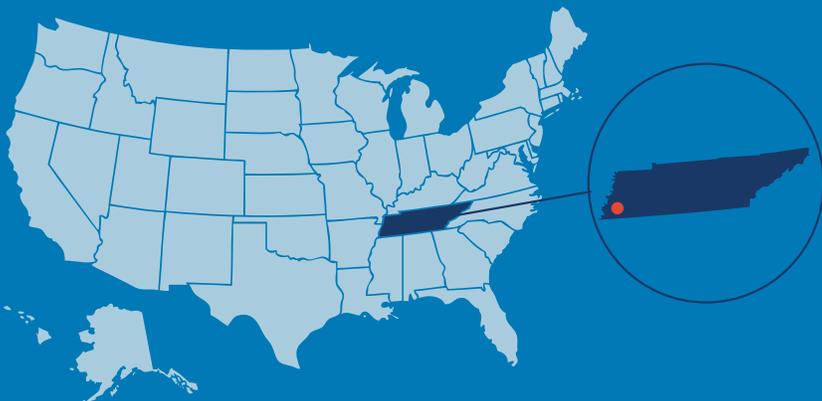


TENNESSEE



● Memphis MBDA Business Center
158 Madison Avenue
Suite 101
Memphis, TN 38103

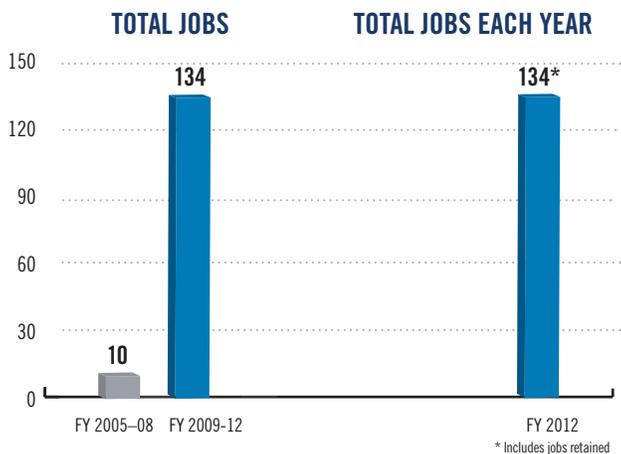
Beverly Goines
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\$11 Million Contract Yields Premium Healthcare Equipment for Olive Branch

When the Memphis MBDA Business Center learned about a major construction project, they sprang in to action to ensure that the prime contractor, Turner Construction, had the right contractors to complete the job. The Center organized and hosted a matchmaking event for Turner Construction, bringing in a number of MBDA clients to present bids for the project. As a result, Gipson Mechanical Contractors was awarded an \$11 million contract to provide plumbing, electrical and HVAC for the Methodist Olive Branch Hospital in nearby Olive Branch, MS. With the expertise of Gipson Mechanical Contractors, the hospital will be one of the few healthcare facilities in the country to use water source heat pumps, an efficient technology, to heat and cool the hospital.

Gipson Mechanical Contractors, founded in 1988 by Winston S. Gipson and one of the first clients of the Memphis MBDA Business Center, is a leading full service mechanical systems contractor with offices in Memphis and Nashville.

“Through the services provided, we were able to bid and secure over \$11 million in revenues which will play an integral part in supporting our growth strategy,” said Winston S. Gipson, President. The contract award created 70 new jobs with workers from the Memphis metropolitan area.



134[†]

FY 2012 JOBS CREATED AND RETAINED

\$17 MILLION

IN CONTRACTS AND CAPITAL

TENNESSEE EXPORTERS^G

	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	68,218	3.4%
Non-Minority-Owned	459,095	4.2%

TOP DESTINATIONS FOR TENNESSEE EXPORTS^H

Canada		\$8.6 billion
Mexico		\$4.2 billion
China		\$2.2 billion
Japan		\$1.9 billion
Belgium		\$1.3 billion

KEY: = 1 Billion

Tennessee is a major transit hub (highway, rail and air) for thousands of businesses and ranks **15th** in exports with **\$31 BILLION** in 2012.¹

FY 2012 Tennessee Performance At-A-Glance

 Total Awards	\$17,266,410
 Contracts	\$17,139,639
 Capital	\$ 126,771
 Total Jobs Created and Retained.....	134

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	45,726	\$ 2,995,787	\$ 65,516	16,409
American Indian & Alaska Native	2,708	653,502	241,323	1,963
Asian American	11,178	3,575,270	319,849	26,402
Native Hawaiian & Pacific Islander	415	12,845	30,952	Data not released
Hispanic American	8,700	1,775,137	204,039	12,074
All Minority	68,218	9,121,109	133,705	57,185

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 17,139,639	—	—	—	—	\$ 17,139,639
Dollar Value of Capital	126,771	—	—	—	—	\$ 126,771
Number of Contracts	5	—	—	—	—	5
Number of Capital Transactions	3	—	—	—	—	3
TOTAL TRANSACTIONS	8	—	—	—	—	8

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	2	\$ 81,971
Manufacturing	2	12,442,711
Services	2	4,646,928
Wholesale Trade	2	94,800

“Partnering with the MBDA has been an invaluable and extraordinary experience. The knowledge and professionalism of the staff as well as their commitment to excellence is an asset to our city and state business communities.”

— Winston S. Gipson, President
Gipson Mechanical Contractors