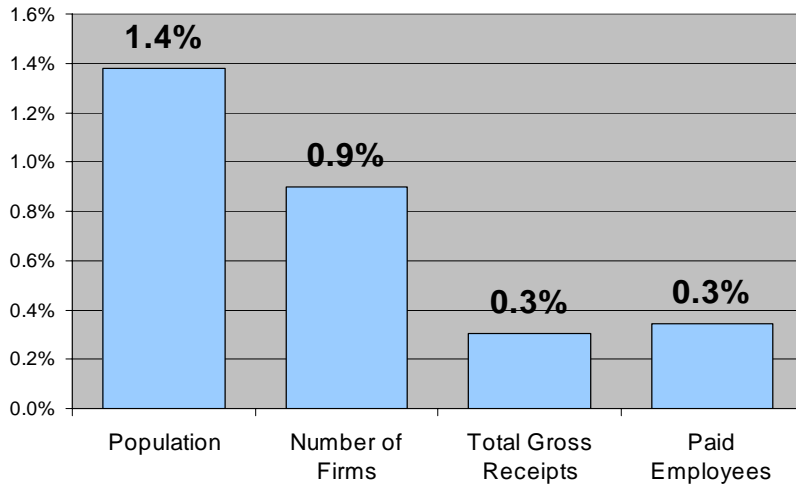


The State of American Indian and Alaska Native Business

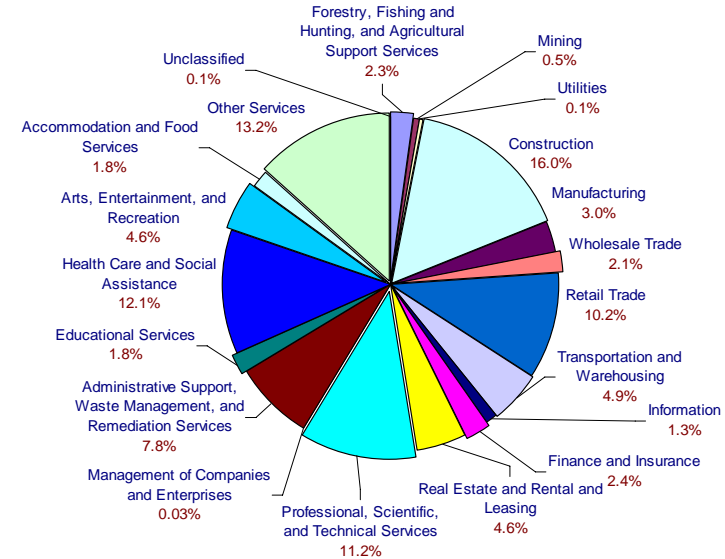
In August 2006, the Minority Business Development Agency (MBDA) released the "State of Minority Business Enterprises: An Overview of the 2002 Survey of Business Owners," based on data from the U.S. Census Bureau 2002 Survey of Business Owners. A copy of the full report can be found at www.mbda.gov/minoritybizfacts.

American Indian and Alaska Native Population and Business Share as a Percentage of U.S. Total, 2002



- While 1.4% of U.S. total population (18 years old and over) is American Indian and Alaska Native, they account for 0.9% of all classifiable firms.
- These firms generate 0.3% of all gross receipts and employ 0.3% of all paid employees.

American Indian and Alaska Native Business Representation by Industry Sector, 2002



- Sixteen percent of all American Indian and Alaska Native firms are in Construction, which is by far the largest single industry sector for the group.

