Our nation is our community

We’re excited to announce Stantec’s first protégé, SIA Solutions, under the SBA Mentor-Protégé Program.

Stantec is a top 10 AE Design Firm. SIA Solutions is recognized as one of the fastest growing small businesses in the country.

Together we support our clients across the nation.

To learn more about Stantec visit www.stantec.com/usfederal. To learn more about SIA Solutions visit www.siasolutions.com.
Welcome to the 2019 SAME Federal Small Business Conference for the A/E/C Industry, the biggest and best event for connecting small businesses directly with federal government procurement decision-makers, contracting officers, and small business liaison officers. This annual event, which has grown each of the last six years, also creates invaluable opportunities where large companies can meet with potential small business subcontractors and where government agencies can share best practices and lessons learned with one another while also engaging with industry to inform their acquisition strategies for the years ahead.

From dynamic keynote speakers to graduate-level education sessions, business opportunity briefings, networking roundtables, and daily networking receptions, #SAMESBC19 provides an abundance of ways to gain actionable insights that will help you find success in federal contracting and work to strengthen our nation.

www.samesbc.org
Tweet about new ideas learned, connections made, and visitors to your booth using #SAMESBC19. Share your experience in the Small Business Journey with #MySBJourney. You could win free registration and hotel to the 2020 SAME Federal Small Business Conference just by posting and including our hashtags! Follow us on Twitter at @same_hq.

COAT & LUGGAGE CHECK
Lower C Lobby
Our complimentary coat check lets you leave your coat for the day. You also can check out of your room and store your luggage for easy departure right from the Convention Center.

RECYCLING STATIONS
various locations throughout the venue
Keep it green! Help reduce our environmental footprint and place recyclable materials in the designated bins.

WI-FI & INTERNET CAFÉ
Network Name: SAMESBC19
Password: Romanyk2019
Free Wi-Fi is available in meeting rooms and lobbies throughout the Convention Center. You also can visit the Internet Café if you need a big screen or a printout!

WATER STATIONS
Sponsored by SIEMENS
Ingenious for life

Tweet about new ideas learned, connections made, and visitors to your booth using #SAMESBC19. Share your experience in the Small Business Journey with #MySBJourney. You could win free registration and hotel to the 2020 SAME Federal Small Business Conference just by posting and including our hashtags! Follow us on Twitter at @same_hq.

NETWORKING ROUNDTABLES
Ballroom A 2-3

Government agencies and large businesses will host tables at which they will be available to discuss real business opportunities and lay the foundation to develop new client-consultant relationships. Request appointments through the Attendee Service Center at www.samesbc.org. Click on the Sessions menu tab at the top, then select the Service Centers link from the left-side menu.

Need help? Visit with our Networking Roundtable Concierges. On Tuesday and Wednesday, assistance will be available in the conference registration area. On Thursday and Friday, concierges will be located at the Networking Roundtables entrance.

NOTE: Space is limited. Appointment requests opened in mid-October and appointments were accepted on a first-come, first-served basis. Don’t have an appointment? Opportunities may still be available. Login to the on-line Attendee Service Center at www.samesbc.org and go to the “Networking” menu item. There you can search for table hosts and request an appointment.
MOBILE APPLICATION
Keep your schedule in the palm of your hand with the SBC mobile app! Download the app to gain easy access to session times, locations, descriptions, in-depth speaker information and more. Exhibitors also can be viewed through an interactive Exhibit Hall floor plan.

Sponsored by

ADVERTISING INDEX
AECOM .............................................................................. 28
APTIM ................................................................................ 75
Atkins ................................................................................. 35
Black & Veatch ..................................................................... 4
Booz Allen Hamilton ......................................................... 30
CDM Smith ........................................................................ 37
Gordian .............................................................................. 33
Jacobs ................................................................................ 77
Mead & Hunt ..................................................................... 36
Michael Baker International ............................................. 34
Parsons .............................................................................. 35
Pond ................................................................................... 36
Romanyk Consulting ........................................................ 31
RS&H ................................................................................. 32
SAME ................................................................................. 69
Siemens ............................................................................. 35
Stantec ............................................................................... C2
Wood .................................................................................. 23
WSP ................................................................................... 37

EVENTS CODE OF CONDUCT
SAME is committed to providing a safe and welcoming experience for all participants, regardless of race, ethnicity, disability, religion, political affiliation, gender, gender identity or expression, sexual orientation, and any other characteristic protected by applicable federal, state or local laws, regulations or ordinances. The Society does not tolerate discrimination, intolerance, harassment, aggression, or ill will of any kind at any SAME event, either in person or via electronic means.

We expect all event participants, presenters, sponsors, employees, and staff to:
• Remain positive, friendly, and welcoming to others at all times.
• Recognize that this event is a place for diversity of thought, organization, and individuals; as such, respect and inclusivity for all is expected.
• Wear your event badge at all times, with your name on it.
• Be alert and report any discriminatory, harassing, aggressive, or exclusionary behavior or speech to SAME staff immediately.

Unacceptable Behavior
Unacceptable behavior includes, but is not limited to: intimidating, harassing, abusive, discriminatory, derogatory, or demeaning conduct; inappropriate physical contact (e.g., unwelcome sexual advances, groping, sexual assault); physical, written, verbal, or other abuse as determined by SAME and its representatives, in their sole discretion; failing to obey any rules or regulations of the venue and SAME.

Consequences of Unacceptable Behavior
Unacceptable behavior will not be tolerated. Anyone engaged in unacceptable behavior is subject to expulsion from the event, at SAME’s sole discretion, without refund.

Reporting Unacceptable Behavior
If you are being harassed, notice that someone else is being treated poorly, or have additional concerns, please contact any member of the SAME National Office onsite, or by contacting registration@same.org.

We expect all participants to follow this Code of Conduct at all event venues, any external venue affiliated with the SAME event, and all related social events. The Society may revise this policy at any time without notice.
Grounded in History, Engineering the Future

Bringing world-class engineering solutions to the Federal government for more than 100 years

Visit us at Booth 1040
bv.com/Federal
### TUESDAY, NOVEMBER 19

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 a.m. - 5:00 p.m.</td>
<td>Conference Registration</td>
<td>Lobby A-B</td>
</tr>
<tr>
<td>9:00 a.m. - 5:00 p.m.</td>
<td>Exhibitor Set-Up</td>
<td>Hall A-B</td>
</tr>
<tr>
<td>9:00 a.m. - 5:00 p.m.</td>
<td>SAME National Board of Direction Meeting</td>
<td>Ballroom C-4</td>
</tr>
<tr>
<td>10:30 a.m. - 7:00 p.m.</td>
<td>Exhibitor Set-Up</td>
<td>Hall A-B</td>
</tr>
<tr>
<td>11:00 a.m. - 12:30 p.m.</td>
<td>President's Reception (by invitation)</td>
<td>Lower Lobby C</td>
</tr>
</tbody>
</table>

Sponsored by **PARSONS**

### WEDNESDAY, NOVEMBER 20

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 a.m. - 7:00 p.m.</td>
<td>Conference Registration</td>
<td>Lobby A-B</td>
</tr>
<tr>
<td>7:30 a.m. - 8:45 a.m.</td>
<td>Exhibitor Final Preparation</td>
<td>Hall A-B</td>
</tr>
<tr>
<td>7:30 a.m. - 8:45 a.m.</td>
<td>First-Time Attendee Breakfast <em>(RSVP required)</em></td>
<td>Ballroom A-1</td>
</tr>
<tr>
<td>9:00 a.m. - 10:30 a.m.</td>
<td>Opening Plenary Session</td>
<td>Hall C</td>
</tr>
<tr>
<td>10:30 a.m. - 7:00 p.m.</td>
<td>Exhibit Hall Open</td>
<td>Hall A-B</td>
</tr>
<tr>
<td>11:45 a.m. - 1:00 p.m.</td>
<td>Networking Lunch in the Exhibit Hall</td>
<td>Hall A-B</td>
</tr>
</tbody>
</table>

Sponsored by **CDM Smith, HDR, HALFF**

---

**SESSION COLOR KEY:**

- = Plenary Sessions
- = Business Opportunity Briefings
- = Education Sessions
<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00 p.m. - 2:00 p.m.</td>
<td><strong>Architecture &amp; Engineering Business Opportunities</strong></td>
</tr>
</tbody>
</table>
  • Brig. Gen. Thomas Tickner, PMP, USA, Commander, USACE Pacific Ocean Division  
  • Bob Silver, P.E., Director, Military Construction Programs, HQ NAVFAC  
  • Col. Scott Matthews, P.E., USAF, Director, Facility Engineering, AFCEC | Ballroom C 1-2 |
|              | Hear from leadership with USACE, NAVFAC, and AFCEC to learn what upcoming federal architecture-engineering and planning services contract opportunities are available and from where they are selected and procured. |
|              | **Department of Veterans Affairs Leasing Program Business Opportunities**                                                                              |
| Moderator: Peter Yakowicz, P.E., Leo A Daly | Speaker: Mitch Ortiz, P.E., CCM, Director, Lease Delivery, Office of Construction & Facilities Management, VA | Ballroom C 3 |
|              | Gain information on the Department of Veterans Affairs’ Leasing Program and opportunities for small businesses to learn how to get engaged in the program. |
|              | **Great Expectations: The SBA-Approved 8(a) Mentor-Protégé JV – 1 PDH**                                                                            |
| Moderator: Elizabeth Meyer, P.E., Grand Junction Veterans Affairs Medical Center | Speakers: Joan Freitag, FSAME, Senior Vice President, Hanson Professional Services  
  • Darren Forgy, P.E., PLS, Vice President, Prairie Engineers Inc. | Room C 140 |
|              | Education Track: Advanced Business & Procurement Strategies  
  Should you enter into a mentor-protégé joint venture? Like all relationships, a mentor-protégé JV doesn’t just happen, it takes work and understanding. It is important to be realistic, understand the program, keep your focus, and set viable goals so that both parties do not end up disappointed. Learn how to build this into a business strategy. |
|              | **Building America, Building Your Business – 1 PDH**                                                                                                  |
| Moderator: Michelle Shoultz, Frazier Engineering Inc. | Speaker: Joey Phelps, Customer Service Director, General Services Administration | Room C 141 |
|              | Education Track: Entering the Federal Marketplace  
  While working through the rules and regulations of government contracting can seem daunting, helping our defense and civilian agencies meet their missions can be personally and financially rewarding. Partnering with GSA and other federal agencies can lead to a stronger America and a stronger business for your company. |
|              | **More than a Matter of Convenience – 1 PDH**                                                                                                        |
| Speakers: Elizabeth Miller, Director, Strategic Programs Development, Versar  
  • Gene Perry, CPP, PSP, PMP, Principal, Federal Market – Security and Safety, Gannett Fleming  
  • Juliann Poff, Senior Analyst, Business Development & Marketing, Gannett Fleming | Education Track: Marketing & Business Development  
  Sometimes a teaming agreement begins as a matter of convenience for a specific opportunity. But looking beyond the one-time arrangement can create tremendous value and open the door to even more opportunities. Learn how to build on the team’s strengths to maximize your chances for a positive award determination. | Room C 142 |
1:00 p.m. - 2:00 p.m.  Fight or Flight: Pre/Post Award Protests – 1 PDH  Room C 144-145

Moderator: Angie Goral, RE, Martinez Construction Services
Speaker: Col. Mark “Hawk” Thomas, Esq., USAF (Ret.), Managing Counsel, Reid Law PC

Education Track: Regulations, Rules, and the Government Framework
You invest into capturing a key contract, then lose to a competitor, or you win and they protest. Do you fight or cut your losses? Find your answer by learning about protest myths; pre- and post-award protests; debriefings; the decision calculus; intervening; forums; pleadings; discovery; hearings; alliances; outcomes; appeals; and fee recovery.

Debarment Survival 101:
Service Contract Act and Davis-Bacon Act – 1 PDH  Room C 146

Moderator: Joseph LaVoie, RE, Black & Veatch
Speakers: Vanessa Shaw-Jennings, Contract Industrial Relations Office, HQ USACE • Moises Nava, Enforcement Coordinator, Wage & Hour Division, Department of Labor

Education Track: Government Perspectives
Requirements for meeting compliance with government contracting-specific labor laws and regulations has grown more complicated. Learn how this shift has impacted contractors seeking to comply with the laws and regulations, impacted agencies attempting to properly determine which ones apply, and impacted employees trying to understand the pay and benefits they are entitled to receive.

2:00 p.m. - 2:30 p.m.  Networking Snack Break in the Exhibit Hall  Hall A-B

Sponsored by

2:30 p.m. - 5:00 p.m.  CEO Roundtable (accepted applicants only)  Ballroom C 4

The topic of this year’s CEO Roundtable is Cost Estimating. With programmed amounts based on DD 1391s developed up to four years prior, using parametric cost estimating and verified with only a 15 percent conceptual design, current working estimates often exceed programmed amounts. There is pressure to minimize costs that go into the current working estimates to ensure it is within the programmed amounts. This leads to inaccurate current working estimates and an inability to award construction contracts.

As key components of SAME’s Industry-Government Engagement Plan, CEO Roundtables are high-level discussions between CEOs/Presidents from industry and government officials. SAME will hold an open discussion on Friday—from 9:00 a.m. to 11:30 a.m. in Room C 148—to identify potential CEO Roundtable topics for the future.

2:30 p.m. - 3:30 p.m.  Emergency Management Business Opportunities  Ballroom C 1-2

In this session, attendees will learn more about federal contracting opportunities for small businesses in the areas of emergency management and emergency response.

Moderator: Col. Steve Hill, USA (Ret.), WSP
**SCHEDULE**

**WEDNESDAY, NOVEMBER 20**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:30 p.m. - 3:30 p.m.</td>
<td>Healthcare Architecture &amp; Engineering Business Opportunities</td>
<td>Ballroom C 3</td>
</tr>
</tbody>
</table>

Learn what upcoming federal health architecture-engineering services and planning contracting opportunities are available and how small businesses can compete.

*Moderator: Martha Weekley, FFE Inc.*

*Speakers: David Wilder, RA, PMP, Director, Project Delivery, Eastern Region Office - Construction & Facilities Management, VA • Brian Melewiski, Director, Office of Capital Asset Management Engineering & Support, VA • Michael Zapata, Branch Chief, MILCON Design & Construction, AFCEC*

---

**It Takes Courage to Stay Small – 1 PDH**

*Room C 140*

Moderator: Ben Nichols, Harkins Builders Inc.

*Speakers: Fonda Lindfors New, PG, PMP, CEO, QRI/Quaternary Resource Investigations • Liza Grudin, President, NovelEsolutions Inc.*

Education Track: Advanced Business & Procurement Strategies

How can a small business thrive in a pool with so many big fish? What if you don’t want to join the school of big fish? Is there a place for you in the federal arena? What happens with your 8(a) status? Learn how to keep your small business size and stay competitive in an ever-changing federal marketplace using the art of the Joint Venture.

---

**Top 10 Decisions Facing Small Business CEOs – 1 PDH**

*Room C 141*

Moderator: Josh Frank, RSM Federal

*Speaker: Matthew Dean, CEO, Markon Solutions*

Education Track: Entering the Federal Marketplace

Leading a growing small business can be challenging, especially in the government contracting industry. Learn the Top 10 decisions that you need to make to set your company up for success. We will discuss real examples and lessons learned by an engineer-turned-CEO, who took a government contracting startup from one facilities-based contract to over 200 employees and $50 million in revenue in just 10 years.

---

**EDUCATION SESSION TRACK SPONSORS**

- Regulations, Rules, & the Government Framework
  - Rose Consulting
  - Candy 84
  - SEBAC
  - auxilio

- Advanced Business & Procurement Strategies
  - CMS
  - WOODS•PEACOCK
  - ENTERPRISE

- Marketing & Business Development
  - FEDMine.US
  - ALLIANCE
  - Sundance
  - SYTE

**Enter the Federal Marketplace**

- Ahtna Global, L.L.C.
| Time          | Session                                                                 | Room   | Speakers                                                                                                                                  | Education Track:                                                                 |
|--------------|-------------------------------------------------------------------------|--------|-------------------------------------------------------------------------------------------------------------------------------------------|
| 2:30 p.m. - 3:30 p.m. | Prepare Proposals like a Professional – 1 PDH                         | C 142  | Michele Atkinson, CF APMP, President & CEO, Cavalry Consulting • Carrie Ann Williams, CPSM, Principal & CEO, Andana Consulting • Michael Palmer, PMP, President, Pioneers and Bandits (P&B) | Marketing & Business Development                                                                 |
|              |                                                                         |        | When reviewers receive 50 proposals at one time, how do you make yours stand out? How do you take your “satisfactory” writing and make it “outstanding?” Learn best practices from industry proposal writing veterans who have won more than $5 billion in contracts for their clients within the past year. |
|              |                                                                         |        | A complex IT Cybersecurity Certification Process is coming from DOD and will be incorporated into federal contracts that will require contractors (large and small) to certify their compliance. Companies that do not understand the requirements of this process risk non-compliance. Learn from this session how to protect you and your company. |
|              | Hot Topics from Small Business Leaders – 1 PDH                        | C 146  | Mercedes Enrique, CMS Corp. • Terry Bashore, Small Business Specialist, Air Force Installation & Mission Support Center • Rippert Roberts, Acting Associate Director, Office of Small Business Programs, HQ USACE • Bianca Henderson, Associate Director, Office of Small Business Programs, HQ NAVFAC • John Klein, Associate General Council for Procurement Law, SBA • Chanel Bankston-Carter, Director, Strategic Outreach & Communications, Office of Small & Disadvantaged Business Utilization, VA | Government Perspectives                                                                 |
|              |                                                                         |        | This session will provide information on timely special interest items related to small businesses and federal procurement programs, as well as key legislative and regulatory updates. Hear from a panel of experts representing military and federal agencies. |

<table>
<thead>
<tr>
<th>Time</th>
<th>Networking Break</th>
<th>Hall</th>
</tr>
</thead>
<tbody>
<tr>
<td>3:30 p.m. - 4:00 p.m.</td>
<td></td>
<td>A-B</td>
</tr>
</tbody>
</table>
Horizontal Construction Business Opportunities

**Moderator:** Maj. Gen. Rick Stevens, USA (Ret.), Dawson & Associates

**Speakers:** Maj. Gen. Mark Toy, PE., USA, Commander, USACE Mississippi Valley Division
- Bob Silver, PE., Director, Military Construction Programs, HQ NAVFAC
- Col. David Vanderburg, USAF, Division Chief, Strategic Design & Construction, AFCEC

This session will provide information on federal horizontal repair and construction opportunities, including airfields, roads, bridges, and USACE water resources projects.

Department of State Business Opportunities

**Moderator:** Col. Edward Chamberlayne, Ph.D., USA (Ret.), WSP

**Speaker:** David Vivian, Chief, Architectural-Engineering (Contracting) Branch, Bureau of Overseas Buildings Operations
- Marcus Hebert, Director of Project Development and Coordination, Bureau of Overseas Buildings Operations

This session will present information on opportunities with the Department of State, with an emphasis on embassy projects as well as facilities operations and maintenance.

Positioning to Win Disaster-Related Response Contracts – 1 PDH

**Moderator:** Capt. Michael Blount, PE., F.SAME, USN (Ret.), AECOM

**Speakers:** Mathew Bacik, CEO, Bacik Group
- Michelle Garland, Senior Subcontracts Manager, AECOM
- Don Maconi, Contingency Engineer, NAVFAC Southeast
- Nicole Wilhelm, Acquisition Director, NAVFAC Southwest
- Vincent Sobash, PE., Contingency Engineer, NAVFAC Southwest
- Randall Lesperance, Project Manager, Simpson Environmental Services
- Simon Elliott, CEO, Active Deployment Systems

Education Track: Advanced Business & Procurement Strategies

Costs related to disasters have doubled over the past 20 years, totaling $91 billion in 2018. This session will highlight lessons learned from recent contracts, identify best practices for successful collaboration and project delivery, and outline strategies for small businesses to position themselves to win disaster contracts and subcontracts.

Accounting System Compliance for Non-Accountants – 1 PDH

**Speakers:** Melissa Metzger, MAFM, Government Accounting & Finance Advisor, Left Brain Professionals Inc.
- Robert Jones, CPA, CPCM, NCMA Fellow, Government Contracts & Accounting Expert, Left Brain Professionals Inc.

Education Track: Entering the Federal Marketplace

Many government contracts and grants require an “adequate” or “approved” accounting system. Learn what products and actions you need to take to have an “approved” accounting system that meets requirements. Review real-life scenarios, dispel myths, and learn how to handle and avoid common pitfalls and misconceptions.

What is Business Development’s Secret Sauce? – 1 PDH

**Moderator:** Sally Clark, AFG Group Inc.

**Speaker:** John Guckert, PTP, President & CEO, The Traffic Group Inc.

Education Track: Marketing & Business Development

Research shows 30 percent of businesses fail in the first two years, 50 percent in the first five, and 66 percent in the first 10. These sobering statistics are a reminder that everyone needs a good marketing and business development plan. Doing so will make your firm stand out against competition. In the words of Jeff Bezos: “Be Terrified of your clients. You never know when they will look to another firm for better service!”
**WEDNESDAY, NOVEMBER 20**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>4:00 p.m. - 5:00 p.m.</td>
<td><strong>Limitations on Subcontracting: “Easy As Pi” – 1 PDH</strong>&lt;br&gt;<strong>Speakers:</strong> Carl Gebo, President, GCARL LLC • Linicia Gilmore, Esq., Managing Partner, The Gilmore Law Firm LLC • Roderick Hagen, P.E., Senior Project Manager, Lockheed Martin - Space&lt;br&gt;<strong>Education Track:</strong> Regulations, Rules, and the Government Framework&lt;br&gt;Every small business set-aside includes a Limitation on Subcontracting requirement. On every set-aside contract you risk up to $500,000 and debarment if you are wrong about the application of that requirement. Hope is not a strategy. Learn how to understand and plan, with tips for compliance, and how to use the “Similarly Situated Entity Rule.”</td>
<td>C 144-145</td>
</tr>
<tr>
<td>5:00 p.m. - 7:00 p.m.</td>
<td><strong>Maximizing SBA’s Resources to Kick-Start Your Small Business – 1 PDH</strong>&lt;br&gt;<strong>Speakers:</strong> Nancy Alvarez-Hernandez, Supervisor, Business Opportunity Specialist, SBA • Tanika Pierce, Area Director, SBA • Kiya Perrin, Business Management Specialist, SBA&lt;br&gt;<strong>Education Track:</strong> Government Perspectives&lt;br&gt;Whether you dream of transforming your business ideas into a thriving company, growing your customer base, or expanding into new markets, learn how the Small Business Administration offers programs, socioeconomic certifications, and access to capital that will empower you to take your business to the next level of success.</td>
<td>C 146</td>
</tr>
<tr>
<td>5:00 p.m. - 7:00 p.m.</td>
<td><strong>Opening Networking Reception</strong>&lt;br&gt;<strong>Sponsored by</strong> BLACK &amp; VEATCH</td>
<td>A-B</td>
</tr>
</tbody>
</table>
The 2019 Federal Small Business Conference will continue on Thursday morning, with the presentation of the 2019 SAME Small Business Awards. SAME National President Lt. Col. Wendell “Buddy” Barnes, P.E., FSAME, USA (Ret.), will present the awards, which recognize excellence in support of federal small business programs.

