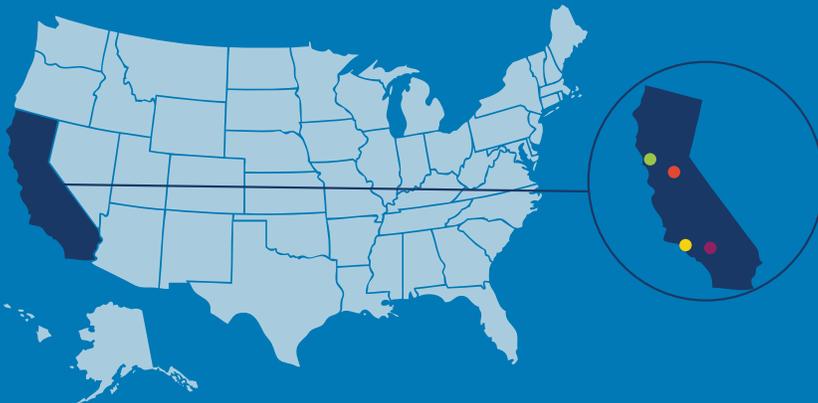


CALIFORNIA



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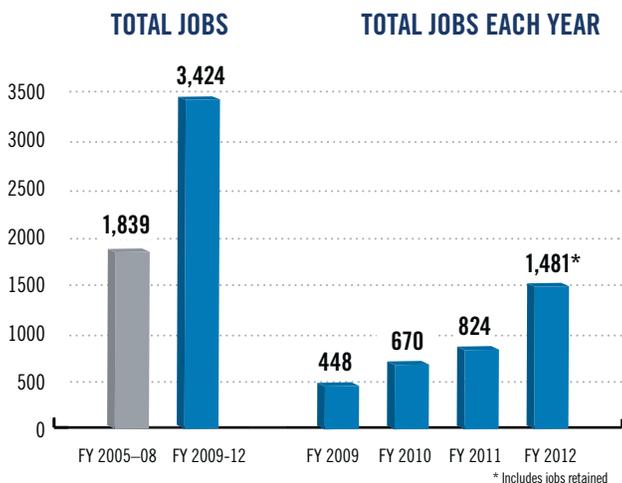
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Export Assistance Leads to \$1 Million Contract

TIG/m, LLC is a California railcar manufacturer founded by Alvaro Villa in 2005, which generates 100% of its revenue from exports. Since becoming a MBDA client in 2010, TIG/m has doubled its annual revenue and is positioned for exponential growth in FY2013.

Mr. Villa was interested in bidding on a contract to build railcars for the government of Aruba when he asked the Los Angeles MBDA Business Center for help demonstrating to Aruban officials that TIG/m had the capacity they needed. The Los Angeles MBDA Business Center obtained a letter of recommendation based on past performance from the Mayor and TIG/m was awarded a \$1 million contract to build a railcar for export to Aruba.

Subsequently, when the government of Aruba required bonding, the Los Angeles MBDA Business Center brokered a letter of credit from Commercial Bank for 10% bonding, enabling TIG/m to bid on the project, which it ultimately won. Fifteen new jobs were created and 10 retained as a result.



1,481[†]
FY 2012 JOBS CREATED
AND RETAINED

\$242 MILLION
IN CONTRACTS AND CAPITAL

CALIFORNIA EXPORTERS⁶

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	1,220,581	6.2%
Non-Minority-Owned	1,995,280	6.7%

TOP DESTINATIONS FOR CALIFORNIA EXPORTS¹¹

Mexico	\$26.3 billion
Canada	\$17.3 billion
China	\$14 billion
Japan	\$13.1 billion
Korea	\$8.2 billion

KEY: = 10 Billion

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FY 2012 California Performance At-A-Glance

 Total Awards	\$241,721,012
 Contracts	\$114,861,680
 Capital	\$126,859,332
 Total Jobs Created and Retained	1,481

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	137,891	\$ 18,419,879	\$ 283,713,234	85,263
American Indian & Alaska Native	45,569	4,648,919	102,019	20,813
Asian American	508,969	181,251,058	356,114	905,957
Native Hawaiian & Pacific Islander	9,174	1,136,638	123,898	5,987
Hispanic American	566,573	80,319,100	141,763	458,922
All Minority	1,220,581	283,713,234	232,441	1,471,933

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 70,786,679	\$ 20,822,663	\$ 5,128,851	\$ 18,110,930	\$ 12,556	\$ 114,861,680
Dollar Value of Capital	116,299,332	1,500,000	560,000	8,500,000	–	\$ 126,859,332
Number of Contracts	79	21	6	10	1	117
Number of Capital Transactions	450	1	2	3	–	456
TOTAL TRANSACTIONS	529	22	8	13	1	573

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Agriculture, Forestry, Fishing & Hunting	8	\$ 9,688,583	Mining	1	\$ 12,556
Construction	494	140,652,368	Retail Trade	2	3,891,000
Finance, Insurance & Real Estate	9	32,384,622	Services	25	31,844,119
Manufacturing	15	32,384,622	Transportation, Warehousing & Public Utilities	7	3,573,500
			Wholesale Trade	12	2,041,322