



FEB 24, 2022

Capital One Hall
Tysons, Virginia

DC & NoVA Posts

14th Annual Small Business Conference

THANK YOU TO OUR
PLATINUM SPONSOR:



CONSIGLI
Est. 1905

Conference Program

**Welcome back to the SAME DC & NoVA Posts
14th Annual Small Business Conference**

Welcome to the 14th Annual Society of American Military Engineers (SAME) DC & Northern Virginia Posts Small Business Conference. We are excited to be back in person here at the magnificent Capital One Hall in Tysons, Virginia! We've built this conference for you, whether you're representing a small business, prime or a government representative, contracting officer or small business liaison. The DC & NOVA Post SAME Small Business Conference brings the Architecture, Engineering, Construction and Facility Maintenance/Management, Cyber Industries together along with state & local and federal agencies operating throughout in the DC, Maryland and Virginia to:

- Deliver the most comprehensive and useful market research experience possible for all attendees
- Learn of and/or share upcoming contracting opportunities for small businesses
- Connect with teaming partners
- Support the nation's small business contracting goals
- Engage in above-board networking between private companies and state & local and federal program managers and procurement/contracting officers.

From our exhibit hall, matchmaking and interactive panel sessions, our goal today is to deliver you a highly informative conference focused on small business and help you move forward in 2022 and beyond!



Ed Chamberlayne, P.E., Ph.D., F.SAME - SAME NOVA Post President



Joe Yates, P.E. - SAME DC Post President

CONTENTS

Click on the bookmarked links below to travel to the section of this digital program.

» AGENDA

» SPONSORS

» SAME CODE OF CONDUCT

» COVID-19 HEALTH & SAFETY

» MATCHMAKING

» SPEAKERS

» EXHIBITOR DIRECTORY

» UPCOMING SAME DC &
NoVA POSTS EVENTS

» HAPPY HOUR

AGENDA

Time (EST)	Event	Location
6:00 am	Capital One Parking Garage Opens	
6:00 am	Exhibit Halls Open for Setup	Atrium
8:00 am	Exhibit Hall Opens	Atrium
9:00 am	Welcome & Introduction by the SAME DC & NoVA Post Presidents Joe Yates, DC Post President Ed Chamberlayne, NoVA Post President Lee Ann Zelesnikar, Regional Vice President - Mid-Atlantic SAME	Theater
9:15 am	Opening Plenary Session featuring Keynote Speaker Chuck Bean, Executive Director, Metropolitan Washington Council of Governments	Theater
10:00 am	Federal Panel Session Moderator: Ed Chamberlayne, SAME NoVA Post President, PRIME AE Group Vice President Federal Programs David Bullerwell, Veterans Affairs, Office of Construction & Facilities Management Bill Tully, USACE Baltimore District Matt Karlinchak, USACE Norfolk District	Theater
11:00 am	Networking	One v One Matchmaking Sessions
		Atrium / The Vault
11:30 am	Lunch	Atrium
12:00 pm	Keynote Noon Speaker Jonathan Griffith, Managing Director – Capital One Center	Theater
12:20 pm	Afternoon Keynote Tracy Marcinowsk, Assistant Commissioner for Acquisitions at Public Buildings Service, General Services Administration	Theater
1:00 pm	Networking	One v One Matchmaking Sessions
		Atrium / The Vault
2:00 pm	Economic Development Market Outlook Panel Session Moderator: Selena Lo, Jacobs Principal Vince Barnett, VP of Business Investment – Virginia Department of Economic Development Victor Hoskins, President & CEO – Fairfax Economic Development Office Telly Tucker, Director – Arlington Economic Development Christina Winn, Executive Director – Prince William County Economic Development	Theater
3:00 pm	Networking	One v One Matchmaking Sessions
		Atrium / The Vault
3:00 pm	Procurement, Acquisition and Diversity and Inclusion Updates Panel Session Moderator: Jenny Bowers, Director – EXP, U.S. Services State & Federal Programs Mike Drye, Principal, HKS, Inc. Alex Held, Small Business Manager – Arlington Economic Development Susan Wong, Chief Professional Services Division, National Park Service William E. “Bill” Sharp, Chief Contracting Officer for Infrastructure, Office of Contracting and Procurement, Government of the District of Columbia	Theater
4:00 pm	Open Networking	Atrium
5:00 pm	Happy Hour Function	Wren, 11th Floor
6:30 pm	Closeout	

SPONSORS

PLATNIUM



CONSIGLI
Est. 1905

GOLD



Dewberry



EA Engineering, Science,
and Technology, Inc., PBC



General Contractors
Decide - Build - Conclude

Jacobs



WOODS • PEACOCK
ENGINEERING CONSULTANTS

SILVER



MERRICK



R&K Solutions



BRONZE

SUMMER
CONSULTANTS
INCORPORATED



CONSIGLI
Est. 1905

Building Partnerships From The Ground Up

AOC, Children's Botanic Garden Renovation | Washington, DC
Construction Managers and General Contractors | consigli.com

SAME CODE OF CONDUCT COVID-19 HEALTH AND SAFETY

SAME 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. SAME does not tolerate discrimination, intolerance, harassment, aggression, or ill-will of any kind, whether presented in-person, digitally, or via another method.

When engaged in SAME activities or representing SAME, SAME expects all members, participants, sponsors, employees, and staff to:

- Maintain the highest professional standards of ethical behavior.
- Respect the dignity, health and safety of themselves and others.
- Be positive, friendly, and welcoming to others.
- Support diversity and inclusion.
- Attend in-person meetings and events only when in good health.
- Maintain the confidentiality of Society business and its members. Directories, mail lists and membership information shall be used only for their expressly stated purpose.

Consequences of Code Violations

Violations of this Code will not be tolerated. When suspected violations are reported, we act. Violators are subject to remedies determined as below. In addition to other remedies, in the case of in person events, violators are subject to expulsion from the event, at SAME's sole discretion, without refund. Further, SAME Bylaws specifically address membership termination for cause (Article III, para 5) and SAME Ethics Standards (Article XI, para 3).

Reporting Alleged Code Violations

Alleged violations during SBC should be reported to an SAME staff member.

Resolution of Alleged Violations

Alleged violations will be remedied at the lowest level possible. The SAME Executive Director has the national level authority to resolve alleged violations of this code, including lower level Post violations that are elevated to National. If National level resolution is required, the SAME Executive Director, or his designated inquiry official, will gather all necessary facts, including an opportunity for the alleged violator to present information both in writing and in person. Based on that inquiry, the SAME Executive Director will make a final determination or recommendation of corrective action on the matter. The Executive Director's determination can be appealed to

the SAME National President, assisted by the National Leadership Team. The SAME National President will then make a final determination on the matter. Termination of SAME membership remains the authority of the SAME Executive Committee (SAME Bylaws, Article III, para 5).

COVID-19 Health and Safety

Mask & Vaccination Requirements

All Capital One Hall event attendees over the age of 12 must provide proof of full vaccination (one J&J shot or two Moderna/Pfizer shots), the last dose of which was administered at least 14 days prior to entering CapitalOne Hall, or an approved* COVID-19 negative test taken no more than 48 hours before entering Capital One Hall. Proof of vaccination can be your physical vaccine card or a photo of your card. The name on the card or negative test must match the name on your photo ID. Entry requirements subject to change.

All attendees, including those under the age of 12, must wear protective masks regardless of vaccination status while inside Capital One Hall except when actively eating or drinking.

* Approved tests include rapid, PCR or FDA-approved at-home tests

* Details are located here: <https://www.capitalonehall.com/faq>

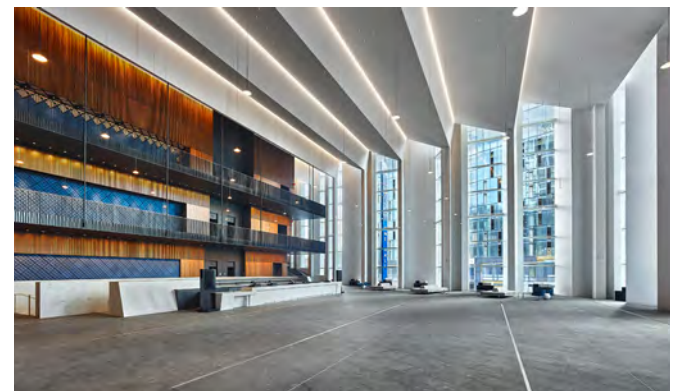
Matchmaking

Matchmaking sessions are located in the Vault.

Be on time for your appointments. Each session is only 10 minutes, so don't waste any of it!

Leave the table when your time is up. You must leave as soon as the next attendee arrives.

Share your business card and capability statements.





Balfour Beatty is privileged to have built substantial, long-lasting relationships with our Small Business partners across the Mid-Atlantic and beyond. Accomplishments such as these would simply be impossible without the focused determination that each company brings to our projects.

Together, we'll continue to solidify our partnerships and build the Mid-Atlantic, positively impacting lives and communities across the region.

balfourbeattyus.com/washingtondc

Balfour Beatty

MORNING KEYNOTE SESSION: 9:15 - 10 AM



Chuck Bean
Executive Director, Metropolitan Washington Council of Governments



Chuck Bean is an executive and civic leader with more than 30 years of experience in government, nonprofits, and philanthropy. Since 2012, Bean has served as Executive Director of the Metropolitan Washington Council of Governments (COG), one of the country's prominent regional councils and metropolitan planning organizations. COG is an independent, nonprofit association that brings area leaders together to address major regional issues, including economic development, land-use, human services, public safety, and environmental and transportation planning. Its membership is comprised of 300 elected officials from 24 local governments, the Maryland and Virginia state legislatures, and U.S. Congress. Bean previously served as President of the Nonprofit Roundtable of Greater Washington and the Director of the Community Capacity Fund.

FEDERAL PANEL: 10 - 10:50AM



US Army Corps of Engineers®



Bill Tully - U.S. Army Corps of Engineers, Baltimore District
Program Manager for Military and Inter-Agency Support Projects in the National Capital Region

Bill is currently in his 30th year with the U.S. Army Corps of Engineers, serving the New York District and now the Baltimore District since 2001. He has held previous positions within the Construction Division, multiple Integrated Program Management Offices and most currently with the Programs & Project Management Division, responsible for executing work in the Capital Area.

In his current role, Bill provides oversight of Project Management for several dozen projects that are at different stages of programing, planning design and construction at locations within the National Capital Region, which includes projects at Fort Belvoir, VA, Joint Base Myer Henderson Hall and the Pentagon.



Matt Karlinchak - U.S. Army Corps of Engineers, Norfolk District
Chief, Arlington National Cemetery Branch

Mr. Matthew Karlinchak took over as the USACE Norfolk District's Branch Chief of Arlington National Cemetery (ANC) Program in December 2021. As the Chief of the ANC Branch, Matthew has the pleasure of leading a team of engineers and project managers to work on one of our Nations most sacred treasures, the Arlington National Cemetery. The program consists of roughly \$10-15M/year worth of infrastructure and building renovation projects and a large upcoming southern expansion at the ANC.

Prior to this, Mr. Karlinchak was assigned as a Section Chief and Senior Project manager to over \$1B worth of projects while he was stationed in Wiesbaden Germany for the USACE Europe District. During his 7 year tour in Germany, he worked minor and major Military construction projects for the Army, Air Force and Marines in Germany, Italy and Turkey. Mr. Karlinchak also worked as Utilities Program Manager and a Project Manager with NAVFAC in both San Diego, CA and Naples, Italy covering a wide region of footprint across the globe.



David Bullerwell
Director, National Region Acquisition Support Team
Veterans Affairs - Office of Construction & Facilities Management

Mr. David C Bullerwell serves as the Director of the National Region Acquisition Support Team for the Office of Construction and Facilities Management since 2018. As the Director, he is responsible for the successful acquisition and completion of cemetery design and construction projects valued greater than \$20 Million. He provides managerial direction for complicated acquisition matters, develops long range planning, establishes office training programs, and performs director level reviews to ensure all procurement actions comply will required regulations, policies and procedures.



DEDICATED PROFESSIONALS WORKING TO
MEET THE NEEDS OF
OUR NATION AND ARMED FORCES

 **Dewberry**

www.dewberry.com

FEDERAL PANEL: 10 - 10:50AM



Ed Chamberlayne, P.E., Ph.D., F.SAME
SAME NoVA Post President
Prime AE Group - Vice President of Business Development

Ed Chamberlayne is the current President of the SAME NoVA Post and recently joined Prime AE Group as Vice President of Business Development, responsible for the maintenance, development, and growth of Prime AE's growing Army client portfolio.

Ed completed a 25-year career in the U.S. Army and served in numerous leadership positions and commanded the Baltimore and Charleston Districts of the U.S. Army Corps of Engineers. He has extensive experience working with federal clients in areas involving military construction, the intelligence community, civil works, water resources, environmental remediation, and construction management. Ed is a veteran of both Iraq and Afghanistan and is a licensed Professional Engineer. In 2021, Ed was honored to be selected as a Fellow within the Society of American Military Engineers.

OVERVIEW OF CAPITAL ONE HALL, DESIGN & CONSTRUCTION 12 - 12:20PM



Jonathan Griffith
Managing Director – Capital One Center

As the Managing Director of Capital One Center, the mixed-use development at Capital One's global headquarters, Jonathan has oversight of the public-facing components of the planned 6 million square foot development. These include the retail and common area spaces of the property, a world-class performing arts & event center, Capital One Hall, and The Watermark Hotel, a 300-key boutique suites hotel. Since joining Capital One in 2014, Jonathan has been responsible for much of the design of the campus; assisting in zoning & entitlement activities, the design and construction of multiple mixed-use buildings, and in developing the numerous place-making activations on the site, to include the public art displays and the 2.5 acre rooftop park and biergarten, The Perch.

Previously, Jonathan managed the building operations and projects for Exxon-Mobil at its 325-acre headquarters campus in Fairfax, VA. He has also worked in a variety of roles which have included assisting the US Army Corps of Engineers on 'special projects' in buildings and sites of national significance.

AFTERNOON KEYNOTE: 12:20 - 1PM



Tracy Marcinowski
Assistant Commissioner for Acquisitions at Public Buildings Service
General Services Administration

As the Assistant Commissioner for Acquisitions at the General Service's Administration, Public Building Service, Ms. Marcinowski is responsible for the Service's acquisition environment, including policy development, acquisition reform initiatives; category management; and Acquisition Workforce development and career management.

Ms. Marcinowski began her contracting career as an Air Force active duty Contracting Officer, serving all over the world, and has served in roles of ever increasing responsibility with the Department of Defense, the US Coast Guard and the Department of Veterans Affairs. Mrs. Marcinowski is Level III Federal Acquisition Certification—Contracting (FAC-C) certified.



ECONOMIC DEVELOPMENT MARKET OUTLOOK 2022 AND BEYOND: 2 - 2:50PM



Vince Barnett
VP of Business Investment - Virginia Economic Development Partnership

Vince Barnett serves as Vice President of Business Investment, where he directs VEDP's lead generation, business retention and expansion, and Governor-led trade mission strategies to targeted industry executives and site-selection consultants.



Barnett previously served as VEDP's Vice President of Communications and Promotions, where he led the marketing program. Before joining VEDP in 2001, Barnett served as Marketing Manager for HHHunt Corporation in Glen Allen, Virginia, where he was responsible for marketing efforts at Hunting Hawk Golf Club. Barnett served more than seven years in the United States Air Force and the Virginia Air National Guard, with assignments at Ramstein Air Base in Germany and Incirlik Air Base in Turkey.



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

Victor Hoskins
President & CEO - Fairfax Economic Development Authority

Victor Hoskins is President and CEO of the Fairfax County (Va.) Economic Development Authority (FCEDA), which oversees growth of the largest economy in Virginia. Previously, he directed economic development in Arlington County, Va., where he led the team that brought Amazon's second headquarters to Northern Virginia. Under Mr. Hoskins' leadership, the FCEDA launched a multi-faceted initiative to build the workforce in Northern Virginia. With a master's degree in City Planning from MIT and an Honors undergraduate degree from Dartmouth, he has held executive leadership ranks in real estate in the public and private sectors. His career has taken him from Wall Street to Main Street, and he has expanded economies from Los Angeles/Long Beach to the Mid-Atlantic region.



Telly Tucker
Director - Arlington Economic Development

Telly Tucker is the Director of Arlington Economic Development (AED) for Arlington County, Virginia, where he leads a strong economic development team with more than 50 employees. Tucker has approached economic development with an insightful and creative mindset throughout his career. This work continues in Arlington today as he leads the team that continues to build on the momentum of Amazon HQ2 to attract more businesses, grow existing business, support the tourism sector and the arts community.



Tucker currently holds Board Appointments with Leadership Center for Excellence Board of Regents, George Mason University President's Innovation Advisory Council, Northern Virginia Economic Development Alliance (Immediate Past Chair) and Path Forward Advisory Council, as well as serves as an Honorary Board Member of the Northern Virginia Technology Council. Mr. Tucker has received the prestigious Certified Economic Development (CEcD) designation granted by the International Economic Development Council in Washington, D.C.



Christina Winn - Executive Director
Prince William County Economic Development

Christina Winn leads the Prince William County Department of Economic Development, catalyzing investment, retention, and redevelopment opportunities in the second largest county in Virginia. By positioning the county as a leader in the fast-paced, evolving economy of the Washington, D.C. region, Ms. Winn is shaping stages for expansion and collaboration in key target industries, such as life sciences and bio-tech; distribution and logistics; and government contracting.



With more than 20 years of economic development and private sector real estate experience, Ms. Winn is an expert in development programs including finance, incentives, and marketing. Since taking the helm of the department in 2019, Ms. Winn has implemented best practices and programs that attracted more than \$5.1 billion in capital investment and 2,989 new and retained jobs. During the COVID-19 pandemic, she led multiple grant programs, providing more than \$16 million in assistance to the county's business community.

IMPROVING THE QUALITY OF THE ENVIRONMENT



EA[®] EA Engineering,
Science, and
Technology, Inc., PBC

OFFICES NATIONWIDE
eaest.com

FULL COMPLEMENT OF INTERDISCIPLINARY ENVIRONMENTAL SERVICES

Site Characterization and
Remediation

Munitions Response

Emerging Contaminants

Research and Development

Engineering

Environmental, Health, and
Safety Compliance

Coastal Resilience

Sediment Management

Natural Resources

Ecotoxicity and Treatability
Laboratories

Data Management

Sustainable Solutions

ECONOMIC DEVELOPMENT MARKET OUTLOOK 2022 AND BEYOND: 2 - 2:50PM

Jacobs



Selena Lo
Principal - Jacobs

Selena Lo served as the Society of American Military Engineers (SAME) 100th Post President for the DC Post, and is a Principal at Jacobs. She has been focused in the architectural industry, and loves working in the public sector! Understanding the demographic changes throughout the Washington D.C. region has always been her passion. She is an architectural graduate from Oxford University in England and chose the United States when she ventured on an exchange with Virginia Tech. She has been an active member of SAME since 2007 and is delighted to moderate today with key Economic Development leaders with their thoughts and visions for a post-pandemic region.

**SMALL BUSINESS PROCUREMENT OUTLOOK, ACQUISITION, DEI UPDATES
3- 3:50PM**

HKS



Mike Drye, AIA
Principal - HKS

Mike has practiced architecture for over 19 years, focused primarily on public assembly venues. Since joining HKS, Mike has focused on sports and recreation facilities ranging from Major League training facilities to NCAA venues and training facilities. These venues often involve some level of public partnerships or funding and as such require varying degrees of partnerships with local and small-, woman- and minority-owned businesses.

Mike's approach to team-building and nurturing deep relationships has guided his approach to partnerships with clients and consultants. It is through the success of these partnerships that Mike and his teams have been able to deliver lasting, evocative spaces that enhance the community and provide enduring memories for the people who enjoy them.



Susan Wong
Chief of Professional Services Division, National Park Service

Susan Wong joined the National Park Service in 2019 and is currently serving as the Chief of Professional Services Division at the George Washington Memorial Parkway. She is a 30-year Federal government civilian with demonstrated successes in the execution of design and construction ranging from small to large investment programs. Prior to joining the National Park Service, Ms. Wong served for six years as a Capital Projects Administrator for the Architect of the Capitol with most of her earlier career with the US Army where she contributed to the Pentagon Renovation program pre-9/11, headquarters Surface Deployment and Distribution Command, and the Garrison in Vicenza, Italy.



William E. "Bill" Sharp
Chief Contracting Officer for Infrastructure, Office of Contracting and Procurement, Government of the District of Columbia

Mr. William E. "Bill" Sharp is the District of Columbia's Chief Contracting Officer for Infrastructure and Transportation at the Office of Contracting and Procurement (OCP). The Infrastructure and Transportation Group includes serving the District Department of Transportation.

Bill brings over 35 years of procurement, academic and leadership experience from both the private and public sectors. His federal public sector work most recently included serving as the Assistant Inspector General for Management and Support for the Special Inspector General for Afghanistan Re-construction (SIGAR), an independent federal oversight agency. Prior to that, Bill was the Procurement Manager for the Washington Metropolitan Area Transit Authority (WMATA), Office of Procurement and Materials.

We make the world smarter, more connected and more sustainable.

At Jacobs, we work every day to make the world better for all. Everything we do — from addressing water scarcity and aging infrastructure to ensuring access to life-saving therapies, protecting against sophisticated cyberattacks and exploring beyond our Earth — is more than our daily jobs: They're our challenges as human beings, too.

We're pushing the limits of what's possible.



Follow us @JacobsConnects | [jacobs.com](https://www.jacobs.com)



Jacobs

Challenging today.
Reinventing tomorrow.

**SMALL BUSINESS PROCUREMENT OUTLOOK, ACQUISITION, DEI UPDATES
3- 3:50PM**



**Alex Held - Small Business Manager
BizLaunch, Arlington Small Business & Entrepreneurial Resource Center**



A 40 Under 40 honoree by the Leadership Center for Excellence, Alex has connected small businesses to resources and opportunities for the last seven years. Through his role at BizLaunch, Arlington's Small Business & Entrepreneurial Resource Center, Alex has helped hundreds of businesses start, grow and scale. Additionally, Alex has helped uplift two emergency small business grant programs totaling \$4.8 million awarded to 468 businesses, BizLaunch's ReLaunch grant program. He was also integral to the inaugural SWaMmy Honors program in partnership with the Virginia Department of Small Business & Supplier Diversity.



**Jenny Bowers
Director - State & Federal Programs - EXP, U.S. Services**



Jenny Bowers currently serves as 1st Vice President of the SAME NoVA Post. Jenny also served as the Director for Special Events and leads the SAME NoVA Post Sponsorship Programs. As mobility takes center stage in the DMV area, EXP US Services expanded to focus on federal work with the addition of Jenny Bowers in August 2021 as director of state and federal programs.

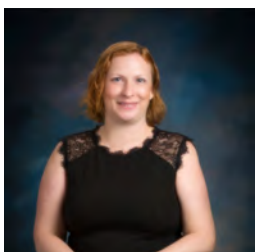
Jenny brings over 25 years of experience in the development of infrastructure programs and she is responsible for the maintenance, development, and growth of EXP US Services growing State, DOTs, and Local clients, as well as Mid-Atlantic Sector Federal pursuits. In 2019, Jenny was honored to receive the Post Member of the Year Award and the Regional Vice President Award for Leadership. In 2020, she was awarded the SAME Regional Vice President Award for Leadership and received the award for the American Council of Engineering Companies, Metropolitan Washington Chapter President Awards for Leadership.

ADDITIONAL LOCAL SAME LEADERSHIP



**Joe Yates, PE - SAME DC POST President
Stanley Consultants, Business Development Program Manager**

Joe Yates is the current President of SAME's Washington DC Post. Joining Stanley Consultants in 2021, Joe is the Business Development Program Manager for the Navy portfolio and responsible for providing forward-thinking solutions in installation master planning, design and engineering services to support the U.S. military's worldwide mission requirements. He is a Professional Engineer and Navy veteran with over thirty years of engineering and government contracting experience in a variety of roles. He served as a U.S. Navy Civil Engineer Corps officer for 24 years, lending his leadership and engineering experience to some of the Navy's largest and most complex planning, design, and construction projects. He served at multiple U.S. and overseas installations, Navy headquarters, and the Pentagon, as well as tours in Operation Iraqi Freedom with the U.S. Navy Seabees and U.S. Army Corps of Engineers.



**Lee Ann Zelesnikar - SAME Regional Vice President Middle Atlantic
iSoft Solutions, Business Development Manager**

Lee Ann Zelesnikar is the Regional Vice President for the Middle Atlantic Region and works for iSoft Solutions, a full-service audiovisual engineering and integration firm, where she was recently promoted to Business Development Manager. Lee Ann has been with the Society of American Military Engineers for 9 years, serving on the boards of the Central Virginia and Hampton Roads Posts, along with two years each as Deputy RVP and RVP. Lee Ann is heavily involved in advocacy for small business, and has served as a committee member for the NoVA/DC Small Business event since 2017, and the Hampton Roads Small Business event since 2015. She is also engaged with AFCEA, serving as the VP for Industry for the Tidewater Chapter, and is a Board Member for the Newport News Green Foundation.



PRIME AE specializes in supporting our nation's government agencies through creative and responsive design and asset management services

FACILITY DESIGN

- + Architecture
- + Planning and Programming
- + Interior Design
- + Roofing and Envelope
- + Mechanical
- + Electrical
- + Structural
- + Civil

CONSTRUCTION MANAGEMENT/INSPECTION

DESIGN-BUILD

TRANSPORTATION

- + Bridge Design
- + Bridge Inspection
- + Highway and Roadway Design
- + Traffic Engineering

WATER

- + Wastewater Collection and Treatment
- + Water Treatment and Distribution
- + Water Resources

475+ people / 19 offices / 9 states

www.primeeng.com

CONNECTING. CREATING. CONSERVING. COMMUNITY.

Atmos Solutions, Inc., Booth 29

Balfour Beatty, Booth 30

Layli Pietri, Diversity Director
lpietri@bbus.com



An industry leader for 88 years, Balfour Beatty provides general contracting, at-risk construction management, and design-build services for a wide variety of markets, serving clients in both the public and private sectors. Balfour Beatty serves the Mid-Atlantic markets from our division headquarters in Falls Church, Va., founded in 1933.

BKM, Booth 2

**Consigli Construction Co. Inc.
Booth 1**

Jim Christian, Project Executive
jchristian@consigli.com



Our nation's capital is a one-of-a-kind mix of iconic governmental institutions, world-renowned museums, cultural landmarks and universities. From Consigli's award-winning historic restoration know-how; to our customized application of technologies; to standout strategy for urban developments, campus expansions and renovations—our Construction Management knowledge and partnerships are building today's Washington, DC.

Dewberry Engineers, Booth 3

Robert Snow, PE, PMP
Associate Vice President, Senior
Project Manager
rsnow@dewberry.com



With a legacy of more than 60 years of excellence, we are a nationwide firm of planning, design, and construction professionals. We create responsible and innovative solutions for those who own, operate, and maintain natural and built environments. We value lasting relationships, achieving our clients' visions, and celebrating in their success.

**EA Engineering, Science, and Technology, Inc., PBC
Booth 31**

Melissa Smith, FSAME,
Vice President,
Director, Supplier Diversity I SBLO
masmith@eaest.com | 443-465-2997



A Proud Sustaining Member of NOVA and DC Posts, EA is a leading provider of interdisciplinary environmental services. A highly experienced Federal contractor, EA has offices nationwide, employs more than 550 professionals, and is a Small Business under NAICS 562910. To learn more about EA and our 48-year history, visit www.eaest.com.

EXP U.S. Services, Booth 27

Jenny Bowers
EXP | Director / State and Federal
Programs / Mid-Atlantic
t: | m: +1.703.397.4878
jenny.bowers@exp.com



EXP U.S. Services, Inc. (EXP) provides engineering, architecture, design, and consulting services to the world's built and natural environments. Today, over 3,500 creative EXP professionals across North America provide the passion and experience needed to deliver successful projects around the world. In the Mid-Atlantic Region, we have offices in Towson Maryland, Washington DC, Chantilly and Richmond, Virginia. We are client focused with the capabilities and depth of resources of a large multidisciplinary practice. Our Maryland and DC Staff are well-respected local experts in transportation planning and design who have devoted their professional and personal lives in this region. This global experience is balanced by the fact has been carefully staffed with well-recognized and well-respected local experts.

Fend Incorporated, Booth 6

G&C Fab-Con, Booth 18

James Carter Griffith, MD, COL (USAR
Retired)
jim.griffith@gandcfabcon.com



G&C Fab-Con is a full-service construction company that specializes in the construction of veteran cemeteries. Projects include the installation of lawn crypts and columbaria, excavation, site work, utility installation, roadway construction, structural concrete, buildings, interior renovations, irrigation, and construction management.

WOODS • PEACOCK

ENGINEERING CONSULTANTS

STRUCTURAL ENGINEERING

NEW DESIGN

RENOVATION & RESTORATION

HISTORIC RESTORATION

INVESTIGATION & ASSESSMENT

AT/FP & PHYSICAL SECURITY

EMBRACING THE CHALLENGE



Proud sponsor of SAME DC & Northern Virginia Posts

GeoStabilization International, Booth 10

Jacobs, Booth 23

Jacobs

Selena Lo, DIPARCH(OXFORD) | Principal
JACOBS Americas
202.262.5028, selena.lo@jacobs.com

At Jacobs, we're challenging today to reinvent tomorrow by solving the world's most critical problems for thriving cities, resilient environments, mission-critical outcomes, operational advancement, scientific discovery and cutting-edge manufacturing, turning abstract ideas into realities that transform the world for good. With \$13 billion in revenue and a talent force of more than 55,000, Jacobs provides a full spectrum of professional services including consulting, technical, scientific and project delivery for the government and private sector. Visit jacobs.com and connect with Jacobs on [Facebook](#), [Instagram](#), [LinkedIn](#) and [Twitter](#).

ProCon Consulting, Booth 5

R&K Solutions, Booth 33

Michael Nichols
Executive Vice President,
Enterprise Products and Services
michael.nichols@rksolutions.com



At R&K Solutions, we believe facility and asset portfolios should contribute to an organization's mission. We do this by giving managers and their organizations enhanced confidence by providing frameworks and decision tools to optimize their facility and asset portfolios with objective, auditable, repeatable, and sustainable processes, and actionable insights.

Kim Engineering, Booth 14

Lafayette Federal Credit Union, Booth 7

Manhattan Construction Company, Booth 11

Michael Baker International, Booth 26

NAVFAC Washington, Booth 16

Norshield, Booth 32

Parsons, Booth 15

PRIME AE, Booth 22

Robert (Bob) Schlesinger, PE | LEED
AP BD+C | ENV SP | F. SAME

Senior Vice President – Federal
Programs
Bob.schlesinger@primeeng.com

PRIME AE Group, Inc. (PRIME AE) specializes in transportation, civil, structural, and water resources engineering, CM/CI, and architectural services. PRIME AE has over 475 professionals in 19 offices throughout nine states, serving government, institutional, and private clients. ENR ranked PRIME AE among the Top 500 Design Firms in the US.



RE-DISTRICT, Booth 21

Sol by Sunna Design, Booth 9

Trusted Internet, Booth 25

USACE Baltimore, Booth 20

Wesco, Booth 13

Woods Peacock, Booth 1

Seth R. Takoch
Associate
seth@woodspeacock.com



Woods • Peacock Engineering Consultants, Inc. is a Women-Owned Small Business (WOSB) providing Structural Engineering and AT/FP design services for our clients across the United States and worldwide. Our goal is for our clients to think of Woods • Peacock for their next renovation, historic restoration, physical security, or new design project.

We Know Electric Vehicle (EV) Infrastructure

Providing resilient, sustainable, and integrated solutions to our client's mission-critical facilities, infrastructure, and programs worldwide.

 BLACK & VEATCH

bv.com/Industries/transportation



HDR

PROUDLY SUPPORTING FEDERAL CLIENTS FOR 30 YEARS.



Airmen Training Complex, East Campus
Joint Base San Antonio-Lackland

 **MERRICK**[®]


www.merrick.com

Engineering | Architecture | Design-Build | Surveying | Planning | Geospatial Solutions

Save the Date 2022 Scholarship Golf Tournament

SAME NOVA Post's 22nd Anniversary Golf Tournament,
Games, Raffle, Food/Drinks, and Networking



When:
Thursday, July 14, 2022
Shotgun start at 8:30am

Where:
Penderbrook Golf Club
3700 Golf Trail Lane, Fairfax, VA

Cost:
\$160 per player
\$80 for Active Duty Military/Gov't
\$55 for lunch only

Who Should Attend:
Everyone is welcome including
retired and active duty
military/government personnel.

Registration Opening Soon!

UPCOMING EVENTS



DC POST UPCOMING EVENTS

3/17/2022 Luncheon Program - Healthcare: IHS & VA Leasing Program. Register [here](https://www.same.org/DCPost).

4/21/2022 IGE SYMPOSIUM (DC & NoVA Posts)

5/26/2022 Luncheon Program - Alternative Project Delivery

6/22/2022 Joint Conference: SAME DC Post with ACE-MW & CMAA NCC

7/21/2022 TopGolf Summer Celebration & Scholarship Fundraiser

Learn more at: <https://www.same.org/dcpost>



NOVA POST UPCOMING EVENTS

3/1-2/2022: SAME Hampton Roads Industry Day + SBC

3/3/2022: Annual NoVA Student Post Luncheon
GMU, Johnson Center on GMU campus

3/21-23/2022: SAME 2022 Capital Week
Bethesda North Marriott Hotel in Rockville, MD

4/21/2022 IGE SYMPOSIUM (DC & NoVA Posts)

5/10-12/ 2022: Joint Engr. Training Conf. (JETC) and Expo in Aurora, CO

6/2/2022: NoVA Post Joint Data Center Program with USA-CO/7x24 Exchange DC Chapter

6/22/2022: DC Post, ACEC/MW, CMAA NCC Joint Conference

7/14/2022: NoVA Post Annual Scholarship Golf Tournament

Learn more at: <https://www.same.org/NOVA>

BECOME A SAME MEMBER

If your company would like to become a Sustaining Member with SAME to receive the member rate, please sign up [here](https://www.same.org/NOVA).

For Member Firm Sizes, SAME recognizes the company business sizes based on the following employee counts:

- Small Business: 100 employees or less
- Medium Business: 101 - 2,000 employees
- Large Business: 2,000+ employees

We Know Electric Vehicle (EV) Infrastructure

Providing resilient, sustainable, and integrated solutions to our client's mission-critical facilities, infrastructure, and programs worldwide.



bv.com/Industries/transportation

Thank you

to our sponsors, exhibitors, panelists and speakers, moderators and to everyone who made today possible. We appreciate your contribution to continue the tradition of the SAME DC and NoVA Posts Annual Small Business Conference.

Thank you to Capital One Hall for hosting our event today and providing the environment to spark connections.

Whitney Stowell - SAME DC Post,
Small Business Chair

Romano Dickerson, SAME NOVA Post,
Small Business Co-Chair



MORE UPCOMING LOCAL SAME EVENTS

Society of **SAME** Luncheon Program
American Military Engineers FEDERAL HEALTHCARE (1 PDH)
Washington DC Post

In-Person Event

Thursday, March 17
11:30 am - 1:30 pm

The Army and Navy Club at Farragut Square

FEATURING:


BEN SHUMAN,
PE, PMP
Indian Health Service (IHS)


KATRINA JACK-TRIBBLE, PhD
Veterans Affairs (VA) Leasing Program


ANNTWINETTE DUPREE-HART, JD

Register Now!
www.same.org/DCPost

Building Structures
Transportation
Marine
Industrial
Site & Utilities

Geographic Information Systems (GIS)
Underwater Inspections
Construction Management & Inspection

SAME NoVA & DC Posts Proudly Present:
Industry Government Engagement (IGE)

IMPROVING CYBERSECURITY AND SAFETY IN SMART BUILDINGS AND INFRASTRUCTURE

Session III
Thursday, April 21
3:00 pm - 7:00 pm

Sponsorships Available

Whitney Bailey Cox & Magnani, LLC

www.wbcm.com
800.673.9312



FEB 24, 2022

Capital One Hall
Tysons, Virginia

DC & NoVA Posts

14th Annual Small Business Conference



Happy Hour

Happy Hour will occur after the event on the 11th floor of the [Watermark Hotel](#) in their Main lobby starting at 5pm.

