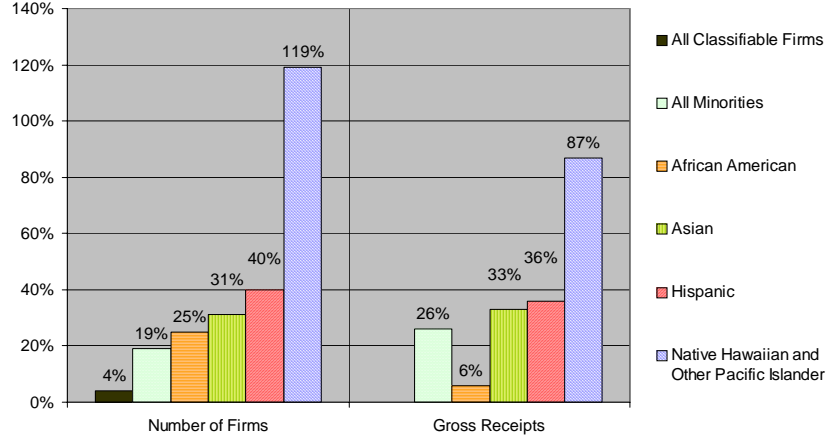


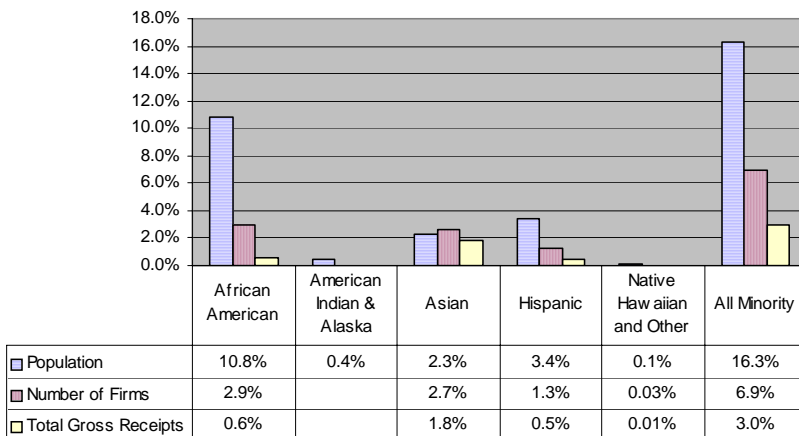
**Change in Number of Firms and Gross Receipts for Firms in Pennsylvania  
 1997 - 2002**

- In 2002, there were over 59,000 minority firms in Pennsylvania generating nearly \$11 billion in gross receipts.
- These firms also employed nearly 78,000 workers.
- Minority firms represented 7% of all 'classifiable' firms located in the state.
- The number of minority firms in Pennsylvania increased by 19% between 1997 and 2002, compared to 4% for all 'classifiable' firms in the state.
- Pennsylvania had the 13<sup>th</sup> largest minority population in the country, numbering 2 million or 16% of the state's total population in 2002.



Summary Statistics by Group in Pennsylvania – 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	24,757	\$2,117,924	\$86	2,661	21,333
American Indian & Alaska Native	S	S	S	S	S
Asian	22,631	\$6,539,658	\$289	7,191	42,743
Hispanic	11,023	\$1,728,956	\$157	1,639	10,051
Native Hawaiian & Other Pacific Islander	291	\$40,822	\$140	S	S
<b>All Minority</b>	<b>59,064</b>	<b>\$10,919,520</b>	<b>\$185</b>	<b>11,846</b>	<b>77,906</b>
Classifiable Firms (minority and non-minority)	850,324	\$369,578,535	\$435	208,151	2,316,508
All U.S. Firms (includes publicly-held firms)	874,255	\$952,847,163	\$1,090	226,585	4,922,962

