



African American-Owned Business Growth & Global Reach

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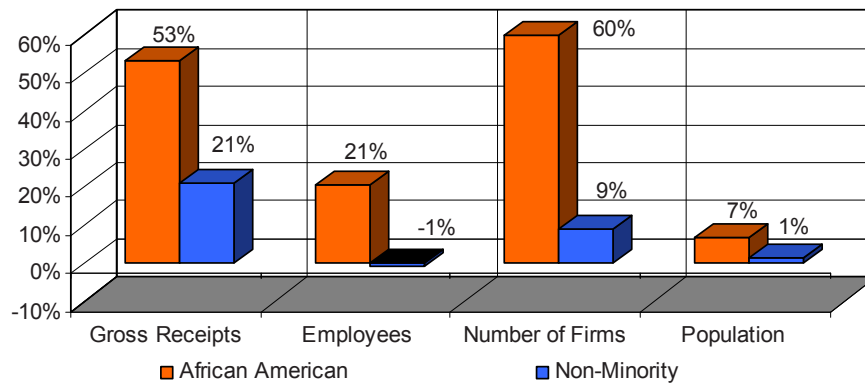
African American-Owned Firms Generate \$136 Billion in Economic Output to the U.S. Economy and Create about 910,000 Jobs*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
All African American	1,921,864	\$135.7 billion	\$70,629	106,566	\$97.1 billion	\$911,594	909,552	\$910.4 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

- In 2007, there were about 1.9 million African American-owned firms, of which **6 percent (106,566) were firms with employees.**
- **African American-owned firms with employees had average receipts of over \$911,000** and average employment of 9 workers per firm with employees.
- The African American population had an estimated **buying power of \$910 billion in 2009**, larger than the 2009 estimated purchasing power of all but 16 countries worldwide, including Australia (\$824 billion), Taiwan (\$717 billion) and the Netherlands (\$654 billion). ***

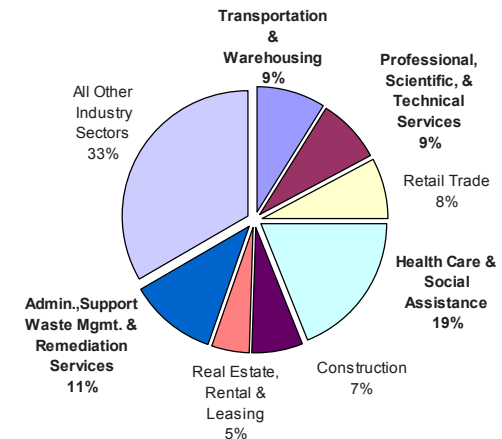
African American Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, African American-owned firms outpaced the growth of non-minority firms in gross receipts (53% African American growth), employment (21%), and number of firms (60%).
- African American firms are an engine of job creation, with paid employment growing by **21% from 754,000 to nearly 910,000** compared to a decrease in employment of **1 percent** for non-minority firms.
- The fast growing African American population increased by 7% during the same period, compared to only a 1% increase for non-minorities.

African American-Owned Firms Top Industry Sectors, 2007



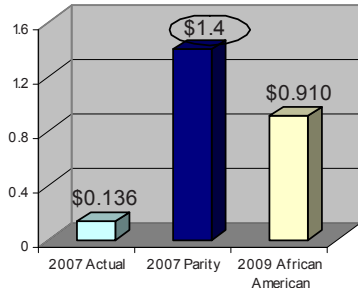
- African American Firms were most concentrated in Health Care & Social Assistance (19%); Administrative & Support and Waste Mgmt. & Remediation Services (11%); Transportation & Warehousing; and Professional, Scientific & Technical Services (both 9%). All Other Industry Sectors include firms in Agriculture; Utilities; Manufacturing; Wholesale Trade; Information; Finance & Insurance; and Accommodation & Food Services, among others.

Source: *U.S. Census Bureau, *2007 Survey of Business Owners*, June 2011; *2002 Survey of Business Owners*, September 2006; and Annual Population Estimates, June 2010. **University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009," *Georgia Business and Economic Conditions*, 2009. ***Central Intelligence Agency, *The World FactBook*, GDP estimates by country in 2009. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency, August 2011.

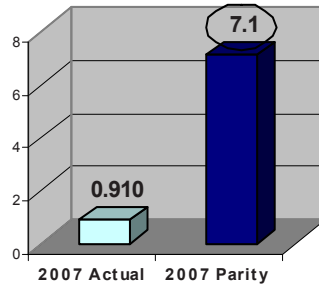
Entrepreneurial Parity Remains Elusive for African American-Owned Businesses

Entrepreneurial parity for African American businesses has yet to be reached. Parity is defined as reaching proportionality between the adult African American population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).

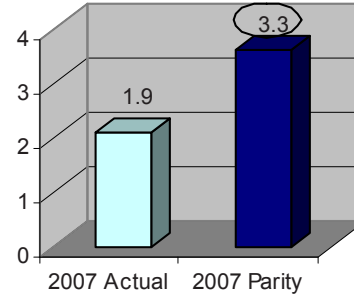
Gross Receipts (in \$ trillions)



Paid Employment (in millions)

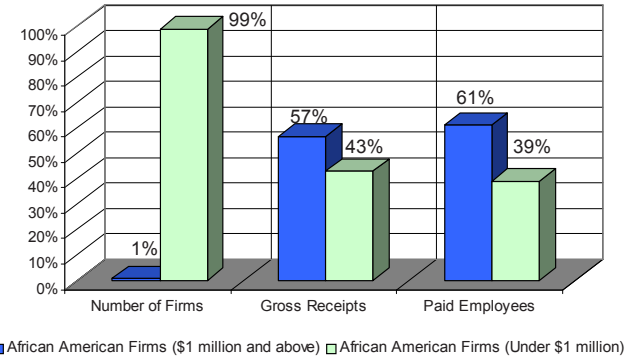


Number of Firms (in millions)



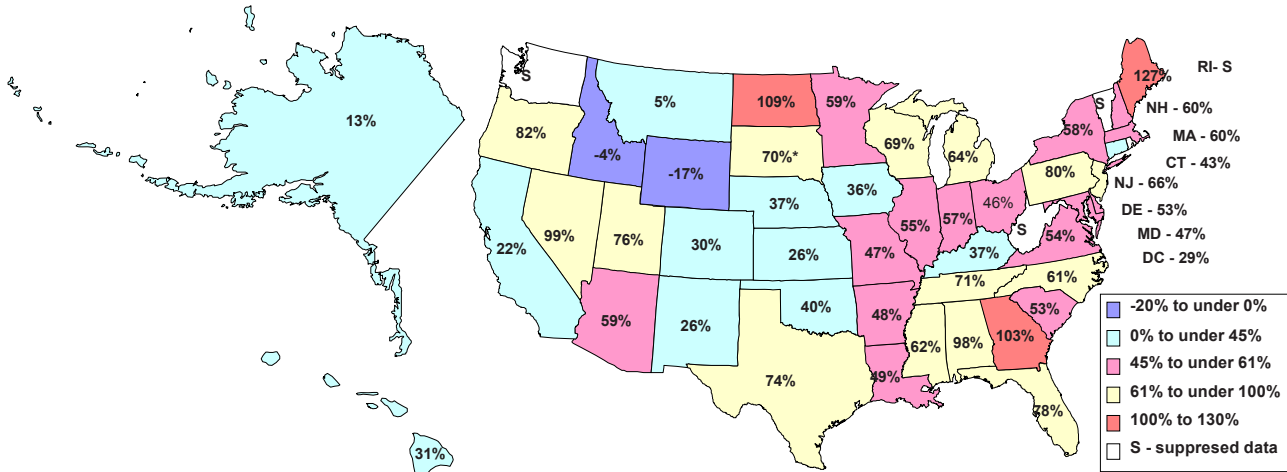
- The adult African American population represented 12 percent of the U.S. adult population in 2007, but African Americans held only 7 percent of all Classifiable firms, 1 percent of these firms' gross receipts and 2 percent of their employment.
- If African American firms' gross receipts had reflected the 2007 adult African American population share, receipts would have amounted to nearly \$1.4 trillion — over \$1.2 trillion more than the actual figure.
- Paid employment would have totaled nearly 7.1 million workers — about 8 times the actual employment.
- The number of African American firms would have been about 3.3 million firms, over 1.3 million additional firms.

