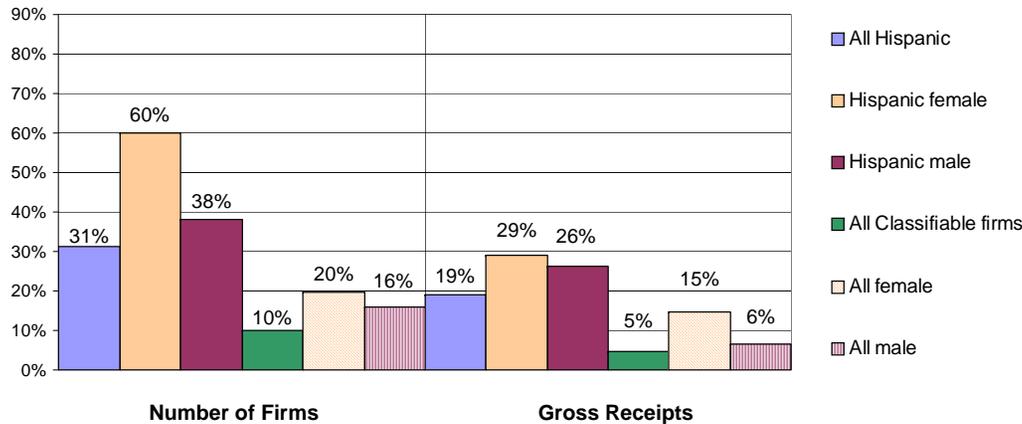


The State of Hispanic Business by Gender

In April 2008, the Minority Business Development Agency (MBDA) released the report "Characteristics of Minority Businesses and Entrepreneurs" based on data from the U.S. Census Bureau 2002 Survey of Business Owners. A copy of the full report can be found at www.mbda.gov/minoritybizfacts.

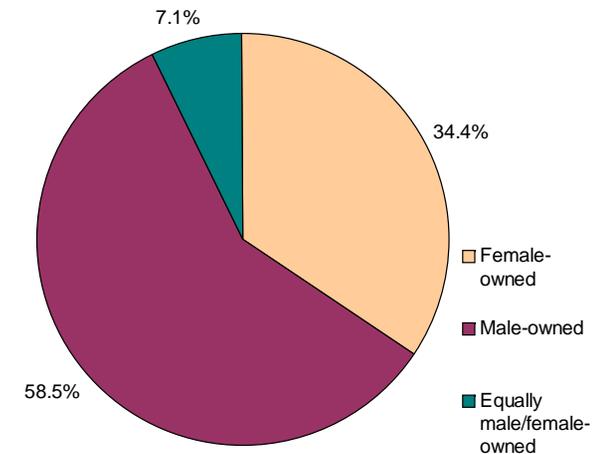
Change in Number of firms and Gross Receipts, 1997-2002



Between 1997 and 2002:

- The number of Hispanic female- and Hispanic male-owned firms increased by 60% and 38% respectively, outpacing the national growth rate of 10% for all classifiable firms.
- Gross receipts for Hispanic female-owned firms increased by 29%, which surpassed the growth rates for all groups and all classifiable firms.

Hispanic Firm Ownership by Gender, 2002



- In 2002, Hispanic females represented 48% of the Hispanic population (18 and above) but only 34% of all Hispanic-owned firms.