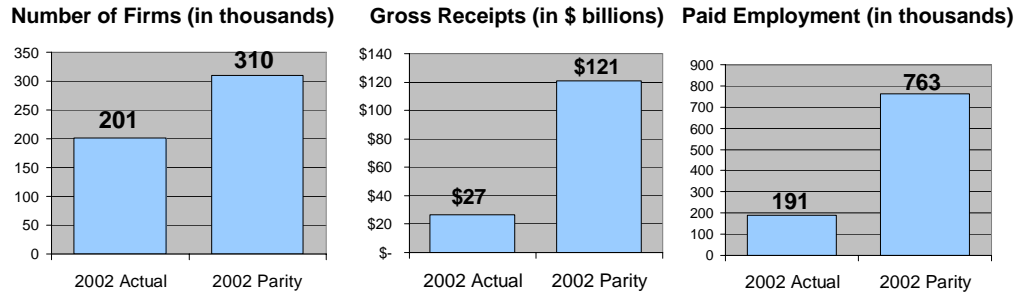
Summary Statistics by Group - 2002

Group	% of Total U.S. Population (18+ yrs.)	Number of Firms*	Total Gross Receipts	Average Gross Receipts*	Paid Employees*
African American	12.1%	1,198,000 (5.3%)	\$88.6 billion (1.0%)	\$74,000	754,000 (1.4%)
American Indian and Alaska Native	1.4%	201,000 (0.9%)	\$26.9 billion (0.3%)	\$133,000	191,000 (0.4%)
Asian	4.5%	1,104,000 (4.9%)	\$326.6 billion (3.7%)	\$296,000	2,214,000 (4.0%)
Hispanic	11.9%	1,574,000 (7.0%)	\$221.9 billion (2.5%)	\$141,000	1,537,000 (2.8%)
Native Hawaiian and Other Pacific Islander	0.3%	29,000 (0.1%)	\$4.3 billion (0.1%)	\$148,000	29,000 (0.1%)
All Minority	29.0%	4,105,000 (18.3%)	\$668.4 billion (7.6%)	\$163,000	4,725,000 (8.5%)
All Classifiable firms	100.0%	22,480,000 (100.0%)	\$8.8 trillion (100.0%)	\$391,000	55,368,000 (100.0%)

Source: U.S. Census Bureau, 2002 Survey of Business Owners, Company Summary, September 2006; 1997 Survey of Minority- and Women- Owned Business Enterprises, July 2001; National Population Estimates, July 2002, and MBDA Annual Performance Report: Fiscal Year 2005. Statistics do not include 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. Figures for Minority and Classifiable Firms represent MBDA's estimates. Hispanics may be of any race, because business owners were allowed to identify with more than one race category. Due to the exclusion of tribally held governments in 2002, data for American Indian and Alaska Native firms for 1997 and 2002 are not directly comparable. Other Services includes firms not provided for elsewhere in the classification system which are engaged in activities such as equipment and machinery repairing, promoting religious activities, grant-making, advocacy, providing dry-cleaning and laundry services, personal care services and dating services. For explanation of methodology, visit www.mbda.gov/minoritybizfacts. Prepared by MBDA's Office of Business Development, April 2007.

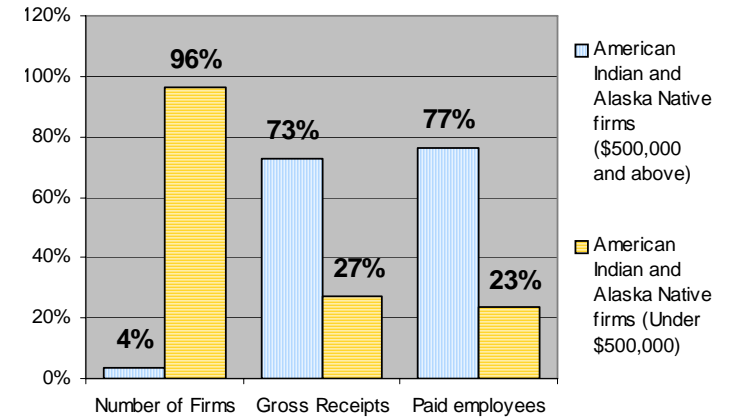
Achieving Entrepreneurial Parity

The business landscape for American Indian and Alaska Native firms in 2002 would have been quite different if parity had been achieved. Parity is defined as reaching proportionality between the adult population for the group and business development measures such as numbers of firms, gross receipts and employees.



