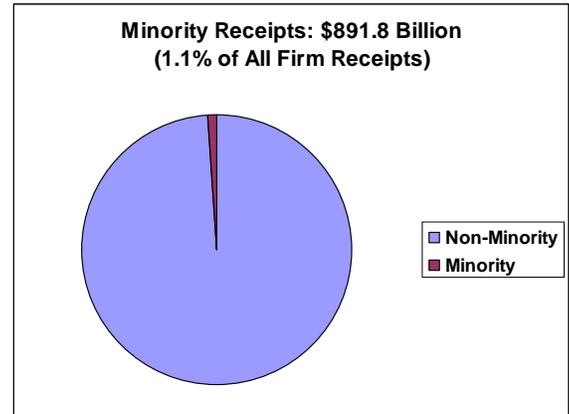


The State of Minority Business in the State of New Hampshire

Demographic and Business Statistics

- 1997 Total Population: 1,173,239 persons
- Total Firms: 115,747 firms
- Annual sales of all firms in the State: \$79.3 billion
- 1997 Total Minority Population: 39,324 persons
- Total Minority-Owned Firms: 3,228 firms
- Annual sales of Minority-owned firms in State: \$891.8 million
- Total African American-owned firms: 326 firms
- Annual sales from African American-owned firms: \$32.4 million
- Asian & Pacific Islander-owned firms: 1,165 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$586.9 million
- Hispanic-owned Firms : 735 firms
- Annual sales of Hispanic-owned firms: \$116.7 million
- American Indian & Alaska Natives-owned firms: 1,038 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$156.7 million

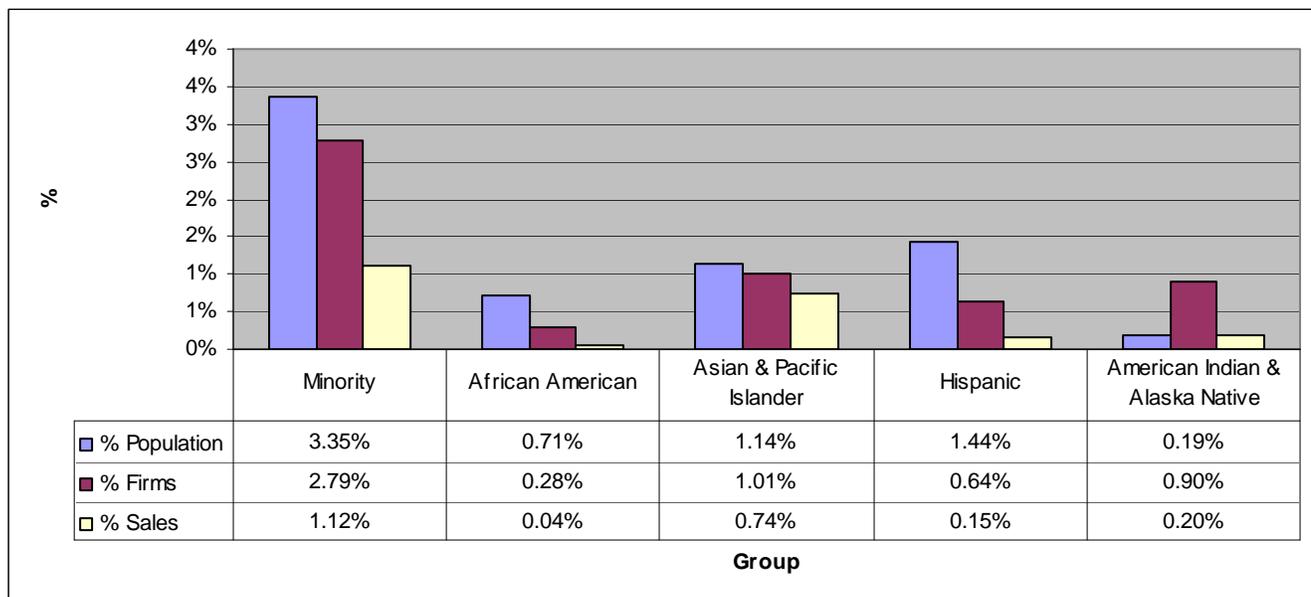


Business Participation¹

Group	State BPR: New Hampshire	National BPR
All	99	78
Non-Minority	99	91
Minority	82	42
African American	39	24
Asian & Pacific Islander	87	90
Hispanic	44	41
American Indian & Alaska Native	456	85

