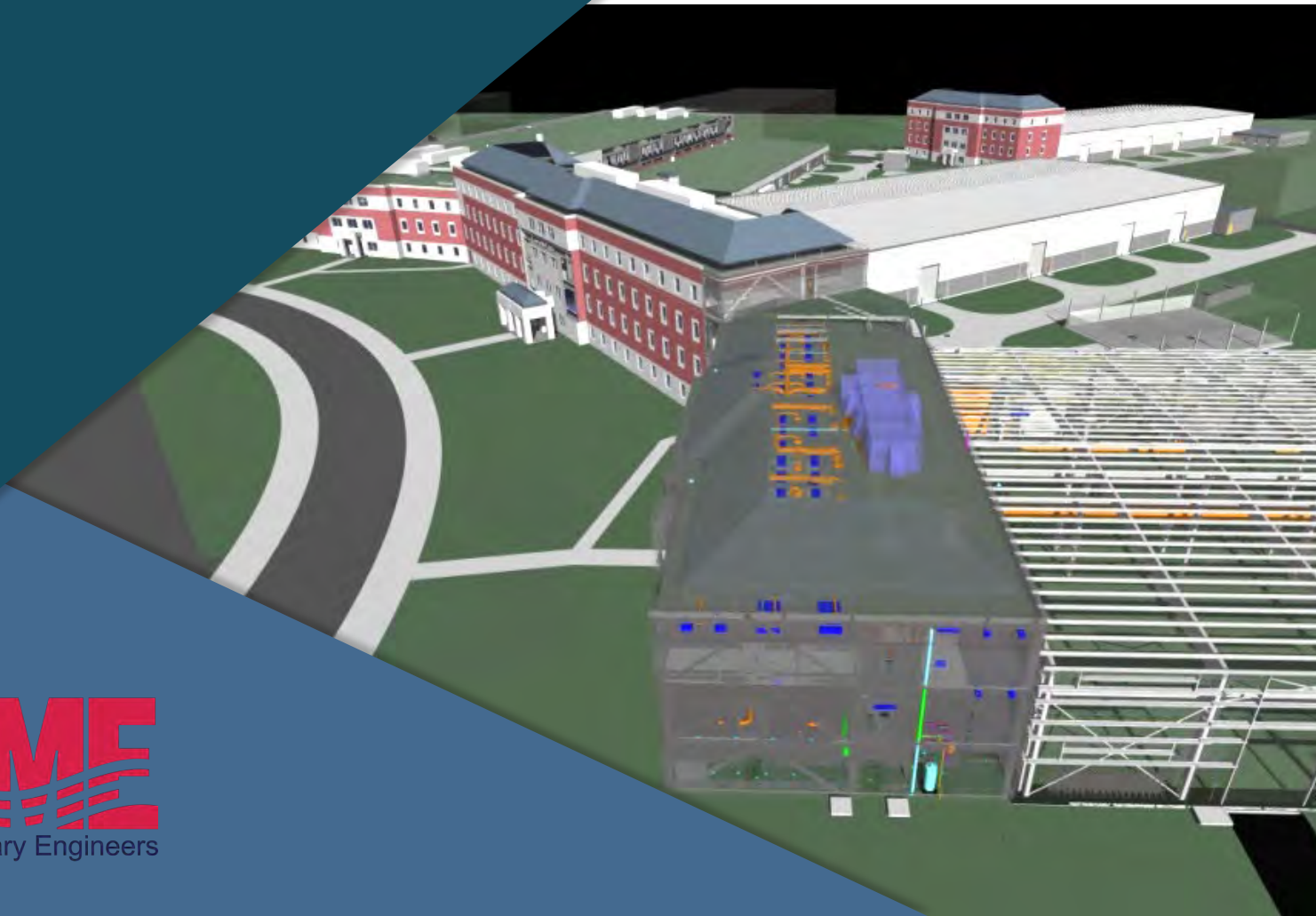


# SAME PRESENTATION

Wednesday, October 8, 2020

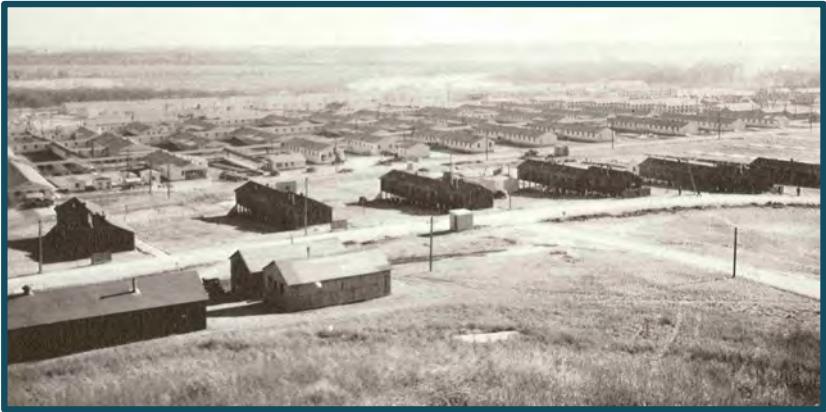


Presented by:  
Gregg Schwieterman  
HNTB



# HNTB HISTORY/PROFILE

HNTB has more than **67 office locations** nationwide, staffed with nearly **5,000** engineers, architects, planners and other business professionals.



# LOCAL PROJECTS



I-64/I-624 Interchange, Virginia

Route 603 Triple Bridge Road  
over Blackwater River, Virginia



Existing condition

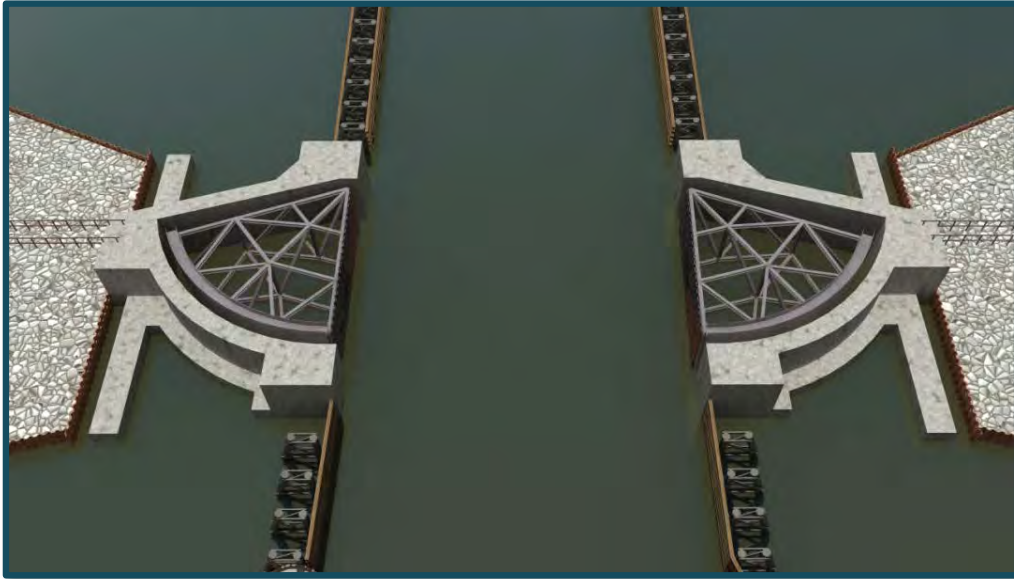


Completed bridge replacement project

Midtown Tunnel  
(Elizabeth River), Virginia



# CIVIL WORKS FLOOD CONTROL



New Orleans South Sector Gate



## Flood Control

- Floodwalls
- Levees
- Pump Stations
- Gates
- Drop Structures and Revetments
- Erosion Control
- Utility Systems Design and Relocation
- Site Plan Development
- Paving, Grading, And Drainage Plans
- Engineering Design
  - New Levee System and Levee Raises
  - Temporary and Permanent Repairs
- New Levee System and Levee Raises
- Temporary and Permanent Repairs
- Construction Administration

## Navigation

- Lock and Dam Design
- Lock Extensions
- Sector Gates
- Planning Studies
- Float-in Gates

# ECOSYSTEM RESTORATION

## Coastal Protection and Restoration

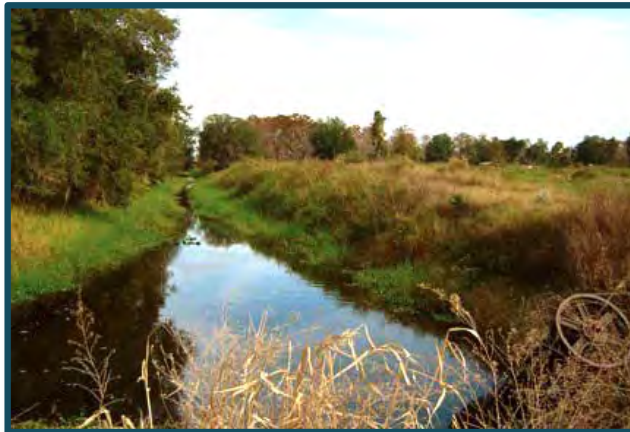
- Beach Renourishment
- Erosion Control
- Jetties
- Breakwaters
- Levees



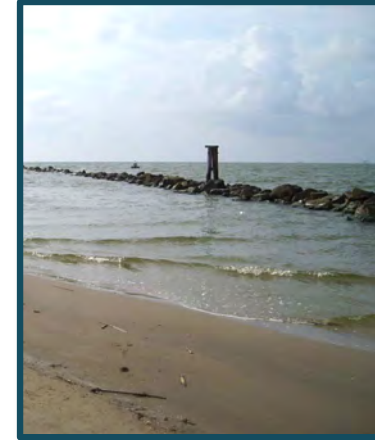
Nubbins Slough (Area A)  
Lake Okeechobee, Florida  
Isolated Wetland Restoration



Everglades Trailhead



Rolling Meadows  
Catfish Creek Wetland Restoration



## Delivering complex environmental projects

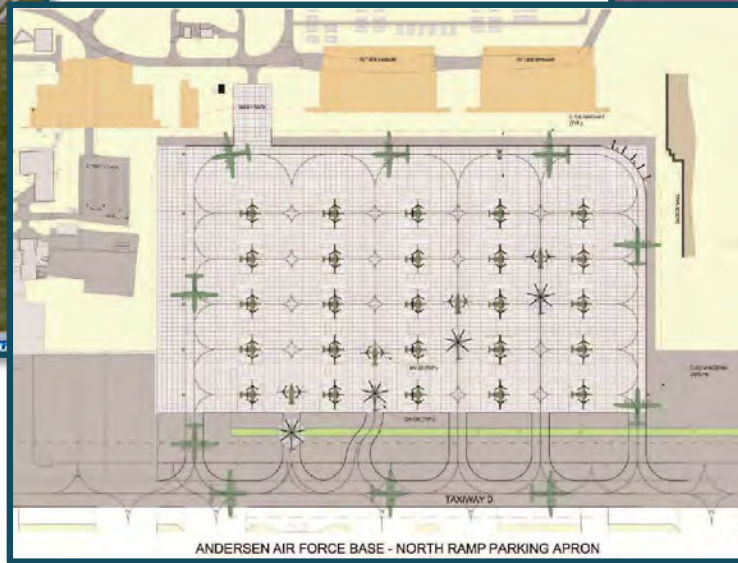
- Address environmental challenges for public- and private-sector clients
- Provide planning and design through construction phasing and operations support

# AVIATION

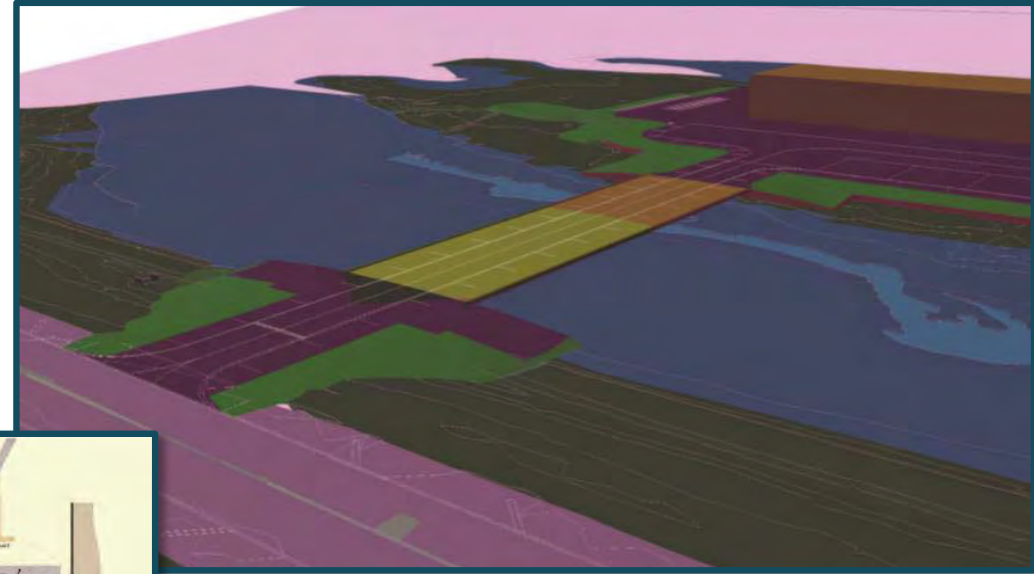
- Military experience in hangars, runways, aprons, facilities
- Extensive history in civil aviation – Active at dozens of commercial airports nationwide



Jacksonville Hangar, Florida



North Ramp Parking,  
Anderson Air Force Base, Guam



Aviation Complex, CONUS

# MILITARY TRAINING FACILITIES

HNTB is an industry leader with over **100+ years** of experience in providing training solutions for customers from cradle to grave.

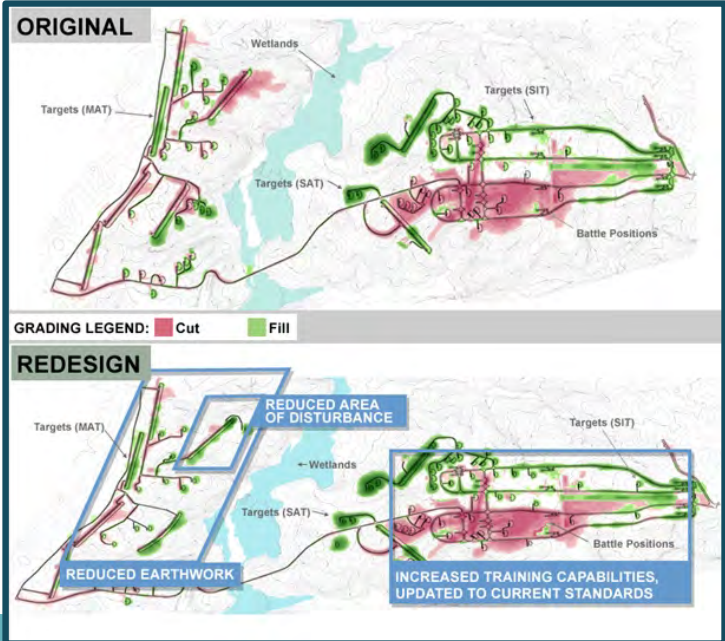
- ✓ Armor Ranges
- ✓ Small Arm Ranges
- ✓ Urban Training Facilities



Digital Air-Ground Integration Range, Fort Bliss, Texas

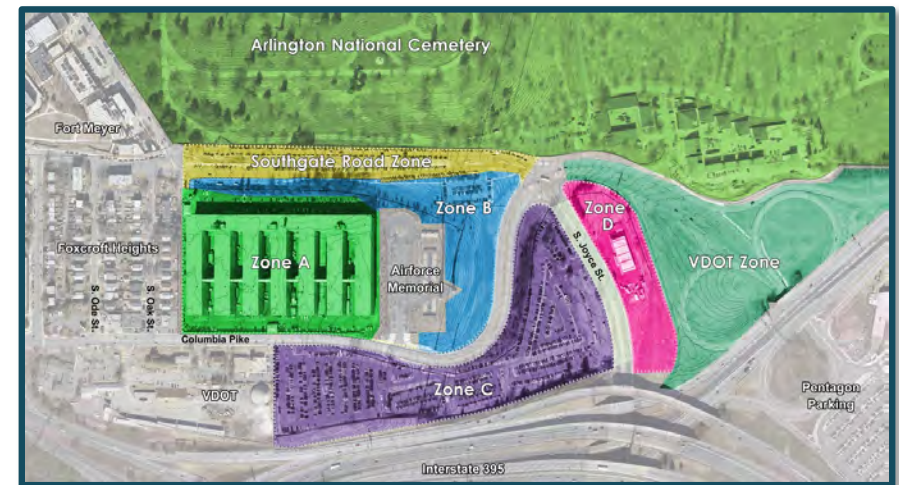


National Training Center, Fort Irwin, California



Fort Pickett DMPC, Virginia

# ARLINGTON NATIONAL CEMETERY | Southern Expansion





# ARLINGTON NATIONAL CEMETERY | Southern Expansion



# ARLINGTON NATIONAL CEMETERY | Southern Expansion



8 October 2020



**walter  
p moore**

# Society of American Military Engineers Business-to-Business 2020

Gregg Taylor, P.E., S.E.





