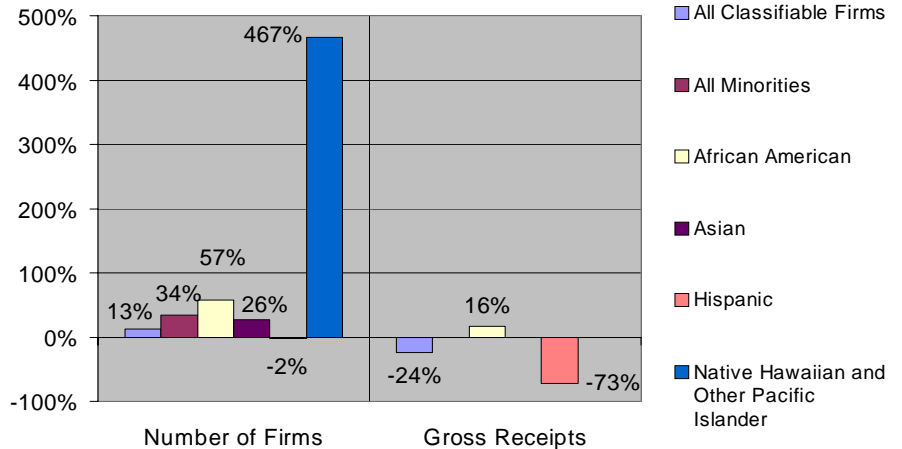


The State of Minority Business: Delaware

- In 2002, there were over 7,100 minority firms.
- These firms also employed between 5,000 and 9,999 workers.
- Minority firms represented 12% of all 'classifiable' firms located in the state.
- The number of minority firms in Delaware increased by 34% between 1997 and 2002, compared to 13% for all 'classifiable' firms in the state.
- Delaware had the 40th largest minority population in the country, numbering more than 225,000 or 27.9% of the state's total population in 2002.

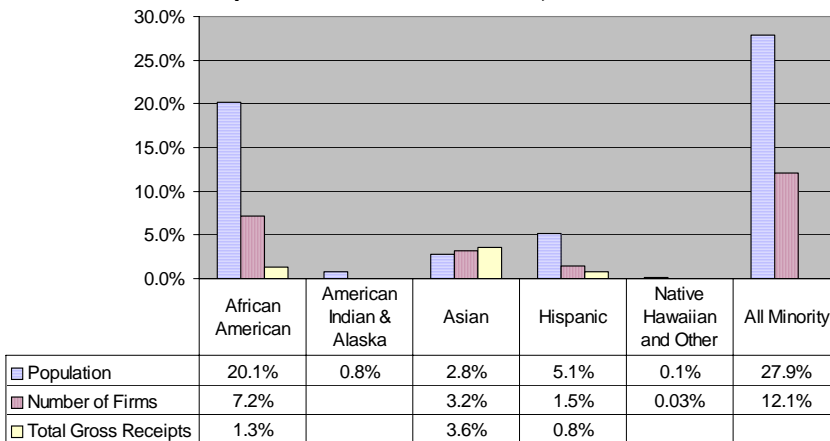
Change in Number of Firms and Gross Receipts for Firms in Delaware 1997 - 2002



Summary Statistics by Group in Delaware – 2002

Group	Number of Firms	Total Gross Receipts (\$1,000)	Average Gross Receipts (\$1,000)	Firms with Paid Employees	Paid Employees
African American	4,258	\$214,953	\$50	385	2,770
American Indian & Alaska Native	S	S	n/a	S	S
Asian	1,895	\$617,928	\$326	776	3,877
Hispanic	879	\$137,396	\$156	142	960
Native Hawaiian and Other Pacific Islander	17	D	n/a	S	b
All Minority	7,159	D	n/a	1,369	i
Classifiable Firms (Minority and non-Minority)	59,162	\$17,040,910	\$288	15,960	161,688
All U.S. Firms (includes publicly-held)	63,570	\$116,426,938	\$1,831	19,589	377,450

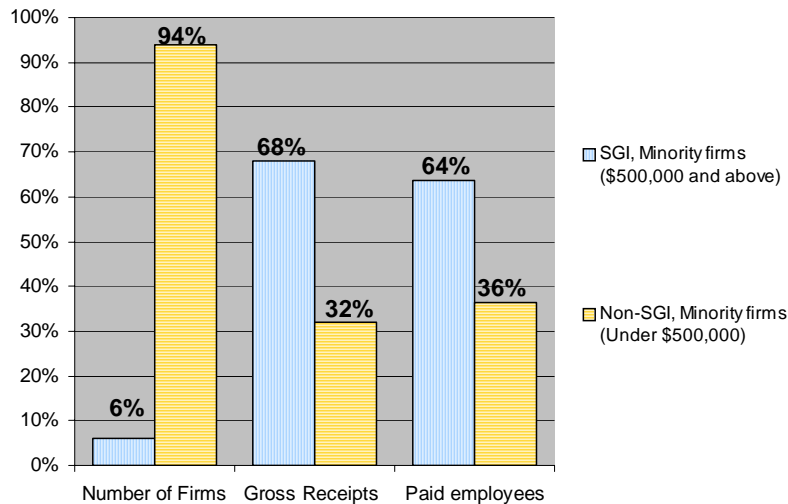
Percentage of Minority Population, Number of Firms and Gross Receipts Compared to Classifiable Firms, Delaware – 2002



- In 2002, only Asian Americans reached parity in their number of firms and total gross receipts. No other minority group reached parity.
- If minority business activity in Delaware matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 16,500. They would have generated \$4.75 billion in gross receipts and employed 45,000 workers.

