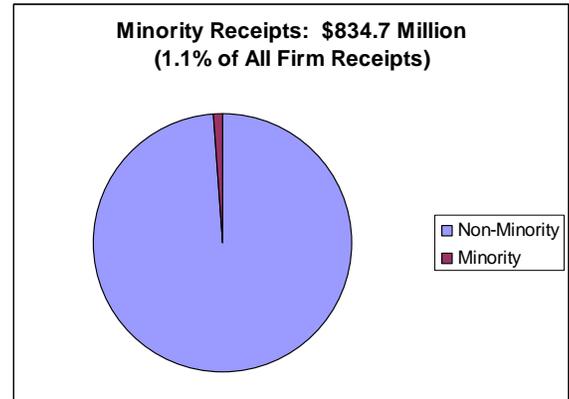


## Demographic and Business Statistics

- 1997 Total Population: 1,815,588 persons
- Total Firms: 111,737 firms
- Annual sales of all firms in the State: \$77.5 billion
- 1997 Total Minority Population: 77,855 persons
- Total Minority-Owned Firms: 4,290 firms
- Annual sales of Minority-owned firms in State: \$834.7 million
- Total African American-owned firms: 1,148 firms
- Annual sales from African American-owned firms: \$87.6 million
- Asian & Pacific Islander-owned firms: 1,240 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$531.7 million
- Hispanic-owned Firms : 940 firms
- Annual sales of Hispanic-owned firms: \$95.9 million
- American Indian & Alaska Natives-owned firms: 1,017 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$123.7 million

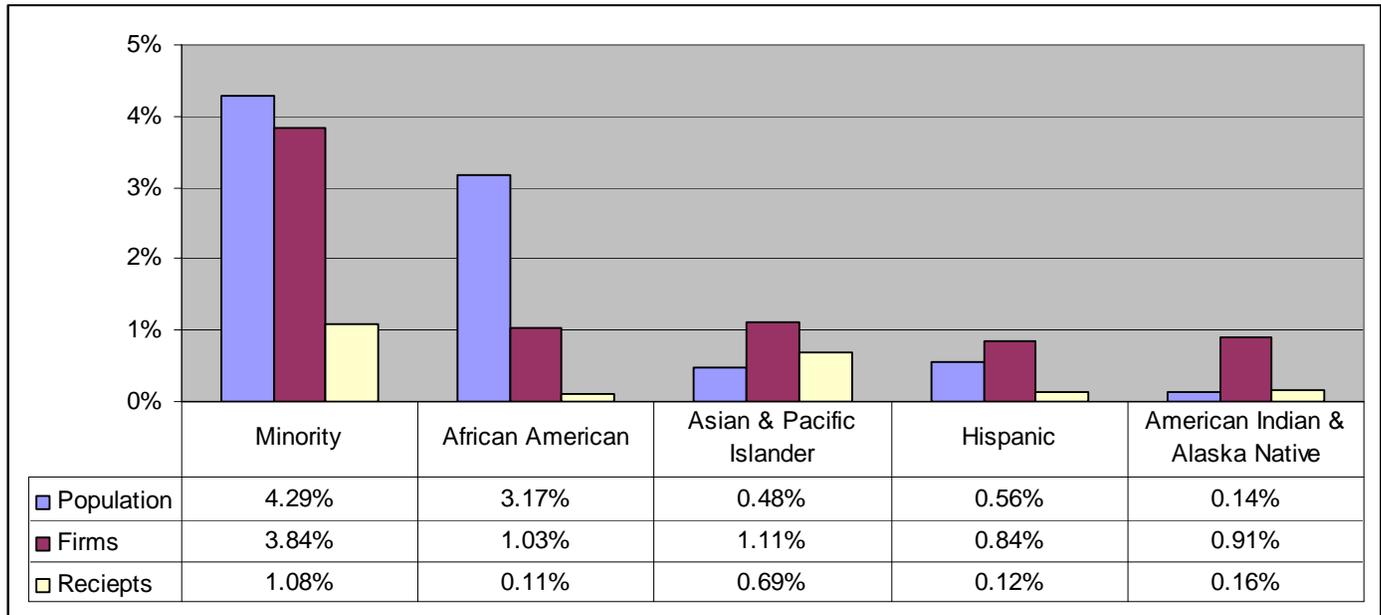


## Business Participation<sup>1</sup>

Group	State BPR: West Virginia	National BPR
All	62	78
Non-Minority	62	91
Minority	55	42
African American	20	24
Asian & Pacific Islander	143	90
Hispanic	92	41
American Indian & Alaska Native	408	85

## Parity<sup>2</sup>:

In the State of West Virginia, the Asian & Pacific Islander group and the American Indians & Alaska Native group has 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).



<sup>1</sup> 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

<sup>2</sup> 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 West Virginia

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
<b>All industries</b>	<b>111,737</b>		<b>\$77,527,532</b>		<b>529,192</b>		<b>\$12,397,238</b>	
Agricultural services, forestry, fishing, mining	1,801	1.61%	\$164,507	0.21%	2,605	0.49%	\$44,534	0.36%
Construction industries	12,996	11.63%	\$3,339,729	4.31%	31,025	5.86%	\$757,771	6.11%
Manufacturing	4,013	3.59%	\$18,663,909	24.07%	77,992	14.74%	\$2,583,019	20.84%
Transportation, communications, and utilities	5,676	5.08%	\$7,119,198	9.18%	33,348	6.30%	\$1,062,109	8.57%
Wholesale trade	3,409	3.05%	\$11,023,141	14.22%	29,853	5.64%	\$902,838	7.28%
Retail trade	19,911	17.82%	\$15,073,798	19.44%	132,492	25.04%	\$1,640,329	13.23%
Finance, insurance and real estate industries	9,235	8.26%	\$5,413,083	6.98%	27,245	5.15%	\$668,669	5.39%
Service industries	44,107	39.47%	\$10,138,300	13.08%	169,097	31.95%	\$3,602,185	29.06%
Industries not Classified	7,629	6.83%	\$156,618	0.20%	56	0.01%	\$865	0.01%

### Industries for Minority Groups in the State of West Virginia (Firms)

	Minority Firms <sup>i</sup>	African American	% of All Minority Firms	Asian & Pacific Islander	% of All Minority Firms	Hispanic	% of All Minority Firms	American Indian	% of All Minority Firms
<b>All industries</b>	<b>4,290</b>	<b>1,148</b>	<b>26.76%</b>	<b>1,240</b>	<b>28.90%</b>	<b>940</b>	<b>21.91%</b>	<b>1,017</b>	<b>23.71%</b>
Agricultural services, forestry, fishing, and mining	35	No Data	No Data	0	0.00%	17	0.40%	32	0.75%
Construction industries	258	73	1.70%	37	0.86%	4	0.09%	25	0.58%
Manufacturing	80	12	0.28%	21	0.49%	72	1.68%	91	2.12%
Transportation, communications, and utilities	88	36	0.84%	1	0.02%	23	0.54%	63	1.47%
Wholesale trade	55	7	0.16%	12	0.28%	12	0.28%	34	0.79%
Retail trade	513	134	3.12%	10	0.23%	9	0.21%	29	0.68%
Finance, insurance and real estate industries	126	38	0.89%	191	4.45%	119	2.77%	87	2.03%
Service industries	2,055	749	17.46%	46	1.07%	21	0.49%	29	0.68%
Industries not Classified	1,027	97	2.26%	858	20.00%	309	7.20%	171	3.99%

### Industries for Minority Groups in the State of West Virginia (Sales)

	Minority Sales <sup>ii</sup>	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
<b>All industries</b>	<b>\$834,659</b>	<b>\$87,649</b>	<b>10.50%</b>	<b>\$531,677</b>	<b>63.70%</b>	<b>\$95,910</b>	<b>11.49%</b>	<b>\$127,306</b>	<b>15.25%</b>
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	\$0	0.00%	No Data	No Data	No Data	No Data
Construction industries	\$63,951	\$20,472	2.45%	No Data	No Data	No Data	No Data	No Data	No Data
Manufacturing	No Data	No Data	No Data	No Data	No Data	\$17,161	2.06%	\$15,256	1.83%
Transportation, communications, utilities	\$13,857	\$2,685	0.32%	No Data	No Data	\$1,324	0.16%	\$5,110	0.61%
Wholesale trade	\$33,848	No Data	No Data	No Data	No Data	No Data	No Data	\$6,209	0.74%
Retail trade	\$139,030	\$38,931	4.66%	No Data	No Data	No Data	No Data	No Data	No Data
Finance, insurance and real estate industries	\$13,936	No Data	No Data	\$38,287	4.59%	\$14,631	1.75%	\$52,716	6.32%
Service industries	\$543,133	\$22,440	2.69%	\$6,322	0.76%	No Data	No Data	\$6,075	0.73%
Industries not Classified	\$15,473	\$1,338	0.16%	\$460,979	55.23%	\$48,484	5.81%	\$13,366	1.60%

<sup>i</sup> 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 Sales<sup>ii</sup> figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise