



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

July 8, 2011

Quentin W. Blanchard, Managing Member
Blanchard's Contracting, LLC.
601 Pennsylvania Av., NW, Suite 900
South Building
Washington, DC 20004

Dear Mr. Blanchard:

Congratulations! Your firm has been certified as a Participant in the U.S. Small Business Administration's (SBA) 8(a) Business Development Program. Your nine (9) year program term begins on the date of this letter.

During participation in the 8(a) Business Development Program, you will receive business development assistance from an assigned Business Development Specialist in the Washington District Office located at the American Bar Association Building, 740 15th Street NW Washington, D.C. 20005. The phone number is (202) 272-0368.

Your firm will become eligible to receive 8(a) Business Development contracts after you submit a business plan using SBA Form 1010C and receive SBA's approval of the plan. We are sending a copy of this certification letter to the SBA Washington District Office. That office will send you the business plan form.

SBA requires that the 8(a) participant's President or Chief Executive Officer sign a Participation Agreement to show that he or she understands the conditions of 8(a) program participation. Please read the Agreement carefully, sign and date one copy and return it to the SBA Washington District Office at the address shown in the second paragraph above. The second copy is for your records.

Even though your firm's approved North American Industry Classification System (NAICS) Code is 561611, your firm may be awarded contracts under other NAICS Codes, as long as your firm is qualified to perform the required service or task. In this regard, please note that contracts awarded under 8(a) Business Development Program authority generally result from the self-marketing efforts of participating firms. While your firm's acceptance into the 8(a) Business Development program is not a guarantee of contract support, SBA will make every effort to assist you in your marketing efforts.

I welcome you as an 8(a) Business Development Program participant and wish you every possible success.

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Sincerely,

A handwritten signature in blue ink, appearing to read 'D. Hairston', with a long horizontal flourish extending to the right.

Darryl K. Hairston
Associate Administrator
for Business Development