

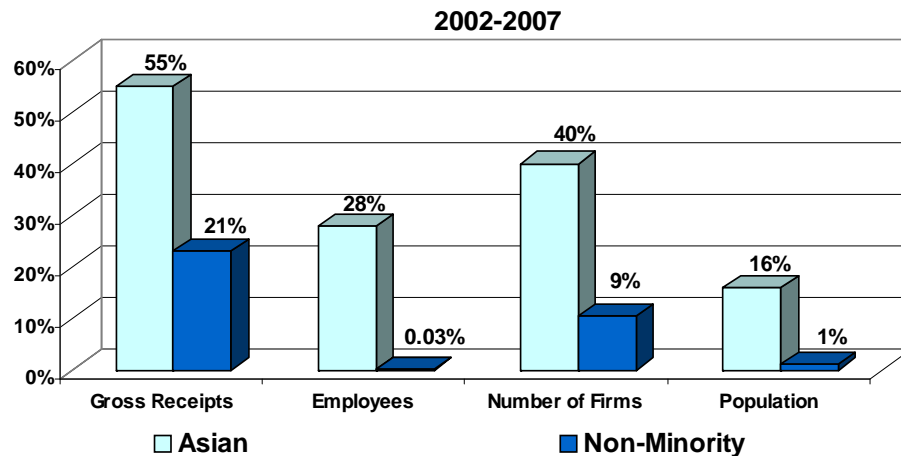
Asian-Owned Business Growth & Global Reach

Asian-Owned Firms Generate \$508 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	1,549,664	\$507.6 billion	\$327,582	397,484	\$455.2 billion	\$1,145,122	2,822,083	\$508.6 billion
All Minority	5,762,940	\$1.0 trillion	\$178,484	768,147	\$864.2 billion	\$1,125,081	5,916,651	\$2.46 trillion
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$9.1 trillion	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,295,951	\$11.0 trillion	\$417,969	5,190,718	\$10.1 trillion	\$1,937,406	56,836,791	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$29.1 trillion	\$5,062,948	117,406,354	Non-applicable

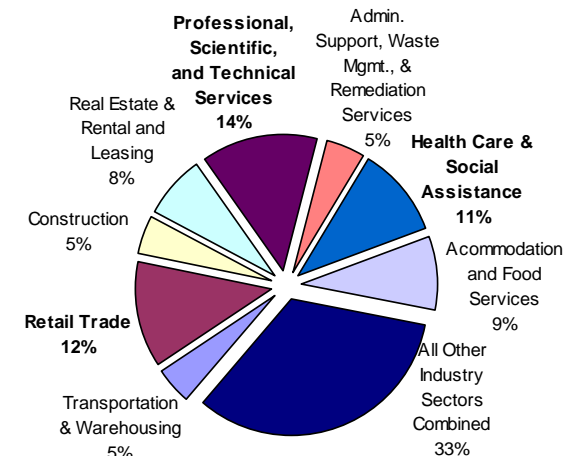
- In 2007, there were over 1.5 million Asian-owned firms, of which **26 percent (397,484) were firms with employees.**
- **Asian-owned firms with employees had average receipts of more than \$1.1 million**, and average employment of 7 workers per firm with employees.
- The Asian population had an estimated **buying power of \$508.6 billion in 2009**, larger than the 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-Owned Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, Asian-owned firms outpaced the growth of non-minority firms in gross receipts (55% Asian growth), employment (28%), and number of firms (40%).
- Asian firms are an engine of job creation, with paid employment growing by **28% from 2.2 million to 2.8 million**, compared to **0.03 percent growth** for non-minority firms.
- The rapidly growing Asian population increased by 16% during the same period, compared to only a 1% increase for non-minorities.

Asian-Owned Firms' Top Industry Sectors, 2007



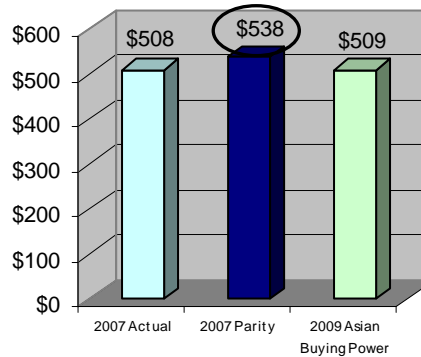
- Asian firms were most concentrated in Professional, Scientific, & Technical Services (14%); Retail Trade (12%); and Health Care & Social Assistance (11%). All Other Industry Sectors include firms in Agriculture; Mining; Utilities; Manufacturing; Wholesale Trade; Information; Finance & Insurance; Arts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

Source: *U.S. Census Bureau, *2007 Survey of Business Owners*, April 2011; Preliminary Results from the *2007 Survey of Business Owners*, July 2010; *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's Research and Knowledge Management Unit, April 2011.

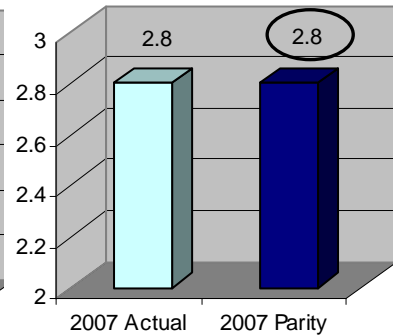
Asian-Owned Firms Reach Entrepreneurial Parity in Number and Employment

Asian 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 population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).