Attendees also will hear from two senior government decision-makers who will share information on issues concerning federal A/E/C contracting. First, Robb Wong, Associate Administrator of Government Contracting & Business Development with the Small Business Administration, will discuss federal acquisition changes, rules, and regulations—and how they impact small businesses, as well as large businesses and government. Next, Lucian Niemeyer, Performing the Duties of Assistant Secretary of the Navy (Energy, Installations & Environment), will update ongoing actions and initiatives that are being implemented and considered at the federal level to improve project delivery trends, including project partnering.

2019 SAME Small Business Award Winners
- **Small Business Award**: American Engineers Inc. (AEI)
- **Large Business Award**: AECOM
- **Industry Small Business Advocate Award**: Teri Williams, The Haskell Company
- **Post Small Business Liaison Officer Award**: Sally Clark, AFG Group (Mid-Maryland Post)

All Business Opportunity Sessions will be audio recorded for post-event listening and posted along with the slides. The Education Sessions will have slides made available for post-event viewing (Education Sessions, however, are not being audio-recorded.)

Visit [www.samesbc.org](http://www.samesbc.org) for more information.
### Environmental & Remediation Business Opportunities

**Moderator:** Col. Timothy Sanford, FSAME, USA (Ret.), Weston Solutions  
**Speakers:** Maj. Gen. Robert Whittle Jr., USA, Commander, USACE Great Lakes & Ohio River Division • Robert Sadorra, P.E., Director, Environmental Restoration Division, HQ NAVFAC • Col. Jason Campbell, USAF, Deputy Director, AFCEC Environmental Directorate

This session will provide information on requirements for studies, major programs and projects in environmental engineering, including remediation and compliance.

### Healthcare Construction Business Opportunities

**Moderator:** Col. Charlie Perham, USAF (Ret.), Matrix Design Group  
**Speaker:** Jennifer “Jenna” Williams, CCM, Director, Facilities Operations, Construction & Facilities Management - Central Region, VA • Brian Melewski, Director, Office of Capital Asset Management Engineering & Support, VA • Michael Zapata, Branch Chief, MILCON Design and Construction, AFCEC • Cheree Peterson, SES, Director of Programs, USACE South Pacific Division

This session will provide information on medical center and healthcare construction projects and how small businesses can compete for contracting opportunities.

### The Secret to Maximizing Military Leadership Value – 1 PDH

**Moderator:** Alexander Masters, Strength Environmental  
**Speakers:** Eric Wright, Ph.D., PMP, ACP, CPD, CEO, Vets2PM LLC

**Education Track: Advanced Business & Procurement Strategies**

The second leg of the Project Management Institute’s Talent Triangle is Leadership. Military veterans are formally trained and constantly assessed on their ability to form, lead, and coach high-performing teams. But how do you best communicate that skillset to civilian hiring managers? Attend this session and discover the secret to maximizing military leadership value.

### CPARS from Beginning to End – 1 PDH

**Moderator:** Mary Anne Bernard, AECOM  
**Speakers:** Paige Blechinger, Chief of Contracting, USACE Savannah District • Jamie Oakley, President, Brice Engineering LLC • Capt. Thomas McLemore, P.E., CEM, CEC, USN, Executive Officer, NAVFAC Mid-Atlantic • Kimberly Kahler, Director of Acquisition, NAVFAC Mid-Atlantic

**Education Track: Entering the Federal Marketplace**

You won the contract. You are performing the work. Now, it’s time for your project evaluation. In this panel session, you will learn the government’s process for gathering data to make an informed decision on evaluation ratings, know your responsibilities as the contractor, and discover how you can utilize the CPARS website to your benefit.
THURSDAY, NOVEMBER 21

10:30 a.m. - 11:30 a.m. Finding Competitive Intelligence on Your Opportunities – 1 PDH

**Moderator:** Scott Arends, PE., CFM, Hanson Professional Services Inc.
**Speaker:** Joshua Frank, Managing Partner, RSM Federal

**Education Track: Marketing & Business Development**

Take in a master class on finding competitive intelligence on government opportunities. This session, designed for “procurement readiness,” will walk you through an extensive, step-by-step, real-world example where we use more than a dozen government websites and data sources to improve your competitive pricing, teaming, and sales strategy. (Attendees will receive session materials including a training video, so they can go back to their office and replicate every step that is introduced.)

---

10:30 a.m. - 11:30 a.m. Top Legal Questions from Government Contractors – 1 PDH

**Moderator:** John Dwyer, SEBAC
**Speaker:** Tony Franco, Esq., Senior Partner, PilieroMazza PLLC

**Education Track: Regulations, Rules, and the Government Framework**

Faced with heavy regulations, government contractors often need legal counsel to understand their business landscape. But it is difficult to know what to ask—especially because issues fall across a broad spectrum of topics. This session will address many of the top legal questions encountered while working with government contractors.

---

10:30 a.m. - 11:30 a.m. Small Business Lessons Learned: U.S. Government OCONUS Work

**Moderator:** Laura Ruch, Prime Associates LLC
**Speaker:** Brig. Gen. Duke DeLuca, USA (Ret.), President, Aculed Global Consulting

**Education Track: Small Businesses in the Overseas Market**

Businesses considering entering the U.S. government overseas market must take certain steps and plan for factors beyond the normal contracting concerns. Learn what you need to do to work for the federal government in a foreign country, where there are unique legal, political and economic conditions. This presentation offers lessons from the experience of someone who acted as the government agent who procured A/E/C and other services in foreign countries.

---

10:30 a.m. - 4:30 p.m. Networking Roundtables *(by appointment)*

Government agencies and large businesses will host roundtables at which they will be available to discuss real business opportunities, share information on doing business with them, and lay the foundation to develop new client-consultant relationships with small businesses. Networking Roundtables are available by appointment only; book an appointment through the SBC Attendee Service Center at www.samesbc.org, located under the Sessions menu tab at the top, and then click on the Service Centers in the left-side menu. (See page 2 for more about Networking Roundtables.)

---

11:30 a.m. - 1:30 p.m. Networking Lunch in the Exhibit Hall

**Sponsored by**

Academy of Fellows Luncheon *(Fellows only)*

---

14 2019 SAME Small Business Conference
<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 p.m. - 3:00 p.m.</td>
<td>Hydropower Business Opportunities</td>
<td>Ballroom C 1-2</td>
</tr>
<tr>
<td><strong>Moderator:</strong></td>
<td>Brig. Gen. Margaret Burcham, USA (Ret.), WSP</td>
<td></td>
</tr>
<tr>
<td><strong>Speaker:</strong></td>
<td>Brig. Gen. Pete Helmlinger, P.E., USA, Commander, USACE Northwestern Division</td>
<td></td>
</tr>
<tr>
<td></td>
<td>This session will include insights and information on upcoming contracting opportunities within USACE's federal hydropower program, including how small businesses can get involved in supporting the diverse mission-set.</td>
<td></td>
</tr>
<tr>
<td>2:00 p.m. - 3:00 p.m.</td>
<td>Department of Energy Business Opportunities</td>
<td>Ballroom C 3</td>
</tr>
<tr>
<td><strong>Moderator:</strong></td>
<td>Col. John Hurley, P.E., PMP, USA (Ret.), Bechtel</td>
<td></td>
</tr>
<tr>
<td><strong>Speakers:</strong></td>
<td>Christy Jackiewicz, Deputy Director, Office of Small &amp; Disadvantaged Business Utilization, Department of Energy</td>
<td></td>
</tr>
<tr>
<td></td>
<td>This session will provide information on upcoming contracting opportunities and programs for small businesses with the Department of Energy.</td>
<td></td>
</tr>
<tr>
<td>2:00 p.m. - 3:00 p.m.</td>
<td>Getting Staff to Invest in Your Business – 1 PDH</td>
<td>Room C 140</td>
</tr>
<tr>
<td><strong>Speakers:</strong></td>
<td>Col. Anthony Vesay, P.E., PMP, LEED AP, CMQ/OE, USA (Ret.), Senior Advisor/Operational Leader, MCFA • Lt. Col. Brian Kraemer, USAR, Managing Principal, MCFA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Education Track: Advanced Business &amp; Procurement Strategies</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Maybe there is no “I” in T-E-A-M, but individuals are the lifeblood of organizations. The session will present research on the importance of culture, keys for leaders and managers to improve it, and techniques to get staff to invest in the firm. Learn how you as a small business owner, principal, or senior executive can foster a winning culture where team and individual performance contribute to positive results in this “now” environment. TEAM: Together Everyone Achieves More.</td>
<td></td>
</tr>
<tr>
<td>2:00 p.m. - 3:00 p.m.</td>
<td>Business Resiliency through Disaster Preparation &amp; Contracting – 1 PDH</td>
<td>Room C 141</td>
</tr>
<tr>
<td><strong>Moderator:</strong></td>
<td>Linda Harris, So Cal Corporate Growth Partners</td>
<td></td>
</tr>
<tr>
<td><strong>Speakers:</strong></td>
<td>Nancy Alvarez-Hernandez, Supervisor, Business Opportunity Specialist, SBA • Tanika Pierce, Area Director, SBA • Oscar Oaxaca, President, Basecom Inc. • Col. Fabian Mendoza Jr., USA (Ret.), Vice President, Director of Field Practices, CP&amp;Y Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Education Track: Entering the Federal Marketplace</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Disaster preparedness is critical to business planning, but most businesses do not prepare for disaster. Research shows that for those businesses with fewer than 50 employees, only one in five has a disaster recovery plan. Are you prepared? Ensure safety and business continuity: Create your company’s emergency preparedness plan. Disaster in some form is imminent, but preparation is a choice. This panel session of public and private sector experts will discuss why building resilient communities starts by building resilient businesses.</td>
<td></td>
</tr>
</tbody>
</table>

**SESSION COLOR KEY:**
- ■ = Plenary Sessions
- ■ = Business Opportunity Briefings
- ■ = Education Sessions
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 p.m. - 3:00 p.m.</td>
<td><strong>Positioning for Success: Marketing Beyond Proposals – 1 PDH</strong></td>
<td>C 142</td>
</tr>
<tr>
<td></td>
<td><strong>Moderator:</strong> Heidi Perham, RA, NCARB, AICP, Black &amp; Veatch</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Speakers:</strong> Kristy Cerullo, Marketing Manager, First Environment Inc. • Jeffrey Taub, FSMPS, CPSM, Senior Technical Director - Business Development, AKRF Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Education Track:</strong> Marketing &amp; Business Development</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Marketing a small business in a smarter way doesn’t take an army—but</td>
<td></td>
</tr>
<tr>
<td></td>
<td>it does take a six-pronged approach, and only one of those is proposals. Curious about the other five? Those who take a disciplined, structured approach to proposal development know who and what it takes to put forth a coherent submittal to the client. Learn what can happen if you took a similarly strategic approach to your marketing efforts as a whole.</td>
<td></td>
</tr>
<tr>
<td>2:00 p.m. - 3:00 p.m.</td>
<td><strong>Beware New Government Contracting Compliance Issues – 1 PDH</strong></td>
<td>C 144-145</td>
</tr>
<tr>
<td></td>
<td><strong>Moderator:</strong> Cdr. Jackie Santisteban, USN (Ret.), Anzen LLC</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Speaker:</strong> Lt. Col. David Rose, Esq., USAFR (Ret.), Managing Partner, Rose Consulting LLC</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Education Track:</strong> Regulations, Rules, and the Government Framework</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The landscape of government contracting and compliance has changed greatly the last two years. Agencies have stepped up reviewing small businesses for compliance issues and prosecuting companies for both knowing and unknowing mistakes. You do not have to be consciously aware of a violation to be affected. An awareness of the pitfalls and techniques being used is essential for survival in this new enforcement regime.</td>
<td></td>
</tr>
<tr>
<td>2:00 p.m. - 3:00 p.m.</td>
<td><strong>U.S. Commercial Service: Your Overseas Business Tool – 1 PDH</strong></td>
<td>C 146</td>
</tr>
<tr>
<td></td>
<td><strong>Moderator:</strong> Col. Blair Schantz, USA (Ret.), Prime Associates LLC</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Speakers:</strong> Michael Muth, Commercial Officer, European Desk, U.S. Commercial Service • Matthew Baker, Director of Global Design &amp; Construction Programs, U.S. Commercial Service.</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Education Track:</strong> Small Businesses in the Overseas Market</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The U.S. Commercial Service is your resource for overseas business support. Learn how it can provide advocacy with host nation officials, face-to-face introductions, due diligence with prospective partners, invitations to key promotional events, and more.</td>
<td></td>
</tr>
<tr>
<td>3:00 p.m. - 3:30 p.m.</td>
<td><strong>Networking Break</strong></td>
<td>Hall A-B</td>
</tr>
</tbody>
</table>

---
### General Services Administration and Environmental Protection Agency Business Opportunities

**Moderator:** Rick Cox, BMT Designers & Planners  
**Speakers:**  
- Col. Charlie Hart, PE., PMP, FSAME, USA (Ret.), Southern Border Executive, Public Buildings Service, GSA  
- James McDonald, Assistant Regional Administrator for Management, Region 6, EPA

This session will focus on upcoming contracting opportunities and programs for small businesses from the General Services Administration and the Environmental Protection Agency.

### Energy Programs Business Opportunities

**Moderator:** Col. Robert Ruch, FSAME, USA (Ret.), AECOM  
**Speakers:**  
- Col. Marvin Griffin, PE., USA, Commander, U.S. Army Engineering & Support Center, Huntsville  
- John Kliem, PE., Executive Director, Resilient Energy Program Office, HQ NAVFAC  
- Daniel Soto, PE., Division Chief, AFCEC Rates & Renewables Division

In this session, attendees will gain insights from USACE, NAVFAC, and AFCEC on planning, studies, and information on projects for renewable energy, energy savings performance contracts, and other energy-related efforts in the federal government.

### Leverage the Cloud and Mobility to Grow – 1 PDH

**Moderator:** Andrew Smith, Southern Illinois University  
**Speaker:** Ron Lewis, Founder & CEO, Atwork Systems Inc.

**Education Track: Advanced Business & Procurement Strategies**  
Is your back office consuming your nights and weekends? What, you don’t have a back office? Controlling costs is the key to successful growth. Today, the cloud, mobility, and modern software enable any business to operate like a “large prime.” In this session, learn how to integrate the business functions that are needed to succeed in the GovCon market—and get your nights and weekends back!

### Does Having a Joint Venture Guarantee Success? – 1 PDH

**Moderator:** Charysse Knotts, PE., PMP, LEED AP, Black & Veatch  
**Speaker:** Cdr. Christine Yerkes, PE., USN (Ret.), CEO, Yerkes South Inc.

**Education Track: Entering the Federal Marketplace**  
Teaming, Joint Ventures and Mentor-Protégé’s are becoming increasingly popular for less experienced companies to be able to win contracts faster. But there are a number of questions that have to be answered about them. Is it worth it to pursue them? What’s the difference between them? How do you choose a team member? We will discuss our teaming experiences with you, and share the good, the bad, and the ugly.
THURSDAY, NOVEMBER 21

3:30 p.m. - 4:30 p.m.

**How to Develop Seller-Doers…or Become One! – 1 PDH**

**Moderator:** Catherine Niles, Global Engineering Solutions

**Speaker:** Jim Rogers, President, Seller-Doer Academy

**Education Track: Marketing & Business Development**

Inertia is the enemy of business development. You know inertia; it sounds like this: “I’m too busy delivering client work,” or “You haven’t given me enough training,” or “I’m an introvert.” If you know the skills required for “BD” success and how to quickly master them, you will overcome inertia and take command of your career. If you are an owner, learn how to develop your seller-doers—then you will have more sellers selling more!

**Success Through Compliance: Your SB Subcontracting Program – 1 PDH**

**Moderator:** Gene Snyman, USACE Tulsa District

**Speakers:**
- Debra Sampson, Small Business Liaison Officer, FLUOR
- Gwen Johnson, Director of Small Business Programs, Parsons
- Shawn Ralston, Small Business Program Manager, AECOM
- Stephanie Sherwood, Small Business Program Manager, Weston Solutions

**Education Track: Regulations, Rules, and the Government Framework**

Did you know that in FY2018, over $79 billion in federal subcontracting went to small businesses? Most of this was through subcontracting plans held by large businesses. Learn what regulations require, what agencies expect, and how compliance is achieved. See how large firms are working to meet their small business obligations and ensure they are providing small businesses maximum practicable opportunity to participate.

**Navigating DOS/DOD Overseas Small Business Opportunities – 1 PDH**

**Moderator:** Col. John Cawthorne, USAF (Ret.), Neumarket Consultants

**Speaker:**
- Curt Heckelman, P.E., Deputy District Engineer, USACE Philadelphia District
- Mitch Miles, Division Director, Office of Construction Management, Bureau of Overseas Buildings Operations
- Lt. Col. Christian Knutson, P.E., PgMP, PMP, USAF (Ret.), Europe Program Manager, Stanley Consultants

**Education Track: Small Businesses in the Overseas Market**

The U.S. government has many overseas infrastructure and facilities requirements: construction, renovations, and operations/maintenance. This may seem full of opportunity or full of risk, depending on your firm’s risk tolerance. The fact is, it’s both. Discover the cultural, legal, financial, and administrative challenges of overseas work.

4:30 p.m. - 6:00 p.m.

**Networking Reception in the Exhibit Hall**

**Sponsored by**

![Sponsors](image-url)
FRIDAY, NOVEMBER 22

8:00 a.m. - 1:00 p.m.  Conference Registration  Lobby A-B

8:30 a.m. - 9:00 a.m.  Continental Breakfast in the Exhibit Hall  Hall A-B

SCHEDULE

8:30 a.m. - 11:30 a.m.  Networking Roundtables (by appointment)  Ballroom A 2-3

Government agencies and large businesses will host roundtables at which they will be available to discuss real business opportunities, share information on doing business with them, and lay the foundation to develop new client-consultant relationships with small businesses. Networking Roundtables are available by appointment only; book an appointment through the SBC Attendee Service Center at www.samesbc.org, located under the Sessions menu tab at the top, and then click on the Service Centers in the left-side menu. (See page 2 for more about Networking Roundtables.)

8:30 a.m. – 12:30 p.m.  Exhibit Hall Open  Hall A-B

9:00 a.m. – 11:30 a.m.  Industry-Government Engagement Topics Discussion (open to anyone)  Room C 148

9:00 a.m. - 10:00 a.m.  Vertical Construction Business Opportunities (Part 1)  Ballroom C 1-2

Moderator: Capt. Bill Bersson, PE., FSAME, USN (Ret.), HCR Construction Inc.
Speakers: Bob Silver, PE., Director, Military Construction Programs, HQ NAVFAC
• Col. Tom Brown, USAF (Ret.), Chief, CONUS MILCON Execution, AFCEC

In this session, AFCEC and NAVFAC will present information on facility construction and military construction projects currently planned or programmed for present mission requirements, to include medical facilities, major weapon system beddowns, and more.

Department of Veterans Affairs Cemeteries Business Opportunities  Ballroom C 3

Speakers: Ann Marie Sweet-Abshire, RA, PMP, Director, National Region, Office of Construction & Facilities Management, VA • Robert Capers Jr., Director, Contracting Service Department, National Cemetery Administration

Learn how the Department of Veterans Affairs plans, programs and maintains current cemeteries; hear about the process for constructing new ones; and gain insights on future cemetery programs opportunities for small businesses.

Federal Spending Trends: Going Beyond Opportunities – 1 PDH  Room C 140

Speakers: Archisha Mehan, Vice President, Fedmine LLC • Lindsay Carry, Director, Customer Success, Fedmine LLC

Education Track: Advanced Business & Procurement Strategies

While federal spending has grown the last five years, including in facilities and construction, what percentage is going to small businesses, particularly as Mod 0 or brand new contracts? How many of those are joint ventures; what is awarded as set-asides; are specific NAICS codes doing better? Learn about federal spending trends in the A/E/C industry to help you go beyond opportunities to plan your business strategy.
Starting a Business? Be Distinct and Differentiate – 1 PDH

**Moderator:** Brian Pieplow, PMP, AICP, LEED AP, ENV SP, MCFA

**Speakers:** Brittany Palmer, CEO, Juniper Environmental • Lt. Col. Brian Kraemer, USAR, Managing Principal, MCFA

**Education Track:** Entering the Federal Marketplace

Starting and growing a successful small business in the federal marketplace is no small task. Passion, drive, energy, commitment, and an entrepreneurial zeal are needed. But small businesses often make the mistake of fashioning themselves as a clone of larger companies. A quicker path to success is to define and capitalize on your firm’s unique strengths. Learn the secrets of developing a successful small business.

Myth Busters: Mysteries of Government Proposals – 1 PDH

**Moderator:** Sherrie Plonski, USACE Buffalo and Pittsburgh Districts

**Speakers:** Ann Burke, Senior Business Development Manager, Cabrera Services Inc. • Jeffrey Ernest, Chief of Contracting, USACE Buffalo and Pittsburgh Districts

**Education Track:** Marketing & Business Development

This session will feature a mock dialogue between a contractor proposal preparation manager and their counterpart request-for-proposal preparation official from the government. Each person will ask the other the frustrating issues/questions they encounter in the proposal process. Preparing proposals is a huge investment for contractors, large and small. Learn why more insight into all parts of this process will only help both sides prepare and receive more “on point” proposal responses.


**Moderator:** James Hoffman, Summer Consultants Inc.

**Speakers:** A. John Shoraka, Managing Director, GovContractPros LLC • Dennis Guadarrama, Director, Strategic Acquisition and Category Management Directorate, AFCEC

**Education Track:** Regulations, Rules, and the Government Framework

Category Management, Strategic Sourcing, Section 809 Panel Recommendations, Consolidation and Bundling, Similarly Situated: the changing world of procurement is tough to keep up with. This session will provide a lens to understand the historic shifts of the marketplace in order to stay ahead of the curve and minimize negative impacts.
**Vertical Construction Business Opportunities (Part 2)**  
**Ballroom C 1-2**

**Moderator:** Col. Donald Degidio, USA (Ret.), Global Engineering Solutions  
**Speaker:** Brig. Gen. Paul Owen, P.E., USA, Commander, USACE Southwestern Division

USACE will present information on military construction projects currently planned or programmed for present mission requirements, to include medical facilities, major weapon system beddowns, and more.

