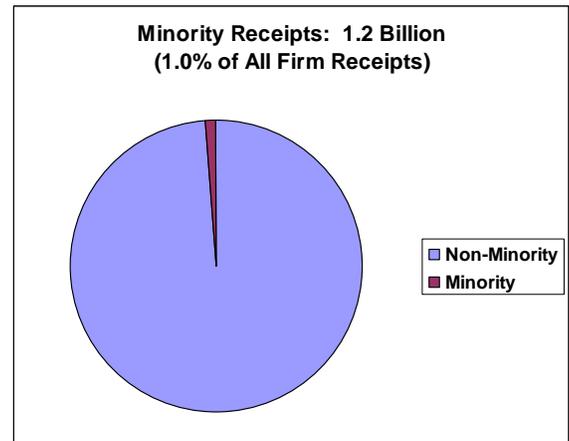


Demographic and Business Statistics

- 1997 Total Population: 19,335,427 persons
- Total Firms: 1,525,972 firms
- Annual sales of all firms in the State: \$1.42 trillion
- 1997 Total Minority Population: 8,438,501 persons
- Total Minority-Owned Firms: 365,450 firms
- Annual sales of Minority-owned firms in State: \$67.3 billion
- Total African American-owned firms: 60,427 firms
- Annual sales from African American-owned firms: \$6.9 billion
- Asian & Pacific Islander-owned firms: 60,226 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$18.8 billion
- Hispanic-owned Firms : 240,396 firms
- Annual sales of Hispanic-owned firms: \$39.5 billion
- American Indian & Alaska Natives-owned firms: 15,668 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$3.3 million

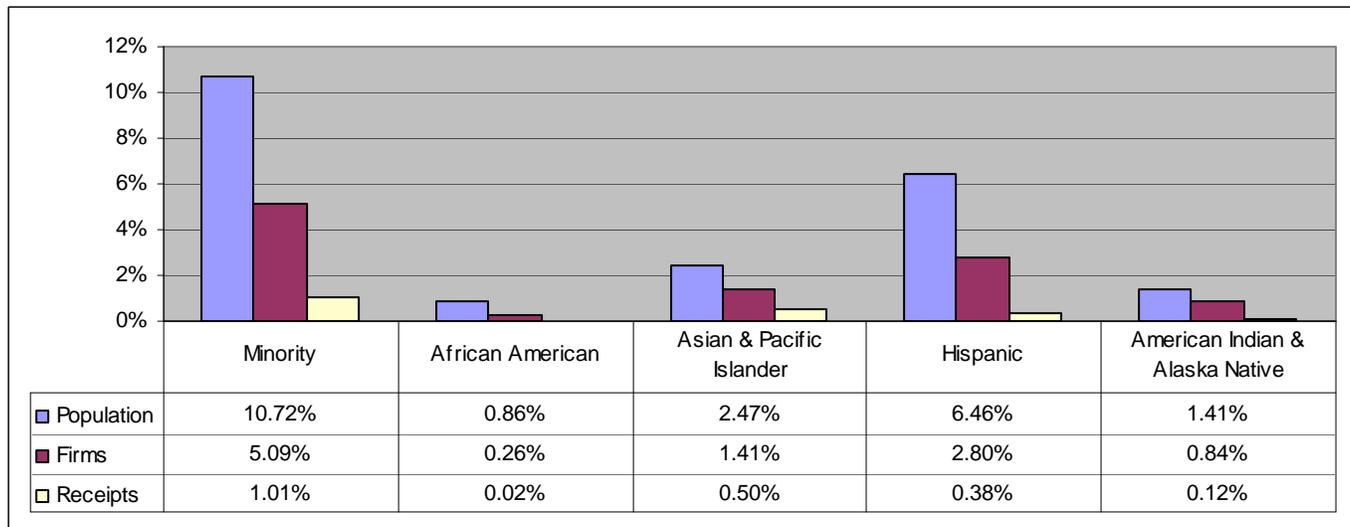


Business Participation¹

Group	State BPR: Utah	National BPR
All Groups	82	78
Non Minority Groups	87	91
Minority	39	42
African American	25	24
Asian & Pacific Islander	47	90
Hispanic	36	41
American Indian	49	85

Parity²:

