



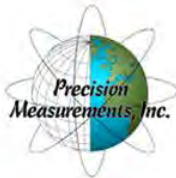
SAME NoVA Post 7th Annual Business-to-Business (B2B) Engagement

National Museum of the U.S. Army at Fort Belvoir
October 6, 2022

Photo By Duane Lempke



SPECIAL THANKS TO OUR POST'S 7TH ANNUAL BUSINESS-TO-BUSINESS (B2B) ENGAGEMENT SPONSORS





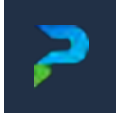
WE CREATE THE FUTURE

In pursuit of a better way.

A corporate overview

Philip Hicks, PE (AL, VA), PMP

October 6, 2022



PARSONS CORPORATION

Delivering innovative solutions that make the world safer, healthier, and more connected.

SEGMENTS



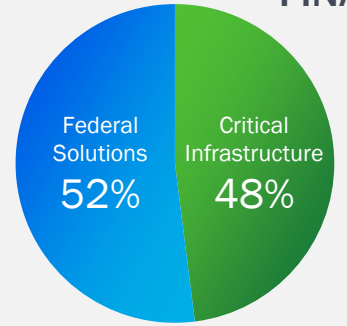
Critical Infrastructure
Lead smart, sustainable infrastructure deployment



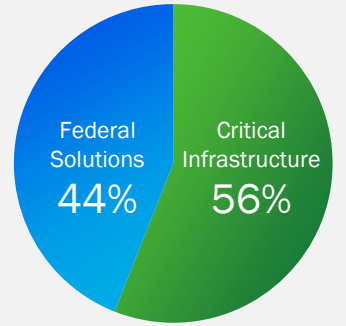
Federal Solutions
Deliver information dominance across all domains

FINANCIAL SNAPSHOT

\$3.9B
Total Revenue
Trailing 12-Months (Q2 2022)



\$3.8B
Contract Awards
Trailing 12-Months (Q2 2022)



KEY FACTS AND FIGURES



77+
Years Of History



~ 16K
Employees



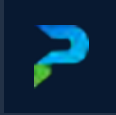
\$192M
Cash Flow From Operations
Trailing 12-Months (Q2 2022)



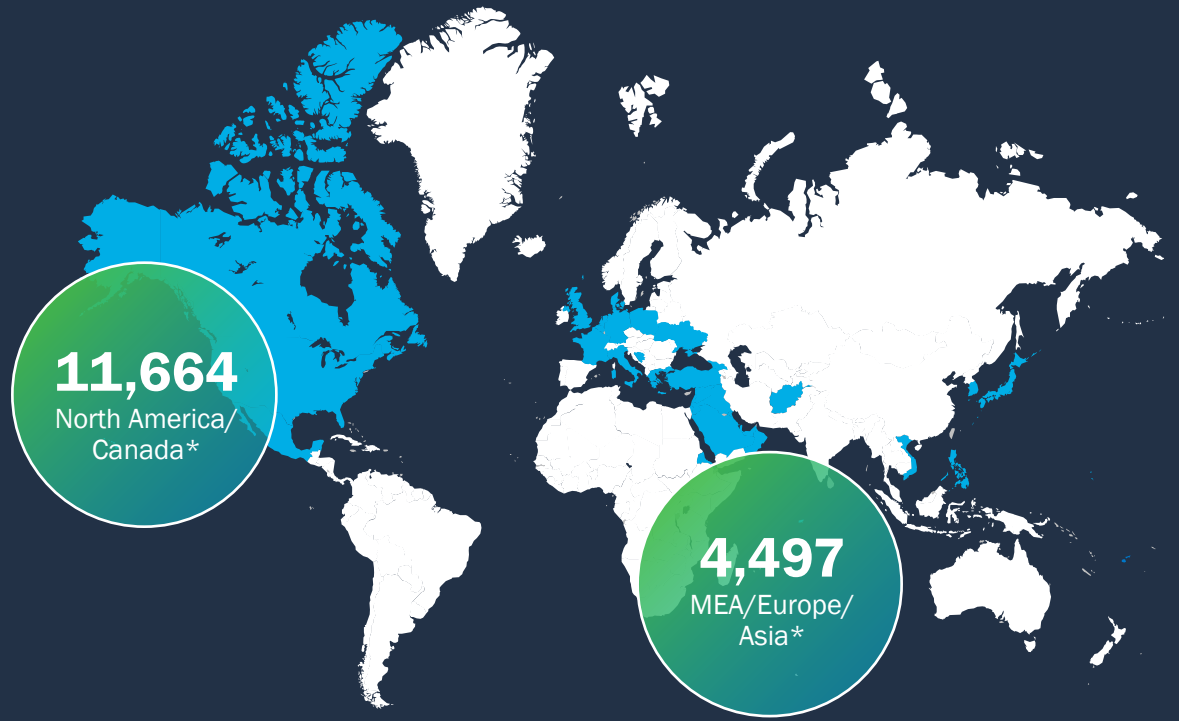
1.2X
Book-To-Bill Ratio
Trailing 12-Months (Q2 2022)



\$8.2B
Backlog As Of
6/30/2022



GLOBAL PRESENCE ENABLING A GLOBAL PERSPECTIVE



*As of 1/1/2022

Global Markets



Federal Solutions

Defense and Intelligence & Engineered Systems

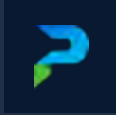
- | | |
|--------------------------------|--|
| Advanced military technologies | Advanced military technologies |
| Border security technology | Biometrics |
| Chemical demilitarization | C5ISR |
| Healthcare technology | Full-spectrum cybersecurity |
| Missile defense | Geospatial |
| Space operations | Law enforcement information technology |
| Renewable energy | Next-gen air traffic control |
| Warfighter training | Satellite operations |
| Advanced data and analytics | |



Critical Infrastructure

Connected Communities & Mobility Solutions

- | | |
|------------------------------------|---------------------------|
| Airports | Rail |
| Bridges and highways | Smart cities |
| Clean water | Urban mobility |
| Critical infrastructure protection | Zero emissions |
| Industrial systems | Environmental remediation |
| | Broadband |



WE'RE DIFFERENT—AND OUR CUSTOMERS KNOW IT

Competitive Differentiators

- Proven track record
- Long-term customer relationships
- Technology innovation
- Scalable and agile business offerings
- World-class talent
- Strategic M&A to transform business
- Products and solutions
- Complex solution delivery
- M&A integration



Federal Solutions Customers

US Dept. Of Energy
50+ years

Missile Defense Agency
30+ years

US Army
40+ years

Intelligence Community
20+ years

FAA
50+ years

Department of Homeland Security

US Air Force



Critical Infrastructure Customers

Washington MTA
50+ years

Metro Agency Of Ontario
60+ years

Florida Dept. Of Transportation
50+ years

Royal Commission For Jubail And Yanbu
40+ years

Los Angeles County MTA
30+ years

Faro Mine

JetBlue

Houston Airport



DEFENSE & INTELLIGENCE

HIGH-CONSEQUENCE MISSIONS



- Hardware, software, and services
- Full-spectrum cyber solutions
- Actionable intelligence
- Spatial and signals intelligence

ENGINEERING & TECHNICAL SERVICES



- Air and missile defense
- Threat and intelligence
- Systems engineering and integration
- Hypersonic engineering
- COMSEC/ISSE operations
- Risk management framework

MISSION SOLUTIONS



- Small satellite launch integration
- Payload development
- Space cyber and EW resiliency
- Space situational awareness

ENGINEERED SYSTEMS

- Military munitions response
- Chemical warfare munitions solutions
- Health infrastructure and R&D
- Energy conservation and renewables
- Military master planning
- Environmental remediation
- Public health solutions
- Biosciences

MOBILITY SOLUTIONS

- Integrated delivery
- Advanced systems and security
- Tunnels
- Full-service highway, bridge, rail, water, and aviation solutions



CONNECTED COMMUNITIES

- Hardware, software, and services
- Intelligent transportation systems
- Intersection as a service
- Protection and resiliency
- Critical infrastructure cyber protection

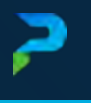
SAME NoVA Post B2B Teaming Partners and Markets/Agencies

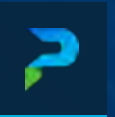
Teaming Partners:

Engineering, programming, and scientist teaming partners, including both other large firms as well as small businesses and 8a partners.

Markets / Agencies of Interest:

- US Department of Energy
- Missile Defense Agency
- US Army
- Intelligence Community
- US Air Force
- Department of Homeland Security
- Federal Aviation Administration





THANK YOU

We're more than a company. We're a paradigm shift.

**PHILIP C. HICKS, PE (VA, AL), PMP
1st Vice President, SAME NoVA Post
Senior Utilities Specialist
philip.hicks@parsons.com
Mobile: +1.540.376.8748**

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Photo By Duane Lempke



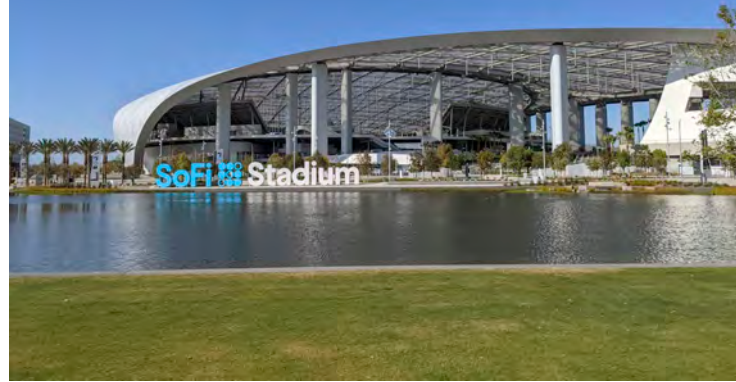
walter
p moore

Walter P Moore Federal



Sports Facilities

SoFi Stadium



Chase Center



122m

SF of sports facilities built since 2000



Walter P Moore has delivered over

\$35b+

in sports projects since 2000

Palm Springs Arena



900+

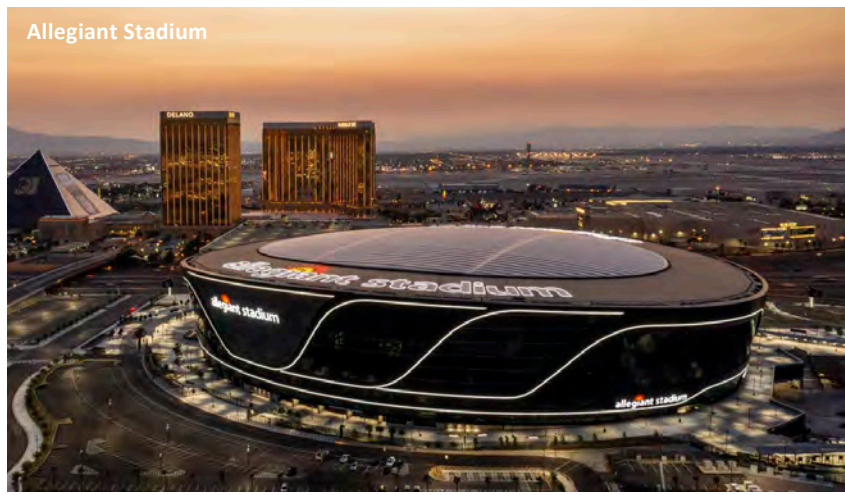
Completed sports projects since 2000



Inglewood Basketball and Entertainment Center



Henderson Events Center



Allegiant Stadium

Healthcare Facilities

Jersey Shore University Medical Center HOPE Tower

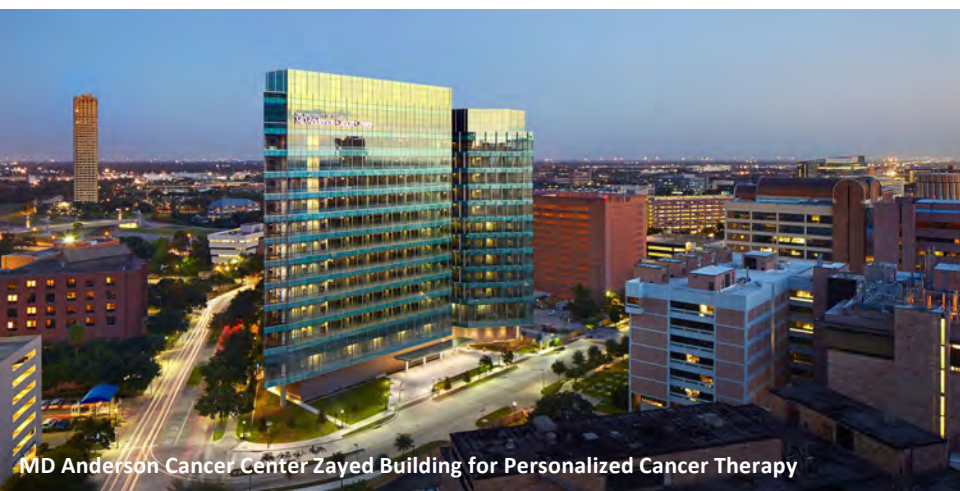


Orlando Health Orlando Regional Medical Center Expansion



30m+

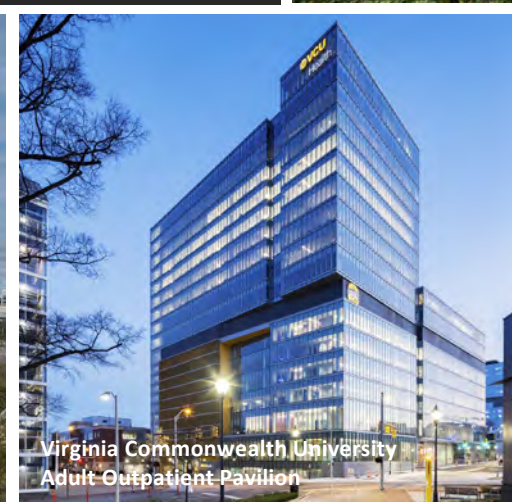
SF of healthcare facilities built since 2000



Walter P Moore has delivered over

\$8b+

in healthcare projects since 2000



Charlotte VA Healthcare Center

Medical University of South Carolina Shawn Jenkins Children's Hospital and the Pearl Tourville Women's Pavilion

Virginia Commonwealth University Adult Outpatient Pavilion

Houston Methodist Hospital Paula and Joseph C. "Rusty" Walter III Tower

Aviation Facilities



LAX Midfield Satellite Concourse North



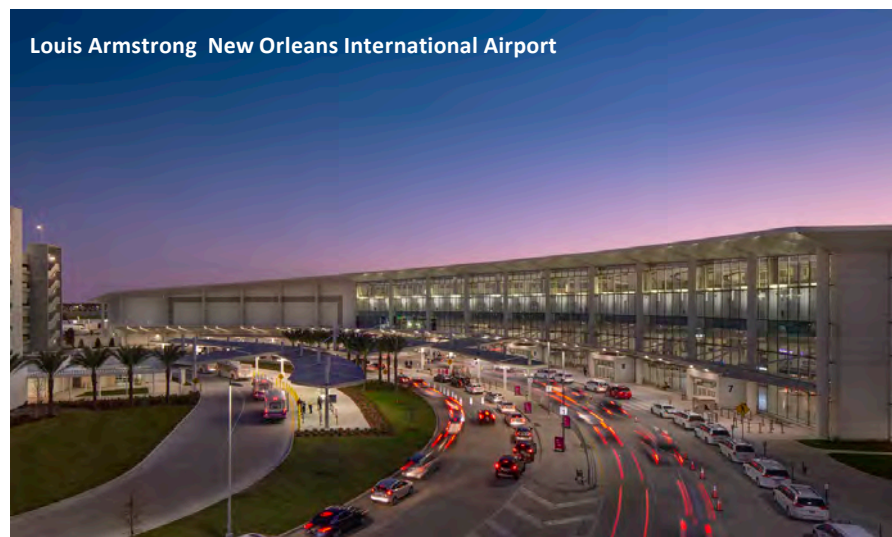
Tampa International Airport Economy Parking Garage



San Francisco International Airport Air Traffic Control Tower



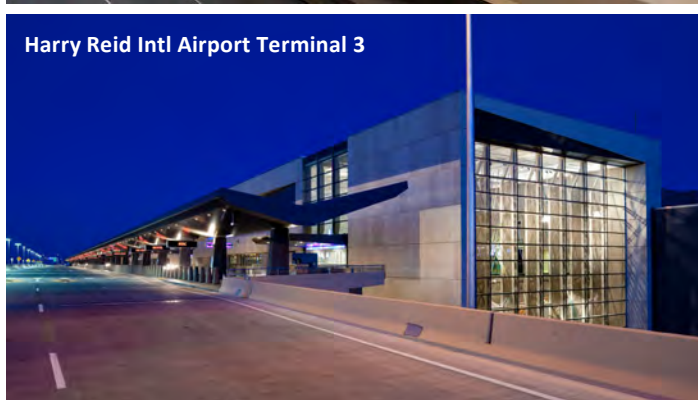
LAX Terminal 4-5 APM Cores



Louis Armstrong New Orleans International Airport

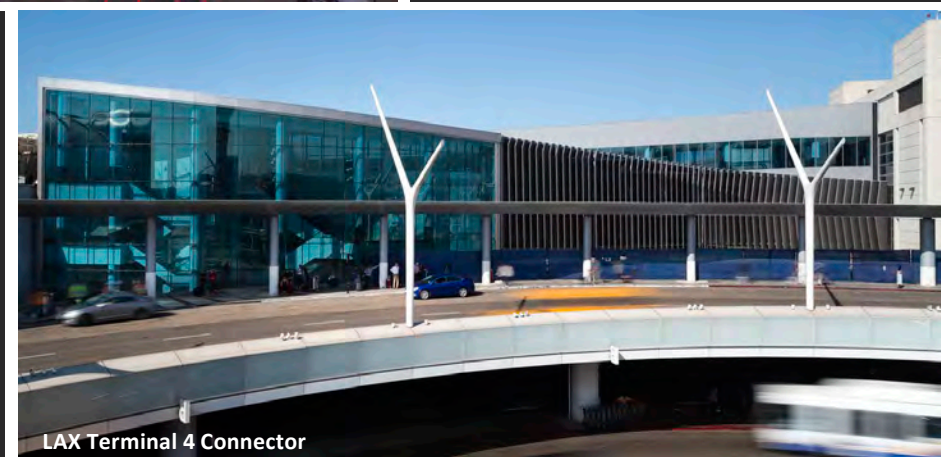


Norman Y. Mineta San Jose International Airport 6-Gate Interim Facility



Harry Reid Intl Airport Terminal 3

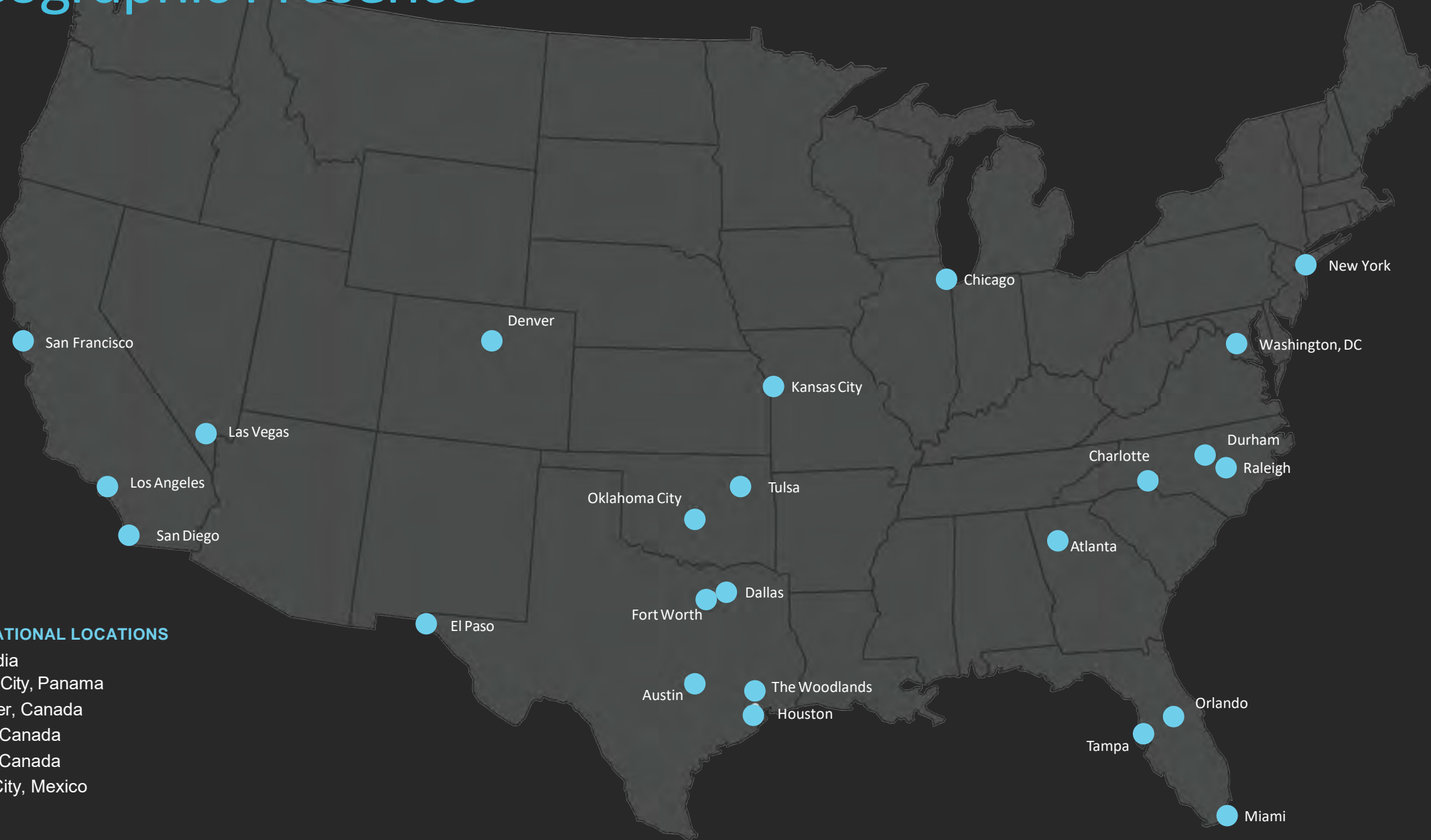
295
Completed aviation projects since 2000



LAX Terminal 4 Connector

Walter P Moore
has delivered over
\$25b
in aviation projects
since 2000

Geographic Presence



INTERNATIONAL LOCATIONS

- Pune, India
- Panama City, Panama
- Vancouver, Canada
- Calgary, Canada
- Toronto, Canada
- Mexico City, Mexico

