	\$1,703,566	46.55%	\$1,688,337	46.14%	\$11,365	0.31%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	No Data	No Data	\$18,888	0.52%	No Data	No Data
Manufacturing	No Data	No Data	No Data	\$112,178	3.07%	\$104,773	2.86%	No Data	No Data
Transportation, communications, utilities	No Data	\$9,458	0.26%	\$64,487	1.76%	\$89,950	2.46%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$1,033,911	28.25%	\$578,987	15.82%	No Data	No Data
Retail trade	No Data	\$13,711	0.37%	\$230,462	6.30%	\$669,668	18.30%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	\$16,281	0.44%	No Data	No Data
Service industries	No Data	\$43,058	1.18%	\$197,381	5.39%	\$169,097	4.62%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	\$35,401	0.97%	\$40,424	1.10%	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, but represents the summation of minority firms for each industry. 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.

Demographic and Business Statistics

- 1997 Total Population: 1,801,223 persons
- 1997 Total Minority Population: 405,533persons
- All firms in region: 135,306
- Annual sales of all firms in region: \$159.3 billion
- Total minority-owned firms: 9,973
- Annual sales of minority-owned firms: \$1.8 billion
- Total African American-owned firms: 5,047
- Annual sales of African American-owned firms: \$599.4 million
- Asian & Pacific Islander-owned Firms: 1,938
- Annual sales of Asian & Pacific Islander-owned firms: \$696.8 million
- Hispanic-owned Firms : 1,995
- Annual sales of Hispanic-owned firms: \$259.1 million
- American Indian & Alaska Natives-owned Firms: 1,109
- Annual sales of Asian & Pacific Islander-owned firms: \$261.4 million

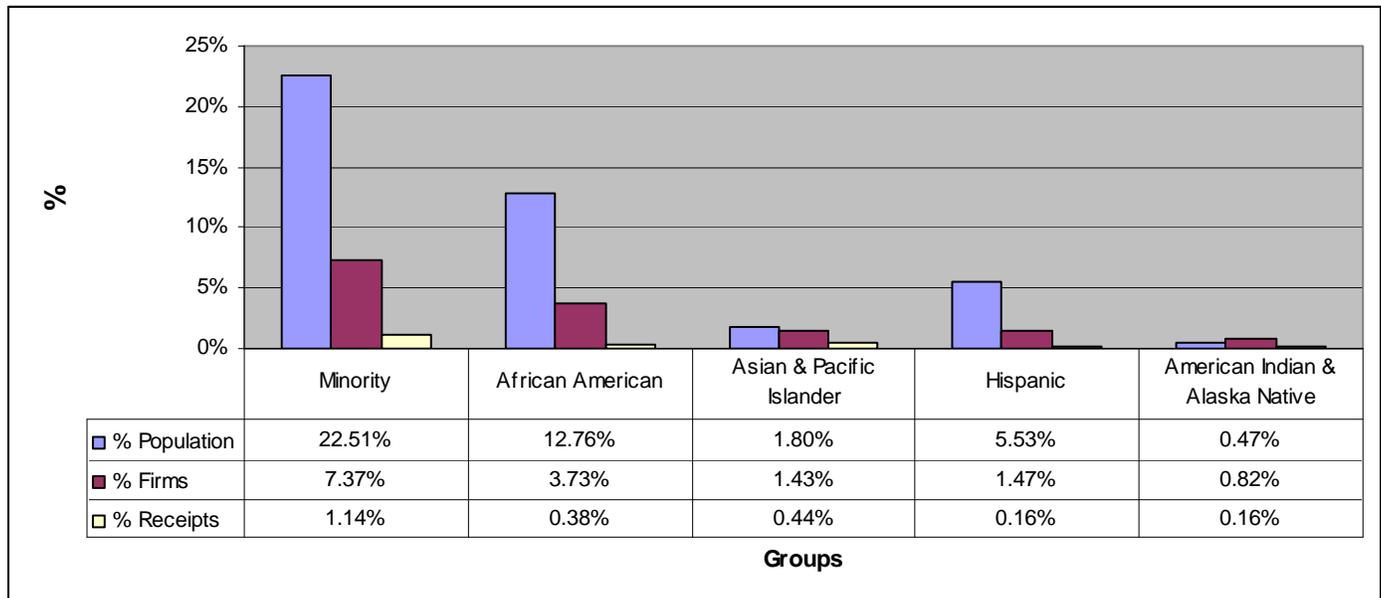


Business Participation¹

Group	MSA BPR: Kansas City	National BPR
All	75	78
Non-Minority	86	91
Minority	25	42
African American	22	24
Asian & Pacific Islander	60	90
Hispanic	20	41
American Indian & Alaska Native	131	85

Parity²:

In the Kansas City MO-KS MSA, American Indian & Alaska Natives 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 Kansas City, MO-KS 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	135,306		\$159,336,210		773,837		\$21,914,960	
Agricultural services, forestry, fishing, mining	2,974	2.20%	\$437,351	0.27%	5,917	0.76%	\$127,967	0.58%
Construction industries	15,009	11.09%	\$8,403,415	1921.43%	49,247	832.30%	\$1,610,695	1258.68%
Manufacturing	3,905	2.89%	\$33,085,939	393.72%	111,622	226.66%	\$4,007,998	248.84%
Transportation, communications, utilities	5,056	3.74%	\$10,197,320	30.82%	61,378	54.99%	\$2,291,704	57.18%
Wholesale trade	6,590	4.87%	\$47,598,884	466.78%	63,756	103.87%	\$2,363,336	103.13%
Retail trade	17,761	13.13%	\$18,989,325	39.89%	156,163	244.94%	\$2,312,974	97.87%
Finance, insurance and real estate industries	16,142	11.93%	\$22,099,794	116.38%	66,098	42.33%	\$2,414,308	104.38%
Service industries	59,423	43.92%	\$18,278,270	82.71%	259,525	392.64%	\$6,783,542	280.97%
Industries not Classified	8,940	6.61%	\$245,912	1.35%	131	0.05%	\$2,436	0.04%

Industries for Minority Groups in the Kansas City, MO-KS 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	10,089	5,047	50.61%	1,938	19.43%	1,995	20.00%	1,109	11.12%
Agricultural services, forestry, fishing, and mining	49	12	0.12%	11	0.11%	28	0.28%	1	0.01%
Construction industries	856	357	3.58%	47	0.47%	317	3.18%	135	1.35%
Manufacturing	194	68	0.68%	47	0.47%	60	0.60%	19	0.19%
Transportation, communications, and utilities	459	366	3.67%	17	0.17%	58	0.58%	18	0.18%
Wholesale trade	179	73	0.73%	65	0.65%	26	0.26%	15	0.15%
Retail trade	1425	477	4.78%	615	6.17%	242	2.43%	91	0.91%
Finance, insurance and real estate industries	478	257	2.58%	95	0.95%	91	0.91%	35	0.35%
Service industries	4,452	2,601	26.08%	846	8.48%	795	7.97%	210	2.11%
Industries not Classified	1998	837	8.39%	195	1.96%	380	3.81%	586	5.88%

Industries for Minority Groups in the Kansas City, MO-KS MSA (Sales in 1,000s)

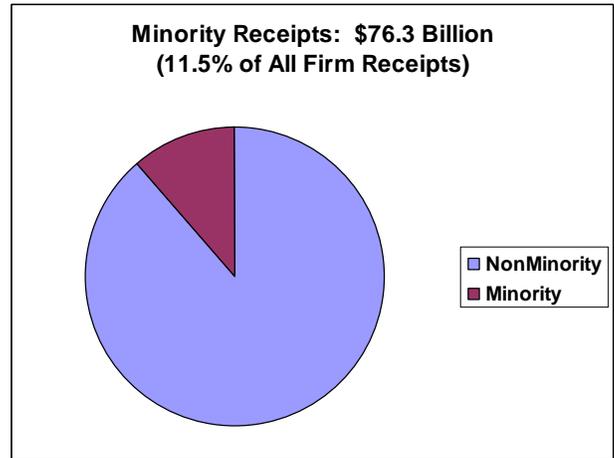
	Minority Sales ⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$1,816,783	\$599,358	33.13%	\$696,763	38.51%	\$259,081	14.32%	\$261,401	14.45%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$232,323	\$85,408	4.72%	\$11,412	0.63%	\$79,685	4.40%	\$55,818	3.08%
Manufacturing	No Data	\$17,183	0.95%	\$74,856	4.14%	No Data	No Data	\$4,602	0.25%
Transportation, communications, utilities	No Data	\$119,578	6.61%	No Data	No Data	\$3,566	0.20%	No Data	No Data
Wholesale trade	No Data	\$69,833	3.86%	\$273,594	15.12%	\$1,139	0.06%	No Data	No Data
Retail trade	\$364,082	\$153,586	8.49%	\$163,598	9.04%	\$30,410	1.68%	\$16,488	0.91%
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	\$4,796	0.27%	No Data	No Data
Service industries	No Data	\$198,192	17.86%	\$112,704	10.16%	\$74,556	4.12%	\$117,726	6.51%
Industries not Classified	No Data	\$9,067	0.82%	No Data	No Data	No Data	No Data	\$36,625	2.02%

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

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

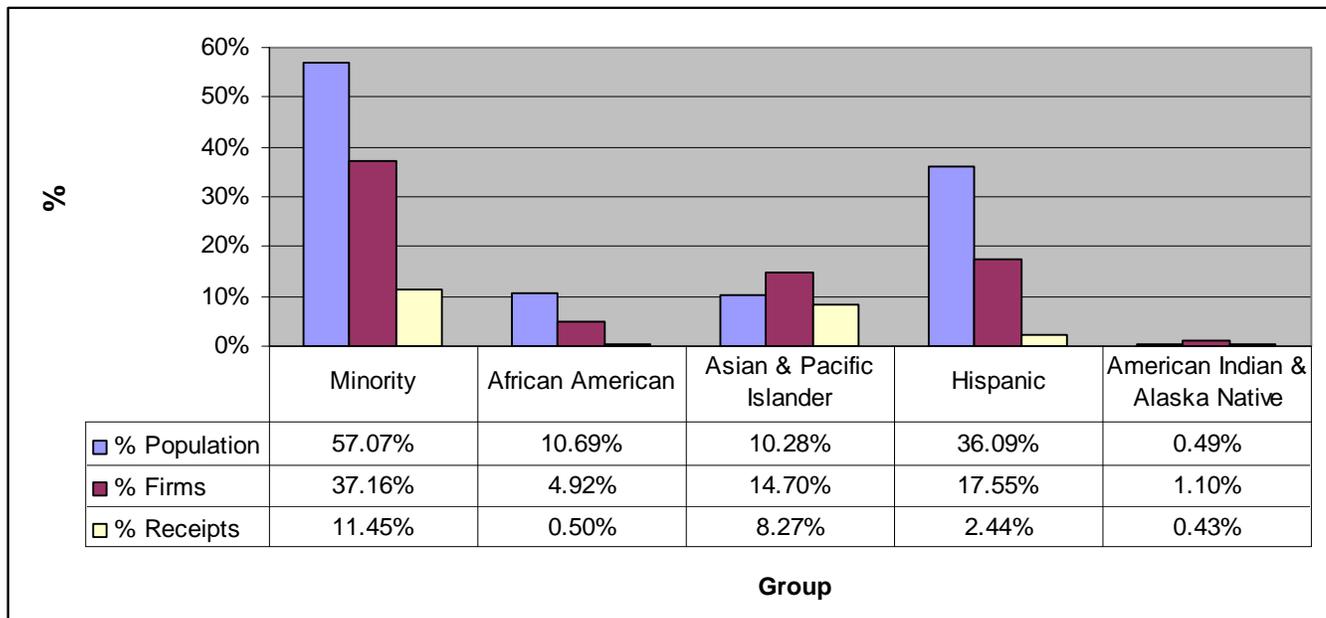


Business Participation¹

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%

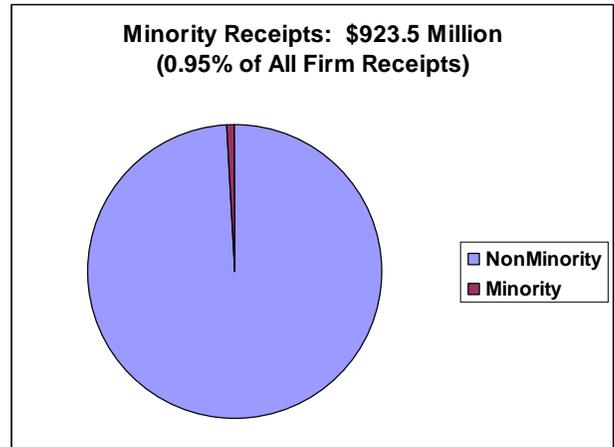
Industries for Minority Groups in the Los Angeles-Long Beach, CA PMSA (Sales in 1,000s)

	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

Demographic and Business Statistics

- 1997 Total Population: 999,647 persons
- 1997 Total Minority Population: 176,553 persons
- All firms in region: 77,000
- Annual sales of all firms in region: \$97.0 billion
- Total minority-owned firms: 5,072
- Annual sales of minority-owned firms: \$923.5 million
- Total African American-owned firms: 2,904
- Annual sales of African American-owned firms: \$334.7 million
- Asian & Pacific Islander-owned Firms: 889
- Annual sales of Asian & Pacific Islander-owned firms: \$420.5 million
- Hispanic-owned Firms : 536
- Annual sales of Hispanic-owned firms: \$122.6 million
- American Indian & Alaska Natives-owned Firms: 772
- Annual sales of Asian & Pacific Islander-owned firms: \$37.4 million

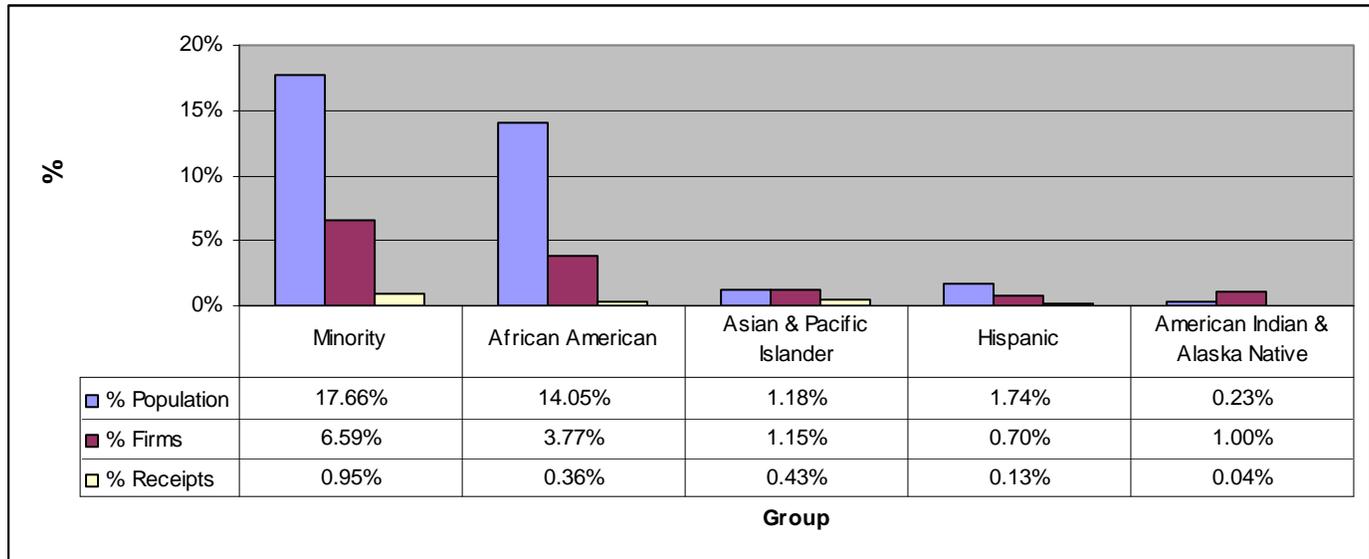


Business Participation¹

Group	MSA BPR: Louisville	National BPR
All	77	78
Non-Minority	87	91
Minority	29	42
African American	21	24
Asian & Pacific Islander	75	90
Hispanic	31	41
American Indian & Alaska Native	337	85

Parity²:

In the Louisville, KY-IN MSA, no groups have 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 Louisville, KY-IN 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	77,000		\$97,032,652		484,720		\$12,571,114	
Agricultural services, forestry, fishing, mining	1,649	2.14%	\$261,051	0.27%	3,045	0.63%	\$67,256	0.54%
Construction industries	9,550	12.40%	\$3,984,982	4.11%	29,037	5.99%	\$813,427	6.47%
Manufacturing	2,202	2.86%	\$34,624,645	35.68%	89,489	18.46%	\$3,302,238	26.27%
Transportation, communications, utilities	3,115	4.05%	\$9,749,748	10.05%	36,315	7.49%	\$1,238,086	9.85%
Wholesale trade	3,330	4.32%	\$18,448,075	19.01%	33,054	6.82%	\$1,083,769	8.62%
Retail trade	10,869	14.12%	\$10,336,789	10.65%	104,565	21.57%	\$1,416,736	11.27%
Finance, insurance and real estate industries	8,564	11.12%	\$9,530,693	9.82%	33,996	7.01%	\$1,115,070	8.87%
Service industries	31,570	41.00%	\$9,926,235	10.23%	155,125	32.00%	\$3,532,904	28.10%
Industries not Classified	6,399	8.31%	\$170,434	0.18%	94	0.02%	\$1,628	0.01%

Industries for Minority Groups in the Louisville, KY-IN 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	5,101	2,904	57.26%	889	17.53%	536	10.57%	772	15.22%
Agricultural services, forestry, fishing, and mining	66	15	0.30%	16	0.32%	13	0.26%	22	0.43%
Construction industries	433	255	5.03%	28	0.55%	44	0.87%	106	2.09%
Manufacturing	46	20	0.39%	10	0.20%	9	0.18%	7	0.14%
Transportation, communications, and utilities	262	198	3.90%	15	0.30%	16	0.32%	33	0.65%
Wholesale trade	No Data	31	0.61%	6	0.12%	10	0.20%	No Data	No Data
Retail trade	771	430	8.48%	258	5.09%	58	1.14%	25	0.49%
Finance, insurance and real estate industries	252	144	2.84%	28	0.55%	48	0.95%	32	0.63%
Service industries	2,208	1,413	27.86%	449	8.85%	252	4.97%	94	1.85%
Industries not Classified	1,015	399	7.87%	79	1.56%	87	1.72%	450	8.87%

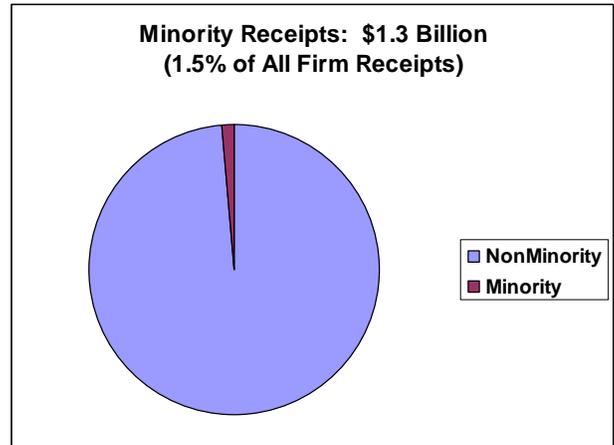
Industries for Minority Groups in the Louisville, KY-IN MSA (Sales in 1,000s)

	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	\$925,283	\$344,687	37.33%	\$420,542	45.54%	\$122,645	13.28%	\$37,409	4.05%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$16,860	1.83%	\$56,515	6.12%	No Data	No Data	\$7,391	0.80%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$56,489	6.12%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	\$11,193	1.21%	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$168,781	18.28%	\$63,696	6.90%	No Data	No Data	\$2,663	0.29%
Finance, insurance and real estate industries	No Data	\$9,908	1.07%	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	\$260,646	\$70,159	7.60%	\$102,173	11.06%	\$81,976	8.88%	\$6,338	0.69%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	No Data	No Data	\$11,028	1.19%

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

Demographic and Business Statistics

- 1997 Total Population: 1,100,576 persons
- 1997 Total Minority Population: 532,833 persons
- All firms in region: 70,282
- Annual sales of all firms in region: \$90.4 billion
- Total minority-owned firms: 13,419
- Annual sales of minority-owned firms: \$1.3 billion
- Total African American-owned firms: 10,931
- Annual sales of African American-owned firms: \$704.9 million
- Asian & Pacific Islander-owned Firms: 1,433
- Annual sales of Asian & Pacific Islander-owned firms: \$329.3 million
- Hispanic-owned Firms : 596
- Annual sales of Hispanic-owned firms: \$156.4 million
- American Indian & Alaska Natives-owned Firms: 562
- Annual sales of Asian & Pacific Islander-owned firms: \$123.9 million

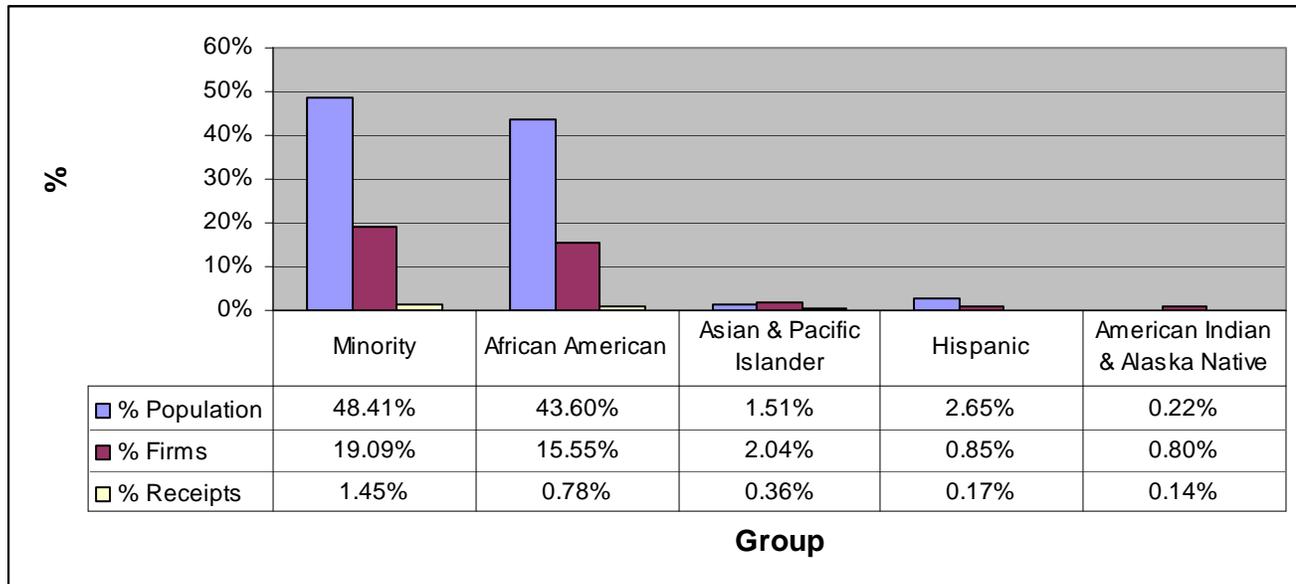


Business Participation¹

Group	MSA BPR: Memphis	National BPR
All	64	78
Non-Minority	99	91
Minority	25	42
African American	23	24
Asian & Pacific Islander	86	90
Hispanic	20	41
American Indian & Alaska Native	236	85

Parity²:

In the Memphis, TN-AR-MS MSA, Asian & Pacific Islanders and American Indian & Alaska Natives have 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 Memphis, TN-AR-MS 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	70,282		\$90,391,440		484,540		\$13,186,223	
Agricultural services, forestry, fishing, mining	1,464	2.08%	\$250,631	0.28%	6,847	1.41%	\$85,626	0.65%
Construction industries	8,187	11.65%	\$4,071,809	4.50%	26,252	5.42%	\$774,042	5.87%
Manufacturing	1,965	2.80%	\$14,858,654	16.44%	64,397	13.29%	\$2,168,996	16.45%
Transportation, communications, utilities	3,544	5.04%	\$4,110,708	4.55%	55,535	11.46%	\$2,119,118	16.07%
Wholesale trade	3,780	5.38%	\$38,071,985	42.12%	44,636	9.21%	\$1,518,492	11.52%
Retail trade	9,882	14.06%	\$11,001,149	12.17%	105,616	21.80%	\$1,523,345	11.55%
Finance, insurance and real estate industries	7,943	11.30%	\$7,316,281	8.09%	28,851	5.95%	\$1,177,864	8.93%
Service industries	28,494	40.54%	\$10,375,633	11.48%	152,364	31.45%	\$3,817,396	28.95%
Industries not Classified	5,331	7.59%	\$334,590	0.37%	42	0.01%	\$1,344	0.01%

Industries for Minority Groups in the Memphis, TN-AR-MS 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	13,522	10,931	81.46%	1,433	10.68%	596	4.44%	562	4.19%
Agricultural services, forestry, fishing, and mining	393	271	2.02%	17	0.13%	18	0.13%	87	0.65%
Construction industries	No Data	914	6.81%	20	0.15%	No Data	No Data	11	0.08%
Manufacturing	216	157	1.17%	22	0.16%	13	0.10%	24	0.18%
Transportation, communications, and utilities	917	876	6.53%	5	0.04%	31	0.23%	5	0.04%
Wholesale trade	237	119	0.89%	55	0.41%	37	0.28%	26	0.19%
Retail trade	1,789	1,200	8.94%	520	3.88%	61	0.45%	8	0.06%
Finance, insurance and real estate industries	589	479	3.57%	50	0.37%	4	0.03%	56	0.42%
Service industries	6,867	5,675	42.29%	654	4.87%	191	1.42%	347	2.59%
Industries not Classified	1,441	1,240	9.24%	91	0.68%	110	0.82%	562	4.19%

Industries for Minority Groups in the Memphis, TN-AR-MS MSA (Sales in 1,000s)

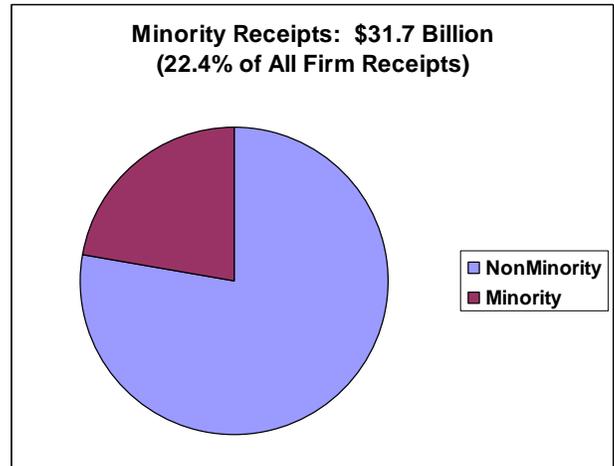
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$1,314,562	\$704,873	53.80%	\$329,326	25.13%	\$156,444	11.94%	\$123,919	9.46%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$96,756	7.38%	No Data	No Data	No Data	No Data	\$75,509	5.76%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$57,094	4.36%	No Data	No Data	No Data	No Data	\$19,669	1.50%
Wholesale trade	No Data	No Data	No Data	\$58,081	4.43%	No Data	No Data	No Data	No Data
Retail trade	No Data	\$123,997	9.46%	\$124,661	9.51%	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	\$4,729	0.36%	No Data	No Data	No Data	No Data
Service industries	\$397,329	\$284,507	21.71%	\$89,851	6.86%	\$14,079	1.07%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	No Data	No Data	\$8,892	0.68%

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

The State of Minority Business in the Miami, FL PMSA (Dade County)

Demographic and Business Statistics

- 1997 Total Population: 2,302,103 persons
- 1997 Total Minority Population: 1,846,024 persons
- All firms in region: 238,602
- Annual sales of all firms in region: \$142.7 billion
- Total minority-owned firms: 138,848
- Annual sales of minority-owned firms: \$32.0 billion
- Total African American-owned firms: 16,918
- Annual sales of African American-owned firms: \$4.0 billion
- Asian & Pacific Islander-owned Firms: 6,572
- Annual sales of Asian & Pacific Islander-owned firms: \$26.7 billion
- Hispanic-owned Firms : 120,605
- Annual sales of Hispanic-owned firms: \$26.7 billion
- American Indian & Alaska Natives-owned Firms: 887
- Annual sales of Asian & Pacific Islander-owned firms: \$256.4 million

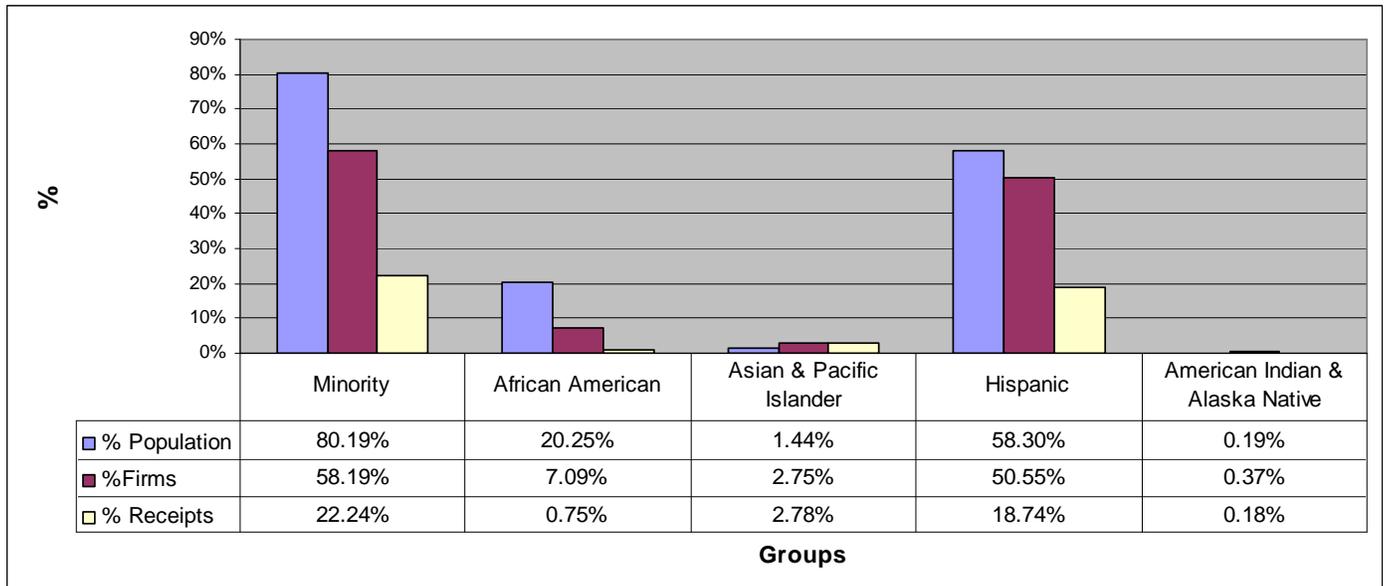


Business Participation¹

Group	MSA BPR: Miami	National BPR
All	104	78
Non-Minority	62	91
Minority	75	42
African American	36	24
Asian & Pacific Islander	198	90
Hispanic	90	41
American Indian & Alaska Native	199	85

