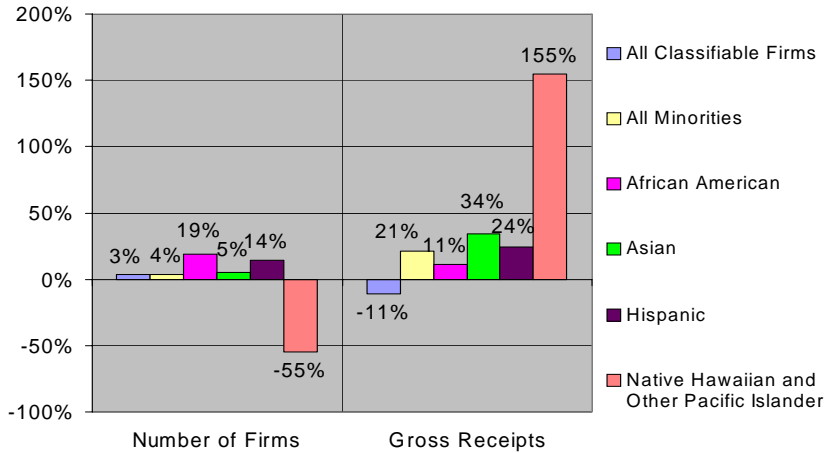


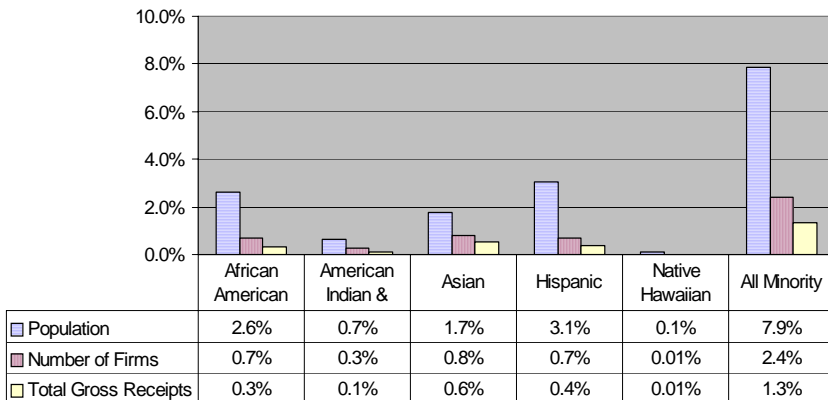
**Change in Number of Firms and Gross Receipts for Firms in Iowa  
 1997 - 2002**

- In 2002, there were nearly 5,500 minority firms in Iowa generating about \$1.1 billion in gross receipts.
- These firms also employed 10,000 to 24,999 workers.
- Minority firms represented 2.4% of all 'classifiable' firms located in the state.
- The number of minority firms in Iowa increased by 4% between 1997 and 2002, compared to 3% for all 'classifiable' firms in the state.
- Iowa had a small minority population, numbering about 231,000 or 8% of the state's total population in 2002.



| Summary Statistics by Group in Iowa – 2002     |                 |                                |                                  |                                     |                |
|--|-----------------|--------------------------------|----------------------------------|-------------------------------------|----------------|
| Group  | Number of Firms | Total Gross Receipts (\$1,000) | Average Gross Receipts (\$1,000) | Number of Firms with Paid Employees | Paid Employees |
| African American                               | 1,609           | \$258,030                      | \$160                            | 216                                 | 1,647          |
| American Indian & Alaska Native                | 640             | \$84,062                       | \$131                            | S                                   | S              |
| Asian  | 1,786           | \$456,284                      | \$255                            | 700                                 | 5,532          |
| Hispanic                                       | 1,536           | \$288,558                      | \$188                            | 363                                 | 2,956          |
| Native Hawaiian & Other Pacific Islander       | 17              | \$6,510                        | \$383                            | 3                                   | b              |
| <b>All Minority</b>                            | <b>5,489</b>    | <b>\$1,086,944</b>             | <b>\$198</b>                     | <b>1,361</b>                        | <b>j</b>       |
| Classifiable Firms (minority and non-minority) | 228,860         | \$81,875,346                   | \$358                            | 55,852                              | 556,932        |
| All U.S. Firms (includes publicly-held firms)  | 236,515         | \$233,630,659                  | \$988                            | 62,314                              | 1,193,542      |

