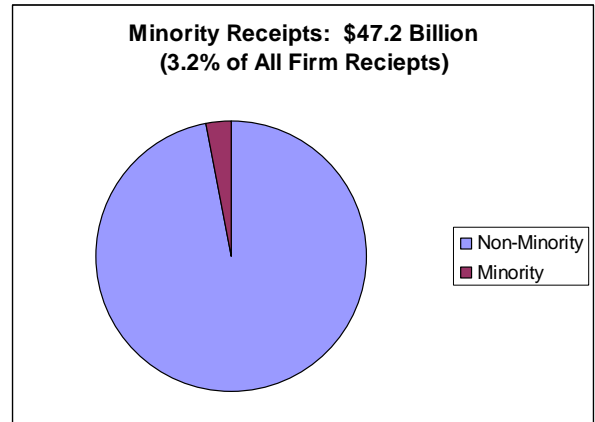


Demographic and Business Statistics

- 1997 Total Population: 18,143,184 persons
- Total Firms: 1,509,829 firms
- Annual sales of all firms in the State: \$1.5 trillion
- 1997 Total Minority Population: 6,187,556 persons
- Total Minority-Owned Firms: 296,523 firms
- Annual sales of Minority-owned firms in State: \$47.2 billion
- Total African American-owned firms: 86,469 firms
- Annual sales from African American-owned firms: \$5.1 billion
- Asian & Pacific Islander-owned firms: 123,258 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$31.6 billion
- Hispanic-owned Firms : 104,189 firms
- Annual sales of Hispanic-owned firms: \$10.3 billion
- American Indian & Alaska Natives-owned firms: 6,443 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$1.4 billion

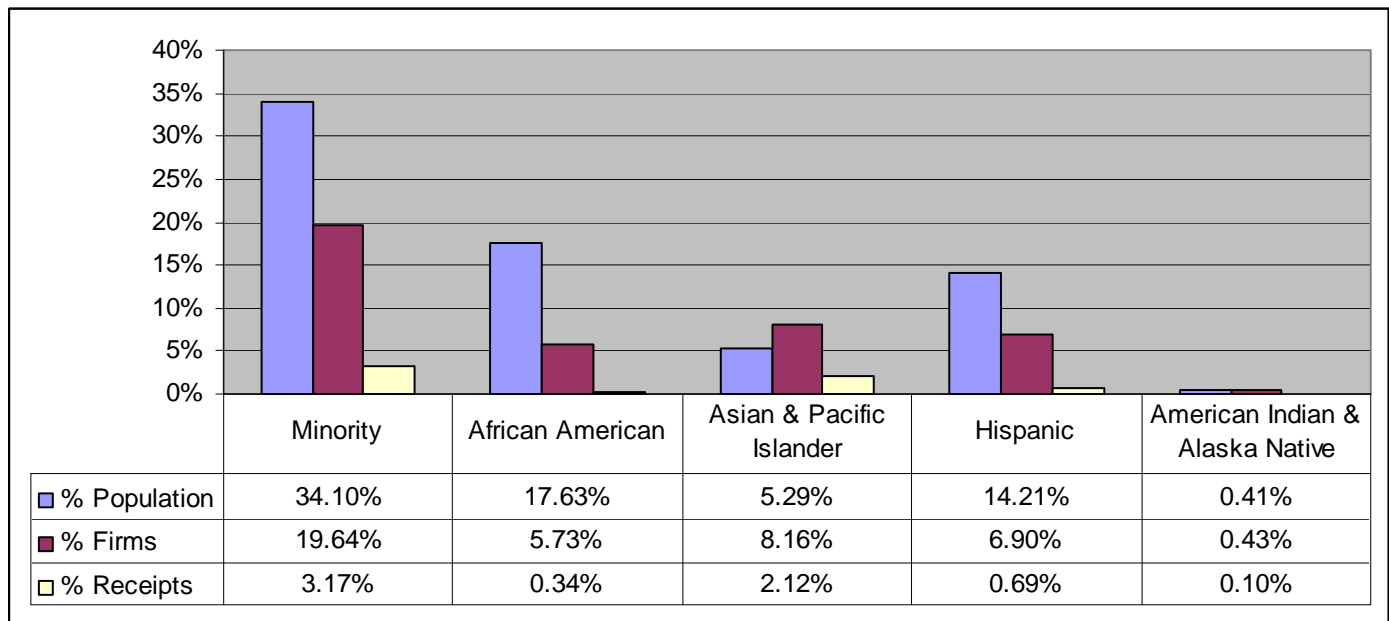


Business Participation¹

Group	State BPR: New York	National BPR
All	83	78
Non-Minority	101	91
Minority	48	42
African American	27	24
Asian & Pacific Islander	128	90
Hispanic	40	41
American Indian & Alaska Native	86	85

Parity²:

In the State of New York, Asian & Pacific Islanders and American Indian & Alaska Natives have 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).



