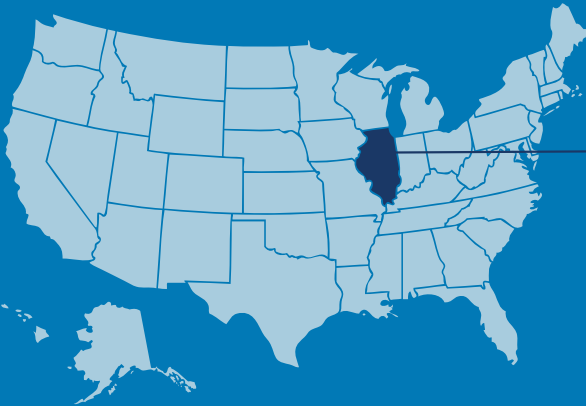


ILLINOIS



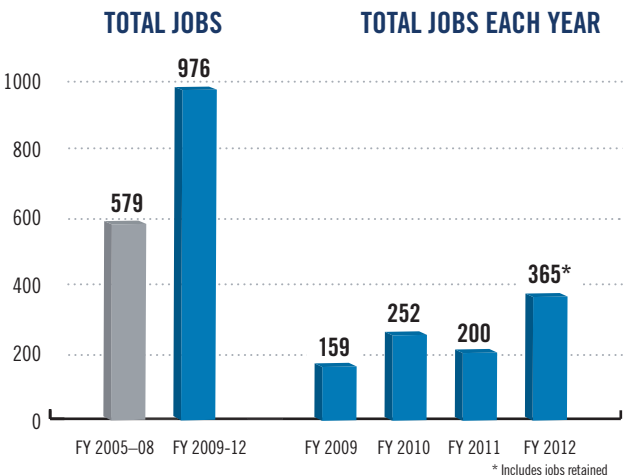
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MBDA Helps Smart Medical Technology Secure \$25 Million in Capital

Smart Medical Technology, Inc. (SMT) designs and manufactures medical and healthcare products that have impacted the evolution of healthcare services worldwide. Among its suite of products, SMT has patented, trademarked, and received Federal Drug Administration approval, and UL certification of its ground breaking lateral patient transfer system called the Liftaem™.

SMT came to the Chicago MBDA Business Center looking for capital and procurement opportunities and soon gained more than they expected. They attended a MBDA access to capital seminar on raising capital through private equity, including valuation and minority status considerations. Primed with information, SMT was ready to partner with the MBDA. MBDA worked with SMT to analyze offers from investment bankers, prepped the management team for presentations, and consulted throughout the fundraising process. As a result, SMT secured capital in the amount of \$25 million. Their increased financing capabilities enabled them to purchase a new warehouse, create 300 jobs and retain 100 jobs.



365[†]

FY 2012 JOBS CREATED AND RETAINED

\$140 MILLION

IN CONTRACTS AND CAPITAL

ILLINOIS EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	223,007	3.7%
Non-Minority-Owned	850,476	4.5%





TOP DESTINATIONS FOR ILLINOIS EXPORTS^H

- Canada **\$19.2 billion**
- Australia **\$6.4 billion**
- Mexico **\$5.4 billion**
- China **\$4.1 billion**
- Germany **\$2.7 billion**

KEY: = 10 Billion = 1 Billion

The state of Illinois ranked **5th** in 2012 exports — **\$68 BILLION.**¹

FY 2012 Illinois Performance At-A-Glance

 Total Awards	\$139,993,607
 Contracts	\$125,298,206
 Capital	\$ 14,695,401
 Total Jobs Created and Retained.....	365

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	106,626	\$ 6,840,718	\$ 64,156	45,295
American Indian & Alaska Native	5,391	690,412	128,068	4,420
Asian American	59,367	18,485,950	311,384	102,991
Native Hawaiian & Pacific Islander	569	31,590	55,518	277
Hispanic American	56,567	10,337,194	182,742	77,449
All Minority	223,007	36,273,078	162,654	228,015

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 105,959,808	\$ 5,284,000	—	\$ 14,054,398	—	\$ 125,298,206
Dollar Value of Capital	14,695,401	—	—	—	—	\$ 14,695,401
Number of Contracts	57	1	—	4	—	62
Number of Capital Transactions	15	—	—	—	—	15
TOTAL TRANSACTIONS	72	1	—	4	—	77

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Agriculture, Forestry, Fishing & Hunting	3	\$ 1,897,250	Services	6	\$ 10,138,441
Construction	20	22,075,781	Transportation, Warehousing & Public Utilities	3	42,044,946
Manufacturing	10	10,011,650	Wholesale Trade	33	53,742,539
Retail Trade	2	83,000			