

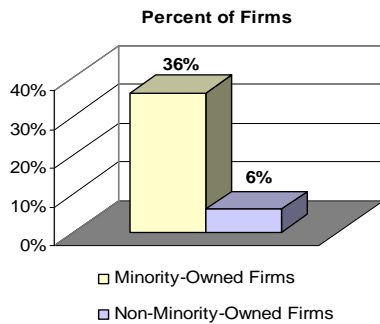
Minority-Owned Firms Lead the Nation in Exporting

Minority-Owned Firms Add \$1 Trillion in Economic Output to U.S. Economy

Minority-Owned Firms (2007)	Annual Gross Receipts (2007)	U.S. Minority Population Buying Power (2009)
5.8 Million Firms	\$1 Trillion	\$2.5 Trillion

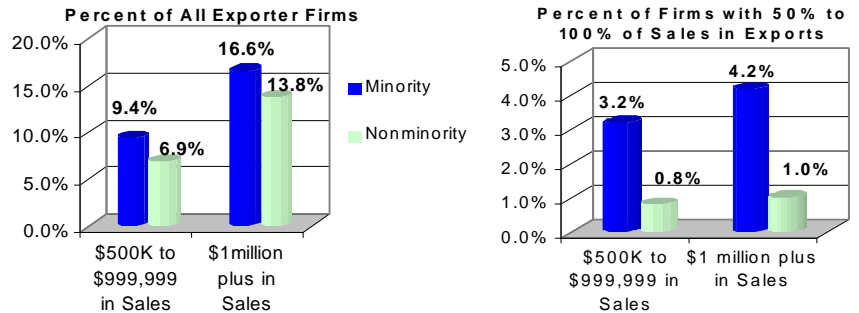
- The economy of the U.S. minority population is greater than the economies of the United Kingdom (\$2.1 trillion), Russia (\$2.1 trillion) and France (\$2.1 trillion).

Minority-Owned Firms Conduct Business in a Language Other than English



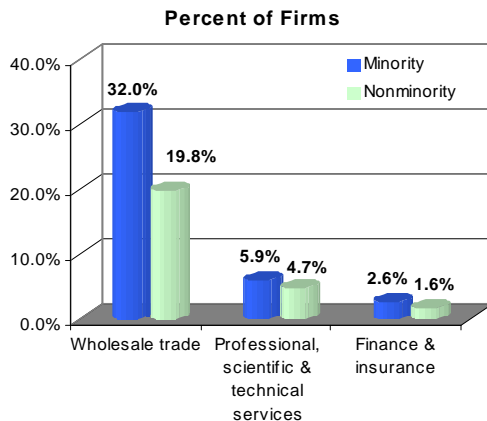
- Minority-owned firms are six times more likely (36% of firms) to conduct business in a language other than English compared to non-minority-owned firms (6% of firms).

Minority-Owned Firms Are More Likely To Export than Non-Minority Firms

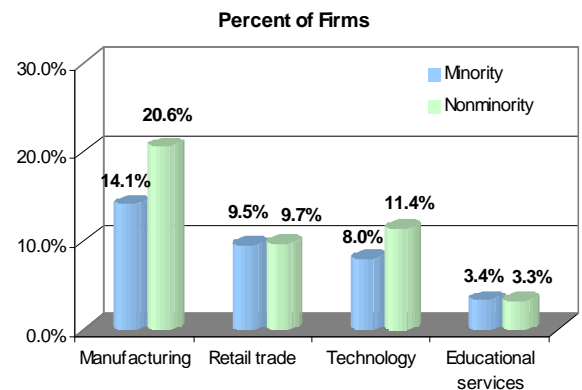


- Minority-owned firms are more likely to export compared to non-minority-owned firms regardless of firm size.
- Among firms generating 50% to 100% of their annual \$1million plus sales through exports, minority-owned firms were four times (4.2%) as likely to export compared to non-minority firms (1%).

