



Public Consulting Group, Inc. (PCG), a privately held Corporation, was founded in 1986 by its current President and CEO, William S. Mosakowski. PCG has more than 2,400 employees in more than 60 offices. PCG has over 2,000 contracts and operates throughout all fifty states, Canada, the European Union, the United Kingdom, and Australia.

Through stringent internal controls, well-maintained procedures and proven methodologies, PCG consistently meets its contract obligations. A large part of PCG's continued success is the company's ability to provide cost-effective, high-quality services along with the flexibility required to meet the ever-changing needs of our customers. Since our founding, PCG has sustained dynamic growth through sound financial management and astute contract administration.

PCG has consistently maintained a strong and stable financial position while experiencing steady growth, even in challenging economic environments. For the fiscal years ended 2019 and 2018, PCG's Revenue exceeded \$512 million and \$460 million, respectively. In addition, PCG has achieved double digit growth rates nearly every year for over three decades and expects to continue that growth in fiscal year 2020. PCG has also remained profitable throughout its history and expects to remain profitable in fiscal year 2020.

PCG has a very strong balance sheet as evidenced by its low debt (approximately \$64 million), \$50 million revolving line of credit with a major regional bank, over \$30 million of cash on hand and in excess of \$85 million in trade receivables. As a professional services company, a significant portion of PCG's asset value relates to accounts receivable from client invoicing. Based on the reliable nature of PCG's client base (primarily government clients), only a very small percentage of receivables become uncollectible. As a result, management is confident that PCG has the resources and capacity to fund both near term operations and future growth.

PCG adheres to the highest standards of fiscal integrity and financial accountability. The company's financial management system complies with generally accepted accounting principles (GAAP) as prescribed by the Financial Accounting Standards Board. PCG undergoes annual Financial Statement and Yellow Book audits. During PCG's history, those audits have resulted in no "going concern" statements nor qualified opinions.