Parity²:

In the Miami, FL PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, Asian & Pacific Islanders 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 Miami, FL 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	238,602		\$142,668,840		799,959		\$21,465,959	
Agricultural services, forestry, fishing, mining	3,782	1.59%	\$629,106	0.44%	4,752	0.59%	\$94,132	0.44%
Construction industries	18,708	7.84%	\$5,841,385	4.09%	32,835	4.10%	\$891,551	4.15%
Manufacturing	5,559	2.33%	\$10,114,176	7.09%	73,814	9.23%	\$2,028,316	9.45%
Transportation, communications, utilities	16,418	6.88%	\$14,682,741	10.29%	80,169	10.02%	\$2,773,200	12.92%
Wholesale trade	15,586	6.53%	\$45,526,942	31.91%	77,440	9.68%	\$2,493,489	11.62%
Retail trade	24,273	10.17%	\$22,279,035	15.62%	167,677	20.96%	\$2,685,383	12.51%
Finance, insurance and real estate industries	25,223	10.57%	\$20,125,565	14.11%	71,607	8.95%	\$2,714,011	12.64%
Service industries	99,050	41.51%	\$22,657,031	15.88%	291,291	36.41%	\$7,775,752	36.22%
Industries not Classified	30,289	12.69%	\$812,859	0.57%	374	0.05%	\$10,125	0.05%

Industries for Minority Groups in the Miami, FL 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	144,982	16,918	12.18%	6,572	4.73%	120,605	86.86%	887	0.64%
Agricultural services, forestry, fishing, and mining	No Data	356	0.26%	55	0.04%	1,398	1.01%	30	0.02%
Construction industries	No Data	870	0.63%	231	0.17%	12,882	9.28%	75	0.05%
Manufacturing	No Data	180	0.13%	78	0.06%	2,404	1.73%	17	0.01%
Transportation, communications, and utilities	No Data	1,611	1.16%	183	0.13%	11,062	7.97%	26	0.02%
Wholesale trade	No Data	154	0.11%	626	0.45%	7,279	5.24%	1	0.00%
Retail trade	No Data	1,798	1.29%	1,163	0.84%	11,427	8.23%	14	0.01%
Finance, insurance and real estate industries	No Data	509	0.37%	198	0.14%	8,255	5.95%	20	0.01%
Service industries	No Data	8,194	5.90%	1,679	1.21%	48,122	34.66%	94	0.07%
Industries not Classified	No Data	3,248	2.34%	2,361	1.70%	17,783	12.81%	610	0.44%

Industries for Minority Groups in the Miami, FL PMSA (Sales in 1,000s)

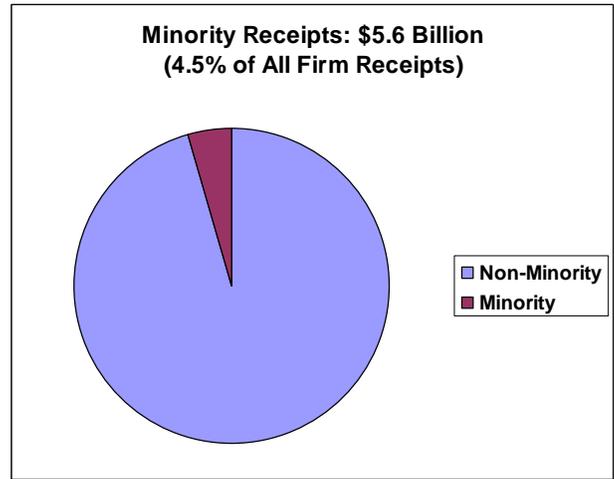
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$32,022,310	\$1,069,790	3.37%	\$3,966,051	12.50%	\$26,730,034	84.26%	\$256,435	0.81%
Agricultural services, forestry, fishing, mining	No Data	\$5,521	0.02%	\$713	0.00%	\$117,977	0.37%	No Data	No Data
Construction industries	No Data	\$149,690	0.47%	\$5,285	0.02%	\$1,568,804	4.95%	No Data	No Data
Manufacturing	No Data	\$18,260	0.06%	\$56,199	0.18%	\$1,219,549	3.84%	No Data	No Data
Transportation, communications, utilities	No Data	\$87,729	0.28%	\$33,281	0.10%	\$1,062,670	3.35%	No Data	No Data
Wholesale trade	No Data	\$26,289	0.08%	\$1,191,858	3.76%	\$14,053,709	44.30%	No Data	No Data
Retail trade	No Data	\$178,355	0.56%	\$500,928	1.58%	\$3,042,322	9.59%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$29,317	0.09%	\$23,448	0.07%	\$1,296,631	4.09%	No Data	No Data
Service industries	\$4,488,128	\$329,392	1.04%	\$216,501	0.68%	\$3,838,507	12.10%	\$103,728	0.33%
Industries not Classified	\$2,751,494	\$245,238	0.77%	\$1,937,838	6.11%	\$529,866	1.67%	\$38,552	0.12%

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

The State of Minority Business in the Middlesex- Hunterdon-Somerset, NJ PMSA

Demographic and Business Statistics

- 1997 Total Population: 1,602,656 persons
- 1997 Total Minority Population: 352,119 persons
- All firms in region: 92,187
- Annual sales of all firms in region: \$126.1 billion
- Total minority-owned firms: 14,246 firms
- Annual sales of minority-owned firms: \$5.6 billion
- Total African American-owned firms: 2,634 firms
- Annual sales of African American-owned firms: \$240.5 million
- Asian & Pacific Islander-owned Firms: 8,827 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$5.0 billion
- Hispanic-owned Firms : 2,872
- Annual sales of Hispanic-owned firms: \$327.7 million
- American Indian & Alaska Natives-owned Firms: 332 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$96.4 million

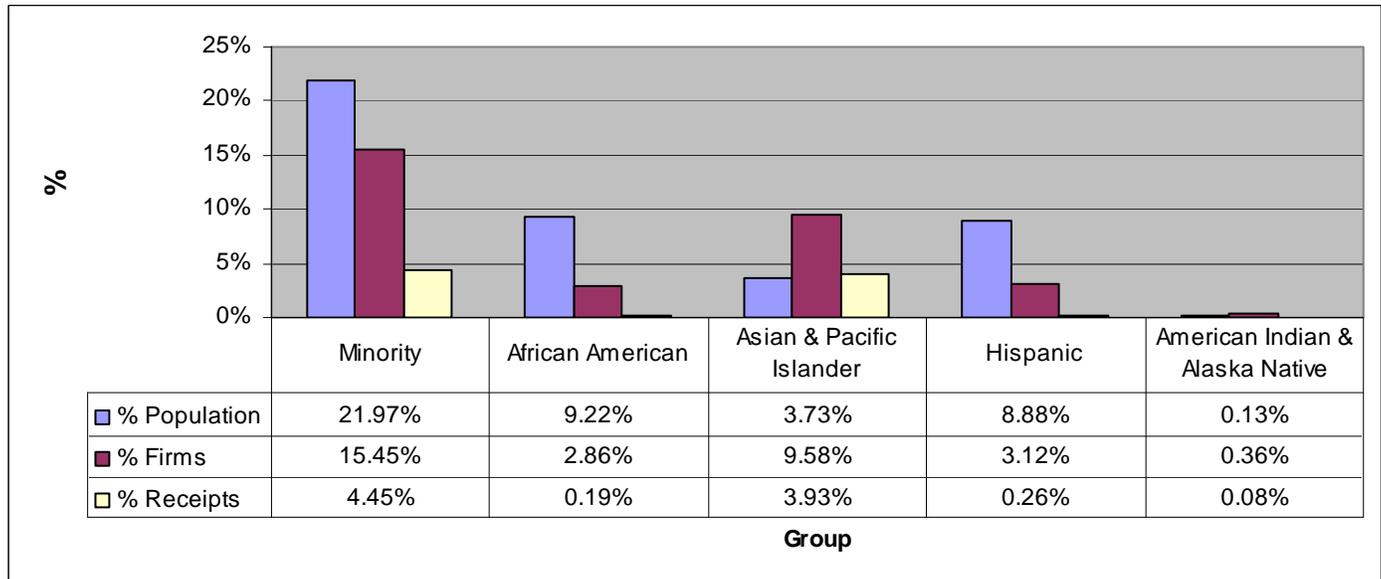


Business Participation¹

Group	MSA BPR: Middlesex- Hunterdon-Somerset	National BPR
All	58	78
Non-Minority	62	91
Minority	40	42
African American	18	24
Asian & Pacific Islander	148	90
Hispanic	20	41
American Indian & Alaska Native	154	85

Parity²:

In the Middlesex-Hunterdon-Somerset, NJ PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Middlesex-Hunterdon-Somerset, NJ 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	92,187		\$126,109,949		567,090		\$21,536,165	
Agricultural services, forestry, fishing, mining	1,635	1.77%	\$377,123	0.30%	3,825	0.67%	\$111,972	0.52%
Construction industries	8,480	9.20%	\$4,425,158	3.51%	22,754	4.01%	\$885,545	4.11%
Manufacturing	2,556	2.77%	\$21,043,262	16.69%	99,262	17.50%	\$4,954,958	23.01%
Transportation, communications, utilities	4,618	5.01%	\$7,300,908	5.79%	51,553	9.09%	\$2,533,875	11.77%
Wholesale trade	4,746	5.15%	\$44,752,712	35.49%	58,902	10.39%	\$2,655,561	12.33%
Retail trade	11,502	12.48%	\$15,107,167	11.98%	99,441	17.54%	\$1,858,976	8.63%
Finance, insurance and real estate industries	11,716	12.71%	\$16,858,465	13.37%	46,520	8.20%	\$2,309,222	10.72%
Service industries	39,790	43.16%	\$15,847,271	12.57%	184,738	32.58%	\$6,223,159	28.90%
Industries not Classified	7,390	8.02%	\$397,883	0.32%	95	0.02%	\$2,897	0.01%

Industries for Minority Groups in the Middlesex-Hunterdon-Somerset, NJ PMSA (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	14,665	2,634	18.49%	8,827	61.96%	2,872	20.16%	332	2.33%
Agricultural services, forestry, fishing, and mining	No Data	18	0.13%	No Data	No Data	37	0.26%	1	0.01%
Construction industries	607	126	0.88%	133	0.93%	288	2.02%	60	0.42%
Manufacturing	207	33	0.23%	118	0.83%	53	0.37%	3	0.02%
Transportation, communications, and utilities	1,038	374	2.63%	306	2.15%	358	2.51%	No Data	No Data
Wholesale trade	808	79	0.55%	652	4.58%	60	0.42%	17	0.12%
Retail trade	2,220	235	1.65%	1,561	10.96%	391	2.74%	33	0.23%
Finance, insurance and real estate industries	1,019	168	1.18%	525	3.69%	326	2.29%	No Data	No Data
Service industries	6,885	1,151	8.08%	4,516	31.70%	1,189	8.35%	29	0.20%
Industries not Classified	1,808	450	3.16%	1,001	7.03%	169	1.19%	188	1.32%

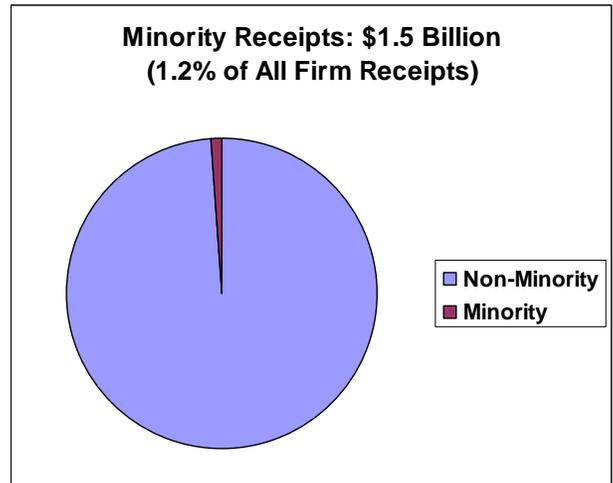
Industries for Minority Groups in the Middlesex-Hunterdon-Somerset, NJ PMSA (Sales in 1,000s)

	Minority Sales ¹	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	\$5,624,716	\$240,511	4.29%	\$4,960,162	88.40%	\$327,657	5.84%	\$96,386	1.72%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	\$44,082	0.79%	\$37,773	0.67%	\$20,841	0.37%
Manufacturing	No Data	\$32,156	0.57%	\$210,423	3.75%	\$92,140	1.64%	No Data	No Data
Transportation, communications, utilities	\$77,000	\$23,046	0.41%	\$36,343	0.65%	\$17,611	0.31%		0.00%
Wholesale trade	No Data	No Data	No Data	\$3,036,435	54.12%	\$52,083	0.93%	No Data	No Data
Retail trade	No Data	\$15,733	0.28%	\$630,711	11.24%	\$41,565	0.74%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	\$58,267	1.04%	\$17,341	0.31%		0.00%
Service industries	No Data	\$49,206	0.88%	\$734,793	13.10%	\$59,676	1.06%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	\$205,494	3.66%	No Data	No Data	No Data	No Data

¹ 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, but represents the summation of minority firms for each industry. 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.

Demographic and Business Statistics

- 1997 Total Population: 1,507,002 persons
- 1997 Total Minority Population: 353,796 persons
- All firms in region: 97,581
- Annual sales of all firms in region: \$132.0 billion
- Total minority-owned firms: 7,193
- Annual sales of minority-owned firms: \$1.5 billion
- Total African American-owned firms: 3,872
- Annual sales of African American-owned firms: \$380.5 Million
- Asian & Pacific Islander-owned Firms: 1,675
- Annual sales of Asian & Pacific Islander-owned firms: \$555.7 Million
- Hispanic-owned Firms : 1,304
- Annual sales of Hispanic-owned firms: \$515.1 Million
- American Indian & Alaska Natives-owned Firms: 479
- Annual sales of Asian & Pacific Islander-owned firms: \$103.2 Million

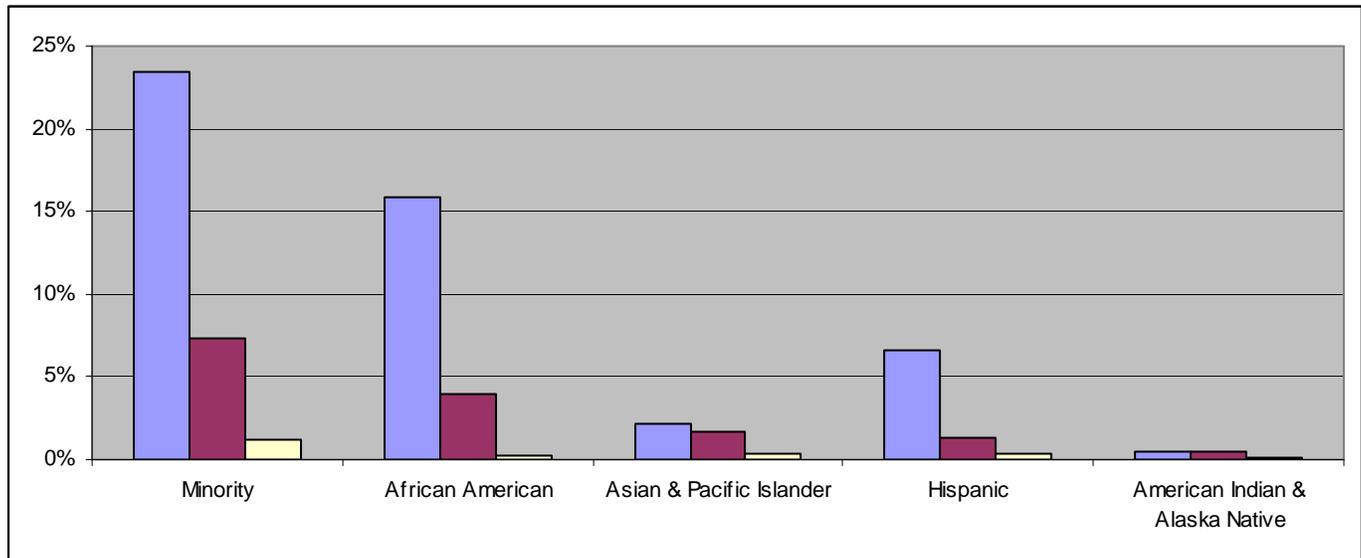


Business Participation¹

Group	MSA BPR: Milwaukee	National BPR
All	65	78
Non-Minority	78	91
Minority	20	42
African American	16	24
Asian & Pacific Islander	50	90
Hispanic	13	41
American Indian & Alaska Native	60	85

Parity²:

In the Milwaukee, WI MSA, no groups 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 Milwaukee, WI 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	97,581		131,983,535		758,511		22,064,934	
Agricultural services, forestry, fishing, and mining	1,553	1.59%	322,880	0.24%	3,765	0.50%	95,685	0.43%
Construction industries	9,147	9.37%	5,398,720	4.09%	31,685	4.18%	1,238,236	5.61%
Manufacturing	4,486	4.60%	32,029,561	24.27%	179,582	23.68%	6,654,306	30.16%
Transportation, communications, and utilities	3,839	3.93%	6,104,363	4.63%	38,813	5.12%	1,269,074	5.75%
Wholesale trade	5,247	5.38%	27,688,616	20.98%	49,377	6.51%	1,866,155	8.46%
Retail trade	14,897	15.27%	15,068,564	11.42%	134,207	17.69%	1,876,682	8.51%
Finance, insurance and real estate industries	12,608	12.92%	28,717,861	21.76%	67,407	8.89%	2,763,378	12.52%
Service industries	40,690	41.70%	16,449,089	12.46%	253,502	33.42%	6,298,555	28.55%
Industries not Classified	5,497	5.63%	203,881	0.15%	173	0.02%	2,863	0.01%

Industries for Minority Groups in the Milwaukee, WI 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	7,193	3,872	53.83%	1,675	23.29%	1,304	18.13%	479	6.66%
Agricultural services, forestry, fishing, and mining	No Data	6	0.08%	11	0.15%	11	0.15%	No Data	No Data
Construction industries	348	194	2.70%	27	0.38%	75	1.04%	52	0.72%
Manufacturing	127	55	0.76%	28	0.39%	7	0.10%	37	0.51%
Transportation, communications, and utilities	441	311	4.32%	56	0.78%	52	0.72%	22	0.31%
Wholesale trade	121	41	0.57%	47	0.65%	25	0.35%	8	0.11%
Retail trade	1263	531	7.38%	497	6.91%	211	2.93%	24	0.33%
Finance, insurance and real estate industries	376	220	3.06%	93	1.29%	61	0.85%	2	0.03%
Service industries	3365	2,109	29.32%	733	10.19%	393	5.46%	130	1.81%
Industries not Classified	1263	406	5.64%	185	2.57%	468	6.51%	204	2.84%

Industries for Minority Groups in the Milwaukee, WI MSA (Sales)

	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	1,542,358	380,500	24.67%	555,689	36.03%	515,118	33.40%	103,224	6.69%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	0.15%	No Data	No Data
Construction industries	136,885	77,904	5.05%	No Data	No Data	33,468	2.17%	25,513	1.65%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	0.10%	No Data	No Data
Transportation, communications, and utilities	No Data	31,984	2.07%	No Data	No Data	No Data	0.72%	No Data	No Data
Wholesale trade	No Data	24,571	1.59%	46,186	2.99%	No Data	0.35%	No Data	No Data
Retail trade	387,895	96,818	6.28%	231,613	15.02%	39,359	2.55%	20,105	1.30%
Finance, insurance and real estate industries	No Data	6,188	0.40%	25,046	1.62%	No Data	0.85%	No Data	No Data
Service industries	No Data	118,655	7.69%	121,861	7.90%	122,762	7.96%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	20,497	1.33%	No Data	6.51%	No Data	No Data

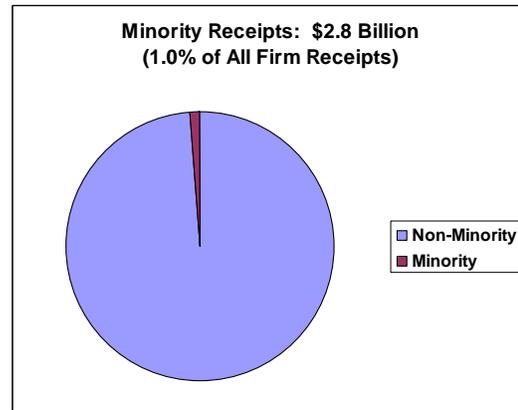
ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA). 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



The State of Minority Business in the Minneapolis-St. Paul, MN-WI Metropolitan Statistical Area

Demographic and Business Statistic

- 1997 Total Population: 2,828,733 persons
- 1997 Total Minority Population: 303,375 persons
- All firms in region: 249,599
- Annual sales of all firms in region: \$282.1 billion
- Total minority-owned firms: 11,903
- Annual sales of minority-owned firms: \$2.8 billion
- Total African American-owned firms: 3,740
- Annual sales of African American-owned firms: \$507.4 million
- Asian & Pacific Islander-owned Firms: 4,661
- Annual sales of Asian & Pacific Islander-owned firms: \$1.6 billion
- Hispanic-owned Firms : 2,234
- Annual sales of Hispanic-owned firms: \$320.9 million
- American Indian & Alaska Natives-owned Firms: 1,391
- Annual sales of Asian & Pacific Islander-owned firms: \$400.0 million

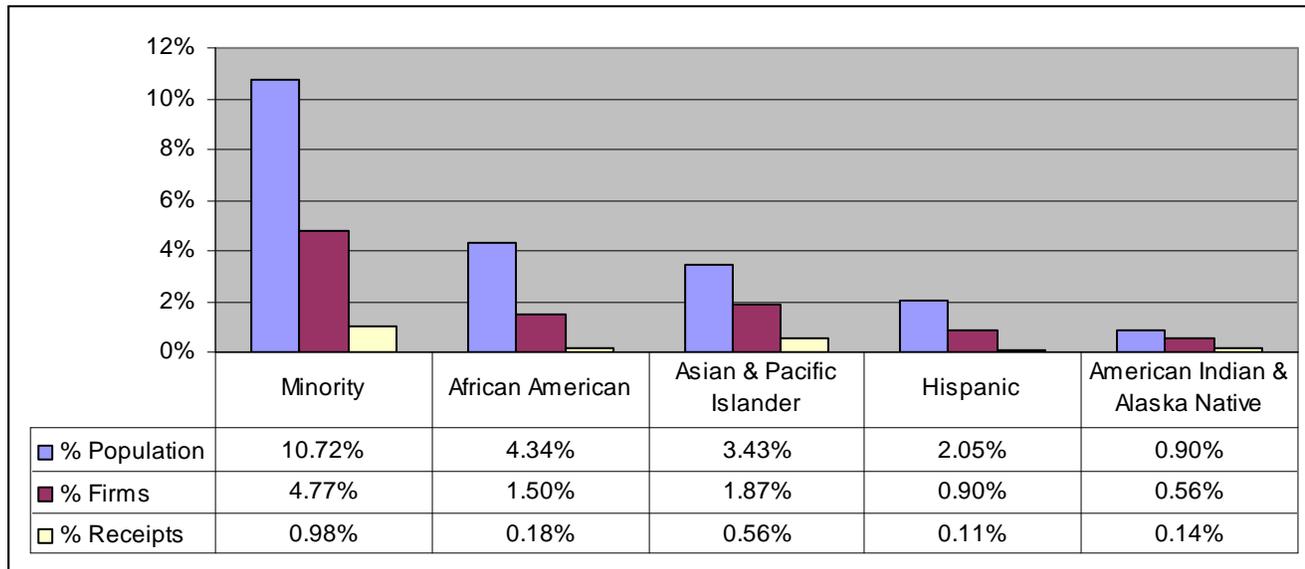


Business Participation¹

Group	MSA BPR: Minneapolis- St. Paul	National BPR
All	88	78
Non-Minority	94	91
Minority	39	42
African American	30	24
Asian & Pacific Islander	48	90
Hispanic	38	41
American Indian & Alaska Native	55	85

Parity²:

In the Minneapolis-St. Paul, MN-WI MSA, no 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 Minneapolis-St Paul MN--WI 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	249,599		\$282,124,828		1,462,874		\$45,681,145	
Agricultural services, forestry, fishing, mining	4,081	1.64%	\$653,975	0.23%	6,766	0.46%	\$168,117	0.37%
Construction industries	23,765	9.52%	\$14,624,597	5.18%	67,041	4.58%	\$2,654,844	5.81%
Manufacturing	9,830	3.94%	\$47,274,337	16.76%	292,511	20.00%	\$12,225,501	26.76%
Transportation, communications, utilities	10,425	4.18%	\$12,126,890	4.30%	73,026	4.99%	\$2,472,244	5.41%
Wholesale trade	11,823	4.74%	\$84,636,757	30.00%	116,110	7.94%	\$4,813,191	10.54%
Retail trade	29,570	11.85%	\$32,932,519	11.67%	284,940	19.48%	\$4,474,311	9.79%
Finance, insurance and real estate industries	28,340	11.35%	\$53,885,744	19.10%	125,546	8.58%	\$5,513,924	12.07%
Service industries	116,154	46.54%	\$35,158,955	12.46%	496,823	33.96%	\$13,356,758	29.24%
Industries not Classified	16,348	6.55%	\$831,054	0.29%	111	0.01%	\$2,255	0.00%

Industries for Minority Groups in the Minneapolis-St Paul MN--WI 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	12,026	3,740	1.50%	4,661	1.87%	2,234	0.90%	1,391	0.56%
Agricultural services, forestry, fishing, and mining	151	17	0.01%	52	0.02%	37	0.01%	45	0.02%
Construction industries	601	136	0.05%	116	0.05%	211	0.08%	138	0.06%
Manufacturing	270	47	0.02%	156	0.06%	27	0.01%	40	0.02%
Transportation, communications, and utilities	719	484	0.19%	130	0.05%	55	0.02%	50	0.02%
Wholesale trade	313	70	0.03%	124	0.05%	87	0.03%	32	0.01%
Retail trade	1,574	354	0.14%	993	0.40%	162	0.06%	65	0.03%
Finance, insurance and real estate industries	667	222	0.09%	318	0.13%	82	0.03%	45	0.02%
Service industries	5,722	1,946	0.78%	2,395	0.96%	1,038	0.42%	343	0.14%
Industries not Classified	2,016	466	0.19%	380	0.15%	536	0.21%	634	0.25%

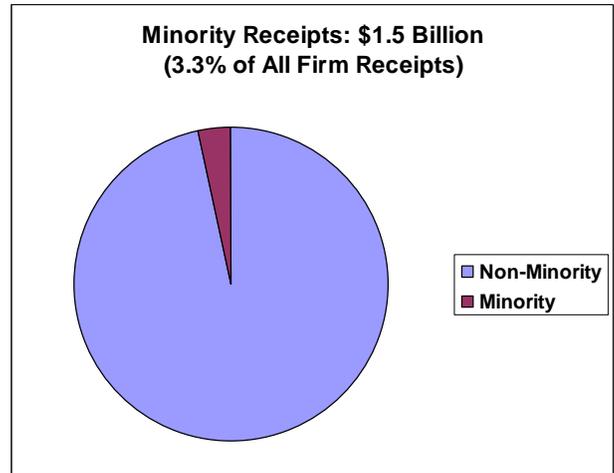
Industries for Minority Groups in the Minneapolis-St Paul MN--WI MSA (Sales in \$1,000s)

	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	\$2,805,115	\$507,398	0.18%	\$1,576,802	0.56%	\$320,873	0.11%	\$400,042	0.14%
Agricultural services, forestry, fishing, mining	No Data	No data	No data	No data	No data	No data	No data	\$1,057	0.00%
Construction industries	No Data	No data	No data	No data	No data	\$25,367	0.01%	\$97,964	0.03%
Manufacturing	No Data	No data	No data	No data	No data	No data	No data	\$8,731	0.00%
Transportation, communications, utilities	No Data	No data	No data	No data	No data	No data	No data	No data	No data
Wholesale trade	No Data	\$40,037	0.01%	No data	No data	\$99,044	0.04%	No data	No data
Retail trade	\$743,709	\$208,664	0.07%	\$356,666	0.13%	\$83,354	0.03%	\$95,025	0.03%
Finance, insurance and real estate industries	No Data	\$46,055	0.02%	No data	No data	No data	No data	No data	No data
Service industries	No Data	\$101,774	0.04%	\$509,453	0.18%	No data	No data	\$110,841	0.04%
Industries not Classified	No Data	No data	No data	No data	No data	\$15,545	0.01%	\$59,056	0.02%

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

Demographic and Business Statistics

- 1997 Total Population: 1,231,911 persons
- 1997 Total Minority Population: 246,220 persons
- All firms in region: 88,939
- Annual sales of all firms in region: \$46.1 billion
- Total minority-owned firms: 7,219 firms
- Annual sales of minority-owned firms: \$1.5 billion
- Total African American-owned firms: 1,561 firms
- Annual sales of African American-owned firms: \$100.1 million
- Asian & Pacific Islander-owned Firms: 3,098 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.1 billion
- Hispanic-owned Firms : 2,553
- Annual sales of Hispanic-owned firms: \$329.1 million
- American Indian & Alaska Natives-owned Firms: 301 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$42.1 million

