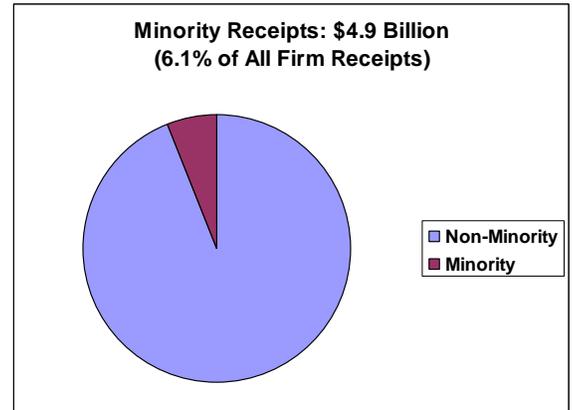


## Demographic and Business Statistics

- 1997 Total Population: 1,722,939 persons
- Total Firms: 131,685 firms
- Annual sales of all firms in the State: \$79.8 billion
- 1997 Total Minority Population: 885,383 persons
- Total Minority-Owned Firms: 37,497 firms
- Annual sales of Minority-owned firms in State: \$4.9 billion
- Total African American-owned firms: 1,132 firms
- Annual sales from African American-owned firms: \$142.8 million
- Asian & Pacific Islander-owned firms: 2,548 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$578.0 million
- Hispanic-owned Firms : 28,285 firms
- Annual sales of Hispanic-owned firms: \$3.7 billion
- American Indian & Alaska Natives-owned firms: 6,838 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$579.7 million

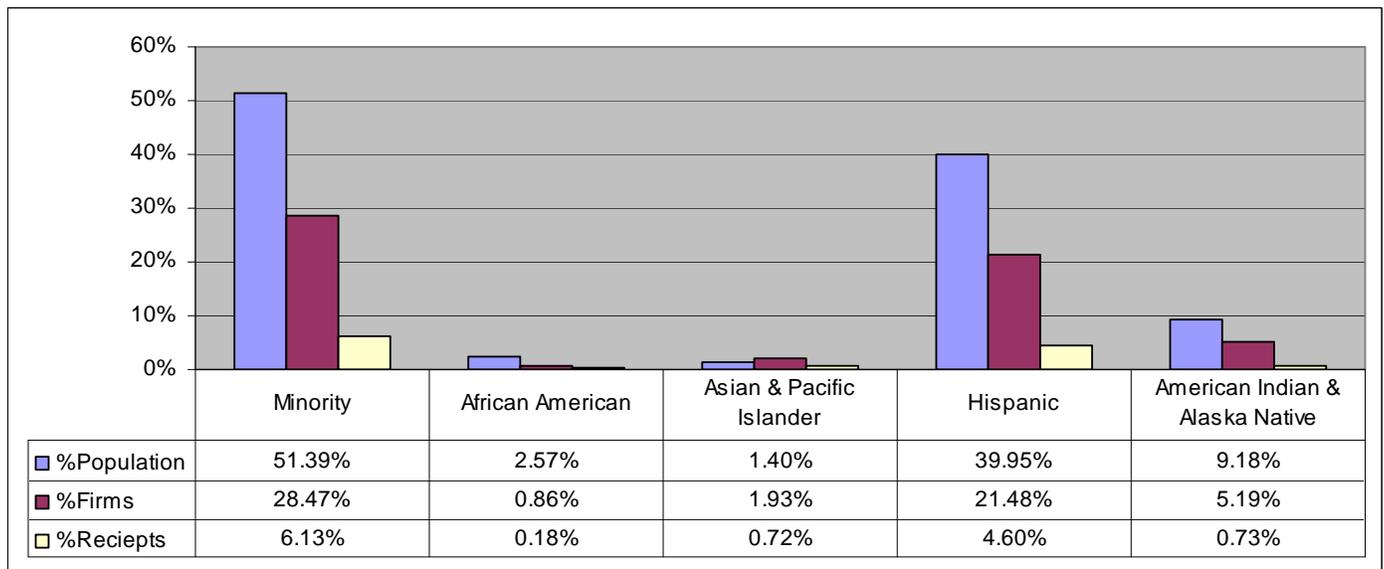


## Business Participation<sup>1</sup>

Group	State BPR: New Mexico	National BPR
All	76	78
Non-Minority	112	91
Minority	42	42
African American	26	24
Asian & Pacific Islander	106	90
Hispanic	41	41
American Indian & Alaska Native	43	85