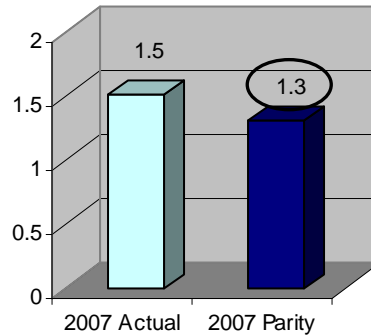
Gross Receipts (in \$ billions)



Paid Employment (in millions)



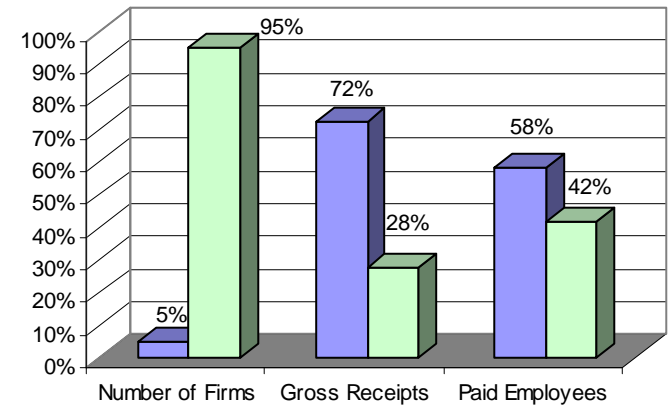
Number of Firms (in millions)



- The adult Asian population represented 4.9 percent in 2007, while Asians held 4.6 percent of these firms' gross receipts, 5.0 percent of their employment, and 5.9 percent of all Classifiable firms.
- If Asian firms' gross receipts reflected the 2007 adult Asian population share, receipts would have amounted to \$538 billion, but the actual figure for Asian firms closely trails this amount by only \$30.1 billion.
- The 2007 parity for paid employment was 2.8 million, and Asian-owned firms employed that many workers in 2007.

Asian-Owned Firms

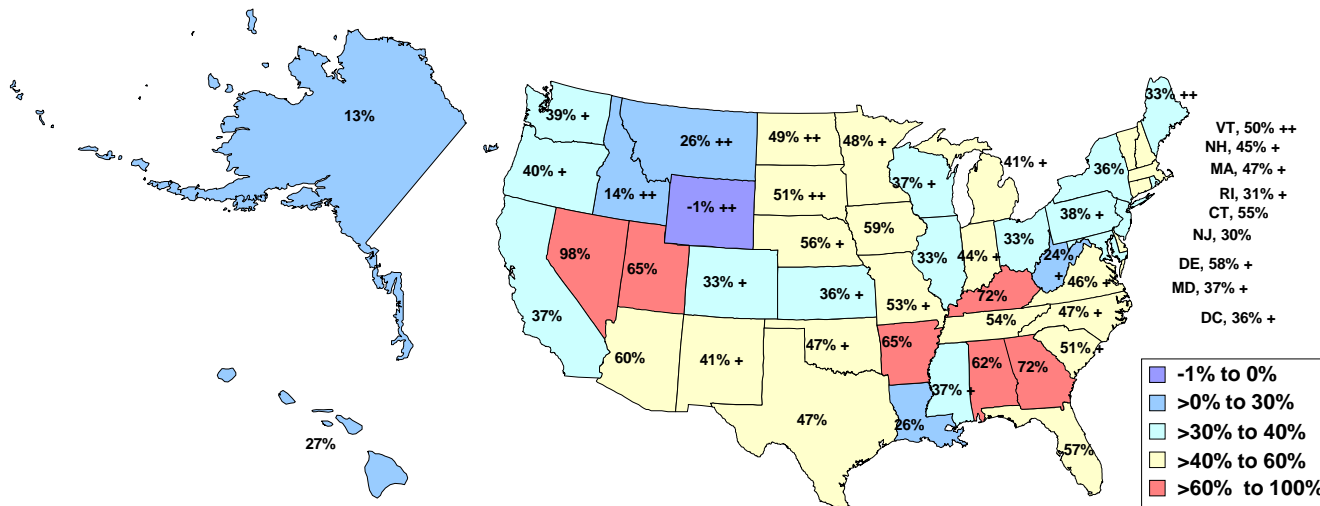
(\$1 Million and above in Gross Receipts), 2007



■ Asian Firms (\$1 million and above) ■ Asian Firms (Under \$1 million)

- While smaller in number (only 5% of total Asian-owned firms), Asian-owned firms with receipts of \$1 million or more generated a larger percentage of all Asian revenues (72%) and paid employment (58%) than firms with receipts under \$1 million.

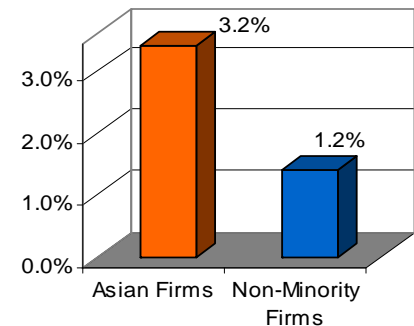
Asian-Owned Firms Grow Fastest in 12 States across USA



- Between 2002 and 2007, the number of Asian-owned firms grew faster than their national average of 40 percent in 12 states. Top states included: Nevada (by 98%), Kentucky (72%), Georgia (72%), Arkansas (65%), Utah (65%), Alabama (62%), Arizona (60%), Iowa (59%), Florida (57%), Connecticut (55%), Tennessee (54%), and Texas (47%).
- Asian-owned firms were most concentrated in California (509,097 firms; 33% of all Asian firms), New York (196,852 firms, 13%), Texas (114,336 firms, 7%), New Jersey (67,758 firms, 4%), Florida (64,930 firms, 4%), Illinois (59,347 firms, 4%) and Hawaii (56,835 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 Firms More Likely to Export



- Asian firms operating in 2002 were nearly three times as likely to generate sales through exports compared to non-minority firms 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 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Note: The exporter data difference between Asian and Non-Minority firms is statistically significant at a 90% confidence level.

Source: MBDA's *Characteristics of Minority Businesses and Entrepreneurs*, 2008. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.