

U.S. Minority-Owned Firms

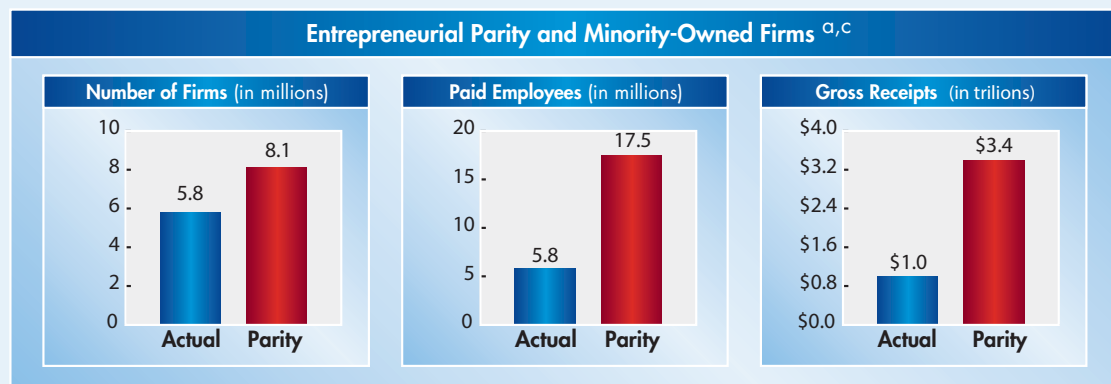
ECONOMIC IMPACT: \$1 TRILLION IN REVENUES AND 5.8 MILLION JOBS ^a

	African American Firms	American Indian & Alaska Native	Asian American	Hispanic American	Native Hawaiian & Pacific Islander	All Minority Firms	Non-Minority Firms
Number of firms	1.9 million	237 thousand	1.5 million	2.3 million	38 thousand	5.8 million	20.1 million
Combined gross receipts	\$135.7 billion	\$34.4 billion	\$506 billion	\$350.7 billion	\$6.3 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$71 thousand	\$145 thousand	\$327 thousand	\$155 thousand	168 thousand	\$178 thousand	\$488 thousand
Number of firms with employees	107 thousand	24 thousand	397 thousand	249 thousand	4 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$97.1 billion	27.5 billion	\$453.6 billion	\$279.9 billion	\$5.3 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$912 thousand	\$1.2 million	\$1.1 million	\$1.1 million	\$1.3 million	\$1.1 million	\$2.1 million
Number of paid employees	910 thousand	185 thousand	2.8 million	1.9 million	38 thousand	5.8 million	50.1 million
Population buying power ^e	\$910.4 billion	\$64.7 billion	\$508.6 billion	\$978.4 billion	Included in Asian	\$2.46 trillion	\$8.25 trillion

QUICK FACTS

- ◇ There are 5.8 million minority-owned firms in the U.S.
- ◇ Minority-owned firms contribute \$1 trillion in U.S. economic output and 5.8 million jobs per year.
- ◇ Minority-owned firms with employees average 8 workers and \$1.1 million in annual receipts.

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT



Entrepreneurial parity is defined as reaching proportionality between the adult minority population and business measures, such as number of firms, gross receipts, and employees.

^a U.S. Census Bureau, 2007 Survey of Business Owners, June 2010

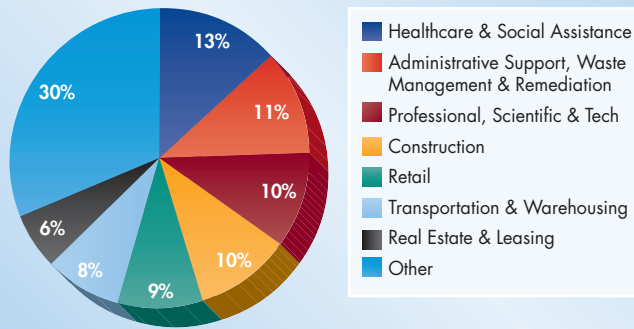
^b U.S. Census Bureau, Annual population estimates, June 2010

^c U.S. Census Bureau, 2002 Survey of Business Owners, September 2006

^d U.S. Census Bureau, Characteristics of U.S. Exporting Firms, June 2012

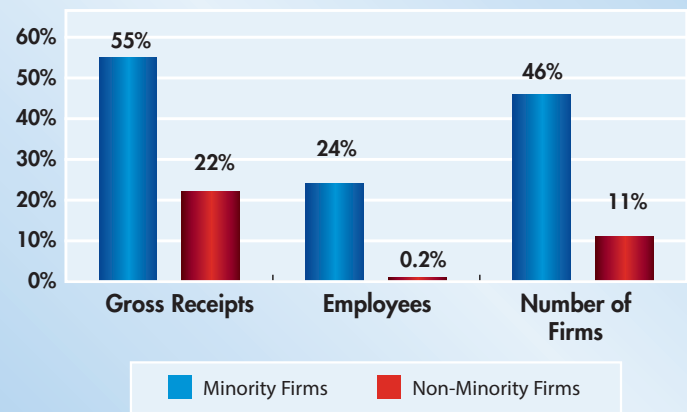
^e University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

Industry Sectors of Minority-Owned Firms^a

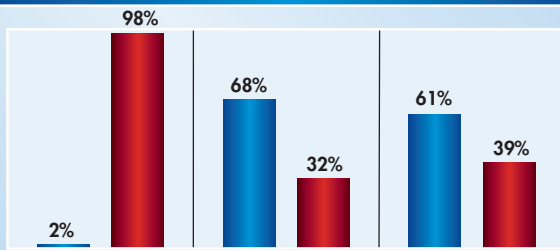


Other sectors include agriculture, utilities, manufacturing, wholesale, information, finance & insurance, accommodation & food services, and more.

Growth of U.S. Firms (2002 - 2007)^{a,b}



High-Revenue Minority-Owned Firms^a (Annual receipts over \$1 million)

