



SAME NoVA Post Centennial Event and 6th Annual Business-to-Business (B2B) Engagement

National Museum of the U.S. Army at Fort Belvoir

October 7, 2021



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AGENDA

Welcome Comments by President Ed Chamberlayne

Centennial Comments by Joe Schroedel, Introduction and Moderator – Past President Nick Desport

COMPANY PRESENTATIONS	PRESENTER
1 Stantec Consulting Services, Inc.	Loretta Cummings, PhD
2 Cooper Building Services, LLC	Christopher Carpenito
3 Corish Engineering	Bill Corish, P.E.
4 Planate Management Group	Mychael Gaines
5 Woods • Peacock Engineering Consultants, Inc.	Carrie Seifert, P.E.
6 CDM Smith	Jay Manik, P.E., F.SAME
7 Jacobs	Sophia Gull
Agency – USACE Norfolk District	Cherie Kunze, MBA LTC Reginald Jamo
Agency – U.S. Air Force	Brent Hyden, P.E., PMP, DAF
10 MIN BREAK	
8 Black & Veatch	Jason Thomas, PMP
9 Alpha Corporation	Kathleen Linehan, P.E.
10 Kim Engineering	James Fleming, PLS
11 CCI General Contractors	Evan Barman, P.E., PMP
12 re-District, Inc.	Larry Saenz
13 AE Works	Carly Khanna
14 WSP USA	Ed Chamberlayne, P.E., Ph.D. F.SAME
Agency – USACE Baltimore District	David Morrow
Agency – NAVFAC Washington	Brandon Tobias, AIA, LEED AP BD+C
10 MIN BREAK	
15 Johnson, Mirmiran & Thompson, (JMT)	Jon Ryan, EIT
16 Huitt-Zollars, Inc	Jim Wink, P.E., F.SAME
17 SZ PM Consultants, Inc. (SZPM)	Michael Pavlides, CFM, F.SAME
18 Siemens Government Technologies	Christine Tsai, PMP, F.SAME
19 EXP, US Services, Inc.	Jenny Bowers
20 Merrick and Company	Nick Desport, RA, LEED AP BD+C, F.SAME
21 ADTEK Engineers	Larry Smith, P.E. / Ryan Pinckney
22 Engage Federal, LLC.	Jilian Breedon, P.E., LEED AP
23 GeoStabilization International, LLC.	Michael Close, M.S., P.E.
24 Michael Baker International, Inc.	Vic Siaurusaitis
25 Wiley Wilson	Victor Angell, P.E., S.E
26 Atmos Solutions, Inc.	John Tabella, PG, LEED AP
27 Axias, Inc.	Martin Jacobs
NETWORKING RECEPTION	

5. Woods • Peacock Engineering Consultants, Inc.

5285 SHAWNEE RD, STE 100, ALEXANDRIA, VA
Carrie J.K. Seifert, 571-282-0623,
carrie@woodspeacock.com

Firm Type: Structural Engineers and Physical Security Consultants

Status: Women-Owned Small Business (WOSB), MWAA-LDBE, SWaM Certified

Seeking: Architectural and Engineering firms seeking small businesses and teaming partners to grow in the federal market, healthcare, and higher education.

Target Growth: Federal market, healthcare, and higher education.

Woods • Peacock provides structural engineering services in the areas of new construction, existing building renovation and rehabilitation, and structural investigations and assessments. Our experience includes both design-build and design-bid-build projects as well as support for the development of RFPs & DD1391s. We also provide services for building assessments (BUILDER SMS), progressive collapse design, anti-terrorism/force protection (AT/FP) design, and blast resistance and hardening.

6. CDM Smith

5505 ARROWHEAD DR, SUITE 500, FAIRFAX, VA
Jay Manik, 703-691-6564, manikjg@cdmsmith.com

Firm Type: AEC

Status: Large

Seeking: Looking for small AE firms, testing labs and trade contractors.

Target Growth: We are increasing our work in the facilities and energy sector for all clients.

CDM Smith performs engineering services and Design Build construction to Federal, Municipal, Industrial and International clients in the water, environmental, facilities, transportation, and energy sectors.

11. CCI General Contractors

1130 TABB STREET, STE F, NORFOLK, VA
Evan Barman, 978-809-8611, ebarman@cci-alliance.com

Firm Type: Construction Firm

Status: 8(a) small disadvantage business and a subsidiary of BBNC an ANC

Seeking: We are looking to partner with local small businesses for all self-performing trades. We are also looking to develop relationships with A/E firms.

Target Growth: We are looking to expand our client base in the Washington DC and Hampton Roads area. We work with all DoD agencies and other federal agencies.

CCI provides design-build and construction services. We have over 13 years of experience with various types of vertical and horizontal construction projects including interior and exterior renovations, energy related improvements, water tanks, and security upgrades. We also provide facility support services and staff augmentation to select clients.

12. re-District, Inc.

66 CANAL CENTER PLAZA, STE 310 ALEXANDRIA, VA
Larry Saenz, 703-832-1042 larrys@re-district.com

Firm Type: Contract furniture dealership

Status: SBA 8(a) – SBA 8(a), SwaM, MBE, soon to be a National Minority Development Supplier Council member.

Seeking: re|DISTRICT is looking to be a Prime on furniture related projects or serve as a sub-contractor for FF&E requirement projects.

Target Growth: DoD and Civilian.

re|DISTRICT, a Virginia based, Hispanic minority owned small business serving the National Capital region with quality commercial office furnishings, interior design, and project management services. As a full-service FF&E firm, re|DISTRICT represents Steelcase, as well as many other manufacturers of quality office furniture. re|DISTRICT achieves a 98.9 % service satisfaction rating among our client base as a result of our commitment to turnkey project management and solutions. Superb past performance: current BPA's with SEC, USDA FPAC, Department of Commerce, Department of Energy, NLRB, CACI and others. re|District is the only Steelcase 8(a) furniture dealer in the country.

15. Johnson, Mirmiran & Thompson (JMT)

40 WIGHT AVENUE, HUNT VALLEY, MD
Jon Ryan, POC: Sally Philbin, 410-316-2266,
sphilbin@jmt.com

Firm Type: Engineering / Architect / Environmental /
Construction Management

Status: Large

Seeking: JMT is looking to team with both large and small
business firms providing A/E and environmental services
(NAICS 541330 and 541620).

Target Growth: JMT is looking to expand our presence
throughout the Federal market with agencies including
NAVFAC, USACE, GSA, DOI, and FEMA.

JMT is celebrating 50 years of providing engineering,
architecture, environmental, and construction
management services to support the nation's
infrastructure. We have repeatedly earned recognition for
maintaining high standards of technical excellence in the
performance of services related to new or renovated
facilities.

16. Huitt-Zollars, Inc.

5021 JAMIESON AVE, STE 502, ALEXANDRIA, VA
Jim Wink, 571-559-4050, ext 10291,
jwink@huitt-zollars.com

Firm Type: Full Service A/E Firm

Status: Large

Seeking: Large and Small Business A/E Firms to
compliment our expertise as well as construction
companies looking for a design/build partner.

Target Growth: Department of Defense and Federal
Civilian Agencies.

Huitt-Zollars is a full service, multi-disciplinary
Architectural & Engineering firm with twenty offices
located across the United States. Our team of over 500
professionals rank in the top third of Engineering News
Record's Top 500 design firms. We offer large firm
resources with small firm attention to detail to our
Federal clients, many of whom have secured our services
through long-term indefinite delivery, or task order
contracts. In addition to full-service traditional design
services, we offer design/build and other alternative
delivery methodologies and are ISO-9001:2015
compliant.

17. SZ PM Consultants, Inc. (SZPM)

2849 HUNTER MILL ROAD, OAKTON, VA
Michael Pavlides, POC: Suli Wang, 703-678-8622
swang@szpmconsultants.com

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 for subcontracting; a SBA
Mentor-Protégé Relationship, support for WOSB
contracts, Joint Ventures.

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

Program/Project/Risk Management; Construction
Management and Inspection

Water/Wastewater Engineering; Design Support (CAD,
BIM, GIS); Value Engineering

Office Engineering; Project Controls; Permitting; Utility
Coordination

Staff Augmentation

18. Siemens Government Technologies

1881 CAMPUS COMMONS DRIVE, STE 200, RESTON, VA
Christine Tsai, 571-246-2103,
Christine.tsai@siemensgovt.com

Firm Type: Engineering and Construction

Status: Large Business

Seeking: AE firms, General Contractors, Trade
Subcontractors, Commissioning, Cyber Security - in both
large and small businesses.

Target Growth: USACE, NAVFAC, AFCEC, DOE, GSA, VA,
DHS

Siemens Government Technologies (SGT) is the wholly
owned, cleared US subsidiary of Siemens. SGT offers two
main Siemens solutions:

Smart Infrastructure - Providing comprehensive building
automation and control systems, low/medium voltage
power distribution solutions, energy automation, and
smart grid solutions.

Digital Industry - Providing AI and machine learning,
digital twin technology, augmented/virtual reality, and
automation/robotic applications.worldwide.

19. EXP, US Services, Inc.

1140 3RD ST, NE, SUITE 335, WASHINGTON, DC
Jenny Bowers, 703-397-4878, jenny.bowers@exp.com

Firm Type: Architect / Engineer / Construction

Status: Large

Seeking: A/E/C Firms, Large and Small, and 8(a)

Target Growth: DoD, Federal, Military.

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. Our team of experts provides innovative solutions across markets and geographies to solve our clients’ most complex challenges.

EXP, US Services specialize in Architecture+Design, Building Engineering, Environmental, Heavy Civil, Infrastructure Engineering and Geotechnical.

20. Merrick & Company

5970 GREENWOOD PLAZA BLVD;
GREENWOOD VILLAGE, CO
Nick Desport, 703-639-7697, Nick.Desport@Merrick.com

Firm Type: Full Services A/E firm

Status: Large Business

Seeking: Various teaming partners...small, disadvantaged, and large with similar cultures to establish lasting partnerships to expand in 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 750 employees with expertise in the National Security, Infrastructure, Energy/Chemicals, and Life Science markets. With 24 offices in 12 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."

21. ADTEK Engineers

9990 FAIRFAX BOULEVARD, SUITE 300, FAIRFAX, VA
Ryan Pinckney and Larry Smith, POC: Matthew Roman,
703-382-6559, mroman@adtekengineers.com

Firm Type: Engineer

Status: Small Business - Federal, Virginia SWaM and Maryland MDOT SBE certified

Seeking: Architects, Large-Business A/E Firms, Design-Build partners, other SBE/MBE and 8a firms.

Target Growth: We want to strengthen our partnership w/ NAVFAC Washington, develop relationships w/ additional NAVFAC AORs, USACE Districts & other federal agencies.

Civil Engineering Design; Structural Engineering Design; Specialty Light Gauge Steel Design.

22. Engage Federal, LLC.

11110 SUNSET HILLS RD, #8651, RESTON, VA
Jilian Breeden, 703-638-8684
jbreeden@engagefederal.com

Firm Type: Facilities Planning and programming; Federal business development consulting

Status: Woman-Owned Small Business (WOSB)

Seeking: A/E primes (small and large) pursuing IDIQ contracts that include facilities planning and programming services.

Target Growth: DoD (e.g., NAVFAC, NAVSEA, NAVAIR, USACE, AFCEC, WHS, NGB); Federal Civilian (e.g., GSA, NIH, VA, DOI); and state government.

Engage Federal LLC (Engage) provides detail-oriented, results-driven professional planning services to government clients. We specialize in:

- Space use plans and studies
- Scope and requirements development
- Concept and feasibility studies
- Life-cycle economic analyses
- DD Form 1391 (Military Construction (MILCON) and Sustainment, Restoration, and Modernization (SRM) and Prospectus development
- Consulting for other A/E firms in Federal sector business development strategy (e.g., SF330 proposal reviews, short-list interview preparation, strategic planning).

23. GeoStabilization International, LLC

4475 E. 74TH AVE, SUITE 100, COMMERCE CITY, CO
Michael Close, 970-697-4137, michael.close@gsi.us

Firm Type: Geohazard Mitigation Contractor
(Geotechnical Specialty Contractor)

Status: Hybrid: Small per GSA Schedule Contract Number
GS-07F-0033V Large under other definitions.

Seeking: General contractors & engineering firms seeking
design/build specialty subcontractors & government
agencies seeking maintenance contractors.

We specialize in emergency landslide repairs, rockfall
mitigation, and grouting using design/build and
design/build/warranty contracting. In 2020, we
completed approximately 1000 projects nationwide.
Those projects included both soil slope and rock slope
stabilization, roadway and shoulder widening in steep
terrains, shoreline and coastal slope stabilization, sinkhole
remediation, stabilizing leaning and undermined bridge
abutments, culvert headwalls, and wingwalls, retaining
wall repair, compaction grouting, railroad subgrade
compaction grouting, extreme slope access, etc.

24. Michael Baker International, Inc.

3601 EISENHOWER AVENUE, STE 600, ALEXANDRIA, VA
Vic Siaurusaitis, POC: Beth Drylie, 757-631-5445,
bdrylie@mbakerintl.com

Firm Type: Architecture / Engineering

Status: Large Business

Seeking: We are seeking small, WOSB, 8(a), HUBZone and
Veteran Owned firms supporting major MILCON, civil
works and environmental projects.

Target Growth: Target growth areas in Federal include Air
Force, Department of Energy, FEMA, FHWA, GSA,
NAVFAC, and USACE.

Michael Baker is a leading provider of engineering and
consulting services encompassing all facets of
infrastructure, including design, civil engineering,
planning, architecture, environmental, construction and
program management. We support the mission for all
branches of military and government, including the Army,
Air Force, Navy and Marine Corps, as well as the
Department of Homeland Security, Department of State,
Department of Energy, FEMA, Department of the Interior,
Department of Justice, Environmental Protection Agency,
and Federal Highway Administration.

Thank you for attending!

Please join us for a cocktail reception immediately following the last presentation.

Thank you to our sponsors for supporting this event!



**SPECIAL THANKS TO OUR POST'S CENTENNIAL
EVENT AND 6TH ANNUAL BUSINESS-TO-BUSINESS
(B2B) ENGAGEMENT SPONSORS**

