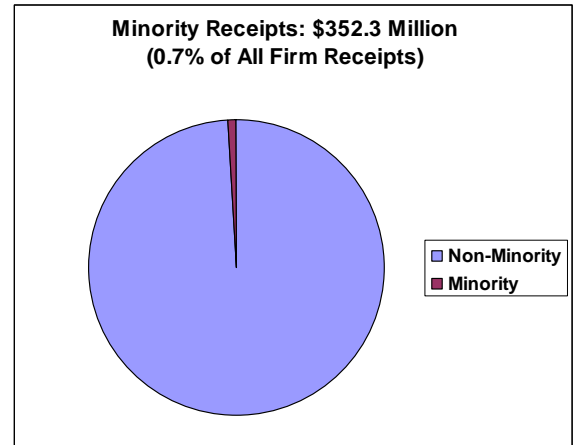


Demographic and Business Statistics

- 1997 Total Population: 730,855 persons
- Total Firms: 65,791 firms
- Annual sales of all firms in the State: \$50.2 billion
- 1997 Total Minority Population: 73,799 persons
- Total Minority-Owned Firms: 1,653 firms
- Annual sales of Minority-owned firms in State: \$352.3 million
- Total African American-owned firms: 150 firms
- Annual sales from African American-owned firms: \$17.3 million
- Asian & Pacific Islander-owned firms: 303 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$54.8 million
- Hispanic-owned Firms : 261 firms
- Annual sales of Hispanic-owned firms: \$58.5 million
- American Indian & Alaska Natives-owned firms: 955 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$221.9 million

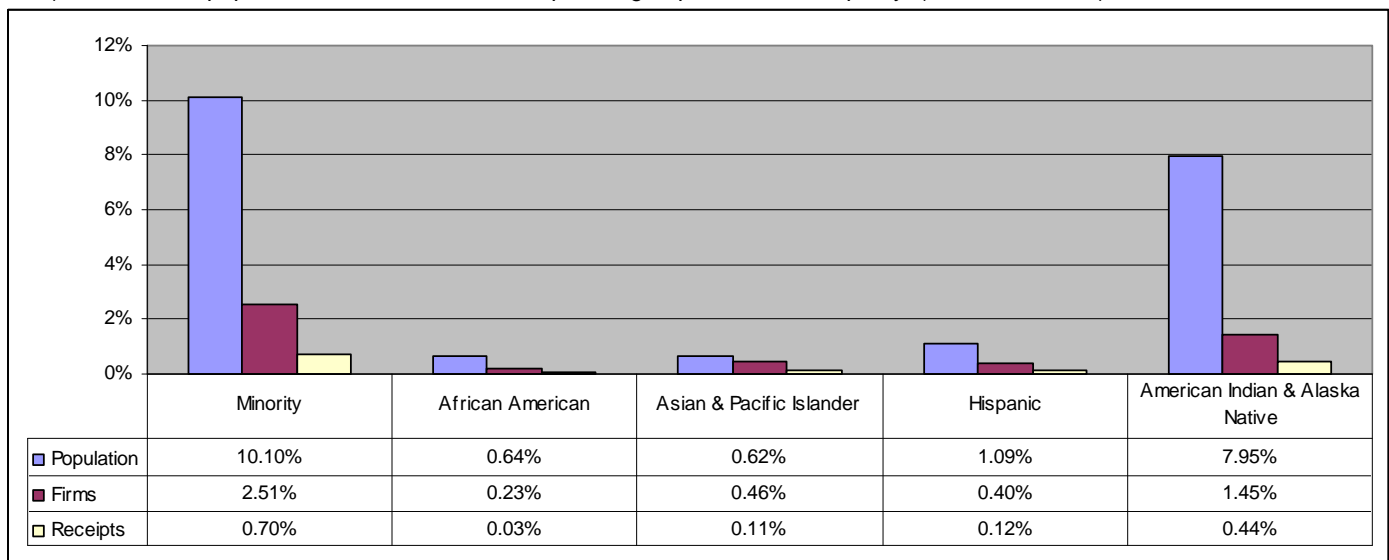


Business Participation¹

Group	State BPR: South Dakota	National BPR
All	90	78
Non-Minority	98	91
Minority	22	42
African American	32	24
Asian & Pacific Islander	66	90
Hispanic	33	41
American Indian & Alaska Native	16	85

