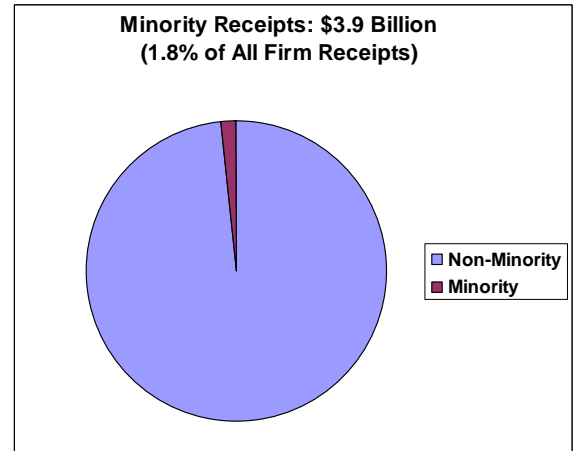


Demographic and Business Statistics

- 1997 Total Population: 3,243,254 persons
- Total Firms: 291,596 firms
- Annual sales of all firms in the State: \$220.1 billion
- 1997 Total Minority Population: 377,151 persons
- Total Minority-Owned Firms: 18,215 firms
- Annual sales of Minority-owned firms in State: \$3.9 billion
- Total African American-owned firms: 2,219 firms
- Annual sales from African American-owned firms: \$436.2 million
- Asian & Pacific Islander-owned firms: 7,513 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$2.1 billion
- Hispanic-owned Firms : 6,022 firms
- Annual sales of Hispanic-owned firms: \$1.1 billion
- American Indian & Alaska Natives-owned firms: 2,861 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$372.6 million

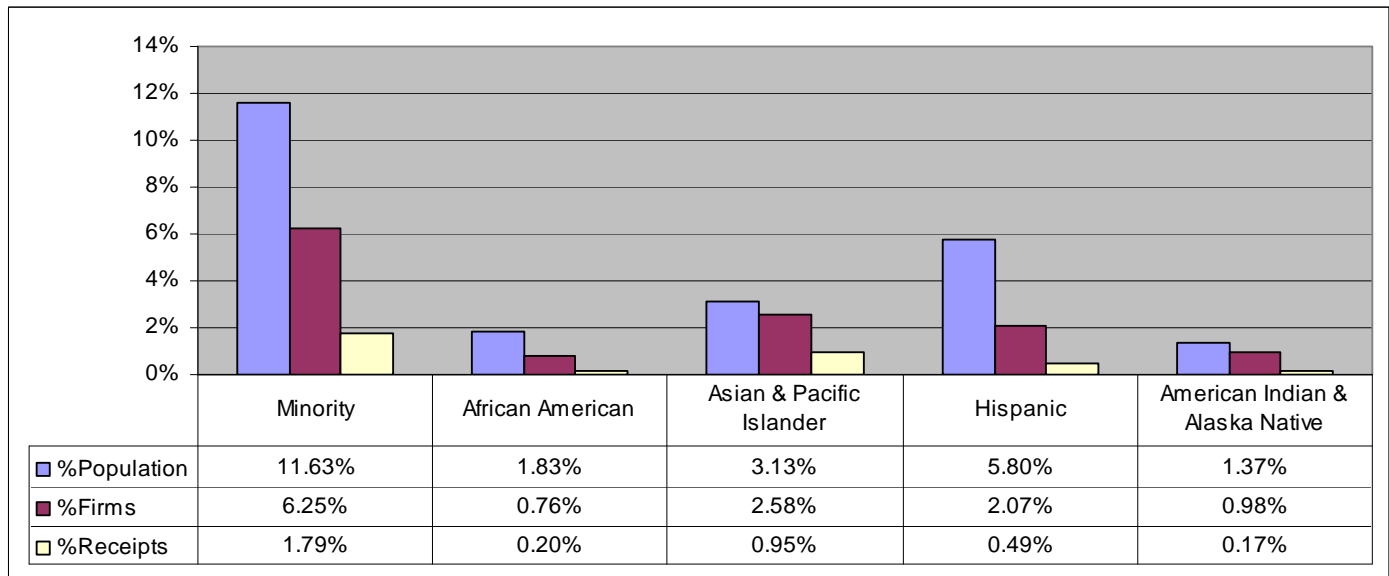


Business Participation¹

Group	State BPR: Oregon	National BPR
All	90	78
Non-Minority	95	91
Minority	48	42
African American	37	24
Asian & Pacific Islander	74	90
Hispanic	32	41
American Indian & Alaska Native	64	85