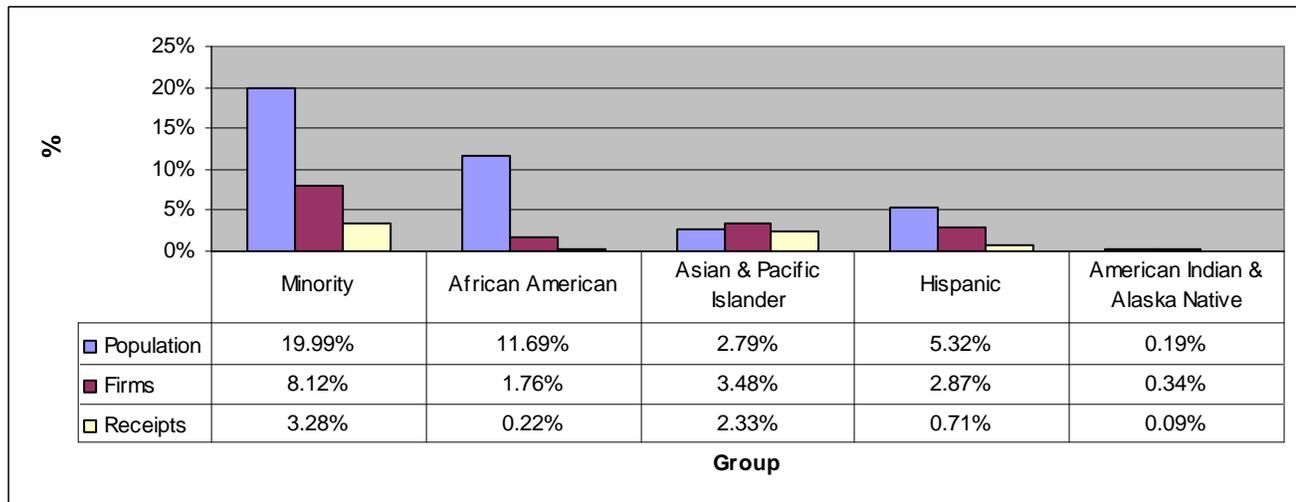


Business Participation¹

Group	MSA BPR: Monmouth- Ocean	National BPR
All	72	78
Non-Minority	83	91
Minority	29	42
African American	11	24
Asian & Pacific Islander	90	90
Hispanic	39	41
American Indian & Alaska Native	131	85

Parity²:

In the Monmouth-Ocean, NJ PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Monmouth-Ocean, NJ 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	88,939		\$46,079,151		305,265		\$8,441,776	
Agricultural services, forestry, fishing, mining	2,462	2.77%	\$321,019	0.70%	2,803	0.92%	\$71,775	0.85%
Construction industries	10,990	12.36%	\$4,339,191	9.42%	18,449	6.04%	\$663,012	7.85%
Manufacturing	1,766	1.99%	\$3,570,890	7.75%	26,095	8.55%	\$1,017,939	12.06%
Transportation, communications, utilities	3,392	3.81%	\$3,465,370	7.52%	19,420	6.36%	\$868,503	10.29%
Wholesale trade	3,697	4.16%	\$7,997,964	17.36%	15,876	5.20%	\$634,216	7.51%
Retail trade	11,989	13.48%	\$11,831,164	25.68%	83,882	27.48%	\$1,292,975	15.32%
Finance, insurance and real estate industries	12,190	13.71%	\$5,480,038	11.89%	17,491	5.73%	\$724,979	8.59%
Service industries	35,249	39.63%	\$8,778,830	19.05%	121,155	39.69%	\$3,165,019	37.49%
Industries not Classified	7,291	8.20%	\$294,685	0.64%	94	0.03%	\$3,358	0.04%

Industries for Minority Groups in the Monmouth-Ocean, NJ 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	7,513	1,561	21.62%	3,098	42.91%	2,553	35.37%	301	4.17%
Agricultural services, forestry, fishing, and mining	No Data	9	0.12%	17	0.24%	36	0.50%	No Data	No Data
Construction industries	805	98	1.36%	45	0.62%	565	7.83%	97	1.34%
Manufacturing	No Data	22	0.30%	44	0.61%	26	0.36%	No Data	No Data
Transportation, communications, and utilities	No Data	60	0.83%	No Data	No Data	180	2.49%	No Data	No Data
Wholesale trade	290	9	0.12%	151	2.09%	95	1.32%	35	0.48%
Retail trade	1,180	193	2.67%	802	11.11%	175	2.42%	10	0.14%
Finance, insurance and real estate industries	559	97	1.34%	361	5.00%	93	1.29%	8	0.11%
Service industries	3,475	948	13.13%	1,300	18.01%	1,159	16.05%	68	0.94%
Industries not Classified	752	125	1.73%	319	4.42%	225	3.12%	83	1.15%

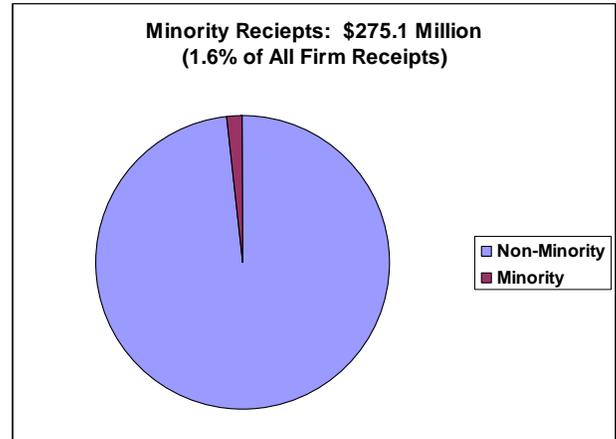
Industries for Minority Groups in the Monmouth-Ocean, NJ PMSA (Sales in 1,000s)

	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	\$1,543,365	\$100,147	6.62%	\$1,071,959	70.84%	\$329,129	21.75%	\$42,130	2.78%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$196,394	\$5,594	0.37%	\$27,864	1.84%	\$152,544	10.08%	\$10,392	0.69%
Manufacturing	No Data	\$10,926	0.72%	\$28,153	1.86%	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	\$16,304	1.08%
Retail trade	No Data	No Data	No Data	\$237,512	15.70%	\$36,346	2.40%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	\$22,945	1.52%	No Data	No Data	No Data	No Data
Service industries	\$586,695	\$67,267	4.45%	\$441,962	29.21%	\$65,203	4.31%	\$12,263	0.81%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	\$19,256	1.27%	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, but represents the summation of minority firms for each industry. 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.

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

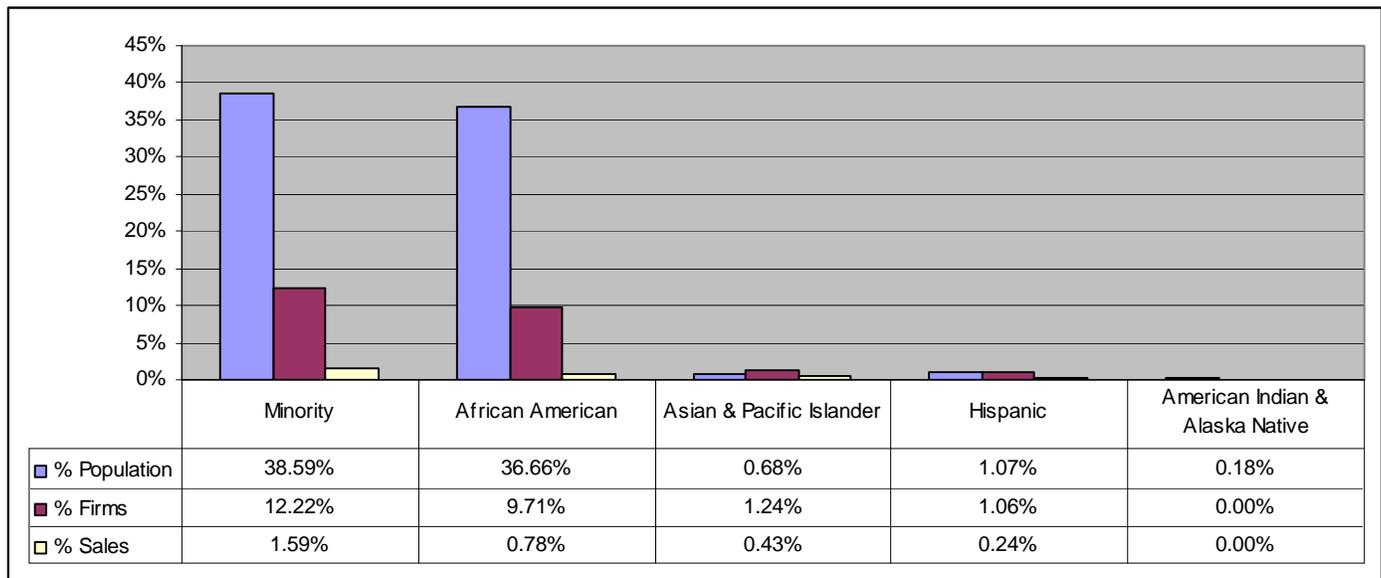


Business Participation¹

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

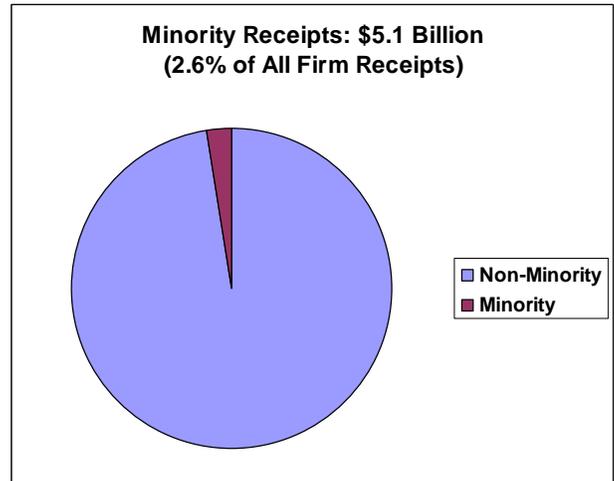
Industries for Minority Groups in the Montgomery, AL MSA (Sales in 1,000s)

	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

Demographic and Business Statistics

- 1997 Total Population: 1,465,678 persons
- 1997 Total Minority Population: 539,617 persons
- All firms in region: 164,708
- Annual sales of all firms in region: \$194.9 billion
- Total minority-owned firms: 27,669 firms
- Annual sales of minority-owned firms: \$5.1 billion
- Total African American-owned firms: 10,521 firms
- Annual sales of African American-owned firms: \$760.8 million
- Asian & Pacific Islander-owned Firms: 8,039 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.9 billion
- Hispanic-owned Firms : 9,216
- Annual sales of Hispanic-owned firms: \$1.4 billion
- American Indian & Alaska Natives-owned Firms: 506 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$87.2 million

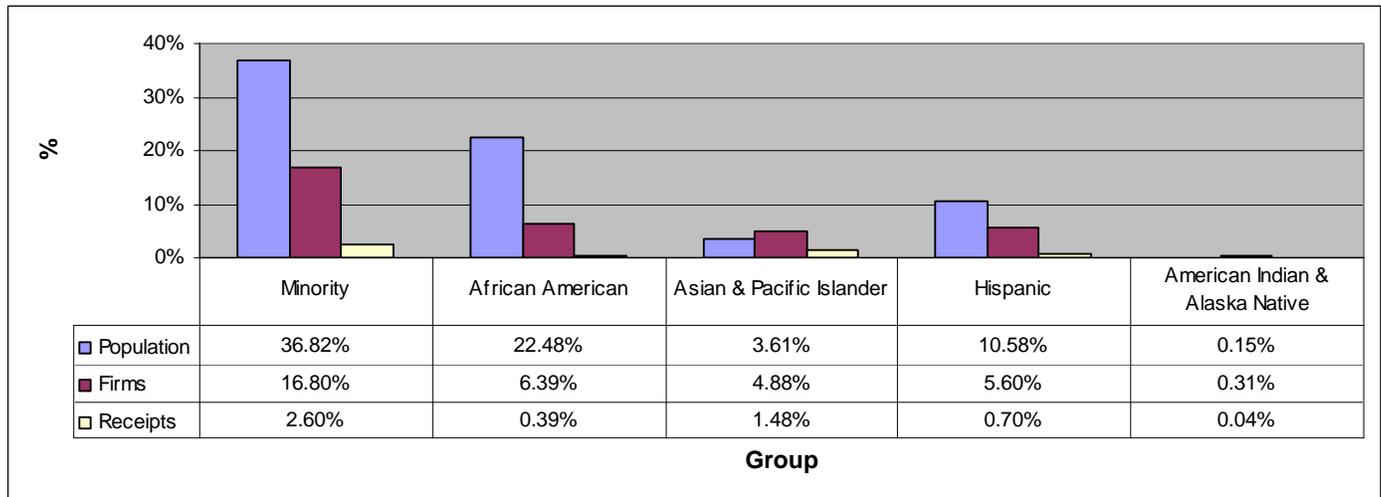


Business Participation¹

Group	MSA BPR: Newark	National BPR
All	112	78
Non-Minority	148	91
Minority	51	42
African American	32	24
Asian & Pacific Islander	152	90
Hispanic	59	41
American Indian & Alaska Native	230	85

Parity²:

In the Newark, NJ PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Newark, NJ 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	164,708		\$194,905,701		845,117		\$31,395,917	
Agricultural services, forestry, fishing, mining	2,675	1.62%	\$450,965	0.23%	4,388	0.52%	\$133,746	0.43%
Construction industries	15,514	9.42%	\$7,257,697	3.72%	34,611	4.10%	\$1,343,060	4.28%
Manufacturing	5,072	3.08%	\$34,227,614	17.56%	145,693	17.24%	\$7,286,631	23.21%
Transportation, communications, utilities	8,352	5.07%	\$12,264,472	6.29%	76,378	9.04%	\$3,122,709	9.95%
Wholesale trade	7,750	4.71%	\$61,024,746	31.31%	77,582	9.18%	\$3,682,422	11.73%
Retail trade	20,367	12.37%	\$18,861,040	9.68%	132,187	15.64%	\$2,289,943	7.29%
Finance, insurance and real estate industries	22,797	13.84%	\$33,922,202	17.40%	82,667	9.78%	\$4,054,361	12.91%
Service industries	69,355	42.11%	\$26,128,589	13.41%	291,417	34.48%	\$9,476,899	30.19%
Industries not Classified	13,173	8.00%	\$768,376	0.39%	194	0.02%	\$6,146	0.02%

Industries for Minority Groups in the Newark, NJ 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	28,282	10,521	38.02%	8,039	29.05%	9,216	33.31%	506	1.83%
Agricultural services, forestry, fishing, and mining	202	59	0.21%	27	0.10%	107	0.39%	9	0.03%
Construction industries	1,639	466	1.68%	169	0.61%	878	3.17%	126	0.46%
Manufacturing	460	102	0.37%	149	0.54%	197	0.71%	12	0.04%
Transportation, communications, and utilities	3,247	1,728	6.25%	244	0.88%	1,264	4.57%	11	0.04%
Wholesale trade	No Data	106	0.38%	640	2.31%	235	0.85%	No Data	No Data
Retail trade	4,815	1,122	4.06%	2,005	7.25%	1,681	6.08%	7	0.03%
Finance, insurance and real estate industries	1,503	607	2.19%	500	1.81%	395	1.43%	1	0.00%
Service industries	11,629	4,747	17.16%	3,504	12.66%	3,334	12.05%	44	0.16%
Industries not Classified	3,782	1,584	5.72%	800	2.89%	1,125	4.07%	273	0.99%

Industries for Minority Groups in the Newark, NJ PMSA (Sales in 1,000s)

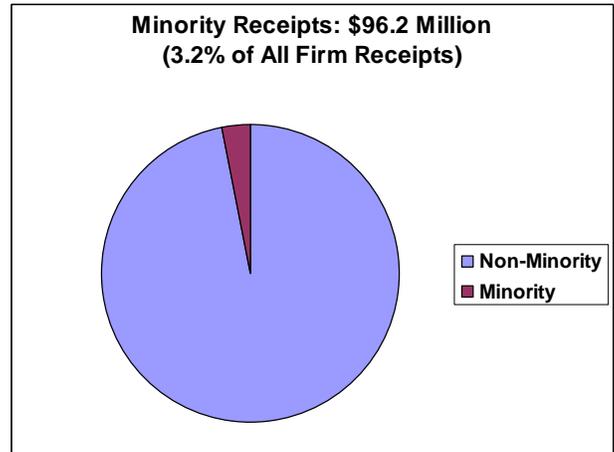
	Minority Sales ⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$5,100,526	\$760,764	15.00%	2,886,015	56.89%	\$1,366,538	26.94%	\$87,209	1.72%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	428	0.01%	\$4,373	0.09%	No Data	No Data
Construction industries	No Data	No Data	No Data	113,816	2.24%	\$140,261	2.76%	\$10,031	0.20%
Manufacturing	No Data	\$51,939	1.02%	179,935	3.55%	\$127,337	2.51%	No Data	No Data
Transportation, communications, utilities	No Data	\$101,081	1.99%	50,151	0.99%	\$120,206	2.37%	No Data	No Data
Wholesale trade	No Data	\$44,121	0.87%	1,353,920	26.69%	\$212,525	4.19%	No Data	No Data
Retail trade	No Data	\$143,730	2.83%	553,984	10.92%	\$486,429	9.59%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$76,163	1.50%	167,444	3.30%	\$40,827	0.80%	No Data	No Data
Service industries	No Data	\$239,728	4.73%	432,694	8.53%	\$213,892	4.22%	No Data	No Data
Industries not Classified	\$128,381	\$54,673	1.08%	33,643	0.66%	\$20,690	0.41%	\$19,375	0.38%

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, but represents the summation of minority firms for each industry. 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.

The State of Minority Business in New Brunswick, NJ (Non-Metropolitan Area)

Demographic and Business Statistics

- 2000 Total Population: 46,514 persons
- 2000 Total Minority Population: 30,550 persons
- All firms in region (1997): 2,037
- Annual sales of all firms in region (1997): \$3.1 billion
- Total minority-owned firms (1997): 366 firms
- Annual sales of minority-owned firms (1997): \$96.2 million
- Total African American-owned firms (1997): 195 firms
- Annual sales of African American-owned firms (1997): \$40.3 million
- Asian & Pacific Islander-owned Firms: No Data
- Annual sales of Asian & Pacific Islander-owned firms: No Data
- Hispanic-owned Firms : No Data
- Annual sales of Hispanic-owned firms: No Data
- American Indian & Alaska Natives-owned Firms: No Data
- Annual sales of Asian & Pacific Islander-owned firms: No Data

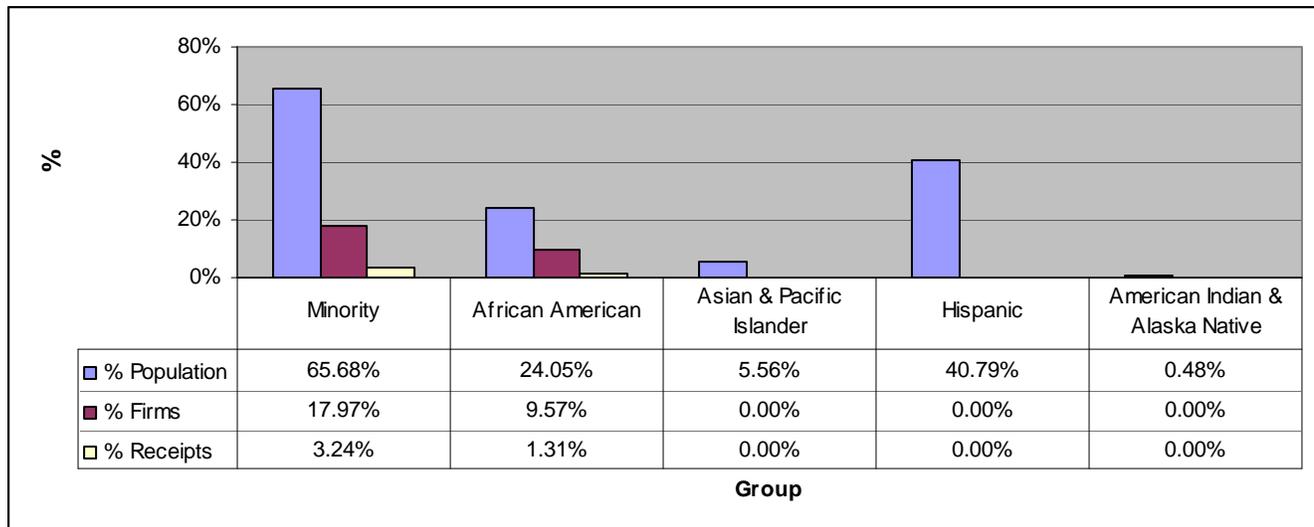


Business Participation¹

Group	MSA BPR: New Brunswick	National BPR
All	44	78
Non-Minority	105	91
Minority	12	42
African American	17	24
Asian & Pacific Islander	No Data	90
Hispanic	No Data	41
American Indian & Alaska Native	No Data	85

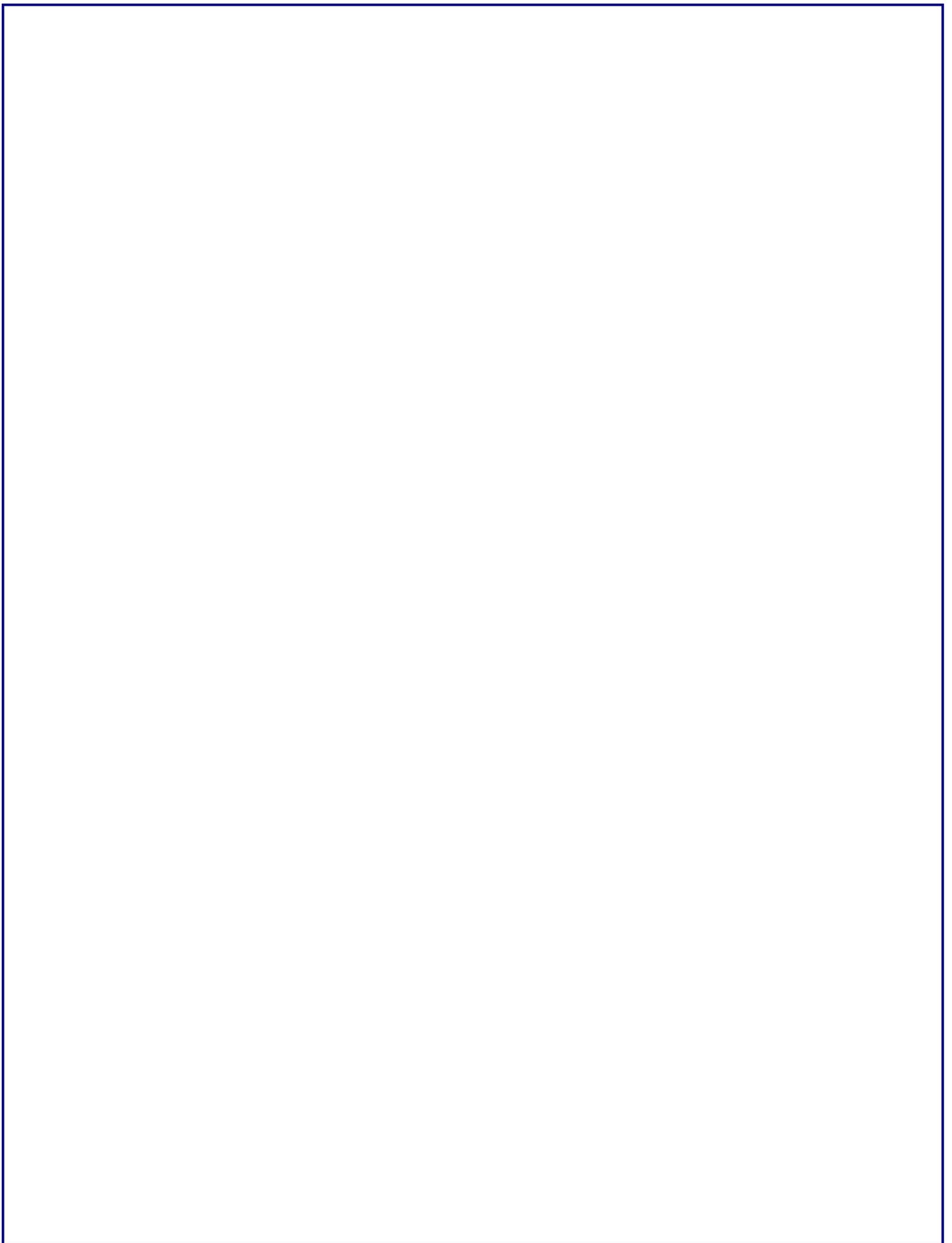
Parity²:

In New Brunswick, NJ, no groups 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).



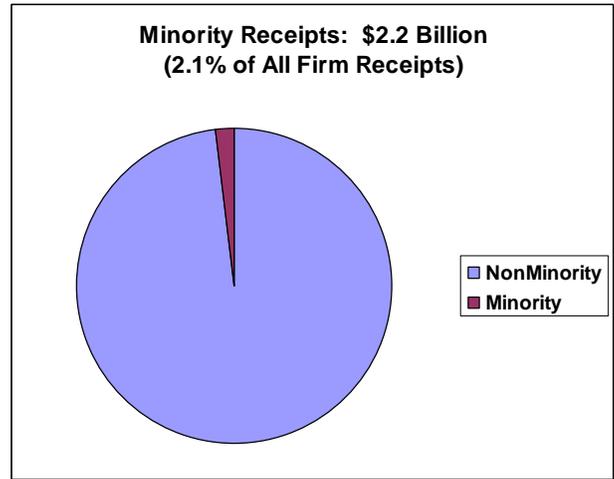
¹ Business Participation Rate (BPR) is the number of business owners in a specific race/ethnic group for every 1,000 persons in that same group

² Parity is defined as the proportionality between the population percentage and the percent share of number of firms owned by the group.



Demographic and Business Statistics

- 1997 Total Population: 1,391,782 persons
- 1997 Total Minority Population: 789,551 persons
- All firms in region: 98,166
- Annual sales of all firms in region: \$102.7 billion
- Total minority-owned firms: 18,044
- Annual sales of minority-owned firms: \$2.2 billion
- Total African American-owned firms: 9,474
- Annual sales of African American-owned firms: \$877.3 million
- Asian & Pacific Islander-owned Firms: 3,210
- Annual sales of Asian & Pacific Islander-owned firms: \$701.8 million
- Hispanic-owned Firms : 4,202
- Annual sales of Hispanic-owned firms: \$564.9 million
- American Indian & Alaska Natives-owned Firms: 885
- Annual sales of Asian & Pacific Islander-owned firms: \$49.4 million

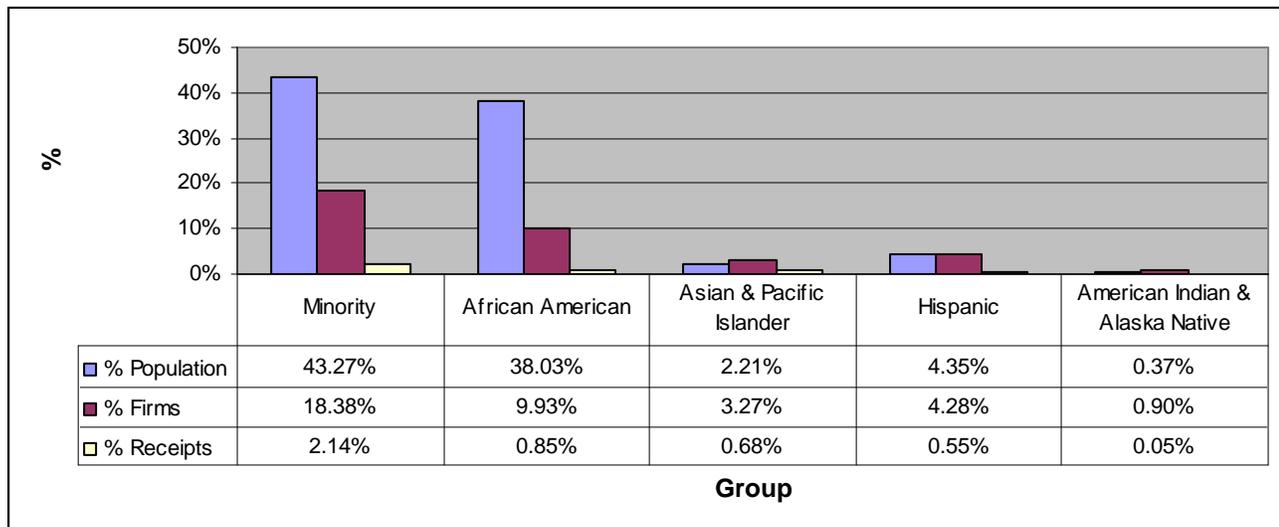


Business Participation¹

Group	MSA BPR: New Orleans	National BPR
All	71	78
Non-Minority	101	91
Minority	30	42
African American	18	24
Asian & Pacific Islander	104	90
Hispanic	69	41
American Indian & Alaska Native	170	85

Parity²:

In the New Orleans, MSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 New Orleans, LA 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	98,166		102,685,185		505,010		12,800,678	
Agricultural services, forestry, fishing, mining	4,495	4.58%	4,506,458	4.39%	11,685	2.31%	605,260	4.73%
Construction industries	9,535	9.71%	3,889,983	3.79%	28,657	5.67%	833,863	6.51%
Manufacturing	1,888	1.92%	26,787,085	26.09%	47,078	9.32%	1,847,408	14.43%
Transportation, communications, utilities	5,520	5.62%	7,516,359	7.32%	44,162	8.74%	1,451,071	11.34%
Wholesale trade	3,947	4.02%	25,756,537	25.08%	30,984	6.14%	1,025,298	8.01%
Retail trade	12,220	12.45%	12,388,284	12.06%	117,200	23.21%	1,520,978	11.88%
Finance, insurance and real estate industries	10,413	10.61%	8,038,622	7.83%	32,127	6.36%	1,069,267	8.35%
Service industries	42,740	43.54%	13,578,288	13.22%	193,043	38.23%	4,444,934	34.72%
Industries not Classified	7,689	7.83%	223,569	0.22%	74	0.01%	2,599	0.02%

Industries for Minority Groups in the New Orleans, LA MSA (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	18,044	9,747	54.83%	3,210	18.06%	4,202	23.64%	885	4.98%
Agricultural services, forestry, fishing, and mining	974	288	1.62%	427	2.40%	86	0.48%	173	0.97%
Construction industries	1,826	1,060	5.96%	45	0.25%	591	3.32%	130	0.73%
Manufacturing	235	110	0.62%	44	0.25%	80	0.45%	1	0.01%
Transportation, communications, and utilities	1,789	1,323	7.44%	125	0.70%	285	1.60%	56	0.32%
Wholesale trade	309	109	0.61%	82	0.46%	108	0.61%	10	0.06%
Retail trade	2,185	991	5.57%	912	5.13%	262	1.47%	20	0.11%
Finance, insurance and real estate industries	No Data	441	2.48%	56	0.32%	153	0.86%	No Data	No Data
Service industries	8,046	4,699	26.43%	1,256	7.07%	1,884	10.60%	207	1.16%
Industries not Classified	2,016	726	4.08%	263	1.48%	755	4.25%	272	1.53%

