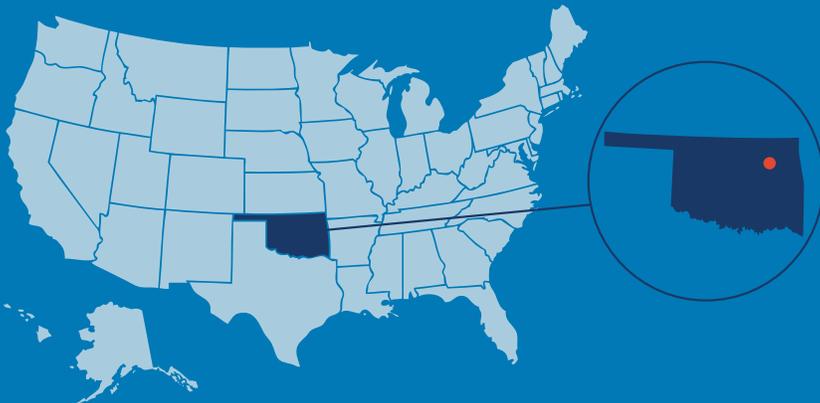


OKLAHOMA

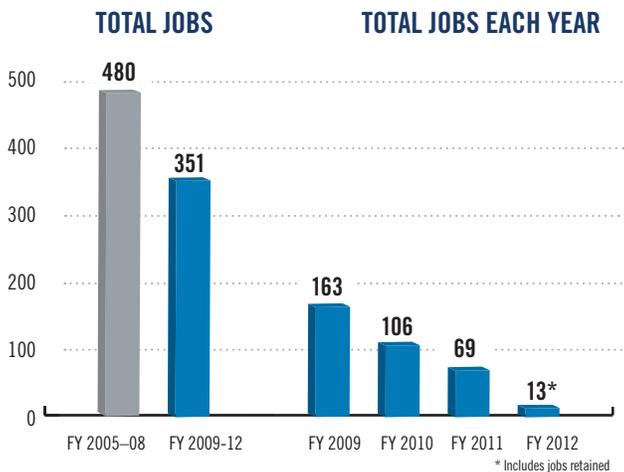


• Tulsa MBDA Business Center
 American Indian & Alaska Native Program
 3 Memorial Place Center
 7615 East 63rd Place
 Suite 201
 Tulsa, OK 74133

James Ray
 918-994-4370
 james@ruralenterprises.com

Contech, Inc. Created and Retained 58 Jobs with MBDA Assistance

Contech, Inc. is a General Contractor located in Broken Arrow, OK, with high performance capabilities in the area of site development and concrete. Owner Bryan Adair joined forces with the Tulsa MBDA Business Center with the goal of growing the company. MBDA staff worked with the company to apply for 8(a) certification, and helped open up connections and access to contracting and surety bonding. As a result, Contech secured contracts and capital in excess of \$5.5 million in 2012. These efforts retained 39 jobs and created 19 additional jobs.



351[†]
JOBS CREATED
FY 2009-12

\$36 MILLION
IN CONTRACTS AND CAPITAL

OKLAHOMA EXPORTERS^g

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	44,941	3.2%
Non-Minority-Owned	265,958	3.0%

TOP DESTINATIONS FOR OKLAHOMA EXPORTS^h

Canada	\$2.0 billion
Mexico	\$620 million
Japan	\$433 million
China	\$333 million
Singapore	\$230 million

KEY: = 1 Billion = 100 Million

Energy-related industries — machinery manufacturing, natural gas, engineering, and distribution — contribute to the Oklahoma economy, of which **\$6.6 BILLION** was from exports in 2012.¹

FY 2012 Oklahoma Performance At-A-Glance

 Total Awards	\$35,807,484
 Contracts	\$13,907,136
 Capital	\$21,900,348
 Total Jobs Created and Retained	13

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	10,449	\$ 653,996	\$ 62,589	6,085
American Indian & Alaska Native	21,212	4,518,481	213,015	26,627
Asian American	6,736	1,802,217	267,550	15,673
Native Hawaiian & Pacific Islander	150	18,108	120,720	136
Hispanic American	7,663	1,661,273	216,791	8,940
All Minority	44,941	8,614,044	191,675	56,794

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 4,496,666	\$ 6,934,560	\$ 2,475,910	—	—	\$ 13,907,136
Dollar Value of Capital	14,472,618	—	7,427,730	—	—	\$ 21,900,348
Number of Contracts	4	6	1	—	—	11
Number of Capital Transactions	8	—	3	—	—	11
TOTAL TRANSACTIONS	12	6	4	—	—	22

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	15	\$ 27,799,193
Services	4	4,095,588
Wholesale Trade	3	3,912,703

“The MBDA Business Center has had a powerful impact on our moving from a 12 million dollar company to a \$20 million dollar company.”

— Bryan Adair, Owner
Contech, Inc.