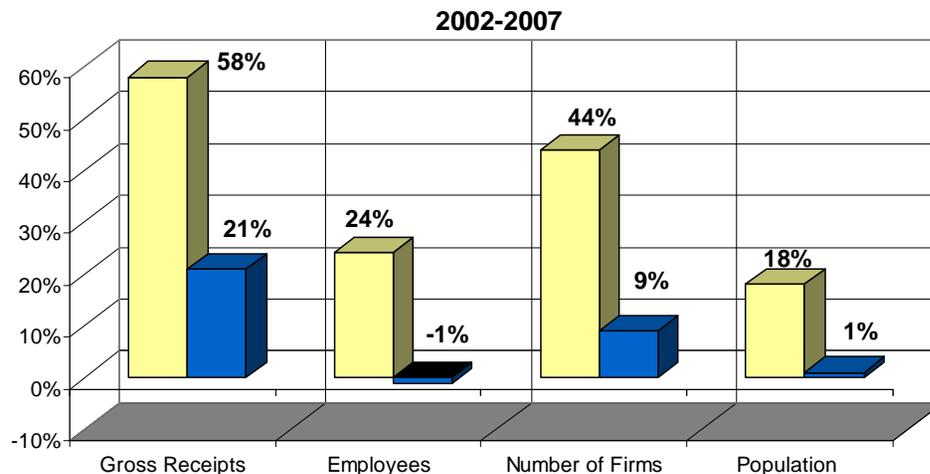


Hispanic-Owned Firms Generate \$351 Billion in Economic Output to the U.S. Economy and Create 1.9 Million Jobs*

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)**
All Hispanic	2,260,269	\$350.7 billion	\$155,141	248,852	\$279.9 billion	\$1,124,848	1,908,161	\$978.4 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
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	\$11.0 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

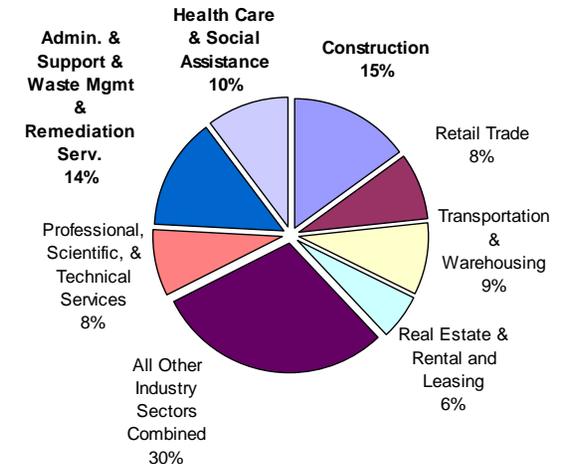
- In 2007, there were about 2.3 million Hispanic firms, of which **11 percent (248,852) were firms with employees.**
- Hispanic firms with employees had average receipts of \$1.1 million**, and average employment of 8 workers per firm.
- The Hispanic population had an estimated **buying power of \$978.4 billion in 2009**, larger than the 2009 purchasing power of countries such as Indonesia (\$969 billion), Australia (\$824 billion), and the Netherlands (\$654 billion), and of all but 14 countries worldwide.***

Hispanic-Owned Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, Hispanic-owned firms outpaced the growth of non-minority firms in gross receipts (58% Hispanic growth), employment (24%), and number of firms (44%).
- Hispanic firms are an engine of job creation, with paid employment growing by **24 percent from 1.5 million to 1.9 million**, compared to a **decrease in employment of 1 percent** for non-minority firms.
- The rapidly growing Hispanic population increased by 18 percent during the same period, compared to only 1 percent growth for non-minorities.

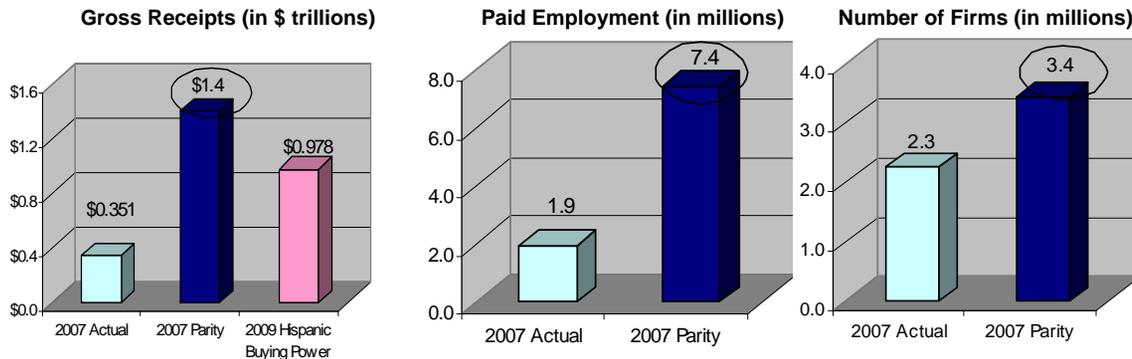
Hispanic-Owned Firms' Top Industry Sectors



- Hispanic firms were most concentrated in Construction (15%), Administrative and Support and Waste Management and Remediation Services (14%), and Health Care and Social Assistance (10%). All Other Industry Sectors Combined includes firms in Information, Manufacturing, Wholesale Trade, Mining, Utilities, Education, Entertainment, Accommodation and Food Services, Finance, and Agriculture, among other industry sectors.