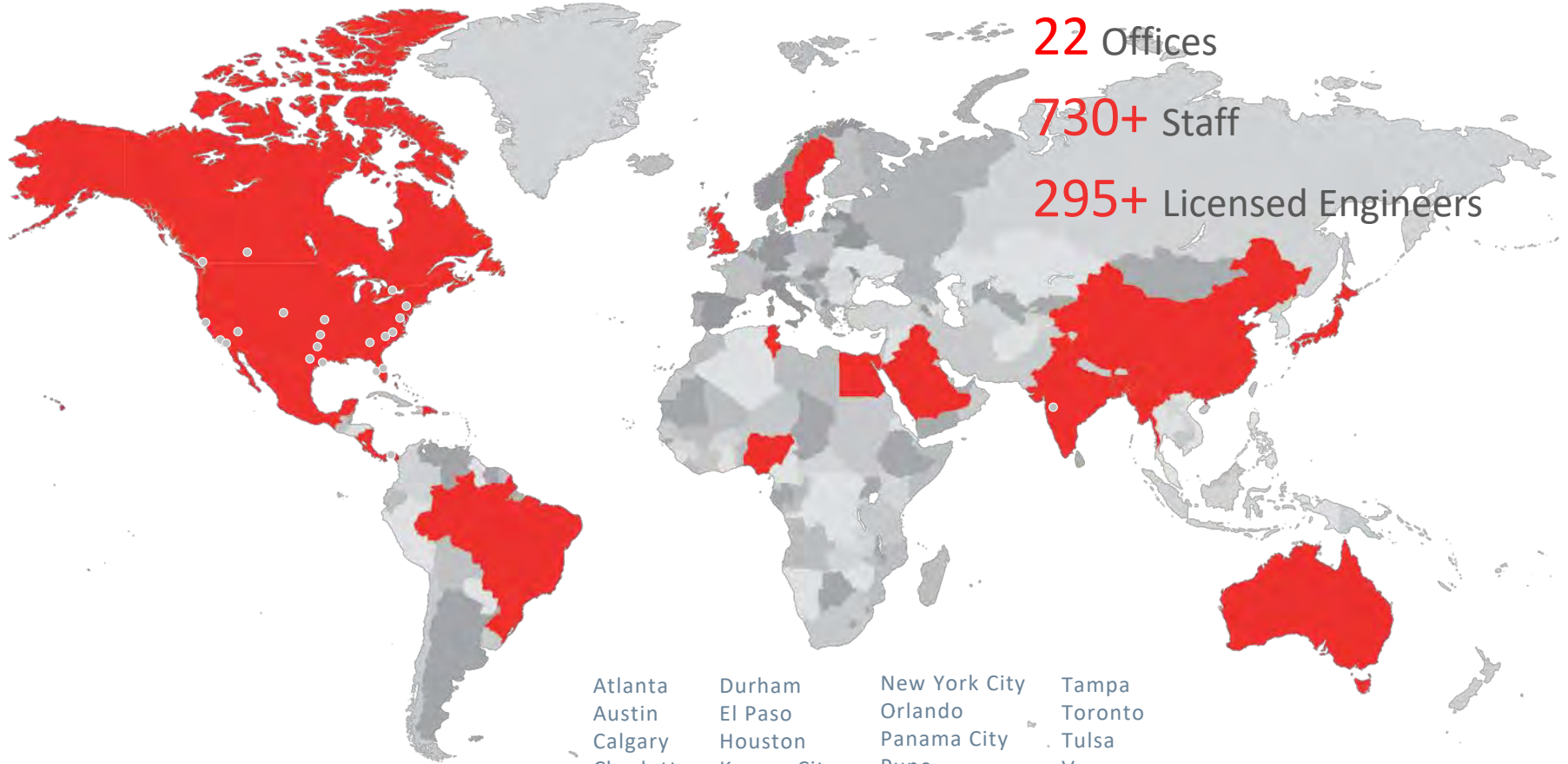
**walter  
p moore**

90+ Years of History

22 Offices

730+ Staff

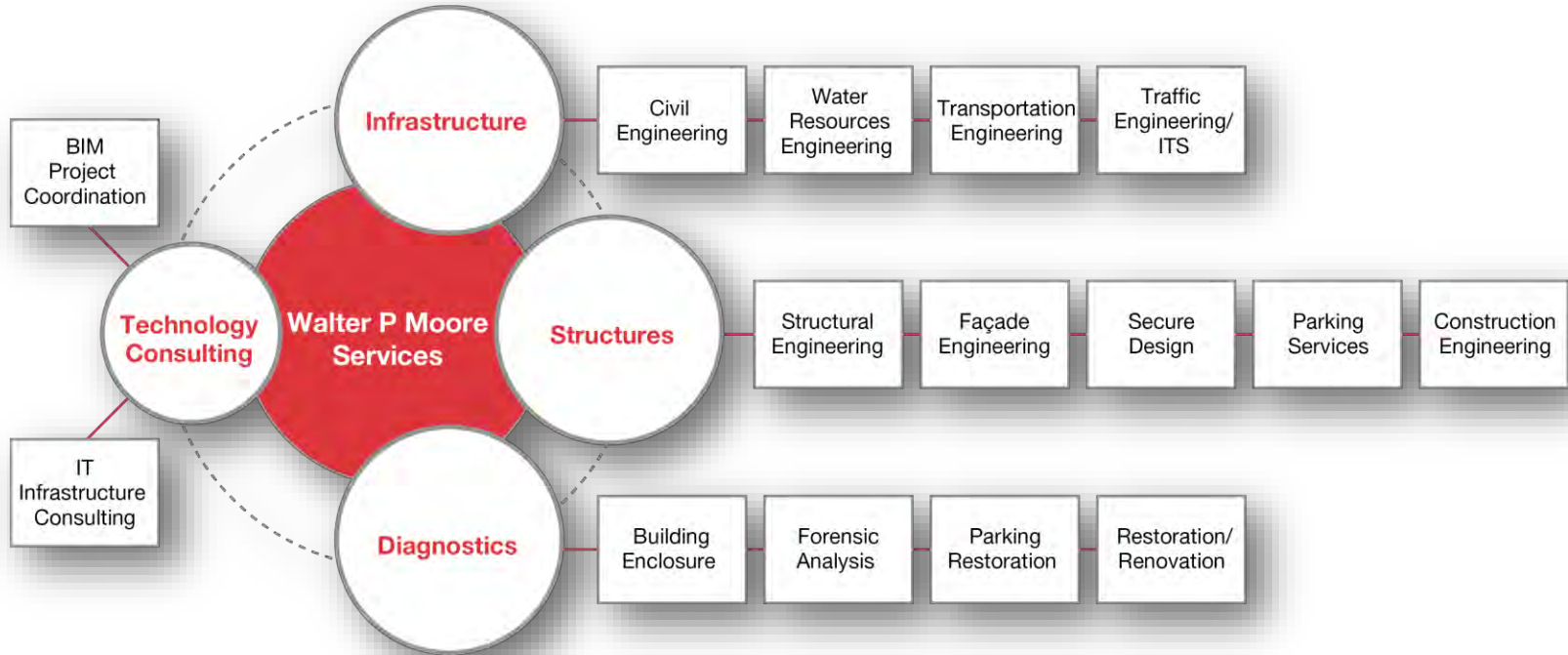
295+ Licensed Engineers



- |           |             |               |                  |
|-----------|-------------|---------------|------------------|
| Atlanta   | Durham      | New York City | Tampa            |
| Austin    | El Paso     | Orlando       | Toronto          |
| Calgary   | Houston     | Panama City   | Tulsa            |
| Charlotte | Kansas City | Pune          | Vancouver        |
| Dallas    | Las Vegas   | San Diego     | Washington, D.C. |
| Denver    | Los Angeles | San Francisco |                  |



# Walter P Moore Practice Areas





1



2

### Sample Projects

- 1. Louis A Armstrong Terminal – New Orleans  
Pelli Clarke Pelli + Leo A Daly
- 2. Benjamin P. Grogan and Jerry L. Dove Federal Building
- 3. SoFi Stadium – LA Rams – Los Angeles  
HKS
- 4. UVA Hospital Expansion– Charlottesville  
Perkins+Will



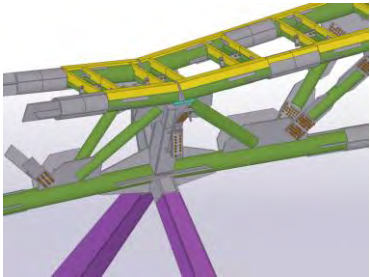
3



4

# Project Case Study

- *Project Challenges...*





# Integrated Services



**Structural  
Engineering**



**Enclosure  
Engineering**



**Construction  
Engineering**



**Secure Design**

# Rethink Project Delivery...

# Thank you!



Gregg Taylor, PE, SE

Walter P Moore

[gtaylor@walterpmoore.com](mailto:gtaylor@walterpmoore.com)

215-989-1532



Matt Nebel, PE

Walter P Moore

[mnebel@walterpmoore.com](mailto:mnebel@walterpmoore.com)

202-481-8718



**walter  
p moore**



SAFETY  
IS MY  
RESPONSIBILITY



AFG  
Group  
Inc.



AFG Group, Inc.



**100+**  
employees and growing



**2,500+**  
projects to date



Projects in  
**20+**  
States



Top Secret  
Facility Clearance



Years in Business

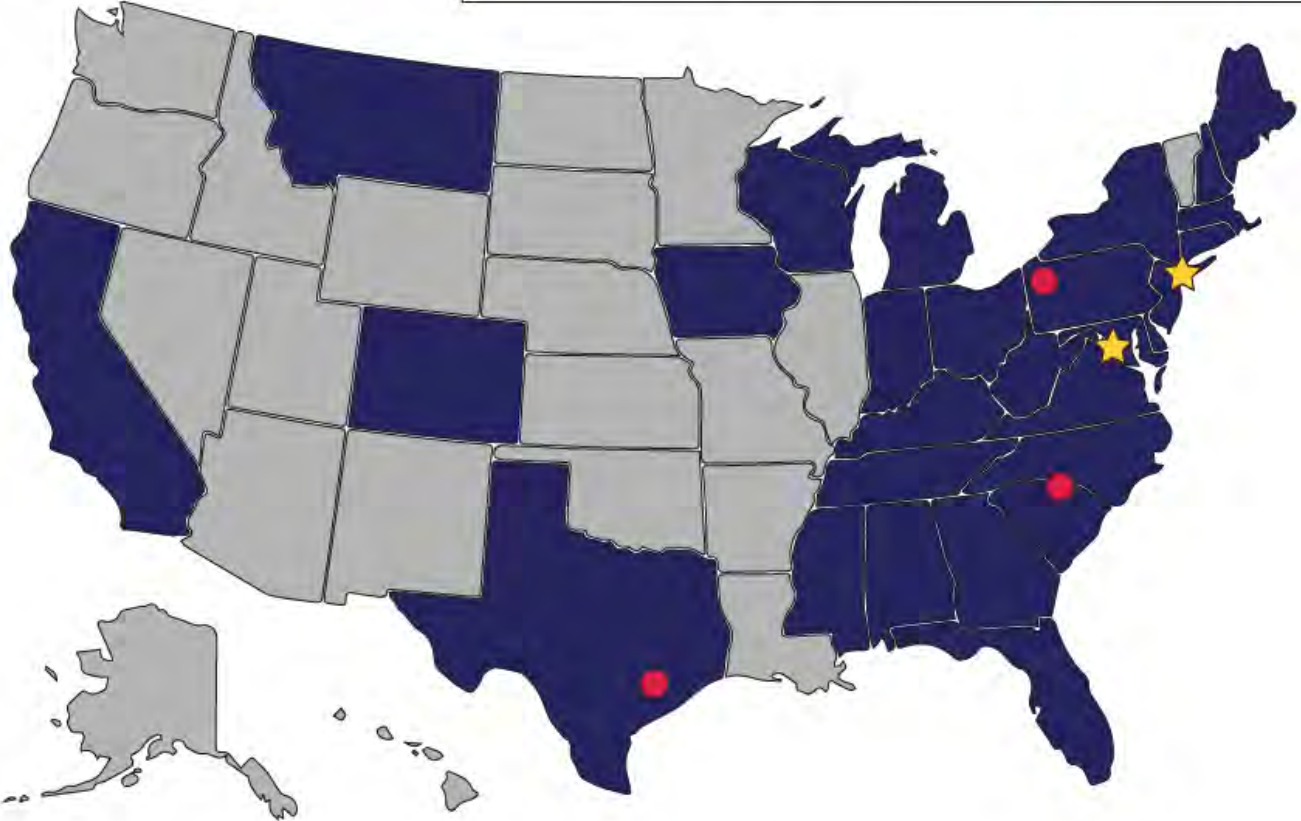


\$10+ Billion in  
Construction Value

# Where We Work



 Project Locations	 Corporate Offices
 Available to perform work through nationwide GSA SB CM BPA	 Corporate Staff



