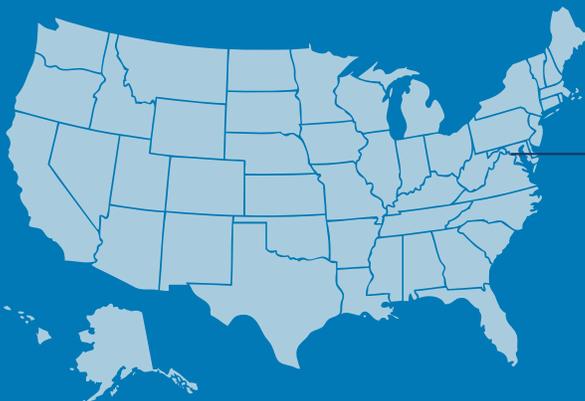


DISTRICT OF COLUMBIA



★ MBDA Federal Procurement Center
1101 Pennsylvania Avenue, NW
6th floor
Washington, DC 20004

Joe Grabenstein
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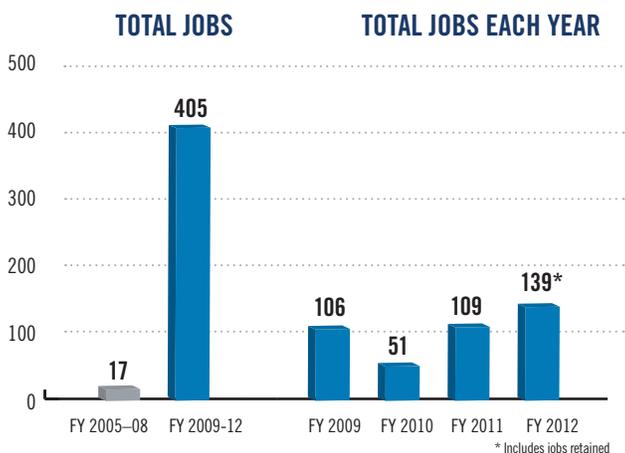
● Washington DC MBDA Business Center
727 15th Street, NW
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“Client of the Year” Award Goes to Crystal Enterprises

Washington, D.C. is full of terrific museums and monuments that fall under the purview of the Federal Government. As such, services to these facilities present procurement opportunities for the MBDA clients. One example, Crystal Enterprises, a food service and facilities maintenance firm, can boast about its \$6.2 million contract to provide janitorial services for the U.S. Holocaust Memorial Museum. The District of Columbia MBDA Business Center provided support by reviewing the technical and pricing proposal and helped to develop a strategy for successfully winning the contract.

Assistance from the MBDA directly contributed to the company’s stellar track record, which recently earned it the “Client of the Year” award by the District of Columbia MBDA Business Center. With continued support from the MBDA, and over \$40 million in potential contracts in the pipeline, Crystal Enterprises is positioned to achieve its increasingly high revenue goals for FY 2013.



139[†]

FY 2012 JOBS CREATED AND RETAINED

\$709 MILLION

IN CONTRACTS AND CAPITAL

DISTRICT OF COLUMBIA EXPORTERS⁶

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	22,505	5.5%
Non-Minority-Owned	455,065	7.2%

Data not available for top destinations for District of Columbia exports.



With support from the District of Columbia MBDA Business Center, Crystal Enterprises was awarded a contract at the U.S. Holocaust Memorial Museum.

FY 2012 District of Columbia Performance At-A-Glance

 Total Awards	\$708,579,386
 Contracts	\$188,873,700
 Capital	\$519,705,686
 Total Jobs Created and Retained	139

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	15,764	\$ 2,165,348	\$ 137,360	18,968
American Indian & Alaska Native	507	58,309	115,008	209
Asian American	3,278	1,836,669	560,302	11,998
Native Hawaiian & Pacific Islander	Data not released	Data not released	N/A	Data not released
Hispanic American	3,428	975,041	284,434	7,201
All Minority	22,505	4,993,805	221,898	38,273

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 3,847,243	\$ 184,992,198	—	\$ 34,259	—	\$ 188,873,700
Dollar Value of Capital	519,705,686	—	—	—	—	\$ 519,705,686
Number of Contracts	2	11	—	11	—	24
Number of Capital Transactions	2	—	—	—	—	2
TOTAL TRANSACTIONS	4	11	—	11	—	26

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	4	\$ 526,055,540
Manufacturing	8	180,786,802
Retail Trade	9	33,128
Services	5	1,703,916

“The MBDA Business Center is our most valuable resource for identifying and overcoming challenges in all areas of the operation. The Center has become our life-line to new business opportunities in the government and private sector.”

-Saundra Thurman-Custis, Founder and CEO
Crystal Enterprises