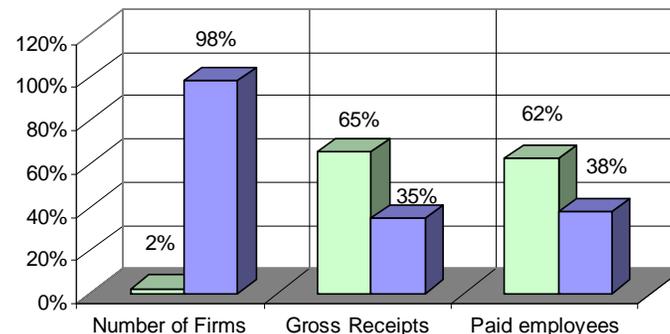
Entrepreneurial Parity Remains Elusive for Hispanic-Owned Businesses

Entrepreneurial parity for Hispanic businesses has yet to be reached. Parity is defined as reaching proportionality between the adult Hispanic population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held firms).



- The adult Hispanic population represented 13 percent in 2007, but Hispanics held only 9 percent of all Classifiable firms, 3 percent of these firms' gross receipts and 3 percent of their employment.
- If Hispanic firms' gross receipts reflected the 2007 adult Hispanic population share, receipts would have amounted to more than \$1.4 trillion, about \$1.1 trillion more than the actual figure.
- Paid employment would have totaled 7.4 million—about four times the actual employment.
- The number of Hispanic firms would have been over 3.4 million firms, nearly 1.2 million additional firms.

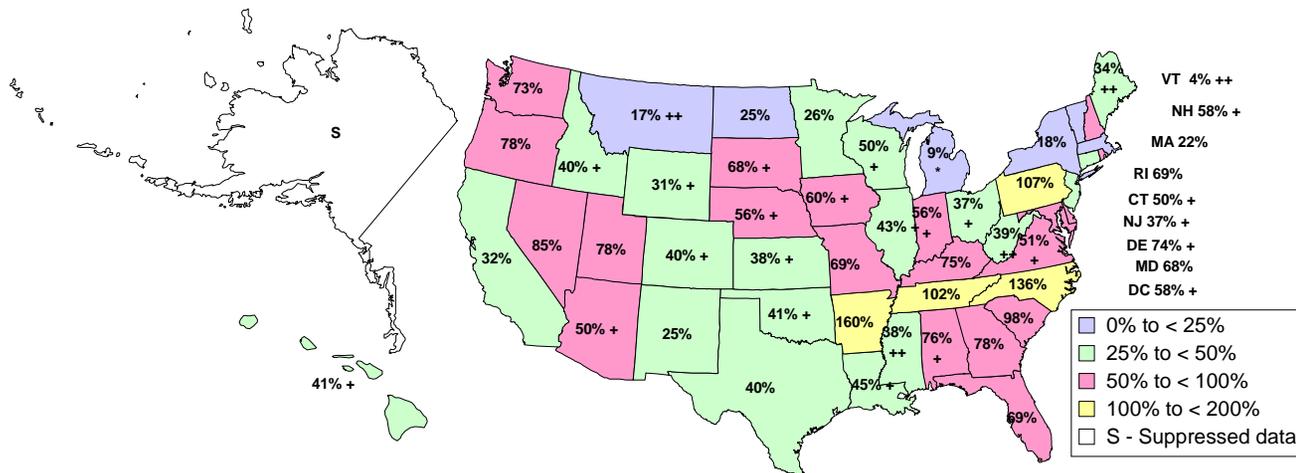
Hispanic-Owned Firms (\$1 Million and above in Gross Receipts), 2007



□ Hispanic firms (\$1 million and above) □ Hispanic firms (Under \$1 million)

- While smaller in number, Hispanic firms with receipts of \$1 million or more generated a larger percentage of all Hispanic revenues (65%) and paid employment (62%) than firms with receipts under \$1 million.
- There were 44,100 Hispanic-owned firms with receipts of \$1 million or more in 2007. These firms generated combined receipts of \$229 billion and employed 1.2 million workers

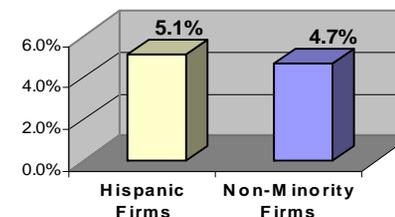
Hispanic-Owned Firms Grow Fastest in 27 States & Washington D.C.



- Between 2002 and 2007, the number of Hispanic firms grew faster than their national average of 44 percent in 27 states and Washington, D.C. Top states included: Arkansas (by 160%), North Carolina (136%), Pennsylvania (107%), Tennessee (102%), South Carolina (98%), Nevada (85%), Utah (78%) Oregon (78%), Georgia (78%), Alabama (76%), Kentucky (75%), and Delaware (74%).
- Hispanic-owned firms were most concentrated in California (566,573 firms; 25% of all Hispanic firms), Florida (450,137 firms; 20%), Texas (447,589; 19%), and New York (193,183; 9%).

Note: + Growth rates for these states are not statistically different from the group's average of 44 percent. ++ Growth rates for these states are not statistically different from zero or the group's national average. Growth rates for Hispanic firms in Alaska are not available because 2007 data estimates did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

Hispanic Firms More Likely to Export



- Hispanic firms operating in 2007 were more likely (5.1% of firms) to export compared to non-minority firms (4.7%).*
- Among firms generating 20 percent or more of their sales in exports in 2007, Hispanic firms (2.4%) were twice as likely to export compared to non-minority firms (1.1%).
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data 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 between 1992 and 2009.

Source: *MBDA analysis based on data from respondent firms in the U.S. Census Bureau's 2007 Survey of Business Owners. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.