

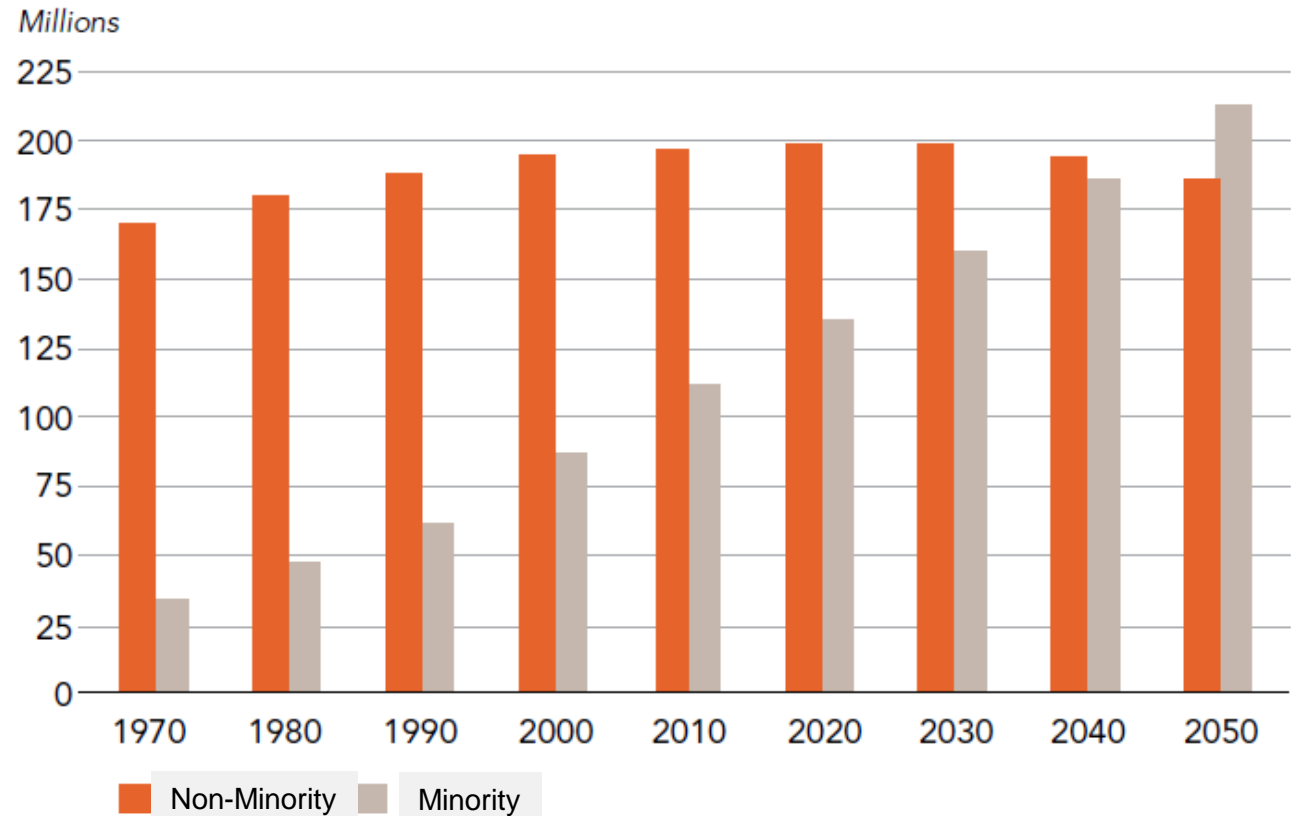


State of Minority Business Enterprises

Projected Population Demographic Changes



Non-Minority & Minority Populations, 1970-2050



Projected Population Demographic Changes

Minority population is growing faster than non-minorities

Source: U.S. censuses and Census Bureau projections, various years.

Graph excerpts from "Diversity Explosion" by William H. Frey, Senior Fellow, The Brookings Institution, Metropolitan Policy Program

U.S. Minority Business Enterprises



- Contribute **\$1.4 trillion** in economic output
- 11% of minority-owned firms have paid employees — **7.2 million jobs**
- Represent **29% of all firms** in the U.S.

There are

**8
million**

minority-owned
businesses in the U.S.