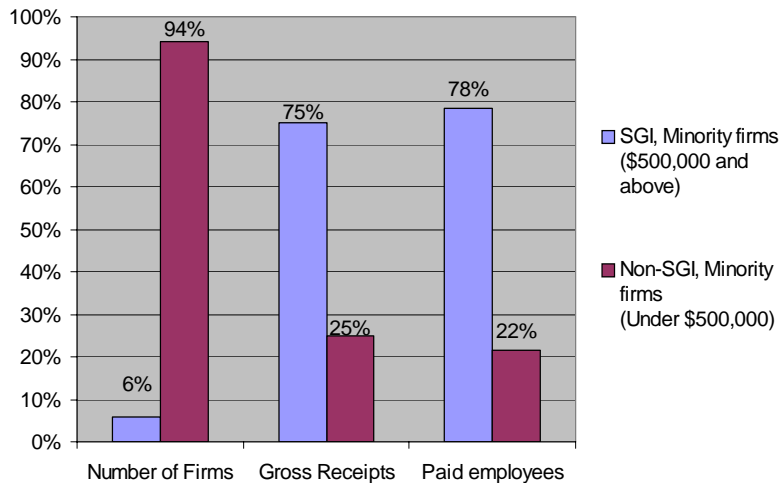
**Percentage of Minority Population, Number of Firms and Gross Receipts  
 Compared to Classifiable Firms, Iowa – 2002**



- In Iowa, no minority group has reached parity in their number of firms or gross receipts when compared to their representation in the state's population.
- If minority business activity in Iowa matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 18,000 and they would have generated over \$6.4 billion in gross receipts and employed more than 43,800 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. b = 20-99 employees. j = 10,000 to 24,999 employees. 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. Population estimates for 2002 were for all ages.

### Minority Firms in Iowa by Gross Receipts Size, 2002



- While smaller in number, Strategic Growth Initiative (SGI) minority-owned 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, minority-owned firms with receipts of \$500,000 or more generated about 75% of all receipts grossed by all minority firms in Iowa and employed 78% of all paid workers employed by minority firms in that state.
- Minority-owned firms in Iowa were also more concentrated in the following industries: health care and social assistance; other services; retail trade; and accommodation and food services.

### Number of Minority Firms in Iowa, 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   | 3                | 0                                 | S            | S            | 0  | 35           | 0.6%                    |
| Mining   | 0                | 0                                 | 0            | 0            | 0  | 0            | 0.0%                    |
| Utilities  | 2                | 0                                 | 0            | 1            | 0  | 3            | 0.1%                    |
| Construction   | 69               | S                                 | S            | 233          | 3  | 462          | 8.4%                    |
| Manufacturing  | 15               | 6                                 | 9            | 15           | 1  | 45           | 0.8%                    |
| Wholesale Trade  | 18               | 6                                 | 42           | 17           | 1  | 85           | 1.5%                    |
| Retail Trade   | 120              | S                                 | 241          | S            | 3  | 679          | 12.4%                   |
| Transportation and Warehousing                                     | 84               | S                                 | 32           | 44           | 1  | 172          | 3.1%                    |
| Information  | S                | S                                 | 14           | 14           | 0  | 36           | 0.7%                    |
| Finance and Insurance  | S                | 19                                | 10           | 42           | 0  | 110          | 2.0%                    |
| Real Estate and Rental and Leasing                                 | 29               | S                                 | 93           | 50           | 0  | 191          | 3.5%                    |
| Professional, Scientific, and Technical Services                   | 154              | 48                                | 222          | 154          | 0  | 564          | 10.3%                   |
| Management of Companies and Enterprises                            | 0                | 1                                 | 0            | 2            | 0  | 3            | 0.1%                    |
| Administrative Support, Waste Management, and Remediation Services | 124              | S                                 | 45           | 94           | 1  | 287          | 5.2%                    |
| Educational Services   | 67               | S                                 | 44           | 27           | 0  | 134          | 2.4%                    |
| Health Care and Social Assistance                                  | 546              | S                                 | 265          | 236          | 2  | 1,151        | 21.0%                   |
| Arts, Entertainment, and Recreation                                | S                | S                                 | 50           | S            | 0  | 216          | 3.9%                    |
| Accommodation and Food Services                                    | 42               | 7                                 | 413          | 174          | 0  | 626          | 11.4%                   |
| Other Services   | 188              | S                                 | 264          | 147          | S  | 692          | 12.6%                   |
| Unclassified   | 0                | 0                                 | 0            | 0            | 0  | 0            | 0.0%                    |
| <b>All minority firms in Iowa</b>                                  | <b>1,609</b>     | <b>640</b>                        | <b>1,786</b> | <b>1,536</b> | <b>17</b>                                  | <b>5,489</b> | <b>100.0%</b>           |

Source: U.S. Census Bureau, 2007 Special Tabulation for 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 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 may exceed 100% because some firms may be classified under more than one industry. In this analysis, SGI firms are minority firms which generate \$500,000 or more in annual gross receipts. For information on MBDA methodology, please review *The State of Minority Business Enterprises* at [www.mbda.gov/minoritybizfacts](http://www.mbda.gov/minoritybizfacts). For information on Census' data methodology and standard errors, please visit [www.census.gov/csd/sbo/index.html](http://www.census.gov/csd/sbo/index.html). Prepared by MBDA's Office of Business Development, December 2007.