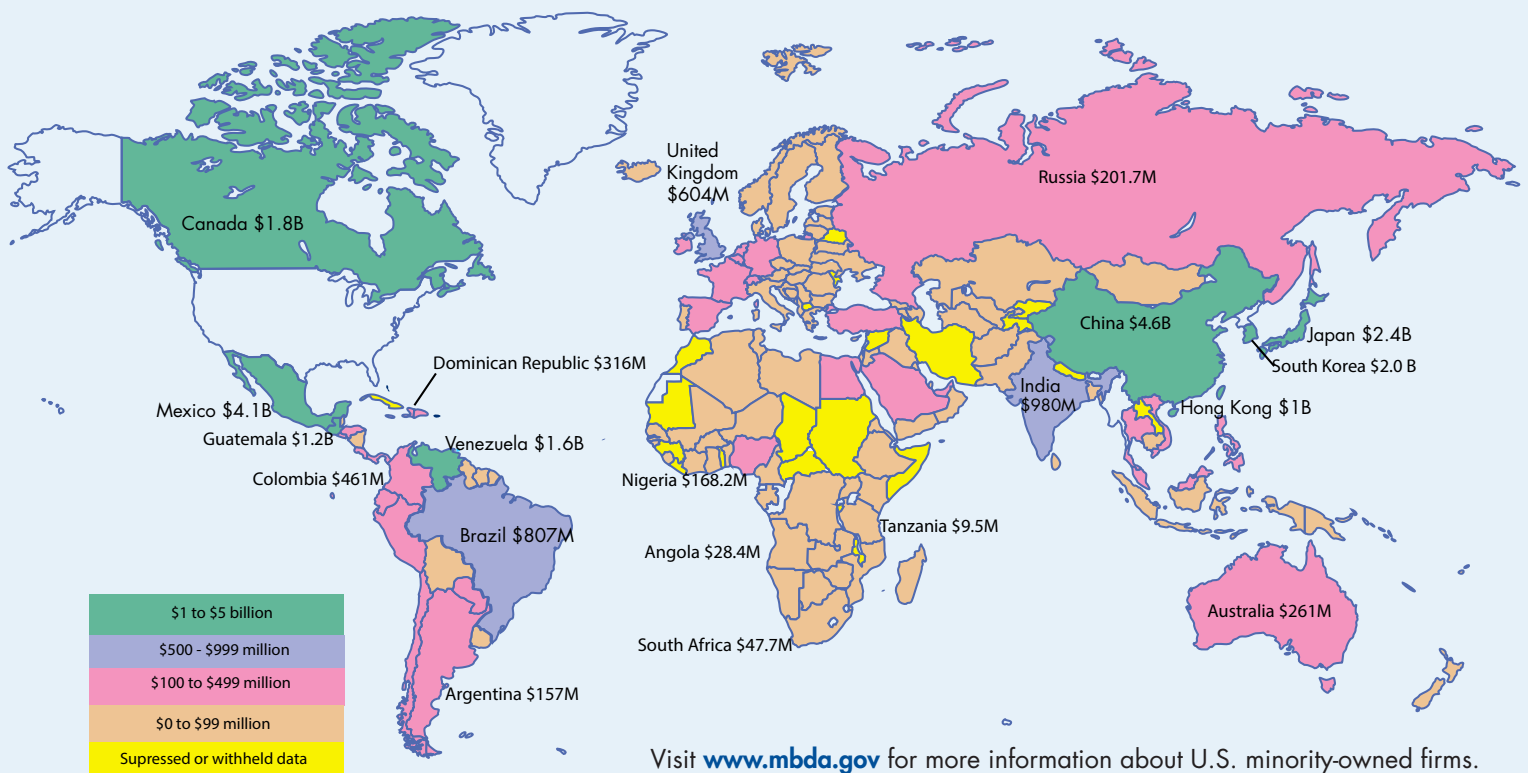


Two percent of all minority-owned firms are considered high-revenue. These firms are responsible for 68% of the total receipts and 61% of all jobs created by all minority firms.

EXPORTS AND GLOBAL REACH^d

- Minority-owned businesses are more likely to export than their non-minority counterparts.
- On average, minority-owned firms that export gross **\$7.4 million** in annual receipts, compared to \$142 thousand for minority-owned firms that do not export.
- Minority-owned exporters **average 21 employees**, compared to 7 for their non-exporting counterparts.
- Minority-owned businesses export activity spans **210 countries**.
- Five percent of minority firms export, compared to 4.7 percent of non-minority firms.

EXPORT SALES BY U.S. MINORITY-OWNED FIRMS (2007)



Visit www.mbd.gov for more information about U.S. minority-owned firms.

African American-Owned Firms

ECONOMIC IMPACT: \$136 BILLION IN REVENUES AND 910,000 JOBS ^a

	African American Firms	All Minority Firms	Non-Minority Firms
Number of firms	1.9 million	5.8 million	20.1 million
Combined gross receipts	\$135.7 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$71 thousand	\$178 thousand	\$488 thousand
Number of firms with employees	107 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$97.1 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$912 thousand	\$1.1 million	\$2.1 million
Number of paid employees	910 thousand	5.8 million	50.1 million

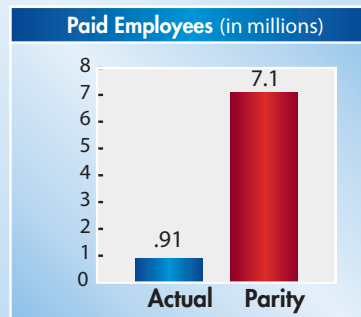
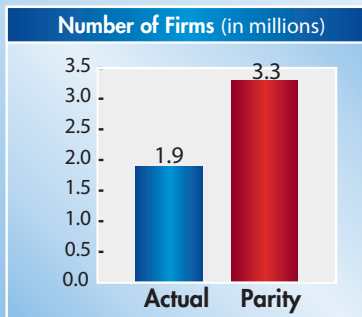
QUICK FACTS ^a

- ◇ There are 1.9 million African American-owned firms in the U.S.
- ◇ African American-owned firms contribute \$136 billion in U.S. economic output and 910,000 jobs per year.
- ◇ African American-owned firms with employees average 9 workers and \$912,000 in annual receipts.
- ◇ Between 2002 and 2007, the number of African American-owned firms grew 60 percent.
- ◇ African American-owned firms are more concentrated in California, Florida, Georgia, Illinois, Maryland, New York, and Texas.

POPULATION BUYING POWER ^e		
African American	All Minority	Non-Minority
\$910.4 billion	\$2.46 trillion	\$8.25 trillion

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial Parity and African American-Owned Firms ^{a,c}



Entrepreneurial parity is defined as reaching proportionality between the African American adult population and business measures, such as number of firms, gross receipts, and employees.

^a U.S. Census Bureau, 2007 Survey of Business Owners, June 2010

^b U.S. Census Bureau, Annual population estimates, June 2010

^c U.S. Census Bureau, 2002 Survey of Business Owners, September 2006

^d U.S. Census Bureau, Characteristics of U.S. Exporting Firms, June 2012

^e University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

American Indian & Alaska Native-Owned Firms

ECONOMIC IMPACT: \$34.4 BILLION IN REVENUES AND 185,000 JOBS ^a

	American Indian/Alaska Native Firms	All Minority Firms	Non-Minority Firms
Number of firms	237 thousand	5.8 million	20.1 million
Combined gross receipts	\$34.4 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$145.1 thousand	\$178 thousand	\$488 thousand
Number of firms with employees	24 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$27.5 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$1.2 million	\$1.1 million	\$2.1 million
Number of paid employees	185 thousand	5.8 million	50.1 million