African American-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number (1% of total African American-owned firms), African American firms with receipts of \$1 million or more generated a larger percentage of African American firms' revenues (57%), and employment (61%), than firms with receipts under \$1 million.
- There were over 14,000 African American-owned firms with receipts of \$1 million or more. These firms generated combined receipts of \$77 billion and employed 557,000 workers.

African American-Owned Firms Grow Fastest in 18 States across USA





American Indian & Alaska Native-Owned Business Growth and Global Reach

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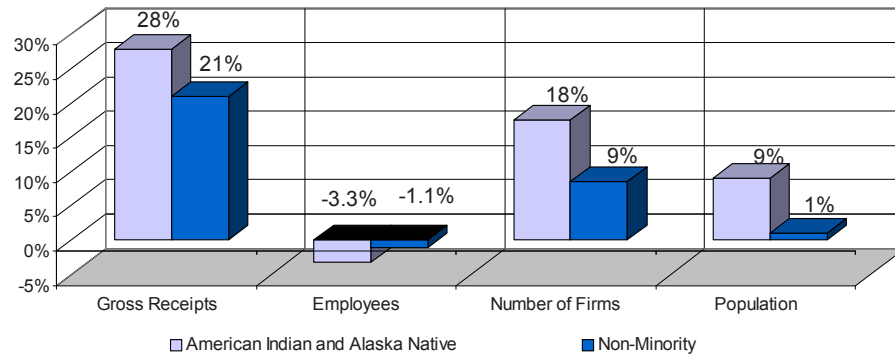
American Indian & Alaska Native-Owned Firms Generate \$34.4 Billion in Economic Output to the U.S. Economy

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
American Indian & Alaska Native	236,691	\$34.4 billion	\$145,142	23,662	\$27.5 billion	\$1,161,951	185,037	\$64.7 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

- In 2007, there were about 237,000 American Indian & Alaska Native firms, of which 10 percent (23,662) were firms with employees.
- American Indian & Alaska Native firms with employees had average receipts of \$1.2 million and average employment of 8 workers per firm with employees.
- The American Indian population had an estimated buying power of \$64.7 billion in 2009, larger than the 2009 purchasing power of countries such as Kenya (\$63.7 billion), Burma (\$57.5 billion), Slovenia (\$55.8 billion), and Costa Rica (\$48.5 billion). ***

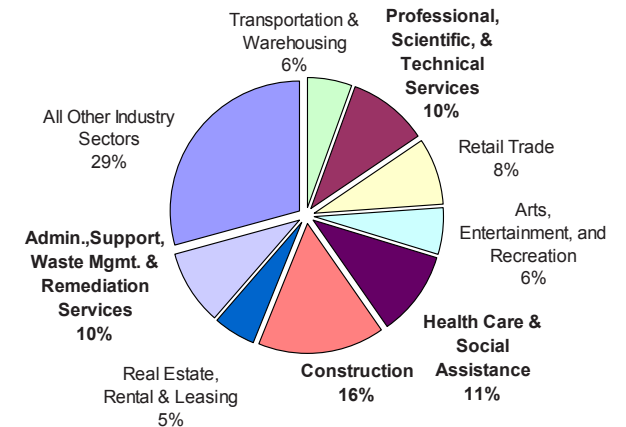
American Indian & Alaska Native Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, American Indian & Alaska Native- (AIAN) owned firms outpaced the growth of non-minority firms in gross receipts (28%, AIAN growth) and number of firms (18%).
- American Indian & Alaska Native firms' paid employment decreased by 3.3%, from 191,270 to 185,037, during this period. However, statistically this percent measure is not significantly different from zero.
- The rapidly growing American Indian & Alaska Native population increased by 9% during the same period, compared to a 1% increase for non-minorities.

American Indian & Alaska Native-Owned Firms' Top Industry Sectors, 2007

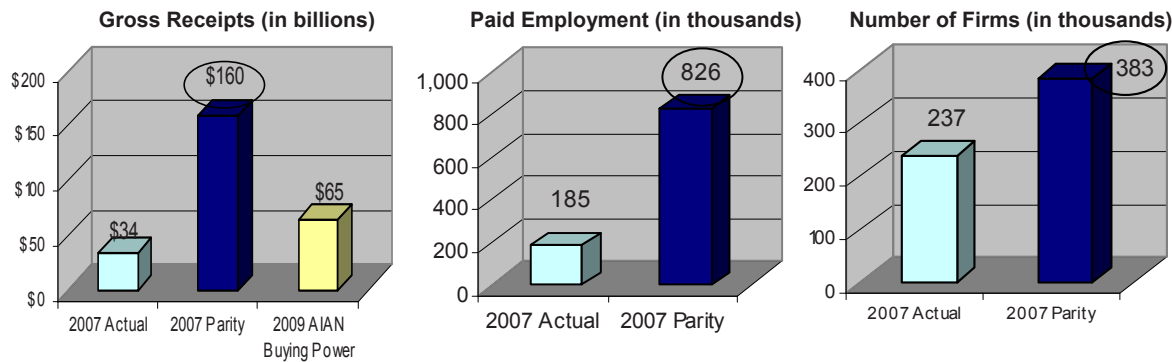


- American Indian & Alaska Native Firms were most concentrated in Construction (16%); Health Care & Social Assistance (11%); Professional, Scientific, & Technical Services; and Administrative, Support, Waste Management & Remediation Services (both 10%). All Other Industry Sectors include firms in Agriculture; Mining; Utilities; Manufacturing; Wholesale Trade; Information, Finance & Insurance; Accommodation & Food Services; and Educational Services, among other.

Source: *U.S. Census Bureau, 2007 Survey of Business Owners, June 2011; 2002 Survey of Business Owners, September 2006; and Annual Population Estimates, June 2010. AIAN data excludes tribally-owned businesses. **University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009," Georgia Business and Economic Conditions, 2009. ***Central Intelligence Agency, The World FactBook, GDP estimates by country in 2009. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency, August 2011.

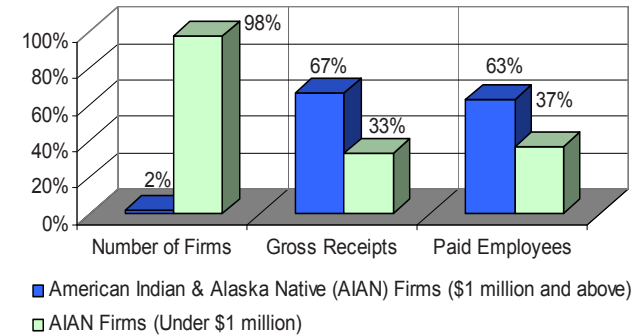
Entrepreneurial Parity Remains Elusive for American Indian & Alaska Native-Owned Businesses

Entrepreneurial parity for American Indian & Alaska Native (AIAN) businesses has yet to be reached. Parity is defined as reaching proportionality between the adult AIAN population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



