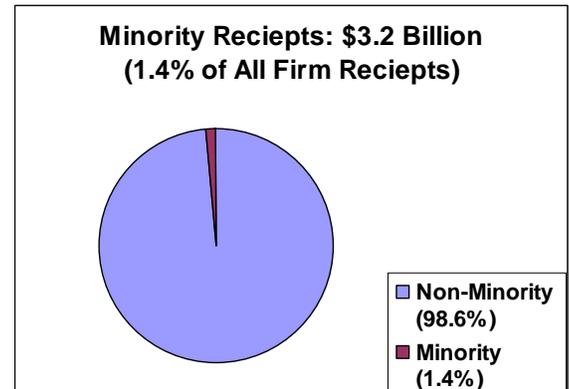


The State of Minority Business in the State of Alabama

Demographic and Business Statistics

- 1997 Total Population: 4,320,281 persons
- Total Firms: 285,286 firms
- Annual sales of all firms in the State: \$237.4 billion
- 1997 Total Minority Population: 1,197,431 persons
- Total Minority-Owned Firms: 28,292 firms
- Annual sales of Minority-owned firms in State: \$3.2 billion
- Total African American-owned firms: 19,077 firms
- Annual sales from African American-owned firms: \$1.0 billion
- Asian & Pacific Islander-owned firms: 3,315 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.4 billion
- Hispanic-owned Firms : 2,919 firms
- Annual sales of Hispanic-owned firms: \$396.8 million
- American Indian & Alaska Natives-owned firms: 3,513 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$459.5 million

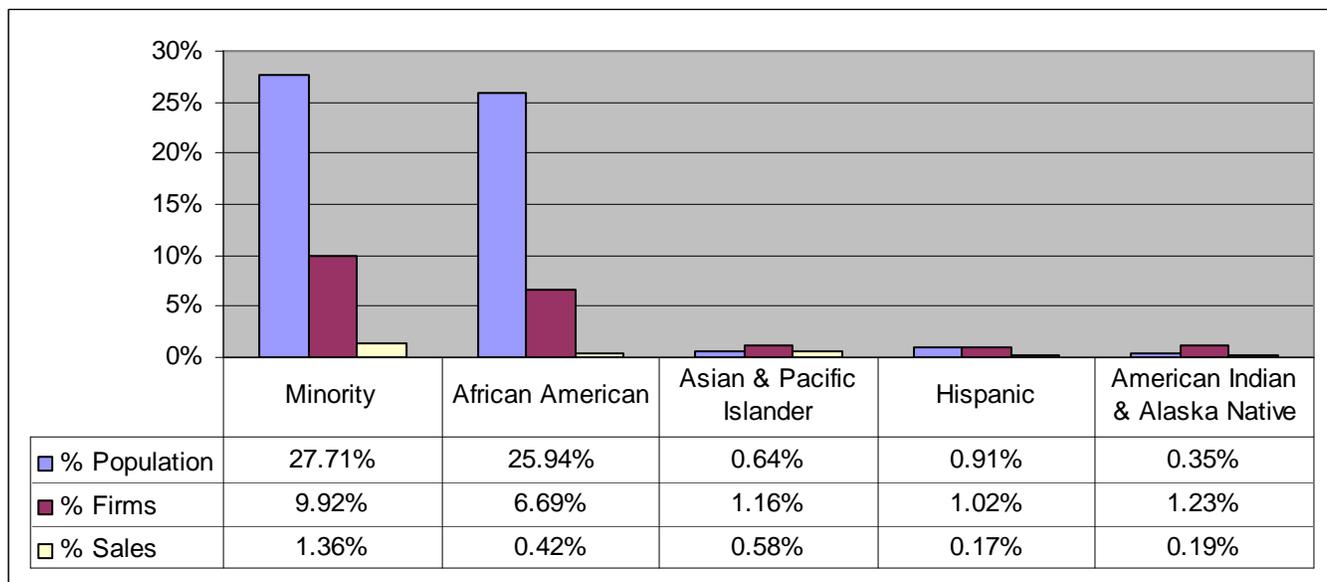


Business Participation¹

Group	State BPR: Alabama	National BPR
All	66	78
Non-Minority	82	91
Minority	24	42
African American	17	24
Asian & Pacific Islander	119	90
Hispanic	74	41
American Indian & Alaska Native	231	85

Parity²:

In the State of Alabama, Asian & Pacific Islanders, Hispanics, and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Alabama

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	285,206		\$237,406,593		1,530,488		\$36,646,331	
Agricultural services, forestry, fishing, mining	7,692	2.70%	\$934,780	0.39%	11,213	0.73%	\$202,064	0.55%
Construction industries	40,641	14.25%	\$14,144,154	5.96%	99,791	6.52%	\$2,502,273	6.83%
Manufacturing	11,706	4.10%	\$70,075,596	29.52%	378,392	24.72%	\$11,012,669	30.05%
Transportation, communications, and utilities	14,107	4.95%	\$17,117,863	7.21%	89,210	5.83%	\$3,079,664	8.40%
Wholesale trade	11,122	3.90%	\$43,923,624	18.50%	93,656	6.12%	\$2,790,795	7.62%
Retail trade	47,074	16.51%	\$38,709,326	16.31%	352,238	23.01%	\$4,241,899	11.58%
Finance, insurance and real estate industries	24,846	8.71%	\$22,905,993	9.65%	87,602	5.72%	\$2,740,834	7.48%
Service industries	106,415	37.31%	\$26,375,996	11.11%	407,593	26.63%	\$9,622,230	26.26%
Industries not Classified	21,528	7.55%	\$718,200	0.30%	478	0.03%	\$5,436	0.01%

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

Industry Description	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	28,292	19,077	67.43%	3,315	11.72%	2,919	10.32%	3,513	12.42%
Agricultural services, forestry, fishing, and mining	792	462	1.63%	145	0.51%	98	0.35%	120	0.42%
Construction industries	3,024	2,316	8.19%	81	0.29%	220	0.78%	468	1.65%
Manufacturing	647	447	1.58%	49	0.17%	61	0.22%	153	0.54%
Transportation, communications, and utilities	1,303	1,094	3.87%	57	0.20%	44	0.16%	131	0.46%
Wholesale trade	326	134	0.47%	50	0.18%	47	0.17%	93	0.33%
Retail trade	4,225	2,574	9.10%	946	3.34%	394	1.39%	377	1.33%
Finance, insurance and real estate industries	870	680	2.40%	86	0.30%	61	0.22%	71	0.25%
Service industries	12,472	9,606	33.95%	1,644	5.81%	788	2.79%	575	2.03%
Industries not Classified	4,632	1,765	6.24%	256	0.90%	1,204	4.26%	1,524	5.39%

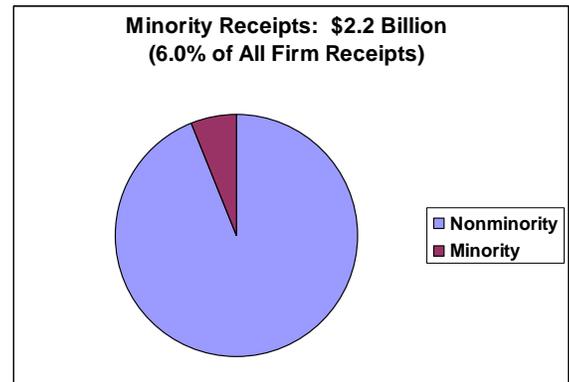
Industries for Minority Groups in the State of Alabama (Sales)

Industry Description	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$3,231,787	\$1,008,966	31.22%	\$1,386,959	42.92%	\$396,775	12.28%	\$459,539	14.22%
Agricultural services, forestry, fishing, mining	No Data	\$7,920	0.25%	\$3,416	0.11%	No Data	No Data	No Data	No Data
Construction industries	\$331,534	\$154,661	4.79%	No Data	No Data	\$45,879	1.42%	\$129,764	4.02%
Manufacturing	\$492,553	\$56,724	1.76%	\$325,960	10.09%	\$54,176	1.68%	\$65,644	2.03%
Transportation, communications, utilities	\$111,764	\$55,941	1.73%	No Data	No Data	\$8,134	0.25%	\$49,249	1.52%
Wholesale trade	\$149,186	\$27,652	0.86%	No Data	No Data	\$40,270	1.25%	\$43,660	1.35%
Retail trade	\$602,032	\$164,212	5.08%	\$260,931	8.07%	\$104,808	3.24%	\$75,492	2.34%
Finance, insurance and real estate industries	\$65,757	\$55,408	1.71%	No Data	No Data	\$4,652	0.14%	No Data	No Data
Service industries	\$1,128,711	\$462,952	14.32%	\$505,781	15.65%	\$115,708	3.58%	\$47,477	1.47%
Industries not Classified	\$330,065	\$23,498	0.73%	No Data	No Data	\$17,970	0.56%	\$40,782	1.26%

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: 608,846 persons
- Total Firms: 64,134 firms
- Annual sales of all firms in the State: \$36.9 billion
- 1997 Total Minority Population: 166,851 persons
- Total Minority-Owned Firms: 10,695 firms
- Annual sales of Minority-owned firms in State: \$2.2 billion
- Total African American-owned firms: 876 firms
- Annual sales from African American-owned firms: \$55.7 million
- Asian & Pacific Islander-owned firms: 1,816 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$311.4 million
- Hispanic-owned Firms : 1,385 firms
- Annual sales of Hispanic-owned firms: \$192.1 million
- American Indian & Alaska Natives-owned firms: 6,820 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$1.7 million

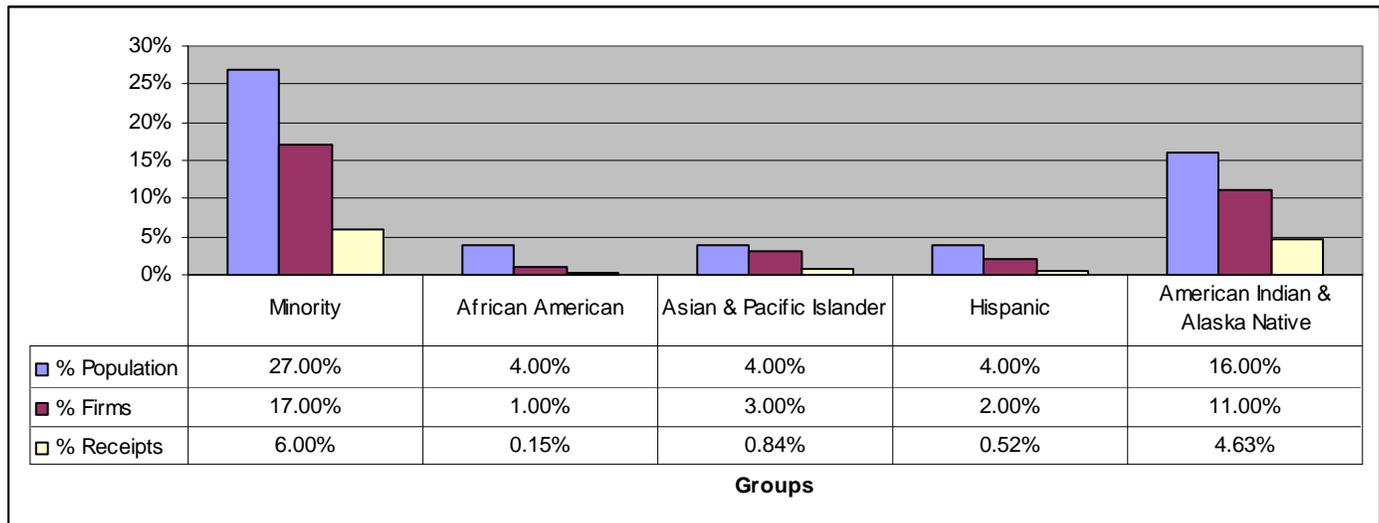


Business Participation¹

Group	State BPR: Alaska	National BPR
All	105	78
Non-Minority	121	91
Minority	64	42
African American	37	24
Asian & Pacific Islander	68	90
Hispanic	60	41
American Indian & Alaska Native	70	85

Parity²:

In the State of Alaska, no group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Alaska

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	64,134		\$36,911,657		182,184		\$5,829,807	
Agricultural services, forestry, fishing, mining	10,093	15.74%	\$525,349	1.42%	1,307	0.72%	\$48,406	0.83%
Construction industries	5,683	8.86%	\$2,643,148	7.16%	13,143	7.21%	\$569,634	9.77%
Manufacturing	1,822	2.84%	\$3,827,119	10.37%	13,734	7.54%	\$432,164	7.41%
Transportation, communications, and utilities	3,628	5.66%	\$5,106,809	13.84%	21,027	11.54%	\$922,188	15.82%
Wholesale trade	1,531	2.39%	\$3,442,436	9.33%	8,525	4.68%	\$315,061	5.40%
Retail trade	8,211	12.80%	\$6,767,378	18.33%	47,524	26.09%	\$859,815	14.75%
Finance, insurance and real estate industries	4,083	6.37%	\$2,485,713	6.73%	9,793	5.38%	\$333,779	5.73%
Service industries	25,032	39.03%	\$4,748,917	12.87%	56,074	30.78%	\$1,579,127	27.09%
Industries not Classified	3,773	5.88%	\$100,892	0.27%	66	0.04%	\$1,811	0.03%

Industries for Minority Groups in the State of Alaska (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	10,695	876	8.19%	1,816	16.98%	1,385	12.95%	6,820	63.77%
Agricultural services, forestry, fishing, and mining	3,165	10	0.09%	51	0.48%	132	1.23%	2,980	27.86%
Construction industries	438	31	0.29%	31	0.29%	156	1.46%	224	2.09%
Manufacturing	95	6	0.06%	6	0.06%	11	0.10%	72	0.67%
Transportation, communications, and utilities	625	60	0.56%	174	1.63%	83	0.78%	308	2.88%
Wholesale trade	140	2	0.02%	5	0.05%	3	0.03%	130	1.22%
Retail trade	1,277	100	0.94%	470	4.39%	150	1.40%	577	5.40%
Finance, insurance and real estate industries	227	17	0.16%	35	0.33%	17	0.16%	162	1.51%
Service industries	2,893	506	4.73%	652	6.10%	525	4.91%	1,304	12.19%
Industries not Classified	1,842	143	1.34%	388	3.63%	314	2.94%	1,070	10.00%

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

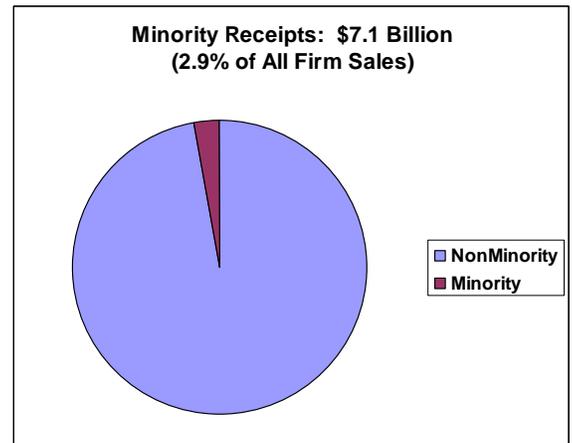
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$2,214,134	\$55,713	2.52%	\$311,411	14.06%	\$192,077	8.68%	\$1,709,448	77.21%
Agricultural services, forestry, fishing, mining	\$111,955	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$253,754	\$5,394	0.24%	No Data	No Data	\$34,005	1.54%	\$213,630	9.65%
Manufacturing	\$30,928	No Data	No Data	No Data	No Data	\$1,297	0.06%	\$29,057	1.31%
Transportation, communications, utilities	\$134,422	\$5,034	0.23%	\$12,580	0.57%	\$3,911	0.18%	\$112,897	5.10%
Wholesale trade	\$135,175	No Data	No Data	No Data	No Data	\$8,935	0.40%	\$116,127	5.24%
Retail trade	\$395,115	\$8,880	0.40%	\$127,585	5.76%	\$78,827	3.56%	\$206,392	9.32%
Finance, insurance and real estate industries	\$547,041	No Data	No Data	No Data	No Data	\$2,745	0.12%	\$542,746	24.51%
Service industries	\$402,357	\$32,637	1.47%	\$108,376	4.89%	\$24,178	1.09%	\$240,704	10.87%
Industries not Classified	\$190,888	\$2,485	0.11%	\$47,139	2.13%	\$32,482	1.47%	\$131,041	5.92%

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 State of Arizona

Demographic and Business Statistics

- 1997 Total Population: 4,552,207 persons
- Total Firms: 329,031 firms
- Annual sales of all firms in the State: \$247.2 billion
- 1997 Total Minority Population: 1,432,118 persons
- Total Minority-Owned Firms: 43,337 firms
- Annual sales of Minority-owned firms in State: \$7.1 billion
- Total African American-owned firms: 3,582 firms
- Annual sales from African American-owned firms: \$314.5 million
- Asian & Pacific Islander-owned firms: 7,145 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.0 billion
- Hispanic-owned Firms : 28,894 firms
- Annual sales of Hispanic-owned firms: \$4.2 billion
- American Indian & Alaska Natives-owned firms: 5,510 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$752.5 million

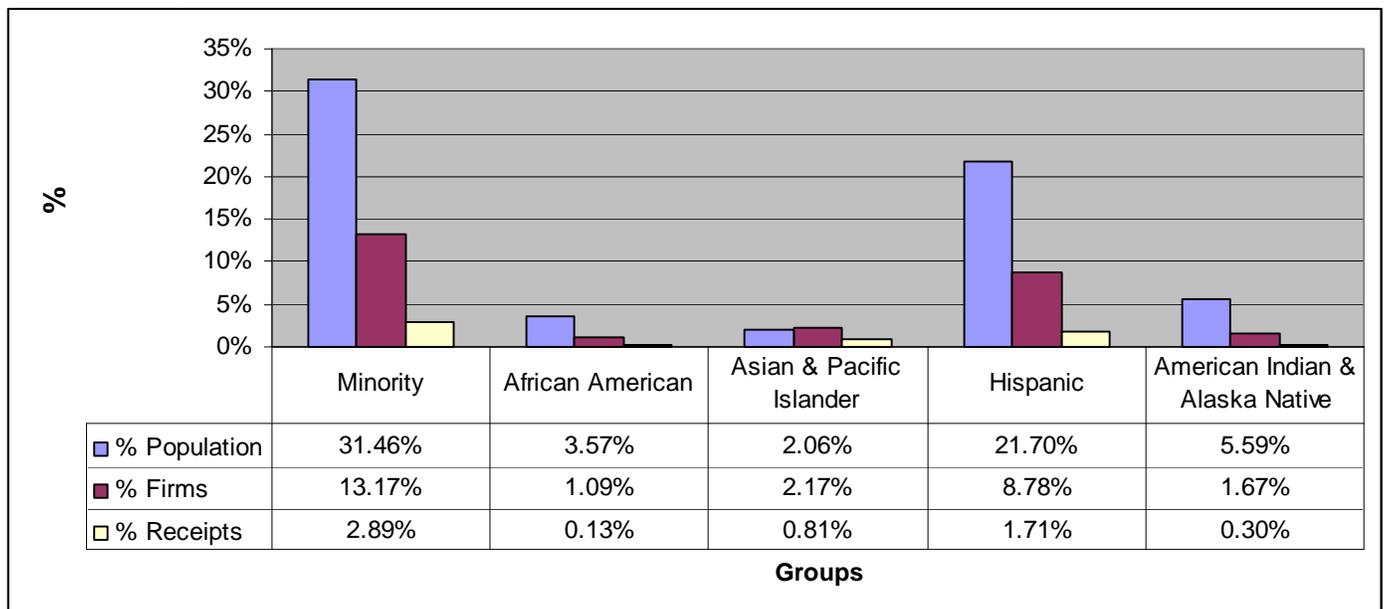


Business Participation¹

Group	State BPR: Arizona	National BPR
All	72	78
Non-Minority	92	91
Minority	30	42
African American	22	24
Asian & Pacific Islander	76	90
Hispanic	29	41
American Indian & Alaska Native	22	85

Parity²:

In the State of Arizona, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Arizona

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	329,031		\$247,191,482		1,666,364		\$41,788,366	
Agricultural services, forestry, fishing, mining	6,622	2.01%	\$1,126,203	0.46%	16,915	1.02%	\$297,169	0.71%
Construction industries	30,348	9.22%	\$20,665,299	8.36%	137,184	8.23%	\$3,687,280	8.82%
Manufacturing	10,855	3.30%	\$44,449,949	17.98%	213,020	12.78%	\$7,906,570	18.92%
Transportation, communications, and utilities	12,089	3.67%	\$15,924,517	6.44%	99,175	5.95%	\$3,042,730	7.28%
Wholesale trade	13,246	4.03%	\$49,593,476	20.06%	96,285	5.78%	\$3,242,636	7.76%
Retail trade	43,644	13.26%	\$46,905,168	18.98%	381,408	22.89%	\$5,615,971	13.44%
Finance, insurance and real estate industries	44,185	13.43%	\$26,535,116	10.73%	109,318	6.56%	\$3,617,333	8.66%
Service industries	147,216	44.74%	\$38,214,487	15.46%	598,582	35.92%	\$13,798,190	33.02%
Industries not Classified	20,432	6.21%	\$681,594	0.28%	892	0.05%	\$9,038	0.02%

Industries for Minority Groups in the State of Arizona (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	43,337	3,582	8.27%	7,145	16.49%	28,894	66.67%	5,510	12.71%
Agricultural services, forestry, fishing, and mining	1,218	11	0.03%	100	0.23%	985	2.27%	136	0.31%
Construction industries	3,828	191	0.44%	141	0.33%	3,298	7.61%	585	1.35%
Manufacturing	1,270	42	0.10%	147	0.34%	693	1.60%	446	1.03%
Transportation, communications, and utilities	1,676	210	0.48%	132	0.30%	1,272	2.94%	126	0.29%
Wholesale trade	1,186	60	0.14%	214	0.49%	874	2.02%	115	0.27%
Retail trade	7,407	381	0.88%	1,837	4.24%	4,721	10.89%	809	1.87%
Finance, insurance and real estate industries	2,517	268	0.62%	563	1.30%	1,617	3.73%	158	0.36%
Service industries	19,406	1,986	4.58%	3,513	8.11%	12,878	29.72%	1,812	4.18%
Industries not Classified	4,844	434	1.00%	498	1.15%	2,521	5.82%	1,356	3.13%

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

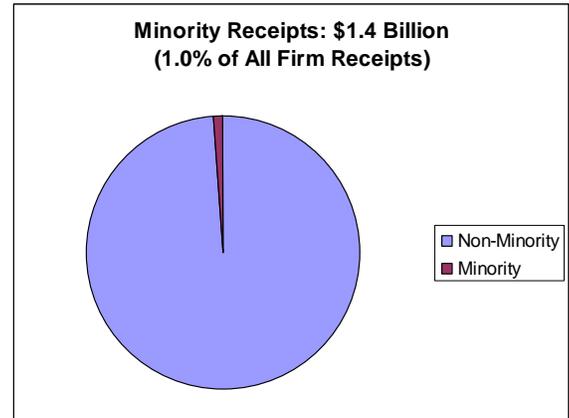
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$7,139,822	\$314,497	4.40%	\$2,001,840	28.04%	\$4,226,654	59.20%	\$752,520	10.54%
Agricultural services, forestry, fishing, mining	\$127,244	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$1,009,793	\$30,929	0.43%	\$56,954	0.80%	\$800,404	11.21%	\$154,373	2.16%
Manufacturing	\$600,049	No Data	No Data	\$102,697	1.44%	\$437,960	6.13%	\$61,712	0.86%
Transportation, communications, utilities	\$232,852	No Data	No Data	\$35,611	0.50%	\$110,164	1.54%	\$85,654	1.20%
Wholesale trade	\$1,488,608	\$27,714	0.39%	\$605,495	8.48%	\$831,783	11.65%	\$47,925	0.67%
Retail trade	\$1,594,364	\$52,215	0.73%	\$614,284	8.60%	\$847,606	11.87%	\$114,894	1.61%
Finance, insurance and real estate industries	\$269,617	\$19,965	0.28%	\$62,285	0.87%	\$162,247	2.27%	\$28,570	0.40%
Service industries	\$1,610,043	\$155,032	2.17%	\$486,032	6.81%	\$820,045	11.49%	\$197,101	2.76%
Industries not Classified	\$187,956	No Data	No Data	\$30,910	0.43%	\$87,407	1.22%	\$52,415	0.73%

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 State of Arkansas

Demographic and Business Statistics

- 1997 Total Population: 2,524,007 persons
- Total Firms: 193,424 firms
- Annual sales of all firms in the State: \$143.6 billion
- 1997 Total Minority Population: 477,254 persons
- Total Minority-Owned Firms: 13,023 firms
- Annual sales of Minority-owned firms in State: \$1.4 billion
- Total African American-owned firms: 6,721 firms
- Annual sales from African American-owned firms: \$387.0 million
- Asian & Pacific Islander-owned firms: 1,530 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$397.1 million
- Hispanic-owned Firms : 2,586 firms
- Annual sales of Hispanic-owned firms: \$190.0 million
- American Indian & Alaska Natives-owned firms: 2,308 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$438.2 million

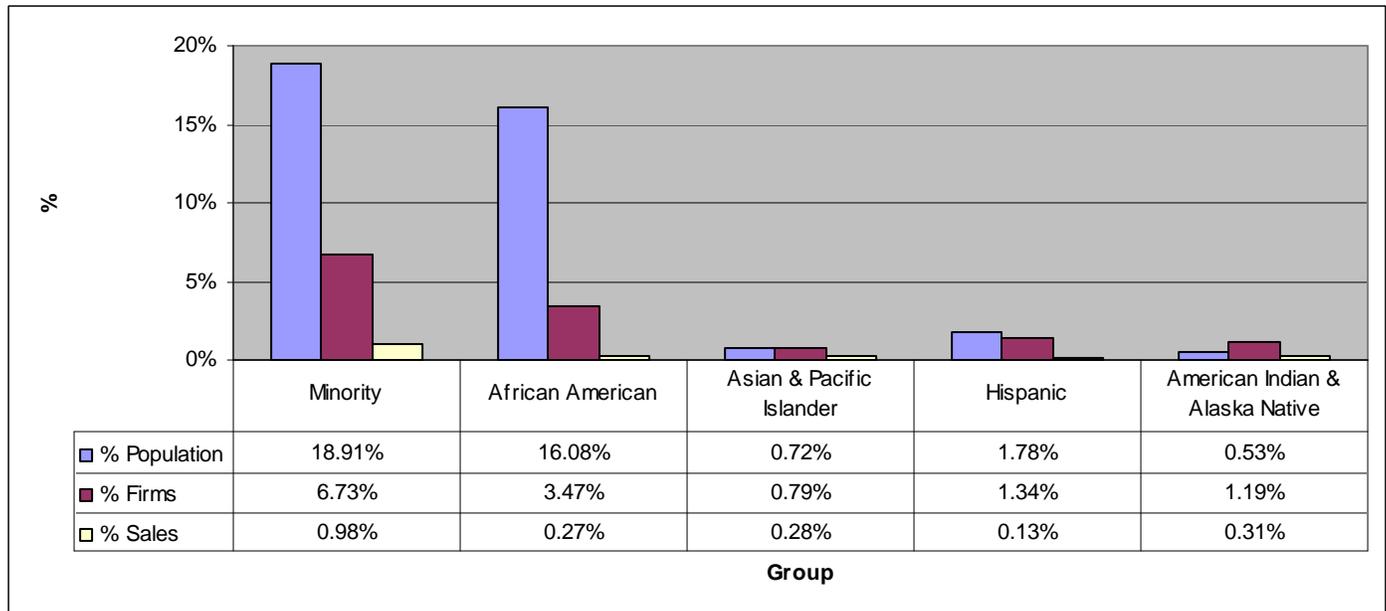


Business Participation¹

Group	State BPR: Arkansas	National BPR
All	77	78
Non-Minority	88	91
Minority	27	42
African American	17	24
Asian & Pacific Islander	84	90
Hispanic	58	41
American Indian & Alaska Native	171	85

Parity²:

In the State of Arkansas, Asian & Pacific Islanders, and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Arkansas

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	193,424		\$143,570,776		915,826		\$19,926,386	
Agricultural services, forestry, fishing, mining	5,415	2.80%	\$712,246	0.50%	7,146	0.78%	\$121,183	0.61%
Construction industries	29,244	15.12%	\$6,320,691	4.40%	43,113	4.71%	\$1,013,521	5.09%
Manufacturing	8,362	4.32%	\$47,642,041	33.18%	256,068	27.96%	\$6,408,017	32.16%
Transportation, communications, and utilities	11,065	5.72%	\$10,001,479	6.97%	62,085	6.78%	\$1,900,820	9.54%
Wholesale trade	6,750	3.49%	\$29,184,296	20.33%	49,287	5.38%	\$1,335,758	6.70%
Retail trade	31,717	16.40%	\$22,846,817	15.91%	207,116	22.62%	\$2,809,033	14.10%
Finance, insurance and real estate industries	16,409	8.48%	\$8,942,860	6.23%	40,802	4.46%	\$1,197,075	6.01%
Service industries	70,368	36.38%	\$13,859,361	9.65%	246,176	26.88%	\$5,015,571	25.17%
Industries not Classified	13,025	6.73%	\$3,208,325	2.23%	185	0.02%	\$2,657	0.01%

Industries for Minority Groups in the State of Arkansas (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	13,023	6,721	51.61%	1,530	11.75%	2,586	19.86%	2,308	17.72%
Agricultural services, forestry, fishing, and mining	434	214	1.64%	41	0.31%	55	0.42%	124	0.95%
Construction industries	1,196	608	4.67%	40	0.31%	236	1.81%	315	2.42%
Manufacturing	359	148	1.14%	24	0.18%	84	0.65%	150	1.15%
Transportation, communications, and utilities	757	562	4.32%	46	0.35%	63	0.48%	99	0.76%
Wholesale trade	127	28	0.22%	No Data	No Data	13	0.10%	69	0.53%
Retail trade	1,845	855	6.57%	495	3.80%	318	2.44%	200	1.54%
Finance, insurance and real estate industries	384	207	1.59%	54	0.41%	56	0.43%	79	0.61%
Service industries	4,691	3,065	23.54%	752	5.77%	514	3.95%	443	3.40%
Industries not Classified	3,208	1,020	7.83%	62	0.48%	1,232	9.46%	815	6.26%

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

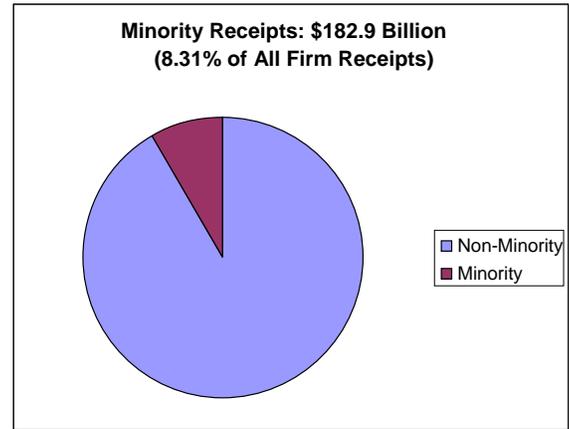
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$1,406,545	\$386,958	27.51%	\$397,121	28.23%	\$189,955	13.51%	\$438,170	31.15%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$133,301	\$42,529	3.02%	No Data	No Data	\$14,596	1.04%	\$74,202	5.28%
Manufacturing	\$134,535	\$6,384	0.45%	No Data	No Data	No Data	No Data	\$50,217	3.57%
Transportation, communications, utilities	\$53,438	\$25,496	1.81%	No Data	No Data	\$4,273	0.30%	\$15,000	1.07%
Wholesale trade	\$121,251	No Data	No Data	No Data	No Data	No Data	No Data	\$88,556	6.30%
Retail trade	\$417,545	\$149,608	10.64%	\$104,598	7.44%	\$51,723	3.68%	\$112,541	8.00%
Finance, insurance and real estate industries	\$39,859	\$9,146	0.65%	No Data	No Data	\$2,108	0.15%	\$8,775	0.62%
Service industries	\$344,302	\$103,385	7.35%	\$141,069	10.03%	\$48,626	3.46%	\$53,154	3.78%
Industries not Classified	\$152,815	\$22,500	1.60%	\$3,446	0.24%	\$63,545	4.52%	\$32,799	2.33%

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 State of California

Demographic and Business Statistics

- 1997 Total Population: 32,217,708 persons
- Total Firms: 2,565,734 firms
- Annual sales of all firms in the State: \$2.2 Trillion
- 1997 Total Minority Population: 15,731,548 persons
- Total Minority-Owned Firms: 738,000 firms
- Annual sales of Minority-owned firms: \$182.9 billion
- Total African American-owned firms: 79,110 firms
- Annual sales from African American-owned firms: \$6.4 billion
- Asian & Pacific Islander-owned firms: 316,048 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$121.6 billion
- Hispanic-owned Firms : 336,405 firms
- Annual sales of Hispanic-owned firms: \$51.7 billion
- American Indian & Alaska Natives-owned firms: 26,603 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$5.8 billion

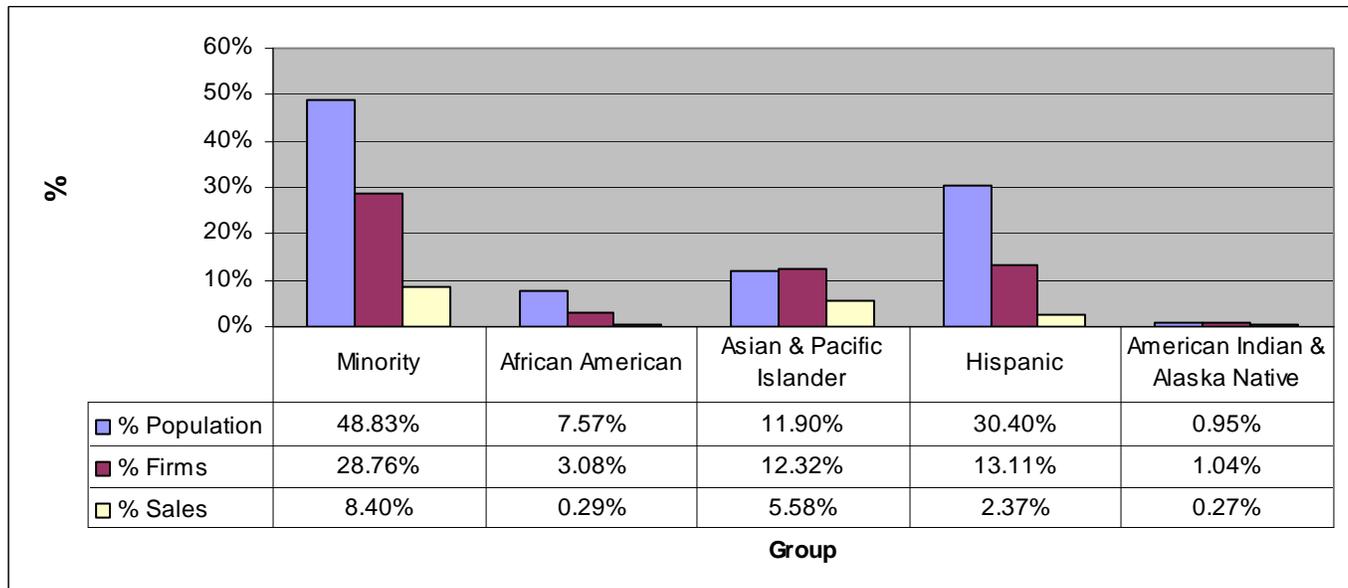


Business Participation¹

Group	State BPR: California	National BPR
All	80	78
Non-Minority	111	91
Minority	47	42
African American	32	24
Asian & Pacific Islander	82	90
Hispanic	34	41
American Indian & Alaska Native	87	85

Parity²:

In the State of California, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of California

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	2,565,734		\$2,178,292,213		11,474,180		\$358,473,980	
Agricultural services, forestry, fishing, mining	58,837	2.29%	\$10,582,037	0.49%	113,761	0.99%	\$2,306,188	0.64%
Construction industries	207,361	8.08%	\$102,800,682	4.72%	575,025	5.01%	\$19,364,045	5.40%
Manufacturing	94,179	3.67%	\$397,734,075	18.26%	1,986,158	17.31%	\$77,146,006	21.52%
Transportation, communications, and utilities	89,437	3.49%	\$117,753,177	5.41%	620,422	5.41%	\$22,481,468	6.27%
Wholesale trade	109,958	4.29%	\$572,743,392	26.29%	878,089	7.65%	\$34,813,261	9.71%
Retail trade	320,762	12.50%	\$291,586,777	13.39%	2,286,512	19.93%	\$37,132,754	10.36%
Finance, insurance and real estate industries	264,213	10.30%	\$277,548,306	12.74%	835,489	7.28%	\$36,271,751	10.12%
Service industries	1,263,952	49.26%	\$389,574,715	17.88%	4,142,303	36.10%	\$127,248,303	35.50%
Industries not Classified	155,963	6.08%	\$6,856,429	0.31%	3,836	0.03%	\$96,253	0.03%

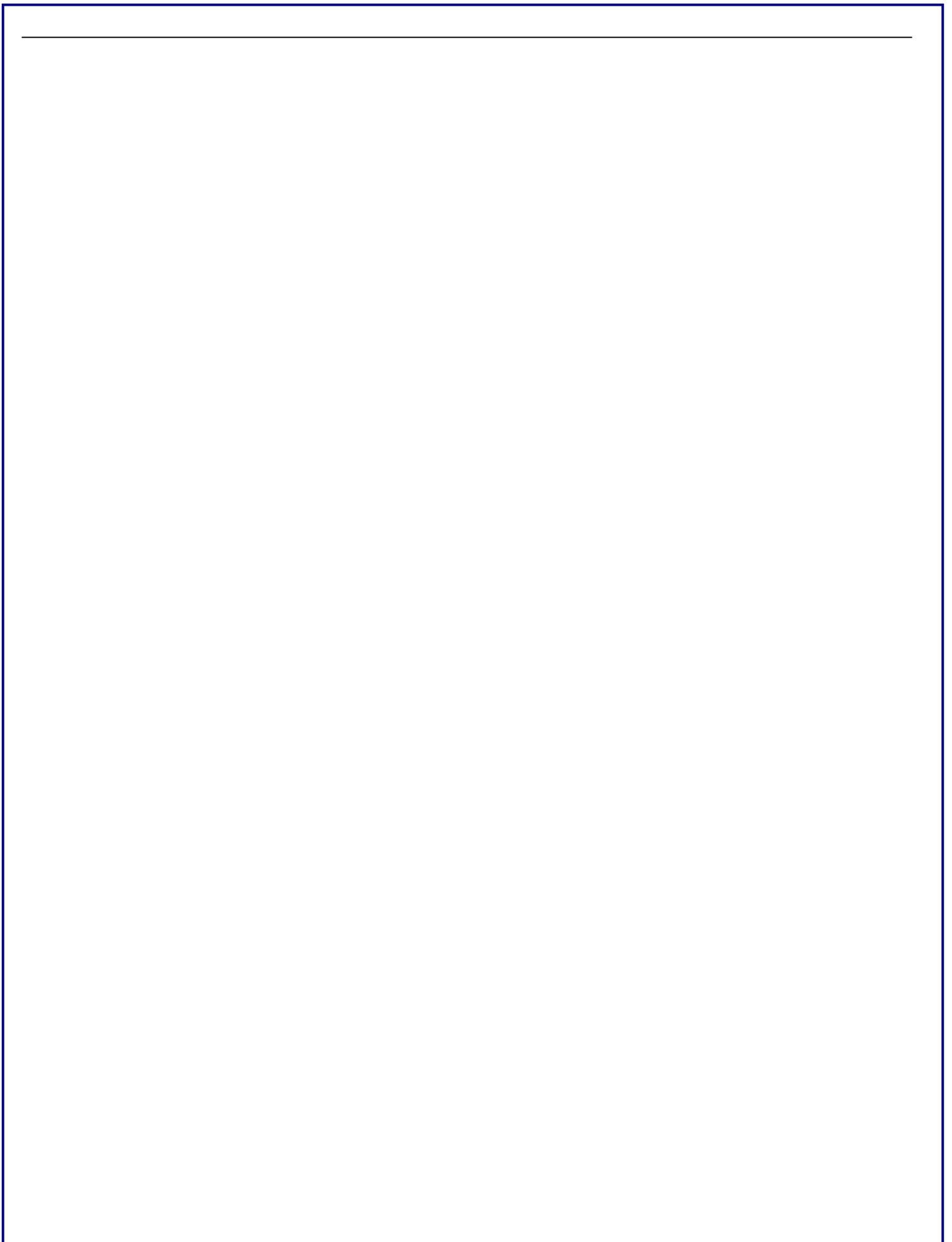
Industries for Minority Groups in the State of California (Firms)

	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	738,000	79,110	10.72%	316,048	42.82%	336,405	45.58%	26,603	3.60%
Agricultural services, forestry, fishing, and mining	24,046	624	0.08%	5,028	0.68%	18,271	2.48%	1,305	0.18%
Construction industries	44,277	3,115	0.42%	9,307	1.26%	31,544	4.27%	2,194	0.30%
Manufacturing	20,173	787	0.11%	10,029	1.36%	8,979	1.22%	795	0.11%
Transportation, communications, and utilities	32,145	2,135	0.29%	10,007	1.36%	20,420	2.77%	319	0.04%
Wholesale trade	33,902	325	0.04%	26,361	3.57%	7,541	1.02%	100	0.01%
Retail trade	111,151	5,904	0.80%	61,081	8.28%	45,661	6.19%	475	0.06%
Finance, insurance and real estate industries	49,288	2,521	0.34%	31,287	4.24%	16,538	2.24%	198	0.03%
Service industries	347,061	50,491	6.84%	146,427	19.84%	158,931	21.54%	1,706	0.23%
Industries not Classified	75,673	13,202	1.79%	16,465	2.23%	28,313	3.84%	19,496	2.64%

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

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$182,892,499	\$6,395,311	3.50%	\$121,565,577	66.47%	\$51,682,136	28.26%	\$5,835,958	3.19%
Agricultural services, forestry, fishing	\$1,867,705	No Data	No Data	\$595,843	0.33%	\$1,215,284	0.66%	No Data	No Data
Construction industries	\$8,563,861	\$404,890	0.22%	\$1,596,712	0.87%	\$6,279,627	3.43%	\$411,462	0.22%
Manufacturing	\$31,591,707	\$233,761	0.13%	\$12,199,670	6.67%	\$19,099,130	10.44%	\$239,648	0.13%
Transportation, communications	\$4,203,235	\$128,315	0.07%	\$1,862,315	1.02%	\$2,023,037	1.11%	\$462,251	0.25%
Wholesale trade	\$57,601,702	\$818,481	0.45%	\$52,251,313	28.57%	\$4,999,886	2.73%	\$125,517	0.07%
Retail trade	\$30,796,913	\$469,328	0.26%	\$23,689,990	12.95%	\$6,802,851	3.72%	\$190,817	0.10%
Finance, insurance and real estate industries	\$6,257,712	\$244,598	0.13%	\$4,459,819	2.44%	\$1,548,996	0.85%	\$30,057	0.02%
Service industries	\$33,977,724	\$2,804,019	1.53%	\$22,635,675	12.38%	\$9,130,404	4.99%	\$351,905	0.19%
Not Classified	\$8,009,503	\$1,265,258	0.69%	\$2,263,349	1.24%	\$574,288	0.31%	\$3,961,168	2.17%

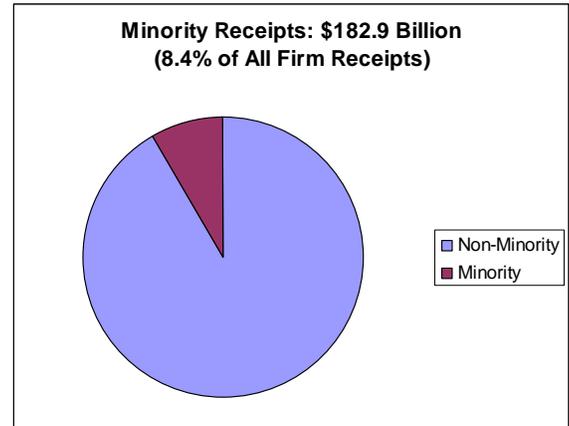
ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA).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

Demographic and Business Statistics

- 1997 Total Population: 3,891,293 persons
- Total Firms: 410,249 firms
- Annual sales of all firms in the State: \$277.6 billion
- 1997 Total Minority Population: 815,735 persons
- Total Minority-Owned Firms: 37,021 firms
- Annual sales of Minority-owned firms: \$6.1 billion
- Total African American-owned firms: 4,926 firms
- Annual sales from African American-owned firms: \$512.9 million
- Asian & Pacific Islander-owned firms: 9,028 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.1 billion
- Hispanic-owned Firms : 20,859 firms
- Annual sales of Hispanic-owned firms: \$3.1 billion
- American Indian & Alaska Natives-owned firms: 3,390 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$515.1 million

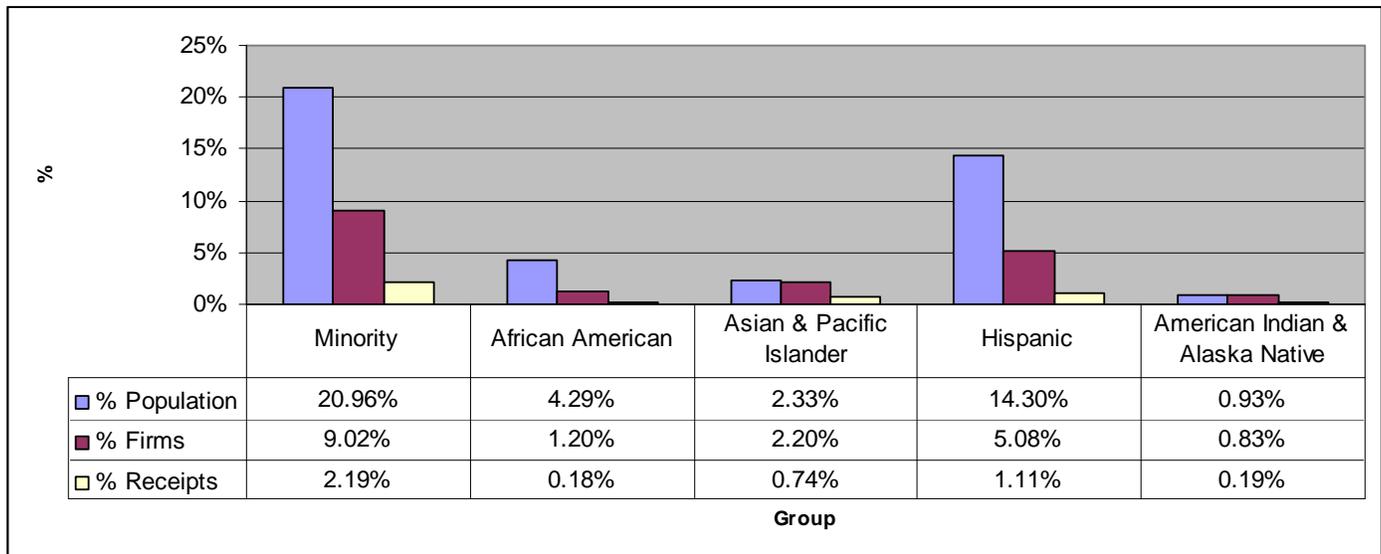


Business Participation¹

Group	State BPR: Colorado	National BPR
All	105	78
Non-Minority	121	91
Minority	45	42
African American	30	24
Asian & Pacific Islander	99	90
Hispanic	37	41
American Indian & Alaska Native	94	85

Parity²:

In the State of Colorado, no group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Colorado

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	410,249		\$277,629,997		1,646,273		45,736,518	
Agricultural services, forestry, fishing, mining	7,703	1.88%	\$1,035,713	0.37%	12,186	0.74%	267,816	0.59%
Construction industries	48,870	11.91%	\$21,979,354	7.92%	124,499	7.56%	3,832,704	8.38%
Manufacturing	12,858	3.13%	\$42,696,567	15.38%	196,628	11.94%	7,239,088	15.83%
Transportation, communications, and utilities	13,761	3.35%	\$20,626,943	7.43%	113,445	6.89%	4,332,640	9.47%
Wholesale trade	15,015	3.66%	\$64,200,708	23.12%	106,623	6.48%	3,894,007	8.51%
Retail trade	51,671	12.60%	\$43,533,660	15.68%	379,733	23.07%	5,542,282	12.12%
Finance, insurance and real estate industries	50,871	12.40%	\$34,145,781	12.30%	120,371	7.31%	4,420,578	9.67%
Service industries	181,623	44.27%	\$44,622,381	16.07%	576,127	35.00%	15,383,436	33.63%
Industries not Classified	23,913	5.83%	\$874,078	0.31%	314	0.02%	7,732	0.02%

Industries for Minority Groups in the State of Colorado (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	37,021	4,926	13.31%	9,028	24.39%	20,859	56.34%	3,390	9.16%
Agricultural services, forestry, fishing, and mining	521	82	0.22%	129	0.35%	303	0.82%	23	0.06%
Construction industries	4,364	310	0.84%	385	1.04%	3,337	9.01%	487	1.32%
Manufacturing	731	72	0.19%	231	0.62%	412	1.11%	59	0.16%
Transportation, communications, and utilities	1,491	465	1.26%	196	0.53%	777	2.10%	93	0.25%
Wholesale trade	638	98	0.26%	199	0.54%	323	0.87%	52	0.14%
Retail trade	6,135	660	1.78%	2,339	6.32%	3,028	8.18%	365	0.99%
Finance, insurance and real estate industries	2,108	372	1.00%	496	1.34%	1,148	3.10%	138	0.37%
Service industries	15,999	2,213	5.98%	4,047	10.93%	9,468	25.57%	700	1.89%
Industries not Classified	4,943	650	1.76%	995	2.69%	2,010	5.43%	1,453	3.92%

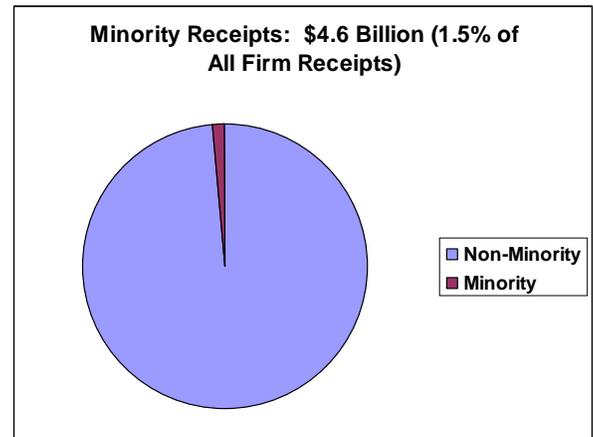
Industries for Minority Groups in the State of Colorado (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$6,072,352	\$512,868	8.45%	\$2,059,838	33.92%	\$3,068,288	50.53%	\$515,072	8.48%
Agricultural services, forestry, fishing	\$32,566	No Data	No Data	\$9,188	0.15%	\$20,042	0.33%	No Data	No Data
Construction industries	\$816,379	\$54,913	0.90%	\$80,537	1.33%	\$595,082	9.80%	\$114,539	1.89%
Manufacturing	\$346,638	\$34,829	0.57%	\$117,685	1.94%	\$173,521	2.86%	\$22,994	0.38%
Transportation, communications	\$238,652	\$20,471	0.34%	\$41,777	0.69%	\$169,815	2.80%	\$12,767	0.21%
Wholesale trade	\$890,200	\$102,588	1.69%	\$472,287	7.78%	\$261,673	4.31%	\$56,367	0.93%
Retail trade	\$1,804,373	\$66,404	1.09%	\$640,410	10.55%	\$1,003,403	16.52%	\$101,934	1.68%
Finance, insurance and real estate industries	\$258,670	\$23,696	0.39%	\$65,344	1.08%	\$129,001	2.12%	\$42,866	0.71%
Service industries	\$1,454,292	\$194,164	3.20%	\$537,793	8.86%	\$642,580	10.58%	\$112,264	1.85%
Not Classified	\$221,828	\$13,285	0.22%	\$93,703	1.54%	\$68,116	1.12%	\$47,916	0.79%

