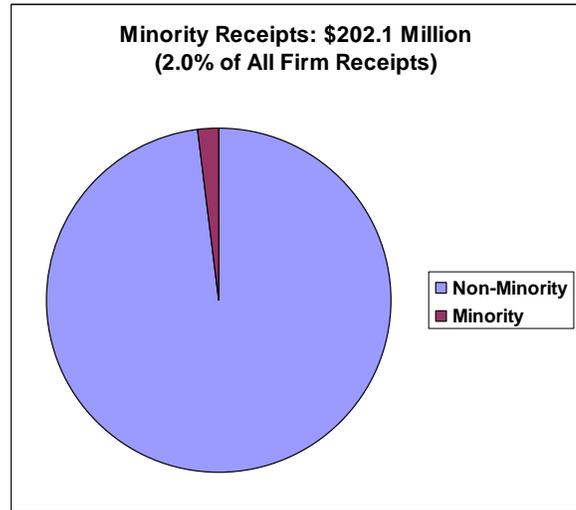


The State of Minority Business in the Richland--Kennewick--Pasco, WA MSA

Demographic and Business Statistics

- 1997 Total Population: 180,863 persons
- 1997 Total Minority Population: 48,658 persons
- All firms in region: 11,324
- Annual sales of all firms in region: \$10.0 billion
- Total minority-owned firms: 890
- Annual sales of minority-owned firms: \$202.1 million
- Total African American-owned firms: No Data
- Annual sales of African American-owned firms: No Data
- Asian & Pacific Islander-owned Firms: 256
- Annual sales of Asian & Pacific Islander-owned firms: \$50.1 million
- Hispanic-owned Firms: 537
- Annual sales of Hispanic-owned firms: \$62.5 million
- American Indian & Alaska Natives-owned Firms: No Data
- Annual sales of Asian & Pacific Islander-owned firms: No Data

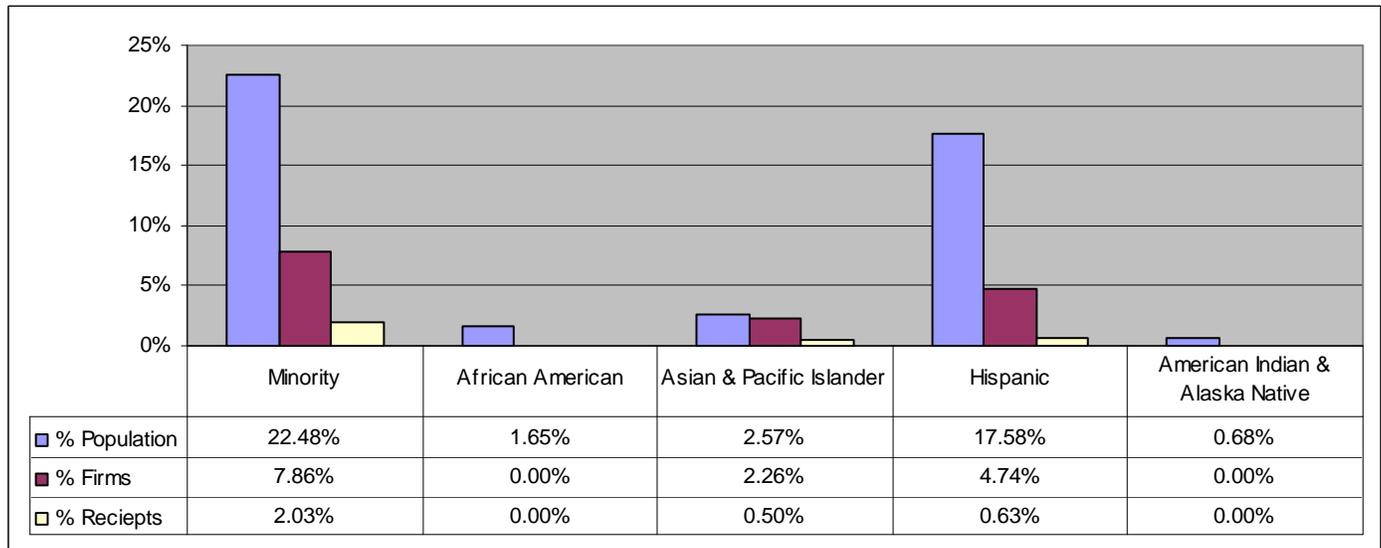


Business Participation¹

Group	MSA BPR: Richland	National BPR
All	63	78
Non-Minority	74	91
Minority	22	42
African American	No Data	24
Asian & Pacific Islander	55	90
Hispanic	17	41
American Indian & Alaska Native	No Data	85

Parity²:

In the Richland--Kennewick--Pasco, WA MSA, no groups have achieved parity, in terms of population size and business ownership. 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 Richland--Kennewick--Pasco, WA 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	11,324		\$9,973,436		57,883		\$1,657,114	
Agricultural services, forestry, fishing, mining	343	3.03%	\$71,063	0.71%	859	1.48%	\$16,039	0.97%
Construction industries	1,130	9.98%	\$685,263	6.87%	4,735	8.18%	\$138,937	8.38%
Manufacturing	317	2.80%	\$2,075,675	20.81%	7,698	13.30%	\$251,331	15.17%
Transportation, communications, utilities	473	4.18%	\$1,500,636	15.05%	6,288	10.86%	\$292,716	17.66%
Wholesale trade	401	3.54%	\$1,086,700	10.90%	3,015	5.21%	\$76,791	4.63%
Retail trade	2,255	19.91%	\$1,717,755	17.22%	13,143	22.71%	\$183,339	11.06%
Finance, insurance and real estate industries	1,005	8.87%	\$1,067,245	10.70%	2,181	3.77%	\$49,156	2.97%
Service industries	4,972	43.91%	\$1,754,196	17.59%	19,955	34.47%	\$648,520	39.14%
Industries not Classified	464	4.10%	\$14,903	0.15%	9	0.02%	\$285	0.02%

Industries for Minority Groups in the Richland--Kennewick--Pasco, WA 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	890	No Data	No Data	256	28.76%	537	60.34%	No Data	No Data
Agricultural services, forestry, fishing, and mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	5	0.56%	44	4.94%	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	5	0.56%	No Data	No Data
Transportation, communications, and utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Wholesale trade	No Data	No Data	No Data	6	0.67%	19	2.13%	No Data	No Data
Retail trade	No Data	No Data	No Data	71	7.98%	87	9.78%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	7	0.79%	10	1.12%	No Data	No Data
Service industries	No Data	No Data	No Data	167	18.76%	294	33.03%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	23	2.58%	No Data	No Data

Industries for Minority Groups in the Richland--Kennewick--Pasco, WA 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	\$202,118	No Data	No Data	\$50,072	24.77%	\$62,544	30.94%	No Data	No Data
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	No Data	No Data	No Data	No Data	\$33,148	16.40%	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
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	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	No Data	No Data	No Data	No Data	No Data	\$8,603	4.26%	No Data	No Data
Finance, insurance and real estate industries	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	No Data	No Data	No Data	\$31,684	15.68%	\$14,187	7.02%	No Data	No Data
Industries not Classified	No Data	No Data	No Data	No Data	No Data	No Data	No Data	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