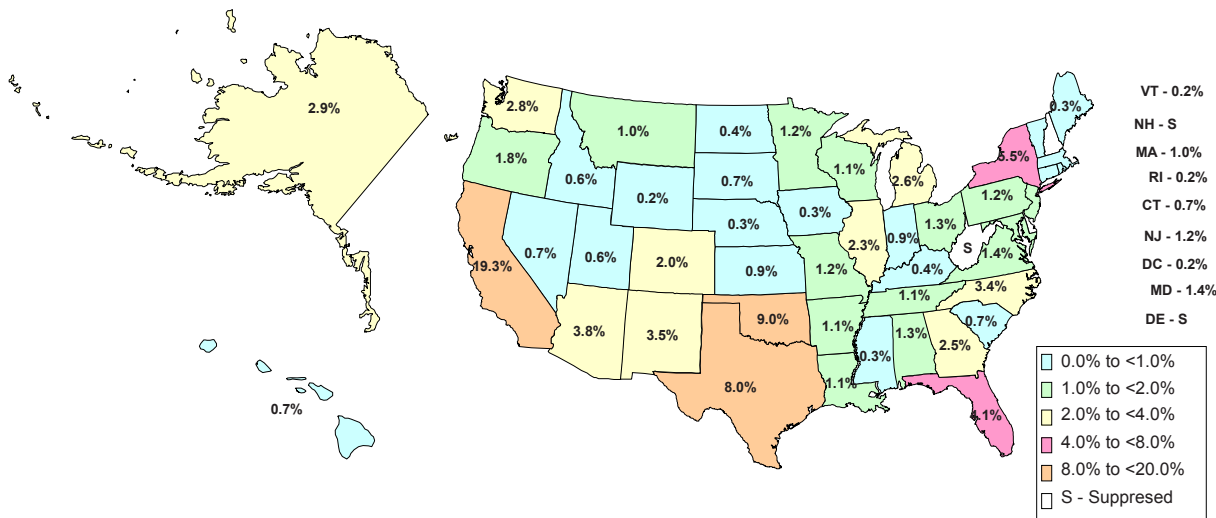
- The adult American Indian & Alaska Native (AIAN) population represented 1.5 percent of the adult U.S. population in 2009, but AIAN held only 0.9% percent of all Classifiable firms, 0.3 percent of these firms' gross receipts and 0.3 percent of their employment.
- If American Indian & Alaska Native firms' gross receipts reflected the 2007 adult American Indian & Alaska Native population share, receipts would have amounted to more than \$160 billion—nearly five times the actual figure.
- Paid employment would have totaled almost 829,000—about 4.5 times the actual employment.
- The number of American Indian & Alaska Native firms would have been over 383,000 firms, nearly 147,000 additional firms.

American Indian & Alaska Native-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number, American Indian & Alaska Native (AIAN) firms with receipts of \$1 million or more (just 2% of all AIAN firms) generated a larger percentage of AIAN revenues (67%) and employment (63%), than AIAN firms with receipts under \$1 million.
- There were there were 4,599 American Indian and Alaskan Native-owned firms generating gross receipts of \$1 million or more in 2007. These firms had combined gross receipts of \$23 billion and employed 117,00 workers.

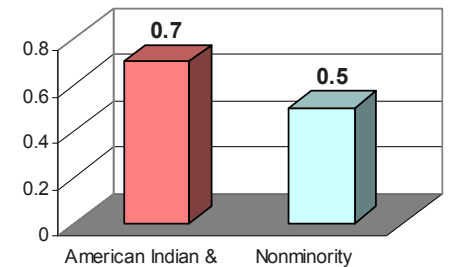
AIAN-Owned Firms Most Concentrated in CA, OK, TX and NY



- American Indian & Alaska Native (AIAN) firms were more concentrated in California (45,569 firms; 19% of all AIAN firms), Oklahoma (21,212 firms; 9%), Texas (18,997, 8%), and New York (13071, 6%).
- Between 2002 and 2007, the number of American Indian & Alaska Native firms may have grown faster than the group's national average of 18 percent in the District of Columbia (by 131%) and 20 states including Hawaii (by 74%), Nebraska (61%*), Illinois (60%), Oregon (39%), Arizona (39%), Vermont (37%*), Connecticut (35%*), North Carolina (34%), Georgia (34%) and Alaska (33%).

Note: Growth rates for AIAN firms by state may not be significantly different from the group's national average of 18 percent. Growth rates for Nebraska, Vermont, and Connecticut may not be significantly different from zero. Percent of AIAN firms in New Hampshire, Delaware and West Virginia of all AIAN firms are not available because 2007 data estimates for those states did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

AIAN-Owned Firms More Likely to Have Global Operations



- American Indian & Alaska Native (AIAN) firms operating in 2007 were more likely to have operations established outside the U.S. compared to non-minority-owned firms.
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Source: MBDA's analysis of data from the U.S. Census Bureau, 2007 Survey of Business Owners, June 2011 and from the U.S. Export Import Bank, for calendar years 1992-2009.



Asian American-Owned Business Growth & Global Reach

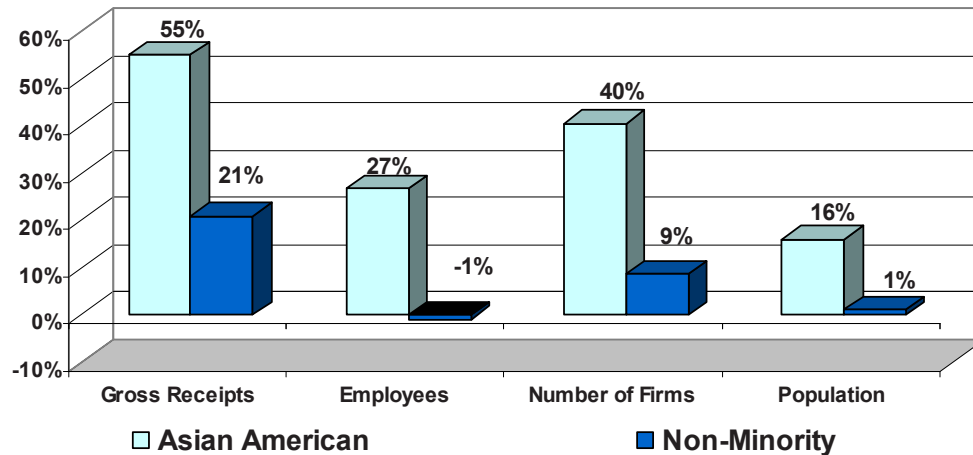
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Asian American-Owned Firms Generate \$506 Billion in Economic Output to the U.S. Economy and Create 2.8 Million Jobs*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
All Asian American	1,549,559	\$506.0 billion	\$326,575	397,426	\$453.6 billion	\$1,141,280	2,807,771	\$508.6 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

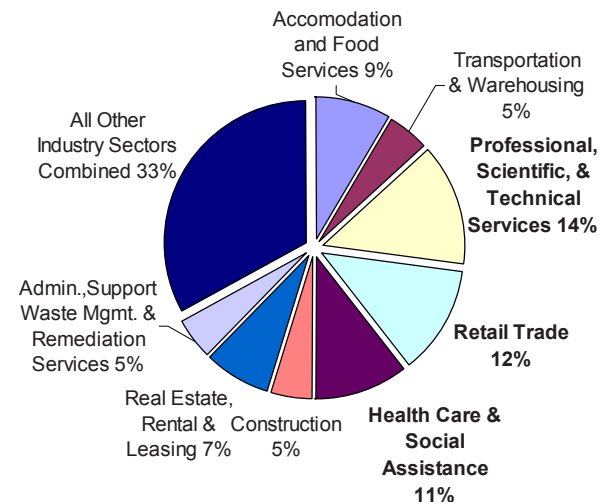
- In 2007, there were over 1.5 million Asian American-owned firms, of which 26 percent (397,426) were firms with employees.
- Asian American-owned firms with employees had average receipts of more than \$1.1 million, and average employment of 7 workers per firm with employees.
- The Asian American population had an estimated buying power of \$508.6 billion in 2009, larger than the 2009 purchasing power of countries such as South Africa (\$495 billion), Egypt (\$471 billion), Colombia (\$401 billion), Belgium (\$381 billion), and of all but 24 countries worldwide. ***

Asian American Firms Outpace Growth of Non-Minority-Owned Firms 2002-2007



- Between 2002 and 2007, Asian American-owned firms outpaced the growth of non-minority firms in gross receipts (55% Asian growth), employment (27%), and number of firms (40%).
- Asian American firms are an engine of job creation, with paid employment growing by 27% from 2.2 million to 2.8 million, compared to a decrease in employment of 1 percent for non-minority firms.
- The rapidly growing Asian American population increased by 16% during the same period, compared to only a 1% increase for non-minorities.