---

**Swimming in the Deep End – 1 PDH**  
**Room C 140**

**Moderator:** Jeff Duguid, RLF  
**Speaker:** Kumar Buvanendaran, P.E., President & CEO, PRIME AE Group Inc.

**Education Track: Marketing & Business Development**
Graduating from a small business is an impressive accomplishment—but a scary one to consider. This presentation will share first-hand experiences about the crossroads that small business owners face as they grow and the anxiety they may feel in transitioning from a small business classification. Growing a business is not just a worthy goal, often it is a necessity for survival in the market. There are challenges with leading a firm out of the small business size standard—but there also are strategies for sustained success in the future.

---

**Small Business Success on Large IDIQ Contracts – 1 PDH**  
**Room C 141**

**Moderator:** Nathan Guinzy, Guinzy LLC  
**Speaker:** Wallace Smith III, P.E., Director of Federal Services, Garver

**Education Track: Entering the Federal Marketplace**
The only thing more frustrating for a small business on a large business team than not winning a contract, is to WIN that contract, then not be utilized on that same contract. This session will show you how you can prevent this from happening to your small business. There are key items that any small business should know such as a properly worded teaming agreement between a large business and a small business that helps ensure fairness to all involved.

---

**Unleashed Potential: Fearless & Flourishing 8a Graduates – 1 PDH**  
**Room C 142**

**Moderator:** Michele Nanna, CF-APMP, MTN Consulting Group  
**Speakers:** Albert Edwards, Managing Director, Corporate Environmental Risk Management • Theresa Daytner, President & CEO, Daytner Construction Group • Roger House, President & CEO, Axiom Corp.

**Education Track: Marketing & Business Development**
This session—featuring a compelling case study of three diverse firms that have graduated from the 8a program—will reveal deep insights and business strategies of successful entrepreneurs to inspire and educate other small businesses. What do they have in common? What drives their success? This panel of leaders will create a dynamic discussion to encourage breakthrough results.
**FRIDAY, NOVEMBER 22**

10:30 a.m. - 11:30 a.m.  
"All Small" JVs Proliferation and Unintended Consequences – 1 PDH  
Room C 144-145

*Speakers: Patrick McMullen, Proposal and Business Development Consultant, Tooke Consulting • Terry Bashore, Small Business Specialist, Air Force Installation & Mission Support Center • Doug Defazio, Director of Corporate Strategy & Risk Management, The KOMAN Family of Companies*

**Education Track: Regulations, Rules, and Government Framework**

As a small business owner or “BD” decision-maker, do you understand what’s happening across DOD as a result of SBA’s 2016 All Small Mentor Protege Program and the unintended consequences that will arise over the long run? Get the data, and listen to experts explain the details on both the short- and long-term impacts to their business and the best options for the DOD contracting community to provide competition that does not force a small business into a joint venture arrangement.

11:30 a.m. - 12:30 p.m.  
Networking Brunch in the Exhibit Hall  
Hall A-B

12:31 p.m. - 5:00 p.m.  
Exhibitor Move-Out  
Hall A-B

12:45 p.m. - 1:45 p.m.  
Closing Plenary Session with the Executive Leaders Panel  
Hall C

The 2019 Federal Small Business Conference will conclude with a panel featuring leaders from the U.S. Army Corps of Engineers, Naval Facilities Engineering Command, Air Force Civil Engineer Center, and Department of Veterans Affairs. Learn what type of support military and government need that industry can deliver to help them achieve their missions in the years ahead, including ways that small businesses can participate.

*Moderator: Col. Sal Nodjomian, P.E., FSAME, USAF (Ret.), Matrix Design Group*

*Speakers: Lt. Gen. Todd Semonite, P.E., USA, U.S. Army Chief of Engineers and Commanding General of the U.S. Army Corps of Engineers • Rear Adm. John Korka, P.E., CEC, USN, Commander, Naval Facilities Engineering Command, and Chief of Civil Engineers • Terry Edwards, P.E., SES, Director, Air Force Civil Engineer Center • Tony Costa, SES, Acting Executive Director, Office of Construction & Facilities Management, Department of Veterans Affairs*

*Schedule as of Oct. 25; subject to change.*
Connecting small businesses with big opportunities

Wood is a global leader in engineering, project and technical services for government agencies. Working with small business teaming partners and suppliers is also a vibrant part of culture. We provide you with advanced mentoring, outreach and sourcing solutions to help transform your business. It’s just one reason why the Small Business Administration awarded us four consecutive Dwight D. Eisenhower awards.

Visit us at booth 318!

woodplc.com/sbprogram
EXHIBIT HALL INFORMATION

With more than 400 exhibitors, the SBC Exhibit Hall is the ultimate source for conducting market research. Whether you are looking to procure services to fulfill a contract, connect with clients, or find a teaming partner, it’s all right here! Make a great connection? Tell everyone using #SAMESBC19!

Remember to stop by the SAME Booth where you can become a member of the Society or update your record. And, make sure to visit our Strategic Partners in the Exhibit Hall: National 8(a) Association, HubZone Contractors National Council, National Veteran Small Business Coalition, Norwich University, Society for Marketing Professional Services, and the Construction Management Association of America!

EXHIBIT HALL HOURS

<table>
<thead>
<tr>
<th>DAY, November 19</th>
<th>Exhibitor Move-In</th>
<th>OPENS</th>
<th>CLOSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuesday, November 19</td>
<td>9:00 a.m.</td>
<td>5:00 p.m.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DAY, November 20</th>
<th>Exhibitor Final Preparation</th>
<th>OPEN for Networking</th>
<th>OPENS</th>
<th>CLOSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday, November 20</td>
<td>7:30 a.m.</td>
<td>8:45 a.m.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Open for Networking</td>
<td>10:30 a.m.</td>
<td>7:00 p.m.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DAY, November 21</th>
<th>Open for Networking</th>
<th>OPENS</th>
<th>CLOSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday, November 21</td>
<td>10:00 a.m.</td>
<td>6:00 p.m.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DAY, November 22</th>
<th>Open for Networking</th>
<th>Exhibitor Move-Out</th>
<th>OPENS</th>
<th>CLOSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Friday, November 22</td>
<td>8:30 a.m.</td>
<td>12:30 p.m.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>12:31 p.m.</td>
<td>5:00 p.m.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

RELAXATION LOUNGE

Exhibit Hall, End of 900 Aisle

After you’ve toured the Exhibit Hall and done a lot of networking, you deserve to relax with a chair massage and unwind before the next activity. *Sponsored by RS&B*

HOURS OF OPERATION

<table>
<thead>
<tr>
<th>DAY, November 20</th>
<th>TIME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday, November 20</td>
<td>10:30 a.m. – 4:30 p.m.</td>
</tr>
<tr>
<td>Thursday, November 21</td>
<td>10:00 a.m. – 4:30 p.m.</td>
</tr>
<tr>
<td>Friday, November 22</td>
<td>8:30 a.m. – 12:30 p.m.</td>
</tr>
</tbody>
</table>

SMALL BUSINESS PASSPORT

Find your next great small business partner! Visit each small business exhibitor listed in the Small Business Passport, have a representative stamp your passport, and then submit the completed passport to the SAME Booth to be entered in a drawing for one of three prizes: a $500 Amazon gift card, a $250 Amazon gift card, or a $100 Amazon gift card. Share your SBC adventure using #MySBJourney!
## EXHIBITOR LISTING (alpha order)

<table>
<thead>
<tr>
<th>EXHIBITOR</th>
<th>EXHIBITOR</th>
<th>EXHIBITOR</th>
<th>EXHIBITOR</th>
<th>EXHIBITOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Above Group Inc</td>
<td>Advanced Environmental Management Group</td>
<td>AE Works Ltd</td>
<td>AECOM</td>
<td>Aerial Data Service Inc</td>
</tr>
<tr>
<td>Abscope Environmental Inc</td>
<td>ADC Engineering</td>
<td>ADS Inc</td>
<td>AES Group Inc</td>
<td>Aerotech Inc</td>
</tr>
<tr>
<td>ADC Engineering</td>
<td>Advanced Environmental Management Group</td>
<td>AE Works Ltd</td>
<td>AECOM</td>
<td>Aerial Data Service Inc</td>
</tr>
<tr>
<td>Abscope Environmental Inc</td>
<td>ADC Engineering</td>
<td>ADS Inc</td>
<td>AES Group Inc</td>
<td>Aerotech Inc</td>
</tr>
</tbody>
</table>

For the full list, please refer to the document.
<table>
<thead>
<tr>
<th>EXHIBITOR</th>
<th>BOOTH #</th>
<th>EXHIBITOR</th>
<th>BOOTH #</th>
<th>EXHIBITOR</th>
<th>BOOTH #</th>
</tr>
</thead>
<tbody>
<tr>
<td>KMEA</td>
<td>1322</td>
<td>Prime Associates LLC</td>
<td>1047</td>
<td>Tetra Tech LLC</td>
<td>1233</td>
</tr>
<tr>
<td>KMK</td>
<td>633</td>
<td>Procurement Technical Assistance Center (PTAC)</td>
<td>1720</td>
<td>Teya Development</td>
<td>1339</td>
</tr>
<tr>
<td>KNIGHT SOLUTIONS</td>
<td>748</td>
<td>ProjectTime &amp; Cost LLC</td>
<td>1115</td>
<td>Thalle Construction Co</td>
<td>1440</td>
</tr>
<tr>
<td>KOMAN Holdings</td>
<td>1222</td>
<td>Prosser Inc</td>
<td>1933</td>
<td>The Barbour Group LLC</td>
<td>848</td>
</tr>
<tr>
<td>Larson Design Group</td>
<td>1204</td>
<td>Protection Engineering Consultants</td>
<td>1538</td>
<td>The Building People</td>
<td>1814</td>
</tr>
<tr>
<td>Leebcor Services LLC</td>
<td>837</td>
<td>GRI/Quaternary Resource Investigations LLC</td>
<td>824</td>
<td>The Home Depot</td>
<td>835</td>
</tr>
<tr>
<td>LEGO Construction Co.</td>
<td>1304</td>
<td>Quality First Construction LLC</td>
<td>(dba Quality First Marine)</td>
<td>1151</td>
<td>The National 8(a) Association</td>
</tr>
<tr>
<td>Leidos</td>
<td>1324</td>
<td>Quality Services International LLC</td>
<td>643</td>
<td>The Urban Collaborative LLC</td>
<td>1016</td>
</tr>
<tr>
<td>LEO A DALY</td>
<td>1240</td>
<td>R&amp;K Solutions Inc</td>
<td>1123</td>
<td>The Walsh Group</td>
<td>802</td>
</tr>
<tr>
<td>Lochinvar LLC.</td>
<td>417</td>
<td>R. H. Shackelford Inc</td>
<td>405</td>
<td>THTBC</td>
<td>525</td>
</tr>
<tr>
<td>Lowe Engineers</td>
<td>1119</td>
<td>R2T</td>
<td>808</td>
<td>Tigerbrain Engineering Inc</td>
<td>634</td>
</tr>
<tr>
<td>LRS Federal LLC</td>
<td>516</td>
<td>Ramtech Building Systems Inc</td>
<td>646</td>
<td>TL Services Inc</td>
<td>1742</td>
</tr>
<tr>
<td>Lunaco Construction Group</td>
<td>916</td>
<td>RealStreet</td>
<td>1023</td>
<td>TLI Solutions Inc</td>
<td>617</td>
</tr>
<tr>
<td>Mabbert &amp; Associates Inc</td>
<td>1623</td>
<td>RELVANT Global LLC</td>
<td>1434</td>
<td>Total Vapor Solutions</td>
<td>841</td>
</tr>
<tr>
<td>Mahorovy Group Inc</td>
<td>606</td>
<td>RJRudy LLC</td>
<td>1248</td>
<td>Trihydro Corp</td>
<td>1221</td>
</tr>
<tr>
<td>Manson Construction Co.</td>
<td>1514</td>
<td>RJS Construction Inc</td>
<td>409</td>
<td>Trophy Point LLC</td>
<td>735</td>
</tr>
<tr>
<td>Martinez Construction Services</td>
<td>1047</td>
<td>RLF</td>
<td>1047</td>
<td>TRS Group Inc</td>
<td>1509</td>
</tr>
<tr>
<td>Mason &amp; Hanger</td>
<td>840</td>
<td>Romanyak Consulting Corp</td>
<td>1508</td>
<td>TTL Associates</td>
<td>734</td>
</tr>
<tr>
<td>Mobile Modular</td>
<td>1342</td>
<td>Roof Hugger LLC</td>
<td>1542</td>
<td>U.S. Department of Veterans Affairs</td>
<td>621</td>
</tr>
<tr>
<td>Moffatt &amp; Nichol</td>
<td>1137</td>
<td>Rose Consulting Law Firm</td>
<td>924</td>
<td>Office of Small &amp; Disadvantaged</td>
<td></td>
</tr>
<tr>
<td>Mott MacDonald</td>
<td>807</td>
<td>Royce Construction Services</td>
<td>1247</td>
<td>Business Utilization</td>
<td>1716</td>
</tr>
<tr>
<td>MULE Engineering &amp; Construction</td>
<td>1047</td>
<td>RQ Construction LLC</td>
<td>1606</td>
<td>U.S. Small Business Administration</td>
<td>1834</td>
</tr>
<tr>
<td>National Facility Solutions LLC</td>
<td>1442</td>
<td>Ryzhka International LLC.</td>
<td>1332</td>
<td>USA Environmental Inc</td>
<td>1149</td>
</tr>
<tr>
<td>National Veteran Small Business Coalition</td>
<td>1616</td>
<td>Sandia National Laboratories</td>
<td>549</td>
<td>USAE Great Lakes &amp; Ohio River Division</td>
<td>738</td>
</tr>
<tr>
<td>New South Associates</td>
<td>624</td>
<td>Scout Environmental Inc</td>
<td>403</td>
<td>USAE Mississippi Valley Division</td>
<td>1155</td>
</tr>
<tr>
<td>Nobis Group</td>
<td>1518</td>
<td>SES Group of Companies</td>
<td>917</td>
<td>USAE North Atlantic Division</td>
<td>850</td>
</tr>
<tr>
<td>Normandeau Associates Inc</td>
<td>1533</td>
<td>Severson Environmental Services Inc</td>
<td>923</td>
<td>USAE Northwestern Division</td>
<td>1250</td>
</tr>
<tr>
<td>North Wind Group</td>
<td>801</td>
<td>Siemens Industries Inc</td>
<td>500</td>
<td>USAE Pacific Ocean Division</td>
<td>1355</td>
</tr>
<tr>
<td>Norwich University</td>
<td>637</td>
<td>Signals Defense LLC</td>
<td>922</td>
<td>USAE Safety Office</td>
<td>551</td>
</tr>
<tr>
<td>Obermayer Rebmann Maxwell &amp; Hippel</td>
<td>753</td>
<td>Singhofen &amp; Associates Inc</td>
<td>1047</td>
<td>USAE South Atlantic Division</td>
<td>1436</td>
</tr>
<tr>
<td>O'Brien Engineering Inc</td>
<td>733</td>
<td>Sky Blue Builders LLC</td>
<td>547</td>
<td>USAE South Pacific Division</td>
<td>1539</td>
</tr>
<tr>
<td>Odin Construction Solutions</td>
<td>639</td>
<td>Smaller Environmental Business</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Olson.</td>
<td>825</td>
<td>Sentinel Fence &amp; Contracting LLC</td>
<td>1640</td>
<td>USAE Southwestern Division</td>
<td>1339</td>
</tr>
<tr>
<td>Oneida ESC Group.</td>
<td>1446</td>
<td>SES</td>
<td>917</td>
<td>VANCE TransAtlantic Division</td>
<td>636</td>
</tr>
<tr>
<td>Onion Equipment</td>
<td>514</td>
<td>St. George Tanaq Corp</td>
<td>819</td>
<td>U.S. Army Engineer Research &amp; Development Center</td>
<td>1536</td>
</tr>
<tr>
<td>Oracle</td>
<td>818</td>
<td>Stanley Consultants Inc</td>
<td>809</td>
<td>VA Construction &amp; Facilities</td>
<td></td>
</tr>
<tr>
<td>Osprey Management LLC</td>
<td>832</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paradigm Engineers and Constructors PLLC</td>
<td>1421</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Parsons</td>
<td>1133</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PDI Communication Systems Inc</td>
<td>1205</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pennoni</td>
<td>1602</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Perma-Fix Environmental Services Inc</td>
<td>1501</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Petroleum Resources &amp; Development Inc. (PR&amp;D)</td>
<td>1047</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phigenics LLC</td>
<td>1219</td>
<td>Strategic Alliance Solutions</td>
<td>1636</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PilieroMazza PLLC</td>
<td>705</td>
<td>Summit Environmental Services</td>
<td>537</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pioneer Technical Services Inc</td>
<td>1523</td>
<td>Sundance Consulting Inc</td>
<td>615</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pizuta Management Group</td>
<td>1306</td>
<td>SurvTech Solutions Inc</td>
<td>517</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Polu Kai Construction Inc</td>
<td>518</td>
<td>Swiftnesspace</td>
<td>856</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pond</td>
<td>932</td>
<td>Symmes Maini &amp; McKee Associates Inc</td>
<td>815</td>
<td></td>
<td></td>
</tr>
<tr>
<td>POWER Engineers Inc</td>
<td>1500</td>
<td>Synectics</td>
<td>820</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Powerex</td>
<td>1249</td>
<td>SYTE Corp</td>
<td>941</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prairie Engineers PC</td>
<td>1300</td>
<td>T. Baker Smith LLC</td>
<td>1256</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PrecisionHawk</td>
<td>1305</td>
<td>Telgian</td>
<td>1833</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prime AE Group Inc</td>
<td>1624</td>
<td>Teka LLC</td>
<td>714</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

SBC Sponsors=SOLD

(Exhibitor listing as of Sept. 20; exhibitors added from Sept. 21 to Oct. 24 listed on page 53. See the SBC Mobile App for a complete listing.)
Meet Shawn.

Shawn is our Small Business Program Manager. He was the 2018 SAME Industry Small Business Advocate Award winner. We weren’t surprised. He may work for one of the largest A/E/C firms in the world, but he eats, sleeps, and breathes small business. Why?

“It’s incredibly gratifying to help small businesses grow and better understand the market,” he says. “I have the opportunity to introduce them to new clients and support them in expanding their capabilities.”

Shawn’s a humble guy. The truth is, he’s a big part of what makes AECOM’s award-winning Federal Small Business Program so successful.

From our 2019 ranking as the #1 Military Friendly® Supplier Diversity Program in the U.S. to our longstanding mentor-protégé participation, Shawn is a key player. His passion is fueled by working with small and diverse firms — not only to help them compete more effectively in the marketplace, but to help connect their talents with our clients’ needs. That means successful outcomes for everyone.

If your small business is ready to make a big impact, get in touch with shawn.ralston@aecom.com, stop by Booth #1015, or visit aecom.com/sbc
AECOM ........................................Booth 1015
Cynthia Moore ........................................(404) 965-9600
www.aecom.com
AECOM designs, builds, finances and operates infrastructure assets for the military, government, and organizations in 150 countries. As a fully integrated firm, we connect knowledge and experience across our global network of experts to help clients solve their complex challenges. See how we deliver what others only imagine at aecom.com.

Above Group Inc ..............................Booth 749
SDVOSB
Lettie Andrade De La Torre ...............(321) 345-9026
www.abovegroupinc.com

Abscope Environmental Inc...........Booth 1109
HUBZone
Jason Haller ......................................(443) 324-4208
www.abscope.com

ADC Engineering............................Booth 715
John Brandon ....................................(803) 261-9007
www.adcengineering.com

ADS, Inc.......................................Booth 1321
Kristie Roseboom .........................(757) 275-7981
www.adsinc.com

Advanced Environmental Management Group ..........Booth 523
MOSB
Melissa Wilson ..............................(734) 354-9070
www.aemgroup.biz

AE Works Ltd.................................Booth 1714
SDVOSB
Richard Witt Jr. ..............................(814) 242-0489
https://ae-works.com
With a mission to transform the lives of people and organizations by creating stunningly beautiful, highly functional, and safer spaces, AE Works integrates the practices of architecture, engineering, security risk management and project, program and construction management to develop innovative, creative and collaborative solutions to building design challenges.

Aerial Data Service Inc ..............Booth 1414
WOSB; HUBZone
Doug Ward .......................................(918) 622-4144
www.aerialdata.com

Aerotek Inc .....................................Booth 1232
Kathleen Zazzara .............................(410) 579-3110
www.aerotek.com

AES Group Inc...............................Booth 1443
SDVOSB
Andrea Keough ...............................(303) 841-3922
www.aes-grp.com

AGEISS Inc .................................Booth 1336
Garrett Smith .................................(210) 863-1011
www.ageiss.com

AGVIQ LLC .................................Booth 1409
8(a); NAOSB
David Leadenham .........................(757) 213-8580
www.tikigaq.com

Ahtna Design-Build Inc ...............Booth 1522
8(a); NAOSB, SDB
Craig O’Rourke ...............................(714) 824-3471
www.ahtna-db.com

Ahtna Global LLC .........................Booth 1043
8(a); HUBZone; NAOSB, SDB
Kjersti Parker .................................(907) 433-0749
www.ahtna-inc.com

Aliant Corp .....................................Booth 616
VOSB; SDVOSB, SDB
Greg Galaher .................................(865) 363-0726
www.aliantcorp.com

ALS ............................................Booth 605
MOSB
Maleah Forbes ...............................(281) 575-2163
www.alsglobal.com

American Engineers Inc ..............Booth 1122
MOSB
Cory Underwood .........................(270) 651-7220
www.aei.cc

AMEC 1 LLC ....................................Booth 1525
MOSB, 8(a); HUBZone, NAOSB, SDB
Ryan Hash ....................................(954) 703-9156
www.ames1.net
AMEC1, LLC’s core business specializes in general construction, operations and maintenance, and environmental services. Our experience makes the company a leader in the industry, completing high quality projects in some of the most isolated regions in Alaska to the most populated cities across the United States.

AMG Inc ..................................Booth 1348
MOSB
Joe Landrum Sr. .............................(937) 260-4627
www.amg-eng.com

Anderson Engineering ..........Booth 708
SDVOSB
Tim Johnson .................................(763) 412-4000
www.amg-eng.com

Apollo Sunguard Systems Inc ......Booth 1356
SDVOSB
Kevin Connolly .........................(914) 925-3000
www.apollosunguard.com
Apollo Sunguard manufacturers shade structures available on GS-07F-0320N, Distributes ChargePoint EV stations available on GS-30F-0029Y and BPA GS-30F-GA082, and manufactures solar carport structures that meet all Building Codes nationally. We can custom engineer our products to meet your requirements. The best warranty in the industry.

