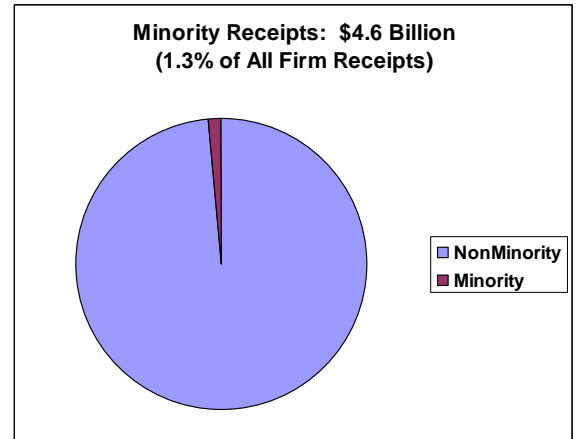


Demographic and Business Statistics

- 1997 Total Population: 5,378,433 persons
- Total Firms: 415,934 firms
- Annual sales of all firms in the State: \$362.6 billion
- 1997 Total Minority Population: 996,197 persons
- Total Minority-Owned Firms: 32,524 firms
- Annual sales of Minority-owned firms in State: \$4.6 billion
- Total African American-owned firms: 20,196 firms
- Annual sales from African American-owned firms: \$1.6 billion
- Asian & Pacific Islander-owned firms: 5,296 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$1.8 billion
- Hispanic-owned Firms : 3,639 firms
- Annual sales of Hispanic-owned firms: \$684.4 million
- American Indian & Alaska Natives-owned firms: 3,746 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$546.0 million

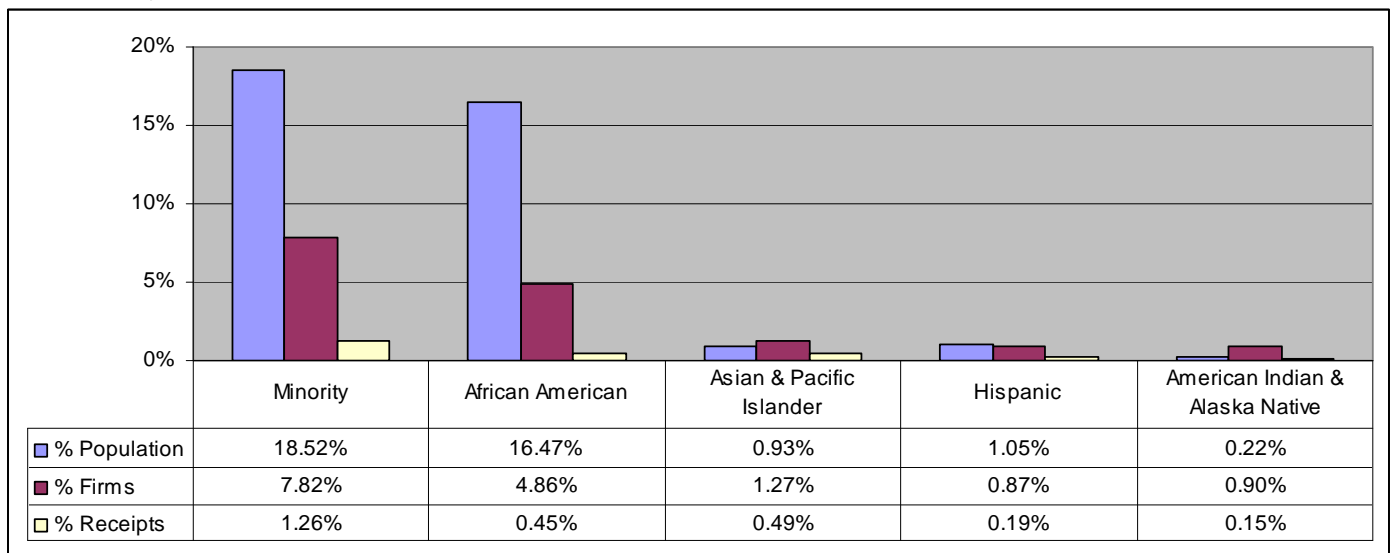


Business Participation¹

Group	State BPR: Tennessee	National BPR
All	77	78
Non-Minority	87	91
Minority	33	42
African American	23	24
Asian & Pacific Islander	106	90
Hispanic	64	41
American Indian & Alaska Native	312	85