# Clients



National Park Service  
U.S. Department of the Interior



The State of New Jersey  
Schools Development Authority



Department of  
Design and  
Construction



US Army Corps  
of Engineers®



National Institute of  
Allergy and  
Infectious Diseases



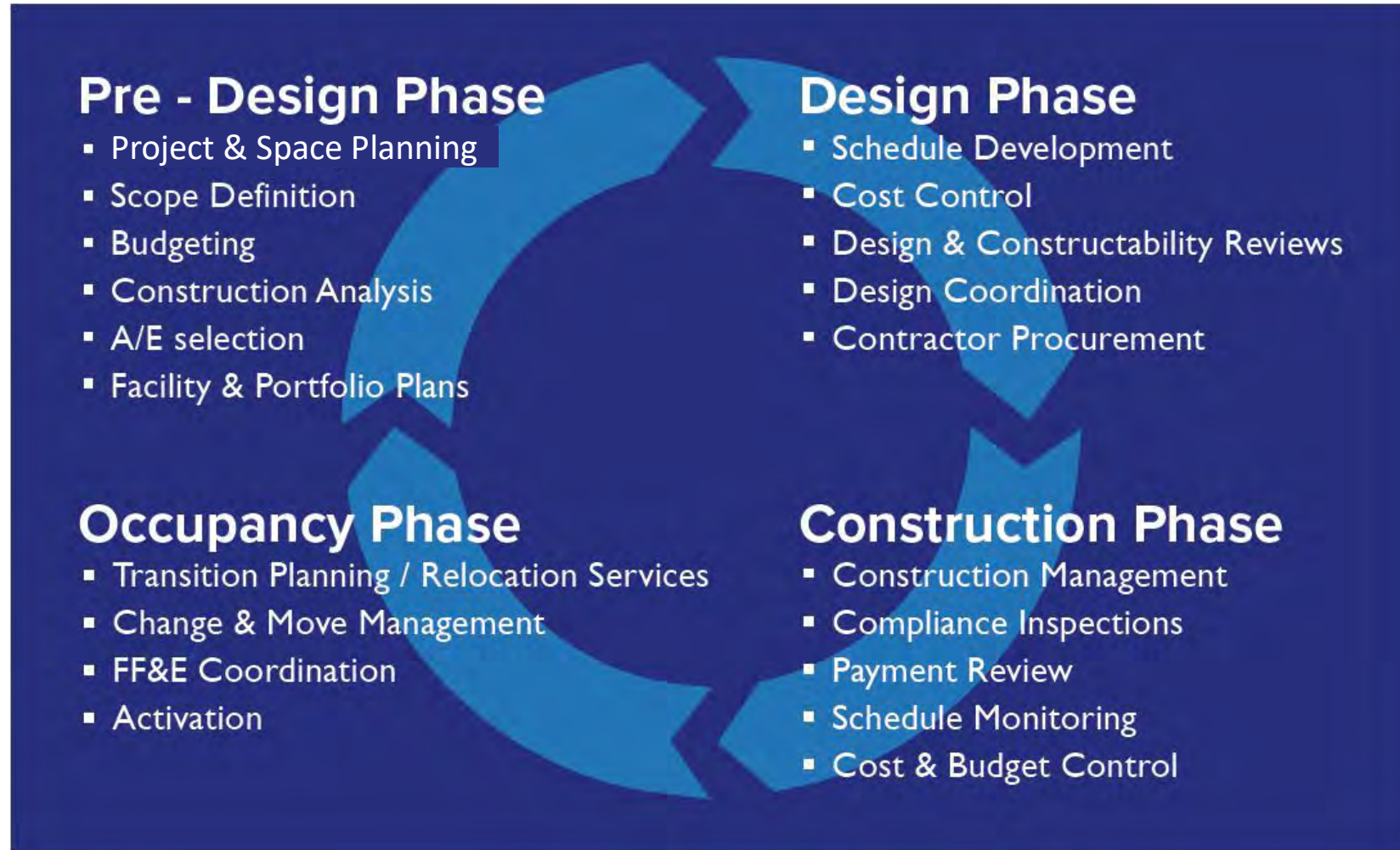
NEW YORK  
STATE OF  
OPPORTUNITY.

DASNY



National Institutes of Health

# Facility Life Cycle





# Program Management Services

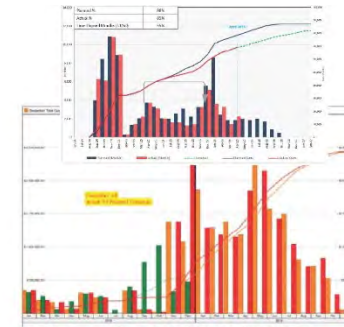
## Program / Project Metrics

Program/ Project Analytics to Measure:

- Actionable items
- Critical path
- Time to issue drawings, contracts, submittals
- RFIs, Issues, Changes...
- Customer satisfaction
- Client / stakeholder engagement.

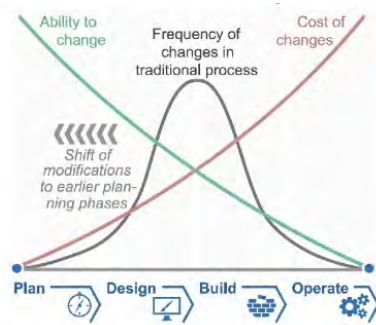


## Earned Value Techniques



Sample: Integrated Master Schedule Earned Value Report

## Contract & Change Management



Source: World Economic Forum; The Boston Consulting Group

## PM/CM Scheduling



Sample: TIA/ CPM Schedule Analysis

## AFG PM/CM Services



# NIH CQM & Commissioning IDIQ

## Nationwide



# GSA DHS HQ St Elizabeths Campus

Washington, DC



Awarded 2019 CMAA National Capital  
Chapter Project of the Year

**NIST Building 245 Modernization  
Washington, DC**



**GSA Pensacola Federal Courthouse  
Pensacola, FL**



**GSA HHS Regional HQ Renovation  
Philadelphia, PA**



**GSA JJ Pickle Federal Building  
Austin, TX**



**Awarded 2018 CMAA Mid-Atlantic  
Chapter Project of the Year**

## GSA Mary E. Switzer Federal Building Washington, DC



Awarded 2016 CMAA NCC Chapter  
Project of the Year

## VAMC Manhattan Storm Recovery Manhattan, NY



## VAMC Pittsburgh, Plumbing & Maps Pittsburgh, PA



## LaGuardia Community College Long Island City, NY



# Awards

## 2016 – Present

- 2020 Inc. 5000 Fastest Growing Firms in the U.S.
- 2020 WBJ Top 75 Fastest Growing Firms in the Washington, DC Region
- 2020 CMAA National Capital Chapter Project of the Year
- 2020 ENR Top 100 Construction Managers
- 2020 NIH Directors Award – QA Program
- 2019 WBJ Top 75 Fastest Growing Firms in the Washington, DC Region
- 2019 ENR Top 100 Construction Managers
- 2018 National Project Achievement Award
- 2018 CMAA National Capital Chapter CM Excellence Award
- 2018 CMAA Mid-Atlantic Chapter Project of the Year Award
- 2018 ENR Top 100 Construction Managers
- 2018 ENR Mid-Atlantic Area - among the area's top 50 CM firms
- 2018 ENR NY Tri-State Area - among the area's top 65 CM firms
- 2017 CMAA National Capital Chapter CM Excellence Award
- 2017 ENR NY Tri-State Area - among the area's top 65 CM firms
- 2017 ENR Mid Atlantic Area - among the area's top 65 CM firms
- 2016 CMAA National Capital Chapter CM Excellence Award
- 2016 ENR NY Tri-State Area - among the area's top 65 CM firms
- 2016 ENR Top 100 Construction Managers
- 2016 CMMA NY/NJ Chapter Project Achievement Award



National Institutes  
of Health



# Contact



**Joe Earhart, CMIT**

Project Engineer

302-535-7307

[jearhart@afgcm.com](mailto:jearhart@afgcm.com)



# WOODS • PEACOCK

E N G I N E E R I N G   C O N S U L T A N T S

**Business-to-Business (B2B) Engagement**

October 8, 2020

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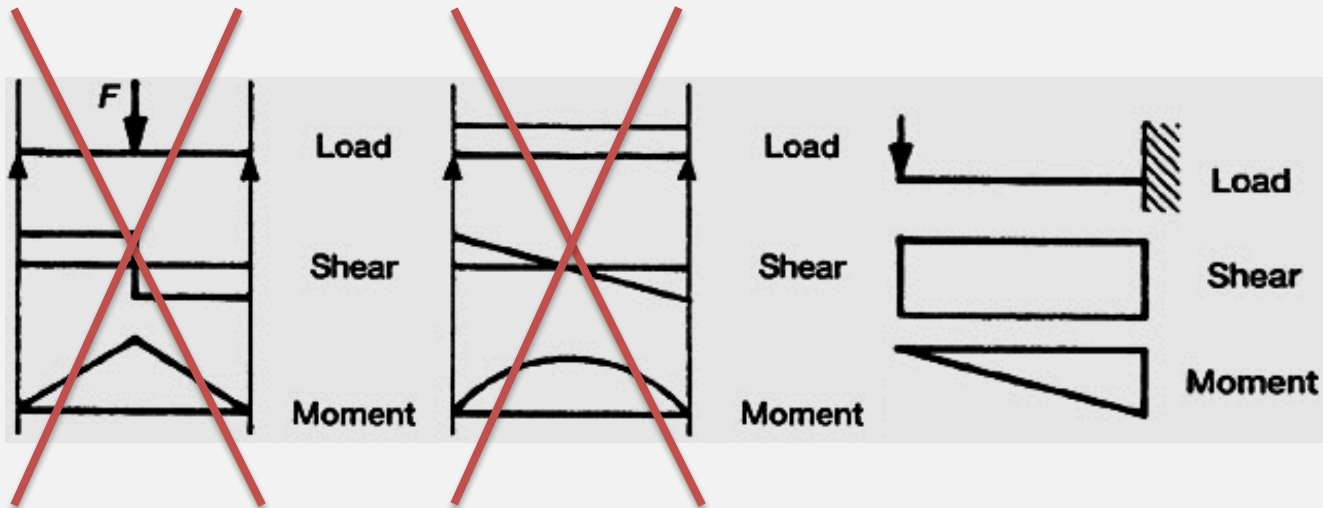
**ENGINEERING EXCELLENCE**  
**GRAND AWARD**

