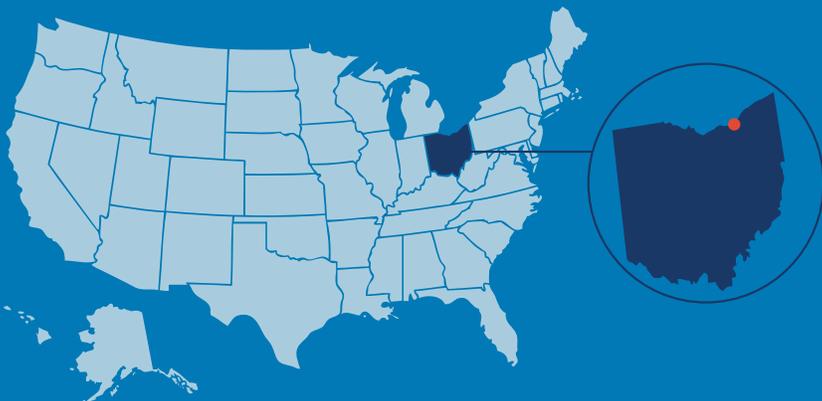


OHIO

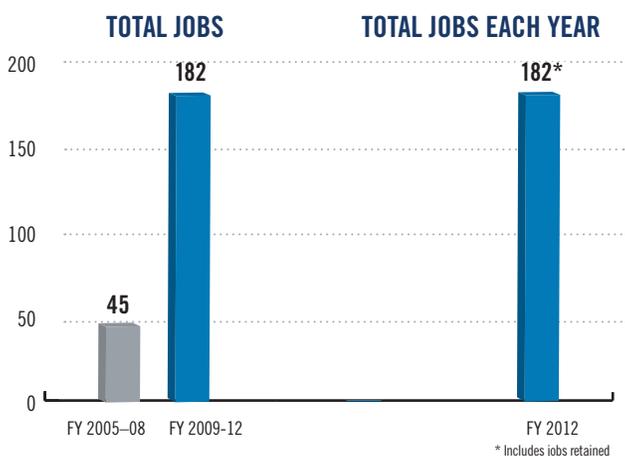


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Chief Procurement Officers Roundtable Provides Access to Purchasing Officials

In 2012 the Cleveland MBDA Business Center launched the “Chief Procurement Officers Roundtable” to facilitate meetings between the best, brightest, and most capable suppliers with key purchasing officials from the private and public sectors. As a result of this initiative, PuroClean Professional Services, an emergency property restoration firm, secured a \$1.5 million contract to service multiple facilities across six-states. Originally established as a two-person operation, the company has experienced tremendous growth and now has 22 employees.



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FY 2012 JOBS CREATED AND RETAINED

\$18 MILLION

IN CONTRACTS AND CAPITAL

OHIO EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	82,387	3.6%
Non-Minority-Owned	781,252	4.6%

TOP DESTINATIONS FOR OHIO EXPORTS^H

 Canada	 \$19.6 billion
 Mexico	 \$4.7 billion
 China	 \$2.8 billion
 France	 \$2.7 billion
 Brazil	 \$1.6 billion

KEY:  = 10 Billion  = 1 Billion

Ohio ranks **10th** nationwide in exports with **\$49 BILLION** in 2012.¹

FY 2012 Ohio Performance At-A-Glance

 Total Awards	\$17,686,814
 Contracts	\$10,715,456
 Capital	\$ 6,971,358
 Total Jobs Created and Retained.....	182

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	52,136	\$ 4,690,810	\$ 89,973	33,298
American Indian & Alaska Native	2,989	577,542	193,222	4,273
Asian American	18,198	6,756,316	371,267	51,478
Native Hawaiian & Pacific Islander	Data not released	Data not released	N/A	Data not released
Hispanic American	9,722	2,258,522	232,310	11,562
All Minority	82,387	14,460,756	175,522	101,062

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 3,293,657	—	—	\$ 7,421,799	—	\$ 10,715,456
Dollar Value of Capital	5,421,358	1,550,000	—	—	—	\$ 6,971,358
Number of Contracts	13	—	—	6	—	19
Number of Capital Transactions	15	1	—	—	—	16
TOTAL TRANSACTIONS	28	1	—	6	—	35

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	15	\$ 11,801,608
Manufacturing	13	3,571,945
Services	7	2,313,261

“The Cleveland MBDA Business Center and their network of resources have been instrumental in providing coaching, mentoring, networking and business development opportunities.”

— George Cruz, CEO
PuroClean Professional Services