Small Business Designation Key:
8(a) SBA Certified 8(a) Program Participant
HUBZone Historically Underutilized Business Zone
MOSB Minority Owned Small Business
NAOSB Native-American Owned Small Business
SDB Small Business (no socio-economic status)
SDVOSB Service Disabled Veteran-Owned Small Business
VOSB Veteran-Owned Small Business
WOSB Woman-Owned Small Business

EXHIBITOR DIRECTORY

TITANIUM PARTNER

Brass Sponsor
APSIC Construction Management........Booth 1117
Chris Cooper...........................................(949) 679-0202
www.apsicm.com
At APSI Construction Management, we understand that it takes a team to successfully deliver complex and multi-phased projects. Our 29-year history has been accomplished largely by teaming with Federal and other public agencies. Our comprehensive in-house services include Program Management, Project/Construction Management, Scheduling, Estimating, Claims Analysis, Risk Management and Inspection.

APTIM........................................Booth 1214
Kimberly Springer.................................(832) 823-2673
www.aptim.com
APTIM specializes in engineering, program management, environmental services, disaster recovery, complex facility maintenance, and construction services. Serving Government, Oil, Gas, Chemical, Industrial, Commercial, and Power clients, we are your partner and relentless advocate.

AquaFence USA Inc .........................Booth 723
Erik Flood...........................................(267) 521-9136
www.aquafence.com

Aquatech Eco Consultants...........Booth 841
Beau Williams............................(813) 918 6169
www.aquatecheco.com

Aqueousvets .........................Booth 1632
MOSB
Rob Craw...........................................(724) 991-3628
www.aqueousvets.com

AQUIS ............................................Booth 407
Christine Parrington.........................(978) 835-5495
www.aquissolutions.com

ARCADIS U.S. Inc ........................Booth 1140
Cheryl Hurns.............................(914) 804-2412
www.arcadis.com

Army Geospatial Center.............Booth 1350
Justin Kelly............................(703)-428-8351

Arrowhead Contracting Inc........Booth 842
MOSB
Steven Engley............................(515) 480-1002
www.arrowheadcontracting.com

Booz | Allen | Hamilton

Tomorrow’s world, built today.
Our engineers and applied scientists don’t just come up with the ideas to change the way our world works—we help build them.
ARS International .......................Booth 1333
MOSB; NAOSB; SDB
Kimberly Jack ........................................(225) 381-2991
www.amrad.com
ARS International is an Alaska Native Corporation with multiple 8(a) subsidiaries. Our core competencies include environmental characterization; environmental remediation; deactivation, decommissioning, decontamination and demolition services; construction services; analytical services; radiological surveys and characterization; hazardous and radioactive waste management; facility operation and maintenance; IT/Telecom; staff augmentation; and emergency/disaster response services.

AshBritt Environmental.............Booth 1349
Dow Knight ...........................................(954) 725-6992
www.ashbritt.com

ASRC Federal ..........................Booth 522
Al Casper ..........................................(301) 837-9098
www.asrcfederal.com
ASRC Federal comprises a family of companies that deliver engineering, information technology, infrastructure support, professional and technical services to U.S. civil, defense and intelligence agencies. ASRC Federal companies have employees in over 40 states across the U.S. focused on providing reliable, cost-efficient services that help government customers achieve mission success.

ASSA ABLOY ............................Booth 1633
Daniel Foppe ......................................(203) 848-9884
www.assaabloydss.com

ATAS International Inc............Booth 1435
Joseph Dominguez .......................(484) 553-7503
www.atas.com
ATAS International is a manufacturer of metal roofing and wall panels focused on sustainability and resiliency. ATAS offers energy efficient building envelope technology, such as cool metal roofing products, Isoleren insulated metal panels, and InSpire, the transpired solar air heating collector wall that uses sunlight to reduce energy costs.

Romanyak Consulting Corp. (RCC), a Service Disabled Veteran Owned Small Business (SDVOSB) founded in 1996 by Nick Romanyak, a Veteran himself, is proud to support those that fearlessly served our country by providing the best Architecture, Engineering, Planning, and IT services to VA Hospitals and Medical Centers across the United States and its Territories. Our work is very rewarding as it allows us to be a small, yet important, part of our industry that is working hard to ensure our heroes have safe, clean and well designed healthcare facilities for decades to come. Our team is here to answer any questions about current or upcoming projects. Please visit our website and reach out with any questions via the email address below.

Romanyak Consulting
Proud To Be A
2019 Platinum Sponsor

Architecture | Engineering | Planning | Information Technology (IT)

Romanyak Consulting is proud to be a Platinum Sponsor for the 2019 SAME Small Business Conference.

Come Visit Us At Booth #1508
matthew.hudson@romanyakconsulting.com | romanyakconsulting.com
Atkins is one of the world’s most respected design, engineering and project management consultancies. We support federal planning, environmental, infrastructure, and facility design projects throughout the US by delivering viable, timely, and sustainable solutions. Together, we can enrich lives by contributing to vibrant, sustainable communities one project at a time.

Ayuda Companies, an EDWOSB HUBZone certified firm, has performed $175M+ in Government and commercial contracts with CPARS ratings at 96% overall “Above Average” or better. Ayuda is a premier provider of environmental A/E, environmental consulting and remediation, historical restoration, and construction management services.

A-Zone Environmental Services provides environmental construction, remediation, drilling, demolition, Treatment System O&M, and other field services to private and public-sector clients. With more than 15 years experience, A-Zone employs senior level professionals, construction managers, drillers, equipment operators, and field technicians that have the expertise to satisfy all size projects.

Opportunity abounds. Let’s harness it, together.

Our multidisciplinary team can help you realize your mission’s every need, while maintaining your operational readiness. Learn more about our range of services.

Visit us at the Relaxation Station or go to rsandh.com/defense
Aztec Contractors Inc ...................Booth 834
MOSB, HUBZone, SDB
Nancy Leanos ..............................(915) 342-7994
www.azteccontractors.com

B&B Roadway
Security Solutions ........................Booth 415
Terry Young ..............................(972) 571-1927
www.bbrss.com

Brass Sponsor

Baer Engineering and
Environmental Consulting Inc ...Booth 1254
WOSB, SDB
Claudia Cutter ..............................(512) 453-3733
www.baereng.com

Barlovento LLC ..............................Booth 742
Terry Daglis ..............................(484) 364-0303
www.barloventollc.com

Basha Services LLC ....................Booth 1600
MOSB, 8(a); SDB
Neville Anderson ..............................(678) 909-4965
bashaservices.com
Basha Services is a 8(a) environmental contractor offering environmental remediation, emergency response, asbestos & lead abatement, mold remediation, sampling, hazmat, spill cleanup, safety training, consulting, general contracting, disposal, and disaster response services. Basha Services works domestically (US and its territories) and internationally.

Battelle .....................................Booth 1448
Mark Curran ..............................(800) 201-2011
www.battelle.org

Bay West LLC ..............................Booth 920
Lori Hintz ..............................(651) 291-3436
www.baywest.com
Bay West LLC is a Small Business (NAICS 562910) headquartered in St. Paul, MN with 21 offices nationwide. We provide HTRW/MEC remediation/investigation under MMRP, CERCLA, RCRA, and other Federal programs under prime contracts with USACE, USAEC, AFCEC, Navy, and USEPA.

Bronze Sponsor

Bechtel National Inc .................Booth 1234
Tina Banks ..............................(703) 429-6555
www.bechtel.com

Plan for the Future in Booth 701

It’s now possible to plan tomorrow’s projects with tomorrow’s construction costs. **RSMeans data** from Gordian includes predictive costs and analytics to accurately plan future projects.

Stop by booth 701 to see for yourself and learn how Gordian helps agencies with:

- **BUILDER™** SMS Cost Engine
- Technology Enablement of Contracting Programs
- FedRAMP Security Controls
- Post-Disaster Cost Indices
- Custom Data Development

MOSB: Minority-Owned Small Business
HUBZone: Historically Underutilized Business Zone
SDB: Small Disadvantaged Business
WOSB: Women-Owned Small Business
8(a): Disadvantaged Business Enterprise Program
Bhate is a small business firm headquartered in Birmingham, Alabama that specializes in environmental remediation, environmental compliance, vertical and horizontal construction, abatement and demolition, and fuels infrastructure programs. With 28 years of expertise as a Federal contractor, Bhate’s diversification allows us to provide comprehensive solutions to meet our clients’ challenges.

Black & Veatch
Special Projects Corp ..........Booth 1040
Angela Horton ....................(913) 458-7458
www.bv.com

Founded in 1915, Black & Veatch is a leading global engineering, consulting and construction company specializing in infrastructure development in federal services, energy, water, telecommunications, environmental services and management consulting. Our government work is focused on facility planning and design, critical infrastructure, security, transportation, civil works, and environmental services.

Bluestone Environmental Group, Inc. is an 8a, WOSB business specializing in environmental engineering consulting. We have extensive experience in environmental compliance, permitting, regulatory reporting, and environmental investigation. Our staff includes a multi-disciplinary team of engineers, scientists, and risk assessment.

Bold Concepts, Inc. provides comprehensive support services for Small Business (SB) General Contractors specializing in Federal Government Construction Programs—namely 8(a), Tribally-owned, HUBZone, SDVOSB, SB, and WOSB contractors.

We are on your team! Look to Atkins on your bench to help you grow.

Visit us at booth 1124
Together, we’ll protect what matters™
atkinsglobal.com/northamerica
Bronze Partner

Booz Allen Hamilton Inc.............Booth 1307
Christopher Blanchette...............(480) 993-8504
www.boozallen.com

Bristol Alliance of Companies......Booth 543
MOSB
Mark Morgan.................................(253) 312-9070
www.bristol-companies.com

Brockington and Associates .......Booth 736
WOSB, 8(a)
Scott Butler .................................(770) 662-5807
www.brockington.org
Brockington is a certified 8(a), WOSB Small Business dedicated to providing quality, professional cultural resources consulting services. We are historians, archaeologists, and architectural historians proficient in all tasks required of federal agencies necessary to protect cultural resources and historic sites, who also specialize in museum exhibits and interpretive signage.

Bureau of Engraving & Printing .............Booth 1638
Bernadine Wyatt .........................(202) 874-3236
www.moneyfactory.gov

Burns & McDonnell.................Booth 1125
Brianna Farmer .........................(816) 822-4324
www.burnsmcd.com
Burns & McDonnell is a full-service engineering, architecture, construction, environmental and consulting solutions firm, based in Kansas City, Missouri. Our multi-disciplined staff of 6,100+ represents virtually all design disciplines. We plan, design, permit, construct and manage facilities all over the world, with one mission in mind: Make our clients successful.

Cabrera Services Inc.................Booth 600
MOSB
Shannan Ryll ...............................(860) 819-3331
www.cabreraservices.com
Cabrera Services is a small business providing turnkey environmental and radiological expertise. We have a reputation for safe, high quality project delivery and our experience includes environmental and radiological support services, operations monitoring, building and structures demolition, waste management, transportation and disposal for all types of waste, restoration and construction.
Calvin L. Hinz Architects P.C. (CLH Architects) is an architectural firm with four main areas of expertise: Health and Senior Care, Education, Religious, and Financial facilities to include Department of Veterans Affairs Hospitals, Army and military branch projects. CLH Architects is a Service Disabled Veteran Owned Small Business.

CDG Engineers Inc. (CDG Engineers) is a multi-discipline engineering firm specializing in horizontal and vertical design for flood control, arc flash, docks, material handling, inland and coastal waterways, architecture, civil, structural, mechanical, electrical, and mining engineering. We serve the electric utility, industrial, public works, federal and mining market sectors.

CDM Smith provides lasting and integrated solutions in water, environment, transportation, energy and facilities. With 4,700 employees in 140 offices worldwide, CDM Smith is a full-service engineering and construction firm. Since our founding in 1947, CDM Smith has supported Department of Defense programs at hundreds of installations nationwide and overseas.

Cedarville Engineering Group LLC is a Service Disabled Veteran Owned Small Business (SDVOSB) and Women-Owned Small Business (WOSB) providing architecture, engineering, planning, and construction services.

Pond is a full-service architecture, engineering, planning, construction, and environmental services firm with over 50 years of experience serving military and federal clients.
Con Edison Solutions ............... Booth 1740
Pete Keating......................................(703) 346-9839
www.conedolutions.com
Con Edison Solutions is a leading energy services company that provides renewable energy, sustainability services, utility privatization, energy efficiency solutions, and comprehensive energy performance contracting. Con Edison Solutions is accredited as an Energy Service Provider by the National Association of Energy Service Companies (NAESCO).

Conley Group Inc ............... Booth 607
Kyle Hunter......................................(972) 444-9020
www.conleygroup.com

Conservant Systems Inc .......... Booth 821
Andrea Kraybill..............................(574) 370-1607
www.conservantsystems.com

Construction Cost Management Inc ........ Booth 1142
WOSB; HUBZone; SDB
Katy Abraham..............................(817) 625-6200
www.buildcostcontrol.com
Construction Cost Management, Inc. specializes in Government Estimating Standards. We provide quality estimating and support services from concept to completion. Our client-focused Professional Estimators stand ready to provide you with the precise expertise to meet all your construction cost control needs.

Continental Mapping Consultants Inc ........ Booth 838
Ben Redding..............................(608) 501-1563
www.continentalmapping.com

U.S. Military Academy
Academic Building Uprgrade Program
Master Plan and Programmatic Validation
West Point, New York, USA

Intensely focused on resolving program management, planning, design, engineering and logistical challenges associated with delivering missions, WSP and it’s small business partners work proactively with stakeholders to implement solutions.

Find out what we can do for you.

wsp.com/usa

Visit us at booth #1200 to learn more about our partnerships.

CDM Smith is proud to sponsor SBC 2019.
See us at Booth 501.

improving cybersecurity for industrial control systems
characterizing and treating PFOS and PFOA for safe drinking water
planning and designing resilient coastal infrastructure
Contrack Watts Inc ............................................ Booth 814
Bernard Boulad ............................................(253) 853-3311
www.contrackwatts.com

Cor-Ray Painting Co.................................. Booth 816
Christopher Goutagny ....................................(562) 906-9770
www.corraypainting.com

CoverSix Shelters, a division of RedGuard .............Booth 1025
Ross Draney .............................................(316) 440-5830
www.coversixshelters.com
CoverSix Shelters designs and manufactures specialized modular buildings and focuses on hardened structures to protect from blasts, ballistic attacks, forced-entry and other threats. Experienced in delivering projects globally to DoD, OBO and other agencies, stop by to see how relocatable buildings can deliver a project on time and on budget.

CP&Y Inc ............................................ Booth 1320
Amy Warden ............................................(214) 589-6911
www.cpyi.com
CP&Y is an employee-owned, innovative, and progressive full-service architectural and engineering firm. With a staff of over 400 professionals in Texas, Oklahoma, Colorado, and Virginia, CP&Y receives industry recognition by providing cost-effective solutions without sacrificing needs. To learn more about our services, visit www.cpyi.com.

Crawford Consulting Services Inc ............................ Booth 1242
WOSB
Kathryn Bilak .............................................(412) 823-0400
www.crawfordcs.com

Crawford Environmental Services (CES) .................... Booth 1242
Charlie Crawford ............................................(540) 343-6256
www.crawfordenvironmental.com
CES is a leading nationwide environmental services firm leveraging 45+ staff in 8 states, 20+ years of Federal remedial experience, including over $30M in task orders. Coast to coast, CES executes projects for various DoD agencies in the areas of HTRW, program management, compliance and planning, and remedial action-construction.

CTI and Associates Inc ................................. Booth 1437
Christopher Winkeljohn ....................................(248) 770-5790
www.cticompanies.com
CTI has evolved from a small construction testing and geotechnical engineering firm into a full-service contractor offering environmental, remediation and construction services to Federal, Industrial, and State/Local Government clients across the US. We have partnered with clients in 35 states to develop and execute projects.

CTI Energy Services ................................ Booth 704
SDVOSB
Craig Meadows .............................................(413) 885-8668
www.ctienergyservices.com

Crawford Environmental Services

Deltek .................................................... Booth 520
Alandra Jones ............................................(571) 767-1664
www.dla.mil/smallbusiness

DeSanctis Insurance Agency ...........................Booth 1715
Paul Patalano ............................................(781) 569-0146
www.desanctisins.com
DeSanctis Insurance Agency has been providing surety bond and insurance programs to the federal contracting sector since 1973. Our team delivers real-world solutions quickly and efficiently. Due to numerous and diverse relationships we have with surety and insurance companies, we meet the needs of both large and small contractors.

Design Build Consortium LLC .......................... Booth 823
SDVOSB
Chris Basham .............................................(903) 236-7700
www.designbuildlc.com
Design Build Consortium, LLC (DBC) is a CVE Certified SDVOSB that serves as an extremely unique facilitation of successful small and large business teaming/development on federal contracts for design, design-build, construction, and preventative maintenance. We build mutual successes by operating at the Speed of Trust with our 50+ consortium members.

CTA Architects Engineers .......................... Booth 806
Amanda Eva Jungles ....................................(786) 239-8041
www.ctagroup.com

Cyntergy AEC ........................................... Booth 706
Robert Day .............................................(918) 877-6000
www.cyntergy.com
Cyntergy is a small business offering engineering (all disciplines—civil, structural, electrical, mechanical, fire protection), architectural, interior design and construction services across the US. We provide design and design-build services for federal, state and local agencies as well as private clients and have worked at 34 military installations across the nation.

DeSanctis Insurance Agency

Deloite .................................................... Booth 1724
Kelly Owens ............................................(781) 569-0146
www.deloite.com
Deloite, the leading global provider of enterprise software and solutions for project-based businesses. www.deloite.com

Deltek

CTA Architects Engineers
Dynamic Solutions LLC ................................. Booth 504
Steve Sanborn .............................................(865) 212-3331
dynamic-solutions-llc.com
Dynamic Solutions, LLC is a WOSB building a better future and a cleaner environment through the expert application of advanced multi-dimensional hydrodynamic, sediment transport, water quality, toxics transport and aquatic ecosystem models. In 2017, we celebrated 21 years as one of the nation’s leading water resources engineering/surface water modeling firms.

Dynotec Inc ................................. Booth 1237
Michael Wright .............................................(614) 537-4999
dyntecinc.com
Dynotec, Inc. is an DBE/SBE architectural and engineering company headquartered in Columbus with offices in Cincinnati, Cleveland, and Pittsburgh. We provide services to include architectural, structural, transportation/roadway design, water/wastewater engineering, construction management/inspection, and surveying. We serve our clients and teaming partners consistently with integrity, innovation, and proven results.

Earth Services & Abatement 1 Priority
Environmental Services ................. Booth 746
Amy Evans .............................................(817) 595-0790
www.go1priority.com
Earth Services & Abatement, Inc. (ESA) specializes in asbestos abatement, structural demolition and contaminated soils and water remediation for various federal agencies and governmental entities. 1 Priority Environmental Services specializes in asbestos and lead paint abatement, mold remediation, commercial HVAC cleaning, biological and chemical decontamination contracting services.

EarthBalance Corp ......................... Booth 1634
Scott Wade .............................................(914) 426-7878
www.earebalance.com

Eastern Fire & Safety ................. Booth 1833
Kelly Torres .............................................(877) 438-3375
www.easternfiresafety.com

EJES Inc ......................................... Booth 1337
Reginald Crear ...........................................(214) 343-1210
ejesinc.com
EJES is a professional A/E design firm founded in 1997. EJES has been delivering superior professional consultant services for the past 22 years. EJES is a small MOSB firm that is certified by the Small Business Administration (SBA). We maintain offices in Dallas, Houston, Shreveport, New Orleans and Jackson, MS.

EasyPower LLC ................................. Booth 515
Ted Balderree .............................................(503) 655-5059 x422
www.easypower.com
For over 25 years, EasyPower continues to develop unprecedented technologies to make your job simpler, smarter, and safer—delivering powerful software that is inherently easy to use. The flagship product, EasyPower, includes the following modules: arc flash analysis, power flow, short circuit, protective device coordination, reliability, dynamic stability, and harmonic analysis.

ECC ................................................. Booth 503
Roland Moreau ...........................................(650) 347-1555
www.ecc.net

EJES Inc ................................. Booth 1337
Reginald Crear ...........................................(214) 343-1210
ejesinc.com
EJES is a professional A/E design firm founded in 1997. EJES has been delivering superior professional consultant services for the past 22 years. EJES is a small MOSB firm that is certified by the Small Business Administration (SBA). We maintain offices in Dallas, Houston, Shreveport, New Orleans and Jackson, MS.
EXHIBITOR DIRECTORY

ELA Group Inc ................................. Booth 1423
SDVOSB
Mary Ann Croft ...................................................................(318) 226-9794
elagroupgc.com

Emtek .................................................. Booth 817
Jon Fiutak .............................................................................(870) 942-4000
www.anthonycomposites.com

Energy and Environmental LLC...... Booth 841
MOSB; 8(a); HUBZone
John Karakorn .....................................................................(805) 832-6519
www.eellc-us.com

Environmental Consulting
and Training Services Inc ......... Booth 419
Fonda Wicker .......................................................................(865) 521-9898
www.ecats.tv
WOSB
Environmental Consulting and Training Services, Inc. is a certified WOSB small business. ECATS provides quality environmental, occupational safety, and industrial hygiene services, including authorized OSHA and customized training. Our staff averages over thirty-five years of experience. A majority of our personnel have military, and/or federal facility experience. GSA Contract GS10F0355L.

Environmental Design
International Inc ......................... Booth 1351
MOSB; WOSB
Gary Flentge .....................................................................(312) 345-8679
www.enndesigni.com

Environmental Monitoring
and Technologies Inc ................. Booth 904
SDVOSB
Jason Cristino ......................................................................(847) 324-3309
www.Emt.com

Environmental Quality
Management Inc ............................ Booth 1314
Lori Mathews .....................................................................(406) 531-8850
www.eqm.com

Environmental Restoration LLC  . Booth 608
Thomas Fuhrhop ..................................................................(636) 227-7477
www.erlfc.com

Environmental Solutions
& Innovations Inc .......................... Booth 1405
WOSB
Douglas McNeil ...................................................................(513) 591-6122
www.envsi.com
Environmental Solutions & Innovations, Inc. (ESI) is a WOSB Small Business assisting clients balance project needs with conservation and enhancement of the natural and cultural environment.

Environmental Works Inc ............ Booth 618
WOSB
Richard Scott ......................................................................(417) 890-9500
www.environmentalworks.com

Envirosolutions Inc .................... Booth 739
WOSB
Gregory Kernosek ................................................................(734) 641-2700
www.envirosolutionsinc.net

ESA South Inc ................................. Booth 1047
SDVOSB
Bob Sidoti .........................................................................(850) 937-8520
www.esasouth.net

ESOPMarketplace.com .............. Booth 1116
John Veale ............................................................................(860) 232-9858
www.esopmarketplace.com

Espinoza Consulting Services .... Booth 918
MOSB; WOSB; 8(a); HUBZone; SDB
Dee Espinoza ......................................................................(800) 511-8885
www.ecs-arch.com

Etegra Inc ........................................... Booth 1243
MOSB
Jason Sharp .........................................................................(314) 533-2200
www.etegra.com

Eurofins TestAmerica
Laboratories Inc .......................... Booth 836
WOSB
Kim Johnson ......................................................................(303) 264-7200
www.testamericaninc.com

EVX Software ................................ Booth 1408
Conrado Vina ......................................................................(415) 996-7442
www.evxssoftware.com

exp Federal Inc ............................... Booth 1415
Paul Rich ..............................................................................(202) 507-0231
www.expfederal.com

Bronze Partner

EYP Inc ................................................. Booth 601
Katherine Ollinger ..................................................................(202) 471-5000
www.eypae.com
EYP is the leading architecture and engineering firm developing new ideas and design solutions that help clients achieve critical missions at home and abroad. We balance aesthetics, functionality, and accessibility with safety and security to create buildings that inspire those whom they serve and protect.

Farnsworth Group Inc ............... Booth 716
Julie Fisher .............................................................................(406) 605-2626
www.f-w.com

Federal Contracts Corp .......... Booth 1208
SDVOSB; HUBZone
Clark Ricke ...........................................................................(813) 631-0000
www.federalcontractscorp.com

Brass Sponsor

Fedmine LLC ................................. Booth 1225
MOSB
Archisha Mehan ..................................................................(301) 279-7575
www.fedmine.us

Fickett Structural Solutions ...... Booth 1347
MOSB
Kristy Cerullo ........................................................................(973) 334-0003
www.fickettinc.com

First Environment Inc .............. Booth 1343
SDVOSB
Brass Sponsor

Fiorabama Geospatial Solutions LLC .................. Booth 841
HUBZone
Horace Walker .....................................................................(850) 480-7467
www.florabama-gs.com

Silver Sponsor

FLUOR ........................................... Booth 833
Debra Sampson ..................................................................(864) 281-6034
www.fluor.com
FORTA Corp ........................................... Booth 747
Susan Tiber.................................(724) 458-5221
www.forta-ferro.com

Since FORTA’s beginning in 1978, it continues to be the most respected name in the synthetic fiber industry. From a single grade of fiber, FORTA has expanded its product line to include an entire family of fibers tailored to the specific needs of the concrete and asphalt community.

Silver Sponsor
Fox Rothschild LLP .........................Booth 1419
Diana McGraw ................................(202) 794-1208
www.fishrothschild.com

Frankfurt-Short-Bruza Associates PC .......................... Booth 1543
Laure Majors...................................(405) 840-2931
www.fsb-ae.com

Bronze Sponsor
Garver ..................................................... Booth 1324
Wallace Smith...............................(501) 376-3633
www.garverusa.com

Garver is a full-service architecture, engineering, planning firm of 600+ personnel providing architecture, interiors, site, civil, structural, mechanical, electrical, plumbing, and fire protection design services as well as environmental, GIS, surveying, project controls, and construction management services for design-build, facilities, federal, training ranges, aviation, power, transportation, wastewater, and water projects.

Garver
Wallace Smith
Garverusa.com

Gardeyn Information Services Inc ..........Booth 1432
Dan Levine.................................(205) 941-0442
www.gsinc.com

Geographic Information Services, Inc. is an award-winning location based technology and professional services firm headquartered in Birmingham, Ala., with offices throughout the United States. Since 1991 our team of GIS professionals has been using Geographic Information Systems to solve staffing, technology, and business needs in various industries.

GeoStabilization International LLC ..........Booth 519
Steve Poole.........................(855) 579-0536
www.geostabilization.com

GEO Consultants Corp .................Booth 1014
WOSB; HUBZone
Todd Buchanan..............................(270) 462-3882
www.geoconsultantscorp.com

GoldenWolf LLC .........................Booth 1515
WOSB; VOSB; SDVOSB; 8(a); SDB
Sabrina Woltersberger .............(240) 672-7995
www.goldenwolf.com

GoldenWolf is a Women-Owned, Service-Disabled Veteran-Owned Small Business with 8(a) certification specializing in federal facilities management support services, engineering, and program management. Our team members bring a deep expertise and cultural understanding of the unique challenges working within the Department of Defense’s political and fiscal environment.
Platinum Sponsor

GORDIAN®

Gordian ........................................Booth 701
Lisa Cooley .....................................(505) 239-3446
www.gordian.com/federal
Gordian is the leading provider of facility and construction cost data, software and services across the building lifecycle. A pioneer of Job Order Contracting, Gordian’s solutions include our proprietary RSMeans data and Sightlines facility benchmarking and analysis. Gordian’s solutions help clients maximize efficiency, optimize cost savings and increase building quality.

GORDON .........................................Booth 1402
SDVOSB
Zachary Zedd .................................(757) 284-6026
www.gordon.us.com

GPD Group ....................................Booth 1519
Tina Belz ...........................................(330) 572-2100
www.gpdgroup.com

GRAINGER®

Grainger ........................................Booth 1738
Jim Dunn ...........................................(215) 816-7489
www.grainger.com
Grainger is America’s trusted source for industrial supplies and safety products. For over 90 years, we have been serving businesses to get the products and services they need. We do this by providing a huge selection of over 1.5 million products from thousands of trusted suppliers.

Graphic Products ..........................Booth 1516
Nicole Harris .................................(503) 469-3006
www.graphicproducts.com
Providing solutions for safety and visual communication since 1970, Graphic Products is the home of DuraLabel—the global leader in industrial label printers and supply. Visit GraphicProducts.com or call 888.326.9244.

Great Lakes Environmental & Infrastructure ..................Booth 1535
Suzanne Grib ....................................(269) 364-1917
www.gli.com

Grot Inc ............................................Booth 1643
Jerry Grot ...........................................(859) 254-4768
www.grotinc.com
HUBZone

Groundwater & Environmental Services Inc ..........................Booth 1220
Donielle Majka ....................................(800) 220-3068
www.gesonline.com
Groundwater & Environmental Services, Inc., better known as GES, is a small business concern under NAICS code 562910 for Environmental Remediation Services. We are engineers, geologists, scientists, consultants, and technical specialists. We are problem solvers, a trusted partner, and excel at tackling our clients’ most pressing environmental challenges.

GSI Pacific Inc ..................................Booth 725
MOSB
Stephanie Williams ......................(484) 744-0783
www.gsi-companies.com

GTP Consulting Engineers Inc ..........................Booth 752
Justin Tracy .....................................(770) 622-2270
www.gtp-eng.com

Guernsey .........................................Booth 800
Bob McCombs .................................(405) 416-8218
www.chguernsey.com
Guernsey is a multi-discipline firm, employing engineers, architects, planners, consultants, environmental scientists, designers, analysts, accountants and managers. Because we offer all these services under one roof, we are able to collaborate efficiently, giving you access to expert advice in a variety of disciplines and business sectors.

Gulf South Research Corp .............Booth 1334
WOSB, SDB
Suna Adam .....................................(225) 757-8088
www.gsresearch corp.com

Guy Engineering Services Inc .............Booth 1614
SDVOSB
Rebecca Alvarez ..............................(918) 437-0282
www.guyengr.com

Hakan Engineers & Consultants LLC ...........Booth 1441
MOSB, SDVOSB, SDB
Marcus Kim .................................(757) 701-8382
www.hakanengineers.com

Hannah Solar Government Services ..................Booth 1317
SDVOSB
Catelyn Amende .........................(843) 718-1866
www.hsgs.solar

Harger Lightning & Grounding ............Booth 1639
Erica Billiter .................................(847) 548-8700
www.harger.com

Harkins ........................................Booth 1417
Russ Alcorn .................................(405) 607-6167
www.harkinsbuilders.com
Harkins has been providing design build services to the federal, state and local government for over three decades. Our experience includes operational buildings, housing, mission critical facilities, and office space. We proudly support the mission by delivering projects to all levels of government.

HASKELL

Haskell .........................................Booth 1309
Russ Alcorn .................................(405) 607-6167
www.haskell.com
Haskell is a global, fully integrated, single source design-build and EPC firm with 1,352 in-house design, construction and administrative professionals across public and private sector markets. With $1 billion+/- in annual revenue and 20+ office locations around the globe, Haskell is a trusted partner for federal clients worldwide.
HCS Group PC ...........................................Booth 732
Kent Hornsby ...........................................(334) 277-6737
www.hcsgroupet.com

Silver Sponsor

HDR ..............................................Booth 1105
Kelly Offerman .......................................(703) 519-8883
www.hdrinc.com

EXHIBITOR DIRECTORY
**EXHIBITOR DIRECTORY**

**K.S. Ware & Associates LLC**  Booth 1456  
**WOSB**  
Jimmy Waddle ..............................................(615) 255-9702  
www.kswarellc.com

**KCCT**  
**Architecture | Planning | Interiors**  
**Booth 1215**  
Kelly Lozano ..............................................(202) 659-5600  
www.kcct.com  
KCCT is a full-service architecture, planning and interior design firm working worldwide with an emphasis on security. We are dedicated to providing clients with the highest quality professional services through innovative design, accurate construction documentation, and thorough construction administration, completed on time and within budget.

**KEMRON**  
**Environmental Services Inc**  Booth 703  
Kim Duckworth ..............................................(404) 636-0928  
www.kemron.com

**Kenall Inc**  
**Booth 1153**  
MOSB, WOSB, HUBZone, SDB  
Srujan Chikyala ..............................................(832) 251-8200  
www.kenallinc.com  
Kenall Inc. (Kenall) is a women owned, registered DBE and HUB Certified Firm, recognized as multi-disciplined consulting engineering firm providing full-service Architecture, Mechanical Engineering, Electrical Engineering, Structural Engineering, Civil Engineering, Design Engineering, Surveying, Construction Management, Testing & Inspection Services, Geotechnical and Environmental Services.

**Kiewit**  
**Booth 1524**  
Jim Poe .....................................................(817) 319-0104  
www.kiewit.com  
Kiewit is one of North America’s largest construction and engineering organizations. The employee-owned organization operates through a network of subsidiaries in the United States, Canada, and Mexico. Kiewit offers construction and engineering services in a variety of markets including transportation; oil, gas and chemical; power; building; water/wastewater; industrial; and mining.

**KMEA**  
**Booth 1322**  
VOSB, SDVOSB  
Spencer Patterson .............................................(210) 268-8748  
www.kmea.net

**KMK Construction Inc**  
**Booth 633**  
SDVOSB, HUBZone  
Larry Masse ..............................................(603) 767-7339  
www.kmkconstruction.com

**Knight Solutions**  
**Booth 748**  
MOSB, VOSB, SDVOSB, HUBZone, SDB  
Kevin Knight ..............................................(703) 244-4379  
www.knightsolutionsfirst.com

**Brass Partner**

**KOMAN Holdings**  
**Booth 1222**  
8(a)  
Amy D’Alonzo-Basehoar ......................................(610) 400-0626  
www.komanholdings.com  
The KOMAN Family of Companies are subsidiaries owned by the Natives of Kodiak, Inc. (NOK). NOK is committed to improving the quality of life for our shareholders through economic growth, asset diversification, and land management. NOK has diversified holdings in timber, land development, resource management, and commercial and government contracting.

**Silver Sponsor**

**Keano Solutions**  
**Booth 748**  
MOSB, WOSB, HUBZone, SDB  
Sally Riker ..................................................(770) 857-8426  
www.keanosolutions.com  
Lochinvar is the leading producer of energy-efficient boilers, water heaters, pool heaters and commercial package systems. We focus solely on serving our customers and offer them a product portfolio that delivers unmatched quality, performance and application flexibility. Lochinvar has a solution for all your water heating needs.

**LDS Federal**  
**Booth 1204**  
Lisa Denkovich ..............................................(724) 591-8562  
www.larsondesigngroup.com  
LDG Federal is a leading provider of architectural, engineering and planning services supporting all branches of the Department of Defense and Federal Agencies nationwide. LDG Federal has wide ranging experience working with the USAEC, NAVFAC, Air Force, IMCOM, DHS, Coast Guard, National Guard agencies and the U.S. Postal Service.

**Bronze Sponsor**

**Leebcor Services LLC**  
**Booth 837**  
Summer Gladden .............................................(757) 941-4863  
www.leeborservices.com

**LEGO Construction Co**  
**Booth 1304**  
Aline Roperto .............................................(305) 381-8421  
www.legocc.com  
MOSB, 8(a); HUBZone

**Silver Partner**

**Leidos**  
**Booth 1041**  
Rachel Fenton .............................................(405) 252-5409  
www.leidos.com/civil  
Leidos is a Fortune 500® information technology, engineering, and science solutions and services leader working to solve the world’s toughest challenges in the defense, intelligence, homeland security, civil, and health markets. The company’s 31,000 employees support vital missions for government and commercial customers. For more information, visit www.Leidos.com.

**Silver Sponsor**

**LEO A DALY**  
**Booth 1240**  
Michael Huffstetler ......................................(402) 391-8111  
www.leoadaly.com

**Lochinvar LLC**  
**Booth 417**  
Chris Dickerson .............................................(615) 708-1589  
www.lochinvar.com  
Lochinvar is the leading producer of energy-efficient boilers, water heaters, pool heaters and commercial package systems. We focus solely on serving our customers and offer them a product portfolio that delivers unmatched quality, performance and application flexibility. Lochinvar has a solution for all your water heating needs.

**Lowe Engineers**  
**Booth 1119**  
SDVOSB  
Sally Riker .............................................(770) 857-8426  
www.loweeengineers.com

**LRS Federal LLC**  
**Booth 516**  
VOSB, SDVOSB  
Robyn Palmer .............................................(410) 544-3570  
www.lrsfederal.com
Manson Construction Co ..............................Booth 1514
Melinda Martirosian ............................(206) 762-0850
www.mansonconstruction.com
Manson Construction Co is a heavy civil contractor, specializing in marine construction, dredging, offshore work and heavy lifts. Manson operates from five strategically located offices across the U.S. in Washington, California, Louisiana and Florida, serving public and private clients.

Martinez Construction Services .................................Booth 1047
MOSB, WOSB, 8(a)
Bre Jones ...........................................(321) 349-2000
www.martinezconstruction.com

Mason & Hanger ...............................Booth 840
Tammy Dean ...........................................(859) 252-9980
www.masonandhanger.com

McDonald Hopkins LLC ........................Booth 1223
William Beckley ......................................(614) 458-0030
https://mcdonaldhopkins.com

MCFA ...........................................Booth 1246
MOSB
Cristen Sheppard ...........................................(856) 795-6111
www.mcflaglobal.com

Metals Treatment Technologies LLC (MT2 Firing Range Services) .........................Booth 609
Lianna Sandy ............................................(303) 456-6977
www.mt2.com
With 19 years’ experience, MT2 is recognized as the nation’s largest professional contractor providing comprehensive indoor and outdoor firing range services including design/build, construction services, lead recovery/recycling, range maintenance/upgrades; support for Environmental Stewardship and best management practices; OSHA/compliance mock audits; complete indoor range cleaning, maintenance; and compliant range closure.

Merrick & Company .................................Booth 915
David Yang .............................................(210) 446-4315
www.merrick.com
Merrick & Company is an employee-owned engineering, architecture, surveying, and geospatial firm, headquartered in Greenwood Village, Colorado. Through our 20+ offices, we deliver high performance facilities for the Department of Defense, NASA, and other federal agencies.

Mills Construction LLC .........................Booth 1518
Nick Mills ..................................................(985) 400-1574
www.millsconstructionllc.com
Mills Construction LLC is a Service-Disabled Veteran Owned Small Business (SDVOSB) that was founded in 2016 by Nicholas G. Mills, a seasoned Construction Industry Professional with over 25 years of experience. Our diverse services include Design Build, Commercial Subcontracting and Maintenance, and Federal Services throughout the Southeast.

Moffatt & Nichol .................................Booth 1137
Jana Rooy ..............................................(206) 501-2305
www.moffattnichol.com

Mott MacDonald .................................Booth 1442
Jane Michael .................................(702) 374-2651
www.mottmac.com

MULE Engineering & Construction ........................Booth 1047
MOSB, VOSB, SDVOSB, SDB
Pamela Ulekowski .............................(407) 543-6414
www.mule-eng.com

National Facility Solutions LLC ............Booth 1442
Jane Michael ..............................................(702) 374-2651
www.natfas.com

National Veteran Small Business Coalition ..................................................Booth 1616
SAME Strategic Partner
Scott Denniston ....................................(703) 581-7142
www.nvsbc.org

Michael Baker International ...................Booth 1101
Sharon Larimer .......................................(412) 269-6284
www.mbakernint.com
Michael Baker International is a leading provider of engineering and consulting services, including design, planning, architectural, environmental, construction and program management. The company provides its comprehensive range of services and solutions to support U.S. federal, state, and municipal governments, foreign allied governments, and a wide range of commercial clients.
New South Associates Inc ………… Booth 624
JW Joseph ……………………………………(770) 498-4155
www.newsouthassoc.com

Nobis Group ………………………………..Booth 1625
MOSB, SDB
Scott Harding ………………………………..(603) 224-4182
www.nobiseng.com

Normandeau Associates Inc …… Booth 1533
Rachel Marden ……………………………(603) 637-1101
www.normandeau.com

Obermayer Rebmann
Maxwell & Hippel …………………………Booth 753
Maria Panichelli …………………………….(215) 665-3017
www.obermayer.com
Obermayer is a full service law firm, which has been serving its clients for over 100 years. Our Government Contracting team represents prime and subcontractors doing business with the Federal Government. Our team members are recognized experts in cutoff walls, wetland shaping, levee and dam repair, in-situ and ex-situ soil treatment, hazardous waste remediation, sediment removal and treatment, demolition, and processing and handling of material and debris.

O’Brien Engineering Inc …………Booth 733
SDVOSB
Sarah Cole ………………………………..(972) 233-2288
www.obrieneng.com
O’Brien Engineering, Inc. (OEI) is a multidiscipline A/E firm with expertise in vertical and horizontal design as well as real estate services for USACE, VA, CBP, FEMA, DLIA, and other federal agencies. Established in 1987, OEI is a certified Service Disabled Veteran Owned Small Business (SDVOSB).

O’Brien Construction Solutions ………Booth 639
Kate Howe ………………………………..(916) 251-5503
www.odinconstruction.com
Odin Construction Solutions is a self-performing environmental remediation and geotechnical construction company. Our team members are recognized experts in cutoff walls, wetland shaping, levee and dam repair, in-situ and ex-situ soil treatment, hazardous waste remediation, sediment removal and treatment, demolition, and processing and handling of material and debris.

Odin Construction Solutions ……Booth 825
Jackie Olsommer ………………………….(402) 458-5079
www.odin.com

Oneida ESC Group …………………….Booth 1446
Matthew Christian ………………………(303) 770-6227
www.oescgroup.com

Onion Equipment ……………………..Booth 514
WOSB
Barry Zvibleman …………………………..(239) 272-6655
www.onionenterprises.com
Onion Equipment (OE) is Women Owned Small Business. We sell and rent Water Treatment Systems. We have over 20 PFAS treatment systems in operation. We have been in business over 22 years. OE provides cost-effective solutions to your water, wastewater, soil and vapor problems associated with industrial and remedial processes.

O’Brien Engineering Inc …………Booth 733
SDVOSB
Sarah Cole ………………………………..(972) 233-2288
www.obrieneng.com
O’Brien Engineering, Inc. (OEI) is a multidiscipline A/E firm with expertise in vertical and horizontal design as well as real estate services for USACE, VA, CBP, FEMA, DLIA, and other federal agencies. Established in 1987, OEI is a certified Service Disabled Veteran Owned Small Business (SDVOSB).

Osprey Management LLC …………Booth 832
MOSB, SDVOSB, 8(a)
Kelvin King ………………………………..(470) 216-2811
www.contractosprey.com
Osprey is a SDVOSB & 8(a) construction firm based in metro Atlanta. We provide general contractor services and construction management to the public sector. Osprey was founded by a former US Air Force Contracting Officer with intimate knowledge of the unique challenges of Government construction procurement and construction execution.

Paradigm Engineers and Constructors PLLC ……Booth 1421
SDVOSB
Randy Hudson ……………………………(502) 339-8511
www.paradigmusa.com
Paradigm Engineers and Constructors is a full-service SDVOSB Architecture, Engineering and Interiors design firm established in 2007. Our team has extensive experience in all aspects of design and engineering consulting for Federal clients across the nation as well as federal installations overseas, including force protection, anti-terrorism, and blast resistant design.

Oracle ………………………………………….Booth 818
Denise James …………………………….(702) 468-5779
www.oracle.com/industries/construction-engineering
Oracle Construction and Engineering delivers a comprehensive cloud-based project control and execution platform that asset owners and project leaders rely on for the visibility and control, connected supply chain, and data security needed to drive performance and mitigate risk across their processes, projects, and organization.

<table>
<thead>
<tr>
<th>Small Business Designation Key:</th>
</tr>
</thead>
<tbody>
<tr>
<td>8(a) SBA Certified 8(a) Program Participant</td>
</tr>
<tr>
<td>HUBEZ Historically Underutilized Business Zone</td>
</tr>
<tr>
<td>MOSB Minority Owned Small Business</td>
</tr>
<tr>
<td>NAOSB Native-American Owned Small Business</td>
</tr>
<tr>
<td>SB Small Business (no socio-economic status)</td>
</tr>
<tr>
<td>SDB Small Disadvantaged Business</td>
</tr>
<tr>
<td>SDVOSB Service Disabled Veteran-Owned Small Business</td>
</tr>
<tr>
<td>WOSB Women-Owned Small Business</td>
</tr>
<tr>
<td>VOSB Veteran-Owned Small Business</td>
</tr>
<tr>
<td>WOSB Woman-Owned Small Business</td>
</tr>
</tbody>
</table>

Partners & Sponsors
Sponsors
PARSONS

Parsons .................................Booth 1133
Alicia Stump .............................(571) 456-2189
www.parsons.com
Parsons is a digitally enabled solutions provider focused in the engineering, construction, technical, and professional services industries. With 75 years of experience, Parsons designs, builds, and protects our customers most critical infrastructure. We constantly push the boundaries of technology leveraging our converged cyber-physical infrastructure protection capabilities.

