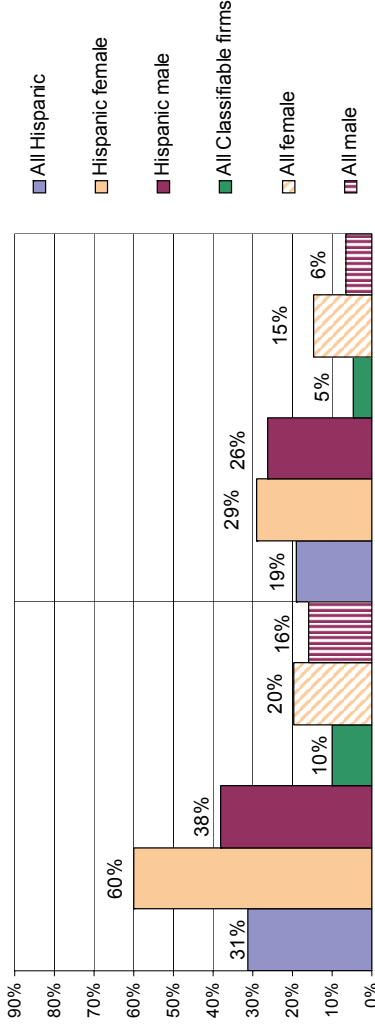
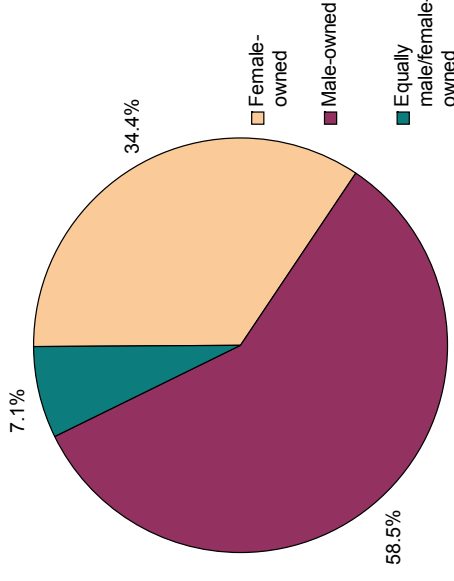


In April 2008, the Minority Business Development Agency (MBDA) released the report "Characteristics of Minority Businesses and Entrepreneurs" based on data from the U.S. Census Bureau 2002 Survey of Business Owners. A copy of the full report can be found at [www.mbda.gov/minoritybizfacts](http://www.mbda.gov/minoritybizfacts).

**Change in Number of firms and Gross Receipts, 1997-2002**



**Hispanic Firm Ownership by Gender, 2002**



Between 1997 and 2002:

- The number of Hispanic female- and Hispanic male-owned firms increased by 60% and 38% respectively, outpacing the national growth rate of 10% for all classifiable firms.
- Gross receipts for Hispanic female-owned firms increased by 29%, which surpassed the growth rates for all groups and all classifiable firms.

- In 2002, Hispanic females represented 48% of the Hispanic population (18 and above) but only 34% of all Hispanic-owned firms.

