

Massachusetts exports exceeded
\$25 BILLION in 2012.¹

FY 2012 Massachusetts Performance At-A-Glance

 Total Awards	\$25,846,898
 Contracts	\$24,296,898
 Capital	\$ 1,550,000
 Total Jobs Created and Retained.....	171

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	20,542	\$ 1,741,816	\$ 84,793	10,568
American Indian & Alaska Native	2,294	219,697	95,770	1,320
Asian American	26,578	6,752,109	254,049	48,982
Native Hawaiian & Pacific Islander	260	26,713	102,742	126
Hispanic American	19,410	2,438,786	125,646	16,628
All Minority	64,998	11,504,423	176,997	77,514

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 24,012,362	—	\$ 60,000	—	\$ 224,536	\$ 24,296,898
Dollar Value of Capital	1,200,000	—	350,000	—	—	\$ 1,550,000
Number of Contracts	17	—	1	—	1	19
Number of Capital Transactions	2	—	2	—	—	4
TOTAL TRANSACTIONS	19	—	3	—	1	23

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	2	\$ 13,267,222
Manufacturing	4	355,900
Services	8	8,213,776
Transportation, Warehousing & Public Utilities	1	1,000,000
Wholesale Trade	8	3,010,000