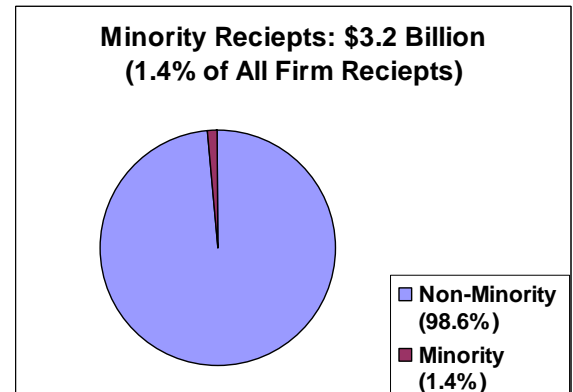


The State of Minority Business in the State of Alabama

Demographic and Business Statistics

- 1997 Total Population: 4,320,281 persons
- Total Firms: 285,286 firms
- Annual sales of all firms in the State: \$237.4 billion
- 1997 Total Minority Population: 1,197,431 persons
- Total Minority-Owned Firms: 28,292 firms
- Annual sales of Minority-owned firms in State: \$3.2 billion
- Total African American-owned firms: 19,077 firms
- Annual sales from African American-owned firms: \$1.0 billion
- Asian & Pacific Islander-owned firms: 3,315 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.4 billion
- Hispanic-owned Firms : 2,919 firms
- Annual sales of Hispanic-owned firms: \$396.8 million
- American Indian & Alaska Natives-owned firms: 3,513 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$459.5 million

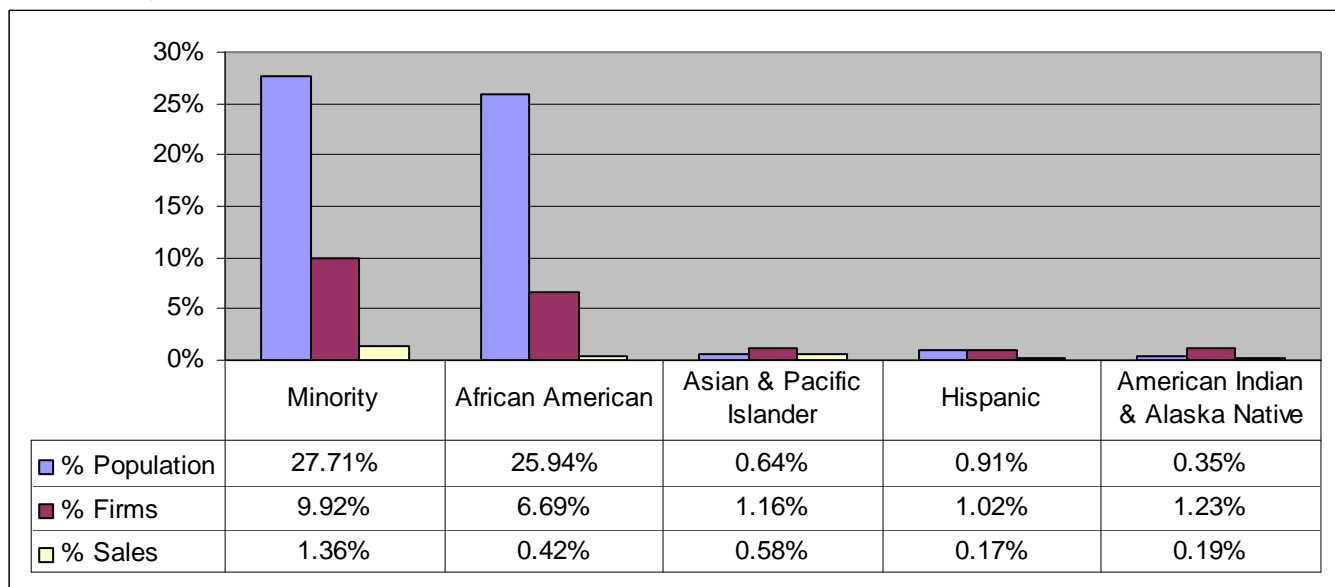


Business Participation¹

Group	State BPR: Alabama	National BPR
All	66	78
Non-Minority	82	91
Minority	24	42
African American	17	24
Asian & Pacific Islander	119	90
Hispanic	74	41
American Indian & Alaska Native	231	85

