

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



November 27, 2009

Jerry Nicholas Grot, President  
Grot, Inc.  
355 Price Road  
Lexington, KY 40511-1996

Dear Mr. Grot:

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

During participation in the 8(a) program, you will receive business development assistance from an assigned Business Development Specialist in the District Office located at 600 Dr. Martin Luther King Jr Place Rm. 188, Louisville, KY 40202-2254. The phone number is (502) 582-5971.

Your firm will become eligible to receive 8(a) 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 Kentucky SBA District Office. That office will send you the business plan form.

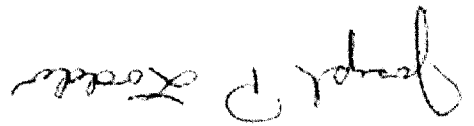
SBA requires that the President or Chief Executive Officer sign a Participation Agreement to show that he or she understands the conditions of 8(a) program participation. Please read the Agreement carefully, sign and date one copy and return it to the SBA Kentucky District Office at the address shown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

Even though your firm's approved North American Industry Classification System (NAICS) Code is 238210, your firm may be awarded contracts under other NAICS Codes, as long as the firm is qualified to perform. In this regard, please note that contracts awarded under 8(a) BD program authority generally result from the self-marketing efforts of the 8(a) firm. While your firm's acceptance into the 8(a) BD program is not a guarantee of contract support, SBA will make every effort to provide you with assistance in your marketing efforts.

During your participation in the 8(a) Business Development Program, I encourage you to take advantage of the Mentor-Protege Program, the Federal Surplus Property Program and the extensive management and technical training available to you. Your local SBA District Office can provide additional information on these programs.

If you have not already done so, we strongly suggest that you acquire access to e-mail to enhance your communication abilities with public and private sector buyers. Also, you should consider setting up a merchant account with a credit card company which will give you the ability to accept credit card orders for your goods and services from over 1,000 Federal buying offices. Finally, please contact your local SBA District Office to update your enrollment in PRO-Net, an SBA online procurement listing of small businesses utilized by public and private sector buyers.

We welcome you as an 8(a) program participant and look forward to working with you.  
Sincerely,



Joseph P. Loddo  
Associate Administrator  
Office of Business Development