

U.S. Minority-Owned Firms

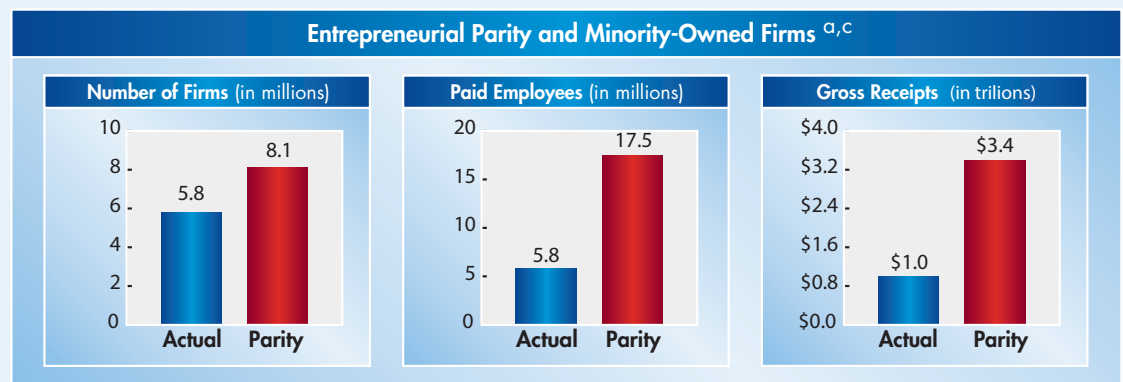
ECONOMIC IMPACT: \$1 TRILLION IN REVENUES AND 5.8 MILLION JOBS ^a

	African American Firms	American Indian & Alaska Native	Asian American	Hispanic American	Native Hawaiian & Pacific Islander	All Minority Firms	Non-Minority Firms
Number of firms	1.9 million	237 thousand	1.5 million	2.3 million	38 thousand	5.8 million	20.1 million
Combined gross receipts	\$135.7 billion	\$34.4 billion	\$506 billion	\$350.7 billion	\$6.3 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$71 thousand	\$145 thousand	\$327 thousand	\$155 thousand	168 thousand	\$178 thousand	\$488 thousand
Number of firms with employees	107 thousand	24 thousand	397 thousand	249 thousand	4 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$97.1 billion	27.5 billion	\$453.6 billion	\$279.9 billion	\$5.3 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$912 thousand	\$1.2 million	\$1.1 million	\$1.1 million	\$1.3 million	\$1.1 million	\$2.1 million
Number of paid employees	910 thousand	185 thousand	2.8 million	1.9 million	38 thousand	5.8 million	50.1 million
Population buying power ^e	\$910.4 billion	\$64.7 billion	\$508.6 billion	\$978.4 billion	Included in Asian	\$2.46 trillion	\$8.25 trillion

QUICK FACTS

- ◇ There are 5.8 million minority-owned firms in the U.S.
- ◇ Minority-owned firms contribute \$1 trillion in U.S. economic output and 5.8 million jobs per year.
- ◇ Minority-owned firms with employees average 8 workers and \$1.1 million in annual receipts.

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT



Entrepreneurial parity is defined as reaching proportionality between the adult minority population and business measures, such as number of firms, gross receipts, and employees.

^a U.S. Census Bureau, 2007 Survey of Business Owners, June 2010

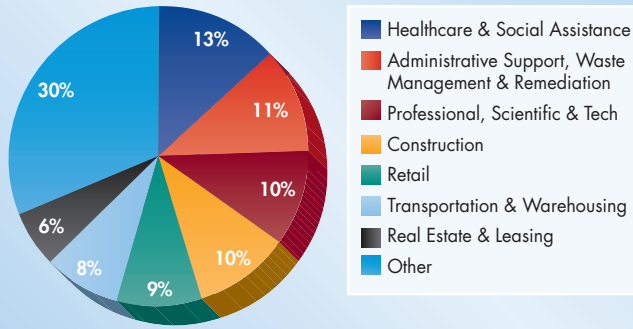
^b U.S. Census Bureau, Annual population estimates, June 2010

^c U.S. Census Bureau, 2002 Survey of Business Owners, September 2006

^d U.S. Census Bureau, Characteristics of U.S. Exporting Firms, June 2012

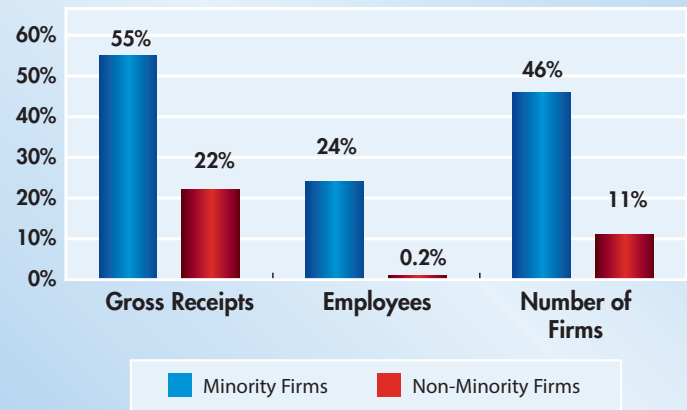
^e University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

Industry Sectors of Minority-Owned Firms^a

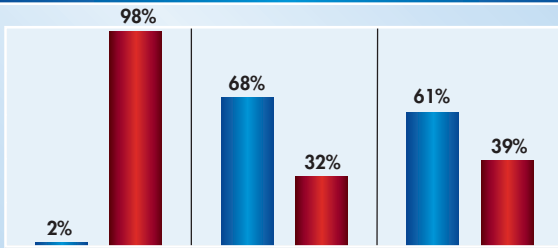


Other sectors include agriculture, utilities, manufacturing, wholesale, information, finance & insurance, accommodation & food services, and more.

