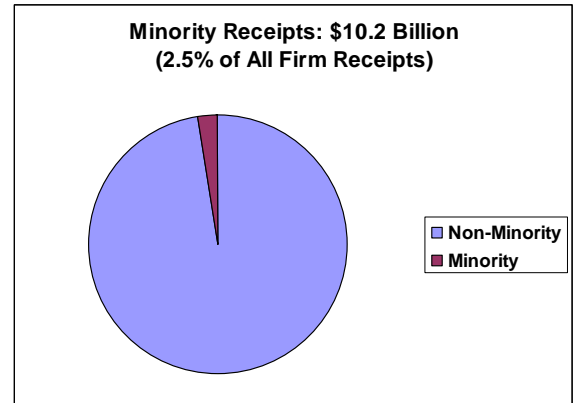


The State of Minority Business in the State of Virginia

Demographic and Business Statistics

- 1997 Total Population: 6,732,878 persons
- Total Firms: 480,122 firms
- Annual sales of all firms in the State: \$415.1 billion
- 1997 Total Minority Population: 1,801,504 persons
- Total Minority-Owned Firms: 71,705 firms
- Annual sales of Minority-owned firms in State: \$10.2 billion
- Total African American-owned firms: 33,539 firms
- Annual sales from African American-owned firms: \$3.4 billion
- Asian & Pacific Islander-owned firms: 22,441 firms
- Annual sales of Asian & Pacific Islander-owned firms: \$4.4 billion
- Hispanic-owned Firms : 13,703 firms
- Annual sales of Hispanic-owned firms: \$1.8 billion
- American Indian & Alaska Natives-owned firms: 3,280 firms
- Annual sales of American Indian & Alaska Natives-owned firms: \$621.6 million

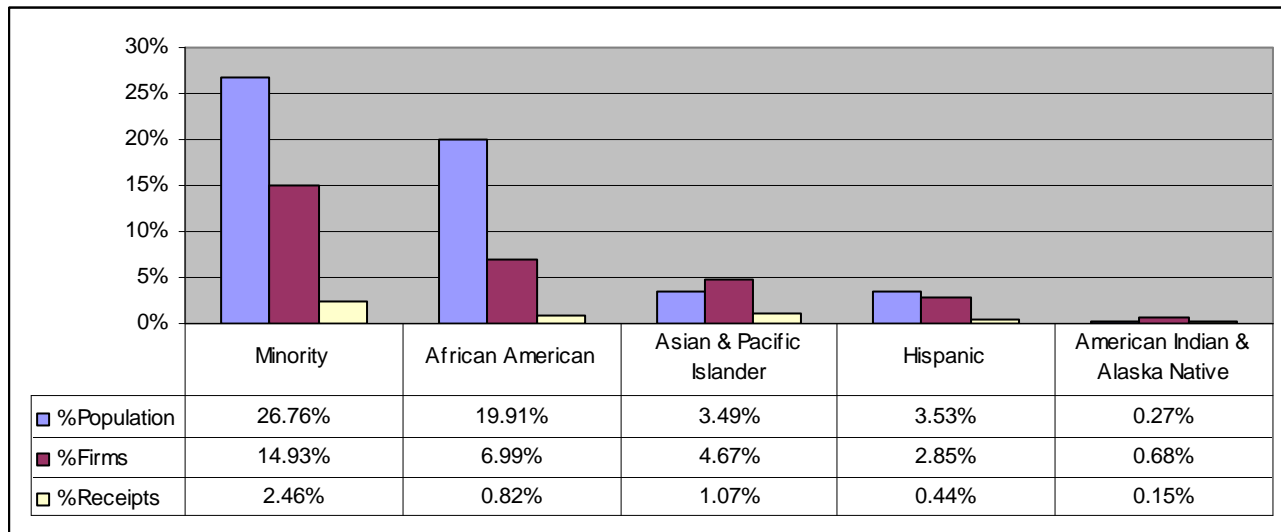


Business Participation¹

Group	State BPR: Virginia	National BPR
All	71	78
Non-Minority	83	91
Minority	40	42
African American	25	24
Asian & Pacific Islander	95	90
Hispanic	58	41
American Indian & Alaska Native	179	85