Asian American Firms' Top Industry Sectors

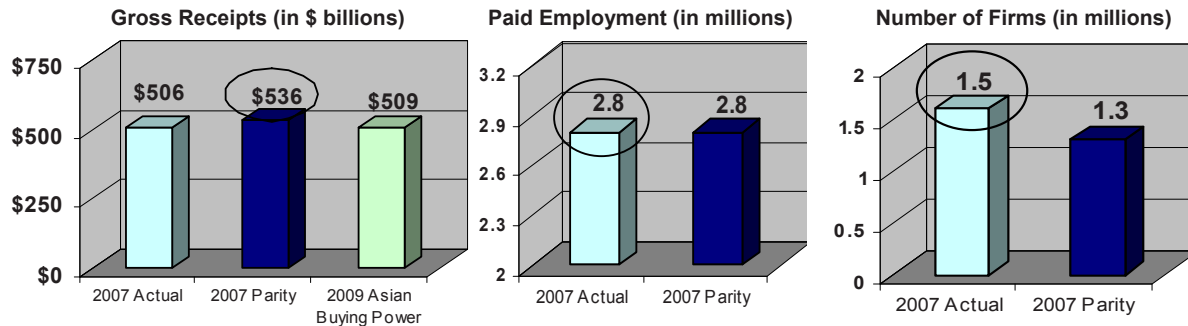


- Asian American firms were most concentrated in Professional, Scientific, & Technical Services (14%); Retail Trade (12%); and Health Care & Social Assistance (11%). All Other Industry Sectors include firms in Agriculture; Mining; Utilities; Manufacturing; Wholesale Trade; Information; Finance & Insurance; Arts and Entertainment; Educational Services; Management of Companies and Enterprises; and unclassified industries.

Source: *U.S. Census Bureau, 2007 Survey of Business Owners, June 2011; 2002 Survey of Business Owners, September 2006; and Annual Population Estimates, June 2010. **University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009," Georgia Business and Economic Conditions, 2009. ***Central Intelligence Agency, The World FactBook, GDP estimates by country in 2009. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency, August 2011.

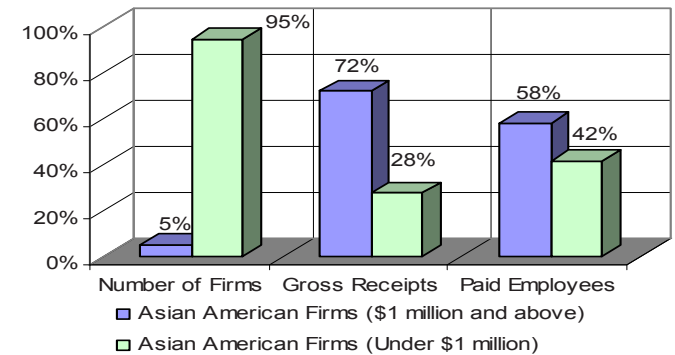
Asian American Firms Reach Entrepreneurial Parity in Number & Employment

Asian American firms are the first minority group to reach entrepreneurial parity in number of firms and paid employees. Parity is defined as reaching proportionality between the adult Asian American population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



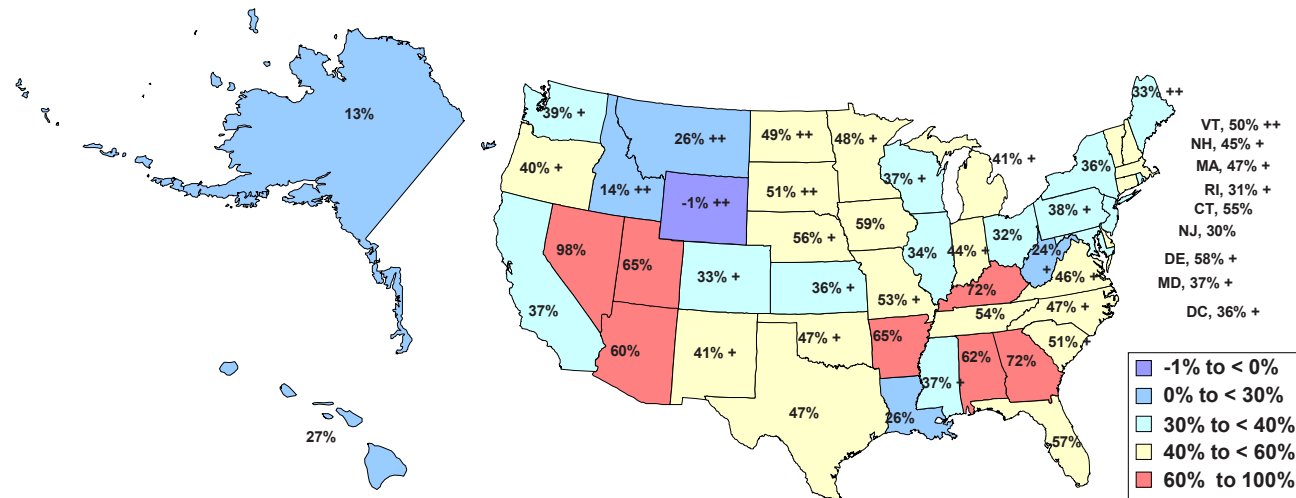
- The adult Asian population represented 4.9 percent of the U.S. adult population in 2007, while Asian Americans held 5.9 percent of all Classifiable firms, 5 percent of these firms' employment, and 4.6 percent of their receipts.
- If Asian American firms' gross receipts reflected the 2007 adult Asian population share, receipts would have amounted to \$538 billion, but the actual figure for Asian American firms closely trails this amount by only \$30 billion.
- The 2007 parity for paid employment was 2.8 million, and Asian American firms employed that many workers in 2007.

Asian American-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number (only 5% of Asian American firms), Asian American firms with receipts of \$1 million or more generated a larger percentage of all Asian American firms' revenues (72%) and paid employment (58%) than firms with receipts under \$1 million.
- There were 78,000 Asian American firms with receipts of \$1 million or more in 2007. These firms generated combined receipts of \$366 billion and employed 1.6 million workers.

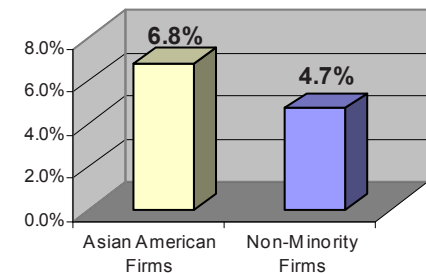
Asian American-Owned Firms Grow Fastest in 26 States



- Between 2002 and 2007, the number of Asian-owned firms at their national average of 40 percent or faster in 26 states. Top states included: Nevada (by 98%), Kentucky (72%), Georgia (72%), Arkansas (65%), Utah (65%), Alabama (62%), and Arizona (60%).
- Asian-owned firms were most concentrated in California (508,969 firms; 33% of all Asian firms), New York (196,825 firms, 13%), Texas (114,297 firms, 7%), New Jersey (67,755 firms, 4%), Florida (64,931 firms, 4%), Illinois (59,367 firms, 4%) and Hawaii (56,872 firms, 4%).

Note: + Growth rates for these states are not statistically different from the group's average of 40 percent. ++ Growth rates for these states are not statistically different from zero or the group's national average. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

Asian American Firms More Likely to Export



- Asian American firms (6.8% of firms) were more likely to export than non-minority firms (4.7%).*
- Among firms generating 20 percent or more of their sales in exports in 2007, Asian American firms (3%) were three times as likely to export compared to non-minority firms (1.1%).*
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Source: *MBDA analysis based on data from respondent firms in the U.S. Census Bureau's 2007 Survey of Business Owners. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.



