

Impact of African American Families and Businesses on the Economy of Washington State

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EXECUTIVE SUMMARY

African Americans are playing a more significant role in the state's economy than they ever have before. Based on 1997 data African Americans:

- Own 6,634 businesses in 30 counties representing a 173% growth rate in the last 15 years
- Employ 5,221 people representing a 282% growth since 1982
- Control companies that pay more than \$68,574,000 in wages
- Pay \$14,653,000 in business taxes
- Comprise 3.4 percent of the state's population (190,746 people)
- Have total incomes of \$2,401,403,000
- Spend \$2,136,049,000
- Pay \$65,661,000 in state and local sales taxes as individual and family consumers

Washington has 12 counties with more than 1,000 African Americans and the African American population outside of King County is growing at a faster rate than within this county. This follows the national trend of increased suburbanization of African American families.

Based on 1992 data (the last year for which industry specific data is available) there is significant African American business ownership in the following industries:

- Finance, insurance, and real estate with more than 400 firms generating \$291 million in revenue,
- Selected services with more than 2,600 firms generating more than \$88.5 million in revenue, and
- Retail trade with more than 750 firms generating \$71.1 million in revenue.

The fastest growing industry sectors for African American owned firms, (between 1982 and 1992) in terms of revenue, are:

- Agricultural services, fishing, forestry, and mining with a 546 percent growth in revenues
- Wholesale trade with a 495 percent growth in revenues, and
- Construction with a 487 percent growth in revenues.

While these findings point to growth that is benefiting all regions of the state, this report also finds that the State is not maximizing the contributions of its African American families and businesses. This report finds that:

- the per capita income for African Americans is \$12,590
- African American firms in Washington generated an average of only \$58,126 in revenue in 1997
- only 13.3 percent of African American owned firms have any employees beyond the business owner
- the number of employees per African American owned business with employees grew from only 5.01 in 1982 to 6.26 in 1997

While this report describes the contribution of African Americans to the Washington State economy, it does not explain why the situation is as it is. More importantly, there is a lack of

guidance on effective strategies for how the state can maximize the contribution of African American consumers and businesses.

As the Legislature seeks to improve the lives of African American families, it is important to note that this report does not explore questions about the economic contribution of Latino/Hispanic, Asian Pacific Islander, and Native Americans. The researchers recognize that families and small businesses within these communities face many of the same challenges and opportunities. Thus, a comprehensive analysis of the economic contribution of communities of color in Washington would enable the Legislature and state agencies to make policy and program decisions that will have broader impact across the state than by focusing on one community.

Based on the research for this report, the researchers make the following recommendations to the Legislature:

- Commission a year-long study that will answer questions regarding the factors for success by companies owned by people of color. This study would also evaluate the effectiveness of existing state programs that seek to help small and minority owned businesses to grow.
- Explore the feasibility of expanding programs that assist African American owned companies to gain additional financing to fund growth.
- Target African American owned businesses as a key resource for attacking the gap in unemployment rates between African Americans and the state as a whole. While national research shows that African American owned firms tend to employ proportionally more

Research Background

The Washington State House of Representative's Economic Development, Housing and Trade Committee requested, as a part of their interim work plan, that the Commission on African American Affairs develop a report on the impact of African Americans on the Washington State economy. During the summer and fall of 1999, Tony Orange (Executive Director, Washington State Commission on African American Affairs) and Kenny Pittman (Senior Research Analyst, Washington State House of Representatives, Office of Program Research) convened a group of statisticians and researchers from the University of Washington Business School, the Office of Minority and Women Business Enterprise, the Office of Financial Management, Employment Security, and the Department of Revenue to develop the report.

Following a review of population trends, this report describes the impact of African Americans on the economy of Washington State in four areas:

- African American Families
- African American Business Activity
- Taxes paid by African Americans

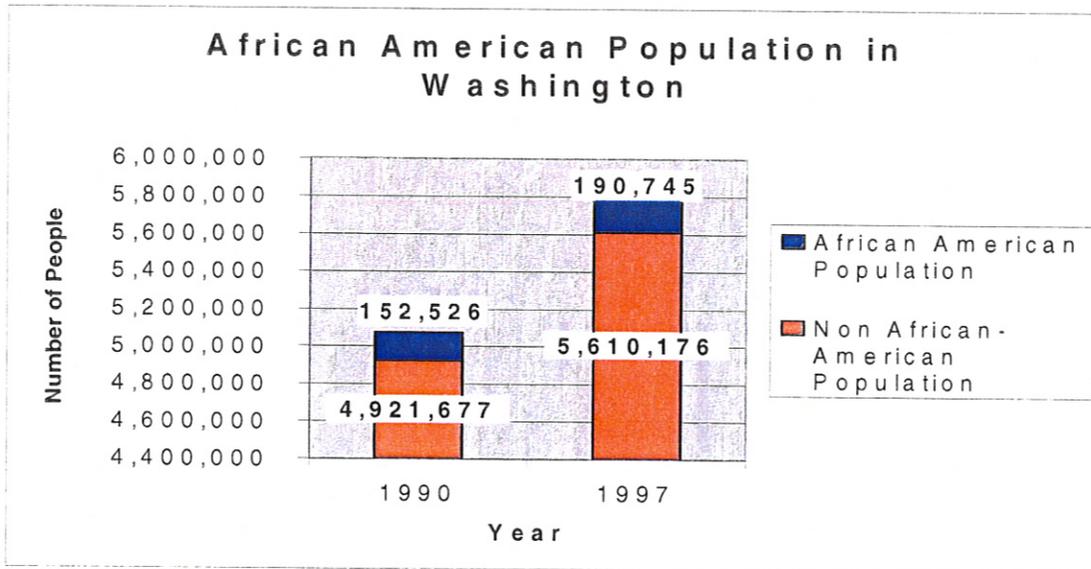
The report concludes with an analysis and recommendations on strategic directions to increase income for both families and businesses owned by African Americans. By developing targeted strategies, the State of Washington will be promoting enhanced economic opportunity for this growing population segment and economic growth for the state as a whole.

AFRICAN AMERICAN FAMILIES

Population Trends

The African American population in Washington has grown from 152,526 in 1990 to 190,745 in 1997, which is a 25.1 percent growth (Table 1). This exceeds the state population growth of 15 percent (from 4.9 million in 1990 to 5.6 million in 1997). Thus, African Americans are making up a larger portion of the state's population, which mirrors trends in the nation's racial and ethnic demographic mix.

Table 2 shows that in 1997 the African Americans made up 3.4 percent of the state's total population up from 3.1 percent in 1990.



