Chartered in 1972, the National Minority Supplier Development Council has been the nation’s most dynamic force in developing successful relationships between America’s top corporations and minority companies for nearly 50 years. These relationships result in billions in revenues every year for its certified businesses and support over half a million jobs annually at these companies.

“The numbers seal the deal: economic impact may be NMSDC’s most convincing business tool in making the case for minority supplier development. Nothing better demonstrates the benefit to all stakeholders than a positive statement about the economic impact of supplier diversity. In the corporate world; it promotes innovation, drives competitive advantage, and confirms bottom-line value. In minority communities, it grows the stability of daily life, nourishes ambition and vision, and builds ownership in the American economy of the future.”

Adrienne Trimble
President, NMSDC
Why we do what we do

For nearly 50 years, the NMSDC, our corporate members, and our certified MBEs have collectively made amazing strides in developing and growing minority businesses and their relationships with corporations and government buying organizations. Our certified suppliers had over $214 billion in sales last year – the most ever. The number of MBEs that create jobs has continued to grow, increasing from 908,800 in 2012 to 1,054,575 in 2016. These MBEs collectively generate over $1.26 trillion in revenues and have been critical contributors to US’s economic prosperity over the past decade.

NMSDC assists minority businesses of all ethnicities to bring economic progress in their communities. Nonetheless, much remains to be done. Today, white families had six times the median wealth of black and Hispanic families. The median income for black and Hispanic families is 60% of that of white families.¹

Entrepreneurship remains one of the most promising paths to upward mobility for minorities. And that is why NMSDC continues to work on behalf of minority businesses to drive economic growth and impact through wealth and job creation by creating an environment where minority businesses have the opportunities they need to flourish.

²Source: Annual Survey of Business Owners 2016:  https://www.census.gov/data/tables/2016/econ/ase/allcompanytables.html
Our corporate members and certified businesses create jobs that support minority communities

The minority businesses certified by the NMSDC drive wealth creation for their owners, employees, and communities.

Did you know?

The number of jobs at NMSDC certified MBEs could support an entire city. Our MBEs supported more jobs in 2018 than all the jobs in Washington, DC.

- $214 billion: Annual revenues of NMSDC certified MBEs
- 528 thousand: US jobs at our certified MBEs
- $32 billion: Wages earned by US employees at certified MBEs
- 70%: Minority employees
- 42%: 5 Year Increase in Total revenues of MBEs certified by NMSDC
Our certified MBEs create jobs at their firms

Certified MBE make an immediate and direct impact in their communities by hiring employees at their firms to operate their businesses.

**Asian American Owned Firms**
- $98.7B Annual revenues
- 234K US jobs at these firms
- $15B Wages supported at these firms

**Hispanic American Owned Firms**
- $59B Annual revenues
- 166K US jobs at these firms
- $9.6B Wages supported at these firms

**Black American Owned Firms**
- $44.8B Annual revenues
- 98.5K US jobs at these firms
- $5.5B Wages supported at these firms

**Native American Owned Firms**
- $11.3B Annual revenues
- 29.3K US jobs at these firms
- $1.7B Wages supported at these firms
Jobs created at certified Women-owned Minority Firms

### Asian American WMBEs
- **$24.2B** Annual revenues
- **44.8K** US jobs at these firms
- **$3.1B** Wages supported at these firms

### Hispanic American WMBEs
- **$8.5B** Annual revenues
- **29.6K** US jobs at these firms
- **$1.8B** Wages supported at these firms

### Black American WMBEs
- **$5.5B** Annual revenues
- **15.4K** US jobs at these firms
- **$894M** Wages supported at these firms

### Native American WMBEs
- **$4.1B** Annual revenues
- **8.4K** US jobs at these firms
- **$584M** Wages supported at these firms

Note: Numbers may not add up to the total due to rounding.
### Top 10 industries based on NMSDC certified MBE revenues and jobs

<table>
<thead>
<tr>
<th>Industry</th>
<th>Revenues</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>$62.9B</td>
<td>92,889 jobs</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>$49.3B</td>
<td>47,146 jobs</td>
</tr>
<tr>
<td>Professional, Scientific, and Technical Services</td>
<td>$34.8B</td>
<td>154,505 jobs</td>
</tr>
<tr>
<td>Construction</td>
<td>$25.9B</td>
<td>77,358 jobs</td>
</tr>
<tr>
<td>Administrative and Support and Waste Management and Remediation Services</td>
<td>$8.6B</td>
<td>68,374 jobs</td>
</tr>
<tr>
<td>Information</td>
<td>$7.0B</td>
<td>14,295 jobs</td>
</tr>
<tr>
<td>Transportation and Warehousing</td>
<td>$6.4B</td>
<td>26,218 jobs</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>$5.4B</td>
<td>14,702 jobs</td>
</tr>
<tr>
<td>Finance and Insurance</td>
<td>$4.4B</td>
<td>10,494 jobs</td>
</tr>
<tr>
<td>Utilities</td>
<td>$3.3B</td>
<td>3,246 jobs</td>
</tr>
</tbody>
</table>
Impact across the US through our certified MBEs

**Alabama**
- Companies: 71
- Revenues: $916 million
- Jobs @ MBEs: 2,779

**Alaska**
- Companies: 33
- Revenues: $1.1 billion
- Jobs @ MBEs: 4,705

**Arizona**
- Companies: 133
- Revenues: $1 billion
- Jobs @ MBEs: 3,678

**Arkansas**
- Companies: 10
- Revenues: $122 million
- Jobs @ MBEs: 95

**California**
- Companies: 1938
- Revenues: $41.1 billion
- Jobs @ MBEs: 104,681

**Colorado**
- Companies: 84
- Revenues: $987 million
- Jobs @ MBEs: 2,823

**Connecticut**
- Companies: 86
- Revenues: $396 million
- Jobs @ MBEs: 1,358

**Delaware**
- Companies: 15
- Revenues: $192 million
- Jobs @ MBEs: 455

**District of Columbia**
- Companies: 66
- Revenues: $499 million
- Jobs @ MBEs: 455
<table>
<thead>
<tr>
<th>State</th>
<th>Companies</th>
<th>Revenues</th>
<th>Jobs @ MBEs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Florida</td>
<td>744</td>
<td>$16 billion</td>
<td>43,524</td>
</tr>
<tr>
<td>Georgia</td>
<td>633</td>
<td>$8.2 billion</td>
<td>25,425</td>
</tr>
<tr>
<td>Hawaii</td>
<td>35</td>
<td>$833 million</td>
<td>1,277</td>
</tr>
<tr>
<td>Idaho</td>
<td>8</td>
<td>$98 million</td>
<td>212</td>
</tr>
<tr>
<td>Illinois</td>
<td>677</td>
<td>$17.3 billion</td>
<td>36,834</td>
</tr>
<tr>
<td>Indiana</td>
<td>181</td>
<td>$4.3 billion</td>
<td>9,195</td>
</tr>
<tr>
<td>Iowa</td>
<td>22</td>
<td>$322 million</td>
<td>573</td>
</tr>
<tr>
<td>Kansas</td>
<td>27</td>
<td>$1.2 billion</td>
<td>1,557</td>
</tr>
<tr>
<td>Kentucky</td>
<td>140</td>
<td>$2.1 billion</td>
<td>3,345</td>
</tr>
</tbody>
</table>
Impact across the US through our certified MBEs

- **Louisiana**
  - Companies: 111
  - Revenues: $1.1 billion
  - Jobs @ MBEs: 3,310

- **Massachusetts**
  - Companies: 104
  - Revenues: $1.3 billion
  - Jobs @ MBEs: 6,715

- **Maryland**
  - Companies: 171
  - Revenues: $1.9 billion
  - Jobs @ MBEs: 5,358

- **Michigan**
  - Companies: 934
  - Revenues: $20 billion
  - Jobs @ MBEs: 43,202

- **Minnesota**
  - Companies: 151
  - Revenues: $1.2 billion
  - Jobs @ MBEs: 4,545

- **Mississippi**
  - Companies: 31
  - Revenues: $1.3 billion
  - Jobs @ MBEs: 2,385

- **Missouri**
  - Companies: 89
  - Revenues: $11.7 billion
  - Jobs @ MBEs: 10,071

- **Montana**
  - Companies: 4
  - Revenues: $88 million
  - Jobs @ MBEs: 391
Impact across the US through our certified MBEs

Nebraska
- Companies: 13
- Revenues: $123 million
- Jobs @ MBEs: 944

Nevada
- Companies: 158
- Revenues: $983 million
- Jobs @ MBEs: 3,902

New Hampshire
- Companies: 8
- Revenues: $352 million
- Jobs @ MBEs: 296

New Jersey
- Companies: 529
- Revenues: $21.7 billion
- Jobs @ MBEs: 41,635

New Mexico
- Companies: 28
- Revenues: $293 million
- Jobs @ MBEs: 847

New York
- Companies: 515
- Revenues: $6.5 billion
- Jobs @ MBEs: 17,337

North Carolina
- Companies: 188
- Revenues: $1.4 billion
- Jobs @ MBEs: 4,675

North Dakota
- Companies: 4
- Revenues: $32 million
- Jobs @ MBEs: 17

Ohio
- Companies: 378
- Revenues: $6 billion
- Jobs @ MBEs: 12,170
Impact across the US through our certified MBEs

- **Oklahoma**
  - Companies: 69
  - Revenues: $1.8 billion
  - Jobs @ MBEs: 3,533

- **Oregon**
  - Companies: 47
  - Revenues: $485 million
  - Jobs @ MBEs: 1,632

- **Pennsylvania**
  - Companies: 417
  - Revenues: $2.7 billion
  - Jobs @ MBEs: 10,104

- **Puerto Rico**
  - Companies: 439
  - Revenues: $3.7 billion
  - Jobs @ MBEs: 17,457