In the State of Utah, Asian & Pacific Islanders and American Indian & Alaska Natives have 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 Texas

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	1,525,972		\$1,415,535,633		7,074,209		196,697,293	
Agricultural services, forestry, fishing, mining	37,325	2.45%	\$4,460,122	0.32%	50,049	0.71%	898,444	0.46%
Construction industries	180,994	11.86%	\$68,902,181	4.87%	433,408	6.13%	12,776,930	6.50%
Manufacturing	44,868	2.94%	\$306,055,413	21.62%	1,070,066	15.13%	38,687,831	19.67%
Transportation, communications, and utilities	69,998	4.59%	\$137,839,540	9.74%	439,460	6.21%	15,518,067	7.89%
Wholesale trade	59,983	3.93%	\$337,766,328	23.86%	504,164	7.13%	18,213,472	9.26%
Retail trade	202,480	13.27%	\$198,226,266	14.00%	1,571,944	22.22%	23,233,309	11.81%
Finance, insurance and real estate industries	154,689	10.14%	\$137,797,701	9.73%	461,297	6.52%	17,194,688	8.74%
Service industries	631,544	41.39%	\$173,803,006	12.28%	2,386,335	33.73%	62,640,575	31.85%
Industries not Classified	106,557	6.98%	\$4,479,168	0.32%	1,834	0.03%	36,918	0.02%

Industries for Minority Groups in the State of Texas (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	365,450	60,427	16.53%	60,226	16.48%	240,396	65.78%	15,668	4.29%
Agricultural services, forestry, fishing, and mining	1,263	1,388	0.38%	1,436	0.39%	8,905	2.44%	353	0.10%
Construction industries	58,798	3,785	1.04%	1,526	0.42%	53,730	14.70%	2,150	0.59%
Manufacturing	7,671	1,042	0.29%	2,189	0.60%	4,246	1.16%	340	0.09%
Transportation, communications, and utilities	24,606	6,582	1.80%	1,002	0.27%	17,288	4.73%	220	0.06%
Wholesale trade	9,037	898	0.25%	2,279	0.62%	5,845	1.60%	137	0.04%
Retail trade	48,593	5,379	1.47%	13,441	3.68%	30,460	8.33%	419	0.11%
Finance, insurance and real estate industries	15,454	2,329	0.64%	3,813	1.04%	9,360	2.56%	187	0.05%
Service industries	144,036	31,835	8.71%	28,945	7.92%	86,945	23.79%	1,159	0.32%
Industries not Classified	44,255	7,127	1.95%	5,449	1.49%	22,816	6.24%	10,536	2.88%

Industries for Minority Groups in the State of Texas (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	\$67,384,765	\$6,857,330	10.18%	\$18,849,333	27.97%	\$39,481,767	58.59%	\$3,320,188	4.93%
Agricultural services, forestry, fishing, mining	\$613,034	\$36,868	0.05%	\$66,774	0.10%	\$230,644	0.34%	\$22,669	0.03%
Construction industries	\$5,168,883	\$448,806	0.67%	\$375,361	0.56%	\$4,158,189	6.17%	\$341,074	0.51%
Manufacturing	\$3,771,794	\$282,662	0.42%	\$1,412,070	2.10%	\$1,839,050	2.73%	\$290,517	0.43%
Transportation, communications utilities	\$3,468,147	\$1,033,605	1.53%	\$297,023	0.44%	\$2,088,111	3.10%	\$69,464	0.10%
Wholesale trade	\$17,160,065	\$394,564	0.59%	\$5,168,862	7.67%	\$11,357,218	16.85%	\$251,248	0.37%
Retail trade	\$14,180,227	\$1,323,450	1.96%	\$5,524,658	8.20%	\$7,717,074	11.45%	\$192,757	0.29%
Finance, insurance and real estate industries	\$2,707,593	\$162,701	0.24%	\$1,118,418	1.66%	\$1,408,076	2.09%	\$26,664	0.04%
Service industries	\$15,560,146	\$2,752,168	4.08%	\$3,956,224	5.87%	\$8,972,591	13.32%	\$147,427	0.22%
Industries not Classified	\$4,417,971	\$419,089	0.62%	\$741,917	1.10%	\$1,384,864	2.06%	\$1,750,184	2.60%

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