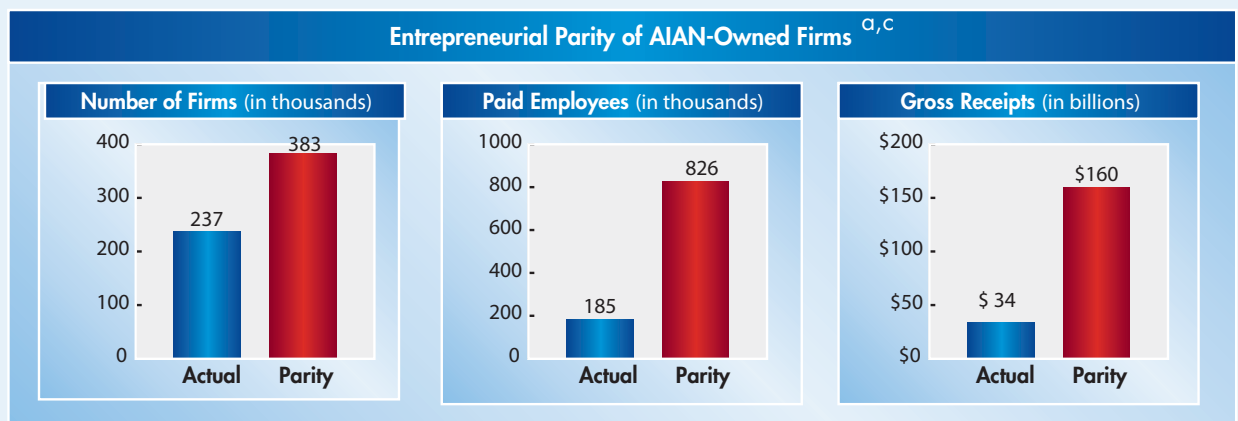
QUICK FACTS ^a

- ◇ There are 237,000 American Indian and Alaska Native (AIAN)-owned firms in the U.S.
- ◇ AIAN-owned firms contribute \$34.4 billion in U.S. economic output and 185,000 jobs per year.
- ◇ AIAN-owned firms with employees average 8 workers and \$1.2 million in annual receipts.
- ◇ AIAN firms are more concentrated in California, Oklahoma, Texas, New York, Florida, Arizona, and New Mexico.

POPULATION BUYING POWER ^e		
AIAN	All Minority	Non-Minority
\$64.7 billion	\$2.46 trillion	\$8.25 trillion

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial parity is defined as reaching proportionality between the AIAN adult population and business measures, such as number of firms, gross receipts, and employees.



^aU.S. Census Bureau, 2007 Survey of Business Owners, June 2010

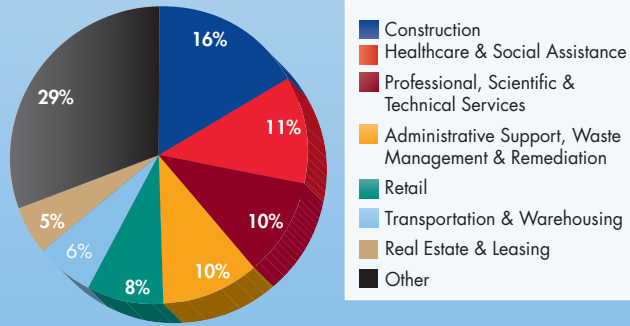
^bU.S. Census Bureau, Annual population estimates, June 2010

^cU.S. Census Bureau, 2002 Survey of Business Owners, September 2006

^dU.S. Census Bureau, Ownership Characteristics of U.S. Exporting Firms, June 2012

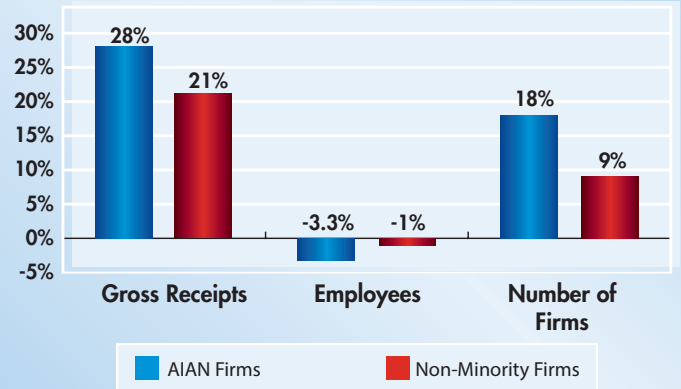
^eUniversity of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

Industry Sectors of AIAN-Owned Firms ^a

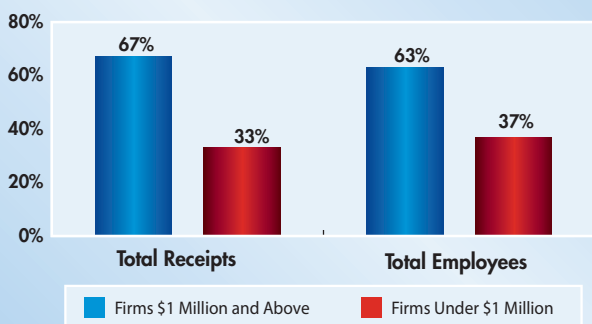


Other sectors include agriculture, utilities, manufacturing, wholesale, information, finance & insurance, accommodation & food services, and more.

Growth of AIAN-Owned Firms (2002-2007) ^{a,b}



High-Revenue AIAN-Owned Firms ^a (Annual receipts over \$1 million)