Industries for Minority Groups in the New Orleans, LA MSA (Sales)

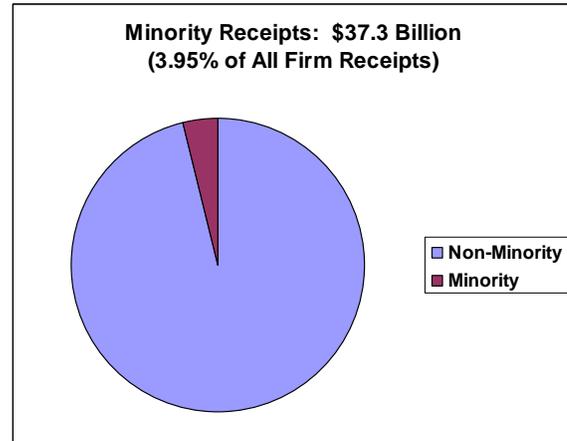
	Minority Sales ¹	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$2,193,426	\$877,307	40.45%	\$701,788	32.36%	\$564,929	26.05%	\$49,402	2.28%
Agricultural services, forestry, fishing, mining	No Data	\$2,732	0.13%	\$13,366	0.62%	No Data	No Data	\$4,054	0.19%
Construction industries	No Data	\$101,528	4.68%	No Data	No Data	\$44,759	2.06%	\$17,148	0.79%
Manufacturing	No Data	\$8,387	0.39%	No Data	No Data	\$23,687	1.09%	No Data	No Data
Transportation, communications, utilities	No Data	\$209,796	9.67%	No Data	No Data	\$26,611	1.23%	\$7,989	0.37%
Wholesale trade	No Data	\$69,005	3.18%	\$214,941	9.91%	\$205,555	9.48%	No Data	No Data
Retail trade	No Data	\$123,679	5.70%	\$209,480	9.66%	\$89,156	4.11%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$35,995	1.66%	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	\$588,930	\$314,645	14.51%	\$167,173	7.71%	\$97,862	4.51%	\$9,250	0.43%
Industries not Classified	No Data	\$11,540	0.53%	No Data	No Data	\$54,165	2.50%	\$8,983	0.41%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

The State of Minority Business in the New York City, NY PMSA

Demographic and Business Statistics

- 1997 Total Population: 10,674,263 persons
- 1997 Total Minority Population: 5,541,051 persons
- All firms in region: 784,876
- Annual sales of all firms in region: \$994.9 billion
- Total minority-owned firms: 263,809
- Annual sales of minority-owned firms: \$37.3 billion
- Total African American-owned firms: 69,410
- Annual sales of African American-owned firms: \$4.0 billion
- Asian & Pacific Islander-owned Firms: 101,814
- Annual sales of Asian & Pacific Islander-owned firms: \$25.5 billion
- Hispanic-owned Firms : 84,880
- Annual sales of Hispanic-owned firms: \$8.1 billion
- American Indian & Alaska Natives-owned Firms: 2,801
- Annual sales of Asian & Pacific Islander-owned firms: \$890.8 million

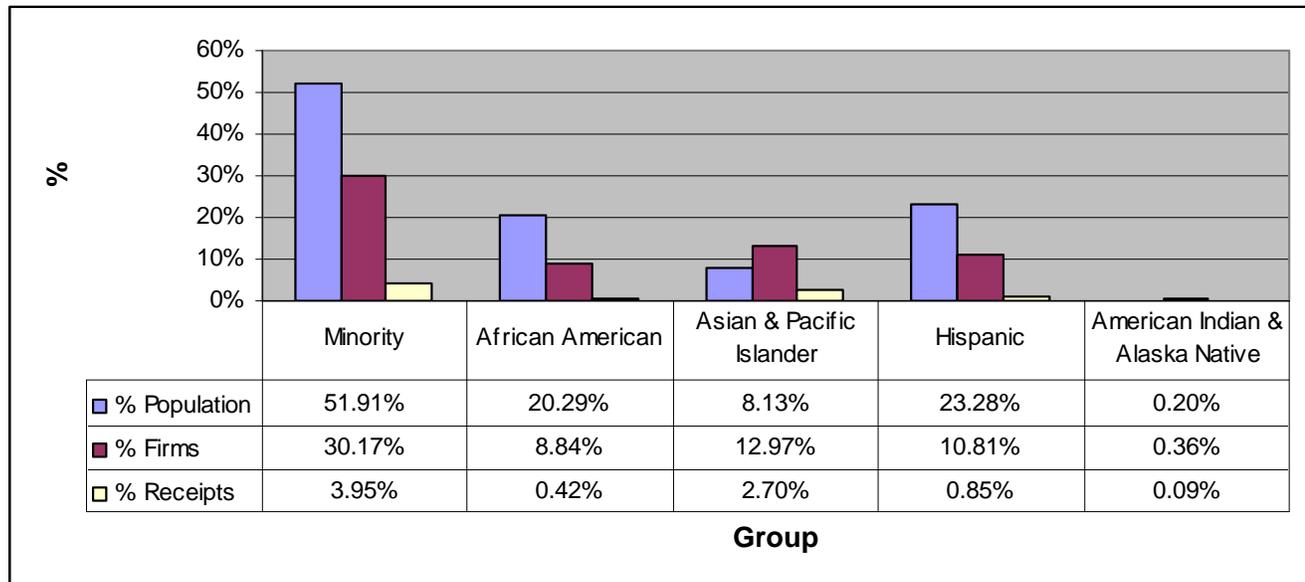


Business Participation¹

Group	MSA BPR: New York City	National BPR
All	74	78
Non-Minority	107	91
Minority	43	42
African American	32	24
Asian & Pacific Islander	117	90
Hispanic	34	41
American Indian & Alaska Native	128	85

Parity²:

In the New York City, NY PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 New York City, NY 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	784,876		\$944,904,775		3,433,605		\$155,851,637	
Agricultural services, forestry, fishing, mining	4,700	0.60%	\$823,077	0.09%	8,663	0.25%	\$332,335	0.21%
Construction industries	43,751	5.57%	\$24,016,494	2.54%	119,598	3.48%	\$4,881,176	3.13%
Manufacturing	20,872	2.66%	\$54,900,935	5.81%	343,680	10.01%	\$14,302,524	9.18%
Transportation, communications, utilities	53,502	6.82%	\$55,363,546	5.86%	241,429	7.03%	\$10,833,840	6.95%
Wholesale trade	35,058	4.47%	\$217,874,395	23.06%	249,817	7.28%	\$12,039,021	7.72%
Retail trade	91,010	11.60%	\$62,438,242	6.61%	484,854	14.12%	\$9,210,127	5.91%
Finance, insurance and real estate industries	101,048	12.87%	\$378,022,430	40.01%	547,798	15.95%	\$52,143,045	33.46%
Service industries	347,145	44.23%	\$147,759,929	15.64%	1,436,256	41.83%	\$52,066,671	33.41%
Industries not Classified	88,808	11.31%	\$3,705,727	0.39%	1,510	0.04%	\$42,898	0.03%

Industries for Minority Groups in the New York City, NY 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	3228	654	20.64%	1,071	33.80%	540	17.04%	963	30.39%
Agricultural services, forestry, fishing, and mining	322	2	0.06%	36	1.14%	18	0.57%	266	8.39%
Construction industries	165	29	0.92%	15	0.47%	63	1.99%	58	1.83%
Manufacturing	No Data	1	0.03%	6	0.19%	1	0.03%	No Data	No Data
Transportation, communications, and utilities	274	38	1.20%	116	3.66%	57	1.80%	63	1.99%
Wholesale trade	18	1	0.03%	4	0.13%	2	0.06%	11	0.35%
Retail trade	444	45	1.42%	271	8.55%	53	1.67%	75	2.37%
Finance, insurance and real estate industries	109	15	0.47%	27	0.85%	13	0.41%	54	1.70%
Service industries	1485	419	13.22%	417	13.16%	301	9.50%	348	10.98%
Industries not Classified	401	104	3.28%	181	5.71%	32	1.01%	84	2.65%

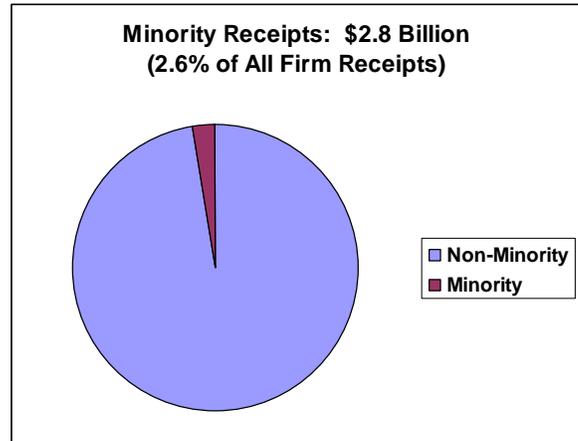
Industries for Minority Groups in the New York City, NY PMSA (Sales in 1,000s)

	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	\$1,255,808	\$40,471	3.23%	\$200,253	15.97%	\$89,014	7.10%	\$926,070	73.85%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	\$22,310	1.78%
Construction industries	No Data	No Data	No Data	No Data	No Data	\$21,292	1.70%	\$68,453	5.46%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	\$52,212	\$4,409	0.35%	\$8,575	0.68%	\$3,599	0.29%	\$35,629	2.84%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$988	0.08%	\$71,659	5.71%	\$34,630	2.76%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	\$322,419	\$27,707	2.21%	\$87,618	6.99%	\$16,814	1.34%	\$190,280	15.17%
Industries not Classified	No Data	No Data	No Data	\$17,954	1.43%	No Data	No Data	\$14,185	1.13%

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

Demographic and Business Statistics

- 1997 Total Population: 1,467,552 persons
- 1997 Total Minority Population: 399,112 persons
- All firms in region: 126,014
- Annual sales of all firms in region: \$108.0 billion
- Total minority-owned firms: 21,082
- Annual sales of minority-owned firms: \$2.8 billion
- Total African American-owned firms: 4,858
- Annual sales of African American-owned firms: \$418.3 million
- Asian & Pacific Islander-owned Firms: 5,679
- Annual sales of Asian & Pacific Islander-owned firms: \$1.3 million
- Hispanic-owned Firms : 10,541
- Annual sales of Hispanic-owned firms: \$963.4 million
- American Indian & Alaska Natives-owned Firms: 783
- Annual sales of Asian & Pacific Islander-owned firms: \$113.8 million

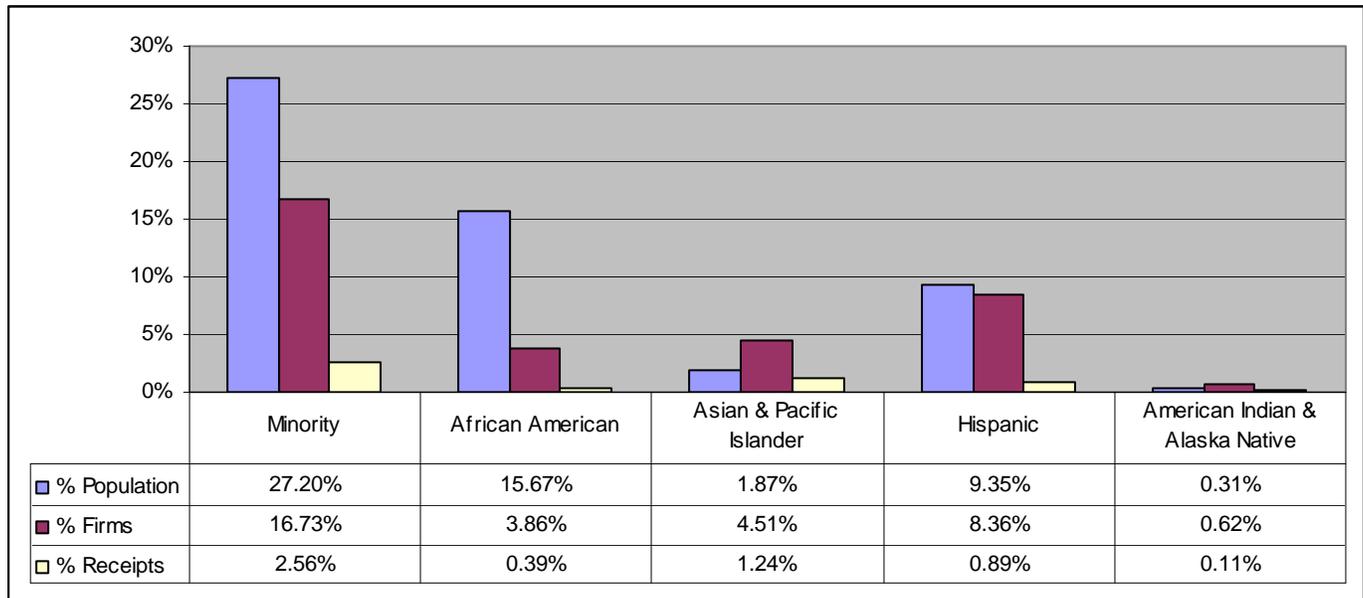


Business Participation¹

Group	MSA BPR: Orlando	National BPR
All	86	78
Non-Minority	98	91
Minority	53	42
African American	21	24
Asian & Pacific Islander	207	90
Hispanic	77	41
American Indian & Alaska Native	172	85

Parity²:

In the Orlando, FL MSA, the Asian & Pacific Islander group and the American Indian & Alaska Native 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 Orlando, FL 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	126,014		\$108,039,019		686,503		\$16,943,550	
Agricultural services, forestry, fishing, mining	3,244	2.57%	\$551,085	0.51%	7,737	1.13%	\$141,797	0.84%
Construction industries	13,305	10.56%	\$7,999,412	7.40%	43,108	6.28%	\$1,215,307	7.17%
Manufacturing	3,004	2.38%	\$9,165,774	8.48%	55,410	8.07%	\$1,985,390	11.72%
Transportation, communications, utilities	6,231	4.94%	\$7,849,576	7.27%	38,278	5.58%	\$1,263,439	7.46%
Wholesale trade	6,082	4.83%	\$31,096,117	28.78%	43,026	6.27%	\$1,398,855	8.26%
Retail trade	16,289	12.93%	\$18,653,403	17.27%	158,783	23.13%	\$2,250,243	13.28%
Finance, insurance and real estate industries	15,904	12.62%	\$11,216,786	10.38%	46,408	6.76%	\$1,478,211	8.72%
Service industries	52,964	42.03%	\$21,169,130	19.59%	293,572	42.76%	\$7,205,562	42.53%
Industries not Classified	9,323	7.40%	\$337,736	0.31%	181	0.03%	\$4,746	0.03%

Industries for Minority Groups in the Orlando, FL 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	21,082	4,858	23.04%	5,679	26.94%	10,541	50.00%	783	3.71%
Agricultural services, forestry, fishing, and mining	329	170	0.81%	2	0.01%	147	0.70%	10	0.05%
Construction industries	1,802	454	2.15%	84	0.40%	1,132	5.37%	132	0.63%
Manufacturing	357	54	0.26%	89	0.42%	189	0.90%	25	0.12%
Transportation, communications, and utilities	2,088	614	2.91%	202	0.96%	1,235	5.86%	37	0.18%
Wholesale trade	251	9	0.04%	134	0.64%	84	0.40%	24	0.11%
Retail trade	No Data	510	2.42%	1,209	5.73%	1,453	6.89%	No Data	No Data
Finance, insurance and real estate industries	No Data	88	0.42%	270	1.28%	724	3.43%	No Data	No Data
Service industries	8,772	2,527	11.99%	1,879	8.91%	4,309	20.44%	57	0.27%
Industries not Classified	3,983	432	2.05%	1,811	8.59%	1,270	6.02%	470	2.23%

Industries for Minority Groups in the Orlando, FL MSA (Sales in 1,000s)

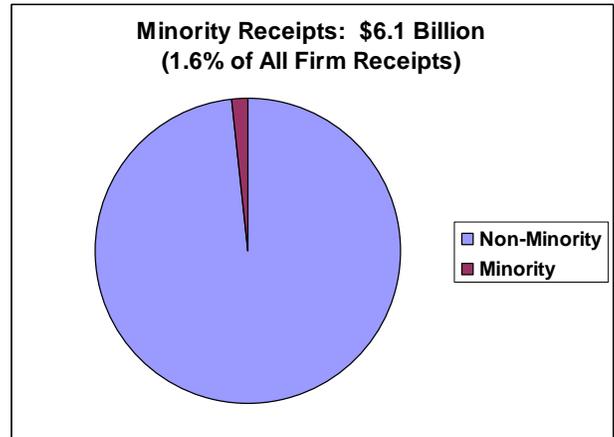
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$2,762,205	\$418,334	15.14%	\$1,341,963	48.58%	\$963,357	34.88%	\$113,847	4.12%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$403,327	\$64,637	2.34%	\$90,927	3.29%	\$202,224	7.32%	\$45,539	1.65%
Manufacturing	No Data	No Data	No Data	\$49,982	1.81%	\$24,939	0.90%	No Data	No Data
Transportation, communications, utilities	No Data	\$94,710	3.43%	No Data	No Data	\$60,805	2.20%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$84,488	3.06%	No Data	No Data	No Data	No Data
Retail trade	No Data	\$55,859	2.02%	\$429,115	15.54%	\$183,864	6.66%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	\$32,602	1.18%	\$25,452	0.92%	No Data	No Data
Service industries	\$917,915	\$139,352	5.04%	\$402,610	14.58%	\$355,482	12.87%	\$20,471	0.74%
Industries not Classified	No Data	No Data	No Data	\$239,850	8.68%	No Data	No Data	\$20,421	0.74%

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

The State of Minority Business in the Philadelphia, PA-NJ Metropolitan Statistical Area

Demographic and Business Statistic

- 1997 Total Population: 4,291,439 persons
- 1997 Total Minority Population: 1,259,359 persons
- All firms in region: 353,657
- Annual sales of all firms in region: \$388.7 billion
- Total minority-owned firms: 37,699
- Annual sales of minority-owned firms: \$6.1 billion
- Total African American-owned firms: 17,863
- Annual sales of African American-owned firms: \$1.7 billion
- Asian & Pacific Islander-owned Firms: 13,399
- Annual sales of Asian & Pacific Islander-owned firms: \$3.4 billion
- Hispanic-owned Firms : 5,558
- Annual sales of Hispanic-owned firms: \$933.2 million
- American Indian & Alaska Natives-owned Firms: 1,603
- Annual sales of Asian & Pacific Islander-owned firms: \$115.9 million

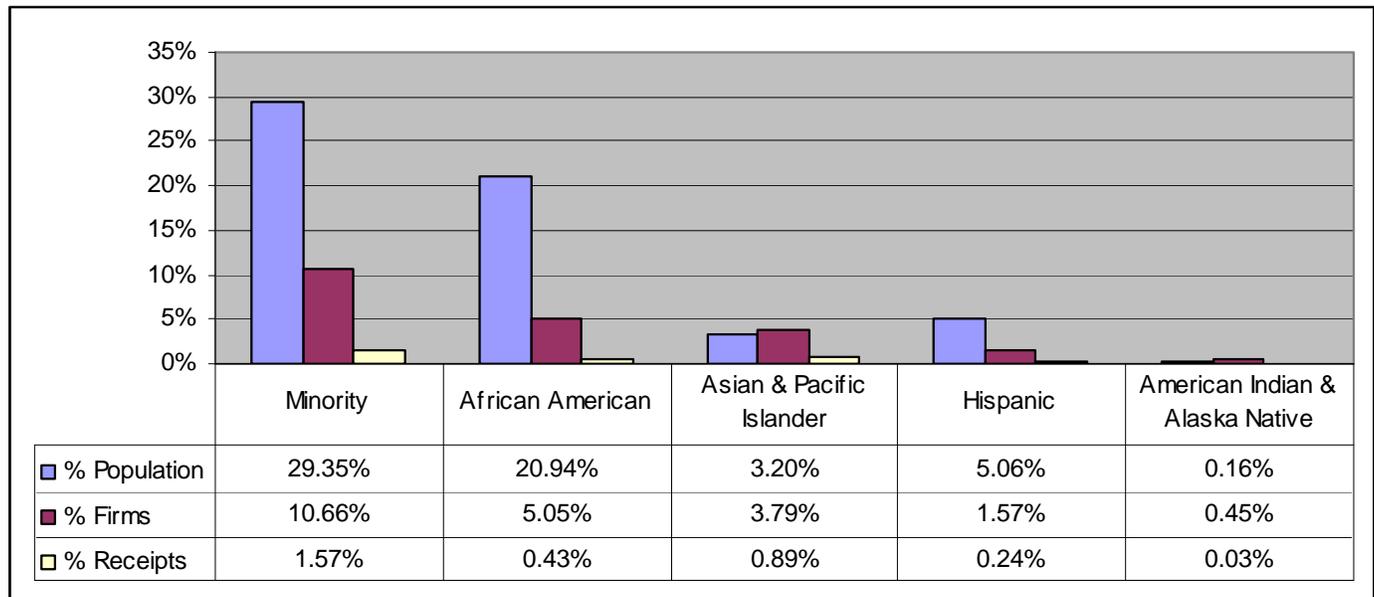


Business Participation¹

Group	MSA BPR: Philadelphia	National BPR
All	82	78
Non-Minority	104	91
Minority	30	42
African American	20	24
Asian & Pacific Islander	98	90
Hispanic	26	41
American Indian & Alaska Native	237	85

Parity²:

In the Philadelphia, PA-NJ MSA, Asian & Pacific Islanders and American Indian & Alaska Natives have 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 Philadelphia PA-NJ 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	353,657		388,727,494		2,045,714		65,563,724	
Agricultural services, forestry, fishing, mining	6,934	1.96%	1,179,554	0.30%	12,343	0.60%	309,576	0.47%
Construction industries	36,048	10.19%	17,625,426	4.53%	94,030	4.60%	3,420,764	5.22%
Manufacturing	10,923	3.09%	71,295,280	18.34%	310,669	15.19%	13,037,636	19.89%
Transportation, communications, utilities	12,062	3.41%	19,979,207	5.14%	103,090	5.04%	3,887,563	5.93%
Wholesale trade	16,517	4.67%	101,163,839	26.02%	143,372	7.01%	5,975,223	9.11%
Retail trade	47,231	13.36%	50,142,206	12.90%	387,132	18.92%	6,221,702	9.49%
Finance, insurance and real estate industries	41,433	11.72%	60,192,846	15.48%	181,459	8.87%	7,731,337	11.79%
Service industries	154,231	43.61%	66,020,064	16.98%	813,020	39.74%	24,963,964	38.08%
Industries not Classified	29,176	8.25%	1,129,072	0.29%	599	0.03%	15,959	0.02%

Industries for Minority Groups in the Philadelphia PA-NJ MSA (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	38,423	17,863	47.38%	13,399	35.54%	5,558	14.74%	1,603	4.25%
Agricultural services, forestry, fishing, and mining	250	133	0.35%	52	0.14%	36	0.10%	29	0.08%
Construction industries	2,085	1,020	2.71%	297	0.79%	596	1.58%	172	0.46%
Manufacturing	614	161	0.43%	316	0.84%	106	0.28%	31	0.08%
Transportation, communications, and utilities	1,856	1,234	3.27%	224	0.59%	378	1.00%	20	0.05%
Wholesale trade	781	262	0.69%	405	1.07%	74	0.20%	40	0.11%
Retail trade	7,826	2,550	6.76%	4,409	11.70%	798	2.12%	69	0.18%
Finance, insurance and real estate industries	1,919	1,031	2.73%	666	1.77%	168	0.45%	54	0.14%
Service industries	17,683	9,237	24.50%	5,796	15.37%	2,458	6.52%	192	0.51%
Industries not Classified	5,428	2,236	5.93%	1,249	3.31%	946	2.51%	997	2.64%

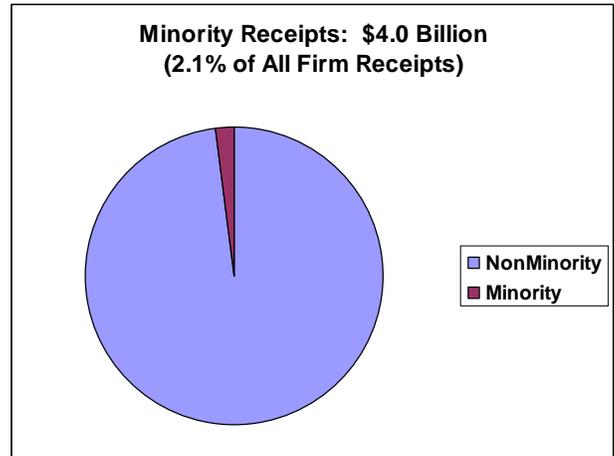
Industries for Minority Groups in the Philadelphia PA-NJ MSA (Sales in \$1,000s)

	Minority Sales ¹	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	\$6,153,583	1,659,837	27.11%	3,444,576	56.27%	933,247	15.24%	115,923	1.89%
Agricultural services, forestry, fishing, mining	No Data	7,257	0.12%	4,687	0.08%	No Data	No Data	No Data	No Data
Construction industries	\$319,748	120,909	1.97%	62,403	1.02%	120,618	1.97%	15,818	0.26%
Manufacturing	No Data	39,226	0.64%	237,091	3.87%	50,065	0.82%	No Data	No Data
Transportation, communications, utilities	\$263,521	110,148	1.80%	11,012	0.18%	136,024	2.22%	6,337	0.10%
Wholesale trade	\$1,285,601	190,486	3.11%	916,386	14.97%	156,804	2.56%	21,925	0.36%
Retail trade	\$1,470,420	240,162	3.92%	1,061,073	17.33%	161,332	2.64%	7,853	0.13%
Finance, insurance and real estate industries	No Data	109,721	1.79%	117,487	1.92%	No Data	No Data	No Data	No Data
Service industries	\$1,835,004	690,992	11.29%	948,626	15.50%	175,475	2.87%	19,911	0.33%
Industries not Classified	\$386,888	150,935	2.47%	85,812	1.40%	108,571	1.77%	41,570	0.68%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 2,834,494 persons
- 1997 Total Minority Population: 463,613 persons
- All firms in region: 212,077
- Annual sales of all firms in region: \$190.8 billion
- Total minority-owned firms: 23,946
- Annual sales of minority-owned firms: \$4.0 billion
- Total African American-owned firms: 2,507
- Annual sales of African American-owned firms: \$253.7 million
- Asian & Pacific Islander-owned Firms: 4,890
- Annual sales of Asian & Pacific Islander-owned firms: \$1.5 billion
- Hispanic-owned Firms : 15,412
- Annual sales of Hispanic-owned firms: \$1.9 billion
- American Indian & Alaska Natives-owned Firms: 1,992
- Annual sales of Asian & Pacific Islander-owned firms: \$330.1 million

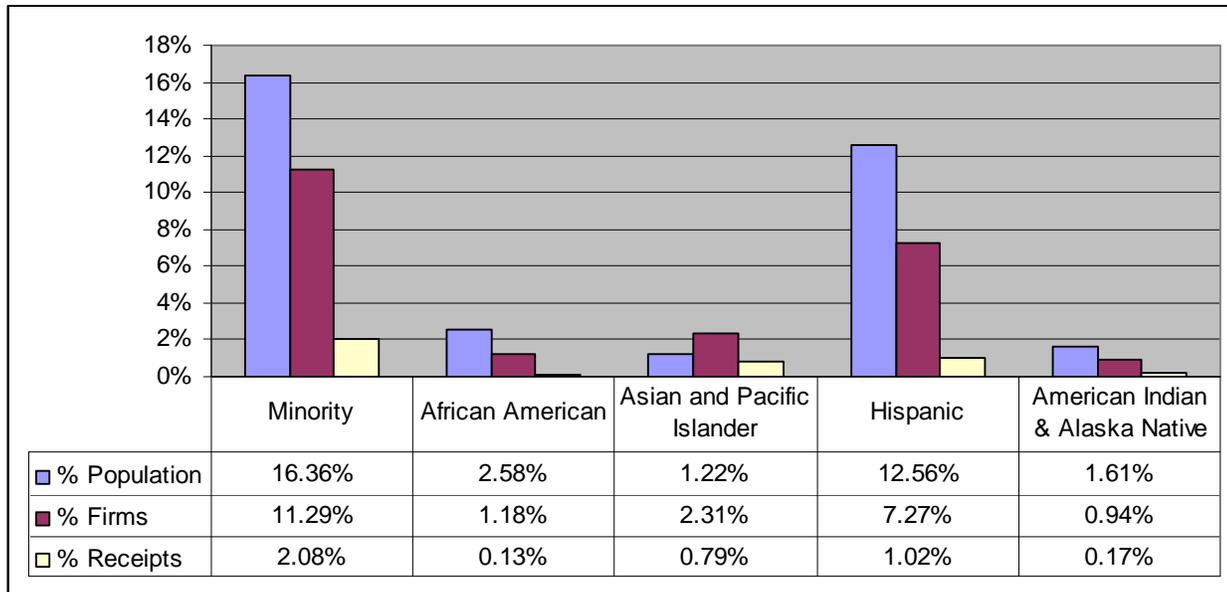


Business Participation¹

Group	MSA BPR: Phoenix-Mesa	National BPR
All	75	78
Non-Minority	106	91
Minority	52	42
African American	34	24
Asian & Pacific Islander	142	90
Hispanic	43	41
American Indian & Alaska Native	44	85

Parity²:

In the Phoenix—Mesa, AZ MSA, 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 Phoenix-Mesa, AZ 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	212,077		\$190,820,069		1,202,340		\$31,776,232	
Agricultural services, forestry, fishing, mining	4,856	2.29%	\$1,321,833	0.69%	16,058	1.34%	\$411,357	1.29%
Construction industries	18,029	8.50%	\$15,876,851	8.32%	99,648	8.29%	\$2,829,611	8.90%
Manufacturing	6,751	3.18%	\$36,404,753	19.08%	163,458	13.59%	\$6,164,717	19.40%
Transportation, communications, utilities	7,778	3.67%	\$11,841,710	6.21%	77,329	6.43%	\$2,398,213	7.55%
Wholesale trade	9,583	4.52%	\$42,428,179	22.23%	73,972	6.15%	\$2,671,536	8.41%
Retail trade	26,091	12.30%	\$31,786,583	16.66%	247,850	20.61%	\$3,860,736	12.15%
Finance, insurance and real estate industries	30,779	14.51%	\$22,836,017	11.97%	89,071	7.41%	\$3,100,206	9.76%
Service industries	95,232	44.90%	\$27,845,208	14.59%	434,198	36.11%	\$10,333,516	32.52%
Industries not Classified	13,494	6.36%	\$478,935	0.25%	756	0.06%	\$6,340	0.02%