Parity²:

In the State of South Dakota no groups have achieved parity, in terms of population size and business ownership. (See below chart). In terms of population size and annual receipts, no group has achieved parity. (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 South Dakota

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	65,791		50,181,052		275,019		5,553,107	
Agricultural services, forestry, fishing, mining	1,833	2.79%	226,890	0.45%	1,497	0.54%	27,405	0.49%
Construction industries	7,513	11.42%	1,994,836	3.98%	14,083	5.12%	364,837	6.57%
Manufacturing	1,806	2.75%	12,543,217	25.00%	49,076	17.84%	1,218,431	21.94%
Transportation, communications, and utilities	3,887	5.91%	2,515,998	5.01%	15,848	5.76%	401,992	7.24%
Wholesale trade	2,501	3.80%	8,766,981	17.47%	19,339	7.03%	478,952	8.62%
Retail trade	11,967	18.19%	11,773,487	23.46%	68,016	24.73%	823,357	14.83%
Finance, insurance and real estate industries	6,650	10.11%	7,392,362	14.73%	20,102	7.31%	525,678	9.47%
Service industries	25,925	39.41%	4,628,884	9.22%	85,034	30.92%	1,633,530	29.42%
Industries not Classified	3,632	5.52%	76,302	0.15%	31	0.01%	551	0.01%

Industries for Minority Groups in the State of South Dakota (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	1,653	150	9.07%	303	18.33%	261	15.79%	955	57.77%
Agricultural services, forestry, fishing, and mining	39	1	0.06%	No Data	No Data	14	0.85%	24	1.45%
Construction industries	158	7	0.42%	8	0.48%	25	1.51%	121	7.32%
Manufacturing	53	1	0.06%	3	0.18%	22	1.33%	28	1.69%
Transportation, communications, and utilities	75	10	0.60%	No Data	No Data	10	0.60%	46	2.78%
Wholesale trade	26	No Data	No Data	No Data	No Data	14	0.85%	No Data	No Data
Retail trade	257	12	0.73%	42	2.54%	59	3.57%	145	8.77%
Finance, insurance and real estate industries	23	4	0.24%	No Data	No Data	8	0.48%	14	0.85%
Service industries	691	61	3.69%	141	8.53%	87	5.26%	430	26.01%
Industries not Classified	328	54	3.27%	99	5.99%	21	1.27%	125	7.56%

Industries for Minority Groups in the State of South Dakota (Sales)

	Minority Sales ⁱⁱ	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	352,347	17,294	4.91%	54,821	15.56%	58,514	16.61%	221,916	62.98%
Agricultural services, forestry, fishing, mining	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	48,785	No Data	No Data	No Data	No Data	No Data	No Data	46,379	13.16%
Manufacturing	7,868	No Data	No Data	No Data	No Data	3,941	1.12%	4,263	1.21%
Transportation, communications, utilities	19,497	No Data	No Data	No Data	No Data	No Data	No Data	5,109	1.45%
Wholesale trade	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Retail trade	111,808	2,106	0.60%	No Data	No Data	46,706	13.26%	49,344	14.00%
Finance, insurance and real estate industries	6,012	No Data	No Data	No Data	No Data	No Data	No Data	6,821	1.94%
Service industries	140,774	No Data	No Data	30,151	8.56%	No Data	No Data	105,473	29.93%
Industries not Classified	13,311	No Data	No Data	No Data	No Data	290	0.08%	1,974	0.56%

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 Salesⁱⁱ figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise