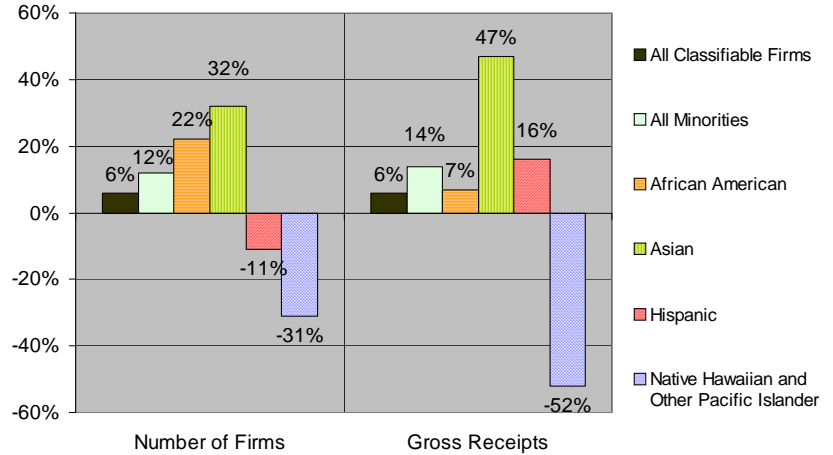


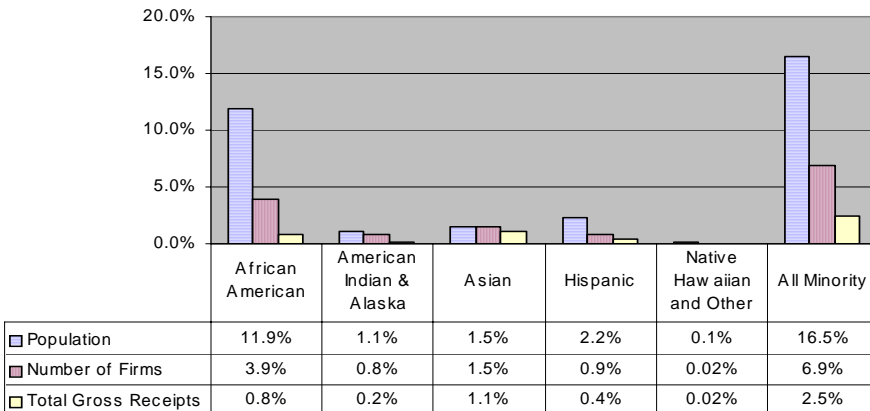
- In 2002, there were over 29,000 minority firms in Missouri generating nearly \$4.3 billion in gross receipts.
- These firms also employed over 39,000 workers.
- Minority firms represented 7% of all 'classifiable' firms located in the state.
- The number of minority firms in Missouri increased by 12% between 1997 and 2002, compared to 6% for all 'classifiable' firms in the state.
- Missouri had a relatively large minority population, numbering about 937,000 or 16.5% of the state's total population in 2002.

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



Summary Statistics by Group in Missouri – 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	16,750	\$1,344,628	\$80	1,998	16,283
American Indian & Alaska Native	3,280	\$336,861	\$103	445	2,669
Asian	6,376	\$1,883,002	\$295	2,524	15,170
Hispanic	3,652	\$682,032	\$187	722	5,507
Native Hawaiian & Other Pacific Islander	96	\$34,190	\$356	S	S
All Minority	29,696	\$4,287,572	\$144	5,697	39,741
Classifiable Firms (minority and non-minority)	427,390	\$172,698,222	\$404	105,504	1,123,339
All U.S. Firms (includes publicly-held firms)	439,485	\$448,859,826	\$1,021	115,163	2,309,018

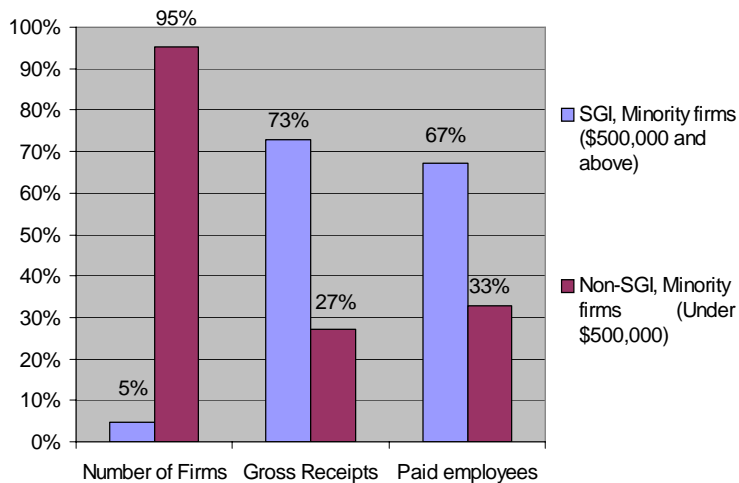
Percentage of Minority Population, Number of Firms and Gross Receipts Compared to Classifiable Firms, Missouri – 2002



- In Missouri, only Asian Americans have reached parity in their number of firms when compared to their representation in the state's population. No other minority group has reached parity in the number of firms and gross receipts.
- If minority business activity in Missouri matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 70,000 and they would have generated over \$28 billion in gross receipts and employed more than 185,000 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. 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 Missouri 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 73% of all receipts grossed by all minority firms in Missouri and employed 67% of all paid workers employed by minority firms in that state.
- Minority-owned firms in Missouri were also more concentrated in the following industries: other services; health care and social assistance; and retail trade.

Number of Minority Firms in Missouri, 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	56	S	S	0	71	0.2%
Mining	0	0	S	1	0	3	0.01%
Utilities	8	4	1	0	0	13	0.04%
Construction	901	820	141	435	S	2,233	7.5%
Manufacturing	S	32	86	73	2	315	1.1%
Wholesale Trade	115	38	151	64	0	369	1.2%
Retail Trade	1,598	363	724	383	2	3,005	10.1%
Transportation and Warehousing	1,021	S	69	91	S	1,394	4.7%
Information	141	11	62	S	S	274	0.9%
Finance and Insurance	469	S	S	107	3	1,038	3.5%
Real Estate and Rental and Leasing	1,026	252	327	S	4	1,823	6.1%
Professional, Scientific, and Technical Services	1,373	307	626	433	1	2,696	9.1%
Management of Companies and Enterprises	5	1	S	1	0	15	0.1%
Administrative Support, Waste Management, and Remediation Services	1,433	250	162	276	S	2,077	7.0%
Educational Services	391	S	113	113	1	644	2.2%
Health Care and Social Assistance	3,781	199	839	395	1	5,199	17.5%
Arts, Entertainment, and Recreation	791	135	97	214	S	1,242	4.2%
Accommodation and Food Services	397	30	1,103	176	1	1,676	5.6%
Other Services	3,001	313	1,546	569	1	5,389	18.1%
Unclassified	S	15	10	S	0	231	0.8%
All minority firms in Missouri	16,750	3,280	6,376	3,652	96	29,696	100.0%

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. For information on Census' data methodology and standard errors, please visit www.census.gov/csd/sbo/index.html. Prepared by MBDA's Office of Business Development, December 2007.