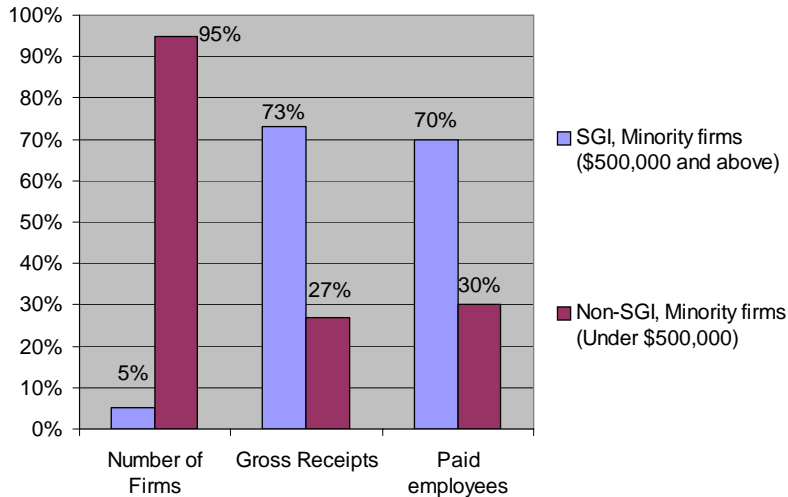
**Percentage of Minority Population, Number of Firms and Gross Receipts  
 Compared to Classifiable Firms, Pennsylvania – 2002**



- In Pennsylvania, 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 Pennsylvania matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 138,000 and they would have generated over \$60 billion in gross receipts and employed more than 376,400 workers.

Source: U.S. Census Bureau, 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. 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. Growth of receipts for classifiable firms is not represented because 1997 relevant data was withheld. 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. Percentage representation of firms and receipts for American Indians and Alaska Natives is not represented because 2002 data was suppressed. Population estimates for 2002 were for all ages.

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



- While smaller in number, Strategic Growth Initiative (SGI) minority-owned firms, which have annual gross receipts of \$500,000 or more, generate a much larger percentage of 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 Pennsylvania and employed 70% of all paid workers employed by minority firms in that state.
- Minority-owned firms in Pennsylvania 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 Pennsylvania, 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	S	14	30	S	0	107	0.18%
Mining	5	0	15	S	0	20	0.03%
Utilities	11	0	2	8	0	17	0.03%
Construction	1,570	412	805	1,361	S	4,017	6.80%
Manufacturing	215	S	578	159	0	1,054	1.78%
Wholesale Trade	226	44	469	158	S	892	1.51%
Retail Trade	2,224	171	3,533	1,601	8	7,379	12.49%
Transportation and Warehousing	1,674	S	548	537	S	2,989	5.06%
Information	294	S	182	94	1	623	1.05%
Finance and Insurance	622	93	382	203	S	1,251	2.12%
Real Estate and Rental and Leasing	815	100	1,025	357	1	2,198	3.72%
Professional, Scientific, and Technical Services	2,840	362	2,765	1,409	S	7,141	12.09%
Management of Companies and Enterprises	5	0	7	S	0	18	0.03%
Administrative Support, Waste Management, and Remediation Services	2,212	63	671	1,056	S	3,982	6.74%
Educational Services	793	S	360	300	1	1,464	2.48%
Health Care and Social Assistance	5,682	185	2,940	1,690	S	9,828	16.64%
Arts, Entertainment, and Recreation	1,161	201	509	393	2	2,279	3.86%
Accommodation and Food Services	734	54	3,439	419	S	4,618	7.82%
Other Services	3,659	S	4,386	1,233	0	9,204	15.58%
Unclassified	S	0	2	1	0	10	0.02%
<b>All minority firms in Pennsylvania</b>	<b>24,757</b>	<b>S</b>	<b>22,631</b>	<b>11,023</b>	<b>291</b>	<b>59,064</b>	<b>100.05%</b>

Source: U.S. Census Bureau's 2007 Special Tabulation for all minority firms in 2002, *2002 Survey of Business Owners, Company Summary*, September 2006; 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 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, October 2007.