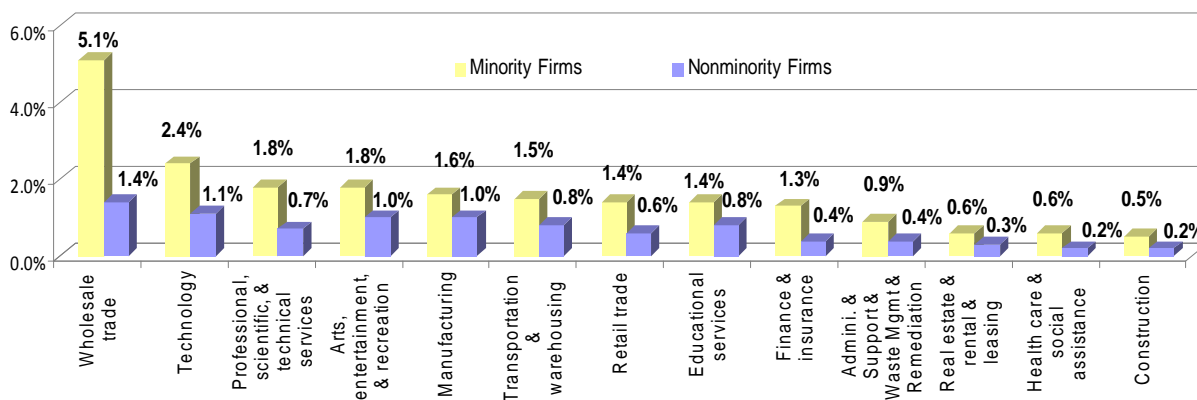
Minority-Owned Firms Have Strong Export Capabilities across Industries



- Minority-owned firms in **Wholesale Trade; Professional, Scientific & Technical Services; and Finance and Insurance** were more likely to export compared to non-minority firms in those same industries.
- Other top minority-owned firms' exporting sectors include Manufacturing, Retail Trade, Technology and Educational Services.