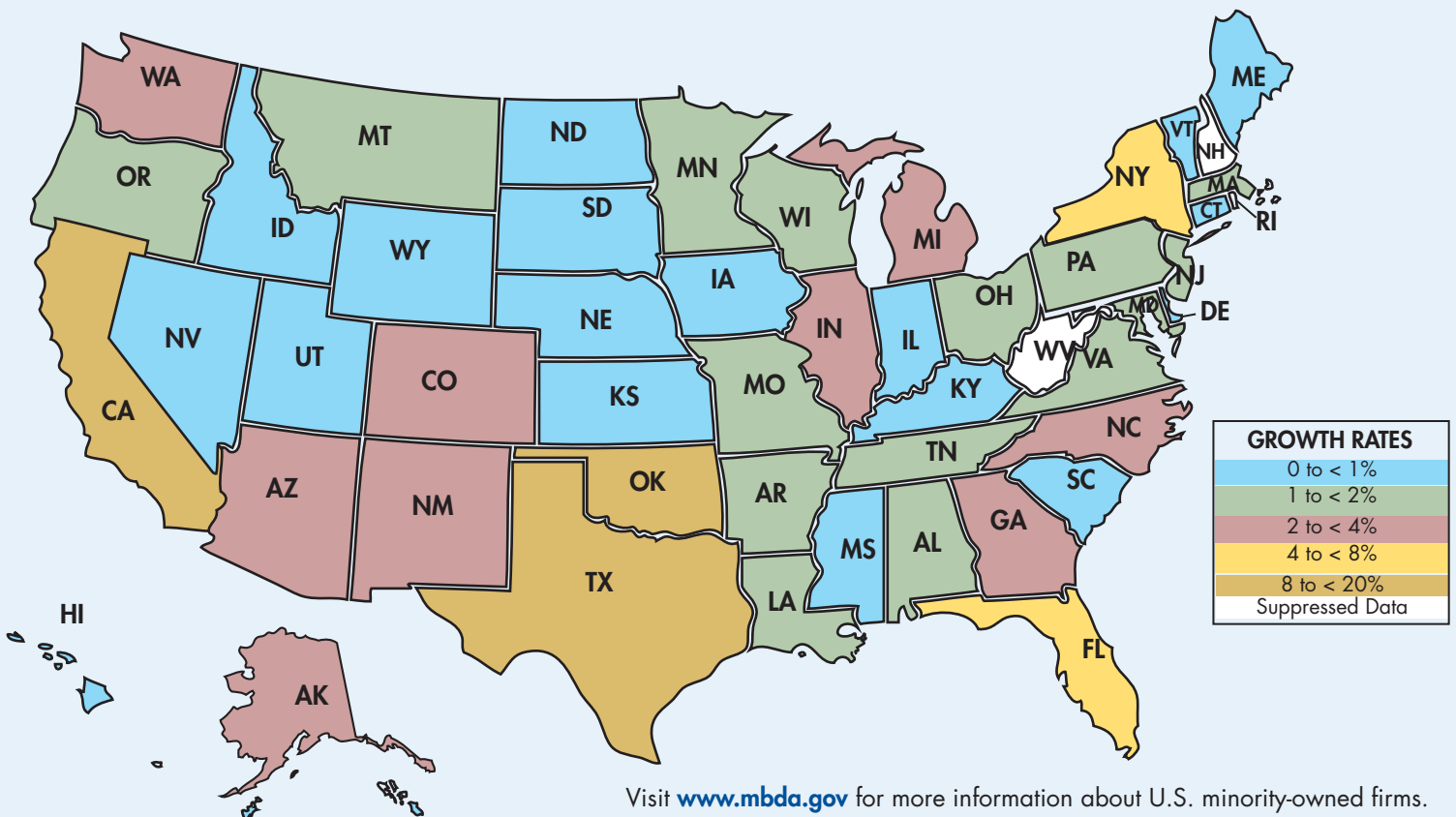


Two percent of AIAN-owned firms are considered high-revenue. These firms generate 67% of the receipts and 63% of all jobs created by AIAN-owned firms.

EXPORTS AND GLOBAL REACH ^d

- ◇ AIAN-owned firms that export average \$9.6 million in annual receipts, compared to their non-exporting counterparts who average \$128,000.
- ◇ AIAN-owned firms were more likely to have operations established abroad than non-minority firms.
- ◇ Exports represent 2.9 percent of total revenue for AIAN-owned exporting companies, compared to 5.4 percent for all non-minority firms with exports.

GROWTH IN NUMBER OF AIAN-OWNED FIRMS (2002 – 2007) ^c



Visit www.mbd.gov for more information about U.S. minority-owned firms.

Asian American-Owned Firms

ECONOMIC IMPACT: \$506 BILLION IN REVENUES AND 2.8 MILLION JOBS ^a

	Asian American Firms	All Minority Firms	Non-Minority Firms
Number of firms	1.5 million	5.8 million	20.1 million
Combined gross receipts	\$506 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$327 thousand	\$178 thousand	\$488 thousand
Number of firms with employees	397 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$453.6 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$1.1 million	\$1.1 million	\$2.1 million
Number of paid employees	2.8 million	5.8 million	50.1 million

QUICK FACTS ^a

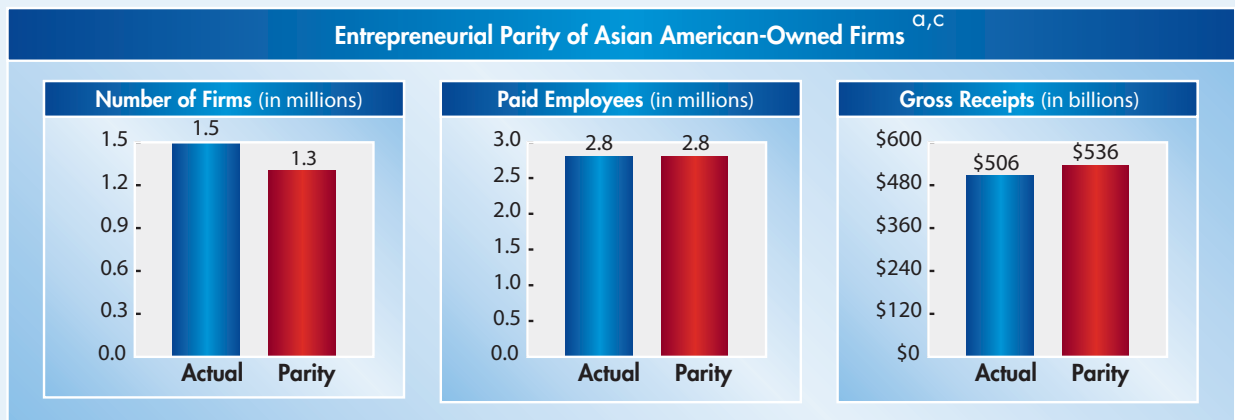
- ◇ There are 1.5 million Asian American-owned firms in the U.S.
- ◇ Asian American-owned firms contribute \$506 billion in U.S. economic output and 2.8 million jobs per year.
- ◇ Asian American-owned firms with employees average 7 workers and \$1.1 million in annual receipts.
- ◇ Between 2002 and 2007, the number of Asian American-owned firms grew 40 percent or more in 26 states.
- ◇ Asian American-owned firms are more concentrated in California, Florida, Hawaii, Illinois, New Jersey, New York, and Texas.

POPULATION BUYING POWER ^e

Asian American	All Minority	Non-Minority
\$508.6 billion	\$2.46 trillion	\$8.25 trillion

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial parity is defined as reaching proportionality between the Asian American adult population and business measures, such as number of firms, gross receipts, and employees.



^a U.S. Census Bureau, 2007 Survey of Business Owners, June 2010

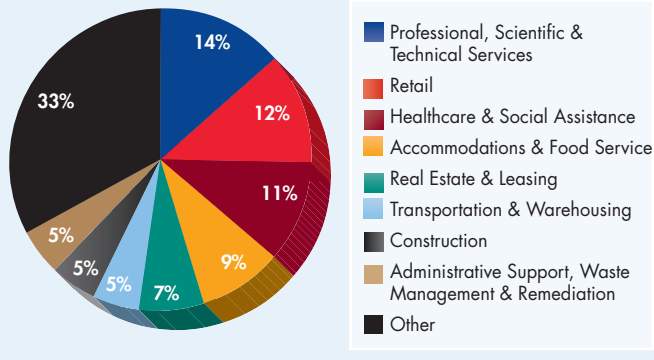
^b U.S. Census Bureau, Annual population estimates, June 2010

^c U.S. Census Bureau, 2002 Survey of Business Owners, September 2006

^d U.S. Census Bureau, Ownership Characteristics of U.S. Exporting Firms, June 2012