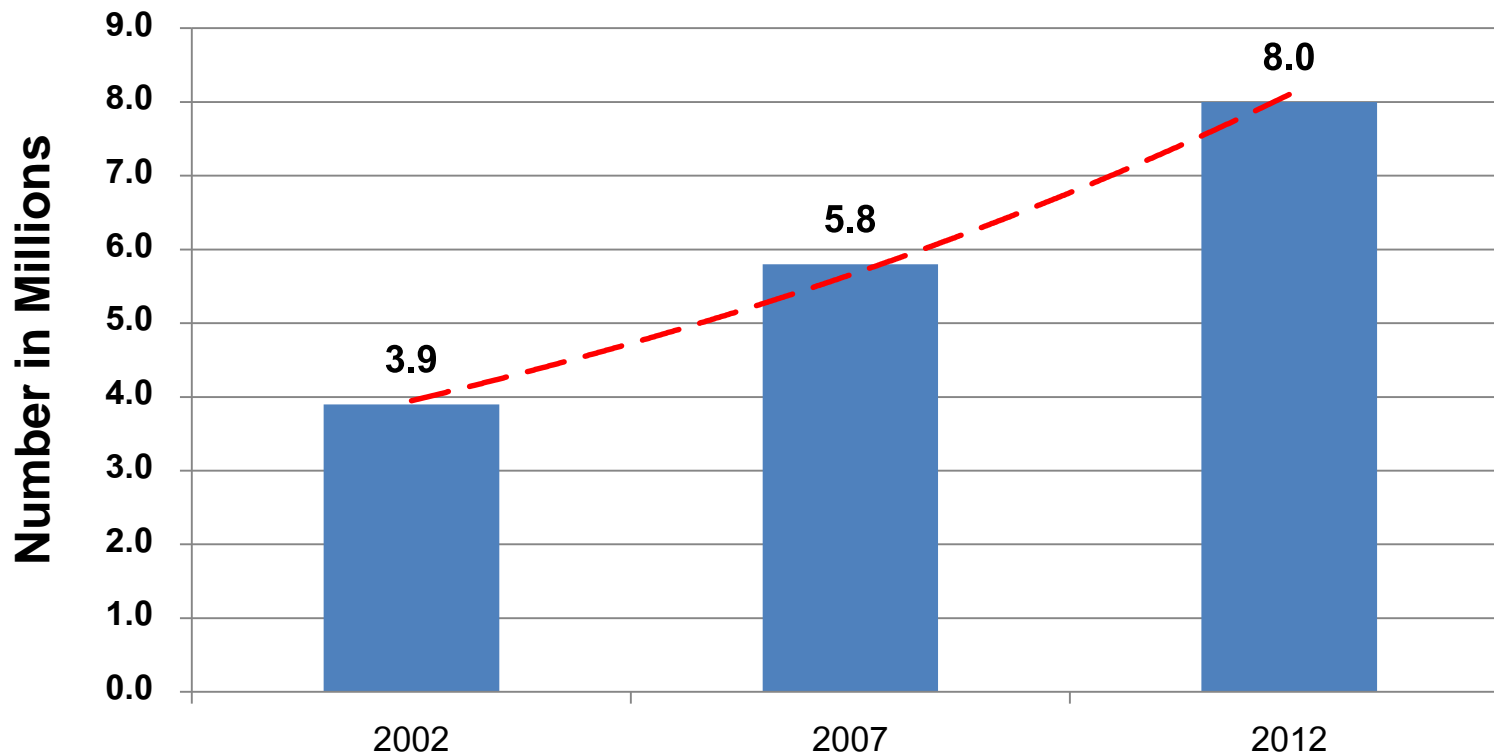
Source: U.S. Census Bureau, 2012 Survey of Business Owners, December 2015

U.S. Minority Business Enterprises Trend



The number of minority firms more than doubled

Minority Firms

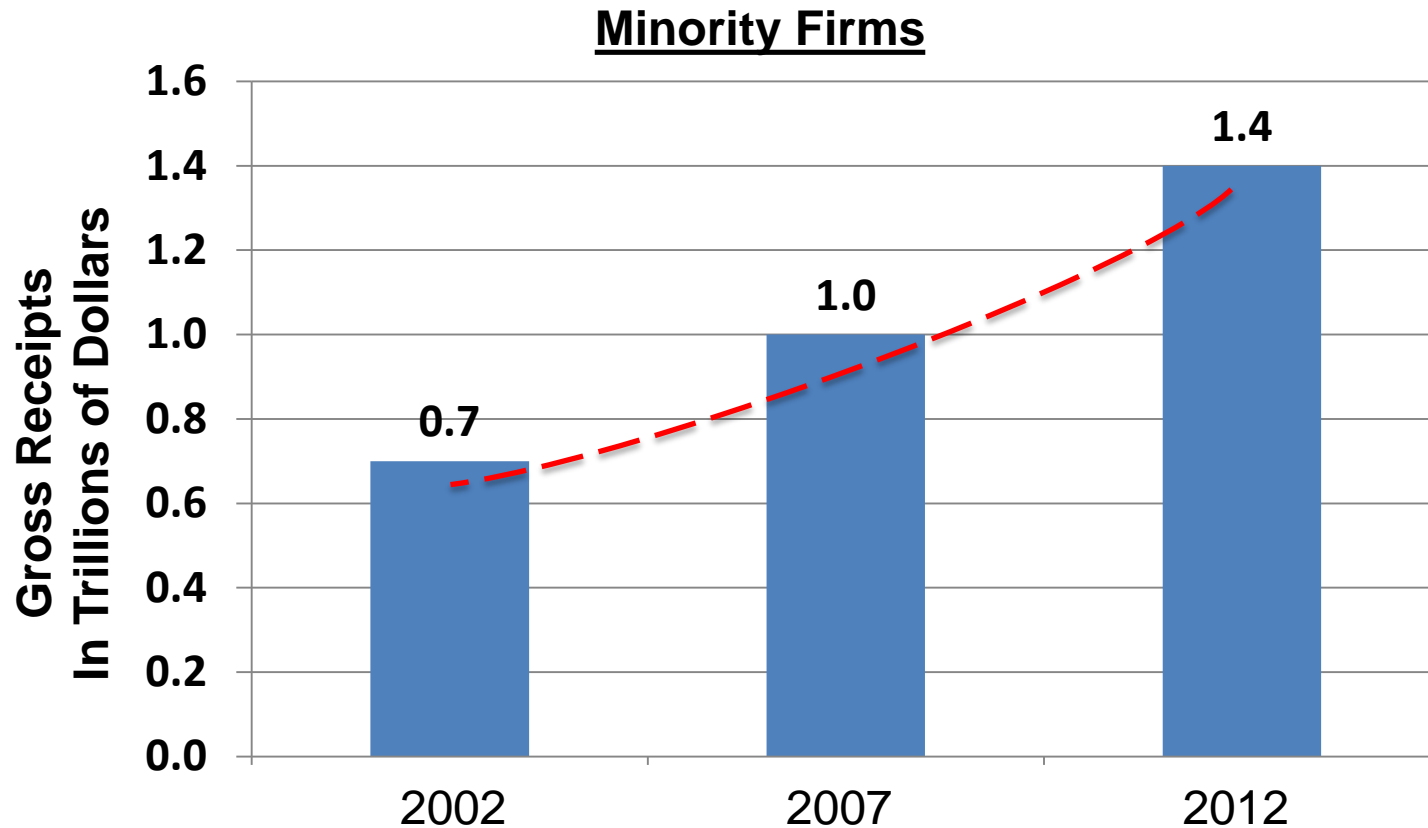


Source: U.S. Census Bureau, 2002 Survey of Business Owners, September 2006
U.S. Census Bureau, 2007 Survey of Business Owners, June 2010
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U.S. Minority Business Enterprises Trend



Economic activity of minority firms doubled

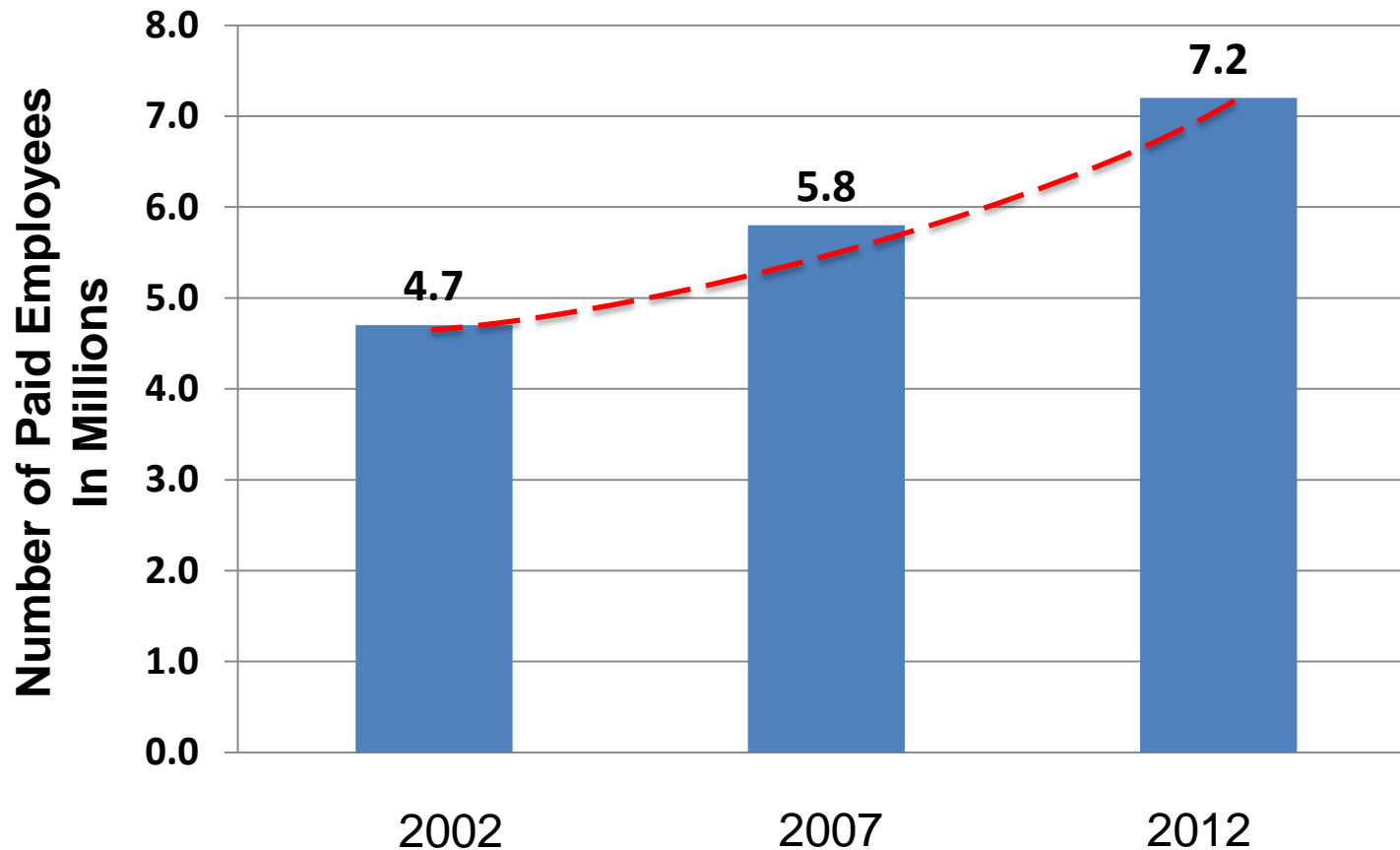


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U.S. Minority Business Enterprises Trend



Minority Firms

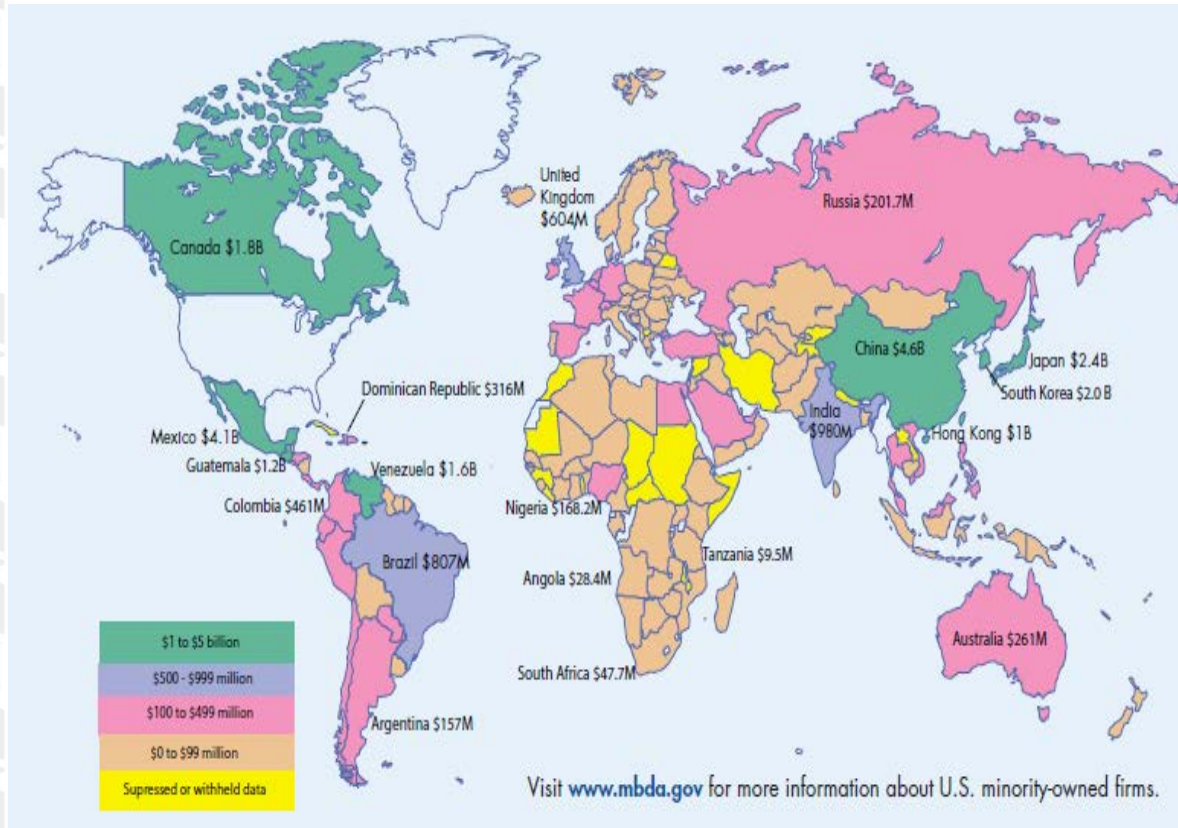


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U.S. Minority-Owned Firms & Export Sales (2007)



95% of the World's Consumers are Outside the U.S.