Industries for Minority Groups in the Phoenix-Mesa, AZ 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	24,801	2,507	10.47%	4,890	20.42%	15,412	64.36%	1,992	8.32%
Agricultural services, forestry, fishing, and mining	826	11	0.05%	86	0.36%	668	2.79%	61	0.25%
Construction industries	2,174	125	0.52%	85	0.35%	1,704	7.12%	260	1.09%
Manufacturing	592	25	0.10%	119	0.50%	364	1.52%	84	0.35%
Transportation, communications, and utilities	1,005	186	0.78%	92	0.38%	678	2.83%	49	0.20%
Wholesale trade	544	47	0.20%	168	0.70%	296	1.24%	33	0.14%
Retail trade	4,110	233	0.97%	1,195	4.99%	2,414	10.08%	268	1.12%
Finance, insurance and real estate industries	1,460	210	0.88%	395	1.65%	793	3.31%	62	0.26%
Service industries	11,539	1,460	6.10%	2,472	10.32%	6,987	29.18%	620	2.59%
Industries not Classified	2,552	209	0.87%	278	1.16%	1,510	6.31%	555	2.32%

Industries for Minority Groups in the Phoenix-Mesa, AZ 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	\$4,028,868	\$253,695	6.40%	\$1,500,951	37.85%	\$1,943,940	49.03%	\$330,102	8.33%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$49,180	1.24%	No Data	No Data
Construction industries	\$618,603	\$15,558	0.39%	\$27,976	0.71%	\$465,029	11.73%	\$110,040	2.78%
Manufacturing	No Data	No Data	No Data	\$74,392	1.88%	\$256,441	6.47%	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	\$44,622	1.13%	\$63,844	1.61%
Wholesale trade	No Data	No Data	No Data	\$587,409	14.81%	\$179,796	4.53%	\$28,166	0.71%
Retail trade	\$904,316	\$47,782	1.21%	\$423,444	10.68%	\$396,992	10.01%	\$36,098	0.91%
Finance, insurance and real estate industries	\$149,612	\$15,075	0.38%	\$36,588	0.92%	\$82,458	2.08%	\$15,491	0.39%
Service industries	\$895,902	\$128,204	3.23%	\$298,134	7.52%	\$419,746	10.59%	\$49,818	1.26%
Industries not Classified	No Data	No Data	No Data	\$20,170	0.51%	\$49,675	1.25%	\$11,904	0.30%

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

The State of Minority Business in the Pittsburgh, PA MSA

On July 12, 2001, The U.S. Department of Commerce, through the Census Bureau and the Minority Business Development Agency, released the 1997 Survey of Minority-Owned Business Enterprises (SMOBE) Report and MBDA's The State of Minority Business. This report used both sources. For more information about SMOBE, please visit www.mbda.gov:

Demographic and Business Statistics for Pittsburgh, PA MSA

- 1997 Total Population: 791,224 persons
- 1997 Total Minority Population: 141,606 persons
- All firms in region: 159,845 firms
- Annual sales of all firms in region: \$180.3 billion
- Total minority-owned firms: 6,779 firms
- Annual sales of minority-owned firms in region: \$1.4 billion
- Total African American-owned firms: 3,142 firms
- Asian & Pacific Islander-owned Firms: 2,013 firms
- Hispanic-owned Firms : 946 firms
- American Indian & Alaska Natives-owned Firms: 723 firms

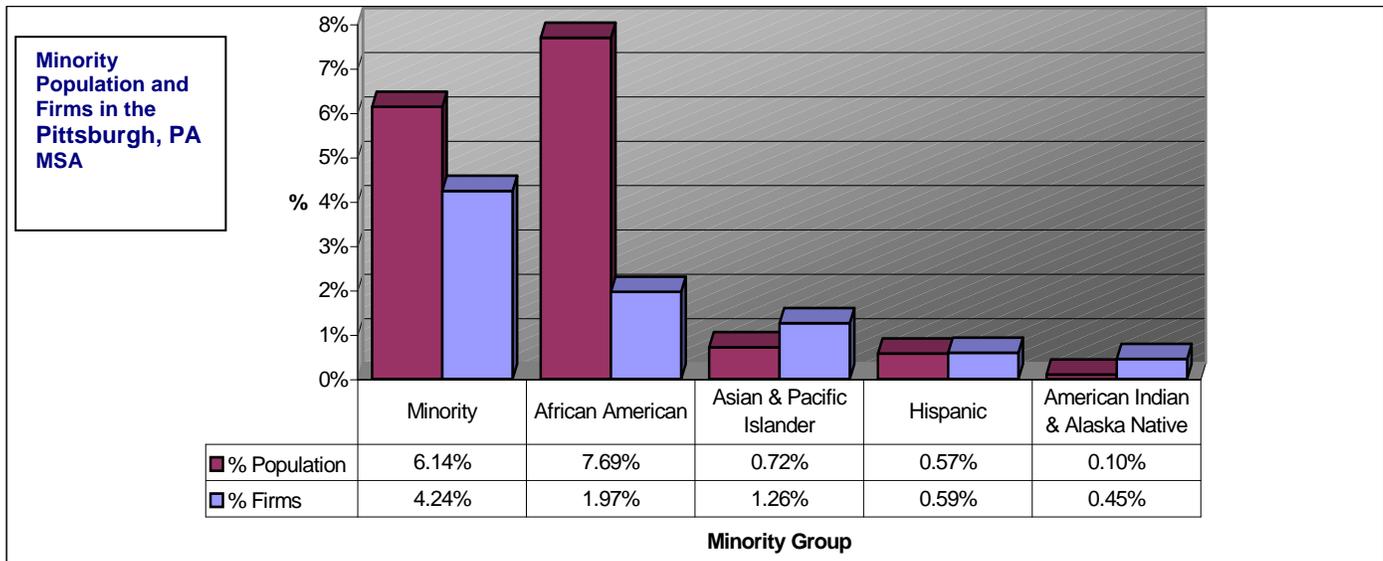
Business Participation:

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. The Index of Business Participation Rate is a measure of how Business Participation Rates in the MSA compare with the Nation. Items highlighted in yellow indicate groups in the MSA that exceed the National BPR.

Group	MSA BPR: Pittsburgh	National BPR	Index of Business Participation ⁱ
All	79	78	1.01
Non-Minority	108	91	1.19
Minority	43	42	1.02
African American	24	24	1.01
Asian & Pacific Islander	228	41	5.57
Hispanic	193	85	2.27
American Indian & Alaska Native	450	90	5.01

Parity:

In the Pittsburgh, PA MSA, Asian & Pacific Islanders, Hispanics, and American Indian & Alaska Natives have achieved parityⁱⁱ, in terms of population size and business ownership. (See below chart).



Industry Breakdown for All Firms in the Pittsburgh, PA MSA

SIC Industry Description	Total number of firms	Sales of all firms (\$1,000)	Employees	Annual payroll (\$1,000)
All industries	159,845	180,250,948	973,896	27,060,306
Agricultural services, forestry, fishing, and mining	3,632	1,208,783	7,405	237,966
Construction industries	19,768	8,571,595	54,418	1,789,032
Manufacturing	5,015	25,291,849	141,239	5,729,433
Transportation, communications, and utilities	6,501	33,082,990	57,281	1,927,936
Wholesale trade	7,238	40,999,921	61,259	2,130,219
Retail trade	24,214	23,461,964	211,310	2,719,572
Finance, insurance and real estate industries	16,813	20,802,477	71,098	2,595,654
Service industries	67,119	26,526,751	369,756	9,927,107
Industries not Classified	10,108	304,618	130	3,387

Source: [US Bureau of Census, 1997 Survey of Minority-Owned Business Enterprise](#)

Industries for Minority Groups in the Pittsburgh, PA MSA (Firms)

	African American	Asian & Pacific Islander	Hispanic	American Indian & Alaska Native
All industries	3,142	2,013	946	723
Agricultural services, forestry, fishing, and mining	35	No Data	13	21
Construction industries	278	34	118	146
Manufacturing	29	47	11	No Data
Transportation, communications, and utilities	162	12	2	22
Wholesale trade	27	68	11	1
Retail trade	613	408	117	97
Finance, insurance and real estate industries	170	109	23	No Data
Service industries	1,567	1,100	471	107
Industries not Classified	262	No Data	No Data	310

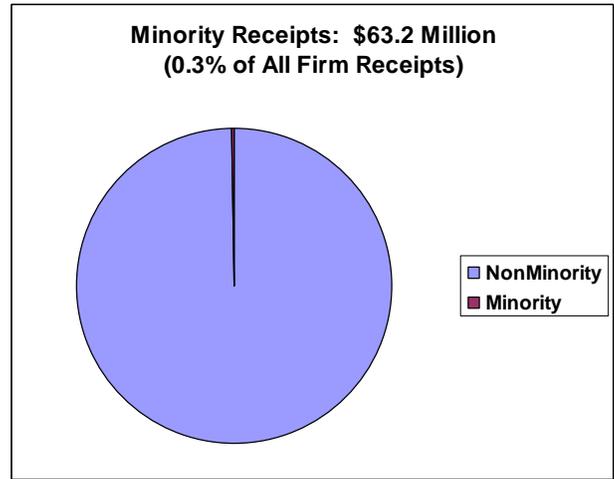
Source: [US Bureau of Census, 1997 Survey of Minority-Owned Business Enterprise](#)

ⁱ The Index of Business Participation is computed by dividing the Regional BPR by the National BPR. A value less than 1 indicates that the BPR for that group is less than the national BPR. Conversely, A BPR Index with a value greater than 1 indicates that the BPR for that group exceeds the national BPR.

ⁱⁱ Parity is defined as the proportionality between the population percentage and percentage share of number of firms owned by the group.

Demographic and Business Statistics

- 1997 Total Population: 442,534 persons
- 1997 Total Minority Population: 15,760 persons
- All firms in region: 25,366
- Annual sales of all firms in region: \$20.7 billion
- Total minority-owned firms: 573
- Annual sales of minority-owned firms: \$63.2 million
- Total African American-owned firms: No Data
- Annual sales of African American-owned firms: No Data
- Asian & Pacific Islander-owned Firms: 182
- Annual sales of Asian & Pacific Islander-owned firms: \$701.8 million
- Hispanic-owned Firms : No Data
- Annual sales of Hispanic-owned firms: No Data
- American Indian & Alaska Natives-owned Firms: 233
- Annual sales of Asian & Pacific Islander-owned firms: \$27.4 million

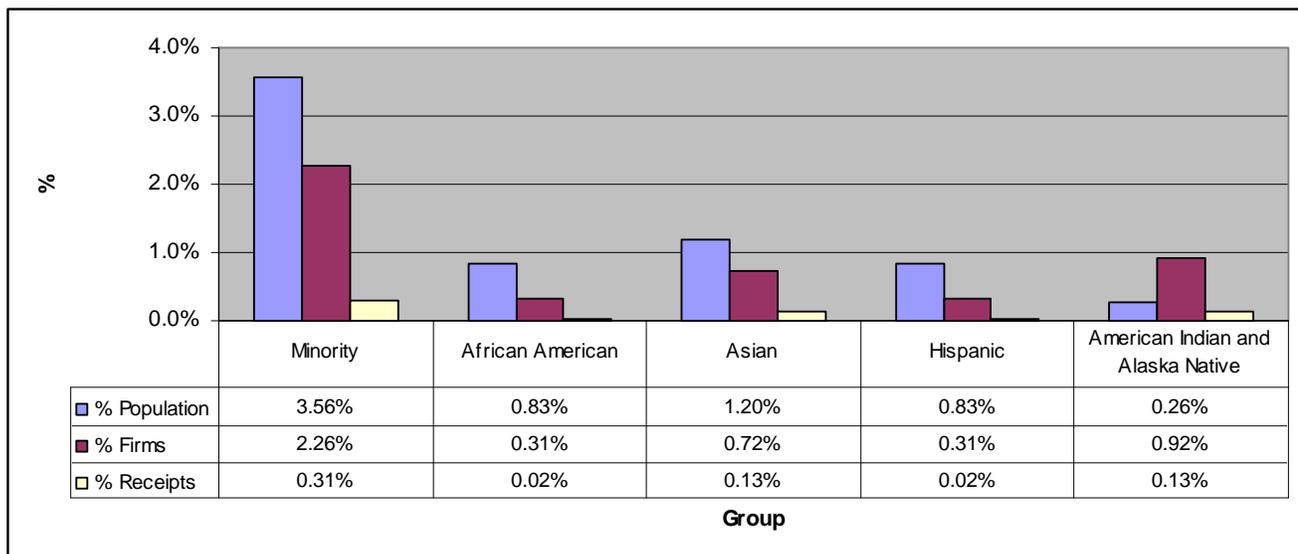


Business Participation¹

Group	MSA BPR: Portland	National BPR
All	57	78
Non-Minority	58	91
Minority	36	42
African American	No Data	24
Asian & Pacific Islander	34	90
Hispanic	No Data	41
American Indian & Alaska Native	200	85

Parity²:

In the Portland, ME MSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Portland, ME 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	25,366		\$20,669,074		124,788		\$3,444,037	
Agricultural services, forestry, fishing, mining	1,097	4.32%	\$84,587	0.41%	741	0.59%	\$18,360	0.53%
Construction industries	2,933	11.56%	\$901,411	4.36%	6,226	4.99%	\$182,574	5.30%
Manufacturing	832	3.28%	\$2,140,097	10.35%	14,250	11.42%	\$503,474	14.62%
Transportation, communications, utilities	759	2.99%	\$1,057,185	5.11%	5,842	4.68%	\$190,592	5.53%
Wholesale trade	1,018	4.01%	\$3,692,891	17.87%	9,985	8.00%	\$344,180	9.99%
Retail trade	3,284	12.95%	\$3,655,877	17.69%	30,268	24.26%	\$487,075	14.14%
Finance, insurance and real estate industries	2,919	11.51%	\$5,632,582	27.25%	14,038	11.25%	\$592,866	17.21%
Service industries	11,279	44.47%	\$3,464,465	16.76%	43,426	34.80%	\$1,124,553	32.65%
Industries not Classified	1,318	5.20%	\$39,979	0.19%	12	0.01%	\$363	0.01%

Industries for Minority Groups in the Portland, ME 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	573	No Data	No Data	182	31.76%	No Data	No Data	233	40.66%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	1	0.17%	No Data	No Data	7	1.22%
Construction industries	No Data	No Data	No Data	5	0.87%	No Data	No Data	29	5.06%
Manufacturing	No Data	No Data	No Data	3	0.52%	No Data	No Data	2	0.35%
Transportation, communications, and utilities	No Data	No Data	No Data	1	0.17%	No Data	No Data	17	2.97%
Wholesale trade	No Data	No Data	No Data	11	1.92%	No Data	No Data	2	0.35%
Retail trade	No Data	No Data	No Data	57	9.95%	No Data	No Data	22	3.84%
Finance, insurance and real estate industries	No Data	No Data	No Data	3	0.52%	No Data	No Data	1	0.17%
Service industries	No Data	No Data	No Data	61	10.65%	No Data	No Data	15	2.62%
Industries not Classified	No Data	No Data	No Data	39	6.81%	No Data	No Data	139	24.26%

Industries for Minority Groups in the Portland, ME MSA (Sales)

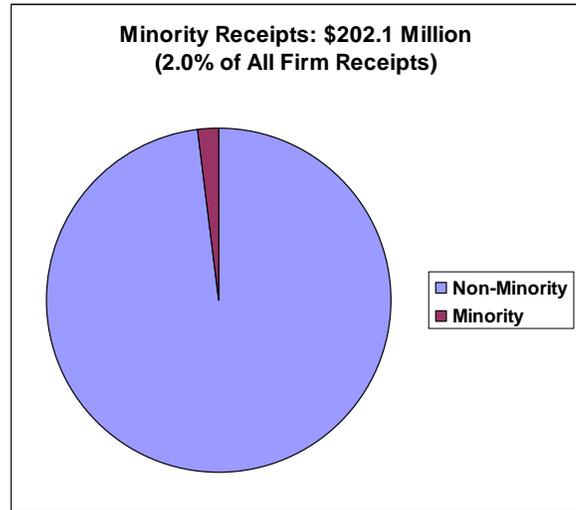
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$63,166	No Data	No Data	\$701,788	32.36%	No Data	No Data	\$27,356	43.31%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$13,366	0.62%	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$214,941	9.91%	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	\$209,480	9.66%	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	No Data	No Data	\$167,173	7.71%	No Data	No Data	\$1,314	2.08%
Industries not Classified	No Data	No Data	No Data	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

The State of Minority Business in the Richland--Kennewick-- Pasco, WA MSA

Demographic and Business Statistics

- 1997 Total Population: 180,863 persons
- 1997 Total Minority Population: 48,658 persons
- All firms in region: 11,324
- Annual sales of all firms in region: \$10.0 billion
- Total minority-owned firms: 890
- Annual sales of minority-owned firms: \$202.1 million
- Total African American-owned firms: No Data
- Annual sales of African American-owned firms: No Data
- Asian & Pacific Islander-owned Firms: 256
- Annual sales of Asian & Pacific Islander-owned firms: \$50.1 million
- Hispanic-owned Firms: 537
- Annual sales of Hispanic-owned firms: \$62.5 million
- American Indian & Alaska Natives-owned Firms: No Data
- Annual sales of Asian & Pacific Islander-owned firms: No Data

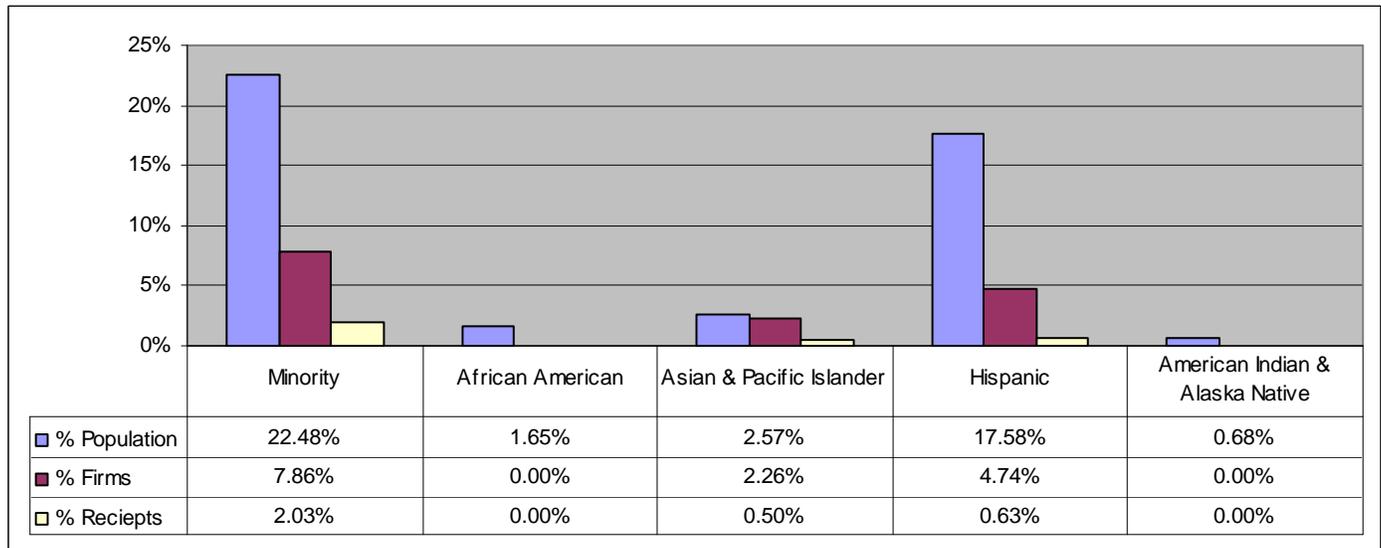


Business Participation¹

Group	MSA BPR: Richland	National BPR
All	63	78
Non-Minority	74	91
Minority	22	42
African American	No Data	24
Asian & Pacific Islander	55	90
Hispanic	17	41
American Indian & Alaska Native	No Data	85

Parity²:

In the Richland--Kennewick--Pasco, WA MSA, no groups 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 Richland--Kennewick--Pasco, WA 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	11,324		\$9,973,436		57,883		\$1,657,114	
Agricultural services, forestry, fishing, mining	343	3.03%	\$71,063	0.71%	859	1.48%	\$16,039	0.97%
Construction industries	1,130	9.98%	\$685,263	6.87%	4,735	8.18%	\$138,937	8.38%
Manufacturing	317	2.80%	\$2,075,675	20.81%	7,698	13.30%	\$251,331	15.17%
Transportation, communications, utilities	473	4.18%	\$1,500,636	15.05%	6,288	10.86%	\$292,716	17.66%
Wholesale trade	401	3.54%	\$1,086,700	10.90%	3,015	5.21%	\$76,791	4.63%
Retail trade	2,255	19.91%	\$1,717,755	17.22%	13,143	22.71%	\$183,339	11.06%
Finance, insurance and real estate industries	1,005	8.87%	\$1,067,245	10.70%	2,181	3.77%	\$49,156	2.97%
Service industries	4,972	43.91%	\$1,754,196	17.59%	19,955	34.47%	\$648,520	39.14%
Industries not Classified	464	4.10%	\$14,903	0.15%	9	0.02%	\$285	0.02%

Industries for Minority Groups in the Richland--Kennewick--Pasco, WA 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	890	No Data	No Data	256	28.76%	537	60.34%	No Data	No Data
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	No Data	No Data	No Data	5	0.56%	44	4.94%	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	5	0.56%	No Data	No Data
Transportation, communications, and utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	6	0.67%	19	2.13%	No Data	No Data
Retail trade	No Data	No Data	No Data	71	7.98%	87	9.78%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	7	0.79%	10	1.12%	No Data	No Data
Service industries	No Data	No Data	No Data	167	18.76%	294	33.03%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	23	2.58%	No Data	No Data

Industries for Minority Groups in the Richland--Kennewick--Pasco, WA MSA (Sales in 1,000s)

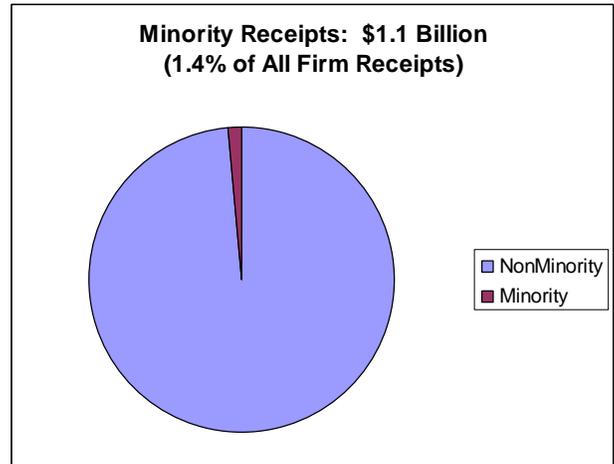
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$202,118	No Data	No Data	\$50,072	24.77%	\$62,544	30.94%	No Data	No Data
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	No Data	No Data	\$33,148	16.40%	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	No Data	No Data	\$8,603	4.26%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	No Data	No Data	\$31,684	15.68%	\$14,187	7.02%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	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

The State of Minority Business in the Richmond- Petersburg, VA MSA

Demographic and Business Statistics

- 1997 Total Population: 963,333 persons
- 1997 Total Minority Population: 313,252 persons
- All firms in region: 65,470
- Annual sales of all firms in region: \$78.9 billion
- Total minority-owned firms: 10,615
- Annual sales of minority-owned firms: \$1.1 billion
- Total African American-owned firms: 6,648
- Annual sales of African American-owned firms: \$541.1 million
- Asian & Pacific Islander-owned Firms: 2,456
- Annual sales of Asian & Pacific Islander-owned firms: \$422.7 million
- Hispanic-owned Firms : 1,440
- Annual sales of Hispanic-owned firms: \$94.4 million
- American Indian & Alaska Natives-owned Firms: 544
- Annual sales of Asian & Pacific Islander-owned firms: \$54.3 million

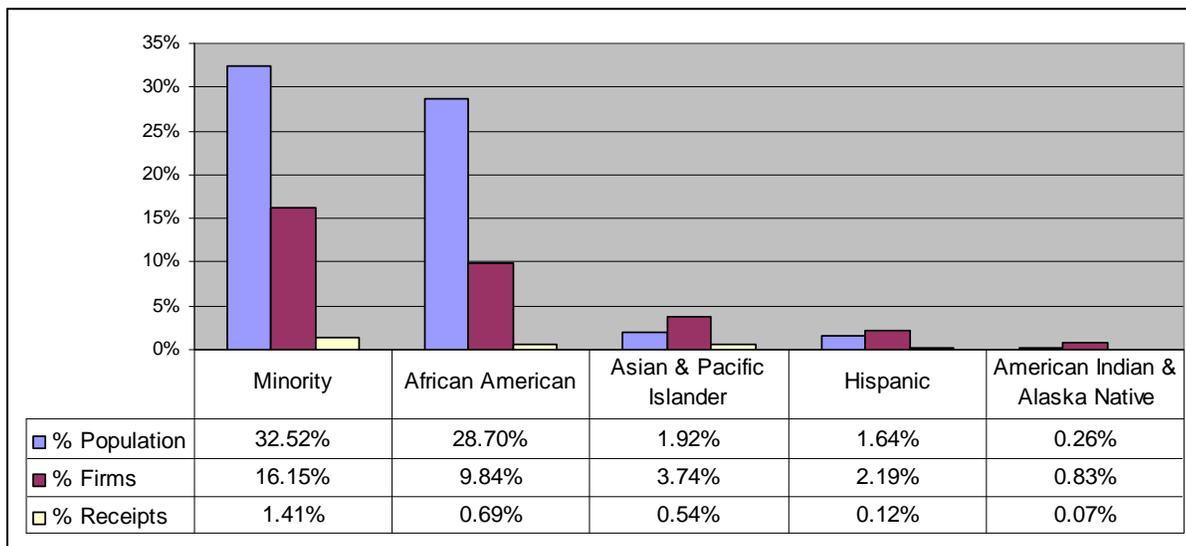


Business Participation¹

Group	MSA BPR: Richmond	National BPR
All	68	78
Non-Minority	85	91
Minority	34	42
African American	23	24
Asian & Pacific Islander	132	90
Hispanic	91	41
American Indian & Alaska Native	221	85

Parity²:

In the Richmond-Petersburg, VA MSA, the Asian & Pacific Islander, Hispanic and American Indian & Alaska Native group has 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 Richmond-Petersburg, VA 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	65,740		\$78,903,770		432,192		12,106,222	
Agricultural services, forestry, fishing, mining	1,386	2.11%	\$355,165	0.45%	4,069	0.94%	113,930	0.94%
Construction industries	8,082	12.29%	\$4,226,335	5.36%	31,822	7.36%	871,046	7.20%
Manufacturing	1,638	2.49%	\$19,985,356	25.33%	63,378	14.66%	2,648,769	21.88%
Transportation, communications, utilities	2,423	3.69%	\$4,900,371	6.21%	29,881	6.91%	1,019,574	8.42%
Wholesale trade	3,127	4.76%	\$17,920,613	22.71%	32,413	7.50%	1,121,592	9.26%
Retail trade	8,776	13.35%	\$9,422,623	11.94%	94,828	21.94%	1,378,737	11.39%
Finance, insurance and real estate industries	8,590	13.07%	\$13,607,842	17.25%	46,710	10.81%	1,864,114	15.40%
Service industries	27,869	42.39%	\$8,323,490	10.55%	128,988	29.85%	3,085,610	25.49%
Industries not Classified	4,110	6.25%	\$161,975	0.21%	103	0.02%	2,850	0.02%

Industries for Minority Groups in the Richmond-Petersburg, VA MSA (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	10908	6,468	60.93%	2,456	23.14%	1,440	13.57%	544	5.12%
Agricultural services, forestry, fishing, and mining	No Data	136	1.28%	30	0.28%	9	0.08%	7	0.07%
Construction industries	No Data	510	4.80%	No Data	No Data	170	1.60%	125	1.18%
Manufacturing	No Data	84	0.79%	15	0.14%	8	0.08%	No Data	No Data
Transportation, communications, and utilities	No Data	489	4.61%	120	1.13%	15	0.14%	36	0.34%
Wholesale trade	No Data	54	0.51%	32	0.30%	4	0.04%	1	0.01%
Retail trade	No Data	850	8.01%	860	8.10%	198	1.87%	3	0.03%
Finance, insurance and real estate industries	No Data	377	3.55%	41	0.39%	28	0.26%	22	0.21%
Service industries	No Data	3,218	30.32%	1,107	10.43%	576	5.43%	52	0.49%
Industries not Classified	No Data	749	7.06%	136	1.28%	432	4.07%	299	2.82%

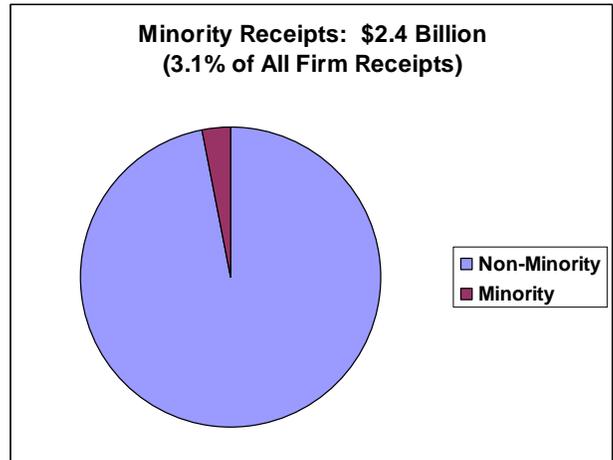
Industries for Minority Groups in the Richmond-Petersburg, VA MSA (Sales in 1,000s)

