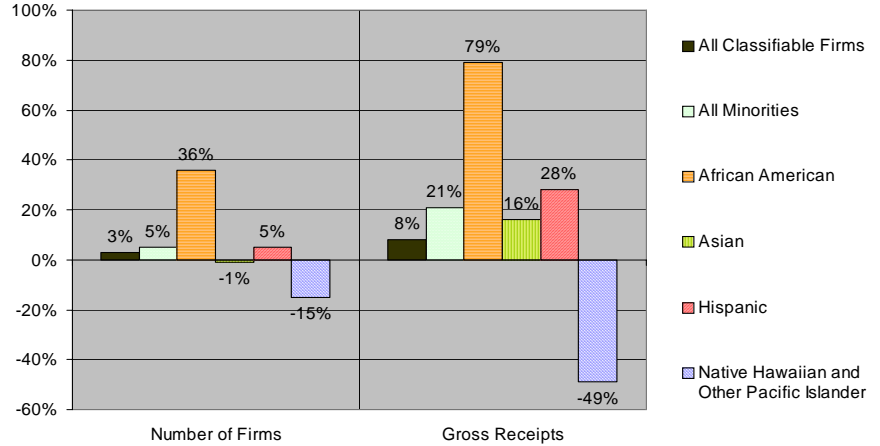


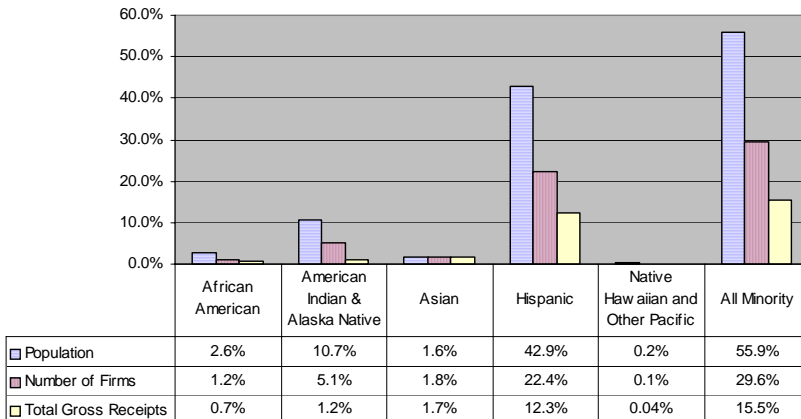
**Change in Number of Firms and Gross Receipts for Firms in New Mexico
 1997 - 2002**

- In 2002, there were nearly 40,000 minority firms in New Mexico generating about \$6 billion in gross receipts, and employing between 50,000 to 99,999 workers.
- The number of minority firms in New Mexico increased by 5% between 1997 and 2002, compared to 3% for all 'classifiable' firms in the state.
- Minority firms represented 30% of all 'classifiable' firms located in the state.
- New Mexico had the 23rd largest minority population in the country, numbering about 1.0 million or 56% of the state's total population in 2002.



Summary Statistics by Group in New Mexico – 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	1,541	\$255,182	\$166	174	1,018
American Indian & Alaska Native	6,826	\$454,579	\$67	395	2,688
Asian	2,364	\$631,309	\$267	870	7,508
Hispanic	29,708	\$4,678,131	\$157	5,204	44,896
Native Hawaiian & Other Pacific Islander	140	\$16,941	\$121	S	c
All Minority	39,377	\$5,918,981	\$150	6,522	l
Classifiable Firms (minority and non-minority)	132,818	\$38,161,067	\$287	31,129	301,496
All U.S. Firms (includes publicly-held firms)	136,711	\$86,692,490	\$634	34,500	526,196

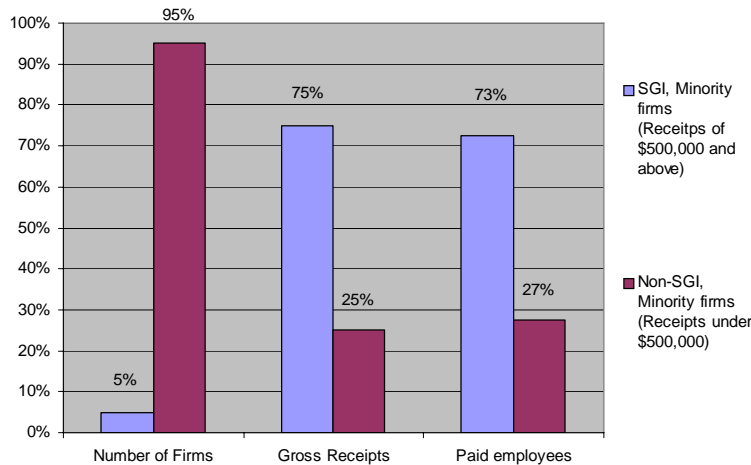
Percentage of Minority Population, Number of Firms and Gross Receipts Compared to Classifiable Firms, New Mexico – 2002



- In New Mexico, only Asian Americans have reached parity in their number of firms and gross receipts when compared to their representation in the state's population. No other minority group has reached parity in the number of firms and gross receipts.
- If minority business activity in New Mexico matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 74,000 and they would have generated over \$21 billion in gross receipts and employed more than 168,000 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. S = Estimates are suppressed when publication standards are not met. c = 100 to 249 employees, l = 50,000 to 99,999 employees. 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 New Mexico by Gross Receipts Size, 2002



- While smaller in number, Strategic Growth Initiative (SGI) minority-owned firms, which have annual gross receipts of \$500,000 or more, generate a much larger percentage of the group's revenues and paid employment than firms with receipts under \$500,000.
- In 2002, minority-owned firms with receipts of \$500,000 or more generated about 75% of all receipts grossed by all minority firms in New Mexico and employed 73% of all paid workers employed by minority firms in that state.
- Minority-owned firms in New Mexico were also more concentrated in the following industries: other services; health care and social assistance; construction; and retail trade.

Number of Minority Firms in New Mexico, 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	4	112	S	269	1	385	1.0%
Mining	S	12	16	79	0	108	0.3%
Utilities	0	S	0	19	0	19	0.1%
Construction	86	S	S	4,258	2	4,827	12.3%
Manufacturing	S	970	70	689	1	1,748	4.4%
Wholesale Trade	3	1,804	85	462	2	2,331	5.9%
Retail Trade	155	469	305	3,264	20	4,102	10.4%
Transportation and Warehousing	36	S	S	1,456	S	1,557	4.0%
Information	21	30	S	152	0	210	0.5%
Finance and Insurance	34	37	47	755	0	860	2.2%
Real Estate and Rental and Leasing	S	90	84	958	S	1,297	3.3%
Professional, Scientific, and Technical Services	128	505	272	2,483	5	3,238	8.2%
Management of Companies and Enterprises	0	0	0	10	0	10	0.03%
Administrative Support, Waste Management, and Remediation Services	S	288	77	2,657	2	3,001	7.6%
Educational Services	S	126	34	373	0	545	1.4%
Health Care and Social Assistance	352	618	228	4,726	4	5,826	14.8%
Arts, Entertainment, and Recreation	153	326	119	1,027	S	1,498	3.8%
Accommodation and Food Services	18	68	438	973	1	1,530	3.9%
Other Services	206	767	470	5,115	2	6,299	16.0%
Unclassified	0	0	S	S	0	11	0.03%
All minority firms in New Mexico	1,541	6,826	2,364	29,708	140	39,377	100.1%

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](http://www.mbda.gov/minoritybizfacts) 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 Office of Business Development, December 2007.