Minority-Owned Firms Are More Likely To Have Global Operations

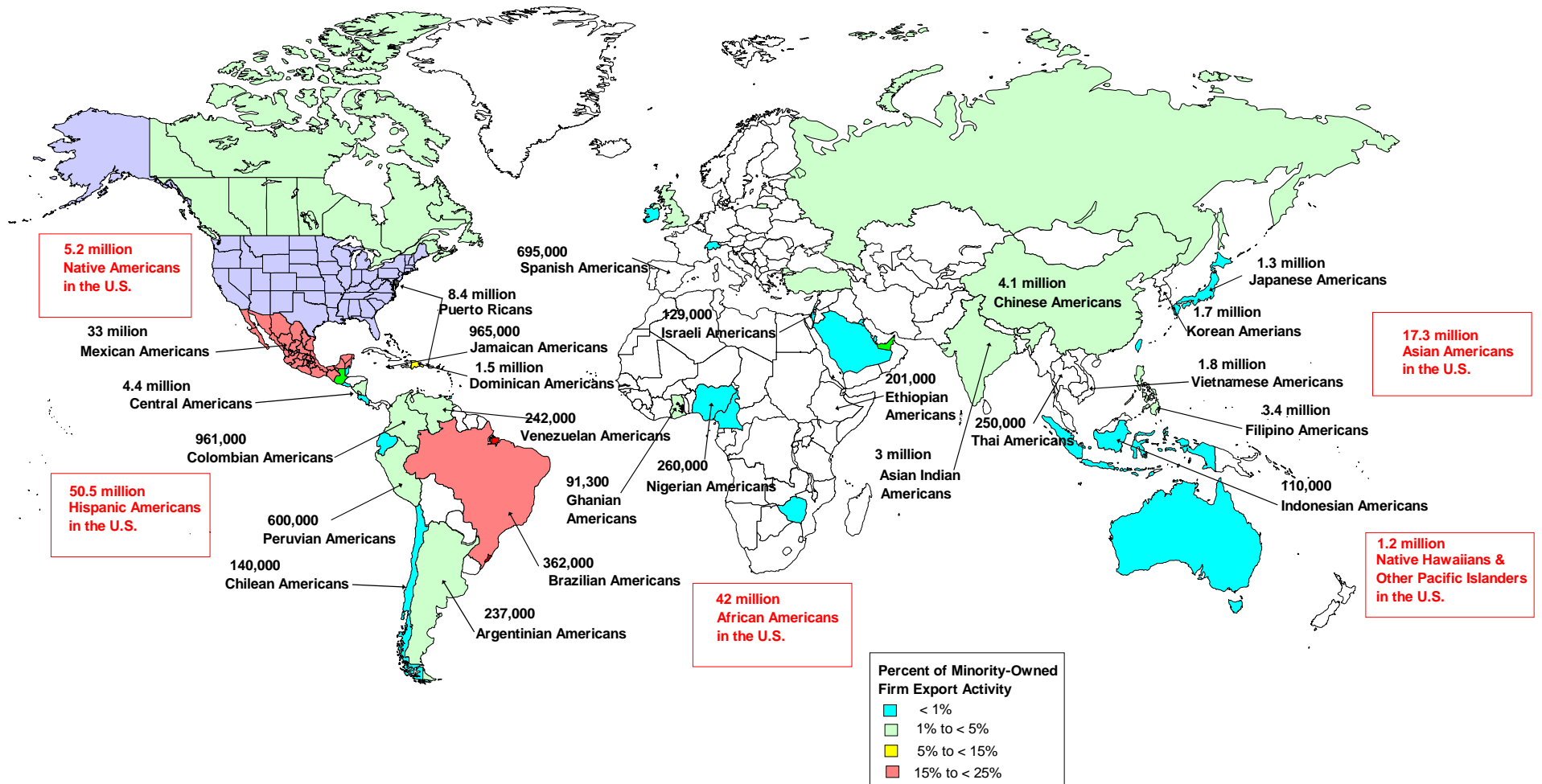


- Minority-owned firms operating in 2007 were more likely to have operations established abroad in 14 of 19 industry sectors compared to non-minority firms.
- Global operations are supporting export activity.

Note: The technology sector includes firms in IT, broadcasting, and telecommunications, among other industries.

U.S. Minority-Owned Firms Enhance U.S. Global Competitive Advantage

U.S. Minority Population for Selected Ethnicities (Census, 2010)
 Minority-Owned Business Export Activity (Export Import Bank, 1992-2009)



- Minority-owned firms' export activity spanned 41 countries, according to data from the U.S. Export Import Bank on export activity between 1992 and 2009. These data are not comprehensive of all minority-owned firms' export activity.
- **Minority-owned firms exported to China, Brazil, India, Colombia, Turkey, Saudi Arabia and Indonesia** -- high growth and emerging markets identified under the President's National Export Initiative, which calls for doubling U.S. exports in five years.
- The U.S. minority population continued to grow at a rapid pace. By 2042 minorities will represent the majority of the U.S. population.

Source: U.S. Census Bureau, 2010 American Community Survey 1-year estimates; 2010 Census Briefs released May 2011 – March 2012. U.S. Census' *An Older and More Diverse Nation by Midcentury* (press release), August 2008. U.S. Census Bureau, *2007 Survey of Business Owners*, released June 2011. Data on language usage, other than English, to conduct business are MBDA estimates. Data on characteristics for Minority and Non-Minority Firms are based on firms who responded to the Census survey and not the universe of firms. About 5.1% of all Minority Firms and 2.7% of all Non-Minority Firms did not know how much of their sales were generated by exports. Statistics for all groups of firms exclude publicly held, foreign-owned and not-for-profit entities. Statistics on exports by country are based on U.S. Export Import Bank data on authorized financial transactions where countries were identified between 1992 and 2009. Produced by the Minority Business Development Agency, April 2012.