



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 Credential-
ist, 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**

S A N T A S W O R K S H O P



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



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 OFFERRED THROUGH BB&T ON AN ELECTIVE DEFERRAL BASIS.

Membership for legal services through:



Discounted Membership to:



Change Your Body. Change Your Life!

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

Samoas
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 Samoas 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 Carrizales

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
Chelsea Anders
Julie Anderson
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

O
V
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M
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E
R



Shelley Marquez
Leelon Mathonican

N Happy birthday To Our Field Employees O V E M B E R

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



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

Alexander Bracey

Christina Britton

Avia Bush

Yunior Caraballo –
Alvarez

Monica Cardenas

Maria Carmona

Jenna Carson

Wemces Castillo

Martin Cates

Tracy Chavez

Felicia Crump

Emily Curtman

Ivan De Leon

Emmanuel Dhabangi

Arthur Durham

Chase Earl

Nancy Ebben

Marquis Edwards

Marcus Ervin

Stanley Farrar

E

C

E

M

B

E

R



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
Alyssa Orta
Josh Parker
Joan Pearson
Kenneth Pharis
Matthew Poppy
Leanne Putnam
Vishnu Raman
Eddie Ramos
Catina Randle
Herman Rayas
Tonia Rhodes
Wilbert Robinson
Deborah Rollins
Daniel Rose
Glen Ryan
NaLesha Scott
Shaurette Smith
Sedric Smith
Andrew Solis
Brandon Stinson
Matthew Tabasco
Donoell Thomas
Jasmine Thompson
Terry Tolbert
Theda Tolles
Marta Torres
Belinda Torrez

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

D Mooney

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

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

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