Parity²:

In the State of Alabama, Asian & Pacific Islanders, Hispanics, 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 Alabama

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	285,206		\$237,406,593		1,530,488		\$36,646,331	
Agricultural services, forestry, fishing, mining	7,692	2.70%	\$934,780	0.39%	11,213	0.73%	\$202,064	0.55%
Construction industries	40,641	14.25%	\$14,144,154	5.96%	99,791	6.52%	\$2,502,273	6.83%
Manufacturing	11,706	4.10%	\$70,075,596	29.52%	378,392	24.72%	\$11,012,669	30.05%
Transportation, communications, and utilities	14,107	4.95%	\$17,117,863	7.21%	89,210	5.83%	\$3,079,664	8.40%
Wholesale trade	11,122	3.90%	\$43,923,624	18.50%	93,656	6.12%	\$2,790,795	7.62%
Retail trade	47,074	16.51%	\$38,709,326	16.31%	352,238	23.01%	\$4,241,899	11.58%
Finance, insurance and real estate industries	24,846	8.71%	\$22,905,993	9.65%	87,602	5.72%	\$2,740,834	7.48%
Service industries	106,415	37.31%	\$26,375,996	11.11%	407,593	26.63%	\$9,622,230	26.26%
Industries not Classified	21,528	7.55%	\$718,200	0.30%	478	0.03%	\$5,436	0.01%

Industries for Minority Groups in the State of Alabama (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	28,292	19,077	67.43%	3,315	11.72%	2,919	10.32%	3,513	12.42%
Agricultural services, forestry, fishing, and mining	792	462	1.63%	145	0.51%	98	0.35%	120	0.42%
Construction industries	3,024	2,316	8.19%	81	0.29%	220	0.78%	468	1.65%
Manufacturing	647	447	1.58%	49	0.17%	61	0.22%	153	0.54%
Transportation, communications, and utilities	1,303	1,094	3.87%	57	0.20%	44	0.16%	131	0.46%
Wholesale trade	326	134	0.47%	50	0.18%	47	0.17%	93	0.33%
Retail trade	4,225	2,574	9.10%	946	3.34%	394	1.39%	377	1.33%
Finance, insurance and real estate industries	870	680	2.40%	86	0.30%	61	0.22%	71	0.25%
Service industries	12,472	9,606	33.95%	1,644	5.81%	788	2.79%	575	2.03%
Industries not Classified	4,632	1,765	6.24%	256	0.90%	1,204	4.26%	1,524	5.39%

Industries for Minority Groups in the State of Alabama (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	\$3,231,787	\$1,008,966	31.22%	\$1,386,959	42.92%	\$396,775	12.28%	\$459,539	14.22%
Agricultural services, forestry, fishing, mining	No Data	\$7,920	0.25%	\$3,416	0.11%	No Data	No Data	No Data	No Data
Construction industries	\$331,534	\$154,661	4.79%	No Data	No Data	\$45,879	1.42%	\$129,764	4.02%
Manufacturing	\$492,553	\$56,724	1.76%	\$325,960	10.09%	\$54,176	1.68%	\$65,644	2.03%
Transportation, communications, utilities	\$111,764	\$55,941	1.73%	No Data	No Data	\$8,134	0.25%	\$49,249	1.52%
Wholesale trade	\$149,186	\$27,652	0.86%	No Data	No Data	\$40,270	1.25%	\$43,660	1.35%
Retail trade	\$602,032	\$164,212	5.08%	\$260,931	8.07%	\$104,808	3.24%	\$75,492	2.34%
Finance, insurance and real estate industries	\$65,757	\$55,408	1.71%	No Data	No Data	\$4,652	0.14%	No Data	No Data
Service industries	\$1,128,711	\$462,952	14.32%	\$505,781	15.65%	\$115,708	3.58%	\$47,477	1.47%
Industries not Classified	\$330,065	\$23,498	0.73%	No Data	No Data	\$17,970	0.56%	\$40,782	1.26%

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