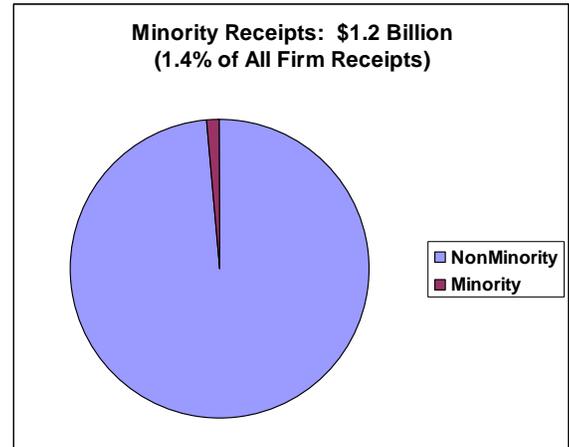


The State of Minority Business in the State of Delaware

Demographic and Business Statistics

- 1997 Total Population: 735,024 persons
- Total Firms: 56,586 firms
- Annual sales of all firms in the State: \$89.3 billion
- 1997 Total Minority Population: 178,114 persons
- Total Minority-Owned Firms: 5,329 firms
- Annual sales of Minority-owned firms in State: \$1.2 billion
- Total African American-owned firms: 2,707 firms
- Annual sales from African American-owned firms: \$184.5 million
- Asian & Pacific Islander-owned firms: 1,501 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$510.2 million
- Hispanic-owned Firms : 898 firms
- Annual sales of Hispanic-owned firms: \$503.9 million
- American Indian & Alaska Natives-owned firms: 288 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$55.2 million