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: 3,268,514 persons
- Total Firms: 284,022 firms
- Annual sales of all firms in region: \$314.9 billion
- 1997 Total Minority Population: 615,303 persons
- Total Minority-Owned Firms: 20,409 firms
- Annual sales of minority-owned firms in region: \$4.6 billion
- Total African American-owned firms: 7,251 firms
- Annual sales of African American-owned firms: \$528.2 million
- Asian & Pacific Islander-owned Firms: 5,904 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.5 billion
- Hispanic-owned Firms : 6,594 firms
- Annual sales of Hispanic-owned firms: \$1.2 billion
- American Indian & Alaska Natives-owned Firms: 1,311 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: \$407.1 million

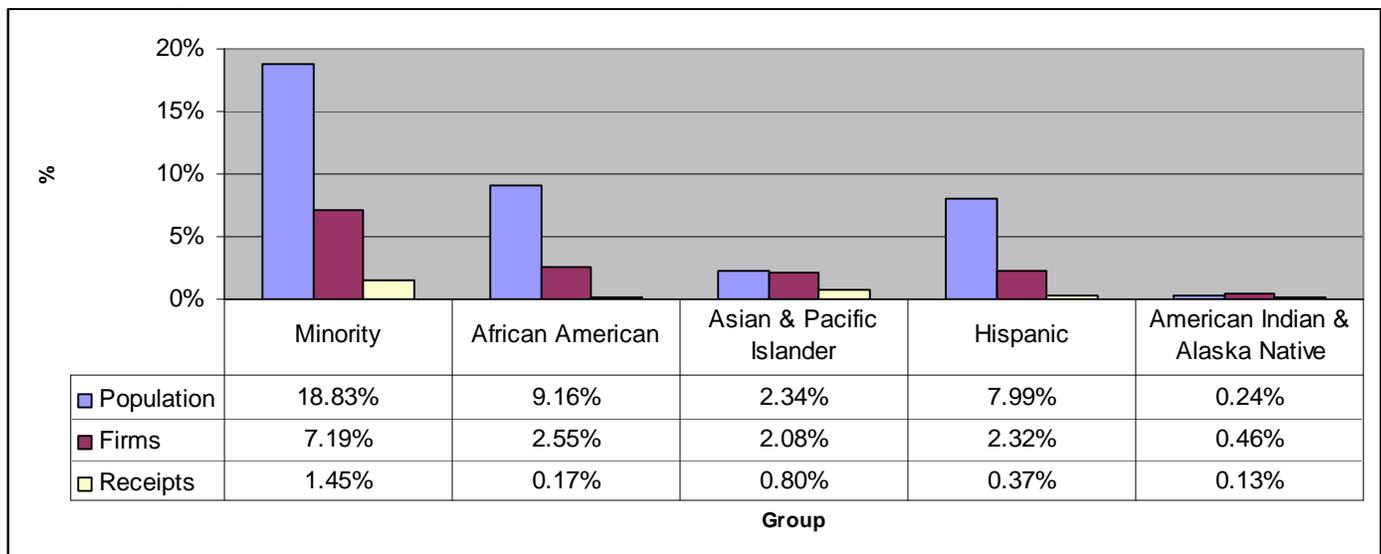


Business Participation¹

Group	State BPR: Connecticut	National BPR
All	87	78
Non-Minority	99	91
Minority	33	42
African American	24	24
Asian & Pacific Islander	77	90
Hispanic	25	41
American Indian & Alaska Native	164	85

Parity²:

In the State of Florida, American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Connecticut

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	284,022		\$314,909,364		1,473,721		\$51,816,980	
Agricultural services, forestry, fishing, and mining	6,534	2.30%	\$828,765	0.26%	8,261	0.56%	\$227,077	0.44%
Construction industries	33,816	11.91%	\$11,704,557	3.72%	62,415	4.24%	\$2,367,947	4.57%
Manufacturing	9,970	3.51%	\$49,323,361	15.66%	294,806	20.00%	\$13,796,623	26.63%
Transportation, communications, and utilities	8,623	3.04%	\$15,065,586	4.78%	74,251	5.04%	\$3,023,908	5.84%
Wholesale trade	10,514	3.70%	\$78,601,106	24.96%	96,478	6.55%	\$4,386,347	8.47%
Retail trade	35,670	12.56%	\$37,334,417	11.86%	276,300	18.75%	\$4,713,891	9.10%
Finance, insurance and real estate industries	36,442	12.83%	\$78,083,527	24.80%	140,032	9.50%	\$7,497,151	14.47%
Service industries	122,274	43.05%	\$42,867,265	13.61%	519,571	35.26%	\$15,732,488	30.36%
Industries not Classified	20,354	7.17%	\$938,099	0.30%	259	0.02%	\$5,310	0.01%

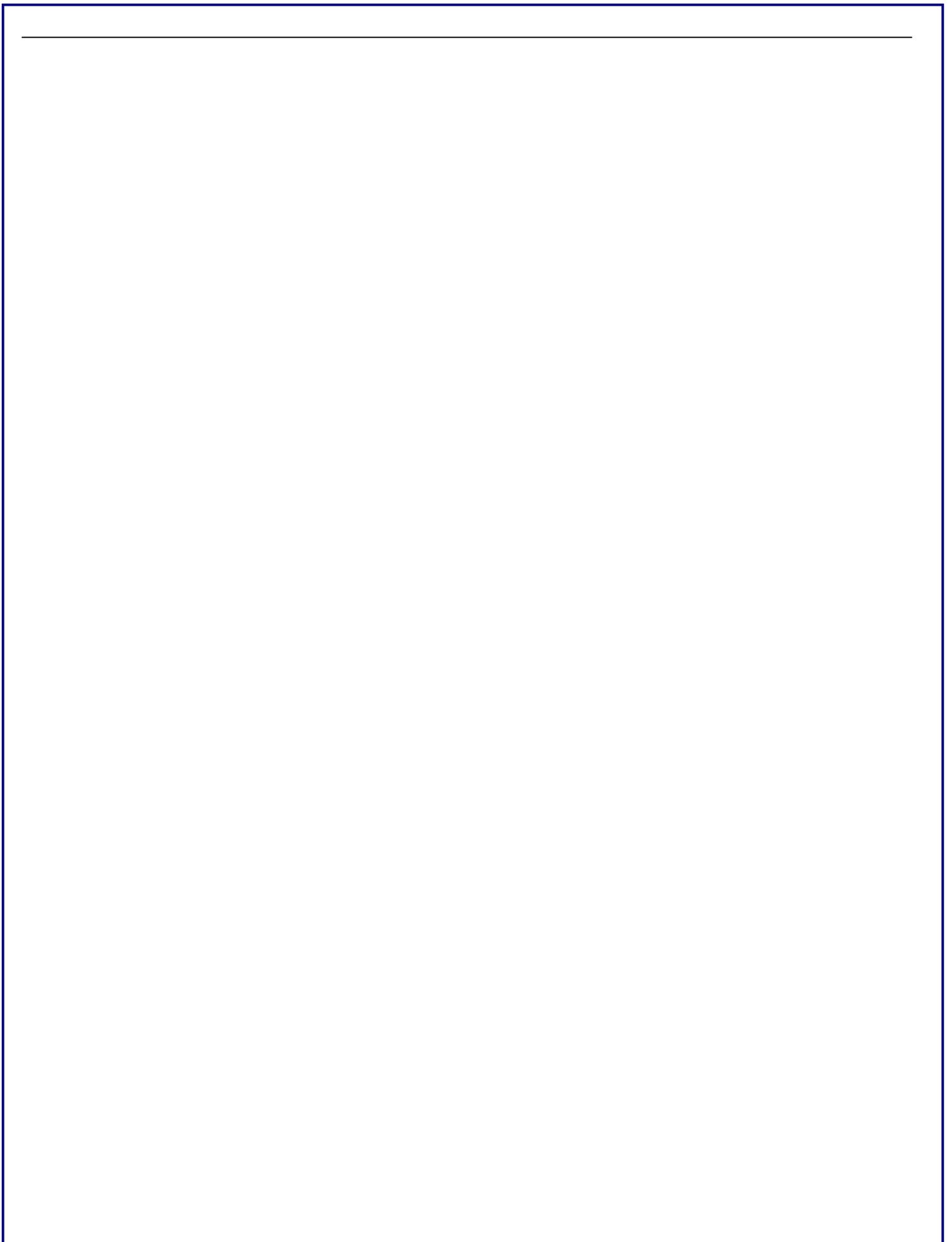
Industries for Minority Groups in the State of Connecticut (Firms)

	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	20,409	7,251	35.53%	5,904	28.93%	6,594	32.31%	1,311	6.42%
Agricultural services, forestry, fishing, and mining	252	68	0.33%	28	0.14%	113	0.55%	53	0.26%
Construction industries	1,545	649	3.18%	99	0.49%	672	3.29%	150	0.73%
Manufacturing	380	51	0.25%	157	0.77%	174	0.85%	23	0.11%
Transportation, communications, and utilities	1,170	633	3.10%	222	1.09%	327	1.60%	27	0.13%
Wholesale trade	436	66	0.32%	182	0.89%	171	0.84%	16	0.08%
Retail trade	3,243	907	4.44%	1,639	8.03%	715	3.50%	100	0.49%
Finance, insurance and real estate industries	1,025	293	1.44%	336	1.65%	354	1.73%	54	0.26%
Service industries	8,769	3,807	18.65%	2,231	10.93%	2,685	13.16%	346	1.70%
Industries not Classified	3,590	776	3.80%	1,010	4.95%	1,386	6.79%	541	2.65%

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

	Minority Sales ¹	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$4,572,230	\$528,164	11.55%	\$2,516,373	55.04%	\$1,162,806	25.43%	\$407,124	8.90%
Agricultural services, forestry, fishing	No Data	\$2,247	0.05%	No Data	No Data	\$7,186	0.16%	No Data	No Data
Construction industries	\$197,787	\$59,643	1.30%	\$44,492	0.97%	\$77,225	1.69%	\$17,310	0.38%
Manufacturing	\$851,073	\$19,092	0.42%	\$442,957	9.69%	\$390,508	8.54%	No Data	No Data
Transportation, communications, and utilities	\$140,147	\$55,723	1.22%	\$32,697	0.72%	\$41,461	0.91%	\$11,132	0.24%
Wholesale trade	\$532,762	\$16,326	0.36%	\$356,570	7.80%	\$155,721	3.41%	No Data	No Data
Retail trade	\$894,618	\$134,486	2.94%	\$658,056	14.39%	\$117,151	2.56%	\$21,608	0.47%
Finance, insurance and real estate industries	\$179,102	\$24,762	0.54%	\$111,454	2.44%	\$31,935	0.70%	No Data	No Data
Service industries	\$1,077,966	\$194,689	4.26%	\$503,788	11.02%	\$198,849	4.35%	\$191,478	4.19%
Not Classified	\$681,366	\$21,195	0.46%	\$362,406	7.93%	\$142,771	3.12%	\$89,695	1.96%

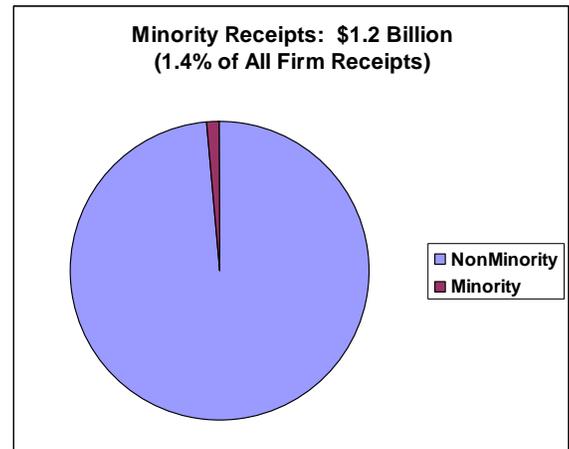
¹ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA). 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 State of Delaware

Demographic and Business Statistics

- 1997 Total Population: 735,024 persons
- Total Firms: 56,586 firms
- Annual sales of all firms in the State: \$89.3 billion
- 1997 Total Minority Population: 178,114 persons
- Total Minority-Owned Firms: 5,329 firms
- Annual sales of Minority-owned firms in State: \$1.2 billion
- Total African American-owned firms: 2,707 firms
- Annual sales from African American-owned firms: \$184.5 million
- Asian & Pacific Islander-owned firms: 1,501 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$510.2 million
- Hispanic-owned Firms : 898 firms
- Annual sales of Hispanic-owned firms: \$503.9 million
- American Indian & Alaska Natives-owned firms: 288 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$55.2 million

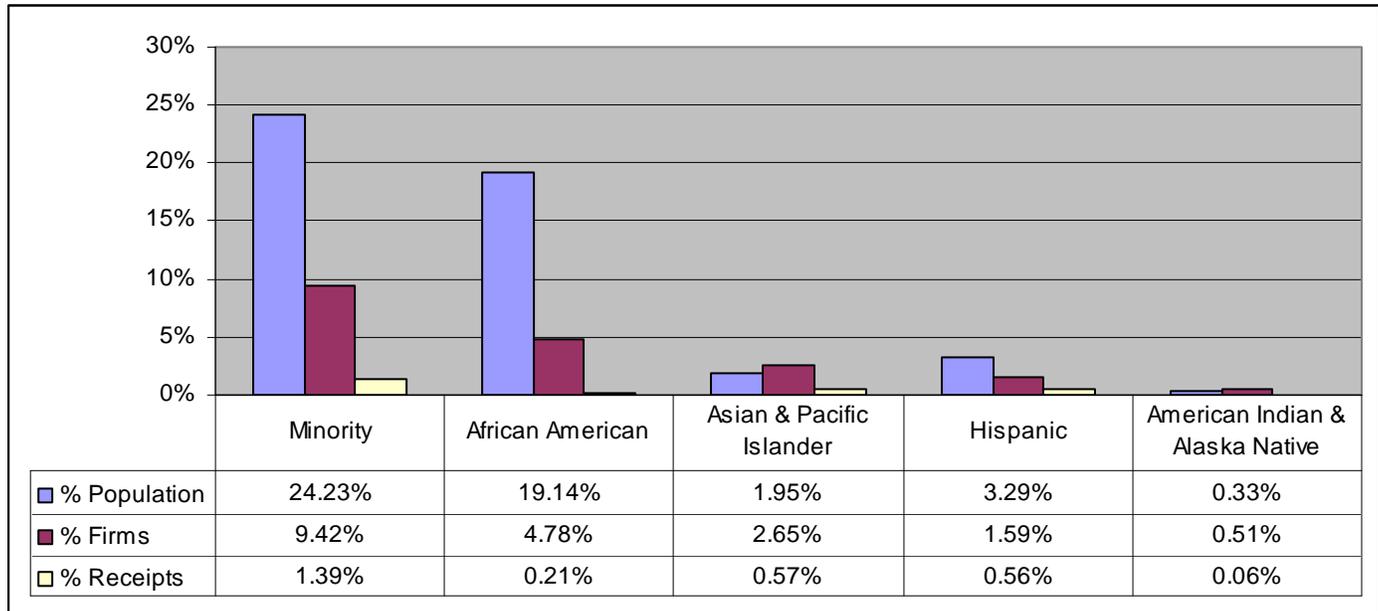


Business Participation¹

Group	State BPR: Delaware	National BPR
All	77	78
Non-Minority	92	91
Minority	30	42
African American	19	24
Asian & Pacific Islander	105	90
Hispanic	37	41
American Indian & Alaska Native	119	85

Parity²:

In the State of Delaware the American Indian & Alaska Native and Asian & Pacific Islander groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Delaware

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	56,586		89,318,585		346,302		10,780,041	
Agricultural services, forestry, fishing, mining	1,373	2.43%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	6,559	11.59%	3,136,732	3.51%	20,441	5.90%	632,533	5.87%
Manufacturing	1,257	2.22%	13,736,046	15.38%	61,937	17.89%	2,858,086	26.51%
Transportation, communications, and utilities	2,336	4.13%	3,183,674	3.56%	16,693	4.82%	534,263	4.96%
Wholesale trade	1,775	3.14%	13,274,579	14.86%	16,926	4.89%	718,782	6.67%
Retail trade	8,472	14.97%	8,742,316	9.79%	71,679	20.70%	1,011,433	9.38%
Finance, insurance and real estate industries	9,055	16.00%	39,378,517	44.09%	56,448	16.30%	2,315,081	21.48%
Service industries	22,114	39.08%	7,308,531	8.18%	99,632	28.77%	2,661,831	24.69%
Industries not Classified	3,859	6.82%	129,664	0.15%	113	0.03%	2,821	0.03%

Industries for Minority Groups in the State of Delaware (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	5,329	2,707	50.80%	1,501	28.17%	898	16.85%	288	5.40%
Agricultural services, forestry, fishing, and mining	72	63	1.18%	2	0.04%	2	0.04%	16	0.30%
Construction industries	298	154	2.89%	24	0.45%	61	1.14%	64	1.20%
Manufacturing	82	13	0.24%	61	1.14%	9	0.17%	0	0.00%
Transportation, communications, and utilities	312	256	4.80%	4	0.08%	56	1.05%	4	0.08%
Wholesale trade	138	59	1.11%	41	0.77%	39	0.73%	0	0.00%
Retail trade	862	302	5.67%	475	8.91%	82	1.54%	19	0.36%
Finance, insurance and real estate industries	205	101	1.90%	79	1.48%	15	0.28%	10	0.19%
Service industries	2,411	1,480	27.77%	585	10.98%	334	6.27%	54	1.01%
Industries not Classified	951	278	5.22%	231	4.33%	300	5.63%	122	2.29%

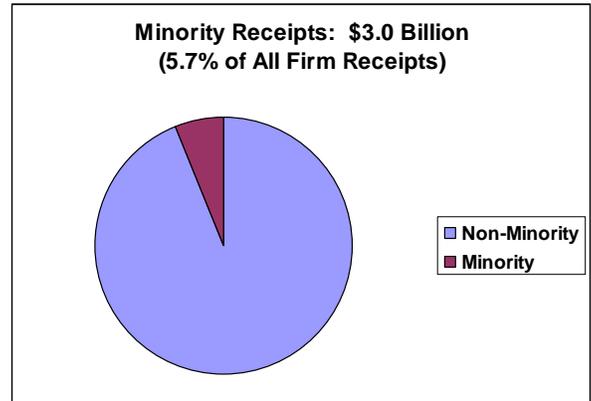
Industries for Minority Groups in the State of Delaware (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	1,244,413	184,549	14.83%	510,236	41.00%	503,859	40.49%	55,226	4.44%
Agricultural services, forestry, fishing, mining	6,721	5,402	0.43%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	60,299	31,811	2.56%	2,726	0.22%	No Data	No Data	No Data	No Data
Manufacturing	28,502	No Data	No Data	25,063	2.01%	No Data	No Data	0	0.00%
Transportation, communications, utilities	24,242	16,315	1.31%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	509,008	14,864	1.19%	No Data	No Data	No Data	No Data	0	0.00%
Retail trade	292,722	22,425	1.80%	250,339	20.12%	18,158	1.46%	No Data	No Data
Finance, insurance and real estate industries	25,468	No Data	No Data	9,162	0.74%	No Data	No Data	1,498	0.12%
Service industries	243,867	78,465	6.31%	105,045	8.44%	53,886	4.33%	No Data	No Data
Industries not Classified	53,584	No Data	No Data	25,945	2.08%	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: 528,752 persons
- Total Firms: 45,297 firms
- Annual sales of all firms in region: \$52.9 billion
- 1997 Total Minority Population: 380,788 persons
- Total Minority-Owned Firms: 15,238 firms
- Annual sales of minority-owned firms in region: \$3.0 billion
- Total African American-owned firms: 10909 firms
- Annual sales of African American-owned firms: \$1.3 billion
- Asian & Pacific Islander-owned Firms: 2,422 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.0 billion
- Hispanic-owned Firms : 2,153 firms
- Annual sales of Hispanic-owned firms: \$663.7 million
- American Indian & Alaska Natives-owned Firms: 66 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: No Data

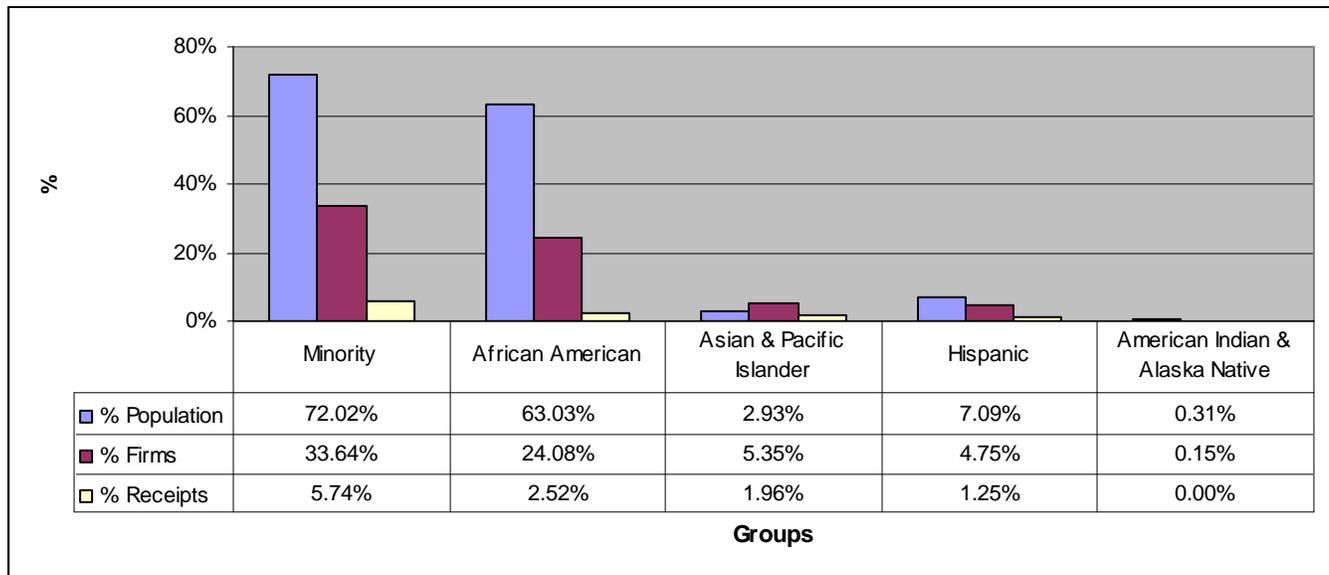


Business Participation¹

Group	BPR: District of Columbia	National BPR
All	86	78
Non-Minority	203	91
Minority	40	42
African American	33	24
Asian & Pacific Islander	156	90
Hispanic	57	41
American Indian & Alaska Native	40	85

Parity²:

In the District of Columbia, Asian & Pacific Islanders 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 District of Columbia

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	45,297		52,900,995		345,685		13,482,410	
Agricultural services, forestry, fishing, and mining	203	0.45%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	93	0.21%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	1,270	2.80%	1,557,359	2.94%	6,010	1.74%	225,541	1.67%
Transportation, communications, and utilities	763	1.68%	2,464,123	4.66%	13,168	3.81%	696,409	5.17%
Wholesale trade	2,348	5.18%	5,380,800	10.17%	18,867	5.46%	1,003,557	7.44%
Retail trade	643	1.42%	4,103,766	7.76%	5,736	1.66%	255,033	1.89%
Finance, insurance and real estate industries	4,585	10.12%	3,894,597	7.36%	48,432	14.01%	742,953	5.51%
Service industries	5,790	12.78%	9,504,884	17.97%	24,052	6.96%	1,418,001	10.52%
Industries not Classified	26,396	58.27%	25,796,603	48.76%	228,969	66.24%	9,118,743	67.63%

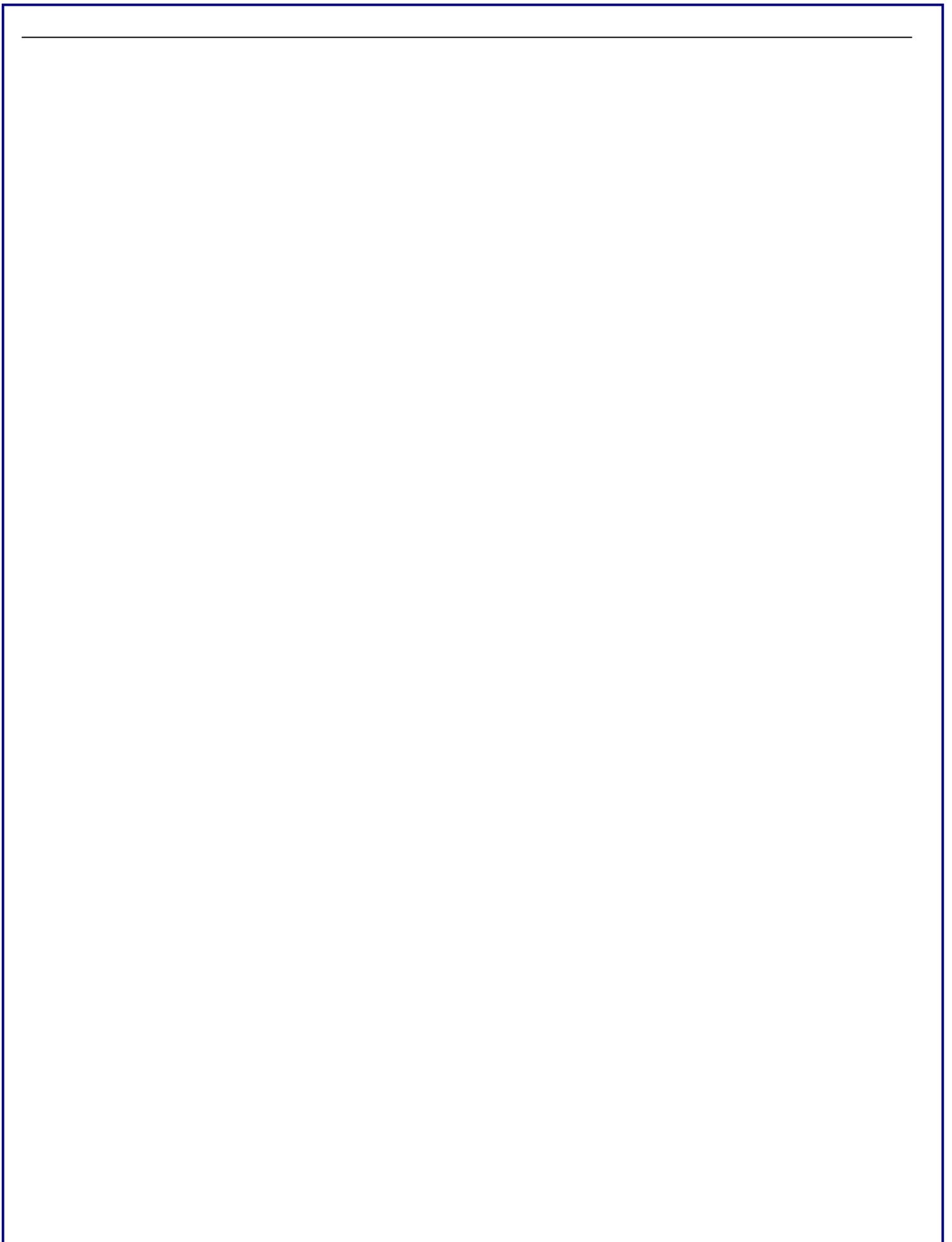
Industries for Minority Groups in the District of Columbia (Firms)

	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	15,238	10,909	24.08%	2,422	5.35%	2,153	4.75%	66	0.15%
Agricultural services, forestry, fishing, and mining	97	86	0.19%	10	0.02%	1	0.00%	0	0.00%
Construction industries	0	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Manufacturing	752	516	1.14%	50	0.11%	201	0.44%	2	0.00%
Transportation, communications, and utilities	154	96	0.21%	29	0.06%	29	0.06%	2	0.00%
Wholesale trade	1,369	1,254	2.77%	No Data	No Data	No Data	No Data	1	No Data
Retail trade	202	93	0.21%	51	0.11%	58	0.13%	0	0.00%
Finance, insurance and real estate industries	2,293	987	2.18%	1,180	2.61%	135	0.30%	4	0.01%
Service industries	731	594	1.31%	91	0.20%	49	0.11%	5	0.01%
Industries not Classified	7,394	5,696	12.57%	807	1.78%	953	2.10%	48	0.11%

Industries for Minority Groups in the District of Columbia (Sales in 1,000s)

	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	\$3,039,016	\$1,334,651	2.52%	\$1,038,797	1.96%	\$663,650	1.25%	D	No Data
Agricultural services, forestry, fishing, and mining	\$7,851	No Data	No Data	No Data	No Data	No Data	No Data	0	0.00%
Construction industries	\$0	\$0	0.00%	\$0	0.00%	\$0	0.00%	0	0.00%
Manufacturing	\$345,536	No Data	No Data	No Data	No Data	No Data	No Data	D	No Data
Transportation, communications, and utilities	\$75,835	\$55,738	0.11%	No Data	No Data	No Data	No Data	D	No Data
Wholesale trade	\$264,974	No Data	No Data	No Data	No Data	No Data	No Data	D	No Data
Retail trade	\$213,575	No Data	No Data	\$113,998	0.22%	No Data	No Data	0	0.00%
Finance, insurance and real estate industries	\$632,575	\$117,440	0.22%	No Data	No Data	No Data	No Data	D	No Data
Service industries	\$111,023	\$90,790	0.17%	No Data	No Data	No Data	No Data	D	No Data
Industries not Classified	\$1,317,114	No Data	No Data	No Data	No Data	\$289,070	0.55%	D	No Data

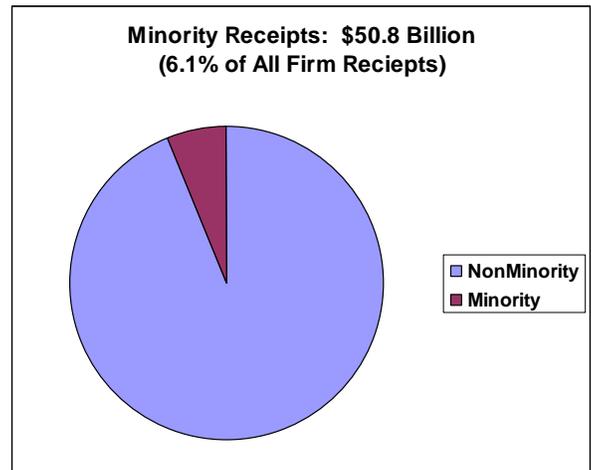
ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA).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

Demographic and Business Statistics

- 1997 Total Population: 14,683,350 persons
- Total Firms: 1,301,920 firms
- Annual sales of all firms in region: \$828.4 billion
- 1997 Total Minority Population: 4,530,673 persons
- Total Minority-Owned Firms: 286,885 firms
- Annual sales of minority-owned firms in region: \$50.8 billion
- Total African American-owned firms: 59,732 firms
- Annual sales of African American-owned firms: \$4.1 billion
- Asian & Pacific Islander-owned Firms: 33,769 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$10.5 billion
- Hispanic-owned Firms : 193,902 firms
- Annual sales of Hispanic-owned firms: \$35.4 billion
- American Indian & Alaska Natives-owned Firms: 10,546 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: \$1.5 billion

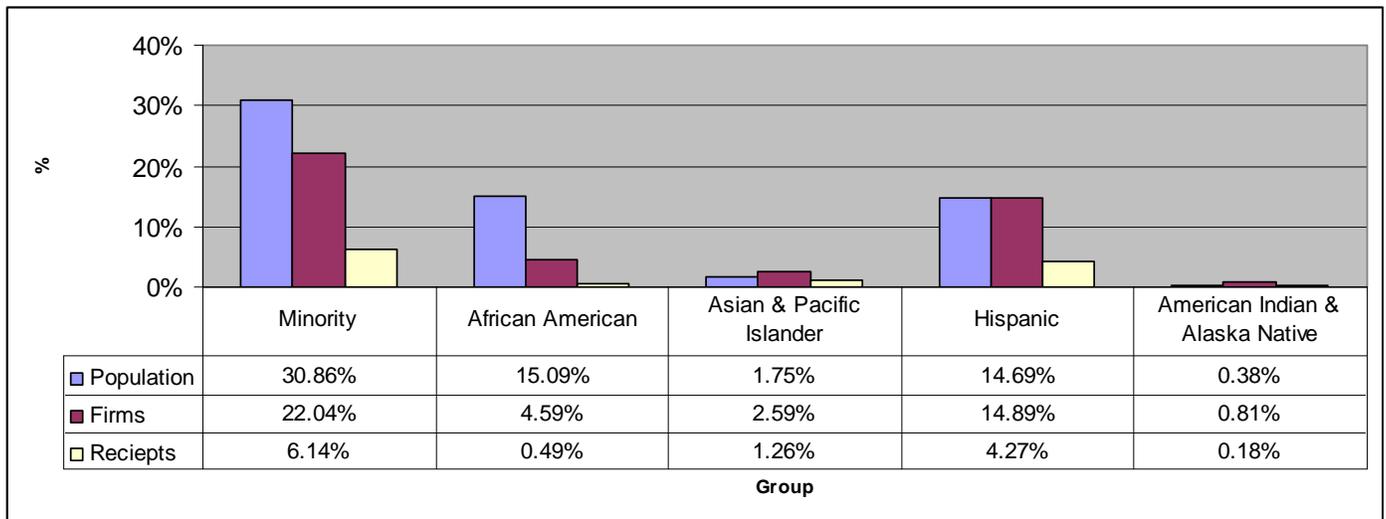


Business Participation¹

Group	State BPR: Florida	National BPR
All	89	78
Non-Minority	100	91
Minority	63	42
African American	27	24
Asian & Pacific Islander	131	90
Hispanic	90	41
American Indian & Alaska Native	190	85

Parity²:

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



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

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

Industry Breakdown for All Firms in the State of Florida

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	1,301,920		\$828,429,130		5,449,574		\$133,351,371	
Agricultural services, forestry, fishing, and mining	37,507	2.88%	\$4,734,197	0.57%	58,884	1.08%	\$1,014,905	0.76%
Construction industries	132,054	10.14%	\$55,671,152	6.72%	331,014	6.07%	\$8,761,668	6.57%
Manufacturing	31,740	2.44%	\$84,754,942	10.23%	493,754	9.06%	\$15,632,117	11.72%
Transportation, communications, and utilities	62,747	4.82%	\$58,512,529	7.06%	311,047	5.71%	\$10,310,069	7.73%
Wholesale trade	59,085	4.54%	\$198,480,692	23.96%	347,786	6.38%	\$11,292,784	8.47%
Retail trade	161,141	12.38%	\$163,799,645	19.77%	1,324,231	24.30%	\$19,020,184	14.26%
Finance, insurance and real estate industries	160,186	12.30%	\$110,805,230	13.38%	428,486	7.86%	\$14,552,584	10.91%
Service industries	543,851	41.77%	\$146,045,836	17.63%	2,144,869	39.36%	\$52,440,239	39.32%
Industries not Classified	113,054	8.68%	\$3,922,961	0.47%	1,935	0.04%	\$46,354	0.03%

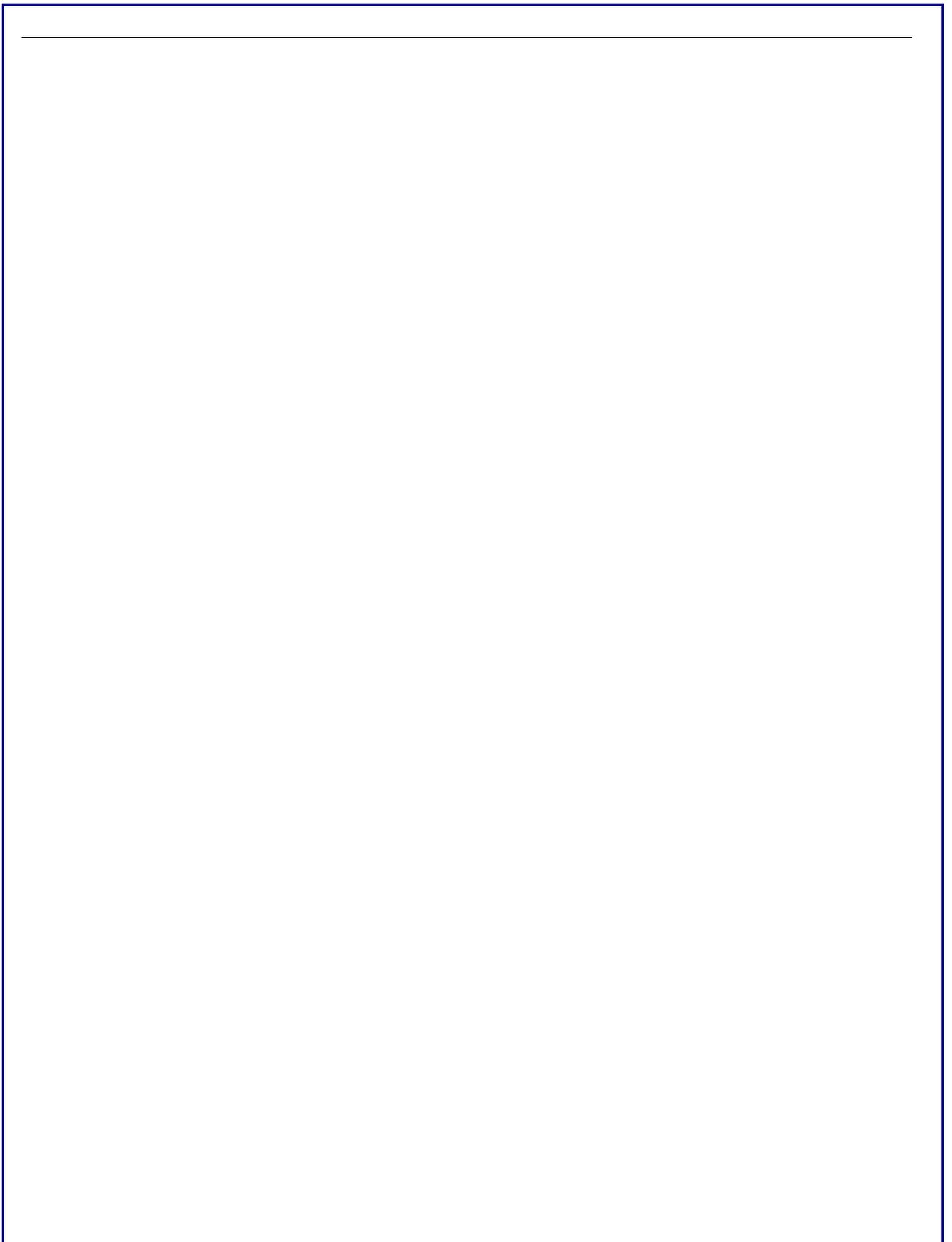
Industries for Minority Groups in the State of Florida (Firms)

	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	286,885	59,732	20.82%	33,769	11.77%	193,902	67.59%	10,546	3.68%
Agricultural services, forestry, fishing, and mining	6,856	1,819	0.63%	525	0.18%	4,705	1.64%	264	0.09%
Construction industries	26,423	4,431	1.54%	731	0.25%	20,894	7.28%	1,357	0.47%
Manufacturing	4,804	703	0.25%	486	0.17%	3,588	1.25%	185	0.06%
Transportation, communications, and utilities	21,717	5,464	1.90%	757	0.26%	16,758	5.84%	312	0.11%
Wholesale trade	11,092	300	0.10%	1,318	0.46%	9,518	3.32%	103	0.04%
Retail trade	32,685	5,294	1.85%	8,338	2.91%	19,714	6.87%	331	0.12%
Finance, insurance and real estate industries	14,236	1,558	0.54%	1,057	0.37%	12,086	4.21%	126	0.04%
Service industries	121,470	30,894	10.77%	12,364	4.31%	81,010	28.24%	670	0.23%
Industries not Classified	47,531	9,267	3.23%	8,199	2.86%	25,553	8.91%	7,197	2.51%

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

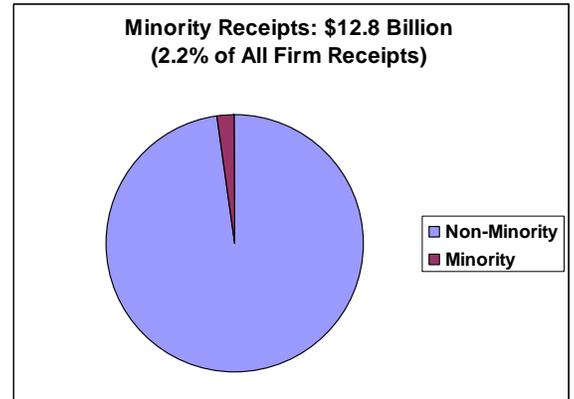
	Minority Sales ⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$50,840,406	\$4,092,155	8.05%	\$10,467,308	20.59%	\$35,351,266	69.53%	\$1,518,789	2.99%
Agricultural services, forestry, fishing	\$369,494	\$82,815	0.16%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$3,739,251	\$403,230	0.79%	\$208,490	0.41%	\$2,919,877	5.74%	\$230,432	0.45%
Manufacturing	\$2,467,273	\$141,301	0.28%	\$683,796	1.34%	\$1,558,301	3.07%	\$103,033	0.20%
Transportation, communications, and utilities	\$2,441,866	\$869,612	1.71%	\$86,235	0.17%	\$1,532,505	3.01%	\$26,337	0.05%
Wholesale trade	\$17,322,593	\$120,045	0.24%	\$1,887,606	3.71%	\$15,298,701	30.09%	\$85,965	0.17%
Retail trade	\$7,448,493	\$490,634	0.97%	\$2,510,046	4.94%	\$4,510,721	8.87%	\$149,847	0.29%
Finance, insurance and real estate industries	\$1,757,972	\$84,673	0.17%	\$192,846	0.38%	\$1,492,552	2.94%	\$5,616	0.01%
Service industries	\$10,433,241	\$1,220,333	2.40%	\$2,128,081	4.19%	\$7,053,989	13.87%	\$161,771	0.32%
Not Classified	\$4,845,254	\$679,410	1.34%	\$2,757,353	5.42%	\$690,711	1.36%	\$744,688	1.46%

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: 7,486,094 persons
- Total Firms: 568,552 firms
- Annual sales of all firms in the State: \$580.3 billion
- 1997 Total Minority Population: 2,459,481 persons
- Total Minority-Owned Firms: 88,733 firms
- Annual sales of Minority-owned firms in State: \$12.9 billion
- Total African American-owned firms: 55,766 firms
- Annual sales from African American-owned firms: \$4.1 billion
- Asian & Pacific Islander-owned firms: 18,158 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$6.4 billion
- Hispanic-owned Firms : 11,741 firms
- Annual sales of Hispanic-owned firms: \$1.9 billion
- American Indian & Alaska Natives-owned firms: 4,470 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$459.5 million

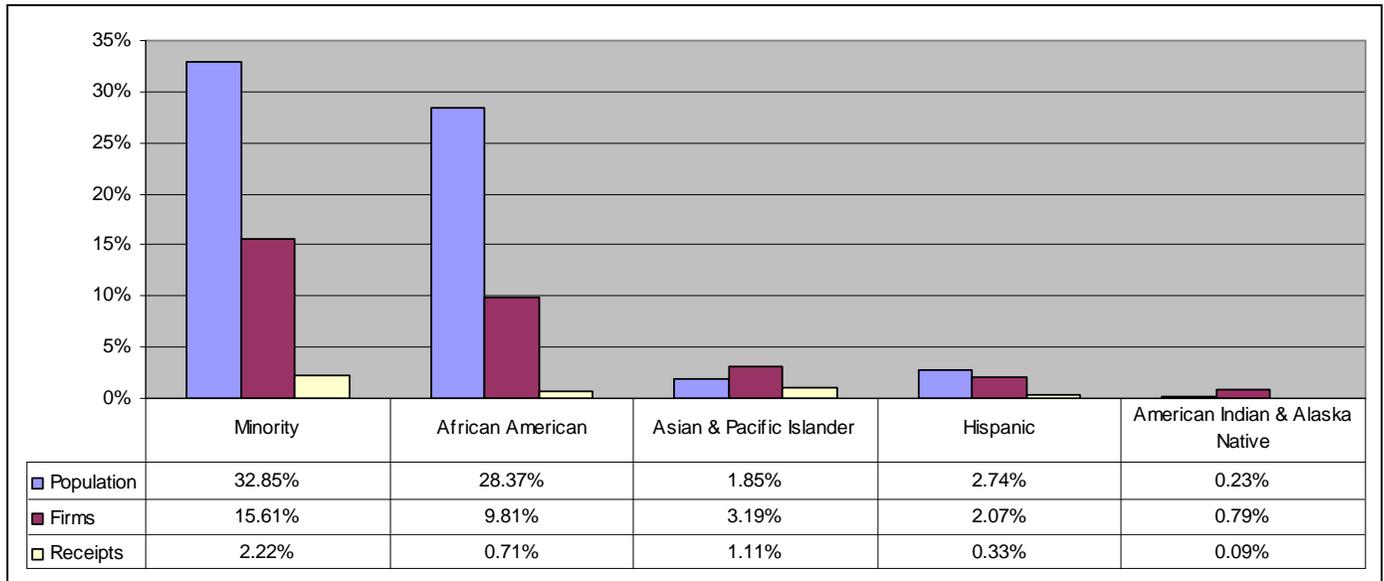


Business Participation¹

Group	State BPR: Georgia	National BPR
All	76	78
Non-Minority	95	91
Minority	36	42
African American	26	24
Asian & Pacific Islander	131	90
Hispanic	57	41
American Indian & Alaska Native	257	85

Parity²:

In the State of Georgia no group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Georgia

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	568,552		\$580,344,999		3,047,650		\$81,591,286	
Agricultural services, forestry, fishing, mining	12,849	2.26%	\$1,899,716	0.33%	23,761	0.78%	\$445,353	0.55%
Construction industries	79,136	13.92%	\$32,365,594	5.58%	165,734	5.44%	\$4,678,747	5.73%
Manufacturing	16,722	2.94%	\$128,780,583	22.19%	609,167	19.99%	\$18,728,014	22.95%
Transportation, communications, and utilities	26,045	4.58%	\$35,616,919	6.14%	193,429	6.35%	\$7,030,920	8.62%
Wholesale trade	24,766	4.36%	\$171,261,333	29.51%	228,568	7.50%	\$8,833,278	10.83%
Retail trade	74,447	13.09%	\$76,621,229	13.20%	669,694	21.97%	\$9,501,339	11.65%
Finance, insurance and real estate industries	55,826	9.82%	\$60,551,407	10.43%	192,726	6.32%	\$7,365,709	9.03%
Service industries	234,357	41.22%	\$69,955,460	12.05%	957,198	31.41%	\$24,738,297	30.32%
Industries not Classified	45,302	7.97%	\$1,832,652	0.32%	706	0.02%	\$18,921	0.02%

Industries for Minority Groups in the State of Georgia (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	88,733	55,766	62.85%	18,158	20.46%	11,741	13.23%	4,470	5.04%
Agricultural services, forestry, fishing, and mining	1,347	947	1.07%	50	0.06%	211	0.24%	142	0.16%
Construction industries	8,199	4,645	5.23%	463	0.52%	2,276	2.56%	987	1.11%
Manufacturing	1,368	762	0.86%	303	0.34%	189	0.21%	151	0.17%
Transportation, communications, and utilities	5,842	4,954	5.58%	318	0.36%	445	0.50%	159	0.18%
Wholesale trade	1,617	525	0.59%	754	0.85%	250	0.28%	110	0.12%
Retail trade	12,978	6,643	7.49%	5,057	5.70%	1,091	1.23%	390	0.44%
Finance, insurance and real estate industries	4,054	3,086	3.48%	557	0.63%	287	0.32%	144	0.16%
Service industries	43,071	28,857	32.52%	9,417	10.61%	4,500	5.07%	774	0.87%
Industries not Classified	10,257	5,348	6.03%	1,245	1.40%	2,485	2.80%	1,611	1.82%

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

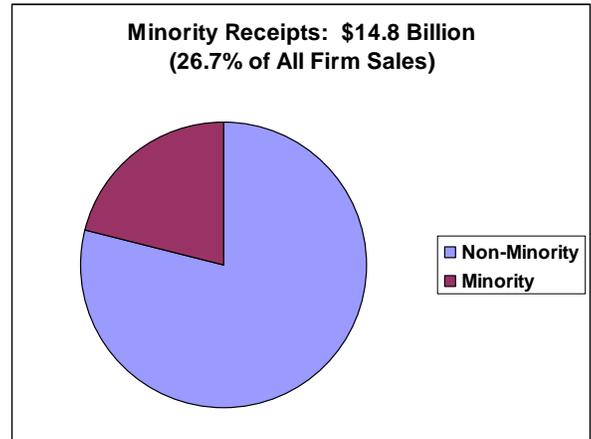
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	12,874,398	\$4,110,716	31.93%	\$6,416,241	49.84%	\$1,887,924	14.66%	\$495,465	3.85%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$3,880	0.03%	No Data	No Data	\$19,228	0.15%
Construction industries	940,903	\$568,110	4.41%	\$103,572	0.80%	\$187,261	1.45%	\$87,056	0.68%
Manufacturing	1,767,433	\$90,894	0.71%	\$1,479,441	11.49%	\$182,594	1.42%	\$15,128	0.12%
Transportation, communications, utilities	437,677	\$327,341	2.54%	\$39,334	0.31%	\$60,215	0.47%	\$12,772	0.10%
Wholesale trade	1,956,864	\$190,547	1.48%	\$1,480,771	11.50%	\$266,905	2.07%	\$20,144	0.16%
Retail trade	3,267,477	\$1,140,597	8.86%	\$1,461,735	11.35%	\$615,733	4.78%	\$61,875	0.48%
Finance, insurance and real estate industries	328,851	\$203,216	1.58%	\$74,826	0.58%	\$27,367	0.21%	\$23,641	0.18%
Service industries	3,500,325	\$1,441,029	11.19%	\$1,520,980	11.81%	\$428,166	3.33%	\$121,104	0.94%
Industries not Classified	610,538	\$113,137	0.88%	\$251,704	1.96%	\$114,181	0.89%	\$134,518	1.04%

