

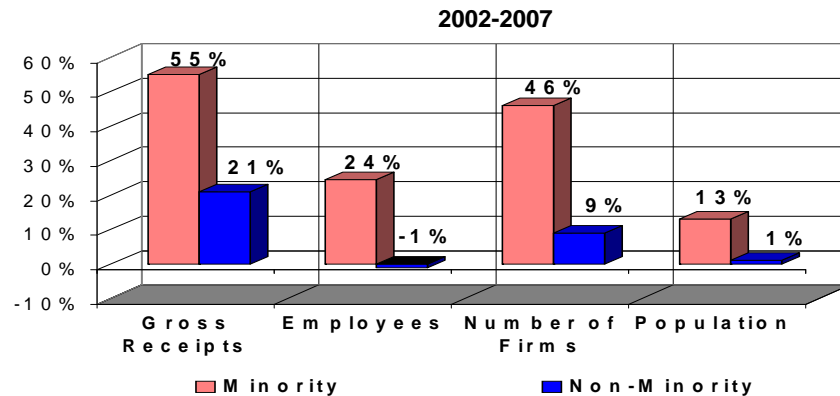
# Minority-Owned Business Growth & Global Reach

## Minority-Owned Firms Generate \$1 Trillion in Economic Output to the U.S. Economy and Create 5.8 Million Jobs\*

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)**
African American	1,921,864	\$135.7 billion	\$70,629	106,566	\$97.1 billion	\$911,594	909,552	\$910.4 billion
American Indian & Alaska Native	236,691	\$34.4 billion	\$145,142	23,662	\$27.5 billion	\$1,161,951	185,037	\$64.7 billion
Asian	1,549,559	\$506.0 billion	\$326,575	397,426	\$453.6 billion	\$1,141,280	2,807,771	\$508.6 billion
Hispanic	2,260,269	\$350.7 billion	\$155,141	248,852	\$279.9 billion	\$1,124,848	1,908,161	\$978.4 billion
Native Hawaiian & Other Pacific Islander	37,687	\$6.3 billion	\$167,680	4,151	\$5.3 billion	\$1,264,828	37,801	Combined in Asian
<b>All Minority</b>	<b>5,759,209</b>	<b>\$1.0 trillion</b>	<b>\$177,941</b>	<b>766,533</b>	<b>\$860.5 billion</b>	<b>\$1,122,577</b>	<b>5,816,114</b>	<b>\$2.46 trillion</b>
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

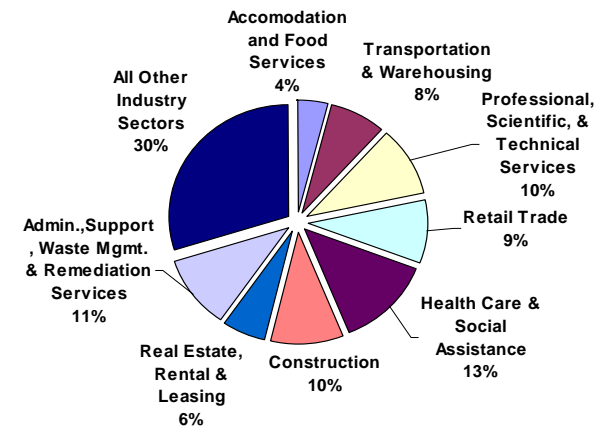
- In 2007, there were 5.8 million minority firms, of which 13 percent (766,533) were firms with employees with average receipts of \$1.1 million, and average employment of 8 workers per employer firm.
- The minority population had an estimated buying power of about \$2.5 trillion in 2009, larger than the purchasing power of all but five countries worldwide in 2009, 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 (55% minority growth), employment (24%), and number of firms (45%).
- Minority firms are an engine of job creation, with paid employment growing by 24 percent from 4.7 million to 5.8 million, compared to a decrease in employment of 1.1 percent for non-minority firms.
- The rapidly growing minority population increased by 13 percent during the same period.
- Minorities represented 36 percent of the nation's population in 2010, and will become the majority of the population by 2042.

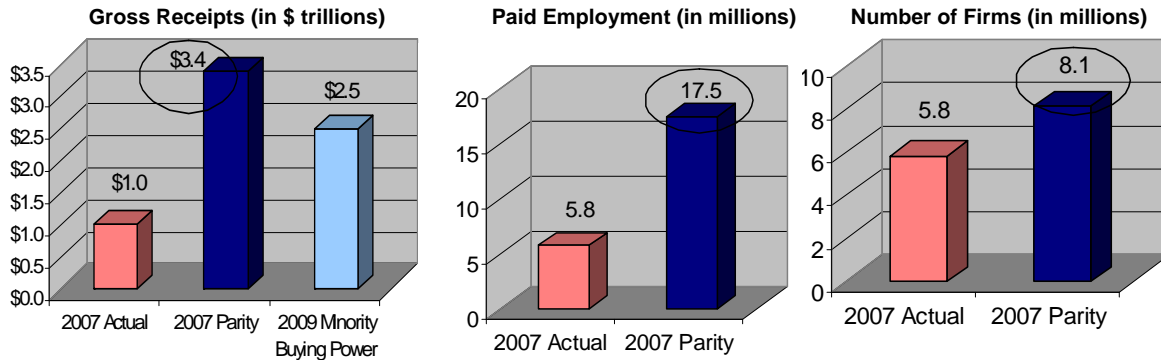
## Minority-Owned Firms' Top Industry Sectors, 2007



- Minority firms were widely distributed but most concentrated in 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.