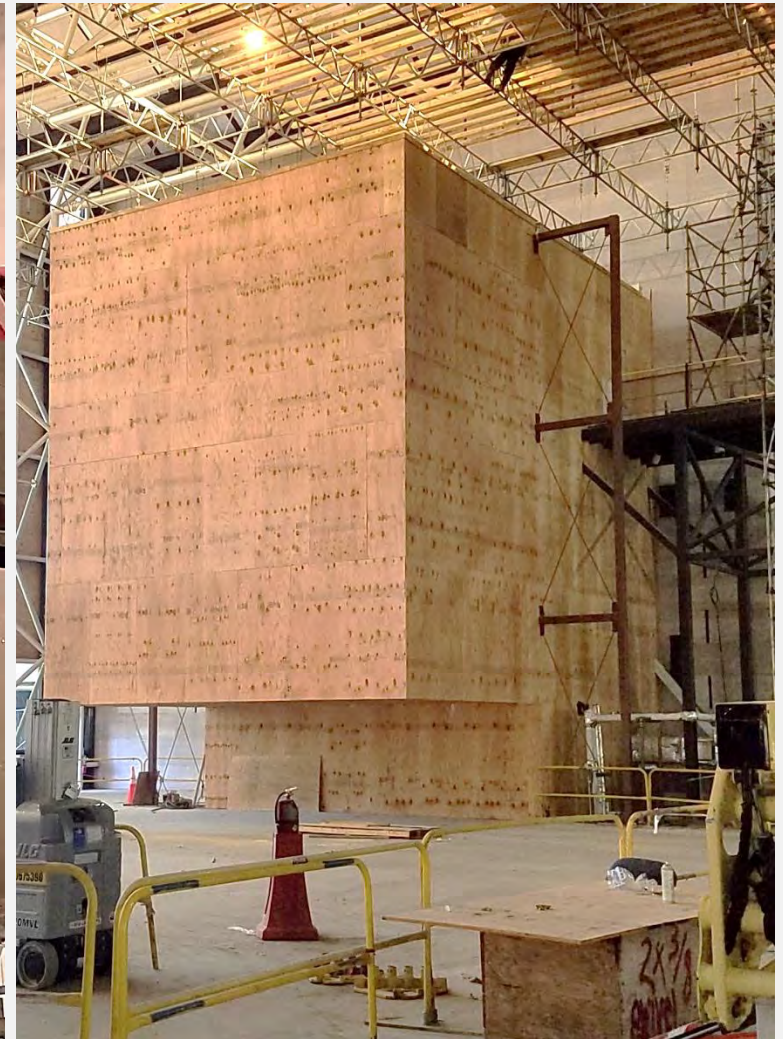


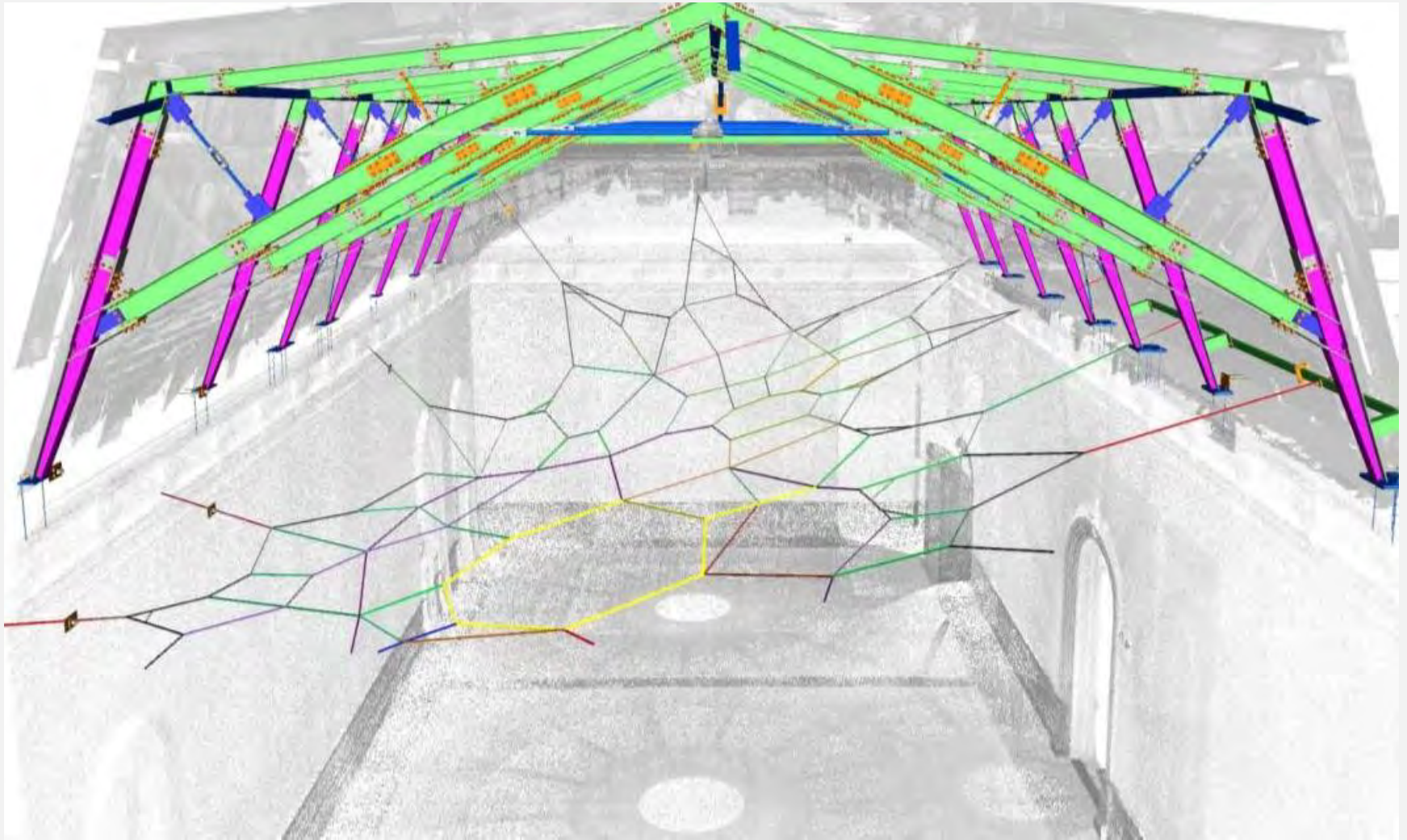
# ANTI-TERRORISM/FORCE PROTECTION



# TERRIBLE ENGINEERING JOKE









# SELECT CURRENT CONTRACTS

- AOC
- DoDEA
- DOS – DOMESTIC AND OBO
- GSA
- MWAA
- NIH
- NIST
- NAVFAC
- SMITHSONIAN INSTITUTION
- USACE
- VA
  
- ARLINGTON COUNTY (PRIME)





## NEW ADDRESS:

5285 SHAWNEE ROAD, SUITE 100  
ALEXANDRIA, VA 22312

**SETH R. TAKOCH**

ASSOCIATE

[carrie@woodspeacock.com](mailto:carrie@woodspeacock.com)

**CARRIE J.K. SEIFERT, PE**

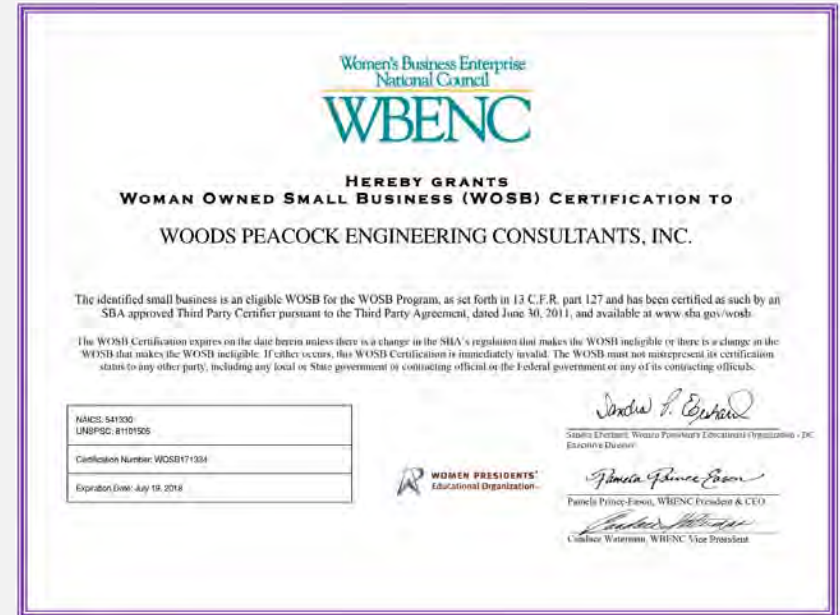
PRINCIPAL

[carrie@woodspeacock.com](mailto:carrie@woodspeacock.com)

**JULIE SMILEY**

MARKETING

[julie@woodspeacock.com](mailto:julie@woodspeacock.com)



# Delivering Mission Excellence

## Federal Programs and Logistics



Edward P. Chamberlayne, P.E., Ph.D.  
Vice President | National Security Programs

## Trust & Experience

**100+ years of experience with:**

U.S. Army Corps of Engineers

Naval Facilities Engineering Command

USAID

Department of Homeland Security

Department of State

U.S. Marine Corps

Department of Energy, among others.

## Tailored, Local Solutions

With **200 Offices** across the United States providing over **10,000 professionals:**

Engineers

Planners

Scientists

Technicians

Consultants

Academics

## Life-Cycle Approach

**All stages of the development life cycle:**

Strategic and Master Planning

Programming

Engineering Design

Procurement

Construction

Operations and Maintenance

## Passion to Serve

We are **passionate** about our work and dedicated to the communities we live and work in.

**We consider it a privilege to work with the Federal Government** to keep these communities safe.

## CORE BUSINESS LINES

**Advisory Services**

**Energy**

**Property & Buildings**

**Transportation**

**Water**

**Environment**

**Federal Programs &  
Logistics**

## 2020 ENR Rankings

**#7** ENR Top 500 Design Firms

**#2** ENR Top 100 Pure Design Firms

**ENR's Top Design Firms Industry Sectors:**

**#4** Transportation

**#6** Environment

**#8** Power

**#13** General Building

**#16** Hazardous Waste



## Federal Programs & Logistics

- Facilities Design
- Master Planning
- Logistics and Emergency Management
- Environmental Services
- Overseas Integrated Development
- National Security Programs

# FP&L Focus Areas



- **Enhancing readiness of our nation's infrastructure:** NAVFAC, China Lake Weapons and Armament Research Facility, Naval Air Weapons Station China Lake, California
- **Balancing infrastructure with communities and environment:** Special Operations Forces Master Plan, Joint Base Lewis-McChord, Washington
- **Providing logistics for emergency preparedness and response:** USACE, Hurricanes Irma and Maria Response



# FP&L Focus Areas



- **Protecting and restoring our natural resources:** USACE, Hazardous, Toxic, and Radioactive Waste Projects, Nationwide



- **Helping economies thrive:** USAID, CMC Services at Cap-Haïtien Port, Haiti

# Thank you!

*Contact Information: Edward P. Chamberlayne, P.E., Ph.D.*

*Vice President | National Security Programs*

*Federal Programs & Logistics - [edward.chamberlayne@wsp.com](mailto:edward.chamberlayne@wsp.com)*





Weston & Sampson<sup>SM</sup>

transform your environment

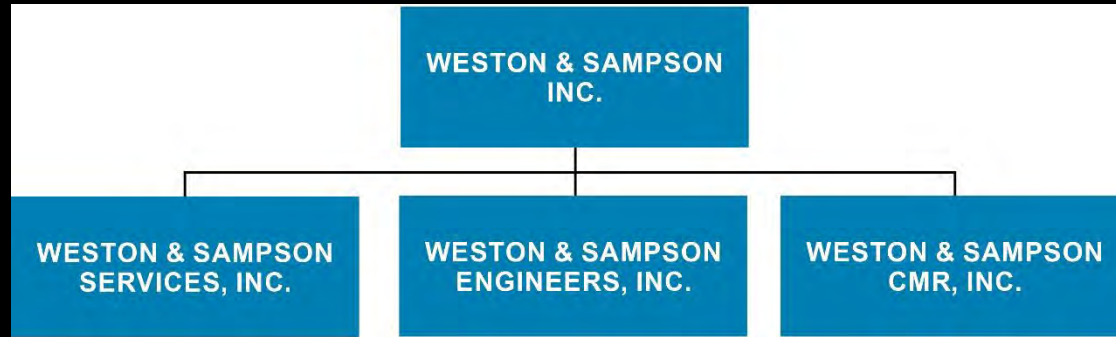
# Introduction to Weston & Sampson

SAME NoVA 5<sup>th</sup> Annual B2B Event

October 8, 2020

# Who Are We

- Full-Service, Multidisciplinary A/E Firm with Construction Capabilities
- 120 Years in Business
- 670+ Engineers, Scientists, Operators, & Staff
- Top 500 ENR Engineering Firm
- Employee-Owned



# Where Are We Located?

Licensed in States  
Throughout the  
East Coast

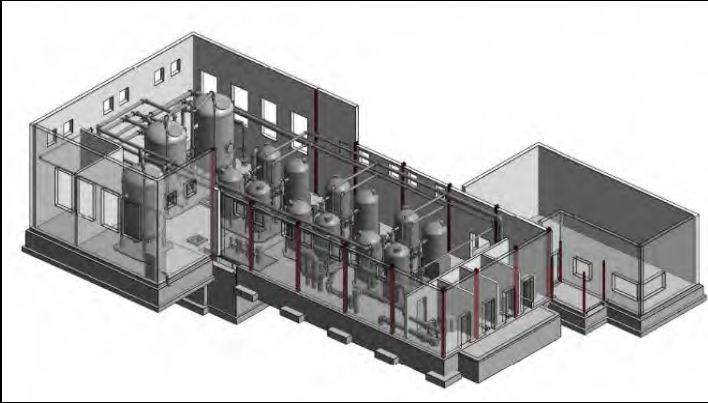


# Facilities



Civil – Architecture - Geotechnical – Structural – Mechanical – Electrical – Plumbing – Fire Protection  
Survey / Geomatics

# Water



Potable Water PFAS Treatment Plant | Portsmouth, NH / Former Pease AFB

Supply - Treatment - Distribution & Storage – Siting – Pumping – Planning & Management

# Wastewater



Newburyport Wastewater Treatment Plant Upgrade | Newburyport, MA  
Collection – Pumping – Treatment – Planning - Sewer Rehabilitation

# Stormwater



Flood Control – Compliance - Improvements for Water Quality – Green Infrastructure



# Energy Services

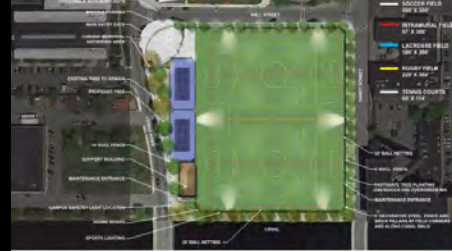


Natural Gas Intake  
Station, Hanscom  
AFB, MA



Renewable Energy – Natural Gas/LNG – Solar - Code Reviews – Siting Studies

# Environmental



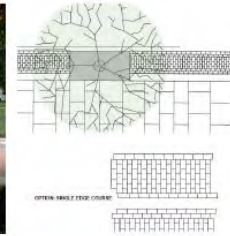
HTRW – Remediation – Emerging Contaminants - Demo Planning & Sequencing – Structural – Estimating - HzM Survey

# Civil / Site / Survey



Master Planning – Site Planning & Design – Coastal Engineering

# Transportation



Bridge & Traffic Engineering – Roadways - Trails

# Landscape Architecture



Prescott Park Master Plan | Portsmouth, NH

Urban Design – Utility Improvements - Landscape Architecture - Historic Preservation

# Weston & Sampson<sup>SM</sup>

transform your environment

Raed EL-Farhan, Ph.D.: [elfarhan.raed@wseinc.com](mailto:elfarhan.raed@wseinc.com)

Eric Reitter, P.E.: [reitter.eric@wseinc.com](mailto:reitter.eric@wseinc.com)

## ▶ What We Do

Fedmine's mission is to bring accurate information, unmatched transparency and clear and convincing accountability to the world of federal government contracts.

Fedmine



### Headquarters

**One Research Court**  
Suite 450, Rockville, MD 20850

### Federal Business Intelligence as it should be

Knowing "when, what, and where the federal government is spending, together with who is winning that business, and how much those opportunities are worth, empowers YOU to win a share of federal business!

# ▶ How can we help you?

Leapfrog over your competitors

We are the largest aggregator of federal spending data



## Fact:

Did you know that approximately **only 20%** of all federal business opportunities are released publicly

Our online platform analyzes and simplifies the increasingly complex federal business landscape in real time, providing you the visibility you need into your addressable market of business opportunities – not just beta.SAM.gov



## ▶ What We Do

We are the largest aggregator of federal spending data

WHAT

Our online platform analyzes and **simplifies** the increasingly complex federal business landscape in real time, providing you the visibility you need into your addressable market of business opportunities. With Fedmine, you are able to:

Monitor federal spending by industry, geography or socioeconomic status

Conduct fast Super Searches, create custom keyword alerts, discover subcontractors at the task order level, with complete comprehension of what matters most

- Receive daily alerts based on awarded contracts within your addressable market
- Build a pipeline with addressable re-compete and newly forecasted solicitations
- Dissect competition, quickly view agency markets, drill down to key contacts and download information for marketing needs

## ▶ How it Works

Real-time Data

- Data is populated directly from federal government sources. Unlike error-prone manual methods, our fully automated database architecture leverages the power of the internet to curate real-time information from integrated data sets in an easy-to-use platform.

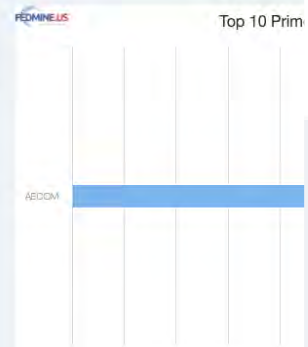
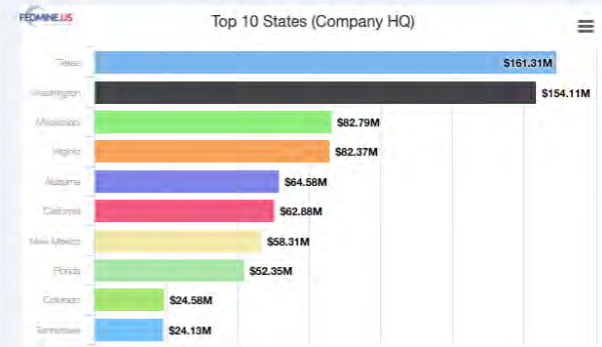
## Our Data Sources



# With Fedmine you can

- Find relevant opportunities and **receive twice daily** alerts on what matters to you, instead of having to mine beta.SAM all day
- Receive alerts on your competitors and partners activity
- View unique dashboards specifically for the AEC industry like our **USACE** and **MATOC Dashboards**
- Search **labor rates** for your proposal using our built in GSA Labor Rates Tool
- Create a list of potential recompetes by using the **Expiring Contract Search**
- Find a list of current MATOC holders at a USACE base including their **task order awards** and the original RFP details
- Find subcontracts tied to the prime contract at task order level
- and so much more...

Criteria  
 Client Name: aecom Fiscal Year: 2020



50 of 1,174 entries

Award PIID	Subaward #	Project Description	Prime Awardee Contractor	Prime Parent Awardee Contractor	Prime Award Agency Name	Sub Award
1971	PO513634	Title III Engineering Support	NUCLEAR WASTE PARTNERSHIP LLC	AECOM	8900-ENERGY, DEPARTMENT OF	CEMENTATION
1971	BPA514865	WIPP Lab Supplies	NUCLEAR WASTE PARTNERSHIP LLC	AECOM	8900-ENERGY, DEPARTMENT OF	EICHROM TE
1971	PO700084	Staff augmentation-Procurement Support Services	NUCLEAR WASTE PARTNERSHIP LLC	AECOM	8900-ENERGY, DEPARTMENT OF	PEER TECHN
1971	PO512173	Standard Waste Boxes	NUCLEAR WASTE PARTNERSHIP LLC	AECOM	8900-ENERGY, DEPARTMENT OF	SPRINGS FA
F4710	20S25998AU18	Doors and frames, windows and glazing, division 10 materials	AECOM CONSTRUCTION, INC.	AECOM	1700-DEPT OF THE NAVY	RENCON LL
1971	PO515488	Storage Array	NUCLEAR WASTE PARTNERSHIP LLC	AECOM	8900-ENERGY, DEPARTMENT OF	WESTWIND I
1971	PO515462	12 Standard Pipe Overpacks	NUCLEAR WASTE PARTNERSHIP LLC	AECOM	8900-ENERGY, DEPARTMENT OF	NFT-EPD, LL
1971	PO510902	Copier Services	NUCLEAR WASTE	AECOM	8900-ENERGY,	Tascosa Offi

## ACT AWARD TRANSACTION DETAILS - URS ENERGY & CONSTRUCTION, INC. FY - 2

[View RFP's](#)
[Tab View](#)
[URS ENERGY & CONSTRUCTION, INC.'s Company Profile](#)
[Go Back To Previous Listing](#)
[Download PDF](#)
[Email](#)

8900 - ENERGY, DEPARTME

106 NEWBERRY ST SW,  
 AIKEN, SC 29801-3852  
 USA

03

129768266  
 F260455888  
 CARLSBAD  
 88220-5245  
 New Mexico

02  
 USA -

8900 - ENERGY, DEPARTMENT OF  
 8900 - ENERGY, DEPARTMENT OF

00029 - CARLSBAD FIELD OFFICE,  
 DOE,  
 CARLSBAD , NM , 88221, USA

8900 - ENERGY, DEPARTMENT OF

00029 - CARLSBAD FIELD OFFICE,  
 DOE,  
 CARLSBAD , NM , 88221, USA

89 - Department of Energy  
 0251 - Defense Environmental Cleanup, Environmental and Other Defense Activities,  
 Energy

SUB ACCOUNT:

PIID:  
 Contract Number  
 Subcontractors:

- DEEM0001971
- MIRION TECHNOLOGIES (CANBERRA), INC.
- AECOM NAE TECHNICAL SERVICES LLC
- CEMENTATION USA INC.
- NFT-EPD, LLC
- ADVANCED TECHNOLOGIES AND LABORATORIES (ATL) INTERNATIONAL,
- WASHINGTON RIVER PROTECTION SOLUTIONS LLC
- TFE, INC
- ENERGYSOLUTIONS, LLC
- PC SPECIALISTS, INC.
- TYCO INTEGRATED SECURITY LLC
- PEER TECHNICAL GROUP LLC
- ALL BUSINESS MACHINES, INC.
- VIGIL-B&P GROUP LLC, THE
- SAPERE CONSULTING INC
- RAYNEL ENTERPRISES INC
- SAVANNAH RIVER REMEDIATION LLC





Global Search

Show 10 entries

Labor Category	Hourly Price	Education	Years of Exp.	Vendor	Contract No.	Contract Vehicle
Architect I - Engineering Services	\$36.22	Bachelors	1	Whitney, Bradley & Brown, Inc. (d.b.a.) Wbb	GS-00F-297CA	Consolidated
Architect Jr.	\$41.43	Bachelors	4	RMA ARCHITECTS P.S.C.	47QRAA19D009A	Consolidated
Architect I - Engineering Services	\$46.2	Bachelors	1	Whitney, Bradley & Brown, Inc. (d.b.a.) Wbb	GS-00F-297CA	Consolidated
Landscape Architect I	\$46.7	Bachelors	3	Bio-west, Inc.	GS-10F-0331S	Environmental
Junior Naval Architect / Engineer / Designer	\$47.53	Bachelors	0	Marine Design And Operations, Inc.	GS-23F-0233S	PES
Architectural Historian	\$54.9	Masters	2	Panamerican Consultants, Inc.	GS-10F-0196P	Environmental

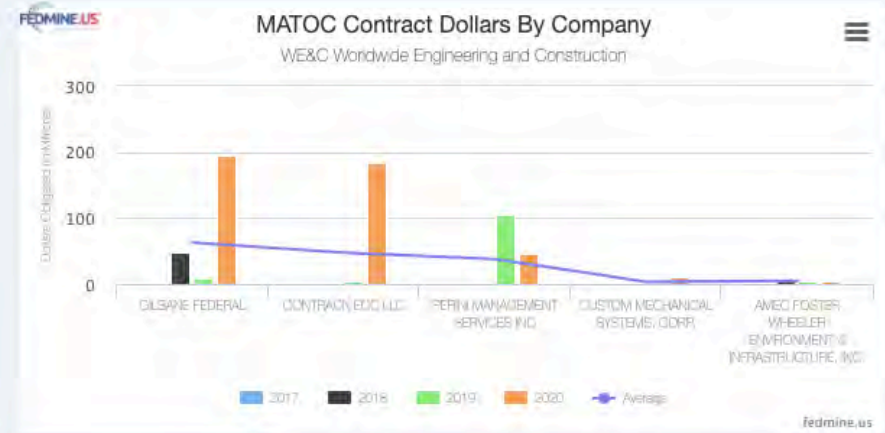
MATOC WE&C Worldwide Engineering and Constructi

Fiscal Years 2020 2019 2018 2017 submit

# of Downloads: 12 OR

Dollars Actions

Dollars Actions



Contract #	Fedmine Id	Company Name	Fiscal Year 2020		Fiscal Year 2019		Fiscal Year 2018		Fiscal Year 2017		Total	
			Amount	# Actions	Amount	# Actions	Amount	# Actions	Amount	# Actions	Amount	# Actions
FA890317D0041	F547980329	GILBANE FEDERAL	\$195.20M	16	\$8.60M	11	\$47.47M	8	\$3.00K	2	\$251.27M	37
FA890317D0039	F340552730	CONTRACK ECC LLC	\$184.54M	6	\$4.90M	6	\$645.71K	1	\$3.00K	2	\$190.09M	15
FA890317D0044	F213597265	PERINI MANAGEMENT SERVICES INC	\$45.88M	3	\$104.86M	3	0.00	0	\$3.00K	2	\$150.75M	8
FA890317D0040	F296264813	CUSTOM MECHANICAL SYSTEMS, CORP.	\$10.37M	5	\$181.07K	2	\$3.14M	1	\$3.00K	2	\$13.70M	10
FA890317D0036	F315358269	AMEC FOSTER WHEELER ENVIRONMENT & INFRASTRUCTURE, INC.	\$4.00M	6	\$5.20M	9	\$8.78M	5	\$867.37K	3	\$18.85M	23
<b>GRAND TOTAL:</b>			<b>\$445.22M</b>	<b>49</b>	<b>\$243.14M</b>	<b>56</b>	<b>\$85.66M</b>	<b>20</b>	<b>\$897.37K</b>	<b>23</b>		

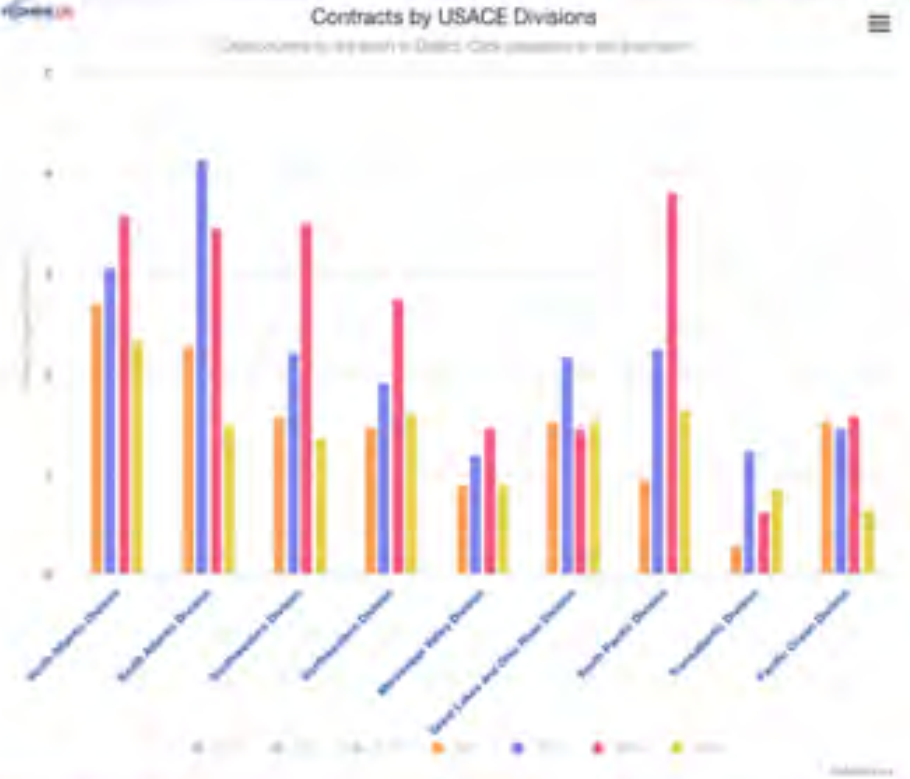
Source: FEDMINE analysis of Federal Procurement Data system - Next Generation Data (FPDS-NG)

View All Contracts

- USACE Contracts Spending
- USACE Contracts Spending by NAICS Sectors
- USACE Contracts Spending by Socioeconomic Indicators
- USACE Agency Profile
- USACE RFP's
- USACE Expiring Contracts
- USACE Subawards Spending

## Spending by USACE Division and Districts

Download PDF Email Report



USACE Division	2020	2019	2018	2017	2016	2015	2014
Great Lakes and Ohio River Division	\$1,548	\$1,445	\$2,178	\$1,835	\$1,345	\$1,205	\$1,458
Mississippi Valley Division	\$887,765	\$1,415	\$1,185	\$894,425	\$895,765	\$899,345	\$1,525
North Atlantic Division	\$2,335	\$3,585	\$3,075	\$2,105	\$2,955	\$3,465	\$2,965
Northwestern Division	\$1,825	\$2,715	\$1,815	\$1,475	\$2,085	\$1,815	\$2,535
Pacific Ocean Division	\$948,615	\$1,585	\$1,455	\$1,635	\$974,975	\$1,015	\$1,445