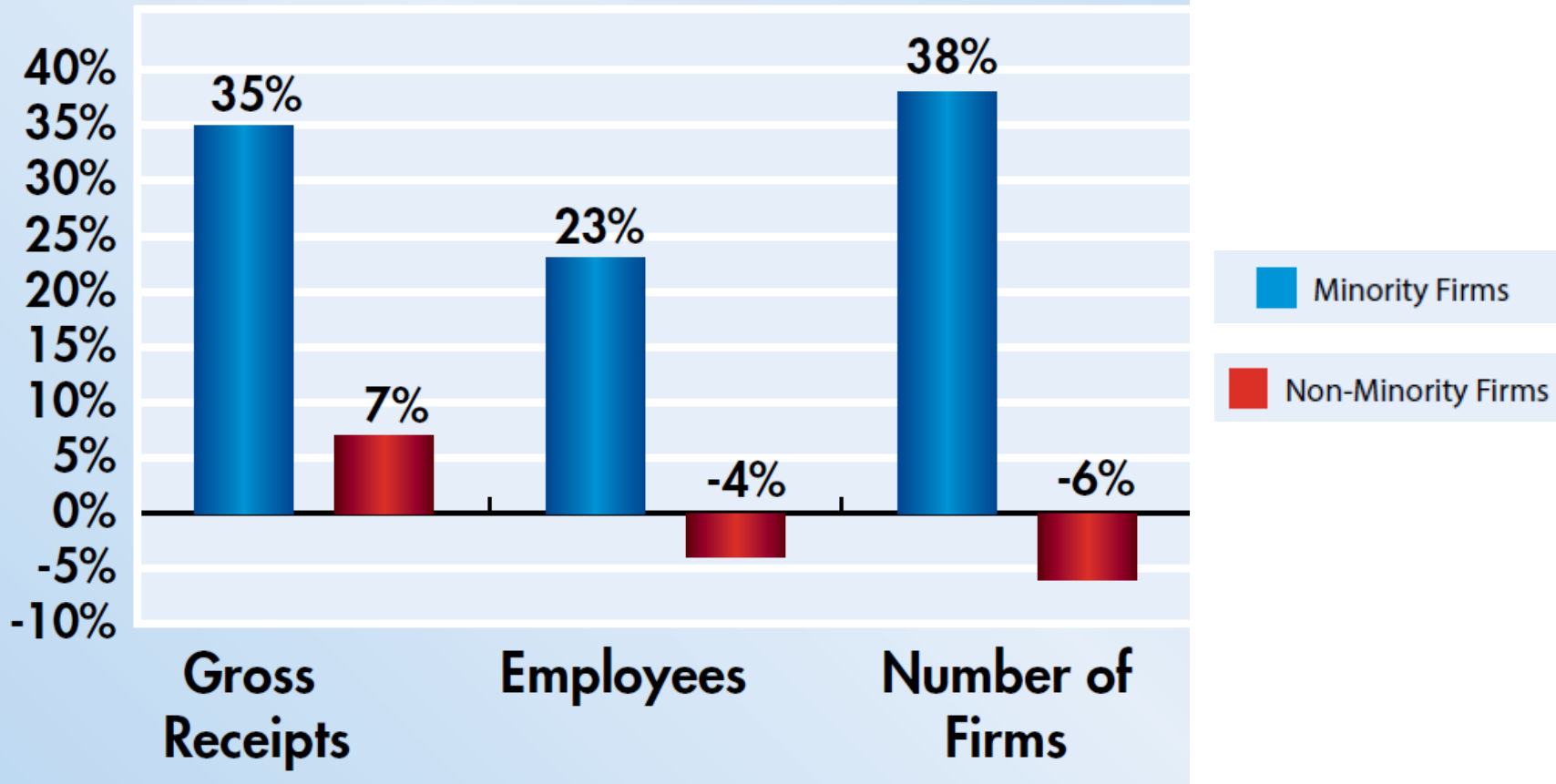
MBEs are:

- Uniquely qualified to enter global markets
- 2x as likely to export
- 3x as likely to already have international operations
- 6x as likely to transact in a language other than English

Source: U.S. Census Bureau, 2007 Survey of Business Owners released June 2010

Source: MBDA, *Minority Exporters: Characteristics and Strategies for New Business and Expansion, 2015*

U.S. Business Growth Comparisons (2007 - 2012)

