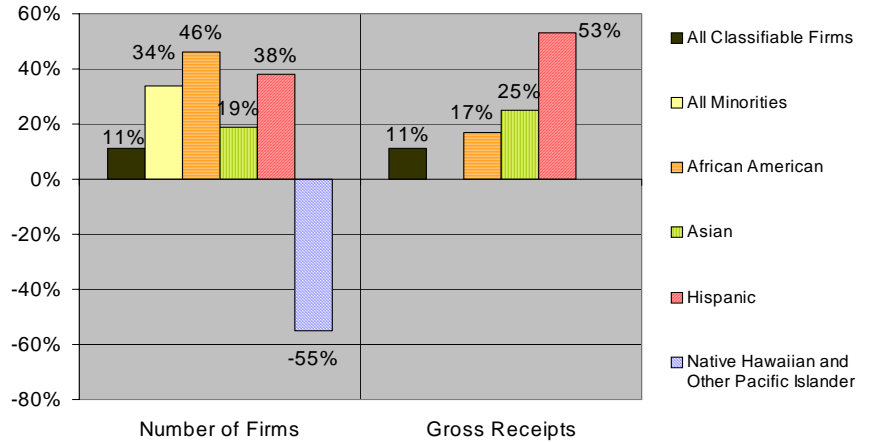


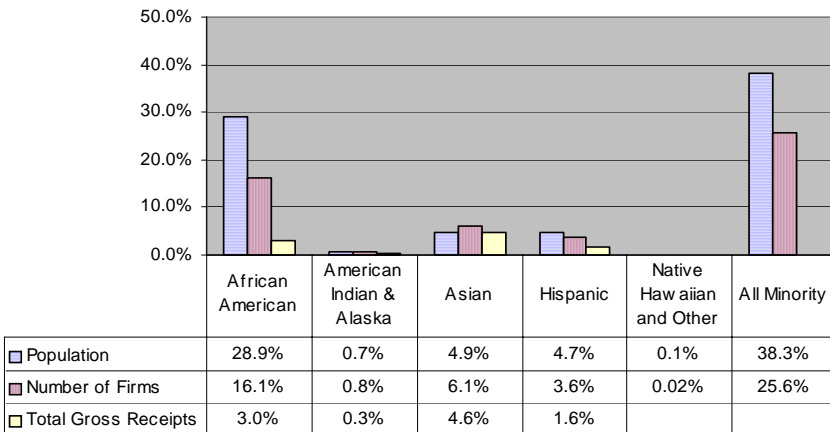
**Change in Number of Firms and Gross Receipts for Firms in Maryland
 1997 - 2002**

- In 2002, there were over 110,600 minority firms in Maryland employing more than 112,000 workers.
- Minority firms represented 26% of all 'classifiable' firms located in the state.
- The number of minority firms in Maryland increased by 34% between 1997 and 2002, compared to 11% for all 'classifiable' firms in the state.
- Maryland had the 11th largest minority population in the country, numbering more than 2 million or 38% of the state's total population in 2002.



Summary Statistics by Group in Maryland – 2002					
Group	Number of Firms	Total Gross Receipts (\$1,000)	Average Gross Receipts (\$1,000)	Number of Firms with Paid Employees	Paid Employees
African American	69,410	\$4,654,696	\$67	4,399	39,858
American Indian & Alaska Native	3,589	\$403,277	\$112	366	3,050
Asian	26,184	\$7,061,677	\$270	7,747	50,471
Hispanic	15,353	\$2,398,373	\$156	2,086	18,751
Native Hawaiian & Other Pacific Islander	83	D	D	42	494
All Minority	110,433	D	n/a	14,411	112,021
Classifiable Firms (minority and non-minority)	431,280	\$153,291,229	\$355	95,133	1,015,110
All U.S. Firms (includes publicly-held firms)	443,540	\$373,311,093	\$842	104,106	2,030,680

**Percentage of Minority Population, Number of Firms and Gross Receipts
 Compared to Classifiable Firms, Maryland – 2002**



- In Maryland, Asians and American Indian and Alaska Natives reached parity in their number of firms when compared to their representation in the state's population. No other minority group has reached parity in terms of number of firms and gross receipts.
- If minority business activity in Maryland matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 165,000 and they would have generated almost \$59 billion in gross receipts and employed almost 389,000 workers.

