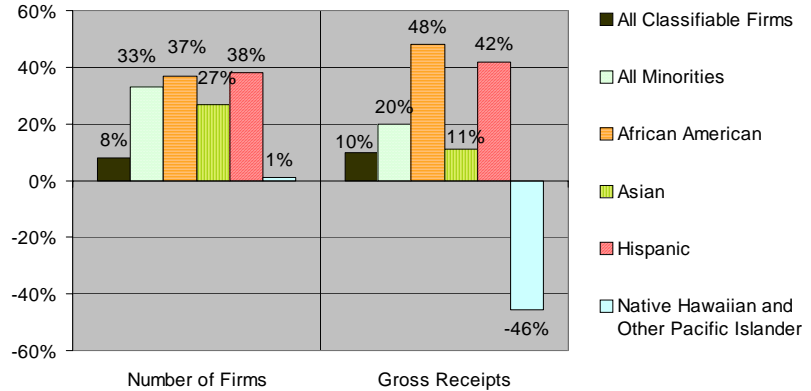


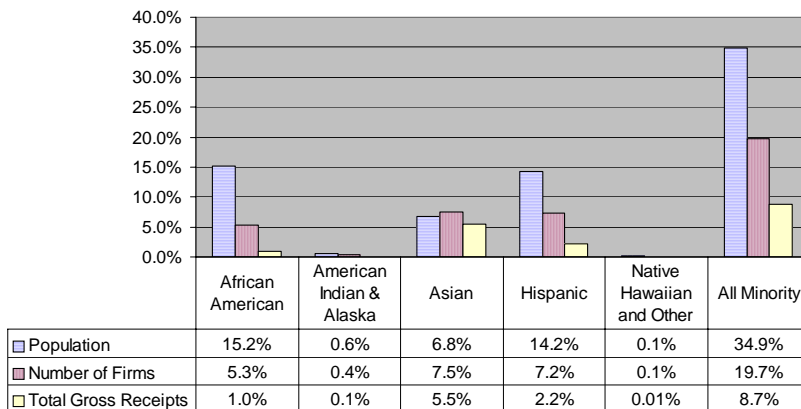
- In 2002, there were more than 136,000 minority firms in New Jersey generating \$29 billion in gross receipts.
- These firms also employed about 150,000 workers.
- Minority firms represented 20% of all 'classifiable' firms located in the state.
- The number of minority firms in New Jersey increased by 33% between 1997 and 2002, compared to 8% for all 'classifiable' firms in the state.
- New Jersey had the 7th largest minority population in the country, numbering about 3 million or 40% of the state's total population in 2002.

Change in Number of Firms and Gross Receipts for Firms in New Jersey 1997 - 2002



Summary Statistics by Group in New Jersey – 2002					
Group	Number of Firms	Total Gross Receipts (\$1,000)	Average Gross Receipts (\$1,000)	Firms with Paid Employees	Paid Employees
African American	36,280	\$3,201,827	\$88	3,714	25,158
American Indian & Alaska Native	2,613	\$276,443	\$106	351	1,226
Asian	51,957	\$18,495,459	\$356	16,877	85,171
Hispanic	49,841	\$7,245,041	\$145	7,533	40,422
Native Hawaiian and Other Pacific Islander	448	\$36,926	\$82	S	S
All Minority	136,104	\$28,940,508	\$213	27,903	150,277
Classifiable Firms (Minority and non-Minority)	690,051	\$333,457,270	\$483	185,660	1,812,214
All U.S. Firms (includes publicly-held)	708,837	\$849,522,643	\$1,198	199,426	3,583,198

