



**Message from our CEO**

**Happy New Year! I hope you enjoyed a special holiday season with your family and friends and are now ready to embark upon a new year full of promise.**

**2017 was a very busy year, and by most accounts, one mixed with successes and challenges. Financially, we fell short of our projected budget in both our commercial and government business divisions but we did accomplish many other key goals and in doing so, set ourselves up for further successes in 2018. This is a tribute to the hard work and continuous efforts of all our employees.**

**Short and sweet, here are some of our 2017 successes. Overall NES, government and commercial's bottom line (net income) grew by 30% from 2016. We continue to win government contracts. Our overall government contract fill rate is 94%. Pound for pound, I would put our government business division up against any organization of our size. On the commercial business side, our NES medical branch had its best year ever growing 57.9%!! Prima-Core Houston and Dallas have the potential for greatness because of Norma and Marc. Virtus made significant strides in 2017 recording its best year ever! Our Finance and Accounting, Human Resources, and IT teams are simply the best and continue to improve. We added some great people to our team in 2017!**

**Additionally, the executive management team met January 12, 2018 to discuss the company's business plans and our goals for this year, we are all excited about the new opportunities for growth and potential new business. Because of this, we project exceeding 2017 financial goals by at least 41% to 100%.**

**On behalf of the entire executive management team, we are thankful for our employees and customers for your continued support and for your commitment to "Making a Difference in People's Lives Every Day".**

**Look out 2018, here we come!**

**Don Mooney**



# MESSAGE FROM OUR PRESIDENT

Greetings from San Antonio, Texas!

We are honored to have you as part of our Donald L. Mooney Enterprises (DME) team and are very proud of all our employees.

DME is in its 18th year and we continue to grow and do well. We are looking for 2018 to be one of our best years yet!

As we continue our growth, we will always stay mindful of our CORE VALUES

- Respect
- Accountability
- Commitment
- Hard Work
- Open to Ideas
- Genuine Honesty
- Tamenos (Courageous Conversations)

DME's CORE FOCUS (our Purpose & Passion) is "Making a Difference in People's Lives Every Day."

Many blessings to you and your families.

Thank you for your hard work and dedication.

Kevin Kline, President



**OUR VISION:**

**We aspire to be the premier Global Workforce  
Solutions Provider through Strategic  
Partnerships, innovation and collaboration.**

**OUR MISSION:**

**Provide Human Capital Resources and  
Customized Workforce Solutions**

**OUR FOCUS:**

**Making a difference in peoples lives  
Everyday.**

**In December 2017, BAMC's top commander cautioned the San Antonio City Council that a local hospital's plan to open a new trauma center in San Antonio would threaten the Army's mission in emergency medicine.**

**The addition of another trauma center could affect the readiness and quality of care that is currently provided by BAMC. This would also pose a negative impact on the indigent patients.**

**The mayor and other members of city council stated that they are opposed to expansion of trauma facilities in the city. Mayor Nirenberg agreed that doing so could put BAMC and its training mission at risk should there be any future base closings.**

**BAMC and University Hospital are both Level 1 trauma hospitals serving 22 counties in the Southwest Texas area with a population of more than 2.2 million people. Both facilities treat patients without regard to their ability to pay and must have a minimum volume of patients to keep their certifications.**



# Corporate Birthdays 4th Quarter 2017

Cindy Gappert  
Andrew Mooney  
Dianne Peterson  
Priscilla Pizana  
Ina Steadman  
Lancia Stewart  
Noel Sharp

Stephanie Geyen  
Tony Moore  
Yolanda McIntyre  
Preeti Malhotra  
Greg Pugh  
John Walker

Norma Guerrero  
Jennifer Eddy Larios  
Dan Riley  
Hillary Robertson  
Sonya Walker

## # BABY BOOM 2017



Congratulations on  
your new additions

- ♦ Liedy Harkness
- ♦ Brittnay Kolbaska
- ♦ Alba Jackson

It was an exciting fall around the corporate office as we welcomed three new baby boys to our family. It seemed like a mini-baby boom was happening as we had so many babies being born around the same time! Alba Jackson welcomed her baby boy first in September, Brittnay Kolbaska was next in late September, and then last, but certainly not least, Liedy Harkness celebrated the birth of her little boy in November.