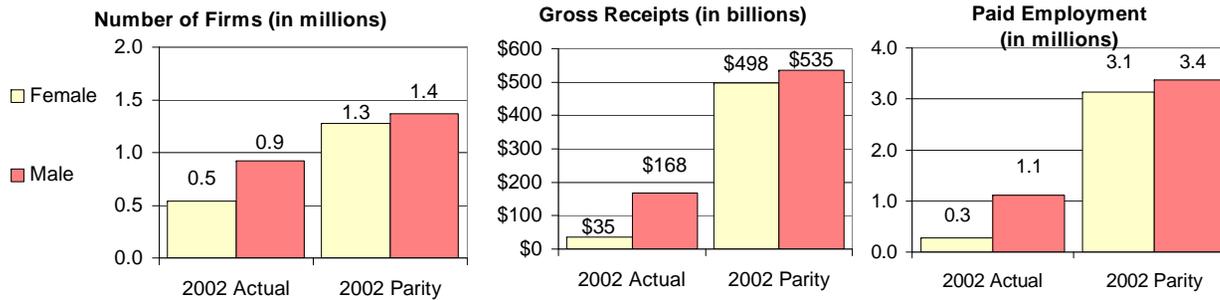
Summary Statistics by Gender - 2002

Population	% of Total U.S. Pop. (18 yrs. +)	Business Participation Rate (per 1,000 adults)	Firms	Number of Firms	Total Gross Receipts (\$1,000)	Average Gross Receipts	Firms with Employees	Paid Employees
Hispanic	11.8%	62.2	Hispanic	1,573,464	\$221,927,425	\$141,044	199,542	1,536,795
Female	5.7%	44.3	Female	540,745	\$35,265,399	\$65,216	43,142	282,683
Male	6.1%	70.4	Male	921,183	\$168,061,827	\$182,441	136,832	1,113,277
			Equally male/female-owned	111,536	\$18,600,200	\$166,764	19,568	140,835
All U.S. Population	100%	104.5	All Classifiable Firms	22,480,256	\$8,783,541,146	\$390,722	5,524,784	55,368,216
Female	51.6%	58.5	Female	6,489,259	\$939,538,208	\$144,784	916,657	7,141,369
Male	48.4%	126.6	Male	13,184,033	\$7,061,026,736	\$535,574	3,524,969	42,428,508
			Equally male/female-owned	2,693,360	\$731,678,703	\$271,660	717,961	5,664,948

Source: U.S. Census Bureau, 2002 Survey of Business Owners, Company Summary, September 2006; 1997 Survey of Minority- and Women- Owned Business Enterprises, July 2001; 2002 Annual U.S. Estimates of the Hispanic Population (by gender), released May 2008. Statistics do not include publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms excluding publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Measures for Classifiable Firms represent MBDA estimates. To be classified by gender and/or race/ethnic group a firm must be 51% or more owned by that specific gender and/or race/ethnic group. Equally male/female-owned firms are 50%/50% male/female-owned. The Business Participation Rate (BPR) is defined as the number of businesses owned by a gender/racial/ethnic group for every 1,000 persons, 18 years and over, in that same group. n/a =not available. S = Estimates are suppressed when publication standards are not met. Other Services includes firms not provided for elsewhere in the classification system which are engaged in activities such as equipment and machinery repairing, promoting religious activities, grant-making, advocacy, providing dry-cleaning and laundry services, personal care services and dating services. For more information visit www.mbda.gov/minoritybizfacts. For information on Census' data methodology and standard errors, please visit www.census.gov/csd/sbo/index.html. Prepared by MBDA's Office of Knowledge Management, October 2008.

Achieving Entrepreneurial Parity

The landscape for Hispanic female- and Hispanic male-owned businesses in 2002 would have been quite different if parity had been achieved. Parity is defined as reaching proportionality between the adult Hispanic population and business development measures such as numbers of firms, gross receipts and employees.

