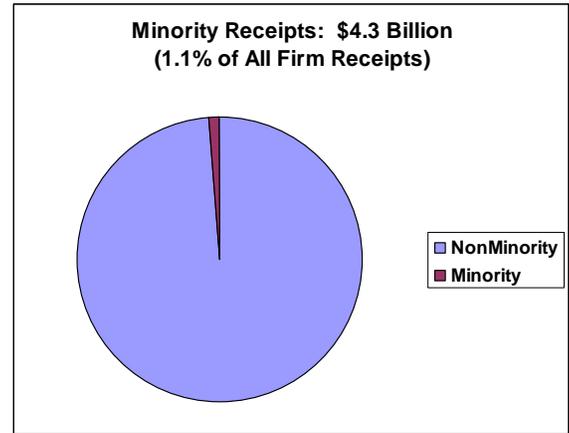


Demographic and Business Statistics

- 1997 Total Population: 5,872,370 persons
- Total Firms: 413,400 firms
- Annual sales of all firms in the State: \$407.3 billion
- 1997 Total Minority Population: 679,005 persons
- Total Minority-Owned Firms: 22,761 firms
- Annual sales of Minority-owned firms in State: \$4.3 billion
- Total African American-owned firms: 11,107 firms
- Annual sales from African American-owned firms: \$1.2 billion
- Asian & Pacific Islander-owned firms: 4,854 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.9 billion
- Hispanic-owned Firms : 4,277 firms
- Annual sales of Hispanic-owned firms: \$817.8 million
- American Indian & Alaska Natives-owned firms: 2,898 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$396.2 million

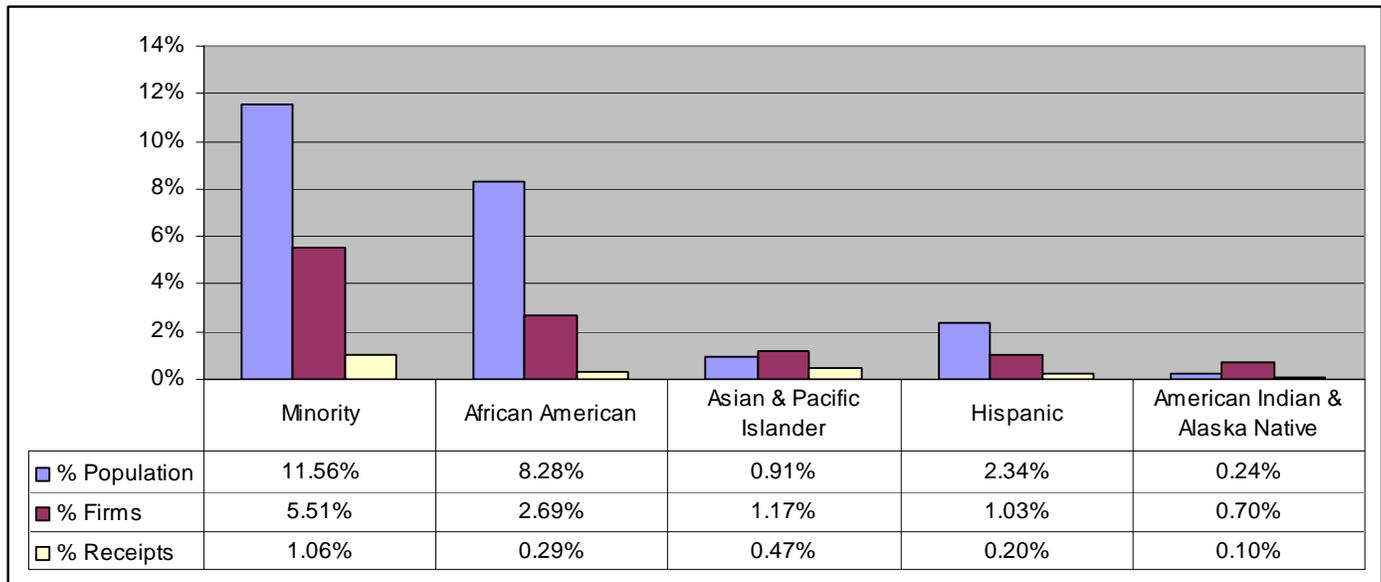


Business Participation¹

Group	State BPR: Indiana	National BPR
All	70	78
Non-Minority	75	91
Minority	34	42
African American	23	24
Asian & Pacific Islander	91	90
Hispanic	31	41
American Indian & Alaska Native	201	85