We also see that the African American population outside of King County is growing at a faster rate (32 percent) than within King County (18 percent). In fact, the African American population in 30 counties grew at a faster rate than the African American population in King County. And there are 12 counties in Washington that have an African American population of more than 1,000 people. African Americans comprised 1.2 percent of the population in Eastern Washington and non-urban and suburban western Washington counties¹. Finally, we see that between 1990 and 1997, Snohomish County moved ahead of Spokane County in African American population, which demonstrates the increasing suburbanization of African Americans in Western Washington.

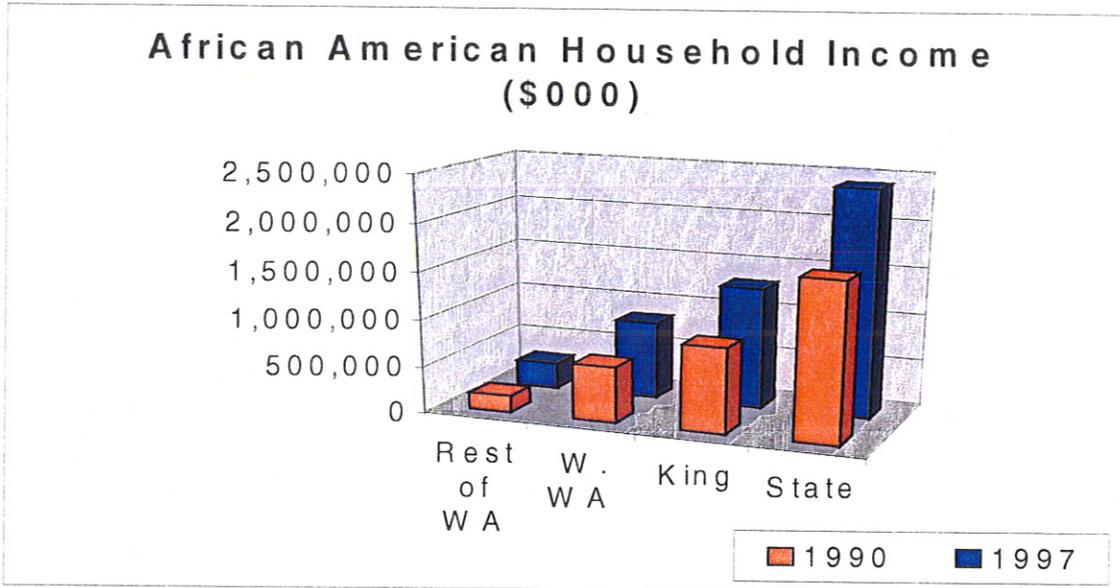
Household Income

African American household income topped \$2.4 billion in 1997 and has increased by 43.7 percent in the 1990-1997 period (Table 2). When adjusted for inflation African American household income grew at a rate of 19.4 percent.

¹ Non-urban and suburban Western Washington counties include: Kitsap, Pierce, Snohomish, and Thurston counties. Eastern Washington counties are those counties east of the Cascade Mountains.

As with the population growth, inflation-adjusted household income outside of King, Pierce, Snohomish, Thurston, and Kistap counties grew at a faster rate than within these areas.

King County	19.5 percent
Pierce, Snohomish, Thurston, Kitsap (W. WA)	15.8 percent
Rest of State	31.3 percent



This shows that the impact of African American households is increasing faster in Eastern Washington than in the urban/suburban Western Washington counties. But it is also important to note that, while growing relatively rapidly, the overall numbers of households and thus total income in some Eastern Washington counties, remains relatively small in actual dollars.

Household Spending

Total expenditures by African American households exceeded \$2 billion in 1997. African American households spent more than \$100 million in the following categories in 1997:

Housing	\$757.3 million
Transportation	\$398.0 million
Food at home	\$210.5 million
Personal insurance and pensions	\$174.6 million
Apparel	\$136.5 million

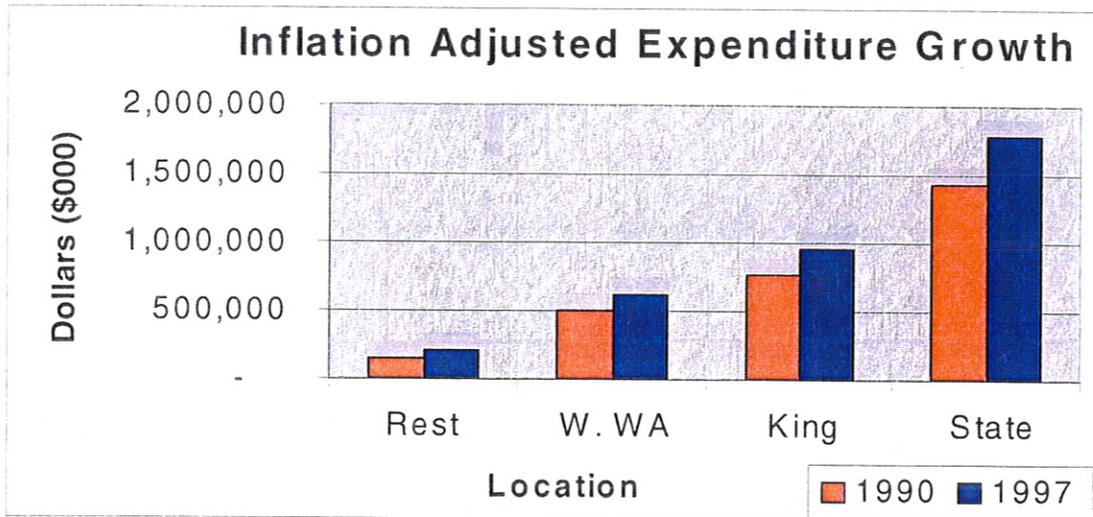
Equally as important as total expenditures is the growth rate of African American household spending. Between 1990 and 1997 there was a 50% growth in spending and when adjusted for inflation the growth rate approached 25% (Table 3). This growth in spending is a result of the increased household income levels and the increased number of African American consumers in Washington.

As with household income, inflation adjusted household spending outside of King, Pierce, Snohomish, Thurston, and Kistap counties grew at a faster rate than within these areas (Table 4).

King County	24.7 percent
Pierce, Snohomish, Thurston, Kitsap	21.0 percent

Rest of State

37.1 percent



These growth rates show that African Americans represent an “emerging market” of increasingly affluent consumers in every region of Washington. The growth in household expenditures exceeds the growth in African American population which means that, on average, African American households have more disposable income in 1997 than in 1990. This means that retailers, restaurants, and service providers who target African American consumers can gain significant revenue growth from the increased spending and the increased population.

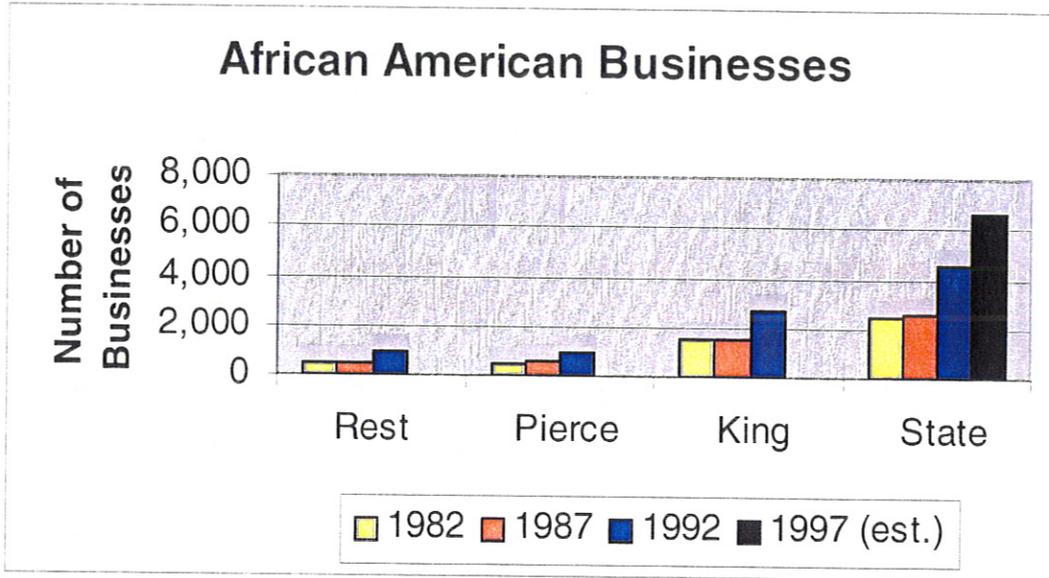
We also find several interesting items within African American spending. For example we see that spending on tobacco and alcohol products have declined in real dollars between 1990 and 1997. We also see that inflation-adjusted expenditures on other products/services are growing at double-digit rates:

Personal care products	96.1%
Transportation	38.6%
Housing	34.5%
Entertainment	28.6%
Health Care	24.1%
Education	21.0%
Contributions	16.3%
Insurance and pensions	13.4%
Food at home	10.6%

AFRICAN AMERICAN BUSINESSES

Business Activity

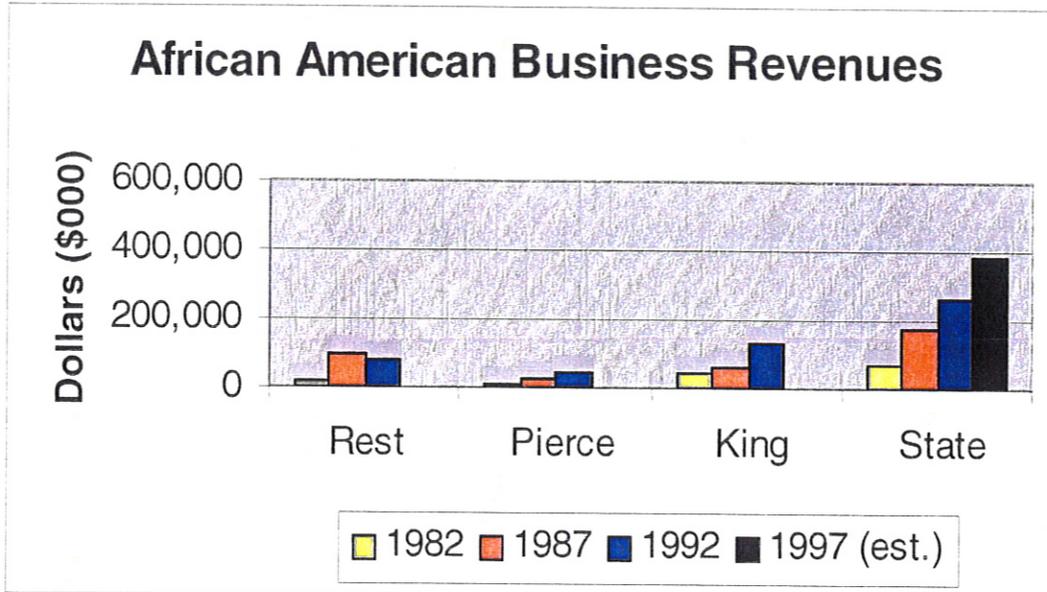
By all measures African American business activity has grown during between 1982 and 1997. We see that the number of firms have grown by 172.6 percent, to a total of more than 6,600.



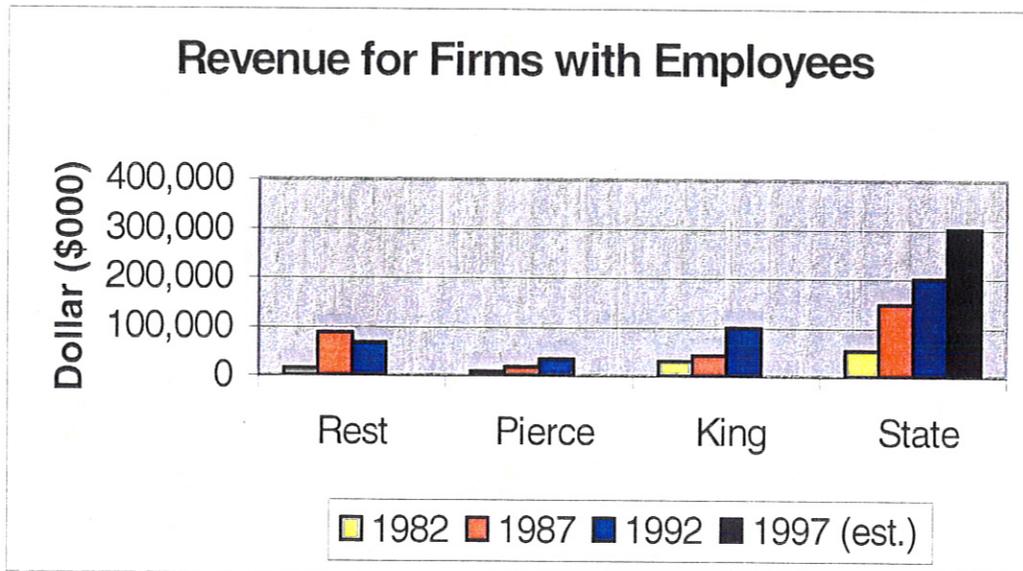
The number of firms with employees grew by 205 percent to a total of more than 830.



The total revenue grew by 443.4 percent to more than \$385 million.



The revenue for firms with employees grew by 481.9 percent to nearly \$301 million.



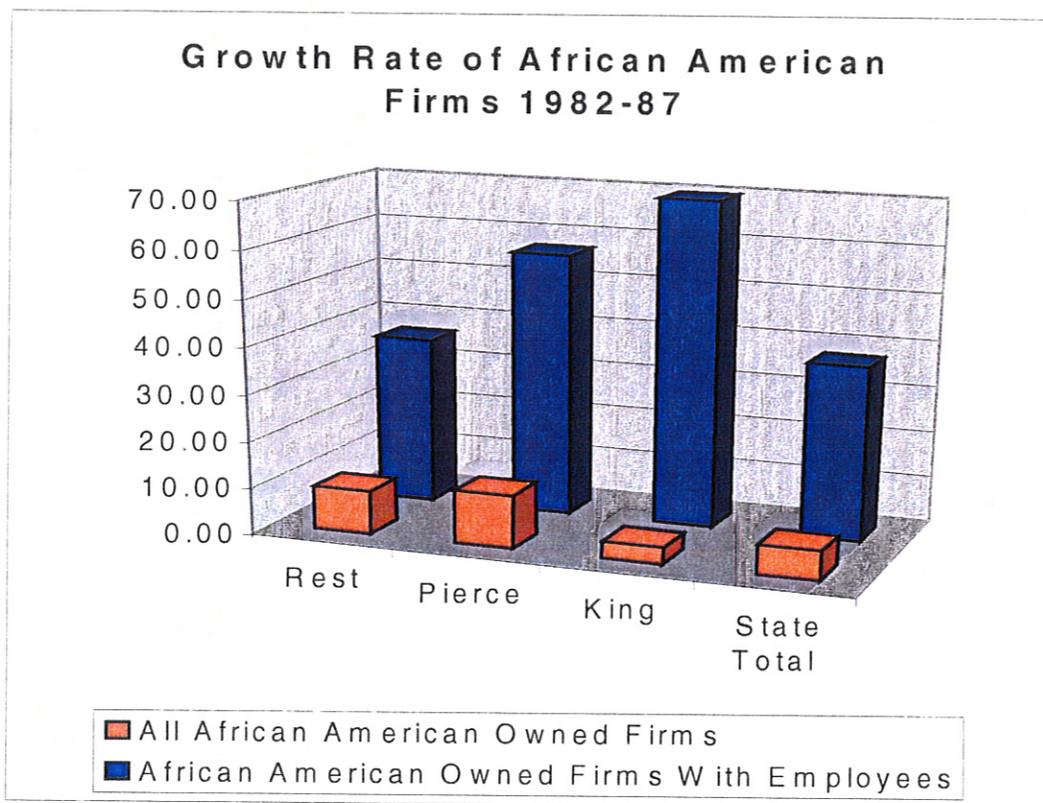
Business Activity 1982 and 1987

By 1982, there were 2,433 African American owned businesses in Washington with slightly more than 60 percent being located in King County.

Between 1982 and 1987 we see the addition of only 150 new companies for a 6.1 percent growth rate. This is the slowest growth rate, by far, in any of the five-year periods in this study between 1982 and 1997. The growth rate in the number of firms outside of King and Pierce County is 9.3 percent while the growth in King County is less than 3.5 percent.

The growth story in this time period, however, is in the number of African American owned firms with employees. There is a 69.7 percent growth in King County, a 56.5 percent growth in Pierce County, a 36.2 percent growth in the Rest of the State for a combined growth of 59.7 percent.

Looking further at the firms with employees this research shows that 71 percent of people who worked for African American owned companies in 1982 worked for firms in King County. But by 1987, nearly 53 percent of employees working for African American companies were employed by firms outside of King County. And almost more significantly, by 1987 African American firms with employees outside of King County were generating more than 1.5 times as much revenue as were firms with employees in King County.



Business Activity 1992

In 1992 the 4,575 African American owned firms in Washington generated more than \$257 million in revenues, employed more than 3,000 people and had a total payroll of more than \$45 million (Table 5). African American owned businesses exist in 31 Washington counties, 16 counties have more than 10 firms, 19 counties have African American owned companies with employees beyond the owner, nine of these are in Eastern Washington based on 1992 data from the US Census Bureau (Table 6).

Between 1982 and 1992 there was a growth of more than 117 percent in African American owned companies with employees. Like with population, household income, and household

spending the growth in the number of firms and the number of firms with employees grew faster outside of King and Pierce counties than within.

In 1992 service (2,626) and retail trade (752) companies continued to be the largest industry sector for African American owned companies (Table 7). Overall there was an 88 percent increase in the number of African American owned firms in Washington between 1982 and 1992. There was also significant growth in the following industries:

- Transportation and public utilities: 235.9 percent
- Finance, insurance and real estate: 189.9 percent
- Wholesale trade: 160.0 percent
- Selected Services: 124.4 percent
- Construction: 95.9 percent

Revenues showed an even more impressive growth rate totaling more than 262% in nominal terms and more than 144% in real terms (Table 7). Every industry classification showed an inflation-adjusted growth rate of more than 100% with the exception of "non classified industries." Inflation-adjusted revenues for agricultural services, fishing, forestry, and mining showed the most rapid growth rate (335.7% after inflation) followed closely by wholesale trade (301.0% after inflation).

While these growth trends are significant and positive it is important to note, however, that the average firm owned by African Americans in Washington continued to be very small in 1992. On average these firms generate only \$56,191 in revenue, only 13 percent have any employees beyond the owner, and the firms with employees have on average only six employees.

Business Activity 1997

Estimated figures for 1997 show there were 6,634 African American owned businesses in the state that generated more than \$385 million in total revenue, employed 5,221 people, had payrolls of more than \$68 million and paid more than \$14 million in B&O taxes.

In terms of growth, between 1992 and 1997 African American owned businesses grew significantly in several areas:

- the number of businesses grew by 45 percent
- the number of businesses with employees grew by 40 percent
- revenues grew by more than 50 percent
- the number of people working for African American owned companies grew by 45 percent
- the payroll grew 50 percent

As in 1992, African American owned firms continue to be small in terms of revenue and number of employees. On average African American owned firms generated \$56,190 in 1992 and \$58,126 in 1997. This is a 3.4 percent growth in average revenues. Similarly, firms with employees generated \$361,317 in revenue, on average, in 1997 up from \$337,228 in 1992. The number of employees per firm grew from 6.0 to 6.25 persons.

Business Sector Analysis

Between 1982 and 1992 (the last year for which industry-specific data is available) there is triple digit growth in inflation-adjusted revenues in all industries except "industries not classified." There is double-digit growth rates in the number of firms in all industry classifications with the exception of retail trade. A sector-by-sector analysis appears below.

Agricultural Serv., Fishing, Forestry, Mining

Number of Firms 1982:	34
Number of Firms 1987:	36
Number of Firms 1992:	47
Growth Rate 1982-92:	38.2%
Sales 1982:	\$344,000
Sales 1987:	\$736,000
Sales 1992:	\$2,224,000
Sales Growth 1982-92:	546.5%
Inflation Adjusted Growth:	335.7%

Construction

Number of Firms 1982:	98
Number of Firms 1987:	111
Number of Firms 1992:	192
Growth Rate 1982-92:	95.9%
Sales 1982:	\$5,406,000
Sales 1987:	\$12,786,000
Sales 1992:	\$31,743,000
Sales Growth 1982-92:	487.2%
Inflation Adjusted Growth:	295.8%

Manufacturing

Number of Firms 1982:	39
Number of Firms 1987:	60
Number of Firms 1992:	70
Growth Rate 1982-92:	79.5%
Sales 1982:	\$581,000
Sales 1987:	\$2,976,000
Sales 1992:	\$1,747,000
Sales Growth 1982-92:	200.7%
Inflation Adjusted Growth:	102.7%

Transportation and Public Utilities

Number of Firms 1982:	64
Number of Firms 1987:	93
Number of Firms 1992:	215
Growth Rate 1982-92:	235.0%
Sales 1982:	\$2,612,000
Sales 1987:	\$5,906,000
Sales 1992:	\$8,327,000
Sales Growth 1982-92:	218.8%
Inflation Adjusted Growth:	114.9%

Wholesale Trade

Number of Firms 1982:	30
Number of Firms 1987:	53
Number of Firms 1992:	78
Growth Rate 1982-92:	160.0%
Sales 1982:	\$6,686,000
Sales 1987:	\$19,512,000
Sales 1992:	\$39,781,000
Sales Growth 1982-92:	495.0%
Inflation Adjusted Growth:	301.0%

Retail Trade

Number of Firms 1982:	720
Number of Firms 1987:	409
Number of Firms 1992:	752
Growth Rate 1982-92:	4.4%
Sales 1982:	\$20,998,000
Sales 1987:	\$75,641,000
Sales 1992:	\$71,122,000
Sales Growth 1982-92:	238.7%
Inflation Adjusted Growth:	128.3%

Finance, Insurance, and Real Estate

Number of Firms 1982:	139
Number of Firms 1987:	206
Number of Firms 1992:	403
Growth Rate 1982-92:	189.9%
Sales 1982:	\$2,611,000
Sales 1987:	\$3,374,000
Sales 1992:	\$10,225,000
Sales Growth 1982-92:	291.6%
Inflation Adjusted Growth:	163.9%

Selected Services

Number of Firms 1982:	1,170
Number of Firms 1987:	1,523
Number of Firms 1992:	2,626
Growth Rate 1982-92:	124.4%
Sales 1982:	\$29,650,000
Sales 1987:	\$52,024,000
Sales 1992:	\$88,503,000
Sales Growth 1982-92:	198.5%
Inflation Adjusted Growth:	101.2%

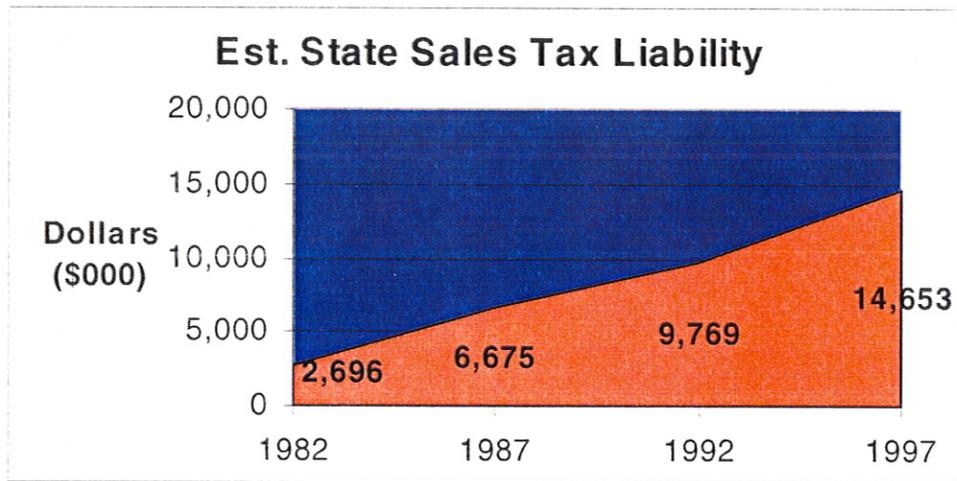
Industries Not Classified

Number of Firms 1982:	139
Number of Firms 1987:	92
Number of Firms 1992:	192
Growth Rate 1982-92:	38.1%
Sales 1982:	\$2,067,000
Sales 1987:	\$2,716,000
Sales 1992:	\$3,401,000
Sales Growth 1982-92:	64.5%
Inflation Adjusted Growth:	10.9%

TAXES PAID BY AFRICAN AMERICANS

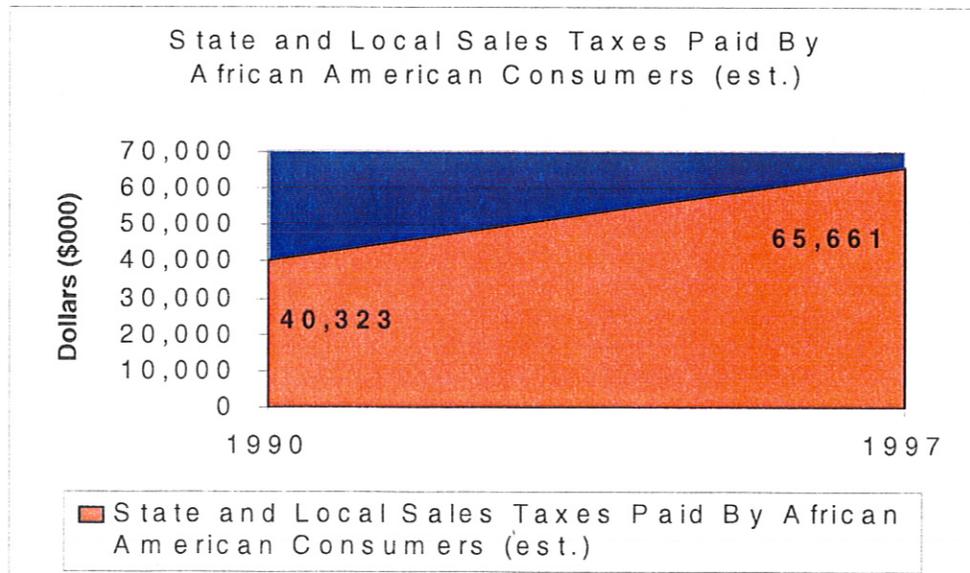
African American Consumers

African American consumers paid \$65.6 million in sales tax in 1997. This represents a 62.8 percent growth in sales tax receipts by the State of Washington from African American consumers between 1990 and 1997. Table 2 shows that African American household income grew by 19.4 percent when adjusted for income between 1990 and 1997 but their sales tax payments grew by 35.3 percent in real dollars during that time. African American households are spending proportionally more of their income on sales taxes in 1997 than they did in 1990.



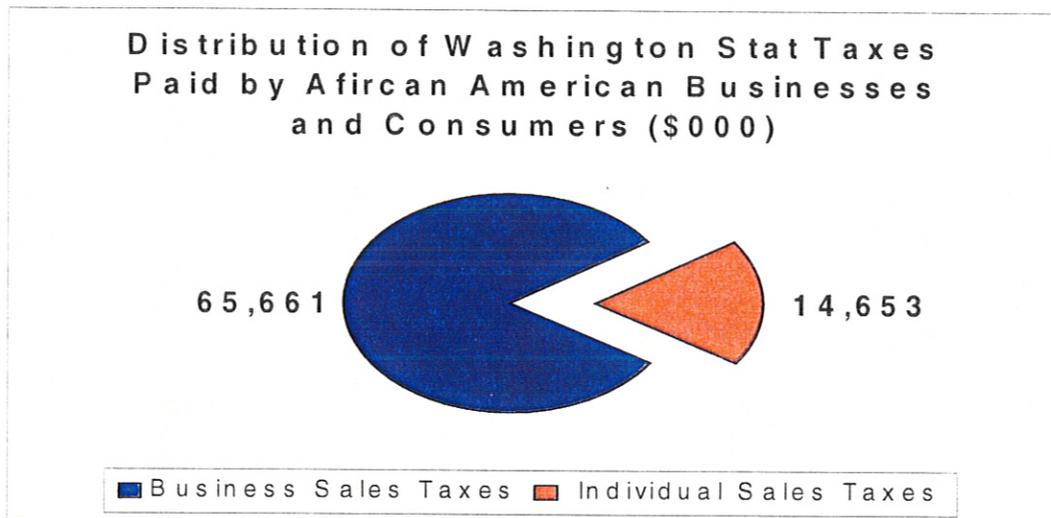
African American Businesses

African American owned companies paid more than \$14.6 million in B&O taxes in 1997 which is nearly a 50 percent increase over the level they paid in 1992. This growth in tax revenues paid



to the state exceeds the average revenue growth rate (3.4 percent) for African American owned firms.

Collectively, African American owned businesses and African American consumers paid more than \$80 million in taxes to the State of Washington in 1997.



Further Questions and Policy Recommendations

This report provides the Legislature with an accurate picture of the contribution of African Americans to the Washington State economy. But these data do not explain why the situation is as it is. For example this report does not explain the reasons for:

- the relatively low median African American household income in comparison to the state as a whole,
- the very small number of African American owned companies with employees,
- the very low average revenues produced by African American owned businesses, and
- the significant concentration of African American owned companies in service and retail industries.

Because of the rapidly growing number of African American households and businesses, it is important for the Legislature and state agencies to better understand the reasons for these developments. With an improved understanding of these developments the Legislature will be better able to develop and expand programs to support African American families and small businesses in all counties of the state. The Legislature will also be better able to determine which programs do not significantly contribute to the economic well being of African American families and growth of businesses in its efforts to insure fiscal and programmatic accountability.

With the rapid growth in tax revenues from African American families and businesses, the state would be well served by implementing programs and strategies that would lead to additional growth in these sectors.

Finally, as the Legislature and state agencies move forward in seeking to improve the lives of African American families, it is important to note that this report does not explore questions about the economic contribution of Latino/Hispanic, Asian Pacific Islander, and Native Americans. The researchers recognize that families and small businesses within these communities face many of the same challenges and opportunities. Thus, a comprehensive analysis of the economic contribution of communities of color in Washington would enable the Legislature and state agencies to make policy and program decisions that will have broader impact across the state than by focusing on one community.

Based on the research for this report, the researchers make the following recommendations to the Legislature:

- Commission a year-long study that will answer questions regarding the factors for success by companies owned by people of color. This study would also evaluate the effectiveness of existing state programs that seek to help small and minority owned businesses to grow.
- Explore the feasibility of expanding programs that assist African American owned companies to gain additional financing to fund growth.
- Target African American owned businesses as a key resource for attacking the gap in unemployment rates between African Americans and the state as a whole. While national research shows that African American owned firms tend to employ proportionally more African Americans than do other firms, this sector in Washington employs very few

people. Thus the state might be missing an opportunity to tackle this problem without a focus on growing African American companies.

- Determine the most efficient strategy to expand opportunities for African American families to improve their household income through either improved job opportunities or business ownership.

Appendix A -- Sources of Data and Assumptions

Data for this report was compiled by the researcher from the Washington State Population Survey, the Washington State Office of Financial Management, and the US Department of Commerce, Bureau of the Census.

Estimates on black household spending are based on national data from the Bureau of the Census which reports on spending patterns for racial and ethnic groups. This report assumes that African American households in Washington purchase the same mix of goods and services as do African American households across the U.S.

Estimates on business growth from 1992 to 1997 were made by the researcher and are based on a straight-line growth rate assuming continuation of trends from 1982 to 1987, and 1987 to 1992 and projected forward to 1997 with adjustments.

Inflation adjustments use the U.S. chain-weight Implicit Price Deflator for Personal Consumption Expenditures by the Bureau of Economic Analysis, U.S. Department of Commerce.

Policy questions and recommendations are those of the authors.

Appendix B – Research Team

This research and report was completed with the assistance of:

- Gary Bodeutsch, Employment Security Department
- Ta-Win Lin, Office of Financial Management
- Tony Orange, Commission on African American Affairs
- Kenny Pittman, Washington State Legislature Staff
- Lonny Sorrells, Office of Minority and Women Business Enterprise
- Valerie Torres, Department of Revenue
- Mary Welsh, Department of Revenue
- Yi Zhao, Office of Financial Management

Without the work of these individuals to identify and analyze data, this report would not have been possible.