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 State of Hawaii

Demographic and Business Statistics

- 1997 Total Population: 1,189,322 persons
- Total Firms: 93,981 firms
- Annual sales of all firms in the State: \$55.4 billion
- 1997 Total Minority Population: 843,295 persons
- Total Minority-Owned Firms: 54,250 firms
- Annual sales of Minority-owned firms in State: \$14.8 billion
- Total African American-owned firms: 638 firms
- Annual sales from African American-owned firms: \$34.2 billion
- Asian & Pacific Islander-owned firms: 50,634 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$14.5 billion
- Hispanic-owned Firms : 4,153 firms
- Annual sales of Hispanic-owned firms: \$277.0 million
- American Indian & Alaska Natives-owned firms: 458 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$48.1 million

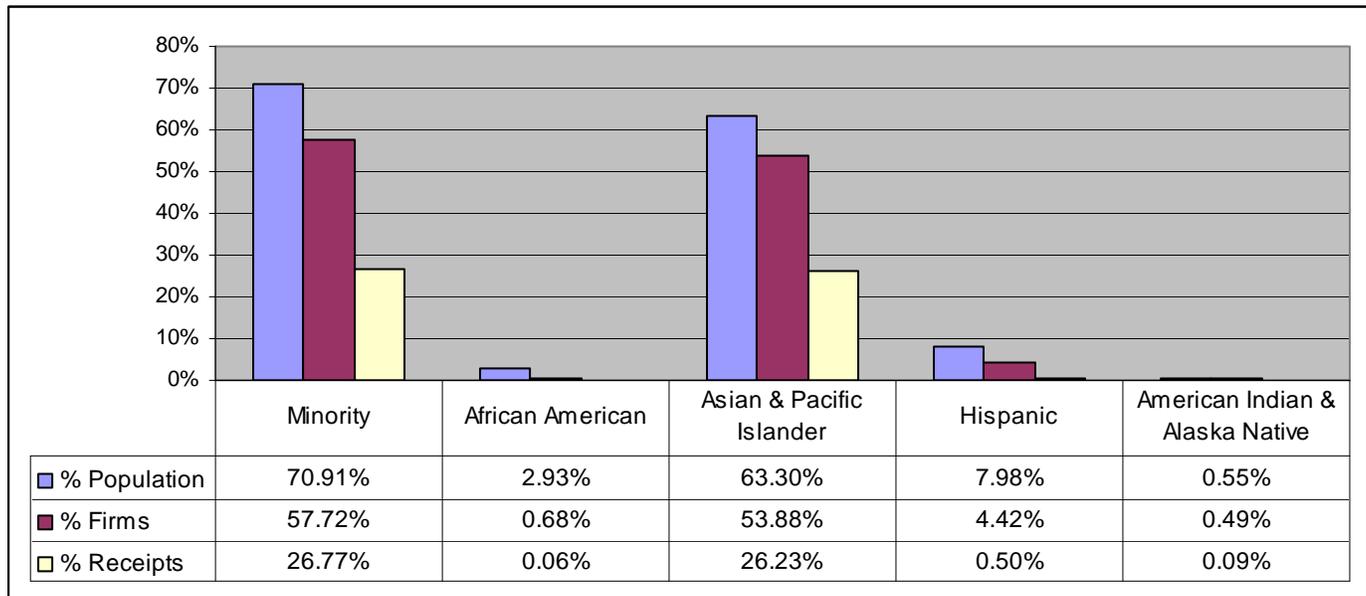


Business Participation¹

Group	State BPR: Hawaii	National BPR
All	79	78
Non-Minority	236	91
Minority	64	42
African American	18	24
Asian & Pacific Islander	67	90
Hispanic	44	41
American Indian & Alaska Native	70	85

Parity²:

In the State of Hawaii, no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Hawaii

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	93,981		\$55,361,257		412,304		\$10,418,079	
Agricultural services, forestry, fishing, mining	3,137	3.34%	\$253,721	0.46%	3750	0.91%	No Data	No Data
Construction industries	7,148	7.61%	\$4,257,695	7.69%	22,010	5.34%	\$870,146	8.35%
Manufacturing	2,811	2.99%	\$3,510,091	6.34%	17,174	4.17%	\$511,967	4.91%
Transportation, communications, and utilities	3,970	4.22%	\$4,644,741	8.39%	34,899	8.46%	\$1,082,346	10.39%
Wholesale trade	4,570	4.86%	\$7,923,148	14.31%	21,737	5.27%	\$662,880	6.36%
Retail trade	14,169	15.08%	\$13,203,791	23.85%	115,980	28.13%	\$1,822,052	17.49%
Finance, insurance and real estate industries	11,905	12.67%	\$8,875,215	16.03%	35,820	8.69%	\$1,151,732	11.06%
Service industries	41,375	44.02%	\$12,457,864	22.50%	161,757	39.23%	\$4,248,020	40.78%
Industries not Classified	5,160	5.49%	\$200,172	0.36%	64	0.02%	\$1,151	0.01%

Industries for Minority Groups in the State of Hawaii (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	54,250	638	1.18%	50,634	93.33%	4,153	7.66%	458	0.84%
Agricultural services, forestry, fishing, and mining	2,200	No Data	No Data	2,116	3.90%	100	0.18%	11	0.02%
Construction industries	3,806	26	0.05%	3,484	6.42%	371	0.68%	51	0.09%
Manufacturing	1,399	4	0.01%	1,345	2.48%	67	0.12%	No Data	No Data
Transportation, communications, and utilities	2,838	8	0.01%	2,764	5.09%	69	0.13%	No Data	No Data
Wholesale trade	2,400	No Data	No Data	2,326	4.29%	85	0.16%	6	0.01%
Retail trade	8,880	65	0.12%	8,687	16.01%	137	0.25%	10	0.02%
Finance, insurance and real estate industries	5,710	16	0.03%	5,644	10.40%	52	0.10%	6	0.01%
Service industries	22,113	297	0.55%	21,127	38.94%	753	1.39%	117	0.22%
Industries not Classified	5,041	No Data	No Data	3,275	6.04%	2,521	4.65%	233	0.43%

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

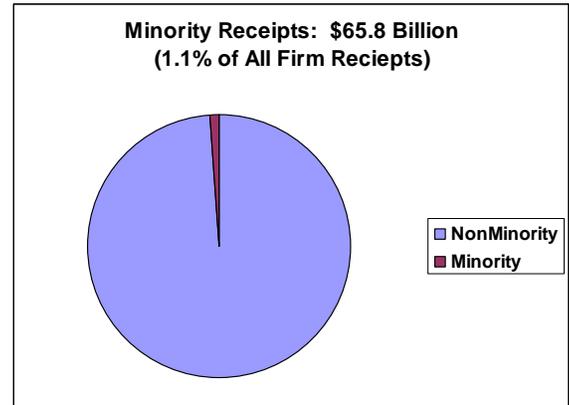
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$14,822,367	\$34,165	0.23%	\$14,523,171	97.98%	\$277,047	1.87%	\$48,134	0.32%
Agricultural services, forestry, fishing, mining	\$149,688	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$2,136,079	\$4,469	0.03%	\$2,066,510	13.94%	\$61,101	0.41%	\$12,381	0.08%
Manufacturing	\$458,464	No Data	No Data	\$454,146	3.06%	\$4,056	0.03%	No Data	No Data
Transportation, communications, utilities	\$741,074	No Data	No Data	\$731,416	4.93%	\$10,367	0.07%	No Data	No Data
Wholesale trade	\$1,937,392	No Data	No Data	\$1,908,843	12.88%	\$30,129	0.20%	No Data	No Data
Retail trade	\$4,573,142	\$2,145	0.01%	\$4,503,354	30.38%	\$64,035	0.43%	No Data	No Data
Finance, insurance and real estate industries	\$1,252,926	No Data	No Data	\$1,246,697	8.41%	\$5,978	0.04%	No Data	No Data
Service industries	\$3,294,586	\$14,210	0.10%	\$3,247,775	21.91%	\$36,467	0.25%	No Data	No Data
Industries not Classified	\$272,124	No Data	No Data	\$217,738	1.47%	\$51,149	0.35%	\$23,784	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. 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 State of Idaho

Demographic and Business Statistics

- 1997 Total Population: 1,210,638 persons
- Total Firms: 109,758 firms
- Annual sales of all firms in the State: \$65.8 billion
- 1997 Total Minority Population: 114,867 persons
- Total Minority-Owned Firms: 5,164 firms
- Annual sales of Minority-owned firms in State: \$744.2 million
- Total African American-owned firms: 164 firms
- Annual sales from African American-owned firms: \$17.5 million
- Asian & Pacific Islander-owned firms: 1,028 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$192.3 million
- Hispanic-owned Firms : 2,844 firms
- Annual sales of Hispanic-owned firms: \$240.3 million
- American Indian & Alaska Natives-owned firms: 1,239 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$301.1 million

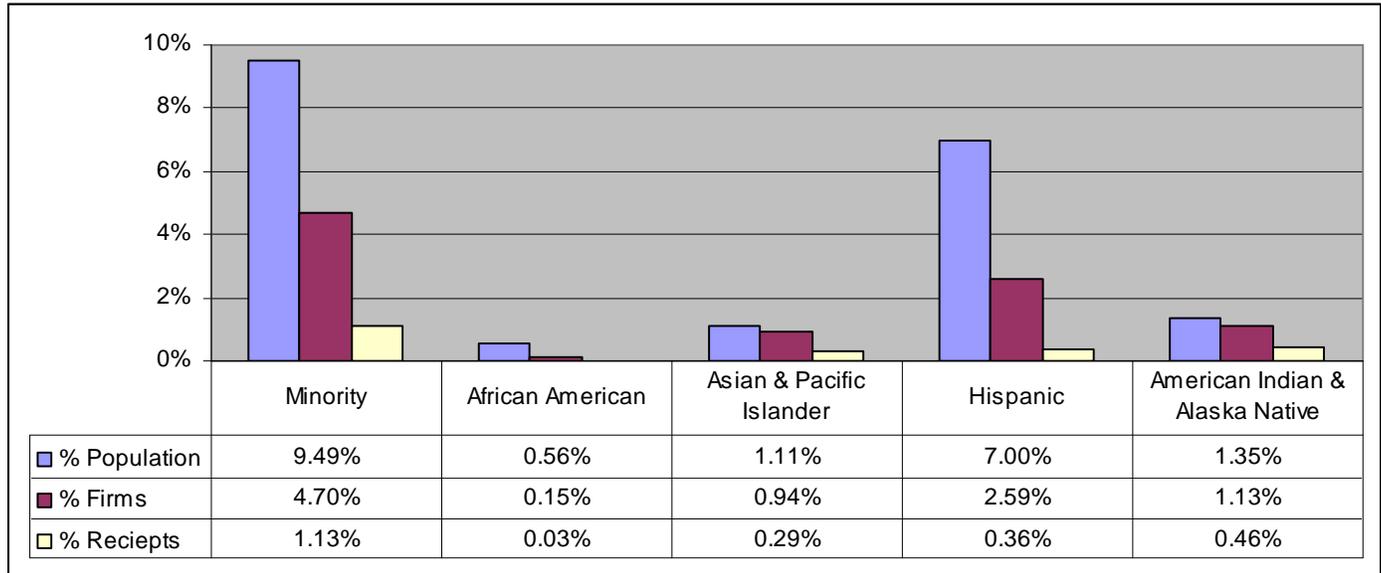


Business Participation¹

Group	State BPR: Idaho	National BPR
All	91	78
Non-Minority	95	91
Minority	45	42
African American	24	24
Asian & Pacific Islander	77	90
Hispanic	34	41
American Indian & Alaska Native	76	85

Parity²:

In the State of Idaho, no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Idaho

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	56,586		89,318,585		346,302		10,780,041	
Agricultural services, forestry, fishing, mining	1,373	2.43%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	6,559	11.59%	3,136,732	3.51%	20,441	5.90%	632,533	5.87%
Manufacturing	1,257	2.22%	13,736,046	15.38%	61,937	17.89%	2,858,086	26.51%
Transportation, communications, and utilities	2,336	4.13%	3,183,674	3.56%	16,693	4.82%	534,263	4.96%
Wholesale trade	1,775	3.14%	13,274,579	14.86%	16,926	4.89%	718,782	6.67%
Retail trade	8,472	14.97%	8,742,316	9.79%	71,679	20.70%	1,011,433	9.38%
Finance, insurance and real estate industries	9,055	16.00%	39,378,517	44.09%	56,448	16.30%	2,315,081	21.48%
Service industries	22,114	39.08%	7,308,531	8.18%	99,632	28.77%	2,661,831	24.69%
Industries not Classified	3,859	6.82%	129,664	0.15%	113	0.03%	2,821	0.03%

Industries for Minority Groups in the State of Idaho (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	5,329	2,707	50.80%	1,501	28.17%	898	16.85%	288	5.40%
Agricultural services, forestry, fishing, and mining	72	63	1.18%	2	0.04%	2	0.04%	16	0.30%
Construction industries	298	154	2.89%	24	0.45%	61	1.14%	64	1.20%
Manufacturing	82	13	0.24%	61	1.14%	9	0.17%	0	0.00%
Transportation, communications, and utilities	312	256	4.80%	4	0.08%	56	1.05%	4	0.08%
Wholesale trade	138	59	1.11%	41	0.77%	39	0.73%	0	0.00%
Retail trade	862	302	5.67%	475	8.91%	82	1.54%	19	0.36%
Finance, insurance and real estate industries	205	101	1.90%	79	1.48%	15	0.28%	10	0.19%
Service industries	2,411	1,480	27.77%	585	10.98%	334	6.27%	54	1.01%
Industries not Classified	951	278	5.22%	231	4.33%	300	5.63%	122	2.29%

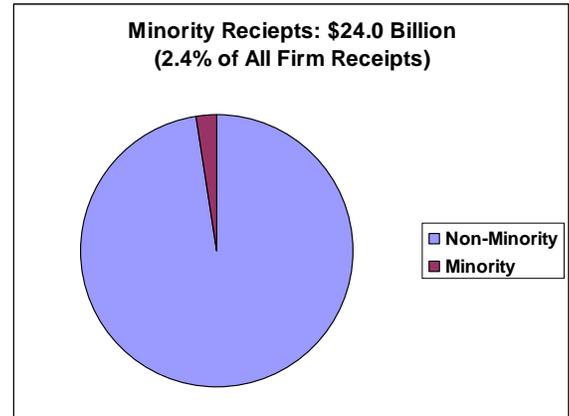
Industries for Minority Groups in the State of Idaho (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	1,244,413	184,549	14.83%	510,236	41.00%	503,859	40.49%	55,226	4.44%
Agricultural services, forestry, fishing, mining	6,721	5,402	0.43%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	60,299	31,811	2.56%	2,726	0.22%	No Data	No Data	No Data	No Data
Manufacturing	28,502	No Data	No Data	25,063	2.01%	No Data	No Data	0	0.00%
Transportation, communications, utilities	24,242	16,315	1.31%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	509,008	14,864	1.19%	No Data	No Data	No Data	No Data	0	0.00%
Retail trade	292,722	22,425	1.80%	250,339	20.12%	18,158	1.46%	No Data	No Data
Finance, insurance and real estate industries	25,468	No Data	No Data	9,162	0.74%	No Data	No Data	1,498	0.12%
Service industries	243,867	78,465	6.31%	105,045	8.44%	53,886	4.33%	No Data	No Data
Industries not Classified	53,584	No Data	No Data	25,945	2.08%	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: 12,011,509 persons
- Total Firms: 882,053 firms
- Annual sales of all firms in the State: \$993.1 billion
- 1997 Total Minority Population: 3,356,599 persons
- Total Minority-Owned Firms: 110,340 firms
- Annual sales of Minority-owned firms in State: \$24.0 billion
- Total African American-owned firms: 41,244 firms
- Annual sales from African American-owned firms: \$3.9 billion
- Asian & Pacific Islander-owned firms: 36,857 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$14.7 billion
- Hispanic-owned Firms : 31,010 firms
- Annual sales of Hispanic-owned firms: \$4.8 billion
- American Indian & Alaska Natives-owned firms: 3,945 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$664.1 million

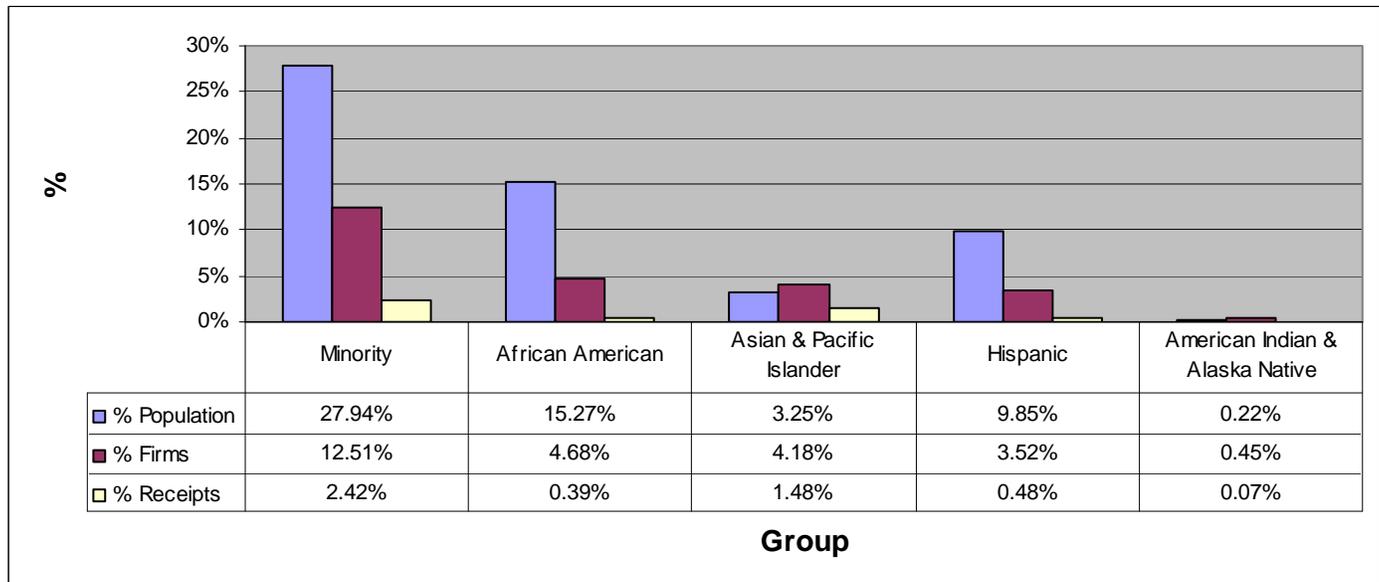


Business Participation¹

Group	State BPR: Illinois	National BPR
All	73	78
Non-Minority	89	91
Minority	33	42
African American	22	24
Asian & Pacific Islander	94	90
Hispanic	26	41
American Indian & Alaska Native	147	85

Parity²:

In the State of Illinois, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Illinois

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	882,053		\$993,116,732		4,994,344		\$155,799,469	
Agricultural services, forestry, fishing, mining	14,476	1.64%	\$2,372,626	0.24%	25,265	0.51%	\$678,906	0.44%
Construction industries	93,019	10.55%	\$43,395,442	4.37%	236,149	4.73%	\$9,041,713	5.80%
Manufacturing	27,742	3.15%	\$210,945,143	21.24%	1,013,527	20.29%	\$39,240,439	25.19%
Transportation, communications, and utilities	45,001	5.10%	\$53,547,275	5.39%	286,774	5.74%	\$10,319,269	6.62%
Wholesale trade	36,565	4.15%	\$285,041,447	28.70%	381,887	7.65%	\$15,611,291	10.02%
Retail trade	116,070	13.16%	\$116,940,253	11.78%	985,051	19.72%	\$15,213,948	9.77%
Finance, insurance and real estate industries	101,730	11.53%	\$147,649,654	14.87%	411,068	8.23%	\$18,951,609	12.16%
Service industries	379,411	43.01%	\$128,057,023	12.89%	1,639,531	32.83%	\$46,144,704	29.62%
Industries not Classified	66,608	7.55%	\$2,748,956	0.28%	719	0.01%	\$17,645	0.01%

Industries for Minority Groups in the State of Illinois (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	110,340	41,244	37.38%	36,857	33.40%	31,010	28.10%	3,945	3.58%
Agricultural services, forestry, fishing, and mining	1,064	251	0.23%	62	0.06%	725	0.66%	58	0.05%
Construction industries	5,729	1,819	1.65%	546	0.49%	2,871	2.60%	621	0.56%
Manufacturing	1,711	374	0.34%	716	0.65%	528	0.48%	122	0.11%
Transportation, communications, and utilities	9,027	3,836	3.48%	2,707	2.45%	2,478	2.25%	223	0.20%
Wholesale trade	2,632	450	0.41%	1,734	1.57%	408	0.37%	56	0.05%
Retail trade	17,276	4,250	3.85%	7,999	7.25%	5,144	4.66%	278	0.25%
Finance, insurance and real estate industries	7,524	2,637	2.39%	2,555	2.32%	2,343	2.12%	95	0.09%
Service industries	50,461	22,492	20.38%	16,304	14.78%	12,187	11.04%	737	0.67%
Industries not Classified	14,870	5,143	4.66%	4,247	3.85%	4,286	3.88%	1,732	1.57%

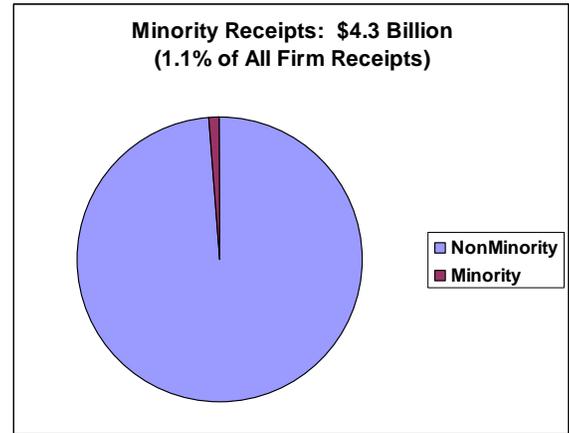
Industries for Minority Groups in the State of Illinois (Sales in 1,000s)

	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	\$23,997,470	\$3,913,240	16.31%	\$14,727,553	61.37%	\$4,814,853	20.06%	\$664,108	2.77%
Agricultural services, forestry, fishing, mining	\$78,751	No Data	No Data	No Data	No Data	\$43,890	0.18%	\$10,926	0.05%
Construction industries	\$1,129,639	\$414,656	1.73%	\$259,399	1.08%	\$393,121	1.64%	\$76,427	0.32%
Manufacturing	\$2,448,338	\$322,250	1.34%	\$1,508,599	6.29%	\$452,411	1.89%	\$178,461	0.74%
Transportation, communications, utilities	\$857,383	\$328,272	1.37%	\$292,377	1.22%	\$227,066	0.95%	\$17,140	0.07%
Wholesale trade	\$7,592,367	\$276,709	1.15%	\$6,607,959	27.54%	\$612,411	2.55%	\$100,798	0.42%
Retail trade	\$3,850,833	\$864,619	3.60%	\$2,108,775	8.79%	\$849,782	3.54%	\$56,113	0.23%
Finance, insurance and real estate industries	\$1,017,634	\$222,266	0.93%	\$646,787	2.70%	\$131,941	0.55%	\$18,826	0.08%
Service industries	\$6,429,355	\$1,367,435	5.70%	\$3,027,282	12.62%	\$1,944,001	8.10%	\$133,874	0.56%
Industries not Classified	\$592,118	\$98,808	0.41%	\$270,221	1.13%	\$159,896	0.67%	\$71,197	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 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: 5,872,370 persons
- Total Firms: 413,400 firms
- Annual sales of all firms in the State: \$407.3 billion
- 1997 Total Minority Population: 679,005 persons
- Total Minority-Owned Firms: 22,761 firms
- Annual sales of Minority-owned firms in State: \$4.3 billion
- Total African American-owned firms: 11,107 firms
- Annual sales from African American-owned firms: \$1.2 billion
- Asian & Pacific Islander-owned firms: 4,854 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.9 billion
- Hispanic-owned Firms : 4,277 firms
- Annual sales of Hispanic-owned firms: \$817.8 million
- American Indian & Alaska Natives-owned firms: 2,898 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$396.2 million

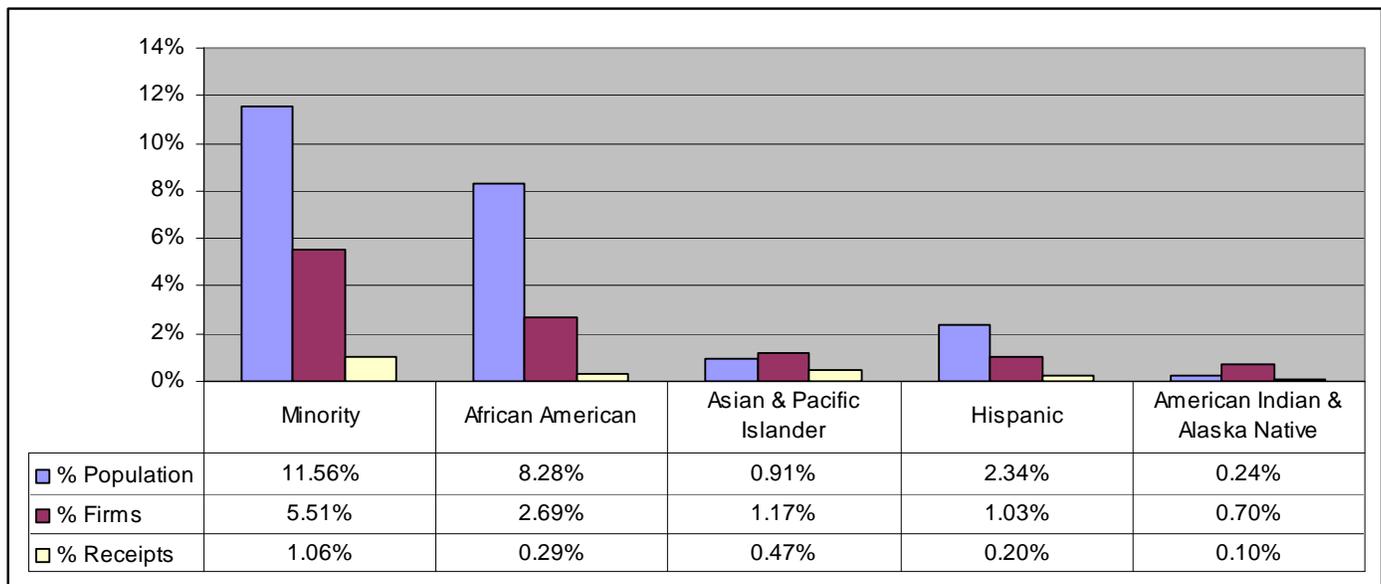


Business Participation¹

Group	State BPR: Indiana	National BPR
All	70	78
Non-Minority	75	91
Minority	34	42
African American	23	24
Asian & Pacific Islander	91	90
Hispanic	31	41
American Indian & Alaska Native	201	85

Parity²:

In the State of Indiana, the Asian & Pacific Islander groups and the American Indian & Alaska Native groups have both achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Indiana

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	413,400		407,270,539		2,413,379		63,638,242	
Agricultural services, forestry, fishing, mining	8,263	2.00%	1,020,158	0.25%	13,998	0.58%	276,024	0.43%
Construction industries	52,517	12.70%	20,550,809	5.05%	141,258	5.85%	4,357,754	6.85%
Manufacturing	14,700	3.56%	145,015,243	35.61%	666,839	27.63%	24,193,226	38.02%
Transportation, communications, and utilities	21,590	5.22%	25,405,567	6.24%	128,004	5.30%	4,121,596	6.48%
Wholesale trade	15,643	3.78%	71,014,873	17.44%	133,743	5.54%	4,326,665	6.80%
Retail trade	67,659	16.37%	60,755,906	14.92%	536,553	22.23%	6,983,905	10.97%
Finance, insurance and real estate industries	40,584	9.82%	40,868,283	10.03%	137,361	5.69%	4,566,235	7.18%
Service industries	163,495	39.55%	40,712,134	10.00%	649,116	26.90%	14,553,934	22.87%
Industries not Classified	28,908	6.99%	774,848	0.19%	213	0.01%	5,256	0.01%

Industries for Minority Groups in the State of Indiana (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	22,761	11,107	48.80%	4,854	21.33%	4,277	18.79%	2,898	12.73%
Agricultural services, forestry, fishing, and mining	232	104	0.46%	32	0.14%	56	0.25%	63	0.28%
Construction industries	1,796	641	2.82%	103	0.45%	589	2.59%	497	2.18%
Manufacturing	342	88	0.39%	110	0.48%	115	0.51%	57	0.25%
Transportation, communications, and utilities	977	639	2.81%	54	0.24%	221	0.97%	104	0.46%
Wholesale trade	349	96	0.42%	119	0.52%	96	0.42%	42	0.18%
Retail trade	3,129	1,260	5.54%	1,070	4.70%	645	2.83%	252	1.11%
Finance, insurance and real estate industries	1,229	694	3.05%	236	1.04%	230	1.01%	70	0.31%
Service industries	10,415	6,158	27.06%	2,490	10.94%	1,322	5.81%	593	2.61%
Industries not Classified	4,299	1,428	6.27%	645	2.83%	1,003	4.41%	1,220	5.36%

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

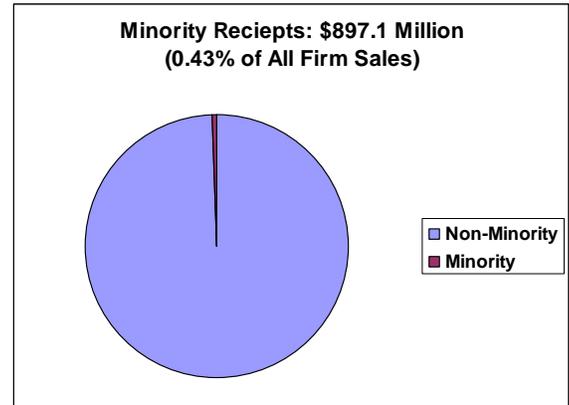
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	4,305,606	1,192,143	27.69%	1,928,257	44.78%	817,765	18.99%	396,221	9.20%
Agricultural services, forestry, fishing, mining	16,257	3,316	0.08%	No Data	No Data	5,822	0.14%	No Data	No Data
Construction industries	468,614	226,459	5.26%	47,095	1.09%	104,442	2.43%	98,717	2.29%
Manufacturing	867,687	6,989	0.16%	701,527	16.29%	146,447	3.40%	22,770	0.53%
Transportation, communications, utilities	181,003	127,915	2.97%	No Data	No Data	42,717	0.99%	No Data	No Data
Wholesale trade	706,712	175,001	4.06%	359,656	8.35%	76,874	1.79%	99,038	2.30%
Retail trade	894,867	313,345	7.28%	254,172	5.90%	254,768	5.92%	75,334	1.75%
Finance, insurance and real estate industries	76,043	27,156	0.63%	24,780	0.58%	17,314	0.40%	6,792	0.16%
Service industries	963,485	258,340	6.00%	510,403	11.85%	154,985	3.60%	48,248	1.12%
Industries not Classified	130,938	53,623	1.25%	25,689	0.60%	14,396	0.33%	31,755	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 State of Iowa

Demographic and Business Statistics

- 1997 Total Population: 2,854,396 persons
- Total Firms: 227,562 firms
- Annual sales of all firms in the State: \$206.3 billion
- 1997 Total Minority Population: 147,860 persons
- Total Minority-Owned Firms: 5,299 firms
- Annual sales of Minority-owned firms in State: \$897.1 million
- Total African American-owned firms: 1,353 firms
- Annual sales from African American-owned firms: \$233.5 million
- Asian & Pacific Islander-owned firms: 1,741 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$342.2 million
- Hispanic-owned Firms : 1,343 firms
- Annual sales of Hispanic-owned firms: \$232.9 million
- American Indian & Alaska Natives-owned firms: 949 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$96.5 million

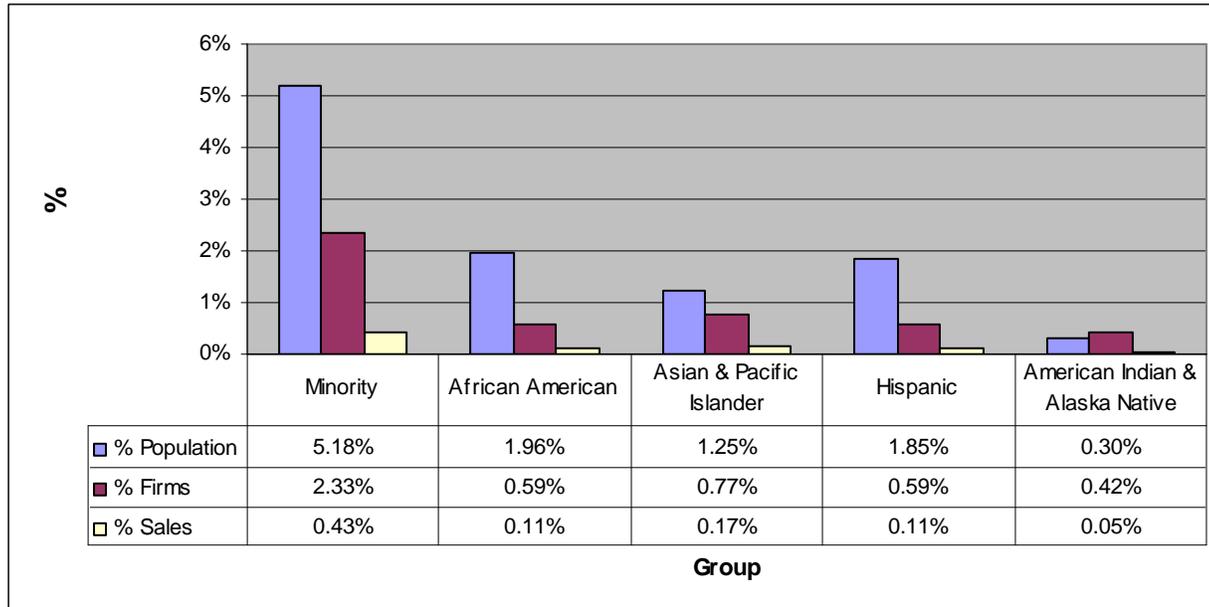


Business Participation¹

Group	State BPR: Iowa	National BPR
All	80	78
Non-Minority	82	91
Minority	36	42
African American	24	24
Asian & Pacific Islander	49	90
Hispanic	25	41
American Indian & Alaska Native	111	85

Parity²:

In the State of Iowa, American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Iowa

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	227,562		\$206,328,836		1,147,538		\$27,249,322	
Agricultural services, forestry, fishing, mining	6,701	2.94%	\$851,302	0.41%	No Data	No Data	No Data	No Data
Construction industries	27,560	12.11%	\$8,944,982	4.34%	59,898	5.22%	\$1,774,822	6.51%
Manufacturing	6,796	2.99%	\$64,784,619	31.40%	252,495	22.00%	\$8,368,406	30.71%
Transportation, communications, and utilities	12,230	5.37%	\$11,208,756	5.43%	62,333	5.43%	\$1,821,498	6.68%
Wholesale trade	9,087	3.99%	\$38,960,954	18.88%	79,794	6.95%	\$2,335,873	8.57%
Retail trade	39,203	17.23%	\$27,048,492	13.11%	258,526	22.53%	\$3,192,444	11.72%
Finance, insurance and real estate industries	23,076	10.14%	\$34,978,464	16.95%	83,717	7.30%	\$2,777,623	10.19%
Service industries	90,870	39.93%	\$18,897,062	9.16%	340,502	29.67%	\$6,725,002	24.68%
Industries not Classified	12,461	5.48%	\$358,620	0.17%	111	0.01%	\$2,182	0.01%

Industries for Minority Groups in the State of Iowa (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	5,299	1,353	25.53%	1,741	32.86%	1,343	25.34%	949	17.91%
Agricultural services, forestry, fishing, and mining	99	11	0.21%	17	0.32%	16	0.30%	67	1.26%
Construction industries	384	111	2.09%	59	1.11%	108	2.04%	0	0.00%
Manufacturing	86	62	1.17%	21	0.40%	2	0.04%	107	2.02%
Transportation, communications, and utilities	127	48	0.91%	10	0.19%	32	0.60%	13	0.25%
Wholesale trade	96	13	0.25%	45	0.85%	40	0.75%	55	1.04%
Retail trade	875	126	2.38%	398	7.51%	288	5.43%	19	0.36%
Finance, insurance and real estate industries	213	57	1.08%	94	1.77%	55	1.04%	99	1.87%
Service industries	2,153	801	15.12%	685	12.93%	526	9.93%	17	0.32%
Industries not Classified	1,267	125	2.36%	413	7.79%	274	5.17%	189	3.57%

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

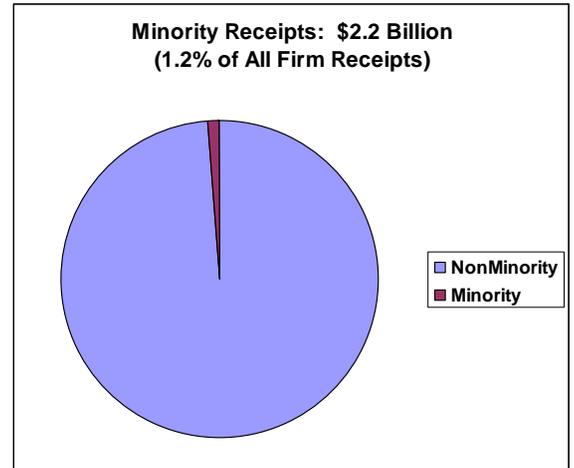
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$897,145	\$233,466	26.02%	\$342,168	38.14%	\$232,858	25.96%	\$96,501	10.76%
Agricultural services, forestry, fishing, mining	D	\$44	0.00%	No Data	No Data	No Data	No Data	\$1,723	0.19%
Construction industries	\$68,658	\$38,144	4.25%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	D	\$13,113	1.46%	No Data	No Data	No Data	No Data	\$18,448	2.06%
Transportation, communications, utilities	\$23,426	\$19,079	2.13%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	\$129,030	No Data	No Data	\$48,487	5.40%	\$29,105	3.24%	No Data	No Data
Retail trade	\$295,986	\$96,877	10.80%	\$91,750	10.23%	\$99,214	11.06%	No Data	No Data
Finance, insurance and real estate industries	\$69,399	\$5,602	0.62%	\$7,206	0.80%	No Data	No Data	\$17,591	1.96%
Service industries	\$189,843	\$38,120	4.25%	\$111,318	12.41%	\$32,615	3.64%	No Data	No Data
Industries not Classified	\$71,419	No Data	No Data	\$44,434	4.95%	No Data	No Data	\$11,017	1.23%

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 State of Kansas

Demographic and Business Statistics

- 1997 Total Population: 2,616,239 persons
- Total Firms: 213,392 firms
- Annual sales of all firms in the State: \$184.2 billion
- 1997 Total Minority Population: 341,110 persons
- Total Minority-Owned Firms: 11,663 firms
- Annual sales of Minority-owned firms in State: \$2.2 billion
- Total African American-owned firms: 3,396 firms
- Annual sales from African American-owned firms: \$593.6 million
- Asian & Pacific Islander-owned firms: 2,626 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$727.7 million
- Hispanic-owned Firms : 3,547 firms
- Annual sales of Hispanic-owned firms: \$403.0 million
- American Indian & Alaska Natives-owned firms: 2,318 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$453.2 million

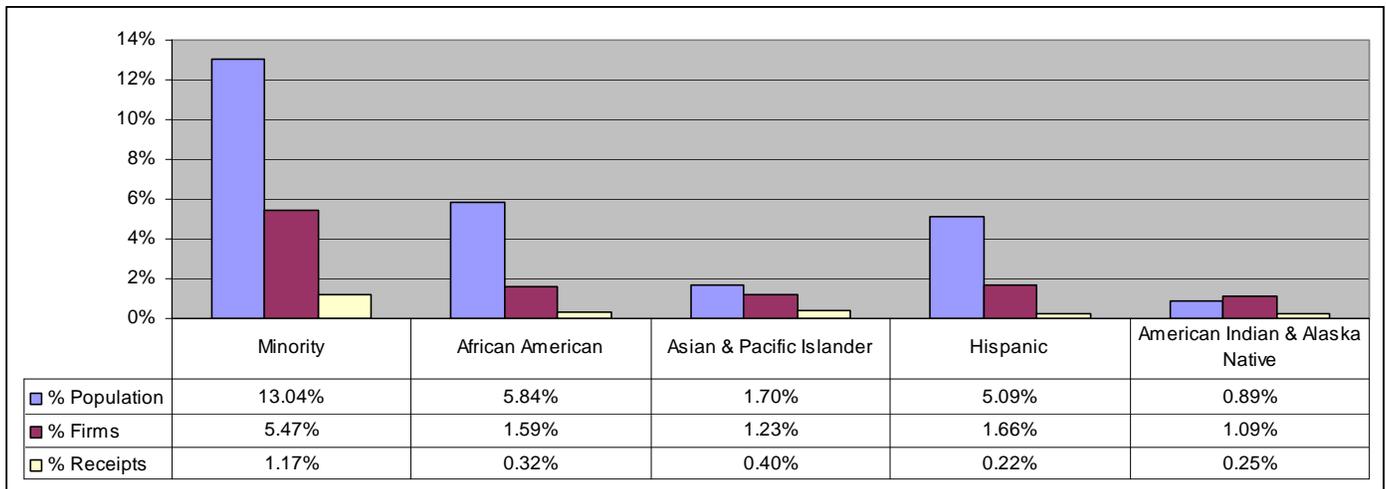


Business Participation¹

Group	State BPR: Kansas	National BPR
All	82	78
Non-Minority	89	91
Minority	34	42
African American	22	24
Asian & Pacific Islander	59	90
Hispanic	27	41
American Indian & Alaska Native	99	85

Parity²:

In the State of Kansas, the American Indian & Alaska Native group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Kansas

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	213,392		184,199,987		1,025,466		25,867,970	
Agricultural services, forestry, fishing, mining	5,552	2.60%	692,147	0.38%	6,654	0.65%	118,420	0.46%
Construction industries	22,174	10.39%	9,146,321	4.97%	60,726	5.92%	1,733,256	6.70%
Manufacturing	6,000	2.81%	49,322,699	26.78%	211,118	20.59%	7,181,497	27.76%
Transportation, communications, and utilities	8,628	4.04%	12,274,018	6.66%	63,394	6.18%	2,217,612	8.57%
Wholesale trade	8,383	3.93%	44,456,449	24.13%	70,750	6.90%	2,256,237	8.72%
Retail trade	34,143	16.00%	23,930,922	12.99%	229,537	22.38%	3,114,328	12.04%
Finance, insurance and real estate industries	21,787	10.21%	22,137,051	12.02%	65,547	6.39%	2,134,877	8.25%
Service industries	87,893	41.19%	18,437,833	10.01%	307,560	29.99%	6,767,102	26.16%
Industries not Classified	12,728	5.96%	322,616	0.18%	177	0.02%	3,819	0.01%

Industries for Minority Groups in the State of Kansas (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	11,663	3,396	29.12%	2,626	22.52%	3,547	30.41%	2,318	19.87%
Agricultural services, forestry, fishing, and mining	217	45	0.39%	25	0.21%	86	0.74%	62	0.53%
Construction industries	879	228	1.95%	66	0.57%	409	3.51%	215	1.84%
Manufacturing	190	44	0.38%	54	0.46%	61	0.52%	52	0.45%
Transportation, communications, and utilities	413	152	1.30%	41	0.35%	184	1.58%	50	0.43%
Wholesale trade	214	71	0.61%	68	0.58%	46	0.39%	30	0.26%
Retail trade	2,037	426	3.65%	817	7.01%	579	4.96%	254	2.18%
Finance, insurance and real estate industries	548	163	1.40%	196	1.68%	130	1.11%	67	0.57%
Service industries	4,821	1,935	16.59%	1,153	9.89%	1,375	11.79%	431	3.70%
Industries not Classified	2,236	332	2.85%	184	1.58%	642	5.50%	1,100	9.43%

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

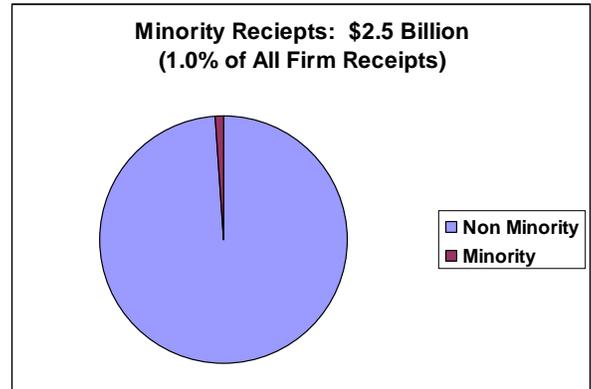
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	2,160,560	593,636	27.48%	727,654	33.68%	403,045	18.65%	453,199	20.98%
Agricultural services, forestry, fishing, mining	8,960	No Data	No Data	No Data	No Data	4,160	0.19%	937	0.04%
Construction industries	221,490	37,309	1.73%	15,290	0.71%	99,310	4.60%	79,560	3.68%
Manufacturing	143,377	No Data	No Data	53,632	2.48%	64,464	2.98%	77,602	3.59%
Transportation, communications, utilities	51,560	21,585	1.00%	No Data	No Data	21,201	0.98%	8,051	0.37%
Wholesale trade	341,070	71,234	3.30%	254,662	11.79%	8,052	0.37%	7,177	0.33%
Retail trade	574,444	114,098	5.28%	214,560	9.93%	75,221	3.48%	176,555	8.17%
Finance, insurance and real estate industries	42,904	No Data	No Data	No Data	No Data	14,793	0.68%	7,445	0.34%
Service industries	501,562	225,121	10.42%	162,871	7.54%	78,552	3.64%	38,602	1.79%
Industries not Classified	257,966	111,839	5.18%	No Data	No Data	30,189	1.40%	52,295	2.42%

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 State of Kentucky

Demographic and Business Statistics

- 1997 Total Population: 3,907,816 persons
- Total Firms: 281,551 firms
- Annual sales of all firms in the State: \$245.8 billion
- 1997 Total Minority Population: 340,227 persons
- Total Minority-Owned Firms: 12,664 firms
- Annual sales of Minority-owned firms in State: \$2.5 billion
- Total African American-owned firms: 5,629 firms
- Annual sales from African American-owned firms: \$658.5 million
- Asian & Pacific Islander-owned firms: 2,595 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.3 billion
- Hispanic-owned Firms : 1,481 firms
- Annual sales of Hispanic-owned firms: \$282.9 million
- American Indian & Alaska Natives-owned firms: 3,069 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$242.7 million

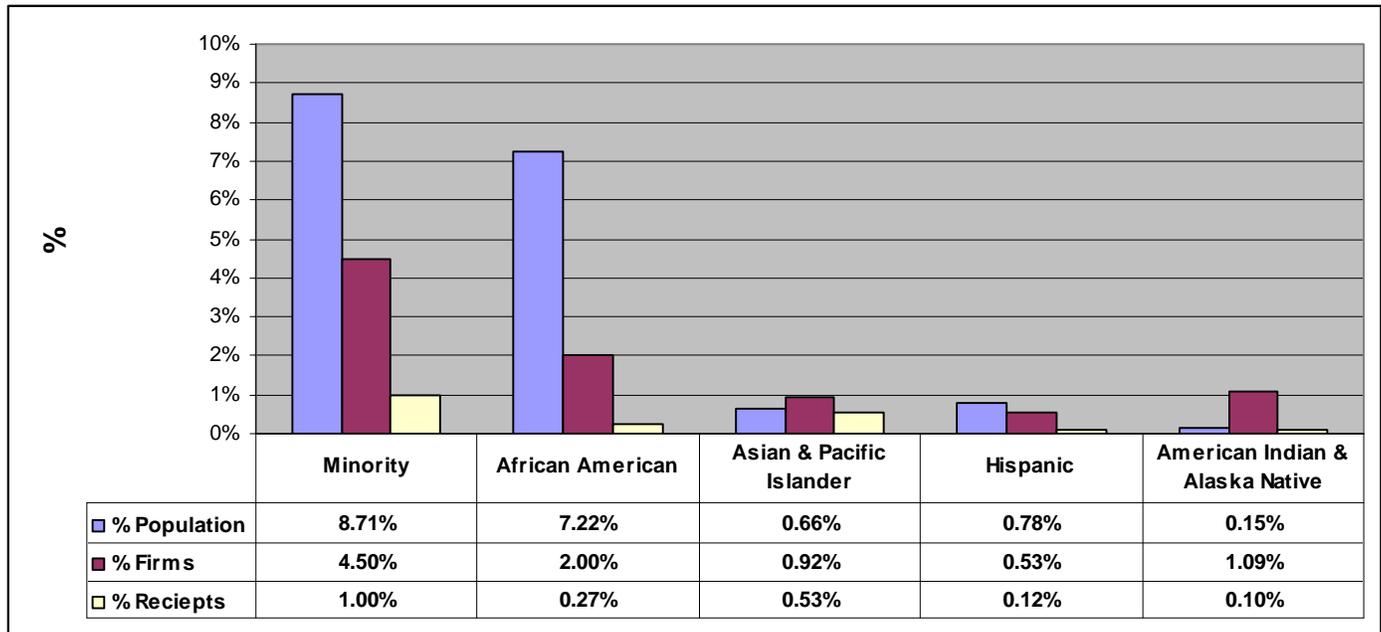


Business Participation¹

Group	State BPR: Kentucky	National BPR
All	72	78
Non-Minority	75	91
Minority	37	42
African American	20	24
Asian & Pacific Islander	100	90
Hispanic	48	41
American Indian & Alaska Native	512	85

Parity²:

In the State of Kentucky, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Kentucky

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	281,551		\$245,795,924		1,389,368		\$33,299,966	
Agricultural services, forestry, fishing, mining	6,943	2.47%	\$646,659	0.26%	8,244	0.59%	\$155,571	0.47%
Construction industries	39,965	14.19%	\$11,116,197	4.52%	77,503	5.58%	\$2,031,491	6.10%
Manufacturing	9,543	3.39%	\$89,530,346	36.42%	310,578	22.35%	\$10,090,693	30.30%
Transportation, communications, and utilities	14,462	5.14%	\$18,391,776	7.48%	81,765	5.89%	\$2,590,389	7.78%
Wholesale trade	9,210	3.27%	\$40,320,757	16.40%	85,736	6.17%	\$2,519,964	7.57%
Retail trade	45,191	16.05%	\$35,813,152	14.57%	328,660	23.66%	\$4,209,059	12.64%
Finance, insurance and real estate industries	24,391	8.66%	\$19,013,462	7.74%	72,045	5.19%	\$2,142,609	6.43%
Service industries	105,504	37.47%	\$25,012,079	10.18%	401,233	28.88%	\$8,680,727	26.07%
Industries not Classified	24,926	8.85%	\$602,707	0.25%	263	0.02%	\$4,295	0.01%