PDI Communication Systems Inc .................................Booth 1205
Bill Whitaker ..............................(937) 414-3943
www.pdiarm.com
Ohio-based PDi is the leading US manufacturer of healthcare-grade, patient entertainment display solutions from complete medTV® brand 14-19 inch arm-mounted, low-voltage TV or medTAB® touchscreen systems thru 55-inch large-screen, healthcare-grade wall TVs and mounts. Expert on-site services are delivered every step of the way by PDi ProServices and authorized installers.

Perma-Fix Environmental Services Inc .................................Booth 1501
Emily Melson ..............................(865) 690-0501
www.perma-fix.com
Perma-Fix is a national specialty contractor providing innovative, high-quality solutions for the nuclear, defense, and hazardous waste industries. With over 25 years of experience, we deliver solutions that are safe, compliant, and cost effective.

Petroleum Resources & Development Inc. (PR&D) .................................Booth 1047
Kenneth Richard ............................(321) 288-2767
www.prdgov.com
Phigenics LLC .................................Booth 1219
Mike Doyle ...............................(630) 717-7546
phigenics.com
Phigenics is a leading provider of comprehensive physical security solutions for the commercial, industrial, and critical infrastructure sectors.

PilieroMazza PLLC .................................Booth 705
Sheryl Miller ..............................(202) 857-1000
www.pilieromazza.com
PilieroMazza is a national architecture, engineering, and construction management firm. We provide a full range of services including design, construction, and facility management.

Pioneer Technical Services Inc .................................Booth 1523
Tim Ranf .................................(406) 723-1928
www.pioneer-technical.com
Pioneer Technical Services is a nationally ranked engineering firm. We provide a full range of services including design, construction, and facility management.

Planate Management Group .................................Booth 1306
Jellie Aranillo ...............................(703) 531-8776
https://planate.net
Planate Management Group is a leading provider of services for local, state, and federal clients emphasizing commitment, innovation, and integrity.

PrecisionHawk .................................Booth 1305
Heather Barefoot ............................(919) 951-8256
www.precisionhawk.com
PrecisionHawk is a leading provider of aerial data collection and analysis services. Our team of experts provides high-quality data and insights to support decision-making and improve outcomes.

Prime Associates LLC .................................Booth 1047
Blair Schantz ...............................(321) 408-1872
www.prime-llc.biz
Prime Associates is a small business that provides consulting services to businesses in many industries. With over 25 years of experience, we provide a full range of services including design, construction, and facility management.

Prime AE Group Inc .................................Booth 1624
Markus Henneke ............................(703) 853-0219
www.primeeng.com
Prime AE Group, Inc. is a multi-disciplinary architecture, engineering, and construction management firm. We provide a full range of services including design, construction, and facility management.

Procurement Technical Assistance Center (PTAC) .................................Booth 1720
Spleile Rivas ...............................(817) 689-3570
www.uta.edu/crostimbers
Procurement Technical Assistance Center (PTAC) is a small business that provides consulting services to businesses in many industries. With over 25 years of experience, we provide a full range of services including design, construction, and facility management.

Project Time & Cost LLC .................................Booth 1115
Jennifer Follers .............................(770) 200-0244
www.ptcinc.com
Project Time & Cost LLC is a leading provider of project management services. We provide a full range of services including design, construction, and facility management.

Prosser Inc .................................Booth 1933
Jillie Duval .................................(904) 739-3655
www.prosserinc.com
Prosser is a national consulting firm that provides project management services. We provide a full range of services including design, construction, and facility management.

Protection Engineering Consultants .................................Booth 1538
Brandon Kehl ..............................(512) 380-1988
www.protection-consultants.com
Protection Engineering Consultants is a small business that provides consulting services to businesses in many industries. With over 25 years of experience, we provide a full range of services including design, construction, and facility management.

QRI/Quaternary Resource Investigations LLC .................................Booth 824
Kenneth New ...............................(225) 292-1400
www.qri.com
QRI/Quaternary Resource Investigations is a small business that provides consulting services to businesses in many industries. With over 25 years of experience, we provide a full range of services including design, construction, and facility management.
Quality First Construction LLC (dba Quality First Marine) ……… Booth 1151
MOSB, WOSB, 8(a); HUBZone, SDB
Christina Covullion …………………..(985) 888-6152
www.qualityfirstmarine.com
Founded in 2005, Quality First Marine is a Louisiana owned and operated marine construction and transporation company. QFM has successfully operated as Prime and Subcontractor. Company Size: 8(a)/SDB, WOSB, HUBZone, EDWOSB, DBE-DOT Certified Minority Business Enterprise Certified, Louisiana Hudson Initiative.

Quality Services
International LLC …………………..Booth 643
MOSB, SDVOSB
Denise Alvarado ………………………..(210) 212-8784
www.qsillc.com

R2T, Inc. …………………..Booth 808
MOSB, WOSB, SDB
Kimberly Aly ………………………….(770) 569-7038
www.r2tinc.com
R2T, Inc. is a Civil & Environmental Engineering firm providing a full range of engineering services. R2T is a certified WBE and a DBE. We provide services related to water wastewater and wastewater planning and engineering. In addition, we offer Virtual Design and Construction.

Ramtech Building Systems Inc……Booth 646
Jeff Ward ………………………………..(817) 473-9376
www.ramtechmodular.com

RealStreet ……………………………..Booth 1023
WOSB
Katy Cook ………………………………..(410) 480-8002
www.realstreet.com

RELYANT Global LLC …………..Booth 1434
Alix King ………………………………..(865) 984-1330
www.relyantglobal.com
RELYANT Global, LLC is an SDVOSB, with active contracts in the Middle East, Africa, the Pacific, and the US. RELYANT specializes in new Construction (vertical & horizontal); deconstruction; renovation; global contingency & life support operations; facility O&M; vehicle maintenance; training; environmental, UXO & demining; and emergency & disaster response efforts.

RJ Rudy LLC …………………………..Booth 1248
SDVOSB
Rick Rudy ………………………………..(303) 459-0164
rjrudyllc.com

RJS Construction Inc ………………..Booth 409
MOSB, WOSB, 8(a); NAOSB, SDB
Megan Sevigny ………………………..(509) 452-0857
www.rjsconst.com

RLF ……………………………………….Booth 1047
Jeff Duguid ………………………………..(407) 730-8600
www.rlfai.com

Romanyak Consulting Corp ………..Booth 1508
MOSB, SDVOSB, SDB
Nick Romanyak …………………………..(972) 625-3838
www.romanyakconsulting.com
Romanyak Consulting Corp is a Service Disabled Veteran Owned Small Business with a wide breadth of experience in the public and private sectors, providing: Architectural Design & Engineering; BIM/CAD Services; Information Technology; Planning; Facilities Services; and Management Consulting.

Roof Hugger LLC ……………………..Booth 1542
Dale Nelson ………………………………..(800) 771-1711
www.roofhugger.com
Roof Hugger's are structurally correct sub-purlins, 16 ga., 0.060"min., G-90, 50 ksi, “Zs” notched to let the ribs of any existing metal panel pass through the vertical leg. This retrofit system allows a new metal roof to be installed over an existing metal roof without its removal.

Scout Environmental Inc …………..Booth 403
SDVOSB
Roxanne Beasley …………………………..(760) 456-5610
www.scoutenv.com

Scout Environmental Inc …………..Booth 403
SDVOSB
Roxanne Beasley …………………………..(760) 456-5610
www.scoutenv.com

Royce Construction Services ………Booth 1247
SDVOSB
Richard Shelton …………………………..(703) 956-9091
www.roycecs.com

RQ Construction LLC ………………..Booth 1606
Jeff Holmes ………………………………..(760) 631-7707
www.rqconstruction.com

Ryzhka International LLC …………..Booth 1332
SDVOSB, HUBZone
Michael Dunbar …………………………..(619) 417-5799
www.ryzhka.com

Sandy National Laboratories ………..Booth 549
Patricia Brown …………………………..(505) 284-0191
www.sandia.gov

Rose Consulting Law Firm …………..Booth 924
SDVOSB
David Rose ………………………………..(760) 854-0222
www.roseconsulting.org
Rose Law specializes in Federal contracts law focusing on the areas of bid protests, contract claims, mentor protégé applications, joint ventures, teaming arrangements, contracts and subcontracts, requests for equitable adjustment, contract close out, contract interpretation, FAR flow-downs, negotiation, SBA issues, etc. Booth 924. 2011,2016 SAME Small Business Advocate

Royce Construction Services ………Booth 1247
SDVOSB
Richard Shelton …………………………..(703) 956-9091
www.roycecs.com

RQ Construction LLC ………………..Booth 1606
Jeff Holmes ………………………………..(760) 631-7707
www.rqconstruction.com

Ryzhka International LLC …………..Booth 1332
SDVOSB, HUBZone
Michael Dunbar …………………………..(619) 417-5799
www.ryzhka.com

Sandy National Laboratories ………..Booth 549
Patricia Brown …………………………..(505) 284-0191
www.sandia.gov

Scout Environmental Inc …………..Booth 403
SDVOSB
Roxanne Beasley …………………………..(760) 456-5610
www.scoutenv.com
Sevenson Environmental Services Inc ........................ Booth 923
Nicholas Tomkins....................................(716) 284-0431
www.sevenson.com
Sevenson, a small business under NAICS Code 562910, is a leader in remedial construction and environmental dredging. For more than 25 years Sevenson has successfully worked with the USEPA, USACE and DOE to address challenging remediation and contaminated sediment design and construction issues at complex Superfund sites.

Siemens
Ingenious for Life

Siemens Industries Inc .................. Booth 500
Diane Odom.......................................(847) 271-3419
www.usa.siemens.com/federal
Infrastructure can play a decisive role in your mission. You need to support personnel with a secure, comfortable, and energy-resilient environment that’s also sustainable and fiscally responsible. Siemens building technologies and infrastructure strategies help create the perfect place for personnel to focus on and achieve the mission at hand.

Signals Defense LLC ........................ Booth 922
Eric Kuczynski.................................(443) 220-4906
www.signalsdefense.com

SourceAmerica .......................... Booth 1239
Tamara Rodriguez-Hale ...................(817) 401-9829
www.sourceamerica.org
SourceAmerica creates job opportunities for a skilled and dedicated workforce of people with significant disabilities. SourceAmerica is the vital link between the federal government and private sector organizations that procure the products and services provided by this exceptional workforce via a network of community-based nonprofits. SourceAmerica is an AbilityOne-authorized enterprise.

Sky Blue Builders LLC ........................ Booth 547
Lauren Grosh ..........................(303) 220-0339
www.skybluebuilders.com

SMC Inc ..........................................Booth 1833
Mark Stahl.........................................(410) 867-7577
www.smcinc.biz

Sightline Partners LLC .......................Booth 925
Mick McKeen ....................................(408) 247-0045
www.sightlinepartners.com
Sightline Partners LLC and Sightline Construction Services, LLC, are small businesses that provide comprehensive construction services to all industries, with a focus on federal and commercial construction projects.

SourceAmerica

SourceAmerica creates job opportunities for a skilled and dedicated workforce of people with significant disabilities. SourceAmerica is the vital link between the federal government and private sector organizations that procure the products and services provided by this exceptional workforce via a network of community-based nonprofits. SourceAmerica is an AbilityOne-authorized enterprise.

Sovereign Consulting Inc ............. Booth 802
Michael Hanlon ...........................(609) 259-8200
www.sovcon.com
Sovereign Consulting Inc is a professional service firm that provides a full range of services to the government and private sector.

Silver Sponsor

SCST LLC .................................. Booth 925
Royce Parker ...............................(714) 317-3405
www.scst.com
Established in 1959, SCST, LLC, an Atlas Company, serves both public and private sectors. We have professional expertise in the areas of environmental science & engineering, geotechnical engineering, construction integration & technology, geophysics, special inspection & materials testing, and facilities consulting.

Sealaska Government Services

Sealaska .................................. Booth 722
MOSB, 8(a); SDB
April Horsley .........................(425) 559-1416
www.sealaska.com
Sealaska’s 8(a) and small business subsidiaries offer a full spectrum of services and solutions including: Construction Management; Data Management and Analytics; Systems Engineering, Technology Integration and Development; International and Remote Logistics; Environmental Remediation; Marine Science & Engineering; and Environmental Planning, Permitting & Compliance.

SEARCH Inc ............................ Booth 1733
WOSB
Kristine Santos ..............................(807) 378-8338
www.searchinc.com

Semper Tek Inc ............................... Booth 1425
SDVOSB
Tara Brinkmoeller .......................(859) 252-8339
www.sempertekin.com

Sentinel Fence & Contracting LLC .......... Booth 1640
MOSB, WOSB, SDB
Sharon Hamilton .....................(602) 828-4866
www.sentinelfence.com

SES Group of Companies ........ Booth 917
Lindsey Lawrence .......................(865) 481-7837
www.ses-grp.com

Gold Partner

Siemens

Siemens Industries Inc .................. Booth 500
Diane Odom.......................................(847) 271-3419
www.usa.siemens.com/federal
Infrastructure can play a decisive role in your mission. You need to support personnel with a secure, comfortable, and energy-resilient environment that’s also sustainable and fiscally responsible. Siemens building technologies and infrastructure strategies help create the perfect place for personnel to focus on and achieve the mission at hand.

Sound Masking USA .................. Booth 1433
WOSB; VOSB; SDVOSB
Debra Westmoreland ...............(210) 383-1899
www.soundmaskingusa.com
SMUSA is a DVOSB & WOSB providing the most effective sound masking technology on the market, and impressive acoustic panels. Together, they reduce noise and visual distractions and plug privacy leaks in corporate settings, government offices, medical, and educational facilities, among others.

Solution Foundry .................. Booth 642
Aaron Siders ..............................(404) 915-3199
www.solutionfoundry.com

SourceAmerica

SourceAmerica creates job opportunities for a skilled and dedicated workforce of people with significant disabilities. SourceAmerica is the vital link between the federal government and private sector organizations that procure the products and services provided by this exceptional workforce via a network of community-based nonprofits. SourceAmerica is an AbilityOne-authorized enterprise.

Sovereign Consulting Inc ............. Booth 802
MOSB
Michael Hanlon ...........................(609) 259-8200
www.sovcon.com
Sovereign Consulting Inc is a professional service firm that provides a full range of services to the government and private sector.

Brass Sponsor

Small Environmental Business Action Coalition .................. Booth 702
Susan Brock ...............................(202) 775-8400
www.sebac.org

Society for Marketing Professional Services .................. Booth 421
SAME Strategic Partner
Lauren Waldron ....................(703) 549-6117
www.smpps.org

Solution Foundry .................. Booth 642
Aaron Siders ..............................(404) 915-3199
www.solutionfoundry.com

Sound Masking USA .................. Booth 1433
WOSB; VOSB; SDVOSB
Debra Westmoreland ...............(210) 383-1899
www.soundmaskingusa.com
SMUSA is a DVOSB & WOSB providing the most effective sound masking technology on the market, and impressive acoustic panels. Together, they reduce noise and visual distractions and plug privacy leaks in corporate settings, government offices, medical, and educational facilities, among others.

SourceAmerica

SourceAmerica creates job opportunities for a skilled and dedicated workforce of people with significant disabilities. SourceAmerica is the vital link between the federal government and private sector organizations that procure the products and services provided by this exceptional workforce via a network of community-based nonprofits. SourceAmerica is an AbilityOne-authorized enterprise.

Sovereign Consulting Inc ............. Booth 802
MOSB
Michael Hanlon ...........................(609) 259-8200
www.sovcon.com
Sovereign Consulting Inc is a professional service firm that provides a full range of services to the government and private sector.
Stantec Inc ..................................Booth 1141
Katie Prince.............................................(317) 937-2596
www.stantec.com
Stantec is an engineering firm recognized for commitment to client service and passion to make a difference. With proven experience in airfield design, security, asset management, master planning, energy resiliency, and program management services, we bring knowledge, expertise, and multi-disciplinary capabilities to serve our military clients.

Stanley Consultants Inc ...............Booth 809
Michelle French ........................................(314) 740-9955
www.stanleyconsultants.com
Stanley Consultants, is an engineering firm recognized for commitment to client service and passion to make a difference. With proven experience in airfield design, security, asset management, master planning, energy resiliency, and program management services, we bring knowledge, expertise, and multi-disciplinary capabilities to serve our military clients.

Spur Design LLC ..........................Booth 423
Alicia Bramlett .......................................(703) 518-1700
www.spur-design.com
Spur Design is a design and build firm that creates unique spaces for a variety of clients. Our team brings a diverse background to every project, including architecture, interior design, and project management. We understand the complexities of designing and constructing spaces for military clients.

St. George Tanaq Corp ...............Booth 819
Don Boyle ................................................(303) 503-8496
www.tanaq.com
Spur Design LLC ..........................Booth 423
Alicia Bramlett .......................................(703) 518-1700
www.spur-design.com
Spur Design is a design and build firm that creates unique spaces for a variety of clients. Our team brings a diverse background to every project, including architecture, interior design, and project management. We understand the complexities of designing and constructing spaces for military clients.

Spatial Engineering Inc ...............Booth 709
Paula Edwards ........................................(912) 826-6688
www.spatialengineering.com
Spatial Engineering Inc specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

Sundance Consulting Inc .............Booth 615
Mark Rigatti .............................................(208) 233-2929
www.sundance-inc.net
Sundance Consulting Inc specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

SurvTech Solutions Inc .............Booth 517
David O’Brien ...........................................(813) 621-4929
www.survechicsolutions.com
SurvTech Solutions Inc specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

Swiftspace .....................................Booth 856
Tim Weidner .............................................(407) 437-1341
www.swiftspaceinc.com
Swiftspace specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

Symmes Maini & McKee Associates Inc ...............Booth 815
Tracey O’Connor .......................................(617) 520-9485
www.symmesmaini.com
Symmes Maini & McKee Associates Inc specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

The Barbour Group LLC ...............Booth 848
Karen Barbour ........................................(410) 876-9610
www.thebarbourgroup.com
The Barbour Group is a national surety bond and commercial insurance agency. We service A/E/C clients ranging from startups to Fortune 1000 companies. We’re passionate about positioning contractors to grow profitability. We create custom-tailored commercial insurance and surety bond programs that enable delivery of your core value proposition.

The Building People ...............Booth 1814
Brad Peterson .............................................(757) 615-3843
www.thebuildingpeople.com
The Building People specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

The Home Depot .........................Booth 835
Germaine Reece .......................................(770) 433-8211
www.homedepot.com/supplierdiversity
The Home Depot specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

The National 8(a) Association ...Booth 1620
Paula Arevalo ...........................................(410) 707-8817
www.national8aassociation.org
The National 8(a) Association specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

The Urban Collaborative LLC .... Booth 1016
Steve Baird .............................................(210) 314-0401
www.urbancollaborative.com
The Urban Collaborative LLC specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.

The Walsh Group .........................Booth 602
Jaymee Roberts .....................................(312) 563-5400
www.walshgroup.com
The Walsh Group specializes in providing innovative solutions to complex projects. Our team is dedicated to delivering high-quality results that meet client expectations.
THTBC ...........................................Booth 525
MOB; HUBZone; NAOSB; SDB
Michelle Poirier.................................(720) 436-2799
www.thirling.com
THTBC is a family of 8(a), HUBZone, and other companies owned by the largest tribe in Alaska. Offering the lowest indirect rates in the GovCon sector. A sample of supported industries include: Construction, Engineering, BOS, Aviation & Ships MRO, IT Services, Port Operations, Disaster Response, Medical Services, and more.

Trihydro Corp ..................................Booth 1221
Craig Carlson .................................(307) 745-7474
www.trihydro.com

Trophy Point LLC .........................Booth 735
SDVOSB
Richard Chudzik ...............................(716) 823-2006
www.trophypoint.com

TRS Group Inc.................................Booth 1509
David Fleming ..............................(425) 396-4266
www.thermalrs.com

TTL Associates ...............................Booth 734
SDVOSB
Timothy Pedro ..............................(419) 704-5469
www.ttlassoc.com
Established in 1927, TTL Associates is a verified Service Disabled Veteran Owned Small Business (SDVOSB) and has grown into a full-service environmental, geotechnical and construction materials testing firm. We hold a GSA schedule, USCOE, Navy, VA contracts and work with other Federal agencies.

USACE South Atlantic Division ........Booth 1436
LaShone Goodman-Cooper ............(404) 562-5059

USACE South Pacific Division ..Booth 1539
Jack May ......................................(415) 503-6947

USACE Southwestern Division ..Booth 1338
Melea Crouse ..............................(469) 487-7105

USACE Transatlantic Division ......Booth 636
Rachael Raposa .............................(540) 665-1391

U.S. Army Engineer Research and Development Center ..............Booth 1536
Kim Dulaney ....................................(601) 634-3470

VA Construction & Facilities Management Office ......Booth 751
Don Cooper .................................(202) 632-5652
www.cfm.va.gov

Valiant Construction LLC ..........Booth 1318
SDVOSB
Destiny McCready .....................(502) 953-4470
www.valiantconstruct.com

Valiant Integrated Services..........Booth 524
Beth Nichols ..............................(270) 881-8093
www.valiantintegrated.com

Versar ........................................Booth 1401
Mary Jones ......................(703) 642-6781
www.versar.com
Versar, Inc. is a global project management company providing sustainable value oriented solutions to government and commercial clients. We provide tailored and secure program and construction management services, environmental services which include performance based remediation, and hazardous material management, security services, and also offer specialized abilities in staff augmentation.

VGW Geospatial .........................Booth 640
SDVOSB
Eric Cenovich .........................(816) 835-7096
www.verticalgeo.com

U.S. Small Business Administration ..................Booth 1834
Tanika Pierce ...............................(817) 684-5302
www.sba.gov

Valiant Integrated Services ..........Booth 524
Beth Nichols ..............................(270) 881-8093
www.valiantintegrated.com

Valiant Integrated Services..........Booth 524
Beth Nichols ..............................(270) 881-8093
www.valiantintegrated.com

USACE Great Lakes & Ohio River Division ....Booth 738
Jackie Tate ....................................(513) 684-3010
www.lrd.usace.army.mil

USACE Mississippi Valley Division ..................Booth 1155
Marlan Snodgrass ...........................(601) 634-7235

USACE North Atlantic Division ...Booth 850
Rippet Roberts ...............................(347) 370-4588

USACE Northwestern Division ..Booth 1250
Chris Harper ..............................(503) 808-4000

USACE Pacific Ocean Division ...Booth 1355
Jon Kaimikaua ..............................(808) 835-4761

USACE Safety Office ....................Booth 551
Mark Atkin ...............................(202) 761-0093

USACE South Atlantic Division .Booth 1436
LaShone Goodman-Cooper ............(404) 562-5059

USACE South Pacific Division ...Booth 1539
Jack May ......................................(415) 503-6947

USACE Southwestern Division .Booth 1338
Melea Crouse ..............................(469) 487-7105

USACE Transatlantic Division ......Booth 636
Rachael Raposa .............................(540) 665-1391

U.S. Army Engineer Research and Development Center ..............Booth 1536
Kim Dulaney ....................................(601) 634-3470

VA Construction & Facilities Management Office ......Booth 751
Don Cooper .................................(202) 632-5652
www.cfm.va.gov

Valiant Construction LLC ..........Booth 1318
SDVOSB
Destiny McCready .....................(502) 953-4470
www.valiantconstruct.com

Valiant Integrated Services..........Booth 524
Beth Nichols ..............................(270) 881-8093
www.valiantintegrated.com

Versar ........................................Booth 1401
Mary Jones .................................(703) 642-6781
www.versar.com
Versar, Inc. is a global project management company providing sustainable value oriented solutions to government and commercial clients. We provide tailored and secure program and construction management services, environmental services which include performance based remediation, and hazardous material management, security services, and also offer specialized abilities in staff augmentation.

