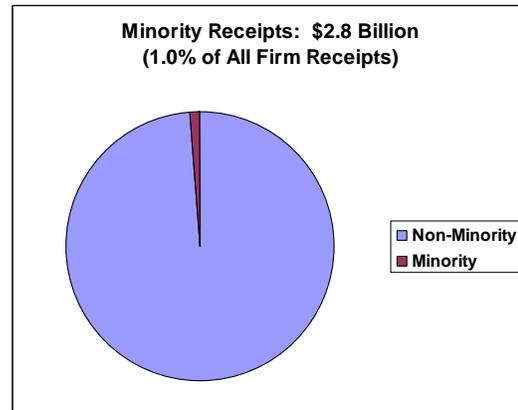


The State of Minority Business in the Minneapolis-St. Paul, MN-WI Metropolitan Statistical Area

Demographic and Business Statistic

- 1997 Total Population: 2,828,733 persons
- 1997 Total Minority Population: 303,375 persons
- All firms in region: 249,599
- Annual sales of all firms in region: \$282.1 billion
- Total minority-owned firms: 11,903
- Annual sales of minority-owned firms: \$2.8 billion
- Total African American-owned firms: 3,740
- Annual sales of African American-owned firms: \$507.4 million
- Asian & Pacific Islander-owned Firms: 4,661
- Annual sales of Asian & Pacific Islander-owned firms: \$1.6 billion
- Hispanic-owned Firms : 2,234
- Annual sales of Hispanic-owned firms: \$320.9 million
- American Indian & Alaska Natives-owned Firms: 1,391
- Annual sales of Asian & Pacific Islander-owned firms: \$400.0 million

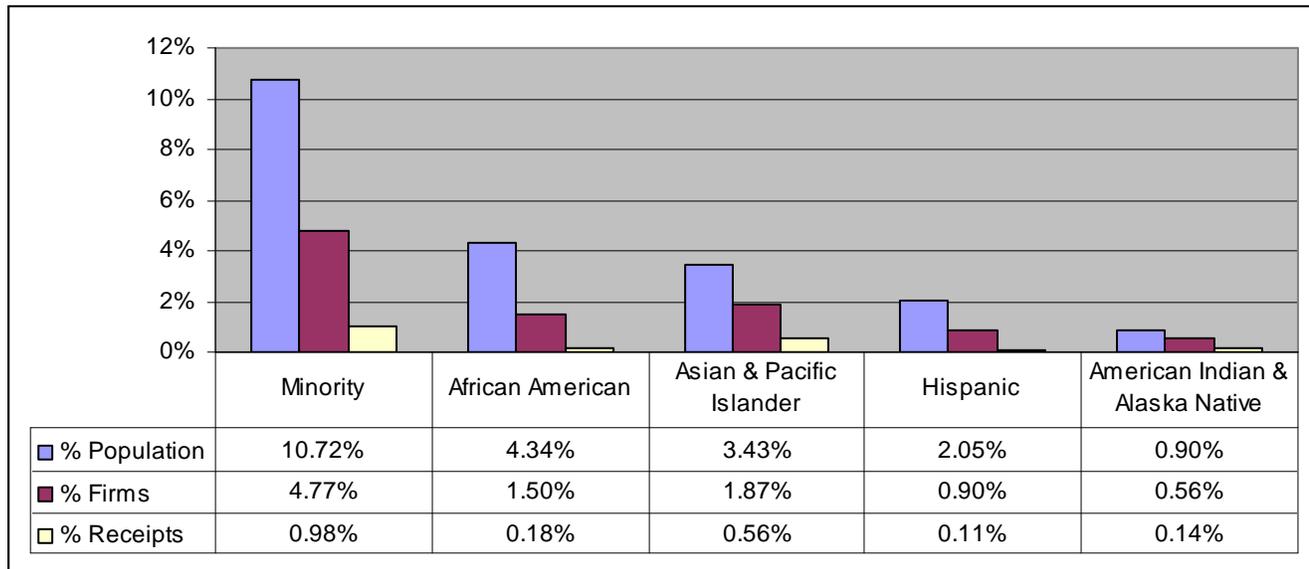


Business Participation¹

Group	MSA BPR: Minneapolis- St. Paul	National BPR
All	88	78
Non-Minority	94	91
Minority	39	42
African American	30	24
Asian & Pacific Islander	48	90
Hispanic	38	41
American Indian & Alaska Native	55	85