Industries for Minority Groups in the State of Kentucky (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	12,664	5,629	44.45%	2,595	20.49%	1,481	11.69%	3,069	24.23%
Agricultural services, forestry, fishing, and mining	253	80	0.63%	6	0.05%	88	0.69%	93	0.73%
Construction industries	1,146	488	3.85%	66	0.52%	153	1.21%	438	3.46%
Manufacturing	187	88	0.69%	24	0.19%	37	0.29%	52	0.41%
Transportation, communications, and utilities	459	304	2.40%	19	0.15%	43	0.34%	132	1.04%
Wholesale trade	138	47	0.37%	32	0.25%	26	0.21%	50	0.39%
Retail trade	1,725	677	5.35%	665	5.25%	212	1.67%	196	1.55%
Finance, insurance and real estate industries	469	200	1.58%	86	0.68%	80	0.63%	121	0.96%
Service industries	5,377	3,102	24.49%	1,361	10.75%	533	4.21%	416	3.28%
Industries not Classified	2,884	640	5.05%	314	2.48%	306	2.42%	1,569	12.39%

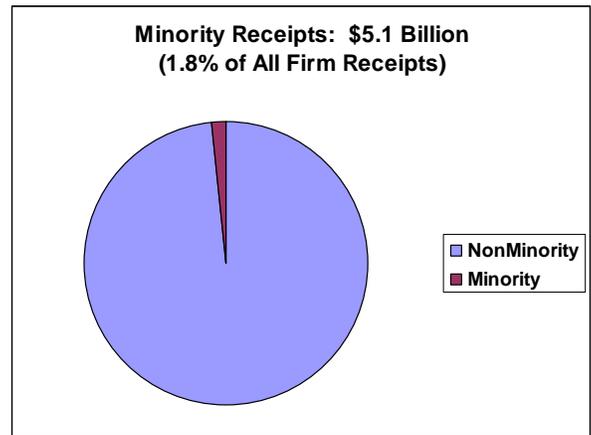
Industries for Minority Groups in the State of Kentucky (Sales)

	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	\$2,460,827	\$658,535	26.76%	\$1,292,917	52.54%	\$282,916	11.50%	\$242,694	9.86%
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	\$169,890	\$29,954	1.22%	No Data	No Data	\$31,919	1.30%	\$52,721	2.14%
Manufacturing	\$210,426	\$54,973	2.23%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	\$71,522	\$57,765	2.35%	No Data	No Data	No Data	No Data	\$6,357	0.26%
Wholesale trade	\$182,311	\$16,662	0.68%	\$130,818	5.32%	\$2,669	0.11%	\$35,010	1.42%
Retail trade	\$604,466	\$329,948	13.41%	\$168,094	6.83%	\$72,789	2.96%	\$38,360	1.56%
Finance, insurance and real estate industries	\$34,170	\$11,068	0.45%	\$6,331	0.26%	\$7,835	0.32%	\$9,139	0.37%
Service industries	\$662,457	\$150,021	6.10%	\$361,181	14.68%	\$131,372	5.34%	\$25,754	1.05%
Industries not Classified	\$510,933	\$6,162	0.25%	No Data	No Data	\$12,571	0.51%	\$25,754	1.05%

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: 4,351,390 persons
- Total Firms: 295,679 firms
- Annual sales of all firms in the State: \$285.0 billion
- 1997 Total Minority Population: 1,568,591 persons
- Total Minority-Owned Firms: 41,734 firms
- Annual sales of Minority-owned firms in State: \$5.1billion
- Total African American-owned firms: 25,782 firms
- Annual sales from African American-owned firms: \$1.9 billion
- Asian & Pacific Islander-owned firms: 6,490 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.4 billion
- Hispanic-owned Firms : 6,645 firms
- Annual sales of Hispanic-owned firms: \$1.3 billion
- American Indian & Alaska Natives-owned firms: 3,230 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$561.2 million

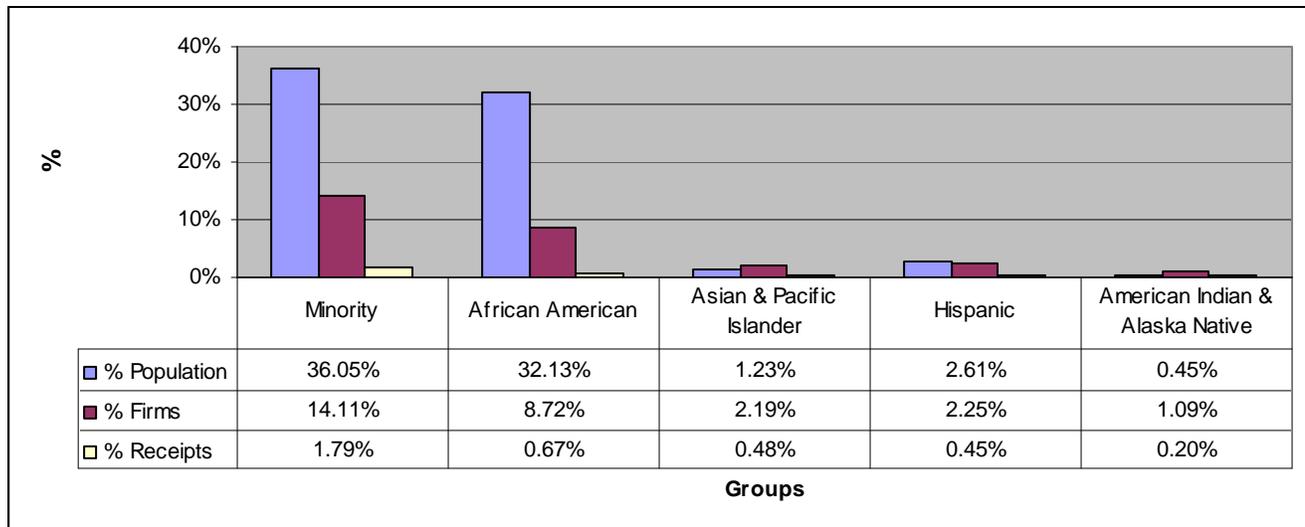


Business Participation¹

Group	State BPR: Louisiana	National BPR
All	76	78
Non-Minority	93	91
Minority	39	42
African American	24	24
Asian & Pacific Islander	92	90
Hispanic	23	41
American Indian & Alaska Native	147	85

Parity²:

In the State of Louisiana, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Louisiana

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	295,679		\$285,022,192		1,474,855		36,288,317	
Agricultural services, forestry, fishing, mining	11,387	3.85%	\$958,464	0.34%	8,108	0.55%	145,169	0.40%
Construction industries	32,593	11.02%	\$12,671,870	4.45%	110,218	7.47%	3,045,948	8.39%
Manufacturing	7,809	2.64%	\$81,998,734	28.77%	178,656	12.11%	6,507,835	17.93%
Transportation, communications, and utilities	15,702	5.31%	\$20,217,482	7.09%	108,046	7.33%	3,538,474	9.75%
Wholesale trade	10,654	3.60%	\$49,759,938	17.46%	89,221	6.05%	2,714,568	7.48%
Retail trade	41,129	13.91%	\$38,387,203	13.47%	342,584	23.23%	4,249,635	11.71%
Finance, insurance and real estate industries	29,074	9.83%	\$19,133,769	6.71%	83,614	5.67%	2,516,661	6.94%
Service industries	120,719	40.83%	\$32,854,983	11.53%	491,408	33.32%	10,773,919	29.69%
Industries not Classified	21,394	7.24%	\$598,229	0.21%	378	0.03%	6,411	0.02%

Industries for Minority Groups in the State of Louisiana (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	41,734	25,782	61.78%	6,490	15.55%	6,645	15.92%	3,230	7.74%
Agricultural services, forestry, fishing, and mining	2,213	737	1.77%	943	2.26%	182	0.44%	360	0.86%
Construction industries	4,172	2,828	6.78%	95	0.23%	901	2.16%	406	0.97%
Manufacturing	606	390	0.93%	72	0.17%	117	0.28%	75	0.18%
Transportation, communications, and utilities	3,273	2,736	6.56%	131	0.31%	329	0.79%	123	0.29%
Wholesale trade	552	213	0.51%	137	0.33%	173	0.41%	47	0.11%
Retail trade	5,439	2,951	7.07%	1,784	4.27%	508	1.22%	212	0.51%
Finance, insurance and real estate industries	1,609	1,119	2.68%	151	0.36%	290	0.69%	83	0.20%
Service industries	18,509	12,595	30.18%	2,641	6.33%	2,893	6.93%	682	1.63%
Industries not Classified	5,267	2,197	5.26%	523	1.25%	1,221	2.93%	1,208	2.89%

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

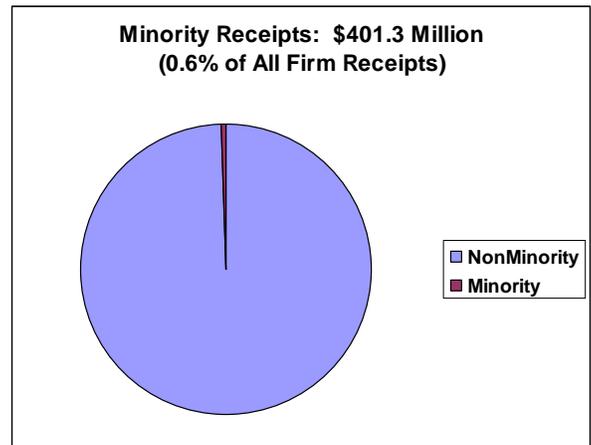
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$5,104,762	\$1,917,295	37.56%	\$1,372,933	26.90%	\$1,282,958	25.13%	\$561,178	10.99%
Agricultural services, forestry, fishing, mining	\$77,479	No Data	No Data	No Data	No Data	No Data	No Data	\$6,148	0.12%
Construction industries	\$515,663	\$252,553	4.95%	No Data	No Data	\$125,543	2.46%	\$110,422	2.16%
Manufacturing	\$319,113	\$63,583	1.25%	\$55,922	1.10%	\$187,116	3.67%	\$66,495	1.30%
Transportation, communications, utilities	\$436,312	\$315,070	6.17%	No Data	No Data	\$53,498	1.05%	\$35,014	0.69%
Wholesale trade	\$768,419	\$97,087	1.90%	\$278,736	5.46%	\$373,795	7.32%	\$18,990	0.37%
Retail trade	\$1,155,301	\$332,308	6.51%	\$387,589	7.59%	\$226,544	4.44%	\$213,057	4.17%
Finance, insurance and real estate industries	\$141,995	\$67,426	1.32%	\$40,774	0.80%	No Data	No Data	\$10,159	0.20%
Service industries	\$1,445,273	\$741,922	14.53%	\$453,867	8.89%	\$207,242	4.06%	\$48,371	0.95%
Industries not Classified	\$231,526	\$37,705	0.74%	No Data	No Data	\$67,391	1.32%	\$43,545	0.85%

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 State of Maine

Demographic and Business Statistics

- 1997 Total Population: 1,245,215 persons
- Total Firms: 127,467 firms
- Annual sales of all firms in region: \$63.6 billion
- 1997 Total Minority Population: 27,944 persons
- Total Minority-Owned Firms: 2,822 firms
- Annual sales of minority-owned firms in region: \$401.3 million
- Total African American-owned firms: 257 firms
- Annual sales of African American-owned firms: \$28.1 million
- Asian & Pacific Islander-owned Firms: 646 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$161.5 million
- Hispanic-owned Firms : 545 firms
- Annual sales of Hispanic-owned firms: \$51.9 million
- American Indian & Alaska Natives-owned Firms: 1,417 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: \$161.0 million

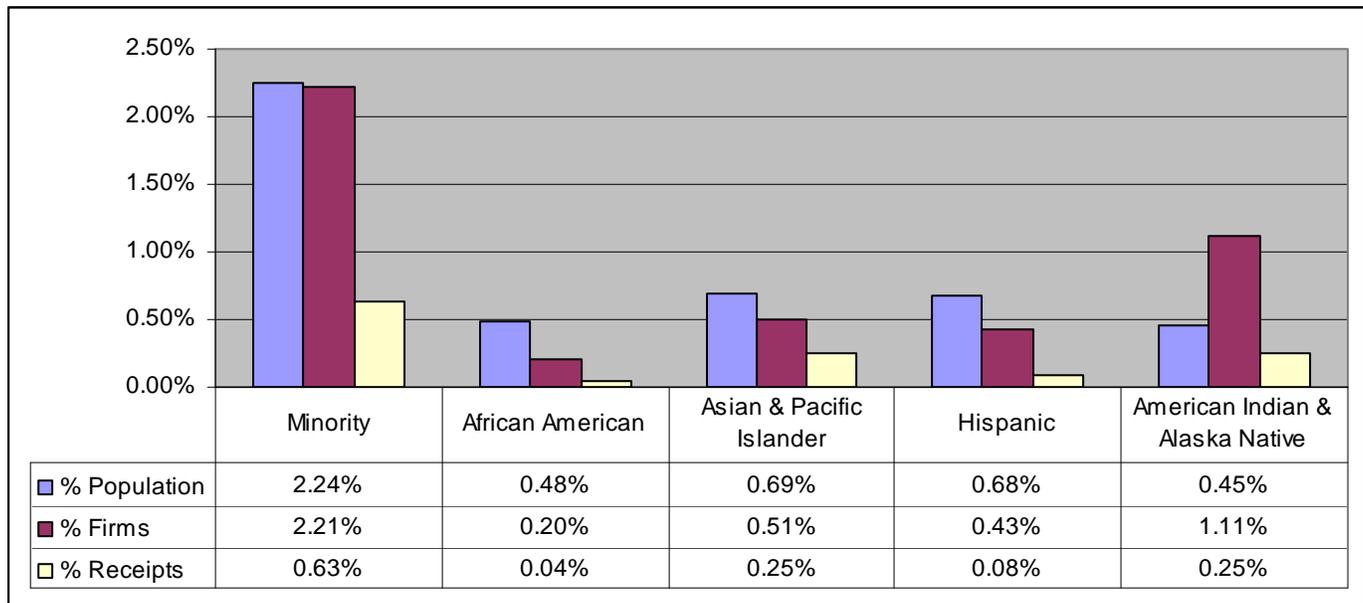


Business Participation¹

Group	State BPR: Maine	National BPR
All	102	78
Non-Minority	102	91
Minority	101	42
African American	43	24
Asian & Pacific Islander	75	90
Hispanic	64	41
American Indian & Alaska Native	251	85

Parity²:

In the State of Maine, the American Indian & Alaska Native group has achieved parity, in terms of population size and business ownership. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Maine

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	127,467		63,626,180		447,772		10,830,416	
Agricultural services, forestry, fishing, and mining	9,638	7.56%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	17,610	13.82%	3,373,705	5.30%	24,139	5.39%	663,210	6.12%
Manufacturing	7,642	6.00%	15,887,993	24.97%	90,986	20.32%	2,883,954	26.63%
Transportation, communications, and utilities	5,395	4.23%	3,875,339	6.09%	20,582	4.60%	616,777	5.69%
Wholesale trade	3,717	2.92%	8,105,349	12.74%	24,455	5.46%	742,017	6.85%
Retail trade	18,816	14.76%	13,656,637	21.46%	109,797	24.52%	1,583,703	14.62%
Finance, insurance and real estate industries	9,162	7.19%	7,927,142	12.46%	26,753	5.97%	918,201	8.48%
Service industries	48,608	38.13%	10,052,151	15.80%	147,711	32.99%	3,342,820	30.87%
Industries not Classified	6,976	5.47%	172,661	0.27%	81	0.02%	1,475	0.01%

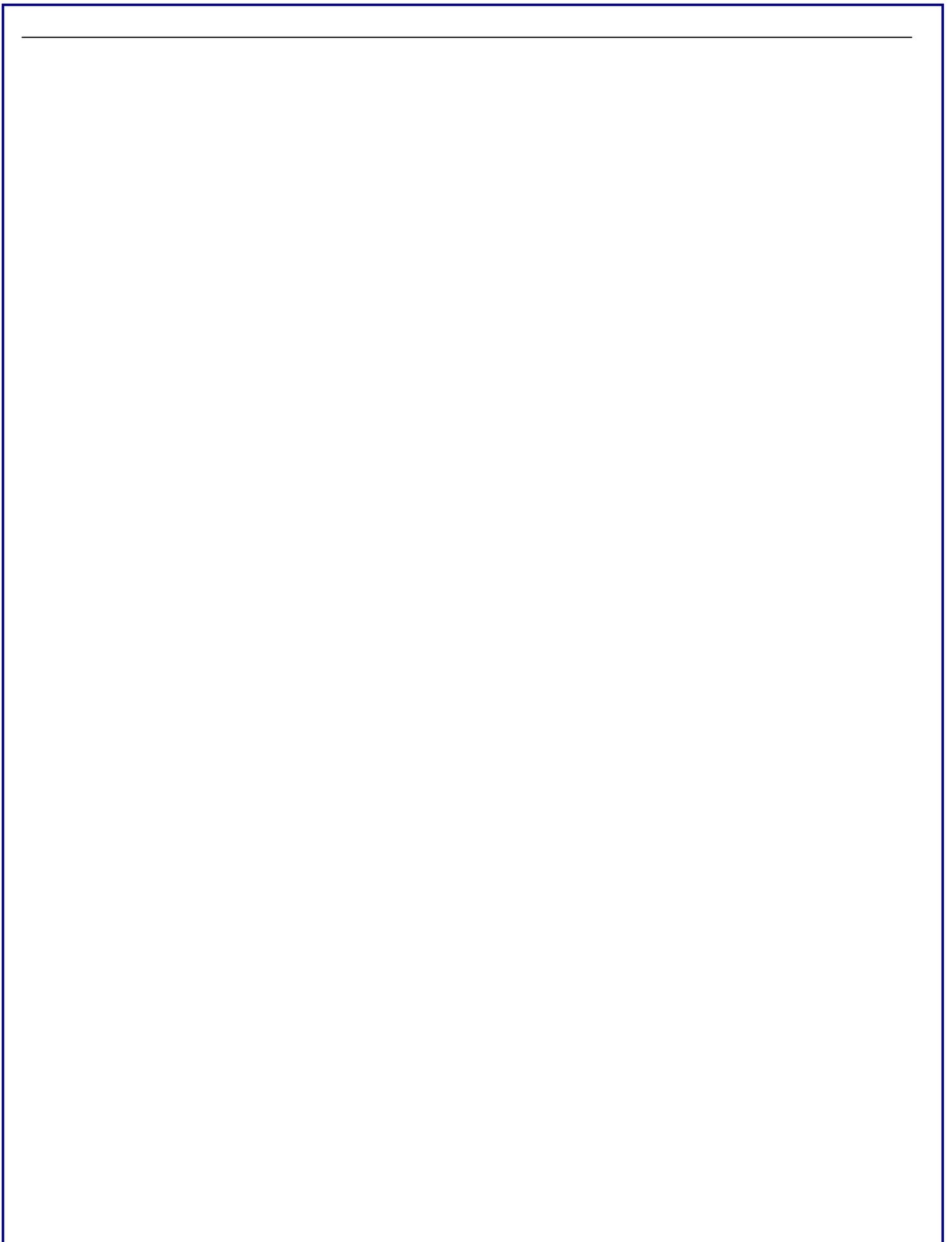
Industries for Minority Groups in the State of Maine (Firms)

	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	2,822	257	9.11%	646	22.89%	545	19.31%	1,417	50.21%
Agricultural services, forestry, fishing, and mining	247	8	0.28%	26	0.92%	57	2.02%	160	5.67%
Construction industries	222	25	0.89%	14	0.50%	67	2.37%	123	4.36%
Manufacturing	169	4	0.14%	14	0.50%	No Data	No Data	161	5.71%
Transportation, communications, and utilities	84	13	0.46%	7	0.25%	25	0.89%	55	1.95%
Wholesale trade	46	3	0.11%	26	0.92%	4	0.14%	13	0.46%
Retail trade	377	28	0.99%	212	7.51%	83	2.94%	66	2.34%
Finance, insurance and real estate industries	61	7	0.25%	21	0.74%	10	0.35%	26	0.92%
Service industries	774	96	3.40%	271	9.60%	223	7.90%	217	7.69%
Industries not Classified	842	74	2.62%	57	2.02%	55	1.95%	596	21.12%

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

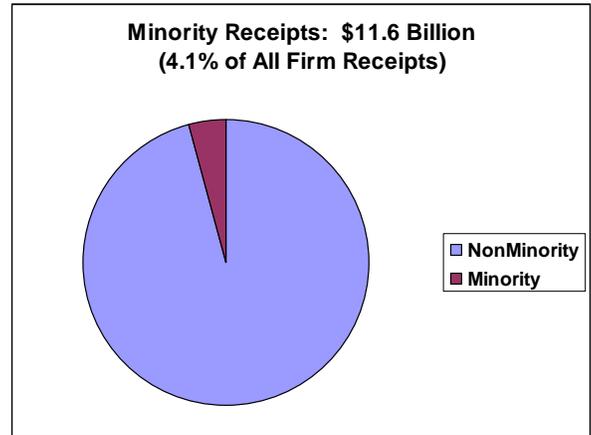
	Minority Sales ⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$401,278	\$28,088	7.00%	\$161,544	40.26%	\$51,941	12.94%	\$160,997	40.12%
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$50,854	\$16,292	4.06%	No Data	No Data	\$15,820	3.94%	\$18,132	4.52%
Manufacturing	\$82,741	No Data	No Data	No Data	No Data	No Data	No Data	\$16,349	4.07%
Transportation, communications, and utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	\$51,328	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	\$91,193	\$2,695	0.67%	\$51,419	12.81%	\$17,649	4.40%	\$20,375	5.08%
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	\$318	0.08%	\$718	0.18%
Service industries	\$52,005	\$3,197	0.80%	\$24,080	6.00%	\$12,879	3.21%	\$16,841	4.20%
Industries not Classified	\$48,310	\$2,143	0.53%	No Data	No Data	No Data	No Data	\$31,599	7.87%

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: 5,092,914 persons
- Total Firms: 400,203 firms
- 1997 Total Minority Population: 1,760,051 persons
- Total Minority-Owned Firms: 86,219 firms
- Annual sales of all firms in region: \$285.9 billion
- Total minority-owned firms: 86,219 firms
- Annual sales of minority-owned firms in region: \$11.6 billion
- Total African American-owned firms: 47,614 firms
- Annual sales of African American-owned firms: \$4.0 billion
- Asian & Pacific Islander-owned Firms: 22,164 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$5.8 billion
- Hispanic-owned Firms : 11,158 firms
- Annual sales of Hispanic-owned firms: \$1.6 billion
- American Indian & Alaska Natives-owned Firms: 2,421 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: \$331.0 million

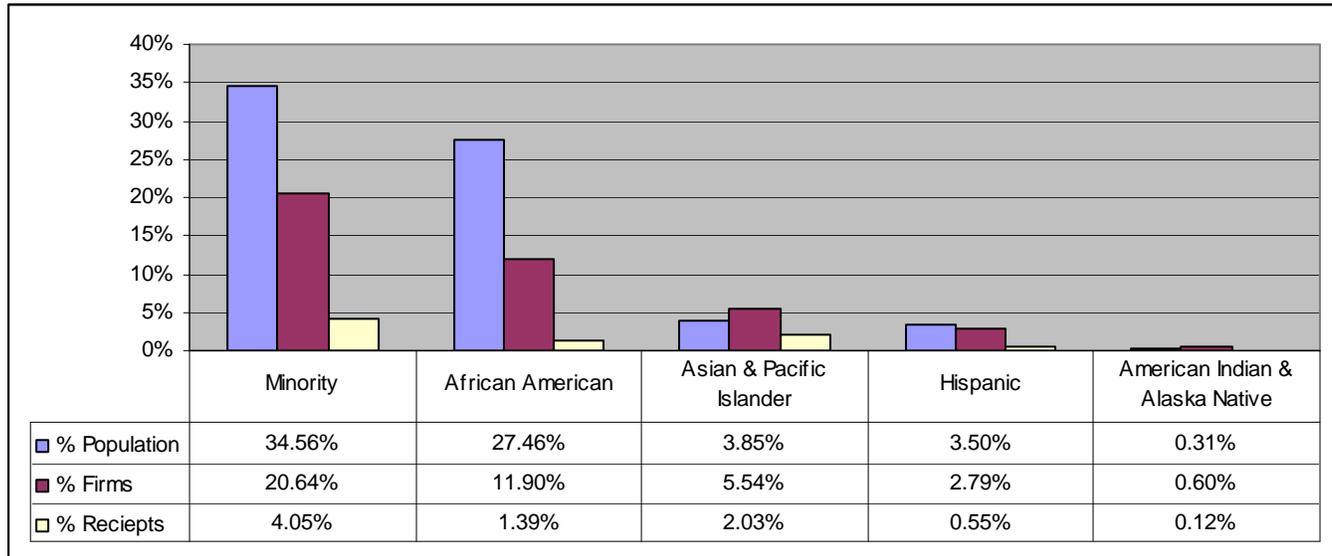


Business Participation¹

Group	State BPR: Maryland	National BPR
All	79	78
Non-Minority	95	91
Minority	47	42
African American	34	24
Asian & Pacific Islander	113	90
Hispanic	63	41
American Indian & Alaska Native	156	85

Parity²:

In the State of Maryland, 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 State of Maryland

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	400,203		\$285,924,027		1,906,435		\$54,616,809	
Agricultural services, forestry, fishing, and mining	8,888	2.22%	\$1,162,486	0.41%	No Data	No Data	No Data	No Data
Construction industries	40,495	10.12%	\$22,278,764	7.79%	141,648	7.43%	\$4,388,688	8.04%
Manufacturing	8,657	2.16%	\$38,572,678	13.49%	192,531	10.10%	\$7,234,926	13.25%
Transportation, communications, and utilities	19,231	4.81%	\$17,425,524	6.09%	99,280	5.21%	\$3,539,087	6.48%
Wholesale trade	12,036	3.01%	\$58,699,668	20.53%	111,271	5.84%	\$4,253,187	7.79%
Retail trade	49,194	12.29%	\$49,576,276	17.34%	425,021	22.29%	\$6,706,600	12.28%
Finance, insurance and real estate industries	47,323	11.82%	\$39,159,182	13.70%	148,033	7.76%	\$5,963,734	10.92%
Service industries	186,071	46.49%	\$57,723,325	20.19%	769,685	40.37%	\$22,098,193	40.46%
Industries not Classified	28,591	7.14%	\$956,951	0.33%	391	0.02%	\$11,434	0.02%

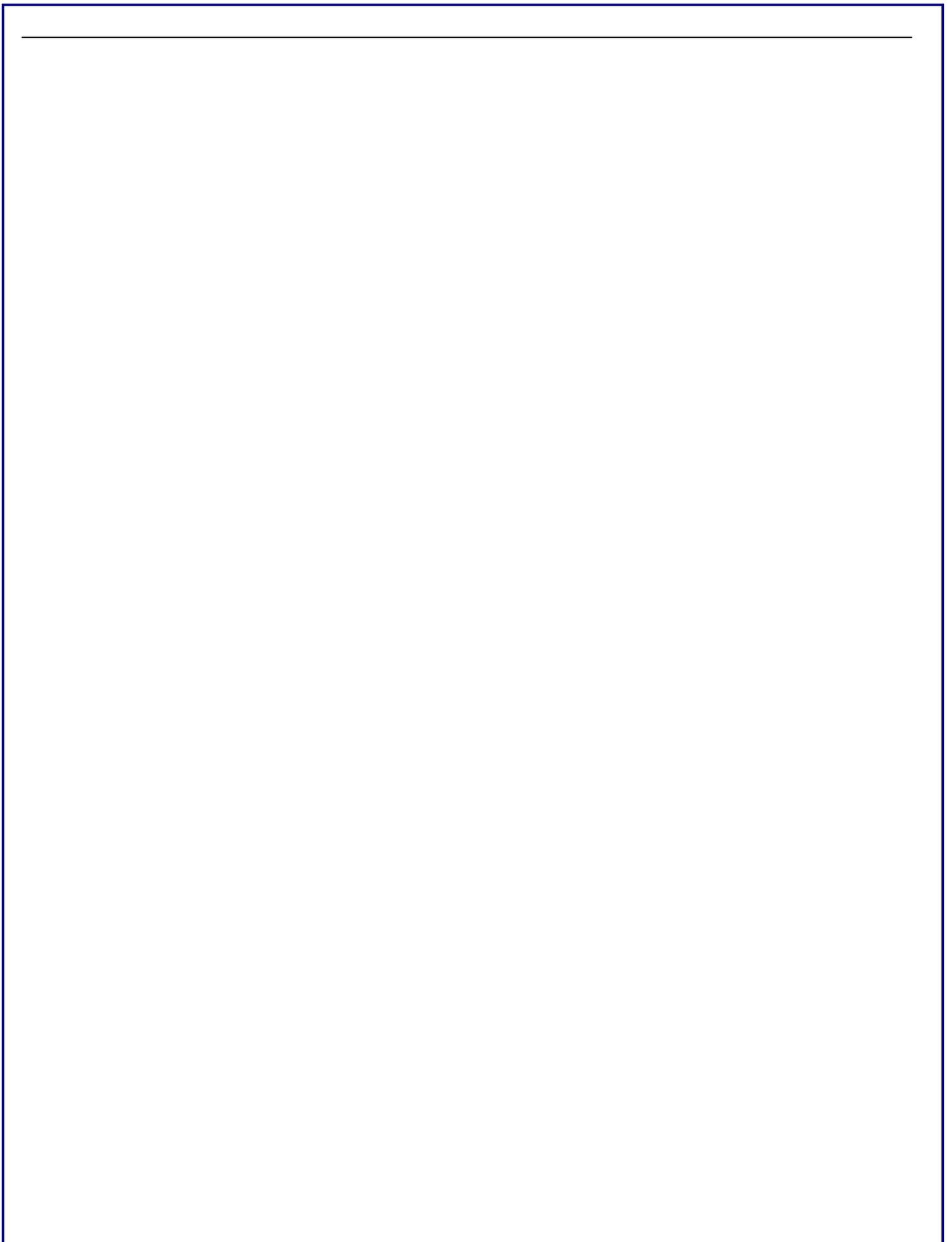
Industries for Minority Groups in the State of Maryland (Firms)

	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	82,619	47,614	57.63%	22,164	26.83%	11,158	13.51%	2,421	2.93%
Agricultural services, forestry, fishing, and mining	841	441	0.53%	152	0.18%	170	0.21%	97	0.12%
Construction industries	5,199	2,350	2.84%	955	1.16%	1,658	2.01%	273	0.33%
Manufacturing	650	380	0.46%	187	0.23%	78	0.09%	15	0.02%
Transportation, communications, and utilities	6,774	5,644	6.83%	678	0.82%	357	0.43%	129	0.16%
Wholesale trade	1,213	513	0.62%	556	0.67%	133	0.16%	26	0.03%
Retail trade	11,190	5,095	6.17%	5,437	6.58%	608	0.74%	128	0.15%
Finance, insurance and real estate industries	4,015	2,538	3.07%	1,153	1.40%	316	0.38%	45	0.05%
Service industries	41,853	25,407	30.75%	10,961	13.27%	5,537	6.70%	435	0.53%
Industries not Classified	10,882	5,246	6.35%	2,077	2.51%	2,298	2.78%	1,273	1.54%

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

	Minority Sales ⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$11,575,635	\$3,964,600	34.25%	\$5,794,335	50.06%	\$1,567,197	13.54%	\$330,961	2.86%
Agricultural services, forestry, fishing, and mining	\$41,584	No Data	No Data	No Data	No Data	No Data	No Data	\$3,057	0.03%
Construction industries	\$1,256,628	\$580,925	5.02%	\$246,696	2.13%	\$329,854	2.85%	\$103,273	0.89%
Manufacturing	\$239,646	\$68,359	0.59%	\$122,608	1.06%	\$48,318	0.42%	\$677	0.01%
Transportation, communications, and utilities	\$389,098	\$309,331	2.67%	\$38,201	0.33%	\$22,594	0.20%	\$21,077	0.18%
Wholesale trade	\$1,325,260	\$405,904	3.51%	\$747,096	6.45%	\$161,743	1.40%	\$11,590	0.10%
Retail trade	\$2,322,496	\$505,427	4.37%	\$1,625,684	14.04%	\$147,252	1.27%	\$66,476	0.57%
Finance, insurance and real estate industries	\$315,197	\$134,083	1.16%	\$133,811	1.16%	\$42,224	0.36%	\$7,192	0.06%
Service industries	\$5,219,132	\$1,799,431	15.54%	\$2,700,130	23.33%	\$694,348	6.00%	\$61,365	0.53%
Industries not Classified	\$466,145	\$148,066	1.28%	\$163,840	1.42%	\$111,188	0.96%	\$56,253	0.49%

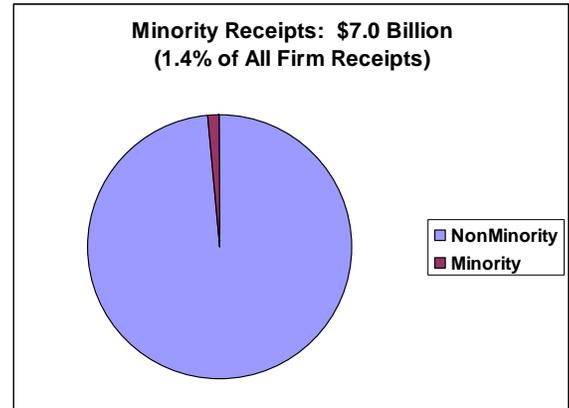
ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA).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

Demographic and Business Statistics

- 1997 Total Population: 6,115,476 persons
- Total Firms: 537,150 firms
- Annual sales of all firms in the State: \$517.3 billion
- 1997 Total Minority Population: 898,176 persons
- Total Minority-Owned Firms: 39,039 firms
- Annual sales of Minority-owned firms in State: \$7.0 billion
- Total African American-owned firms: 11,834 firms
- Annual sales from African American-owned firms: \$1.0 billion
- Asian & Pacific Islander-owned firms: 12,729 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$4.2 billion
- Hispanic-owned Firms : 12,725 firms
- Annual sales of Hispanic-owned firms: \$1.6 billion
- American Indian & Alaska Natives-owned firms: 3,428 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$295.3 million

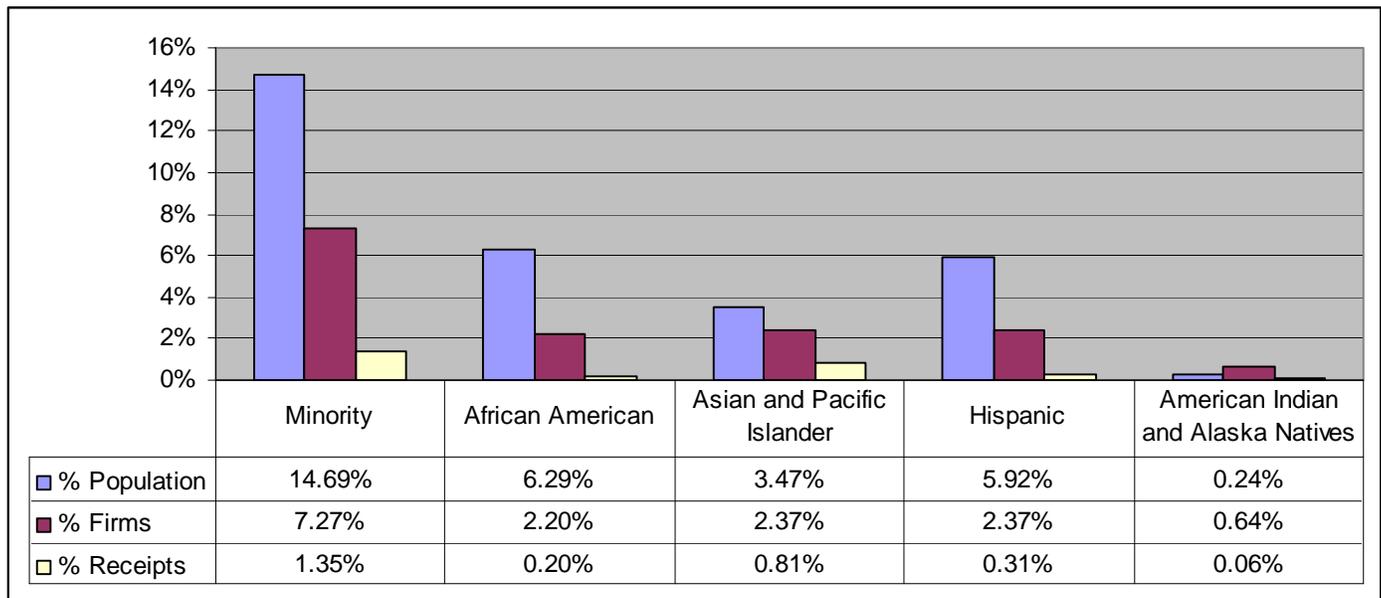


Business Participation¹

Group	State BPR: Massachusetts	National BPR
All	88	78
Non-Minority	95	91
Minority	43	42
African American	31	24
Asian & Pacific Islander	60	90
Hispanic	35	41
American Indian & Alaska Native	234	85

Parity²:

In the State of Massachusetts the American Indian & Alaska Native group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Massachusetts

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	537,150		517,291,479		2,852,762		93,491,900	
Agricultural services, forestry, fishing, mining	12,951	2.41%	1,443,960	0.28%	12,859	0.45%	341,543	0.37%
Construction industries	62,291	11.60%	23,099,839	4.47%	104,677	3.67%	3,879,501	4.15%
Manufacturing	17,515	3.26%	84,099,141	16.26%	477,977	16.75%	20,073,903	21.47%
Transportation, communications, and utilities	19,860	3.70%	27,397,060	5.30%	130,732	4.58%	4,706,507	5.03%
Wholesale trade	19,131	3.56%	117,573,536	22.73%	173,701	6.09%	7,725,206	8.26%
Retail trade	61,040	11.36%	64,608,052	12.49%	560,189	19.64%	8,712,716	9.32%
Finance, insurance and real estate industries	52,646	9.80%	102,565,971	19.83%	248,887	8.72%	12,742,255	13.63%
Service industries	256,630	47.78%	94,481,758	18.26%	1,141,358	40.01%	35,231,424	37.68%
Industries not Classified	35,781	6.66%	1,846,948	0.36%	949	0.03%	13,755	0.01%

Industries for Minority Groups in the State of Massachusetts (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	39,039	11,834	30.31%	12,729	32.61%	12,725	32.60%	3,428	8.78%
Agricultural services, forestry, fishing, and mining	548	79	0.20%	89	0.23%	241	0.62%	162	0.41%
Construction industries	2,741	738	1.89%	458	1.17%	1,015	2.60%	722	1.85%
Manufacturing	605	99	0.25%	239	0.61%	198	0.51%	126	0.32%
Transportation, communications, and utilities	2,180	1,266	3.24%	210	0.54%	688	1.76%	123	0.32%
Wholesale trade	668	137	0.35%	332	0.85%	191	0.49%	37	0.09%
Retail trade	5,242	1,034	2.65%	2,893	7.41%	1,299	3.33%	259	0.66%
Finance, insurance and real estate industries	1,275	356	0.91%	498	1.28%	382	0.98%	103	0.26%
Service industries	19,351	6,549	16.78%	6,896	17.66%	6,171	15.81%	470	1.20%
Industries not Classified	6,448	1,577	4.04%	1,115	2.86%	2,557	6.55%	1,427	3.66%

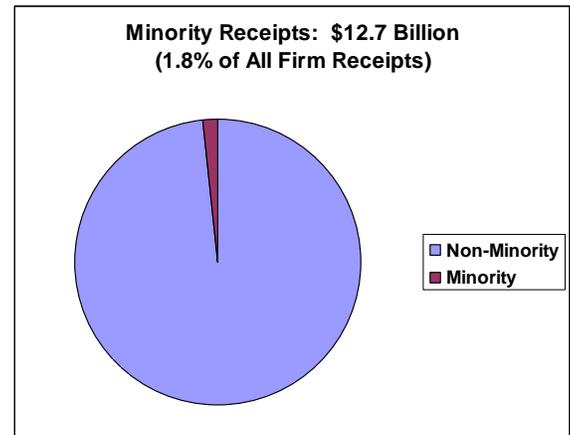
Industries for Minority Groups in the State of Massachusetts (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	6,980,154	1,013,134	14.51%	4,182,593	59.92%	1,622,815	23.25%	295,317	4.23%
Agricultural services, forestry, fishing, mining	No Data	7,517	0.11%	5,827	0.08%	No Data	No Data	8,586	0.12%
Construction industries	607,392	146,824	2.10%	157,046	2.25%	276,078	3.96%	80,226	1.15%
Manufacturing	660,944	43,997	0.63%	394,133	5.65%	200,095	2.87%	32,092	0.46%
Transportation, communications, utilities	116,320	54,608	0.78%	35,613	0.51%	24,513	0.35%	No Data	No Data
Wholesale trade	1,556,865	100,303	1.44%	1,255,667	17.99%	192,991	2.76%	9,312	0.13%
Retail trade	1,365,059	219,139	3.14%	872,661	12.50%	243,172	3.48%	61,729	0.88%
Finance, insurance and real estate industries	160,133	85,197	1.22%	37,435	0.54%	40,530	0.58%	No Data	No Data
Service industries	2,158,825	324,557	4.65%	1,390,210	19.92%	428,981	6.15%	50,159	0.72%
Industries not Classified	320,293	30,992	0.44%	34,001	0.49%	203,844	2.92%	42,848	0.61%

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: 2,616,239 persons
- Total Firms: 213,392 firms
- Annual sales of all firms in the State: \$184.2 billion
- 1997 Total Minority Population: 341,110 persons
- Total Minority-Owned Firms: 11,663 firms
- Annual sales of Minority-owned firms in State: \$2.2 billion
- Total African American-owned firms: 3,396 firms
- Annual sales from African American-owned firms: \$593.6 million
- Asian & Pacific Islander-owned firms: 2,626 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$727.7 million
- Hispanic-owned Firms : 3,547 firms
- Annual sales of Hispanic-owned firms: \$403.0 million
- American Indian & Alaska Natives-owned firms: 2,318 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$453.2 million

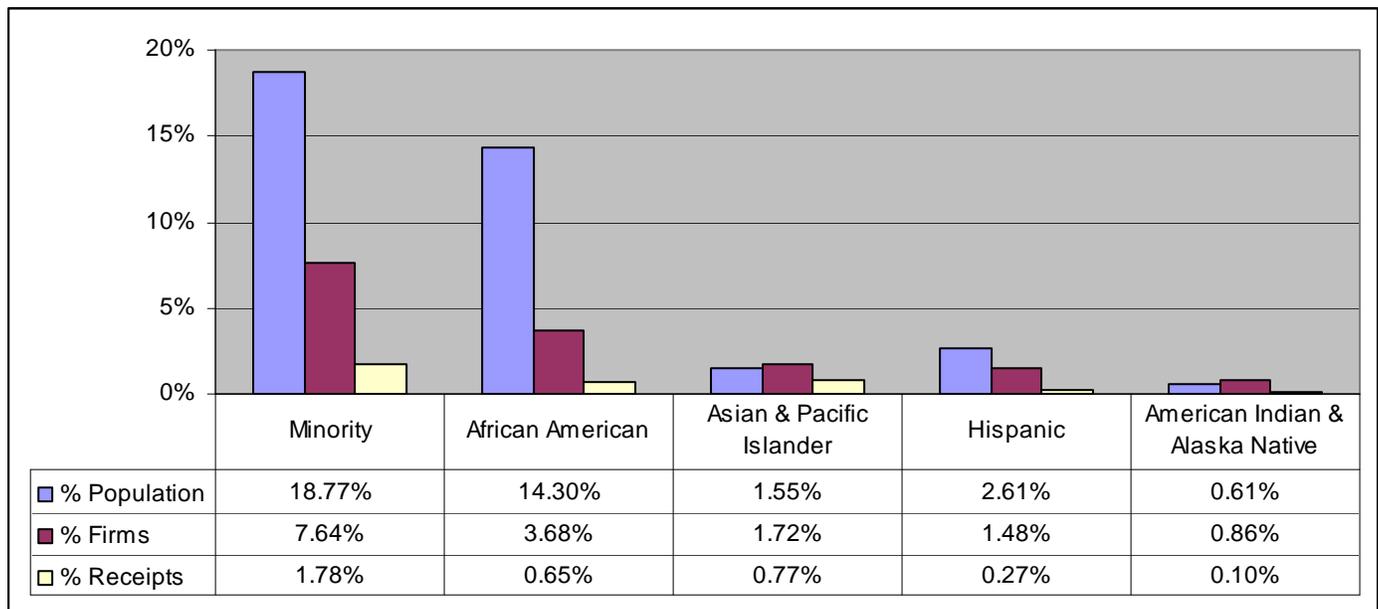


Business Participation¹

Group	State BPR: Michigan	National BPR
All	69	78
Non-Minority	79	91
Minority	28	42
African American	18	24
Asian & Pacific Islander	77	90
Hispanic	39	41
American Indian & Alaska Native	97	85

Parity²:

In the State of Michigan, the Asian & Pacific Islander group and the American Indian & Alaska Native group have both achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Michigan

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	677,473		715,375,586		3,823,973		117,302,530	
Agricultural services, forestry, fishing, mining	13,044	1.93%	1,853,070	0.26%	20,970	0.55%	505,885	0.43%
Construction industries	82,399	12.16%	33,211,488	4.64%	180,716	4.73%	6,272,441	5.35%
Manufacturing	27,082	4.00%	221,112,525	30.91%	985,749	25.78%	43,809,079	37.35%
Transportation, communications, and utilities	25,386	3.75%	37,805,882	5.28%	163,143	4.27%	6,136,825	5.23%
Wholesale trade	25,424	3.75%	166,167,030	23.23%	224,594	5.87%	8,845,517	7.54%
Retail trade	99,145	14.63%	99,482,158	13.91%	829,185	21.68%	11,855,877	10.11%
Finance, insurance and real estate industries	72,835	10.75%	71,455,197	9.99%	232,117	6.07%	8,028,417	6.84%
Service industries	284,374	41.98%	81,000,018	11.32%	1,178,592	30.82%	31,521,506	26.87%
Industries not Classified	46,481	6.86%	1,591,358	0.22%	2,049	0.05%	44,936	0.04%

Industries for Minority Groups in the State of Michigan (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	51,751	24,954	48.22%	11,677	22.56%	9,997	19.32%	5,802	11.21%
Agricultural services, forestry, fishing, and mining	600	228	0.44%	52	0.10%	229	0.44%	98	0.19%
Construction industries	3,432	1,361	2.63%	180	0.35%	1,056	2.04%	893	1.73%
Manufacturing	773	285	0.55%	153	0.30%	168	0.32%	192	0.37%
Transportation, communications, and utilities	2,005	1,263	2.44%	352	0.68%	190	0.37%	213	0.41%
Wholesale trade	980	409	0.79%	324	0.63%	136	0.26%	120	0.23%
Retail trade	6,464	2,783	5.38%	2,335	4.51%	1,686	3.26%	403	0.78%
Finance, insurance and real estate industries	2,872	1,529	2.95%	734	1.42%	364	0.70%	285	0.55%
Service industries	25,460	14,638	28.29%	6,440	12.44%	3,513	6.79%	1,137	2.20%
Industries not Classified	9,106	2,452	4.74%	1,106	2.14%	2,611	5.05%	2,446	4.73%

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

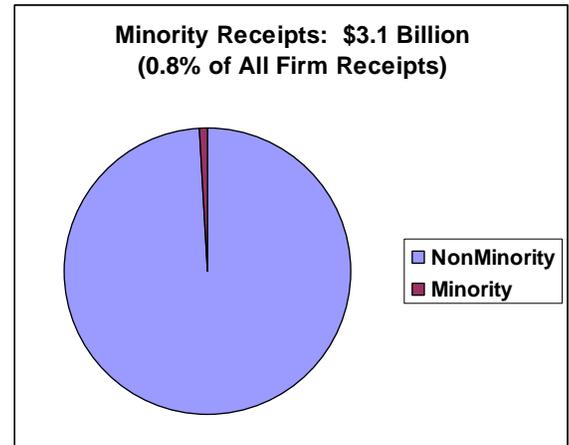
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	12,730,730	4,623,414	36.32%	5,491,257	43.13%	1,967,086	15.45%	720,384	5.66%
Agricultural services, forestry, fishing, mining	55,489	11,016	0.09%	No Data	No Data	24,553	0.19%	13,263	0.10%
Construction industries	667,643	281,376	2.21%	57,993	0.46%	221,882	1.74%	108,490	0.85%
Manufacturing	1,535,340	498,312	3.91%	728,803	5.72%	223,338	1.75%	86,864	0.68%
Transportation, communications, utilities	440,115	280,063	2.20%	77,769	0.61%	49,155	0.39%	33,675	0.26%
Wholesale trade	2,675,605	964,535	7.58%	1,454,303	11.42%	107,623	0.85%	149,598	1.18%
Retail trade	3,471,172	1,408,315	11.06%	1,123,569	8.83%	875,739	6.88%	109,273	0.86%
Finance, insurance and real estate industries	250,472	119,404	0.94%	85,669	0.67%	34,652	0.27%	11,698	0.09%
Service industries	3,212,948	1,007,059	7.91%	1,781,491	13.99%	357,250	2.81%	109,481	0.86%
Industries not Classified	407,069	53,317	0.42%	161,563	1.27%	71,499	0.56%	97,936	0.77%

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 State of Minnesota

Demographic and Business Statistics

- 1997 Total Population: 4,687,726 persons
- Total Firms: 410,634 firms
- Annual sales of all firms in the State: \$382.4 billion
- 1997 Total Minority Population: 379,782 persons
- Total Minority-Owned Firms: 15,258 firms
- Annual sales of Minority-owned firms in State: \$3.1 billion
- Total African American-owned firms: 4,024 firms
- Annual sales from African American-owned firms: \$523.1 million
- Asian & Pacific Islander-owned firms: 5,435 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.7 billion
- Hispanic-owned Firms : 3,616 firms
- Annual sales of Hispanic-owned firms: \$391.7 million
- American Indian & Alaska Natives-owned firms: 2,413 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$514.9 million

