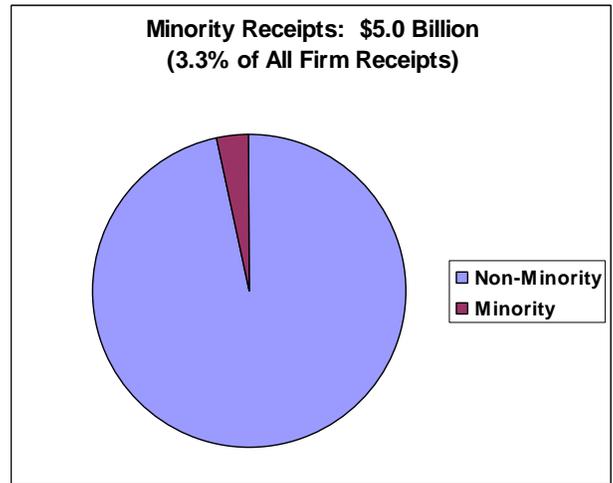


Demographic and Business Statistics

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

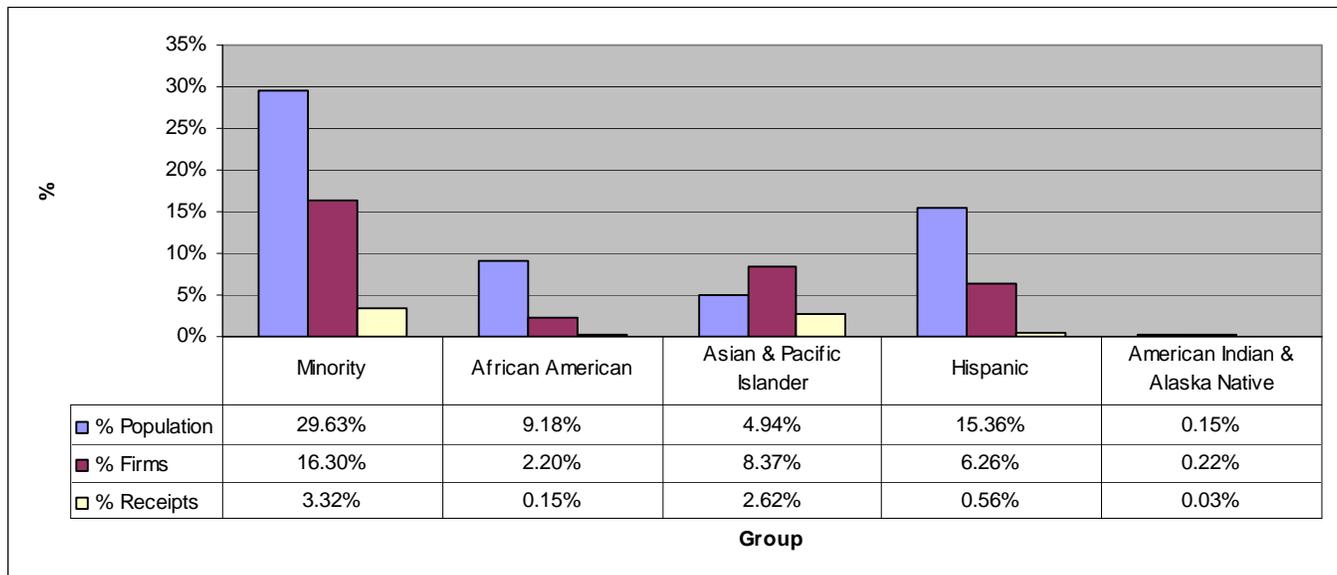


Business Participation¹

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

Parity²:

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



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

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

Industry Breakdown for All Firms in the Bergen-Passaic, NJ PMSA

Industry Description	Total number of firms	% of All Firms	Sales of all firms (\$1,000)	% of All Sales from All Firms	Employees	% of Employees from All Firms	Annual payroll (\$1,000)	% of Payroll from All Firms
All industries	130,749		\$150,380,160		606,365		\$21,429,578	
Agricultural services, forestry, fishing, mining	1,758	1.34%	\$334,678	0.22%	3,229	0.53%	\$92,552	0.43%
Construction industries	11,004	8.42%	\$4,386,911	2.92%	24,469	4.04%	\$939,542	4.38%
Manufacturing	4,405	3.37%	\$18,709,728	12.44%	120,781	19.92%	\$4,902,074	22.88%
Transportation, communications, utilities	5,869	4.49%	\$5,788,509	3.85%	33,272	5.49%	\$1,322,002	6.17%
Wholesale trade	8,264	6.32%	\$73,451,035	48.84%	79,538	13.12%	\$3,795,706	17.71%
Retail trade	15,411	11.79%	\$16,182,032	10.76%	116,091	19.15%	\$2,374,703	11.08%
Finance, insurance and real estate industries	19,178	14.67%	\$13,950,577	9.28%	39,114	6.45%	\$1,791,907	8.36%
Service industries	53,845	41.18%	\$17,014,513	11.31%	189,740	31.29%	\$6,207,141	28.97%
Industries not Classified	11,304	8.65%	\$562,177	0.37%	131	0.02%	\$3,951	0.02%

Industries for Minority Groups in the Bergen-Passaic, NJ PMSA (Firms)

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

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

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

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