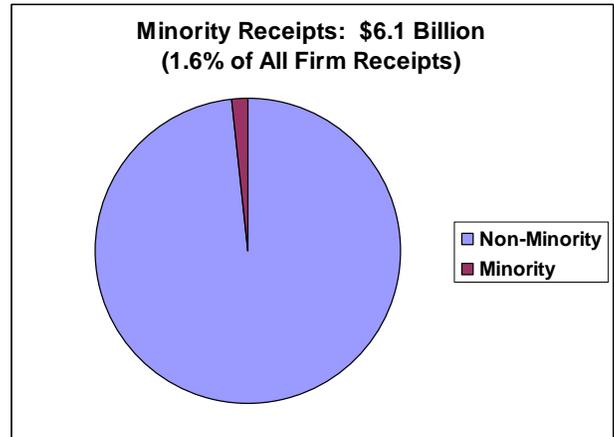


The State of Minority Business in the Philadelphia, PA-NJ Metropolitan Statistical Area

Demographic and Business Statistic

- 1997 Total Population: 4,291,439 persons
- 1997 Total Minority Population: 1,259,359 persons
- All firms in region: 353,657
- Annual sales of all firms in region: \$388.7 billion
- Total minority-owned firms: 37,699
- Annual sales of minority-owned firms: \$6.1 billion
- Total African American-owned firms: 17,863
- Annual sales of African American-owned firms: \$1.7 billion
- Asian & Pacific Islander-owned Firms: 13,399
- Annual sales of Asian & Pacific Islander-owned firms: \$3.4 billion
- Hispanic-owned Firms : 5,558
- Annual sales of Hispanic-owned firms: \$933.2 million
- American Indian & Alaska Natives-owned Firms: 1,603
- Annual sales of Asian & Pacific Islander-owned firms: \$115.9 million

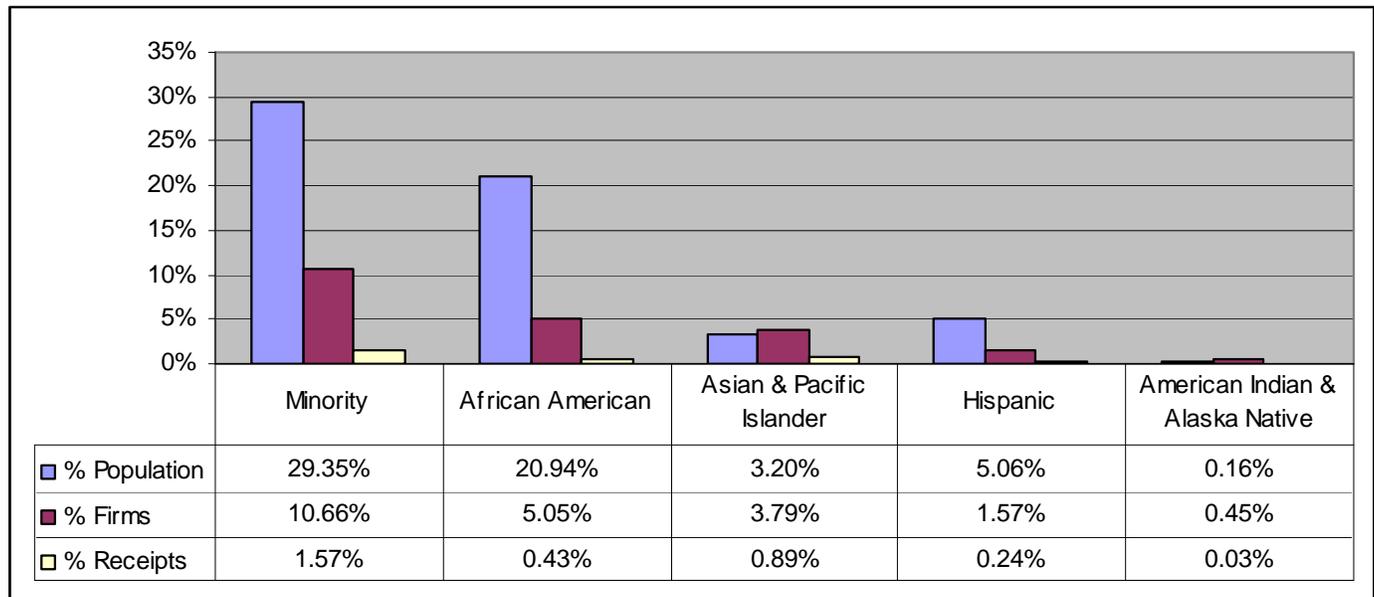


Business Participation¹

Group	MSA BPR: Philadelphia	National BPR
All	82	78
Non-Minority	104	91
Minority	30	42
African American	20	24
Asian & Pacific Islander	98	90
Hispanic	26	41
American Indian & Alaska Native	237	85

