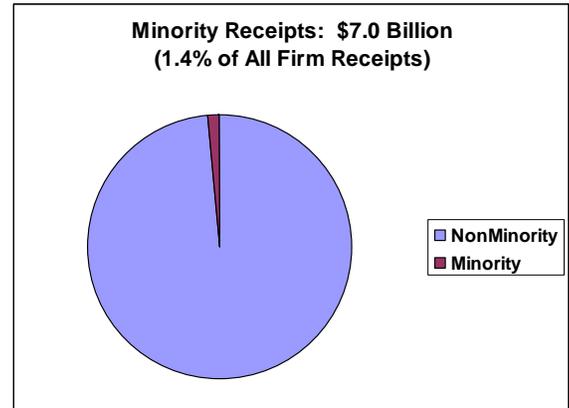


# The State of Minority Business in the State of Massachusetts

## Demographic and Business Statistics

- 1997 Total Population: 6,115,476 persons
- Total Firms: 537,150 firms
- Annual sales of all firms in the State: \$517.3 billion
- 1997 Total Minority Population: 898,176 persons
- Total Minority-Owned Firms: 39,039 firms
- Annual sales of Minority-owned firms in State: \$7.0 billion
- Total African American-owned firms: 11,834 firms
- Annual sales from African American-owned firms: \$1.0 billion
- Asian & Pacific Islander-owned firms: 12,729 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$4.2 billion
- Hispanic-owned Firms : 12,725 firms
- Annual sales of Hispanic-owned firms: \$1.6 billion
- American Indian & Alaska Natives-owned firms: 3,428 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$295.3 million