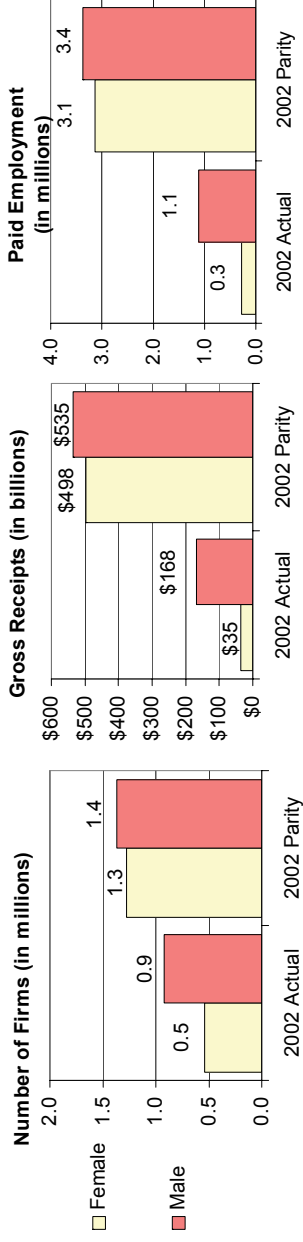
**Summary Statistics by Gender - 2002**

| Population                 | % of Total U.S. Pop. (18 yrs. +) | Business Participation Rate (per 1,000 adults) | Firms                         | Number of Firms   | Total Gross Receipts (\$1,000) | Average Gross Receipts | Firms with Employees | Paid Employees    |
|----------------------------|----------------------------------|------------------------------------------------|-------------------------------|-------------------|--------------------------------|------------------------|----------------------|-------------------|
| <b>Hispanic</b>            | <b>11.8%</b>                     | <b>62.2</b>                                    | <b>Hispanic</b>               | <b>1,573,464</b>  | <b>\$221,927,425</b>           | <b>\$141,044</b>       | <b>199,542</b>       | <b>1,536,795</b>  |
| Female                     | 5.7%                             | 44.3                                           | Female                        | 540,745           | \$35,265,399                   | \$65,216               | 43,142               | 282,683           |
| Male                       | 6.1%                             | 70.4                                           | Male                          | 921,183           | \$168,061,827                  | \$182,441              | 136,832              | 1,113,277         |
|                            |                                  |                                                | Equally male/female-owned     | 111,536           | \$18,600,200                   | \$166,764              | 19,568               | 140,835           |
| <b>All U.S. Population</b> | <b>100%</b>                      | <b>104.5</b>                                   | <b>All Classifiable Firms</b> | <b>22,480,256</b> | <b>\$8,783,541,146</b>         | <b>\$390,722</b>       | <b>5,524,784</b>     | <b>55,368,216</b> |
| Female                     | 51.6%                            | 58.5                                           | Female                        | 6,489,259         | \$939,538,208                  | \$144,784              | 916,657              | 7,141,369         |
| Male                       | 48.4%                            | 126.6                                          | Male                          | 13,184,033        | \$7,061,026,736                | \$535,574              | 3,524,969            | 42,428,508        |
|                            |                                  |                                                | Equally male/female-owned     | 2,693,360         | \$731,678,703                  | \$271,660              | 717,961              | 5,664,948         |

Source: U.S. Census Bureau, 2002 Survey of Business Owners, Company Summary, September 2006; 1997 Survey of Minority- and Women-Owned Business Enterprises, July 2001; 2002 Annual U.S. Estimates of the Hispanic Population (by gender), released May 2008. Statistics do not include publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms excluding publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Measures for Classifiable Firms represent MBDA estimates. To be classified by gender and/or race/ethnic group a firm must be 51% or more owned by that specific gender and/or race/ethnic group. Equally male/female-owned firms are 50%/50% male/female-owned. The Business Participation Rate (BPR) is defined as the number of businesses owned by a gender/race/ethnic group for every 1,000 persons, 18 years and over, in that same group. n/a =not available. S = Estimates are suppressed when publication standards are not met. Other Services includes firms not provided for elsewhere in the classification system which are engaged in activities such as equipment and machinery repairing, promoting religious activities, grant-making, advocacy, providing dry-cleaning and laundry services, personal care services and dating services. For more information visit [www.census.gov/cso/index.html](http://www.census.gov/cso/index.html). Prepared by MBDA's Office of Knowledge Management, October 2008.

