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**FOR IMMEDIATE RELEASE**

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**MABBETT RECEIVES 2017 EBJ BUSINESS ACHIEVEMENT AWARD**

**BEDFORD, MA (April 2018)** - Mabbett & Associates, Inc. (Mabbett®) is pleased to announce that the firm has been awarded an Environmental Business Journal (EBJ), Silver Medal, Business Achievement Award (Small Firms: \$10-20 million) for growing the firm from \$7.2 million in 2016 to \$11 million in 2017.

In 2015, Mabbett modified the focus of its business development program to address certain U.S. Federal government procurement strategies that were negatively impacting growth. Rather than pursue lowest priced technically acceptable (LPTA) procurements where selection is primarily based on price, Mabbett decided to focus on procurement opportunities under the Brooks Act and other best value procurements where decisions are based on technical competency, qualifications and experience. Mabbett focused on major Federal agencies with which it had strong working relationships and a past performance history. Mabbett also expanded its base private sector clientele. Targeted efforts reduced the firm's cost of sales, increased its proposal capture rate, and delivered increased project backlog.

EBJ, the environmental industry's leading business-research publication provides high value strategic business intelligence to the environmental industry, and has honored companies for revenue growth, acquisitions, innovative project designs, technology applications, new practice areas, social contributions and industry leadership in 2017.

"We are honored to receive the Silver Medal and look forward to continued growth and success. I wish to thank our clients for their confidence and repeat business opportunities. I also wish to congratulate the entire Mabbett Team for a job well done. Their commitment to quality, timely and valued-added professional services has been a key to our success. We thank the EBJ and our peers for this exceptional recognition," stated Arthur N. Mabbett, Chairman and Chief Executive Officer (CEO).

For 37 years, Mabbett has delivered value-added services to industry, commercial enterprise and Federal, state and local agencies. Mabbett is a U.S. Department of Veterans Affairs (VA), Center for Verification and Evaluation (CVE), verified Service-Disabled Veteran-Owned Small Business (SDVOSB) headquartered in Bedford, MA with regional offices in Providence, RI; Alexandria, VA and Montclair, NJ. [www.mabbett.com](http://www.mabbett.com) #