Parity²:

In the State of Oregon, no group has 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 Oregon

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	291,596		\$220,084,989		1,277,418		\$34,397,004	
Agricultural services, forestry, fishing, mining	9,439	3.24%	\$1,650,486	0.75%	20,034	1.57%	\$470,515	1.37%
Construction industries	34,335	11.77%	\$14,346,982	6.52%	80,564	6.31%	\$2,651,490	7.71%
Manufacturing	15,205	5.21%	\$50,697,593	23.04%	242,981	19.02%	\$8,607,209	25.02%
Transportation, communications, and utilities	10,707	3.67%	\$13,220,096	6.01%	70,359	5.51%	\$2,456,627	7.14%
Wholesale trade	11,041	3.79%	\$56,690,509	25.76%	93,660	7.33%	\$3,391,199	9.86%
Retail trade	40,829	14.00%	\$35,127,358	15.96%	290,620	22.75%	\$4,541,665	13.20%
Finance, insurance and real estate industries	28,791	9.87%	\$21,200,250	9.63%	84,040	6.58%	\$2,895,004	8.42%
Service industries	126,838	43.50%	\$26,437,228	12.01%	392,959	30.76%	\$9,310,362	27.07%
Industries not Classified	14,659	5.03%	\$470,114	0.21%	355	0.03%	\$8,119	0.02%

Industries for Minority Groups in the State of Oregon (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	18,215	2,219	12.18%	7,513	41.25%	6,022	33.06%	2,861	15.71%
Agricultural services, forestry, fishing, and mining	417	30	0.16%	70	0.38%	260	1.43%	80	0.44%
Construction industries	1,347	121	0.66%	273	1.50%	578	3.17%	407	2.23%
Manufacturing	540	22	0.12%	252	1.38%	193	1.06%	110	0.60%
Transportation, communications, and utilities	435	106	0.58%	116	0.64%	159	0.87%	83	0.46%
Wholesale trade	493	50	0.27%	335	1.84%	74	0.41%	37	0.20%
Retail trade	3,293	214	1.17%	2,061	11.31%	836	4.59%	276	1.52%
Finance, insurance and real estate industries	748	83	0.46%	405	2.22%	192	1.05%	79	0.43%
Service industries	7,477	1,140	6.26%	3,561	19.55%	2,372	13.02%	631	3.46%
Industries not Classified	3,460	450	2.47%	435	2.39%	1,360	7.47%	1,160	6.37%

Industries for Minority Groups in the State of Oregon (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	\$3,945,696	\$436,156	11.05%	\$2,088,726	52.94%	\$1,073,638	27.21%	\$372,608	9.44%
Agricultural services, forestry, fishing, mining	\$49,911	No Data	No Data	\$7,035	0.18%	\$40,022	1.01%	No Data	No Data
Construction industries	\$476,194	\$21,424	0.54%	\$47,569	1.21%	\$313,305	7.94%	\$100,700	2.55%
Manufacturing	\$318,455	No Data	No Data	\$205,005	5.20%	\$101,492	2.57%	\$32,057	0.81%
Transportation, communications, utilities	\$234,635	\$19,239	0.49%	\$162,611	4.12%	\$45,772	1.16%	\$10,819	0.27%
Wholesale trade	\$756,648	\$53,714	1.36%	\$565,794	14.34%	No Data	No Data	\$98,689	2.50%
Retail trade	\$1,301,632	\$254,336	6.45%	\$712,076	18.05%	\$309,734	7.85%	\$32,846	0.83%
Finance, insurance and real estate industries	\$87,703	No Data	No Data	\$63,862	1.62%	No Data	No Data	\$9,634	0.24%
Service industries	\$507,351	\$74,399	1.89%	\$305,590	7.74%	\$92,672	2.35%	\$37,590	0.95%
Industries not Classified	\$213,037	\$8,243	0.21%	\$19,075	0.48%	\$119,785	3.04%	\$47,176	1.20%

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