

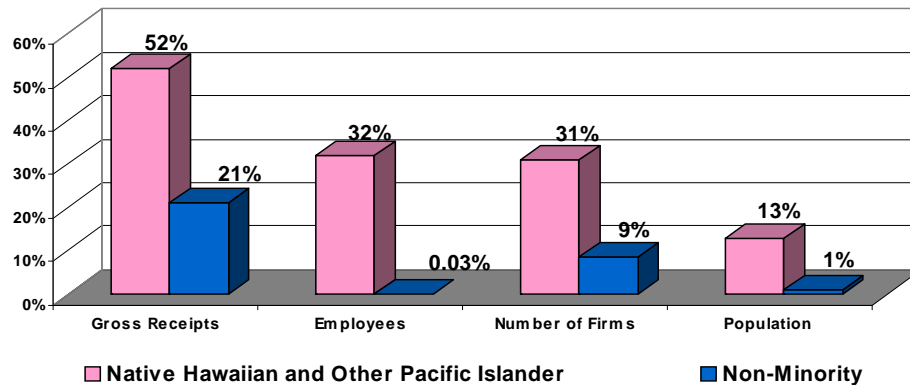
Native Hawaiian & Other Pacific Islander Firms Generate \$7 Billion in Economic Output to the U.S. Economy*

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	37,957	\$6.5 billion	\$170,938	4,172	\$5.4 billion	\$1,296,129	38,750	Combined in Asian
Asian	1,552,505	\$513.9 billion	\$330,995	398,586	\$461.3 billion	\$1,157,420	2,869,153	\$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	26,296,817	\$11.0 trillion	\$417,987	5,190,920	\$10.1 trillion	\$1,937,478	56,840,353	\$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 about 38,000 Native Hawaiian & Other Pacific Islander-owned firms, of which **11 percent (4,172) 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 (\$170,938) comparable in size to those of all minority-owned firms (\$178,147), but much smaller compared to average receipts generated by Asian-owned firms (\$330,995) and non-minority-owned firms (\$489,830).

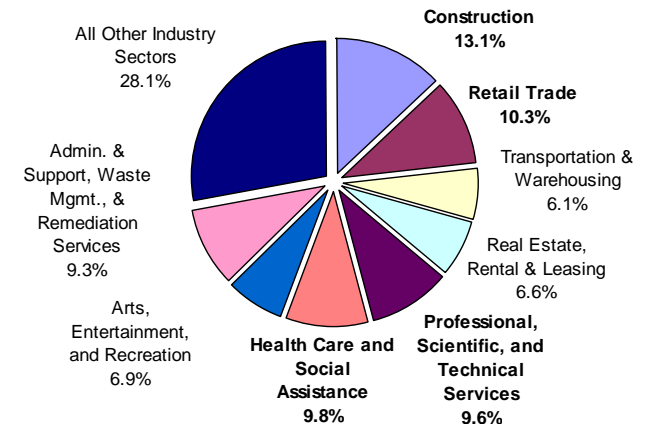
NHPI-Owned Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, Native Hawaiian & Other Pacific Islander-owned firms outpaced the growth of non-minority firms in gross receipts (52% growth), employment (32%), and number of firms (31%).
- Native Hawaiian & Other Pacific Islander firms are an engine of job creation, with paid employment growing by 32% from 29,319 to 38,750, compared to 0.03 percent growth 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.

Native Hawaiian & Other Pacific Islander Firms' Top Industry Sectors, 2007

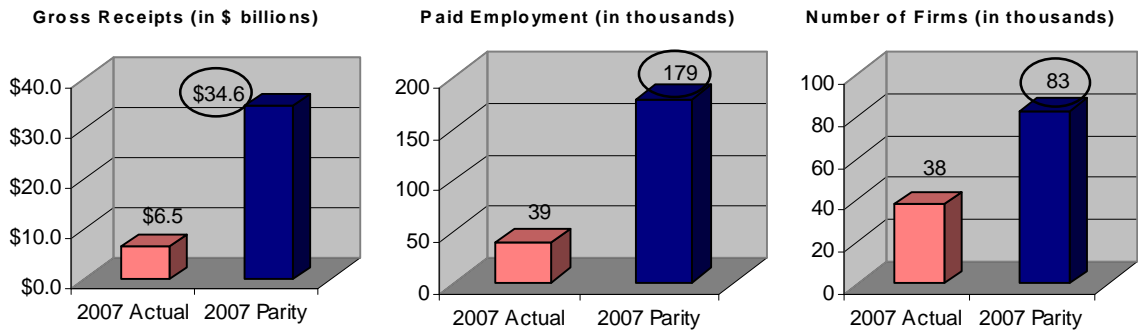


- Native Hawaiian & Other Pacific Islander Firms were most concentrated in Construction (13%), Retail Trade (10%), Health Care & Social Assistance (10%), and Professional, Scientific and Technical Services (10%). All Other Industry Sectors includes firms in Agriculture, Mining, Utilities, Manufacturing, 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, March and 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.

