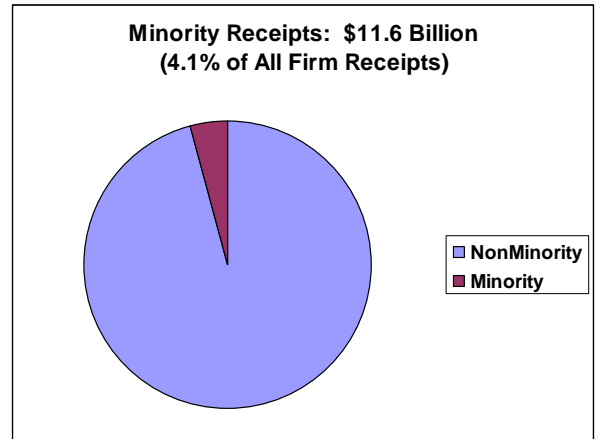


The State of Minority Business in the State of Maryland

Demographic and Business Statistics

- 1997 Total Population: 5,092,914 persons
- Total Firms: 400,203 firms
- 1997 Total Minority Population: 1,760,051 persons
- Total Minority-Owned Firms: 86,219 firms
- Annual sales of all firms in region: \$285.9 billion
- Total minority-owned firms: 86,219 firms
- Annual sales of minority-owned firms in region: \$11.6 billion
- Total African American-owned firms: 47,614 firms
- Annual sales of African American-owned firms: \$4.0 billion
- Asian & Pacific Islander-owned Firms: 22,164 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$5.8 billion
- Hispanic-owned Firms : 11,158 firms
- Annual sales of Hispanic-owned firms: \$1.6 billion
- American Indian & Alaska Natives-owned Firms: 2,421 firms
- Annual sales of American Indian & Alaska Natives-owned Firms: \$331.0 million

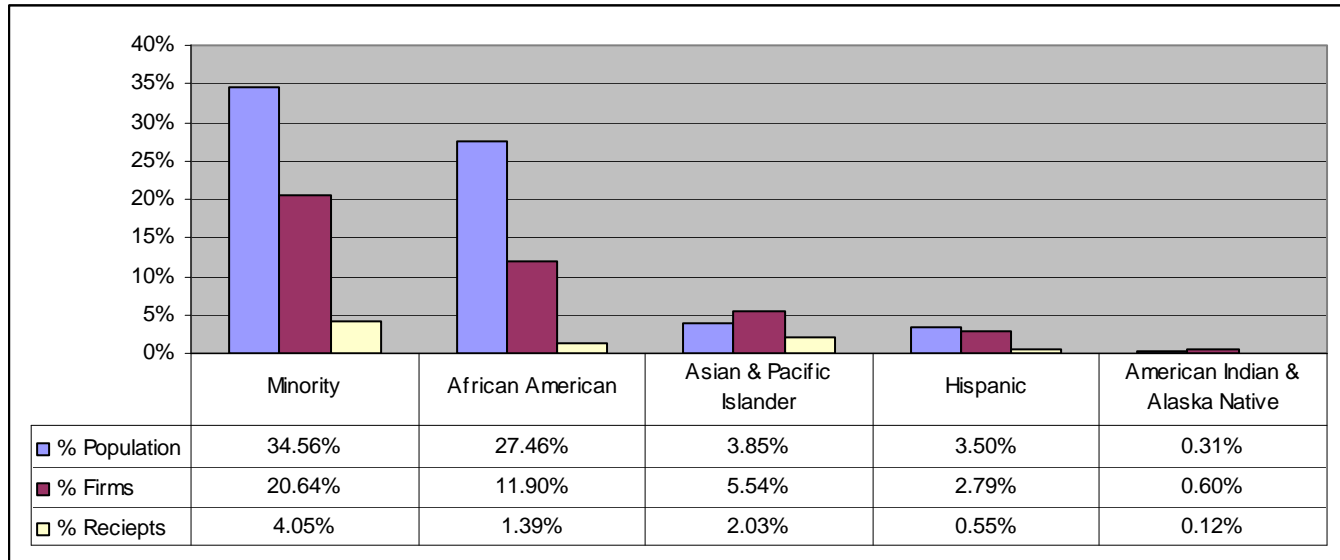


Business Participation¹

Group	State BPR: Maryland	National BPR
All	79	78
Non-Minority	95	91
Minority	47	42
African American	34	24
Asian & Pacific Islander	113	90
Hispanic	63	41
American Indian & Alaska Native	156	85

Parity²:

In the State of Maryland, no groups have achieved parity, in terms of population size and business ownership. (See below chart).



¹ Business Participation Rate (BPR) is the number of business owners in a specific race/ethnic group for every 1,000 persons in that same group

² Parity is defined as the proportionality between the population percentage and the percent share of number of firms owned by the group.

