[MS-0436.004.002.008]

1. AMERICA'S TOP COMPANY IN SALES FOR 1990 WAS 17 TIMES LARGER THAN THE COMBINED SALES OF AMERICA'S TOP 100 BLACK-OWNED INDUSTRIAL/SERVICE COMPANIES AND THE TOP 100 BLACK-OWNED AUTO DEALERSHIPS.

2. THE AVERAGE ANNUAL SALES FOR A BLACK-OWNED COMPANY IN AMERICA IN 1987 WAS $47,000 AS COMPARED TO $146,000 FOR ALL BUSINESSES.

3. SAN DIEGO COUNTY BLACK-OWNED FIRMS HAD AN AVERAGE OF $42,00 IN ANNUAL SALES FOR 1987.

4. BLACK-OWNED BUSINESSES IN AMERICA GENERATE LESS THAT 1% OF BUSINESS SALES.

5. ONLY 18% OF ALL BLACK-OWNED BUSINESSES IN SAN DIEGO HAVE PAID EMPLOYEES.

THESE FINDINGS INDICATE THAT THERE IS MUCH WORK TO BE DONE IN THE AREA OF ECONOMIC DEVELOPMENT.