Hispanic-Owned Business Growth & Global Reach

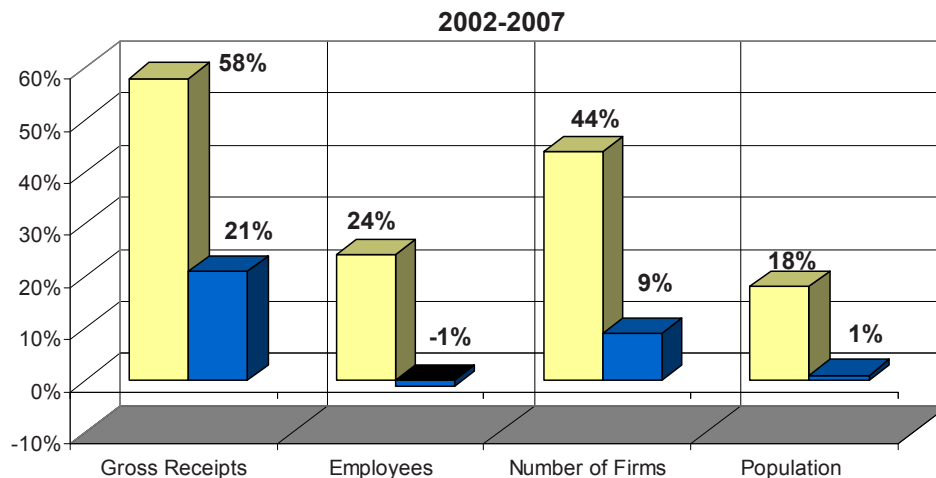
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Hispanic-Owned Firms Generate \$351 Billion in Economic Output to the U.S. Economy and Create 1.9 Million Jobs*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
All Hispanic	2,260,269	\$350.7 billion	\$155,141	248,852	\$279.9 billion	\$1,124,848	1,908,161	\$978.4 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
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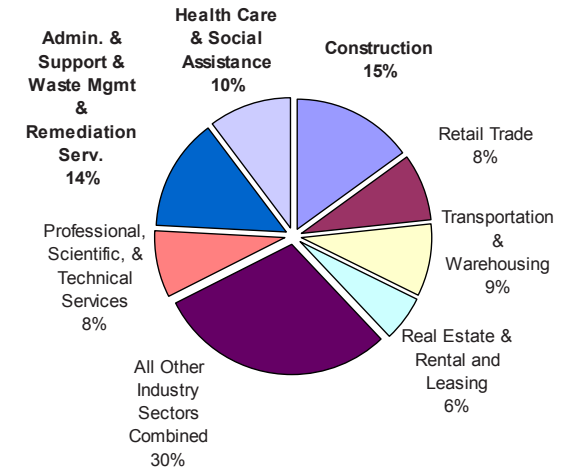
- In 2007, there were about 2.3 million Hispanic firms, of which **11 percent (248,852) were firms with employees.**
- Hispanic firms with employees had average receipts of \$1.1 million**, and average employment of 8 workers per firm.
- The Hispanic population had an estimated **buying power of \$978.4 billion in 2009**, larger than the 2009 purchasing power of countries such as Indonesia (\$969 billion), Australia (\$824 billion), and the Netherlands (\$654 billion), and of all but 14 countries worldwide.***

Hispanic-Owned Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, Hispanic-owned firms outpaced the growth of non-minority firms in gross receipts (58% Hispanic growth), employment (24%), and number of firms (44%).
- Hispanic firms are an engine of job creation, with paid employment growing by **24 percent from 1.5 million to 1.9 million**, compared to a **decrease in employment of 1 percent** for non-minority firms.
- The rapidly growing Hispanic population increased by 18 percent during the same period, compared to only 1 percent growth for non-minorities.

Hispanic-Owned Firms' Top Industry Sectors

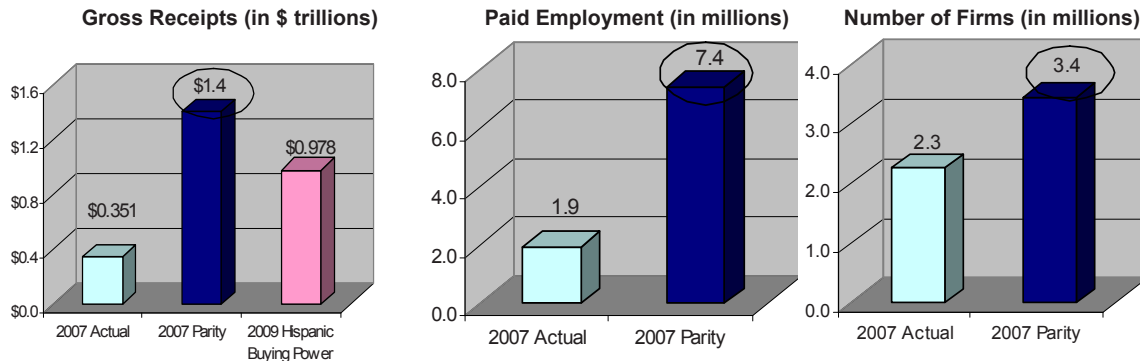


- Hispanic firms were most concentrated in Construction (15%), Administrative and Support and Waste Management and Remediation Services (14%), and Health Care and Social Assistance (10%). All Other Industry Sectors Combined includes firms in Information, Manufacturing, Wholesale Trade, Mining, Utilities, Education, Entertainment, Accommodation and Food Services, Finance, and Agriculture, among other industry sectors.

Source: *U.S. Census Bureau, *2007 Survey of Business Owners*, June 2011; *2002 Survey of Business Owners*, September 2006; and Annual Population Estimates, June 2010. **University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009," *Georgia Business and Economic Conditions*, 2009. ***Central Intelligence Agency, *The World FactBook*, GDP estimates by country in 2009. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency, August 2011.

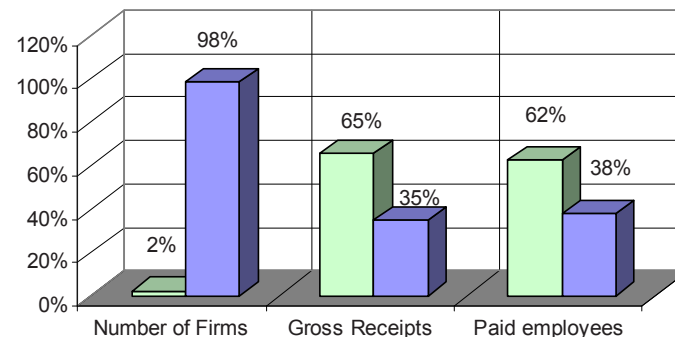
Entrepreneurial Parity Remains Elusive for Hispanic-Owned Businesses

Entrepreneurial parity for Hispanic businesses has yet to be reached. Parity is defined as reaching proportionality between the adult Hispanic population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held firms).



- The adult Hispanic population represented 13 percent in 2007, but Hispanics held only 9 percent of all Classifiable firms, 3 percent of these firms' gross receipts and 3 percent of their employment.
- If Hispanic firms' gross receipts reflected the 2007 adult Hispanic population share, receipts would have amounted to more than \$1.4 trillion, about \$1.1 trillion more than the actual figure.
- Paid employment would have totaled 7.4 million—about four times the actual employment.
- The number of Hispanic firms would have been over 3.4 million firms, nearly 1.2 million additional firms.

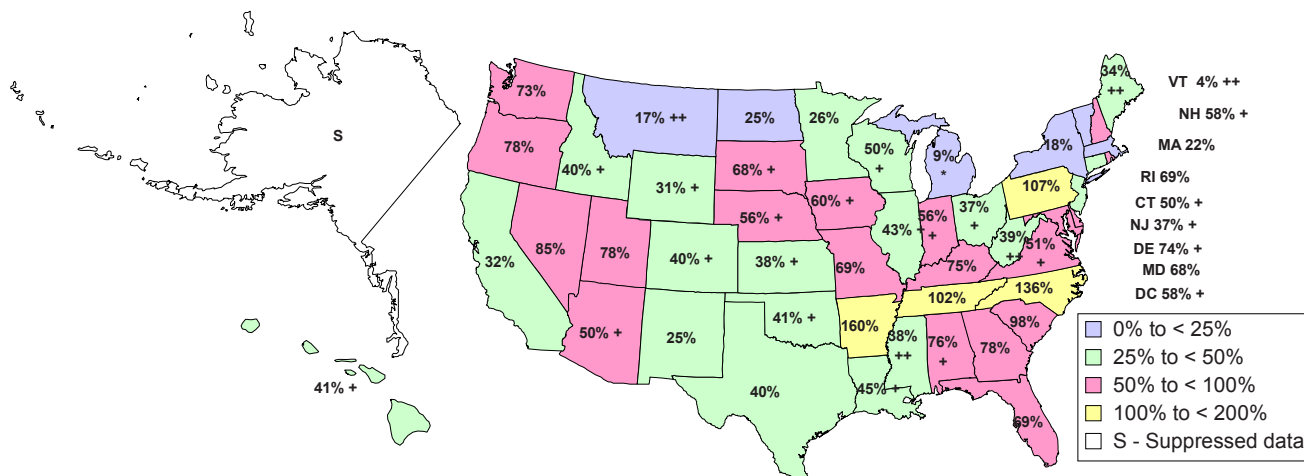
Hispanic-Owned Firms (\$1 Million and above in Gross Receipts), 2007



□ Hispanic firms (\$1 million and above) □ Hispanic firms (Under \$1 million)

- While smaller in number, Hispanic firms with receipts of \$1 million or more generated a larger percentage of all Hispanic revenues (65%) and paid employment (62%) than firms with receipts under \$1 million.
- There were 44,100 Hispanic-owned firms with receipts of \$1 million or more in 2007. These firms generated combined receipts of \$229 billion and employed 1.2 million workers

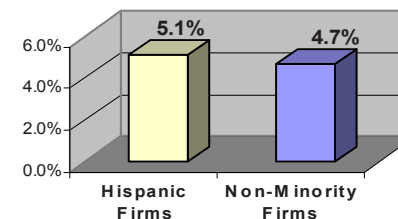
Hispanic-Owned Firms Grow Fastest in 27 States & Washington D.C.



