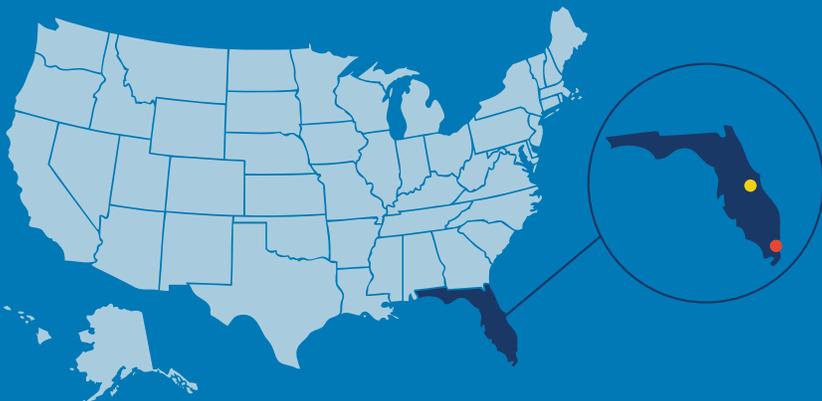


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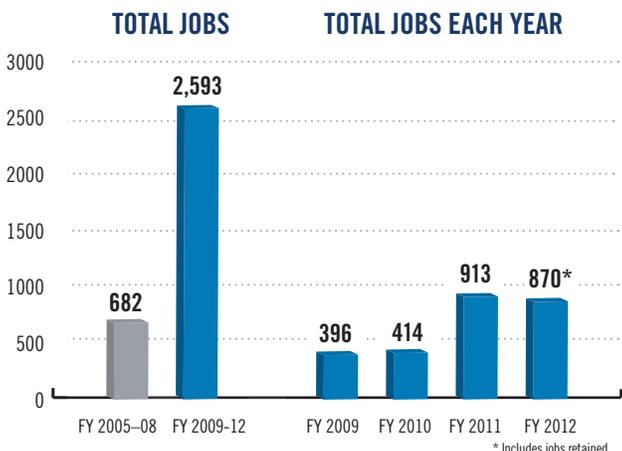
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Designer's Specialty Millwork Leads in the Industry Through an MBDA Partnership

Designer's Specialty Millwork (DSM) is an industry leader in the manufacturing/millwork sector. Established in 1994, the company has experienced tremendous growth and earned a commendable reputation for its commitment to customer service, quality work, and time management. G.G. Harrison, DSM's owner, was looking to take the company to the next level and expand their portfolio into the public sector.

The Miami MBDA Business Center was DSM's ideal partner for pursuing government contracts. In addition to extensive relationships in both private and public sectors, the Miami MBDA Business Center currently serves as a registered primary source in identifying minority sub-contractors for the Florida Marlins Stadium project. DSM worked with MBDA to strengthen its business model for government contracting and benefited from consulting services to identify opportunities and prepare strong bid packages. By joining forces with the MBDA, DSM has received over \$7.2 million in contract awards and created over 30 new jobs in Miami-Dade County, Florida.

The company currently reports annual revenues in excess of \$14 million and continues to exceed expectations on every contract.



870[†]

FY 2012 JOBS CREATED AND RETAINED

\$181 MILLION

IN CONTRACTS AND CAPITAL

FLORIDA EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	680,069	7.6%
Non-Minority-Owned	1,228,495	5.4%

TOP DESTINATIONS FOR FLORIDA EXPORTS^H

-  Switzerland  \$8.2 billion
-  Venezuela  \$5.1 billion
-  Brazil  \$4.9 billion
-  Canada  \$3.8 billion
-  Colombia  \$3.1 billion

KEY:  = 1 Billion

Florida ranks **2nd** among states for aviation, aerospace, and space establishments; and ranks **6th** for exporting at **\$66.4 BILLION** in 2012.¹

FY 2012 Florida Performance At-A-Glance

 Total Awards	\$180,969,620
 Contracts	\$ 65,731,306
 Capital	\$115,238,314
 Total Jobs Created and Retained	870

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	181,496	\$ 10,528,813	\$ 58,011	65,085
American Indian & Alaska Native	9,747	1,060,062	108,758	3,655
Asian American	64,931	17,340,193	267,056	104,650
Native Hawaiian & Pacific Islander	1,772	188,426	106,335	899
Hispanic American	450,137	72,644,226	161,382	302,345
All Minority	680,069	101,384,269	149,079	476,898

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 50,893,019	\$ 2,153,357	—	\$ 12,578,118	\$ 106,813	\$ 65,731,306
Dollar Value of Capital	114,264,054	100,000	100,000	774,260	—	\$ 115,238,314
Number of Contracts	43	3	—	20	10	76
Number of Capital Transactions	64	1	1	3	—	69
TOTAL TRANSACTIONS	107	4	1	23	10	145

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Agriculture, Forestry, Fishing & Hunting	3	\$ 325,045	Mining	6	\$ 30,262,523
Construction	91	33,746,455	Retail Trade	9	12,239
Finance, Insurance & Real Estate	2	100,003,914	Services	10	2,203,032
Information	9	578,017	Transportation, Warehousing & Public Utilities	1	9,000,000
Manufacturing	20	4,838,395			