# ▶ About Fedmine

## Software As A Service

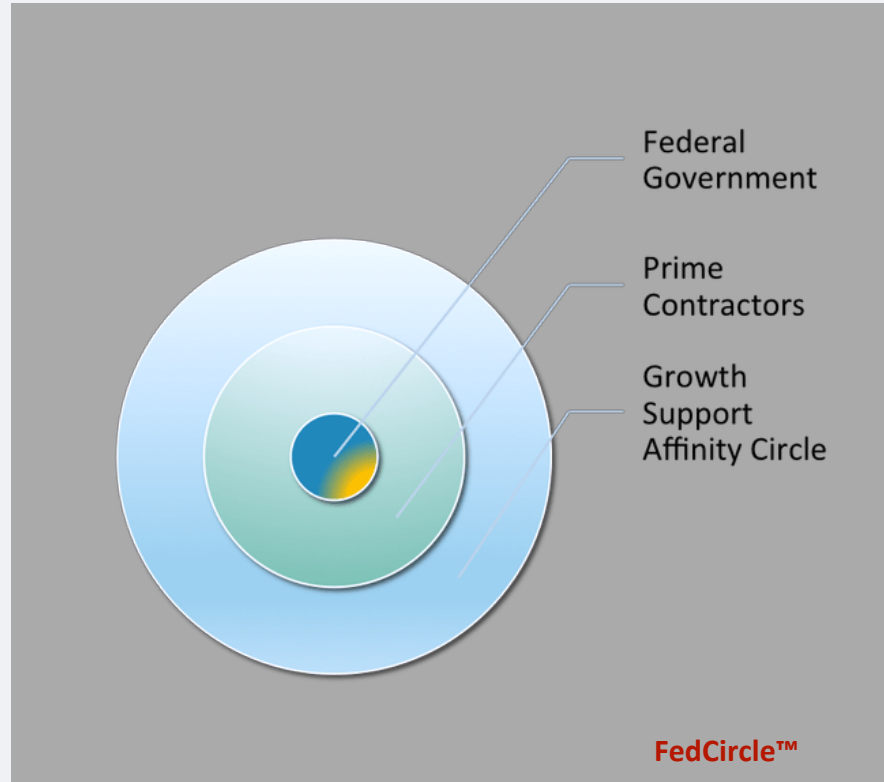
Aggregating. data while ensuring high levels of integrity and fidelity.



1

Fedmine's mission is to bring accurate reliable real-time information with unmatched transparency, and clear and convincing accountability to the world of federal government contracts.

Founded in 2004, Fedmine provides agencies, prime contractors and federal growth support firms convenient, simplified access to the best federal contract data sets available anywhere on the internet.



Fedmine is SaaS (Software as a Subscription) product for commercial and government clients. Clients include Prime Contractors, Growth Support organizations and the Federal Government itself – we call this the “Fed Circle”





# Customer Success

How we ensure clients succeed

2

## The A Team, all the time

Our customer success team consists of the entire management — so each client always gets **A TEAM Support**.

**Customer Service is lead by**  
**Lindsay Carry**  
*VP of Customer Success*



### Customer Service

We provide search set-up, training, training videos, cheat sheets, integrated calendars, and a live chat feature from within the platform to help our clients in real-time.

We measure customer satisfaction using the well known NPS survey on a quarterly basis, a process we started three years ago.

2.5 quintillion bytes of data is generated daily around the world

All this really means is that our customer service team recognizes this shift in our immediate environment and responds with providing innovative methods for clients to get what they need in a timely manner.



# Testimonials

**01**

Fedmine has not only improved QRI's strategic federal opportunity planning, it has also improved the quality of our proposals

**Fonda Lindfors  
New**  
Quaternary Resource  
Investigations LLC

**02**

The data is accurate, comprehensive and above all trustworthy. We have won millions thanks to Fedmine

**Dan Jonas**  
Heitech Services Inc

**03**

Additionally, their assistance with training and research support should set the industry standard in responsiveness.

**Lisa King**  
EnviroVantage

**One Research Court**  
Suite 450, Rockville, MD 20850

Lindsay Carry  
lcarry@fedmine.us  
301-279-7575



# Pure-Play Environmental Firm. Proven Federal Partner.

*Prepared for:*

**SAME NOVA 5<sup>th</sup> Annual B2B Event**

*Prepared by:*

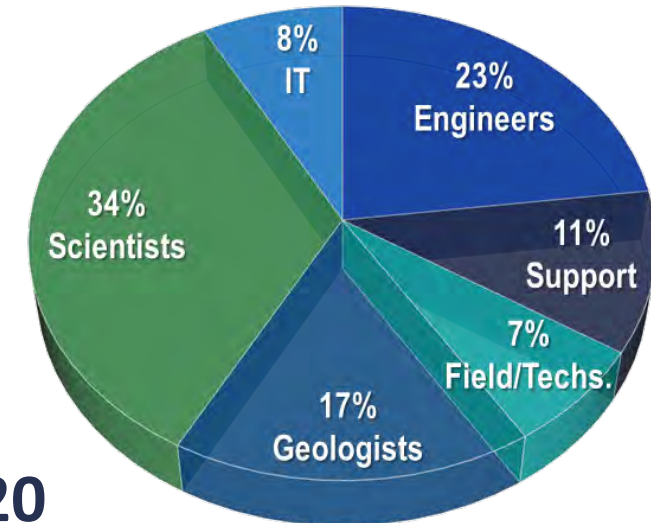
**EA**<sup>®</sup> EA Engineering,  
Science, and  
Technology, Inc., PBC

**Melissa Smith, FSAME, CSDP**

**8 October 2020**

# About EA

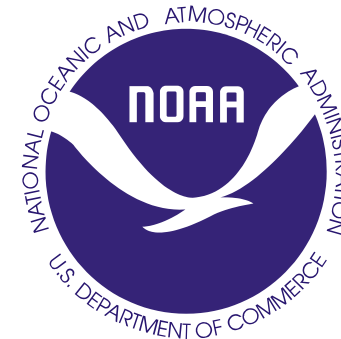
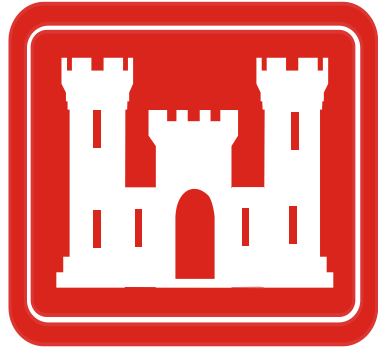
- Pure-Play Environmental Firm
- Headquartered in Hunt Valley, Maryland
- 550+ Professionals
- 26 Offices – Nationwide including the Pacific
- 100% Employee-owned
- Robust Corporate Social Responsibility Program
- Hybrid for Federal Small Business Size Classification
  - ◆ Small Business for Environmental Remediation: 562910
  - ◆ Large Business for Professional Services: 541330 & 541620



# Our Services



# Federal Agency Experience



# Contact Information

**Melissa Smith, FSAME, CSDP**  
**Vice President | Small Business Liaison Officer**  
**EA Engineering, Science and Technology, Inc., PBC**

**Cell: 443-465-2997**

**Email: [masmith@eaest.com](mailto:masmith@eaest.com)**





# HARKINS AT A GLANCE

## Quick Facts



**1965** YEAR  
**FOUNDED**



**10 YEARS** AVERAGE  
**EMPLOYEE  
TENURE**



**260** TOTAL  
**EMPLOYEES**



**\$400M** ANNUAL  
**VOLUME**



**30** CURRENT  
**PROJECTS**



OPERATIONAL BUILDINGS, HOUSING,  
MILITARY, DORMITORIES, RESERVE CENTERS,  
MISSION CRITICAL FACILITIES, SECURE SITES  
AND OFFICE SPACES

**GOVERNMENT**

## Our Locations

### Headquarters

10490 Little Patuxent Parkway, Ste 400  
Columbia, MD 21044  
*Serving MD, VA, WV, and DC*

### Northeast

575 E Swedesford Road, Ste 100  
Wayne, PA 19087  
*Serving Southeastern PA, NJ, and DE*

### Southeast

2015 Ayrley Town Boulevard, Ste 202  
Charlotte, NC 28273  
*Serving NC and SC*

DUNS 092398189, CAGE Code 0ME80, NAICS Code 236220 Large Business

# HARKINS WHAT WE BUILD

Our projects average in size from \$5 million to \$60 million. Complexity includes renovation to large new military buildings. Some examples include the following:


- ▼ Phase II Student Quarters P-546, P-555 & P547, Quantico **Design-Build** - PPQ Exceptional Client Rating, \$77 million
- ▼ Student Officers Quarters Phase 4 and Student Dining Facility, Quantico, **Design-Build** - PPQ Exceptional Client Rating, \$44 million
- ▼ P-975 Unaccompanied Housing Facility, Patuxent River, MD, **Design-Build** - PPQ Exceptional Client Rating, \$36.4 million
- ▼ Delaware Combined Support Maintenance Shop (CSMS), Delaware Army National Guard, **Design-Build**, \$33.4 million
- ▼ JJRTC Canine Training Facility, Laurel, MD, USACE Baltimore / Secret Service - CPARS Very Good, \$9.6 million
- ▼ Academic Instructional Facility, Quantico, **Design-Build** - PPQ Exceptional Client Rating, \$24.3 million
- ▼ Easton Readiness Center, **Design-Build**, Maryland National Guard - PPQ Exceptional Client Rating, \$18.7 million
- ▼ Combined Marine Corps Reserve Center and NOSC Renovations, Ft. Dix, **Design-Build**, - CCASS Outstanding, \$23.5 million
- ▼ Newark Armed Forces Reserve Center (AFRC), Newark, DE, USACE Louisville, \$20 million
- ▼ Havre de Grace Readiness Center, **Design-Build**, Maryland National Guard- PPQ Exceptional Client Rating, \$16.5 million
- ▼ Armed Forces Reserve Center, Bristol, PA, **Design-Build** - CCASS Above Average, \$23.3 million



# CONTACT INFORMATION



**Harkins Builders: DUNS 092398189, CAGE Code 0ME80, NAICS Code 236220 Large Business**

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  - Connect with me on  <https://www.linkedin.com/in/lkrick/>
- ▼ Ben Nichols, Vice President, 410-480-4013, [Bnichols@harkinsbuilders.com](mailto:Bnichols@harkinsbuilders.com)
- ▼ Rob Tirrochi, Programs Manager, 410-480-4265, [Rtirocchi@harkinsbuilders.com](mailto:Rtirocchi@harkinsbuilders.com)

*Website: [www.harkinsbuilders.com](http://www.harkinsbuilders.com)*