Parity²:

In the Minneapolis-St. Paul, MN-WI MSA, no group has achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, no groups 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 Minneapolis-St Paul MN--WI MSA

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	249,599		\$282,124,828		1,462,874		\$45,681,145	
Agricultural services, forestry, fishing, mining	4,081	1.64%	\$653,975	0.23%	6,766	0.46%	\$168,117	0.37%
Construction industries	23,765	9.52%	\$14,624,597	5.18%	67,041	4.58%	\$2,654,844	5.81%
Manufacturing	9,830	3.94%	\$47,274,337	16.76%	292,511	20.00%	\$12,225,501	26.76%
Transportation, communications, utilities	10,425	4.18%	\$12,126,890	4.30%	73,026	4.99%	\$2,472,244	5.41%
Wholesale trade	11,823	4.74%	\$84,636,757	30.00%	116,110	7.94%	\$4,813,191	10.54%
Retail trade	29,570	11.85%	\$32,932,519	11.67%	284,940	19.48%	\$4,474,311	9.79%
Finance, insurance and real estate industries	28,340	11.35%	\$53,885,744	19.10%	125,546	8.58%	\$5,513,924	12.07%
Service industries	116,154	46.54%	\$35,158,955	12.46%	496,823	33.96%	\$13,356,758	29.24%
Industries not Classified	16,348	6.55%	\$831,054	0.29%	111	0.01%	\$2,255	0.00%

Industries for Minority Groups in the Minneapolis-St Paul MN--WI MSA (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	12,026	3,740	1.50%	4,661	1.87%	2,234	0.90%	1,391	0.56%
Agricultural services, forestry, fishing, and mining	151	17	0.01%	52	0.02%	37	0.01%	45	0.02%
Construction industries	601	136	0.05%	116	0.05%	211	0.08%	138	0.06%
Manufacturing	270	47	0.02%	156	0.06%	27	0.01%	40	0.02%
Transportation, communications, and utilities	719	484	0.19%	130	0.05%	55	0.02%	50	0.02%
Wholesale trade	313	70	0.03%	124	0.05%	87	0.03%	32	0.01%
Retail trade	1,574	354	0.14%	993	0.40%	162	0.06%	65	0.03%
Finance, insurance and real estate industries	667	222	0.09%	318	0.13%	82	0.03%	45	0.02%
Service industries	5,722	1,946	0.78%	2,395	0.96%	1,038	0.42%	343	0.14%
Industries not Classified	2,016	466	0.19%	380	0.15%	536	0.21%	634	0.25%

Industries for Minority Groups in the Minneapolis-St Paul MN--WI MSA (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	\$2,805,115	\$507,398	0.18%	\$1,576,802	0.56%	\$320,873	0.11%	\$400,042	0.14%
Agricultural services, forestry, fishing, mining	No Data	No data	No data	No data	No data	No data	No data	\$1,057	0.00%
Construction industries	No Data	No data	No data	No data	No data	\$25,367	0.01%	\$97,964	0.03%
Manufacturing	No Data	No data	No data	No data	No data	No data	No data	\$8,731	0.00%
Transportation, communications, utilities	No Data	No data	No data	No data	No data	No data	No data	No data	No data
Wholesale trade	No Data	\$40,037	0.01%	No data	No data	\$99,044	0.04%	No data	No data
Retail trade	\$743,709	\$208,664	0.07%	\$356,666	0.13%	\$83,354	0.03%	\$95,025	0.03%
Finance, insurance and real estate industries	No Data	\$46,055	0.02%	No data	No data	No data	No data	No data	No data
Service industries	No Data	\$101,774	0.04%	\$509,453	0.18%	No data	No data	\$110,841	0.04%
Industries not Classified	No Data	No data	No data	No data	No data	\$15,545	0.01%	\$59,056	0.02%

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