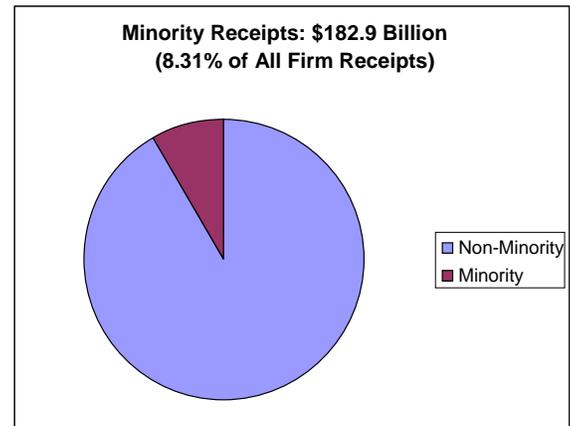


The State of Minority Business in the State of California

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

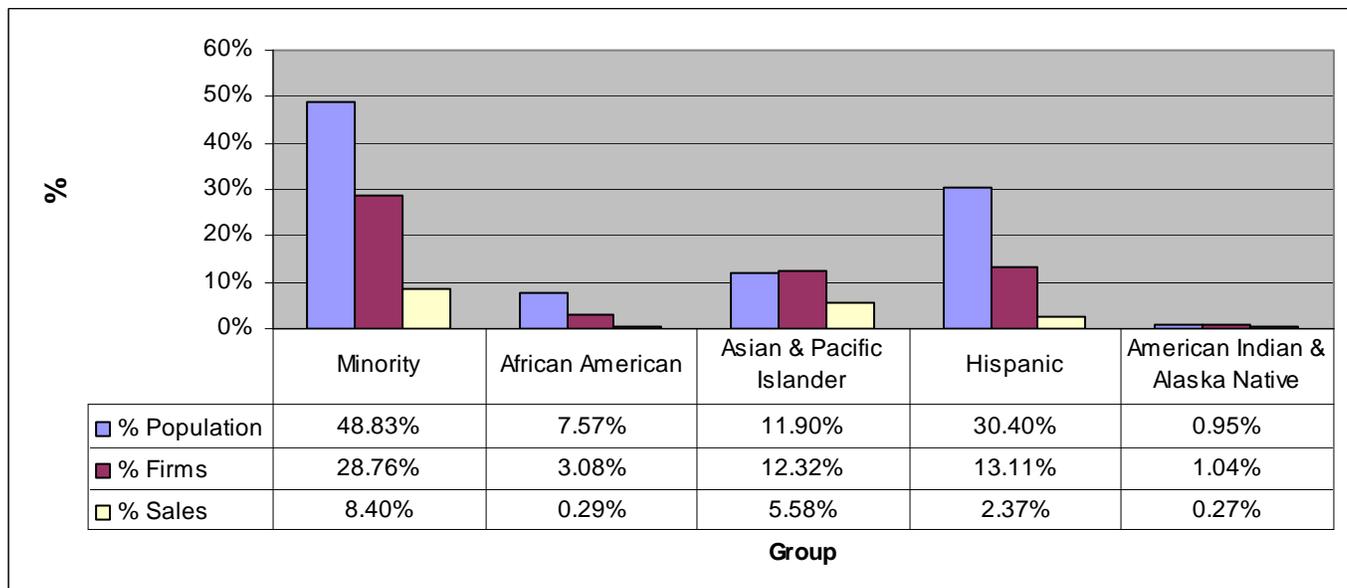


Business Participation¹

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