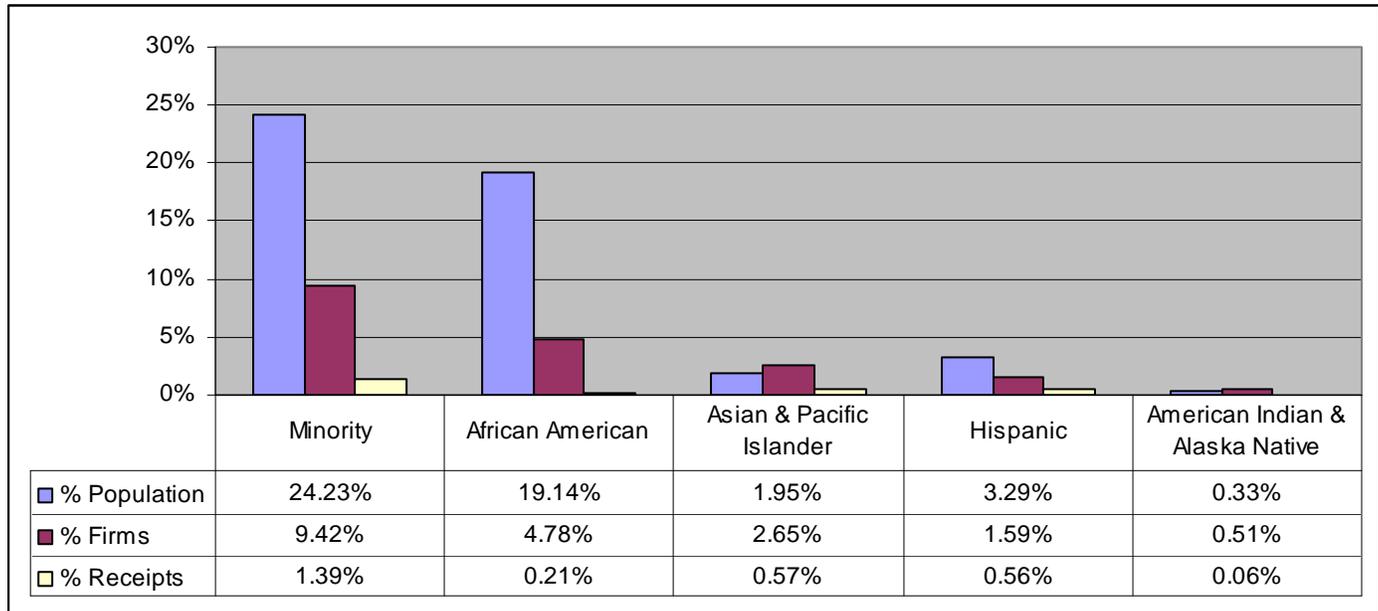


Business Participation¹

Group	State BPR: Delaware	National BPR
All	77	78
Non-Minority	92	91
Minority	30	42
African American	19	24
Asian & Pacific Islander	105	90
Hispanic	37	41
American Indian & Alaska Native	119	85

Parity²:

In the State of Delaware the American Indian & Alaska Native and Asian & Pacific Islander groups 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 Delaware

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	56,586		89,318,585		346,302		10,780,041	
Agricultural services, forestry, fishing, mining	1,373	2.43%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	6,559	11.59%	3,136,732	3.51%	20,441	5.90%	632,533	5.87%
Manufacturing	1,257	2.22%	13,736,046	15.38%	61,937	17.89%	2,858,086	26.51%
Transportation, communications, and utilities	2,336	4.13%	3,183,674	3.56%	16,693	4.82%	534,263	4.96%
Wholesale trade	1,775	3.14%	13,274,579	14.86%	16,926	4.89%	718,782	6.67%
Retail trade	8,472	14.97%	8,742,316	9.79%	71,679	20.70%	1,011,433	9.38%
Finance, insurance and real estate industries	9,055	16.00%	39,378,517	44.09%	56,448	16.30%	2,315,081	21.48%
Service industries	22,114	39.08%	7,308,531	8.18%	99,632	28.77%	2,661,831	24.69%
Industries not Classified	3,859	6.82%	129,664	0.15%	113	0.03%	2,821	0.03%

Industries for Minority Groups in the State of Delaware (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	5,329	2,707	50.80%	1,501	28.17%	898	16.85%	288	5.40%
Agricultural services, forestry, fishing, and mining	72	63	1.18%	2	0.04%	2	0.04%	16	0.30%
Construction industries	298	154	2.89%	24	0.45%	61	1.14%	64	1.20%
Manufacturing	82	13	0.24%	61	1.14%	9	0.17%	0	0.00%
Transportation, communications, and utilities	312	256	4.80%	4	0.08%	56	1.05%	4	0.08%
Wholesale trade	138	59	1.11%	41	0.77%	39	0.73%	0	0.00%
Retail trade	862	302	5.67%	475	8.91%	82	1.54%	19	0.36%
Finance, insurance and real estate industries	205	101	1.90%	79	1.48%	15	0.28%	10	0.19%
Service industries	2,411	1,480	27.77%	585	10.98%	334	6.27%	54	1.01%
Industries not Classified	951	278	5.22%	231	4.33%	300	5.63%	122	2.29%

Industries for Minority Groups in the State of Delaware (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	1,244,413	184,549	14.83%	510,236	41.00%	503,859	40.49%	55,226	4.44%
Agricultural services, forestry, fishing, mining	6,721	5,402	0.43%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	60,299	31,811	2.56%	2,726	0.22%	No Data	No Data	No Data	No Data
Manufacturing	28,502	No Data	No Data	25,063	2.01%	No Data	No Data	0	0.00%
Transportation, communications, utilities	24,242	16,315	1.31%	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	509,008	14,864	1.19%	No Data	No Data	No Data	No Data	0	0.00%
Retail trade	292,722	22,425	1.80%	250,339	20.12%	18,158	1.46%	No Data	No Data
Finance, insurance and real estate industries	25,468	No Data	No Data	9,162	0.74%	No Data	No Data	1,498	0.12%
Service industries	243,867	78,465	6.31%	105,045	8.44%	53,886	4.33%	No Data	No Data
Industries not Classified	53,584	No Data	No Data	25,945	2.08%	No Data	No Data	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