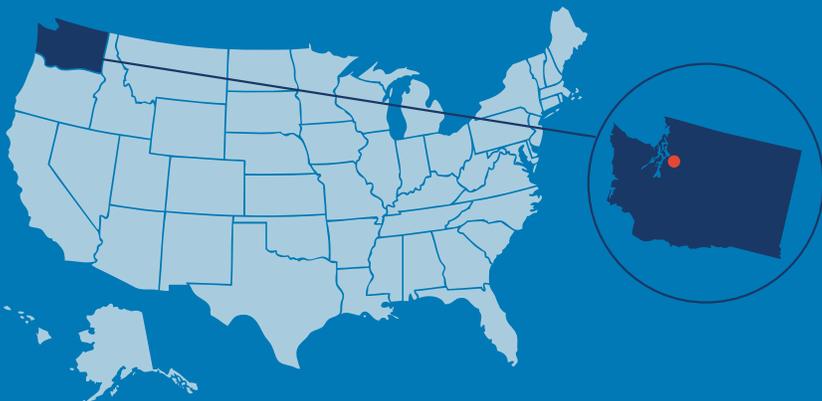


WASHINGTON



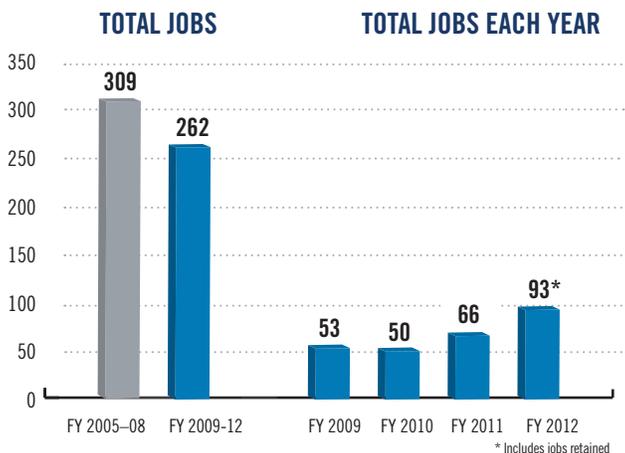
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McDonald Excavating Completes First Transportation Infrastructure Project

McDonald Excavating, located in the rural town of Washougal, Washington, is a family owned and operated Native American company. A few years ago the company completed a \$2.8 million dollar project on the I-205 light rail extension — its first transportation infrastructure project, as well as its first design-build. In FY 2012, McDonald Excavating won a similar bid for the Portland-Milwaukie Light Rail System for \$1.5 million; followed by a Sellwood Bridge Replacement project for \$1.7 million.

The MBDA helped McDonald Excavating to become a certified DBE subcontractor for the state of Washington and continues to provide business consulting services. “We learned really quickly that on a project of this magnitude and with as many trades represented on the project site, it is vitally important to diligently coordinate our work with the prime as well as the other subcontractors,” said Ryan McDonald, Vice President and Project Director.



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**FY 2012 JOBS CREATED
AND RETAINED**

\$15 MILLION IN CONTRACTS AND CAPITAL

WASHINGTON EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	71,465	6.1%
Non-Minority-Owned	445,944	6.3%

TOP DESTINATIONS FOR WASHINGTON EXPORTS^H

China	\$14.2 billion
Japan	\$9.0 billion
Canada	\$8.3 billion
UAE	\$5.1 billion
Korea	\$3.4 billion

KEY: = 10 Billion = 1 Billion

With aircraft manufacturing being one of Washington's largest industries, the state is home to 17% of U.S. aerospace workers and ranks **4th** in exports with **\$76 BILLION** in 2012.¹

FY 2012 Washington Performance At-A-Glance

 Total Awards	\$14,543,841
 Contracts	\$12,845,802
 Capital	\$ 1,698,039
 Total Jobs Created and Retained.....	93

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	Data not released	Data not released	N/A	Data not released
American Indian & Alaska Native	6,526	1,449,281	222,078	6,300
Asian American	37,373	12,340,664	330,203	71,421
Native Hawaiian & Pacific Islander	1,197	148,264	123,863	524
Hispanic American	17,795	9,707,207	545,502	23,051
All Minority	71,465	26,053,728	364,566	111,225

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 9,926,392	\$ 1,256,845	\$ 1,559,390	\$ 1,303	\$101,872	\$ 12,845,802
Dollar Value of Capital	1,245,008	—	—	453,031	—	\$ 1,698,039
Number of Contracts	36	7	1	1	3	48
Number of Capital Transactions	7	—	—	2	—	9
TOTAL TRANSACTIONS	43	7	1	3	3	57

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	44	\$ 12,628,581
Services	13	1,915,260