Parity²:

In the State of Indiana, the Asian & Pacific Islander groups and the American Indian & Alaska Native groups have both 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 Indiana

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	413,400		407,270,539		2,413,379		63,638,242	
Agricultural services, forestry, fishing, mining	8,263	2.00%	1,020,158	0.25%	13,998	0.58%	276,024	0.43%
Construction industries	52,517	12.70%	20,550,809	5.05%	141,258	5.85%	4,357,754	6.85%
Manufacturing	14,700	3.56%	145,015,243	35.61%	666,839	27.63%	24,193,226	38.02%
Transportation, communications, and utilities	21,590	5.22%	25,405,567	6.24%	128,004	5.30%	4,121,596	6.48%
Wholesale trade	15,643	3.78%	71,014,873	17.44%	133,743	5.54%	4,326,665	6.80%
Retail trade	67,659	16.37%	60,755,906	14.92%	536,553	22.23%	6,983,905	10.97%
Finance, insurance and real estate industries	40,584	9.82%	40,868,283	10.03%	137,361	5.69%	4,566,235	7.18%
Service industries	163,495	39.55%	40,712,134	10.00%	649,116	26.90%	14,553,934	22.87%
Industries not Classified	28,908	6.99%	774,848	0.19%	213	0.01%	5,256	0.01%

Industries for Minority Groups in the State of Indiana (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	22,761	11,107	48.80%	4,854	21.33%	4,277	18.79%	2,898	12.73%
Agricultural services, forestry, fishing, and mining	232	104	0.46%	32	0.14%	56	0.25%	63	0.28%
Construction industries	1,796	641	2.82%	103	0.45%	589	2.59%	497	2.18%
Manufacturing	342	88	0.39%	110	0.48%	115	0.51%	57	0.25%
Transportation, communications, and utilities	977	639	2.81%	54	0.24%	221	0.97%	104	0.46%
Wholesale trade	349	96	0.42%	119	0.52%	96	0.42%	42	0.18%
Retail trade	3,129	1,260	5.54%	1,070	4.70%	645	2.83%	252	1.11%
Finance, insurance and real estate industries	1,229	694	3.05%	236	1.04%	230	1.01%	70	0.31%
Service industries	10,415	6,158	27.06%	2,490	10.94%	1,322	5.81%	593	2.61%
Industries not Classified	4,299	1,428	6.27%	645	2.83%	1,003	4.41%	1,220	5.36%

Industries for Minority Groups in the State of Indiana (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	4,305,606	1,192,143	27.69%	1,928,257	44.78%	817,765	18.99%	396,221	9.20%
Agricultural services, forestry, fishing, mining	16,257	3,316	0.08%	No Data	No Data	5,822	0.14%	No Data	No Data
Construction industries	468,614	226,459	5.26%	47,095	1.09%	104,442	2.43%	98,717	2.29%
Manufacturing	867,687	6,989	0.16%	701,527	16.29%	146,447	3.40%	22,770	0.53%
Transportation, communications, utilities	181,003	127,915	2.97%	No Data	No Data	42,717	0.99%	No Data	No Data
Wholesale trade	706,712	175,001	4.06%	359,656	8.35%	76,874	1.79%	99,038	2.30%
Retail trade	894,867	313,345	7.28%	254,172	5.90%	254,768	5.92%	75,334	1.75%
Finance, insurance and real estate industries	76,043	27,156	0.63%	24,780	0.58%	17,314	0.40%	6,792	0.16%
Service industries	963,485	258,340	6.00%	510,403	11.85%	154,985	3.60%	48,248	1.12%
Industries not Classified	130,938	53,623	1.25%	25,689	0.60%	14,396	0.33%	31,755	0.74%

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