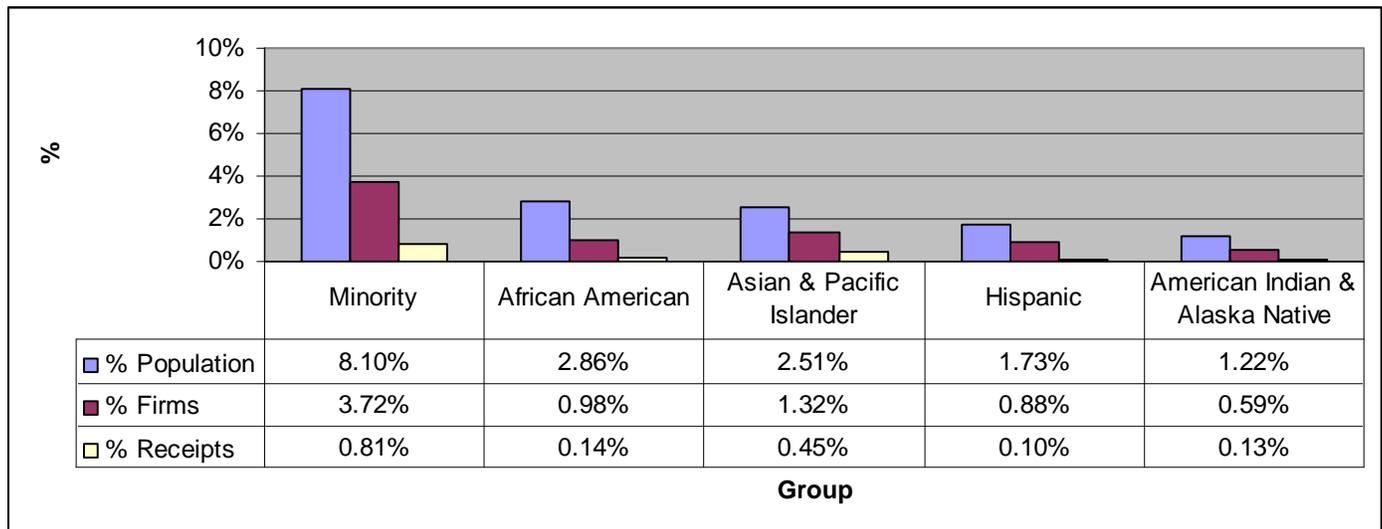


Business Participation¹

Group	State BPR: Minnesota	National BPR
All	88	78
Non-Minority	92	91
Minority	40	42
African American	30	24
Asian & Pacific Islander	46	90
Hispanic	44	41
American Indian & Alaska Native	42	85

Parity²:

In the State of Minnesota no group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Minnesota

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	410,634		\$382,363,126		2,138,561		\$60,829,888	
Agricultural services, forestry, fishing, mining	7,747	1.89%	\$954,303	0.25%	9,567	0.45%	\$213,323	0.35%
Construction industries	44,623	10.87%	\$20,260,749	5.30%	100,676	4.71%	\$3,710,508	6.10%
Manufacturing	16,864	4.11%	\$79,761,062	20.86%	449,031	21.00%	\$16,840,300	27.68%
Transportation, communications, and utilities	20,650	5.03%	\$17,305,941	4.53%	106,432	4.98%	\$3,385,647	5.57%
Wholesale trade	17,364	4.23%	\$104,176,544	27.25%	158,017	7.39%	\$5,955,629	9.79%
Retail trade	56,393	13.73%	\$49,973,179	13.07%	446,742	20.89%	\$6,404,532	10.53%
Finance, insurance and real estate industries	42,684	10.39%	\$59,888,780	15.66%	154,810	7.24%	\$6,317,034	10.38%
Service industries	178,333	43.43%	\$47,136,173	12.33%	705,269	32.98%	\$17,636,615	28.99%
Industries not Classified	26,460	6.44%	\$1,065,480	0.28%	303	0.01%	\$3,971	0.01%

Industries for Minority Groups in the State of Minnesota (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	15,258	4,024	26.37%	5,435	35.62%	3,616	23.70%	2,413	15.81%
Agricultural services, forestry, fishing, and mining	203	17	0.11%	62	0.41%	85	0.56%	64	0.42%
Construction industries	955	162	1.06%	133	0.87%	317	2.08%	360	2.36%
Manufacturing	426	48	0.31%	164	1.07%	105	0.69%	131	0.86%
Transportation, communications, and utilities	804	490	3.21%	128	0.84%	89	0.58%	116	0.76%
Wholesale trade	354	78	0.51%	127	0.83%	96	0.63%	52	0.34%
Retail trade	1,989	380	2.49%	1,142	7.48%	312	2.04%	202	1.32%
Finance, insurance and real estate industries	757	231	1.51%	330	2.16%	112	0.73%	88	0.58%
Service industries	6,854	2,090	13.70%	2,872	18.82%	1,395	9.14%	592	3.88%
Industries not Classified	2,920	530	3.47%	480	3.15%	1,098	7.20%	812	5.32%

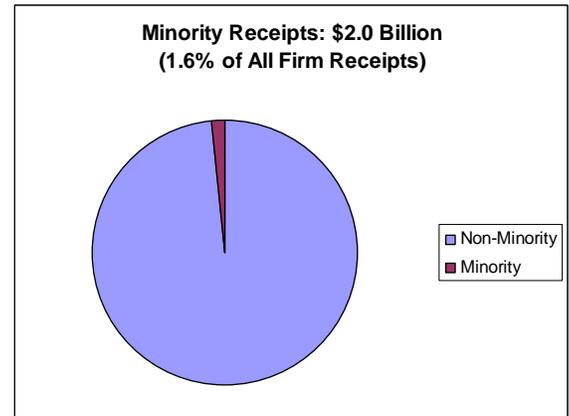
Industries for Minority Groups in the State of Minnesota (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$3,105,911	\$523,126	16.84%	\$1,712,093	55.12%	\$391,714	12.61%	\$514,907	16.58%
Agricultural services, forestry, fishing, mining	D	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$358,415	\$30,185	0.97%	\$124,638	4.01%	\$34,252	1.10%	\$176,316	5.68%
Manufacturing	\$271,925	\$60,941	1.96%	\$187,290	6.03%	No Data	No Data	\$15,184	0.49%
Transportation, communications, utilities	\$52,155	\$14,091	0.45%	No Data	No Data	\$6,128	0.20%	No Data	No Data
Wholesale trade	\$441,713	\$40,139	1.29%	\$288,381	9.28%	\$100,250	3.23%	No Data	No Data
Retail trade	\$847,012	\$217,408	7.00%	\$399,753	12.87%	\$106,819	3.44%	\$130,009	4.19%
Finance, insurance and real estate industries	\$144,756	\$46,317	1.49%	\$73,994	2.38%	No Data	No Data	\$18,597	0.60%
Service industries	\$897,400	\$107,118	3.45%	\$588,845	18.96%	\$99,488	3.20%	\$122,148	3.93%
Industries not Classified	\$77,838	No Data	No Data	No Data	No Data	\$25,539	0.82%	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: 2,371,826 persons
- Total Firms: 167,907 firms
- Annual sales of all firms in the State: \$122.9 billion
- 1997 Total Minority Population: 1,039,361 persons
- Total Minority-Owned Firms: 21,997 firms
- Annual sales of Minority-owned firms in State: \$2.0 billion
- Total African American-owned firms: 17,617 firms
- Annual sales from African American-owned firms: \$852.8 million
- Asian & Pacific Islander-owned firms: 2,518 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$818.3 million
- Hispanic-owned Firms : 988 firms
- Annual sales of Hispanic-owned firms: \$124.1 million
- American Indian & Alaska Natives-owned firms: 1,088 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$209.9 million

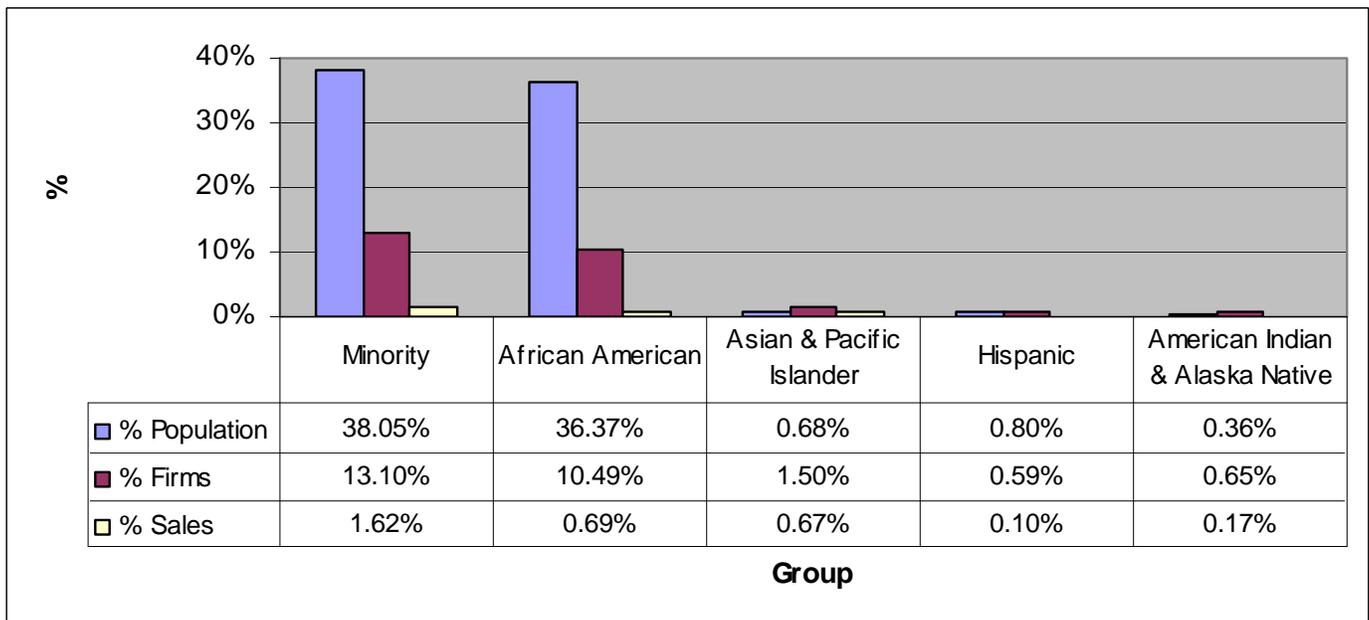


Business Participation¹

Group	State BPR: Mississippi	National BPR
All	61	78
Non-Minority	86	91
Minority	21	42
African American	18	24
Asian & Pacific Islander	135	90
Hispanic	45	41
American Indian & Alaska Native	111	85

Parity²:

In the State of Mississippi, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Mississippi

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	167,907		\$122,887,932		866,254		\$18,434,395	
Agricultural services, forestry, fishing, mining	4,862	2.90%	\$570,072	0.46%	4,814	0.56%	\$82,995	0.45%
Construction industries	23,016	13.71%	\$6,747,940	5.49%	47,592	5.49%	\$1,145,183	6.21%
Manufacturing	7,207	4.29%	\$40,788,713	33.19%	237,094	27.37%	\$5,847,079	31.72%
Transportation, communications, and utilities	9,927	5.91%	\$8,389,296	6.83%	46,664	5.39%	\$1,459,189	7.92%
Wholesale trade	5,866	3.49%	\$19,955,531	16.24%	45,340	5.23%	\$1,225,768	6.65%
Retail trade	27,814	16.57%	\$21,758,449	17.71%	201,431	23.25%	\$2,426,500	13.16%
Finance, insurance and real estate industries	14,948	8.90%	\$9,010,770	7.33%	41,770	4.82%	\$1,149,001	6.23%
Service industries	60,121	35.81%	\$14,529,923	11.82%	236,583	27.31%	\$4,962,256	26.92%
Industries not Classified	12,770	7.61%	\$359,153	0.29%	160	0.02%	\$3,268	0.02%

Industries for Minority Groups in the State of Mississippi (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	21,997	17,617	80.09%	2,518	11.45%	988	4.49%	1,088	4.95%
Agricultural services, forestry, fishing, and mining	955	419	1.90%	520	2.36%	12	0.05%	21	0.10%
Construction industries	2,421	2,159	9.81%	12	0.05%	15	0.07%	0	0.00%
Manufacturing	954	850	3.86%	72	0.33%	105	0.48%	123	0.56%
Transportation, communications, and utilities	1,576	1,508	6.86%	40	0.18%	52	0.24%	41	0.19%
Wholesale trade	163	105	0.48%	9	0.04%	61	0.28%	26	0.12%
Retail trade	3,162	2,229	10.13%	24	0.11%	14	0.06%	21	0.10%
Finance, insurance and real estate industries	738	601	2.73%	652	2.96%	164	0.75%	188	0.85%
Service industries	9,162	7,865	35.75%	80	0.36%	25	0.11%	52	0.24%
Industries not Classified	2,842	1,882	8.56%	806	3.66%	333	1.51%	224	1.02%

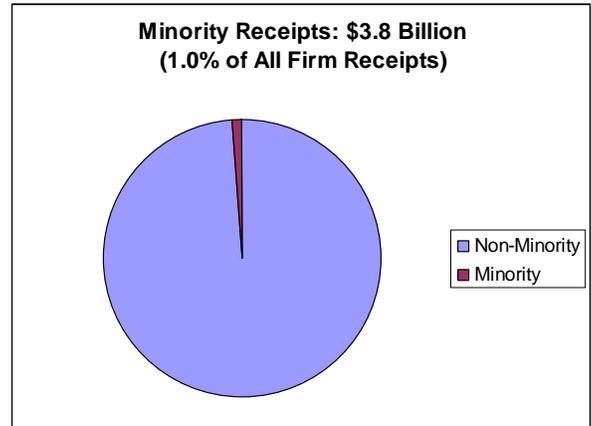
Industries for Minority Groups in the State of Mississippi (Sales in 1,000s)

	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	\$1,993,954	\$852,824	42.77%	\$818,332	41.04%	\$124,079	6.22%	\$209,854	10.52%
Agricultural services, forestry, fishing, mining	\$36,684	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$256,632	\$142,137	7.13%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	\$372,039	\$41,080	2.06%	\$21,216	1.06%	\$46,568	2.34%	\$62,157	3.12%
Transportation, communications, utilities	\$109,654	\$103,717	5.20%	No Data	No Data	\$7,640	0.38%	\$27,201	1.36%
Wholesale trade	\$148,939	\$14,724	0.74%	No Data	No Data	\$4,173	0.21%	\$3,859	0.19%
Retail trade	\$535,662	\$225,871	11.33%	\$103,018	5.17%	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	\$45,382	\$32,702	1.64%	\$233,892	11.73%	\$21,162	1.06%	\$63,886	3.20%
Service industries	\$405,548	\$249,379	12.51%	No Data	No Data	\$2,950	0.15%	\$4,316	0.22%
Industries not Classified	\$83,210	\$38,853	1.95%	\$119,260	5.98%	\$23,163	1.16%	\$17,281	0.87%

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

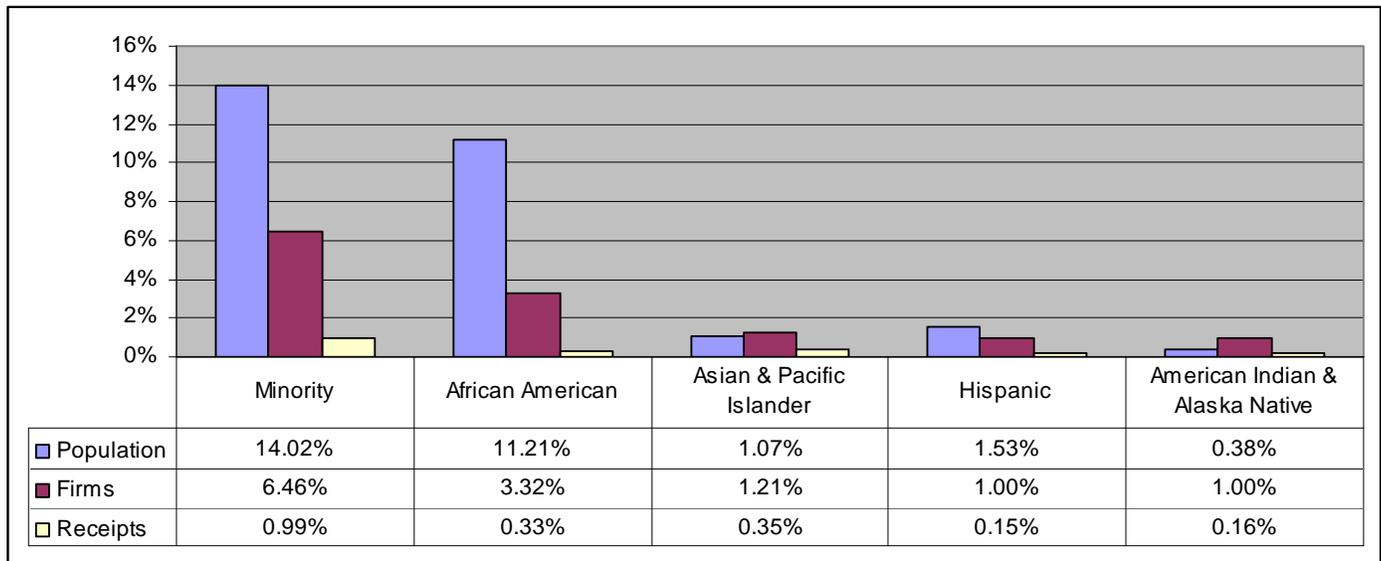


Business Participation¹

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

Parity²:

In the Missouri, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Missouri

Industry Description	Total number of firms	% of All Firms	Sales of all firms (\$1,000)	% of All Sales from All Firms	Employees	% of Employees from All Firms	Annual payroll (\$1,000)	% of Payroll from All Firms
All industries	411,403		\$382,797,052		2,196,997		\$57,986,062	
Agricultural services, forestry, fishing, and mining	9,366	2.28%	\$955,533	0.25%	11,627	0.53%	\$214,352	0.37%
Construction industries	52,096	12.66%	\$20,214,229	5.28%	131,419	5.98%	\$4,047,828	6.98%
Manufacturing	14,034	3.41%	\$99,171,537	25.91%	419,642	19.10%	\$14,289,192	24.64%
Transportation, communications, and utilities	21,531	5.23%	\$23,201,894	6.06%	137,726	6.27%	\$4,543,216	7.84%
Wholesale trade	16,320	3.97%	\$95,885,213	25.05%	152,056	6.92%	\$5,504,228	9.49%
Retail trade	61,834	15.03%	\$54,212,563	14.16%	469,654	21.38%	\$6,559,565	11.31%
Finance, insurance and real estate industries	44,743	10.88%	\$40,017,690	10.45%	151,068	6.88%	\$5,214,248	8.99%
Service industries	165,266	40.17%	\$47,372,013	12.38%	716,957	32.63%	\$17,377,393	29.97%
Industries not Classified	26,561	6.46%	\$1,037,186	0.27%	323	0.01%	\$5,062	0.01%

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

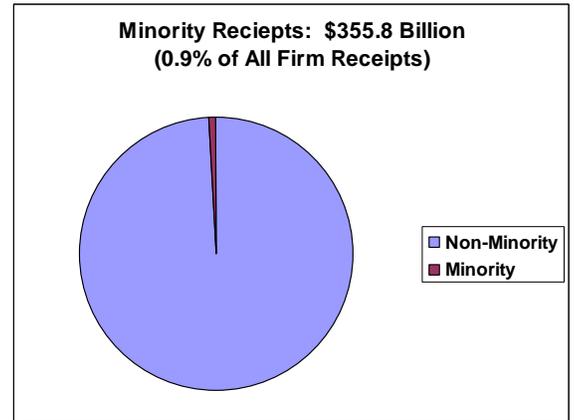
	Minority Firms ¹	African American	% of All Minority Firms	Asian & Pacific Islander	% of All Minority Firms	Hispanic	% of All Minority Firms	American Indian	% of All Minority Firms
All industries	26,558	13,678	51.50%	4,974	18.73%	4,107	15.46%	4,106	15.46%
Agricultural services, forestry, fishing, and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

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

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

Demographic and Business Statistics

- 1997 Total Population: 878,706 persons
- Total Firms: 93,677 firms
- Annual sales of all firms in the State: \$37.7 billion
- 1997 Total Minority Population: 75,803 persons
- Total Minority-Owned Firms: 3,356 firms
- Annual sales of Minority-owned firms in State: \$355.8 million
- Total African American-owned firms: 62 firms
- Annual sales from African American-owned firms: No Data
- Asian & Pacific Islander-owned firms: 443 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$73.0 million
- Hispanic-owned Firms : 1,006 firms
- Annual sales of Hispanic-owned firms: \$115.0 million
- American Indian & Alaska Natives-owned firms: 1,912 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$165.3 million

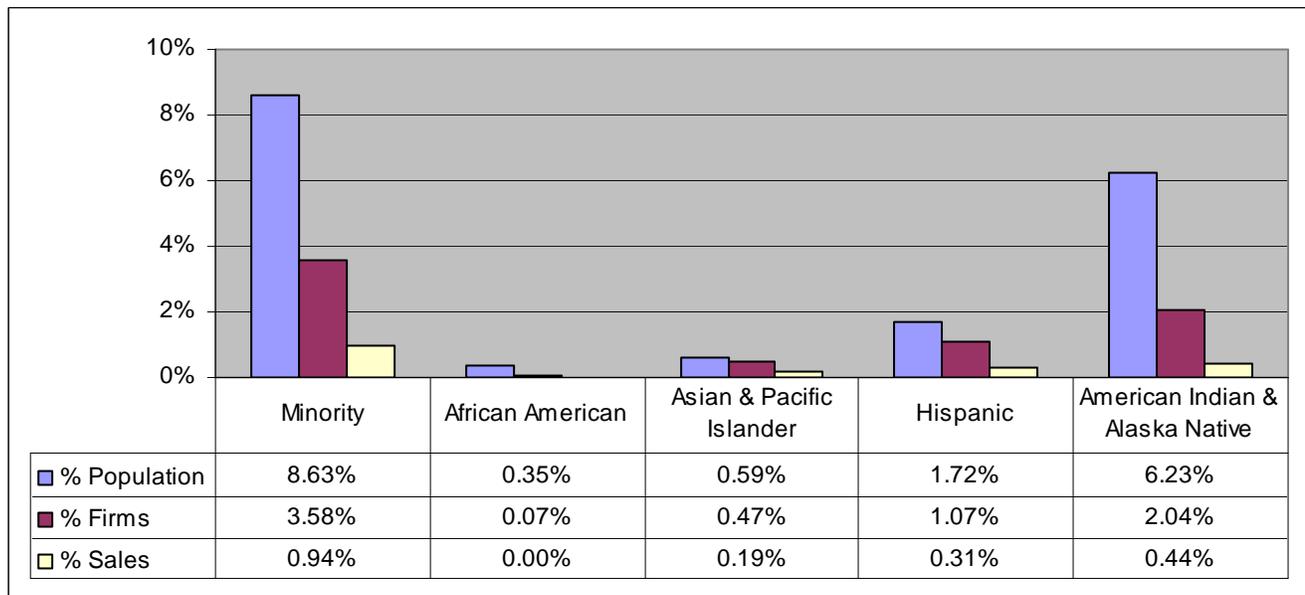


Business Participation¹

Group	State BPR: Montana	National BPR
All	107	78
Non-Minority	112	91
Minority	44	42
African American	20	24
Asian & Pacific Islander	86	90
Hispanic	66	41
American Indian & Alaska Native	35	85

Parity²:

In the State of Montana, no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Montana

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	93,677		37,668,225		269,469		5,447,948	
Agricultural services, forestry, fishing, mining	2,848	3.04%	216,387	0.57%	1,806	0.67%	32,987	0.61%
Construction industries	12,200	13.02%	2,729,154	7.25%	17,700	6.57%	457,463	8.40%
Manufacturing	4,248	4.53%	5,350,258	14.20%	23,233	8.62%	647,013	11.88%
Transportation, communications, and utilities	4,199	4.48%	2,955,012	7.84%	17,086	6.34%	490,222	9.00%
Wholesale trade	2,869	3.06%	8,369,288	22.22%	17,947	6.66%	457,968	8.41%
Retail trade	15,568	16.62%	8,321,906	22.09%	76,929	28.55%	947,425	17.39%
Finance, insurance and real estate industries	8,532	9.11%	2,850,843	7.57%	16,017	5.94%	423,185	7.77%
Service industries	37,516	40.05%	5,411,155	14.37%	93,196	34.59%	1,765,657	32.41%
Industries not Classified	5,012	5.35%	139,944	0.37%	62	0.02%	945	0.02%

Industries for Minority Groups in the State of Montana (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	3,356	62	1.85%	443	13.20%	1,006	29.98%	1,912	56.97%
Agricultural services, forestry, fishing, and mining	75	12	0.36%	9	0.27%	38	1.13%	24	0.72%
Construction industries	435	6	0.18%	27	0.80%	103	3.07%	318	9.48%
Manufacturing	189	2	0.06%	8	0.24%	38	1.13%	151	4.50%
Transportation, communications, and utilities	94	0	0.00%	8	0.24%	30	0.89%	62	1.85%
Wholesale trade	41	1	0.03%	5	0.15%	9	0.27%	26	0.77%
Retail trade	400	3	0.09%	102	3.04%	108	3.22%	201	5.99%
Finance, insurance and real estate industries	68	3	0.09%	14	0.42%	26	0.77%	32	0.95%
Service industries	1,085	27	0.80%	168	5.01%	361	10.76%	559	16.66%
Industries not Classified	962	8	0.24%	102	3.04%	293	8.73%	531	15.82%

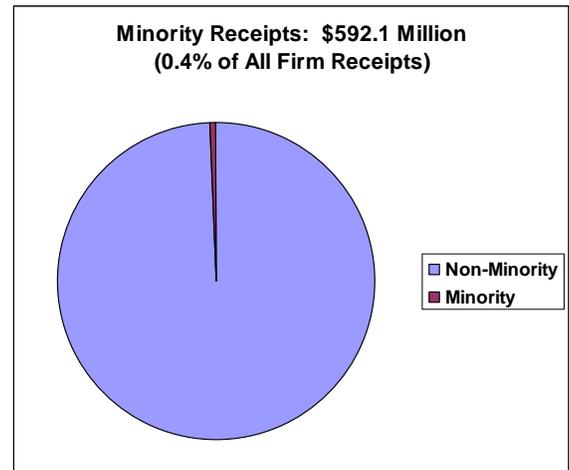
Industries for Minority Groups in the State of Montana (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	355,777	No Data	No Data	73,026	20.53%	114,897	32.29%	165,265	46.45%
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	50,877	No Data	No Data	No Data	No Data	7,627	2.14%	41,572	11.68%
Manufacturing	No Data	No Data	No Data	No Data	No Data	3,487	0.98%	6,326	1.78%
Transportation, communications, utilities	10,741	No Data	No Data	No Data	No Data	1,350	0.38%	7,222	2.03%
Wholesale trade	33,451	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	120,198	No Data	No Data	27,084	7.61%	No Data	No Data	25,370	7.13%
Finance, insurance and real estate industries	7,922	No Data	No Data	No Data	No Data	5,621	1.58%	No Data	No Data
Service industries	52,279	No Data	No Data	22,890	6.43%	12,636	3.55%	14,384	4.04%
Industries not Classified	67,558	No Data	No Data	No Data	No Data	12,723	3.58%	36,062	10.14%

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

Demographic and Business Statistics

- 1997 Total Population: 1,656,042 persons
- Total Firms: 138,762 firms
- Annual sales of all firms in the State: \$137.8 billion
- 1997 Total Minority Population: 163,323 persons
- Total Minority-Owned Firms: 4,632 firms
- Annual sales of Minority-owned firms in State: \$592.1 million
- Total African American-owned firms: 1,565 firms
- Annual sales from African American-owned firms: \$129.2 million
- Asian & Pacific Islander-owned firms: 877 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$224.3 million
- Hispanic-owned Firms : 1,437 firms
- Annual sales of Hispanic-owned firms: \$141.2 million
- American Indian & Alaska Natives-owned firms: 799 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$99.8 million

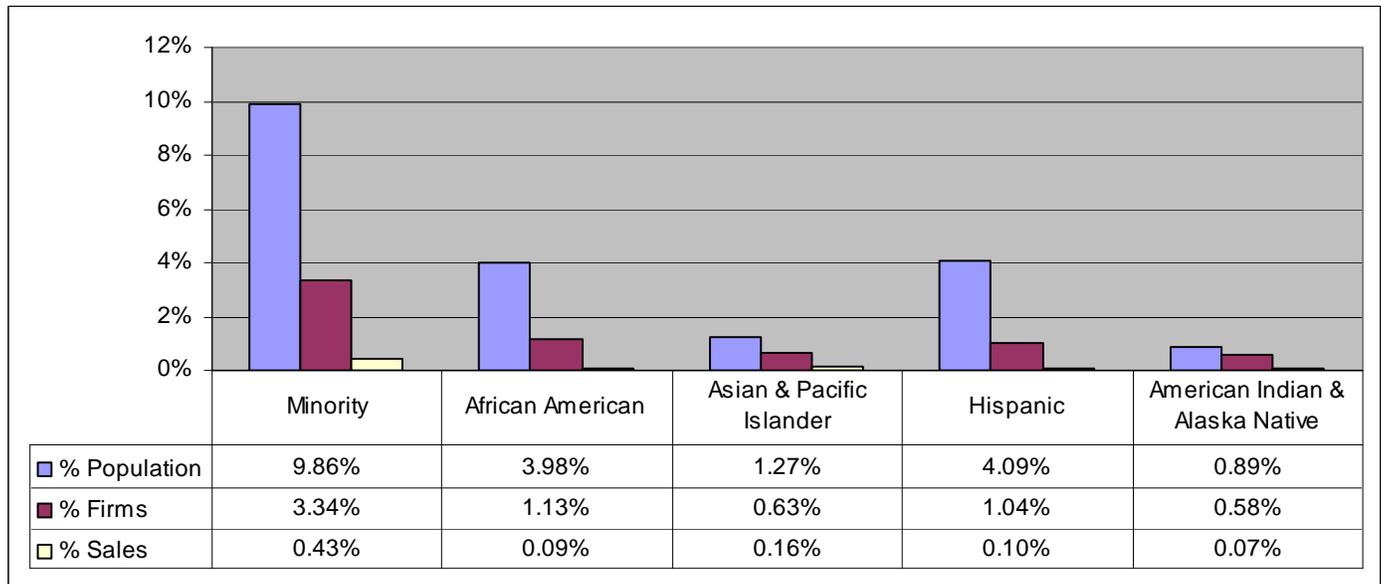


Business Participation¹

Group	State BPR: Nebraska	National BPR
All	84	78
Non-Minority	90	91
Minority	28	42
African American	24	24
Asian & Pacific Islander	42	90
Hispanic	21	41
American Indian & Alaska Native	54	85

Parity²:

In the State of Nebraska, no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Nebraska

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	138,762		\$137,755,012		687,525		\$16,035,060	
Agricultural services, forestry, fishing, mining	4,080	2.94%	\$647,286	0.47%	4,297	0.62%	\$88,777	0.55%
Construction industries	15,909	11.46%	\$5,692,759	4.13%	39,160	5.70%	\$1,137,343	7.09%
Manufacturing	3,347	2.41%	\$28,451,527	20.65%	116,206	16.90%	\$3,382,359	21.09%
Transportation, communications, and utilities	7,096	5.11%	\$12,659,953	9.19%	39,460	5.74%	\$1,234,502	7.70%
Wholesale trade	5,196	3.74%	\$40,031,941	29.06%	50,063	7.28%	\$1,395,152	8.70%
Retail trade	23,140	16.68%	\$16,838,701	12.22%	153,042	22.26%	\$1,918,181	11.96%
Finance, insurance and real estate industries	14,655	10.56%	\$19,219,599	13.95%	57,852	8.41%	\$1,796,338	11.20%
Service industries	56,790	40.93%	\$13,859,498	10.06%	226,032	32.88%	\$5,038,089	31.42%
Industries not Classified	8,547	6.16%	\$216,013	0.16%	104	0.02%	\$1,607	0.01%

Industries for Minority Groups in the State of Nebraska (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	4,632	1,565	33.79%	877	18.93%	1,437	31.02%	799	17.25%
Agricultural services, forestry, fishing, and mining	17	9	0.19%	No Data	No Data	5	0.11%	3	0.06%
Construction industries	403	82	1.77%	17	0.37%	243	5.25%	74	1.60%
Manufacturing	46	16	0.35%	9	0.19%	13	0.28%	13	0.28%
Transportation, communications, and utilities	131	41	0.89%	2	0.04%	70	1.51%	40	0.86%
Wholesale trade	77	23	0.50%	22	0.47%	14	0.30%	18	0.39%
Retail trade	813	181	3.91%	354	7.64%	230	4.97%	65	1.40%
Finance, insurance and real estate industries	197	60	1.30%	38	0.82%	79	1.71%	20	0.43%
Service industries	2,085	1,012	21.85%	387	8.35%	593	12.80%	114	2.46%
Industries not Classified	878	142	3.07%	47	1.01%	191	4.12%	450	9.72%

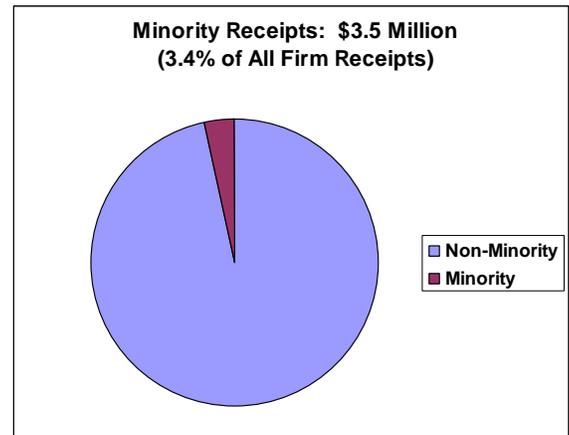
Industries for Minority Groups in the State of Nebraska (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$592,132	\$129,219	21.82%	\$224,264	37.87%	\$141,202	23.85%	\$99,826	16.86%
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	\$68,264	No Data	No Data	\$3,240	0.55%	\$40,195	6.79%	\$19,628	3.31%
Manufacturing	\$46,088	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	\$11,984	\$5,568	0.94%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	\$44,894	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	\$158,192	No Data	No Data	\$97,590	16.48%	\$33,804	5.71%	\$9,144	1.54%
Finance, insurance and real estate industries	\$27,495	\$9,993	1.69%	No Data	No Data	No Data	No Data	\$3,466	0.59%
Service industries	\$184,839	\$58,486	9.88%	\$79,341	13.40%	\$34,672	5.86%	\$12,648	2.14%
Industries not Classified	\$45,553	No Data	No Data	No Data	No Data	\$18,868	3.19%	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: 1,675,581 persons
- Total Firms: 129,757 firms
- Annual sales of all firms in the State: \$102.8 billion
- 1997 Total Minority Population: 459,777 persons
- Total Minority-Owned Firms: 15,187 firms
- Annual sales of Minority-owned firms in State: \$3.5 billion
- Total African American-owned firms: 2,796 firms
- Annual sales from African American-owned firms: \$225.9 million
- Asian & Pacific Islander-owned firms: 5,005 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.9 million
- Hispanic-owned Firms : 6,565 firms
- Annual sales of Hispanic-owned firms: \$1.2 billion
- American Indian & Alaska Natives-owned firms: 1,231 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$244.7 million

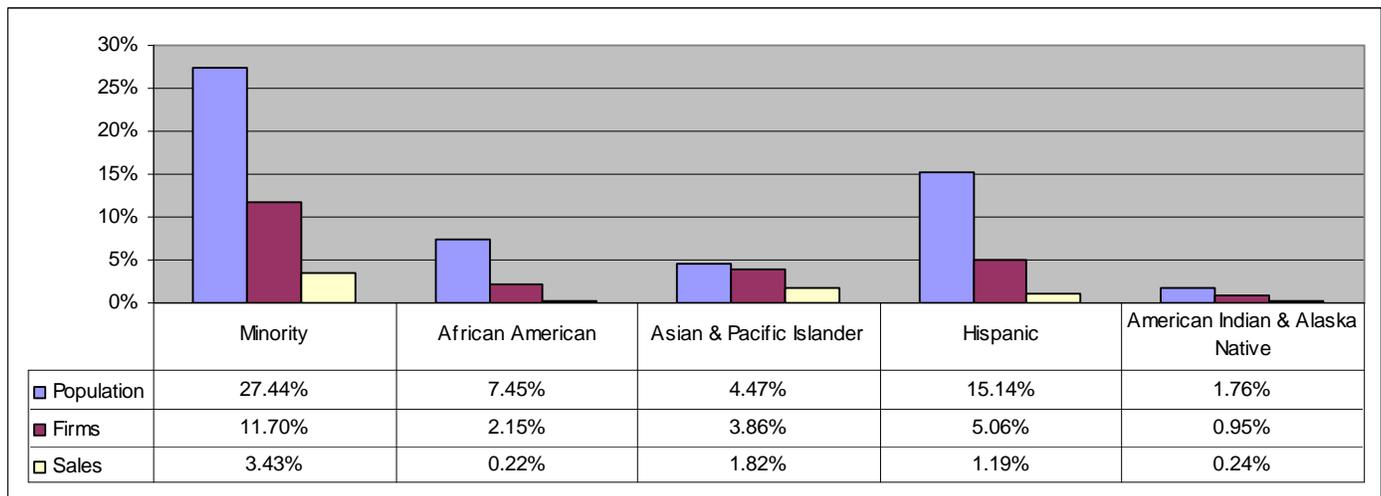


Business Participation¹

Group	State BPR: Nevada	National BPR
All	77	78
Non-Minority	94	91
Minority	33	42
African American	22	24
Asian & Pacific Islander	67	90
Hispanic	26	41
American Indian & Alaska Native	42	85

Parity²:

In the State of Nevada, no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Nevada

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	129,757		102,813,070		757,255		19,291,136	
Agricultural services, forestry, fishing, mining	2,219	1.71%	428,083	0.42%	6,034	0.80%	120,580	0.63%
Construction industries	11,420	8.80%	12,555,601	12.21%	72,593	9.59%	2,354,914	12.21%
Manufacturing	3,434	2.65%	6,772,701	6.59%	40,729	5.38%	1,275,707	6.61%
Transportation, communications, and utilities	4,247	3.27%	5,987,147	5.82%	36,999	4.89%	1,144,325	5.93%
Wholesale trade	4,932	3.80%	14,270,217	13.88%	33,883	4.47%	1,103,429	5.72%
Retail trade	17,191	13.25%	19,792,089	19.25%	141,100	18.63%	2,325,807	12.06%
Finance, insurance and real estate industries	19,447	14.99%	10,732,436	10.44%	39,495	5.22%	1,245,187	6.45%
Service industries	57,502	44.32%	27,985,449	27.22%	371,607	49.07%	9,060,558	46.97%
Industries not Classified	8,851	6.82%	880,344	0.86%	233	0.03%	7,129	0.04%

Industries for Minority Groups in the State of Nevada (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	15,187	2,796	18.41%	5,005	32.96%	6,565	43.23%	1,231	8.11%
Agricultural services, forestry, fishing, and mining	335	25	0.16%	16	0.11%	285	1.88%	16	0.11%
Construction industries	951	128	0.84%	119	0.78%	607	4.00%	157	1.03%
Manufacturing	246	23	0.15%	79	0.52%	140	0.92%	17	0.11%
Transportation, communications, and utilities	378	95	0.63%	100	0.66%	162	1.07%	No Data	No Data
Wholesale trade	356	44	0.29%	131	0.86%	130	0.86%	72	0.47%
Retail trade	2,502	291	1.92%	1,255	8.26%	858	5.65%	122	0.80%
Finance, insurance and real estate industries	1,345	265	1.74%	669	4.41%	360	2.37%	76	0.50%
Service industries	6,508	1,557	10.25%	2,154	14.18%	2,675	17.61%	372	2.45%
Industries not Classified	2,558	369	2.43%	483	3.18%	1,343	8.84%	312	2.05%

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

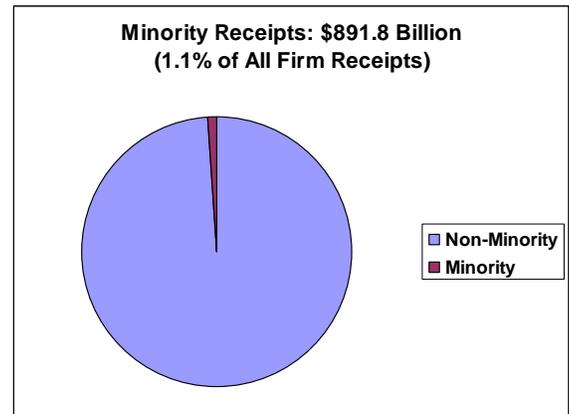
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$3,523,319	\$225,880	6.41%	\$1,867,754	53.01%	\$1,220,858	34.65%	\$244,734	6.95%
Agricultural services, forestry, fishing, mining	\$26,839	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$416,518	No Data	No Data	\$13,140	0.37%	\$279,055	7.92%	\$66,528	1.89%
Manufacturing	\$200,156	No Data	No Data	\$25,303	0.72%	\$174,179	4.94%	No Data	No Data
Transportation, communications, utilities	\$118,488	\$15,251	0.43%	No Data	No Data	\$52,100	1.48%	No Data	No Data
Wholesale trade	\$334,831	No Data	No Data	\$199,794	5.67%	\$111,964	3.18%	\$24,799	0.70%
Retail trade	\$745,214	No Data	No Data	\$455,404	12.93%	\$214,952	6.10%	\$76,850	2.18%
Finance, insurance and real estate industries	\$163,127	No Data	No Data	\$122,463	3.48%	\$29,089	0.83%	\$5,189	0.15%
Service industries	\$1,327,986	\$93,870	2.66%	\$979,323	27.80%	\$233,806	6.64%	\$37,048	1.05%
Industries not Classified	\$179,679	\$9,031	0.26%	\$26,092	0.74%	\$99,728	2.83%	\$8,296	0.24%

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

The State of Minority Business in the State of New Hampshire

Demographic and Business Statistics

- 1997 Total Population: 1,173,239 persons
- Total Firms: 115,747 firms
- Annual sales of all firms in the State: \$79.3 billion
- 1997 Total Minority Population: 39,324 persons
- Total Minority-Owned Firms: 3,228 firms
- Annual sales of Minority-owned firms in State: \$891.8 million
- Total African American-owned firms: 326 firms
- Annual sales from African American-owned firms: \$32.4 million
- Asian & Pacific Islander-owned firms: 1,165 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$586.9 million
- Hispanic-owned Firms : 735 firms
- Annual sales of Hispanic-owned firms: \$116.7 million
- American Indian & Alaska Natives-owned firms: 1,038 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$156.7 million

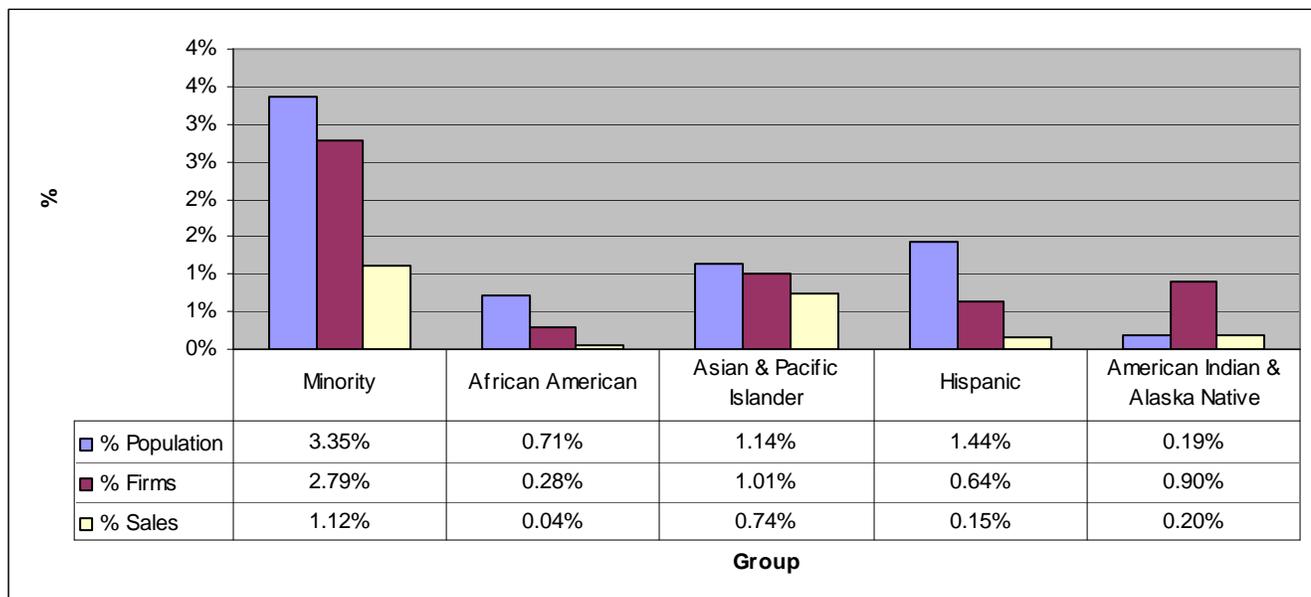


Business Participation¹

Group	State BPR: New Hampshire	National BPR
All	99	78
Non-Minority	99	91
Minority	82	42
African American	39	24
Asian & Pacific Islander	87	90
Hispanic	44	41
American Indian & Alaska Native	456	85

Parity²:

In the State of New Hampshire, the American Indian & Alaska Native group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of New Hampshire

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	115,747		79,303,771		507,990		13,494,257	
Agricultural services, forestry, fishing, mining	2,770	2.39%	290,028	0.37%	2,900	0.57%	67,648	0.50%
Construction industries	17,244	14.90%	4,054,738	5.11%	22,047	4.34%	697,074	5.17%
Manufacturing	5,763	4.98%	20,351,753	25.66%	106,617	20.99%	3,795,308	28.13%
Transportation, communications, and utilities	4,084	3.53%	3,791,953	4.78%	23,617	4.65%	762,707	5.65%
Wholesale trade	4,565	3.94%	12,422,176	15.66%	27,775	5.47%	1,022,374	7.58%
Retail trade	15,397	13.30%	17,384,713	21.92%	128,734	25.34%	1,827,616	13.54%
Finance, insurance and real estate industries	10,748	9.29%	9,278,986	11.70%	29,334	5.77%	1,038,440	7.70%
Service industries	48,391	41.81%	11,422,710	14.40%	166,418	32.76%	4,260,699	31.57%
Industries not Classified	6,828	5.90%	225,395	0.28%	107	0.02%	2,081	0.02%

Industries for Minority Groups in the State of New Hampshire (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	3,228	326	10.10%	1,165	36.09%	735	22.77%	1,038	32.16%
Agricultural services, forestry, fishing, and mining	No Data	26	0.81%	17	0.53%	2	0.06%	7	0.22%
Construction industries	284	No Data	No Data	31	0.96%	83	2.57%	148	4.58%
Manufacturing	60	29	0.90%	24	0.74%	11	0.34%	22	0.68%
Transportation, communications, and utilities	50	21	0.65%	3	0.09%	18	0.56%	21	0.65%
Wholesale trade	72	7	0.22%	41	1.27%	10	0.31%	16	0.50%
Retail trade	551	10	0.31%	364	11.28%	66	2.04%	89	2.76%
Finance, insurance and real estate industries	123	65	2.01%	66	2.04%	30	0.93%	20	0.62%
Service industries	1,116	7	0.22%	500	15.49%	303	9.39%	163	5.05%
Industries not Classified	956	171	5.30%	123	3.81%	212	6.57%	552	17.10%

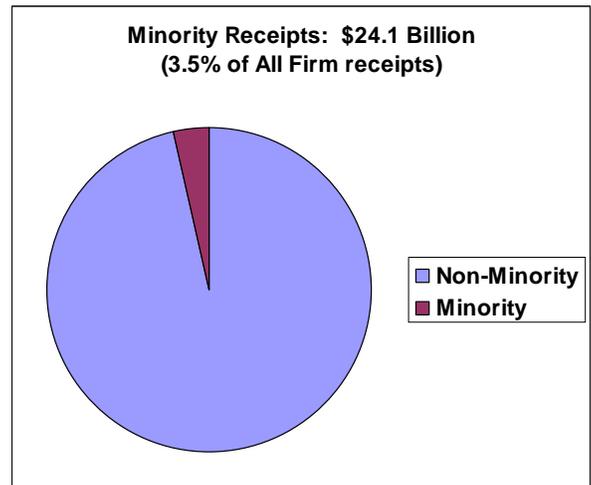
Industries for Minority Groups in the State of New Hampshire (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	891,838	32,351	3.63%	586,936	65.81%	116,696	13.08%	156,740	17.57%
Agricultural services, forestry, fishing, mining	No Data	686	0.08%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	41,011	No Data	No Data	No Data	No Data	12,346	1.38%	12,085	1.36%
Manufacturing	No Data	4,707	0.53%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	494	0.06%	No Data	No Data	953	0.11%	8,987	1.01%
Wholesale trade	181,579	No Data	No Data	65,563	7.35%	No Data	No Data	No Data	No Data
Retail trade	172,643	No Data	No Data	131,060	14.70%	17,380	1.95%	22,778	2.55%
Finance, insurance and real estate industries	27,417	3,105	0.35%	No Data	No Data	No Data	No Data	3,382	0.38%
Service industries	149,526	No Data	No Data	88,462	9.92%	26,050	2.92%	18,043	2.02%
Industries not Classified	94,949	17,111	1.92%	68,746	7.71%	6,414	0.72%	16,519	1.85%

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: 8,054,078 persons
- Total Firms: 654,227 firms
- Annual sales of all firms in region: \$690.0 billion
- 1997 Total Minority Population: 2,454,200 persons
- Total Minority-Owned Firms: 102,295 firms
- Annual sales of minority-owned firms in region: \$24.1 billion
- Total African American-owned firms: 26,500 firms
- Annual sales of African American-owned firms: \$2.2 billion
- Asian & Pacific Islander-owned Firms: 41,432
- Annual sales of Asian & Pacific Islander-owned firms: \$16.7 billion
- Hispanic-owned Firms : 36,116 firms
- Annual sales of Hispanic-owned firms: \$5.1 billion
- American Indian & Alaska Natives-owned Firms: 2,375 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: \$364.1 million

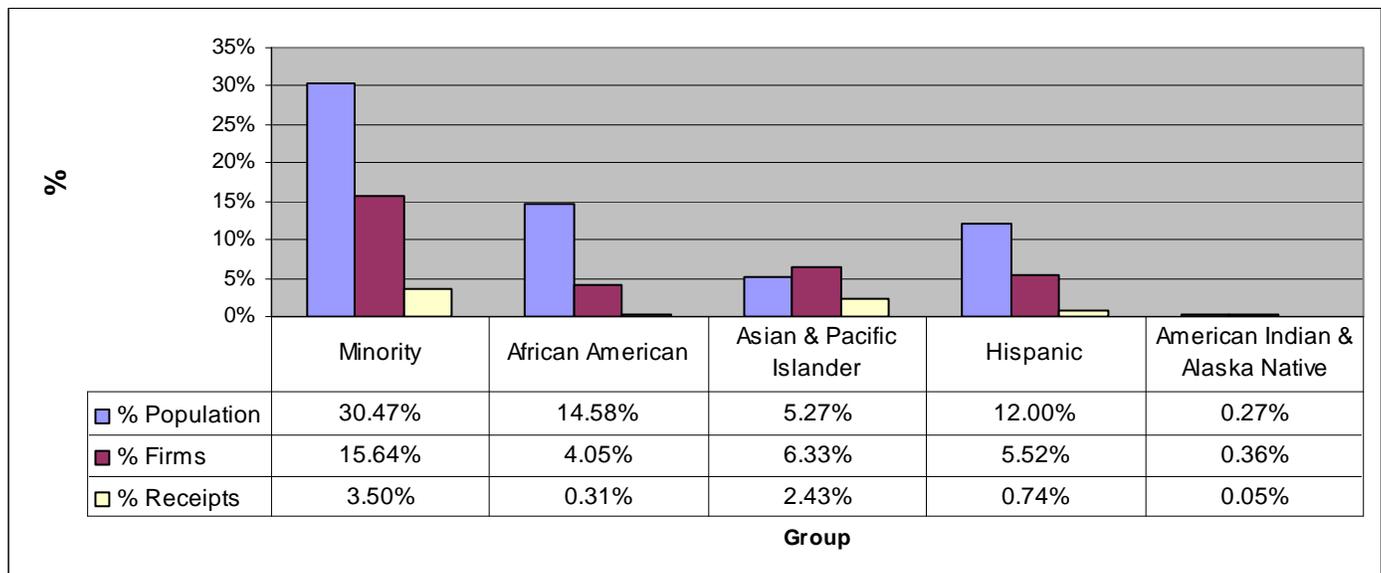


Business Participation¹

Group	State BPR: New Jersey	National BPR
All	81	78
Non-Minority	99	91
Minority	42	42
African American	23	24
Asian & Pacific Islander	98	90
Hispanic	37	41
American Indian & Alaska Native	111	85

Parity²:

In the State of New Jersey, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart).



