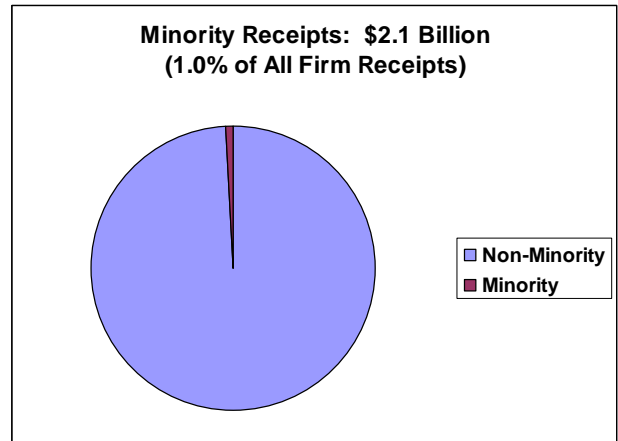


Demographic and Business Statistics

- 1997 Total Population: 2,557,804 persons
- 1997 Total Minority Population: 517,516 persons
- All firms in region: 177,686
- Annual sales of all firms in region: \$216.1 billion
- Total minority-owned firms: 15,615
- Annual sales of minority-owned firms: \$2.1 billion
- Total African American-owned firms: 9,675
- Annual sales of African American-owned firms: \$797.4 million
- Asian & Pacific Islander-owned Firms: 2,998
- Annual sales of Asian & Pacific Islander-owned firms: \$782.9 million
- Hispanic-owned Firms : 1,968
- Annual sales of Hispanic-owned firms: \$333.0 million
- American Indian & Alaska Natives-owned Firms: 1,121
- Annual sales of Asian & Pacific Islander-owned firms: \$190.7 million

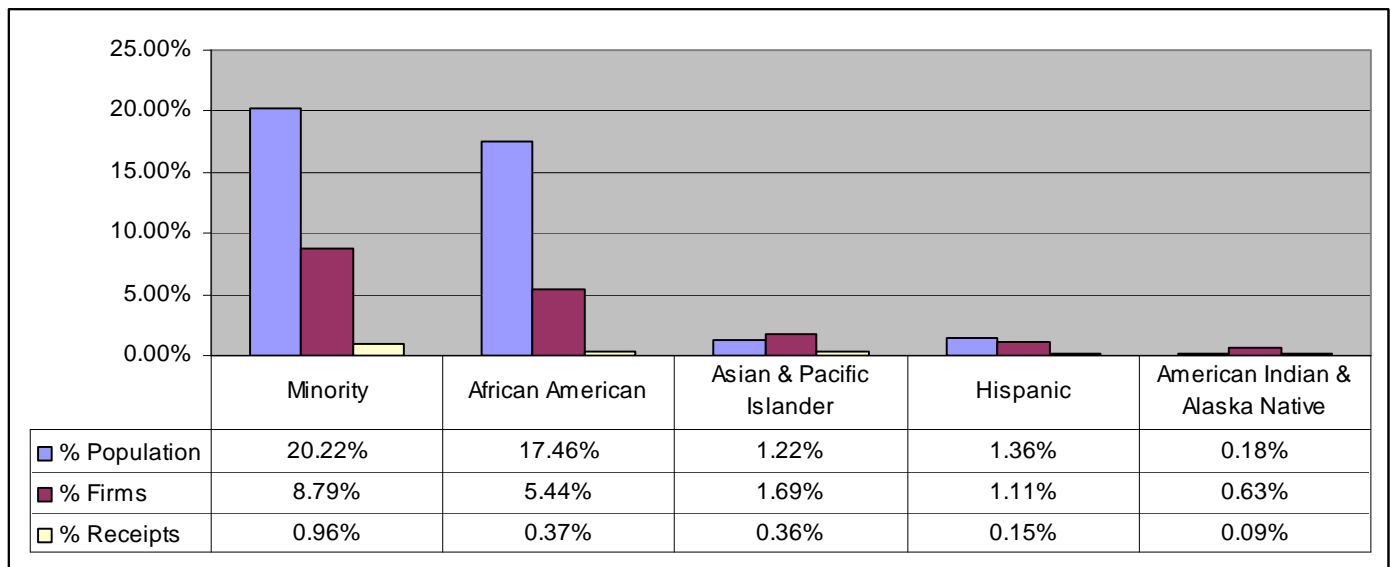


Business Participation¹

Group	MSA BPR: St. Louis	National BPR
All	69	78
Non-Minority	79	91
Minority	30	42
African American	22	24
Asian & Pacific Islander	96	90
Hispanic	57	41
American Indian & Alaska Native	246	85

Parity²:

In the St. Louis, MO-IL MSA, the Asian & Pacific Islander and the American Indian & Alaska Native groups have achieved parity, in terms of population size and business ownership. In terms of population size and annual receipts, no groups have 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 St. Louis, MO-IL MSA

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	177,686		\$216,087,939		125,460		\$4,931,036	
Agricultural services, forestry, fishing, mining	3,714	2.09%	\$752,676	0.35%	2,536	2.02%	\$51,098	1.04%
Construction industries	18,358	10.33%	\$11,645,346	5.39%	11,566	9.22%	\$465,649	9.44%
Manufacturing	5,248	2.95%	\$55,150,333	25.52%	2,032	1.62%	\$71,330	1.45%
Transportation, communications, utilities	7,823	4.40%	\$12,043,827	5.57%	5,532	4.41%	\$206,691	4.19%
Wholesale trade	8,163	4.59%	\$59,216,075	27.40%	3,117	2.48%	\$202,451	4.11%
Retail trade	24,268	13.66%	\$25,751,331	11.92%	14,551	11.60%	\$428,226	8.68%
Finance, insurance and real estate industries	22,933	12.91%	\$22,755,709	10.53%	18,049	14.39%	\$1,534,498	31.12%
Service industries	75,673	42.59%	\$28,086,976	13.00%	56,015	44.65%	\$1,295,259	26.27%
Industries not Classified	12,222	6.88%	\$685,666	0.32%	12,062	9.61%	\$675,834	13.71%

Industries for Minority Groups in the St. Louis, MO-IL MSA (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	15,615	9,675	61.96%	2,998	19.20%	1,968	12.60%	1,121	7.18%
Agricultural services, forestry, fishing, and mining	131	71	0.45%	32	0.20%	16	0.10%	12	0.08%
Construction industries	810	507	3.25%	30	0.19%	167	1.07%	106	0.68%
Manufacturing	182	67	0.43%	77	0.49%	20	0.13%	18	0.12%
Transportation, communications, and utilities	763	559	3.58%	53	0.34%	110	0.70%	41	0.26%
Wholesale trade	307	112	0.72%	87	0.56%	50	0.32%	58	0.37%
Retail trade	2,092	1,007	6.45%	745	4.77%	233	1.49%	107	0.69%
Finance, insurance and real estate industries	991	536	3.43%	276	1.77%	117	0.75%	62	0.40%
Service industries	8,135	5,601	35.87%	1,515	9.70%	755	4.84%	264	1.69%
Industries not Classified	2,351	1,215	7.78%	183	1.17%	499	3.20%	454	2.91%

Industries for Minority Groups in the St. Louis, MO-IL MSA (Sales in 1,000s)

	Minority Sales ⁱⁱ	African American	% of All Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of All Minority Sales
All industries	\$2,063,641	\$797,421	38.64%	\$782,933	37.94%	\$332,952	16.13%	\$190,702	9.24%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	No Data	\$90,394	4.38%	No Data	No Data	\$21,715	1.05%	\$37,897	1.84%
Manufacturing	No Data	No Data	No Data	\$109,640	5.31%	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	\$49,523	2.40%	\$7,369	0.36%	\$3,923	0.19%	No Data	No Data
Wholesale trade	No Data	\$151,926	7.36%	\$118,093	5.72%	No Data	No Data	\$16,737	0.81%
Retail trade	\$370,879	\$135,648	6.57%	\$137,400	6.66%	\$60,494	2.93%	\$37,337	1.81%
Finance, insurance and real estate industries	No Data	\$33,162	1.61%	\$31,445	1.52%	No Data	No Data	\$2,646	0.13%
Service industries	\$849,805	\$296,222	14.35%	\$324,384	15.72%	\$164,180	7.96%	\$65,019	3.15%
Industries not Classified	\$89,286	\$27,351	1.33%	\$8,373	0.41%	\$27,896	1.35%	\$25,666	1.24%

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