Growth of U.S. Firms (2002 - 2007)^{a,b}



High-Revenue Minority-Owned Firms^a (Annual receipts over \$1 million)

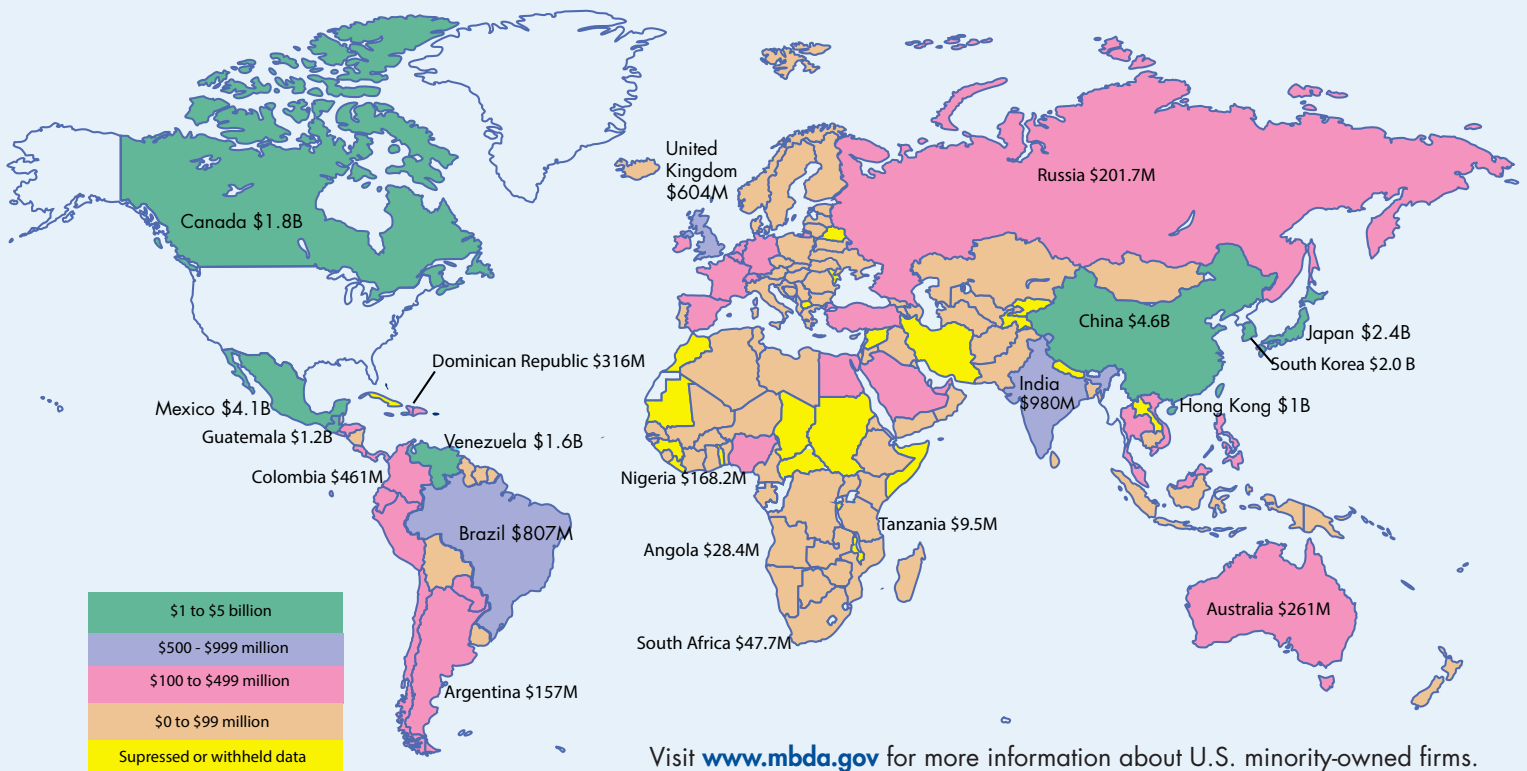


Two percent of all minority-owned firms are considered high-revenue. These firms are responsible for 68% of the total receipts and 61% of all jobs created by all minority firms.

EXPORTS AND GLOBAL REACH^d

- ◇ Minority-owned businesses are more likely to export than their non-minority counterparts.
- ◇ On average, minority-owned firms that export gross **\$7.4 million** in annual receipts, compared to \$142 thousand for minority-owned firms that do not export.
- ◇ Minority-owned exporters **average 21 employees**, compared to 7 for their non-exporting counterparts.
- ◇ Minority-owned businesses export activity spans **210 countries**.
- ◇ Five percent of minority firms export, compared to 4.7 percent of non-minority firms.

EXPORT SALES BY U.S. MINORITY-OWNED FIRMS (2007)



Visit www.mbd.gov for more information about U.S. minority-owned firms.