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 State of New York

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	1,509,829		\$1,488,912,652		6,799,764		\$248,006,938	
Agricultural services, forestry, fishing, mining	19,452	1.29%	\$2,504,211	0.17%	26,731	0.39%	\$680,807	0.27%
Construction industries	120,558	7.98%	\$48,063,507	3.23%	263,714	3.88%	\$9,762,594	3.94%
Manufacturing	44,335	2.94%	\$171,378,005	11.51%	950,586	13.98%	\$37,325,690	15.05%
Transportation, communications, and utilities	80,175	5.31%	\$87,843,921	5.90%	414,204	6.09%	\$16,853,032	6.80%
Wholesale trade	65,959	4.37%	\$331,915,508	22.29%	473,244	6.96%	\$20,148,074	8.12%
Retail trade	197,005	13.05%	\$154,146,019	10.35%	1,238,602	18.22%	\$20,033,468	8.08%
Finance, insurance and real estate industries	181,959	12.05%	\$453,638,802	30.47%	790,620	11.63%	\$60,953,135	24.58%
Service industries	654,716	43.36%	\$232,210,498	15.60%	2,634,188	38.74%	\$81,816,259	32.99%
Industries not Classified	145,885	9.66%	\$6,444,464	0.43%	2,191	0.03%	\$143,856	0.06%

Industries for Minority Groups in the State of New York (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	296,523	86,469	29.16%	123,258	41.57%	104,189	35.14%	6,443	2.17%
Agricultural services, forestry, fishing, and mining	1,362	302	0.10%	99	0.03%	947	0.32%	58	0.02%
Construction industries	15,586	4,707	1.59%	3,878	1.31%	7,088	2.39%	814	0.27%
Manufacturing	5,200	879	0.30%	2,689	0.91%	1,894	0.64%	125	0.04%
Transportation, communications, and utilities	32,030	11,323	3.82%	12,138	4.09%	13,048	4.40%	145	0.05%
Wholesale trade	9,597	739	0.25%	6,842	2.31%	2,253	0.76%	76	0.03%
Retail trade	42,520	8,615	2.91%	23,523	7.93%	14,368	4.85%	356	0.12%
Finance, insurance and real estate industries	14,767	3,912	1.32%	7,377	2.49%	4,035	1.36%	112	0.04%
Service industries	122,270	43,461	14.66%	42,780	14.43%	43,187	14.56%	904	0.30%
Industries not Classified	53,157	12,543	4.23%	23,908	8.06%	17,344	5.85%	3,853	1.30%

Industries for Minority Groups in the State of New York (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	\$47,214,892	\$5,067,265	10.73%	\$31,611,108	66.95%	\$10,311,271	21.84%	\$1,417,279	3.00%
Agricultural services, forestry, fishing, mining	\$74,352	\$12,070	0.03%	\$12,941	0.03%	\$47,095	0.10%	No Data	No Data
Construction industries	\$2,295,750	\$523,554	1.11%	\$466,108	0.99%	\$1,256,916	2.66%	\$98,128	0.21%
Manufacturing	\$2,548,598	\$175,093	0.37%	\$1,633,883	3.46%	\$767,961	1.63%	\$48,688	0.10%
Transportation, communications, utilities	\$2,218,523	\$487,898	1.03%	\$1,096,031	2.32%	\$753,700	1.60%	\$10,980	0.02%
Wholesale trade	\$15,787,687	\$216,402	0.46%	\$13,818,052	29.27%	\$1,744,674	3.70%	No Data	No Data
Retail trade	\$8,891,328	\$882,057	1.87%	\$6,535,173	13.84%	\$1,907,133	4.04%	\$123,286	0.26%
Finance, insurance and real estate industries	\$2,276,017	\$309,916	0.66%	\$1,249,355	2.65%	\$711,239	1.51%	No Data	No Data
Service industries	\$9,734,237	\$2,153,406	4.56%	\$5,251,442	11.12%	\$2,397,102	5.08%	\$91,001	0.19%
Industries not Classified	\$3,385,543	\$306,868	0.65%	\$3,385,543	0.23%	\$2,397,102	5.08%	\$91,001	0.19%

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