Parity²:

In the State of Virginia, the Asian & Pacific Islander group has 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 Virginia

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	480,122		415,092,587		2,571,489		69,930,776	
Agricultural services, forestry, fishing, mining	11,502	2.40%	1,378,325	0.33%	21,338	0.83%	408,653	0.58%
Construction industries	58,665	12.22%	25,037,539	6.03%	178,903	6.96%	4,882,653	6.98%
Manufacturing	12,577	2.62%	87,671,402	21.12%	407,824	15.86%	13,184,989	18.85%
Transportation, communications, and utilities	21,454	4.47%	32,013,577	7.71%	143,611	5.58%	5,380,539	7.69%
Wholesale trade	14,975	3.12%	66,090,154	15.92%	135,129	5.25%	4,687,961	6.70%
Retail trade	65,350	13.61%	66,400,304	16.00%	585,307	22.76%	8,377,582	11.98%
Finance, insurance and real estate industries	54,344	11.32%	60,929,647	14.68%	175,040	6.81%	6,189,822	8.85%
Service industries	208,537	43.43%	71,785,702	17.29%	910,687	35.41%	26,300,828	37.61%
Industries not Classified	32,855	6.84%	1,393,542	0.34%	506	0.02%	12,413	0.02%

Industries for Minority Groups in the State of Virginia (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	71,705	33,539	46.77%	22,441	31.30%	13,703	19.11%	3,280	4.57%
Agricultural services, forestry, fishing, and mining	1,006	651	0.91%	111	0.15%	209	0.29%	96	0.13%
Construction industries	6,464	2,846	3.97%	1,154	1.61%	2,089	2.91%	472	0.66%
Manufacturing	932	510	0.71%	268	0.37%	153	0.21%	35	0.05%
Transportation, communications, and utilities	5,476	3,476	4.85%	1,447	2.02%	495	0.69%	107	0.15%
Wholesale trade	909	332	0.46%	419	0.58%	136	0.19%	29	0.04%
Retail trade	9,378	3,563	4.97%	4,443	6.20%	1,230	1.72%	255	0.36%
Finance, insurance and real estate industries	3,447	1,725	2.41%	1,140	1.59%	515	0.72%	104	0.15%
Service industries	34,345	17,023	23.74%	11,128	15.52%	6,105	8.51%	497	0.69%
Industries not Classified	9,768	3,436	4.79%	2,337	3.26%	2,769	3.86%	1,661	2.32%

Industries for Minority Groups in the State of Virginia (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	10,197,142	3,408,165	33.42%	4,438,842	43.53%	1,808,975	17.74%	621,617	6.10%
Agricultural services, forestry, fishing, mining	No Data	25,615	0.25%	No Data	No Data	No Data	No Data	No Data	No Data
Construction industries	974,311	357,645	3.51%	198,396	1.95%	312,700	3.07%	107,848	1.06%
Manufacturing	715,278	184,150	1.81%	345,027	3.38%	165,591	1.62%	No Data	No Data
Transportation, communications, utilities	372,413	241,488	2.37%	64,241	0.63%	43,608	0.43%	35,340	0.35%
Wholesale trade	822,946	80,139	0.79%	484,291	4.75%	215,787	2.12%	43,593	0.43%
Retail trade	1,793,827	440,471	4.32%	1,169,965	11.47%	143,324	1.41%	49,880	0.49%
Finance, insurance and real estate industries	258,615	101,149	0.99%	117,238	1.15%	29,647	0.29%	11,310	0.11%
Service industries	4,939,808	1,914,768	18.78%	1,939,360	19.02%	815,241	7.99%	297,771	2.92%
Industries not Classified	275,702	62,678	0.61%	112,112	1.10%	75,811	0.74%	48,477	0.48%

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