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

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

Industry Breakdown for All Firms in the State of New Jersey

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	654,227		\$690,007,714	100.00%	3,298,375		\$113,091,959	
Agricultural services, forestry, fishing, and mining	11,424	1.75%	\$1,653,104	0.24%	17,476	0.53%	\$442,198	0.39%
Construction industries	63,910	9.77%	\$27,895,080	4.04%	142,816	4.33%	\$5,337,097	4.72%
Manufacturing	18,856	2.88%	\$103,686,646	15.03%	533,217	16.17%	\$23,769,621	21.02%
Transportation, communications, and utilities	31,901	4.88%	\$42,017,559	6.09%	260,240	7.89%	\$10,898,040	9.64%
Wholesale trade	31,819	4.86%	\$235,576,385	34.14%	310,659	9.42%	\$13,746,396	12.16%
Retail trade	85,292	13.04%	\$87,270,486	12.65%	632,190	19.17%	\$11,020,654	9.74%
Finance, insurance and real estate industries	86,613	13.24%	\$91,613,314	13.28%	259,146	7.86%	\$12,473,439	11.03%
Service industries	271,943	41.57%	\$97,418,313	14.12%	1,139,673	34.55%	\$35,278,983	31.19%
Industries not Classified	53,239	8.14%	\$2,536,087	0.37%	767	0.02%	\$23,946	0.02%

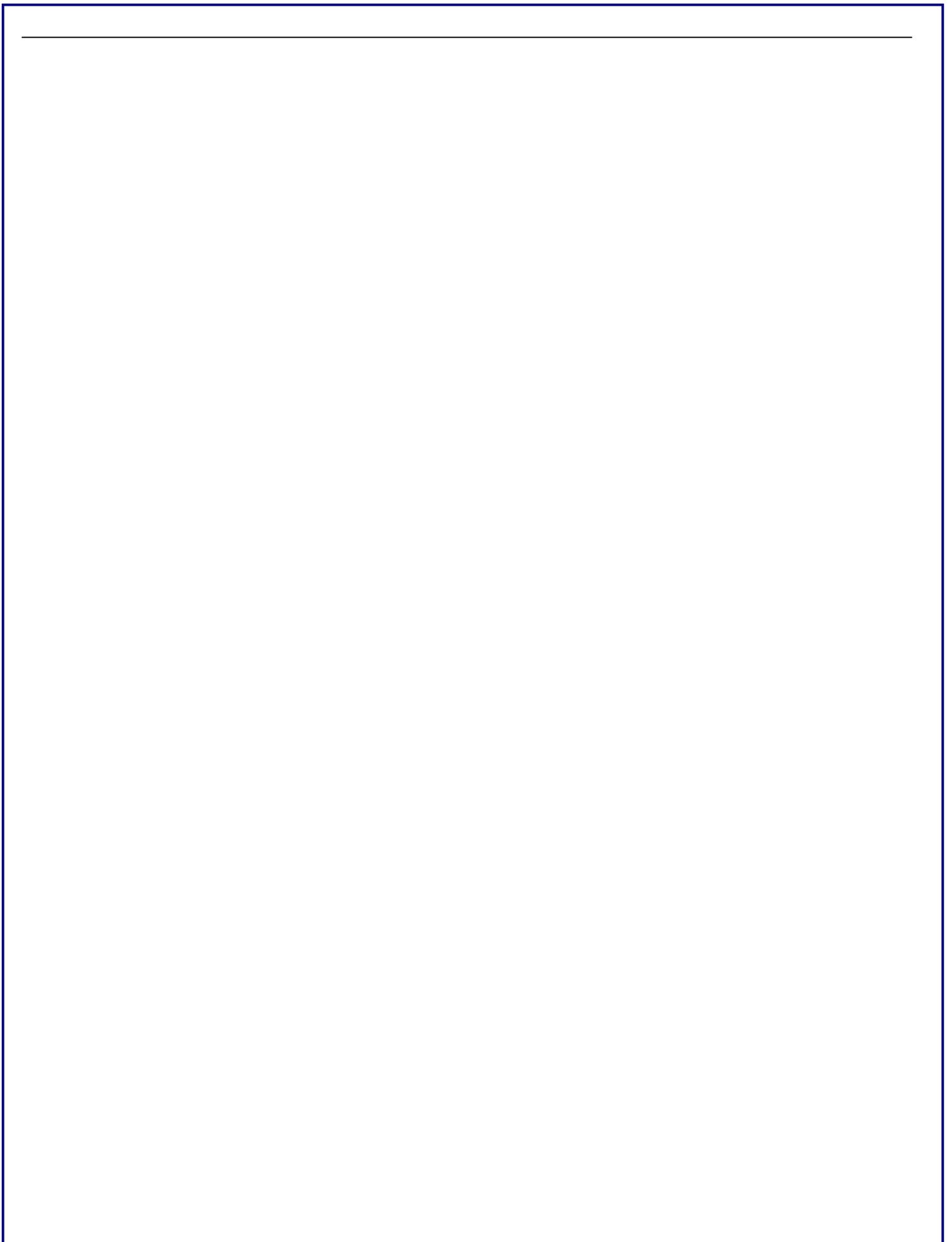
Industries for Minority Groups in the State of New Jersey (Firms)

	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	102,295	26,500	25.91%	41,432	40.50%	36,116	35.31%	2,375	2.32%
Agricultural services, forestry, fishing, and mining	602	194	0.19%	76	0.07%	298	0.29%	45	0.04%
Construction industries	5,375	1,362	1.33%	762	0.74%	3,049	2.98%	421	0.41%
Manufacturing	1,715	279	0.27%	648	0.63%	795	0.78%	29	0.03%
Transportation, communications, and utilities	9,134	3,205	3.13%	1,776	1.74%	4,399	4.30%	49	0.05%
Wholesale trade	4,226	386	0.38%	2,877	2.81%	915	0.89%	99	0.10%
Retail trade	17,174	3,035	2.97%	8,669	8.47%	6,211	6.07%	111	0.11%
Finance, insurance and real estate industries	6,585	1,554	1.52%	3,347	3.27%	1,827	1.79%	15	0.01%
Service industries	44,859	13,365	13.07%	18,393	17.98%	14,688	14.36%	282	0.28%
Industries not Classified	12,606	3,118	3.05%	4,868	4.76%	3,929	3.84%	1,324	1.29%

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

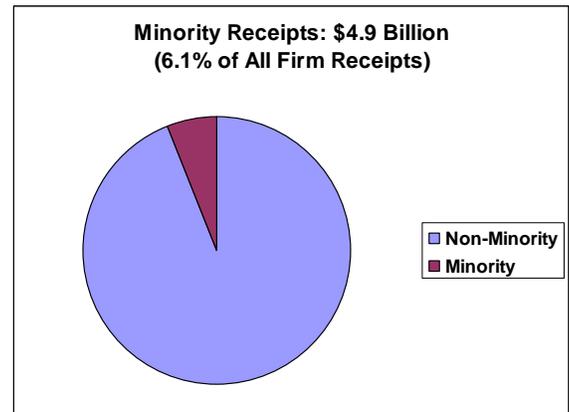
	Minority Sales ¹	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$24,138,905	\$2,160,441	8.95%	\$16,734,070	69.32%	\$5,107,287	21.16%	\$364,056	1.51%
Agricultural services, forestry, fishing	\$40,542	No Data	No Data	\$11,472	0.05%	\$14,916	0.06%	No Data	No Data
Construction industries	\$929,004	\$166,450	0.69%	\$242,789	1.01%	\$475,650	1.97%	\$50,957	0.21%
Manufacturing	\$1,386,913	\$135,668	0.56%	\$775,951	3.21%	\$461,212	1.91%	No Data	No Data
Transportation, communications, and utilities	\$698,747	\$189,612	0.79%	\$211,440	0.88%	\$313,040	1.30%	No Data	No Data
Wholesale trade	\$9,707,983	\$287,771	1.19%	\$8,234,953	34.11%	\$1,095,482	4.54%	\$124,661	0.52%
Retail trade	\$5,135,558	\$332,513	1.38%	\$3,226,591	13.37%	\$1,587,495	6.58%	\$65,094	0.27%
Finance, insurance and real estate industries	\$669,958	\$144,446	0.60%	\$415,286	1.72%	\$107,645	0.45%	No Data	No Data
Service industries	\$4,816,763	\$714,228	2.96%	\$3,225,812	13.36%	\$900,196	3.73%	\$36,787	0.15%
Not Classified	\$750,063	\$178,543	0.74%	\$387,027	1.60%	\$151,321	0.63%	\$54,195	0.22%

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: 1,722,939 persons
- Total Firms: 131,685 firms
- Annual sales of all firms in the State: \$79.8 billion
- 1997 Total Minority Population: 885,383 persons
- Total Minority-Owned Firms: 37,497 firms
- Annual sales of Minority-owned firms in State: \$4.9 billion
- Total African American-owned firms: 1,132 firms
- Annual sales from African American-owned firms: \$142.8 million
- Asian & Pacific Islander-owned firms: 2,548 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$578.0 million
- Hispanic-owned Firms : 28,285 firms
- Annual sales of Hispanic-owned firms: \$3.7 billion
- American Indian & Alaska Natives-owned firms: 6,838 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$579.7 million

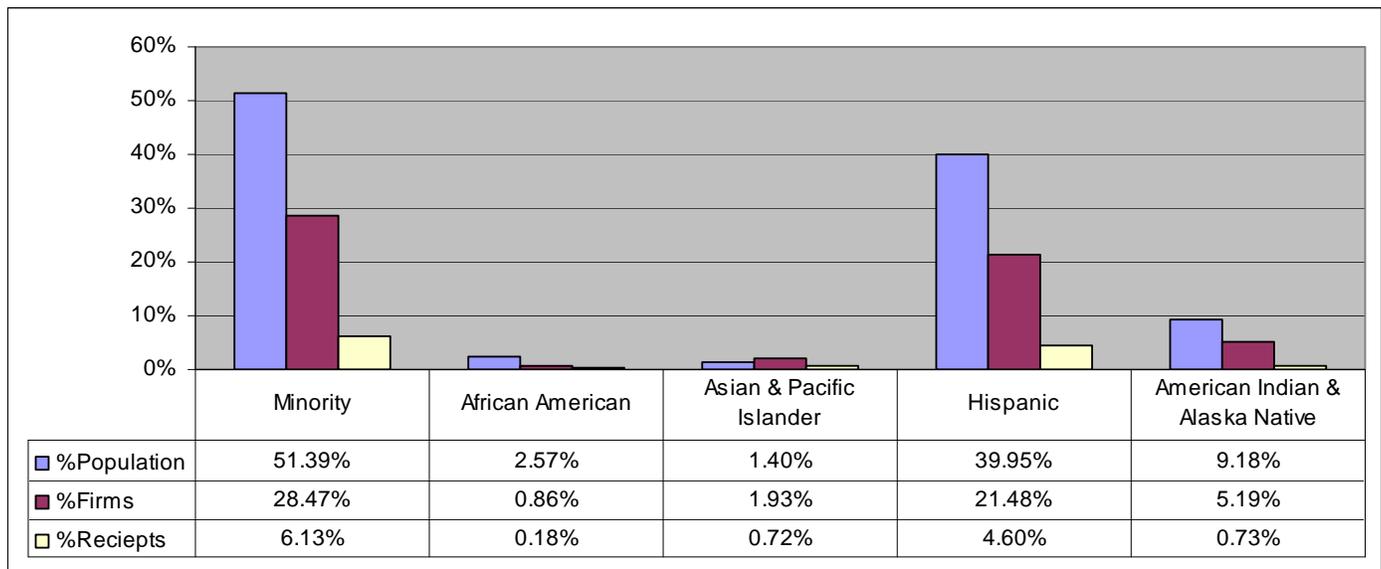


Business Participation¹

Group	State BPR: New Mexico	National BPR
All	76	78
Non-Minority	112	91
Minority	42	42
African American	26	24
Asian & Pacific Islander	106	90
Hispanic	41	41
American Indian & Alaska Native	43	85

Parity²:

In the State of New Mexico, the Asian & Pacific Islander group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of New Mexico

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	131,685		79,752,084		506,662		11,570,103	
Agricultural services, forestry, fishing, mining	2,569	1.95%	264,306	0.33%	3,509	0.69%	55,778	0.48%
Construction industries	13,598	10.33%	5,205,113	6.53%	41,642	8.22%	1,025,079	8.86%
Manufacturing	5,864	4.45%	18,239,324	22.87%	44,477	8.78%	1,376,283	11.90%
Transportation, communications, and utilities	4,692	3.56%	5,402,026	6.77%	26,687	5.27%	824,522	7.13%
Wholesale trade	6,029	4.58%	8,807,552	11.04%	27,905	5.51%	761,628	6.58%
Retail trade	19,532	14.83%	16,045,629	20.12%	138,478	27.33%	1,852,422	16.01%
Finance, insurance and real estate industries	12,177	9.25%	6,305,463	7.91%	30,009	5.92%	807,549	6.98%
Service industries	57,655	43.78%	11,579,479	14.52%	177,895	35.11%	4,225,458	36.52%
Industries not Classified	7,577	5.75%	441,204	0.55%	198	0.04%	3,490	0.03%

Industries for Minority Groups in the State of New Mexico (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	37,497	1,132	3.02%	2,548	6.80%	28,285	75.43%	6,838	18.24%
Agricultural services, forestry, fishing, and mining	743	0	0.00%	13	0.03%	628	1.67%	116	0.31%
Construction industries	5,099	91	0.24%	34	0.09%	4,628	12.34%	504	1.34%
Manufacturing	1,952	32	0.09%	154	0.41%	825	2.20%	1,052	2.81%
Transportation, communications, and utilities	1,443	22	0.06%	57	0.15%	1,319	3.52%	139	0.37%
Wholesale trade	2,242	43	0.11%	77	0.21%	719	1.92%	1,486	3.96%
Retail trade	5,155	154	0.41%	363	0.97%	4,185	11.16%	619	1.65%
Finance, insurance and real estate industries	1,780	57	0.15%	109	0.29%	1,577	4.21%	84	0.22%
Service industries	14,903	417	1.11%	964	2.57%	12,443	33.18%	1,657	4.42%
Industries not Classified	4,057	316	0.84%	774	2.06%	1,859	4.96%	1,144	3.05%

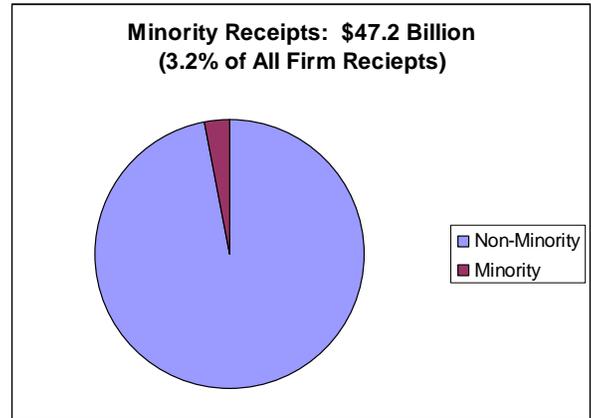
Industries for Minority Groups in the State of New Mexico (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	4,892,577	142,847	2.92%	577,988	11.81%	3,667,526	74.96%	579,671	11.85%
Agricultural services, forestry, fishing, mining	43,311	No Data	No Data	No Data	No Data	41,582	0.85%	No Data	No Data
Construction industries	858,563	7,909	0.16%	17,889	0.37%	741,694	15.16%	101,264	2.07%
Manufacturing	314,904	No Data	No Data	65,984	1.35%	237,808	4.86%	38,409	0.79%
Transportation, communications, utilities	161,884	3,841	0.08%	15,567	0.32%	139,375	2.85%	39,623	0.81%
Wholesale trade	518,570	1,090	0.02%	47,202	0.96%	435,924	8.91%	47,061	0.96%
Retail trade	1,384,492	95,272	1.95%	122,666	2.51%	1,137,361	23.25%	46,208	0.94%
Finance, insurance and real estate industries	249,440	3,076	0.06%	No Data	No Data	232,746	4.76%	No Data	No Data
Service industries	960,376	29,408	0.60%	187,438	3.83%	665,909	13.61%	91,020	1.86%
Industries not Classified	372,710	No Data	No Data	106,659	2.18%	22,043	0.45%	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: 18,143,184 persons
- Total Firms: 1,509,829 firms
- Annual sales of all firms in the State: \$1.5 trillion
- 1997 Total Minority Population: 6,187,556 persons
- Total Minority-Owned Firms: 296,523 firms
- Annual sales of Minority-owned firms in State: \$47.2 billion
- Total African American-owned firms: 86,469 firms
- Annual sales from African American-owned firms: \$5.1 billion
- Asian & Pacific Islander-owned firms: 123,258 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$31.6 billion
- Hispanic-owned Firms : 104,189 firms
- Annual sales of Hispanic-owned firms: \$10.3 billion
- American Indian & Alaska Natives-owned firms: 6,443 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$1.4 billion

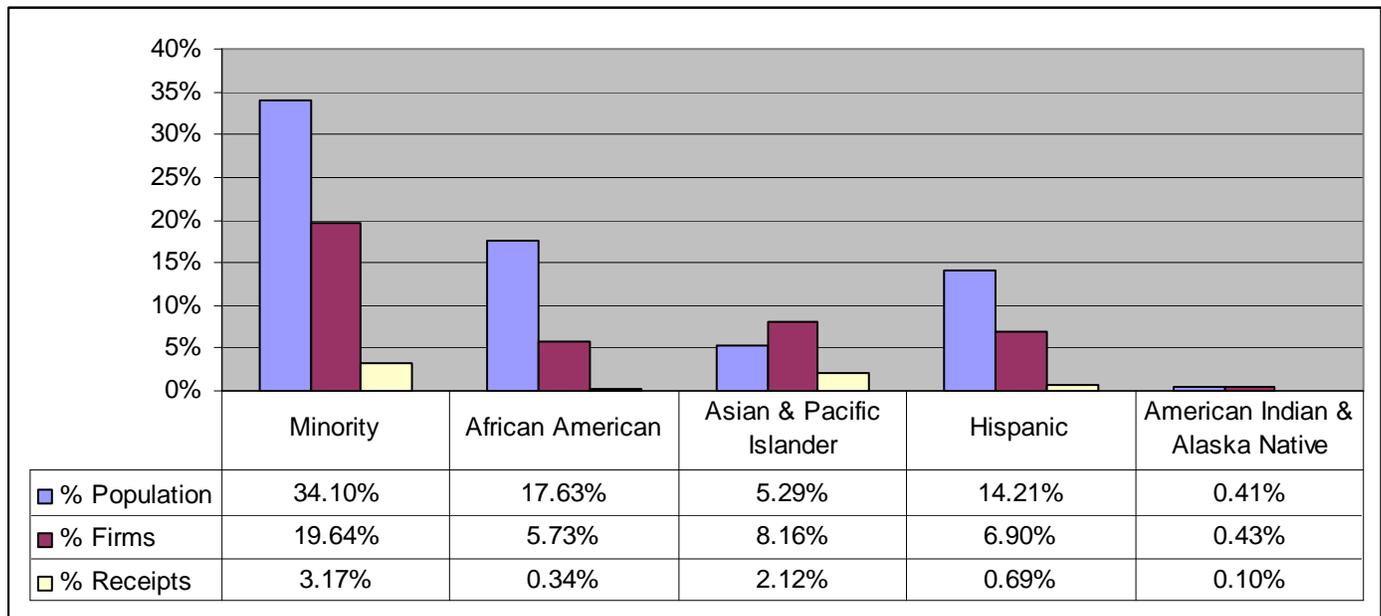


Business Participation¹

Group	State BPR: New York	National BPR
All	83	78
Non-Minority	101	91
Minority	48	42
African American	27	24
Asian & Pacific Islander	128	90
Hispanic	40	41
American Indian & Alaska Native	86	85

Parity²:

In the State of New York, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of New York

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	1,509,829		\$1,488,912,652		6,799,764		\$248,006,938	
Agricultural services, forestry, fishing, mining	19,452	1.29%	\$2,504,211	0.17%	26,731	0.39%	\$680,807	0.27%
Construction industries	120,558	7.98%	\$48,063,507	3.23%	263,714	3.88%	\$9,762,594	3.94%
Manufacturing	44,335	2.94%	\$171,378,005	11.51%	950,586	13.98%	\$37,325,690	15.05%
Transportation, communications, and utilities	80,175	5.31%	\$87,843,921	5.90%	414,204	6.09%	\$16,853,032	6.80%
Wholesale trade	65,959	4.37%	\$331,915,508	22.29%	473,244	6.96%	\$20,148,074	8.12%
Retail trade	197,005	13.05%	\$154,146,019	10.35%	1,238,602	18.22%	\$20,033,468	8.08%
Finance, insurance and real estate industries	181,959	12.05%	\$453,638,802	30.47%	790,620	11.63%	\$60,953,135	24.58%
Service industries	654,716	43.36%	\$232,210,498	15.60%	2,634,188	38.74%	\$81,816,259	32.99%
Industries not Classified	145,885	9.66%	\$6,444,464	0.43%	2,191	0.03%	\$143,856	0.06%

Industries for Minority Groups in the State of New York (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	296,523	86,469	29.16%	123,258	41.57%	104,189	35.14%	6,443	2.17%
Agricultural services, forestry, fishing, and mining	1,362	302	0.10%	99	0.03%	947	0.32%	58	0.02%
Construction industries	15,586	4,707	1.59%	3,878	1.31%	7,088	2.39%	814	0.27%
Manufacturing	5,200	879	0.30%	2,689	0.91%	1,894	0.64%	125	0.04%
Transportation, communications, and utilities	32,030	11,323	3.82%	12,138	4.09%	13,048	4.40%	145	0.05%
Wholesale trade	9,597	739	0.25%	6,842	2.31%	2,253	0.76%	76	0.03%
Retail trade	42,520	8,615	2.91%	23,523	7.93%	14,368	4.85%	356	0.12%
Finance, insurance and real estate industries	14,767	3,912	1.32%	7,377	2.49%	4,035	1.36%	112	0.04%
Service industries	122,270	43,461	14.66%	42,780	14.43%	43,187	14.56%	904	0.30%
Industries not Classified	53,157	12,543	4.23%	23,908	8.06%	17,344	5.85%	3,853	1.30%

Industries for Minority Groups in the State of New York (Sales)

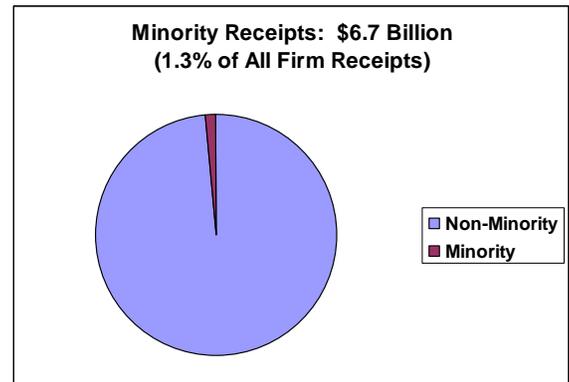
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$47,214,892	\$5,067,265	10.73%	\$31,611,108	66.95%	\$10,311,271	21.84%	\$1,417,279	3.00%
Agricultural services, forestry, fishing, mining	\$74,352	\$12,070	0.03%	\$12,941	0.03%	\$47,095	0.10%	No Data	No Data
Construction industries	\$2,295,750	\$523,554	1.11%	\$466,108	0.99%	\$1,256,916	2.66%	\$98,128	0.21%
Manufacturing	\$2,548,598	\$175,093	0.37%	\$1,633,883	3.46%	\$767,961	1.63%	\$48,688	0.10%
Transportation, communications, utilities	\$2,218,523	\$487,898	1.03%	\$1,096,031	2.32%	\$753,700	1.60%	\$10,980	0.02%
Wholesale trade	\$15,787,687	\$216,402	0.46%	\$13,818,052	29.27%	\$1,744,674	3.70%	No Data	No Data
Retail trade	\$8,891,328	\$882,057	1.87%	\$6,535,173	13.84%	\$1,907,133	4.04%	\$123,286	0.26%
Finance, insurance and real estate industries	\$2,276,017	\$309,916	0.66%	\$1,249,355	2.65%	\$711,239	1.51%	No Data	No Data
Service industries	\$9,734,237	\$2,153,406	4.56%	\$5,251,442	11.12%	\$2,397,102	5.08%	\$91,001	0.19%
Industries not Classified	\$3,385,543	\$306,868	0.65%	\$3,385,543	0.23%	\$2,397,102	5.08%	\$91,001	0.19%

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

The State of Minority Business in the State of North Carolina

Demographic and Business Statistics

- 1997 Total Population: 7,428,672 persons
- Total Firms: 570,484 firms
- Annual sales of all firms in the State: \$518.6 billion
- 1997 Total Minority Population: 1,956,013 persons
- Total Minority-Owned Firms: 61,551 firms
- Annual sales of Minority-owned firms in State: \$6.7 billion
- Total African American-owned firms: 39,901 firms
- Annual sales from African American-owned firms: \$2.3 billion
- Asian & Pacific Islander-owned firms: 8,050 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.5 billion
- Hispanic-owned Firms : 7,270 firms
- Annual sales of Hispanic-owned firms: \$1.1 billion
- American Indian & Alaska Natives-owned firms: 7,148 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$911.9 million

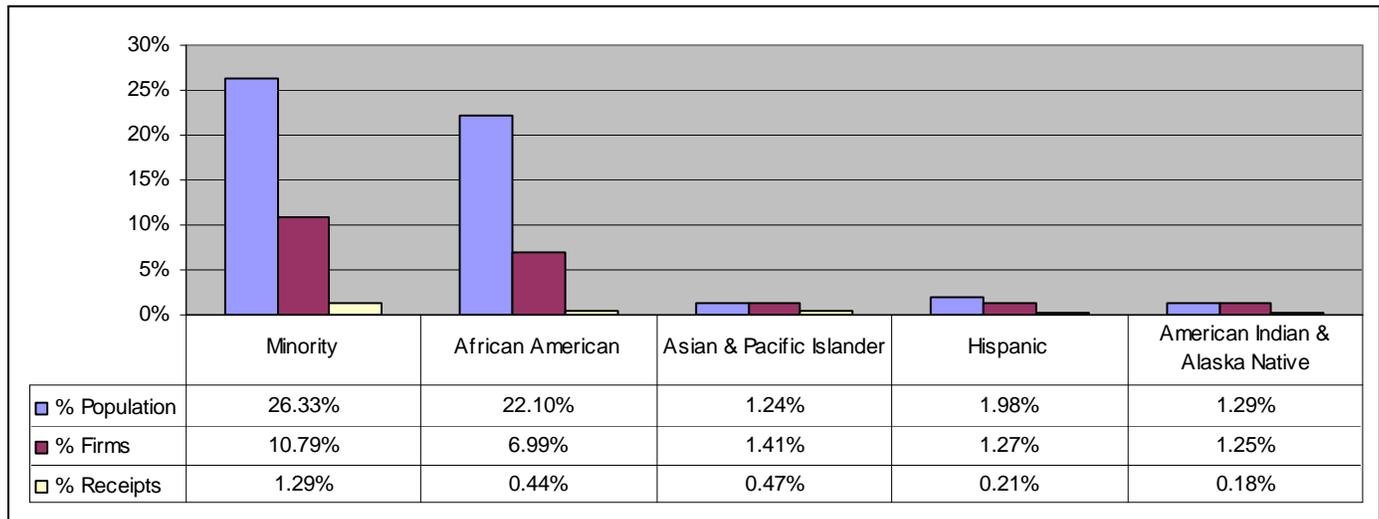


Business Participation¹

Group	State BPR: North Carolina	National BPR
All	80	77
Non-Minority	82	93
Minority	36	31
African American	24	24
Asian & Pacific Islander	49	87
Hispanic	25	49
American Indian & Alaska Native	111	75

Parity²:

In the State of North Carolina, Asian & Pacific Islanders have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of North Carolina

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	570,484		518,648,589		3,067,214		77,145,248	
Agricultural services, forestry, fishing, mining	18,148	3.18%	1,690,239	0.33%	21,799	0.71%	393,620	0.51%
Construction industries	86,488	15.16%	30,388,639	5.86%	202,597	6.61%	5,271,645	6.83%
Manufacturing	20,454	3.59%	167,231,530	32.24%	844,178	27.52%	24,722,043	32.05%
Transportation, communications, and utilities	22,979	4.03%	25,960,236	5.01%	149,732	4.88%	5,100,079	6.61%
Wholesale trade	22,440	3.93%	104,446,551	20.14%	185,480	6.05%	6,370,491	8.26%
Retail trade	84,107	14.74%	76,949,421	14.84%	662,047	21.58%	9,127,696	11.83%
Finance, insurance and real estate industries	56,386	9.88%	52,038,606	10.03%	171,387	5.59%	6,293,379	8.16%
Service industries	220,994	38.74%	55,221,095	10.65%	825,435	26.91%	19,704,722	25.54%
Industries not Classified	39,266	6.88%	3,933,556	0.76%	664	0.02%	12,270	0.02%

Industries for Minority Groups in the State of North Carolina (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	61,551	39,901	64.83%	8,050	13.08%	7,270	11.81%	7,148	11.61%
Agricultural services, forestry, fishing, and mining	1,806	1,218	1.98%	130	0.21%	207	0.34%	269	0.44%
Construction industries	7,289	3,721	6.05%	266	0.43%	1,342	2.18%	2,026	3.29%
Manufacturing	945	478	0.78%	154	0.25%	169	0.27%	163	0.26%
Transportation, communications, and utilities	3,867	3,221	5.23%	126	0.20%	297	0.48%	271	0.44%
Wholesale trade	870	419	0.68%	213	0.35%	153	0.25%	97	0.16%
Retail trade	8,805	4,737	7.70%	2,416	3.93%	843	1.37%	892	1.45%
Finance, insurance and real estate industries	2,834	1,905	3.09%	429	0.70%	266	0.43%	247	0.40%
Service industries	28,217	20,567	33.41%	3,917	6.36%	2,108	3.42%	1,945	3.16%
Industries not Classified	6,952	3,652	5.93%	422	0.69%	1,880	3.05%	1,239	2.01%

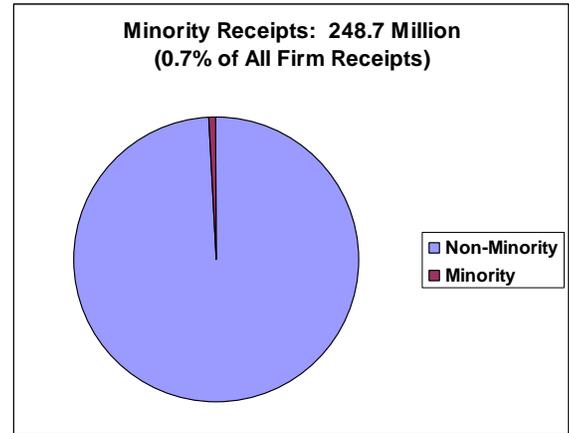
Industries for Minority Groups in the State of North Carolina (Sales in 1,000s)

	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	6,711,336	2,299,285	34.26%	2,461,178	36.67%	1,080,439	16.10%	911,903	13.59%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	3,499	0.05%	15,052	0.22%	No Data	No Data
Construction industries	688,078	317,783	4.74%	31,094	0.46%	171,058	2.55%	169,228	2.52%
Manufacturing	738,977	118,319	1.76%	396,262	5.90%	179,734	2.68%	52,096	0.78%
Transportation, communications, utilities	332,710	233,997	3.49%	8,966	0.13%	20,863	0.31%	70,979	1.06%
Wholesale trade	977,401	210,310	3.13%	565,619	8.43%	132,174	1.97%	80,621	1.20%
Retail trade	1,546,660	402,721	6.00%	671,352	10.00%	223,354	3.33%	253,713	3.78%
Finance, insurance and real estate industries	209,355	92,323	1.38%	72,558	1.08%	35,197	0.52%	9,453	0.14%
Service industries	1,906,005	782,334	11.66%	689,518	10.27%	268,600	4.00%	180,185	2.68%
Industries not Classified	261,779	115,665	1.72%	22,311	0.33%	34,368	0.51%	87,316	1.30%

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

Demographic and Business Statistics

- 1997 Total Population: 640,945 persons
- Total Firms: 55,266 firms
- Annual sales of all firms in the State: \$35.0 billion
- 1997 Total Minority Population: 596,693 persons
- Total Minority-Owned Firms: 1,530 firms
- Annual sales of Minority-owned firms in State: \$248.7 million
- Total African American-owned firms: 99 firms
- Annual sales from African American-owned firms: no data
- Asian & Pacific Islander-owned firms: 279 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$63.3 million
- Hispanic-owned Firms : 444 firms
- Annual sales of Hispanic-owned firms: \$22.5 million
- American Indian & Alaska Natives-owned firms: 752 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$147.1 million

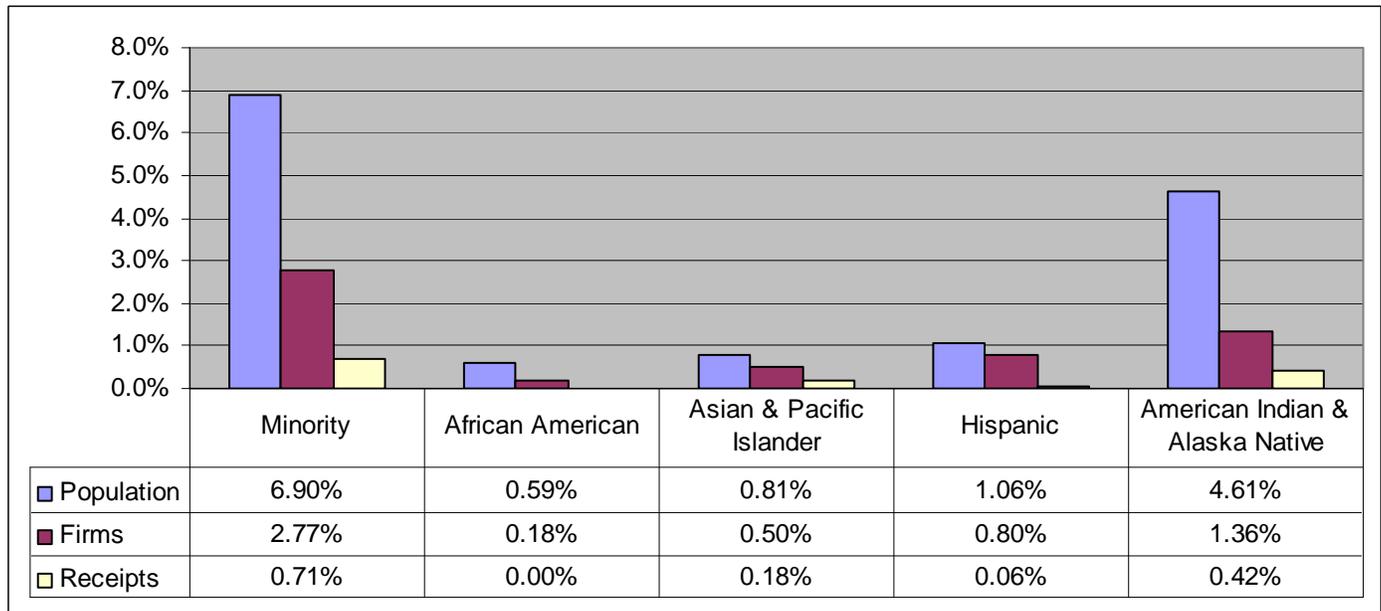


Business Participation¹

Group	State BPR: North Dakota	National BPR
All	86	78
Non-Minority	90	91
Minority	35	42
African American	26	24
Asian & Pacific Islander	54	90
Hispanic	65	41
American Indian & Alaska Native	25	85

Parity²:

In the State of North Dakota, the Asian & Pacific Islander group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of North Dakota

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	55,266		35,005,958		237,347		4,959,823	
Agricultural services, forestry, fishing, mining	1,502	2.72%	152,817	0.44%	1,069	0.45%	20,136	0.41%
Construction industries	5,900	10.68%	2,013,353	5.75%	14,523	6.12%	402,145	8.11%
Manufacturing	1,310	2.37%	5,308,424	15.16%	23,773	10.02%	638,148	12.87%
Transportation, communications, and utilities	3,503	6.34%	2,834,327	8.10%	16,496	6.95%	471,251	9.50%
Wholesale trade	2,383	4.31%	9,604,665	27.44%	21,381	9.01%	568,451	11.46%
Retail trade	9,684	17.52%	6,566,137	18.76%	59,975	25.27%	695,636	14.03%
Finance, insurance and real estate industries	5,973	10.81%	2,950,042	8.43%	14,250	6.00%	368,231	7.42%
Service industries	21,684	39.24%	4,296,722	12.27%	81,616	34.39%	1,611,926	32.50%
Industries not Classified	2,972	5.38%	71,995	0.21%	42	0.02%	585	0.01%

Industries for Minority Groups in the State of North Dakota (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	1,530	99	6.47%	279	18.24%	444	29.02%	752	49.15%
Agricultural services, forestry, fishing, and mining	44	No Data	No Data	No Data	No Data	33	2.16%	11	0.72%
Construction industries	122	No Data	No Data	2	0.13%	38	2.48%	90	5.88%
Manufacturing	13	No Data	No Data	5	0.33%	No Data	No Data	9	0.59%
Transportation, communications, and utilities	116	No Data	No Data	4	0.26%	31	2.03%	94	6.14%
Wholesale trade	26	11	0.72%	1	0.07%	4	0.26%	No Data	No Data
Retail trade	175	5	0.33%	57	3.73%	18	1.18%	96	6.27%
Finance, insurance and real estate industries	26	11	0.72%	22	1.44%	3	0.20%	10	0.65%
Service industries	541	1	0.07%	115	7.52%	120	7.84%	268	17.52%
Industries not Classified	452	69	4.51%	74	4.84%	196	12.81%	138	9.02%

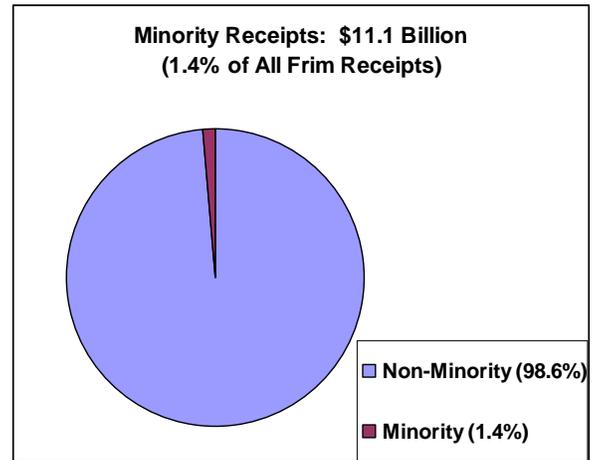
Industries for Minority Groups in the State of North Dakota (Sales)

	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	248,686	No Data	No Data	63,316	25.46%	22,459	9.03%	147,068	59.14%
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	39,206	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	14,485	No Data	No Data	No Data	No Data	No Data	No Data	7,972	3.21%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	77,823	No Data	No Data	25,793	10.37%	No Data	No Data	44,246	17.79%
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	51,083	No Data	No Data	18,364	7.38%	No Data	No Data	24,631	9.90%
Industries not Classified	17,031	7,257	2.92%	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: 11,212,498 persons
- Total Firms: 781,284 firms
- Annual sales of all firms in the State: \$796.5 billion
- 1997 Total Minority Population: 1,583,744 persons
- Total Minority-Owned Firms: 49,430 firms
- Annual sales of Minority-owned firms in State: \$11.1 billion
- Total African American-owned firms: 26,970 firms
- Annual sales from African American-owned firms: \$3.9 billion
- Asian & Pacific Islander-owned firms: 11,398 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$4.6 billion
- Hispanic-owned Firms : 6,448 firms
- Annual sales of Hispanic-owned firms: \$1.3 billion
- American Indian & Alaska Natives-owned firms: 5,124 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$1.1 million

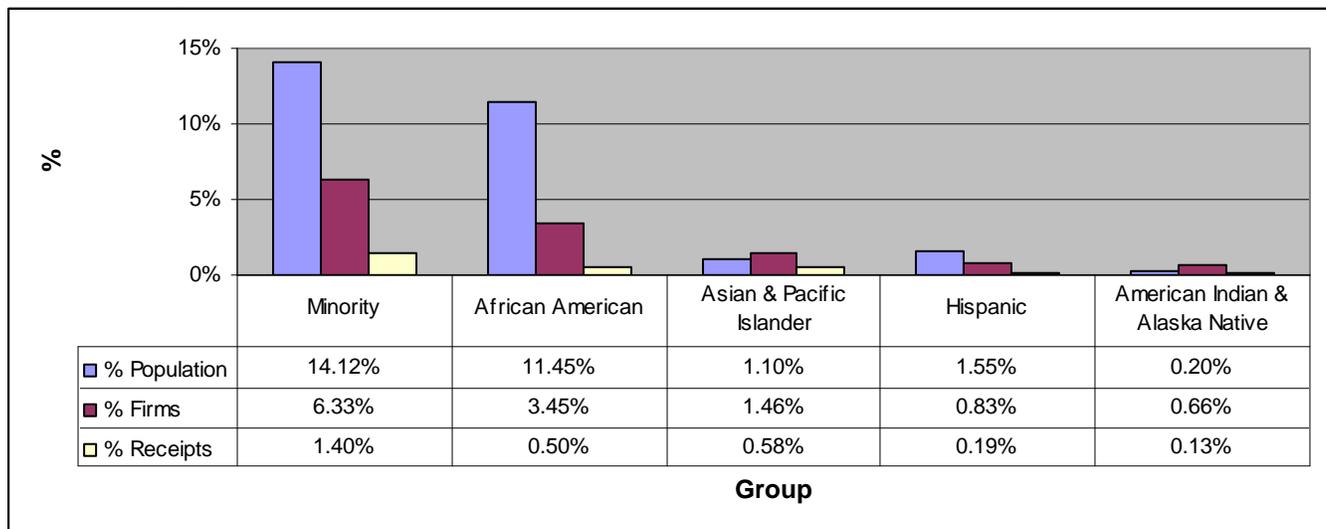


Business Participation¹

Group	State BPR: Ohio	National BPR
All	70	78
Non-Minority	76	91
Minority	31	42
African American	21	24
Asian & Pacific Islander	92	90
Hispanic	37	41
American Indian & Alaska Native	226	85

Parity²:

In the State of Ohio, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Ohio

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	781,284		\$796,505,791		4,647,653		\$128,334,527	
Agricultural services, forestry, fishing, mining	16,138	2.07%	\$1,905,264	0.24%	26,953	0.58%	\$559,397	0.44%
Construction industries	97,492	12.48%	\$36,843,196	4.63%	224,207	4.82%	\$7,292,281	5.68%
Manufacturing	29,093	3.72%	\$248,533,889	31.20%	1,104,758	23.77%	\$42,483,266	33.10%
Transportation, communications, and utilities	39,401	5.04%	\$44,197,609	5.55%	230,156	4.95%	\$7,951,627	6.20%
Wholesale trade	30,768	3.94%	\$168,671,339	21.18%	300,486	6.47%	\$10,725,255	8.36%
Retail trade	112,822	14.44%	\$110,027,064	13.81%	1,039,028	22.36%	\$14,403,242	11.22%
Finance, insurance and real estate industries	84,279	10.79%	\$91,075,288	11.43%	308,096	6.63%	\$10,406,173	8.11%
Service industries	312,847	40.04%	\$91,275,959	11.46%	1,398,799	30.10%	\$33,900,785	26.42%
Industries not Classified	56,379	7.22%	\$1,620,839	0.20%	699	0.02%	\$12,726	0.01%

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

	Minority Firms ⁱ	African American	% of All Minority Firms	Asian & Pacific Islander	% of All Minority Firms	Hispanic	% of All Minority Firms	American Indian	% of All Minority Firms
All industries	49,430	26,970	54.56%	11,398	23.06%	6,448	13.04%	5,124	10.37%
Agricultural services, forestry, fishing, and mining	622	212	0.43%	34	0.07%	205	0.41%	176	0.36%
Construction industries	4,146	2,064	4.18%	196	0.40%	906	1.83%	1,049	2.12%
Manufacturing	849	326	0.66%	243	0.49%	198	0.40%	96	0.19%
Transportation, communications, and utilities	2,662	2,028	4.10%	155	0.31%	318	0.64%	225	0.46%
Wholesale trade	998	344	0.70%	334	0.68%	220	0.45%	140	0.28%
Retail trade	6,816	2,959	5.99%	2,646	5.35%	872	1.76%	381	0.77%
Finance, insurance and real estate industries	2,758	1,673	3.38%	692	1.40%	225	0.46%	193	0.39%
Service industries	23,191	14,813	29.97%	6,022	12.18%	1,788	3.62%	707	1.43%
Industries not Classified	7,339	2,549	5.16%	1,054	2.13%	1,698	3.44%	2,150	4.35%

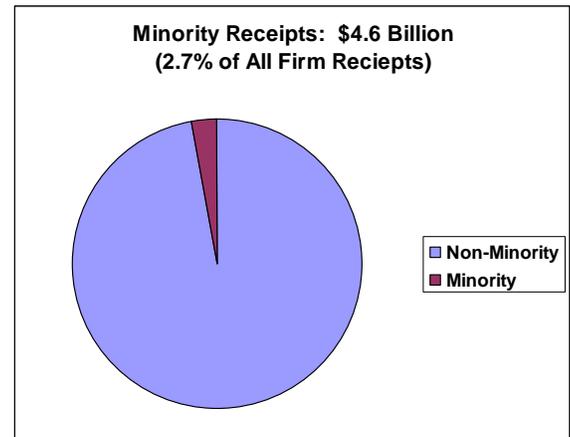
Industries for Minority Groups in the State of Ohio (Sales)

	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	\$11,115,306	\$3,946,848	35.51%	\$4,603,153	41.41%	\$1,512,809	13.61%	\$1,074,343	9.67%
Agricultural services, forestry, fishing, mining	\$19,473	\$7,656	0.07%	No Data	No Data	\$5,881	0.05%	\$3,052	0.03%
Construction industries	\$1,122,322	\$608,254	5.47%	\$114,085	1.03%	\$221,541	1.99%	\$180,614	1.62%
Manufacturing	\$2,699,772	\$673,977	6.06%	\$1,484,018	13.35%	\$484,659	4.36%	\$65,874	0.59%
Transportation, communications, utilities	\$397,334	\$240,813	2.17%	\$77,106	0.69%	\$44,413	0.40%	\$37,405	0.34%
Wholesale trade	\$1,249,530	\$358,574	3.23%	\$633,671	5.70%	\$94,735	0.85%	\$166,912	1.50%
Retail trade	\$1,932,722	\$663,808	5.97%	\$720,292	6.48%	\$212,963	1.92%	\$340,173	3.06%
Finance, insurance and real estate industries	\$606,684	\$308,404	2.77%	\$152,429	1.37%	\$131,776	1.19%	\$14,871	0.13%
Service industries	\$2,686,633	\$1,027,188	9.24%	\$1,386,812	12.48%	\$200,347	1.80%	\$75,841	0.68%
Industries not Classified	\$393,922	\$58,153	0.52%	\$25,350	0.23%	\$116,056	1.04%	\$189,595	1.71%

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: 3,314,259 persons
- Total Firms: 280,722 firms
- Annual sales of all firms in the State: \$172.4 billion
- 1997 Total Minority Population: 661,537 persons
- Total Minority-Owned Firms: 28,509 firms
- Annual sales of Minority-owned firms in State: \$4.6 billion
- Total African American-owned firms: 5,309 firms
- Annual sales from African American-owned firms: \$333.1 million
- Asian & Pacific Islander-owned firms: 3,999 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$897.6 million
- Hispanic-owned Firms : 4,349 firms
- Annual sales of Hispanic-owned firms: \$771.5 million
- American Indian & Alaska Natives-owned firms: 15,066 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$2.6 billion

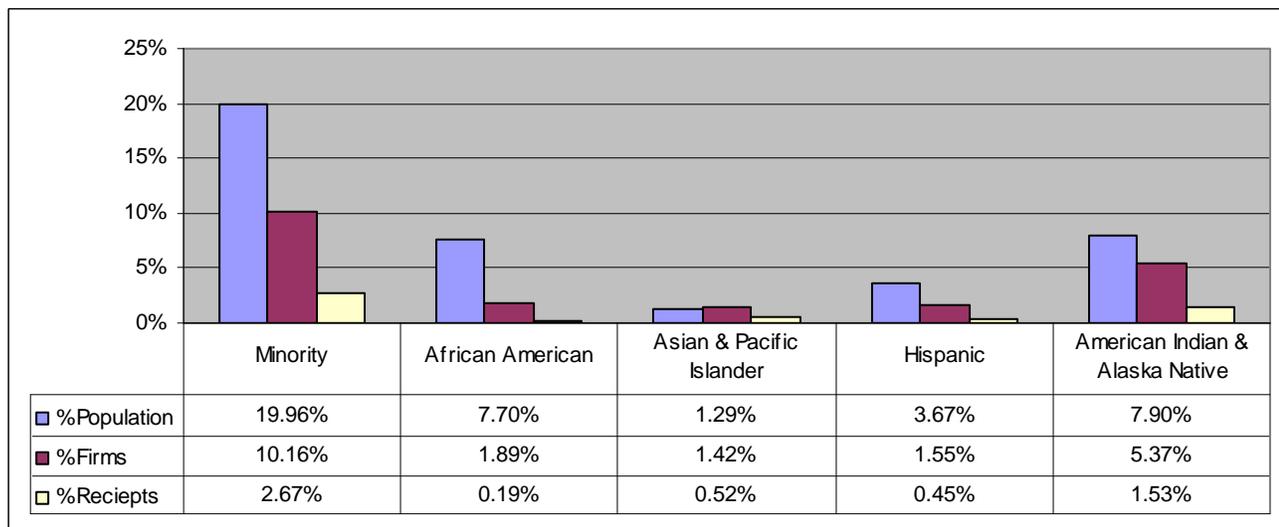


Business Participation¹

Group	State BPR: Oklahoma	National BPR
All	85	78
Non-Minority	95	91
Minority	43	42
African American	21	24
Asian & Pacific Islander	93	90
Hispanic	36	41
American Indian & Alaska Native	58	85