Congratulations on your bundles of joy!



# 2017 DME Employee of the Year

**Norma Guerrero**, Branch Manager for PrimaCore Solutions Houston office exemplifies the core values of this organization; however, a couple of core values stand out above the rest.

She operated the office solo for half of 2017. Norma added new business and increased revenue through commitment, a positive attitude and hard work.

Her commitment was tested when a family member faced a medical crisis. This didn't stop Norma from working, she ran the branch on the office laptop from a hospital room for several weeks. She only took time for brief sleep breaks and a quick dash to the office when another family member was able to take a shift at the hospital. She made sure to never miss a beat processing paperwork, submitting reports, uploading documents, answering the on call phone, calling clients, and following up with employees and conducting interviews.

This hospital stay occurred simultaneously with devastation brought by hurricane Harvey. The PrimaCore office was spared physical damage, although access to the office was impossible for several days due to the extensive flooding. Many of our clients and employees were impacted by the devastation. Norma made sure that everyone's needs were met by coordinating schedules, substituting workers, all the while, keeping everyone informed.

Norma exemplifies a very strong sense of accountability to the company, the clients, and the employees. She could have asked to have been excused from work under all of this pressure and it would have been understandable, but that's not Norma.

We proudly named Norma Employee of the Year for 2017.

**CONGRATULATIONS NORMA!**



## Beautiful huge snowflakes!



## IT Manager, Noel Sharp Enjoying The Snow



## A WHITE CHRISTMAS—ALMOST!

**December 7th brought a white blanket of snow across the San Antonio metro area. We saw more than 2 inches of accumulation for the first time in 30 years! It was a beautiful winter wonderland with large snowflakes floating to the ground. Adults and children alike were out frolicking in the snow, throwing snowballs and building snowmen.**

## New Fallen Snow





# DME CHRISTMAS PARTY 2017



**Tony Moore, CMO , Laurie Mayhugh, CFO, Rose Greer, Guest, Donald Mooney, CEO/Owner, and wife, Narcissa Mooney, Gwen Robinson, Guest, TJ Haygood, VP of Virtus Placement**



**And the Christmas Raffle winner is.....Carolina Frias, Project Coordinator Govt. Services**



**Stephanie Geyen, Executive Asst. and husband, Michael**



# CORPORATE CHRISTMAS PARTY PICS



**Jessica Bell, Govt. Services Credentialist, Johanna Dunn, HR Assistant, Clarissa Dunn**



**Laurie Mayhugh, CFO, Brent Ward, Sandi Ward, VP Commercial Services**



**Kevin Kline, President and his daughter, Chalene Kline Jordan**



**Yasmine Moubarake, HR Generalist and Jacob Gresham**



**Valerie Vazquez, Recruiter PrimaCore Solutions and husband, Alex**



**Valerie Vazquez and Sybil Burnette, Receptionist**



# CORPORATE CHRISTMAS PARTY PICS



**Matt Flores, Program Manager  
and wife, Rebecca**



**Narcissa Mooney  
Andrew Mooney, Program Manager**



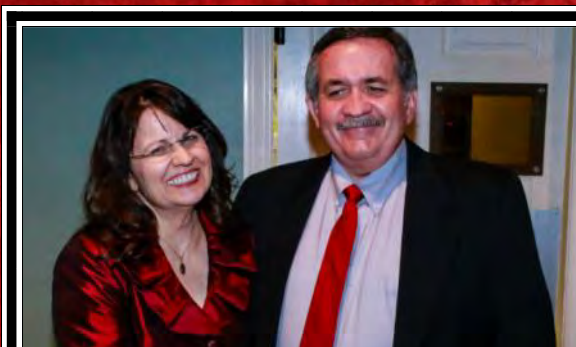
**Lisa and Alfonso Robalin, HR Manager**



