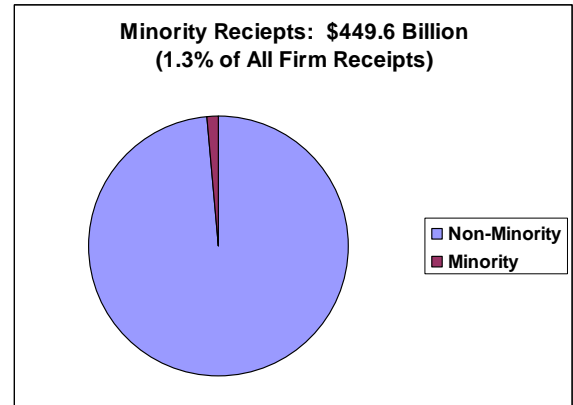


Demographic and Business Statistics

- 1997 Total Population: 588,665 persons
- Total Firms: 67,488 firms
- Annual sales of all firms in the State: \$33.5 billion
- 1997 Total Minority Population: 14,205 persons
- Total Minority-Owned Firms: 2,109 firms
- Annual sales of Minority-owned firms in State: \$449.6 million
- Total African American-owned firms: 168 firms
- Annual sales from African American-owned firms: \$37.3 million
- Asian & Pacific Islander-owned firms: 304 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$49.3 million
- Hispanic-owned Firms : 898 firms
- Annual sales of Hispanic-owned firms: \$184.1 million
- American Indian & Alaska Natives-owned firms: 751 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$178.9 million

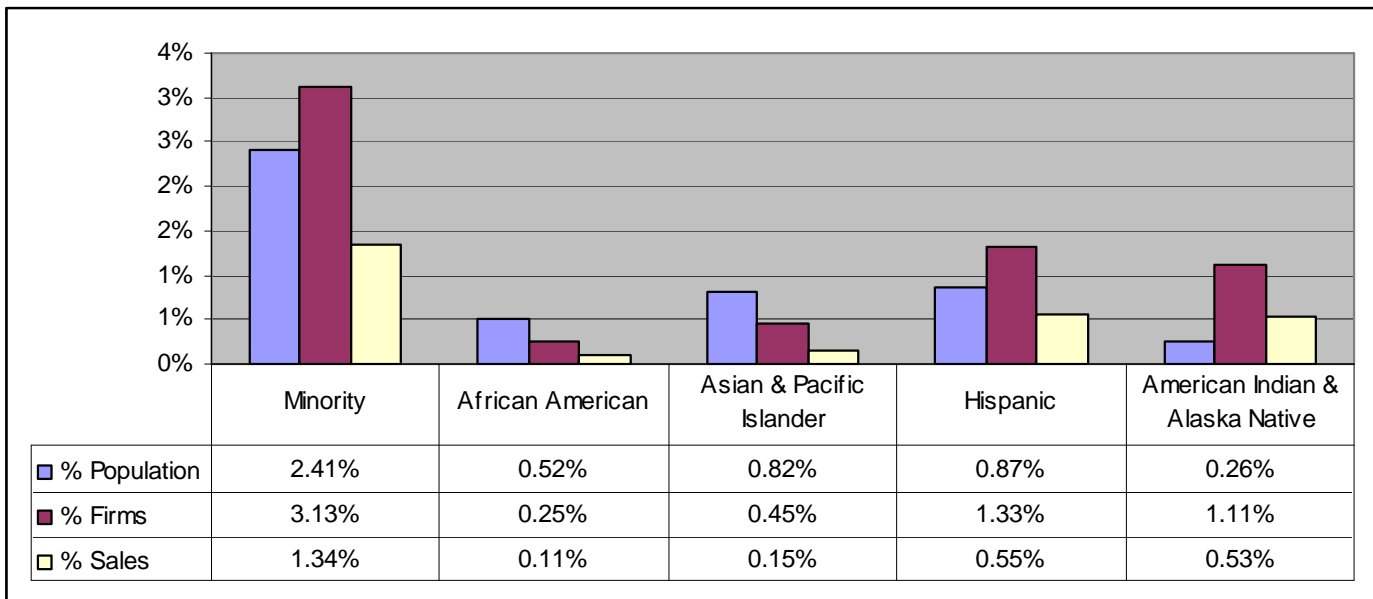


Business Participation¹

Group	State BPR: Vermont	National BPR
All	115	78
Non-Minority	114	91
Minority	148	42
African American	55	24
Asian & Pacific Islander	63	90
Hispanic	175	41
American Indian & Alaska Native	483	85

Parity²:

In the State of Vermont, 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 Vermont

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	67,488		33,469,226		232,647		5,502,895	
Agricultural services, forestry, fishing, mining	1,943	2.88%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	9,398	13.93%	2,041,682	6.10%	12,874	5.53%	351,668	6.39%
Manufacturing	4,454	6.60%	8,196,802	24.49%	45,729	19.66%	1,553,473	28.23%
Transportation, communications, and utilities	2,353	3.49%	2,841,088	8.49%	11,193	4.81%	344,765	6.27%
Wholesale trade	2,120	3.14%	5,187,739	15.50%	13,215	5.68%	394,173	7.16%
Retail trade	9,618	14.25%	6,183,322	18.47%	53,646	23.06%	735,343	13.36%
Finance, insurance and real estate industries	5,258	7.79%	3,666,509	10.95%	12,047	5.18%	396,235	7.20%
Service industries	28,458	42.17%	5,010,595	14.97%	81,450	35.01%	1,665,891	30.27%
Industries not Classified	3,887	5.76%	98,193	0.29%	38	0.02%	926	0.02%

Industries for Minority Groups in the State of Vermont (Firms)

	Minority Firms ¹	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	2,109	168	7.97%	304	14.41%	898	42.58%	751	35.61%
Agricultural services, forestry, fishing, and mining	42	13	0.62%	2	0.09%	23	1.09%	No Data	No Data
Construction industries	251	14	0.66%	4	0.19%	111	5.26%	142	6.73%
Manufacturing	132	10	0.47%	42	1.99%	19	0.90%	66	3.13%
Transportation, communications, and utilities	18	3	0.14%	1	0.05%	2	0.09%	21	1.00%
Wholesale trade	13	10	0.47%	2	0.09%	1	0.05%	15	0.71%
Retail trade	235	18	0.85%	73	3.46%	44	2.09%	120	5.69%
Finance, insurance and real estate industries	46	11	0.52%	8	0.38%	19	0.90%	10	0.47%
Service industries	553	87	4.13%	123	5.83%	216	10.24%	161	7.63%
Industries not Classified	821	3	0.14%	48	2.28%	464	22.00%	196	9.29%

Industries for Minority Groups in the State of Vermont (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	449,620	37,324	8.30%	49,319	10.97%	184,130	40.95%	178,902	39.79%
Agricultural services, forestry, fishing, mining	1,493	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	28,270	No Data	No Data	No Data	No Data	No Data	No Data	23,099	5.14%
Manufacturing	14,425	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Transportation, communications, utilities	No Data	No Data	No Data	No Data	No Data	No Data	No Data	1,784	0.40%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	204,307	No Data	No Data	18,311	4.07%	28,652	6.37%	127,814	28.43%
Finance, insurance and real estate industries	3,616	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Service industries	38,763	No Data	No Data	No Data	No Data	No Data	No Data	19,945	4.44%
Industries not Classified	154,452	33	0.01%	No Data	No Data	No Data	No Data	No Data	No Data

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