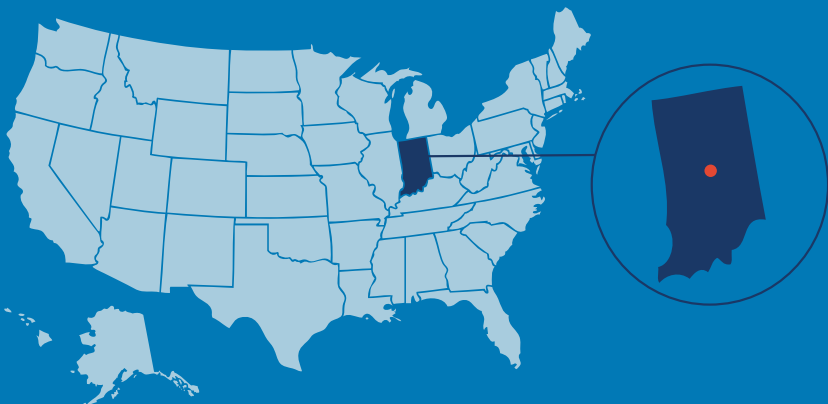


INDIANA



● Indianapolis MBDA Business Center
2126 North Meridian Street
Suite 110
Indianapolis, IN 46202

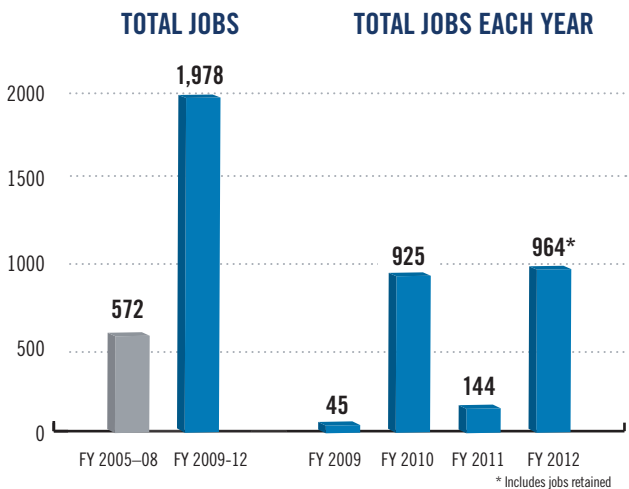
James Knight
317-921-2677
jknight@indymbdacenter.com

Native American Ashford International Expands Products and Services

Ashford International is a Native American, woman-owned company that offers strategic sourcing solutions to state and federal agencies. Established in 2008, Ashford International initially only offered office products and medical equipment, but through joint ventures and teaming agreements, was able to add a multitude of products and services.

This was a solid base from which the Indianapolis MBDA Business Center helped expand Ashford's business ventures. The Center has been an invaluable source of consultation and strategic planning that has helped accelerate sales. It also helped the company obtain a contract worth \$8 million that will ultimately retain a dozen jobs and produce another 400 new jobs.

"In this ever changing global economy, the sustainability of a business lies in its differentiation, which is based on understanding effectiveness. The MBDA's commitment to promote growth and competitiveness of minority businesses is greatly appreciated by both business owners and those of future generations," said Susan Schmidt, President and CEO.



964[†]

FY 2012 JOBS CREATED AND RETAINED

\$40 MILLION

IN CONTRACTS AND CAPITAL

INDIANA EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	40,706	4.3%
Non-Minority-Owned	421,127	3.9%





TOP DESTINATIONS FOR INDIANA EXPORTS^H

- Canada \$11.9 billion
- Mexico \$3.9 billion
- Germany \$2.2 billion
- France \$1.8 billion
- Japan \$1.8 billion

KEY: = 10 Billion = 1 Billion

Indiana turns to MBDA clients for environmental consulting, metal services, commercial printing, and packaging and labeling.

FY 2012 Indiana Performance At-A-Glance

 Total Awards	\$39,842,692
 Contracts	\$39,767,692
 Capital	\$ 75,000
 Total Jobs Created and Retained.....	964

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	22,127	\$ 2,286,534	\$ 103,337	16,315
American Indian & Alaska Native	2,207	236,256	107,048	1,294
Asian American	8,756	3,409,496	389,390	24,730
Native Hawaiian & Pacific Islander	177	41,540	234,689	837
Hispanic American	8,558	1,695,184	198,082	14,304
All Minority	40,706	7,921,197	194,595	58,273

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 19,230,674	—	\$ 20,532,570	—	\$ 4,448	\$ 39,767,692
Dollar Value of Capital	75,000	—	—	—	—	\$ 75,000
Number of Contracts	25	—	5	—	1	31
Number of Capital Transactions	1	—	—	—	—	1
TOTAL TRANSACTIONS	26	—	5	—	1	32

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Agriculture, Forestry, Fishing & Hunting	2	\$ 180,000	Services	20	\$ 3,139,000
Construction	2	22,482,087	Transportation, Warehousing & Public Utilities	1	75,000
Manufacturing	2	5,674,768	Wholesale Trade	5	8,291,837

“The MBDA Business Center has gone above and beyond on many occasions to help promote our products and introduce us to new opportunities.”

— Susan Schmidt, President and CEO
Ashford International