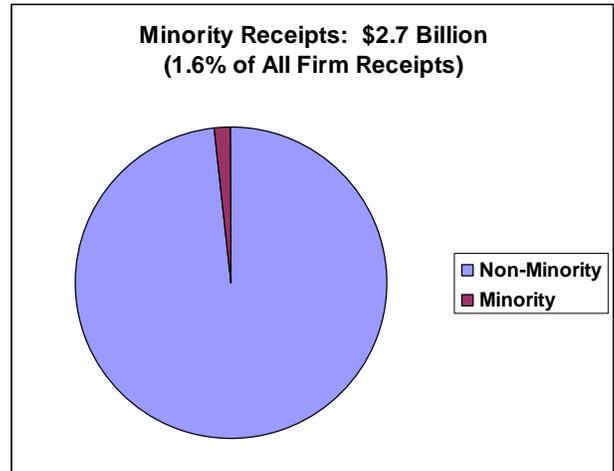


The State of Minority Business in the Cleveland-Lorain- Elyria, OH PMSA

Demographic and Business Statistics

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

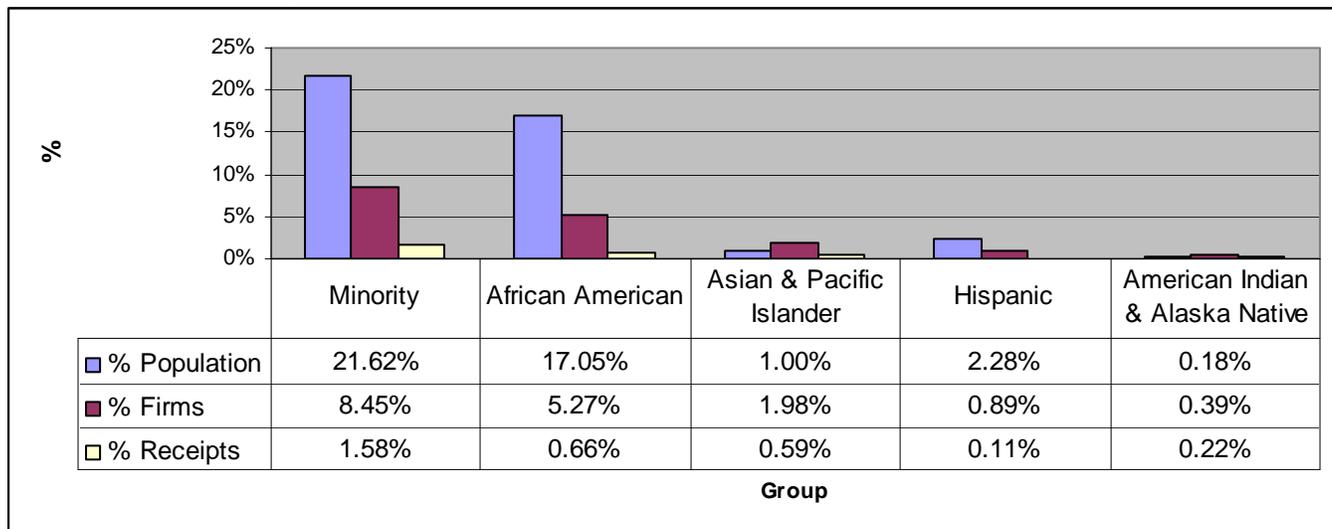


Business Participation¹

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

Parity²:

In the Cleveland-Lorain-Elyria, OH PMSA, Asian & Pacific Islanders and American Indian & Alaska Natives have achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, American Indian & Alaska Natives have achieved parity. (See below chart).



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

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

Industry Breakdown for All Firms in the Cleveland-Lorain-Elyria PMSA

Industry Description	Total number of firms	% of All Firms	Sales of all firms (\$1,000)	% of All Sales from All Firms	Employees	% of Employees from All Firms	Annual payroll (\$1,000)	% of Payroll from All Firms
All industries	162,610		\$168,868,097		1,009,419		\$29,997,314	
Agricultural services, forestry, fishing, mining	3,523	2.17%	\$555,366	0.33%	6,999	0.69%	\$210,788	0.70%
Construction industries	18,934	11.64%	\$7,630,302	4.52%	44,028	4.36%	\$1,522,087	5.07%
Manufacturing	6,997	4.30%	\$46,112,368	27.31%	230,690	22.85%	\$9,271,778	30.91%
Transportation, communications, utilities	7,026	4.32%	\$8,685,086	5.14%	44,200	4.38%	\$1,561,642	5.21%
Wholesale trade	8,054	4.95%	\$37,837,621	22.41%	75,296	7.46%	\$2,896,003	9.65%
Retail trade	20,883	12.84%	\$21,572,919	12.78%	198,687	19.68%	\$2,699,141	9.00%
Finance, insurance and real estate industries	19,790	12.17%	\$23,781,548	14.08%	84,758	8.40%	\$3,070,052	10.23%
Service industries	64,880	39.90%	\$22,292,402	13.20%	324,575	32.15%	\$8,763,063	29.21%
Industries not Classified	13,095	8.05%	\$400,485	0.24%	186	0.02%	\$2,760	0.01%

Industries for Minority Groups in the Cleveland-Lorain-Elyria PMSA (Firms)

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

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

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

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