

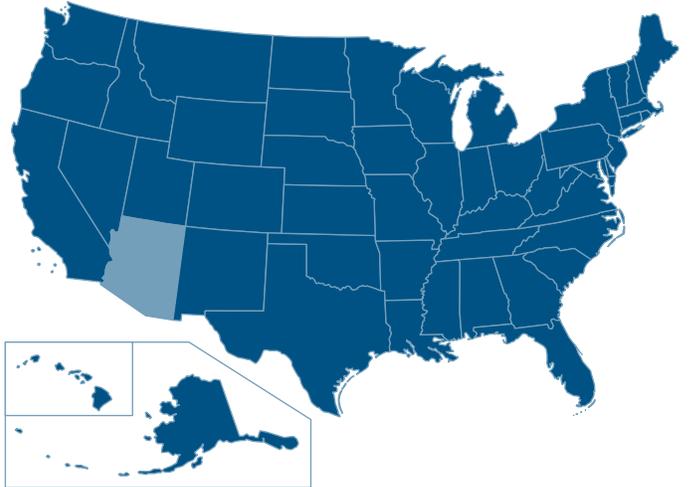
Arizona

MBDA Business Center

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PERFORMANCE OVERVIEW

In FY2011, MBDA helped Arizona minority-owned businesses obtain 42 contracts totaling \$134,721,609 and \$171,426,324 in capital through 12 financial transactions.

For clients with gross annual revenues of \$500,000 or more, MBDA Business Centers completed 41 transactions totaling \$305,566,289. For clients with annual gross revenues below \$500,000, MBDA Business Centers completed 13 transactions totaling \$581,645.

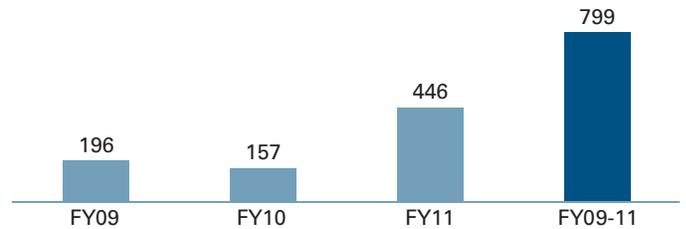
MBDA assisted Arizona minority-owned businesses in creating 446 new jobs in FY2011



MBDA PERFORMANCE AT-A-GLANCE

Contracts/Capital Obtained	\$ 306,147,933
Contracts	\$ 134,721,609
Capital	\$ 171,426,324
Total Jobs Created FY09-11	799

NEW JOBS CREATED BY MBDA



CLIENT ANALYSIS BY REVENUE

	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	29	13	42
Number of Capital Transactions	12	0	12
Total Transactions	41	13	54
Value of Contracts	\$ 134,139,965	\$ 581,645	\$ 134,721,609
Dollar Value of Capital	171,426,324	0	171,426,324
Total Dollar Value of Awards	\$ 305,566,289	\$ 581,645	\$ 306,147,933

CLIENT ASSISTANCE BY SECTOR

	PRIVATE	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT REPORTED	TOTAL
Number of Contracts	6	2	12	7	15	42
Number of Capital Transactions	5	4	0	0	3	12
Total Transactions	11	6	12	7	18	54
Dollar Value of Contracts	\$ 61,306,938	65,875,001	2,273,807	3,577,683	1,688,181	\$ 134,721,609
Dollar Value of Capital	\$ 9,413,822	159,524,034	0	0	2,488,468	\$ 171,426,324

MINORITY BUSINESS COMMUNITY AT-A-GLANCE (Based on 2007 Census)

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	10,039	\$ 634,558	\$ 63,209	5,441
American Indian & Alaska Native	9,106	\$ 830,456	\$ 91,199	6,788
Asian American	16,333	\$ 4,529,479	\$ 277,321	31,339
Native Hawaiian & Pacific Islander	data not released	data not released	n/a	data not released
Hispanic American	52,667	\$ 8,004,494	\$ 151,983	54,530
All Minority-Owned	85,227	\$ 14,183,639	\$ 166,422	99,176

SUCCESS STORY

Over the years, the Phoenix MBDA Business Center has assisted **Andale Construction, Inc.** with certifications and marketing. As a result, Andale negotiated a Mentor-Protégé Agreement with Sundt Construction, which enabled Andale to secure two large contracts with the U.S. Navy for \$31.6 million and \$39.9 million, creating 380 new jobs.

“We sought the MBDA Business Center’s services and guidance to make sure that we were poised for growth by taking advantage of every program available to MBEs. The MBDA Business Center has supported our company with strong outreach efforts, and constant emails with leads and links to projects and opportunities. They helped our company prepare for growth by building confidence and marketing our company. All of this and our own work helped us land the Mentor-Protégé relationship with Sundt and ultimately these contracts.”

—Luis De La Cruz, *President & CEO*

CLIENT ASSISTANCE BY INDUSTRY

INDUSTRY	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	27	\$ 241,925,679
Finance, Insurance & Real Estate	1	\$ 12,000
Mining	2	\$ 243,125
Public Administration	2	\$ 60,521
Retail Trade	1	\$ 2,115
Services	7	\$ 63,404,493
Wholesale Trade	1	\$ 500,000