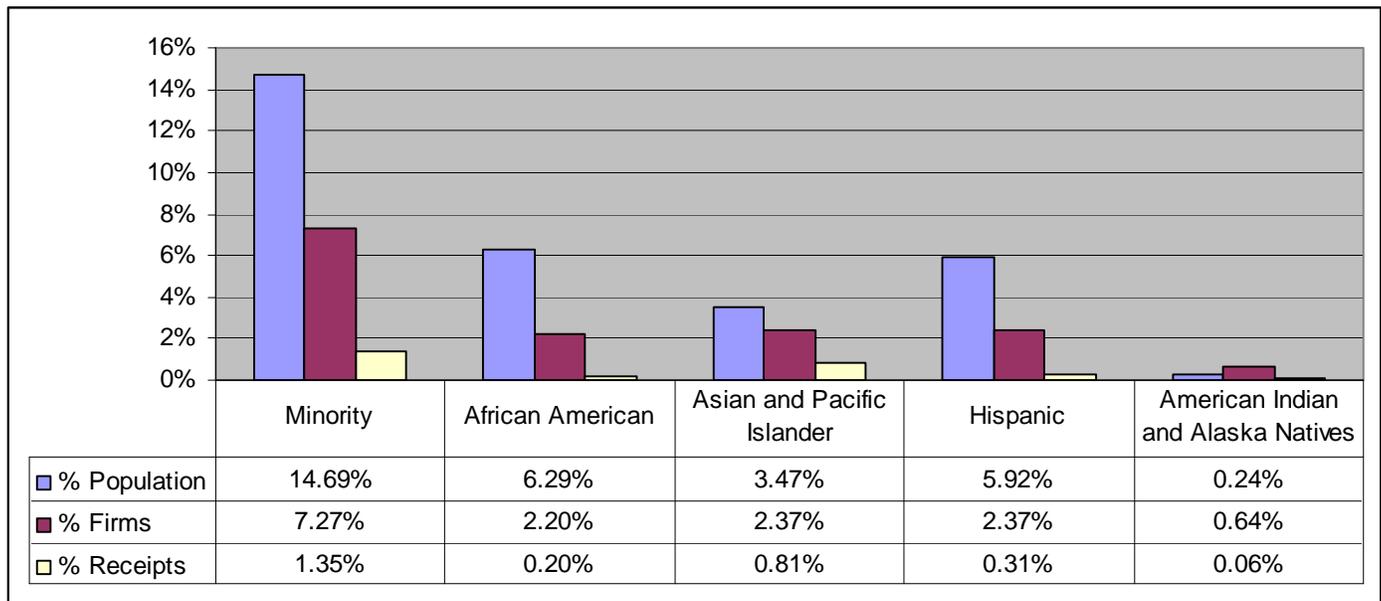


## Business Participation<sup>1</sup>

| Group                           | State BPR: Massachusetts | National BPR |
|---------------------------------|--------------------------|--------------|
| All                             | 88                       | 78           |
| Non-Minority                    | 95                       | 91           |
| Minority                        | 43                       | 42           |
| African American                | 31                       | 24           |
| Asian & Pacific Islander        | 60                       | 90           |
| Hispanic                        | 35                       | 41           |
| American Indian & Alaska Native | 234                      | 85           |

## Parity<sup>2</sup>:

In the State of Massachusetts the American Indian & Alaska Native 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).



<sup>1</sup> 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

<sup>2</sup> 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 Massachusetts

| 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 |
|--|-----------------------|----------------|------------------------------|-------------------------------|------------------|-------------------------------|--------------------------|-----------------------------|
| <b>All industries</b>                            | <b>537,150</b>        |                | <b>517,291,479</b>           |                               | <b>2,852,762</b> |                               | <b>93,491,900</b>        |                             |
| Agricultural services, forestry, fishing, mining | 12,951                | 2.41%          | 1,443,960                    | 0.28%                         | 12,859           | 0.45%                         | 341,543                  | 0.37%                       |
| Construction industries                          | 62,291                | 11.60%         | 23,099,839                   | 4.47%                         | 104,677          | 3.67%                         | 3,879,501                | 4.15%                       |
| Manufacturing                                    | 17,515                | 3.26%          | 84,099,141                   | 16.26%                        | 477,977          | 16.75%                        | 20,073,903               | 21.47%                      |
| Transportation, communications, and utilities    | 19,860                | 3.70%          | 27,397,060                   | 5.30%                         | 130,732          | 4.58%                         | 4,706,507                | 5.03%                       |
| Wholesale trade                                  | 19,131                | 3.56%          | 117,573,536                  | 22.73%                        | 173,701          | 6.09%                         | 7,725,206                | 8.26%                       |
| Retail trade                                     | 61,040                | 11.36%         | 64,608,052                   | 12.49%                        | 560,189          | 19.64%                        | 8,712,716                | 9.32%                       |
| Finance, insurance and real estate industries    | 52,646                | 9.80%          | 102,565,971                  | 19.83%                        | 248,887          | 8.72%                         | 12,742,255               | 13.63%                      |
| Service industries                               | 256,630               | 47.78%         | 94,481,758                   | 18.26%                        | 1,141,358        | 40.01%                        | 35,231,424               | 37.68%                      |
| Industries not Classified                        | 35,781                | 6.66%          | 1,846,948                    | 0.36%                         | 949              | 0.03%                         | 13,755                   | 0.01%                       |