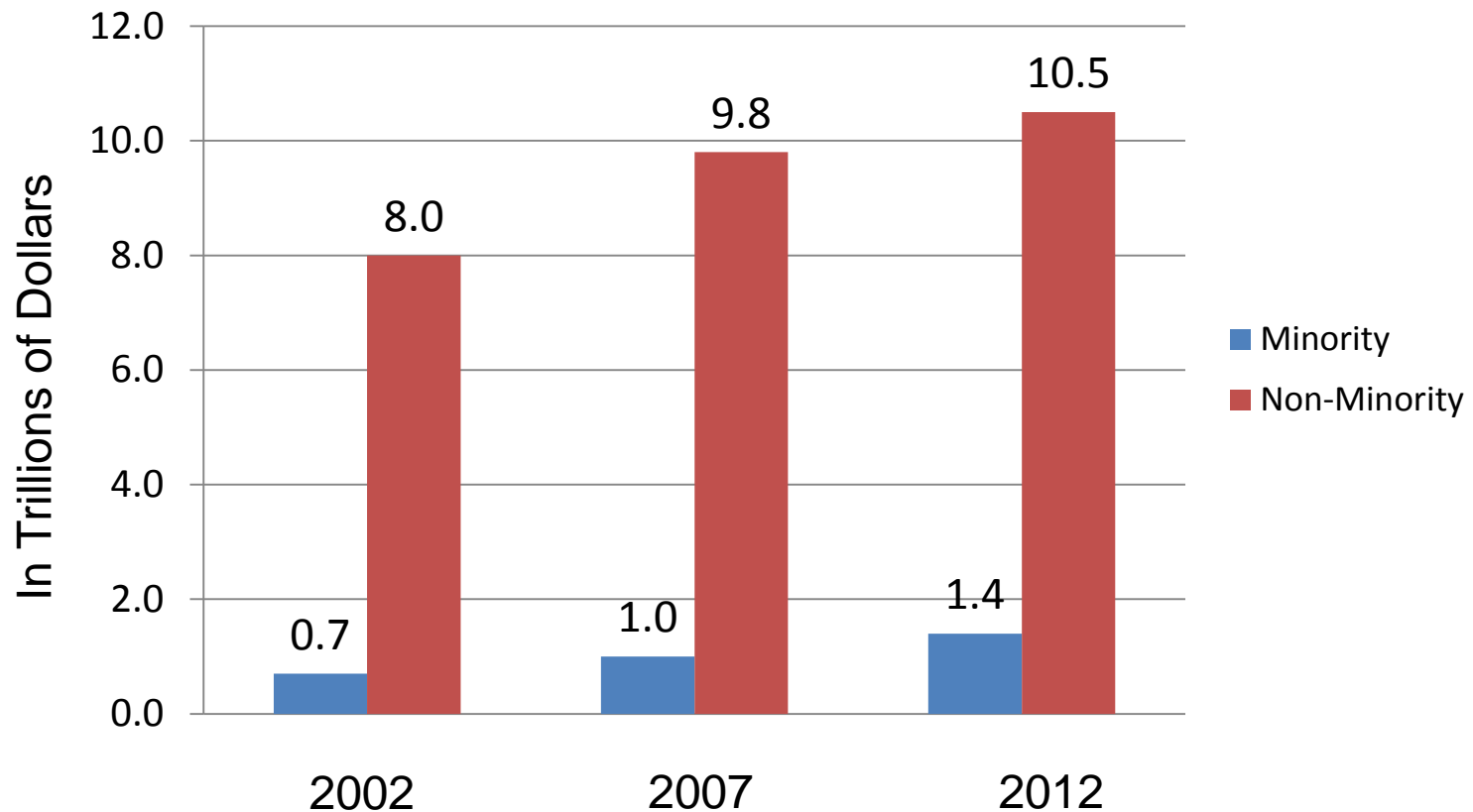


Source: U.S. Census Bureau, 2012 Survey of Business Owners released December 2015

U.S. Business Gross Receipts Comparisons (2002 – 2012)