	Minority Sales ¹	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	\$1,112,509	\$541,138	48.76%	\$422,672	38.09%	\$94,389	8.51%	\$54,310	4.89%
Agricultural services, forestry, fishing, mining	No Data	\$2,737	0.25%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$51,163	4.61%	No Data	No Data	\$21,741	1.96%	No Data	No Data
Manufacturing	No Data	\$89,115	8.03%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$47,004	4.24%	No Data	No Data	No Data	No Data	\$6,914	0.62%
Wholesale trade	No Data	\$4,182	0.38%	\$23,686	2.13%	No Data	No Data	No Data	No Data
Retail trade	No Data	\$109,922	9.91%	\$211,394	19.05%	\$33,533	3.02%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$29,756	2.68%	\$950	0.09%	No Data	No Data	No Data	No Data
Service industries	No Data	\$198,192	17.86%	\$112,704	10.16%	\$31,663	2.85%	No Data	No Data
Industries not Classified	No Data	\$9,067	0.82%	No Data	No Data	No Data	No Data	No Data	No Data

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 1,923,795 persons
- 1997 Total Minority Population: 737,158 persons
- All firms in region: 114,812
- Annual sales of all firms in region: \$78.9 billion
- Total minority-owned firms: 22,794
- Annual sales of minority-owned firms: \$2.4 billion
- Total African American-owned firms: 2,028
- Annual sales of African American-owned firms: \$168.8 million
- Asian & Pacific Islander-owned Firms: 10,409
- Annual sales of Asian & Pacific Islander-owned firms: \$1.5 billion
- Hispanic-owned Firms : 9,091
- Annual sales of Hispanic-owned firms: \$620.7 million
- American Indian & Alaska Natives-owned Firms: 2,133
- Annual sales of Asian & Pacific Islander-owned firms: \$154.1 million

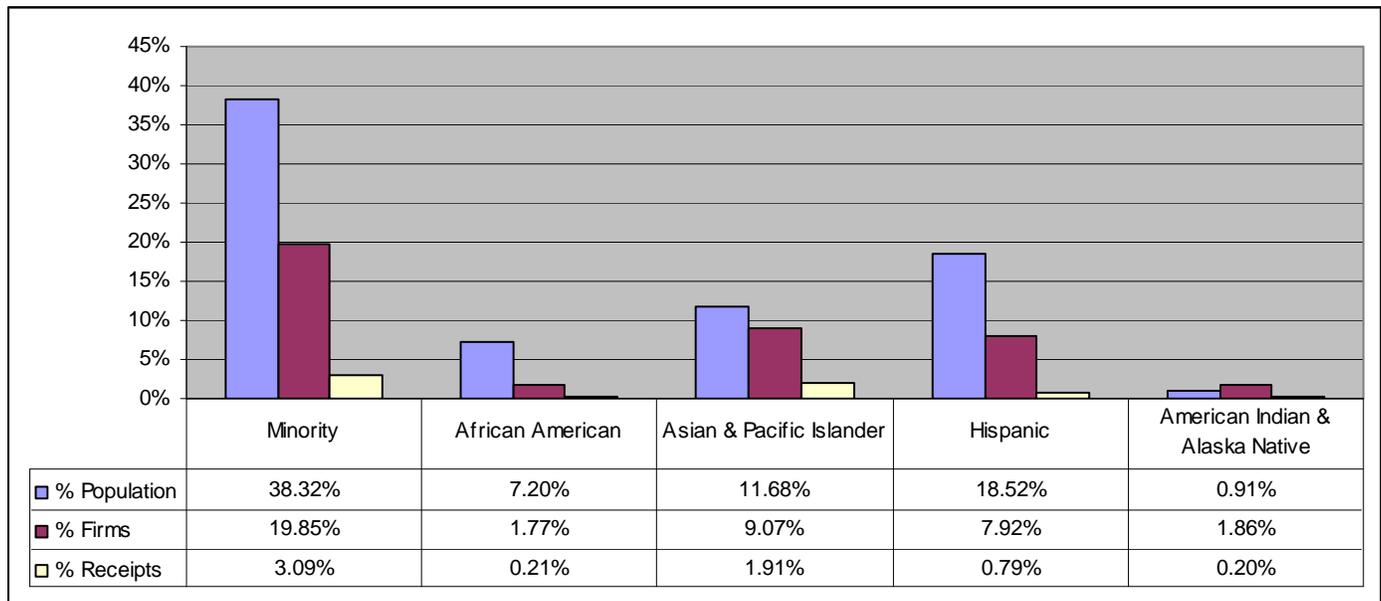


Business Participation¹

Group	MSA BPR: Sacramento	National BPR
All	60	78
Non-Minority	78	91
Minority	31	42
African American	15	24
Asian & Pacific Islander	46	90
Hispanic	26	41
American Indian & Alaska Native	122	85

Parity²:

In the Sacramento, CA MSA, the American Indian & Alaska Native 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 Sacramento, CA 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	114,812		\$78,907,377		482,082		\$13,281,149	
Agricultural services, forestry, fishing, mining	2,822	2.46%	\$403,432	0.51%	5,269	1.09%	\$112,684	0.85%
Construction industries	12,240	10.66%	\$6,084,869	7.71%	33,454	6.94%	\$1,069,001	8.05%
Manufacturing	3,172	2.76%	\$13,559,661	17.18%	50,194	10.41%	\$2,094,774	15.77%
Transportation, communications, utilities	3,407	2.97%	\$5,644,643	7.15%	29,921	6.21%	\$1,009,428	7.60%
Wholesale trade	3,895	3.39%	\$11,663,160	14.78%	26,971	5.59%	\$921,425	6.94%
Retail trade	16,257	14.16%	\$14,071,433	17.83%	113,678	23.58%	\$1,725,843	12.99%
Finance, insurance and real estate industries	12,472	10.86%	\$13,792,534	17.48%	53,461	11.09%	\$1,716,749	12.93%
Service industries	54,042	47.07%	\$13,442,362	17.04%	169,039	35.06%	\$4,628,605	34.85%
Industries not Classified	6,728	5.86%	\$245,283	0.31%	95	0.02%	\$2,640	0.02%

Industries for Minority Groups in the Sacramento, CA 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	22,794	2,028	8.90%	10,409	45.67%	9,091	39.88%	2,133	9.36%
Agricultural services, forestry, fishing, and mining	671	33	0.14%	278	1.22%	294	1.29%	66	0.29%
Construction industries	1,469	113	0.50%	346	1.52%	808	3.54%	202	0.89%
Manufacturing	346	12	0.05%	161	0.71%	121	0.53%	52	0.23%
Transportation, communications, and utilities	381	7	0.03%	276	1.21%	79	0.35%	19	0.08%
Wholesale trade	No Data	16	0.07%	No Data	No Data	240	1.05%	2	0.01%
Retail trade	No Data	No Data	No Data	1,575	6.91%	1,033	4.53%	25	0.11%
Finance, insurance and real estate industries	2,826	87	0.38%	2,137	9.38%	584	2.56%	18	0.08%
Service industries	11,651	1,161	5.09%	4,802	21.07%	5,618	24.65%	70	0.31%
Industries not Classified	No Data	394	1.73%	624	2.74%	315	1.38%	No Data	No Data

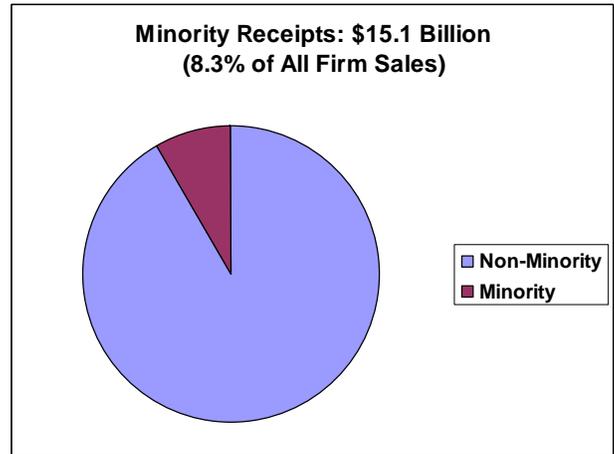
Industries for Minority Groups in the Sacramento, CA MSA (Sales in 1,000s)

	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	2,436,730	\$168,760	6.93%	\$1,503,746	61.71%	\$620,740	25.47%	\$154,089	6.32%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$19,995	0.82%	\$9,968	0.41%	No Data	No Data
Construction industries	282,013	\$10,533	0.43%	\$66,003	2.71%	\$124,997	5.13%	\$80,480	3.30%
Manufacturing	No Data	No Data	No Data	\$200,443	8.23%	\$19,534	0.80%	\$11,118	0.46%
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	\$14,249	0.58%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	\$155,615	6.39%	No Data	No Data
Retail trade	No Data	No Data	No Data	\$398,899	16.37%	\$70,923	2.91%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$14,902	0.61%	\$68,921	2.83%	\$33,740	1.38%	No Data	No Data
Service industries	737,768	\$56,532	2.32%	\$485,980	19.94%	\$183,312	7.52%	\$11,944	0.49%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	\$8,403	0.34%	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

Demographic and Business Statistics

- 1997 Total Population: 1,863,820 persons
- 1997 Total Minority Population: 860,647 persons
- All firms in region: 197,461
- Annual sales of all firms in region: \$181.1 billion
- Total minority-owned firms: 54,724
- Annual sales of minority-owned firms: \$15.1 billion
- Total African American-owned firms: 4,423
- Annual sales of African American-owned firms: \$760.3 million
- Asian & Pacific Islander-owned Firms: 35,427
- Annual sales of Asian & Pacific Islander-owned firms: \$12.5 billion
- Hispanic-owned Firms : 14,712
- Annual sales of Hispanic-owned firms: \$1.8 billion
- American Indian & Alaska Natives-owned Firms: 821
- Annual sales of Asian & Pacific Islander-owned firms: \$123.9 million

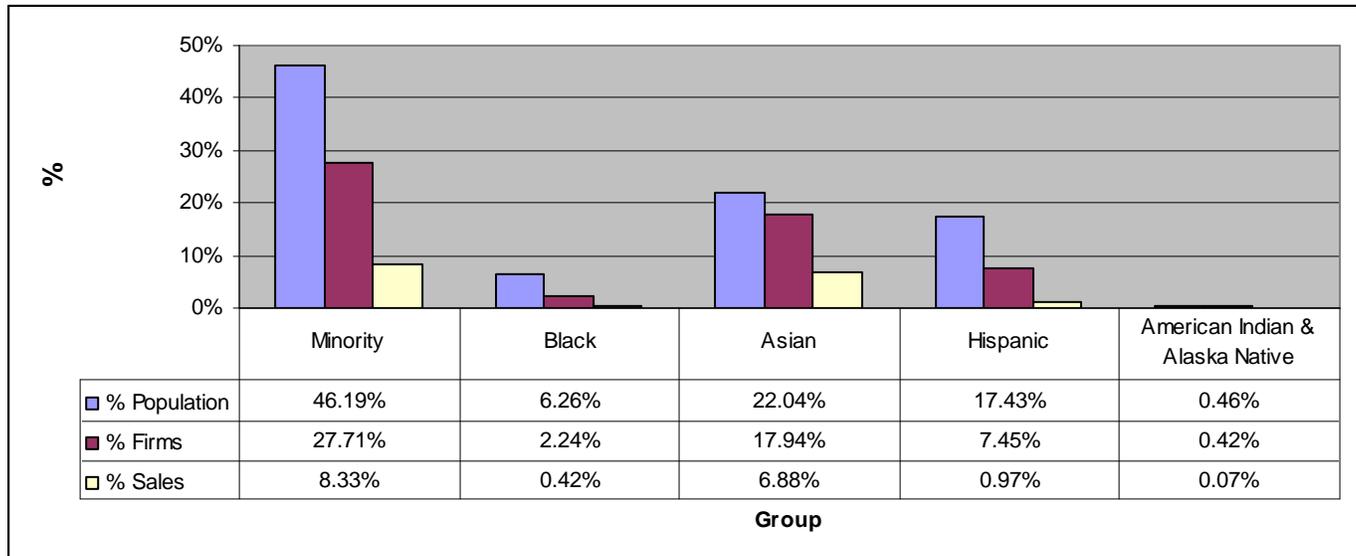


Business Participation¹

Group	MSA BPR: San Francisco	National BPR
All	106	78
Non-Minority	142	91
Minority	64	42
African American	38	24
Asian & Pacific Islander	86	90
Hispanic	45	41
American Indian & Alaska Native	95	85

Parity²:

In the San Francisco, CA MSA, 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 San Francisco, CA 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	197,461		\$181,053,454		917,897		\$36,459,357	
Agricultural services, forestry, fishing, mining	3,214	1.63%	\$727,563	0.40%	6,754	0.74%	\$244,717	0.67%
Construction industries	13,112	6.64%	\$9,302,891	5.14%	37,808	4.12%	\$1,594,301	4.37%
Manufacturing	5,653	2.86%	\$14,790,666	8.17%	84,991	9.26%	\$3,659,627	10.04%
Transportation, communications, utilities	6,531	3.31%	\$15,869,108	8.76%	66,342	7.23%	\$2,960,734	8.12%
Wholesale trade	8,094	4.10%	\$30,489,080	16.84%	50,757	5.53%	\$2,423,178	6.65%
Retail trade	20,646	10.46%	\$20,213,966	11.16%	171,967	18.73%	\$3,084,289	8.46%
Finance, insurance and real estate industries	23,643	11.97%	\$46,852,950	25.88%	124,836	13.60%	\$7,983,950	21.90%
Service industries	106,581	53.98%	\$42,209,873	23.31%	374,131	40.76%	\$14,501,376	39.77%
Industries not Classified	10,392	5.26%	\$597,357	0.33%	311	0.03%	\$7,185	0.02%

Industries for Minority Groups in the San Francisco, CA 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	55,383	4,423	8.08%	35,427	64.74%	14,712	26.88%	821	1.50%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	333	0.61%	521	0.95%	89	0.16%
Construction industries	3,548	114	0.21%	1,702	3.11%	1,709	3.12%	23	0.04%
Manufacturing	1,034	39	0.07%	650	1.19%	317	0.58%	28	0.05%
Transportation, communications, and utilities	No Data	91	0.17%	1,719	3.14%	736	1.34%	No Data	No Data
Wholesale trade	2,929	34	0.06%	2,667	4.87%	205	0.37%	23	0.04%
Retail trade	6,841	100	0.18%	5,676	10.37%	1,048	1.92%	17	0.03%
Finance, insurance and real estate industries	3,418	118	0.22%	2,574	4.70%	718	1.31%	8	0.01%
Service industries	28,261	3,066	5.60%	17,391	31.78%	7,682	14.04%	122	0.22%
Industries not Classified	5,870	860	1.57%	2,721	4.97%	1,777	3.25%	512	0.94%

Industries for Minority Groups in the San Francisco, CA 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	\$15,096,636	\$760,358	5.04%	\$12,456,194	82.61%	\$1,756,203	11.65%	\$123,881	0.82%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$13,291	0.09%	\$22,973	0.15%	\$1,548	0.01%
Construction industries	No Data	\$36,841	0.24%	\$305,667	2.03%	\$483,431	3.21%	D	No Data
Manufacturing	No Data	No Data	No Data	\$695,586	4.61%	\$71,270	0.47%	D	No Data
Transportation, communications, utilities	No Data	\$8,200	0.05%	\$198,945	1.32%	\$86,099	0.57%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$3,653,840	24.23%	\$38,072	0.25%	D	No Data
Retail trade	No Data	\$2,580	0.02%	\$1,461,987	9.70%	\$338,518	2.25%	D	No Data
Finance, insurance and real estate industries	No Data	\$44,769	0.30%	\$752,260	4.99%	\$149,520	0.99%	D	No Data
Service industries	No Data	\$145,171	0.96%	\$5,203,747	34.51%	\$472,839	3.14%	D	No Data
Industries not Classified	\$784,377	\$489,945	3.25%	\$170,871	1.13%	\$93,481	0.62%	\$30,080	0.20%

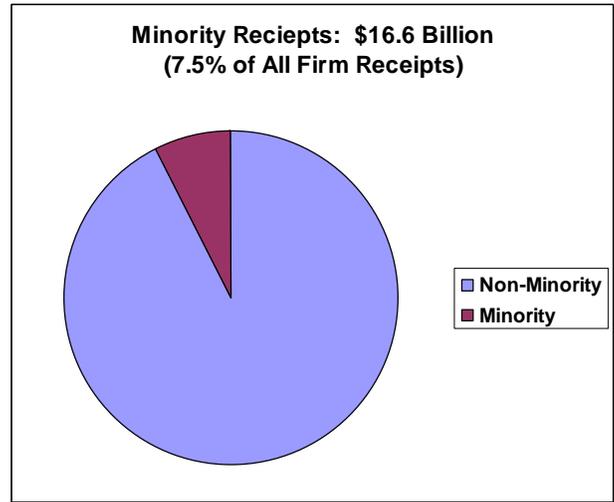
ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA). 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

The State of Minority Business in the San Jose, CA MSA

Note: Coincides with Santa Clara County, CA

Demographic and Business Statistics

- 1997 Total Population: 1,621,660 persons
- 1997 Total Minority Population: 798,595 persons
- All firms in region: 133,489
- Annual sales of all firms in region: \$220.1 billion
- Total minority-owned firms: 40,394
- Annual sales of minority-owned firms: \$16.6 billion
- Total African American-owned firms: 1,665
- Annual sales of African American-owned firms: \$151.1 million
- Asian & Pacific Islander-owned Firms: 26,477
- Annual sales of Asian & Pacific Islander-owned firms: \$11.5 billion
- Hispanic-owned Firms : 12,927
- Annual sales of Hispanic-owned firms: \$4.9 billion
- American Indian & Alaska Natives-owned Firms: 794
- Annual sales of Asian & Pacific Islander-owned firms: \$178.8 million

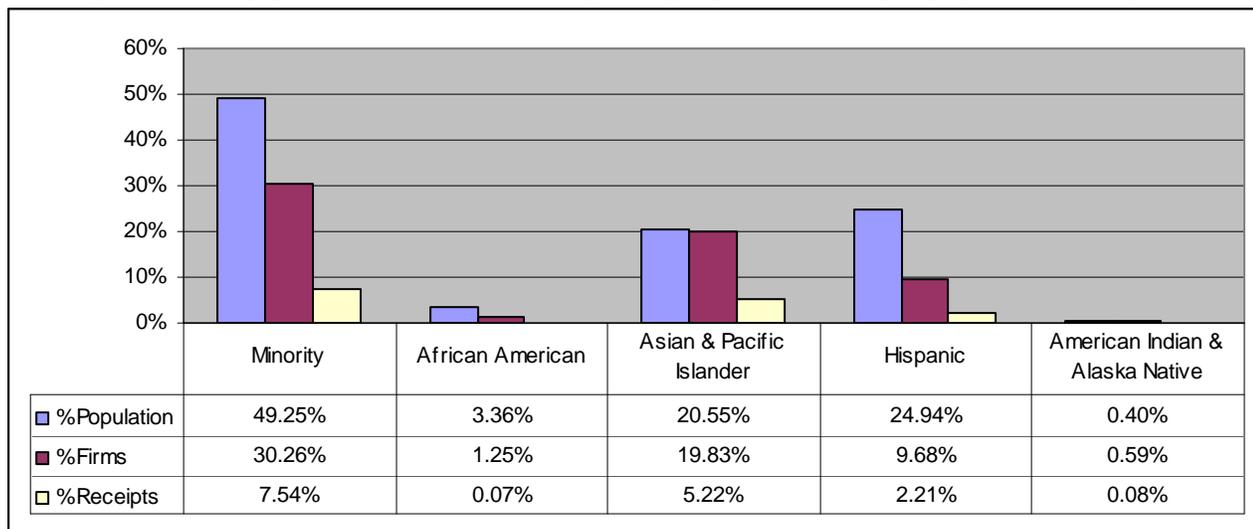


Business Participation¹

Group	MSA BPR: San Jose	National BPR
All	82	78
Non-Minority	113	91
Minority	51	42
African American	31	24
Asian & Pacific Islander	79	90
Hispanic	32	41
American Indian & Alaska Native	121	85

Parity²:

In the San Jose, CA MSA, the American Indian & Alaska Native group has 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 San Jose, CA 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	133,489		\$220,130,952		913,472		\$40,588,276	
Agricultural services, forestry, fishing, mining	2,549	1.91%	\$427,095	0.19%	5,940	0.65%	\$129,043	0.32%
Construction industries	8,423	6.31%	\$7,422,513	3.37%	39,151	4.29%	\$1,632,958	4.02%
Manufacturing	5,920	4.43%	\$74,228,264	33.72%	288,726	31.61%	\$16,739,601	41.24%
Transportation, communications, utilities	3,723	2.79%	\$4,548,844	2.07%	26,214	2.87%	\$976,782	2.41%
Wholesale trade	6,085	4.56%	\$70,194,147	31.89%	76,423	8.37%	\$4,579,599	11.28%
Retail trade	15,836	11.86%	\$18,570,287	8.44%	131,522	14.40%	\$2,233,781	5.50%
Finance, insurance and real estate industries	14,391	10.78%	\$10,052,916	4.57%	31,205	3.42%	\$1,269,777	3.13%
Service industries	69,817	52.30%	\$34,293,223	15.58%	314,034	34.38%	\$13,020,991	32.08%
Industries not Classified	7,052	5.28%	\$393,663	0.18%	257	0.03%	\$5,744	0.01%

Industries for Minority Groups in the San Jose, CA 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	41,863	1,665	4.12%	26,477	65.55%	12,927	32.00%	794	1.97%
Agricultural services, forestry, fishing, and mining	956	4	0.01%	358	0.89%	559	1.38%	35	0.09%
Construction industries	No Data	64	0.16%	411	1.02%	1,087	2.69%	No Data	No Data
Manufacturing	1,462	81	0.20%	989	2.45%	383	0.95%	9	0.02%
Transportation, communications, and utilities	No Data	No Data	No Data	1,009	2.50%	No Data	No Data	12	0.03%
Wholesale trade	No Data	19	0.05%	1,655	4.10%	No Data	No Data	1	0.00%
Retail trade	4,631	25	0.06%	3,145	7.79%	1,455	3.60%	6	0.01%
Finance, insurance and real estate industries	4,002	82	0.20%	2,795	6.92%	1,104	2.73%	21	0.05%
Service industries	22,144	1,227	3.04%	14,230	35.23%	6,592	16.32%	95	0.24%
Industries not Classified	No Data	No Data	No Data	1,893	4.69%	1,167	2.89%	548	1.36%

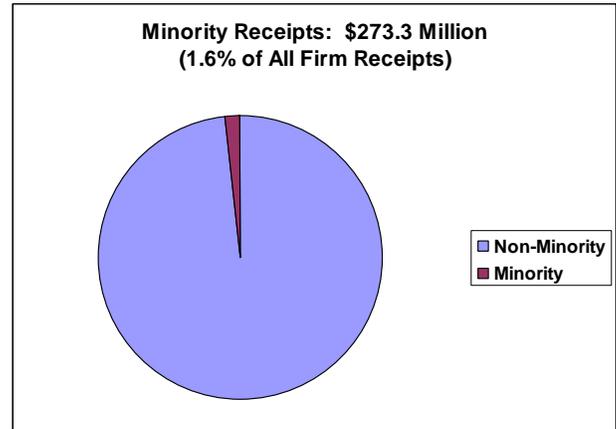
Industries for Minority Groups in the San Jose, CA MSA (Sales in 1,000s)

	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	\$16,683,566	\$151,107	0.91%	\$11,485,048	69.20%	\$4,868,656	29.33%	\$178,755	1.08%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$20,805	0.13%	No Data	No Data
Construction industries	No Data	\$14,773	0.09%	No Data	No Data	\$521,293	3.14%	No Data	No Data
Manufacturing	\$5,293,392	\$16,179	0.10%	\$1,833,761	11.05%	\$3,404,305	20.51%	\$39,147	0.24%
Transportation, communications, utilities	No Data	No Data	No Data	\$272,272	1.64%	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$4,733,174	28.52%	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	\$1,218,745	7.34%	\$186,868	1.13%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$3,961	0.02%	\$143,903	0.87%	\$38,894	0.23%	No Data	No Data
Service industries	\$3,571,954	\$103,167	0.62%	\$2,865,116	17.26%	\$567,758	3.42%	\$35,913	0.22%
Industries not Classified	No Data	No Data	No Data	\$332,681	2.00%	\$8,252	0.05%	\$73,255	0.44%

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

Demographic and Business Statistics

- 1997 Total Population: 283,677 persons
- 1997 Total Minority Population: 114,104 persons
- All firms in region: 19,299
- Annual sales of all firms in region: \$16.8 billion
- Total minority-owned firms: 2,934
- Annual sales of minority-owned firms: \$273.3 million
- Total African American-owned firms: 2,172
- Annual sales of African American-owned firms: \$96.6 million
- Asian & Pacific Islander-owned Firms: 447
- Annual sales of Asian & Pacific Islander-owned firms: \$106.9 million
- Hispanic-owned Firms : 123
- Annual sales of Hispanic-owned firms: \$52.1 million
- American Indian & Alaska Natives-owned Firms: 193
- Annual sales of Asian & Pacific Islander-owned firms: \$17.6 million

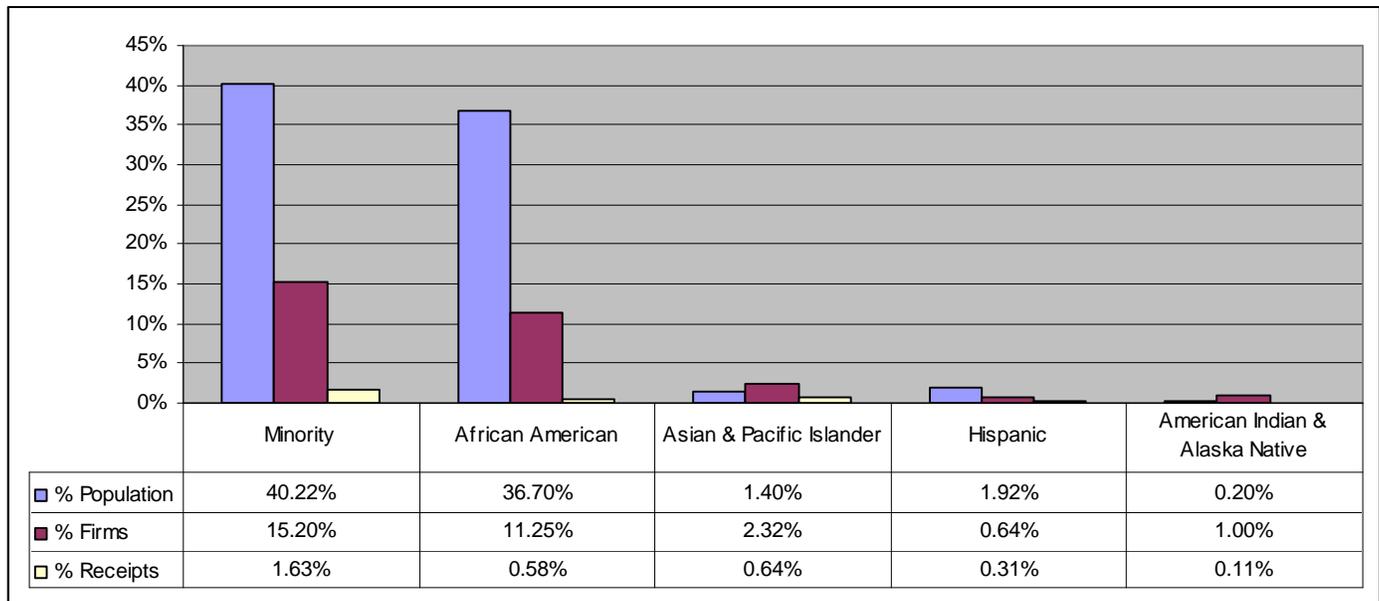


Business Participation¹

Group	MSA BPR: Savannah	National BPR
All	68	78
Non-Minority	97	91
Minority	26	42
African American	21	24
Asian & Pacific Islander	113	90
Hispanic	23	41
American Indian & Alaska Native	343	85

Parity²:

In the Savannah, GA MSA, the Asian & Pacific Islander group and the American Indian & Alaska Native 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 Savannah, GA 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	19,299		\$16,772,578		108,025		\$2,650,018	
Agricultural services, forestry, fishing, mining	492	2.55%	\$46,133	0.28%	680	0.63%	\$11,009	0.42%
Construction industries	2,298	11.91%	\$1,012,717	6.04%	7,293	6.75%	\$179,973	6.79%
Manufacturing	432	2.24%	\$5,420,445	32.32%	15,890	14.71%	\$658,075	24.83%
Transportation, communications, utilities	1,342	6.95%	\$1,121,253	6.69%	8,989	8.32%	\$241,420	9.11%
Wholesale trade	692	3.59%	\$2,696,342	16.08%	5,580	5.17%	\$177,810	6.71%
Retail trade	3,003	15.56%	\$2,947,497	17.57%	27,942	25.87%	\$357,967	13.51%
Finance, insurance and real estate industries	2,101	10.89%	\$1,137,451	6.78%	5,225	4.84%	\$162,722	6.14%
Service industries	7,705	39.92%	\$2,343,365	13.97%	36,421	33.72%	\$860,539	32.47%
Industries not Classified	1,301	6.74%	\$47,375	0.28%	5	0.00%	\$503	0.02%

Industries for Minority Groups in the Savannah, GA 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	2,935	2,172	74.03%	447	15.24%	123	4.19%	193	6.58%
Agricultural services, forestry, fishing, and mining	No Data	36	1.23%	2	0.07%	8	0.27%	No Data	No Data
Construction industries	No Data	250	8.52%	No Data	No Data	9	0.31%	No Data	No Data
Manufacturing	No Data	7	0.24%	No Data	No Data	5	0.17%	1	0.03%
Transportation, communications, and utilities	235	217	7.40%	5	0.17%	7	0.24%	6	0.20%
Wholesale trade	39	25	0.85%	7	0.24%	3	0.10%	4	0.14%
Retail trade	450	162	5.52%	253	8.62%	19	0.65%	16	0.55%
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	1,387	1,192	40.63%	105	3.58%	71	2.42%	19	0.65%
Industries not Classified	345	173	5.90%	24	0.82%	No Data	No Data	148	5.04%

Industries for Minority Groups in the Savannah, GA MSA (Sales in 1,000s)

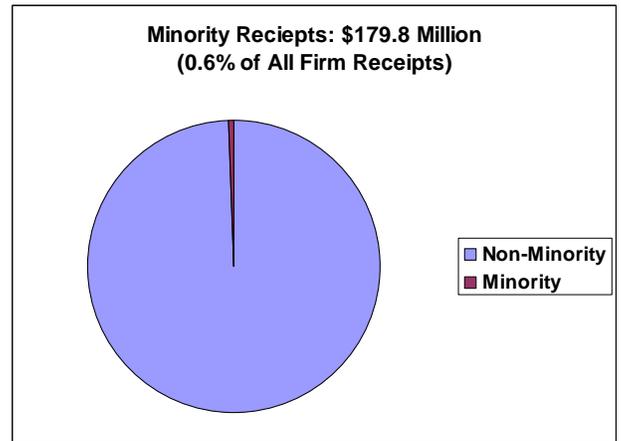
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$273,290	\$96,576	35.34%	\$106,944	39.13%	\$52,123	19.07%	\$17,647	6.46%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$17,605	6.44%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$12,497	4.57%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$11,386	4.17%	\$80,602	29.49%	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	\$41,506	15.19%	\$4,601	1.68%	\$28,624	10.47%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	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

The State of Minority Business in the Scranton—Wilkes Barre-- Hazleton, PA MSA

Demographic and Business Statistics

- 1997 Total Population: 890,451 persons
- 1997 Total Minority Population: 25,378 persons
- All firms in region: 40,950
- Annual sales of all firms in region: \$31.8 billion
- Total minority-owned firms: 1,227
- Annual sales of minority-owned firms: \$179.8 million
- Total African American-owned firms: 16,918
- Annual sales of African American-owned firms: No Data
- Asian & Pacific Islander-owned Firms: 577
- Annual sales of Asian & Pacific Islander-owned firms: \$116.4 million
- Hispanic-owned Firms : 121
- Annual sales of Hispanic-owned firms: \$10.5 million
- American Indian & Alaska Natives-owned Firms: 505
- Annual sales of Asian & Pacific Islander-owned firms: \$51.8 million

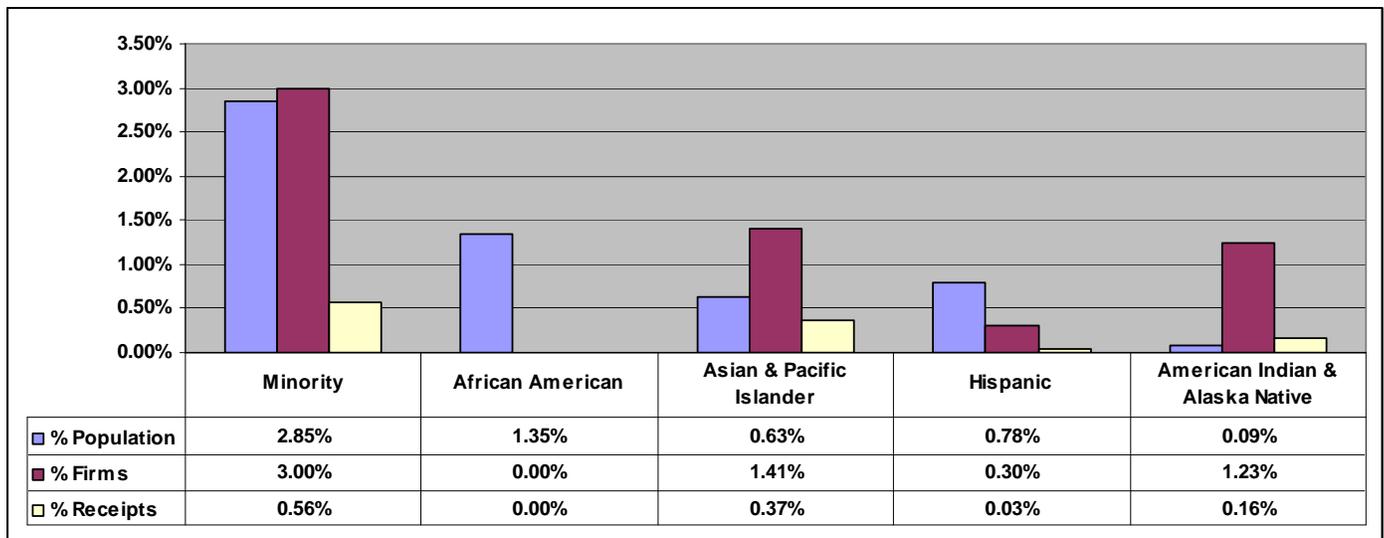


Business Participation¹

Group	MSA BPR: Scranton	National BPR
All	46	78
Non-Minority	46	91
Minority	48	42
African American	No Data	24
Asian & Pacific Islander	103	90
Hispanic	17	41
American Indian & Alaska Native	644	85

Parity²:

In the Scranton—Wilkes Barre—Hazleton, PA MSA, Minorities, including Asian & Pacific Islanders and American Indian & Alaska Natives, have achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, the American Indian & Alaska Native 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 Scranton-Wilkes Barre-Hazleton, PA 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	40,950		\$31,840,543		239,027		\$5,347,603	
Agricultural services, forestry, fishing, mining	779	1.90%	\$118,959	0.37%	1,483	0.62%	\$45,200	0.85%
Construction industries	5,228	12.77%	\$1,435,968	4.51%	10,594	4.43%	\$290,715	5.44%
Manufacturing	1,460	3.57%	\$10,182,241	31.98%	55,276	23.13%	\$1,552,467	29.03%
Transportation, communications, utilities	2,251	5.50%	\$2,489,844	7.82%	14,967	6.26%	\$466,211	8.72%
Wholesale trade	1,515	3.70%	\$3,785,448	11.89%	12,012	5.03%	\$314,881	5.89%
Retail trade	7,878	19.24%	\$5,997,680	18.84%	56,915	23.81%	\$680,316	12.72%
Finance, insurance and real estate industries	3,832	9.36%	\$3,488,220	10.96%	14,047	5.88%	\$394,076	7.37%
Service industries	15,598	38.09%	\$4,262,716	13.39%	73,706	30.84%	\$1,603,314	29.98%
Industries not Classified	2,519	6.15%	\$79,467	0.25%	27	0.01%	\$423	0.01%

Industries for Minority Groups in the Scranton-Wilkes Barre-Hazleton, PA 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	1,227	No Data	No Data	577	47.03%	121	9.86%	505	41.16%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	11	0.90%
Construction industries	No Data	No Data	No Data	No Data	No Data	26	2.12%	16	1.30%
Manufacturing	No Data	No Data	No Data	3	0.24%	14	1.14%	19	1.55%
Transportation, communications, and utilities	No Data	No Data	No Data	5	0.41%	1	0.08%	28	2.28%
Wholesale trade	No Data	No Data	No Data	1	0.08%	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	108	8.80%	5	0.41%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	72	5.87%	49	3.99%	No Data	No Data
Service industries	No Data	No Data	No Data	248	20.21%	No Data	No Data	69	5.62%
Industries not Classified	No Data	No Data	No Data	140	11.41%	No Data	No Data	316	25.75%

Industries for Minority Groups in the Scranton-Wilkes Barre-Hazleton, PA MSA (Sales in 1,000s)

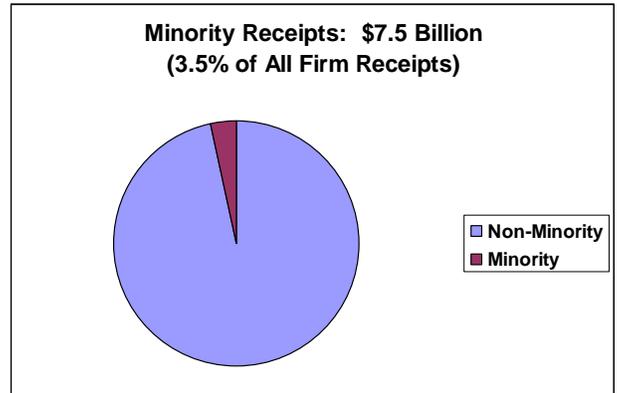
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$179,821	No Data	No Data	\$116,404	64.73%	\$10,529	5.86%	\$51,755	28.78%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	No Data	No Data	\$1,259	0.70%	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	\$20,126	11.19%	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	\$4,772	2.65%	No Data	No Data
Service industries	\$4,488,128	No Data	No Data	\$47,838	26.60%	No Data	No Data	\$776	0.43%
Industries not Classified	\$2,751,494	No Data	No Data	No Data	No Data	No Data	No Data	\$20,706	11.51%

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

The State of Minority Business in the Seattle—Bellevue— Everett, WA PMSA

Demographic and Business Statistics

- 1997 Total Population: 2,200,858 persons
- 1997 Total Minority Population: 397,264 persons
- All firms in region: 211,285
- Annual sales of all firms in region: \$216.3 billion
- Total minority-owned firms: 25,935
- Annual sales of minority-owned firms: \$7.5 billion
- Total African American-owned firms: 3,428
- Annual sales of African American-owned firms: \$329.9 million
- Asian & Pacific Islander-owned Firms: 16,625
- Annual sales of Asian & Pacific Islander-owned firms: \$5.9 billion
- Hispanic-owned Firms : 4,470
- Annual sales of Hispanic-owned firms: \$923.7 million
- American Indian & Alaska Natives-owned Firms: 1,731
- Annual sales of Asian & Pacific Islander-owned firms: \$339.4 million

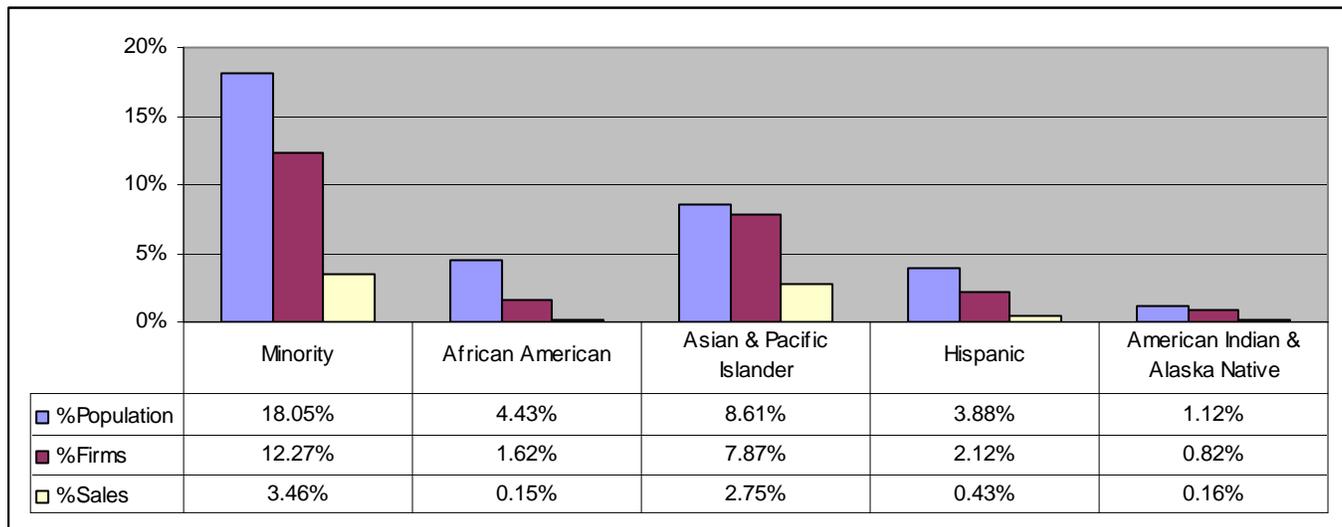


Business Participation¹

Group	MSA BPR: Seattle	National BPR
All	96	78
Non-Minority	103	91
Minority	65	42
African American	35	24
Asian & Pacific Islander	88	90
Hispanic	52	41
American Indian & Alaska Native	70	85

Parity²:

In the Seattle—Bellevue—Everett, WA PMSA, no groups 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 Seattle—Bellevue—Everett, WA 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	211,285		\$216,270,523		1,097,469		\$38,258,298	
Agricultural services, forestry, fishing, mining	6,334	3.00%	\$1,453,607	0.67%	11,162	1.02%	\$343,309	0.90%
Construction industries	18,996	8.99%	\$13,089,997	6.05%	70,450	6.42%	\$2,546,527	6.66%
Manufacturing	8,730	4.13%	\$48,107,117	22.24%	217,384	19.81%	\$9,918,017	25.92%
Transportation, communications, utilities	6,537	3.09%	\$10,900,214	5.04%	69,957	6.37%	\$2,820,338	7.37%
Wholesale trade	10,719	5.07%	\$55,901,492	25.85%	81,421	7.42%	\$3,280,704	8.58%
Retail trade	26,428	12.51%	\$26,937,512	12.46%	220,457	20.09%	\$3,817,556	9.98%
Finance, insurance and real estate industries	25,770	12.20%	\$27,435,415	12.69%	75,104	6.84%	\$3,015,902	7.88%
Service industries	98,276	46.51%	\$32,071,949	14.83%	351,268	32.01%	\$12,510,222	32.70%
Industries not Classified	10,091	4.78%	\$373,220	0.17%	266	0.02%	\$5,723	0.01%

Industries for Minority Groups in the Seattle—Bellevue—Everett, WA 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	26,254	3,428	13.22%	16,625	64.10%	4,470	17.24%	1,731	6.67%
Agricultural services, forestry, fishing, and mining	596	45	0.17%	279	1.08%	133	0.51%	139	0.54%
Construction industries	1,276	152	0.59%	548	2.11%	313	1.21%	263	1.01%
Manufacturing	909	26	0.10%	723	2.79%	118	0.45%	42	0.16%
Transportation, communications, and utilities	1,255	333	1.28%	796	3.07%	103	0.40%	23	0.09%
Wholesale trade	1,259	55	0.21%	1,040	4.01%	107	0.41%	57	0.22%
Retail trade	4,566	259	1.00%	3,440	13.26%	793	3.06%	74	0.29%
Finance, insurance and real estate industries	2,206	214	0.83%	1,802	6.95%	144	0.56%	46	0.18%
Service industries	11,340	1,917	7.39%	6,960	26.84%	2,139	8.25%	324	1.25%
Industries not Classified	2,867	426	1.64%	1,057	4.08%	620	2.39%	764	2.95%

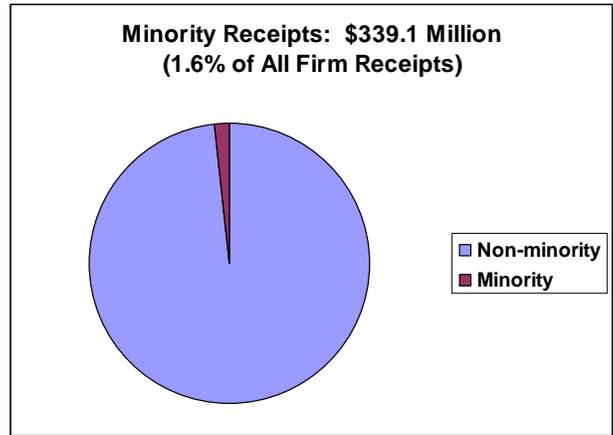
Industries for Minority Groups in the Seattle—Bellevue—Everett, WA PMSA (Sales in 1,000s)

	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	\$7,538,564	\$329,869	4.41%	\$5,945,585	79.42%	\$923,733	12.34%	\$339,377	4.53%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$63,115	0.84%	\$6,727	0.09%	\$16,292	0.22%
Construction industries	\$577,118	\$27,264	0.36%	\$226,966	3.03%	\$165,833	2.22%	\$157,055	2.10%
Manufacturing	No Data	No Data	No Data	\$382,984	5.12%	\$63,620	0.85%	\$13,888	0.19%
Transportation, communications, utilities	No Data	\$25,521	0.34%	\$61,563	0.82%	\$37,347	0.50%	No Data	No Data
Wholesale trade	No Data	No Data	No Data	\$2,727,548	36.43%	\$68,052	0.91%	\$38,348	0.51%
Retail trade	\$1,640,293	\$67,818	0.91%	\$1,257,812	16.80%	\$283,691	3.79%	\$30,972	0.41%
Finance, insurance and real estate industries	No Data	\$9,708	0.13%	\$385,461	5.15%	\$14,381	0.19%	No Data	No Data
Service industries	\$1,113,381	\$131,797	1.76%	\$801,746	10.71%	\$144,994	1.94%	\$34,844	0.47%
Industries not Classified	\$257,237	\$41,211	0.55%	\$38,390	0.51%	\$139,088	1.86%	\$38,548	0.51%

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

Demographic and Business Statistics

- 1997 Total Population: 393,656 persons
- 1997 Total Minority Population: 160,454 persons
- All firms in region: 25,997
- Annual sales of all firms in region: \$21.9 billion
- Total minority-owned firms: 3,541
- Annual sales of minority-owned firms: \$339.1 million
- Total African American-owned firms: 2,784
- Annual sales of African American-owned firms: \$129.3 million
- Asian & Pacific Islander-owned Firms: 332
- Annual sales of Asian & Pacific Islander-owned firms: \$103.3 million
- Hispanic-owned Firms : 236
- Annual sales of Hispanic-owned firms: \$53.5 million
- American Indian & Alaska Natives-owned Firms: 116
- Annual sales of Asian & Pacific Islander-owned firms: \$53.1 million

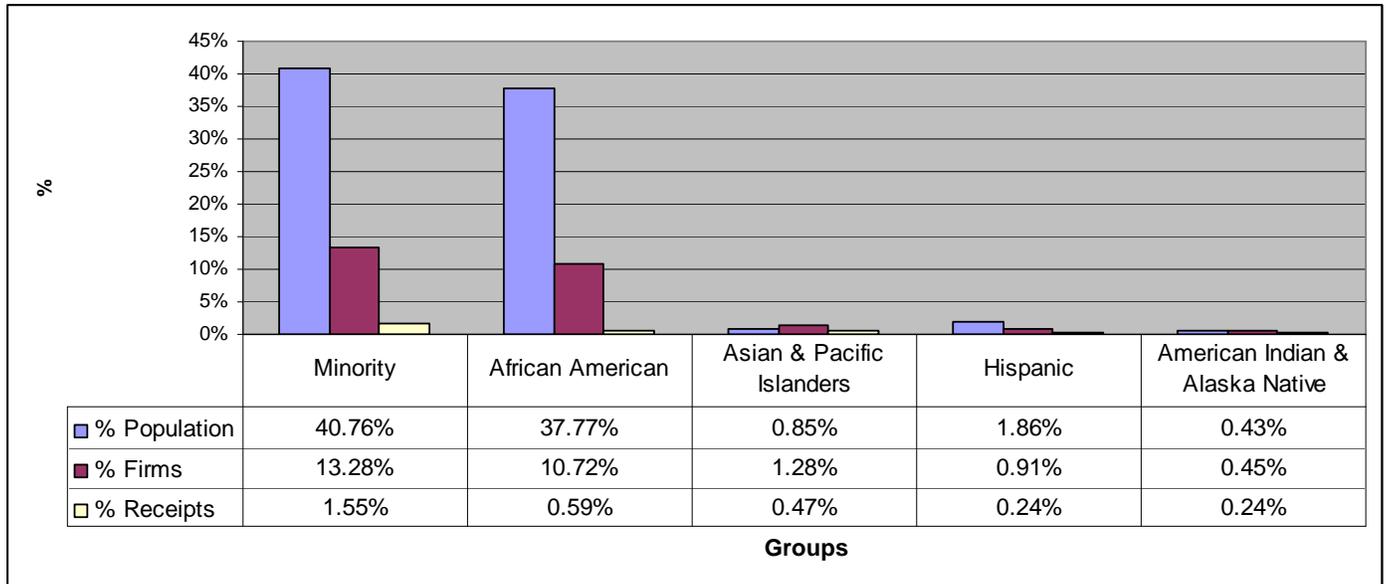


Business Participation¹

Group	MSA BPR: Shreveport	National BPR
All	66	78
Non-Minority	97	91
Minority	22	42
African American	19	24
Asian & Pacific Islander	100	90
Hispanic	32	41
American Indian & Alaska Native	68	85

Parity²:

In the Shreveport—Bossier City, LA MSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Shreveport—Bossier City, LA 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	25,977		\$21,903,570		136,986		\$3,082,396	
Agricultural services, forestry, fishing, mining	2,384	9.18%	\$684,617	3.13%	3,005	2.19%	\$88,586	2.87%
Construction industries	2,537	9.77%	\$1,101,749	5.03%	8,468	6.18%	\$211,423	6.86%
Manufacturing	630	2.43%	\$5,531,009	25.25%	18,791	13.72%	\$635,321	20.61%
Transportation, communications, utilities	964	3.71%	\$2,287,375	10.44%	8,950	6.53%	\$329,481	10.69%
Wholesale trade	1,056	4.07%	\$4,315,322	19.70%	8,766	6.40%	\$250,827	8.14%
Retail trade	3,609	13.89%	\$3,725,727	17.01%	31,264	22.82%	\$400,374	12.99%
Finance, insurance and real estate industries	3,105	11.95%	\$1,173,554	5.36%	6,089	4.44%	\$157,523	5.11%
Service industries	10,172	39.16%	\$3,040,823	13.88%	51,585	37.66%	\$1,008,368	32.71%
Industries not Classified	1,593	6.13%	\$43,394	0.20%	68	0.05%	\$493	0.02%

Industries for Minority Groups in the Shreveport—Bossier City, LA 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	3,468	2,784	80.67%	332	9.62%	236	6.84%	116	3.36%
Agricultural services, forestry, fishing, and mining	No Data	121	3.51%	No Data	No Data	22	0.64%	14	0.41%
Construction industries	316	226	6.55%	14	0.41%	31	0.90%	45	1.30%
Manufacturing	No Data	46	1.33%	16	0.46%	No Data	No Data	3	0.09%
Transportation, communications, and utilities	No Data	267	7.74%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	8	0.23%	6	0.17%	18	0.52%	No Data	No Data
Retail trade	394	265	7.68%	88	2.55%	27	0.78%	14	0.41%
Finance, insurance and real estate industries	No Data	190	5.51%	No Data	No Data	No Data	No Data	3	0.09%
Service industries	1,754	1,443	41.81%	171	4.96%	102	2.96%	38	1.10%
Industries not Classified	No Data	218	6.32%	38	1.10%	23	0.67%	No Data	No Data

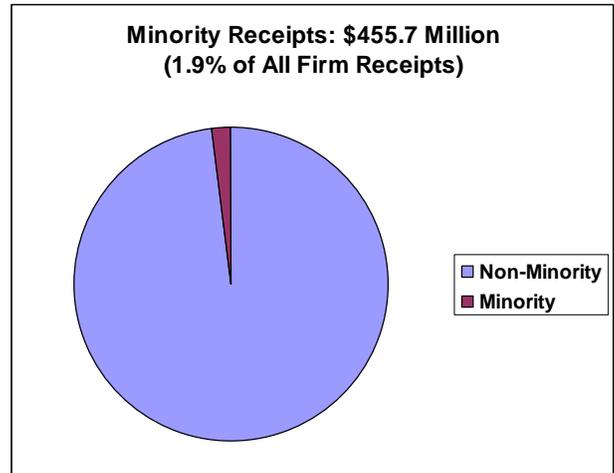
Industries for Minority Groups in the Shreveport—Bossier City, LA MSA (Sales in 1,000s)

	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	\$1,816,783	\$129,306	38.13%	\$103,319	30.47%	\$53,547	15.79%	\$53,134	15.67%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$50,601	14.92%	No Data	No Data	No Data	No Data	\$8,754	2.58%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$22,277	6.57%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	\$8,674	2.56%	\$23,531	6.94%	\$19,963	5.89%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$4,663	1.38%	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	95,070	\$26,306	7.76%	\$43,947	12.96%	\$15,001	4.42%	\$9,816	2.89%
Industries not Classified	No Data	No Data	No Data	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

Demographic and Business Statistics

- 1997 Total Population: 405,550 persons
- 1997 Total Minority Population: 33,156 persons
- All firms in region: 30,870
- Annual sales of all firms in region: \$23.7 billion
- Total minority-owned firms: 1,587
- Annual sales of minority-owned firms: \$455.7 million
- Total African American-owned firms: 175
- Annual sales of African American-owned firms: \$48.1 million
- Asian & Pacific Islander-owned Firms: 430
- Annual sales of Asian & Pacific Islander-owned firms: \$280.9 million
- Hispanic-owned Firms : 657
- Annual sales of Hispanic-owned firms: \$79.5 million
- American Indian & Alaska Natives-owned Firms: 346
- Annual sales of Asian & Pacific Islander-owned firms: \$47.6 million

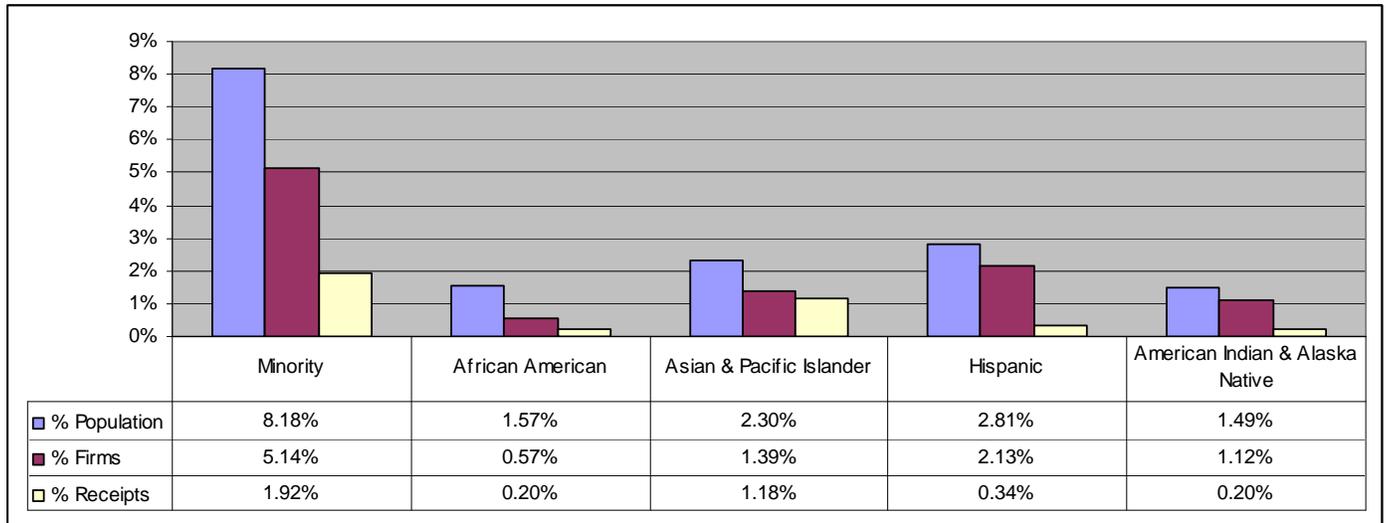


Business Participation¹

Group	MSA BPR: Spokane	National BPR
All	76	78
Non-Minority	79	91
Minority	48	42
African American	27	24
Asian & Pacific Islander	46	90
Hispanic	58	41
American Indian & Alaska Native	57	85

Parity²:

In the Spokane, WA MSA, no groups 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 Spokane, WA 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	30,870		\$23,735,934		153,735		\$3,898,896	
Agricultural services, forestry, fishing, mining	706	2.29%	\$88,523	0.37%	1,154	0.75%	\$32,885	0.84%
Construction industries	3,391	10.98%	\$1,813,364	7.64%	10,993	7.15%	\$361,050	9.26%
Manufacturing	1,245	4.03%	\$4,023,292	16.95%	21,828	14.20%	\$717,959	18.41%
Transportation, communications, utilities	999	3.24%	\$1,608,244	6.78%	7,753	5.04%	\$239,102	6.13%
Wholesale trade	1,531	4.96%	\$5,263,271	22.17%	13,007	8.46%	\$407,698	10.46%
Retail trade	4,893	15.85%	\$4,267,917	17.98%	34,907	22.71%	\$538,460	13.81%
Finance, insurance and real estate industries	3,782	12.25%	\$3,307,740	13.94%	11,333	7.37%	\$367,660	9.43%
Service industries	12,986	42.07%	\$3,321,562	13.99%	52,731	34.30%	\$1,233,035	31.63%
Industries not Classified	1,435	4.65%	\$42,021	0.18%	29	0.02%	\$1,047	0.03%

Industries for Minority Groups in the Spokane, WA 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	1,587	175	11.03%	430	27.10%	657	41.40%	346	21.80%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	25	1.58%	23	1.45%	No Data	No Data
Construction industries	130	8	0.50%	25	1.58%	55	3.47%	42	2.65%
Manufacturing	No Data	3	0.19%	5	0.32%	20	1.26%	No Data	No Data
Transportation, communications, and utilities	No Data	1	0.06%	13	0.82%	No Data	No Data	28	1.76%
Wholesale trade	No Data	No Data	No Data	19	1.20%	15	0.95%	24	1.51%
Retail trade	No Data	30	1.89%	124	7.81%	No Data	No Data	11	0.69%
Finance, insurance and real estate industries	83	12	0.76%	36	2.27%	27	1.70%	8	0.50%
Service industries	434	43	2.71%	180	11.34%	113	7.12%	98	6.18%
Industries not Classified	387	79	4.98%	3	0.19%	172	10.84%	133	8.38%

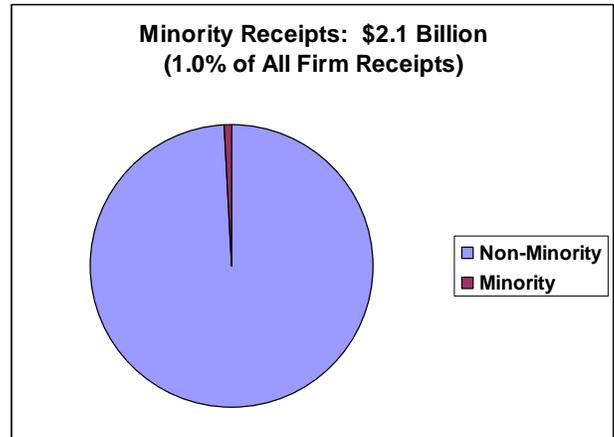
Industries for Minority Groups in the Spokane, WA MSA (Sales in 1,000s)

	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	\$455,664	\$48,113	10.56%	\$280,919	61.65%	\$79,535	17.45%	\$47,562	10.44%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	\$91,957	20.18%	\$38,058	8.35%	\$15,713	3.45%
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	\$12,635	2.77%	\$16,685	3.66%	\$4,840	1.06%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	\$4,233	0.93%	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