**Shannon Maricle, Capture Coordinator  
and wife**



**Vanessa Bustamante daughter of Silvia  
Flores, VP of Sales**



**Dan Moore, VP Govt. Services and wife,  
Mary**



# CORPORATE CHRISTMAS PARTY PICS



**Ed Billman, VP PrimaCore  
Solutions and wife, Lisa**



**Robert Boyd, Sales, PrimaCore  
Solutions and wife, Elaina**



**TJ Haygood, VP Virtus  
Placement and husband, Angelo**



**Hillary Robertson, Govt. Services  
On Call Staffing Coordinator  
and husband, Brett**



**Errica Bennett, Govt. Services Contract Administrator,  
Andrew Mooney, Govt. Services Program Manager,  
Sybil Burnette, Receptionist**



# SANTA'S WORKSHOP



Kids of all ages had a great time at our annual Santa's Workshop held in December at the corporate office. Crafts, Candy, Games and Santa and Mrs. Clause made it a fun night for everyone!



# Santa's Workshop





# More fun with Santa and Mrs. Claus



All of this fun makes you hungry, time for some pizza





## Visit To Saint PJ's Delivering Gifts From DME Employees



Yasmine Moubarake, Eli Vasquez, Alfonso Robalin

A photograph of three people standing in front of a large, decorated Christmas tree. On the left is a woman with long dark hair wearing a black blazer over a pink top and a black skirt. In the center is a woman with dark hair tied back, wearing a blue t-shirt with a logo. On the right is a man with a beard and mustache, wearing a blue blazer over a white shirt and light-colored pants. They are standing in a room with a brick wall and large windows. The Christmas tree is decorated with gold and white ornaments and lights. At the base of the tree are several bags and boxes of gifts, including a Target bag and bags from Walmart and Amazon.



St. PJ's Children's Home provides a temporary home for children who have been abused and neglected, as well as providing counseling and other services to over 1,000 other children in the San Antonio community. This Christmas, 135 children were residing at St. PJ's. The DME Family wanted to make these children's Christmas a more memorable one by providing gifts for them. As always, our employees were very generous in their giving! Thank you to all that participated, it was a heart warming day to present the many gifts that were collected to the staff at St. PJ's.





# BIG BROTHERS BIG SISTERS

Donald Mooney Enterprises employees continue to support local youth through a mentoring partnership with Big Brothers Big Sisters. The students come to our corporate office via a school bus once a month to spend an hour eating lunch and visiting with their Big Brother/Sister. We are currently mentoring them in a project of their choosing that they will create, implement and present at the end of the year to the whole workplace group. Our hope is to help them learn to focus on a goal and reach that goal through hard work and dedication. They will also develop confidence through speaking to a group compiled of mentors and peers.



# Overview of DME Employee Benefits

**WHAT'S NEW?**  
**FLEX SPENDING ACCOUNT (FSA)**  
**HEALTH SAVINGS ACCOUNT (HSA)**  
**(BOTH ARE PRE-TAX BENEFITS)**

*Check with your Benefits Department to see if you qualify.*

## **IT'S FLU SEASON! HERE ARE SOME QUICK TIPS ON HOW TO AVOID THE FLU:**

- 1.Avoid close contact with people who are sick. ...**
- 2.Stay home when you are sick. ...**
- 3.Cover your mouth and nose when coughing or sneezing. ...**
- 4.Wash your hands frequently. ...**
- 5.Avoid touching your eyes, nose or mouth. ...**

### 401K RETIREMENT:

ALL DME EMPLOYEES ARE ELIGIBLE TO PARTICIPATE IN 401K PLAN OFFERED THROUGH BB&T ON AN ELECTIVE DEFERRAL BASIS.

