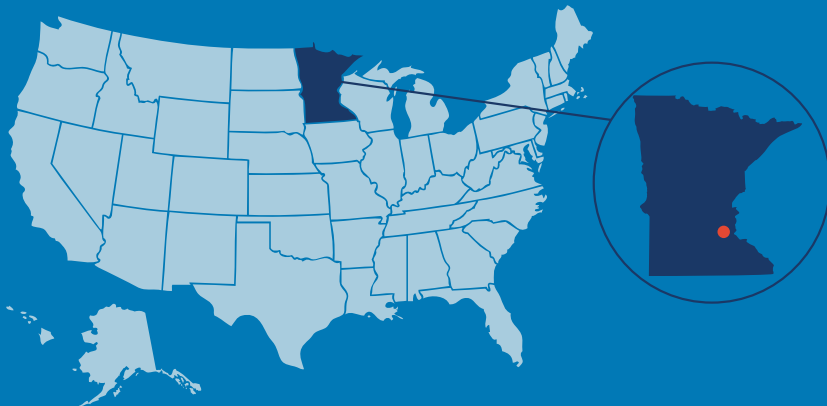


MINNESOTA



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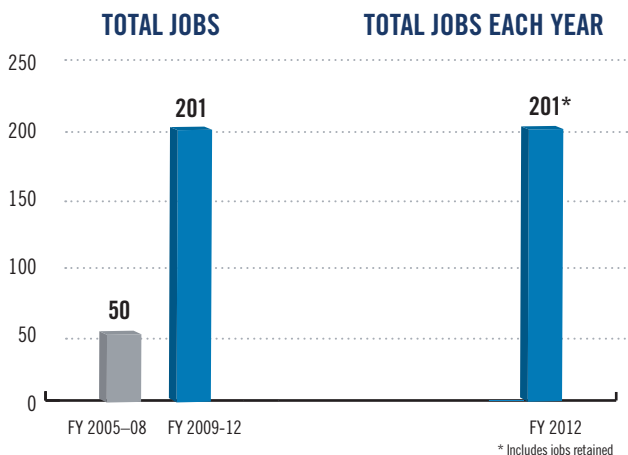
North Metro Asphalt Revenue Nearly Doubles in Just One Year

North Metro Asphalt LLC was a small but experienced contractor with opportunity for growth but lacking the capital equipment and cash flow needed to support multiple project awards.

The Minneapolis MBDA Business Center provided business consulting in the areas of marketing and financial planning that resulted in \$1.9 million in capital and \$480,000 in contract awards. Forty jobs were created and 10 retained. Since working with the MBDA, the company has grown from \$1.9 million in annual sales in 2011 to \$3.4 million at the close of 2012.

“The MBDA Business Center is putting this economy back together one job at a time and in our case 50 jobs at a time.”

Eric Larson, President
North Metro Asphalt LLC



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FY 2012 JOBS CREATED AND RETAINED

\$86 MILLION

IN CONTRACTS AND CAPITAL

MINNESOTA EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	31,074	3.7%
Non-Minority-Owned	443,844	4.7%

TOP DESTINATIONS FOR MINNESOTA EXPORTS^H

Canada		\$6.0 billion
China		\$2.0 billion
Mexico		\$1.3 billion
Japan		\$1.3 billion
Germany		\$728 million

KEY: = 1 Billion

FY 2012 Minnesota Performance At-A-Glance

 Total Awards	\$86,320,180
 Contracts	\$80,606,542
 Capital	\$ 5,713,638
 Total Jobs Created and Retained.....	201

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	12,454	\$ 917,611	\$ 73,680	10,476
American Indian & Alaska Native	2,890	538,135	186,206	4,180
Asian American	11,371	2,356,867	207,270	16,950
Native Hawaiian & Pacific Islander	Data not available	Data not available	N/A	Data not available
Hispanic American	5,002	1,609,830	321,837	5,970
All Minority	31,074	5,524,673	177,791	37,805

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 31,099,116	\$ 18,134,627	\$ 13,798,657	\$ 17,574,142	–	\$ 80,606,542
Dollar Value of Capital	5,713,638	–	–	–	–	\$ 5,713,638
Number of Contracts	35	7	5	9	–	56
Number of Capital Transactions	26	–	–	–	–	26
TOTAL TRANSACTIONS	61	7	5	9	–	82

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	46	\$ 41,460,243	Services	12	\$ 3,109,484
Manufacturing	1	100,000	Transportation, Warehousing & Public Utilities	5	5,304,007
Mining	1	500,000	Wholesale Trade	15	35,468,446
Retail Trade	2	378,000			