Combined Gross Receipts



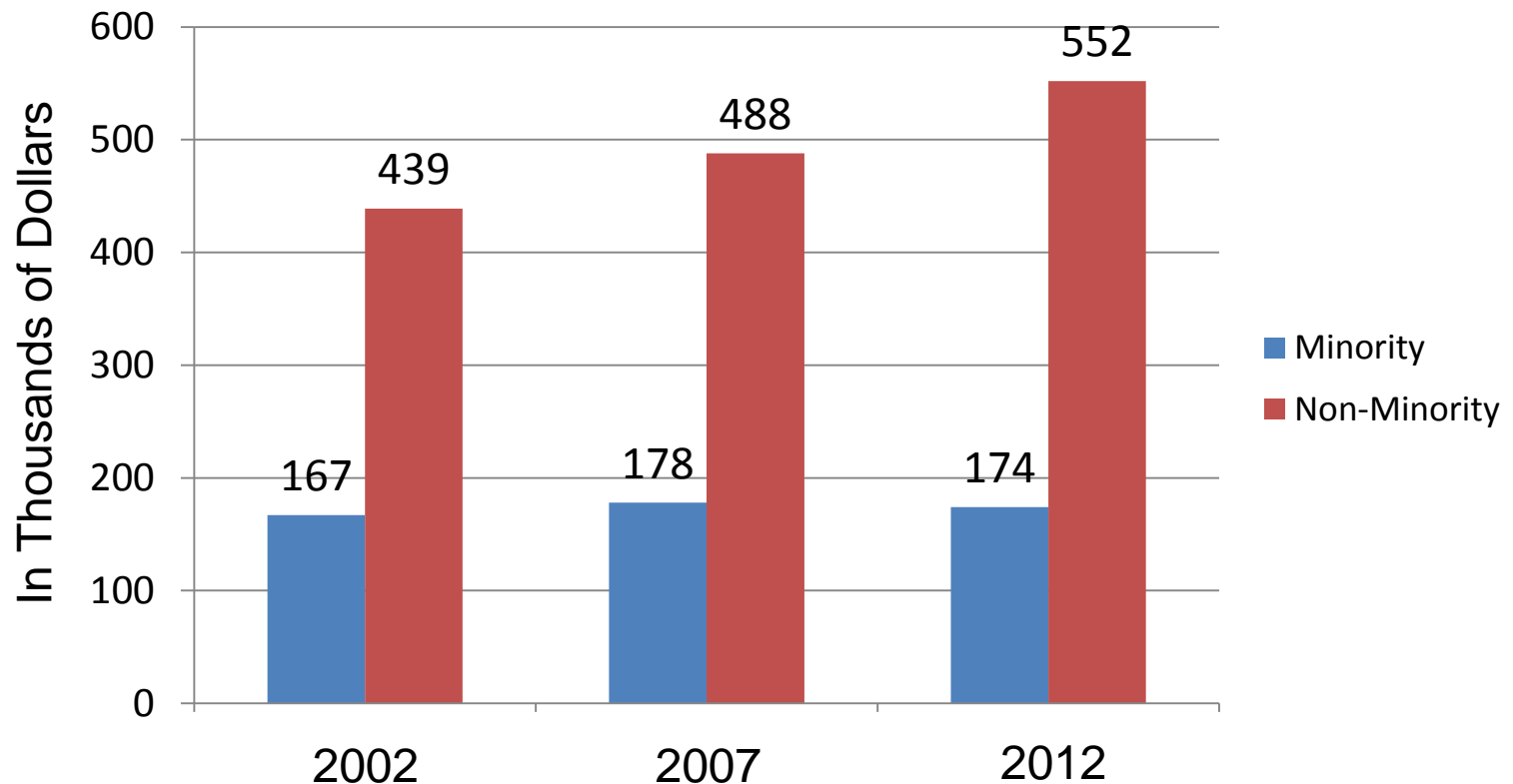
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U.S. Business Gross Receipts Comparisons (2002 – 2012)



