

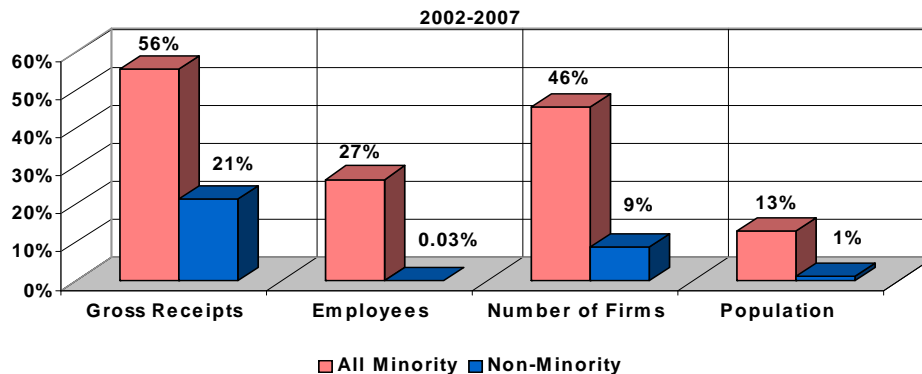
# Minority-Owned Business Growth & Global Reach

## Minority-Owned Firms Generate \$1 Trillion in Economic Output to the U.S. Economy and Create 5.9 Million Jobs\*

Group	All Firms	All Firms Gross Receipts	Ave. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Ave. Employer Receipts	Paid Employees	Population Buying Power (2009)**
African American	1,921,907	\$137.4 billion	\$71,517	106,779	\$98.8 billion	\$925,651	920,198	\$910.4 billion
American Indian & Alaska Native	237,386	\$34.5 billion	\$145,284	24,064	\$27.6 billion	\$1,146,252	191,472	\$64.7 billion
Asian	1,552,505	\$513.9 billion	\$330,995	398,586	\$461.3 billion	\$1,157,420	2,869,153	\$508.6 billion
Hispanic	2,259,857	\$345.2 billion	\$152,745	249,044	\$274.6 billion	\$1,102,497	1,935,688	\$978.4 billion
Native Hawaiian & Other Pacific Islander	38,881	\$7.0 billion	\$179,301	4,386	\$5.8 billion	\$1,331,483	43,187	Combined in Asian
<b>All Minority</b>	<b>5,762,940</b>	<b>\$1.0 trillion</b>	<b>\$178,484</b>	<b>768,147</b>	<b>\$864.2 billion</b>	<b>\$1,125,081</b>	<b>5,916,651</b>	<b>\$2.46 trillion</b>
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	26,306,372	\$11.0 trillion	\$417,694	5,199,100	\$10.1 trillion	\$1,933,666	57,323,008	\$10.7 trillion (all U.S.)
All U.S. Firms, includes publicly held	27,110,362	\$30.2 trillion	\$1,113,281	5,752,975	\$29.2 trillion	\$5,077,159	118,668,699	Non-applicable

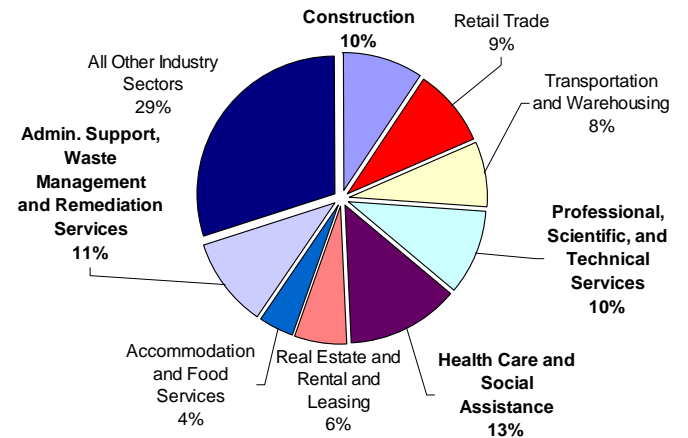
- In 2007, there were 5.8 million minority firms, of which 13 percent (768,147) were firms with employees with average receipts of \$1.1 million, and average employment of 7 workers per employer firm.
- The minority population had an estimated buying power of about \$2.5 trillion in 2009, larger than the purchasing power of all but five countries worldwide, 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 (56% minority growth), employment (27%), and number of firms (46%).
- Minority firms are an engine of job creation, with paid employment growing by 27 percent from 4.7 million to 5.9 million, compared to 0.03 percent for non-minority firms.
- The rapidly growing minority population increased by 13 percent during the same period. In 2009, minorities represented 35 percent of the nation's population and will become the majority population by 2042.

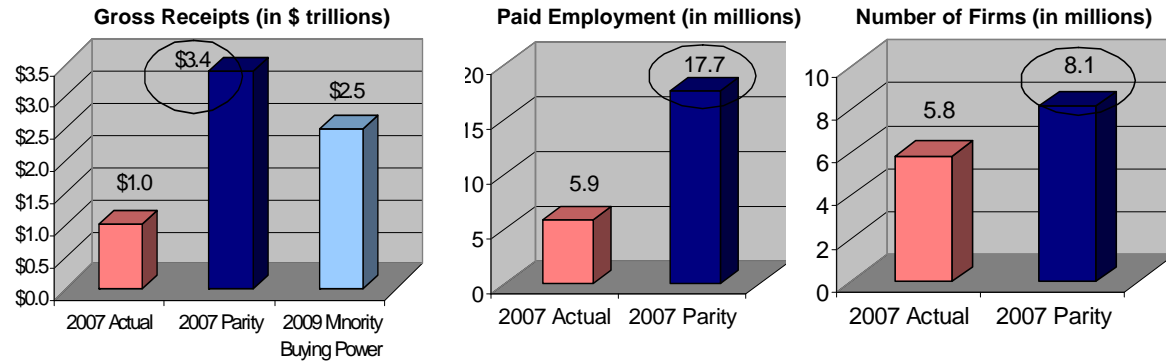
## Minority-Owned Firms' Top Industry Sectors, 2007



- Minority firms' distribution by ranking: 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.