### Industries for Minority Groups in the State of Massachusetts (Firms)

|  | Minority Firms <sup>i</sup> | African American | % of All Minority Firms | Asian & Pacific Islander | % of All Minority Firms | Hispanic      | % of All Minority Firms | American Indian | % of All Minority Firms |
|--|-----------------------------|------------------|-------------------------|--------------------------|-------------------------|---------------|-------------------------|-----------------|-------------------------|
| <b>All industries</b>                                | <b>39,039</b>               | <b>11,834</b>    | <b>30.31%</b>           | <b>12,729</b>            | <b>32.61%</b>           | <b>12,725</b> | <b>32.60%</b>           | <b>3,428</b>    | <b>8.78%</b>            |
| Agricultural services, forestry, fishing, and mining | 548                         | 79               | 0.20%                   | 89                       | 0.23%                   | 241           | 0.62%                   | 162             | 0.41%                   |
| Construction industries                              | 2,741                       | 738              | 1.89%                   | 458                      | 1.17%                   | 1,015         | 2.60%                   | 722             | 1.85%                   |
| Manufacturing  | 605                         | 99               | 0.25%                   | 239                      | 0.61%                   | 198           | 0.51%                   | 126             | 0.32%                   |
| Transportation, communications, and utilities        | 2,180                       | 1,266            | 3.24%                   | 210                      | 0.54%                   | 688           | 1.76%                   | 123             | 0.32%                   |
| Wholesale trade                                      | 668                         | 137              | 0.35%                   | 332                      | 0.85%                   | 191           | 0.49%                   | 37              | 0.09%                   |
| Retail trade   | 5,242                       | 1,034            | 2.65%                   | 2,893                    | 7.41%                   | 1,299         | 3.33%                   | 259             | 0.66%                   |
| Finance, insurance and real estate industries        | 1,275                       | 356              | 0.91%                   | 498                      | 1.28%                   | 382           | 0.98%                   | 103             | 0.26%                   |
| Service industries                                   | 19,351                      | 6,549            | 16.78%                  | 6,896                    | 17.66%                  | 6,171         | 15.81%                  | 470             | 1.20%                   |
| Industries not Classified                            | 6,448                       | 1,577            | 4.04%                   | 1,115                    | 2.86%                   | 2,557         | 6.55%                   | 1,427           | 3.66%                   |

### Industries for Minority Groups in the State of Massachusetts (Sales)

|  | Minority Sales <sup>ii</sup> | African American | % of Minority Sales | Asian & Pacific Islander | % of Minority Sales | Hispanic         | % of Minority Sales | American Indian | % of Minority Sales |
|--|------------------------------|------------------|---------------------|--------------------------|---------------------|------------------|---------------------|-----------------|---------------------|
| <b>All industries</b>                            | <b>6,980,154</b>             | <b>1,013,134</b> | <b>14.51%</b>       | <b>4,182,593</b>         | <b>59.92%</b>       | <b>1,622,815</b> | <b>23.25%</b>       | <b>295,317</b>  | <b>4.23%</b>        |
| Agricultural services, forestry, fishing, mining | No Data                      | 7,517            | 0.11%               | 5,827                    | 0.08%               | No Data          | No Data             | 8,586           | 0.12%               |
| Construction industries                          | 607,392                      | 146,824          | 2.10%               | 157,046                  | 2.25%               | 276,078          | 3.96%               | 80,226          | 1.15%               |
| Manufacturing                                    | 660,944                      | 43,997           | 0.63%               | 394,133                  | 5.65%               | 200,095          | 2.87%               | 32,092          | 0.46%               |
| Transportation, communications, utilities        | 116,320                      | 54,608           | 0.78%               | 35,613                   | 0.51%               | 24,513           | 0.35%               | No Data         | No Data             |
| Wholesale trade                                  | 1,556,865                    | 100,303          | 1.44%               | 1,255,667                | 17.99%              | 192,991          | 2.76%               | 9,312           | 0.13%               |
| Retail trade                                     | 1,365,059                    | 219,139          | 3.14%               | 872,661                  | 12.50%              | 243,172          | 3.48%               | 61,729          | 0.88%               |
| Finance, insurance and real estate industries    | 160,133                      | 85,197           | 1.22%               | 37,435                   | 0.54%               | 40,530           | 0.58%               | No Data         | No Data             |
| Service industries                               | 2,158,825                    | 324,557          | 4.65%               | 1,390,210                | 19.92%              | 428,981          | 6.15%               | 50,159          | 0.72%               |
| Industries not Classified                        | 320,293                      | 30,992           | 0.44%               | 34,001                   | 0.49%               | 203,844          | 2.92%               | 42,848          | 0.61%               |

<sup>i</sup> 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 Sales<sup>ii</sup> figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise