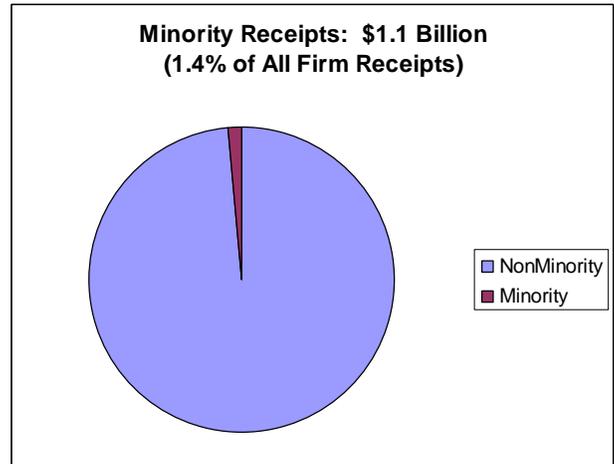


The State of Minority Business in the Richmond- Petersburg, VA MSA

Demographic and Business Statistics

- 1997 Total Population: 963,333 persons
- 1997 Total Minority Population: 313,252 persons
- All firms in region: 65,470
- Annual sales of all firms in region: \$78.9 billion
- Total minority-owned firms: 10,615
- Annual sales of minority-owned firms: \$1.1 billion
- Total African American-owned firms: 6,648
- Annual sales of African American-owned firms: \$541.1 million
- Asian & Pacific Islander-owned Firms: 2,456
- Annual sales of Asian & Pacific Islander-owned firms: \$422.7 million
- Hispanic-owned Firms : 1,440
- Annual sales of Hispanic-owned firms: \$94.4 million
- American Indian & Alaska Natives-owned Firms: 544
- Annual sales of Asian & Pacific Islander-owned firms: \$54.3 million

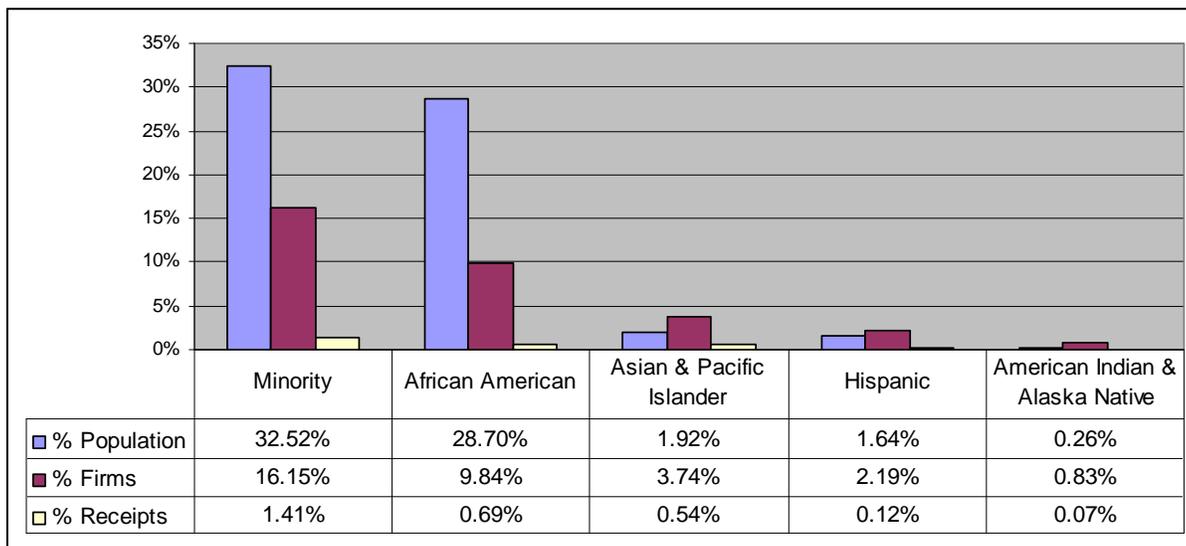


Business Participation¹

Group	MSA BPR: Richmond	National BPR
All	68	78
Non-Minority	85	91
Minority	34	42
African American	23	24
Asian & Pacific Islander	132	90
Hispanic	91	41
American Indian & Alaska Native	221	85