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

In the State of New Mexico, the Asian & Pacific Islander 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 New Mexico

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>131,685</b>		<b>79,752,084</b>		<b>506,662</b>		<b>11,570,103</b>	
Agricultural services, forestry, fishing, mining	2,569	1.95%	264,306	0.33%	3,509	0.69%	55,778	0.48%
Construction industries	13,598	10.33%	5,205,113	6.53%	41,642	8.22%	1,025,079	8.86%
Manufacturing	5,864	4.45%	18,239,324	22.87%	44,477	8.78%	1,376,283	11.90%
Transportation, communications, and utilities	4,692	3.56%	5,402,026	6.77%	26,687	5.27%	824,522	7.13%
Wholesale trade	6,029	4.58%	8,807,552	11.04%	27,905	5.51%	761,628	6.58%
Retail trade	19,532	14.83%	16,045,629	20.12%	138,478	27.33%	1,852,422	16.01%
Finance, insurance and real estate industries	12,177	9.25%	6,305,463	7.91%	30,009	5.92%	807,549	6.98%
Service industries	57,655	43.78%	11,579,479	14.52%	177,895	35.11%	4,225,458	36.52%
Industries not Classified	7,577	5.75%	441,204	0.55%	198	0.04%	3,490	0.03%

### Industries for Minority Groups in the State of New Mexico (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>37,497</b>	<b>1,132</b>	<b>3.02%</b>	<b>2,548</b>	<b>6.80%</b>	<b>28,285</b>	<b>75.43%</b>	<b>6,838</b>	<b>18.24%</b>
Agricultural services, forestry, fishing, and mining	743	0	0.00%	13	0.03%	628	1.67%	116	0.31%
Construction industries	5,099	91	0.24%	34	0.09%	4,628	12.34%	504	1.34%
Manufacturing	1,952	32	0.09%	154	0.41%	825	2.20%	1,052	2.81%
Transportation, communications, and utilities	1,443	22	0.06%	57	0.15%	1,319	3.52%	139	0.37%
Wholesale trade	2,242	43	0.11%	77	0.21%	719	1.92%	1,486	3.96%
Retail trade	5,155	154	0.41%	363	0.97%	4,185	11.16%	619	1.65%
Finance, insurance and real estate industries	1,780	57	0.15%	109	0.29%	1,577	4.21%	84	0.22%
Service industries	14,903	417	1.11%	964	2.57%	12,443	33.18%	1,657	4.42%
Industries not Classified	4,057	316	0.84%	774	2.06%	1,859	4.96%	1,144	3.05%

### Industries for Minority Groups in the State of New Mexico (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>4,892,577</b>	<b>142,847</b>	<b>2.92%</b>	<b>577,988</b>	<b>11.81%</b>	<b>3,667,526</b>	<b>74.96%</b>	<b>579,671</b>	<b>11.85%</b>
Agricultural services, forestry, fishing, mining	43,311	No Data	No Data	No Data	No Data	41,582	0.85%	No Data	No Data
Construction industries	858,563	7,909	0.16%	17,889	0.37%	741,694	15.16%	101,264	2.07%
Manufacturing	314,904	No Data	No Data	65,984	1.35%	237,808	4.86%	38,409	0.79%
Transportation, communications, utilities	161,884	3,841	0.08%	15,567	0.32%	139,375	2.85%	39,623	0.81%
Wholesale trade	518,570	1,090	0.02%	47,202	0.96%	435,924	8.91%	47,061	0.96%
Retail trade	1,384,492	95,272	1.95%	122,666	2.51%	1,137,361	23.25%	46,208	0.94%
Finance, insurance and real estate industries	249,440	3,076	0.06%	No Data	No Data	232,746	4.76%	No Data	No Data
Service industries	960,376	29,408	0.60%	187,438	3.83%	665,909	13.61%	91,020	1.86%
Industries not Classified	372,710	No Data	No Data	106,659	2.18%	22,043	0.45%	No Data	No Data

<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