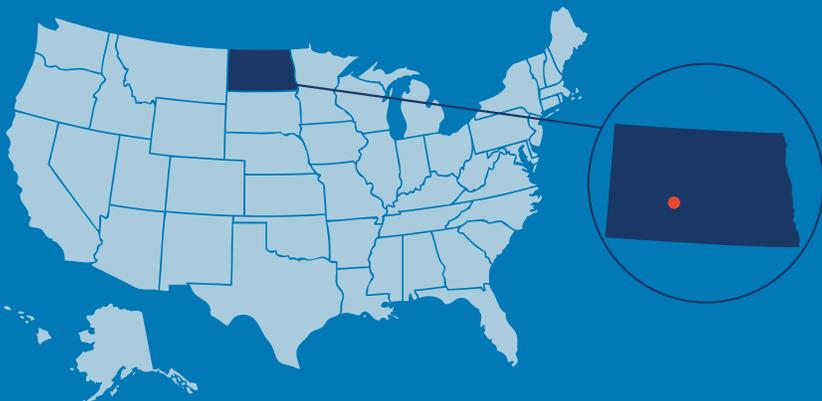


NORTH DAKOTA

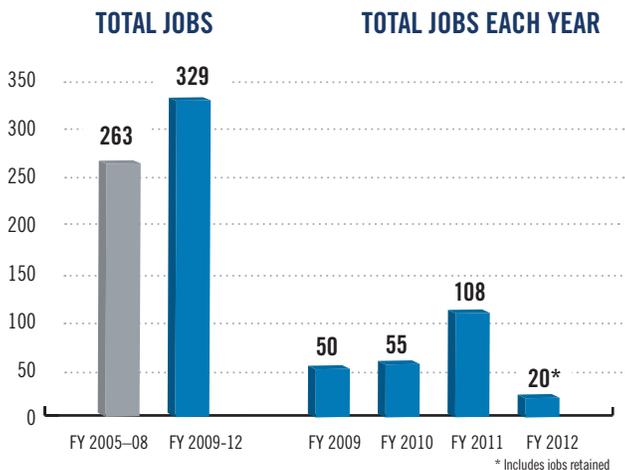


● Bismarck MBDA Business Center
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Marion Trucking Sees Significant Growth

Marion Trucking & Construction has been a client of the Bismarck MBDA since 2003. Since that time, owner Terry Mason has seen his company grow significantly. The company generated \$100,000 per year in trucking and construction in its early years and grew to almost \$12 million in gross earnings by 2010. In March of 2012, through the efforts of the Bismarck MBDA Business Center staff, Marion Trucking & Construction was awarded over \$14 million in contracts and capital in fiscal year 2012.



20[†]

FY 2012 JOBS CREATED AND RETAINED

\$24 MILLION IN CONTRACTS AND CAPITAL

NORTH DAKOTA EXPORTERS⁶

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	1,773	6.4%
Non-Minority-Owned	56,215	4.1%

TOP DESTINATIONS FOR NORTH DAKOTA EXPORTS¹¹

	Canada	 \$3.1 billion
	Mexico	 \$282 million
	Australia	 \$124 million
	Belgium	 77 million
	Russia	 \$55 million

KEY:  = 1 Billion  = 100 Million

North Dakota exports increased **28%**
in 2012 to **\$4.3 BILLION.**¹

FY 2012 North Dakota Performance At-A-Glance

 Total Awards	\$24,120,679
 Contracts	\$17,001,061
 Capital	\$ 7,119,618
 Total Jobs Created and Retained.....	20

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	163	\$ 114,873	\$ 704,742	Data not released
American Indian & Alaska Native	988	198,309	200,718	1,436
Asian American	412	151,332	367,311	1,469
Native Hawaiian & Pacific Islander	25	1,018	40,720	0
Hispanic American	287	20,484	71,373	651
All Minority	1,773	485,157	273,636	3,786

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 7,206,249	\$ 9,794,812	—	—	—	\$ 17,001,061
Dollar Value of Capital	7,119,618	—	—	—	—	\$ 7,119,618
Number of Contracts	2	2	—	—	—	4
Number of Capital Transactions	2	—	—	—	—	2
TOTAL TRANSACTIONS	4	2	—	—	—	6

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	6	\$ 24,120,679

“We have an exceptional relationship with the Bismark MBDA Business Center. The people there have been instrumental to our success and I thank them for their help and concern. They have helped us with financing, business plans, and overall suggestions that have been helpful in many areas.”

Terry Marion, Owner
Marion Trucking & Construction