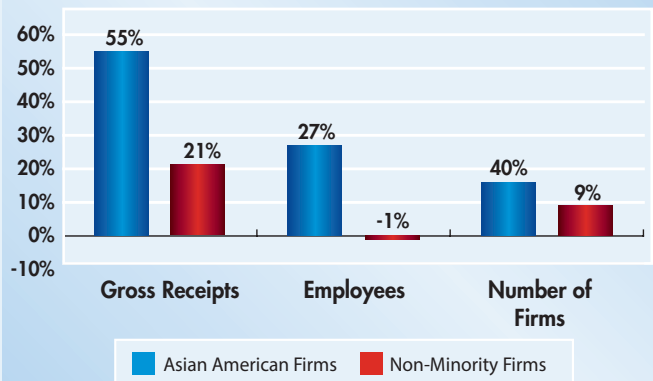
^e University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

Industry Sectors of Asian American-Owned Firms ^a

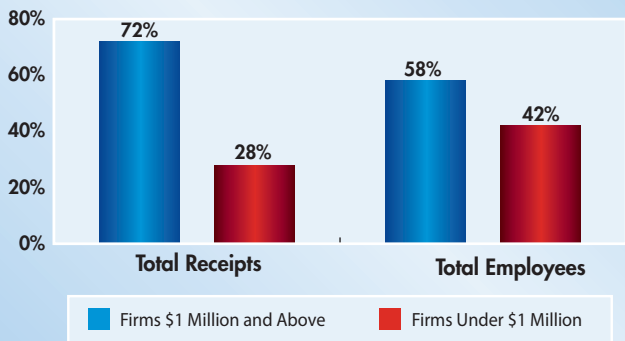


Other sectors include agriculture, utilities, manufacturing, wholesale, information, finance & insurance, accommodation & food services, and more.

Growth of Asian American-Owned Firms (2002-2007) ^{a,b}



High-Revenue Asian American-Owned Firms ^a (Annual receipts over \$1 million)

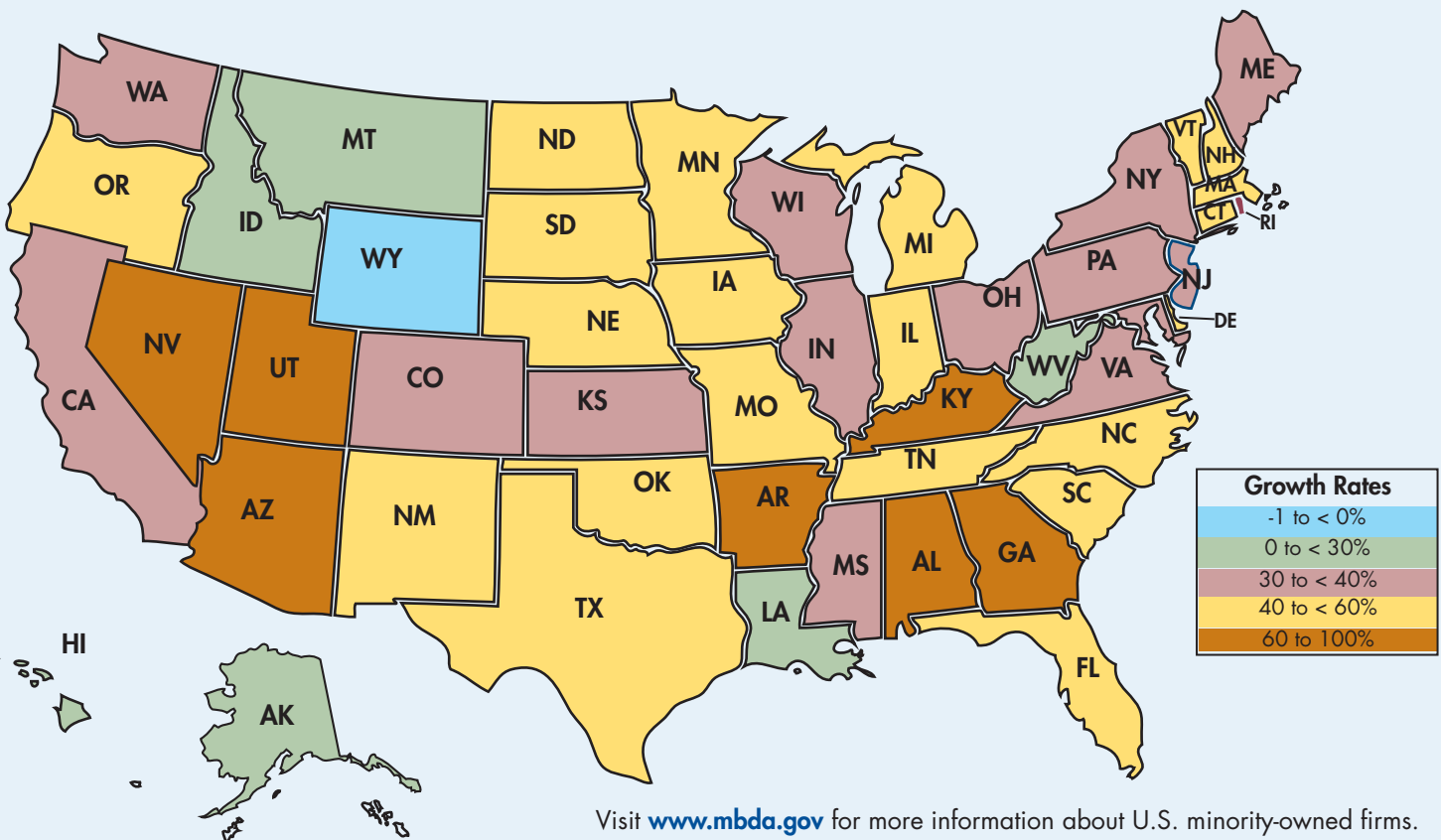


Five percent of Asian American-owned firms are considered high-revenue. These firms are responsible for 72% of the total receipts and 58% of all jobs created by Asian American firms.

EXPORTS AND GLOBAL REACH ^d

- ◇ Asian American-owned firms that export average \$7.5 million in annual receipts, compared to their non-exporting counterparts who average \$250,000.
- ◇ Exports represent 16 percent of total revenue for Asian American-owned exporting companies, compared to 5.4 percent for U.S. non-minority exporting firms.
- ◇ About 6.8 percent of Asian American-owned firms export goods and services, compared to 4.7 percent of non-minority firms.

GROWTH IN NUMBER OF ASIAN AMERICAN-OWNED FIRMS (2002-2007) ^c



Visit www.mbd.gov for more information about U.S. minority-owned firms.