Minority firms continue to lag in size when compared to non-minority firms

Average Gross Receipts

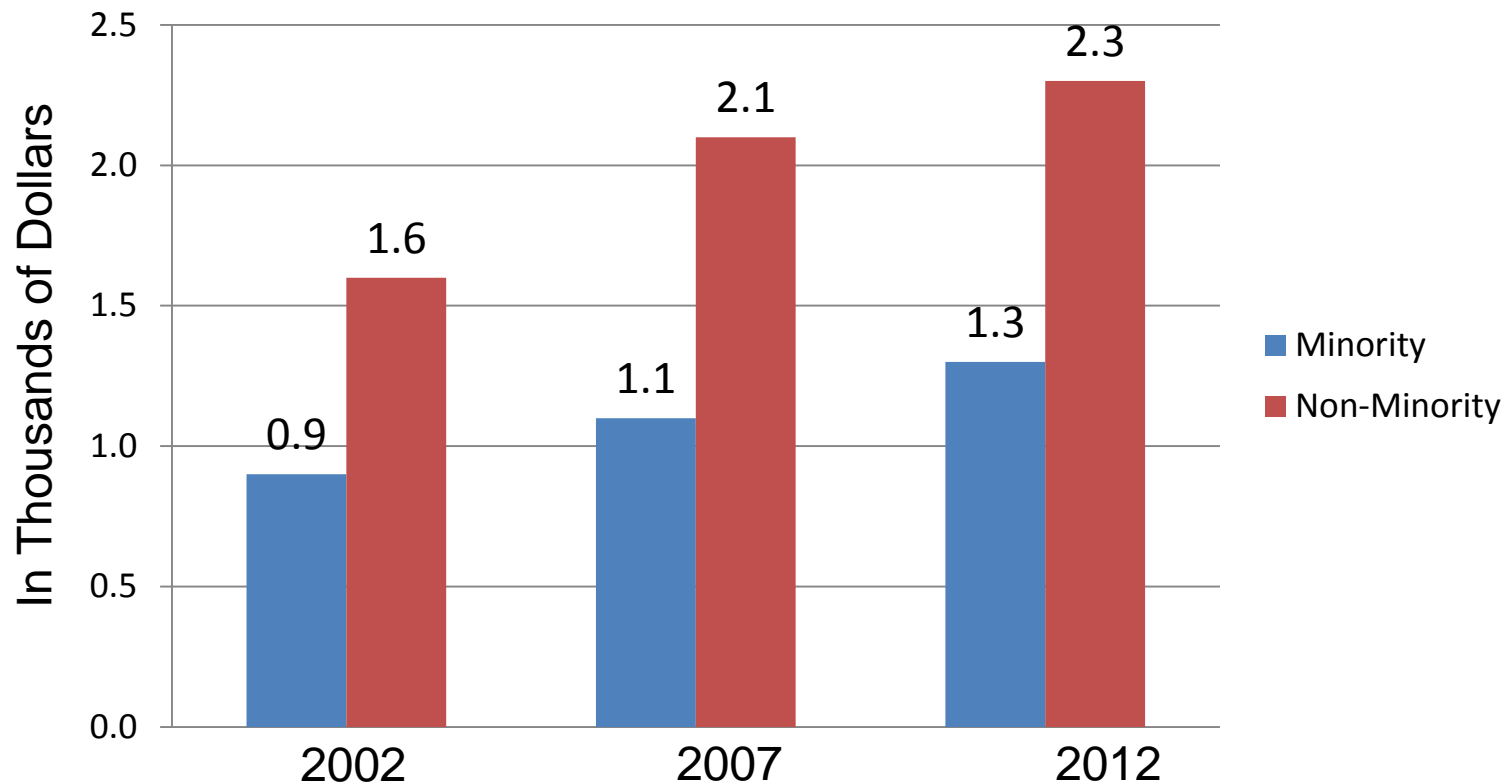


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U.S. Business Gross Receipts Comparisons (2002 – 2012)



Average Gross Receipts - Firms with Employees

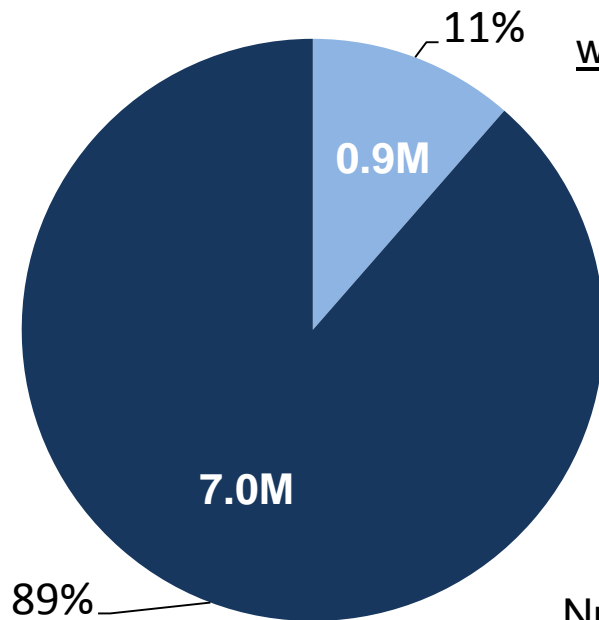


Source: U.S. Census Bureau, 2002 Survey of Business Owners, September 2006
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U.S. Business Employment Share Comparison

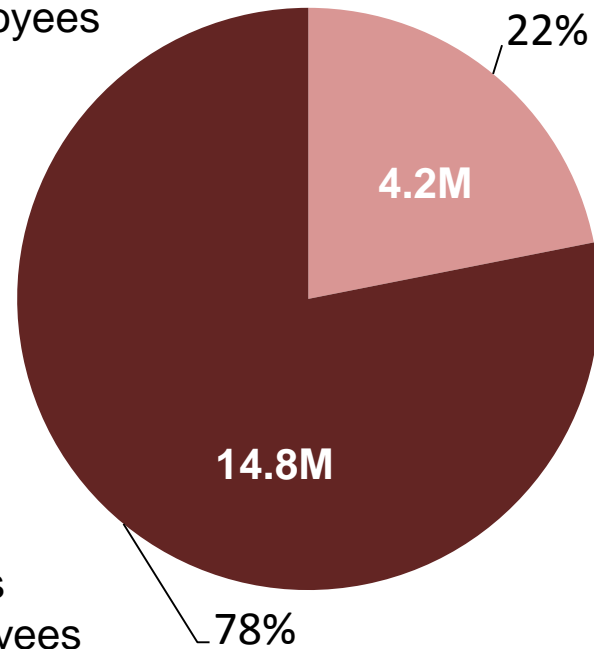


Minority Firms



Number of firms with paid employees

Non-Minority Firms



Number of firms without paid employees

Source: U.S. Census Bureau, 2012 Survey of Business Owners, December 2015