Industry Breakdown for All Firms in the State of Maryland

Industry Description	Total number of firms	% of All Firms	Sales of all firms (\$1,000)	% of All Sales from All Firms	Employees	% of Employees from All Firms	Annual payroll (\$1,000)	% of Payroll from All Firms
All industries	400,203		\$285,924,027		1,906,435		\$54,616,809	
Agricultural services, forestry, fishing, and mining	8,888	2.22%	\$1,162,486	0.41%	No Data	No Data	No Data	No Data
Construction industries	40,495	10.12%	\$22,278,764	7.79%	141,648	7.43%	\$4,388,688	8.04%
Manufacturing	8,657	2.16%	\$38,572,678	13.49%	192,531	10.10%	\$7,234,926	13.25%
Transportation, communications, and utilities	19,231	4.81%	\$17,425,524	6.09%	99,280	5.21%	\$3,539,087	6.48%
Wholesale trade	12,036	3.01%	\$58,699,668	20.53%	111,271	5.84%	\$4,253,187	7.79%
Retail trade	49,194	12.29%	\$49,576,276	17.34%	425,021	22.29%	\$6,706,600	12.28%
Finance, insurance and real estate industries	47,323	11.82%	\$39,159,182	13.70%	148,033	7.76%	\$5,963,734	10.92%
Service industries	186,071	46.49%	\$57,723,325	20.19%	769,685	40.37%	\$22,098,193	40.46%
Industries not Classified	28,591	7.14%	\$956,951	0.33%	391	0.02%	\$11,434	0.02%

Industries for Minority Groups in the State of Maryland (Firms)

	Minority Firms ⁱ	African American	% of All Minority Firms	Asian & Pacific Islander	% of All Minority Firms	Hispanic	% of All Minority Firms	American Indian	% of All Minority Firms
All industries	82,619	47,614	57.63%	22,164	26.83%	11,158	13.51%	2,421	2.93%
Agricultural services, forestry, fishing, and mining	841	441	0.53%	152	0.18%	170	0.21%	97	0.12%
Construction industries	5,199	2,350	2.84%	955	1.16%	1,658	2.01%	273	0.33%
Manufacturing	650	380	0.46%	187	0.23%	78	0.09%	15	0.02%
Transportation, communications, and utilities	6,774	5,644	6.83%	678	0.82%	357	0.43%	129	0.16%
Wholesale trade	1,213	513	0.62%	556	0.67%	133	0.16%	26	0.03%
Retail trade	11,190	5,095	6.17%	5,437	6.58%	608	0.74%	128	0.15%
Finance, insurance and real estate industries	4,015	2,538	3.07%	1,153	1.40%	316	0.38%	45	0.05%
Service industries	41,853	25,407	30.75%	10,961	13.27%	5,537	6.70%	435	0.53%
Industries not Classified	10,882	5,246	6.35%	2,077	2.51%	2,298	2.78%	1,273	1.54%

Industries for Minority Groups in the State of Maryland (Sales)

	Minority Sales ⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of All Minority Sales	Hispanic	% of All Minority Sales	American Indian	% of Minority Sales
All industries	\$11,575,635	\$3,964,600	34.25%	\$5,794,335	50.06%	\$1,567,197	13.54%	\$330,961	2.86%
Agricultural services, forestry, fishing, and mining	\$41,584	No Data	No Data	No Data	No Data	No Data	No Data	\$3,057	0.03%
Construction industries	\$1,256,628	\$580,925	5.02%	\$246,696	2.13%	\$329,854	2.85%	\$103,273	0.89%
Manufacturing	\$239,646	\$68,359	0.59%	\$122,608	1.06%	\$48,318	0.42%	\$677	0.01%
Transportation, communications, and utilities	\$389,098	\$309,331	2.67%	\$38,201	0.33%	\$22,594	0.20%	\$21,077	0.18%
Wholesale trade	\$1,325,260	\$405,904	3.51%	\$747,096	6.45%	\$161,743	1.40%	\$11,590	0.10%
Retail trade	\$2,322,496	\$505,427	4.37%	\$1,625,684	14.04%	\$147,252	1.27%	\$66,476	0.57%
Finance, insurance and real estate industries	\$315,197	\$134,083	1.16%	\$133,811	1.16%	\$42,224	0.36%	\$7,192	0.06%
Service industries	\$5,219,132	\$1,799,431	15.54%	\$2,700,130	23.33%	\$694,348	6.00%	\$61,365	0.53%
Industries not Classified	\$466,145	\$148,066	1.28%	\$163,840	1.42%	\$111,188	0.96%	\$56,253	0.49%

ⁱ In this column, minority firms do not reflect official Bureau of the Census minority firm estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise. The sample size at this level does not allow for estimates of minority firms by industry and by metropolitan statistical area (MSA). Also, a Hispanic firm may be of any race, and therefore, may be included in one or more minority group. The Minority Salesⁱ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise

