Index

Acapulco Gardens, 51–55
acculturation and Latino-owned business success
alternative to business ownership and, 246–248
business challenges and, 245–246
conclusions and policy implications of, 249–251
data sources and descriptive statistics for generation score on, 235–240
financing and, 241–243, 244
introduction to, 231–232
language use and, 244–245
literature review on, 232–233
patterns and connections in, 240–248
Acs, Zoltan, 169
Affirmative Action, 321
Agius Vallejo, Jody, 46
agricultural industry, 23
descriptive statistics on, 107–112
introduction to, 101–106
IRS schedule F empirical results for Latino-oriented zip codes in, 106–115
landscape of Latino-owned business in, 115–124
Latino farmers in, 117–124
logistic regression results on, 112–115
new research opportunities in, 124–127
Aguilera, Michael B., 234, 235
Alianza Hispano Americana, 25
American Community Survey (ACS), 60–62, 79–80, 82–87, 200
on contributions of Latino business owners to the U.S. economy, 68, 69
on farm entrepreneurs, 102
on Latino business ownership, income, and industry, 62–68
American Story: Mexican American Entrepreneurship and Wealth Creation, An, 380
Anderson, Chris, 362–363
Annual Survey of Entrepreneurs (ASE), 82–87
Árbenz Guzmán, Jacobo, 27–28
Armas, Carlos Castillo, 28
Aspen Institute Forum on Latino Business Growth, 322–323
Atlantic, The, 342
ATR International, 37, 38–39

Bachmeier, James D., 232
Bates, Timothy, 46, 200, 201, 202
Bautista de Anza, Juan, 18
Bean, Frank D., 232, 236
Bermúdez, Ana, 342

bilingualism
benefits of, 259–261
conclusions on, 280–282
costs of, 261–263
study results on, 269–276
survey data, methodology, and sample summary statistics on, 264–269

Birch, David, 168
Bogardus, Emory, 23
Borjas, George J., 203, 235
Brenholz, Andrea, 37, 38–39, 56
Brown, Edmund “Pat,” 50
Brown, Susan K., 232
Burns, Christopher, 122
Burt, Ronald S., 260
Bush, George W., 38
business loans, 241–242
Butler, John, 380
BXM Holdings, 360

Cadava, Geraldo, 37
Caderón, Mauricio, 24
California, 138–139, 157–158. See also Los Angeles County, California
Calo, Bea V., 234
Carillo, Leo, 50
Castro, Fidel, 28, 38

Chavez, Ray, 39
Chavez, Rosario, 39
Chavez, Tom, 37, 39, 56
Cidre, Mari, 351–352
Cidrines, 351–352
civil rights and social organizations, Latino, 25
clusters of innovation, creation of, 361–363
Community Reinvestment Act, 367–368
Cortez, Raoul, 25
Cortina, Jerónimo, 259
cross-nurturing for LOBs, 361–363
Cuba, 17, 22, 28, 38
Cuban Revolution of 1959, 17, 28, 38
Curci, Roberto, 46, 235
Current Population Survey (CPS), 80, 82–87

Danley, Brian, 170, 174
Dávila, Alberto, 170, 199, 200, 202, 203, 205, 235, 380
de La Garza, Rodolfo O., 259
de La Garza Falcón, Blas María, 19
de León, Alonso, 18
Demir, Robert, 169–170
demography of Latino populations, 135–138, 199–200
depository institutions, Hispanic, 369
Din, Alexander, 204
Dubois, W. E. B., 7, 342

