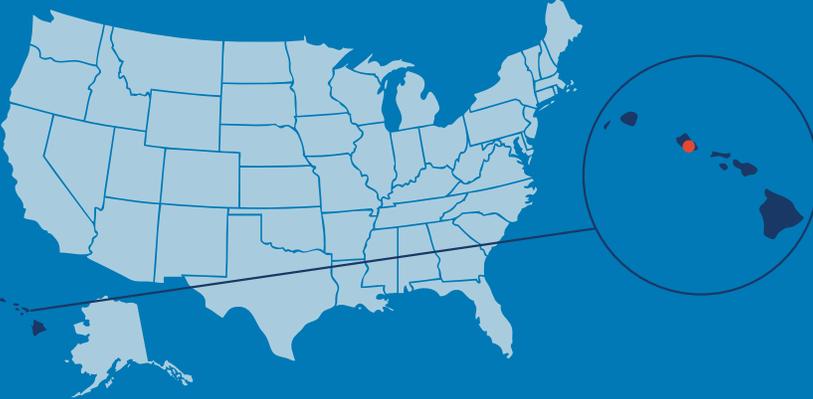


# HAWAII



● Honolulu MBDA Business Center  
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Honolulu, HI 96822

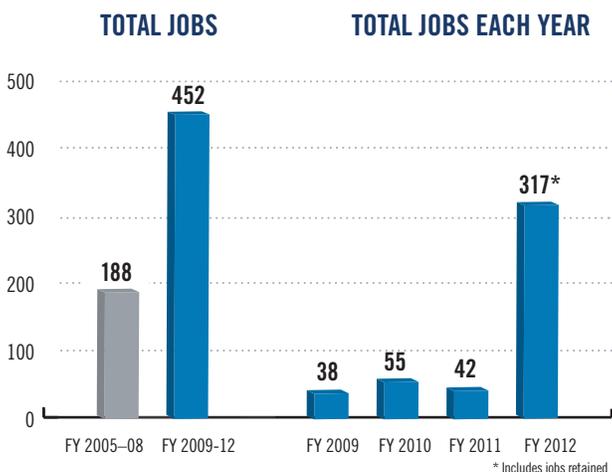
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## Heartwood Pacific's Federal Contracting Program Grows Exponentially

Heartwood Pacific, LLC, a general contracting firm, has worked on federal construction projects throughout Hawaii, as well as on the U.S. mainland for a decade. However, when they decided to partner with the Honolulu MBDA Business Center, the firm experienced tremendous growth in capacity and federal contract opportunities.

The MBDA worked with Heartwood Pacific to grow its bonding capacity to \$15 million for single projects and up to \$25 million in aggregate, increasing their ability to win larger contracts, and creating more jobs. Heartwood has been responsible for a number of federal projects including two at Volcano National Park.

"Since 2006, we have worked with the MBDA to assist us with our federal contracting program. Their support and confidence that Heartwood could be a successful federal contractor led us to submit our first federal competitive proposal. Since that time, we have completed over 40 federal projects with the MBDA's assistance," said F. Michael Singer, Managing Member.



# 317<sup>†</sup>

## FY 2012 JOBS CREATED AND RETAINED

# \$62 MILLION

## IN CONTRACTS AND CAPITAL

### HAWAII EXPORTERS<sup>g</sup>

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	68,542	5.6%
Non-Minority-Owned	223,007	3.7%

### TOP DESTINATIONS FOR HAWAII EXPORTS<sup>h</sup>

Australia	\$260 million
Japan	\$127 million
China	\$72 million
Korea	\$44 million
Singapore	\$35 million

KEY: = 100 Million

## FY 2012 Hawaii Performance At-A-Glance

 Total Awards .....	\$62,047,738
 Contracts .....	\$22,162,738
 Capital .....	\$39,885,000
 Total Jobs Created and Retained .....	317

### MINORITY BUSINESS COMMUNITY AT-A-GLANCE<sup>A</sup>

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	1,067	\$ 325,005	\$ 304,597	2,022
American Indian & Alaska Native	1,548	317,548	205,134	1,301
Asian American	56,872	18,154,362	319,214	111,924
Native Hawaiian & Pacific Islander	11,403	2,378,963	208,626	16,197
Hispanic American	4,374	671,678	153,561	3,977
All Minority	68,542	20,634,544	301,050	127,948

### MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 11,311,852	\$ 10,397,222	\$ 440,763	—	\$ 12,900	\$ 22,162,738
Dollar Value of Capital	39,885,000	—	—	—	—	\$ 39,885,000
Number of Contracts	127	46	4	—	1	178
Number of Capital Transactions	61	—	—	—	—	61
<b>TOTAL TRANSACTIONS</b>	<b>188</b>	<b>46</b>	<b>4</b>	<b>—</b>	<b>1</b>	<b>239</b>

### MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	239	\$ 62,047,738



Construction was the dominant industry sector receiving MBDA assistance in Hawaii.