**Membership for legal services through:**



**Discounted Membership to:**



**Banking services offered from:**





# GIRL SCOUT COOKIE TRIVIA

Girl Scouts have been selling cookies for over 100 years.

Did you know that whether you get a Samoa or a Caramel deLite box of cookies may depend on where you live? Even though these two cookies are potentially the same, there are subtle differences. It all depends on which bakery the cookies are created. Below are the two bakeries that produce the cookies.

## ABC Bakers

Caramel deLites  
Peanut Butter Patties  
Peanut Butter Sandwich  
Shortbread  
Thin Mints  
Cranberry Citrus Crisps  
Lemonades  
Thanks-A-Lot  
Girl Scout S'mores  
Trios

## Little Brownie Bakers

Samoaas  
Tagalongs  
Do-si-dos  
Trefoils  
Thin Mints  
Rah-Rah Raisins  
Savannah Smiles  
Toffee-tastic  
Girl Scout S'mores

**FUN FACTS:** ABC Bakery is a traditional bakery that has made cookies for the Girl Scouts for over 80 years and they focus exclusively on baking. Originally, the Girl Scout Cookie was a simple sugar cookie. Thin Mints was first made in 1939 and was called Cooky Mints, in 1951 the name changed to Chocolate Mints and starting in 1959, the name was changed to the famous—Thin Mints. ABC's Girl Scout Cookies are Kosher! Less than 1/3 of what you pay for the cookies goes to the bakery.

Little Brownie Bakers is a subsidiary of a name that you just might recognize—Kellogg! They make the caramel for the Samoaas in old fashioned copper kettles that are heated to 234 Degrees. 4.9 million Thin Mints are made per day during the peak season. Peanut butter cream is spread on the Do-si-dos at a rate of 2,100 per minute. A special rotary die was designed to produce 4,700 Trefoils per minute.



Brittany Anderson

Daryl Bagby

Ebony Banks

O

*Happy birthday To Our Field Employees*

Richard Brown

Paul Caballero

Kristi Callis

Dennis Carney

Hector Carriszales

Cristian Carrizales

Kristen Clark

Arlisa Cole

Rachel Colella

Angel Contreras  
Chavez

Rachelle Corcoran

Clifford Davis

Christopher Dorsey

Maricel Durago

Robert Earl Grant Jr

Peace Ejikeme

Zachary Ellison

Eugene Ewers

Cora Fontelroy

Christopher Freeman

Jimmy Garcia

Mary Ann Godlewski

Victor Granados

Charity Grant

Yumara Guevara

Alfonso Guillen

Yvette Hall

Miron Hamilton

Caprice Harris

C

T

O

B

E

R





Fatimat Adeniji  
Susan Alexander

N

# *Happy birthday To Our Field Employees*

Haidar Alkabbi  
Lucero Alvarado

O

Chelsea Anders  
Julie Anderson

V

Jesus Arebalo  
Mitchell Arnold

Antony Ashley

Jesus Bahena

Jessica Bentley

Anita Bhushan

Patrick Bowman

Laron Brady

Gabrielle Brider

Rodrick Brooks

Doris Brown

Crystal Brown

Keneth Burnette

Jamie Caldwell

Sarah Cannella

Angela Casey

Jeffery Cervantes

Lauren Clark

Vanecia Cole

Cheryl Collins

Joel Cortez

Lisa Cox

Katrina Daniels

Samantha Davenport

James Dawes

Jessica Diaz

Alberto Duran

E

M

B

E

R





Shelley Marquez  
Leelon Mathonican

N

# *Happy birthday To Our Field Employees*

Brooke Matthews  
Glenn McQuinney  
Carly Miller  
Lesley Mink  
Sigrid Moore  
Sally Moreno  
Caroline Muchai  
Lynette Nelson  
Silas Nembu  
Oluwabukola Olawoye  
Quinton Onezine  
Heather Owens  
Mary Palafox  
Bradlynn Payne  
Michael Perez  
Brandon Peters  
William Pigford  
Dominique Price  
Androvis Pupo  
Suneeta Rai  
Aldo Revilla-Rivera  
Elizabeth Ricamonte  
Alex Rodriguez  
David Rouchon  
Bintu Sesay  
Gretchen Sheperty  
Christoffer Smith  
Rushawn Stewart  
Kimberly Stirrett  
Monique Stroman  
Antiya Sutton