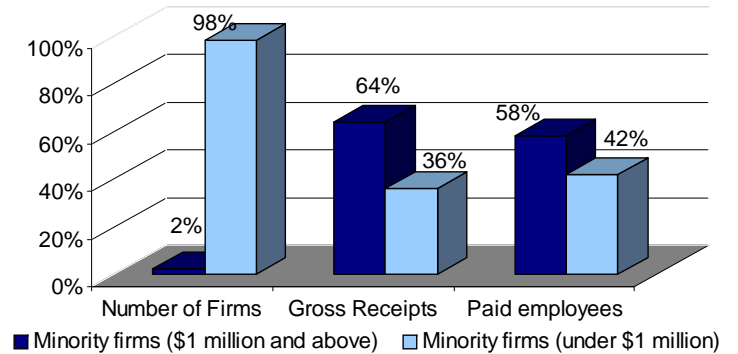
## Entrepreneurial Parity Remains Elusive for Minority-Owned Businesses

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).



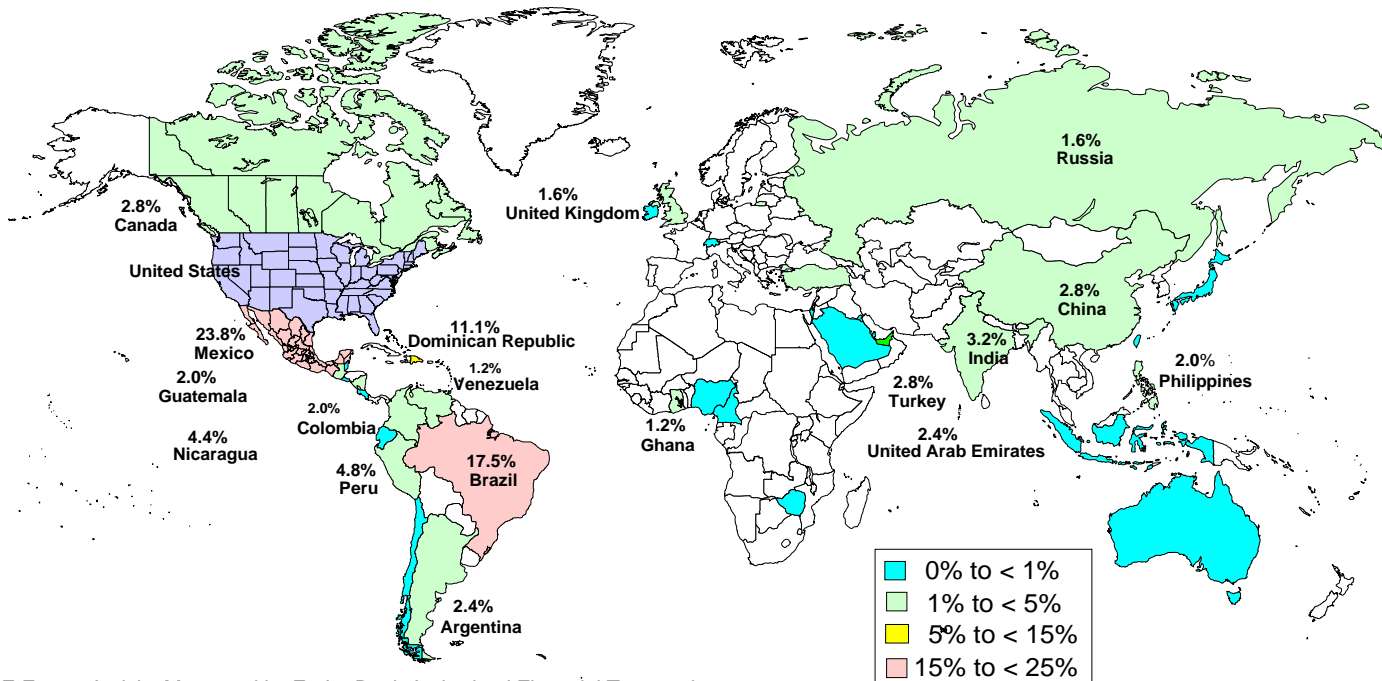
- The adult minority population represented 31 percent in 2007, but minorities held only 22 percent of all Classifiable firms, 9 percent of these firms' gross receipts and 10 percent of their employment.
- If minority firms' gross receipts reflected the 2007 adult minority population share, receipts would have amounted to \$3.4 trillion, about \$2.4 trillion more than the actual figure.
- Paid employment would have totaled 17.7 million—about 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), 2002



- 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.

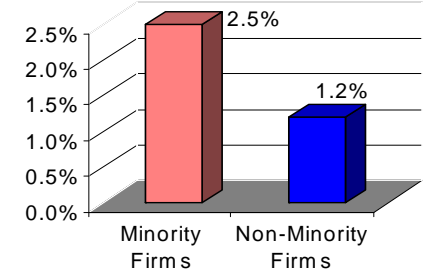
## Minority-Owned Business Global Reach Spans Six Continents



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

- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), 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.

### Exporting Firms



- Minority firms operating in 2002 were twice as likely to generate sales through exports compared to non-minority firms operating in the same year.\*

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