VGW Geospatial .........................Booth 640
SDVOSB
Eric Cenovich .........................(816) 835-7096
www.verticalgeo.com
Vision Technologies Inc ......................... Booth 1236
Al Saxon...........................................(410) 691-3109
www.visiontechnologies.com

VRHabilis LLC .................................. Booth 632
Elliott Adler.......................................(865) 381-1021
www.vrhabilis.com

Wagner CFT LLC ............................. Booth 1608
Ken Robinson...................................(813) 777-4440
www.wagnerscft.com

Wagner's Composite Fibre Technologies capabilities fall into but are not limited to the following categories: Road and Pedestrian Bridges, Boardwalks, Jetties, Wharves, Marine Infrastructure, Light Towers, Power Transmission and Water Utility Infrastructures, LNG Projects, Airports and Runways. We are ISO9001 Accredited, with 20 plus years building Infrastructure around the world.

Waldron Engineering & Construction Inc ................. Booth 906
Stacy Burris......................................(603) 772-7153
www.waldron.com
Waldron specializes in the engineering, construction, commissioning and testing of utility plants, peaking plants, combined heat and power, renewable energy, central heating and chilling facilities.

Walter P Moore ................................. Booth 1743
Matthew Nebel.................................(570) 204-7121
www.walterpmoore.com

Wantman Group Inc .......................... Booth 854
Michael Davis...................................(561) 209-7771
https://wginc.com/awards

Watermark ....................................... Booth 635
SDB
Kristina Camerota..............................(978) 452-9696
www.watermarkenv.com

Weston Solutions Inc ....................... Booth 936
Timothy Sanford..............................(202) 741-4803
www.westonsolutions.com

Wiley Wilson .................................... Booth 1315
Ezra Bailey.................................(678) 320-1902
www.wileywilson.com

Williams Building Co ..................... Booth 1824
VOSB
Cory Estep........................................(774) 810-7363
www.buildwithwilliams.com

Wood ............................................ Booth 900
Wendy Parker ................................(610) 877-6145
https://www.woodplc.com
Wood's Environment & Infrastructure Solutions draws on an experienced local footprint with a wide geographical reach to support our customers’ needs related to environmental engineering, consulting and construction. With technical experts across the globe, we’re committed to providing solutions to improve our customer’s operations, reduce environmental liabilities and increase efficiencies.

WSP ............................................. Booth 1200
Angela Jenness...................................(816) 398-8671
www.louisberger.com
WSP USA is the U.S. operating company of WSP, one of the world’s leading engineering and professional services firms. We are engineers, planners, technical experts, strategic advisors and construction management professionals who design lasting solutions in the buildings, transportation, energy, water and environment markets. wsp.com

Z Squared Construction .................... Booth 1537
MOSB; MOSB; 8(a); SDB
Lourdes “Malou” Malaekeh.............(916) 358-9056
www.z2construction.com

Zapata Incorporated ......................... Booth 1121
MOSB
Marty Ray...........................................(704) 968-7989
www.zapeng.com
171 Comply..........................................Booth 619
SDVOSB
Mike Oliver........................................(619) 368-5246
www.171comply.com

AccountingDepartment.com.....Booth 1504
Andrea Bocard...................................(888) 858-9919
www.accountingdepartment.com

Air Rover Inc..................................Booth 521
WOSB
David Manuele..............................(903) 877-3430
www.airrover.com

American Indian Chamber
Education Fund PTAC.....................Booth 650
Venessa Gleich.................................(213) 341 - 0104
www.aicef-ptac@aicccal.org

Caddell Construction Co..........Booth 1725
Buddy O’Mary.................................(334) 272-7723
www.caddell.com

Cascade Coil Drapery Inc........Booth 1818
Andrew Schoenheit........................(800) 999-2645
www.cascade-architectural.com

Cohen Seglias Pallas
Greenhall & Furman PC........Booth 721
Robert Ruggieri..............................(215) 564-1700
www.cohenseglias.com

Command Commissioning LLC ..Booth 1722
Michael Geraci...............................(972) 827-2686
www.command-cx.com

Construction Management Association
of America (CMAA)...............Booth 622
SAME Strategic Partner
Mark Gedris.................................(703) 356-2622
www.cmaanet.org

Fiberlock Technologies........Booth 717
Eryn Graham...............................(978) 623-9987
www.fiberlock.com

Ho-Chunk Shared Services
dba Thunder Ridge
Solutions Company...............Booth 557
8(a); HUBZone; NAOSB
La Santoyia Belle.........................(703) 346-1279
www.allnativegroup.com

Improve Group..........................Booth 623
Elijah Malizzo..............................(800) 244-1452
www.improvegroup.net

Left Brain Professionals Inc......Booth 1617
Melissa Metzger.........................(614) 556-4415
www.leftbrainpro.com

MGE Engineering Inc........Booth 1251
MOSB; SDB
Denise Mayo.............................(916) 421-1000
www.mgeeng.com

NAVFAC ..........................Booth 1621
Joseph McGrenna......................(202) 685-9129
www.smallbusiness.navfac.navy.mil

NAVFAC Mid-Atlantic...........Booth 719
Andres Medina...........................(757) 341-0092
www.navfac.navy.mil/navfac_worldwide/atlantic/
fecs/mid-atlantic.html

Orion Engineers LLC........Booth 718
Sean Bowers.............................(312) 544-9108
www.orionengineersllc.com

RDM International Inc.........Booth 1619
MOSB; SDB
Hubert Williams.........................(703) 709-2540
www.rdmintlinc.com

SMRT - Architects
and Engineers ..........................Booth 1935
Kathy Dionne..............................(202) 772-3846
www.smrtinc.com

STARC Systems .......................Booth 620
HUBZone
Sam Sezak..............................(917) 744-8170
www.starcsystems.com

Startek Lighting America ....Booth 750
Tony Scolaro.............................(847) 767-3924
www.starteklightingamerica.com

TTL Inc. ..................................Booth 1719
Justin Clemens.........................(210) 888-6096
www.tflusa.com

U.S. Department of State........Booth 1723
James Josey...........................(703) 875-6822
www.state.gov/bureaus-offices/office-of-small-
and-disadvantaged-business-utilization/

USI ......................................Booth 757
Michael Culnen...........................(973) 965-3161
www.usi.com

Venergy/Brewer-Garrett........Booth 1257
SDVOSB
Brian Hyland...........................(216) 952-9601
www.venergycorp.com

Veteran LED .........................Booth 649
VOSB; SDVOSB; HUBZone
Christopher Rawlings................(757) 355-1622
www.ved.energy

Learn more about how the SAME Foundation is working to foster engineering leadership for the nation.
Visit the Registration Area in Lobby A-B or the SAME Booth in the Exhibit Hall. You can even show your commitment as a Founding Supporter of the SAME Foundation by making a contribution while on site.
America's future is bright. Let's help make it brighter!

Learn more at www.same.org/foundation.
U.S. ARMY CORPS OF ENGINEERS
USACE Headquarters

HUMPHREYS ENGINEER CENTER SUPPORT ACTIVITY (FOA)

Great Lakes & Ohio River Division
- Buffalo
- Chicago
- Detroit
- Huntington
- Louisville
- Nashville
- Pittsburgh

Mississippi Valley Division
- Memphis
- New Orleans
- Rock Island
- St. Louis
- St. Paul
- Vicksburg

North Atlantic Division
- Baltimore
- New England
- New York
- Norfolk
- Philadelphia
- Walla Walla

Northwestern Division
- Kansas City
- Omaha
- Portland
- Seattle
- Europe

Pacific Ocean Division
- Alaska
- Far East
- Honolulu
- Japan
- Savannah
- Walla Walla

South Atlantic Division
- Charleston
- Far East
- Jacksonville
- Mobile
- Savannah
- Wilmington

South Pacific Division
- Albuquerque
- Far East
- Los Angeles
- Mobile
- San Francisco
- Tulsa

Southwestern Division
- Fort Worth
- Galveston
- Little Rock
- Central

Transatlantic Division
- Middle East
- Afghanistan

Finance Center (FOA)
Marine Design Center (FOA)
Institute for Water Resources (FOA)
249th Prime Power Battalion (FOA)
412th ENCOM 416th ENCOM
Huntsville Engineering and Support Center
Engineer Research and Development Center
Army Geospatial Center

* USACE Directory printed as provided.
Deputy Commander
Col. Jason Williams
(808) 835-4705

Regional Business
Brian Kamisato, P.E.
(808) 835-4680

Programs
Damon Lilly, SES
(808) 835-4610

Small Business
Assistant Director
Joan Kaimikaua
(808) 835-4761

Contracting
Sean Sackett
(808) 835-4760

Commander
Brig. Gen. Thomas Tickner
(808) 835-4700

Deputy for Programs and Project Management

ALASKA
Randall L. Bowker, P.E.
(907) 753-5728

HONOLULU
Stephen N. Cayetano, P.E.
(808) 835-4100

JAPAN
John N. Peukert, RPA
DSN (315) 263-3373

FAR EAST
Richard T. Byrd, Jr., PMP, CCM, DBIA
DSN (315) 721-6041

Small Business Chief

ALASKA
Kathy Kinnett
(907) 753-5557

HONOLULU
VACANT
(808) 835-4020

Contracting Chief

ALASKA
Christopher Tew
(907) 753-2543

HONOLULU
Leigh Ann Lucas
(808) 835-4400

JAPAN
William D. Mills
DSN (315) 263-8830

FAR EAST
Paul Marvin
DSN (315) 721-6091

District Commanders

ALASKA
Col. Phillip Borders
(907) 753-2504

HONOLULU
Lt. Col. Kathryn Sanborn
(808) 835-4000

JAPAN
Col. Thomas J. Verell Jr.
DSN (315) 263-3025

FAR EAST
Col. Christopher W. Crary
(808) 835-4695

U.S. ARMY CORPS OF ENGINEERS
USACE Pacific Ocean Division
U.S. ARMY CORPS OF ENGINEERS
USACE South Atlantic Division

DISTRICT COMMANDERS

CHARLESTON
Lt. Col. Rachel A. Honderd
(843) 329-8000

JACKSONVILLE
Col. Andrew D. Kelly
(904) 232-2241

MOBILE
Col. Sebastien P. Joly
(251) 690-2512

SAVANNAH
Col. Daniel H. Hibner
(912) 652-5226

WILMINGTON
Col. Robert J. Clark
(910) 251-4501

SMALL BUSINESS CHIEF

CHARLESTON
Wayne Hiatt
(843) 329-8084

JACKSONVILLE
Lynn Jennings
(904) 232-1150

MOBILE
Linda Spadaro
(251) 690-3597

SAVANNAH
Leila Hollis
(912) 652-5340

WILMINGTON
Donna Walton
(910) 251-4452

CONTRACTING CHIEF

CHARLESTON
Charlenne Figgins
(843) 329-8061

JACKSONVILLE
Ronnell Booker
(904) 232-1144

MOBILE
Jeff Burgess
(251) 441-6501

SAVANNAH
Paige Blechinger
(912) 652-5291

WILMINGTON
John Mayo
(910) 251-4884

DEPUTY FOR PROGRAMS AND PROJECT MANAGEMENT

CHARLESTON
Lisa Metheney
(843) 329-8055

JACKSONVILLE
Jerry “Tim” Murphy
(904) 232-2586

MOBILE
Peter “Pete” Taylor, P.E.
(251) 694-3613

SAVANNAH
Erik Blechinger
(912) 652-5220

WILMINGTON
Christine Brayman
(910) 251-4478

2019 SAME Small Business Conference
U.S. ARMY CORPS OF ENGINEERS
Army Engineering Centers

ENGINEER RESEARCH AND DEVELOPMENT CENTER

Director
Elizabeth Fleming, Ph.D., SES
(601) 634-3943

Commander
Col. Teresa A. Schlosser
(601) 634-2513

Small Business Chief
Kimberly Dulaney
(601) 634-3470

Contracting Chief
Tim Black
(601) 634-3296

HUMPHREYS ENGINEER CENTER SUPPORT ACTIVITY

Director
Dale Stoutenburgh
(703) 428-7107

Small Business Deputy
Deborah Ahn
(703) 428-7385

Contracting Chief
Sally Williams
(703) 428-7303

HUNTSVILLE ENGINEERING AND SUPPORT CENTER

Commander
Col. Marvin L. Griffin, P.E.
(256) 895-1301

Deputy Commander
Lt. Col. H. W. Hugh Darville
(256) 895-1301

Deputy Programs Director
Albert G. "Chip" Marin III
(256) 895-1301

Small Business Chief
Rebecca Goodsell
(256) 895-1385

Small Business Deputy
Nicoie Boone
(256) 895-1050

Small Business Deputy Intern
Betty J. Guillot
(256) 895-1487

Small Business Deputy Intern
Brandy N. Percell
(256) 895-1958

Contracting Chief
Colleen O'Keefe
(256) 895-1111

ARMY GEOSPATIAL CENTER

Director
Gary W. Blohm, SES
(703) 428-6600

Deputy Director
Richard Herrmann
(703) 428-6800

Contracting Chief
Julie Anderson
(703) 428-6272

Small Business Chief
VACANT
(703) 428-3738

Contracts Acquisition Advocate/Agreements Manager
R. Justin Kelly
(703) 428-8351
2020
JOINT ENGINEER
TRAINING CONFERENCE & EXPO
wwwSAMEJETC.org
May 27-29, 2020
WASHINGTON, DC
SAME Centennial Kickoff Celebration
NAVL FACLITIES ENGINEERING COMMAND

Headquarters

NAVFAC Headquarters • 1322 Patterson Avenue SE, Washington, DC 20374.

NAVFAC HQ
Washington, DC

Navy Crane Center
Norfolk, VA

NAVFAC Facilities
Institute
Port Hueneme, CA

Naval Facilities Engineering
and Expeditionary Warfare
Center
Port Hueneme, CA

NAVFAC Atlantic
Norfolk, VA

NAVFAC Pacific
Pearl Harbor, HI

BUSINESS LINES:
• Asset Management
• Capital Improvements
• Contingency Engineering
• Environmental
• Public Works

SUPPORT LINES:
• Acquisition
• Business Directorate
• Chief Information Officer
• Financial Management
• Inspector General
• Office of Counsel
• Office of Small Business and Programs
• Operations
• Public Affairs Office
• Safety

NAVFAC Atlantic and Pacific Commanders also serve as Fleet Engineers.
Facilities Engineering Commanders are dual-hatted as Regional Engineers.

Light Blue boxes denotes Facilities Engineering Commands
COMPONENT COMMANDS

HAWAII
Capt. Marc R. Delao, USN, CEC, P.E.
(808) 471-3926

MARIANAS
Capt. Daniel Turner, USN, CEC, P.E.
(671) 339-5100

FAR EAST
Capt. Timothy DeWitt, USN, CEC, P.E.
(011) 81-46-816-7711

NORTHWEST
Capt. Chad M. Brooks, USN, CEC, P.E.
(360) 396-0043

SOUTHWEST
Capt. Michael P. Oestereicher, USN, CEC, P.E.
(619) 532-2317

COMMANDER
Rear Adm. John J. Adametz, USN, CEC, P.E.
(808) 472-1000

COMPONENT COMMANDS

MID-ATLANTIC
Capt. Richard D. Hayes III, USN, CEC, P.E.
(757) 341-1431

WASHINGTON
Capt. Gregory Vinci, USN, CEC, P.E.
(202) 685-3300

EUROPE AFRICA CENTRAL
Capt. Jeffrey J. Killian, USN, CEC, P.E.
(011) 39-081-568-7700

