



**SAME NoVA Post 5<sup>th</sup> Annual  
Business-to-Business (B2B)  
Engagement**

**October 8, 2020**

# SAME NOVA Post 5<sup>th</sup> Annual B2B Engagement

## AGENDA

1:00 – 2:00	Testing connections and check in
2:00 – 2:05	Welcome Comments by President Nick Desport
2:05 – 2:50	First block of Presentations
2:50 – 3:00	Break
3:00 – 3:50	Government Speakers
3:50 – 4:00	Break
4:00 – 5:00	Second block of Presentations

\*Times are approximate

	COMPANY	PRESENTER
1	<b>HNTB - SPONSOR</b>	Gregg Schwieterman
2	Walter P Moore	Gregg Taylor
3	<b>AFG Group, Inc. - SPONSOR</b>	Joe Earhart, CMIT
4	<b>Woods • Peacock Engineering Consultants, Inc. - SPONSOR</b>	Seth Takoch
5	<b>WSP USA - SPONSOR</b>	Edward P. Chamberlayne, P.E., Ph.D.
6	<b>Weston &amp; Sampson Engineers - SPONSOR</b>	Raed EL-Farhan
7	Fedmine	Lindsay Carry
8	EA Engineering, Science, and Technology, Inc., PBC	Melissa Smith, FSAME, CSDP
9	Harkins Builders	Liz Krick
<b>10 Min Break</b>		
A	USACE Baltimore	COL John T. Litz, PMP
B	USACE Norfolk	Michael Darrow, P.E., PMP
C	NAFVAC Washington	Leonard Mulé, P.E.
Agency Q&A after each speaker		
<b>10 Min Break</b>		
10	<b>Alpha Corp – SPONSOR</b>	Kathleen Linehan, P.E.
11	<b>Black &amp; Veatch – SPONSOR</b>	Rick Kaiser
12	Kim Engineering	Chris Ley
13	<b>Merrick &amp; Company – SPONSOR</b>	Nick Desport
14	ProCon Consulting	Daryl Starks
15	<b>IMEG - SPONSOR</b>	Markus Henneke, PE, PMP, USAF (ret)
16	CSI Engineering, P.C.	Bernie Leipold
17	SZ PM Consultants	Michael Pavlides
18	<b>The Mahorsky Group/Brick Procurement-SPONSOR</b>	Jeff Revis
19	Exp Federal	Chris Ray

## WELCOME by Post President – Nick Desport

### 1. HNTB

2900 S. QUINCY ST, SUITE 600, ARLINGTON, VA 22209  
Gregg Schwieterman 804-895-3780,  
[gschwieterman@hntb.com](mailto:gschwieterman@hntb.com)  
Firm Type: Architecture / Engineering  
Status: Large  
Seeking: Small business and 8(a) business development (HUBZone and Veteran Owned) supporting major MILCON, civil works and environmental projects  
Target Growth: Federal (USACE Norfolk, USACE Baltimore, NAVFAC Washington, NAVFAC Mid-Atlantic.  
HNTB specializes in delivering large complex programs with services that include architecture, engineering and construction management. The major client sectors that we support include Department of Defense, infrastructure, aviation, rail, roadways, environmental, and architecture.

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### 2. Walter P Moore

1747 PENNSYLVANIA AVENUE NW, SUITE 1050  
WASHINGTON, DC 20006  
Gregg Taylor – Presenting. For further information: Matt Nebel, 202-481-8718, [mnebel@walterpmoore.com](mailto:mnebel@walterpmoore.com)  
Firm Type: Engineering Consulting Firm  
Status: Large  
Seeking: Architect/Engineering, Small Firm, Design-Builder, GC  
Target Growth: Federal (DoD, OBO, GSA, VA, NAVFAC), Local market to DMV  
Founded in 1931, Walter P. Moore has grown into an international company of engineers, architects, innovators, and creative people who solve some of the world’s most complex engineering challenges. More than 600 employees across 20 U.S. offices and five international locations provide structural engineering, building enclosure, secure design, construction engineering, diagnostics services, civil, traffic, transportation, and parking consultation. We design solutions that are cost- and resource-efficient, forward-thinking, and help support and shape communities worldwide.

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### **3. AFG Group, Inc.**

950 HERNDON PARKWAY, SUITE 200 HERNDON, VA 20170  
 Joe Earhart – Presenting. For further Information:  
 Matt Oviatt, 703-343-0215, [moviatt@afgcm.com](mailto:moviatt@afgcm.com)

**Firm Type:** Program & Construction Management  
**Status:** Woman-Owned Small Business, MWAA LDBE, NYC SCA, NH DOT WBE, NY/NJ Port Authority WBert Authority  
**Seeking:** Large, 8a and SDVOSB firms with complementary and innovative capabilities

**Target Growth:** DOD and Federal Agencies; Sciences & Technology, Healthcare, Education Markets  
 Founded in 1990, AFG Group, Inc. provides a broad range of program, project, construction, and relocation management services including scheduling, cost estimating, on-site quality support, activation support services, and workplace productivity optimization. AFG’s portfolio includes Healthcare and Laboratories, Federal and Public Agencies, Courts and Criminal Justice, and Education markets. We specialize in helping our clients solve problems. AFG currently ranks on the Inc. 5000 Fastest Growing Firms in the US list and is an ENR Top 100 CM-for-Fee Firm, five years running.

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### **4. Woods • Peacock Engineering Consultants, Inc.**

5285 Shawnee Rd, Suite 100, Alexandria, VA 22312  
 Seth R. Takoch, 571-282-0608, [seth@woodspeacock.com](mailto:seth@woodspeacock.com)

**Firm Type:** Structural Engineering and Physical Security Consultants

**Status:** Woman-Owned Small Business (WOSB), MWAA – LDBE, SWaM certified

**Seeking:** Architectural or Engineering firms looking to grow in the federal market or established healthcare or higher education firms looking to team.

**Target Growth:** Healthcare, Higher Education, and the federal market.

Woods • Peacock provides structural engineering services in the areas of new construction, existing building renovation and rehabilitation, and structural investigations and assessments. Highlighted strengths include BUILDER SMS, progressive collapse design, and anti-terrorism/force protection (AT/FP) design & blast resistance hardening. Experience includes both design-build and design-bid-build projects as well as support for the development of RFP’s and DD 1391’s.

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## **5. WSP USA**

1250 23<sup>RD</sup> STREET, NW, WASHINGTON, DC 20037  
Edward P. Chamberlayne, PE, Ph.D., 202-303-2622,  
[edward.chamberlayne@wsp.com](mailto:edward.chamberlayne@wsp.com)

**Firm Type:** A/E firm    **Status:** Large Business

**Seeking:** Large and small business teaming partners with Facility Clearances in A/E and professional services fields.

**Target Growth:** Federal: USACE, NAVFAC, Intelligence Community (IC), OBO/DoS, NPS, start to delve into DOE/NNSA

WSP, one of the world’s leading engineering and professional services consulting firms, offers a global scale of multidisciplinary services combined with local knowledge of the communities in which we live and work. We provide the specialized expertise and responsiveness of a local firm, but with the breadth and depth to successfully deliver complex projects whether large or small. Our teams comprise talented, skilled and experienced professionals who are passionate about problem-solving, leaders in multiple technical fields, committed to unrivaled service, and dedicated to local communities.

## **6. Weston & Sampson Engineers Inc.**

55 WALKERS BROOK DRIVE, READING, MA 01867  
Raed EL-Farhan, 703-501-0554,  
[Elfarhan.Raed@wseinc.com](mailto:Elfarhan.Raed@wseinc.com)

**Firm Type:** Architecture / Engineering / Construction

**Status:** Large, Small (562910)

**Seeking:** Teaming opportunities with large and small firms with complementary skills in the Mid-Atlantic and Southeastern Regions.

**Target Growth:** Federal (DOD USACE, NAVFAC, Civilian agencies, and others), State and Municipal (water / wastewater/transportation), Education, and commercial.

Weston & Sampson is a full-service, multidisciplinary A/E firm with construction capabilities ranking 131 in ENR’s top 500 design firms. With 700 staff, we provide planning, engineering, O&M, and construction for public and private clients throughout the East Coast. Our markets include Water, Wastewater, Environment, Transportation, Energy, Facilities & Survey. Services include civil, mechanical, electrical, geotechnical, structural, transportation and environmental engineering, and architecture and landscape architecture while specializing in PFAS treatment and climate resiliency solutions.