Parity²:

In the State of Tennessee the American Indian & Alaska Native and Asian & Pacific Islander 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 Tennessee

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	415,934		362,587,045		2,199,361		55,445,181	
Agricultural services, forestry, fishing, mining	8,839	2.13%	831,658	0.23%	15,205	0.69%	220,122	0.40%
Construction industries	62,005	14.91%	19,410,166	5.35%	119,375	5.43%	3,335,403	6.02%
Manufacturing	14,569	3.50%	100,320,762	27.67%	508,774	23.13%	15,339,727	27.67%
Transportation, communications, and utilities	19,927	4.79%	16,674,412	4.60%	145,729	6.63%	4,773,551	8.61%
Wholesale trade	15,227	3.66%	86,885,521	23.96%	142,486	6.48%	4,611,165	8.32%
Retail trade	62,920	15.13%	55,570,384	15.33%	488,294	22.20%	6,713,563	12.11%
Finance, insurance and real estate industries	37,894	9.11%	37,070,651	10.22%	125,665	5.71%	4,339,236	7.83%
Service industries	163,934	39.41%	43,940,659	12.12%	648,374	29.48%	15,937,152	28.74%
Industries not Classified	30,773	7.40%	1,143,510	0.32%	354	0.02%	7,426	0.01%

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

Industry Description	Minority Firms ¹	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	32,524	20,196	62.10%	5,296	16.28%	3,639	11.19%	3,746	11.52%
Agricultural services, forestry, fishing, and mining	520	389	1.20%	No Data	No Data	47	0.14%	73	0.22%
Construction industries	3,401	1,704	5.24%	89	0.27%	835	2.57%	943	2.90%
Manufacturing	484	219	0.67%	69	0.21%	59	0.18%	155	0.48%
Transportation, communications, and utilities	1,521	1,223	3.76%	69	0.21%	127	0.39%	129	0.40%
Wholesale trade	523	222	0.68%	148	0.46%	74	0.23%	85	0.26%
Retail trade	4,565	2,482	7.63%	1,439	4.42%	405	1.25%	278	0.85%
Finance, insurance and real estate industries	1,377	1,023	3.15%	162	0.50%	92	0.28%	111	0.34%
Service industries	15,234	10,789	33.17%	2,914	8.96%	1,051	3.23%	624	1.92%
Industries not Classified	4,891	2,140	6.58%	370	1.14%	944	2.90%	1,350	4.15%

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

Industry Description	Minority Sales ²	African American	% of Minority Sales	Asian & Pacific Islander	% of Minority Sales	Hispanic	% of Minority Sales	American Indian	% of Minority Sales
All industries	4,583,483	1,644,529	35.88%	1,762,889	38.46%	684,426	14.93%	546,041	11.91%
Agricultural services, forestry, fishing, mining	30,186	No Data	No Data	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	526,043	200,105	4.37%	47,301	1.03%	97,833	2.13%	191,819	4.19%
Manufacturing	590,947	55,043	1.20%	318,599	6.95%	No Data	No Data	61,060	1.33%
Transportation, communications, utilities	141,033	95,856	2.09%	3,270	0.07%	No Data	No Data	37,353	0.81%
Wholesale trade	549,937	94,613	2.06%	231,922	5.06%	113,602	2.48%	111,628	2.44%
Retail trade	920,631	386,014	8.42%	416,355	9.08%	92,326	2.01%	34,474	0.75%
Finance, insurance and real estate industries	223,814	189,652	4.14%	23,869	0.52%	No Data	No Data	No Data	No Data
Service industries	1,379,838	529,992	11.56%	682,649	14.89%	141,807	3.09%	55,690	1.22%
Industries not Classified	220,970	67,645	1.48%	35,966	0.78%	61,001	1.33%	47,198	1.03%

¹ 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 Sales² figure does not reflect official Bureau of the Census minority sales estimates as reported in the 1997 Survey of Minority-Owned Business Enterprise