- Between 2002 and 2007, the number of Hispanic firms grew faster than their national average of 44 percent in 27 states and Washington, D.C. Top states included: Arkansas (by 160%), North Carolina (136%), Pennsylvania (107%), Tennessee (102%), South Carolina (98%), Nevada (85%), Utah (78%) Oregon (78%), Georgia (78%), Alabama (76%), Kentucky (75%), and Delaware (74%).
- Hispanic-owned firms were most concentrated in California (566,573 firms; 25% of all Hispanic firms), Florida (450,137 firms; 20%), Texas (447,589; 19%), and New York (193,183; 9%).

Note: + Growth rates for these states are not statistically different from the group's average of 44 percent. ++ Growth rates for these states are not statistically different from zero or the group's national average. Growth rates for Hispanic firms in Alaska are not available because 2007 data estimates did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

Hispanic Firms More Likely to Export



- Hispanic firms operating in 2007 were more likely (5.1% of firms) to export compared to non-minority firms (4.7%).*
- Among firms generating 20 percent or more of their sales in exports in 2007, Hispanic firms (2.4%) were twice as likely to export compared to non-minority firms (1.1%).
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Source: *MBDA analysis based on data from respondent firms in the U.S. Census Bureau's 2007 Survey of Business Owners. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.



Native Hawaiian & Other Pacific Islander- Owned Business Growth & Global Reach

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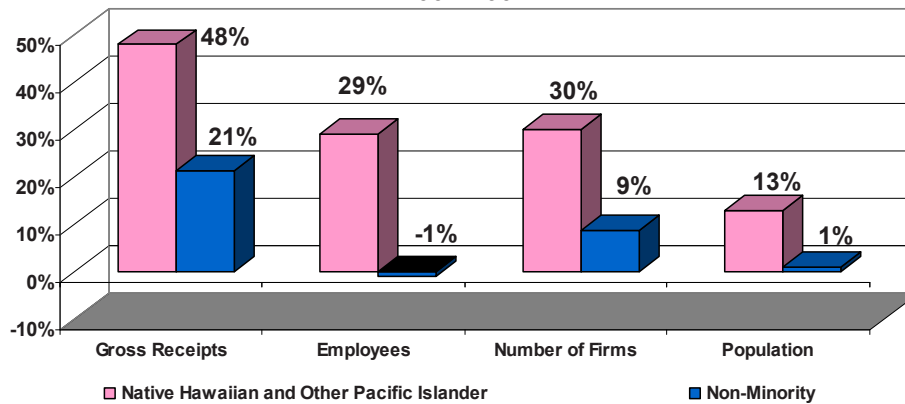
Native Hawaiian & Other Pacific Islander Firms Generate \$6.3 Billion in Economic Output to the U.S. Economy*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
Native Hawaiian & Other Pacific Islander	37,687	\$6.3 billion	\$167,680	4,151	\$5.3 billion	\$1,264,828	37,801	Combined in Asian
Asian American	1,549,559	\$506.0 billion	\$326,575	397,426	\$453.6 billion	\$1,141,280	2,807,771	\$508.6 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

- In 2007, there were about 38,000 Native Hawaiian & Other Pacific Islander-owned firms, of which **11 percent (4,151) were firms with employees.**
- **Native Hawaiian & Other Pacific Islander (NHPI) firms with employees had average receipts of \$1.3 million**, and average employment of 9 workers per firm.
- Native Hawaiian & Other Pacific Islander firms had average receipts (\$167,680) comparable in size to those of all minority-owned firms (\$177,941), but much smaller compared to average receipts generated by Asian American-owned firms (\$326,575) and non-minority-owned firms (\$488,345).

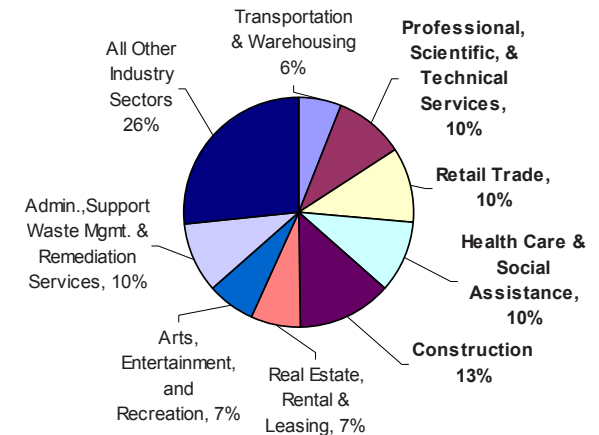
NHPI-Owned Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, Native Hawaiian & Other Pacific Islander- (NHPI) owned firms outpaced the growth of non-minority firms in gross receipts (48% NHPI growth), employment (29%), and number of firms (30%).
- Native Hawaiian & Other Pacific Islander firms are an engine of job creation, with paid employment growing by 29%, compared to a **decrease in employment of 1 percent** for non-minority firms.
- The rapidly growing Native Hawaiian & Other Pacific Islander population increased by 13% during the same period, compared to only a 1% increase for non-minorities.

NHPI Firms' Top Industry Sectors, 2007



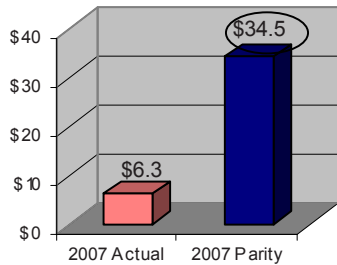
- Native Hawaiian & Other Pacific Islander Firms were most concentrated in Construction (13%), Retail Trade (10%), Health Care & Social Assistance (10%), and Professional, Scientific and Technical Services (10%). All Other Industry Sectors includes firms in Agriculture, Mining, Utilities, Manufacturing, Wholesale Trade, Information, Finance, Educational Services, Management of Companies, and Accommodation & Food Services, among other.

Source: *U.S. Census Bureau, *2007 Survey of Business Owners*, June 2011; *2002 Survey of Business Owners*, September 2006; and Annual Population Estimates, June 2010. **University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009," *Georgia Business and Economic Conditions*, 2009. ***Central Intelligence Agency, *The World FactBook*, GDP estimates by country in 2009. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency, August 2011.

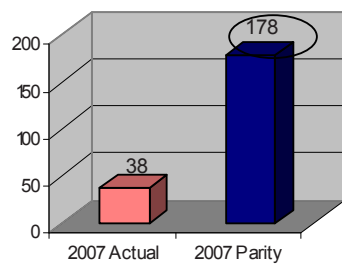
Entrepreneurial Parity Remains Elusive for Native Hawaiian & Other Pacific Islander Businesses

Entrepreneurial parity for Native Hawaiian & Other Pacific Islander businesses has yet to be reached. Parity is defined as reaching proportionality between the adult Native Hawaiian & Pacific Islander population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).

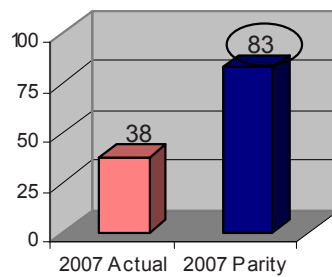
Gross Receipts (in \$ billions)



Paid Employment (in thousands)

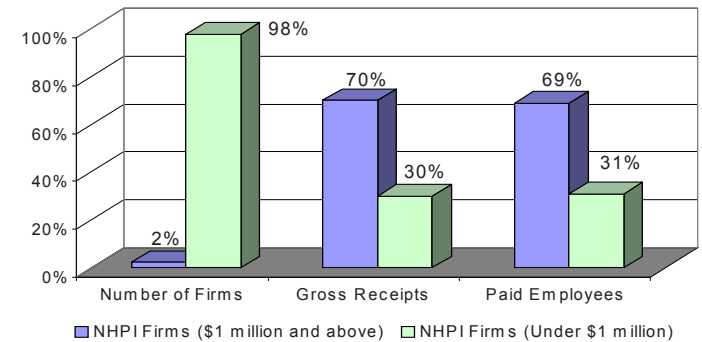


Number of Firms (in thousands)



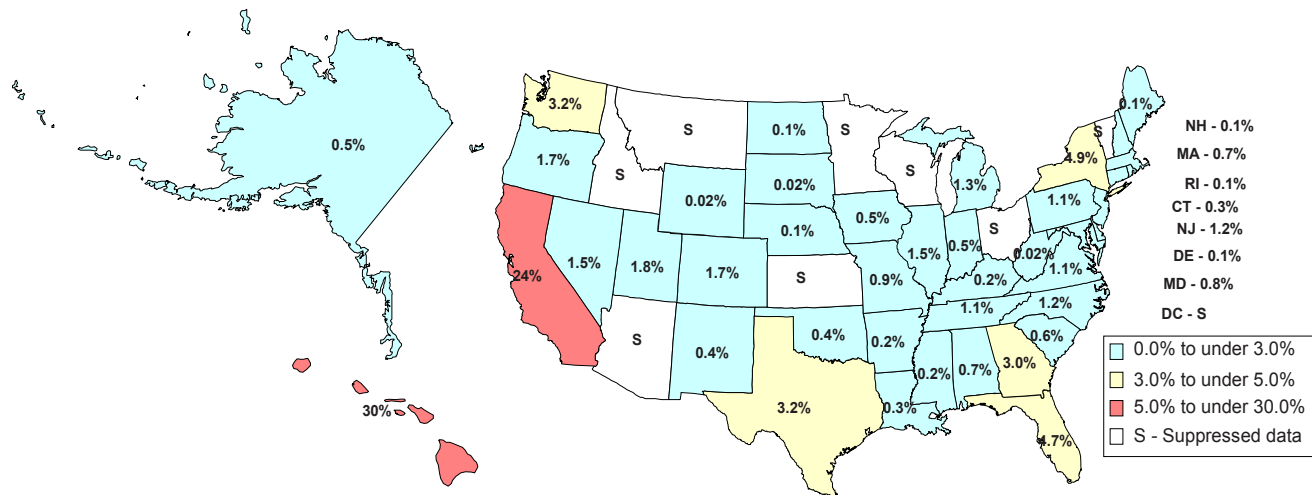
- The adult Native Hawaiian & Other Pacific Islander (NHPI) population represented 0.3% percent in 2007, but NHPs only owned 0.1 percent of all Classifiable firms, 0.1 percent of these firms' gross receipts and 0.1 percent of their employment.
- If NHPI-owned firms' gross receipts reflected the 2007 adult Native Hawaiian & Pacific Islander population share, receipts would have amounted to \$34.5 billion— \$28 billion more than the actual figure.
- Paid employment would have totaled 178,000— nearly 5 times the actual employment.
- The number of NHPI-owned firms would have been about 83,000, more than twice as many firms.

Native Hawaiian & Other Pacific Islander Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number (2% of all Native Hawaiian & Other Pacific Islander (NHPI) firms), NHPI-owned firms with receipts of \$1 million or more generated a larger percentage of NHPI revenues (70%) and employment (69%) than NHPI firms with receipts under \$1 million.
- There were 879 NHPI-owned firms with receipts of \$1 million or more in 2007. These firms generated combined receipts of \$4.4 billion and employed 26,000 workers.

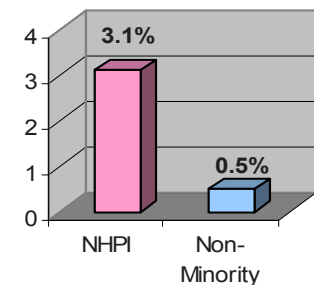
NHPI-Owned Firms Most Concentrated in Hawaii, California, New York, and Florida



- Native Hawaiian & Other Pacific Islander firms were located in all 50 states and the District of Columbia, and were most concentrated in Hawaii (11,403 firms; 30% of all NHPI firms), California (9,174 firms; 24%), New York (1,852 firms; 5%), and Florida (1,772 firms; 5%).
- Between 2002 and 2007, the number of NHPI firms grew fastest in North Dakota (1,150%) and Georgia (551%) and faster or at their national average of 30 percent in 9 other states* including South Carolina (420%), Maryland (254%), Nevada (86%), Oregon (82%), Washington (64%), Colorado (62%), Utah (61%), Hawaii (36%), and California (30%).

Note: *Growth rates for the states in this section were not significantly different from the group's national average of 30% due to relatively high standard errors. "S" indicates percent distribution of NHPI firms in the outlined states was not available because data did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

NHPI-Owned Firms More Likely to Have Global Operations



- NHPI-owned firms operating in 2007 were six times more likely to have operations established abroad (3.1% of firms) compared to non-minority firms (0.5%) operating in the same year. *
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.**
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Source: *MBDA analysis based on data from respondent firms in the U.S. Census Bureau's 2007 Survey of Business Owners. **MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.

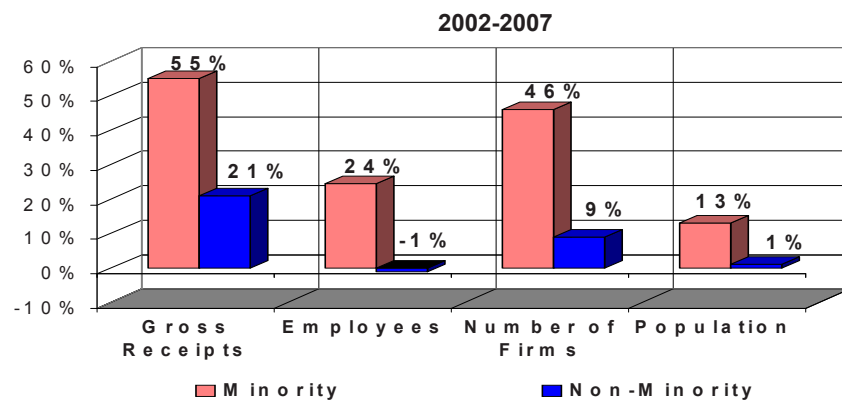
Minority-Owned Business Growth & Global Reach

Minority-Owned Firms Generate \$1 Trillion in Economic Output to the U.S. Economy and Create 5.8 Million Jobs*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
African American	1,921,864	\$135.7 billion	\$70,629	106,566	\$97.1 billion	\$911,594	909,552	\$910.4 billion
American Indian & Alaska Native	236,691	\$34.4 billion	\$145,142	23,662	\$27.5 billion	\$1,161,951	185,037	\$64.7 billion
Asian	1,549,559	\$506.0 billion	\$326,575	397,426	\$453.6 billion	\$1,141,280	2,807,771	\$508.6 billion
Hispanic	2,260,269	\$350.7 billion	\$155,141	248,852	\$279.9 billion	\$1,124,848	1,908,161	\$978.4 billion
Native Hawaiian & Other Pacific Islander	37,687	\$6.3 billion	\$167,680	4,151	\$5.3 billion	\$1,264,828	37,801	Combined in Asian
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

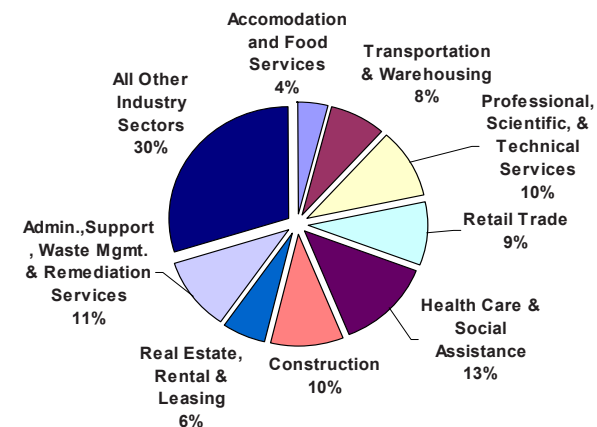
- In 2007, there were 5.8 million minority firms, of which 13 percent (766,533) were firms with employees with average receipts of \$1.1 million, and average employment of 8 workers per employer firm.
- The minority population had an estimated buying power of about \$2.5 trillion in 2009, larger than the purchasing power of all but five countries worldwide in 2009, including the United Kingdom (\$2.1 trillion), Russia (\$2.1 trillion), and France (\$2.1 trillion).***

Minority-Owned Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, minority-owned firms outpaced the growth of non-minority firms in gross receipts (55% minority growth), employment (24%), and number of firms (45%).
- Minority firms are an engine of job creation, with paid employment growing by 24 percent from 4.7 million to 5.8 million, compared to a decrease in employment of 1.1 percent for non-minority firms.
- The rapidly growing minority population increased by 13 percent during the same period.
- Minorities represented 36 percent of the nation's population in 2010, and will become the majority of the population by 2042.