Source: U.S. Census Bureau's 2007 Special Tabulation for Minority Firms in 2002, *Survey of Business Owners, Company Summary*, September 2006; 1997 *Survey of Minority- and Women-Owned Business Enterprises*, July 2001. Table 2: Estimates of the Total Population of States by Race and Hispanic Origin: July 1, 2002. All U.S. Firms include publicly-held, foreign-owned and non-profit firms. Statistics for All Minority, Classifiable Firms and all groups do not include publicly-held, foreign-owned and non-profit entities. Classifiable Firms include minority-owned and non-minority-owned firms. These are firms whose ownership can be classified by race, gender of Hispanic origin. Total numbers for Classifiable Firms represent MBDA estimates. Hispanics may be of any race, because business owners were allowed to identify with more than one race category. D = Information withheld to avoid disclosing data for individual companies. n/a = not available. Growth and share of receipts for Native Hawaiian and Other Pacific Islanders, as well as the share of receipts for All Minority was not represented because relevant data was withheld. Due to the exclusion of tribally held governments in 2002, data for American Indian and Alaska Native firms for 1997 and 2002 are not directly comparable. Population estimates for 2002 were for all ages.

Minority Firms in Maryland by Gross Receipts Size, 2002



- While smaller in number, minority-owned SGI (Strategic Growth Initiative) firms with receipts of \$500,000 or more generate a much larger percentage of the group's revenues and paid employment.
- In 2002, SGI firms generated about 72% of all receipts grossed by all minority firms in Maryland and employed 75% of all paid workers employed by minority firms in that state.
- Minority-owned firms in Maryland were also more concentrated in the following industries: health care and social assistance; other services; and professional, scientific and technical services.

Number of Minority Firms in Maryland, by Industry - 2002

Industry	African American	American Indian and Alaska Native	Asian	Hispanic	Native Hawaiian and Other Pacific Islander	All Minority	% of All Minority Firms
Forestry, Fishing and Hunting, and Agricultural Support Services	S	0	30	32	0	162	0.2%
Mining	4	0	2	0	0	6	0.01%
Utilities	S	1	2	8	0	54	0.05%
Construction	3,403	987	1,978	4,027	3	8,970	8.1%
Manufacturing	S	S	310	147	3	914	0.8%
Wholesale Trade	703	15	513	219	1	1,450	1.3%
Retail Trade	6,135	160	3,585	880	S	10,559	9.6%
Transportation and Warehousing	6,950	S	853	599	S	8,267	7.5%
Information	1,074	77	287	160	1	1,533	1.4%
Finance and Insurance	1,417	116	S	204	3	2,146	1.9%
Real Estate and Rental and Leasing	3,259	S	1,328	557	0	5,126	4.6%
Professional, Scientific, and Technical Services	9,686	453	4,143	2,020	4	15,784	14.3%
Management of Companies and Enterprises	12	0	3	3	0	19	0.02%
Administrative Support, Waste Management, and Remediation Services	5,934	388	1,309	1,971	3	9,015	8.2%
Educational Services	1,742	S	682	326	0	2,729	2.5%
Health Care and Social Assistance	14,549	S	3,340	1,745	11	19,764	17.9%
Arts, Entertainment, and Recreation	2,923	S	353	377	1	3,755	3.4%
Accommodation and Food Services	1,266	28	2,313	497	0	4,053	3.7%
Other Services	9,751	183	4,672	1,584	S	16,092	14.6%
Unclassified	S	S	S	S	0	68	0.1%
All minority firms in Maryland	69,410	3,589	26,184	15,353	83	110,433	100.0%

Source: U.S. Census Bureau, 2007 Special Tabulation for Minority Firms in 2002, *2002 Survey of Business Owners, Company Summary*, September 2006; *1997 Survey of Minority- and Women-Owned Business Enterprises*, July 2001. Statistics for Minority Firms by receipts size represent MBDA estimates. Hispanics may be of any race, because business owners were allowed to identify with more than one race category. Other Services includes firms not provided for elsewhere in the classification system which are engaged in activities such as equipment and machinery repairing, promoting religious activities, grant-making, advocacy, providing dry-cleaning and laundry services, personal care services and dating services. S = Estimates are suppressed when publication standards are not met. Total percentages for minority firms may exceed 100% because some firms may be classified under more than one industry. In this analysis, SGI firms are minority firms which generate \$500,000 or more in annual gross receipts. For information on MBDA methodology, please review *The State of Minority Business Enterprises* at www.mbd.gov/minoritybizfacts. For information on Census' data methodology and standard errors, please visit www.census.gov/csd/sbo/index.html. Prepared by MBDA's Office of Business Development, January 2008.