Echeverri-Carroll, Elsie L., 213
economic contributions of Latino entrepreneurs
conclusions on, 72–74
introduction to, 59–60
Latino business ownership, income, and industry and, 62–68
methods and data on, 60–62
to the U.S. economy through business ownership, employment and exports, 68–72
Education Scaling program, SLEI
background on, 319–323
community and societal impact of, 339–341
conclusions on, 341–343
findings on, 330–338
growth through, 337–338
introduction to, 317–319
methods and data on, 323–330
SBA's 8(a) program and, 336–337
El Americano, 22
El Porvenir, 22
El Tucsconense, 25, 32
emerging managers, 368–369
Engle, Clair, 50
English language use. See language use, Spanish and English
entertainment industries, 24–25, 27
entrepreneurship. See also Latino entrepreneurship
defining, 3–4
economic processes integrated in, 7
ethnic, 3, 4, 5–6
ethnic enclaves
conclusions on, 220–221
detailed analyses of business outcomes in, 208–212
determinants of social network utilization and, 216–220
empirical results for Latino immigrants versus natives in, 212–216
introduction to, 199–201
Latino customers and, 208
literature review on, 201–203
models estimated and variables of interest in, 204–205
proliferation of Latino, 1980-1994, 319–320
robustness of findings on, 212
sample characteristics and empirical results on, 205–220
SLEI data and measuring, 203–204
ethnic entrepreneurship, 3, 4, 5–6
Fairlie, Robert W., 82, 96, 203, 235
family-owned Latino businesses, 23–24
farming industry. See agricultural industry
Feliciano, José, 27
female entrepreneurs, 290–294, 303–309
Figueroa, Sotero, 22
financing
business loan, 241–242
challenges for LOBs with, 354–357
contact with capital providers and, 243, 244
Education Scaling program, SLEI, on, 331–336
Hispanic depository institutions and, 369
language use and, 275–276
solicited investments in business growth, 242–243
Florida, 140, 157–158. See also Miami-Dade County, Florida
Flota, Chrystell, 202
Forma Automotive LLC, 366–367

Fortune, 364

Gadsden Purchase, 16

Gamio, Manuel, 23

Geertz, Clifford, 201

generation score (GS), 235–240
patterns and connections in, 240–248

G. I. Bill, 26

globalization of Latino culture, 28–33

Goizueta, Roberto, 32

Golash-Boza, Tanya, 6

government-collected data. See American Community Survey (ACS); Survey of Business Owners (SBO)

G.R.E.A.T. Gacela Theory
Community Reinvestment Act and, 367–368
conclusions and call to action on, 370–374
creating clusters of innovation and cross-nurturing for LOBs and, 361–363
developing a strong base of Hispanic depository institutions and, 369
enticing corporate America with “new” markets and new supplier diversity philosophy, 365–367
financial awareness and planning needs of Latino population and, 370
gacelas as key actor of LOB universe and, 350–354
harnessing institutional investors to build a robust emerging manager category and, 368–369
introduction to, 347–349
investment ecosystems/vehicles and, 349–350
inviting socially responsible and impact-investing community and, 363–365
learning from middle market efficiencies and, 359–360
LOB funding challenges and, 354–357
recommendations/proposals with, 357–370
SBA and other government offices and, 369
training entrepreneurs to scale and strengthen business and capital ecosystems and, 370

Guerrero, Eduardo, 27

Guerrero, Fernando, 356

Gutierrez, Carlos, 37–38, 56

Haller, William, 234

Harris County, Texas, 144–146
business growth in, 153
industry sectors in, 148–151
planning for Latino economic development in, 159–161

Heredia de Serra, Gertrudis, 22

Herencia, Roberto, 360

Hernández, Rafael, 24

Hernández, Victoria, 24

high-growth firms (HGFs), Latino better understanding of the borderlands and, 188–191
founder background, growth barriers, and creating, 175–187, 195–196
introduction to, 167–168
location and Latino entrepreneurs of, 168–172
in McAllen-Edinburg-Mission (MEM) MSA, 168, 173–187
research methods on, 174–175
Hilton, Conrad, 50
Hispanic Business, 32
Hispanic Entrepreneurs in the 2000s: An Economic Profile and Policy Implications, 380
Hogg, Michael A., 262
Hölzl, Werner, 170
Homestead Act of 1862, 20
Hopkins, Daniel J., 263
Hoyos, Hector, 361–362
IBC Bank, 37
immigrants, Latin American, 17, 26, 27–28
on alternatives to business ownership, 246–248
generation score (GS) and, 235–240
versus natives in ethnic enclaves, 212–216
survey of DACA-comparable, 93–94
Immigration and Nationality Act of 1965, 17, 28
income, business owner, 62–68
income inequality
business formation factors and, 294–295
conclusions on, 309–311
entrepreneurship for reducing historic, 296–297
gender, race, ethnicity, and, 290–294
institutional barriers to entrepreneurship and, 297–298
introduction to, 289–290
narratives of Mexican American women entrepreneurs and, 303–309
study methods on, 298–302
study results on, 301–302
industry sectors
business owner income in different, 62–68
by county, 148–151
by Latino- or Hispanic-origin type, 151–152
planning for Latino economic development in different, 159–161
Infante, Pedro, 27
Job Generation Process, The, 168
Katz, Lawrence F., 203, 235
Kauffman Firm Study, 77
Kauffman Foundation, 90
Kellison, J. Bruce, 213
Kellogg Company, 37, 38
Key, Nigel, 122, 125
Kino, Eusebio Francisco, 18
Knight, Goodwin, 50
Knight, Julie, 234
Krux Digital, 37, 39
Kuchel, Thomas, 50
La Gaceta Oficial, 22
Landolt, Patricia, 201
language use, Spanish and English acculturation and, 244–245
language use, Spanish and English

(continued)
bilingualism as benefit and, 259–261
bilingualism as cost and, 261–263
conclusions on, 280–282
discussion and policy implications of,
276–280
introduction to, 257–258
literature and conceptual issues of,
258–263
study results on, 269–276
survey data, methodology, and
sample summary statistics on,
264–269
La Opinion, 25
La Prensa, 25
Latino, definition of, 6–7
Latino business, history of, 15–17
business booms and globalization of
Latino culture in, 28–33
and commerce in urbanizing Latino
communities and beyond, 21–25
in economies of northern New Spain,
17–18
expanding populations and markets
and, 26–28
opportunity and consequence of
Mexican and U.S. frontiers and,
19–21
Latino Business Action Network
(LBAN), 4, 9–10, 77, 322, 377
Latino communities
business growth by county, 152–153
business growth by type of, 153–155
demographic distributions of,
135–138
financial awareness and planning
needs of, 370

growth of, 135–138, 199–200
in Harris County, 144–146
in Los Angeles County, 141–144, 145
in Miami-Dade County, 147–148
professionalization of, 1978–2014,
321–322
proliferation of, 1980–1994, 319–320
urbanization of, 21–25
Latino culture, globalization of, 28–33
Latino entrepreneurship, 4–5. See also
entrepreneurship
differences among owners in, 30–31
economic contributions of (See
economic contributions of Latino
entrepreneurs)
factors in business formation and,
294–295
fear of debt and institutional barriers
to, 304–305
female, 290–294, 303–309
financing of (See financing)
flexibility and freedom with, 303–304
growth of, 8, 29–30, 31–32
history of (See Latino business,
history of)
institutional barriers to, 297–298
literature review on, 233–235
as national economic imperative,
2013–present, 322–323
networks and mentors in, 305–306
new national economic imperative
for, 377–383
optimism in, 32–33
as pathway to reducing income
inequality (See income inequality)
research questions on, 378–380
in rural America (See agricultural
industry)
SLEI research on (See Stanford Latino Entrepreneurship Initiative (SLEI))
training in scaling and strengthening business for, 370
Latino National Survey (LNS), 237
Latino-owned businesses (LOBs)
acculturation and (See acculturation and Latino-owned business success)
creating clusters of innovation and cross-nurturing for, 361–363
data on diversity, sectors, and business scale of, 140–141
demographics of, 40–45
discussion and public policy considerations for, 155–158
enticing corporate America with Latino markets and supplier diversity philosophy, 365–367
ethnic enclave hypothesis and (See ethnic enclaves)
financing of (See financing)
growth by county, 152–153
growth by Latino type, 153–155
high-growth firms (See high-growth firms (HGFs), Latino)
industry sectors by county, 148–151
industry sectors by Latino- or Hispanic-origin type, 151–152
introduction to, 37–39
inviting the socially responsible and impact-investing community to work with, 363–365
landscape of, 45–56, 115–124
language use by (See language use, Spanish and English)
locations of, 94–95, 115–116
planning for development of, 159–161
political and economic context of, 138–140
study of challenges faced by, 167–168
Lauring, Jakob, 262
League of United Latin American Citizens, 25
Lee, Jennifer, 342
Li, Wei, 235
Light, Ivan, 234
Lofstrom, Magnus, 170–171, 203
Los Angeles County, California, 141–144, 145
business growth in, 153
industry sectors in, 148–151
planning for Latino economic development in, 159–161
Los Angeles Times, 127
Lozano, Ignacio, 25
Lyons, Thomas S., 235
Mackoy, Robert, 46, 235
Maldonado, Braulio, 50
Malkin, Victoria, 234
Mariel Boatlift, 320
Martí, José, 22
Martínez Ybor, Vicente, 22
McAllen-Edinburg-Mission (MEM) MSA, 168, 173–174
founder background, growth barriers, and creating Latino HGFs in, 175–187
research methods on, 174–175
McKelvie, Alexander, 169–170
Medoff, James, 168
Menéndez Márquez, Tomás, 18
mentors, 305–306
Metrics + Indicators for Impact (MIFI) program, 125
Mexican-American War, 16, 19, 20
Mexican Revolution, 17, 22, 23
Miami-Dade County, Florida, 147–148 business growth in, 153
industry sectors in, 148–151
planning for Latino economic development in, 159–161
migrant workers, 102
mining industry, 23
Miranda, Javier, 235
Mora, Marie T., 170, 199, 200, 202, 203, 205, 235, 380
Morales, Alfonso, 380
Morando, Sarah J., 259, 260
Moreno, Arturo, 25, 32
Moreno, Mario, 27
Motoyama, Yasuyuki, 170, 174
Muñoz, Jordi, 362–363
music industries, 24
Nation Waste, Inc., 364–365
Nee, Victor, 201
Negrete, Jorge, 27
networking and mentors, 305–306
New Spain, economies of, 17–18
newspapers, Spanish-language, 22, 25
Nielsen, 347
Nixon, Richard, 50
North American Free Trade Agreement (NAFTA), 320
Ocho, Estevan, 20
Olney, William W., 281
Ortiz, Vilma, 236
Ostrom, Marcia, 105
Otero, Sabino, 19
Otero, Toribio, 19
Paglia, John, 355
Palmieri, Charlie, 27
Palmieri, Eddie, 27
Patría, 22
Pew Research Center, 220, 289
Phillipson, Robert, 281
Pico, Pío, 20
Pinto, Pablo M., 259
Pisani, Michael J., 104, 279, 280
political and economic contexts of
Latino businesses, 138–140
Porras, Jerry, 9–10, 322
Portes, Alejandro, 7, 201, 232, 234, 319
Portillo, Ernesto, 25
Prager, Daniel, 122
public policy considerations for Latino business growth, 155–158
Public Use Microdata Areas (PUMAs), 202
Puerto Rico, 22–23
Quiroga, Joaquín, 20
Ramos, Angel, 32
Rapt, 37, 39
Richardson, Chad, 233
Ríos, María, 49, 364–365
Robb, Alicia M., 46, 82, 96
Robinson, David T., 355
Robles, Bernabé, 20
Robles, Jesús, 20
Rochín, Juanita, 50–56
Rochín, Refugio, 50–56
activities and purpose of, 78
on business financing, 157–158
Education Scaling program (See
Education Scaling program, SLEI)
on female entrepreneurship, 307
format of, 80–87
introduction to, 77–78
key findings from, 87–89, 140–141
on language use, 258
measuring ethnic enclaves and,
203–204
on rural landscape of Latino-owned
business, 115–124
Survey of U.S. Latino Business
Owners 2017, 90–94
State of Latino Entrepreneurship, 334
Striffler, Steve, 234
Survey of Business Owners (SBO),
40–45, 60, 62, 77, 78–79, 86, 299
on contributions of Latino business
owners to the U.S. economy, 69–72
on English language use, 257
Survey of Income and Program
Participation (SIPP), 80, 82–87
Survey of U.S. Latino Business Owners,
335–336
Swisher, M. E., 103
Tareque, Inara, 199
Taylor, Paul, 23
Telemundo, 32
Telles, Edward E., 236
Terry, Deborah J., 262
Texas, 139–140, 157–158. See also
Harris County, Texas
McAllen-Edinburg-Mission (MEM)
MSA, 168, 173–187
3D Robotics, 363
Torres, David, 380
Tracy, Spencer, Jr., 169
Trujillo, Rafael, 28
Trump, Donald, 240, 248
Uber, 67
Unanue, Joseph A., 27
Unanue, Prudencio, 27
U.S. Census Bureau, 29, 40, 60, 77, 78, 80, 90, 299. See also American Community Survey (ACS);
Survey of Business Owners (SBO)
U.S. Department of Agriculture (USDA), 101, 104, 126
U.S. Department of Housing and Urban Development, 204
U.S. Hispanic Chamber of Commerce (USHCC), 29, 45–46, 73
Valdez, Zulema, 6
Vallejo, Jody A., 234, 342
Vallejo, Mariano Guadalupe, 20
Valletta, Lili Gil, 292
Varadero Capital, 356
Vladez, Zulema, 32
Wang, Chunbei, 170–171
Wang, Qingfang, 235
Wennberg, Karl, 169–170
Wilson, Ron, 204
Wired, 363
Wirth, Louis, 7
women entrepreneurs, 290–294, 303–309
World War II, 26
Yang, Chulguen, 235
Zarrugh, Laura H., 235
Zeitlin, Angela, 170