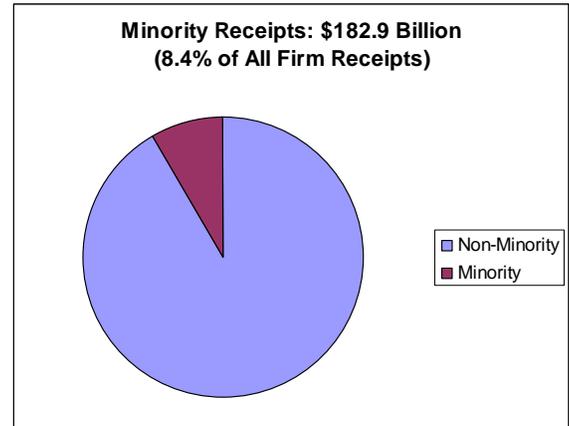


Demographic and Business Statistics

- 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

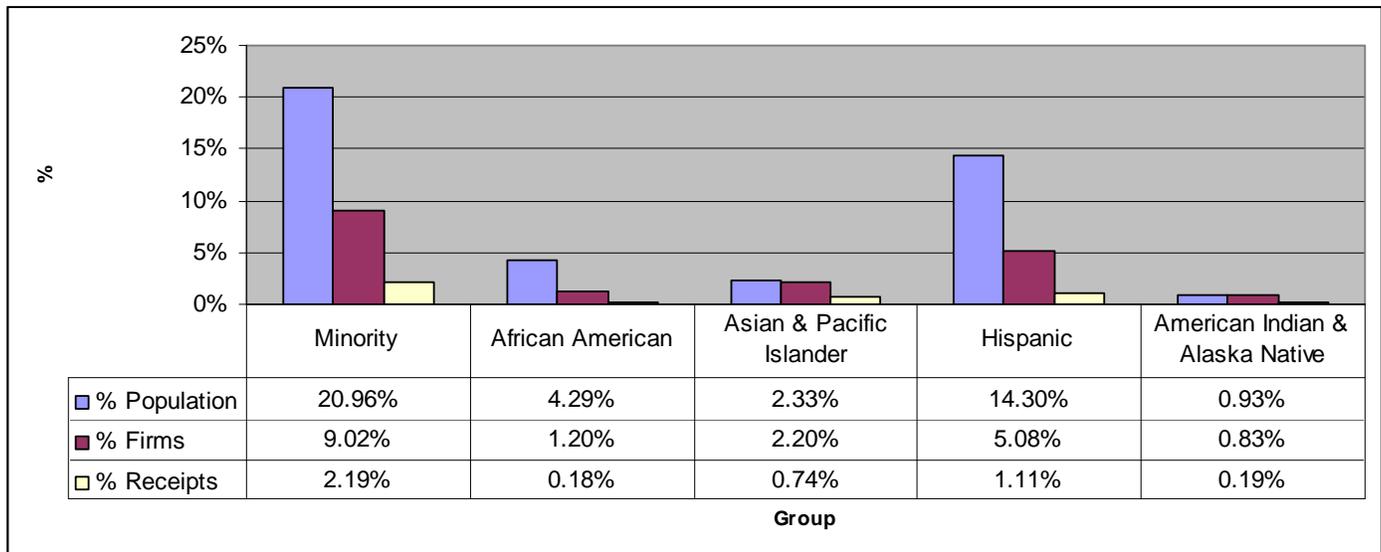


Business Participation¹

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