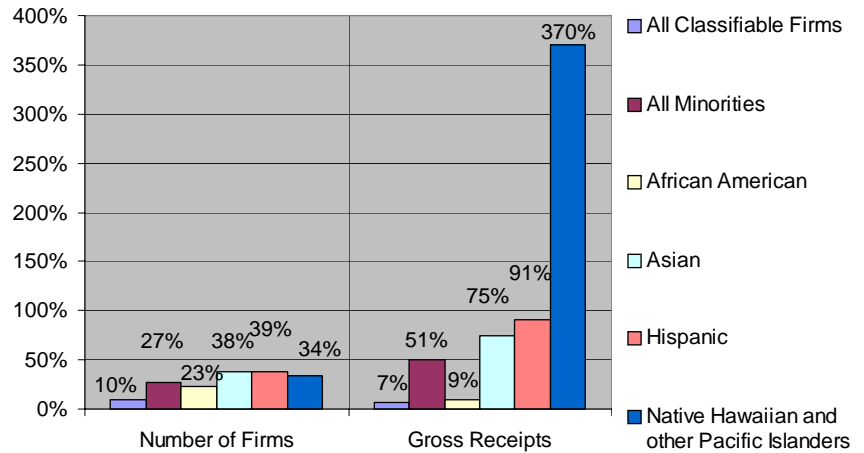


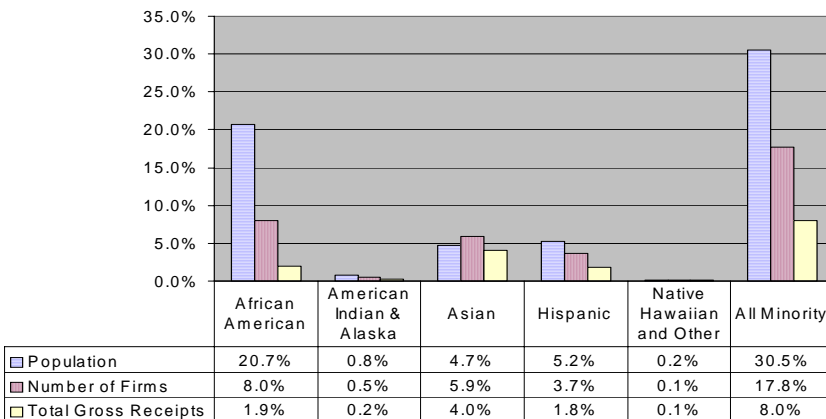
- In 2002, there were over 91,300 minority firms in Virginia generating nearly \$15.4 billion in gross receipts.
- These firms also employed 100,000 or more workers.
- Minority firms represented 17.8% of all 'classifiable' firms located in the state.
- The number of minority firms in Virginia increased by 27% between 1997 and 2002, compared to 10% for all 'classifiable' firms in the state.
- Virginia had the 9th largest minority population in the country, numbering over 2.2 million or 30.5% of the Virginia's total population in 2002.

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



Summary Statistics by Group in Virginia- 2002					
Group	Number of Firms	Total Gross Receipts (\$1,000)	Average Gross Receipts (\$1,000)	Firms with Paid Employees	Paid Employees
African American	41,165	\$3,718,621	\$90	4,610	39,135
American Indian & Alaska Native	2,669	\$468,682	\$176	493	3,677
Asian	30,457	\$7,708,545	\$253	8,233	70,026
Hispanic	18,987	\$3,451,830	\$182	2,429	29,769
Native Hawaiian and Other Pacific Islander	423	\$142,174	\$336	99	f
All Minority	91,365	\$15,368,308	\$165	15,727	m
Classifiable Firms	514,470	\$192,179,748	\$374	124,875	1,393,929
All U.S. Firms (includes publicly-held)	529,520	\$558,291,986	\$1,054	136,042	2,840,146

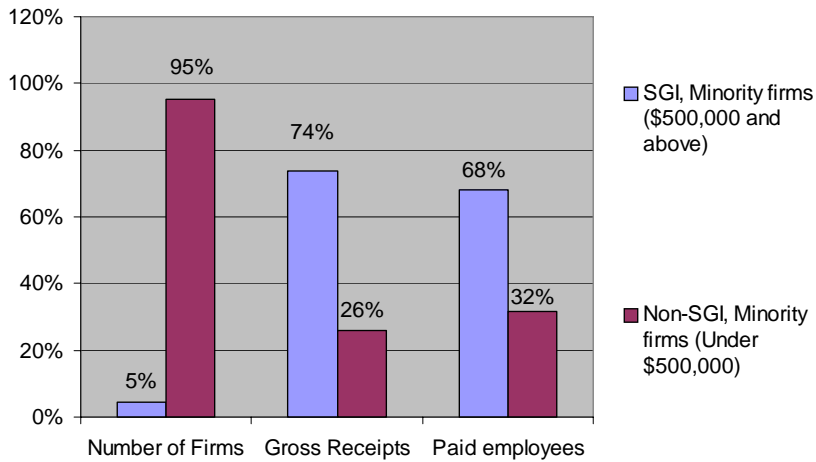
Percentage of Minority Population, Number of Firms and Gross Receipts Compared to Classifiable Firms, Virginia – 2002



- In Virginia, Asians have reached parity in their number of firms when compared to their representation in the state's population. No other group has reached parity in number of firms of total gross receipts.
- If minority business activity in Virginia matched the state's minority population percentage in 2002, the number of minority firms in the state would have exceeded 156,900 and they would have generated over \$58.6 billion in gross receipts and employed over 425,000 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. f = 500-999 employees. m = 100,000 employees or more. 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 Virginia 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 firms with receipts of \$500,000 or more generated about 74% of all receipts grossed by all minority firms in Virginia and employed 68% of all paid workers employed by minority firms in that state.
- Minority firms in Virginia were most concentrated in the following industries: other services; professional, scientific, and technical services; construction; health care and social assistance.

Number of Minority Firms in Virginia, 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	255	S	S	61	0	409	0.4%
Mining	S	0	S	2	0	11	0.01%
Utilities	28	0	0	7	0	31	0.03%
Construction	2,853	520	2,186	5,039	12	10,218	11.2%
Manufacturing	252	S	292	162	S	728	0.8%
Wholesale Trade	371	17	543	199	1	1,141	1.2%
Retail Trade	3,726	240	3,192	1,009	S	8,124	8.9%
Transportation and Warehousing	4,609	192	2,457	979	S	8,047	8.8%
Information	525	10	475	231	41	1,204	1.3%
Finance and Insurance	979	S	553	315	S	1,847	2.0%
Real Estate and Rental and Leasing	1,667	111	1,596	845	S	4,137	4.5%
Professional, Scientific, and Technical Services	4,135	436	4,756	2,027	105	11,085	12.1%
Management of Companies and Enterprises	6	1	2	9	0	18	0.02%
Administrative Support, Waste Management, and Remediation Services	5,022	95	1,431	3,172	48	9,283	10.2%
Educational Services	873	2	451	276	S	1,626	1.8%
Health Care and Social Assistance	6,235	378	2,353	1,431	S	10,136	11.1%
Arts, Entertainment, and Recreation	1,609	S	572	553	S	2,698	3.0%
Accommodation and Food Services	710	63	3,075	624	S	4,536	5.0%
Other Services	7,307	432	6,427	2,042	S	16,072	17.6%
Unclassified	21	WS	28	S	0	66	0.1%
All Firms	41,165	2,669	30,457	18,987	423	91,365	100.1%

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" }. For information on Census' data methodology and standard errors, please visit { HYPERLINK "http://www.census.gov/csd/sbo/index.html" }. Prepared by MBDA's Office of Business Development, February 2008.