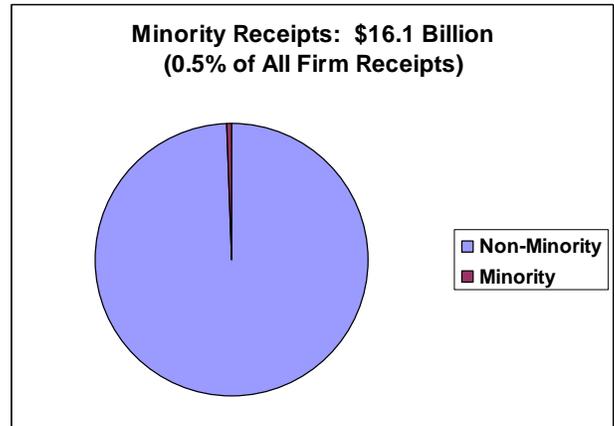


The State of Minority Business in the Washington, DC-MD- VA-WV PMSA

Demographic and Business Statistics

- 1997 Total Population: 4,752,238 persons
- 1997 Total Minority Population: 1,930,530 persons
- All firms in region: 394,576
- Annual sales of all firms in region: \$319.8 billion
- Total minority-owned firms: 100,824
- Annual sales of minority-owned firms: \$16.1 billion
- Total African American-owned firms: 48,709
- Annual sales of African American-owned firms: \$5.4 billion
- Asian & Pacific Islander-owned Firms: 30,784
- Annual sales of Asian & Pacific Islander-owned firms: \$7.3 billion
- Hispanic-owned Firms : 19,392
- Annual sales of Hispanic-owned firms: \$3.0 billion
- American Indian & Alaska Natives-owned Firms: 1,639
- Annual sales of Asian & Pacific Islander-owned firms: \$381.5 million

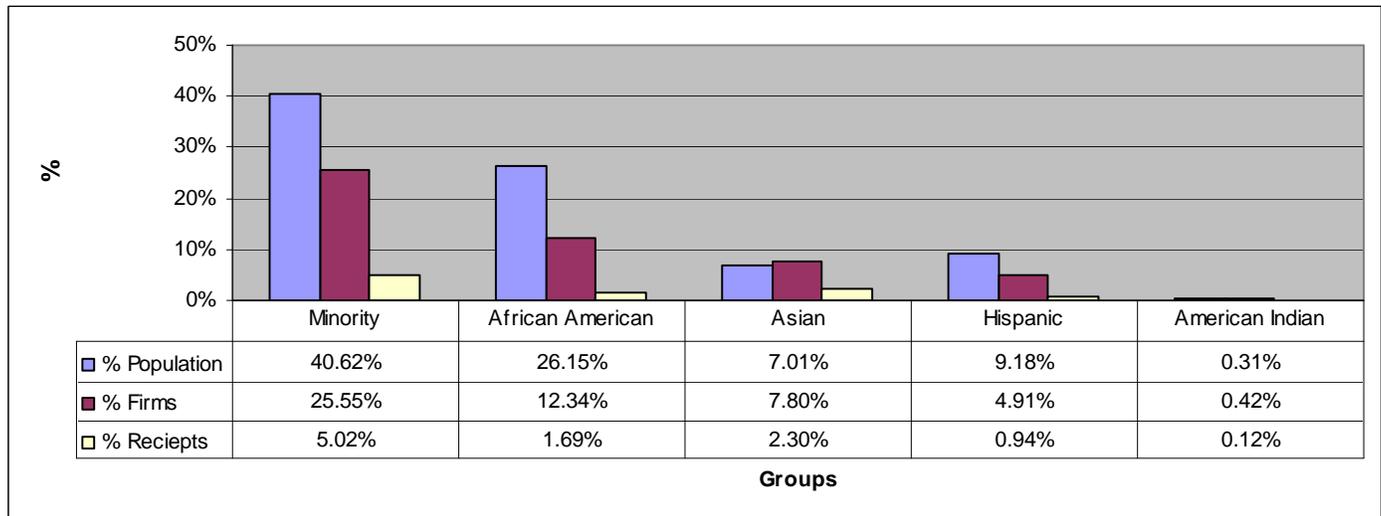


Business Participation¹

Group	MSA BPR: Washington	National BPR
All	83	78
Non-Minority	104	91
Minority	52	42
African American	39	24
Asian & Pacific Islander	92	90
Hispanic	44	41
American Indian & Alaska Native	110	85

Parity²:

In the Washington, DC-MD-VA-WV PMSA, 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 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 Washington, DC-MD-VA-WV PMSA

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	394,576		319,761,981		1,905,532		63,730,737	
Agricultural services, forestry, fishing, and mining	6,649	1.69%	1,176,115	0.37%	17,054	0.89%	391,016	0.61%
Construction industries	35,019	8.88%	21,954,385	6.87%	126,579	6.64%	4,104,314	6.44%
Manufacturing	6,798	1.72%	20,119,618	6.29%	110,347	5.79%	4,806,485	7.54%
Transportation, communications, and utilities	18,606	4.72%	28,677,829	8.97%	107,435	5.64%	4,834,816	7.59%
Wholesale trade	9,293	2.36%	50,753,842	15.87%	85,641	4.49%	3,756,064	5.89%
Retail trade	42,442	10.76%	47,714,774	14.92%	397,997	20.89%	6,656,684	10.45%
Finance, insurance and real estate industries	45,772	11.60%	56,427,188	17.65%	139,753	7.33%	5,809,956	9.12%
Service industries	202,145	51.23%	91,468,467	28.61%	920,301	48.30%	33,356,878	52.34%
Industries not Classified	28,647	7.26%	1,469,763	0.46%	425	0.02%	14,524	0.02%

Industries for Minority Groups in the Washington, DC-MD-VA-WV PMSA (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	100,824	48,709	49.01%	30,784	30.97%	19,392	19.51%	1,639	1.65%
Agricultural services, forestry, fishing, and mining	800	431	0.43%	111	0.11%	227	0.23%	31	0.03%
Construction industries	7711	2,607	2.62%	1,691	1.70%	3,196	3.22%	217	0.22%
Manufacturing	927	420	0.42%	317	0.32%	163	0.16%	27	0.03%
Transportation, communications, and utilities	8692	6,043	6.08%	1,776	1.79%	790	0.79%	83	0.08%
Wholesale trade	1486	522	0.53%	703	0.71%	245	0.25%	16	0.02%
Retail trade	11689	4,572	4.60%	5,943	5.98%	1,070	1.08%	104	0.10%
Finance, insurance and real estate industries	4972	2,707	2.72%	1,673	1.68%	549	0.55%	43	0.04%
Service industries	51208	25,811	25.97%	15,509	15.60%	9,482	9.54%	406	0.41%
Industries not Classified	13053	5,601	5.64%	3,070	3.09%	3,669	3.69%	713	0.72%

Industries for Minority Groups in the Washington, DC-MD-VA-WV PMSA (Sales)

	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	\$16,053,881	\$5,410,464	33.70%	\$7,345,538	45.76%	\$3,019,391	18.81%	\$381,498	2.38%
Agricultural services, forestry, fishing, and mining	No Data	\$28,956	0.18%	\$15,101	0.09%	\$10,652	0.07%	No Data	No Data
Construction industries	\$1,640,450	\$606,815	3.78%	\$299,251	1.86%	\$690,867	4.30%	\$43,517	0.27%
Manufacturing	No Data	\$101,187	0.63%	\$135,475	0.84%	\$74,380	0.46%	No Data	No Data
Transportation, communications, and utilities	\$692,954	\$388,789	2.42%	\$138,733	0.86%	\$140,936	0.88%	\$24,496	0.15%
Wholesale trade	No Data	\$425,444	2.65%	\$804,612	5.01%	\$327,668	2.04%	No Data	No Data
Retail trade	\$2,391,032	\$234,439	1.46%	\$1,980,085	12.33%	\$133,049	0.83%	\$43,459	0.27%
Finance, insurance and real estate industries	No Data	\$160,435	1.00%	\$197,624	1.23%	\$43,180	0.27%	No Data	No Data
Service industries	\$8,615,135	\$3,319,665	20.68%	\$3,605,621	22.46%	\$1,487,813	9.27%	\$202,036	1.26%
Industries not Classified	\$446,585	\$144,733	0.90%	\$169,037	1.05%	\$110,846	0.69%	\$21,969	0.14%

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