Demographic and Business Statistics

- 1997 Total Population: 2,557,804 persons
- 1997 Total Minority Population: 517,516 persons
- All firms in region: 177,686
- Annual sales of all firms in region: \$216.1 billion
- Total minority-owned firms: 15,615
- Annual sales of minority-owned firms: \$2.1 billion
- Total African American-owned firms: 9,675
- Annual sales of African American-owned firms: \$797.4 million
- Asian & Pacific Islander-owned Firms: 2,998
- Annual sales of Asian & Pacific Islander-owned firms: \$782.9 million
- Hispanic-owned Firms : 1,968
- Annual sales of Hispanic-owned firms: \$333.0 million
- American Indian & Alaska Natives-owned Firms: 1,121
- Annual sales of Asian & Pacific Islander-owned firms: \$190.7 million

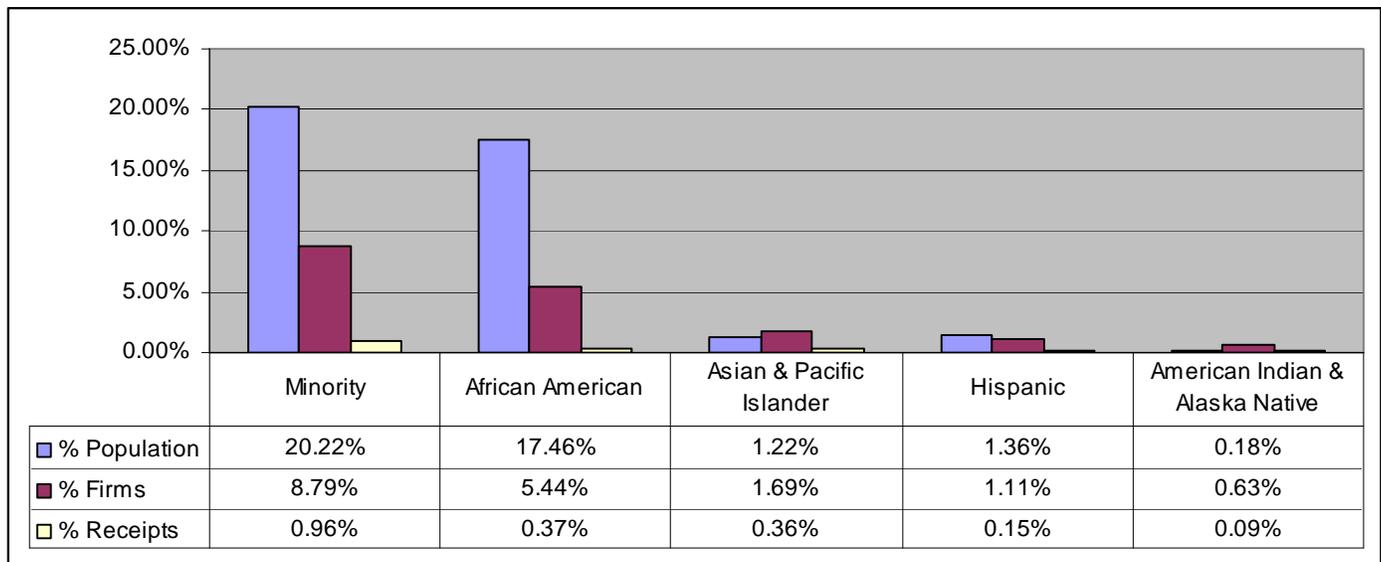


Business Participation¹

Group	MSA BPR: St. Louis	National BPR
All	69	78
Non-Minority	79	91
Minority	30	42
African American	22	24
Asian & Pacific Islander	96	90
Hispanic	57	41
American Indian & Alaska Native	246	85

Parity²:

In the St. Louis, MO-IL MSA, the Asian & Pacific Islander and the American Indian & Alaska Native groups have 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 St. Louis, MO-IL 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	177,686		\$216,087,939		125,460		\$4,931,036	
Agricultural services, forestry, fishing, mining	3,714	2.09%	\$752,676	0.35%	2,536	2.02%	\$51,098	1.04%
Construction industries	18,358	10.33%	\$11,645,346	5.39%	11,566	9.22%	\$465,649	9.44%
Manufacturing	5,248	2.95%	\$55,150,333	25.52%	2,032	1.62%	\$71,330	1.45%
Transportation, communications, utilities	7,823	4.40%	\$12,043,827	5.57%	5,532	4.41%	\$206,691	4.19%
Wholesale trade	8,163	4.59%	\$59,216,075	27.40%	3,117	2.48%	\$202,451	4.11%
Retail trade	24,268	13.66%	\$25,751,331	11.92%	14,551	11.60%	\$428,226	8.68%
Finance, insurance and real estate industries	22,933	12.91%	\$22,755,709	10.53%	18,049	14.39%	\$1,534,498	31.12%
Service industries	75,673	42.59%	\$28,086,976	13.00%	56,015	44.65%	\$1,295,259	26.27%
Industries not Classified	12,222	6.88%	\$685,666	0.32%	12,062	9.61%	\$675,834	13.71%

Industries for Minority Groups in the St. Louis, MO-IL 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	15,615	9,675	61.96%	2,998	19.20%	1,968	12.60%	1,121	7.18%
Agricultural services, forestry, fishing, and mining	131	71	0.45%	32	0.20%	16	0.10%	12	0.08%
Construction industries	810	507	3.25%	30	0.19%	167	1.07%	106	0.68%
Manufacturing	182	67	0.43%	77	0.49%	20	0.13%	18	0.12%
Transportation, communications, and utilities	763	559	3.58%	53	0.34%	110	0.70%	41	0.26%
Wholesale trade	307	112	0.72%	87	0.56%	50	0.32%	58	0.37%
Retail trade	2,092	1,007	6.45%	745	4.77%	233	1.49%	107	0.69%
Finance, insurance and real estate industries	991	536	3.43%	276	1.77%	117	0.75%	62	0.40%
Service industries	8,135	5,601	35.87%	1,515	9.70%	755	4.84%	264	1.69%
Industries not Classified	2,351	1,215	7.78%	183	1.17%	499	3.20%	454	2.91%

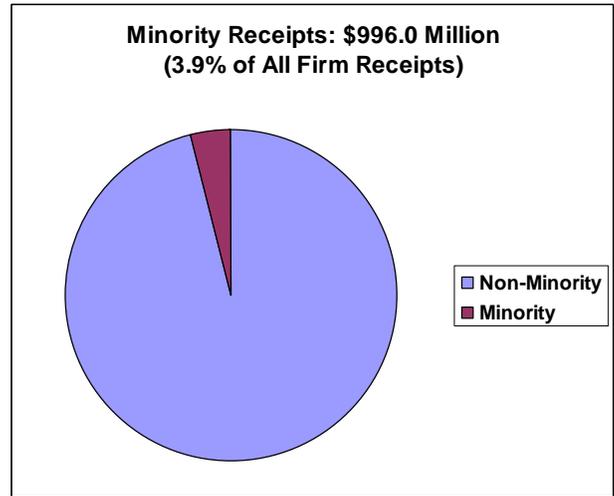
Industries for Minority Groups in the St. Louis, MO-IL MSA (Sales in 1,000s)

	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	\$2,063,641	\$797,421	38.64%	\$782,933	37.94%	\$332,952	16.13%	\$190,702	9.24%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$90,394	4.38%	No Data	No Data	\$21,715	1.05%	\$37,897	1.84%
Manufacturing	No Data	No Data	No Data	\$109,640	5.31%	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$49,523	2.40%	\$7,369	0.36%	\$3,923	0.19%	No Data	No Data
Wholesale trade	No Data	\$151,926	7.36%	\$118,093	5.72%	No Data	No Data	\$16,737	0.81%
Retail trade	\$370,879	\$135,648	6.57%	\$137,400	6.66%	\$60,494	2.93%	\$37,337	1.81%
Finance, insurance and real estate industries	No Data	\$33,162	1.61%	\$31,445	1.52%	No Data	No Data	\$2,646	0.13%
Service industries	\$849,805	\$296,222	14.35%	\$324,384	15.72%	\$164,180	7.96%	\$65,019	3.15%
Industries not Classified	\$89,286	\$27,351	1.33%	\$8,373	0.41%	\$27,896	1.35%	\$25,666	1.24%

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

Demographic and Business Statistics

- 1997 Total Population: 580,622 persons
- 1997 Total Minority Population: 320,819 persons
- All firms in region: 28,527
- Annual sales of all firms in region: \$25.5 billion
- Total minority-owned firms: 7,879
- Annual sales of minority-owned firms: \$996.0 million
- Total African American-owned firms: 759
- Annual sales of African American-owned firms: \$52.6 million
- Asian & Pacific Islander-owned Firms: 2,577
- Annual sales of Asian & Pacific Islander-owned firms: \$664.5 million
- Hispanic-owned Firms : 4,759
- Annual sales of Hispanic-owned firms: \$277.5 million
- American Indian & Alaska Natives-owned Firms: 163
- Annual sales of Asian & Pacific Islander-owned firms: \$48.6 million

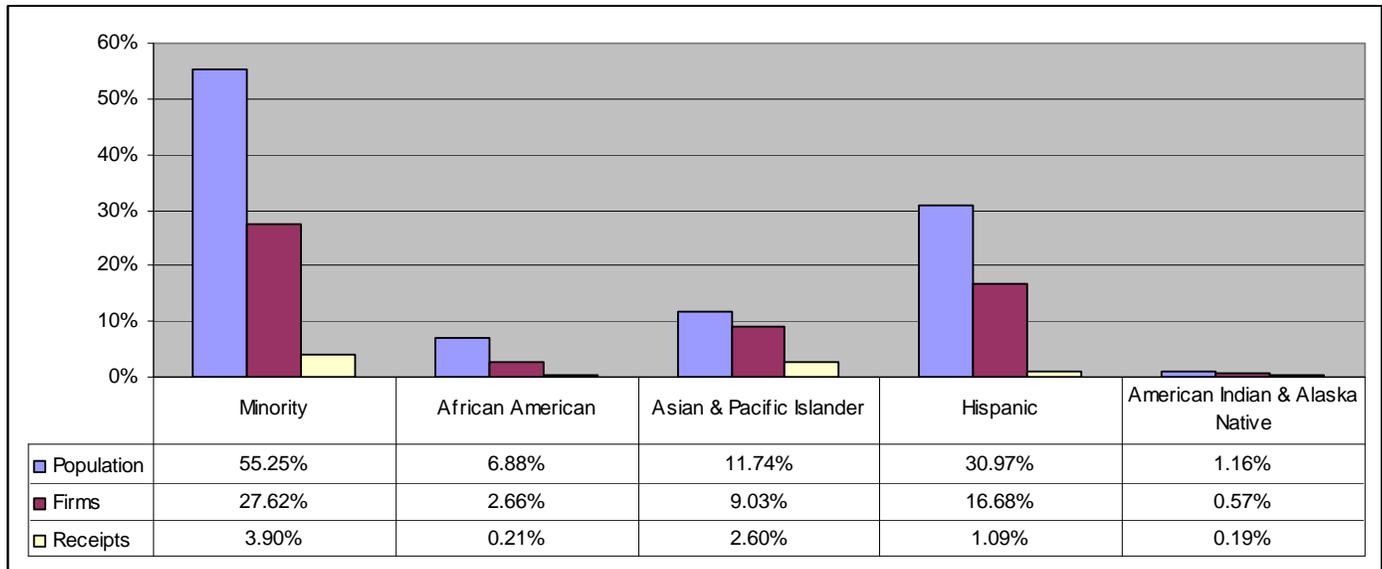


Business Participation¹

Group	MSA BPR: Stockton	National BPR
All	49	78
Non-Minority	62	91
Minority	25	42
African American	19	24
Asian & Pacific Islander	38	90
Hispanic	26	41
American Indian & Alaska Native	24	85

Parity²:

In the Stockton-Lodi, CA MSA ic Islanders and American Indian & Alaska Natives have 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 Stockton-Lodi, CA 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	28,527		25,536,058		140,771		3,443,099	
Agricultural services, forestry, fishing, mining	1,030	3.61%	344,176	1.35%	2,021	1.44%	46,725	1.36%
Construction industries	2,620	9.18%	1,413,415	5.53%	8,666	6.16%	254,729	7.40%
Manufacturing	916	3.21%	5,927,187	23.21%	25,463	18.09%	774,220	22.49%
Transportation, communications, utilities	1,578	5.53%	1,346,335	5.27%	10,840	7.70%	337,702	9.81%
Wholesale trade	1,146	4.02%	8,069,312	31.60%	11,518	8.18%	370,389	10.76%
Retail trade	4,687	16.43%	3,814,573	14.94%	30,770	21.86%	454,960	13.21%
Finance, insurance and real estate industries	3,043	10.67%	1,917,528	7.51%	9,628	6.84%	278,334	8.08%
Service industries	12,072	42.32%	2,641,924	10.35%	41,817	29.71%	924,434	26.85%
Industries not Classified	1,511	5.30%	61,608	0.24%	48	0.03%	1,606	0.05%

Industries for Minority Groups in the Stockton-Lodi, CA 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	7,879	759	9.63%	2,577	32.71%	4,759	60.40%	163	2.07%
Agricultural services, forestry, fishing, and mining	No Data	9	0.11%	121	1.54%	118	1.50%	No Data	No Data
Construction industries	No Data	55	0.70%	No Data	No Data	280	3.55%	No Data	No Data
Manufacturing	192	6	0.08%	97	1.23%	71	0.90%	18	0.23%
Transportation, communications, and utilities	353	15	0.19%	296	3.76%	28	0.36%	14	0.18%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	49	0.62%	5	0.06%
Retail trade	No Data	198	2.51%	No Data	No Data	No Data	No Data	3	0.04%
Finance, insurance and real estate industries	No Data	8	0.10%	No Data	No Data	No Data	No Data	17	0.22%
Service industries	No Data	No Data	No Data	No Data	No Data	2,980	37.82%	14	0.18%
Industries not Classified	879	97	1.23%	342	4.34%	348	4.42%	92	1.17%

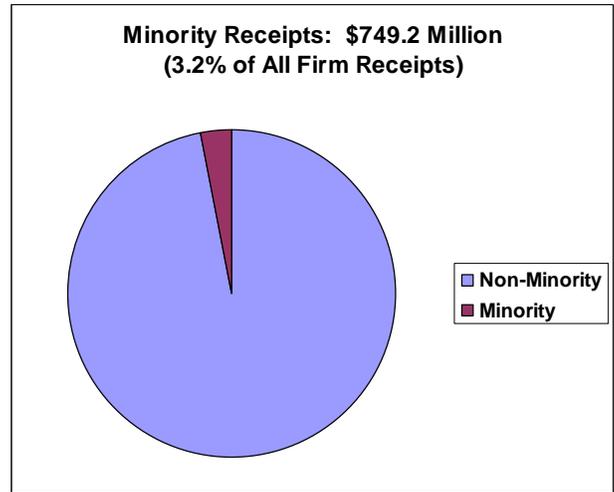
Industries for Minority Groups in the Stockton-Lodi, CA MSA (Sales in 1,000s)

	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	\$1,043,181	52,611	5.28%	664,499	66.72%	277,518	27.86%	48,553	4.87%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	18,721	1.88%	No Data	No Data
Construction industries	No Data	No Data	No Data	No Data	No Data	11,888	1.19%	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	26,861	2.70%	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	138,965	13.95%	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	No Data	No Data	No Data	No Data	113,872	11.43%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	8,779	0.88%	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

Demographic and Business Statistics

- 1997 Total Population: 707,589 persons
- 1997 Total Minority Population: 501,658 persons
- All firms in region: 25,902
- Annual sales of all firms in region: \$23.7 billion
- Total minority-owned firms: 4,188 firms
- Annual sales of minority-owned firms: \$749.2 million
- Total African American-owned firms: 1,088 firms
- Annual sales of African American-owned firms: \$52.3 million
- Asian & Pacific Islander-owned Firms: 1,587 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$579.7 million
- Hispanic-owned Firms : 1,527
- Annual sales of Hispanic-owned firms: \$114.9 million
- American Indian & Alaska Natives-owned Firms: No Data
- Annual sales of Asian & Pacific Islander-owned firms: No Data

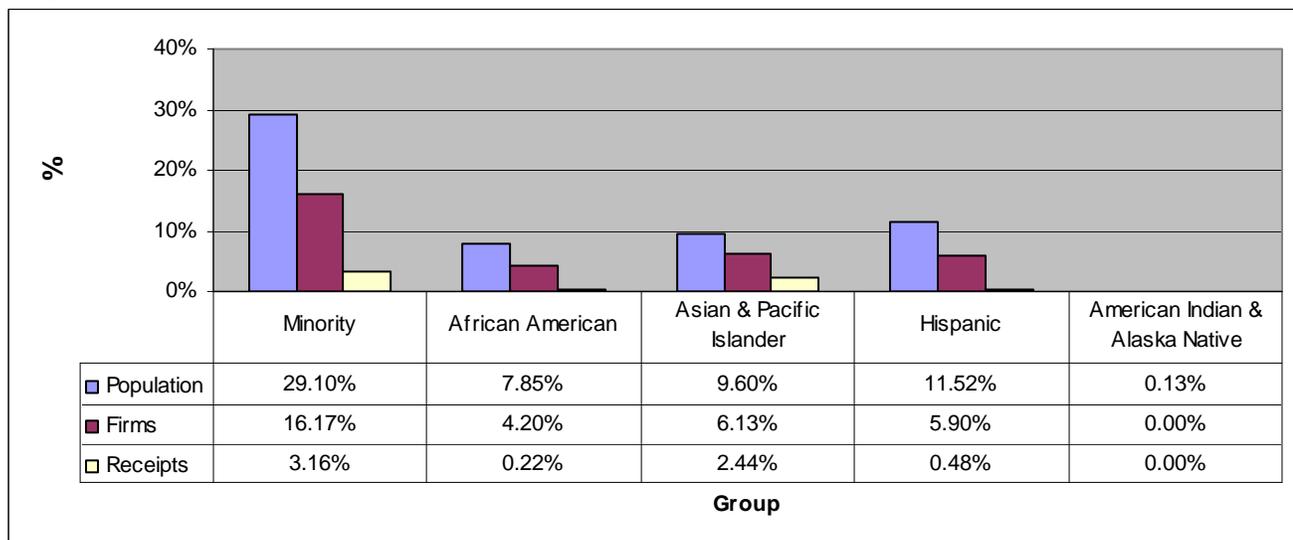


Business Participation¹

Group	MSA BPR: Trenton	National BPR
All	37	78
Non-Minority	43	91
Minority	20	42
African American	20	24
Asian & Pacific Islander	23	90
Hispanic	19	41
American Indian & Alaska Native	No Data	85

Parity²:

In the Trenton, NJ PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Trenton, NJ 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	25,902		\$23,731,972		152,297		\$5,292,524	
Agricultural services, forestry, fishing, mining	495	1.91%	\$77,479	0.33%	851	0.56%	\$23,942	0.45%
Construction industries	2,364	9.13%	\$1,263,064	5.32%	4,564	3.00%	\$181,132	3.42%
Manufacturing	672	2.59%	\$2,750,305	11.59%	28,513	18.72%	\$1,362,449	25.74%
Transportation, communications, utilities	724	2.80%	\$1,059,082	4.46%	6,827	4.48%	\$244,024	4.61%
Wholesale trade	941	3.63%	\$4,566,178	19.24%	9,283	6.10%	\$317,423	6.00%
Retail trade	3,278	12.66%	\$3,439,368	14.49%	26,935	17.69%	\$423,165	8.00%
Finance, insurance and real estate industries	3,309	12.78%	\$4,302,086	18.13%	11,887	7.81%	\$570,055	10.77%
Service industries	12,464	48.12%	\$6,215,826	26.19%	63,417	41.64%	\$2,169,451	40.99%
Industries not Classified	1,720	6.64%	\$58,584	0.25%	20	0.01%	\$883	0.02%

Industries for Minority Groups in the Trenton, NJ 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	4,202	1,088	25.98%	1,587	37.89%	1,527	36.46%	No Data	No Data
Agricultural services, forestry, fishing, and mining	No Data	18	0.43%	No Data	No Data	22	0.53%	No Data	No Data
Construction industries	275	51	1.22%	7	0.17%	217	5.18%	No Data	No Data
Manufacturing	55	12	0.29%	36	0.86%	7	0.17%	No Data	No Data
Transportation, communications, and utilities	No Data	62	1.48%	No Data	No Data	29	0.69%	No Data	No Data
Wholesale trade	114	9	0.21%	84	2.01%	21	0.50%	No Data	No Data
Retail trade	620	121	2.89%	271	6.47%	228	5.44%	No Data	No Data
Finance, insurance and real estate industries	205	40	0.96%	99	2.36%	66	1.58%	No Data	No Data
Service industries	2,302	684	16.33%	821	19.60%	797	19.03%	No Data	No Data
Industries not Classified	456	91	2.17%	226	5.40%	139	3.32%	No Data	No Data

Industries for Minority Groups in the Trenton, NJ PMSA (Sales in 1,000s)

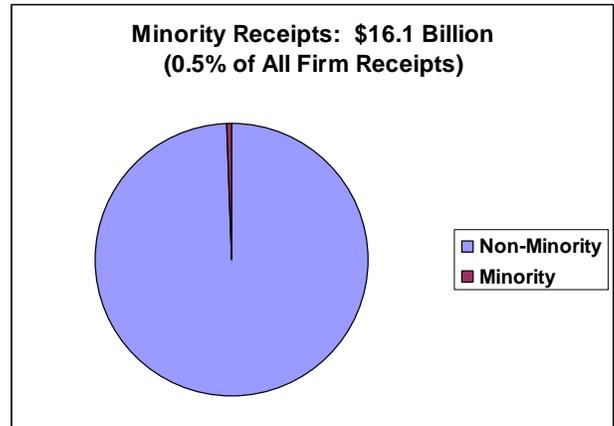
	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$747,190	\$221,266	4.44%	\$3,943,794	79.10%	\$840,502	16.86%	\$49,484	0.99%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	\$1,992	0.04%	No Data	No Data
Construction industries	No Data	\$14,215	0.29%	\$22,692	0.46%	\$65,863	1.32%	\$2,469	0.05%
Manufacturing	No Data	No Data	No Data	\$212,142	4.25%	\$92,104	1.85%	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	\$50,297	1.01%	\$54,812	1.10%	No Data	No Data
Wholesale trade	No Data	\$14,380	0.29%	\$2,102,416	42.17%	\$114,772	2.30%	No Data	No Data
Retail trade	No Data	\$47,078	0.94%	\$717,042	14.38%	\$186,427	3.74%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$23,278	0.47%	\$111,074	2.23%	\$20,989	0.42%	No Data	No Data
Service industries	\$294,999	\$102,021	2.05%	\$677,463	13.59%	\$246,600	4.95%	\$1,326	0.03%
Industries not Classified	No Data	No Data	No Data	No Data	No Data	\$56,945	1.14%	\$7,924	0.16%

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, but represents the summation of minority firms for each industry. 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.

The State of Minority Business in the Washington, DC-MD- VA-WV PMSA

Demographic and Business Statistics

- 1997 Total Population: 4,752,238 persons
- 1997 Total Minority Population: 1,930,530 persons
- All firms in region: 394,576
- Annual sales of all firms in region: \$319.8 billion
- Total minority-owned firms: 100,824
- Annual sales of minority-owned firms: \$16.1 billion
- Total African American-owned firms: 48,709
- Annual sales of African American-owned firms: \$5.4 billion
- Asian & Pacific Islander-owned Firms: 30,784
- Annual sales of Asian & Pacific Islander-owned firms: \$7.3 billion
- Hispanic-owned Firms : 19,392
- Annual sales of Hispanic-owned firms: \$3.0 billion
- American Indian & Alaska Natives-owned Firms: 1,639
- Annual sales of Asian & Pacific Islander-owned firms: \$381.5 million

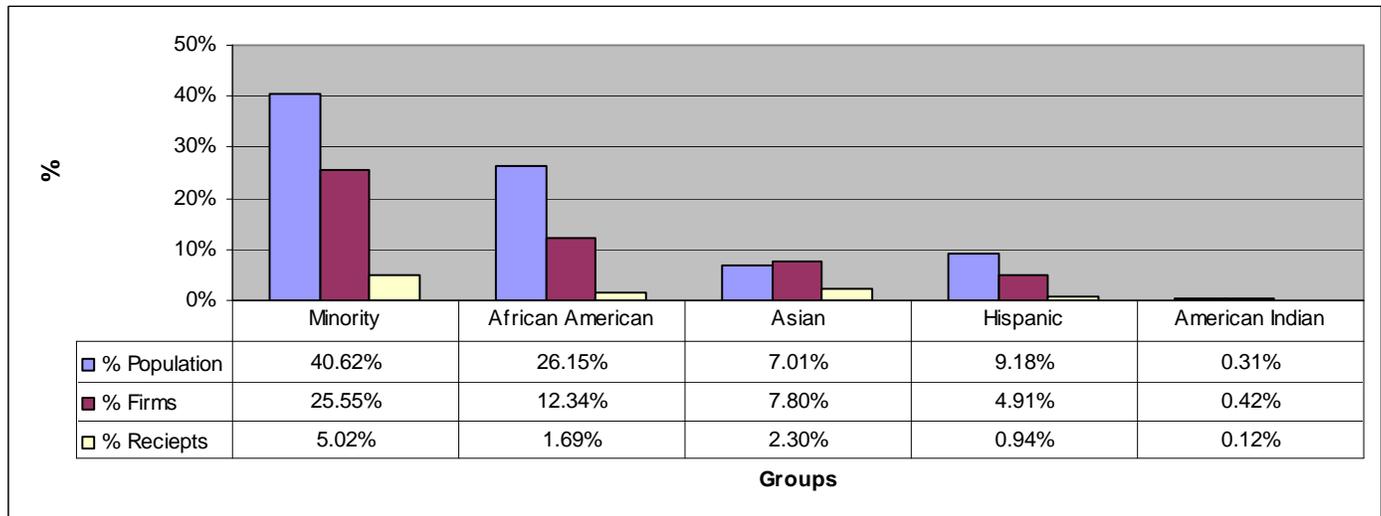


Business Participation¹

Group	MSA BPR: Washington	National BPR
All	83	78
Non-Minority	104	91
Minority	52	42
African American	39	24
Asian & Pacific Islander	92	90
Hispanic	44	41
American Indian & Alaska Native	110	85

Parity²:

In the Washington, DC-MD-VA-WV PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives 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 Washington, DC-MD-VA-WV 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	394,576		319,761,981		1,905,532		63,730,737	
Agricultural services, forestry, fishing, and mining	6,649	1.69%	1,176,115	0.37%	17,054	0.89%	391,016	0.61%
Construction industries	35,019	8.88%	21,954,385	6.87%	126,579	6.64%	4,104,314	6.44%
Manufacturing	6,798	1.72%	20,119,618	6.29%	110,347	5.79%	4,806,485	7.54%
Transportation, communications, and utilities	18,606	4.72%	28,677,829	8.97%	107,435	5.64%	4,834,816	7.59%
Wholesale trade	9,293	2.36%	50,753,842	15.87%	85,641	4.49%	3,756,064	5.89%
Retail trade	42,442	10.76%	47,714,774	14.92%	397,997	20.89%	6,656,684	10.45%
Finance, insurance and real estate industries	45,772	11.60%	56,427,188	17.65%	139,753	7.33%	5,809,956	9.12%
Service industries	202,145	51.23%	91,468,467	28.61%	920,301	48.30%	33,356,878	52.34%
Industries not Classified	28,647	7.26%	1,469,763	0.46%	425	0.02%	14,524	0.02%

Industries for Minority Groups in the Washington, DC-MD-VA-WV 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	100,824	48,709	49.01%	30,784	30.97%	19,392	19.51%	1,639	1.65%
Agricultural services, forestry, fishing, and mining	800	431	0.43%	111	0.11%	227	0.23%	31	0.03%
Construction industries	7711	2,607	2.62%	1,691	1.70%	3,196	3.22%	217	0.22%
Manufacturing	927	420	0.42%	317	0.32%	163	0.16%	27	0.03%
Transportation, communications, and utilities	8692	6,043	6.08%	1,776	1.79%	790	0.79%	83	0.08%
Wholesale trade	1486	522	0.53%	703	0.71%	245	0.25%	16	0.02%
Retail trade	11689	4,572	4.60%	5,943	5.98%	1,070	1.08%	104	0.10%
Finance, insurance and real estate industries	4972	2,707	2.72%	1,673	1.68%	549	0.55%	43	0.04%
Service industries	51208	25,811	25.97%	15,509	15.60%	9,482	9.54%	406	0.41%
Industries not Classified	13053	5,601	5.64%	3,070	3.09%	3,669	3.69%	713	0.72%

Industries for Minority Groups in the Washington, DC-MD-VA-WV PMSA (Sales)

	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	\$16,053,881	\$5,410,464	33.70%	\$7,345,538	45.76%	\$3,019,391	18.81%	\$381,498	2.38%
Agricultural services, forestry, fishing, and mining	No Data	\$28,956	0.18%	\$15,101	0.09%	\$10,652	0.07%	No Data	No Data
Construction industries	\$1,640,450	\$606,815	3.78%	\$299,251	1.86%	\$690,867	4.30%	\$43,517	0.27%
Manufacturing	No Data	\$101,187	0.63%	\$135,475	0.84%	\$74,380	0.46%	No Data	No Data
Transportation, communications, and utilities	\$692,954	\$388,789	2.42%	\$138,733	0.86%	\$140,936	0.88%	\$24,496	0.15%
Wholesale trade	No Data	\$425,444	2.65%	\$804,612	5.01%	\$327,668	2.04%	No Data	No Data
Retail trade	\$2,391,032	\$234,439	1.46%	\$1,980,085	12.33%	\$133,049	0.83%	\$43,459	0.27%
Finance, insurance and real estate industries	No Data	\$160,435	1.00%	\$197,624	1.23%	\$43,180	0.27%	No Data	No Data
Service industries	\$8,615,135	\$3,319,665	20.68%	\$3,605,621	22.46%	\$1,487,813	9.27%	\$202,036	1.26%
Industries not Classified	\$446,585	\$144,733	0.90%	\$169,037	1.05%	\$110,846	0.69%	\$21,969	0.14%

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