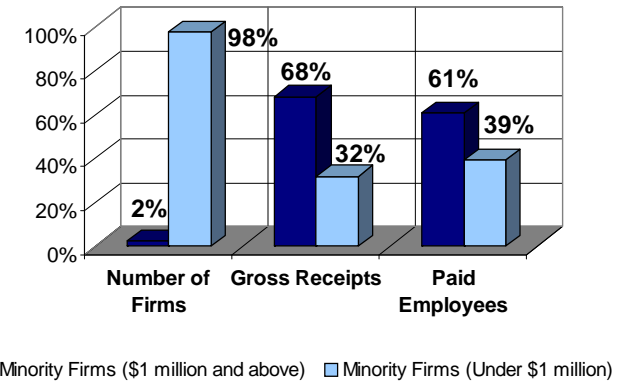
## Entrepreneurial Parity Remains Elusive for Minority-Owned Businesses

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).



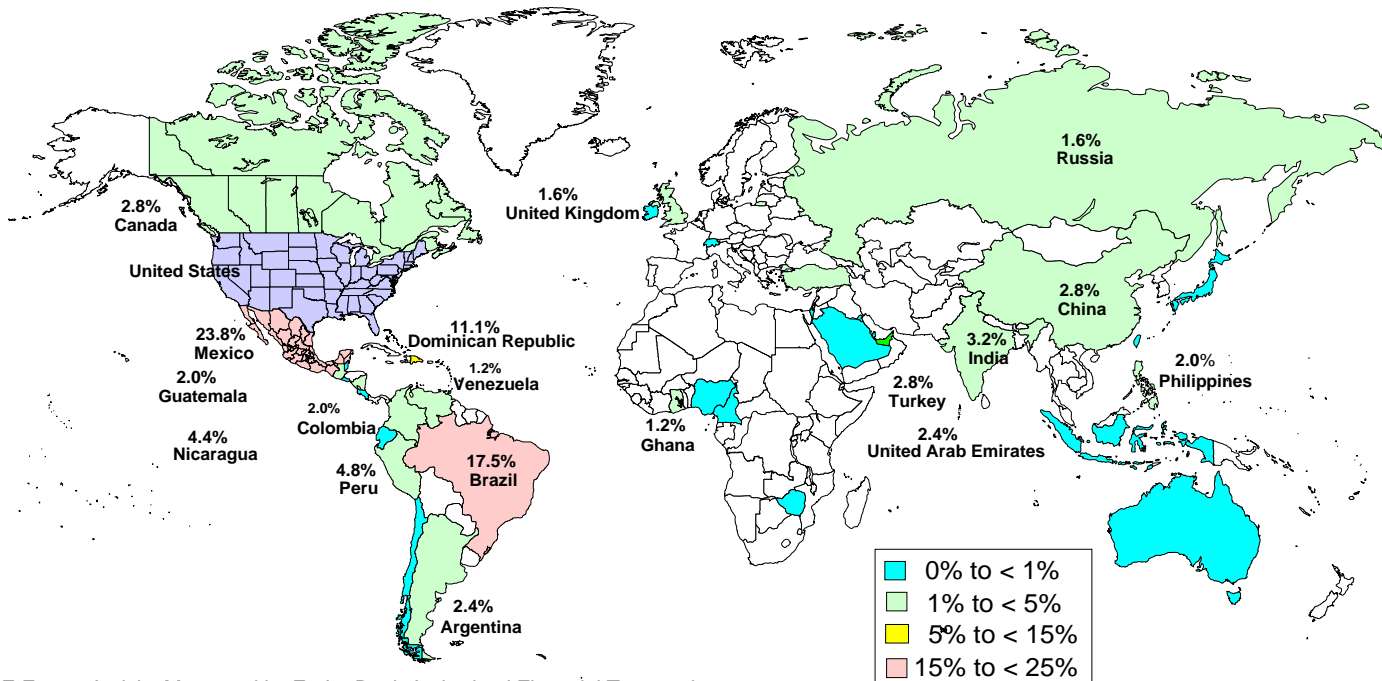
- The adult minority population represented 31 percent in 2007, but minorities held only 22 percent of all Classifiable firms, 9 percent of these firms' gross receipts and 10 percent of their employment.
- If minority firms' gross receipts reflected the 2007 adult minority population share, receipts would have amounted to \$3.4 trillion, about \$2.4 trillion more than the actual figure.
- Paid employment would have totaled 17.5 million—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), 2007



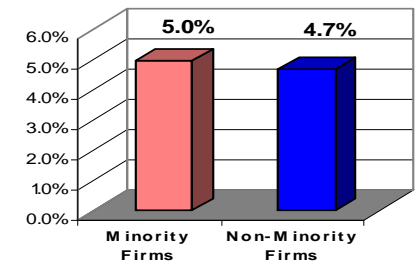
- While smaller in number, minority firms with receipts of \$1 million or more generate a much larger percentage of all minority revenues and paid employment than firms with receipts under \$1 million.
- There were over 141,000 minority-owned firms with receipts of \$1 million or more. These firms generated combined gross receipts of about \$700 billion and employed 3.5 million workers.

## Minority-Owned Business Global Reach Spans Six Continents



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

## MBEs More Likely to Export



- Minority-owned firms (5% of firms) were more likely to export than non-minority firms (4.7%).
- Among firms generating 20 percent or more of their sales in exports in 2007, minority firms (2.1%) were twice as likely to export compared to non-minority firms (1.1%).
- Minority business export activity spanned 41 countries over six continents, 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.

Source: Export data by country based on MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.