Hispanic American-Owned Firms

ECONOMIC IMPACT — \$351 BILLION IN REVENUES AND 1.9 MILLION JOBS ^a

	Hispanic American Firms	All Minority Firms	Non-Minority Firms
Number of firms	2.3 million	5.8 million	20.1 million
Combined gross receipts	\$350.7 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$155 thousand	\$178 thousand	\$488.3 thousand
Number of firms with employees	249 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$279.9 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$1.1 million	\$1.1 million	\$2.1 million
Number of paid employees	1.9 million	5.8 million	50.1 million

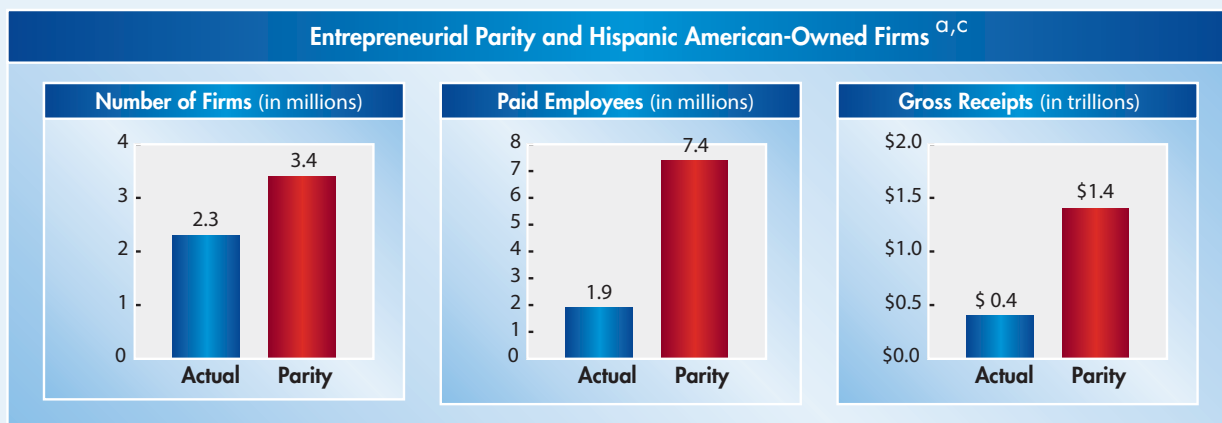
QUICK FACTS ^a

- ◇ There are 2.3 million Hispanic American-owned firms in the U.S.
- ◇ Hispanic American-owned firms contribute \$351 billion in U.S. economic output and 1.9 million jobs per year.
- ◇ Hispanic American-owned firms with employees average 8 workers and \$1.1 million in annual receipts.
- ◇ Between 2002 and 2007, Hispanic American-owned firms grew faster than the national average (44 percent) in 27 states and Washington, DC.
- ◇ Hispanic American-owned firms more concentrated in Arizona, California, Florida, Illinois, Texas, New Jersey, and New York.

POPULATION BUYING POWER ^e		
Hispanic American	All Minority	Non-Minority
\$978.4 billion	\$2.46 trillion	\$8.25 trillion

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial parity is defined as reaching proportionality between the Hispanic American adult minority population and business measures, such as number of firms, gross receipts, and employees.



^a U.S. Census Bureau, 2007 Survey of Business Owners, June 2010

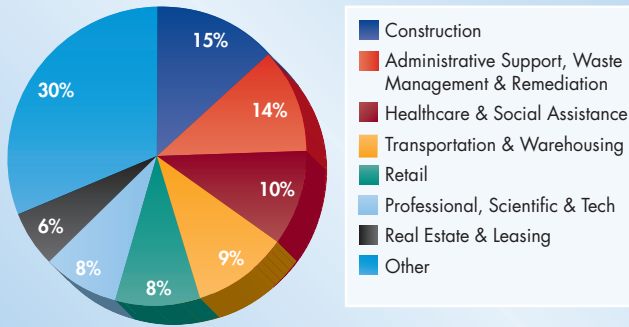
^b U.S. Census Bureau, Annual population estimates, June 2010

^c U.S. Census Bureau, 2002 Survey of Business Owners, September 2006

^d U.S. Census Bureau, Characteristics of U.S. Exporting Firms, June 2012

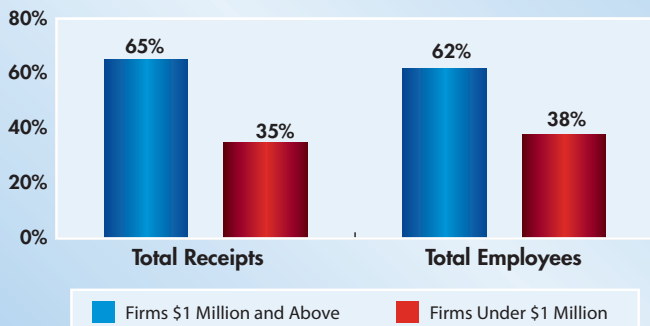
^e University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

Industry Sectors of Hispanic American-Owned Firms^a



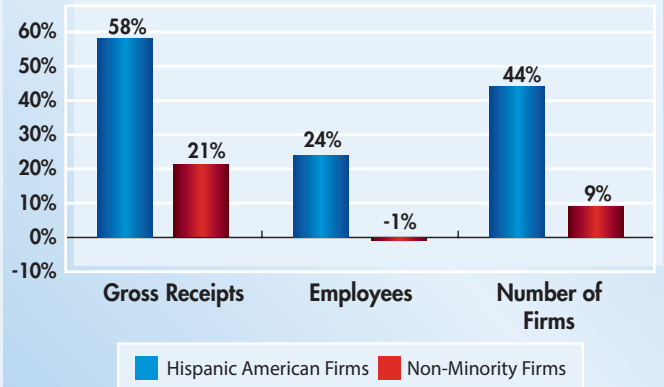
Other sectors include agriculture, utilities, manufacturing, wholesale, information, finance & insurance, accommodation & food services, and more.

High-Revenue Hispanic American-Owned Firms^a (Annual receipts over \$1 million)



Two percent of Hispanic American-owned firms are considered high-revenue. These firms are responsible for 65% of the total receipts and 62% of all jobs created by Hispanic American firms.

