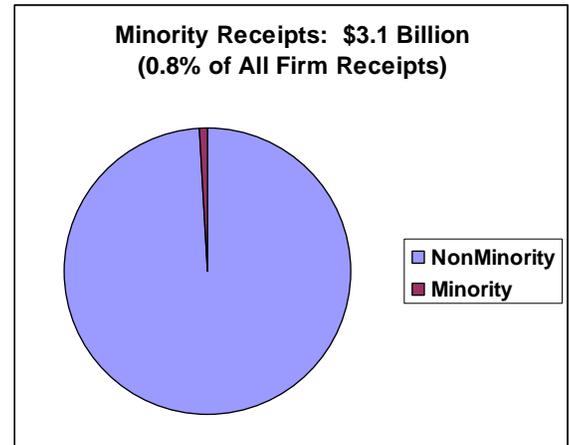


Demographic and Business Statistics

- 1997 Total Population: 4,687,726 persons
- Total Firms: 410,634 firms
- Annual sales of all firms in the State: \$382.4 billion
- 1997 Total Minority Population: 379,782 persons
- Total Minority-Owned Firms: 15,258 firms
- Annual sales of Minority-owned firms in State: \$3.1 billion
- Total African American-owned firms: 4,024 firms
- Annual sales from African American-owned firms: \$523.1 million
- Asian & Pacific Islander-owned firms: 5,435 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.7 billion
- Hispanic-owned Firms : 3,616 firms
- Annual sales of Hispanic-owned firms: \$391.7 million
- American Indian & Alaska Natives-owned firms: 2,413 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$514.9 million

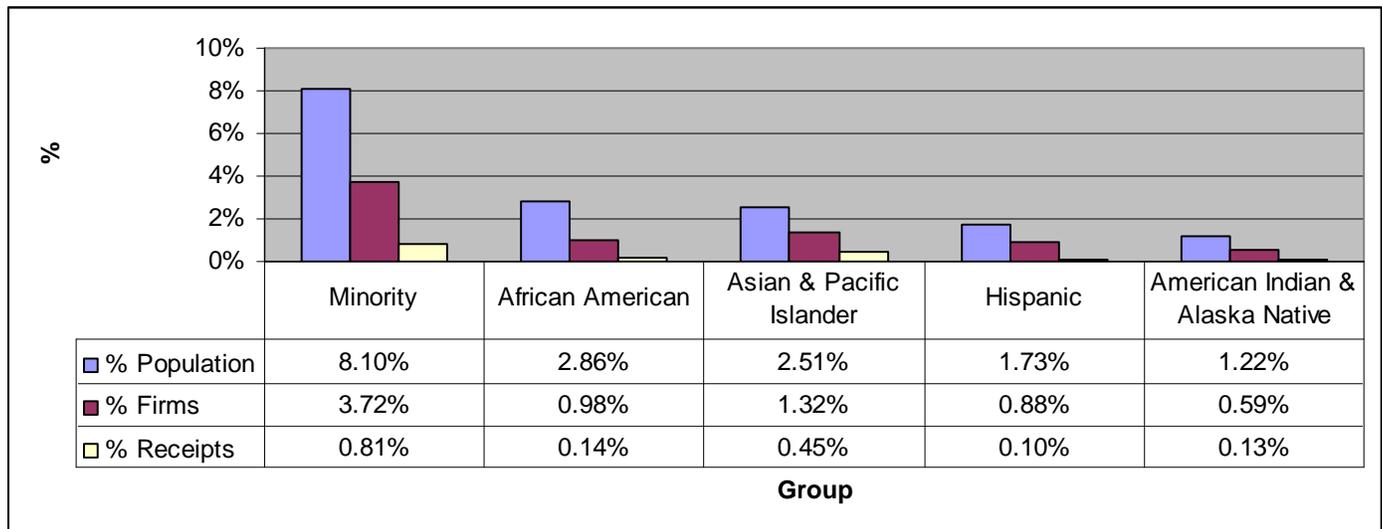


Business Participation¹

Group	State BPR: Minnesota	National BPR
All	88	78
Non-Minority	92	91
Minority	40	42
African American	30	24
Asian & Pacific Islander	46	90
Hispanic	44	41
American Indian & Alaska Native	42	85