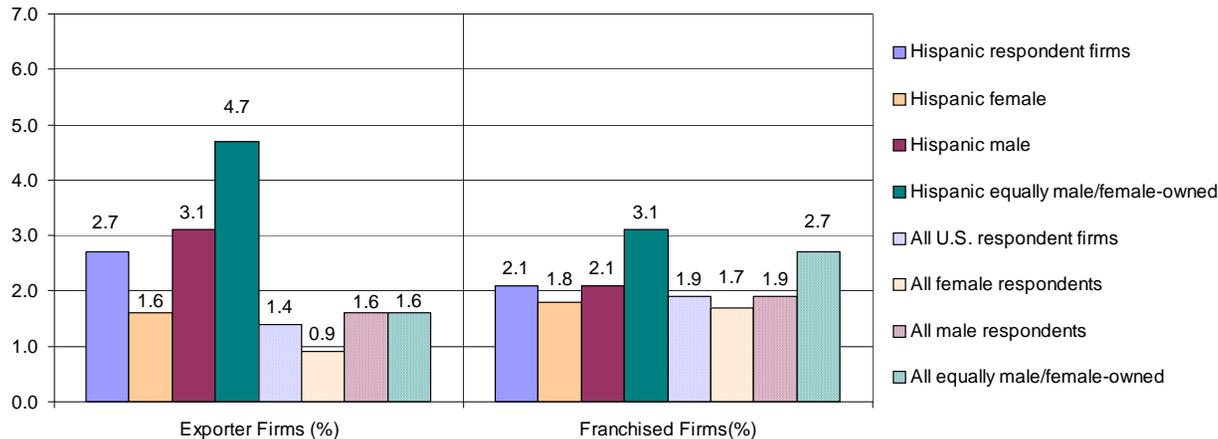


- If Hispanic females would have achieved parity in 2002, there would have been 700,000 additional firms, totaling about 1.3 million firms, with gross receipts of nearly \$500 billion and 3.1 million paid employees.
- Even if Hispanic equally-owned firms were included in the actual 2002 measures for Hispanic female- or Hispanic male-owned firms, neither group would have achieved parity in 2002.

Industry	Female		Male	
	Number of Firms	% of Total Firms	Number of Firms	% of Total Firms
Total for all sectors	540,745	100.0	921,183	100.0
Forestry, fishing & hunting, & ag. support services	954	0.2	7,849	0.9
Mining	402	0.1	1,036	0.1
Utilities	171	0.03	494	0.1
Construction	15,025	2.8	183,961	20.0
Manufacturing	8,307	1.5	20,049	2.2
Wholesale trade	8,267	1.5	22,323	2.4
Retail trade	57,618	10.7	75,549	8.2
Transportation & warehousing	12,145	2.3	105,897	11.5
Information	4,309	0.8	9,452	1.0
Finance & insurance	9,890	1.8	20,700	2.3
Real estate & rental & leasing	23,756	4.4	37,216	4.0
Professional, scientific, & technical services	44,518	8.2	87,236	9.5
Management of companies & enterprises	29	0.01	193	0.02
Administrative & support & waste management & remediation service	89,590	16.6	105,934	11.5
Educational services	9,864	1.8	8,524	0.9
Health care & social assistance	124,949	23.1	48,812	5.3
Arts, entertainment, & recreation	14,748	2.7	27,159	3.0
Accommodation & food services	14,997	2.8	25,390	2.8
Other services	101,040	18.7	133,095	14.5
Industries not classified	289	0.1	621	0.1

- In 2002, Hispanic female-owned firms were most concentrated in health care and social assistance (23%); other services (19%); administrative and support and waste management and remediation services (17%); retail trade (11%); and professional, scientific, and technical services (8%).
- Hispanic male-owned firms were most concentrated in construction (20%); other services (15%); administrative and support and waste management and remediation services (12%); and transportation and warehousing (12%).

Participation in Exports and Franchised Businesses, 2002



- In 2002, Hispanic-owned firms were more likely to have 10% or more of their total sales attributed to exports compared to all respondent firms (at a 90% confidence level).
- Hispanic-owned firms and all respondent firms were franchised at about the same rates in 2002 (at a 90% confidence level).

Note: A respondent firm is defined as a business that returned the survey form of the 2002 Survey of Business Owners, and provided the gender, Hispanic or Latino origin, or race for the owner(s) or indicated that the firm was publicly held.