Source: U.S. Census Bureau's 2007 Special Tabulation for Minority Firms in 2002, *Survey of Business Owners, Company Summary*, September 2006; 1997 *Survey of Minority- and Women-Owned Business Enterprises*, July 2001. Table 2: *Estimates of the Total Population of States by Race and Hispanic Origin*: July 1, 2002. All U.S. Firms include publicly-held, foreign-owned and non-profit firms. Statistics for All Minority, Classifiable Firms and all groups do not include publicly-held, foreign-owned and non-profit entities. Classifiable Firms include minority-owned and non-minority-owned firms. These are firms whose ownership can be classified by race, gender of Hispanic origin. Total numbers for Classifiable Firms represent MBDA estimates. Hispanics may be of any race, because business owners were allowed to identify with more than one race category. S = Estimates are suppressed when publication standards are not met. D= Information withheld to avoid disclosing data for individual companies. b= 20 to 99 employees. i = 5,000 to 9,999 employees. n/a = not available. Due to the exclusion of tribally held governments in 2002, data for American Indian and Alaska Native firms for 1997 and 2002 are not directly comparable. Some growth measures and percentage representation for American Indian and Alaska Natives, All Minorities, Asians, and Native Hawaiians and Other Pacific Islanders were not provided because data was unavailable. Population estimates for 2002 were for all ages.

Minority Firms in Delaware by Gross Receipts Size, 2002



- While smaller in number, minority-owned Strategic Growth Initiative (SGI) firms, which have annual receipts of \$500,000 or more, generate a much larger percentage of all the group's revenues and paid employment than firms with receipts under \$500,000.
- In 2002, SGI firms generated about 68% of all receipts grossed by all minority firms in Delaware and employed 64% of all paid workers employed by minority firms in that state.
- Minority-owned firms in Delaware were also more concentrated in the following industries: health care and social assistance; other services; retail trade; and professional, scientific, and technical services.

Number of Minority Firms in Delaware, by Industry - 2002

Industry	African American	American Indian and Alaska Native	Asian	Hispanic	Native Hawaiian and Other Pacific Islander	All Minority	% of All Minority Firms
Forestry, Fishing and Hunting, and Agricultural Support Services	0	0	7	S	0	57	0.8%
Mining	0	0	0	0	0	0	0.0%
Utilities	1	0	0	1	0	2	0.03%
Construction	S	S	S	92	0	474	6.6%
Manufacturing	20	3	23	6	0	52	0.7%
Wholesale Trade	40	1	46	15	0	117	1.6%
Retail Trade	486	S	351	121	0	1,008	14.1%
Transportation and Warehousing	253	S	22	27	S	349	4.9%
Information	51	3	24	16	0	97	1.4%
Finance and Insurance	S	2	S	22	S	147	2.1%
Real Estate and Rental and Leasing	128	S	101	24	0	268	3.7%
Professional, Scientific, and Technical Services	403	19	353	115	1	874	12.2%
Management of Companies and Enterprises	S	0	S	0	0	29	0.4%
Administrative Support, Waste Management, and Remediation Services	483	S	S	S	1	602	8.4%
Educational Services	161	1	26	15	0	208	2.9%
Health Care and Social Assistance	907	5	223	135	0	1,223	17.1%
Arts, Entertainment, and Recreation	189	7	S	15	0	246	3.4%
Accommodation and Food Services	72	1	203	36	0	309	4.3%
Other Services	676	S	301	97	0	1,069	14.9%
Unclassified	S	0	0	S	0	21	0.3%
All Minority Firms in Delaware	4,258	S	1,895	879	17	7,159	99.9%

Source: U.S. Census Bureau's 2007 Special Tabulation for all minority firms in 2002, *2002 Survey of Business Owners, Company Summary*, September 2006; *1997 Survey of Minority- and Women-Owned Business Enterprises*, July 2001. Statistics for All Minority firms by receipts size represent MBDA estimates. Hispanics may be of any race, because business owners were allowed to identify with more than one race category. 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. S = Estimates are suppressed when publication standards are not met. Total percentages for minority firms by industry may exceed 100% because some firms may be classified in more than one industry. For more information on MBDA methodology, please review *The State of Minority Business Enterprises* at { [HYPERLINK "http://www.mbda.gov/minoritybizfacts"](http://www.mbda.gov/minoritybizfacts) }. For information on Census' data methodology and standard errors, please visit { [HYPERLINK "http://www.census.gov/csd/sbo/index.html"](http://www.census.gov/csd/sbo/index.html) }. Prepared by MBDA's Office of Business Development, February 2008.