Parity²:

In the Philadelphia, PA-NJ MSA, Asian & Pacific Islanders and American Indian & Alaska Natives have 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 Philadelphia PA-NJ 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	353,657		388,727,494		2,045,714		65,563,724	
Agricultural services, forestry, fishing, mining	6,934	1.96%	1,179,554	0.30%	12,343	0.60%	309,576	0.47%
Construction industries	36,048	10.19%	17,625,426	4.53%	94,030	4.60%	3,420,764	5.22%
Manufacturing	10,923	3.09%	71,295,280	18.34%	310,669	15.19%	13,037,636	19.89%
Transportation, communications, utilities	12,062	3.41%	19,979,207	5.14%	103,090	5.04%	3,887,563	5.93%
Wholesale trade	16,517	4.67%	101,163,839	26.02%	143,372	7.01%	5,975,223	9.11%
Retail trade	47,231	13.36%	50,142,206	12.90%	387,132	18.92%	6,221,702	9.49%
Finance, insurance and real estate industries	41,433	11.72%	60,192,846	15.48%	181,459	8.87%	7,731,337	11.79%
Service industries	154,231	43.61%	66,020,064	16.98%	813,020	39.74%	24,963,964	38.08%
Industries not Classified	29,176	8.25%	1,129,072	0.29%	599	0.03%	15,959	0.02%

Industries for Minority Groups in the Philadelphia PA-NJ MSA (Firms)

	Minority Firms ¹	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	38,423	17,863	47.38%	13,399	35.54%	5,558	14.74%	1,603	4.25%
Agricultural services, forestry, fishing, and mining	250	133	0.35%	52	0.14%	36	0.10%	29	0.08%
Construction industries	2,085	1,020	2.71%	297	0.79%	596	1.58%	172	0.46%
Manufacturing	614	161	0.43%	316	0.84%	106	0.28%	31	0.08%
Transportation, communications, and utilities	1,856	1,234	3.27%	224	0.59%	378	1.00%	20	0.05%
Wholesale trade	781	262	0.69%	405	1.07%	74	0.20%	40	0.11%
Retail trade	7,826	2,550	6.76%	4,409	11.70%	798	2.12%	69	0.18%
Finance, insurance and real estate industries	1,919	1,031	2.73%	666	1.77%	168	0.45%	54	0.14%
Service industries	17,683	9,237	24.50%	5,796	15.37%	2,458	6.52%	192	0.51%
Industries not Classified	5,428	2,236	5.93%	1,249	3.31%	946	2.51%	997	2.64%

Industries for Minority Groups in the Philadelphia PA-NJ MSA (Sales in \$1,000s)

	Minority Sales ¹	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	\$6,153,583	1,659,837	27.11%	3,444,576	56.27%	933,247	15.24%	115,923	1.89%
Agricultural services, forestry, fishing, mining	No Data	7,257	0.12%	4,687	0.08%	No Data	No Data	No Data	No Data
Construction industries	\$319,748	120,909	1.97%	62,403	1.02%	120,618	1.97%	15,818	0.26%
Manufacturing	No Data	39,226	0.64%	237,091	3.87%	50,065	0.82%	No Data	No Data
Transportation, communications, utilities	\$263,521	110,148	1.80%	11,012	0.18%	136,024	2.22%	6,337	0.10%
Wholesale trade	\$1,285,601	190,486	3.11%	916,386	14.97%	156,804	2.56%	21,925	0.36%
Retail trade	\$1,470,420	240,162	3.92%	1,061,073	17.33%	161,332	2.64%	7,853	0.13%
Finance, insurance and real estate industries	No Data	109,721	1.79%	117,487	1.92%	No Data	No Data	No Data	No Data
Service industries	\$1,835,004	690,992	11.29%	948,626	15.50%	175,475	2.87%	19,911	0.33%
Industries not Classified	\$386,888	150,935	2.47%	85,812	1.40%	108,571	1.77%	41,570	0.68%

¹ 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 Sales¹ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise