



For

**SAME NoVA Post Business-to-Business (B2B)  
Engagement Presentation**

Presented by:

**Jenny Bowers**

October 7<sup>th</sup>, 2021

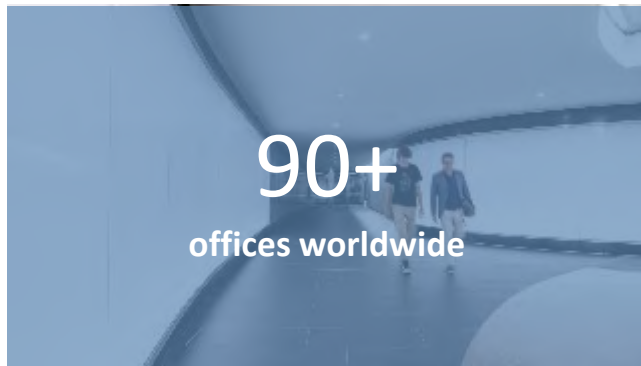


WHO WE ARE

With a mission to understand, innovate, partner and deliver, EXP provides engineering, architecture, design and consulting services to the world's built and natural environments.



at a glance





## Key Services

Architecture + Design

Automation + Instrumentation

Bridge Design

Bridge Inspection

Building Science

Civil

Commissioning

Construction Engineering + Inspection

Construction Management

Electrical

Environmental

Energy

Entertainment + Sports

Federal

Health + Safety

Land Development

Landscape Architecture

Lighting Design

Materials Testing

Mechanical

Operations + Maintenance

Pavement Engineering

Permitting + Compliance

Plumbing + Fire Protection

Program Management

Public Involvement

Railway Engineering

Roadway Design

Security

Structural

Survey + Geomatics

Sustainability + LEED

Technology Design

Traffic Engineering + Modeling

Transportation Planning

Utility Design + Coordination

Urban Planning + Design

Water + Wastewater

Water Resources



[Click Link to View Video >](#)

OUR VISION + VALUES

**Delivering exponential possibilities for our clients, our employees and our communities.**

**Integrity**

**Passion**

**Accountability**

**Transparency**

**Diversity**

**Community + Sustainability**

# THANK YOU!



## JENNY BOWERS

*Mid-Atlantic, Director | State and Federal Programs*

- Mobile: 703-397-4878
- Email: [jenny.bowers@exp.com](mailto:jenny.bowers@exp.com)



## DC Office

1140 3<sup>rd</sup> Street, NE  
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Washington, DC

## MD Office

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Suite 501  
Towson, MD

## VA Office

3901 Westere Parkway,  
Suite 210  
Richmond, VA

# SAME Northern Virginia Post B2B Engagement

**MERRICK & COMPANY**

**SOLVING. GROWING. LIVING.**

October 7, 2021

Nick Desport, RA, LEED AP BD+C, F.SAME

Director of Business Development  
Nick.Desport@Merrick.com



[www.merrick.com](http://www.merrick.com)





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# MERRICK BY THE NUMBERS



FOUNDED  
in **1955**



EMPLOYEES  
**750+**

**23**

OFFICES in

**80%** 

of clients are  
REPEAT  
CUSTOMERS

**4** PRIMARY  
MARKETS

**4**  
COUNTRIES



**7**  
CONTINENTS  
worked on



and **12**  
STATES



## ENERGY

OIL & GAS

INDUSTRIAL BIOTECHNOLOGY

POWER

PROCESS & INDUSTRIAL



## NATIONAL SECURITY

DEPARTMENT OF DEFENSE

NUCLEAR

AEROSPACE



## LIFE SCIENCES

GOVERNMENT

UNIVERSITY

PRIVATE INDUSTRY

BIOSAFETY & BIOSECURITY



## INFRASTRUCTURE

WATER

TRANSPORTATION

LAND DEVELOPMENT

WHITEWATER

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# NATIONAL SECURITY CLIENTS



**DoD**

Air Force

Army Corps of Engineers (USACE)

Naval Facilities Engineering  
Command (NAVFAC)

Defense Threat Reduction Agency  
(DTRA)

Missile Defense Agency (MDA)

Mission Critical



**ENERGY**

Local Utility Providers

Oak Ridge National Laboratory

Alternative Energy



**NASA**

Johnson Space Center

Kennedy Space Center

Marshall Space Flight Center

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# NATIONAL SECURITY WHAT WE OFFER



## A/E SERVICES

Infrastructure Master Planning  
Facilities Programming & Planning  
Conceptual/Final Design  
Construction Management  
Design-Build  
Commissioning  
Operations & Maintenance  
Survey



## A/E SERVICES

Architectural  
Interiors  
Landscape Architecture  
Civil  
Structural  
Mechanical HVAC  
Fire Protection  
Plumbing  
Electrical  
Communications



## OTHER OFFERINGS

1391 Development  
BLK 360  
CREO Modeling  
HEMP Studies & Enclosure Design  
Power Transmission & Distribution  
Infrastructure  
Secure Facility Design /  
Security Clearance  
Sustainability

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# AIRMEN TRAINING COMPLEX

## JBSA LACKLAND AFB, TX

 Air Force Design Award



**“At Lackland, Merrick is the provider of choice.” - Project Manager, Lackland AFB**

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# KC-46A BEDDOWN HANGARS

MCCONNELL AFB, KS; ALTUS AFB, OK; JBMDL, NJ; TINKER AFB, OK



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# ELLSWORTH AFB, SD

## B-21 Bed Down Facilities

USACE OMAHA DISTRICT



Flight Simulator Facility



Formal Training Unit Facility



Field Detachment Facility

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# NATIONAL BIO AND AGRO-DEFENSE FACILITY

## MANHATTAN, KS





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ANTARCTICA

# McMurdo Station, Palmer and South Pole Stations

CORE Facility ~\$400M

Facility Upgrades and Science Support



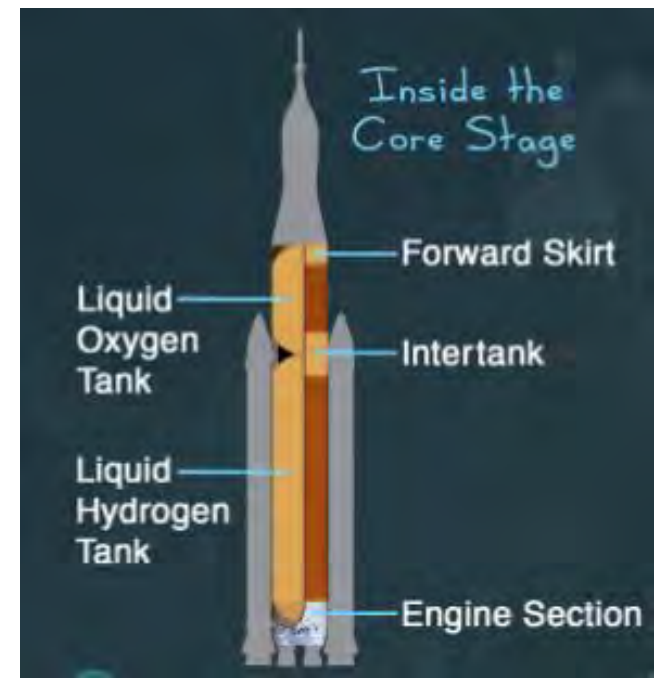
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# USDA KNIPLING-BUSHLAND US LIVESTOCK INSECTS RESEARCH LABORATORY KERRVILLE, TX



# Marshall Space Flight Center, Alabama Space Launch System (SLS) Liquid Hydrogen Tank & Liquid Oxygen Tank Test Stand

LH2 TEST STAND: 221' TALL x 115' WIDE  
LOx TEST STAND: 97' TALL



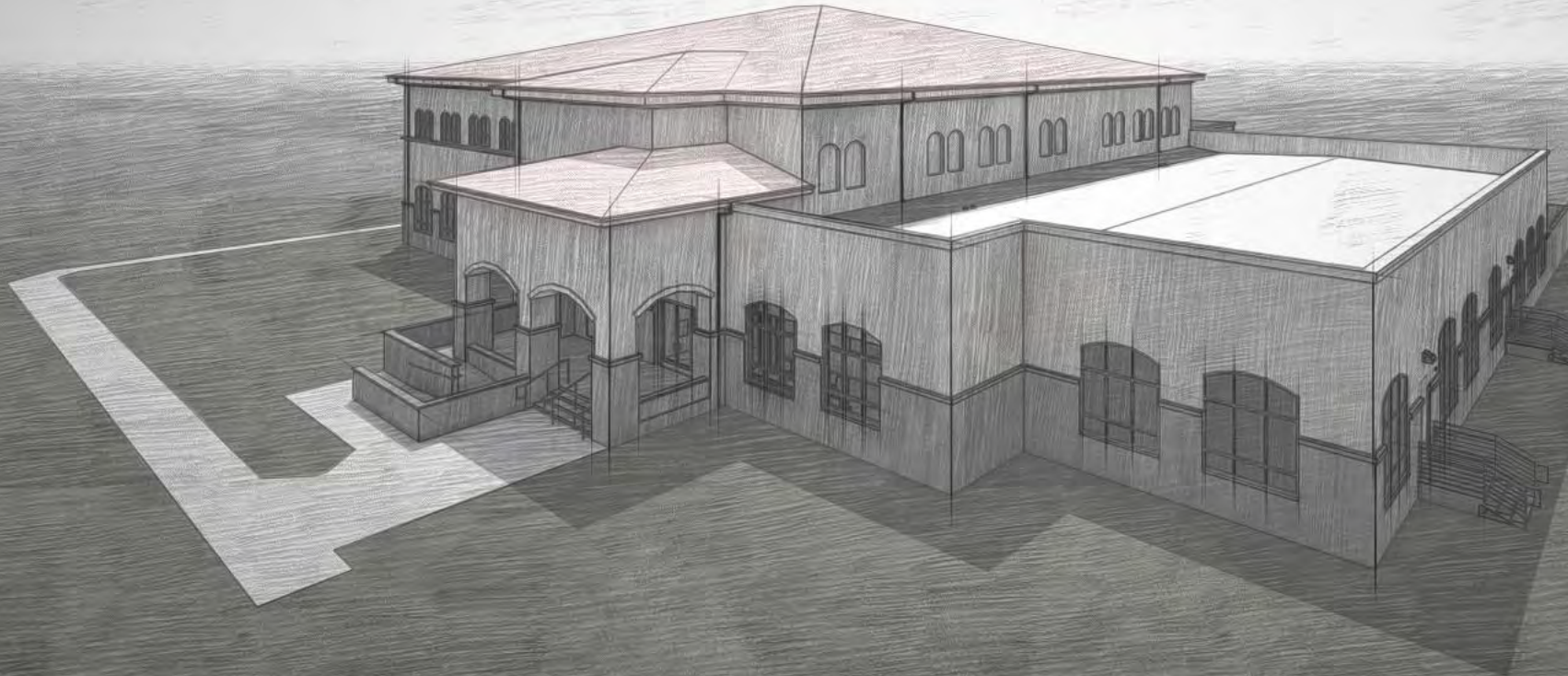
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# EMERGENCY OPERATIONS CENTER

## JOHNSON SPACE CENTER, TX



# CYBER OPERATIONS CENTER



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# Front Range NATIONAL DEFENSE, A-E SERVICES

## Key Features

- A-E services for all Front Range military installations
- DoD and other agency clearances
- A-E services for all facility types: headquarters, data centers, SCIFs, hangars, air traffic control towers, training ranges, dormitory and dining facilities, etc.



USAFA Planetarium Renovation  
USAFA, CO



Air Force Space Command / Space Force  
Headquarters Renovation  
Peterson AFB, CO



Army Space & Missile Defense Command  
/ Army Forces Strategic Command  
Peterson AFB, CO



Leadership Development Center  
Buckley AFB, CO

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Thule AB, Greenland; Cavalier AFS, ND  
**Additional HEMP Projects**

Survivability & Endurability Studies & HEMP Enclosure Design





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## OPPORTUNITIES

- **Teaming Partners-Large/Small**
- **Lasting Partnerships**
- **Opportunities to Grow**



# Multiple Joint Ventures Including:

**SOL-Merrick (HUBZone) M-P JV**

**Blair Remy-Merrick (SB) M-P JV**

**OTIE-Merrick JV**

**Merrick-RS&H JV**

**COPLAN-Merrick JV**

**Merrick-Freese & Nichols JV**

# **30+ Prime Contracts Including:**

**AFCEC Pools 3 & 4**

**CEHNC Huntsville**

**NASA**

**NAVFAC SE**

**USACE Europe**

**USACE Ft. Worth**

**USACE Kansas City**

**USACE Memphis**

**USACE Mobile**

**USACE Tulsa**

A photograph of a modern, multi-story brick office building with large glass windows. The building is set against a clear blue sky. In the foreground, there are green trees and a grassy area. A set of stairs leads up to the entrance of the building. The Merrick logo, consisting of a grid of squares followed by the word "MERRICK", is visible on the upper part of the building's facade.

MERRICK

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**Thank You!**

**Nick Desport, RA, LEED AP BD+C, F.S.A.M.E**  
**Nick.Desport@Merrick.com**

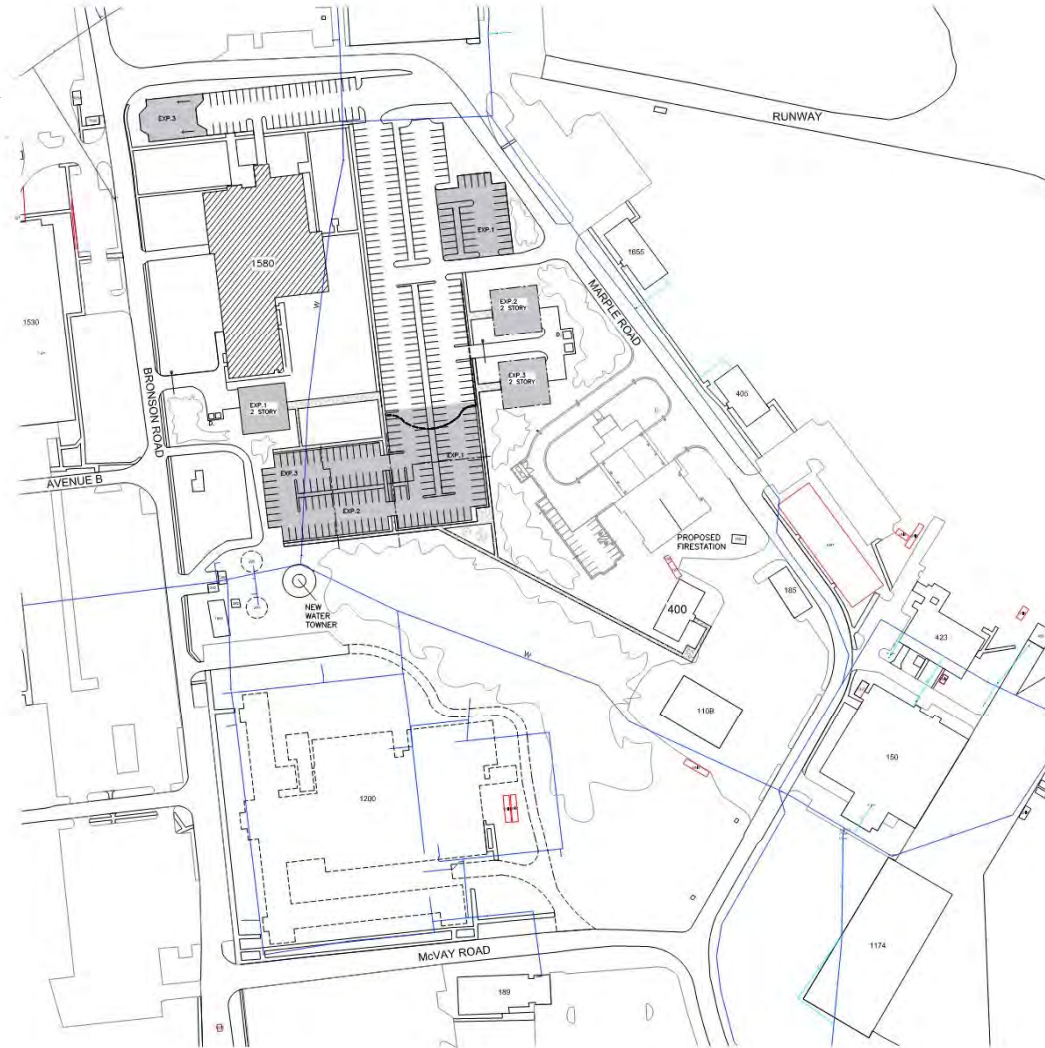
# ADTEK Engineers, Inc. (ADTEK)



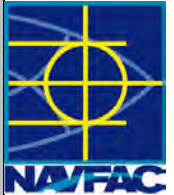
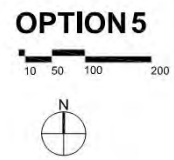
## Firm Info

- 34-year history; licensed in 40 states
- Federal, Virginia SWaM, & Maryland MDOT Small Business Certified
- Offices in Fairfax, VA; Charlottesville, VA; Frederick, MD; Bay City, MI
- Services: Civil, Structural and Specialty Light-Gauge Steel Engineering
- Experienced on Federal/DoD contracts:
  - As a Prime (Previously held 5-year A/E IDIQ w/ NAVFAC Washington)
  - As a Subconsultant (Named subconsultant on IDIQ's)
  - Design/Build Consultant





- LEGEND:**
- EXISTING ITEM TO BE REMOVED
  - FACILITY EXPANSION
  - ▨ NEW CONCRETE WALKS
  - ◊ EXISTING FOREST AREA TO REMAIN
  - NEW TREES
  - DUMPSTER LOCATION
  - 1580 EXISTING STRUCTURES TO REMAIN
  - VEHICLE BARRIER
  - ⋯ EXISTING PARKING EXPANSION
  - FUTURE EXPANSION
  - W— UNDERGROUND WATER LINE



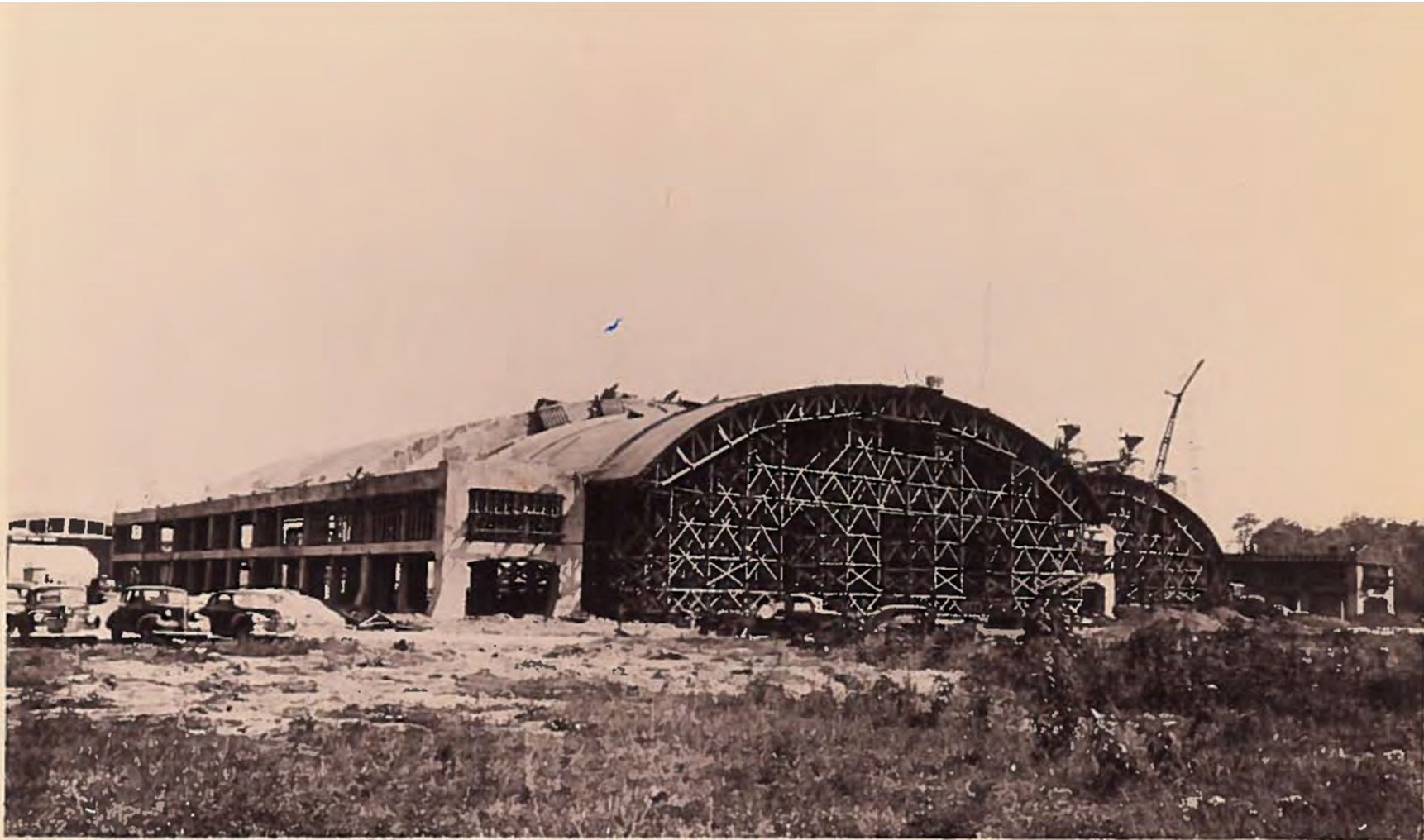


2 VIEW 2 - ADMIN



1 VIEW 1 - ADMIN



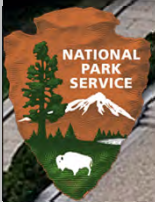




NRL Chesapeake Bay Detachment, Tilghman Island Tower C Repairs









Conococheague Aqueduct Rehabilitation





*“Always great to have a project execute nearly on autopilot and it’s a credit to both the designer and builder throughout the lifecycle of the project. This benefits the government as I am able to assign other workload to that government oversight team.”*



**LCDR Cory Maccumbee, PE**  
**ROICC Andrews; NAVFAC Washington**



Joint Base Andrews, P-6000 Vehicle Operations Addition



David F. Bone Equipment Maintenance and Transit Operations Center







*before*



*after*







# ADTEK Engineers, Inc. (ADTEK)



## Firm Objectives

- Increase awareness of ADTEK's capabilities,
- Increase our teaming relationships with Architects, Large-Business A/E Firms, Design-Build partners, other SBE/MBE and 8a firms.
- Strengthen our partnership w/ NAVFAC Washington
- Develop relationships w/ additional NAVFAC AORs, various USACE Districts & other federal agencies such as NPS and GSA.





# **SAME NOVA Post Business-to-Business Event**

**7 October 2021**

**Jilian Breeden, P.E., LEED AP**

**Engage Federal LLC**

[www.engagefederal.com](http://www.engagefederal.com)

Woman-Owned Small Business (WOSB)

Reston, VA

Founded in 2019

DUNS: 117004335 | CAGE: 89G82

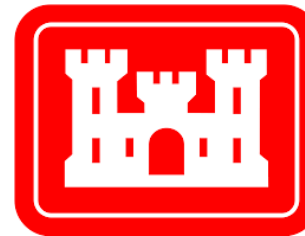
## Data-driven, results-focused planning services

- Space use plans & studies
- Scope & requirements development
- MILCON & SRM DD Form 1391s
- Concept & feasibility studies
- Budgetary cost estimates
- Life-cycle economic analyses
  
- Federal business development (BD) consulting  
(SF330 proposal review, short list interview prep, BD strategic planning)



**Past Experience:**

- NAVFAC
- NAVSEA
- NAVAIR
- USACE
- WHS
- AOC
- EPA
- DOT
- GSA
- NOAA



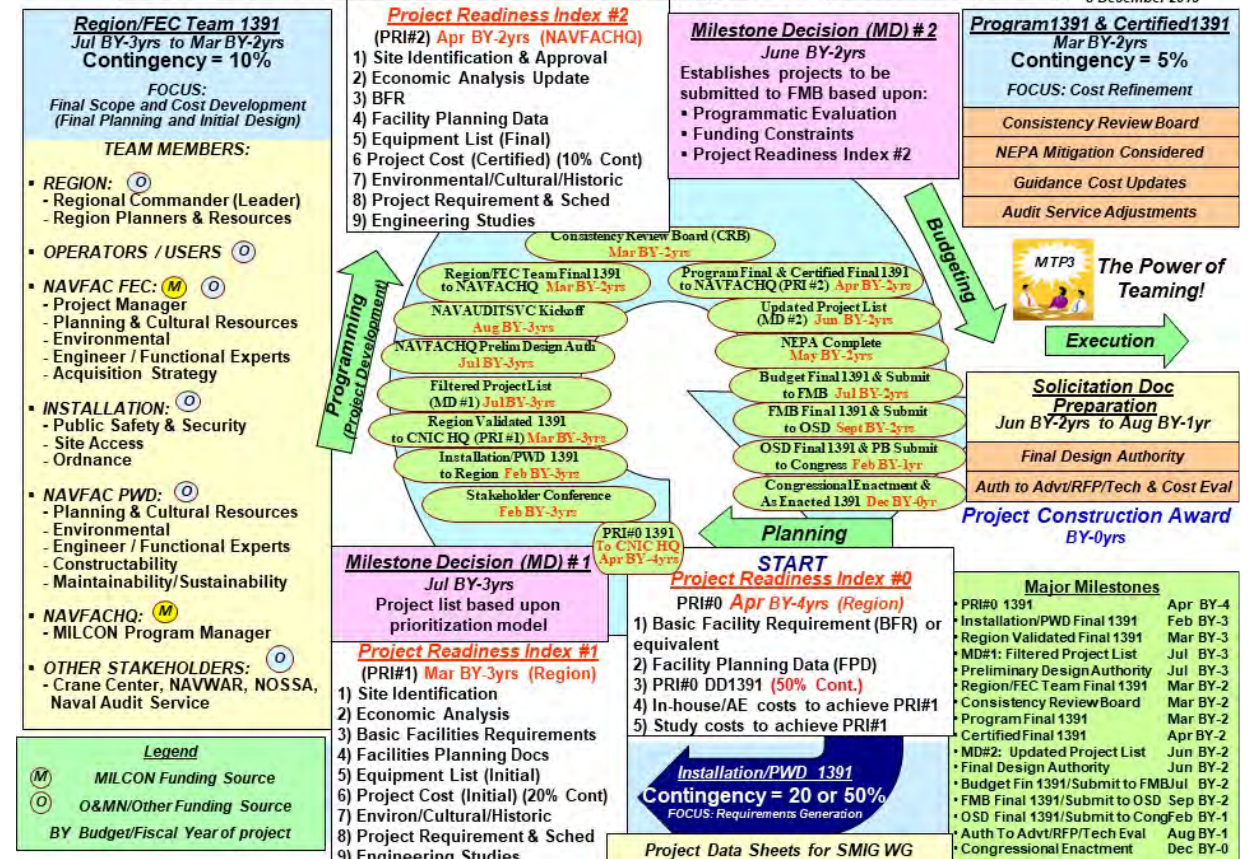
## When to engage Engage:

- “DD Form 1391”
- “economic analysis”
- “requirements development”
- “plans and studies”
- “planning and programming
- If you don’t understand the MILCON/SRM cycle

**Why:** because proper planning leads to executable projects!

### USN “Blue” MILCON Team Planning & Programming Process (MTP3)

3 December 2019





**NAVFAC SW – Earthquake Recovery  
(MILCON & SRM Projects),  
NAWS China Lake, CA**



**GSA – NAVAIR MILCON Planning,  
NAS Patuxent River, MD**



**Recent Projects**



**NAVSEA MARMC – Facilities Planning  
(MILCON & SRM Projects),  
Naval Station Norfolk, VA**



**DOT Western Federal Lands –  
Renovation Feasibility Study,  
Vancouver, WA**



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# Slope / Structure Stabilization Services



## Landslide Repair & Remediation



## Riparian/Stream Bank Stabilization



## Retaining Wall Repair



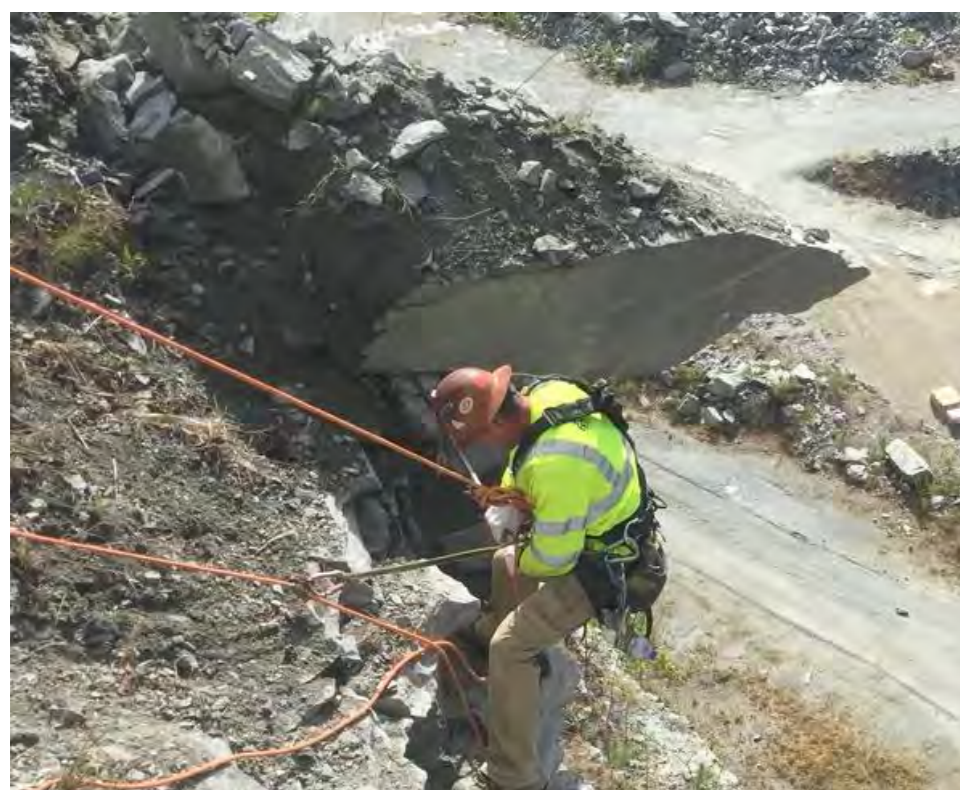
## Steep Slope Shoulder Replacement



Solutions for broad range of soil stabilization applications

# Rockfall Mitigation Services

Scaling



Draped Mesh



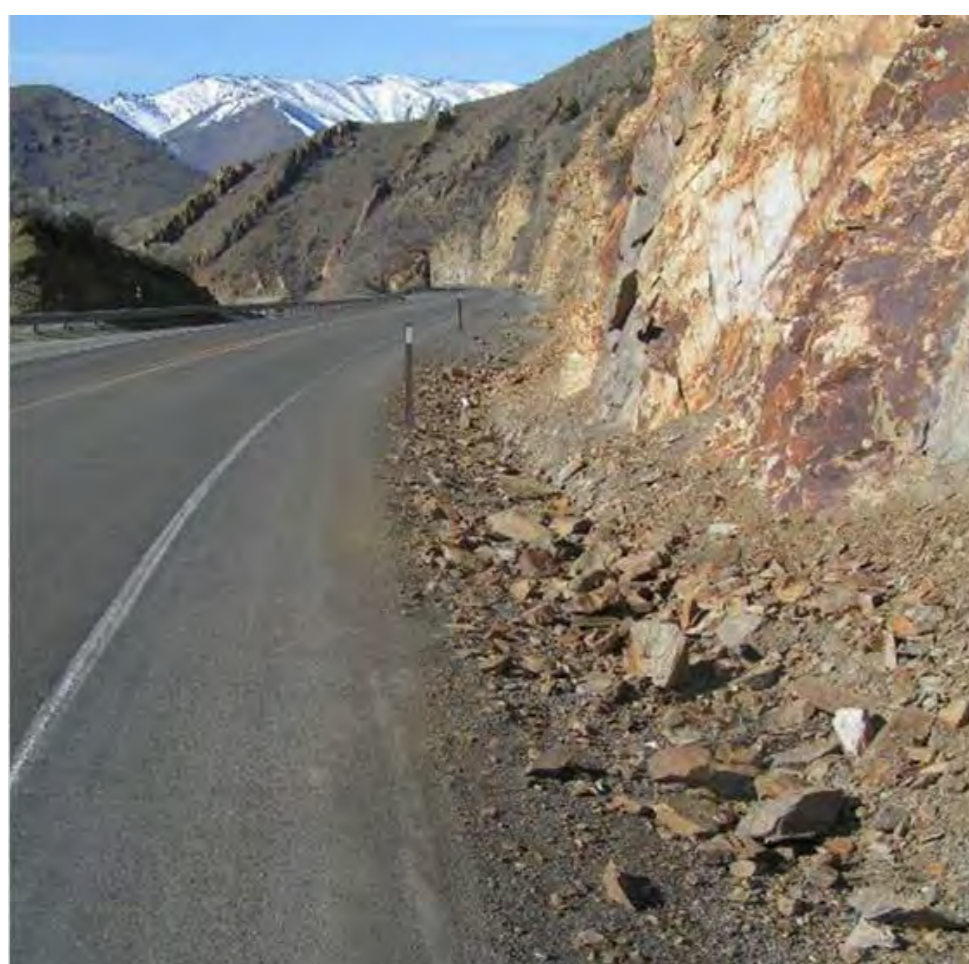
Pinned Mesh



Shotcrete Surface



Catchment Area



Berms



Rigid Barrier



Flexible Barriers



Solutions for broad range of rockfall mitigation applications

## Bridge Abutment Repair



## Wingwall Repair



## GCS Bridge Abutment Replacement



## Retaining Wall Repair



# US-11/US-460 CUT SLOPE



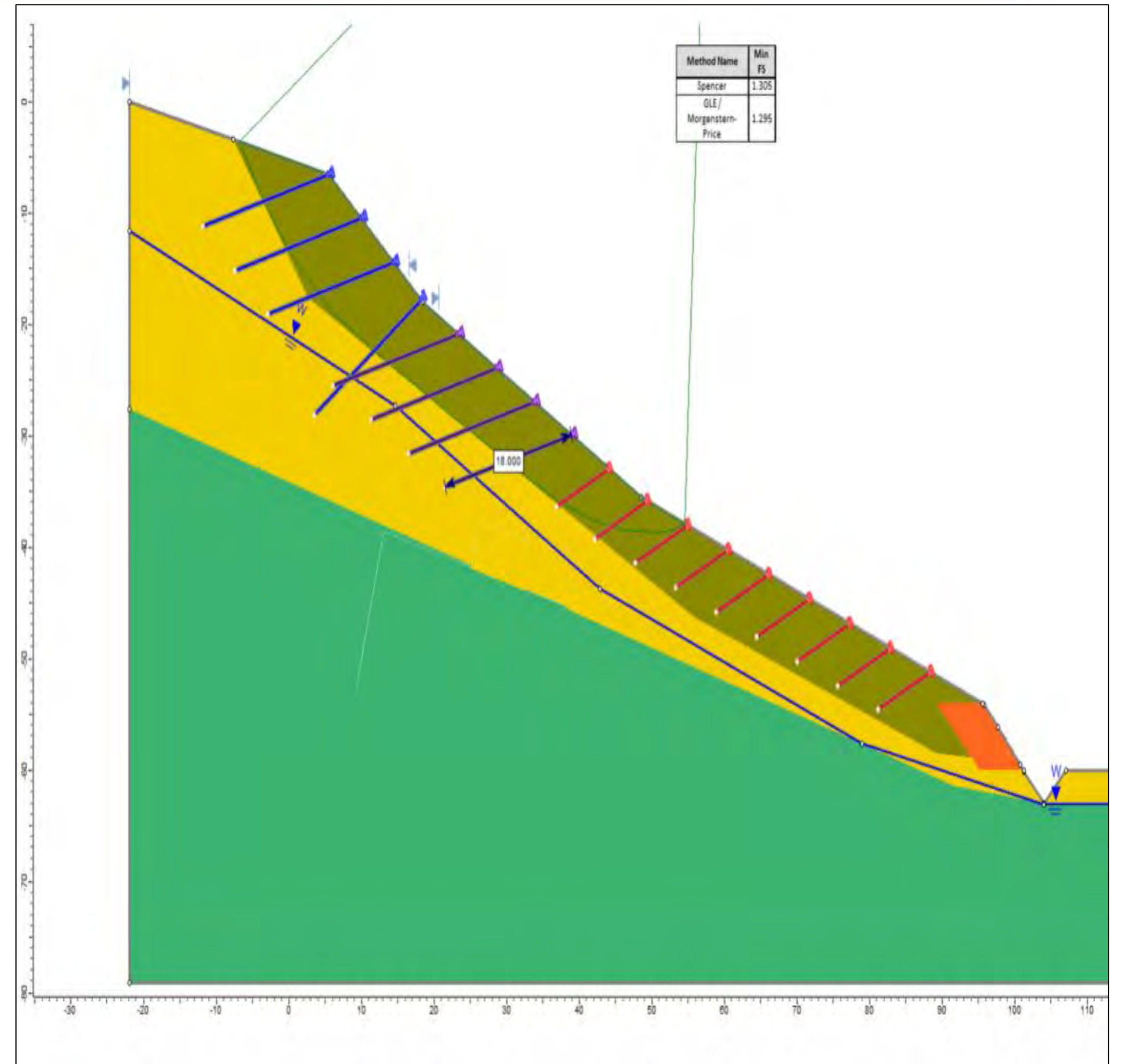
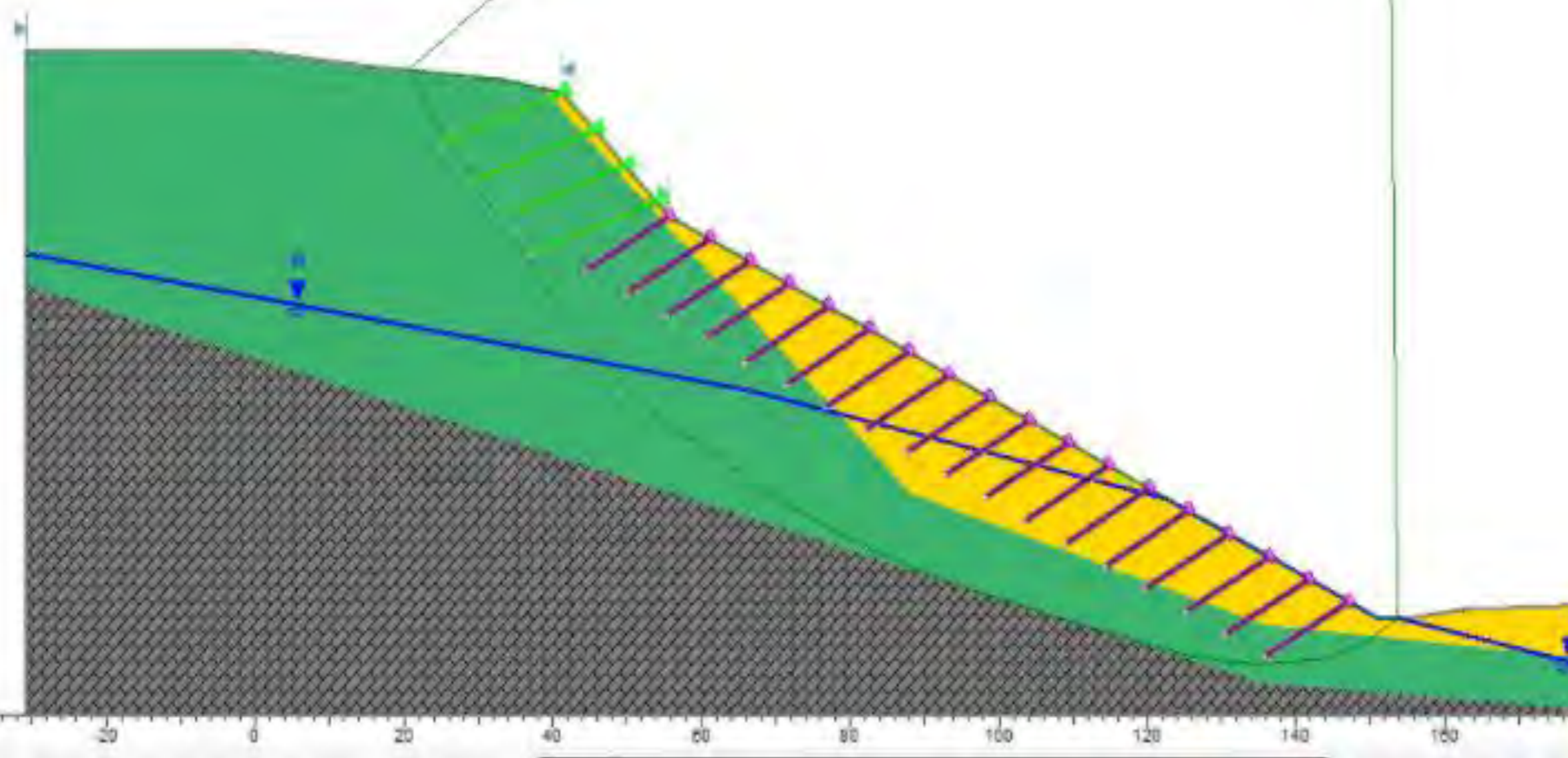
# US-11/US-460 CUT SLOPE



# US-11/US-460 CUT SLOPE

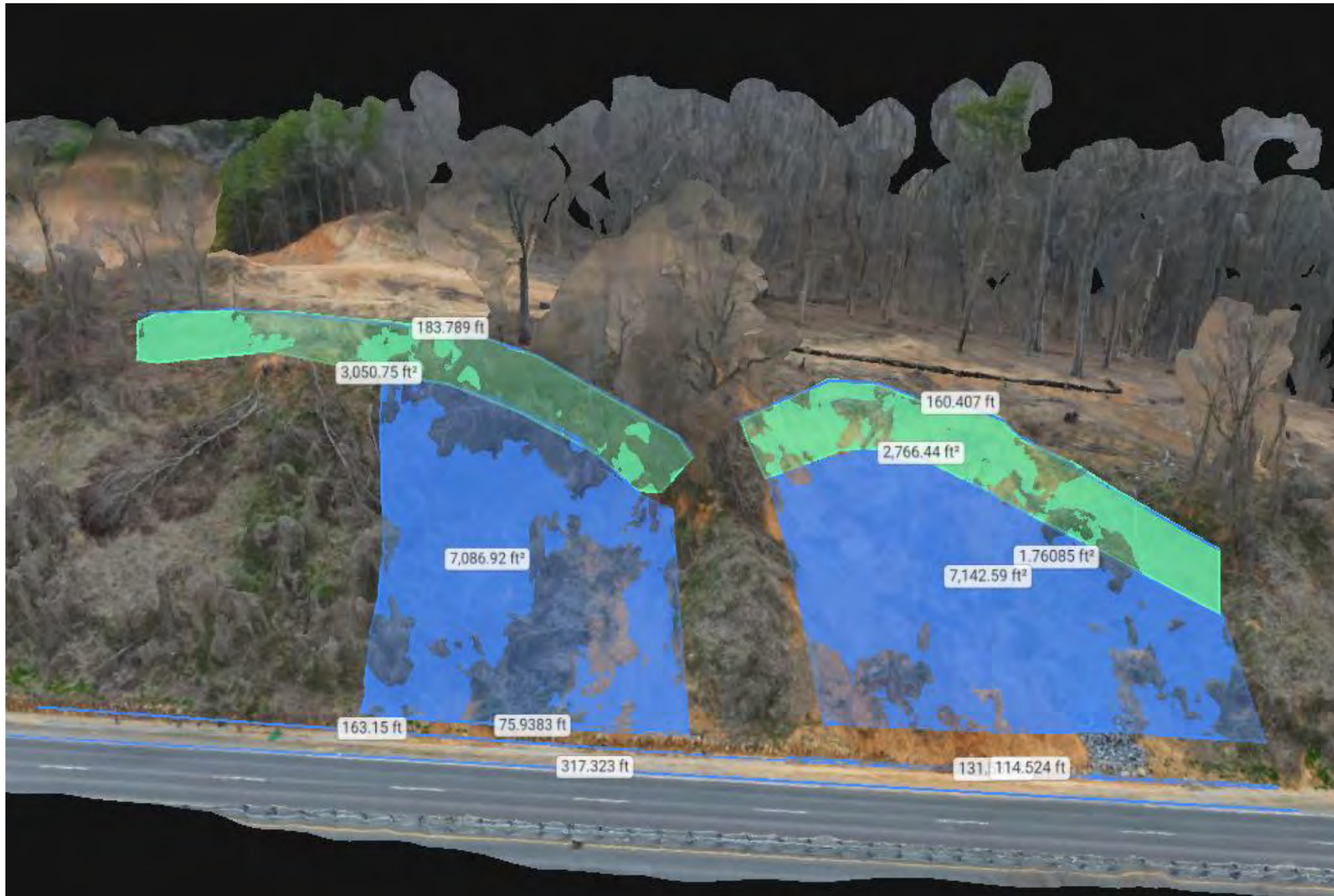
Material Name	Color	Unit Weight (lb/ft <sup>3</sup> )	Strength Type	Cohesion (psf)	Phi (deg)	Water Surface	Hu Type	Hu
Stable Native	Green	120	Mohr-Coulomb	300	30	Water Surface	Custom	1
Residual	Yellow	120	Mohr-Coulomb	150	28	Water Surface	Custom	1
Bedrock	Grey	135	Mohr-Coulomb	5000	45	Water Surface	Custom	1

Support Name	Color	Type	Force Application	Dist-Of-Plane Spacing (ft)	Tensile Capacity (lb)	Plate Capacity (lb)	Shear Capacity (lb)	Compression Capacity (lb)	Bond Strength (lb/ft)	Material Dependent	Force Orientation	Resistance Type	Bond Stress (psi)	Outer Tube Outside Diameter (ft)	Outer Tube Inside Diameter (ft)	Outer Tube Yield Stress (psi)	Inner Bar Diameter (ft)	Inner Bar Yield Stress (psi)
Tied Wire Mesh	Green	Soil Nail	Active (Method A)	4	23450	10000	0	0	600	No	Parallel to Reinforcement							
Launched Nail	Purple	Launched Soil Nail	Active (Method A)	4							Tension and Shear	Tension and Shear	50	0.125	0.105	3.212e+06	0.062574	1





# US-11/US-460 CUT SLOPE



# US-11/US-460 CUT SLOPE



# SHARON ROAD – NORTHEAST OF RICHMOND

☀ 353°N (T) ● 37.745926°N, 77.131479°W ±36ft ▲ 150ft



2021 Proposal

Sharon Rd  
03 Mar 2021, 16:05:39

# SHARON ROAD



# SHARON ROAD



# Michael Baker International Corporate Overview

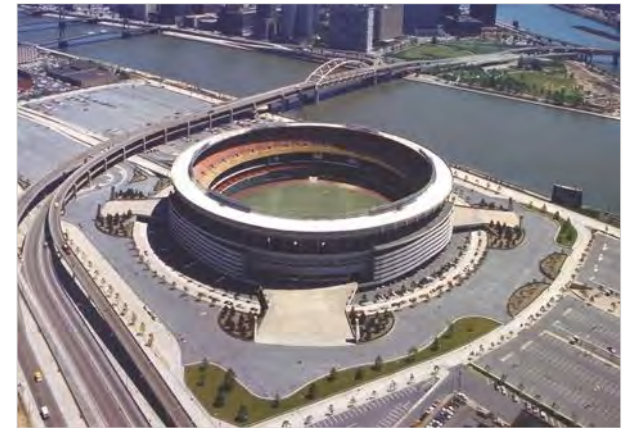
*Making a Difference* for More than 80 Years

October 7, 2021



# A Legacy of Excellence

From our humble beginning in 1940, we have grown to work on some of the most impressive projects across the country and around the world.



# At-A-Glance



**3,400**

Employees



**100**

Offices



**\$706M**

Annual Revenue



**3,000+**

Lives improved in Nicaragua  
and Bolivia through  
Bridges to Prosperity



**#31**

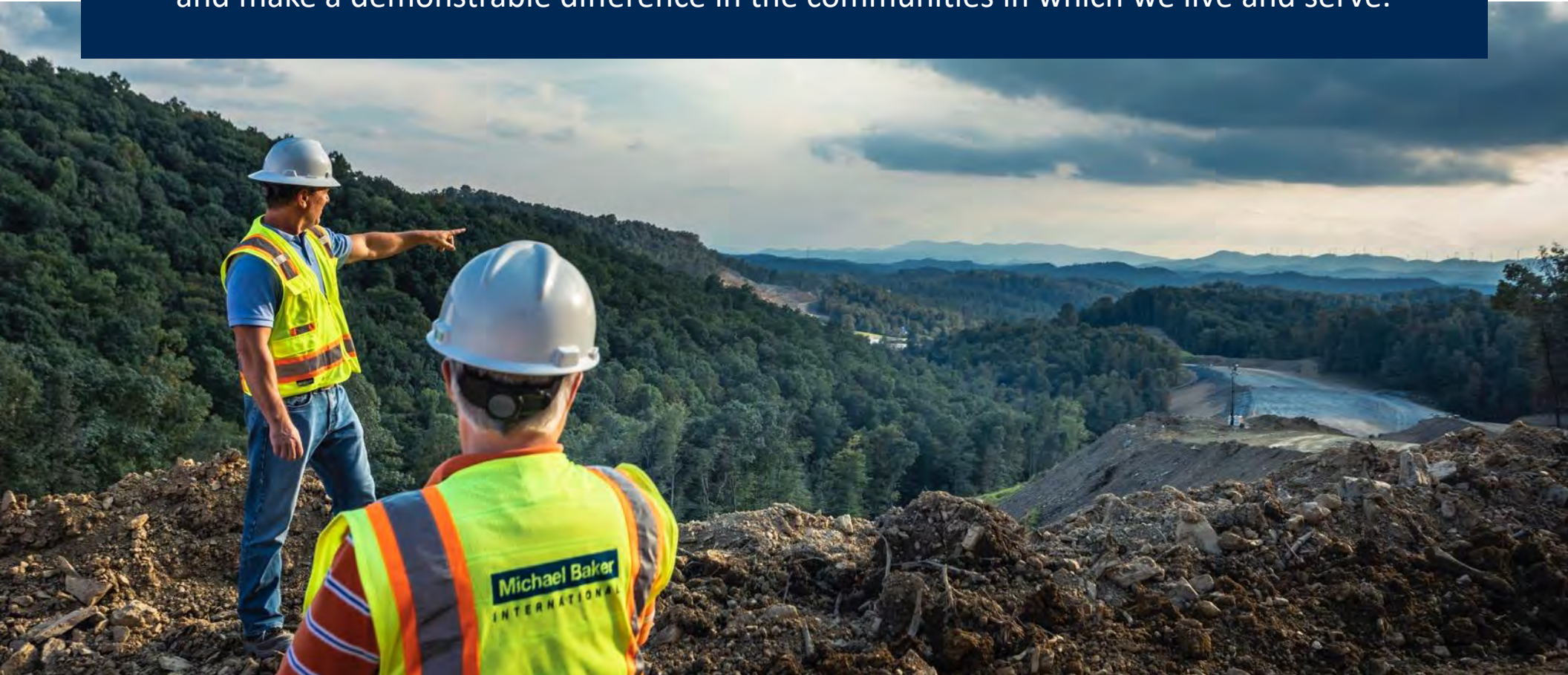
2021 ENR Ranking





# Our Mission

To be the best professional services company in the industry, where we make a difference by continuously innovating and delivering outstanding service to our clients and providing our people with fulfilling careers where they attain personal and professional satisfaction and make a demonstrable difference in the communities in which we live and serve.



# Trusted Partner to All Branches of the Military

- Anti-Terrorism/Force Protection
- Airfield & Aviation Design
- Architecture
- Building Systems Engineering
- Building Information Modeling
- Bridge Inspection and Design
- Civil Engineering
- Construction Management
- Cost Engineering
- Cyber Security
- Design-Build
- Environmental Consulting
- Environmental Sustainability
- Geotechnical Engineering
- GIT/GIS/Mapping
- Hydraulics & Hydrology
- Infrastructure Planning & Design
- LiDAR / Survey / Drone Survey
- Master Planning
- Military Installation Planning
- Program Management
- Renewable Energy
- Site Utility Assessment
- Special Access Program
- Facilities
- Telecommunications & Security Systems
- Value Engineering
- Water/Wastewater Resources





National Museum of the United  
States Army  
Fort Belvoir, Virginia



Building 8 Renovation  
Marine Barracks  
Washington, DC



Gravity Axis Warehouse  
Fort Meade, MD

In the past 3 years, at **Fort Meade**



**9** *Planning charette documents and DD Form 1391s for horizontal and vertical projects*



**1.8M GSF**

*Major operations buildings including administrative, warehouse and special mission user spaces*



**\$1.7B**

Planning Charette Documents and  
DD 1391 Development  
Fort Meade, Maryland



Sustainment Center of Excellence  
Headquarters Building  
Fort Lee, Virginia



Fort Lee Lodge  
Fort Lee, Virginia





Navy Gateway Inn & Suites  
Naval Station Newport, Rhode Island

## Contact Information

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(757) 631-5445



# WILEY|WILSON SAME NORTHERN VIRGINIA – B2B

October 7, 2021

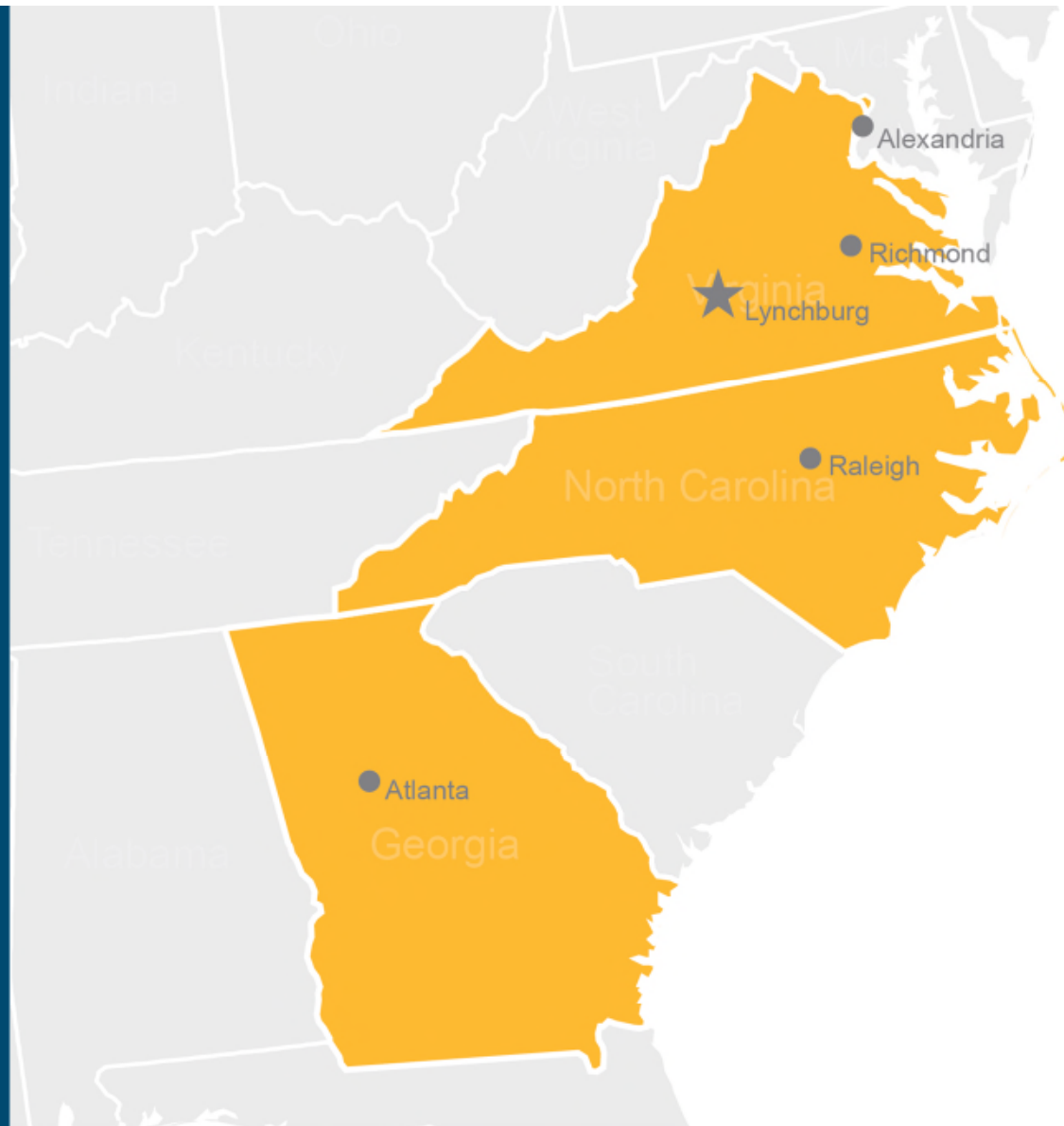
## FIRM OVERVIEW

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100% employee-owned

120 years in service

186 total employees



# 100% EMPLOYEE-OWNED



## MISSION:

Invest in and empower our Employee-Owners to create a culture which delivers relentless, selfless service to our clients



## VISION:

Make our Employee-Owners' lives better so we can be a positive force in our communities, our country, and the world



# WHAT WE DO

---

- Architecture
- Civil Engineering
- Electrical Engineering
- Interior Design
- Lighting Design
- Mechanical & Plumbing Engineering
- Structural Engineering
- Surveying
- Technology Systems Design

## *Areas of Focus*

*Secure Environment*

*IDIQ Contracts*

*Design-Build*

# CLIENTS WE SERVE IN THE REGION

---

- USACE Baltimore
- NAVFAC Washington'
- Architect of the Capitol
- National Park Service
- Secure Agencies
- General Contractors (D/B)



**US Army Corps  
of Engineers®**  
Baltimore District





## US Army War College

Carlisle Barracks, PA

**Size:** 201,000 SF

**Cost:** \$98M



## Building 3245/3246/3247

Fort Belvoir, VA

**Size:** 99,000 SF

**Cost:** \$50M



**US Army Corps  
of Engineers®**  
Baltimore District





## Master Clock Facility

U.S. Naval Observatory –  
Washington DC

**Size:** 85,000 SF

**Cost:** \$115.6M



## Wargaming Center

MCB Quantico, VA

**Size:** 110,000 SF (Building)  
135,000 SF (Parking Garage)

**Cost:** \$180M





## East Campus Building Two (ECB2)

Fort Meade, MD

**Size:** 865,000 SF (Building)  
1,100,000 SF (Parking Garage)

**Cost:** \$683M



## Howard County Courthouse

Howard County, MD

**Size:** 232,000 SF

**Cost:** \$220M

# DESIRED TEAMING PARTNERS

- Small Businesses – HUBZone, 8a, WOSB, SDVOSB
- US Citizens (cleared is a plus)
- CMMC compliant
- High Performing
- Specialty Services – Geotechnical, Survey, Environmental, etc.

# POINTS OF CONTACT

---



## **Victor Angell, PE, SE**

Federal Market Leader  
vangell@wileywilson.com  
703.329.2792



## **Abbe Little, AIA**

Alexandria Office Manager  
alittle@wileywilson.com  
703.329.2785



Atmos Solutions, Inc.

Consulting | Construction | Compliance



# ATMOS SOLUTIONS, INC.

6856 Eastern Avenue NW, Suite 205  
Washington, DC 20012





Atmos Solutions, Inc.

Consulting | Construction | Compliance

# *Overview: Atmos Solutions*

- Headquartered in Washington, DC
- Core Services include Environmental Consulting, Construction, Compliance
- Prime on multiple federal, state and local contracts; 300+ projects
- Clients include Department of Defense, civil agencies, state and local entities, educational institutions, international organizations, and privately held corporations



Atmos Solutions, Inc.

Consulting | Construction | Compliance

# *Certifications*

- Minority Business Enterprise (MDOT and Federal)
- Certified Business Enterprise
- Disadvantaged Business Enterprise
- Small Business Enterprise
- MWAA LDBE





# *Core Competencies*

- **Environmental, Health and Safety**
  - Environmental Compliance
  - Environmental Due Diligence and Planning
  - Industrial Hygiene and Health & Safety
  - Environmental Engineering
  - Natural Resources and Environmental Sustainability
- **Remediation Services**
  - Remedial Investigation and Remediation
    - Hazmat (ACM, Lead, Mold/Water, PCB, COVID)
    - Soil, Sediment, Groundwater
  - Remedial Monitoring and Exposure Monitoring





# *Core Competencies (cont.)*

- **COVID-19**
  - Cleaning and disinfecting
  - COVID-19 temperature monitoring
- **Construction / CM / Facilities Maintenance**
  - Abatement, Demolition
  - Minor Construction
  - Project Management, Scheduling, Estimating
  - Quick response and on-call services for facility maintenance
- **Labor Compliance**
  - Support compliance with First Source requirements, Certified Payroll, DHCD Section 3, Restitution investigations, etc.



# *Example Projects*

- Construction Support Services - Architect of the Capitol
- Stormwater Management Services – DLA Ft. Lee; City of Alexandria, VA; City of Salisbury, MD; Catholic University
- Hazmat Abatement – DCFD Engine 19; DCPS Neval Thomas ES; DCPS Langdon Educational Campus, Washington, DC; Numerous Private Clients
- Environmental Risk Assessment - US Coast Guard, Yorktown, VA
- Firing Range Cleaning and Maintenance – Andrews Air Force Base; ATF Mobile Ballistics Testing Units
- Data Center Cleaning – Library of Congress



## *Example Projects*

- International Monetary Fund (IMF) Building Maintenance Projects, Washington, DC
- Mold Abatement/Repairs/Renovation – Ft. AP Hill, VA
- Industrial Equipment Cleaning and Exposure Monitoring – Letterkenny Army Depot, PA
- COVID Disinfecting – Multiple clients in DC, MD, VA, PA
- Labor Compliance Services – Eliot Hines MS, Ward 1 Short-Term Family Housing Project, Diane's House, West ES
- Environmental Due Diligence/Planning – DC/VA/MD Developers
- Environmental Consulting Services – DC DGS



Atmos Solutions, Inc.

Consulting | Construction Management

# *Expertise*

- Project Managers
- Engineers (PE)
- Professional Geologists
- Biologists
- LEED AP
- Scientists
- Certified Industrial Hygienists
- Certified Safety Professionals
- Health and Safety Specialists
- GIS Specialists
- HAZMAT Inspectors/Assessors
- Site Supervisors and Laborers
- Emergency Response Teams
- Labor Compliance Specialists



Atmos Solutions, Inc.

Consulting | Construction | Compliance

# *Differentiators*

- Our approach is to provide personalized customer service to help our clients achieve their goals.
- Relationship approach vs. transactional
- Provide **comprehensive services** in a **low overhead** environment. Our experienced personnel provide **high quality, complete solutions** to complex problems in a cost-effective manner.
- Nimble. Rapid Response. Adaptive to Change





Atmos Solutions, Inc.

Consulting | Construction | Compliance

## CONTACT INFORMATION:

John E. Tabella, PG, LEED AP

Chief Operating Officer – Federal Programs Lead

[jtabella@atmosolutionsinc.com](mailto:jtabella@atmosolutionsinc.com)

(703) 981-9226

[www.atmosolutionsinc.com](http://www.atmosolutionsinc.com)



# INTRODUCTION

---



## Leadership

Scott Cullen, Principal



Martin Jacobs, Principal





# Axiads

BUILDING VALUE

## 27 Professionals in 4 Locations





Headquartered in Alexandria, Virginia



# Axiads

BUILDING VALUE

## Branch Offices

New York Metro Area



Denver



Tampa



# CERTIFICATIONS



# CONTRACT VEHICLE



Schedule

Contract # 47QRAA18D004N

# FEDERAL CLIENTS



**US Army Corps  
of Engineers®**



# OTHER CLIENTS



# GOVERNMENT WORK





## Trident Refit Facility Dry Dock Naval Submarine Base Kings Bay

An aerial photograph of the Trident Refit Facility Dry Dock at Naval Submarine Base Kings Bay. The image shows a large industrial complex with several large, tan-colored buildings situated along a body of water. A prominent feature is a large, rectangular dry dock structure extending into the water. The surrounding area includes parking lots, roads, and green spaces. The sky is clear, and the water is a deep blue.

## Worldwide Cost Data



# USACE and USAF

European Deterrence Initiative



## Hopper Hall Center for Cyber Security Studies



# Department of State & OBO

Multiple Locations  
Around the World



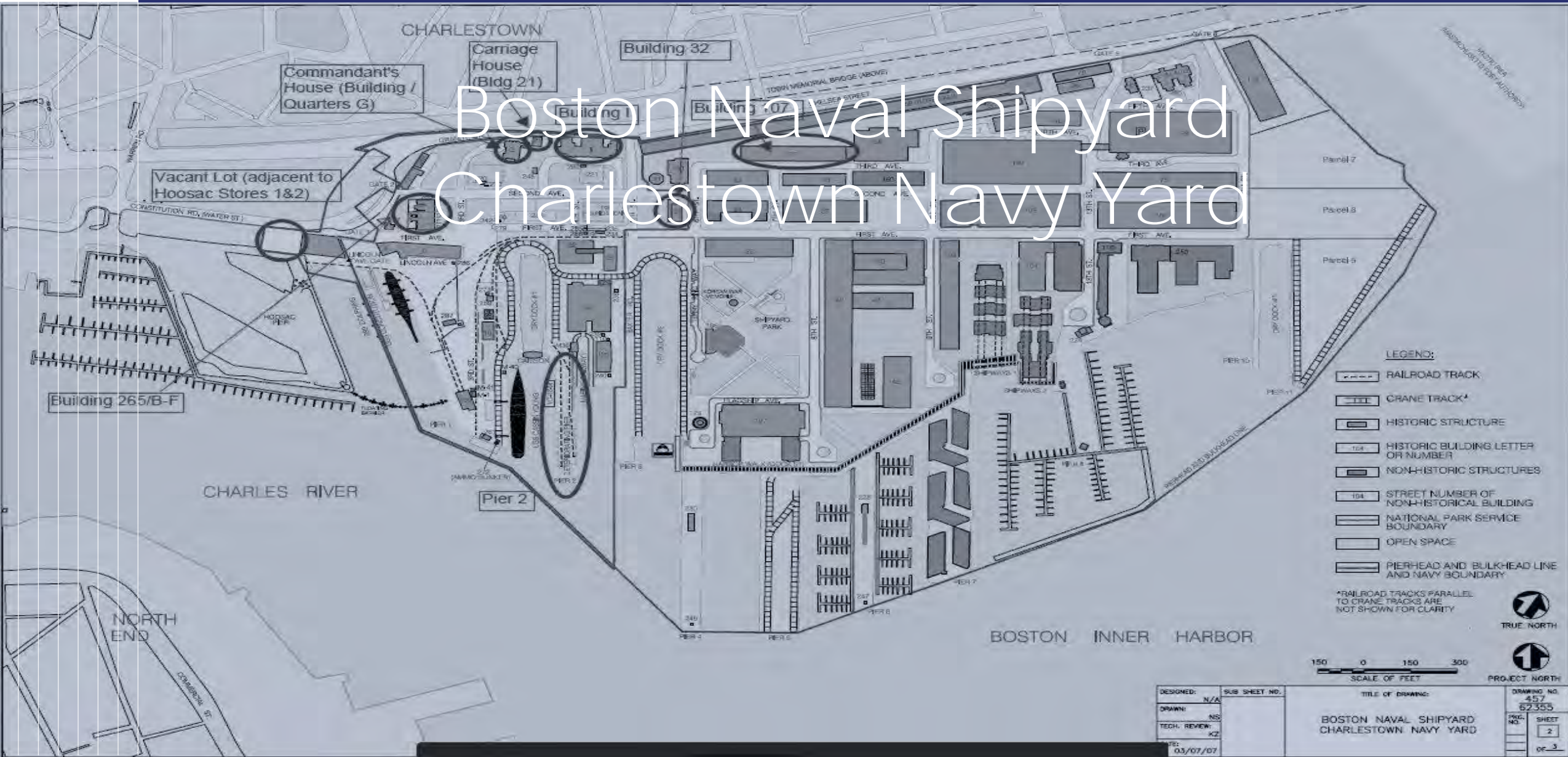
# National Park Service

Liberty and Ellis Islands



# National Park Service

## Boston Naval Shipyard Charlestown Navy Yard



**LEGEND:**

- RAILROAD TRACK
- CRANE TRACK\*
- HISTORIC STRUCTURE
- HISTORIC BUILDING LETTER OR NUMBER
- NON-HISTORIC STRUCTURES
- STREET NUMBER OF NON-HISTORIC BUILDING
- NATIONAL PARK SERVICE BOUNDARY
- OPEN SPACE
- PIERHEAD AND BULKHEAD LINE AND NAVY BOUNDARY

\*RAILROAD TRACKS PARALLEL TO CRANE TRACKS ARE NOT SHOWN FOR CLARITY



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DATE: 03/07/07			OF 3

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