Parity²:

In the State of Oklahoma, the Asian & Pacific Islander group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Oklahoma

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	280,722		172,370,196		1,077,678		25,171,033	
Agricultural services, forestry, fishing, mining	6,824	2.43%	568,521	0.33%	7,289	0.68%	116,842	0.46%
Construction industries	34,145	12.16%	7,982,084	4.63%	54,502	5.06%	1,303,831	5.18%
Manufacturing	8,486	3.02%	38,437,668	22.30%	173,661	16.11%	5,304,683	21.07%
Transportation, communications, and utilities	12,439	4.43%	15,247,046	8.85%	63,734	5.91%	2,108,286	8.38%
Wholesale trade	9,430	3.36%	34,084,371	19.77%	71,713	6.65%	2,199,626	8.74%
Retail trade	42,210	15.04%	29,578,655	17.16%	260,305	24.15%	3,250,659	12.91%
Finance, insurance and real estate industries	23,953	8.53%	17,640,575	10.23%	67,282	6.24%	2,005,903	7.97%
Service industries	110,619	39.41%	20,180,082	11.71%	340,967	31.64%	7,214,465	28.66%
Industries not Classified	18,608	6.63%	552,560	0.32%	265	0.02%	5,134	0.02%

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

Industry Description	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	28,509	5,309	18.62%	3,999	14.03%	4,349	15.25%	15,066	52.85%
Agricultural services, forestry, fishing, and mining	687	147	0.52%	18	0.06%	219	0.77%	318	1.12%
Construction industries	4,004	392	1.38%	118	0.41%	511	1.79%	3,001	10.53%
Manufacturing	579	34	0.12%	86	0.30%	50	0.18%	410	1.44%
Transportation, communications, and utilities	1,221	254	0.89%	47	0.16%	97	0.34%	848	2.97%
Wholesale trade	418	46	0.16%	64	0.22%	32	0.11%	277	0.97%
Retail trade	4,516	560	1.96%	1,095	3.84%	746	2.62%	2,180	7.65%
Finance, insurance and real estate industries	1,059	235	0.82%	150	0.53%	162	0.57%	538	1.89%
Service industries	11,645	3,149	11.05%	2,030	7.12%	1,719	6.03%	4,842	16.98%
Industries not Classified	3,898	461	1.62%	359	1.26%	729	2.56%	2,316	8.12%

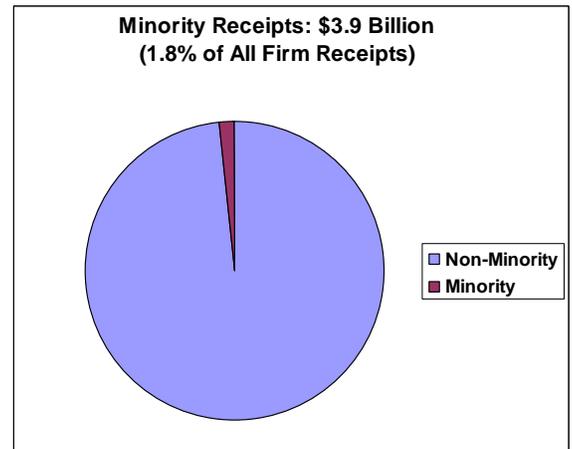
Industries for Minority Groups in the State of Oklahoma (Sales)

Industry Description	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	4,606,294	333,094	7.23%	897,556	19.49%	771,529	16.75%	2,645,736	57.44%
Agricultural services, forestry, fishing, mining	8,006	1,401	0.03%	No Data	No Data	3,262	0.07%	2,861	0.06%
Construction industries	646,284	45,183	0.98%	11,534	0.25%	28,462	0.62%	561,836	12.20%
Manufacturing	623,351	958	0.02%	95,405	2.07%	No Data	No Data	278,145	6.04%
Transportation, communications, utilities	217,177	20,722	0.45%	12,303	0.27%	11,379	0.25%	176,368	3.83%
Wholesale trade	730,959	11,142	0.24%	140,928	3.06%	153,139	3.32%	425,751	9.24%
Retail trade	965,830	78,387	1.70%	297,040	6.45%	161,908	3.51%	448,909	9.75%
Finance, insurance and real estate industries	178,305	5,164	0.11%	21,920	0.48%	15,036	0.33%	140,987	3.06%
Service industries	913,227	164,952	3.58%	293,932	6.38%	133,500	2.90%	335,558	7.28%
Industries not Classified	288,990	4,579	0.10%	21,227	0.46%	11,499	0.25%	241,112	5.23%

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: 3,243,254 persons
- Total Firms: 291,596 firms
- Annual sales of all firms in the State: \$220.1 billion
- 1997 Total Minority Population: 377,151 persons
- Total Minority-Owned Firms: 18,215 firms
- Annual sales of Minority-owned firms in State: \$3.9 billion
- Total African American-owned firms: 2,219 firms
- Annual sales from African American-owned firms: \$436.2 million
- Asian & Pacific Islander-owned firms: 7,513 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.1 billion
- Hispanic-owned Firms : 6,022 firms
- Annual sales of Hispanic-owned firms: \$1.1 billion
- American Indian & Alaska Natives-owned firms: 2,861 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$372.6 million

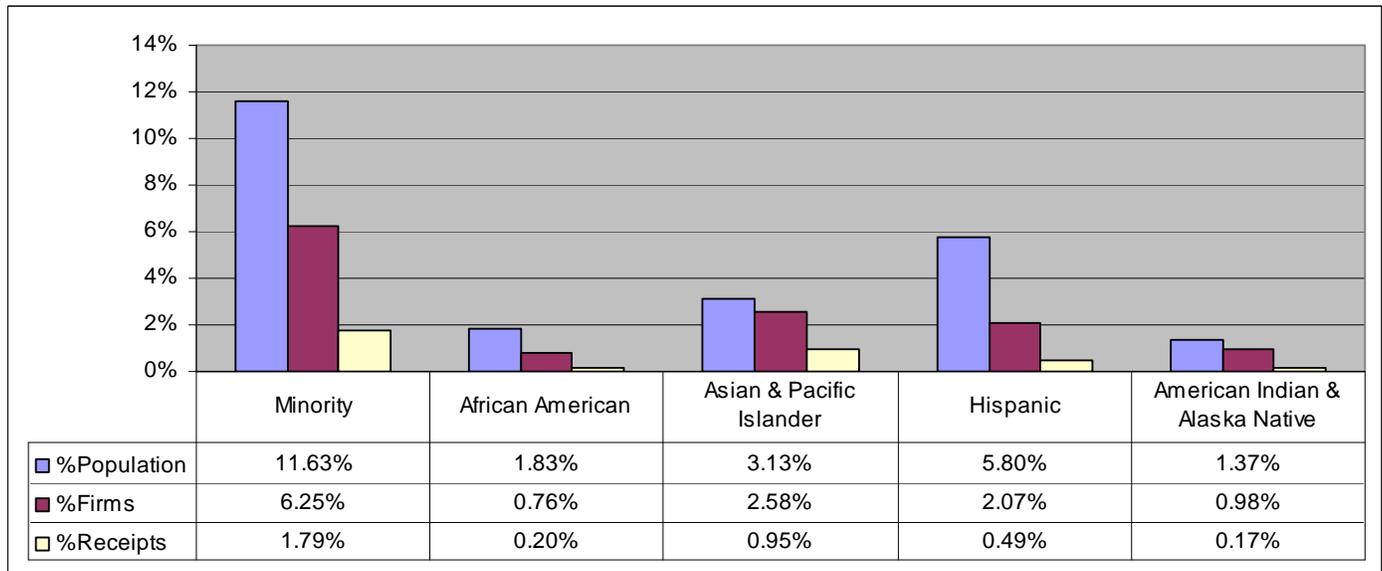


Business Participation¹

Group	State BPR: Oregon	National BPR
All	90	78
Non-Minority	95	91
Minority	48	42
African American	37	24
Asian & Pacific Islander	74	90
Hispanic	32	41
American Indian & Alaska Native	64	85

Parity²:

In the State of Oregon, no group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Oregon

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	291,596		\$220,084,989		1,277,418		\$34,397,004	
Agricultural services, forestry, fishing, mining	9,439	3.24%	\$1,650,486	0.75%	20,034	1.57%	\$470,515	1.37%
Construction industries	34,335	11.77%	\$14,346,982	6.52%	80,564	6.31%	\$2,651,490	7.71%
Manufacturing	15,205	5.21%	\$50,697,593	23.04%	242,981	19.02%	\$8,607,209	25.02%
Transportation, communications, and utilities	10,707	3.67%	\$13,220,096	6.01%	70,359	5.51%	\$2,456,627	7.14%
Wholesale trade	11,041	3.79%	\$56,690,509	25.76%	93,660	7.33%	\$3,391,199	9.86%
Retail trade	40,829	14.00%	\$35,127,358	15.96%	290,620	22.75%	\$4,541,665	13.20%
Finance, insurance and real estate industries	28,791	9.87%	\$21,200,250	9.63%	84,040	6.58%	\$2,895,004	8.42%
Service industries	126,838	43.50%	\$26,437,228	12.01%	392,959	30.76%	\$9,310,362	27.07%
Industries not Classified	14,659	5.03%	\$470,114	0.21%	355	0.03%	\$8,119	0.02%

Industries for Minority Groups in the State of Oregon (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	18,215	2,219	12.18%	7,513	41.25%	6,022	33.06%	2,861	15.71%
Agricultural services, forestry, fishing, and mining	417	30	0.16%	70	0.38%	260	1.43%	80	0.44%
Construction industries	1,347	121	0.66%	273	1.50%	578	3.17%	407	2.23%
Manufacturing	540	22	0.12%	252	1.38%	193	1.06%	110	0.60%
Transportation, communications, and utilities	435	106	0.58%	116	0.64%	159	0.87%	83	0.46%
Wholesale trade	493	50	0.27%	335	1.84%	74	0.41%	37	0.20%
Retail trade	3,293	214	1.17%	2,061	11.31%	836	4.59%	276	1.52%
Finance, insurance and real estate industries	748	83	0.46%	405	2.22%	192	1.05%	79	0.43%
Service industries	7,477	1,140	6.26%	3,561	19.55%	2,372	13.02%	631	3.46%
Industries not Classified	3,460	450	2.47%	435	2.39%	1,360	7.47%	1,160	6.37%

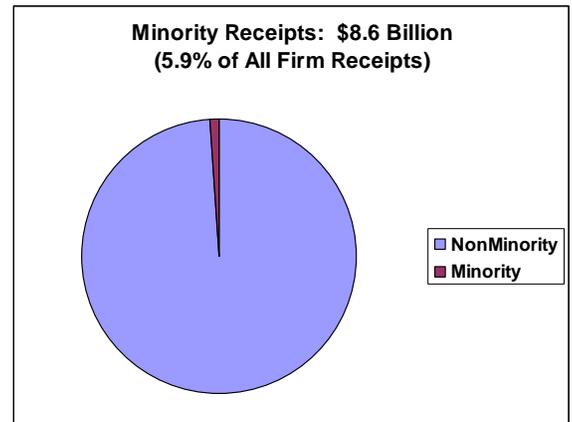
Industries for Minority Groups in the State of Oregon (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$3,945,696	\$436,156	11.05%	\$2,088,726	52.94%	\$1,073,638	27.21%	\$372,608	9.44%
Agricultural services, forestry, fishing, mining	\$49,911	No Data	No Data	\$7,035	0.18%	\$40,022	1.01%	No Data	No Data
Construction industries	\$476,194	\$21,424	0.54%	\$47,569	1.21%	\$313,305	7.94%	\$100,700	2.55%
Manufacturing	\$318,455	No Data	No Data	\$205,005	5.20%	\$101,492	2.57%	\$32,057	0.81%
Transportation, communications, utilities	\$234,635	\$19,239	0.49%	\$162,611	4.12%	\$45,772	1.16%	\$10,819	0.27%
Wholesale trade	\$756,648	\$53,714	1.36%	\$565,794	14.34%	No Data	No Data	\$98,689	2.50%
Retail trade	\$1,301,632	\$254,336	6.45%	\$712,076	18.05%	\$309,734	7.85%	\$32,846	0.83%
Finance, insurance and real estate industries	\$87,703	No Data	No Data	\$63,862	1.62%	No Data	No Data	\$9,634	0.24%
Service industries	\$507,351	\$74,399	1.89%	\$305,590	7.74%	\$92,672	2.35%	\$37,590	0.95%
Industries not Classified	\$213,037	\$8,243	0.21%	\$19,075	0.48%	\$119,785	3.04%	\$47,176	1.20%

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

Demographic and Business Statistics

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

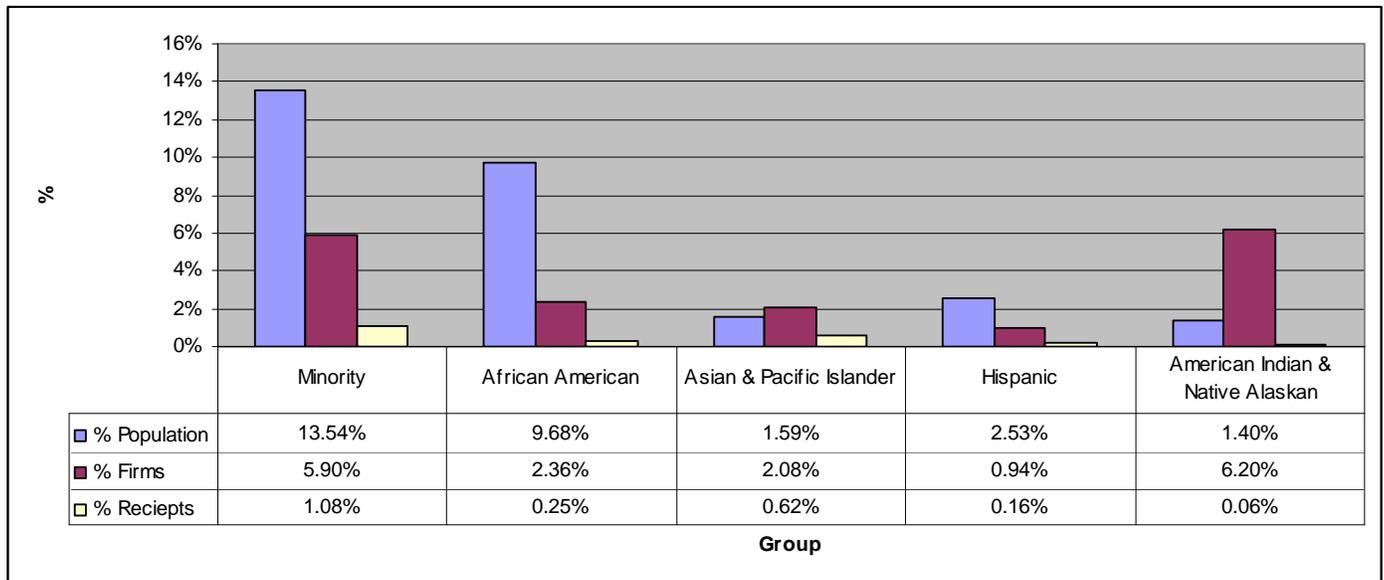


Business Participation¹

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

Parity²:

In the State of Pennsylvania, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Pennsylvania

Industry Description	Total number of firms	% of All Firms	Sales of all firms (\$1,000)	% of All Sales from All Firms	Employees	% of Employees from All Firms	Annual payroll (\$1,000)	% of Payroll from All Firms
All industries	837,756		\$802,492,149		4,740,610		132,473,592	
Agricultural services, forestry, fishing, mining	16,508	1.97%	\$1,978,497	0.25%	22,555	0.48%	506,133	0.38%
Construction industries	101,419	12.11%	\$37,481,970	4.67%	225,921	4.77%	7,312,978	5.52%
Manufacturing	32,201	3.84%	\$180,384,488	22.48%	942,018	19.87%	34,065,130	25.71%
Transportation, communications, and utilities	36,409	4.35%	\$68,343,973	8.52%	255,882	5.40%	8,467,330	6.39%
Wholesale trade	32,812	3.92%	\$167,851,532	20.92%	284,458	6.00%	10,087,980	7.62%
Retail trade	134,144	16.01%	\$117,195,373	14.60%	986,854	20.82%	13,816,336	10.43%
Finance, insurance and real estate industries	82,796	9.88%	\$104,501,048	13.02%	343,902	7.25%	12,827,930	9.68%
Service industries	341,445	40.76%	\$119,080,586	14.84%	1,659,220	35.00%	44,609,634	33.67%
Industries not Classified	58,834	7.02%	\$1,883,171	0.23%	903	0.02%	21,659	0.02%

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

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

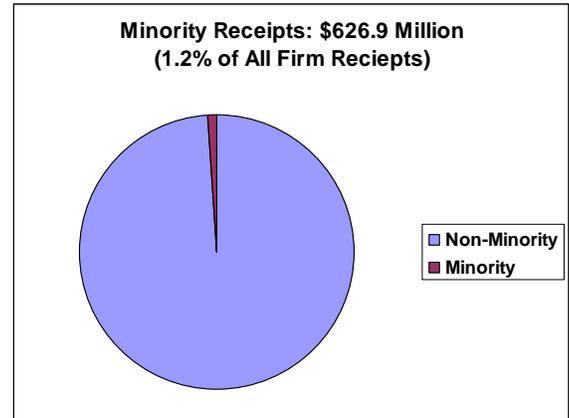
Industries for Minority Groups in the State of Pennsylvania (Sales)

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

ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA). Also, a Hispanic firm may be of any race, and therefore, may be included in one or more minority group. The Minority Salesⁱⁱ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

Demographic and Business Statistics

- 1997 Total Population: 986,966 persons
- Total Firms: 80,934 firms
- Annual sales of all firms in the State: \$52.9 billion
- 1997 Total Minority Population: 125,149 persons
- Total Minority-Owned Firms: 4,784 firms
- Annual sales of Minority-owned firms in State: \$626.9 million
- Total African American-owned firms: 1,269 firms
- Annual sales from African American-owned firms: \$124.4 million
- Asian & Pacific Islander-owned firms: 1,110 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$250.5 million
- Hispanic-owned Firms : 2,186 firms
- Annual sales of Hispanic-owned firms: \$207.0 million
- American Indian & Alaska Natives-owned firms: 625 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$80.2 million

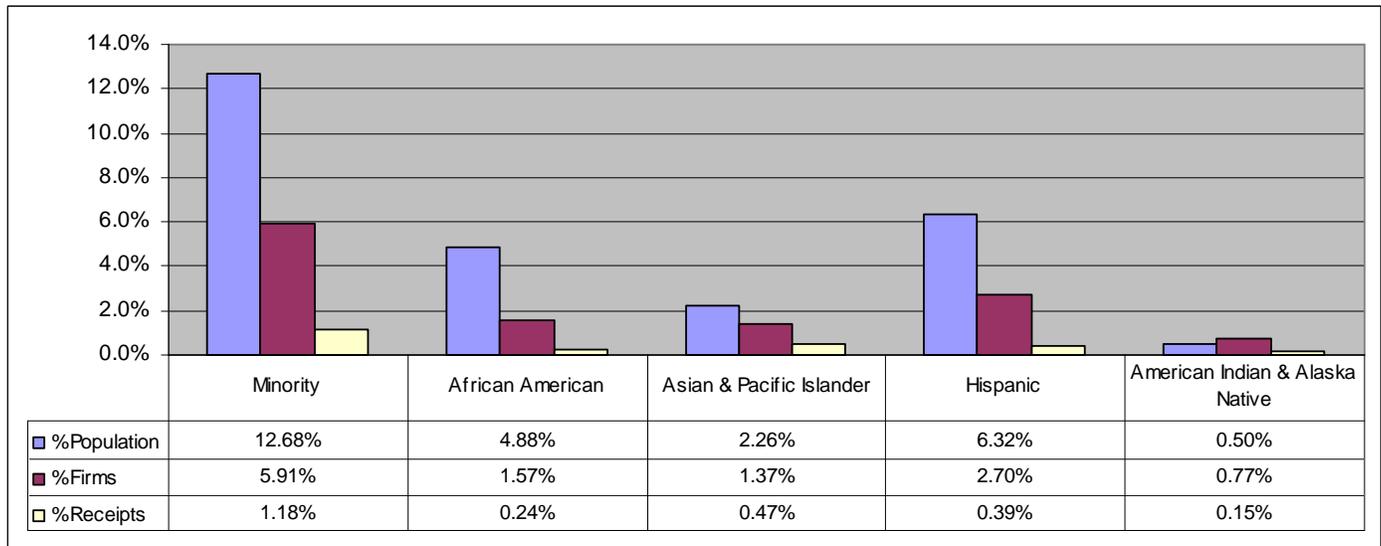


Business Participation¹

Group	State BPR: Rhode Island	National BPR
All	82	78
Non-Minority	88	91
Minority	38	42
African American	26	24
Asian & Pacific Islander	50	90
Hispanic	35	41
American Indian & Alaska Native	126	85

Parity²:

In the State of Rhode Island, the American Indian & Alaska Native group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Rhode Island

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	80,934		52,930,316		386,544		10,040,593	
Agricultural services, forestry, fishing, mining	2,753	3.40%	221,688	0.42%	1,986	0.51%	44,490	0.44%
Construction industries	9,304	11.50%	3,919,920	7.41%	15,930	4.12%	544,177	5.42%
Manufacturing	3,925	4.85%	10,854,899	20.51%	82,016	21.22%	2,575,357	25.65%
Transportation, communications, and utilities	2,583	3.19%	2,720,392	5.14%	14,191	3.67%	471,512	4.70%
Wholesale trade	3,096	3.83%	8,108,349	15.32%	20,590	5.33%	693,095	6.90%
Retail trade	11,287	13.95%	8,867,160	16.75%	83,432	21.58%	1,213,414	12.09%
Finance, insurance and real estate industries	8,675	10.72%	8,401,589	15.87%	26,984	6.98%	936,549	9.33%
Service industries	33,420	41.29%	9,631,586	18.20%	141,183	36.52%	3,554,863	35.40%
Industries not Classified	5,966	7.37%	185,040	0.35%	102	0.03%	2,084	0.02%

Industries for Minority Groups in the State of Rhode Island (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	4,784	1,269	26.53%	1,110	23.20%	2,186	45.69%	625	13.06%
Agricultural services, forestry, fishing, and mining	39	10	0.21%	2	0.04%	12	0.25%	22	0.46%
Construction industries	315	99	2.07%	41	0.86%	153	3.20%	48	1.00%
Manufacturing	135	22	0.46%	40	0.84%	68	1.42%	19	0.40%
Transportation, communications, and utilities	125	38	0.79%	33	0.69%	66	1.38%	28	0.59%
Wholesale trade	66	6	0.13%	30	0.63%	22	0.46%	9	0.19%
Retail trade	952	203	4.24%	331	6.92%	454	9.49%	41	0.86%
Finance, insurance and real estate industries	168	46	0.96%	56	1.17%	61	1.28%	17	0.36%
Service industries	1,885	666	13.92%	462	9.66%	805	16.83%	96	2.01%
Industries not Classified	1,097	180	3.76%	115	2.40%	544	11.37%	345	7.21%

Industries for Minority Groups in the State of Rhode Island (Sales)

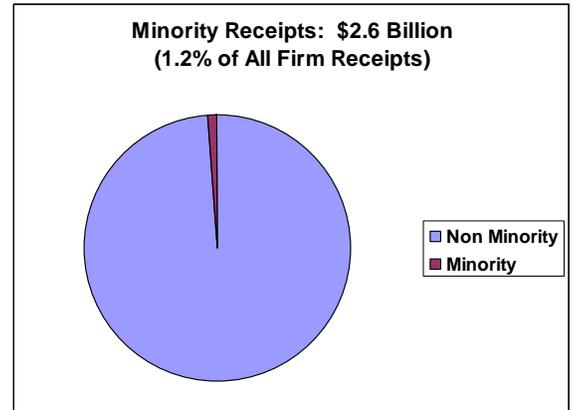
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	626,860	124,434	19.85%	250,452	39.95%	207,036	33.03%	80,213	12.80%
Agricultural services, forestry, fishing, mining	No Data	287	0.05%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	70,272	No Data	No Data	No Data	No Data	16,549	2.64%	No Data	No Data
Manufacturing	54,759	No Data	No Data	No Data	No Data	23,200	3.70%	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	51,498	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	216,164	32,934	5.25%	92,918	14.82%	93,042	14.84%	No Data	No Data
Finance, insurance and real estate industries	10,657	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	159,643	33,815	5.39%	76,501	12.20%	46,175	7.37%	No Data	No Data
Industries not Classified	54,907	No Data	No Data	No Data	No Data	14,346	2.29%	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 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 State of South Carolina

Demographic and Business Statistics

- 1997 Total Population: 3,790,066 persons
- Total Firms: 260,342 firms
- Annual sales of all firms in the State: \$213.5 billion
- 1997 Total Minority Population: 1,218,500 persons
- Total Minority-Owned Firms: 30,753 firms
- Annual sales of Minority-owned firms in State: \$2.6 billion
- Total African American-owned firms: 23,216 firms
- Annual sales from African American-owned firms: \$1.4 billion
- Asian & Pacific Islander-owned firms: 3,530 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$813.7 million
- Hispanic-owned Firms : 2,036 firms
- Annual sales of Hispanic-owned firms: \$250.7 million
- American Indian & Alaska Natives-owned firms: 2,229 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$199.9 million

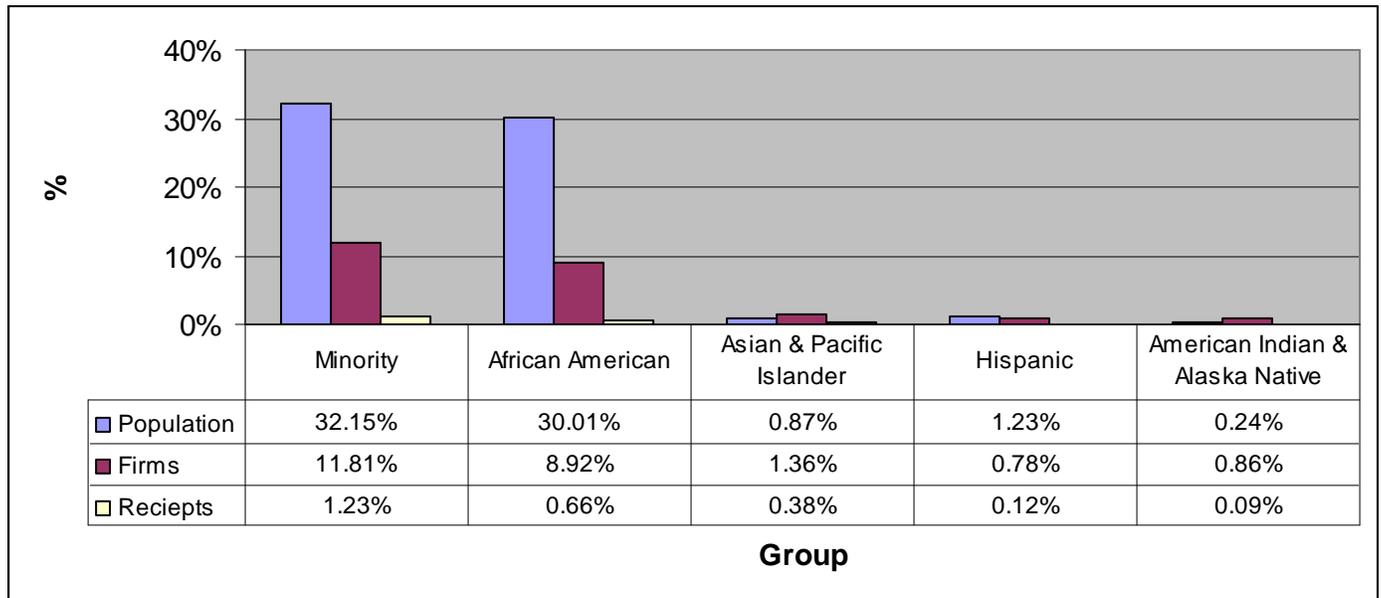


Business Participation¹

Group	State BPR: South Carolina	National BPR
All	69	78
Non-Minority	89	91
Minority	25	42
African American	20	24
Asian & Pacific Islander	107	90
Hispanic	44	41
American Indian & Alaska Native	241	85

Parity²:

In the State of South Carolina, Asian & Pacific Islanders have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of South Carolina

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	260,342		\$213,486,429		1,425,681		\$33,619,107	
Agricultural services, forestry, fishing, mining	6,888	2.65%	\$798,400	0.37%	10,601	0.74%	\$194,529	0.58%
Construction industries	35,361	13.58%	\$12,175,397	5.70%	88,849	6.23%	\$2,146,478	6.38%
Manufacturing	8,019	3.08%	\$71,891,780	33.68%	370,319	25.97%	\$11,368,373	33.82%
Transportation, communications, and utilities	10,248	3.94%	\$12,346,021	5.78%	68,287	4.79%	\$2,235,936	6.65%
Wholesale trade	9,507	3.65%	\$37,116,566	17.39%	71,561	5.02%	\$2,254,341	6.71%
Retail trade	42,934	16.49%	\$36,100,010	16.91%	341,809	23.98%	\$4,232,417	12.59%
Finance, insurance and real estate industries	27,476	10.55%	\$15,840,281	7.42%	73,487	5.15%	\$2,205,045	6.56%
Service industries	100,910	38.76%	\$26,353,246	12.34%	398,811	27.97%	\$8,924,620	26.55%
Industries not Classified	19,332	7.43%	\$613,257	0.29%	390	0.03%	\$5,976	0.02%

Industries for Minority Groups in the State of South Carolina (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	30,753	23,216	75.49%	3,530	11.48%	2,036	6.62%	2,229	7.25%
Agricultural services, forestry, fishing, and mining	763	644	2.09%	15	0.05%	28	0.09%	88	0.29%
Construction industries	3,556	2,785	9.06%	110	0.36%	427	1.39%	310	1.01%
Manufacturing	348	272	0.88%	17	0.06%	48	0.16%	25	0.08%
Transportation, communications, and utilities	2,177	2,076	6.75%	27	0.09%	42	0.14%	42	0.14%
Wholesale trade	409	212	0.69%	79	0.26%	44	0.14%	78	0.25%
Retail trade	5,070	3,432	11.16%	1,180	3.84%	315	1.02%	210	0.68%
Finance, insurance and real estate industries	1,043	823	2.68%	82	0.27%	100	0.33%	53	0.17%
Service industries	13,171	10,874	35.36%	1,440	4.68%	567	1.84%	387	1.26%
Industries not Classified	4,175	2,097	6.82%	561	1.82%	447	1.45%	1,036	3.37%

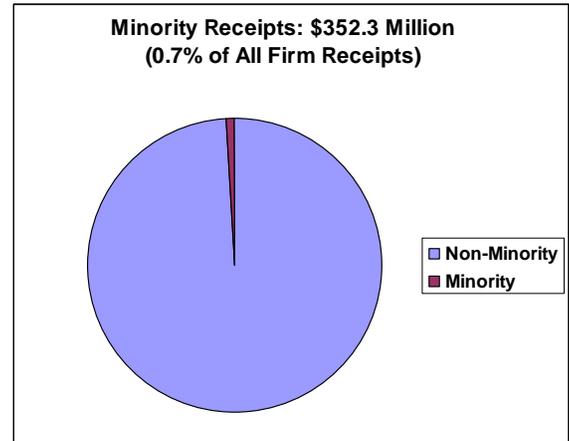
Industries for Minority Groups in the State of South Carolina (Sales in 1,000s)

	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	\$2,621,280	\$1,408,925	53.75%	\$813,706	31.04%	\$250,730	9.57%	\$199,917	7.63%
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	\$328,371	\$275,557	10.51%	\$13,547	0.52%	\$26,741	1.02%	\$13,253	0.51%
Manufacturing	\$163,489	\$50,050	1.91%	\$95,256	3.63%	\$18,083	0.69%	No Data	No Data
Transportation, communications, utilities	\$131,412	\$122,671	4.68%	No Data	No Data	\$4,275	0.16%	No Data	No Data
Wholesale trade	\$261,738	\$95,852	3.66%	\$124,027	4.73%	\$54,936	2.10%	\$23,985	0.92%
Retail trade	\$793,891	\$382,199	14.58%	\$282,249	10.77%	\$82,195	3.14%	\$50,110	1.91%
Finance, insurance and real estate industries	\$60,237	\$48,292	1.84%	\$4,641	0.18%	No Data	No Data	\$6,505	0.25%
Service industries	\$762,139	\$380,330	14.51%	\$283,846	10.83%	\$47,532	1.81%	\$67,578	2.58%
Industries not Classified	\$96,936	\$34,109	1.30%	\$6,580	0.25%	\$10,294	0.39%	\$33,586	1.28%

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: 730,855 persons
- Total Firms: 65,791 firms
- Annual sales of all firms in the State: \$50.2 billion
- 1997 Total Minority Population: 73,799 persons
- Total Minority-Owned Firms: 1,653 firms
- Annual sales of Minority-owned firms in State: \$352.3 million
- Total African American-owned firms: 150 firms
- Annual sales from African American-owned firms: \$17.3 million
- Asian & Pacific Islander-owned firms: 303 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$54.8 million
- Hispanic-owned Firms : 261 firms
- Annual sales of Hispanic-owned firms: \$58.5 million
- American Indian & Alaska Natives-owned firms: 955 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$221.9 million

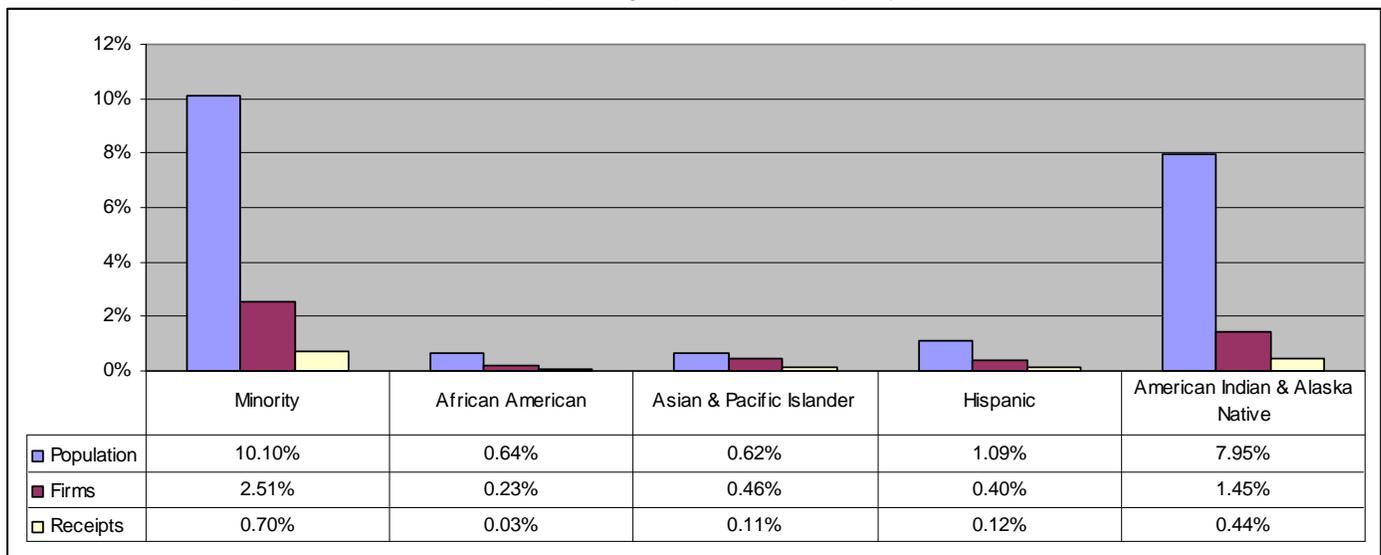


Business Participation¹

Group	State BPR: South Dakota	National BPR
All	90	78
Non-Minority	98	91
Minority	22	42
African American	32	24
Asian & Pacific Islander	66	90
Hispanic	33	41
American Indian & Alaska Native	16	85

Parity²:

In the State of South Dakota no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of South Dakota

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	65,791		50,181,052		275,019		5,553,107	
Agricultural services, forestry, fishing, mining	1,833	2.79%	226,890	0.45%	1,497	0.54%	27,405	0.49%
Construction industries	7,513	11.42%	1,994,836	3.98%	14,083	5.12%	364,837	6.57%
Manufacturing	1,806	2.75%	12,543,217	25.00%	49,076	17.84%	1,218,431	21.94%
Transportation, communications, and utilities	3,887	5.91%	2,515,998	5.01%	15,848	5.76%	401,992	7.24%
Wholesale trade	2,501	3.80%	8,766,981	17.47%	19,339	7.03%	478,952	8.62%
Retail trade	11,967	18.19%	11,773,487	23.46%	68,016	24.73%	823,357	14.83%
Finance, insurance and real estate industries	6,650	10.11%	7,392,362	14.73%	20,102	7.31%	525,678	9.47%
Service industries	25,925	39.41%	4,628,884	9.22%	85,034	30.92%	1,633,530	29.42%
Industries not Classified	3,632	5.52%	76,302	0.15%	31	0.01%	551	0.01%

Industries for Minority Groups in the State of South Dakota (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	1,653	150	9.07%	303	18.33%	261	15.79%	955	57.77%
Agricultural services, forestry, fishing, and mining	39	1	0.06%	No Data	No Data	14	0.85%	24	1.45%
Construction industries	158	7	0.42%	8	0.48%	25	1.51%	121	7.32%
Manufacturing	53	1	0.06%	3	0.18%	22	1.33%	28	1.69%
Transportation, communications, and utilities	75	10	0.60%	No Data	No Data	10	0.60%	46	2.78%
Wholesale trade	26	No Data	No Data	No Data	No Data	14	0.85%	No Data	No Data
Retail trade	257	12	0.73%	42	2.54%	59	3.57%	145	8.77%
Finance, insurance and real estate industries	23	4	0.24%	No Data	No Data	8	0.48%	14	0.85%
Service industries	691	61	3.69%	141	8.53%	87	5.26%	430	26.01%
Industries not Classified	328	54	3.27%	99	5.99%	21	1.27%	125	7.56%

Industries for Minority Groups in the State of South Dakota (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	352,347	17,294	4.91%	54,821	15.56%	58,514	16.61%	221,916	62.98%
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	48,785	No Data	No Data	No Data	No Data	No Data	No Data	46,379	13.16%
Manufacturing	7,868	No Data	No Data	No Data	No Data	3,941	1.12%	4,263	1.21%
Transportation, communications, utilities	19,497	No Data	No Data	No Data	No Data	No Data	No Data	5,109	1.45%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	111,808	2,106	0.60%	No Data	No Data	46,706	13.26%	49,344	14.00%
Finance, insurance and real estate industries	6,012	No Data	No Data	No Data	No Data	No Data	No Data	6,821	1.94%
Service industries	140,774	No Data	No Data	30,151	8.56%	No Data	No Data	105,473	29.93%
Industries not Classified	13,311	No Data	No Data	No Data	No Data	290	0.08%	1,974	0.56%

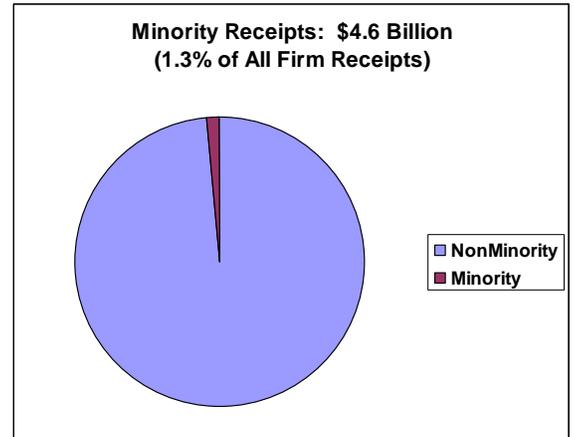
ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA).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

State	Total Number of Minority-Owned Firms	Sales of Minority-Owned Firms (\$1,000)	Minority Population
Alabama	28,292	\$3,231,787	1,197,143
Alaska	10,695	\$2,214,134	166,891
Arizona	43,337	\$7,139,822	1,432,118
Arkansas	13,023	\$1,406,545	477,254
California	738,000	\$182,892,499	15,731,348
Colorado	37,021	\$6,072,352	815,735
Connecticut	20,409	\$4,572,230	615,303
Delaware	5,329	\$1,244,413	178,114
District of Columbia	15,238	\$3,039,016	380,788
Florida	286,885	\$50,840,406	4,530,673
Georgia	88,733	\$12,874,398	2,459,481
Hawaii	54,250	\$14,822,367	843,295
Idaho	5,164	\$744,248	114,867
Illinois	110,340	\$23,997,470	3,356,599
Indiana	22,761	\$4,305,606	679,005
Iowa	5,299	\$897,145	147,860
Kansas	11,663	\$2,160,560	341,110
Kentucky	12,664	\$2,460,827	340,227
Louisiana	41,734	\$5,104,762	1,568,591
Maine	2,822	\$401,278	27,944
Maryland	82,619	\$11,575,635	1,760,051
Massachusetts	39,039	\$6,980,154	898,176
Michigan	51,751	\$12,730,730	1,836,821

State	Total Number of Minority-Owned Firms	Sales of Minority-Owned Firms (\$1,000)	Minority Population
Minnesota	15,258	\$3,105,911	379,782
Mississippi	21,997	\$1,993,954	1,039,361
Missouri	26,558	\$3,775,340	757,874
Montana	3,356	\$355,777	75,803
Nebraska	4,632	\$592,132	163,323
Nevada	15,187	\$3,523,319	459,777
New Hampshire	3,228	\$891,838	39,324
New Jersey	102,295	\$24,138,905	2,454,200
New Mexico	37,497	\$4,892,577	885,383
New York	296,523	\$47,214,892	6,187,556
North Carolina	61,551	\$6,711,336	1,956,013
North Dakota	1,530	\$248,686	44,252
Ohio	49,430	\$11,115,306	1,583,744
Oklahoma	28,509	\$4,606,294	661,537
Oregon	18,215	\$3,945,696	377,151
Pennsylvania	49,455	\$8,643,046	1,627,362
Rhode Island	4,784	\$626,860	125,149
South Carolina	30,753	\$2,621,280	1,218,500
South Dakota	1,653	\$352,347	73,799
Tennessee	32,524	\$4,583,483	996,197
Texas	365,450	\$67,384,765	8,438,501
Utah	8,617	\$1,208,280	221,410
Vermont	2,109	\$449,620	14,205
Virginia	71,705	\$10,197,142	1,801,554
Washington	42,935	\$11,335,907	907,890
West Virginia	4,290	\$834,659	77,855
Wisconsin	13,692	\$3,969,840	525,771
Wyoming	2,146	\$231,547	44,795

Demographic and Business Statistics

- 1997 Total Population: 5,378,433 persons
- Total Firms: 415,934 firms
- Annual sales of all firms in the State: \$362.6 billion
- 1997 Total Minority Population: 996,197 persons
- Total Minority-Owned Firms: 32,524 firms
- Annual sales of Minority-owned firms in State: \$4.6 billion
- Total African American-owned firms: 20,196 firms
- Annual sales from African American-owned firms: \$1.6 billion
- Asian & Pacific Islander-owned firms: 5,296 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.8 billion
- Hispanic-owned Firms : 3,639 firms
- Annual sales of Hispanic-owned firms: \$684.4 million
- American Indian & Alaska Natives-owned firms: 3,746 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$546.0 million

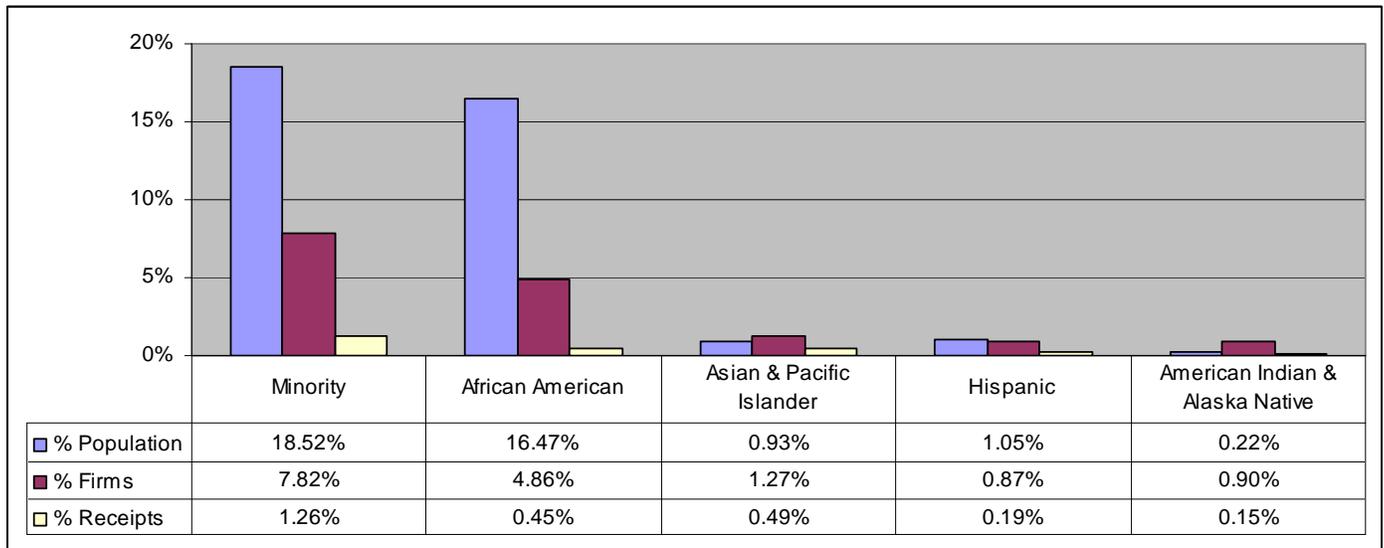


Business Participation¹

Group	State BPR: Tennessee	National BPR
All	77	78
Non-Minority	87	91
Minority	33	42
African American	23	24
Asian & Pacific Islander	106	90
Hispanic	64	41
American Indian & Alaska Native	312	85

Parity²:

In the State of Tennessee the American Indian & Alaska Native and Asian & Pacific Islander groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Tennessee

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	415,934		362,587,045		2,199,361		55,445,181	
Agricultural services, forestry, fishing, mining	8,839	2.13%	831,658	0.23%	15,205	0.69%	220,122	0.40%
Construction industries	62,005	14.91%	19,410,166	5.35%	119,375	5.43%	3,335,403	6.02%
Manufacturing	14,569	3.50%	100,320,762	27.67%	508,774	23.13%	15,339,727	27.67%
Transportation, communications, and utilities	19,927	4.79%	16,674,412	4.60%	145,729	6.63%	4,773,551	8.61%
Wholesale trade	15,227	3.66%	86,885,521	23.96%	142,486	6.48%	4,611,165	8.32%
Retail trade	62,920	15.13%	55,570,384	15.33%	488,294	22.20%	6,713,563	12.11%
Finance, insurance and real estate industries	37,894	9.11%	37,070,651	10.22%	125,665	5.71%	4,339,236	7.83%
Service industries	163,934	39.41%	43,940,659	12.12%	648,374	29.48%	15,937,152	28.74%
Industries not Classified	30,773	7.40%	1,143,510	0.32%	354	0.02%	7,426	0.01%

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

Industry Description	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	32,524	20,196	62.10%	5,296	16.28%	3,639	11.19%	3,746	11.52%
Agricultural services, forestry, fishing, and mining	520	389	1.20%	No Data	No Data	47	0.14%	73	0.22%
Construction industries	3,401	1,704	5.24%	89	0.27%	835	2.57%	943	2.90%
Manufacturing	484	219	0.67%	69	0.21%	59	0.18%	155	0.48%
Transportation, communications, and utilities	1,521	1,223	3.76%	69	0.21%	127	0.39%	129	0.40%
Wholesale trade	523	222	0.68%	148	0.46%	74	0.23%	85	0.26%
Retail trade	4,565	2,482	7.63%	1,439	4.42%	405	1.25%	278	0.85%
Finance, insurance and real estate industries	1,377	1,023	3.15%	162	0.50%	92	0.28%	111	0.34%
Service industries	15,234	10,789	33.17%	2,914	8.96%	1,051	3.23%	624	1.92%
Industries not Classified	4,891	2,140	6.58%	370	1.14%	944	2.90%	1,350	4.15%

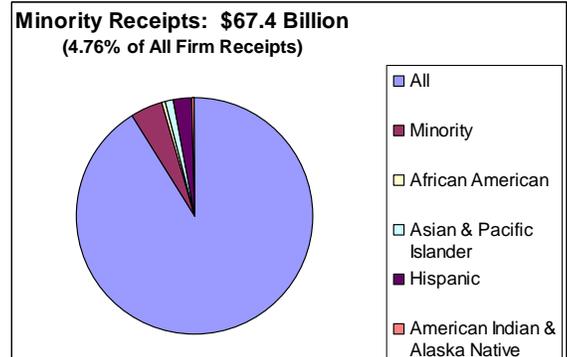
Industries for Minority Groups in the State of Tennessee (Sales)

Industry Description	Minority Sales ¹¹	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	4,583,483	1,644,529	35.88%	1,762,889	38.46%	684,426	14.93%	546,041	11.91%
Agricultural services, forestry, fishing, mining	30,186	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	526,043	200,105	4.37%	47,301	1.03%	97,833	2.13%	191,819	4.19%
Manufacturing	590,947	55,043	1.20%	318,599	6.95%	No Data	No Data	61,060	1.33%
Transportation, communications, utilities	141,033	95,856	2.09%	3,270	0.07%	No Data	No Data	37,353	0.81%
Wholesale trade	549,937	94,613	2.06%	231,922	5.06%	113,602	2.48%	111,628	2.44%
Retail trade	920,631	386,014	8.42%	416,355	9.08%	92,326	2.01%	34,474	0.75%
Finance, insurance and real estate industries	223,814	189,652	4.14%	23,869	0.52%	No Data	No Data	No Data	No Data
Service industries	1,379,838	529,992	11.56%	682,649	14.89%	141,807	3.09%	55,690	1.22%
Industries not Classified	220,970	67,645	1.48%	35,966	0.78%	61,001	1.33%	47,198	1.03%

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: 19,335,427 persons
- Total Firms: 1,525,972 firms
- Annual sales of all firms in the State: \$1.42 trillion
- 1997 Total Minority Population: 8,438,501 persons
- Total Minority-Owned Firms: 365,450 firms
- Annual sales of Minority-owned firms in State: \$67.3 billion
- Total African American-owned firms: 60,427 firms
- Annual sales from African American-owned firms: \$6.9 billion
- Asian & Pacific Islander-owned firms: 60,226 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$18.8 billion
- Hispanic-owned Firms : 240,396 firms
- Annual sales of Hispanic-owned firms: \$39.5 billion
- American Indian & Alaska Natives-owned firms: 15,668 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$3.3 million

