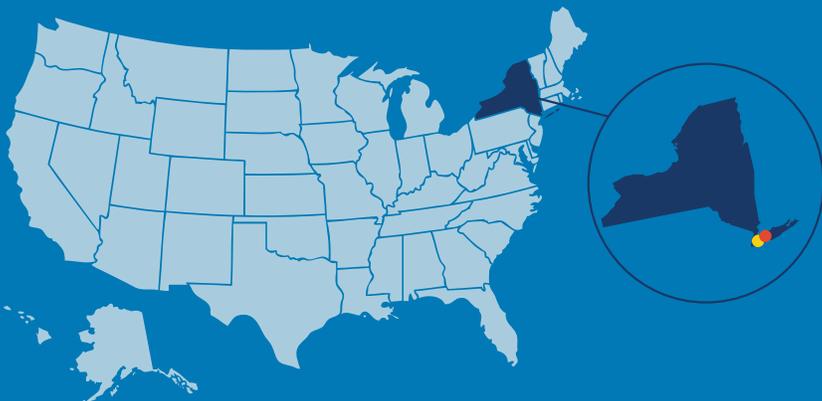


NEW YORK



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● Williamsburg MBDA
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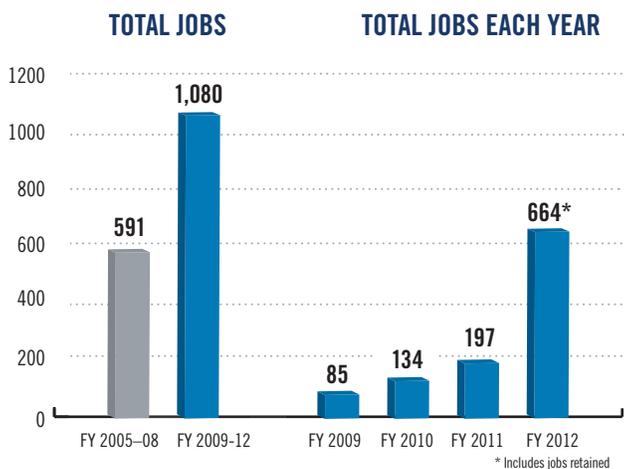
Yehuda Turner
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MBDA Helps Donnelly & Moore Corporation Weather Setbacks

When Donnelly & Moore Corp., a technology staffing and recruiting firm, got off the ground in 1997, it was a one-woman operation in one of the most competitive markets in the country, system conversions. Today, with revenues in excess of \$10 million, the firm has broadened its services, providing information technology staffing and full life cycle software development solutions to both public and private organizations.

Despite major setbacks from 9-11 to super storm Sandy, the company has continued to grow — in part, thanks to help from the New York City MBDA Business Center. The Center provided marketing, consulting, and access to private contract opportunities. This has helped the company generate 30 new jobs with \$15 million in contracts during the past year.

“I urge minority-owned businesses — especially in the New York City area — to reach out to the MBDA. They help you connect with those large corporations that might otherwise not even look at you as a potential source,” said Eileen Guzzo, Founder.



664[†]

FY 2012 JOBS CREATED AND RETAINED

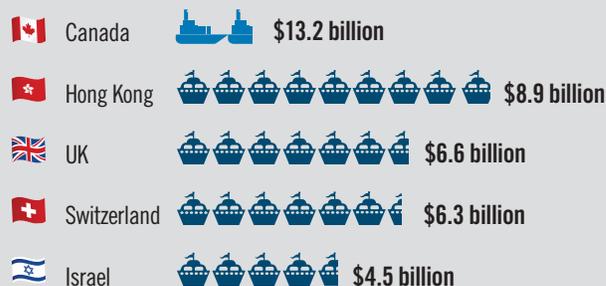
\$202 MILLION

IN CONTRACTS AND CAPITAL

NEW YORK EXPORTERS⁶

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	537,544	5.2
Non-Minority-Owned	1,332,274	5.9

TOP DESTINATIONS FOR NEW YORK EXPORTS¹¹



KEY: = 10 Billion = 1 Billion

New York ranks **3rd** in exports with
\$79.2 BILLION in 2012.¹

FY 2012 New York Performance At-A-Glance

 Total Awards	\$202,191,168
 Contracts	\$175,702,487
 Capital	\$ 26,488,681
 Total Jobs Created and Retained.....	664

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	204,004	\$ 12,589,106	\$ 61,710	66,581
American Indian & Alaska Native	13,071	1,545,134	118,211	6,400
Asian American	196,825	50,482,681	256,485	224,576
Native Hawaiian & Pacific Islander	1,852	179,533	96,940	876
Hispanic American	193,183	18,202,064	94,222	86,329
All Minority	537,544	79,419,259	147,745	370,061

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 111,173,900	\$ 4,020,709	\$ 60,031,549	\$ 476,330	–	\$ 175,702,487
Dollar Value of Capital	26,488,681	–	–	–	–	\$ 26,488,681
Number of Contracts	211	9	2	7	–	229
Number of Capital Transactions	17	–	–	–	–	17
TOTAL TRANSACTIONS	228	9	2	7	–	246

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	44	\$ 65,760,671	Mining	2	\$ 406,500
Finance, Insurance & Real Estate	15	24,476,903	Retail Trade	1	30,000
Information	1	15,300,000	Services	10	63,691,923
Manufacturing	171	32,503,773	Wholesale Trade	2	21,399

“I urge minority-owned businesses to reach out to the MBDA in New York.”

— Eileen Guzzo, Founder
Donnelly & Moore Corp.