## **7. Fedmine**

ONE RESEARCH COURT, STE 450, ROCKVILLE, MD 20850  
Lindsay Carry, 703-582-0640, [lcarry@fedmine.us](mailto:lcarry@fedmine.us)

**Firm Type:** Technology / Services Provider

**Status:** Small, Minority Owned

**Seeking:** Anyone

**Target Growth:** All markets – industry and agency alike

Fedmine is the most powerful federal market intelligence platform on the market today. We aggregate from 17 federal data sources in real-time, saving you time and empowering teams to make smarter business development decisions. With targeted modules like our USACE Dashboard and MATOC Visor, we are always innovating to support the AEC market. We offer twice daily alerts from beta.SAM, an interactive Labor Rates tool for market research, subcontracts connected to the prime at the task order level, and so much more. Fedmine is proud to offer discounted pricing to SAME Sustaining Members.

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## **8. EA Engineering, Science, and Technology, Inc., PBC**

225 SCHILLING CIRCLE, STE 400, HUNT VALLEY, MD 21031  
Melissa Smith, 443-465-2997, [masmith@eaest.com](mailto:masmith@eaest.com)

**Firm Type:** Pure-play environmental

**Status:** EA is a hybrid. A small business under NAICS 562910 – Environmental Remediation and NAICS 541715 – Research and Development. A large business under engineering, environmental, and related services NAICS, such as 541330, 541620, and 712110.

**Seeking:** Small businesses and all socioeconomic subcategories NAICS: 541330, 541620, 541380, 541370, 712110, 237110, 532490, 541320, 541511, 541320'

**Target Growth:** EA is always looking to grow in all markets and across all agencies.

EA is fully focused on developing highly integrated, interdisciplinary environmental solutions for our Federal clients. We provide comprehensive environmental services that mitigate impacts to the environment, foster environmental sustainability and stewardship, secure regulatory compliance, and advance health and safety performance. Integrating engineering, science, and technology, we incorporate empirical and analytical techniques, develop unique performance standards, and apply new technologies to achieve superior results and exceed our clients' expectations.

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## **9. Harkins Builders**

10490 LITTLE PATUXENT PARKWAY, SUITE 400  
COLUMBIA, MD 21044  
Liz Krick, 410-480-4053, [LKrick@Harkinsbuilders.com](mailto:LKrick@Harkinsbuilders.com)

**Firm Type:** General Contractor **Status:** Large Firm

**Seeking:** Looking to team with Architects, Engineers, Small Business, 8(a), HUBZone, WOSB, SDV, and MBE.

**Target Growth:** DOD, Secure Clients, Healthcare/VA, State Higher Education.

Headquartered in Columbia, Maryland, Harkins' Government Group focuses on providing first-class design-build services to our valued local, state, and federal clients. Our exceptional experience includes operational buildings, housing, mission critical facilities, and office space. We are proud to serve the needs of our nation by delivering projects that enhance capability across all levels of government. Harkins has over 50 years of design-build and bid-build experience. Average size ranges from \$5 million to \$60 million. Complexity includes renovation, new construction, and additions.

## **10. Alpha Corporation**

2100 ATLANTIC BLVD, SUITE 400, DULLES, VA 20166  
Kathleen Linehan, P.E. – Presenting. For further information: Joe Monahan, 571-346-1138, [joe.monahan@alphacorporation.com](mailto:joe.monahan@alphacorporation.com)

**Firm Type:** Architect/Engineer

**Status:** SWaM (Small and Woman-Owned) and SBE for Construction Management

**Seeking:** Architects, Larger engineering firms, Contractors for D/B or preconstruction services

**Target Growth:** Emergency management and response, program management, design and construction management.

Program Management (esp. scheduling, estimating, project controls, facility condition assessments), Construction Management (transportation and facilities), Civil Design, Structural Design, Bridge Inspection, Emergency management, assessments and restoration.

## **11. Black & Veatch**

6800 WEST 115<sup>TH</sup> ST, SUITE 2200, OVERLAND PARK KS  
Rick Kaiser – Presenting. For further information: Angela  
Horton, 913-458-7458, [hortona@bv.com](mailto:hortona@bv.com)

**Firm Type:** Architect – Engineer    **Status:** Large

**Seeking:** We are looking to team with Small Business firms with specialized A-E capabilities in general and classified projects with cleared personnel.

**Target Growth:** We seek to increase our presence in AFCEC, USACE, and NAVFAC IDIQ services and with clients in classified projects for DoD and as direct support to DoD.

Founded in 1915, Black & Veatch is a leading global engineering, consulting, and construction company specializing in infrastructure development in federal, energy, water, telecommunications, environmental services and management consulting. Black & Veatch's Federal Division has a mission to provide a full range of services to U.S. Government agencies and departments, serving private and quasi-public entities that receive funding from the U.S. Government. Black & Veatch provides premier A-E design services and one-of-a-kind solutions for complex, high National-priority projects.

## **12. Kim Engineering**

5901 AMMENDALE ROAD, SUITE-F, BELTSVILLE, MD  
Chris Ley, 703-712-8081, [chrisley@kimengineering.com](mailto:chrisley@kimengineering.com)

**Firm Type:** Geotechnical and Civil Engineering, Land Surveying, Construction Inspection

**Status:** Small, SWaM, DBE, MDOT MBE

**Seeking:** Architectural and Engineering Primes

**Target Growth:** US Army Corps of Engineers, NAVFAC, DOD and State DOTs

Kim Engineering, Inc, founded in 1993, is a multi-disciplinary engineering firm who provides clients with the full range of services, including, but not limited to, geotechnical engineering, civil engineering, surveying, construction materials testing and inspections, and landscape architecture services. Our comprehensive scope of services and overall engineering expertise enables us to work with our clients on a total-project basis. KEI stays with our clients from start to finish, delivering personalized services and added value. At KEI, our clients come first with a passion of taking on technical challenges for both public and private sector projects.



## 13. Merrick & Company

5970 GREENWOOD PLAZA BLVD  
GREENWOOD VILLAGE, CO 80111  
Nick Desport, 703-639-7697, [Nick.Desport@Merrick.com](mailto:Nick.Desport@Merrick.com)

**Firm Type:** Full-service A/E firm   **Status:** Large Business

**Seeking:** Various teaming partners...small, disadvantaged, and large with similar cultures to establish lasting partnerships to expand into more markets.

**Target Growth:** Additional presence in the eastern US (USACE Districts, NAVFAC Regions, Air Force, and other Federal Agencies)

Merrick & Company is an employee-owned engineering, architecture, surveying, and geospatial firm, headquartered in Greenwood Village, CO. Founded in 1955, Merrick has over 700 employees with expertise in the National Security, Infrastructure, Energy/Chemicals, and Life Science markets. With 20 offices in 10 states and 4 countries, we have worked on all 7 continents and pride ourselves in the fact that 80% of clients are repeat customers, many for over 25 years. We continue our founder’s belief in the value of employee ownership: “If a man works for himself, he is much more committed.”

## 14. PROCON Consulting

1005 N. GLEBE RD, SUITE 325, ARLINGTON, VA 22201  
Daryl A. Starks, 202-540-0174,  
[DStarks@ProConConsulting.com](mailto:DStarks@ProConConsulting.com)

**Firm Type:** Construction Management / Program Management / Space Planning / Business Tech

**Status:** Minority Owned Small Business (SWaM, DBE, MDOT)

**Seeking:** Architects, Engineers, Construction Managers, Cost Control Specialist having various designations including small business, 8a, veteran-owned

**Target Growth:** DOD Agencies, Federal Agencies and Local Municipalities

Procon employs over 100 employees with diverse backgrounds which allows for specialization in providing construction management services, construction program planning and reporting, office space planning, cost estimating, scheduling, project controls, business management, contract administration, claims analysis, construction quality assurance, facilities management.

## **15. IMEG**

623 26<sup>TH</sup> AVENUE, ROCK ISLAND, IL 61201 (HQ)  
Markus Henneke, PE, PMP, USAF (ret), 703-853-0219,  
[markus.j.henneke@imegcorp.com](mailto:markus.j.henneke@imegcorp.com)

**Firm Type:** Engineering **Status:** Large

**Seeking:** Open to all partnering opportunities.

**Target Growth:** Looking to increase our Federal Market, to include DoD Agencies

IMEG is one of the largest engineering consulting firms in the U.S. with 1,500 dedicated personnel at 50 locations. The firm specializes in high performing building systems, infrastructure, and construction-related services. Providing engineering design in all disciplines – structural, MEP, fire protection, technology and civil – and specialized services including architectural lighting and acoustics. IMEG’s broad array of skills and expertise provide the knowledge clients require for their unique facility and infrastructure demands.

## **16. CSI Engineering, P.C.**

14205 PARK CENTER DRIVE, SUITE 203 LAUREL, MD 20707  
Bernie Leipold, 443-605-3296, [Bernie@CSIE.com](mailto:Bernie@CSIE.com)

**Firm Type:** Engineering Design

**Status:** Small Minority-Owned – MBE / LDBE, MWAA, WMATA, and DDOT programs.

**Seeking:** We're looking to team with firms that want a worry free, efficient, and reliable MEP designs for critical subsections with MBE/SBE needs.

**Target Growth:** WMATA, DoD, Banking Data Centers, Operation Control Centers, Primary and Backup Power/Cooling Plants.

CSI Engineering is a Mechanical, Electrical, Plumbing (MEP), Fire Protection, and Communications design firm. In addition to Engineering design, our firm offers two additional related specialties, Staffing Services, and Consulting for Complex Mission Critical Operations. We are frequently called upon by other Engineering Companies along with Architectural Firms, General Construction Companies, and Commercial Real Estate Developers to provide our expertise on the mission critical subsections of larger projects. We have been in Laurel, MD for over 30 years.

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## **17. SZ PM Consultants (SZPM)**

2849 HUNTER MILL ROAD, OAKTON, VA 22124  
Michael Pavlides – Presenting. For information: Suli  
Wang, PE, 703-678-8622 [swang@szpmconsultants.com](mailto:swang@szpmconsultants.com)

**Firm Type:** Program/Construction Management (PM/CM),  
and A/E Engineering Design

**Status:** WOSB (SBA), DBE/SBE/MBE/WBE, LDBE (MWAA),  
SLBE (WSSC), CBE (DC)

**Seeking:** Large & small business partners for  
subcontracting; WOSB prime contracts, Joint Ventures;  
and to establish an SBA Mentor-Protege relationship

**Target Growth:** Markets: PM/CM; Water/Wastewater;  
Transportation; Risk Management and VE. Agencies:  
VDOT, DDOT, MDOT, DC WATER, WSSC, MWAA, MDOT  
MTA, Federal Agencies.

Program/Project/Risk Management; Construction  
Management and Inspection. Water/Wastewater  
Engineering; Design Support (CAD, BIM, GIS); Value Engr.  
Office Engineering; Project Controls; Permitting; Utility  
Coordination. Staff Augmentation.

## **18. The Mahorsky Group (MGI)/Brick Procurement**

3834 GARRISON ST, NW, WASHINGTON, DC  
Jeff Revis, 202-695-5161, [jrevis@mahorskygroup.com](mailto:jrevis@mahorskygroup.com)

**Firm Type:** Construction Surety Bond Agent / Financial  
Risk Management for Federal Projects

**Status: Small Business**

**Seeking:** We help A/E firms doing Design/Build, small and  
larger construction firms, 8(a)'s and MBE's of all kinds, as  
well as managing risk.

**Target Growth:** We work with any Agency who does their  
own construction procurement, and help those agencies  
struggling with schedule, quality or performance.

The Mahorsky Group/Brick Procurement is a Construction  
Surety Bond Agency specializing in the federal market.  
With roughly 400 teams performing national and  
OCONUS projects for all federal agencies, we have unique  
visibility into the market from a perspective vitally  
important to federal buyers but severely underutilized.

## **19. Exp Federal Inc.**

205 N. MICHIGAN AVE, SUITE 3800, CHICAGO, IL 60601  
Cathy Otis & Christopher Ray, 202-805-2461,  
[christopher.ray@expfederal.com](mailto:christopher.ray@expfederal.com)

**Firm Type:** Architecture/Engineering & Commissioning

**Status:** Large

**Seeking:** Exp Federal is looking for General Contractors on Design/Build DOD work. We are also interested in small businesses and potential future proteges.

**Target Growth:** We are looking to expand within the USACE Baltimore AOR and the greater NAD. Additionally, we hope to increase our work with NAVFAC and IC. Exp Federal Inc. is one of the nation's leading Architecture and Engineering firms and provides a full suite of services including design, construction management, commissioning, and cyber security design. We focus entirely on the Federal government and have current prime A/E IDIQs with USACE Savannah, Wilmington, Fort Worth, Huntsville, Europe, Japan, and Mobile Districts. In addition, we have a Mentor-Protege JV (Native Technology Solutions) which provides Construction Management directly to USACE Baltimore District. Exp Federal holds a Top-Secret Clearance.

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Thank you for attending!

Thank you to our sponsors for supporting this event

