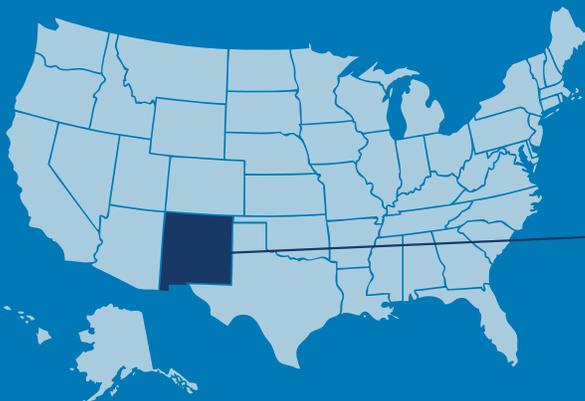


NEW MEXICO



● Santa Fe MBDA Business Center
Wendell Chino Building
1220 South Saint Francis Drive
2nd Floor
Santa Fe, NM 87505

Ted Pedro
505-243-6775
tedpedro@nmnabec.org

● Albuquerque MBDA Business Center
718 Central Avenue, SW
Albuquerque, NM 87102

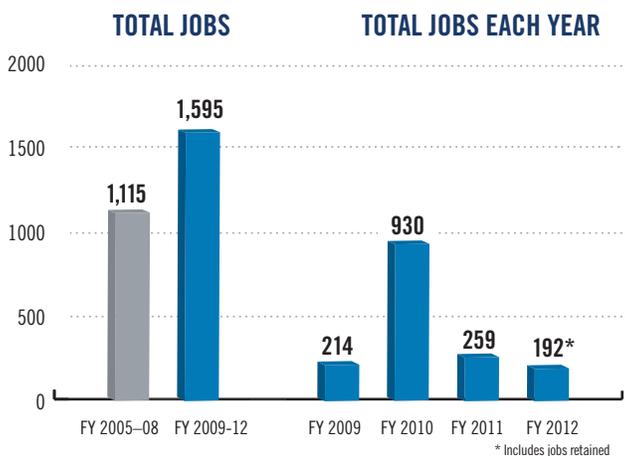
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MBDA Facilitates Capital for Mountain Air Helicopters

Mountain Air Helicopters has been a client of the Albuquerque MBDA Business Center for 10 years. In FY 2012, they helped restructure Mountain Air's accounting methods to accurately reflect the company's net worth and net operating income. This enabled the owner, Dwight Jones, to secure a \$4.1 million loan for the purchase of two new helicopters, and add two pilots and one mechanic to his crew.

Dwight Jones' love of flight and entrepreneurial spirit drove him to start Albuquerque-based Mountain Air Helicopters. Like most minority-owned businesses, getting off the ground was difficult due to repeated denials for business loans.

"The Albuquerque MBDA Business Center has been a key factor contributing to our growth and success. When we first came to the MBDA for help we operated with one leased helicopter because we could not raise enough capital to purchase one. We now own ten!" said Dwight Jones, President, Mountain Air Helicopters.



192[†]

FY 2012 JOBS CREATED AND RETAINED

\$98 MILLION

IN CONTRACTS AND CAPITAL

NEW MEXICO EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	48,976	2.6%
Non-Minority-Owned	96,255	5.4%

TOP DESTINATIONS FOR NEW MEXICO EXPORTS^H

	Israel	\$1.3 billion
	Mexico	\$618 million
	Canada	\$324 million
	China	\$77 million
	Germany	\$73 million

KEY: = 1 Billion = 100 Million

New Mexico exports reached
\$3 BILLION in 2012. Up 42%!'

FY 2012 New Mexico Performance At-A-Glance

 Total Awards	\$97,814,283
 Contracts	\$49,926,361
 Capital	\$47,887,922
 Total Jobs Created and Retained.....	192

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	1,943	\$ 432,037	\$ 222,356	1,759
American Indian & Alaska Native	8,313	697,166	83,865	3,828
Asian American	3,321	1,105,332	332,831	10,739
Native Hawaiian & Pacific Islander	134	7,700	57,463	91
Hispanic American	37,195	6,514,745	175,151	50,021
All Minority	48,976	8,639,040	176,393	65,131

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 2,513,199	\$ 22,638,002	—	\$ 24,775,160	—	\$ 49,926,361
Dollar Value of Capital	36,781,847	7,693,638	—	3,412,437	—	\$ 47,887,922
Number of Contracts	5	20	—	7	—	32
Number of Capital Transactions	16	3	—	1	—	20
TOTAL TRANSACTIONS	21	23	—	8	—	52

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Agriculture, Forestry, Fishing & Hunting	4	\$ 1,905,426	Retail Trade	1	\$ 23,294,118
Construction	33	49,287,485	Services	11	14,570,761
Finance, Insurance & Real Estate	1	3,412,437	Transportation, Warehousing & Public Utilities	1	4,100,000
Mining	1	1,244,056			