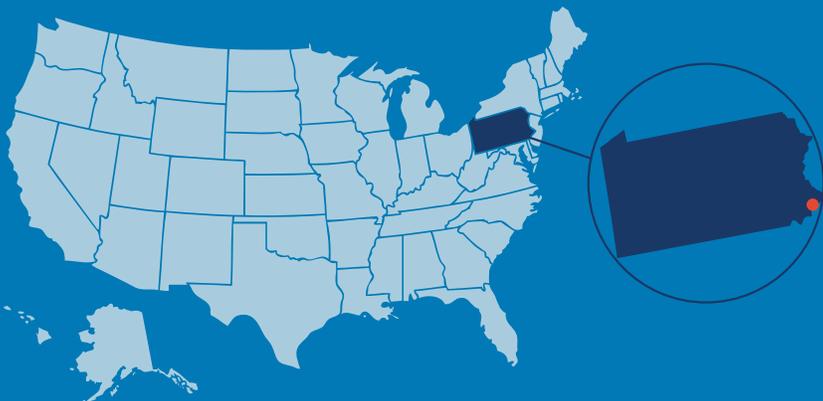


PENNSYLVANIA



● Philadelphia MBDA Business Center
4548 Market Street
Philadelphia, PA 19139

James Sanders
215-895-4046
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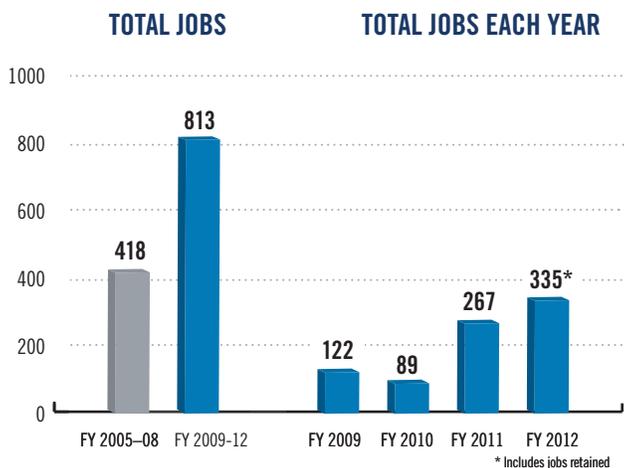
MBDA Business Expertise Opens Doors to New Capital

Swain Techs provides cybersecurity, model & simulation, engineering and information management solution services. When Swain Techs wanted to expand their business, the Philadelphia MBDA Business Center was there to help identify target clients in the public and private sectors. The MBDA also provided management consulting, business development services, and helped identify financing sources for working capital.

These efforts resulted in Swain Techs securing a \$3.9 million contract with the U.S. Department of Health and Human Services, saving 6 jobs and creating 4 others.

“MBDA’s team was instrumental in the recent success of our small business, providing us with connections to help open up new potential markets, gain access to working capital and meet potential clients.”

— Manuel Trujillo, President
Swain Techs



335[†]

FY 2012 JOBS CREATED AND RETAINED

\$40 MILLION

IN CONTRACTS AND CAPITAL

PENNSYLVANIA EXPORTERS⁶

| | NUMBER OF FIRMS | FIRMS WITH EXPORTS |
|--------------------|-----------------|--------------------|
| Minority-Owned | 96,208 | 4.1% |
| Non-Minority-Owned | 849,521 | 4.3% |

TOP DESTINATIONS FOR PENNSYLVANIA EXPORTS^H

| | |
|---------|----------------|
| Canada | \$11.4 billion |
| China | \$2.9 billion |
| Mexico | \$2.8 billion |
| Germany | \$2.1 billion |
| UK | \$1.5 billion |

KEY: = 10 Billion = 1 Billion

Pennsylvania is the national leader in food processing. Its **2,300** companies generate **\$39 BILLION** in exports in 2012.¹

FY 2012 Pennsylvania Performance At-A-Glance

| | |
|--|--------------|
|  Total Awards | \$40,430,274 |
|  Contracts | \$36,069,274 |
|  Capital | \$ 4,361,000 |
|  Total Jobs Created and Retained..... | 335 |

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

| BUSINESS OWNER | NUMBER OF FIRMS | GROSS RECEIPTS (\$1000S) | AVERAGE GROSS RECEIPTS | PAID EMPLOYEES |
|------------------------------------|-----------------|--------------------------|------------------------|----------------|
| African American | 44,664 | \$ 3,500,822 | \$ 78,381 | 21,902 |
| American Indian & Alaska Native | 2,858 | 373,625 | 130,730 | 1,552 |
| Asian American | 31,313 | 11,620,161 | 371,097 | 58,506 |
| Native Hawaiian & Pacific Islander | 410 | 28,767 | 70,163 | 250 |
| Hispanic American | 22,777 | 3,244,105 | 142,429 | 15,362 |
| All Minority | 96,208 | 18,690,271 | 194,269 | 97,766 |

MBDA CLIENT ASSISTANCE BY SECTOR

| | PRIVATE SECTOR | FEDERAL GOVERNMENT | STATE GOVERNMENT | LOCAL GOVERNMENT | NOT DISCLOSED | TOTAL |
|--------------------------------|----------------|--------------------|------------------|------------------|---------------|---------------|
| Dollar Value of Contracts | \$ 21,535,235 | \$ 10,716,038 | \$ 2,100,000 | \$ 1,357,040 | \$ 360,961 | \$ 36,069,274 |
| Dollar Value of Capital | 2,787,000 | — | 1,550,000 | — | 24,000 | \$ 4,361,000 |
| Number of Contracts | 12 | 7 | 1 | 2 | 1 | 23 |
| Number of Capital Transactions | 14 | — | 1 | — | 1 | 16 |
| TOTAL TRANSACTIONS | 26 | 7 | 2 | 2 | 2 | 39 |

MBDA CLIENT ASSISTANCE BY INDUSTRY

| | NUMBER OF TRANSACTIONS | VALUE OF TRANSACTIONS | | NUMBER OF TRANSACTIONS | VALUE OF TRANSACTIONS |
|----------------------------------|------------------------|-----------------------|-----------------|------------------------|-----------------------|
| Construction | 9 | \$ 9,975,235 | Retail Trade | 3 | \$ 975,000 |
| Finance, Insurance & Real Estate | 3 | 1,592,000 | Services | 13 | 12,185,147 |
| Mining | 1 | 20,000 | Wholesale Trade | 9 | 15,658,892 |
| Other | 1 | 24,000 | | | |