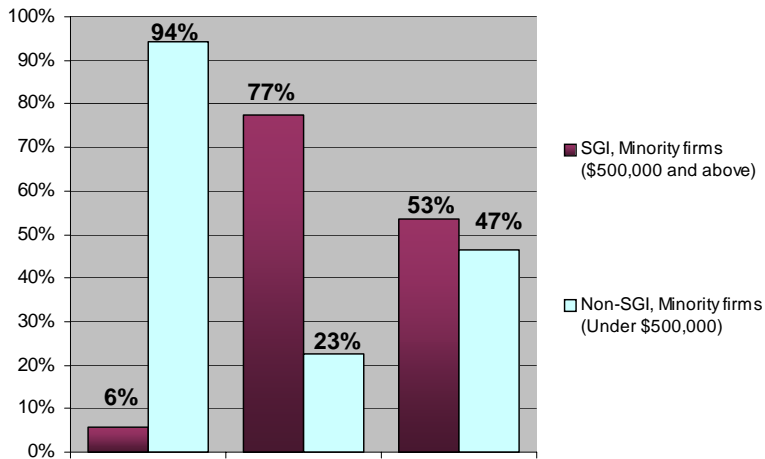
Percentage of Minority Population, Number of Firms and Gross Receipts Compared to Classifiable Firms, New Jersey – 2002



- In 2002, only Asian Americans and Native Hawaiians and Other Pacific Islanders reached parity in their number of firms. No other minority group reached parity in number of firms or gross receipts.
- If minority business activity in New Jersey matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 240,000. They would have generated \$116 billion in gross receipts and employed more than 632,000 workers.

Source: U.S. Census Bureau, 2007 Special Tabulation for all minority firms in 2002; 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. Due to the exclusion of tribally held governments in 2002, data for American Indian and Alaska Native firms for 1997 and 2002 is not directly comparable. S = Estimates are suppressed when publication standards are not met. Population estimates for 2002 were for all ages.

Minority Firms in New Jersey by Gross Receipts Size, 2002



- While smaller in number, minority-owned Strategic Growth Initiative (SGI) firms, which have annual receipts of \$500,000 or more, generate a much larger percentage of all the group's revenues and paid employees than firms with receipts under \$500,000.
- In 2002, SGI firms generated about 77% of all receipts grossed by all minority firms in New Jersey and employed 53% of all paid workers employed by minority firms in that state.
- Minority-owned firms in New Jersey were also more concentrated in the following industries: professional, scientific, and technical services; health care and social assistance; other services; and retail trade.

Number of Minority Firms in New Jersey, 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	18	S	29	47	0	131	0.10%
Mining	S	S	1	6	0	10	0.01%
Utilities	13	2	S	36	0	53	0.04%
Construction	1,734	274	955	5,000	24	7,690	5.65%
Manufacturing	299	S	621	825	2	1,702	1.25%
Wholesale Trade	482	49	2,824	1,329	S	4,632	3.40%
Retail Trade	3,237	147	7,858	5,048	S	15,744	11.57%
Transportation and Warehousing	3,648	376	2,774	7,283	S	13,604	10.00%
Information	S	S	665	416	2	1,616	1.19%
Finance and Insurance	1,081	97	1,436	915	3	3,383	2.49%
Real Estate and Rental and Leasing	1,761	S	3,863	2,560	S	8,199	6.02%
Professional, Scientific, and Technical Services	4,994	624	11,528	4,783	S	21,282	15.64%
Management of Companies and Enterprises	2	2	16	S	0	33	0.02%
Administrative Support, Waste Management, and Remediation Services	2,342	238	S	S	S	9,456	6.95%
Educational Services	941	32	795	827	2	2,519	1.85%
Health Care and Social Assistance	7,904	321	5,461	5,627	S	18,225	13.39%
Arts, Entertainment, and Recreation	2,091	S	S	1,077	S	4,028	2.96%
Accommodation and Food Services	652	S	3,607	1,887	S	6,097	4.48%
Other Services	4,505	S	6,958	6,357	0	17,573	12.91%
Unclassified	S	S	S	40	0	158	0.12%
All Minority Firms in New Jersey	36,280	2,613	51,957	49,841	448	136,104	100.02%

Source: U.S. Census Bureau's 2007 Special Tabulation for all 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 All 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 by industry may exceed 100% because some firms may be classified in more than one industry. For more information on MBDA methodology, please review [The State of Minority Business Enterprises at www.mbda.gov/minoritybizfacts](#). For information on Census' data methodology and standard errors, please visit [www.census.gov/csd/sbo/index.html](#). Prepared by MBDA's Chief Knowledge Officer, Office of Business Development, September 2007.