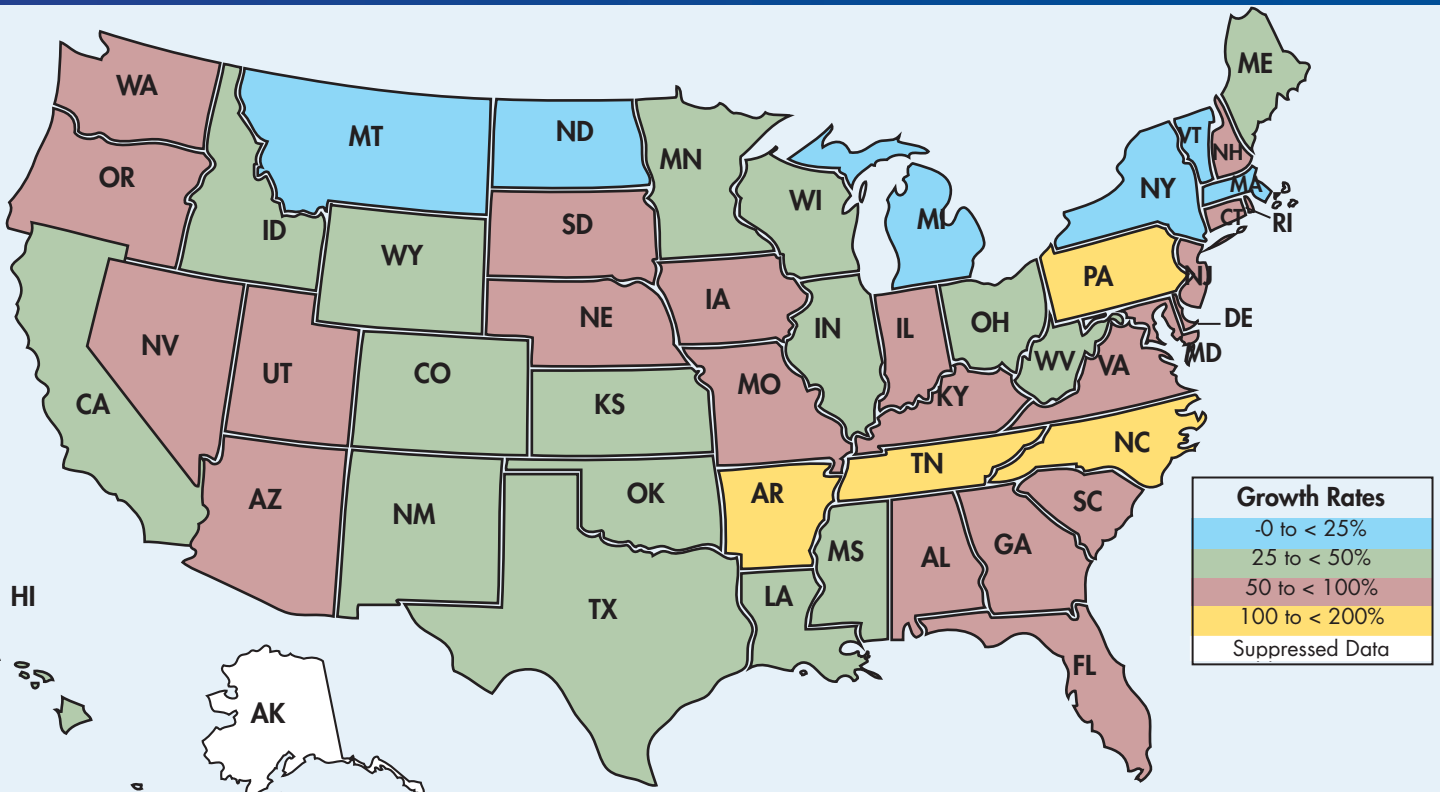
Growth of Hispanic American-Owned Firms (2002-2007)^{a,b}



EXPORTS AND GLOBAL REACH^d

- ◇ Hispanic American-owned firms that export average \$7.2 million in annual receipts, compared to their non-exporting counterparts with average receipts of \$124,000.
- ◇ Exports represent 13.4 percent of total revenue for Hispanic American-owned exporting companies, compared to 5.4 percent for all non-minority exporting firms.
- ◇ 5.1 percent of Hispanic American-owned firms export goods and services, compared to 4.7 percent of all non-minority firms.

GROWTH IN NUMBER OF HISPANIC AMERICAN-OWNED FIRMS (2002 – 2007)^c



Native Hawaiian & Pacific Islander-Owned Firms

ECONOMIC IMPACT: \$34.4 BILLION IN REVENUES AND 185,000 JOBS ^a

	NHPI Firms	All Minority Firms	Non-Minority Firms
Number of firms	38 thousand	5.8 million	20.1 million
Combined gross receipts	\$6.3 billion	\$1.0 trillion	\$9.8 trillion
Average gross receipts	\$168 thousand	\$178 thousand	\$488 thousand
Number of firms with employees	4 thousand	767 thousand	4.3 million
Combined receipts of firms with employees	\$5.3 billion	\$860.5 billion	\$9.1 trillion
Average receipts of firms with employees	\$1.3 million	\$1.1 million	\$2.1 million
Number of paid employees	38 thousand	5.8 million	50.1 million

QUICK FACTS ^a

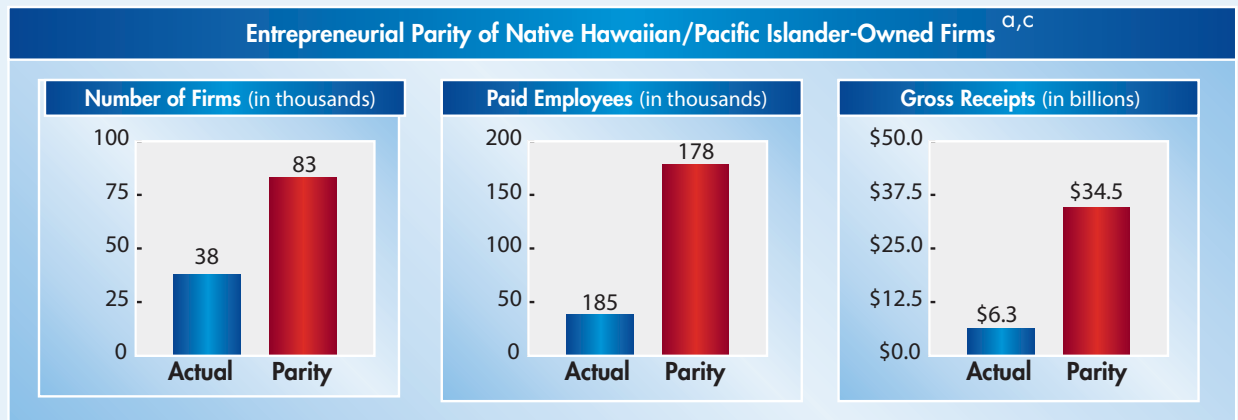
- ◇ There are 38,000 Native Hawaiian and Pacific Islander-owned firms in the U.S.
- ◇ NHPI-owned firms contribute \$6.3 billion in economic output and 37,801 jobs NHPI-owned firms per year.
- ◇ NHPI-owned firms with employees average 9 workers and \$1.3 million in annual receipts.
- ◇ NHPI-owned firms are more concentrated in California, Florida, Georgia, Hawaii, New York, Texas, and Washington.

POPULATION BUYING POWER ^e

Native Hawaiian/ Pacific Islander	Asian American	All Minority	Non- Minority
Included in Asian	\$508.6 billion	\$2.46 trillion	\$8.25 trillion

ENTREPRENEURIAL PARITY OFFERS GREATER ECONOMIC IMPACT

Entrepreneurial parity is defined as reaching proportionality between the NHPI adult population and business measures, such as number of firms, gross receipts, and employees.