- If the number of American Indian and Alaska Native firms reflected the group's 2002 population share, there would have been over 108,000 more firms, totaling nearly 310,000 firms.
- Gross receipts would have been \$121.1 billion, which is 4.5 times the actual number.
- Paid employment would have totaled almost 763,000—nearly four times the actual number.

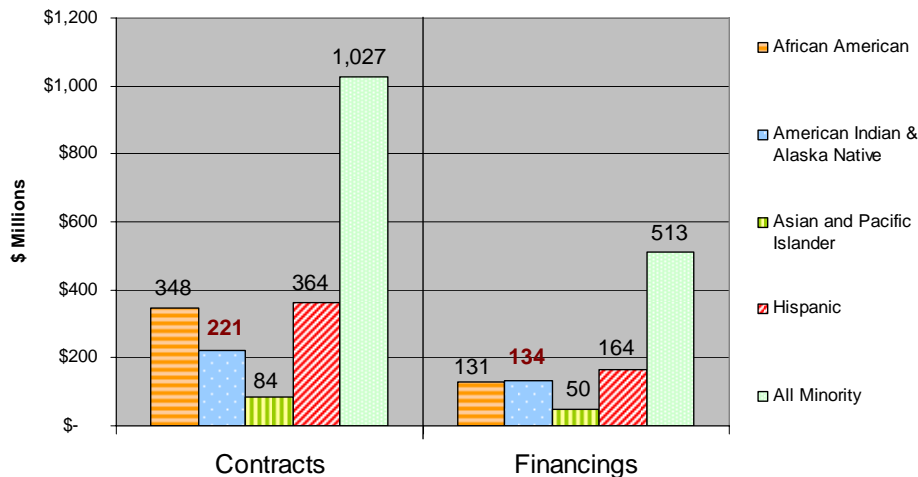
American Indian and Alaska Native Firms by Receipts Size, 2002



- While smaller in number, firms with receipts of \$500,000 or more generate a much larger percentage of all the group's revenues and paid employment than firms with receipts under \$500,000.

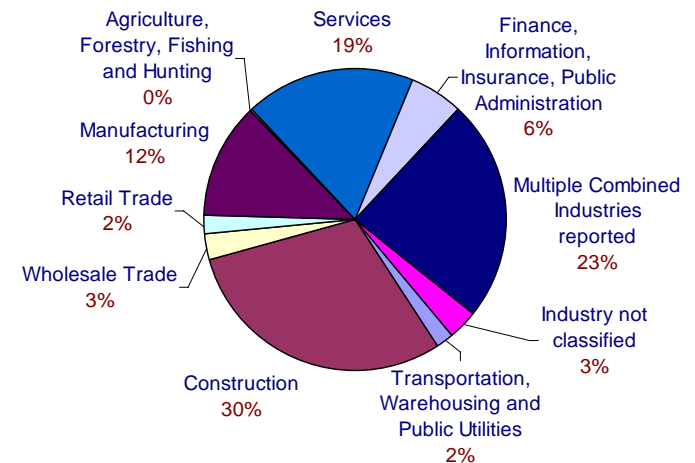
Moving the Numbers. MBDA Contribution to the Success of Minority Business Enterprise

Value of Contracts and Financings Obtained By Minority Firms through MBDA, FY 2005



- Over \$1.5 billion in contracts and financings were obtained by MBDA clients in fiscal year 2005.
- Sixteen percent (16%) of all MBDA clients reported had receipts greater than one million dollars.

Types of Contracts Obtained by MBDA Clients, FY 2005



- Construction contracts represent nearly 1/3 of all the procurement opportunities secured by MBDA funded projects.
- Contracts awarded to MBDA clients for Construction and Services exceeded \$586 million.