SOUTHEAST
Capt. Mike Monreal, USN, CEC, P.E.
(904) 542-6633

COMMANDER
Rear Adm. Dean VanderLey, USN, CEC, P.E.
(757) 322-8000

NAVAC directory printed as provided.
<table>
<thead>
<tr>
<th>State</th>
<th>Name</th>
<th>Phone</th>
<th>E-mail</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arizona</td>
<td>Adrienne Moore</td>
<td>928-269-3694</td>
<td><a href="mailto:adrienne.j.moore@navy.mil">adrienne.j.moore@navy.mil</a></td>
<td>MCAS FEAD Yuma, PO Box 99129, Bldg. 888, Yuma, AZ 95369-9129</td>
</tr>
<tr>
<td></td>
<td>Linda L. Banfield</td>
<td>707-424-2427</td>
<td><a href="mailto:linda.banfield@navy.mil">linda.banfield@navy.mil</a></td>
<td>ROICC Travis AFB, Box 1597, Travis AFB CA 94535-0597</td>
</tr>
<tr>
<td></td>
<td>Vacant</td>
<td>760-725-0782</td>
<td></td>
<td>ROICC Camp Pendleton, Marine Corps Base - Box 55229 Bldg. 22101, Camp Pendleton, CA 92055</td>
</tr>
<tr>
<td></td>
<td>Antonio Harley</td>
<td>559-998-3580</td>
<td><a href="mailto:antonio.b.harley1@navy.mil">antonio.b.harley1@navy.mil</a></td>
<td>PWD Lemoore, 750 Enterprise Ave, NAS Lemoore, CA 93246-5011</td>
</tr>
<tr>
<td></td>
<td>Raymond L. Brothers</td>
<td>805-982-1254</td>
<td><a href="mailto:raymond.brothers@navy.mil">raymond.brothers@navy.mil</a></td>
<td>NAVFAC Engineering &amp; Expeditionary Warfare Center, 1100 23rd Ave, Bldg. 1100, Port Hueneme, CA 93043-4347</td>
</tr>
<tr>
<td></td>
<td>Vacant</td>
<td>831-656 6844</td>
<td></td>
<td></td>
</tr>
<tr>
<td>California</td>
<td>Ruben Tellez, Jr.</td>
<td>760-577-6844</td>
<td><a href="mailto:ruben.tellez1@navy.mil">ruben.tellez1@navy.mil</a></td>
<td>FEAD Monterey, 511 Gardeners Rd, Bldg. 226, Monterey, CA 93943</td>
</tr>
<tr>
<td></td>
<td>Danielle Kincaid</td>
<td>805-982-3015</td>
<td><a href="mailto:danielle.kincaid@navy.mil">danielle.kincaid@navy.mil</a></td>
<td>FEAD Lemoore, 750 Enterprise Ave, NAS Lemoore, CA 93246-5011</td>
</tr>
<tr>
<td></td>
<td>Julia Garcia</td>
<td>619-545-7451</td>
<td><a href="mailto:julia.garcia@navy.mil">julia.garcia@navy.mil</a></td>
<td>NAVFAC Engineering &amp; Expeditionary Warfare Center, 1100 23rd Ave, Bldg. 1100, Port Hueneme, CA 93043-4347</td>
</tr>
<tr>
<td></td>
<td>Sarah Connor</td>
<td>562-426-7466</td>
<td><a href="mailto:sarah.conner@navy.mil">sarah.conner@navy.mil</a></td>
<td>FEAD Seal Beach, Bldg. 230, Code ROZ, Seal Beach, CA 90740-5000</td>
</tr>
<tr>
<td></td>
<td>Frederick VanLuit</td>
<td>760-939-4439</td>
<td><a href="mailto:frederick.m.vanluit@navy.mil">frederick.m.vanluit@navy.mil</a></td>
<td>FEAD China Lake, Code 8232300-0, Bldg. 0098, Ridgecrest, CA 93555-6108</td>
</tr>
<tr>
<td></td>
<td>Jennifer McGuire</td>
<td>619-532-2248</td>
<td><a href="mailto:jennifer.l.mcguire@navy.mil">jennifer.l.mcguire@navy.mil</a></td>
<td>NAVFAC Southwest, 1220 Pacific Hwy, Code 09SB, San Diego, CA 92132-5190</td>
</tr>
<tr>
<td></td>
<td>Robert Zaccaria</td>
<td>619-532-2375</td>
<td><a href="mailto:robert.zaccaria@navy.mil">robert.zaccaria@navy.mil</a></td>
<td>NAVFAC Southwest, 1220 Pacific Hwy, Code 09SB, San Diego, CA 92132-5190</td>
</tr>
<tr>
<td></td>
<td>Robert Charlton</td>
<td>805-982-2353</td>
<td><a href="mailto:robert.charlon@navy.mil">robert.charlon@navy.mil</a></td>
<td>FEAD Ventura, 1025 Mill Rd, B-850, Port Hueneme, CA 93043-4442</td>
</tr>
<tr>
<td></td>
<td>Gabrielle Steinau</td>
<td>760-339-2455</td>
<td><a href="mailto:gabrielle.t.steinau@navy.mil">gabrielle.t.steinau@navy.mil</a></td>
<td>FEAD El Centro, 1605 3rd Street, Bldg. 504, El Centro, CA 92243</td>
</tr>
<tr>
<td></td>
<td>Anthony Phillips</td>
<td>619-556-2320</td>
<td><a href="mailto:anthony.phillips@navy.mil">anthony.phillips@navy.mil</a></td>
<td>FEAD San Diego, 2730 McKeen St, San Diego, CA 92136</td>
</tr>
<tr>
<td></td>
<td>Vincent Rodriguez</td>
<td>619-524-8554</td>
<td><a href="mailto:vincent.rodriguez@navy.mil">vincent.rodriguez@navy.mil</a></td>
<td>FEAD Point Loma, 4635 Pacific Hwy, Bldg. 1 San Diego, CA 92110</td>
</tr>
<tr>
<td></td>
<td>Julia L. Taylor</td>
<td>858-577-6307</td>
<td><a href="mailto:julia.taylor@navy.mil">julia.taylor@navy.mil</a></td>
<td>FEAD Miramar, PO Box 452004, Bldg. M-257, San Diego, CA 92126-2004</td>
</tr>
<tr>
<td></td>
<td>Georigian Watts</td>
<td>760-830-7419</td>
<td><a href="mailto:georigian.watts@navy.mil">georigian.watts@navy.mil</a></td>
<td>FEAD New London, Box 26, Bldg. 135 Naval Submarine Base New London, Groton, CT 06340</td>
</tr>
<tr>
<td>Connecticut</td>
<td>Michael Giangregorio</td>
<td>860-694-4563</td>
<td><a href="mailto:michael.giangregorio@navy.mil">michael.giangregorio@navy.mil</a></td>
<td>FEAD New London, Box 26, Bldg. 135 Naval Submarine Base New London, Groton, CT 06340</td>
</tr>
<tr>
<td></td>
<td>Bianca Henderson</td>
<td>202-685-9129</td>
<td><a href="mailto:bianca.d.henderson@navy.mil">bianca.d.henderson@navy.mil</a></td>
<td>NAVFAC Headquarters, 1322 Patterson Ave, SE, Ste 1000, Code 09SB, Washington Navy Yard, DC 20374-5065</td>
</tr>
<tr>
<td>District of</td>
<td>Erikkra Robinson</td>
<td>202-685-0530</td>
<td><a href="mailto:erikkra.robinson@navy.mil">erikkra.robinson@navy.mil</a></td>
<td>FEAD Washington, 1013 O St SE, Bldg. 166, 3rd Floor, Washington Navy Yard, DC 20374</td>
</tr>
<tr>
<td>Columbia</td>
<td>Vacant</td>
<td>202-404-6963</td>
<td></td>
<td>FEAD JBAB, 370 Brooklyn Ave SW, Bldg. 370 Washington, DC 20032-0001</td>
</tr>
<tr>
<td>Florida</td>
<td>Dawn Brown</td>
<td>904-542-6629</td>
<td><a href="mailto:dawn.m.brown@navy.mil">dawn.m.brown@navy.mil</a></td>
<td>FEAD Southeast, Bldg. 903, Box 30, Jacksonville, FL 32212-0030</td>
</tr>
<tr>
<td></td>
<td>Thomas Parenteau</td>
<td>850-452-3131</td>
<td><a href="mailto:thomas.parenteau@navy.mil">thomas.parenteau@navy.mil</a></td>
<td>FEAD Pensacola, 310 John Tower Rd, Bldg. 3560, Pensacola, FL 32508</td>
</tr>
<tr>
<td></td>
<td>William McGrattan</td>
<td>904-207-6716</td>
<td><a href="mailto:william.mcgrattan@navy.mil">william.mcgrattan@navy.mil</a></td>
<td>FEAD Mayport, Bon Homme Richard St. Bldg. 1966 Mayport Naval Station, Mayport, FL 32228</td>
</tr>
<tr>
<td></td>
<td>Samantha Shelton</td>
<td>904-542-5572</td>
<td><a href="mailto:samantha.shelton@navy.mil">samantha.shelton@navy.mil</a></td>
<td>FEAD Jacksonville, Box 5, Bldg. 27, Jacksonville, FL 32212</td>
</tr>
<tr>
<td></td>
<td>Kenneth Longstreet</td>
<td>850-234-4763</td>
<td><a href="mailto:kenneth.longstreet@navy.mil">kenneth.longstreet@navy.mil</a></td>
<td>NSA Panama City, 101 Vernon Ave. Suite 126, Panama City, FL 32407</td>
</tr>
<tr>
<td></td>
<td>Sarah Taylor</td>
<td>305-293-3863</td>
<td><a href="mailto:sarah.f.taylor@navy.mil">sarah.f.taylor@navy.mil</a></td>
<td>PWD Key West, Naval Air Station Langley Ave. Bldg. A-629 Key West, FL 33040-9018</td>
</tr>
<tr>
<td></td>
<td>Cory Iselin</td>
<td>904-542-6624</td>
<td><a href="mailto:cory.iselin@navy.mil">cory.iselin@navy.mil</a></td>
<td>NAVFAC Southeast, Box 30, Bldg. 902, Jacksonville, FL 32212-0030</td>
</tr>
<tr>
<td>Georgia</td>
<td>Lindsay Betteridge</td>
<td>912-573-4610</td>
<td><a href="mailto:lindsay.e.betteridge@navy.mil">lindsay.e.betteridge@navy.mil</a></td>
<td>FEAD Kings Bay, 910 USS Hunley Ave, Bldg. 2015 Room 129, Kings Bay, GA 31547-2613</td>
</tr>
<tr>
<td></td>
<td>Nakiba Jackson</td>
<td>229-639-6504</td>
<td><a href="mailto:nakiba.jackson1@navy.mil">nakiba.jackson1@navy.mil</a></td>
<td>FEAD MCLB Albany, 5500 Walker Ave, Albany, GA 31703</td>
</tr>
<tr>
<td>Guam</td>
<td>Albert Sampson</td>
<td>671-339-7090</td>
<td><a href="mailto:albert.sampson@fe.navy.mil">albert.sampson@fe.navy.mil</a></td>
<td>NAVFAC Marianas, PSC 455, Box 195, Code 0953, FPO AP, GU 96540-2937</td>
</tr>
<tr>
<td></td>
<td>Norma Borja</td>
<td>671-339-2272</td>
<td><a href="mailto:norma.borja@fe.navy.mil">norma.borja@fe.navy.mil</a></td>
<td>FEAD Marianas, PSC 455, Box 103, Code ACQ, FPO AP, GU 96540-2937</td>
</tr>
<tr>
<td></td>
<td>Dante Serneo</td>
<td>671-339-5120</td>
<td><a href="mailto:dante.serneo@fe.navy.mil">dante.serneo@fe.navy.mil</a></td>
<td>FEAD Marianas, PSC 455, Box 103, Code ACQ, FPO AP, GU 96540-2937</td>
</tr>
<tr>
<td>Hawaii</td>
<td>Corrine Kurth</td>
<td>808-448-2933</td>
<td><a href="mailto:corrine.kurth@navy.mil">corrine.kurth@navy.mil</a></td>
<td>FEAD JBPHH, 400 Marshall Rd, Bldg. 1200 JBPHH, HI 96860-3139</td>
</tr>
<tr>
<td></td>
<td>Vacant</td>
<td>808-471-9197</td>
<td></td>
<td>FEAD MCBH Bldg. 566 Kaawa St, MCBH Kaneohe Bay, HI 96863-3068</td>
</tr>
<tr>
<td></td>
<td>Patrick Ompad</td>
<td>808-474-4554</td>
<td><a href="mailto:patrick.ompad@navy.mil">patrick.ompad@navy.mil</a></td>
<td>FEAD Hawaii, 400 Marshall Rd, JBPHH, HI 96860-3139</td>
</tr>
<tr>
<td></td>
<td>Lisa Roth</td>
<td>808-473-0478</td>
<td><a href="mailto:lisa.a.roth1@navy.mil">lisa.a.roth1@navy.mil</a></td>
<td>FEAD Pacific 258 Makalapa Dr, Ste 100 Code 095, JBPHH, HI 96860</td>
</tr>
</tbody>
</table>
# NAVFAC Small Business Specialists

<table>
<thead>
<tr>
<th>State</th>
<th>Contact</th>
<th>Phone</th>
<th>E-mail</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Illinois</td>
<td>Ken Seymour</td>
<td>847-688-3368 x 248</td>
<td><a href="mailto:kenneth.d.seymour@navy.mil">kenneth.d.seymour@navy.mil</a></td>
<td>NAVFAC MIDLAND-FEAD Great Lakes, 2625 Ray St, Great Lakes, IL 60088-3147</td>
</tr>
<tr>
<td>Indiana</td>
<td>Debra S. Dills</td>
<td>812-854-3234</td>
<td><a href="mailto:debbie.dills@navy.mil">debbie.dills@navy.mil</a></td>
<td>MIDLAND FEAD Crane, 300 Hwy 361, Bldg. 2516, Crane, IN 47522-5082</td>
</tr>
<tr>
<td>Louisiana</td>
<td>Jay Nosser</td>
<td>504-678-9082</td>
<td><a href="mailto:jay.nosser@navy.mil">jay.nosser@navy.mil</a></td>
<td>FEAD New Orleans, NSA Bldg. 2, 2300 General Meyer Ave, New Orleans, LA 70142-5007</td>
</tr>
<tr>
<td>Maryland</td>
<td>Dorothy Holley</td>
<td>301-757-1001</td>
<td><a href="mailto:dorothea.holley@navy.mil">dorothea.holley@navy.mil</a></td>
<td>FEAD Patuxent River, 22445 Peary Rd, Bldg. 504, Patuxent River, MD 20670</td>
</tr>
<tr>
<td></td>
<td>Thuy T. Le</td>
<td>301-295-3289</td>
<td><a href="mailto:thuy.t.le@navy.mil">thuy.t.le@navy.mil</a></td>
<td>FEAD Bethesda, 8901 Wisconsin Ave., Bldg. 14, Bethesda, MD 20889</td>
</tr>
<tr>
<td></td>
<td>Richard Rawlings</td>
<td>410-293-3188</td>
<td><a href="mailto:richard.n.rawlings@navy.mil">richard.n.rawlings@navy.mil</a></td>
<td>PWD Annanpolis Code C 20, 1811 Wainwright Rd, Bldg. 181, Code C 20, Annapolis, MD 21402</td>
</tr>
<tr>
<td></td>
<td>Susan Swann</td>
<td>540-653-3362</td>
<td><a href="mailto:susan.swann@navy.mil">susan.swann@navy.mil</a></td>
<td>FEAD S. Potomac-Indian Head, 4474 McMahon Rd, Ste 3, Indian Head, MD 20640</td>
</tr>
<tr>
<td>Mississippi</td>
<td>Lisa Harris</td>
<td>601-679-2179</td>
<td><a href="mailto:lisa.harris1@navy.mil">lisa.harris1@navy.mil</a></td>
<td>FEAD Meridian, 229 Allen Rd, Meridian, NAS MS 39309-5427</td>
</tr>
<tr>
<td></td>
<td>Cara Morano</td>
<td>228-871-3335</td>
<td><a href="mailto:cara.morano@navy.mil">cara.morano@navy.mil</a></td>
<td>FEAD Gulfport, 2401 Upper Nixon AVE, Gulfport, MS 39501-5001</td>
</tr>
<tr>
<td>North Carolina</td>
<td>Vacant</td>
<td>910-451-2582 x 5289</td>
<td></td>
<td>FEAD Cherry Point, PSC BOX 8006, Bldg. 163, Cherry Point, NC 28533-0006</td>
</tr>
<tr>
<td>Maine</td>
<td>Eric Bishop</td>
<td>207-438-4184</td>
<td><a href="mailto:eric.bishop@navy.mil">eric.bishop@navy.mil</a></td>
<td>FEAD Portsmouth, Bldg. 59, 1st Floor, Portsmouth Naval Shipyard, Kittery, ME 03904</td>
</tr>
<tr>
<td>New Jersey</td>
<td>Anthony Pavese</td>
<td>732-866-2152</td>
<td><a href="mailto:anthony.pavese@navy.mil">anthony.pavese@navy.mil</a></td>
<td>FEAD Earle, 201 Hwy 34 Bldg. C-9, Colts Neck, NJ 07722-5025</td>
</tr>
<tr>
<td>Nevada</td>
<td>Sherri Nickerson</td>
<td>775-426-4667</td>
<td><a href="mailto:sherri.nickerson@navy.mil">sherri.nickerson@navy.mil</a></td>
<td>FEAD Fallon, 4755 Pasture Rd, Bldg. 307, 2nd Floor, Fallon, NV 89496-5000</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>Anthony Zampetti</td>
<td>215-897-8877</td>
<td><a href="mailto:anthony.zampetti@navy.mil">anthony.zampetti@navy.mil</a></td>
<td>FEAD Philadelphia, 4921 S. Broad St, Bldg. 1, 2nd Floor, Philadelphia, PA 19122</td>
</tr>
<tr>
<td>Rhode Island</td>
<td>Tracy Gates</td>
<td>401-841-3407</td>
<td><a href="mailto:tracy.gates@navy.mil">tracy.gates@navy.mil</a></td>
<td>PWD Newport, 1 Simonpietri Dr, Bldg. 1, Newport, RI 02841-1712</td>
</tr>
<tr>
<td>South Carolina</td>
<td>Don L. Herscherger</td>
<td>843-228-8574</td>
<td><a href="mailto:don.herscherger@navy.mil">don.herscherger@navy.mil</a></td>
<td>ROICC Beaufort, Box 9310, Moore St, Bldg. 658, Beaufort, SC 29904-9310</td>
</tr>
<tr>
<td></td>
<td>Dale Rieck</td>
<td>843-228-3982</td>
<td><a href="mailto:dale.c.rieck3@navy.mil">dale.c.rieck3@navy.mil</a></td>
<td>FEAD MCRD Parris Island, Bldg. 852 Atsugi St, Beaufort, SC 29905</td>
</tr>
<tr>
<td>Tennessee</td>
<td>Malcolm Griffin</td>
<td>901-874-7751</td>
<td><a href="mailto:malcom.griffin@navy.mil">malcom.griffin@navy.mil</a></td>
<td>FEAD Mid South, 5722 Integrity Dr, Bldg. 455, Millington, TN 38054-5018</td>
</tr>
<tr>
<td>Texas</td>
<td>Joel Overson</td>
<td>361-961-3397</td>
<td><a href="mailto:joel.overson@navy.mil">joel.overson@navy.mil</a></td>
<td>PWD Corpus Christi, 8851 Ocean Dr, Bldg. 19, STE. 101 Corpus Christi, TX 78419-5525</td>
</tr>
<tr>
<td></td>
<td>Jeannette Sale</td>
<td>817-782-5274</td>
<td><a href="mailto:jeannette.sale@navy.mil">jeannette.sale@navy.mil</a></td>
<td>FEAD Fort Worth, 1215 Depot Ave, NAS/JRB, Fort Worth, TX 76127-1215</td>
</tr>
<tr>
<td>Virginia</td>
<td>Cynthia Anderson</td>
<td>757-322-8308</td>
<td><a href="mailto:cynthia.j.anderson@navy.mil">cynthia.j.anderson@navy.mil</a></td>
<td>NAVFAC Atlantic, 6506 Hampton Blvd, Norfolk, VA 23508-1278</td>
</tr>
<tr>
<td></td>
<td>Sharan Lind</td>
<td>757-341-0565</td>
<td><a href="mailto:sharan.lind@navy.mil">sharan.lind@navy.mil</a></td>
<td>FEAD Norfolk, 9324 Virginia Ave, Norfolk, VA 23511-3689</td>
</tr>
<tr>
<td></td>
<td>Andres Medina</td>
<td>757-341-0092</td>
<td><a href="mailto:andres.medina@navy.mil">andres.medina@navy.mil</a></td>
<td>NAVFAC Mid-Atlantic, 9324 Maryland Ave, Bldg. Z140 Code 095B, Norfolk, VA 23511-3096</td>
</tr>
<tr>
<td></td>
<td>Jenell Schreiber</td>
<td>757-433-2668</td>
<td><a href="mailto:jenell.schreiber@navy.mil">jenell.schreiber@navy.mil</a></td>
<td>FEAD Oceana, 953 Hornet Dr, Bldg. 820 Ste 213, Virginia Beach, VA 23460-2190</td>
</tr>
<tr>
<td></td>
<td>Kathy Pope</td>
<td>757-887-4705</td>
<td><a href="mailto:kathy.pope@navy.mil">kathy.pope@navy.mil</a></td>
<td>FEAD Yorktown, Bldg. 16 Spring Rd, Yorktown, VA 23691-1014</td>
</tr>
<tr>
<td></td>
<td>Leroy Rushing</td>
<td>757-462-5347</td>
<td><a href="mailto:leroy.rushing@navy.mil">leroy.rushing@navy.mil</a></td>
<td>FEAD Little Creek, 1450 Gator Blvd, Ste 150, Norfolk, VA 23521-3023</td>
</tr>
<tr>
<td></td>
<td>Susan Swann</td>
<td>540-653-3362</td>
<td><a href="mailto:susan.swann@navy.mil">susan.swann@navy.mil</a></td>
<td>FEAD South Potomac-Dahlgren, 18329 Thompson Rd, Bldg. 182, Dahlgren, VA 22448-5000</td>
</tr>
<tr>
<td></td>
<td>Vacant</td>
<td>703-784-1196</td>
<td></td>
<td>FEAD Quantico, 855 Bldg, 2004 Barnett Ave, Quantico, VA 22134-2134</td>
</tr>
<tr>
<td></td>
<td>Joseph McGrenra</td>
<td>757-322-4430</td>
<td><a href="mailto:joseph.mcgrenra@navy.mil">joseph.mcgrenra@navy.mil</a></td>
<td>NAVFAC Atlantic, 6506 Hampton Blvd, Norfolk, VA 23508-1278</td>
</tr>
<tr>
<td></td>
<td>Whitney Walker</td>
<td>757-396-1010</td>
<td><a href="mailto:whitney.walker1@navy.mil">whitney.walker1@navy.mil</a></td>
<td>FEAD Portsmouth, Bldg. 492, Portsmouth, VA 23709-5000</td>
</tr>
<tr>
<td>Washington</td>
<td>Alex Wingert</td>
<td>425-304-3184</td>
<td><a href="mailto:alex.h.wingert@navy.mil">alex.h.wingert@navy.mil</a></td>
<td>FEAD Everett, 2000 W Marine View Dr, Everett, WA 98207</td>
</tr>
<tr>
<td></td>
<td>Vacant</td>
<td>425-304-3316</td>
<td></td>
<td>FEAD NASWI, 2000 W Marine View Dr, Everett, WA 98207</td>
</tr>
<tr>
<td></td>
<td>James Niles</td>
<td>360-315-5440</td>
<td><a href="mailto:james.niles@navy.mil">james.niles@navy.mil</a></td>
<td>NAVFAC Northwest, 1101 Tautog Circle, Ste 212, Silverdale, WA 98315-1088</td>
</tr>
<tr>
<td></td>
<td>Vacant</td>
<td>360-476-2665</td>
<td></td>
<td>FEAD Bremerton, 467 W. Street, 4th Floor, Bremerton, WA 98314</td>
</tr>
<tr>
<td></td>
<td>Vacant</td>
<td>360-396-4190</td>
<td></td>
<td>FEAD Bangor, TD7 Skate St, Silverdale, WA 98315</td>
</tr>
</tbody>
</table>
WE BREAK NEW GROUND IN EXTRAORDINARY WAYS

PROJECT DELIVERY
We customize reporting to meet your needs providing clear, up-to-date project status, allowing you to stay focused on your clients. At APTIM, we track projects using a centralized, secure, and comprehensive system. Our unique data management system provides project managers and stakeholders flexibility in reporting options, rapid data dissemination, quality control checks, logistics management, and activity tracking using data analytics to fully exploit its value and mine information our clients depend upon. Contact us to find out how our team and project management system can help you deliver your projects successfully.

PROJECT
INNER HARBOR NAVIGATION CANAL SURGE BARRIER PROJECT

LOCATION
New Orleans, LA

Expect the Extraordinary.

APTIM.com
## NAME:

### Wednesday, Nov. 20

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Credits</th>
<th>Attended?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00 p.m. -</td>
<td>Great Expectations: The SBA-Approved 8(a) Mentor-Protégé JV</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>2:00 p.m.</td>
<td>Building America, Building Your Business</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>More than a Matter of Convenience</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fight or Flight: Pre/Post Award Protests</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Debarment Survival 101: Service Contract Act and Davis-Bacon Act</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>2:30 p.m. -</td>
<td>It Takes Courage to Stay Small</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>3:30 p.m.</td>
<td>Top 10 Decisions Facing Small Business CEOs</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Prepare Proposals like a Professional</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cybersecurity Maturity Model Certification: The Future</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hot Topics from Small Business Leaders</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>4:00 p.m. -</td>
<td>Positioning to Win Disaster-Related Response Contracts</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>5:00 p.m.</td>
<td>Accounting System Compliance for Non-Accountants</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>What is Business Development’s Secret Sauce?</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Limitations on Subcontracting: “Easy As Pi”</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Maximizing SBA’s Resources to Kick-Start Your Small Business</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

Total for Wednesday

### Thursday, Nov. 21

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Credits</th>
<th>Attended?</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:30 a.m. -</td>
<td>The Secret to Maximizing Military Leadership Value</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>11:30 a.m.</td>
<td>CPARS from Beginning to End</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Finding Competitive Intelligence on Your Opportunities</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Top Legal Questions from Government Contractors</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small Business Lessons Learned: U.S. Government DCONUS Work</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

### Thursday, Nov. 21 (continued)

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Credits</th>
<th>Attended?</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 p.m. -</td>
<td>Getting Staff to Invest in Your Business</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>3:00 p.m.</td>
<td>Business Resiliency through Disaster Preparation &amp; Contracting</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Positioning for Success: Marketing Beyond Proposals</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Beware New Government Contracting Compliance Issues</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>U.S. Commercial Service: Your Overseas Business Tool</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>3:30 p.m. -</td>
<td>Leverage the Cloud and Mobility to Grow</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>4:30 p.m.</td>
<td>Does Having a Joint Venture Guarantee Success?</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>How to Develop Seller-Doers…or Become One!</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Success Through Compliance: Your SB Subcontracting Program</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Navigating DOS/DOD Overseas Small Business Opportunities</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

Total for Thursday

### Friday, Nov. 22

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Credits</th>
<th>Attended?</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 a.m. -</td>
<td>Federal Spending Trends: Going Beyond Opportunities</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>10:00 a.m.</td>
<td>Starting a Business? Be Distinct and Differentiate</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Myth Busters: Mysteries of Government Proposals</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small Business Contracting: Who Moved My Contract?</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>10:30 a.m. -</td>
<td>Swimming in the Deep End</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>11:30 a.m.</td>
<td>Small Business Success on Large IDIQ Contracts</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Unleashed Potential: Fearless &amp; Flourishing 8a Graduates</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>“All Small” JVs Proliferation and Unintended Consequences</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

Total for Friday

Total for 2019 SBC

Electronic Professional Development Reporting Forms may be found at www.samesbc.org.

Panel content and PDH credit has been verified by:

[Signature]

Brig. Gen. Joseph Schroedel, P.E., F.SAME, USA (Ret.)
SAME Executive Director
What if?

What if we told you how over 70 years ago, Jacobs started out as a small, entrepreneurial company, with a big vision to deliver innovative solutions. Today, Jacobs is committed to give back to small businesses, helping them achieve their dreams.

At Jacobs, we are redefining the industry as a comprehensive services provider to the U.S. military, the Veterans Administration and other federal agencies, encompassing planning and asset management; mission-focused design and project execution; cybersecurity and big data; resiliency and energy generation and conservation; as well as environmental, water and sustainable solutions.

#WhatIf
jacobs.com/whatif

Follow us @JacobsConnects
THANK YOU SPONSORS!!!
Thank you to our sponsors for their support of the SAME 2019 Small Business Conference.