^a U.S. Census Bureau, 2007 Survey of Business Owners, June 2010

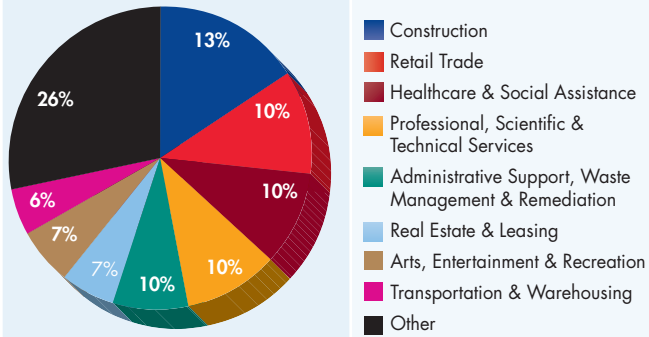
^b U.S. Census Bureau, Annual population estimates, June 2010

^c U.S. Census Bureau, 2002 Survey of Business Owners, September 2006

^d U.S. Census Bureau, Ownership Characteristics of U.S. Exporting Firms, June 2012

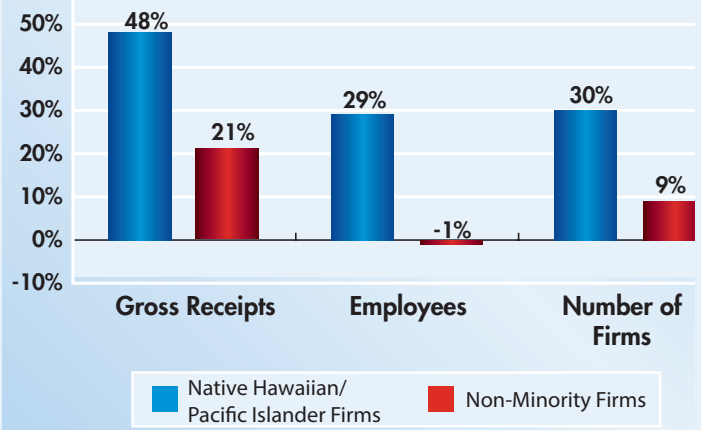
^e University of Georgia, Selig Center for Economic Growth, The Multicultural Economy 2009

Industry Sectors of NHPI-Owned Firms^a

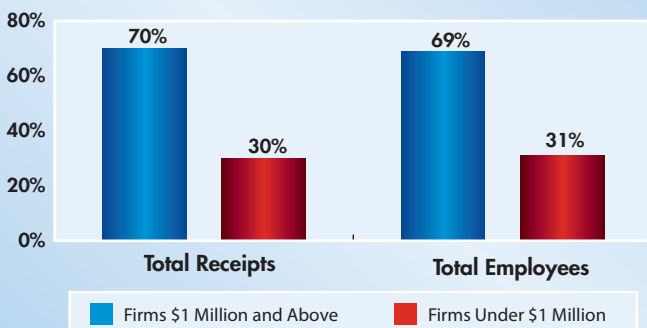


Other sectors include agriculture, utilities, manufacturing, wholesale, information, finance & insurance, accommodation & food services, and more.

Growth of NHPI-Owned Firms (2002-2007)^{a,b}



High-Revenue NHPI-Owned Firms^a (Annual receipts over \$1 million)

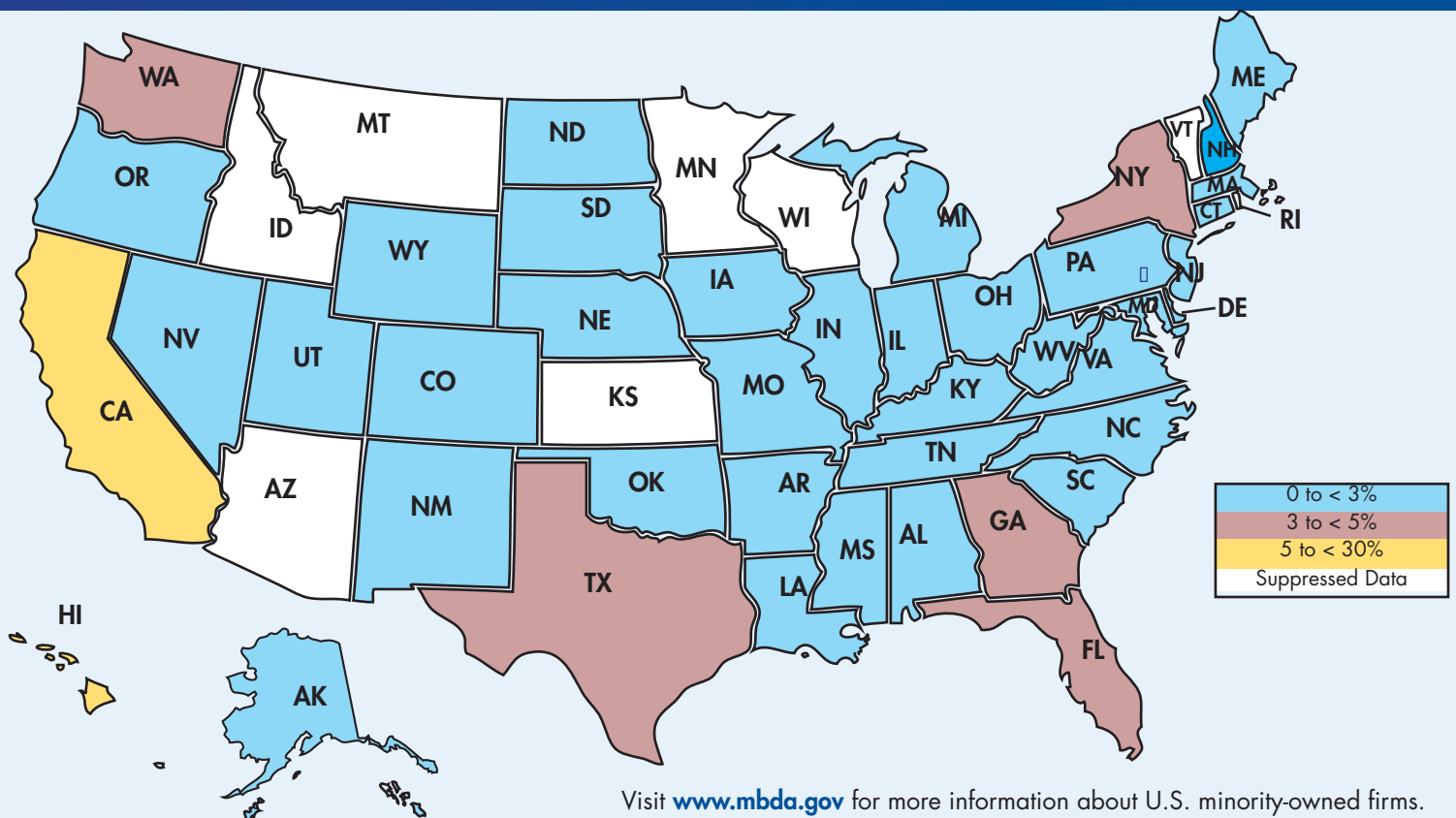


Two percent of NHPI-owned firms are considered high-revenue. These firms are responsible for 70% of the total receipts and 69% of all jobs created by NHPI-owned firms.

EXPORTS AND GLOBAL REACH^d

- ◇ NHPI-owned firms operating in 2007 were more likely to have operations established abroad (3.1% of firms), compared to non-minority firms (.5%) operating in the same year.
- ◇ NHPI-owned firms that export average \$8.8 million in annual receipts, compared to their non-exporting counterparts with average receipts of \$168,000.
- ◇ Exports generate 16% of total revenue for NHPI-owned exporting firms, compared to 5.4% for all non-minority exporting firms.

GROWTH IN NUMBER OF NHPI-OWNED FIRMS (2002 – 2007)^c



Visit www.mbd.gov for more information about U.S. minority-owned firms.