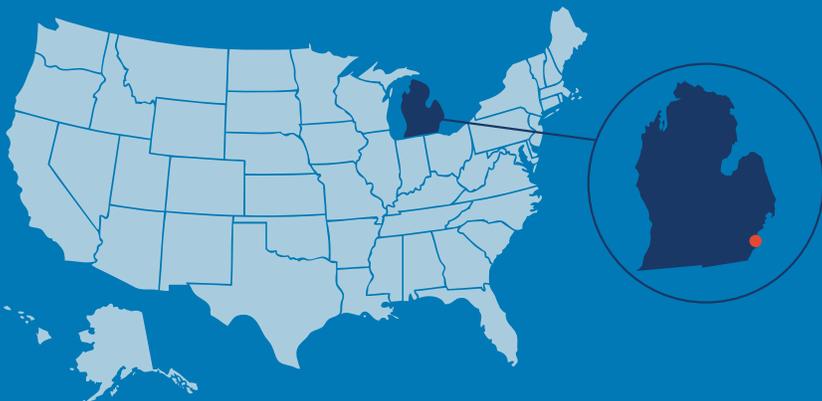


MICHIGAN



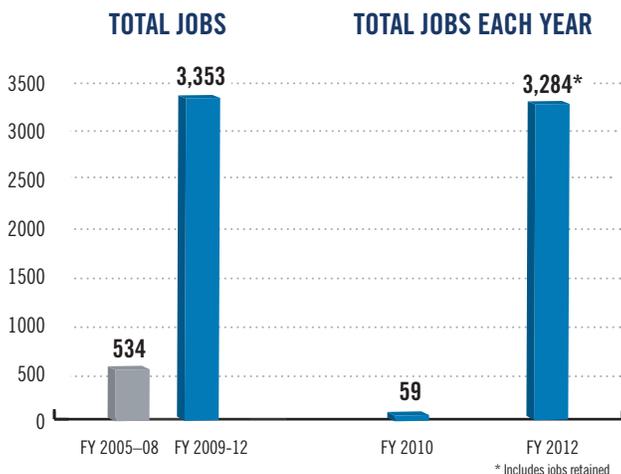
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All American Embroidery Expands and Adapts with MBDA Assistance

Sandeep Narang, Founder and CEO of All American Embroidery (AAE) established his business in 1998. AAE provides clients with custom embroidery and screen printing services. It also specializes in promotional items and team wear. The start of the recession took its toll on AAE indirectly at first, but when some of its major clients began declaring bankruptcy; AAE had to look for alternative ways to preserve profits.

With the help of the Detroit MBDA Business Center, AAE has not only been able to adapt to precarious economic conditions, it has expanded and evolved. In consultation with MBDA, the company's transformation resulted in a contract award of \$4 million and the creation of 7 new jobs.



3,284[†]
FY 2012 JOBS CREATED
AND RETAINED

\$134 MILLION
IN CONTRACTS AND CAPITAL

MICHIGAN EXPORTERS⁶

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	108,932	3.8%
Non-Minority-Owned	673,544	4.9%

TOP DESTINATIONS FOR MICHIGAN EXPORTS^H

Canada	\$25.3 billion
Mexico	\$10.5 billion
China	\$3.3 billion
Germany	\$2.0 billion
Saudi Arabia	\$1.8 billion

KEY: = 10 Billion = 1 Billion

Michigan exports increased
10% in 2012 — \$56.9 BILLION.¹

FY 2012 Michigan Performance At-A-Glance

 Total Awards	\$134,354,305
 Contracts	\$120,454,305
 Capital	\$ 13,900,000
 Total Jobs Created and Retained.....	3,284

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	72,554	\$ 4,694,384	\$ 64,702	30,874
American Indian & Alaska Native	6,079	754,576	124,128	5,160
Asian American	21,589	7,740,865	358,556	66,293
Native Hawaiian & Pacific Islander	487	281,022	577,047	1,046
Hispanic American	10,770	3,876,360	359,922	18,508
All Minority	108,932	17,485,956	160,522	122,413

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 120,454,305	—	—	—	—	\$ 120,454,305
Dollar Value of Capital	13,900,000	—	—	—	—	\$ 13,900,000
Number of Contracts	10	—	—	—	—	10
Number of Capital Transactions	1	—	—	—	—	1
TOTAL TRANSACTIONS	11	—	—	—	—	11

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Manufacturing	3	\$ 110,000,000
Services	3	17,921,600
Transportation, Warehousing & Public Utilities	5	6,432,705

“I could not have done it without MBDA’s help. Everyone I’ve worked with helped show me the right paths to take. They’ve never lost their patience and have given me great marketing advice.”

— Sandeep Narang, Founder and CEO
All American Embroidery