URS Federal Markets

- FY ’10 Federal Revenue: $4.2 B
- FY ’10 Federal Procurement: $2.4 B
- Procurement as % of Federal Revenue: 57%
- Subcontracting Plans (FAR 52.219-9): 238
- eSRS SSR Contracting Entities: 97

- SB Utilization as % of Federal Revenue: 30%
- SB Utilization as % of Procurement: 53%
FY 2010 Small Business Awards

**Contract/Subcontract Allocation**
- Self Performed: 43%
- Subcontracted: 57%

**Subcontract Awards**
- Total Awards: $2,399.6 M
  - Large Business: 47.41%, $1,137.6 M
  - Small Business: 52.59%, $1,262.0 M

**Breakout of Small Business Awards**
- Small Disadvantaged: 11.77%, $282.5 M
- Women-Owned: 14.90%, $357.6 M
- HUBzone: 1.28%, $30.8 M
- Veteran-Owned: 10.74%, $257.8 M
- Service Disabled Veteran-Owned: 5.94%, $142.4 M
Small Disadvantaged Business

- Almost tripled SDB participation from $96 million in 2008 to $282.5 million in 2010

**SDB Subcontracting**

<table>
<thead>
<tr>
<th>Year</th>
<th>Millions</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2006</td>
<td>$132.60</td>
<td>8.81%</td>
</tr>
<tr>
<td>FY 2007</td>
<td>$109.60</td>
<td>8.18%</td>
</tr>
<tr>
<td>FY 2008</td>
<td>$96.80</td>
<td>7.54%</td>
</tr>
<tr>
<td>FY 2009</td>
<td>$161.60</td>
<td>9.22%</td>
</tr>
<tr>
<td>FY 2010</td>
<td>$282.50</td>
<td>11.77%</td>
</tr>
</tbody>
</table>

Federal Goal: 5%
Woman-owned Small Business

- More than doubled WOSB participation from $166.3 million to $357.6 million in the past three years
HUBZone

HUBzone Subcontracting

<table>
<thead>
<tr>
<th>FY</th>
<th>Millions</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>$46.70</td>
<td>3.10%</td>
</tr>
<tr>
<td>2007</td>
<td>$36.10</td>
<td>2.70%</td>
</tr>
<tr>
<td>2008</td>
<td>$48.40</td>
<td>3.77%</td>
</tr>
<tr>
<td>2009</td>
<td>$40.50</td>
<td>2.31%</td>
</tr>
<tr>
<td>2010</td>
<td>$30.80</td>
<td>1.28%</td>
</tr>
</tbody>
</table>

Federal Goal: 3%
Veteran-owned

- Doubled Veteran-owned SB participation from $117.6 million to $257.4 million

![VOSB Subcontracting Chart]

**VOSB Subcontracting**

<table>
<thead>
<tr>
<th>Year</th>
<th>Millions</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2006</td>
<td>$83.10</td>
<td>5.52%</td>
</tr>
<tr>
<td>FY 2007</td>
<td>$117.40</td>
<td>8.77%</td>
</tr>
<tr>
<td>FY 2008</td>
<td>$117.60</td>
<td>9.16%</td>
</tr>
<tr>
<td>FY 2009</td>
<td>$178.70</td>
<td>10.19%</td>
</tr>
<tr>
<td>FY 2010</td>
<td>$257.80</td>
<td>10.74%</td>
</tr>
</tbody>
</table>

Federal Goal: 3%
Service-disabled Veteran-owned

- Quadrupled Service-disabled veteran-owned participation from $29.5 million to $142.4 million in three years

SDVOSB Subcontracting
DOE Sites

- Second largest prime contractor

- Operating and managing at the following DOE sites:
  
  • National Energy Technology Laboratory
  • Savannah River Remediation LLC
  • Washington Closure Hanford
  • Washington River Protection Solutions LLC
  • Washington TRU Solutions LLC
  • West Valley Demonstration Project
Websites and Contact Information

- [www.urs.com](http://www.urs.com)