Parity²:

In the Richmond-Petersburg, VA MSA, the Asian & Pacific Islander, Hispanic and American Indian & Alaska Native group has 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 Richmond-Petersburg, VA 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	65,740		\$78,903,770		432,192		12,106,222	
Agricultural services, forestry, fishing, mining	1,386	2.11%	\$355,165	0.45%	4,069	0.94%	113,930	0.94%
Construction industries	8,082	12.29%	\$4,226,335	5.36%	31,822	7.36%	871,046	7.20%
Manufacturing	1,638	2.49%	\$19,985,356	25.33%	63,378	14.66%	2,648,769	21.88%
Transportation, communications, utilities	2,423	3.69%	\$4,900,371	6.21%	29,881	6.91%	1,019,574	8.42%
Wholesale trade	3,127	4.76%	\$17,920,613	22.71%	32,413	7.50%	1,121,592	9.26%
Retail trade	8,776	13.35%	\$9,422,623	11.94%	94,828	21.94%	1,378,737	11.39%
Finance, insurance and real estate industries	8,590	13.07%	\$13,607,842	17.25%	46,710	10.81%	1,864,114	15.40%
Service industries	27,869	42.39%	\$8,323,490	10.55%	128,988	29.85%	3,085,610	25.49%
Industries not Classified	4,110	6.25%	\$161,975	0.21%	103	0.02%	2,850	0.02%

Industries for Minority Groups in the Richmond-Petersburg, VA 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	10908	6,468	60.93%	2,456	23.14%	1,440	13.57%	544	5.12%
Agricultural services, forestry, fishing, and mining	No Data	136	1.28%	30	0.28%	9	0.08%	7	0.07%
Construction industries	No Data	510	4.80%	No Data	No Data	170	1.60%	125	1.18%
Manufacturing	No Data	84	0.79%	15	0.14%	8	0.08%	No Data	No Data
Transportation, communications, and utilities	No Data	489	4.61%	120	1.13%	15	0.14%	36	0.34%
Wholesale trade	No Data	54	0.51%	32	0.30%	4	0.04%	1	0.01%
Retail trade	No Data	850	8.01%	860	8.10%	198	1.87%	3	0.03%
Finance, insurance and real estate industries	No Data	377	3.55%	41	0.39%	28	0.26%	22	0.21%
Service industries	No Data	3,218	30.32%	1,107	10.43%	576	5.43%	52	0.49%
Industries not Classified	No Data	749	7.06%	136	1.28%	432	4.07%	299	2.82%

Industries for Minority Groups in the Richmond-Petersburg, VA 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	\$1,112,509	\$541,138	48.76%	\$422,672	38.09%	\$94,389	8.51%	\$54,310	4.89%
Agricultural services, forestry, fishing, mining	No Data	\$2,737	0.25%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$51,163	4.61%	No Data	No Data	\$21,741	1.96%	No Data	No Data
Manufacturing	No Data	\$89,115	8.03%	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$47,004	4.24%	No Data	No Data	No Data	No Data	\$6,914	0.62%
Wholesale trade	No Data	\$4,182	0.38%	\$23,686	2.13%	No Data	No Data	No Data	No Data
Retail trade	No Data	\$109,922	9.91%	\$211,394	19.05%	\$33,533	3.02%	No Data	No Data
Finance, insurance and real estate industries	No Data	\$29,756	2.68%	\$950	0.09%	No Data	No Data	No Data	No Data
Service industries	No Data	\$198,192	17.86%	\$112,704	10.16%	\$31,663	2.85%	No Data	No Data
Industries not Classified	No Data	\$9,067	0.82%	No Data	No Data	No Data	No Data	No Data	No Data

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