- **Rhode Island**
  - Companies: 9
  - Revenues: $245 million
  - Jobs @ MBEs: 934

- **South Carolina**
  - Companies: 63
  - Revenues: $627 million
  - Jobs @ MBEs: 2,212

- **Tennessee**
  - Companies: 139
  - Revenues: $1.2 billion
  - Jobs @ MBEs: 3,038

- **Texas**
  - Companies: 1,587
  - Revenues: $20.1 billion
  - Jobs @ MBEs: 46,861

- **Utah**
  - Companies: 20
  - Revenues: $62 million
  - Jobs @ MBEs: 146

**Impact across the US through our certified MBEs**
Impact across the US through our certified MBEs

**Virgin Islands**
- Companies: 1
- Revenues: $1 million
- Jobs @ MBEs: 4

**West Virginia**
- Companies: 6
- Revenues: $42 million
- Jobs @ MBEs: 211

**Virginia**
- Companies: 171
- Revenues: $2.2 billion
- Jobs @ MBEs: 10,003

**Wisconsin**
- Companies: 108
- Revenues: $2.2 billion
- Jobs @ MBEs: 4,922

**Washington**
- Companies: 159
- Revenues: $5.4 billion
- Jobs @ MBEs: 7,489

**Wyoming**
- Companies: 2
- Revenues: $7 million
- Jobs @ MBEs: 46

Note: Jobs at MBEs are shown in the MBE’s headquarters state.
The impact of our certified MBEs extends beyond their firms by supporting jobs at other businesses.

Certified MBEs create an immediate impact through the employees they hire. However, businesses today are highly integrated, with every business relying on other businesses to create their products and services. As a result, MBEs support jobs at not only their own companies, but also at the other businesses they utilize in the course of running their operations. These suppliers to MBEs further employ other businesses, creating a chain of economic activity through the entire supply chain.

In addition, the employees of MBEs generate additional economic activity at the businesses in their communities. These employees spend a portion of earnings for expenses such as groceries, education, health, entertainment, housing, etc. This spending supports jobs at these businesses - teachers, doctors, contractors, etc.

Combined, these three channels of activity multiplies the impact generated by NMSDC certified MBEs.

**Impact Channels**

- **Purchases from NMSDC certified MBEs trigger a ripple effect of economic activity through their supply chain.**
  - **Direct Impact at MBEs**: Impact at MBEs who employ people to support their sales.
  - **Indirect Impact in MBEs’ supply chain**: Lower tier suppliers who also employ people and hire other suppliers.
  - **Induced Impact through employee purchases**: Employee spending generates sales and jobs at business in their communities.
The total economic impact through our certified MBEs

The activities of NMSDC certified MBEs have a multiplier effect on the economy. The cumulative impact of their direct, indirect, and induced impacts creates over $400 billion in economic activity in the US and supports over 1.6 million jobs.

**Economic Production**

Total economic activity driven through certified MBEs

- **$401 billion**
- **$214.0B** (Direct Impact)
- **$96.3B** (Indirect Impact)
- **$90.3B** (Induced Impact)
- **$400.6B** (Total)

**Jobs**

US Jobs supported directly and indirectly by certified MBEs

- **1.6 million**
- **528K** (Direct Impact)
- **479K** (Indirect Impact)
- **620K** (Induced Impact)
- **1.6M** (Total)

**Wages**

Wages earned through supported jobs

- **$96 billion**
- **$33.0B** (Direct Impact)
- **$32.5B** (Indirect Impact)
- **$30.5B** (Induced Impact)
- **$95.9B** (Total)
Economic impact modeling is a standard tool used to quantify the economic contribution of an investment or company. This modeling uses an “Input-Output” economic model to estimate the number of times each dollar of “input” or direct spending, cycles through the economy in terms of “indirect and induced output” or additional spending, personal income, and employment.¹

There are several Input-Output models used by economists to estimate multiplier effects. supplier.io employed the IMPLAN input-output model in developing estimates of spending, income and employment impacts. This model, initially developed by the U.S. Department of Agriculture, examines inter-industry relationships in local, regional, and national economies.

An Input-Output model uses a matrix representation of a nation’s interconnected economy to calculate the effect of changes in spending by consumers, by an industry, or by others, on other industries and the entire economy. This matrix representation and the related Input-Output tables ultimately measure “multiplier effects” of an industry by tracing the effects of its inter-industry transactions – that is the number value of goods and services that are needed (inputs) to produce each dollar of output for the individual sector being studied. In essence, an Input-Output model is a table which shows who buys what from whom in the economy.¹

This report was created by supplier.io and is based on an analysis of data provided by NMSDC and using IMPLAN’s Input-output multipliers.

supplier.io is redefining supplier diversity solutions. By providing innovative and solutions, we help our customers run manage and grow their supplier diversity programs effectively and strategically. Supplier Diversity Managers rely on our data, insights, and analytics. To learn more, visit https://supplier.io.

References:
2. US Government Revenues: http://www.usgovernmentrevenue.com/total_2014USrt_17rs1n