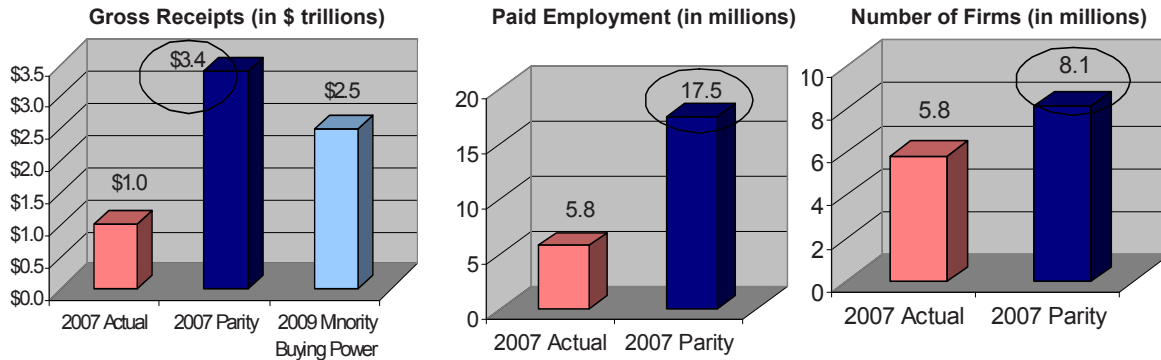
Minority-Owned Firms' Top Industry Sectors, 2007



- Minority firms were widely distributed but most concentrated in Health Care and Social Assistance (13%); Administrative Support, Waste Management, and Remediation Services (11%); Professional, Scientific and Technical Services, and Construction (both 10%), among other industry sectors.

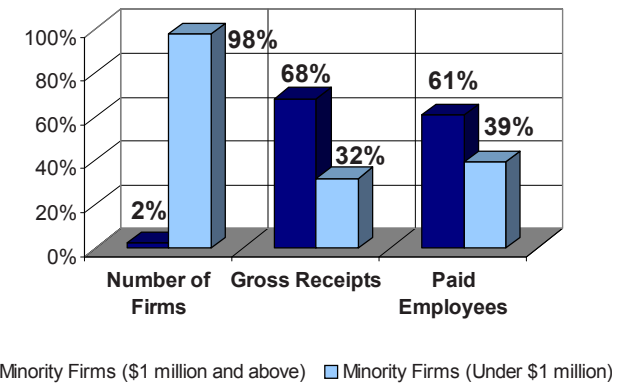
Entrepreneurial Parity Remains Elusive for Minority-Owned Businesses

Entrepreneurial parity for minority business has yet to be reached. Parity is defined as reaching proportionality between the adult minority population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



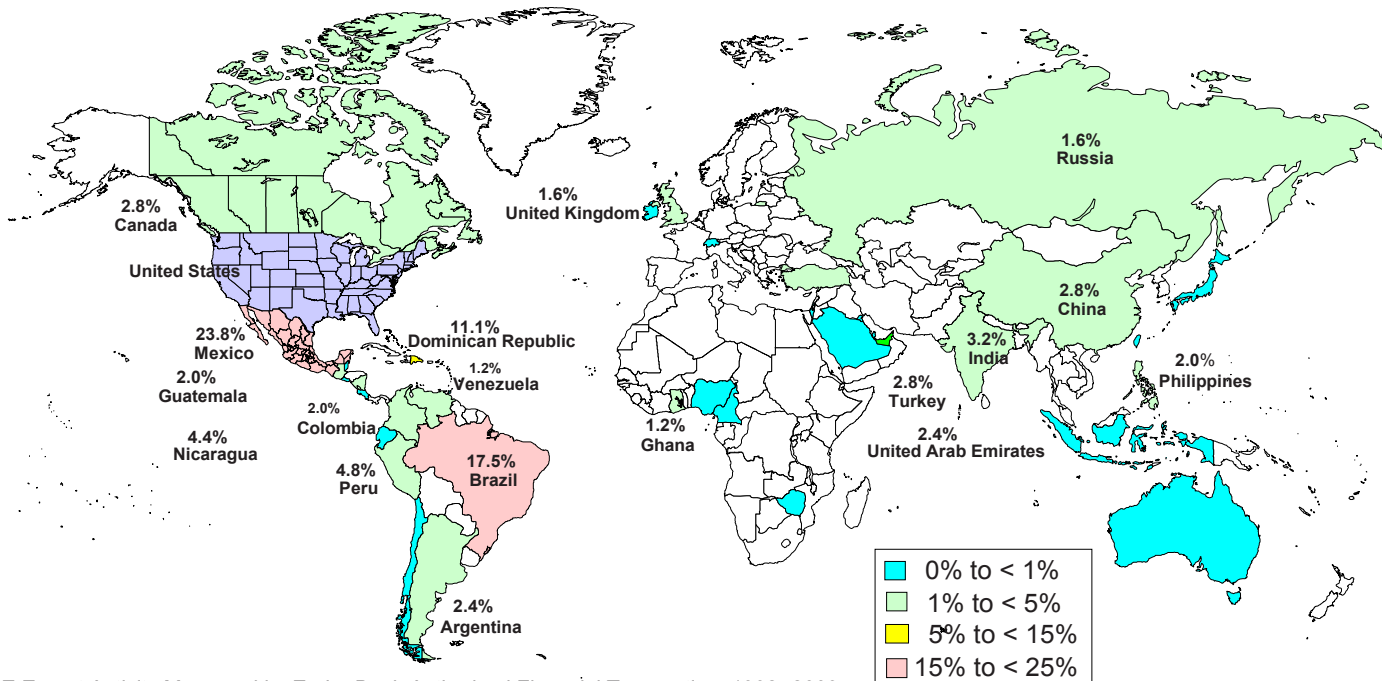
- The adult minority population represented 31 percent in 2007, but minorities held only 22 percent of all Classifiable firms, 9 percent of these firms' gross receipts and 10 percent of their employment.
- If minority firms' gross receipts reflected the 2007 adult minority population share, receipts would have amounted to \$3.4 trillion, about \$2.4 trillion more than the actual figure.
- Paid employment would have totaled 17.5 million—three times the actual employment.
- The number of minority firms would have been over 8.1 million firms, nearly 2.4 million additional firms.

Minority-Owned Firms (\$1 Million and above in Gross Receipts), 2007



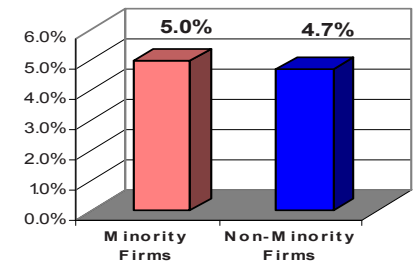
- While smaller in number, minority firms with receipts of \$1 million or more generate a much larger percentage of all minority revenues and paid employment than firms with receipts under \$1 million.
- There were over 141,000 minority-owned firms with receipts of \$1 million or more. These firms generated combined gross receipts of about \$700 billion and employed 3.5 million workers.

Minority-Owned Business Global Reach Spans Six Continents



MBE Export Activity Measured by Ex-Im Bank Authorized Financial Transaction, 1992- 2009

MBEs More Likely to Export



- Minority-owned firms (5% of firms) were more likely to export than non-minority firms (4.7%).
- Among firms generating 20 percent or more of their sales in exports in 2007, minority firms (2.1%) were twice as likely to export compared to non-minority firms (1.1%).
- Minority business export activity spanned 41 countries over six continents, between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified.

Source: Export data by country based on MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.