Parity²:

In the State of New Hampshire, 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).



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 New Hampshire

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	115,747		79,303,771		507,990		13,494,257	
Agricultural services, forestry, fishing, mining	2,770	2.39%	290,028	0.37%	2,900	0.57%	67,648	0.50%
Construction industries	17,244	14.90%	4,054,738	5.11%	22,047	4.34%	697,074	5.17%
Manufacturing	5,763	4.98%	20,351,753	25.66%	106,617	20.99%	3,795,308	28.13%
Transportation, communications, and utilities	4,084	3.53%	3,791,953	4.78%	23,617	4.65%	762,707	5.65%
Wholesale trade	4,565	3.94%	12,422,176	15.66%	27,775	5.47%	1,022,374	7.58%
Retail trade	15,397	13.30%	17,384,713	21.92%	128,734	25.34%	1,827,616	13.54%
Finance, insurance and real estate industries	10,748	9.29%	9,278,986	11.70%	29,334	5.77%	1,038,440	7.70%
Service industries	48,391	41.81%	11,422,710	14.40%	166,418	32.76%	4,260,699	31.57%
Industries not Classified	6,828	5.90%	225,395	0.28%	107	0.02%	2,081	0.02%

Industries for Minority Groups in the State of New Hampshire (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	3,228	326	10.10%	1,165	36.09%	735	22.77%	1,038	32.16%
Agricultural services, forestry, fishing, and mining	No Data	26	0.81%	17	0.53%	2	0.06%	7	0.22%
Construction industries	284	No Data	No Data	31	0.96%	83	2.57%	148	4.58%
Manufacturing	60	29	0.90%	24	0.74%	11	0.34%	22	0.68%
Transportation, communications, and utilities	50	21	0.65%	3	0.09%	18	0.56%	21	0.65%
Wholesale trade	72	7	0.22%	41	1.27%	10	0.31%	16	0.50%
Retail trade	551	10	0.31%	364	11.28%	66	2.04%	89	2.76%
Finance, insurance and real estate industries	123	65	2.01%	66	2.04%	30	0.93%	20	0.62%
Service industries	1,116	7	0.22%	500	15.49%	303	9.39%	163	5.05%
Industries not Classified	956	171	5.30%	123	3.81%	212	6.57%	552	17.10%

Industries for Minority Groups in the State of New Hampshire (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	891,838	32,351	3.63%	586,936	65.81%	116,696	13.08%	156,740	17.57%
Agricultural services, forestry, fishing, mining	No Data	686	0.08%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	41,011	No Data	No Data	No Data	No Data	12,346	1.38%	12,085	1.36%
Manufacturing	No Data	4,707	0.53%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	494	0.06%	No Data	No Data	953	0.11%	8,987	1.01%
Wholesale trade	181,579	No Data	No Data	65,563	7.35%	No Data	No Data	No Data	No Data
Retail trade	172,643	No Data	No Data	131,060	14.70%	17,380	1.95%	22,778	2.55%
Finance, insurance and real estate industries	27,417	3,105	0.35%	No Data	No Data	No Data	No Data	3,382	0.38%
Service industries	149,526	No Data	No Data	88,462	9.92%	26,050	2.92%	18,043	2.02%
Industries not Classified	94,949	17,111	1.92%	68,746	7.71%	6,414	0.72%	16,519	1.85%

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