Parity²:

In the State of Minnesota 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 Minnesota

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	410,634		\$382,363,126		2,138,561		\$60,829,888	
Agricultural services, forestry, fishing, mining	7,747	1.89%	\$954,303	0.25%	9,567	0.45%	\$213,323	0.35%
Construction industries	44,623	10.87%	\$20,260,749	5.30%	100,676	4.71%	\$3,710,508	6.10%
Manufacturing	16,864	4.11%	\$79,761,062	20.86%	449,031	21.00%	\$16,840,300	27.68%
Transportation, communications, and utilities	20,650	5.03%	\$17,305,941	4.53%	106,432	4.98%	\$3,385,647	5.57%
Wholesale trade	17,364	4.23%	\$104,176,544	27.25%	158,017	7.39%	\$5,955,629	9.79%
Retail trade	56,393	13.73%	\$49,973,179	13.07%	446,742	20.89%	\$6,404,532	10.53%
Finance, insurance and real estate industries	42,684	10.39%	\$59,888,780	15.66%	154,810	7.24%	\$6,317,034	10.38%
Service industries	178,333	43.43%	\$47,136,173	12.33%	705,269	32.98%	\$17,636,615	28.99%
Industries not Classified	26,460	6.44%	\$1,065,480	0.28%	303	0.01%	\$3,971	0.01%

Industries for Minority Groups in the State of Minnesota (Firms)

Industry Description	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	15,258	4,024	26.37%	5,435	35.62%	3,616	23.70%	2,413	15.81%
Agricultural services, forestry, fishing, and mining	203	17	0.11%	62	0.41%	85	0.56%	64	0.42%
Construction industries	955	162	1.06%	133	0.87%	317	2.08%	360	2.36%
Manufacturing	426	48	0.31%	164	1.07%	105	0.69%	131	0.86%
Transportation, communications, and utilities	804	490	3.21%	128	0.84%	89	0.58%	116	0.76%
Wholesale trade	354	78	0.51%	127	0.83%	96	0.63%	52	0.34%
Retail trade	1,989	380	2.49%	1,142	7.48%	312	2.04%	202	1.32%
Finance, insurance and real estate industries	757	231	1.51%	330	2.16%	112	0.73%	88	0.58%
Service industries	6,854	2,090	13.70%	2,872	18.82%	1,395	9.14%	592	3.88%
Industries not Classified	2,920	530	3.47%	480	3.15%	1,098	7.20%	812	5.32%

Industries for Minority Groups in the State of Minnesota (Sales)

Industry Description	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	\$3,105,911	\$523,126	16.84%	\$1,712,093	55.12%	\$391,714	12.61%	\$514,907	16.58%
Agricultural services, forestry, fishing, mining	D	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	\$358,415	\$30,185	0.97%	\$124,638	4.01%	\$34,252	1.10%	\$176,316	5.68%
Manufacturing	\$271,925	\$60,941	1.96%	\$187,290	6.03%	No Data	No Data	\$15,184	0.49%
Transportation, communications, utilities	\$52,155	\$14,091	0.45%	No Data	No Data	\$6,128	0.20%	No Data	No Data
Wholesale trade	\$441,713	\$40,139	1.29%	\$288,381	9.28%	\$100,250	3.23%	No Data	No Data
Retail trade	\$847,012	\$217,408	7.00%	\$399,753	12.87%	\$106,819	3.44%	\$130,009	4.19%
Finance, insurance and real estate industries	\$144,756	\$46,317	1.49%	\$73,994	2.38%	No Data	No Data	\$18,597	0.60%
Service industries	\$897,400	\$107,118	3.45%	\$588,845	18.96%	\$99,488	3.20%	\$122,148	3.93%
Industries not Classified	\$77,838	No Data	No Data	No Data	No Data	\$25,539	0.82%	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