Appendix C – Data Tables

Table 1	State of Washington Population, Black Population by County
Table 2	Income, Expenditure and Population, Black Population of Washington State
Table 3	Black Household Expenditure Estimates, 1990 and 1997, State of Washington
Table 4	Black Household Expenditure Estimates, 1990 and 1997, by Specified Region
Table 5	State of Washington Financial and Employment Data: Black Owned Businesses 1982, 1987, 1992 and 1997
Table 6	Black-Owned Firms in Washington State by County, 1987 and 1992
Table 7	Number of Firms and Receipts for Black-Owned Firms, State of Washington 1982, 1987, and 1992

Table 1
State of Washington Population
Black Population by County

County	1990	1997	1990-97 Change	1990-97 % Change
Adams	33	48	15	45.5
Asotin	38	69	31	81.6
Benton	1,137	1,642	505	44.4
Chelan	87	140	53	60.9
Clallam	324	713	389	120.1
Clark	3,022	5,025	2,003	66.3
Columbia	3	13	10	333.3
Cowlitz	289	437	148	51.2
Douglas	50	84	34	68.0
Ferry	20	13	-7	-35.0
Franklin	1,439	1,633	194	13.5
Garfield	0	0	0	-
Grant	634	867	233	36.8
Grays Harbor	122	156	34	27.9
Island	1,427	2,093	666	46.7
Jefferson	88	171	83	94.3
King	77,240	91,130	13,890	18.0
Kitsap	5,169	7,550	2,381	46.1
Kittitas	155	169	14	9.0
Klickitat	30	37	7	23.3
Lewis	195	377	182	93.3
Lincoln	16	34	18	112.5
Mason	344	667	323	93.9
Okanogan	58	106	48	82.8
Pacific	58	79	21	36.2
Pend Oreille	12	39	27	225.0
Pierce	42,902	52,739	9,837	22.9
San Juan	23	36	13	56.5
Skagit	297	555	258	86.9
Skamania	5	0	-5	-100.0
Snohomish	4,804	6,878	2,074	43.2
Spokane	5,159	6,161	1,002	19.4
Stevens	66	258	192	290.9
Thurston	2,909	4,883	1,974	67.9
Wahkiakum	3	4	1	33.3
Walla Walla	762	808	46	6.0
Whatcom	663	1,137	474	71.5
Whitman	497	537	40	8.0
Yakima	2,446	3,457	1,011	41.3
Total Washington State	152,526	190,745	38,219	25.1

Source: Office of Financial Management, State of Washington

Table 2
Income, Expenditure and Population
Black Population of Washington State

	Black Population		% of Area Population		Total Income (\$000)		Inflation-Adjusted	
	1990	1997	1990	1997	1990	1997	1990	1997
Total Washington State	152,572	190,746	3.1	3.4	1,671,131	2,401,403	43.7	19.4
King County	77,240	91,130	5.1	5.5	900,972	1,295,190	43.8	19.5
Other W. WA Counties*	55,784	72,050	4.0	4.4	595,120	829,600	39.4	15.8
Rest of State	19,548	27,566	1.0	1.2	175,039	276,613	58.0	31.3

	Est. Expenditures (\$000)		Inflation-Adjusted		Est. State and Local Sale Taxes Paid (\$000)		Inflation-Adjusted	
	1990	1997	1990	1997	1990	1997	1990	1997
Total Washington State	1,423,636	2,136,049	50.0	24.7	40,323	65,661	62.8	35.3
King County	767,538	1,152,072	50.1	24.7				
Other W. WA Counties*	506,983	737,929	45.6	21.0				
Rest of State	149,116	246,048	65.0	37.1				

*Kitsap, Pierce, Snohomish and Thurston.

Sources: The Washington State Population Survey, Washington State Office of Financial Management
Estimates based upon the Consumer Expenditure Survey, U.S. Department of Commerce.

Table 3
Black Household Expenditure Estimates, 1990 and 1997
State of Washington (\$000)

	1990	1997	% Change	Inflation- Adjusted % Change
Food at home	158,240	210,599	33.1	10.6
Food away from home	74,619	88,426	18.5	-1.5
Alcoholic beverages	12,052	11,472	-4.8	-20.9
Housing	467,726	757,318	61.9	34.5
Apparel	104,749	136,575	30.4	8.3
Transportation	238,736	398,086	66.7	38.6
Health care	58,029	86,668	49.4	24.1
Entertainment	47,167	73,019	54.8	28.6
Personal care products and services	22,393	52,838	136.0	96.1
Books, magazines and newspapers	5,356	6,448	20.4	0.0
Education	15,474	22,525	45.6	21.0
Tobacco products and smoking supplies	15,995	14,235	-11.0	-26.0
Cash contributions	40,025	56,020	40.0	16.3
Personal insurance and pensions	128,035	174,676	36.4	13.4
Miscellaneous	35,040	47,144	34.5	11.8
Total Expenditures	1,423,636	2,136,049	50.0	24.7

Source: Estimates based upon the Washington State Population Survey, Washington State Office of Financial Management, and the Consumer Expenditure Survey of the U.S. Department of Commerce, various issues.

Table 4
 Black Household Expenditure Estimates 1990 and 1997 by Specified Region (\$000)

	King County			Other Western Wash. Counties*			Rest of State		
	1990	1997 % Change	Inflation-Adjusted % Change	1990	1997 % Change	Inflation-Adjusted % Change	1990	1997 % Change	Inflation-Adjusted % Change
Food at home	85,313	113,586	33.1	56,352	72,754	29.1	16,574	24,259	46.4
Food away from home	40,230	47,692	18.5	26,573	30,548	15.0	7,816	10,186	30.3
Alcoholic beverages	6,498	6,187	-4.8	4,292	3,963	-7.7	1,262	1,321	4.7
Housing	252,169	408,457	62.0	166,566	261,627	57.1	48,991	87,234	78.1
Apparel	56,474	73,661	30.4	37,303	47,182	26.5	10,972	15,732	43.4
Transportation	128,712	214,706	66.8	85,018	137,525	61.8	25,006	45,855	83.4
Health care	31,286	46,744	49.4	20,665	29,941	44.9	6,078	9,983	64.2
Entertainment	25,430	39,382	54.9	16,797	25,225	50.2	4,940	8,411	70.2
Personal care products and services	12,073	28,498	136.0	7,975	18,254	128.9	2,346	6,086	159.5
Books, magazines and newspapers	2,888	3,478	20.4	1,908	2,227	16.8	561	743	32.4
Education	8,343	12,149	45.6	5,511	7,782	41.2	1,621	2,595	60.1
Tobacco products and smoking supplies	8,624	7,678	-11.0	5,696	4,918	13.7	1,675	1,640	-2.1
Cash contributions	21,579	30,214	40.0	14,254	19,353	35.8	4,192	6,453	53.9
Personal insurance and pensions	69,029	94,211	36.5	45,596	60,344	32.3	13,411	20,121	50.0
Miscellaneous	18,892	25,427	34.6	12,479	16,287	30.5	3,670	5,430	48.0
Total Expenditures	767,538	1,152,072	50.1	506,983	737,929	45.6	149,116	246,048	65.0

*Kitsap, Pierce, Snohomish and Thurston.