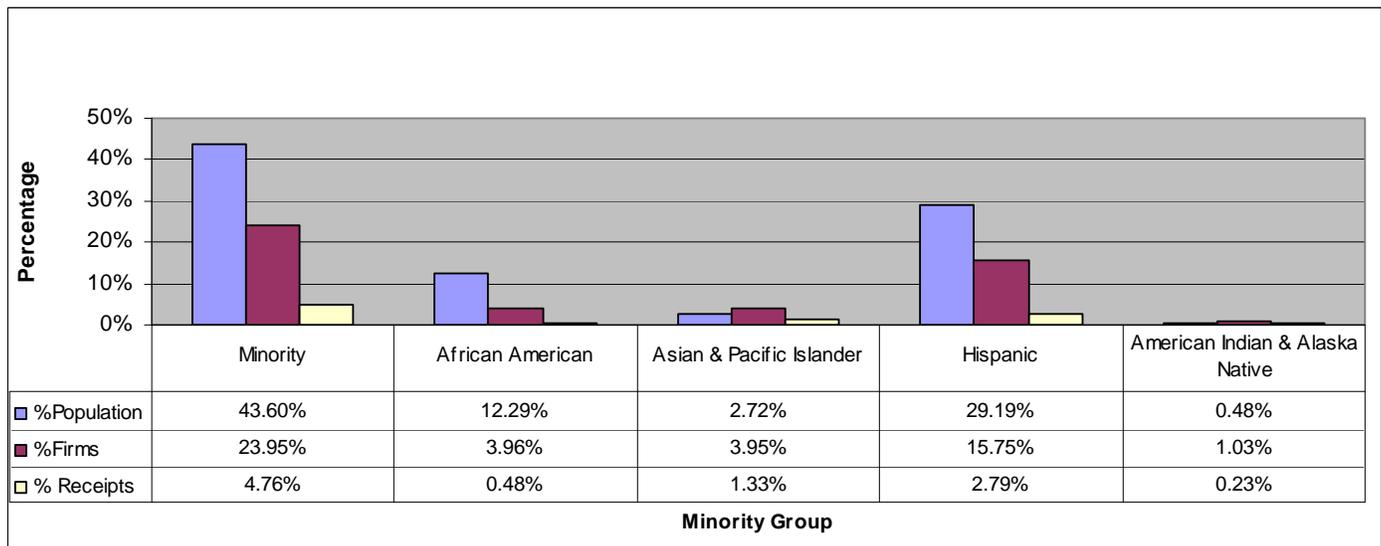


Business Participation¹

Group	BPR in the State of Texas	National BPR
All Groups	79	78
Non Minority Groups	106	91
Minority	43	42
African American	25	24
Asian & Pacific Islander	114	90
Hispanic	43	41
American Indian	169	85

Parity²:

In the State of Texas, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Texas

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	1,525,972		\$1,415,535,633		7,074,209		196,697,293	
Agricultural services, forestry, fishing, mining	78,418	5.14%	\$50,666,030	3.58%	205,701	2.91%	8,395,503	4.27%
Construction industries	180,994	11.86%	\$68,902,181	4.87%	433,408	6.13%	12,776,930	6.50%
Manufacturing	44,868	2.94%	\$306,055,413	21.62%	1,070,066	15.13%	38,687,831	19.67%
Transportation, communications, and utilities	69,998	4.59%	\$137,839,540	9.74%	439,460	6.21%	15,518,067	7.89%
Wholesale trade	59,983	3.93%	\$337,766,328	23.86%	504,164	7.13%	18,213,472	9.26%
Retail trade	202,480	13.27%	\$198,226,266	14.00%	1,571,944	22.22%	23,233,309	11.81%
Finance, insurance and real estate industries	154,689	10.14%	\$137,797,701	9.73%	461,297	6.52%	17,194,688	8.74%
Service industries	631,544	41.39%	\$173,803,006	12.28%	2,386,335	33.73%	62,640,575	31.85%
Industries not Classified	106,557	6.98%	4,479,168	.32%	1,834	.03%	36,918	.02%

Industries for Minority Groups in the State of Texas (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	376,717	60,427	16.04%	60,226	15.99%	240,396	63.81%	15,668	4.16%
Agricultural services, forestry, fishing, and mining	13,238	1,453	10.98%	1,436	10.85%	9,823	74.20%	526	3.97%
Construction industries	61,191	3,785	6.19%	1,526	2.49%	53,730	87.81%	2,150	3.51%
Manufacturing	7,817	1,042	13.33%	2,189	28.00%	4,246	54.32%	340	4.35%
Transportation, communications, and utilities	25,092	6,582	26.23%	1,002	3.99%	17,288	68.90%	220	.88%
Wholesale trade	9,159	898	9.80%	2,279	24.88%	5,845	63.82%	137	1.50%
Retail trade	49,699	5,379	10.82%	13,441	27.04%	30,460	61.29%	419	.84%
Finance, insurance and real estate industries	15,689	2,329	14.84%	3,813	24.30%	9,360	59.66%	187	1.19%
Service industries	148,884	31,835	21.38%	28,945	19.44%	86,945	58.40%	1,159	.78%
Industries not Classified	45,928	7,127	15.52%	5,449	11.86%	22,816	49.68%	10,536	22.94%

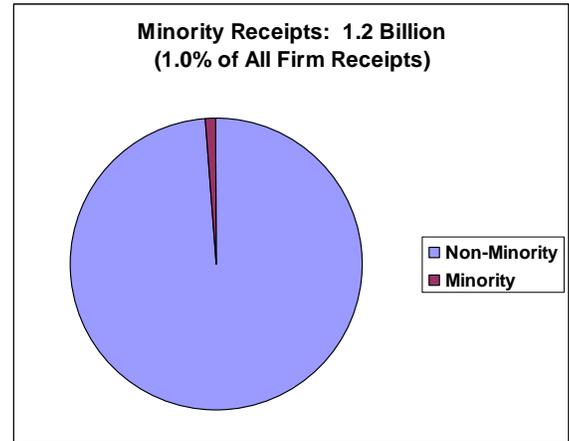
Industries for Minority Groups in the State of Texas (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$68,508,618	\$6,857,330	10.01%	\$18,849,333	27.51%	\$39,481,767	57.63%	\$3,320,188	4.85%
Agricultural services, forestry, fishing, mining	\$1,102,531	\$40,285	3.65%	\$254,801	23.11%	\$556,593	50.48%	\$250,852	22.75%
Construction industries	\$5,323,430	\$448,806	8.43%	\$375,361	7.05%	\$4,158,189	78.11%	\$341,074	6.41%
Manufacturing	\$3,824,229	\$282,662	7.39%	\$1,412,070	36.92%	\$1,839,050	48.09%	\$290,517	7.60%
Transportation, communications, utilities	\$3,488,203	\$1,033,605	29.63%	\$297,023	8.52%	\$2,088,111	59.86%	\$69,464	1.99%
Wholesale trade	\$17,171,892	\$394,564	2.30%	\$5,168,862	30.10%	\$11,357,218	66.14%	\$251,248	1.46%
Retail trade	\$14,757,939	\$1,323,450	8.97%	\$5,524,658	37.44%	\$7,717,074	52.29%	\$192,757	1.31%
Finance, insurance and real estate industries	\$2,715,859	\$162,701	5.99%	\$1,118,418	41.18%	\$1,408,076	51.85%	\$26,664	0.98%
Service industries	\$15,828,410	\$2,752,168	17.39%	\$3,956,224	24.99%	\$8,972,591	56.69%	\$147,427	0.93%
Industries not Classified	\$4,296,054	\$419,089	9.76%	741,917	17.27%	\$1,384,864	32.24%	1,750,184	40.74%

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

Demographic and Business Statistics

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- Total Firms: 1,525,972 firms
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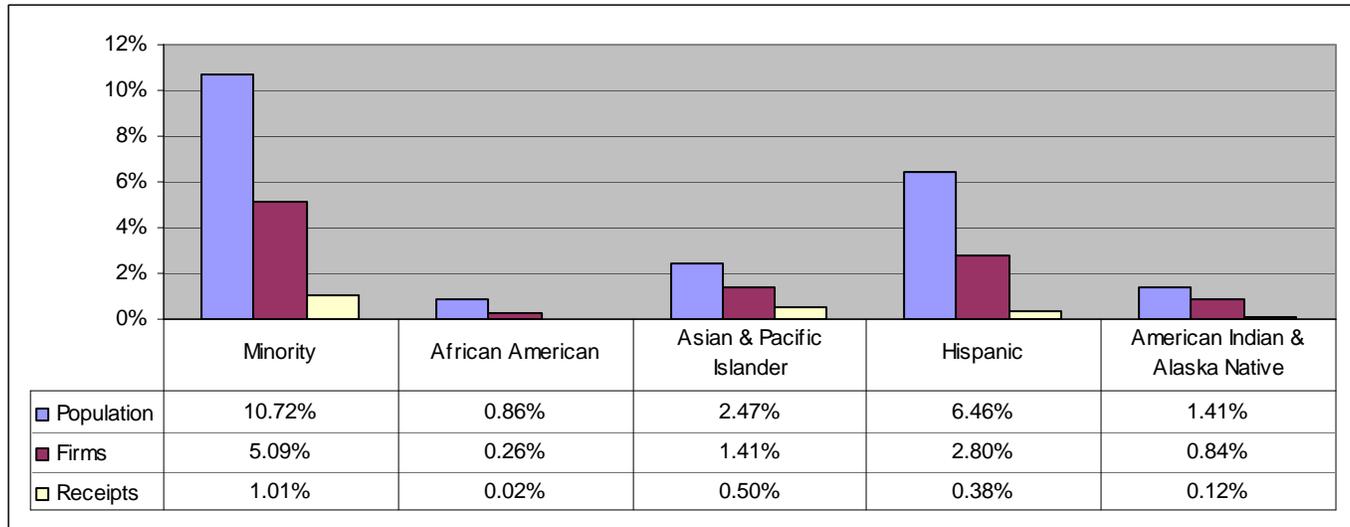


Business Participation¹

Group	State BPR: Utah	National BPR
All Groups	82	78
Non Minority Groups	87	91
Minority	39	42
African American	25	24
Asian & Pacific Islander	47	90
Hispanic	36	41
American Indian	49	85

Parity²:

In the State of Utah, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Texas

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	1,525,972		\$1,415,535,633		7,074,209		196,697,293	
Agricultural services, forestry, fishing, mining	37,325	2.45%	\$4,460,122	0.32%	50,049	0.71%	898,444	0.46%
Construction industries	180,994	11.86%	\$68,902,181	4.87%	433,408	6.13%	12,776,930	6.50%
Manufacturing	44,868	2.94%	\$306,055,413	21.62%	1,070,066	15.13%	38,687,831	19.67%
Transportation, communications, and utilities	69,998	4.59%	\$137,839,540	9.74%	439,460	6.21%	15,518,067	7.89%
Wholesale trade	59,983	3.93%	\$337,766,328	23.86%	504,164	7.13%	18,213,472	9.26%
Retail trade	202,480	13.27%	\$198,226,266	14.00%	1,571,944	22.22%	23,233,309	11.81%
Finance, insurance and real estate industries	154,689	10.14%	\$137,797,701	9.73%	461,297	6.52%	17,194,688	8.74%
Service industries	631,544	41.39%	\$173,803,006	12.28%	2,386,335	33.73%	62,640,575	31.85%
Industries not Classified	106,557	6.98%	\$4,479,168	0.32%	1,834	0.03%	36,918	0.02%

Industries for Minority Groups in the State of Texas (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	365,450	60,427	16.53%	60,226	16.48%	240,396	65.78%	15,668	4.29%
Agricultural services, forestry, fishing, and mining	1,263	1,388	0.38%	1,436	0.39%	8,905	2.44%	353	0.10%
Construction industries	58,798	3,785	1.04%	1,526	0.42%	53,730	14.70%	2,150	0.59%
Manufacturing	7,671	1,042	0.29%	2,189	0.60%	4,246	1.16%	340	0.09%
Transportation, communications, and utilities	24,606	6,582	1.80%	1,002	0.27%	17,288	4.73%	220	0.06%
Wholesale trade	9,037	898	0.25%	2,279	0.62%	5,845	1.60%	137	0.04%
Retail trade	48,593	5,379	1.47%	13,441	3.68%	30,460	8.33%	419	0.11%
Finance, insurance and real estate industries	15,454	2,329	0.64%	3,813	1.04%	9,360	2.56%	187	0.05%
Service industries	144,036	31,835	8.71%	28,945	7.92%	86,945	23.79%	1,159	0.32%
Industries not Classified	44,255	7,127	1.95%	5,449	1.49%	22,816	6.24%	10,536	2.88%

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

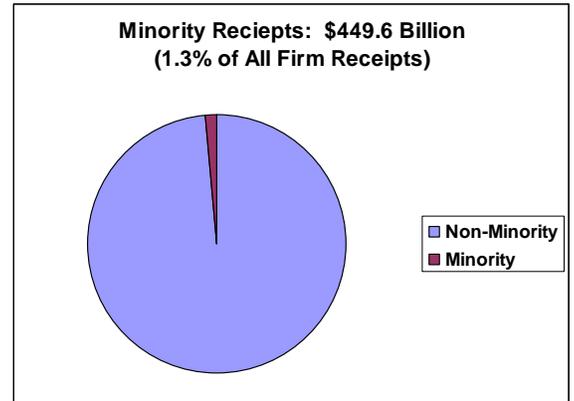
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$67,384,765	\$6,857,330	10.18%	\$18,849,333	27.97%	\$39,481,767	58.59%	\$3,320,188	4.93%
Agricultural services, forestry, fishing, mining	\$613,034	\$36,868	0.05%	\$66,774	0.10%	\$230,644	0.34%	\$22,669	0.03%
Construction industries	\$5,168,883	\$448,806	0.67%	\$375,361	0.56%	\$4,158,189	6.17%	\$341,074	0.51%
Manufacturing	\$3,771,794	\$282,662	0.42%	\$1,412,070	2.10%	\$1,839,050	2.73%	\$290,517	0.43%
Transportation, communications utilities	\$3,468,147	\$1,033,605	1.53%	\$297,023	0.44%	\$2,088,111	3.10%	\$69,464	0.10%
Wholesale trade	\$17,160,065	\$394,564	0.59%	\$5,168,862	7.67%	\$11,357,218	16.85%	\$251,248	0.37%
Retail trade	\$14,180,227	\$1,323,450	1.96%	\$5,524,658	8.20%	\$7,717,074	11.45%	\$192,757	0.29%
Finance, insurance and real estate industries	\$2,707,593	\$162,701	0.24%	\$1,118,418	1.66%	\$1,408,076	2.09%	\$26,664	0.04%
Service industries	\$15,560,146	\$2,752,168	4.08%	\$3,956,224	5.87%	\$8,972,591	13.32%	\$147,427	0.22%
Industries not Classified	\$4,417,971	\$419,089	0.62%	\$741,917	1.10%	\$1,384,864	2.06%	\$1,750,184	2.60%

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 State of Vermont

Demographic and Business Statistics

- 1997 Total Population: 588,665 persons
- Total Firms: 67,488 firms
- Annual sales of all firms in the State: \$33.5 billion
- 1997 Total Minority Population: 14,205 persons
- Total Minority-Owned Firms: 2,109 firms
- Annual sales of Minority-owned firms in State: \$449.6 million
- Total African American-owned firms: 168 firms
- Annual sales from African American-owned firms: \$37.3 million
- Asian & Pacific Islander-owned firms: 304 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$49.3 million
- Hispanic-owned Firms : 898 firms
- Annual sales of Hispanic-owned firms: \$184.1 million
- American Indian & Alaska Natives-owned firms: 751 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$178.9 million

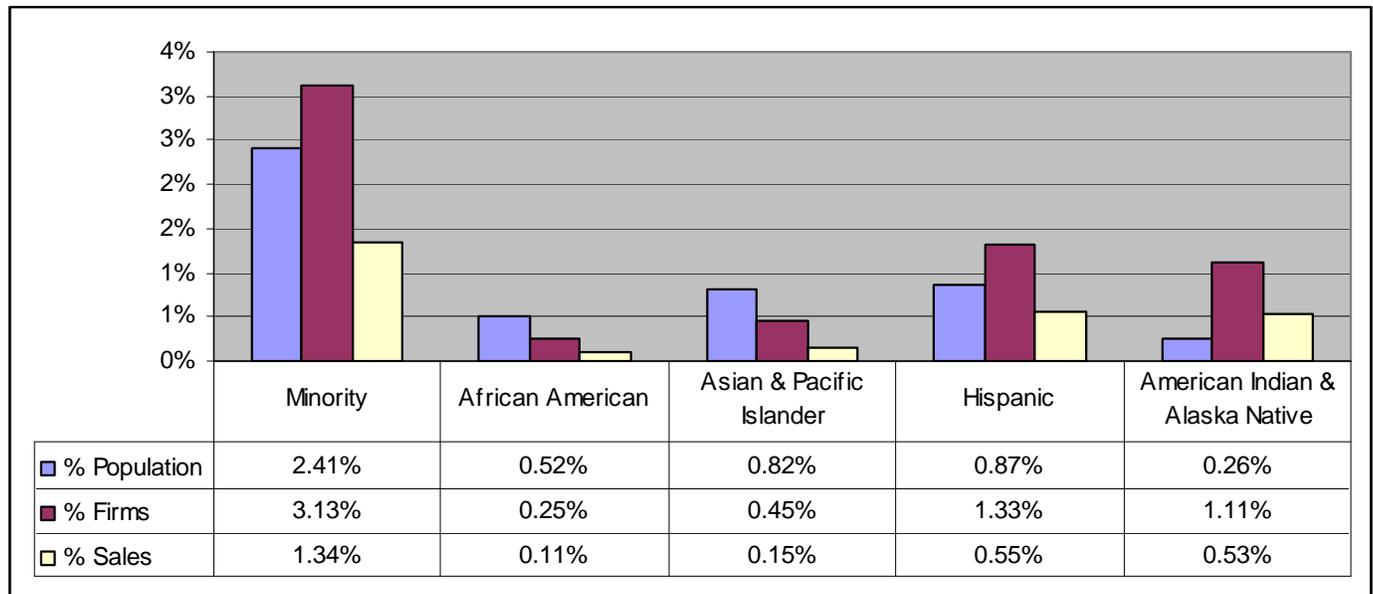


Business Participation¹

Group	State BPR: Vermont	National BPR
All	115	78
Non-Minority	114	91
Minority	148	42
African American	55	24
Asian & Pacific Islander	63	90
Hispanic	175	41
American Indian & Alaska Native	483	85

Parity²:

In the State of Vermont, Hispanics, and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Vermont

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	67,488		33,469,226		232,647		5,502,895	
Agricultural services, forestry, fishing, mining	1,943	2.88%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	9,398	13.93%	2,041,682	6.10%	12,874	5.53%	351,668	6.39%
Manufacturing	4,454	6.60%	8,196,802	24.49%	45,729	19.66%	1,553,473	28.23%
Transportation, communications, and utilities	2,353	3.49%	2,841,088	8.49%	11,193	4.81%	344,765	6.27%
Wholesale trade	2,120	3.14%	5,187,739	15.50%	13,215	5.68%	394,173	7.16%
Retail trade	9,618	14.25%	6,183,322	18.47%	53,646	23.06%	735,343	13.36%
Finance, insurance and real estate industries	5,258	7.79%	3,666,509	10.95%	12,047	5.18%	396,235	7.20%
Service industries	28,458	42.17%	5,010,595	14.97%	81,450	35.01%	1,665,891	30.27%
Industries not Classified	3,887	5.76%	98,193	0.29%	38	0.02%	926	0.02%

Industries for Minority Groups in the State of Vermont (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	2,109	168	7.97%	304	14.41%	898	42.58%	751	35.61%
Agricultural services, forestry, fishing, and mining	42	13	0.62%	2	0.09%	23	1.09%	No Data	No Data
Construction industries	251	14	0.66%	4	0.19%	111	5.26%	142	6.73%
Manufacturing	132	10	0.47%	42	1.99%	19	0.90%	66	3.13%
Transportation, communications, and utilities	18	3	0.14%	1	0.05%	2	0.09%	21	1.00%
Wholesale trade	13	10	0.47%	2	0.09%	1	0.05%	15	0.71%
Retail trade	235	18	0.85%	73	3.46%	44	2.09%	120	5.69%
Finance, insurance and real estate industries	46	11	0.52%	8	0.38%	19	0.90%	10	0.47%
Service industries	553	87	4.13%	123	5.83%	216	10.24%	161	7.63%
Industries not Classified	821	3	0.14%	48	2.28%	464	22.00%	196	9.29%

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

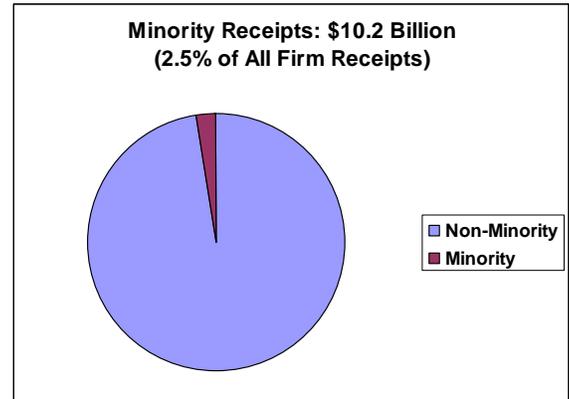
	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	449,620	37,324	8.30%	49,319	10.97%	184,130	40.95%	178,902	39.79%
Agricultural services, forestry, fishing, mining	1,493	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	28,270	No Data	No Data	No Data	No Data	No Data	No Data	23,099	5.14%
Manufacturing	14,425	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	1,784	0.40%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	204,307	No Data	No Data	18,311	4.07%	28,652	6.37%	127,814	28.43%
Finance, insurance and real estate industries	3,616	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	38,763	No Data	No Data	No Data	No Data	No Data	No Data	19,945	4.44%
Industries not Classified	154,452	33	0.01%	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 State of Virginia

Demographic and Business Statistics

- 1997 Total Population: 6,732,878 persons
- Total Firms: 480,122 firms
- Annual sales of all firms in the State: \$415.1 billion
- 1997 Total Minority Population: 1,801,504 persons
- Total Minority-Owned Firms: 71,705 firms
- Annual sales of Minority-owned firms in State: \$10.2 billion
- Total African American-owned firms: 33,539 firms
- Annual sales from African American-owned firms: \$3.4 billion
- Asian & Pacific Islander-owned firms: 22,441 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$4.4 billion
- Hispanic-owned Firms : 13,703 firms
- Annual sales of Hispanic-owned firms: \$1.8 billion
- American Indian & Alaska Natives-owned firms: 3,280 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$621.6 million

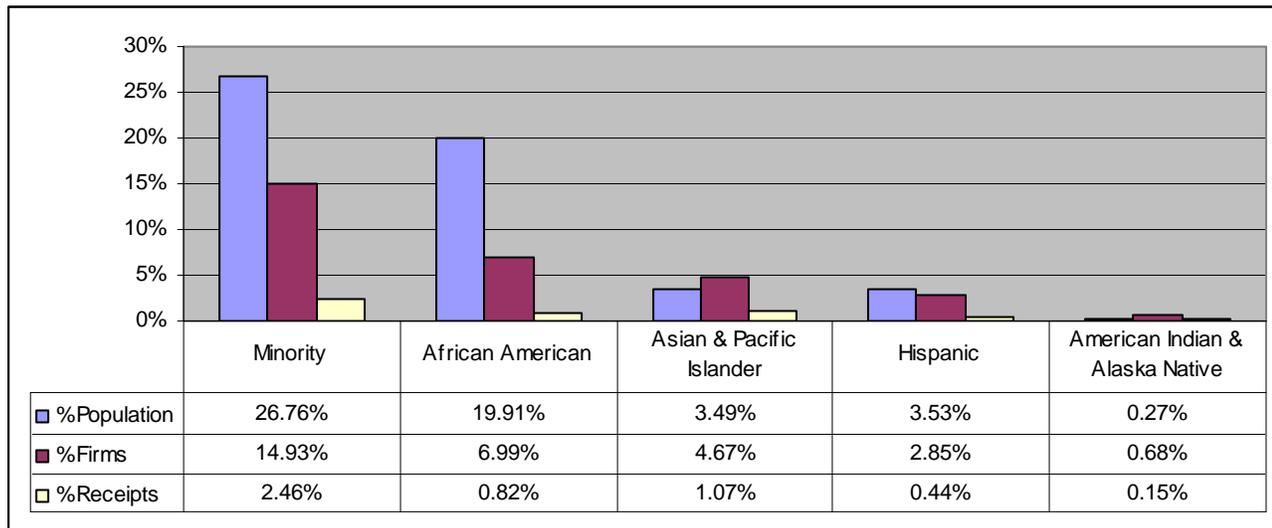


Business Participation¹

Group	State BPR: Virginia	National BPR
All	71	78
Non-Minority	83	91
Minority	40	42
African American	25	24
Asian & Pacific Islander	95	90
Hispanic	58	41
American Indian & Alaska Native	179	85

Parity²:

In the State of Virginia, the Asian & Pacific Islander group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Virginia

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	480,122		415,092,587		2,571,489		69,930,776	
Agricultural services, forestry, fishing, mining	11,502	2.40%	1,378,325	0.33%	21,338	0.83%	408,653	0.58%
Construction industries	58,665	12.22%	25,037,539	6.03%	178,903	6.96%	4,882,653	6.98%
Manufacturing	12,577	2.62%	87,671,402	21.12%	407,824	15.86%	13,184,989	18.85%
Transportation, communications, and utilities	21,454	4.47%	32,013,577	7.71%	143,611	5.58%	5,380,539	7.69%
Wholesale trade	14,975	3.12%	66,090,154	15.92%	135,129	5.25%	4,687,961	6.70%
Retail trade	65,350	13.61%	66,400,304	16.00%	585,307	22.76%	8,377,582	11.98%
Finance, insurance and real estate industries	54,344	11.32%	60,929,647	14.68%	175,040	6.81%	6,189,822	8.85%
Service industries	208,537	43.43%	71,785,702	17.29%	910,687	35.41%	26,300,828	37.61%
Industries not Classified	32,855	6.84%	1,393,542	0.34%	506	0.02%	12,413	0.02%

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

Industry Description	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	71,705	33,539	46.77%	22,441	31.30%	13,703	19.11%	3,280	4.57%
Agricultural services, forestry, fishing, and mining	1,006	651	0.91%	111	0.15%	209	0.29%	96	0.13%
Construction industries	6,464	2,846	3.97%	1,154	1.61%	2,089	2.91%	472	0.66%
Manufacturing	932	510	0.71%	268	0.37%	153	0.21%	35	0.05%
Transportation, communications, and utilities	5,476	3,476	4.85%	1,447	2.02%	495	0.69%	107	0.15%
Wholesale trade	909	332	0.46%	419	0.58%	136	0.19%	29	0.04%
Retail trade	9,378	3,563	4.97%	4,443	6.20%	1,230	1.72%	255	0.36%
Finance, insurance and real estate industries	3,447	1,725	2.41%	1,140	1.59%	515	0.72%	104	0.15%
Service industries	34,345	17,023	23.74%	11,128	15.52%	6,105	8.51%	497	0.69%
Industries not Classified	9,768	3,436	4.79%	2,337	3.26%	2,769	3.86%	1,661	2.32%

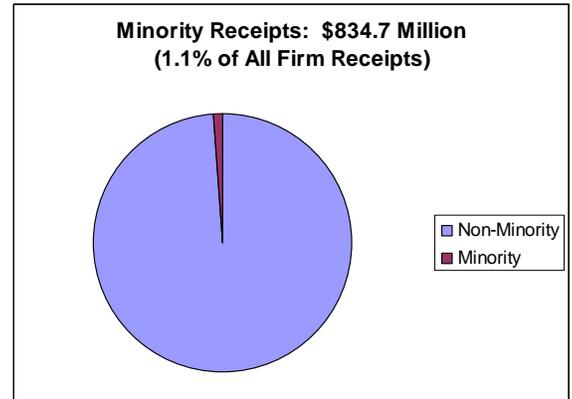
Industries for Minority Groups in the State of Virginia (Sales)

Industry Description	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	10,197,142	3,408,165	33.42%	4,438,842	43.53%	1,808,975	17.74%	621,617	6.10%
Agricultural services, forestry, fishing, mining	No Data	25,615	0.25%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	974,311	357,645	3.51%	198,396	1.95%	312,700	3.07%	107,848	1.06%
Manufacturing	715,278	184,150	1.81%	345,027	3.38%	165,591	1.62%	No Data	No Data
Transportation, communications, utilities	372,413	241,488	2.37%	64,241	0.63%	43,608	0.43%	35,340	0.35%
Wholesale trade	822,946	80,139	0.79%	484,291	4.75%	215,787	2.12%	43,593	0.43%
Retail trade	1,793,827	440,471	4.32%	1,169,965	11.47%	143,324	1.41%	49,880	0.49%
Finance, insurance and real estate industries	258,615	101,149	0.99%	117,238	1.15%	29,647	0.29%	11,310	0.11%
Service industries	4,939,808	1,914,768	18.78%	1,939,360	19.02%	815,241	7.99%	297,771	2.92%
Industries not Classified	275,702	62,678	0.61%	112,112	1.10%	75,811	0.74%	48,477	0.48%

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: 1,815,588 persons
- Total Firms: 111,737 firms
- Annual sales of all firms in the State: \$77.5 billion
- 1997 Total Minority Population: 77,855 persons
- Total Minority-Owned Firms: 4,290 firms
- Annual sales of Minority-owned firms in State: \$834.7 million
- Total African American-owned firms: 1,148 firms
- Annual sales from African American-owned firms: \$87.6 million
- Asian & Pacific Islander-owned firms: 1,240 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$531.7 million
- Hispanic-owned Firms : 940 firms
- Annual sales of Hispanic-owned firms: \$95.9 million
- American Indian & Alaska Natives-owned firms: 1,017 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$123.7 million

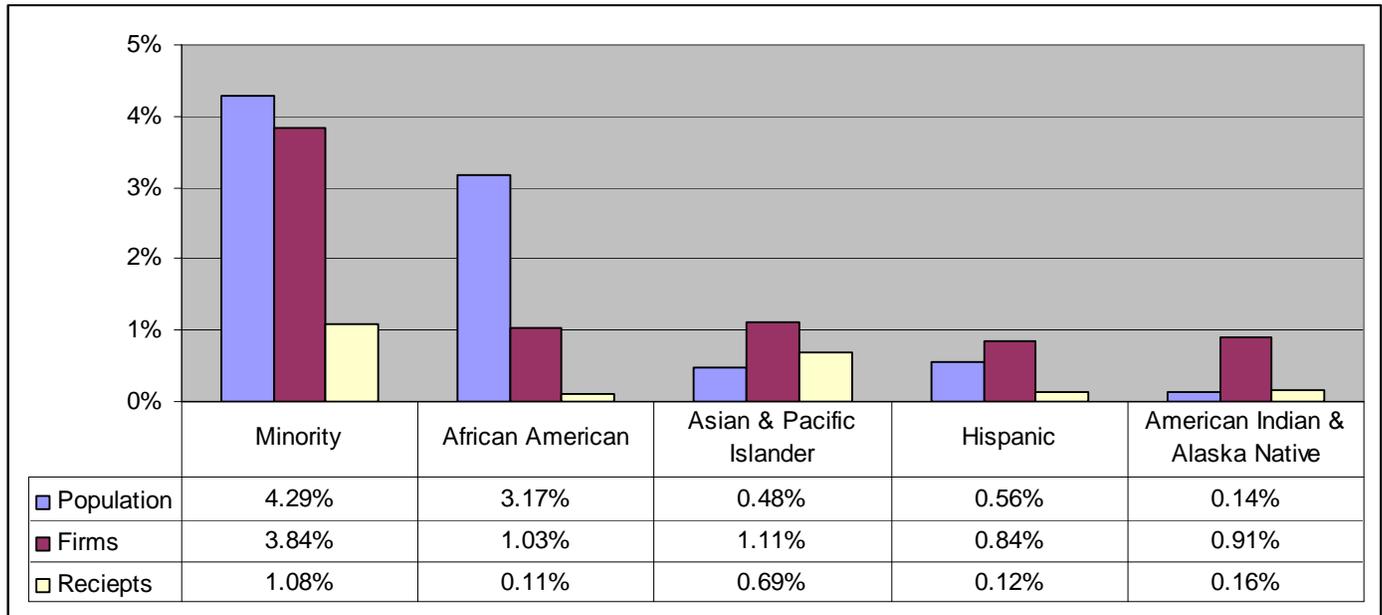


Business Participation¹

Group	State BPR: West Virginia	National BPR
All	62	78
Non-Minority	62	91
Minority	55	42
African American	20	24
Asian & Pacific Islander	143	90
Hispanic	92	41
American Indian & Alaska Native	408	85

Parity²:

In the State of West Virginia, the Asian & Pacific Islander group and the American Indians & Alaska Native group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of West Virginia

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	111,737		\$77,527,532		529,192		\$12,397,238	
Agricultural services, forestry, fishing, mining	1,801	1.61%	\$164,507	0.21%	2,605	0.49%	\$44,534	0.36%
Construction industries	12,996	11.63%	\$3,339,729	4.31%	31,025	5.86%	\$757,771	6.11%
Manufacturing	4,013	3.59%	\$18,663,909	24.07%	77,992	14.74%	\$2,583,019	20.84%
Transportation, communications, and utilities	5,676	5.08%	\$7,119,198	9.18%	33,348	6.30%	\$1,062,109	8.57%
Wholesale trade	3,409	3.05%	\$11,023,141	14.22%	29,853	5.64%	\$902,838	7.28%
Retail trade	19,911	17.82%	\$15,073,798	19.44%	132,492	25.04%	\$1,640,329	13.23%
Finance, insurance and real estate industries	9,235	8.26%	\$5,413,083	6.98%	27,245	5.15%	\$668,669	5.39%
Service industries	44,107	39.47%	\$10,138,300	13.08%	169,097	31.95%	\$3,602,185	29.06%
Industries not Classified	7,629	6.83%	\$156,618	0.20%	56	0.01%	\$865	0.01%

Industries for Minority Groups in the State of West Virginia (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	4,290	1,148	26.76%	1,240	28.90%	940	21.91%	1,017	23.71%
Agricultural services, forestry, fishing, and mining	35	No Data	No Data	0	0.00%	17	0.40%	32	0.75%
Construction industries	258	73	1.70%	37	0.86%	4	0.09%	25	0.58%
Manufacturing	80	12	0.28%	21	0.49%	72	1.68%	91	2.12%
Transportation, communications, and utilities	88	36	0.84%	1	0.02%	23	0.54%	63	1.47%
Wholesale trade	55	7	0.16%	12	0.28%	12	0.28%	34	0.79%
Retail trade	513	134	3.12%	10	0.23%	9	0.21%	29	0.68%
Finance, insurance and real estate industries	126	38	0.89%	191	4.45%	119	2.77%	87	2.03%
Service industries	2,055	749	17.46%	46	1.07%	21	0.49%	29	0.68%
Industries not Classified	1,027	97	2.26%	858	20.00%	309	7.20%	171	3.99%

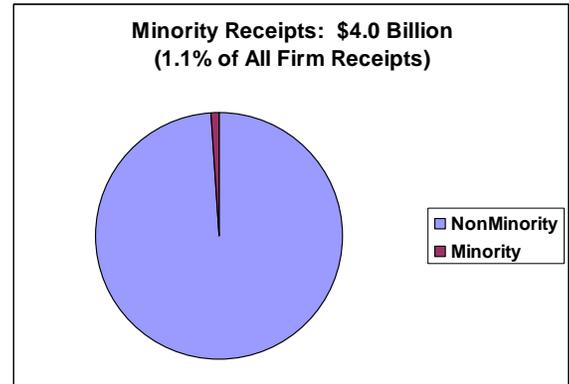
Industries for Minority Groups in the State of West Virginia (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$834,659	\$87,649	10.50%	\$531,677	63.70%	\$95,910	11.49%	\$127,306	15.25%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$0	0.00%	No Data	No Data	No Data	No Data
Construction industries	\$63,951	\$20,472	2.45%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	\$17,161	2.06%	\$15,256	1.83%
Transportation, communications, utilities	\$13,857	\$2,685	0.32%	No Data	No Data	\$1,324	0.16%	\$5,110	0.61%
Wholesale trade	\$33,848	No Data	No Data	No Data	No Data	No Data	No Data	\$6,209	0.74%
Retail trade	\$139,030	\$38,931	4.66%	No Data	No Data	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	\$13,936	No Data	No Data	\$38,287	4.59%	\$14,631	1.75%	\$52,716	6.32%
Service industries	\$543,133	\$22,440	2.69%	\$6,322	0.76%	No Data	No Data	\$6,075	0.73%
Industries not Classified	\$15,473	\$1,338	0.16%	\$460,979	55.23%	\$48,484	5.81%	\$13,366	1.60%

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: 5,20,235 persons
- Total Firms: 366,436 firms
- Annual sales of all firms in the State: \$367.8 billion
- 1997 Total Minority Population: 521,771 persons
- Total Minority-Owned Firms: 13,692 firms
- Annual sales of Minority-owned firms in State: \$4.0 billion
- Total African American-owned firms: 4,848 firms
- Annual sales from African American-owned firms: \$550.1 million
- Asian & Pacific Islander-owned firms: 3,753 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.5 billion
- Hispanic-owned Firms : 3,020 firms
- Annual sales of Hispanic-owned firms: \$816.8 million
- American Indian & Alaska Natives-owned firms: 2,338 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$1.1 billion

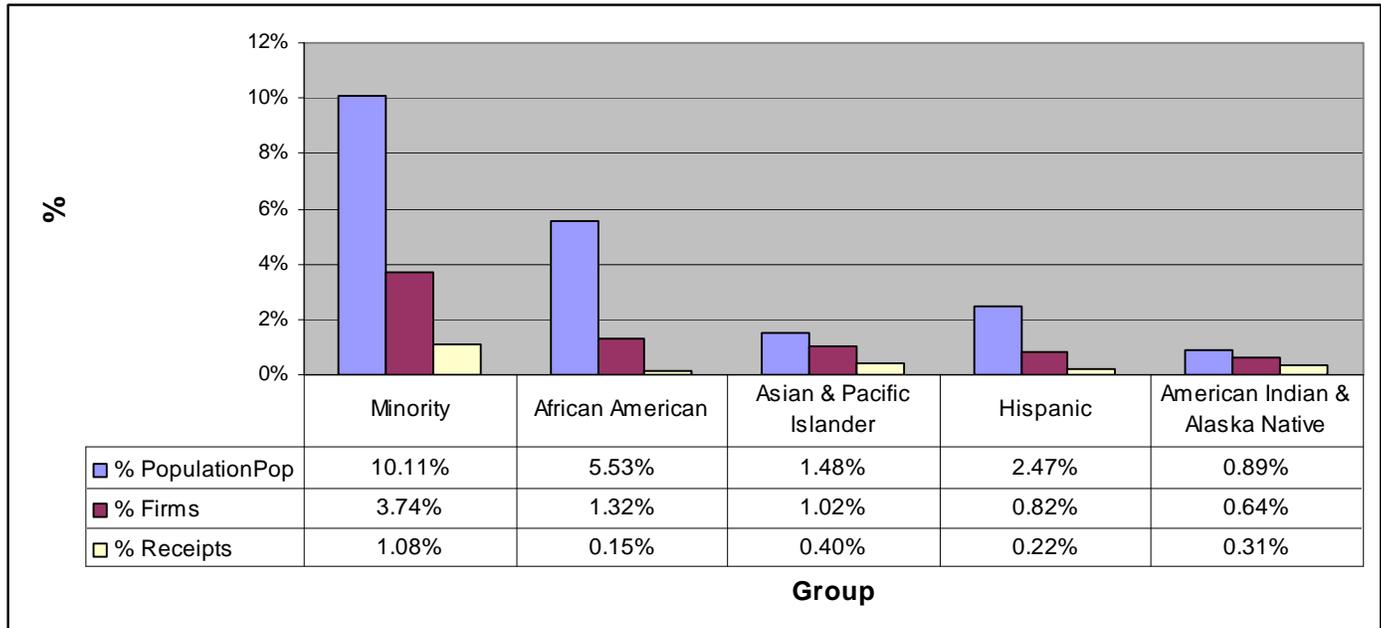


Business Participation¹

Group	State BPR: Wisconsin	National BPR
All	70	78
Non-Minority	79	91
Minority	26	42
African American	17	24
Asian & Pacific Islander	49	90
Hispanic	24	41
American Indian & Alaska Native	51	85

Parity²:

In the State of Wisconsin no group has achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Wisconsin

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	366,436		\$367,841,279		2,246,488		\$59,198,866	
Agricultural services, forestry, fishing, mining	8,268	2.26%	\$997,040	0.27%	11,968	0.53%	\$280,018	0.47%
Construction industries	43,243	11.80%	\$18,492,960	5.03%	112,858	5.02%	\$3,961,064	6.69%
Manufacturing	18,347	5.01%	\$120,395,923	32.73%	609,649	27.14%	\$20,931,535	35.36%
Transportation, communications, and utilities	18,091	4.94%	\$18,578,582	5.05%	115,665	5.15%	\$3,583,941	6.05%
Wholesale trade	15,054	4.11%	\$62,255,931	16.92%	133,146	5.93%	\$4,432,689	7.49%
Retail trade	63,989	17.46%	\$52,467,941	14.26%	471,034	20.97%	\$6,124,503	10.35%
Finance, insurance and real estate industries	40,010	10.92%	\$55,571,979	15.11%	153,185	6.82%	\$5,372,898	9.08%
Service industries	139,893	38.18%	\$38,073,979	10.35%	636,274	28.32%	\$14,409,513	24.34%
Industries not Classified	20,259	5.53%	\$584,193	0.16%	335	0.01%	\$6,396	0.01%

Industries for Minority Groups in the State of Wisconsin (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	13,692	4,848	35.41%	3,752	27.40%	3,020	22.06%	2,338	17.08%
Agricultural services, forestry, fishing, and mining	142	23	0.17%	43	0.31%	36	0.26%	48	0.35%
Construction industries	784	237	1.73%	67	0.49%	229	1.67%	258	1.88%
Manufacturing	307	73	0.53%	71	0.52%	60	0.44%	113	0.83%
Transportation, communications, and utilities	688	384	2.80%	115	0.84%	109	0.80%	97	0.71%
Wholesale trade	242	54	0.39%	72	0.53%	72	0.53%	47	0.34%
Retail trade	2,360	621	4.54%	1,109	8.10%	479	3.50%	218	1.59%
Finance, insurance and real estate industries	643	250	1.83%	207	1.51%	131	0.96%	67	0.49%
Service industries	5,639	2,685	19.61%	1,587	11.59%	909	6.64%	543	3.97%
Industries not Classified	2,887	521	3.81%	482	3.52%	994	7.26%	947	6.92%

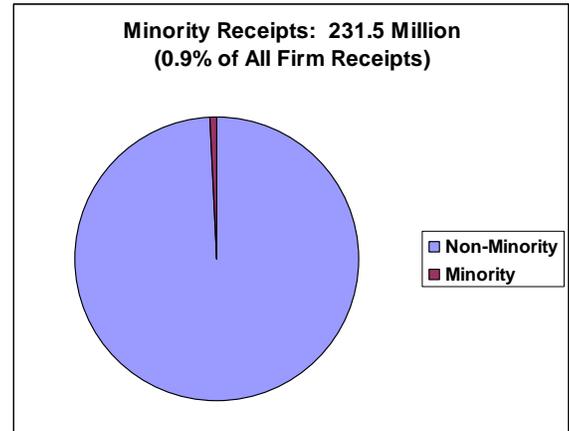
Industries for Minority Groups in the State of Wisconsin (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$3,969,840	\$550,114	13.86%	\$1,487,807	37.48%	\$816,817	20.58%	\$1,135,975	28.62%
Agricultural services, forestry, fishing, mining	\$6,551	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$262,897	\$97,120	2.45%	\$35,253	0.89%	\$54,618	1.38%	\$77,636	1.96%
Manufacturing	\$590,753	No Data	No Data	\$178,999	4.51%	\$187,181	4.72%	\$210,062	5.29%
Transportation, communications, utilities	\$91,219	\$55,417	1.40%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	\$427,697	\$25,047	0.63%	\$167,687	4.22%	\$189,251	4.77%	\$46,168	1.16%
Retail trade	\$755,933	\$159,972	4.03%	\$435,851	10.98%	\$109,386	2.76%	\$62,640	1.58%
Finance, insurance and real estate industries	\$93,785	\$12,247	0.31%	\$38,919	0.98%	\$39,966	1.01%	No Data	No Data
Service industries	\$1,476,568	\$167,407	4.22%	\$545,320	13.74%	\$173,774	4.38%	No Data	No Data
Industries not Classified	\$264,402	\$17,264	0.43%	\$77,489	1.95%	\$56,834	1.43%	\$116,607	2.94%

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: 480,031 persons
- Total Firms: 49,376 firms
- Annual sales of all firms in the State: \$26.7 billion
- 1997 Total Minority Population: 44,795 persons
- Total Minority-Owned Firms: 2,146 firms
- Annual sales of Minority-owned firms in State: \$231.5 billion
- Total African American-owned firms: 232 firms
- Annual sales from African American-owned firms: \$12.7 million
- Asian & Pacific Islander-owned firms: 294 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$65.8 million
- Hispanic-owned Firms : 1,239 firms
- Annual sales of Hispanic-owned firms: \$116.9 million
- American Indian & Alaska Natives-owned firms: 477 firms
- Annual sales of American Indian & Alaska Natives-owned firms: No Data

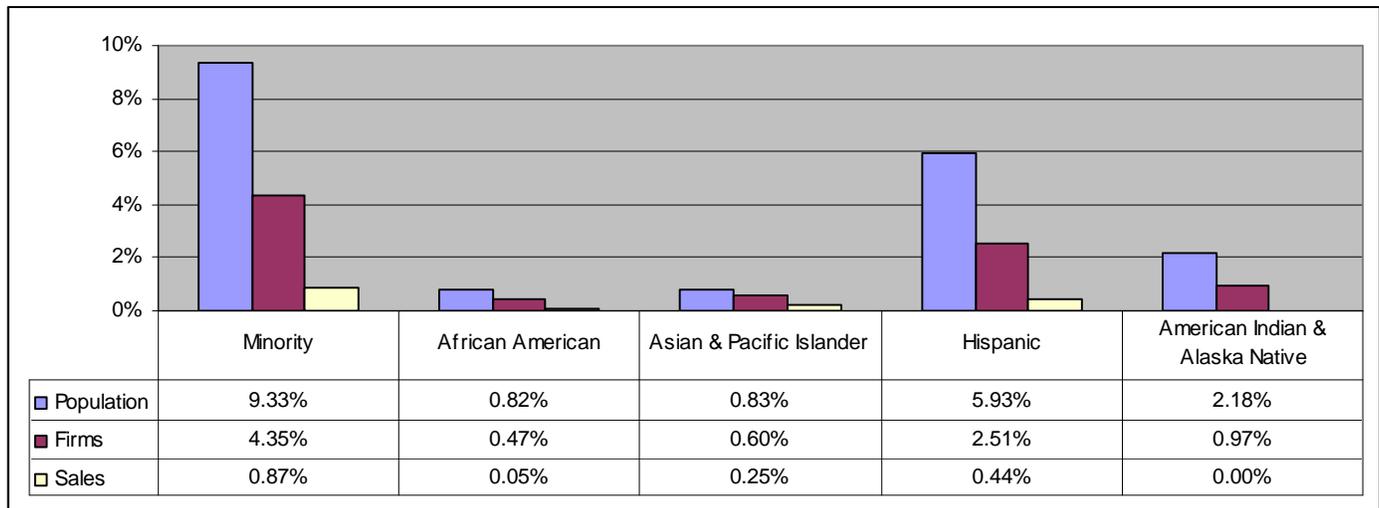


Business Participation¹

Group	State BPR: Wyoming	National BPR
All	103	78
Non-Minority	109	91
Minority	48	42
African American	59	24
Asian & Pacific Islander	74	90
Hispanic	44	41
American Indian & Alaska Native	46	85

Parity²:

In the State of Wyoming, no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the State of Wyoming

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	49,376		26,742,915		153,878		3,504,436	
Agricultural services, forestry, fishing, mining	1,416	2.87%	107,986	0.40%	1,000 to 2,499	No Data	No Data	No Data
Construction industries	5,599	11.34%	1,590,721	5.95%	13,577	8.82%	337,033	9.62%
Manufacturing	1,481	3.00%	3,094,971	11.57%	10,313	6.70%	304,585	8.69%
Transportation, communications, and utilities	2,206	4.47%	2,142,962	8.01%	9,930	6.45%	330,889	9.44%
Wholesale trade	1,433	2.90%	2,826,661	10.57%	7,380	4.80%	197,167	5.63%
Retail trade	8,021	16.24%	4,874,812	18.23%	43,346	28.17%	544,165	15.53%
Finance, insurance and real estate industries	5,016	10.16%	1,939,278	7.25%	7,768	5.05%	199,465	5.69%
Service industries	20,057	40.62%	2,631,080	9.84%	43,705	28.40%	795,903	22.71%
Industries not Classified	2,880	5.83%	78,878	0.29%	126	0.08%	1,868	0.05%

Industries for Minority Groups in the State of Wyoming (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	2,146	232	10.81%	294	13.70%	1,239	57.74%	477	22.23%
Agricultural services, forestry, fishing, and mining	55	No Data	No Data	No Data	No Data	39	1.82%	16	0.75%
Construction industries	263	11	0.51%	25	1.16%	169	7.88%	64	2.98%
Manufacturing	25	No Data	No Data	2	0.09%	17	0.79%	16	0.75%
Transportation, communications, and utilities	64	1	0.05%	1	0.05%	60	2.80%	13	0.61%
Wholesale trade	10	2	0.09%	0	0.00%	2	0.09%	7	0.33%
Retail trade	242	17	0.79%	66	3.08%	139	6.48%	39	1.82%
Finance, insurance and real estate industries	86	7	0.33%	22	1.03%	54	2.52%	7	0.33%
Service industries	799	70	3.26%	133	6.20%	485	22.60%	188	8.76%
Industries not Classified	565	123	5.73%	44	2.05%	246	11.46%	107	4.99%

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

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	231,547	12,670	5.47%	65,837	28.43%	116,882	50.48%	No Data	No Data
Agricultural services, forestry, fishing, mining	2,003	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	38,665	No Data	No Data	2,723	1.18%	22,207	9.59%	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	6,953	3.00%	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	57,686	No Data	No Data	21,377	9.23%	31,994	13.82%	No Data	No Data
Finance, insurance and real estate industries	3,089	No Data	No Data	No Data	No Data	1,943	0.84%	No Data	No Data
Service industries	57,330	No Data	No Data	25,124	10.85%	25,139	10.86%	No Data	No Data
Industries not Classified	26,895	No Data	No Data	No Data	No Data	4,666	2.02%	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