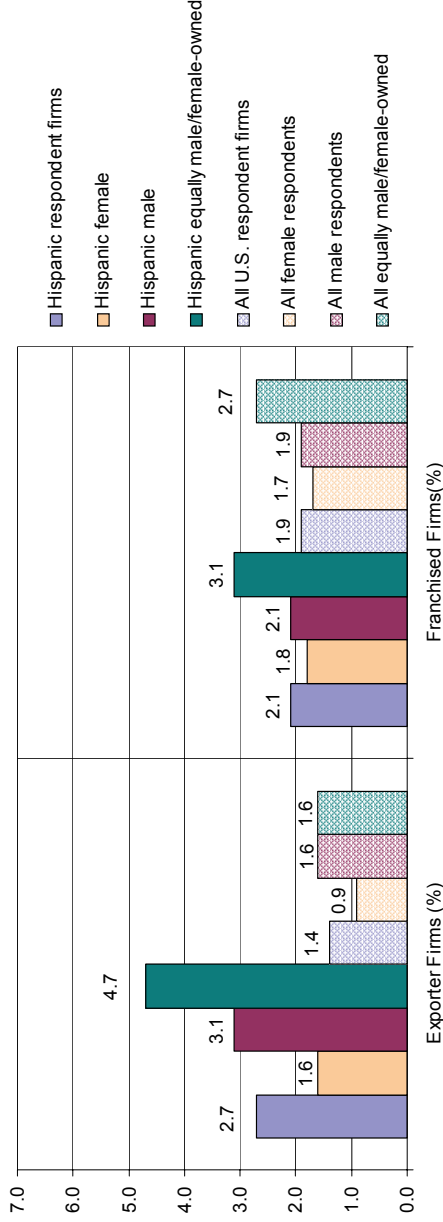
## Achieving Entrepreneurial Parity

The landscape for Hispanic female- and Hispanic male-owned businesses in 2002 would have been quite different if parity had been achieved. Parity is defined as reaching proportionality between the adult Hispanic population and business development measures such as numbers of firms, gross receipts and employees.



- If Hispanic females would have achieved parity in 2002, there would have been 700,000 additional firms, totaling about 1.3 million firms, with gross receipts of nearly \$500 billion and 3.1 million paid employees.
- Even if Hispanic equally-owned firms were included in the actual 2002 measures for Hispanic female- or Hispanic male-owned firms, neither group would have achieved parity in 2002.

## Participation in Exports and Franchised Businesses, 2002



- In 2002, Hispanic-owned firms were more likely to have 10% or more of their total sales attributed to exports compared to all respondent firms (at a 90% confidence level).
- Hispanic-owned firms and all respondent firms were franchised at about the same rates in 2002 (at a 90% confidence level).

Note: A respondent firm is defined as a business that returned the survey form of the 2002 Survey of Business Owners, and provided the gender, Hispanic or Latino origin, or race for the owner(s) or indicated that the firm was publicly held.

| Hispanic Firms by Industry, 2002                                  |                 |                  |                 |                  |
|-------------------------------------------------------------------|-----------------|------------------|-----------------|------------------|
| Industry                                                          | Female          |                  | Male            |                  |
|                                                                   | Number of Firms | % of Total Firms | Number of Firms | % of Total Firms |
| Total for all sectors                                             | 540,745         | 100.0            | 921,183         | 100.0            |
| Forestry, fishing & hunting, & ag. support services               | 954             | 0.2              | 7,849           | 0.9              |
| Mining                                                            | 402             | 0.1              | 1,036           | 0.1              |
| Utilities                                                         | 171             | 0.03             | 494             | 0.1              |
| Construction                                                      | 15,025          | 2.8              | 183,951         | 20.0             |
| Manufacturing                                                     | 8,307           | 1.5              | 20,049          | 2.2              |
| Wholesale trade                                                   | 8,267           | 1.5              | 22,323          | 2.4              |
| Retail trade                                                      | 57,618          | 10.7             | 75,549          | 8.2              |
| Transportation & warehousing                                      | 12,145          | 2.3              | 105,897         | 11.5             |
| Information                                                       | 4,309           | 0.8              | 9,452           | 1.0              |
| Finance & insurance                                               | 9,890           | 1.8              | 20,700          | 2.3              |
| Real estate & rental & leasing                                    | 23,756          | 4.4              | 37,216          | 4.0              |
| Professional, scientific, & technical services                    | 44,518          | 8.2              | 87,236          | 9.5              |
| Management of companies & enterprises                             | 29              | 0.01             | 193             | 0.02             |
| Administrative & support & waste management & remediation service | 89,590          | 16.6             | 105,934         | 11.5             |
| Educational services                                              | 9,864           | 1.8              | 8,524           | 0.9              |
| Health care & social assistance                                   | 124,949         | 23.1             | 48,812          | 5.3              |
| Arts, entertainment, & recreation                                 | 14,748          | 2.7              | 27,159          | 3.0              |
| Accommodation & food services                                     | 14,997          | 2.8              | 25,390          | 2.8              |
| Other services                                                    | 101,040         | 18.7             | 133,095         | 14.5             |
| Industries not classified                                         | 289             | 0.1              | 621             | 0.1              |

- In 2002, Hispanic female-owned firms were most concentrated in health care and social assistance (23%); other services (19%); administrative and support and waste management and remediation services (17%); retail trade (11%); and professional, scientific, and technical services (8%).
- Hispanic male-owned firms were most concentrated in construction (20%); other services (15%); administrative and support and waste management and remediation services (12%); and transportation and warehousing (12%).