Source: Estimates based upon the Washington State Population Survey, Washington State Office of Financial Management, and the Consumer Expenditure Survey of the U.S. Department of Commerce.

Table 5
 State of Washington Financial and Employment Data: Black Owned Businesses
 1982, 1987, 1992 and 1997

	Number of Businesses				Total Revenues (\$000)				Inflation		
	1982	1987	1992	%ch82-92 est. 1997	1982	1987	1992	%ch82-92	Adjusted	Estimate 1997	
Total State	2,433	2,583	4,575	88.0	6,634	70,955	175,671	257,073	262.3	144.2	385,610
King County	1,490	1,542	2,673	79.4		42,745	60,261	134,346	214.3	111.8	
Pierce County	482	537	934	93.8		10,710	22,135	45,324	323.2	185.2	
Rest of State	461	504	968	110.0		17,500	93,275	77,403	342.3	198.1	

	Firms with Employees Number of Businesses				Firms with Employees Total Revenues (\$000)				Inflation		
	1982	1987	1992	%ch82-92 est. 1997	1982	1987	1992	%ch82-92	Adjusted	Estimate 1997	
Total State	273	436	595	117.9	833	51,721	148,082	200,651	287.9	161.5	300,977
King County	155	263	336	116.8		30,934	43,177	99,499	221.6	116.8	
Pierce County	60	94	112	86.7		7,606	17,500	34,856	358.3	208.9	
Rest of State	58	79	147	153.4		13,181	87,405	66,296	403.0	239.0	

	Firms with Employees Number of Employees				Firms with Employees Payroll (\$000)				Inflation		
	1982	1987	1992	%ch82-92 est. 1997	1982	1987	1992	%ch82-92	Adjusted	Est. 1997	
Total State	1,368	2,212	3,601	163.2	5,221	11,435	29,085	45,716	299.8	169.5	68,574
King County	977	1,049	2,368	142.4		7,550	11,414	27,764	267.7	147.9	
Pierce County	170	242	578	240.0		1,124	3,815	8,358	643.6	401.2	
Rest of State	221	921	655	196.4		2,761	13,856	9,594	247.5	134.2	

	Est. State Sales Tax Liability (\$000)			
	1982	1987	1992	%ch82-92
Total State	2,696	6,675	9,769	262.3
King County				144.2
Pierce County				14.653
Rest of State				

Sources: U.S. Department of Commerce, Washington State Office of Financial Management, and estimates based on these data.

Table 6
Black-Owned Firms in Washington State by County
1987 and 1992

County	Firms with		Firms with		Firms with	
	Total Firms 1987	Paid Employees 1987	Total Firms 1992	Paid Employees 1992	Total Firms % Change 1987 - 1992	Paid Employees % Change 1987 - 1992
Adams	1	0	1	0	0.0	--
Asotin	3	0	0	0	-100.0	--
Benton	27	3	54	5	100.0	66.7
Chelan	2	0	4	1	100.0	--
Clallam	6	2	13	2	116.7	0.0
Clark	60	6	115	15	91.7	150.0
Cowlitz	6	1	7	2	16.7	100.0
Douglas	1	0	0	0	-100.0	--
Ferry	1	1	1	1	0.0	0.0
Franklin	13	6	16	2	23.1	-66.7
Grant	10	0	19	0	90.0	--
Grays Harbor	3	1	4	0	33.3	-100.0
Island	17	6	39	4	129.4	-33.3
Jefferson	2	1	3	0	50.0	-100.0
King	1,542	263	2,673	336	73.3	27.8
Kitsap	57	7	109	28	91.2	300.0
Kittitas	3	1	3	0	0.0	-100.0
Klickitat	2	0	2	0	0.0	--
Lewis	3	1	8	2	166.7	100.0
Mason	6	0	8	0	33.3	--
Okanogan	1	1	5	0	400.0	-100.0
Pacific	3	1	4	0	33.3	-100.0
Pend Oreille	1	0	1	0	0.0	--
Pierce	537	94	934	112	73.9	19.1
San Juan	4	1	5	0	25.0	-100.0
Skagit	4	0	24	17	500.0	--
Snohomish	97	17	178	21	83.5	23.5
Spokane	69	5	105	9	50.7	80.0
Stevens	2	1	0	0	100.0	-100.0
Thurston	51	8	130	9	154.9	12.5
Walla Walla	6	0	22	2	266.7	--
Whatcom	13	5	27	5	107.7	0.0
Whitman	4	1	7	0	75.0	-100.0
Yakima	26	3	60	22	130.8	633.3
State Total	2,572	436	4,575	595	77.9	36.5

Source: U.S. Department of Commerce, Bureau of the Census

Table 7
Number of Firms and Receipts for Black-Owned Firms
State of Washington 1982, 1987 and 1992

Number of Firms by Industry

	1982	1987	1992	%ch82-92
agricultural services, fishing, forestry and mining	34	36	47	38.2
construction	98	111	192	95.9
manufacturing	39	60	70	79.5
transportation and public utilities	64	93	215	235.9
wholesale trade	30	53	78	160.0
retail trade	720	409	752	4.4
finance, insurance and real estate	139	206	403	189.9
selected services	1,170	1,523	2,626	124.4
industries not classified	139	92	192	38.1
Total	2,433	2,583	4,575	88.0

Sales and Receipts of Firms by Industry (\$000)

	1982	1987	1992	%ch82-92	Inflation-Adjusted %ch82-92
agricultural services, fishing, forestry and mining	344	736	2,224	546.5	335.7
construction	5,406	12,786	31,743	487.2	295.8
manufacturing	581	2,976	1,747	200.7	102.7
transportation and public utilities	2,612	5,906	8,327	218.8	114.9
wholesale trade	6,686	19,512	39,781	495.0	301.0
retail trade	20,998	75,641	71,122	238.7	128.3
finance, insurance and real estate	2,611	3,374	10,225	291.6	163.9
selected services	29,650	52,024	88,503	198.5	101.2
industries not classified	2,067	2,716	3,401	64.5	10.9
Total	70,955	175,671	257,073	262.3	144.2

Source: U.S. Department of Commerce, Bureau of the Census