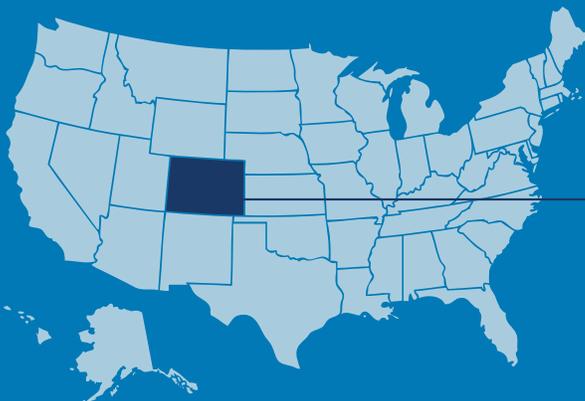


COLORADO



● Denver MBDA Business Center
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Suite 310
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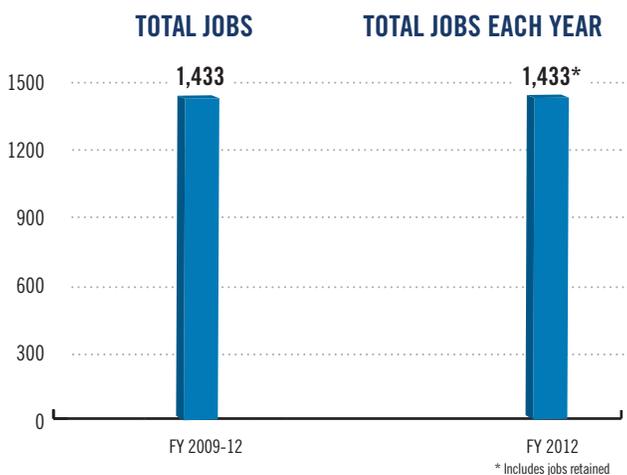
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Business Development Strategy Increases Marketplace Exposure

The Denver MBDA Business Center provides more than technical assistance; they are a valued resource for capacity building solutions. The MBDA clients AxxessConnect LLC and Empowercom, Inc. formed a strategic partnership to provide low voltage telecommunications and electrical construction services for a new 184-bed Veterans Affairs hospital.

The contract award was approximately \$28 million, creating 28 new jobs and retaining 12 jobs. Yet the positive impact on the surrounding communities was substantially more. (Empowercom hires at-risk youth, ex-offenders, unemployed, and underemployed minorities.) AxxessConnect, in turn, increased its marketplace exposure and created more subcontracting opportunities for smaller firms.

“The Denver MBDA Business Center has become an extension of our business development team. They have advocated on our behalf by providing both financial and contract specific business consulting,” said Walker Fleming, CEO, AxxessConnect.



1,433[†]
FY 2012 JOBS CREATED
AND RETAINED

\$133 MILLION
IN CONTRACTS AND CAPITAL

COLORADO EXPORTERS^g

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	59,647	2.9%
Non-Minority-Owned	28,344	4.6%

TOP DESTINATIONS FOR COLORADO EXPORTS^h

Canada	\$2 billion
Mexico	\$848 million
China	\$676 million
Japan	\$427 million
Germany	\$282 million

KEY: = 1 Billion = 100 Million

Colorado exports reached
\$7.6 BILLION in 2012 — a **10%**
 increase over 2011.¹

FY 2012 Colorado Performance At-A-Glance

 Total Awards	\$133,289,581
 Contracts	\$100,919,743
 Capital	\$ 32,369,838
 Total Jobs Created and Retained	1,433

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	9,174	\$ 1,020,331	\$ 111,220	6,058
American Indian & Alaska Native	4,619	698,178	151,153	3,434
Asian American	14,482	3,444,060	237,817	27,393
Native Hawaiian & Pacific Islander	633	51,982	82,120	286
Hispanic American	33,762	6,618,417	196,032	37,629
All Minority	59,647	11,718,779	196,469	74,753

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 63,551,138	\$ 4,850,418	—	\$ 32,518,188	—	\$ 100,919,743
Dollar Value of Capital	32,369,838	—	—	—	—	\$ 32,369,838
Number of Contracts	21	7	6	4	—	32
Number of Capital Transactions	7	—	2	—	—	7
TOTAL TRANSACTIONS	28	7	8	4	—	39

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	25	\$ 117,274,073
Finance, Insurance & Real Estate	1	10,000
Services	9	11,414,521
Wholesale Trade	4	4,590,987

**“The MBDA provided crucial
 matchmaking and consulting services
 to help us secure this hallmark contract.”**

— Terri Jackson, President
 Empowercom