O

V

E

M

B

E

R





Tania Achong  
Ramon Acosta  
John Albarado

D

# *Happy birthday To Our Field Employees*

Josue Alfaro  
Robert Allen  
Bryant Allen  
Tracey Amos  
Delmarie Anderson  
Ifeanyi Arinze  
Dinin Armstrong  
Lucas Avalos  
Karrie Bissen  
Brooke Box

E

C

E

Alexander Bracey  
Christina Britton  
Avia Bush  
Yunior Caraballo –  
Alvarez

M

Monica Cardenas  
Maria Carmona  
Jenna Carson  
Wemces Castillo

B

Martin Cates  
Tracy Chavez  
Felicia Crump

E

Emily Curtman  
Ivan De Leon  
Emmanuel Dhabangi  
Arthur Durham  
Chase Earl

R

Nancy Ebben  
Marquis Edwards  
Marcus Ervin  
Stanley Farrar





Fe Garcia

Gabriel Garcia

Joshua Gardner

D

# *Happy birthday To Our Field Employees*

Gi Gi Goding

Daniel Gonzales

Deborah Grauer

Kristina Graul

Angie Graves

Katherine Green

Ashley Guerra

Crystal Guyer

Salvador Guzman

Cedric Harris

Daphnie Harris

Jordan Harrison

Kristin Healey

Tenessa Henderson

Daonne Hendrix

Hipolito Hernandez

Nathaniel Hill

JeremieI Lunga

Darrell Jacobs

Mariama Jalloh

Victor Johnson

Ricky Justice

Mekeisha Keeley

Jeremy Kilgore

Latrell Lewis

Patricia Livermore

Gerald Loftin

Patricia Lopez

Robert Magee

James Maramba

Edward Maritnez

E

C

E

M

B

E

R





Elma Martinez  
Melvin Maxwell  
Autumn McClinton

D

# *Happy birthday To Our Field Employees*

Santos Mendez  
Marc Mendoza  
Jonathan Mengesha  
Jonathan Oghenesoro

E

Alyssa Orta  
Josh Parker  
Joan Pearson  
Kenneth Pharis

C

Matthew Poppy  
Leanne Putnam  
Vishnu Raman  
Eddie Ramos

E

Catina Randle  
Herman Rayas  
Tonia Rhodes  
Wilbert Robinson

M

Deborah Rollins  
Daniel Rose  
Glen Ryan  
NaLesha Scott

B

Shaurette Smith  
Sedric Smith  
Andrew Solis  
Brandon Stinson

E

Matthew Tabasco  
Donoell Thomas  
Jasmine Thompson  
Terry Tolbert

R

Theda Tolles  
Marta Torres  
Belinda Torrez



Dean Triplett  
Roland Vasquez  
Monique Williams-Holmes  
Jalen Wilson  
Jaime Yzaguirre





E N T E R P R I S E S

We hope that you have enjoyed your newsletter for the last quarter of 2017. Our goal is to be informative as well as entertaining. We will be adding exciting features and articles each quarter and we would also like to hear from you. What would YOU like to see in the quarterly newsletters for 2018. We would love to hear your suggestions and comments so we can tailor the information in a way that makes you look forward to the next edition.

Please send your suggestions and comments to  
Gloria Holt @ [gholt@dmooneyllc.com](mailto:gholt@dmooneyllc.com)

Until next time.....Be Bold and Be Blessed!

It's Always A Great Day at  
Donald Mooney Enterprises  
Because of our employees and clients