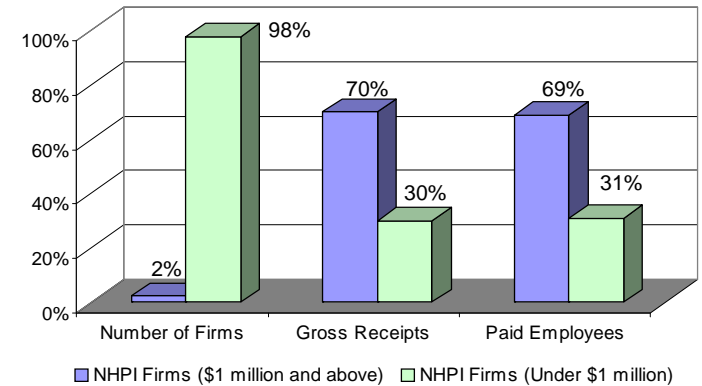
Entrepreneurial Parity Remains Elusive for Native Hawaiian & Other Pacific Islander Businesses

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).



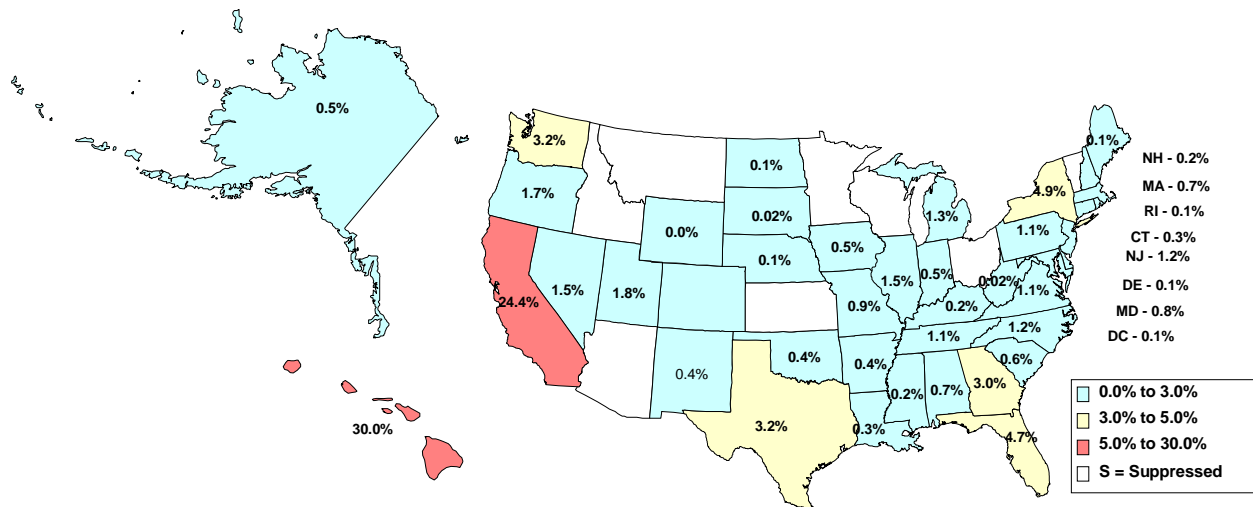
- The adult Native Hawaiian & Other Pacific Islander (NHPI) population represented 0.3% percent in 2007, but NHPIs only owned 0.1 percent of all Classifiable firms, 0.1 percent of these firms' gross receipts and 0.1 percent of their employment.
- If NHPI-owned firms' gross receipts reflected the 2007 adult Native Hawaiian & Pacific Islander population share, receipts would have amounted to nearly \$35 billion— \$28 billion more than the actual figure.
- Paid employment would have totaled 179,000— 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.

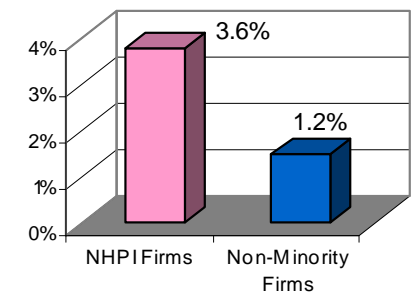
NHPI-Owned Firms Most Concentrated in Hawaii, California, New York, and Florida



- Native Hawaiian & Other Pacific Islander firms were located in all 50 states and the District of Columbia, and were most concentrated in Hawaii (11,383 firms; 30% of all NHPI firms), California (9,255 firms; 24%), New York (1,854 firms; 5%), and Florida (1,773 firms; 5%).
- Between 2002 and 2007, the number of NHPI firms grew fastest in North Dakota (1,150%) and Georgia (552%). NHPI firms grew faster or at their national average of 31 percent in 9 other states,* including California (by 31%), Colorado (62%), Hawaii (36%), Maryland (255%), Nevada (87%), Oregon (81%), South Carolina (420%), Utah (61%), and Washington (67%).

Note: *Growth rates for the states in this section were not significantly different from the group's national average of 31% 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.

Native Hawaiian & Other Pacific Islander Firms More Likely to Export



- Native Hawaiian & Other Pacific Islander firms operating in 2002 were more 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 for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Note: Due to the relatively large standard error, the percentage of Native Hawaiians and Other Pacific Islander firms with export sales ranged between 2.0% and 5.2%, 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.