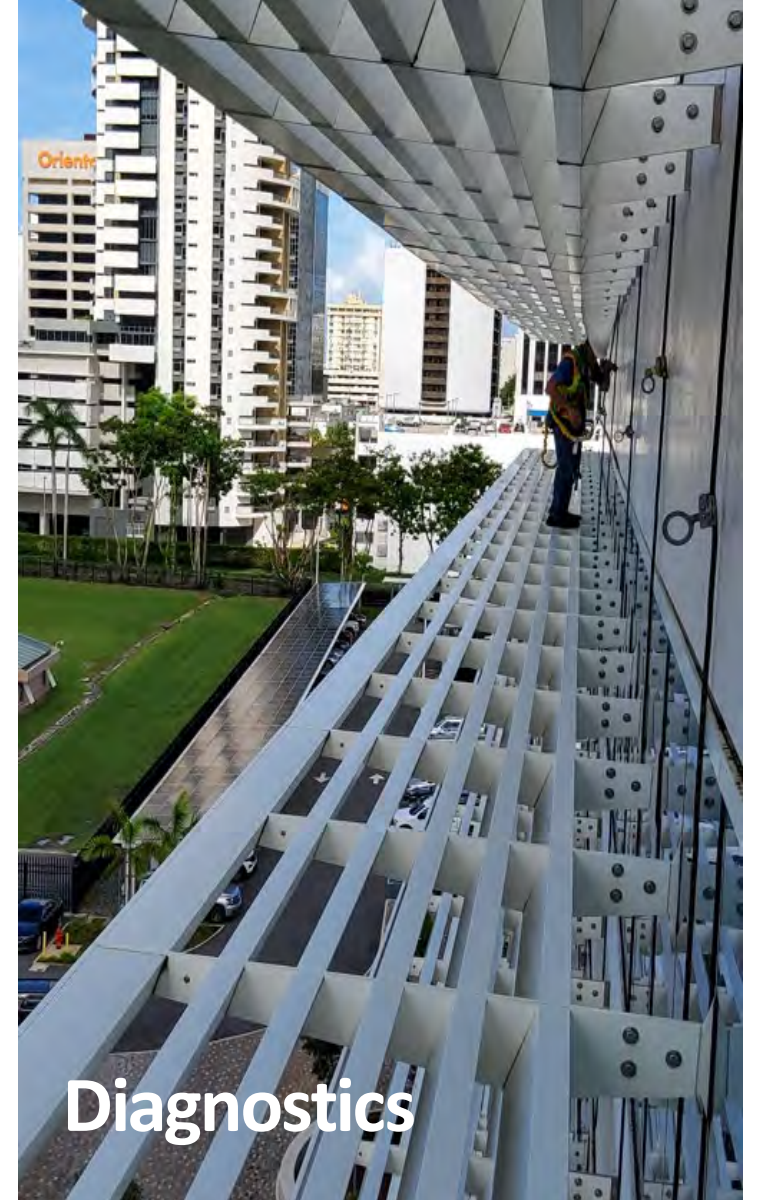
Integrated Services



Structures



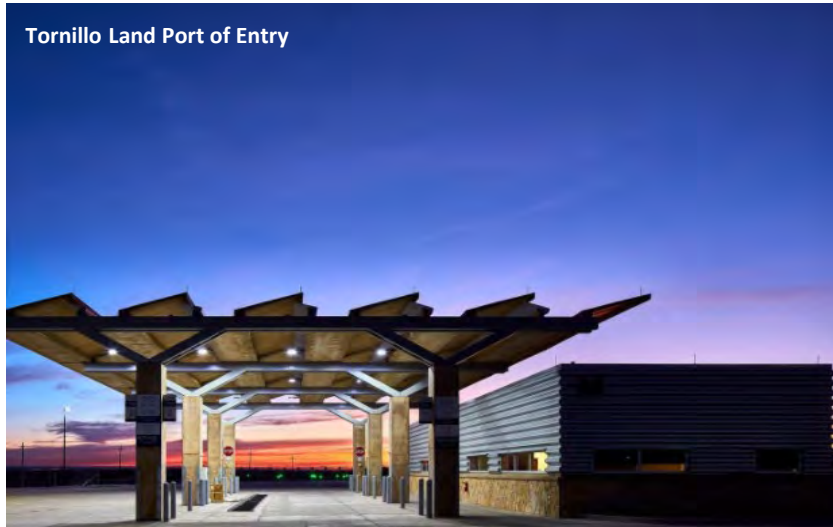
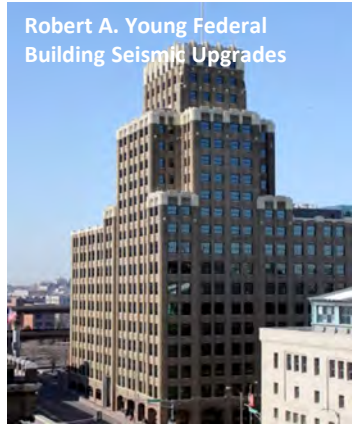
Infrastructure



Diagnostics

General Services Administration (GSA)

Federal Courthouses
Land Port of Entry (LPOE)
Federal Office
Solar/EV Parking



US Army Corps of Engineers (USACE)

Admin/Headquarters Facilities

VAMC/DHA support

Bachelors Enlisted Quarters (BEQs)

Hangars

Reserve Centers



Department of Veterans Affairs (VA)

IDIQ/MATOC support
Large Design-Build
Developer/P3

New Facilities
Seismic Retrofits
Physical Security Upgrades
Parking Design
Traffic Engineering



Department of State (DoS)

New Embassy Compounds (NEC)

New Consulate Compounds (NCC)

IDIQ/MATOC support



U.S.
DEPARTMENT
OF STATE

BUREAU OF
OVERSEAS
BUILDINGS
OPERATIONS



Merida New US Consulate

Other Agencies



What we're looking for

- Strong GC and A/E relationships nationally & internationally
- Small business design partners, including Mentor Protégé & JV relationships
- Small business GC partners (MILCON and Federal Healthcare)
- AE teams that we can support with niche Secure Design (Blast/ATFP)
- Strategic hires with federal experience (MILCON, Civilian, Seismic, etc)

Justin Jacobs

Principal/Federal Business Development

jjacobs@walterpmoore.com

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Photo By Duane Lempke

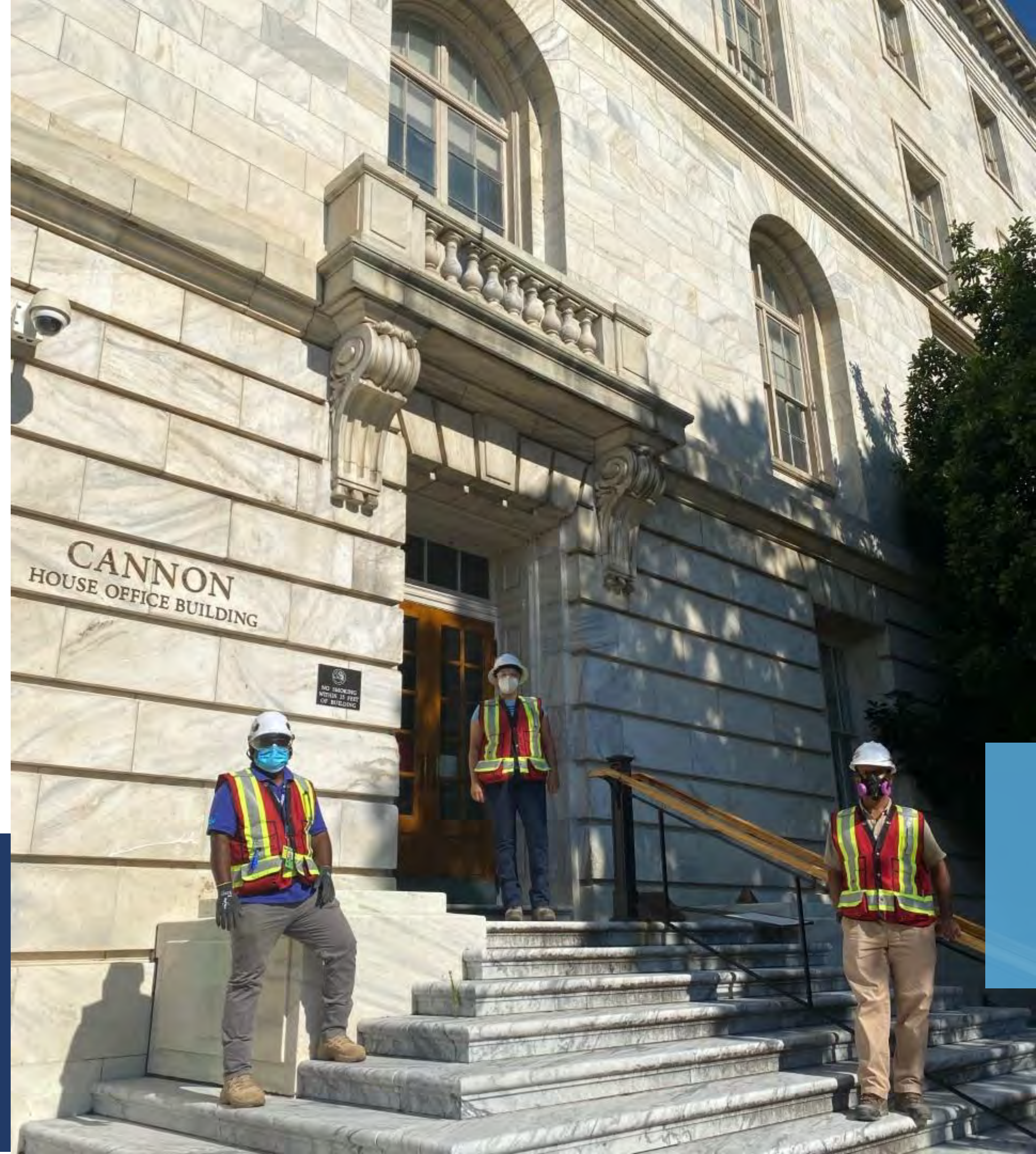


Atmos
Solutions Inc.



- Founded in 2018
- Small Business based in Washington, DC
- Approx 40 Multi-Disciplined Staff
- 8(a) and HUBZone
- Turn-Key Contractor – Environmental Services, Construction Services, Labor Compliance
- Diverse Client Base
- Strong Commitment to Integrity, Safety, Quality

ABOUT US





Our **Vision** is to be the Go-To Service Provider for Customers who Buy, Build, Manage, and Maintain the Built Environment and Natural Landscape.

Our **Mission** is to 1) deliver all projects on time and on budget, 2) provide cost-effective and practical solutions for our customers, 3) emphasize our core values in all we do, and 4) make the world a better place.



U.S. Small Business
Administration
8(a) Certified



CREDENTIALS

ENVIRONMENTAL SERVICES

Consulting

- Industrial Hygiene
- Health and Safety
- Environmental Planning and Engineering
- Permitting and Compliance
- LEED and Sustainability Services
- Due Diligence Services
- Investigation and Testing
- Facility Condition Assessments

Remediation

- Hazmat Abatement / Stabilization
- Contaminant Remediation
- Feasibility Studies
- Industrial and Biohazard Cleaning
- Rapid Response Services
- Innovative Technologies

CONSTRUCTION SERVICES

Construction

- General Contracting and Management
- Project Scheduling and Budgeting
- Quality Assurance / Control
- Safety / Compliance
- Selective and Full Demolition
- Minor Construction Services
- Labor Compliance Services

Facility Maintenance

- Preventive/Predictive Maintenance
- Repair and Alteration
- Quick response / On-Call Servicing
- Custodial Services
- Grounds Maintenance
- Project /Subcontractor Management
- Supply Chain Management



BONDING AND INSURANCE CAPACITY

\$20,000,000

Bonding Aggregate
Capacity

\$10,000,000

General Liability



Recent Awards

01

**GSA Philly/DelVal
Micro IDC**

**\$ 4MM Shared Capacity
Construction Services**

02

**USACE Nashville District
MATOC**

**\$ 5MM Shared Capacity
Environmental Services**

03

**RFK Memorial Stadium
Demolition**

**\$ 2.2MM Value
Environmental/Abatement**

Past Performance

Pittsburgh District USACE	U.S. Army – Ft. Belvoir
Architect of the Capitol – CHOB	U.S. Air Force – Joint Base Andrews
Library of Congress	U.S. Coast Guard – Yorktown
Defense Logistics Agency – DSCR	Letterkenny Army Depot (PA)
US Coast Guard	Virginia Dept of Transportation
DC DGS / DC Public Schools / DC Housing Authority	Maryland Dept of Transportation – Maryland Port Authority
Maryland National Guard	Prince William County (VA) Service Authority
DC National Guard	IMF Headquarters
Fairfax County Public Schools	U.S. Army – Ft. AP Hill
Baltimore County Public Schools	U.S. Navy – Naval Research Lab (DC)
Portsmouth (VA) RHA	Dept of Veterans Affairs – VAMCs (DC, VA)

LEADERSHIP TEAM



Anthony Fernando

President



Mekka Bolling

Vice President



John Tabella

Chief Operating Officer



Lisa Zuchelli

Business Development Director



CONTACT

Phone: [\(202\) 891-6959](tel:(202)891-6959)

Website: www.atmosolutionsinc.com

Email: info@atmosolutionsinc.com

Address: [6856 Eastern Ave, #205, Washington, DC 20012](#)





THANK YOU

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Photo By Duane Lempke

HUITT-ZOLLARS



**SAME Northern Virginia Post
B2B
October 6, 2022**

HUITT-ZOLLARS

Engineering | Architecture | Design-Build | Planning | Construction Management | Program Management

DISCIPLINES

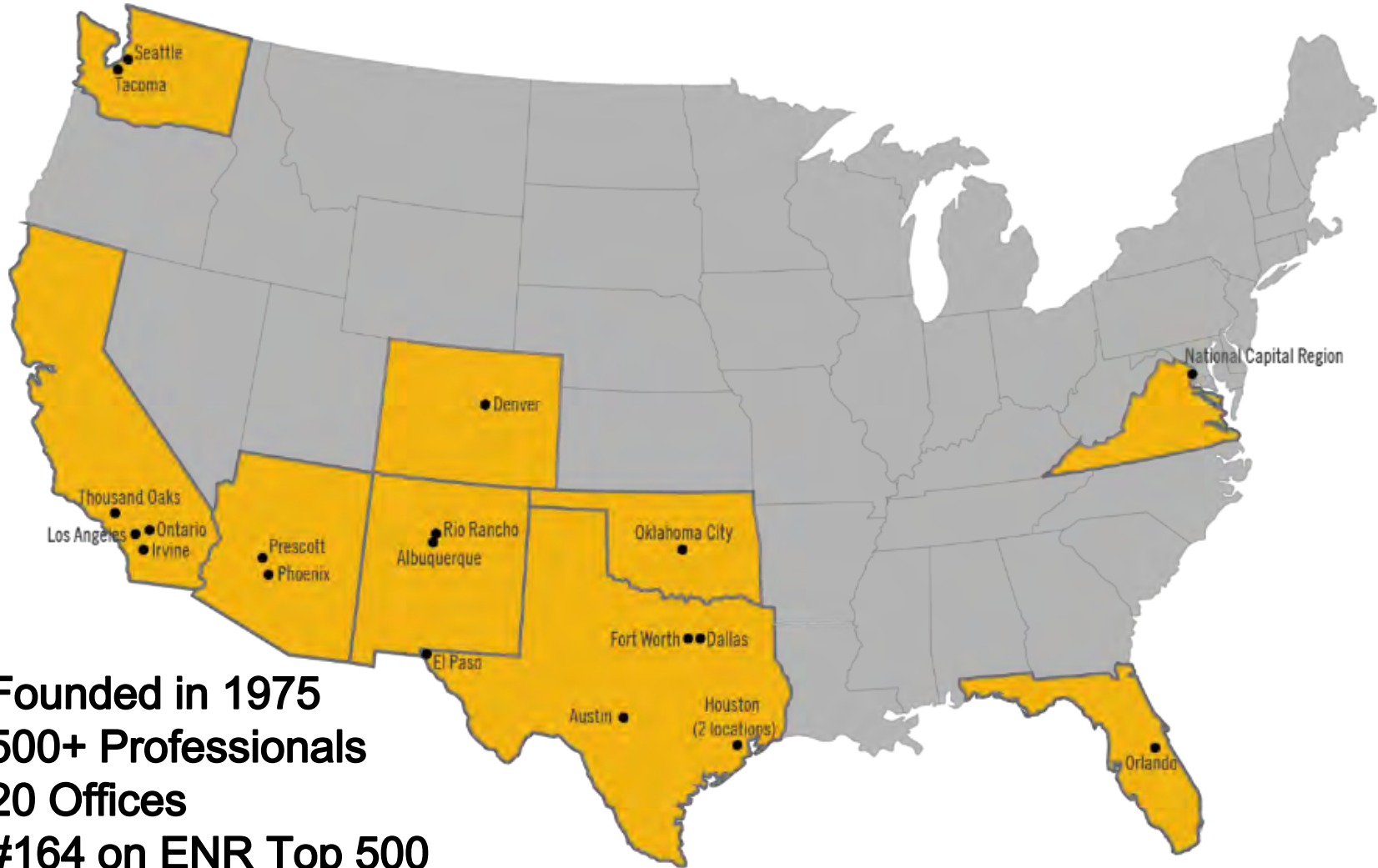
- | Architecture
- | Civil Engineering
- | Construction Management
- | Interior Design
- | Landscape Architecture
- | MEP Engineering
- | Planning
- | Structural Bridge Engineering
- | Structural Building Engineering
- | Surveying
- | Sustainability
- | Urban Design

A full-service design firm transforming how we live, work, and connect with our world through

ADVANCEDDESIGNSM

www.huitt-zollars.com

National Firm

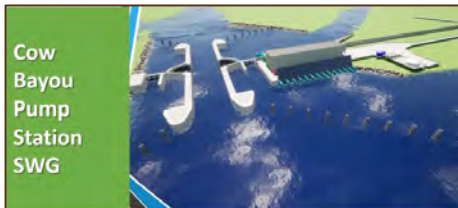


- Founded in 1975
- 500+ Professionals
- 20 Offices
- #164 on ENR Top 500

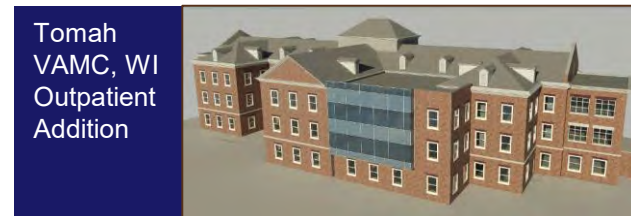
Mentor Protégé Partners



- Engineers
- DVBE
- HQ in New Orleans, LA
- USACE Contracts
 - New Orleans District
 - Fort Worth District



- Architects
- SDVOSB
- HQ in Alexandria, VA
- Department of Veterans Affairs among other clients



Practice Areas

TRANSPORTATION



MARGARET HUNT HILL BRIDGE
Santiago Calatrava/City of Dallas
■ Dallas, TX

URBAN DEVELOPMENT



LADERA RANCH
DMB Ladera
■ South Orange County, CA

INSTITUTIONAL



MEDIA CENTER AND IT BUILDING
Santa Monica College
■ Santa Monica, CA

PUBLIC WORKS



SOOS CREEK PARK TRAIL
King County Department of
Facilities Management
■ King County, WA

COMMERCIAL



**DOUG PITCOCK '49 HOTEL AND
CONFERENCE CENTER**
NCCD-Cain Hall Redevelop I, Inc.
■ Texas A&M University, College Station, TX

FEDERAL



**BUREAU OF ENGRAVING AND PRINTING,
NEW CURRENCY PRODUCTION FACILITY**
USACE, Baltimore District
■ Beltsville, MD

Federal Project Examples



AF Sustainable Infrastructure
USACE Fort Worth District



Bureau of Engraving & Printing
USACE Baltimore District



Barksdale B5376 Hangar B6426
NAVFAC Southeast



Dynamic Component Repair Facility
USACE Fort Worth District



Fort Bliss Expansion Program
USACE Fort Worth District



Hampton Roads Military Housing
NAVFAC Atlantic

Other Project Examples



Market Square – Washington DC



LA Metro Maintenance Facility



JW Marriott – Anaheim, CA



Cedars-Sinai Medical Center



Worth Hills Village, TCU



West 7th Development, FT Worth



Dallas Area Rapid Transit



TEXRail Maintenance Facility

SAME Support

- **Sustaining Member Firm**
- **SAME Engineering Camp Support since 2016**
 - Senior Mentor USAFA
 - Mentors at several camps
- **National Support**
 - Facilities Asset Management Community of Interest
 - Camp Scholarship Committee
- **Presenter and sponsor of local post events**



HUITT-ZOLLARS

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Northern Virginia Post



Photo By Duane Lempke



INTRODUCTION

CAPABILITY BRIEFING

Babur R. Mian, P.E.

President and CEO

Terra Site Constructors, LLC

900 Shenandoah Shores Rd
Suite 100, Front Royal, VA 22630

Phone: (703) 436-1826

info@terrasiteco.com

DUNS#: 063496464

CAGE#: 833G2

SAM #: YDP7CA3MR5V8



TERRA BY THE NUMBERS



4

Offices in Virginia,
Maryland and South
Carolina



9+

Years of Delivering
Exceptional Projects



10

States
and D.C.



75+

Construction
Professionals



120+

Successfully
Completed Projects



+75%

Self Performance



0.92

EMR Trending
Downward Y/Y



\$15MM SINGLE
\$50MM AGGR

Significant & Increasing
Bonding Capacity

Terra Leadership



Babur Mian, P.E.
Chief Executive

bmian@terrasiteco.com

(703) 581-9904



Peter Bernat
Chief Operating Officer

- **Project Delivery & Operations**
- 30 Years of Construction Management Expertise
- Former VP/GM for Mid-Atlantic Heavy Highway & Marine Divisions at Corman Kokosing Construction
- Managed some of the largest infrastructure projects in the Mid-Atlantic region

pbernat@terrasiteco.com

(703) 581-8788



Geoff Bambini
Senior VP Federal

- **Federal Business Oversight & Compliance**
- 25 years of Federal Procurement & Design-Build Construction Management Expertise
- Proposal Development, Estimating & Project Management for Federal Projects
- 20+ Years of USACE & MATOC Contract Program Management

gbambini@terrasiteco.com

(703) 581-9702



Murad Pandit
Director Business Development

- **Client Development & Marketing**
- 25 years of Private Land Development & Commercial Building Construction Experience
- Entrepreneurship & Small Business Expertise
- BSc Civil Eng from Virginia Tech & Wharton
MBA in Marketing & Entrepreneurial Mgmt

mpandit@terrasiteco.com

(703) 581-9439



Deliberate Growth by Seasoned Management

Revenues (\$MM)



Employees @ YE



★ Entry into the 8(a) program

Equipment (\$)



Geographical AOR

■ GEOGRAPHIC FOOTPRINT

Atlantic Seaboard from PA/NJ to GA/FL

- ★ DBE Certified
- ◆ SBE Certified
- MBE Certified
- LDBE Certified
- SWaM Certified
- 📍 Office Locations
- 8(a) Certification Nationwide



■ SBA 8(a) PARTICIPANT

- Target 2029 graduation

■ CORE COMPETENCIES

- **Infrastructure**
Heavy Civil, Walls and Barriers, and Specialty Construction
- **Buildings (GC)**
- **Design-Build**

■ MAJOR FEDERAL CLIENTS

- **National Park Service**
- **US Air Force** – Joint Base Andrews & Bolling
- **General Services Administration**
- **US Forest Service** – Department of Interior
- **Department of Agriculture**



■ MAJOR CLIENTS

- **General Contractors** – Shirley, Branch, Lane, Allan Myers, Wagman, Corman, Hensel Phelps, Fort Myers, W.M. Schlosser, Transurban
- **Transportation** – VDOT, VRE, MDOT, DDOT, MWAA
- **Commercial** – Bozzuto, Aerojet Rocketdyne, Amazon, Microsoft, CDG Capital, Aldon Management Corp, Sage Custom homes, Holder Construction Group, Baxter Holdings, DNC Architects, Rhinehart Railroad Inc. Sargent Corp
- **Municipal** – Fairfax County, City of Alexandria, Loudoun County, City of Manassas
- **Utilities** – Dominion Energy, ITAC Engineers & Constructors, Stonewall Energy



Project Types & Specialization

- **INFRASTRUCTURE:**
Concrete, Precast, Bridges, Roads, Wet & Dry Utilities, Sitework, Retaining Walls, MSE Walls, Runways, Rail, Substations, Shoring, Helicals, Geostabilization and Supporting Requirements.
- **MARINE:**
Piers, Landside Dredging, Piling, Bulkheads, Dry Docks, Canals, Jetties, Seawalls, Sea Level Rise Mitigation, Berms, Locks, Gates and Shoreline Protection.
- **BUILDING:**
New Construction, Interior Renovation, MEP Upgrades, Building Envelope, Historic Preservation, Foundation Repairs, Physical Security, Roof Repairs, Epoxy Coating and Garages.



Self Performance



TERRA IS A SELF-PERFORMING GENERAL CONTRACTOR comprised of tradesmen and construction professionals servicing the Mid-Atlantic region. \$15M in self-perform labor hours from 2020-2021



TERRA HAS IN-HOUSE TRADES including carpenters, equipment operators, utility workers, concrete finishers, and laborers. We ensure control of our contract performance while also significantly surpassing Limitations on Subcontracting, FAR 52.219.



OVER 75% SELF-PERFORMANCE including bridges, MSE walls, building renovation, marine/piers, sound walls, stormwater, runways, blast walls and AT/FP, MEP, utilities, fencing, recreation facilities, historic preservation, LEED compliance, UFC criteria, and general construction requirements.



ACCUMULATED 450,000 FIELD MAN HOURS since inception with 150,000 field man hours in 2021.



Self-Perform Expertise

- MSE Walls
- Sound Walls
- Caissons and Drilling
- Top Treatments
- Utilities
- Stormwater
- Pre-Cast Concrete Systems
- Helical Piles and Soil Anchors
- Cast-In-Place Concrete, Moment Slabs
- Bridge Construction
- Design-Build

Experience Serving Federal Customers



Project Title	Value	Client	Location	Description	Self-Perform
Transform I-66:	\$24,546,066.34	VDOT	Fairfax, VA	Earthwork, MSE Walls, Stormwater, Concrete	100%
Purple Line Rail:	\$7,979,804.00	MDOT/Metro	Bethesda, MD	MSE Walls, Concrete, Utilities, Stormwater, Precast	100%
I-64 Segment I:	\$7,794,676.00	VDOT	Newport News, VA	Earthwork, Concrete, Precast, Utilities, Stormwater	100%
Fort Sumter Pier:	\$3,272,273.00	NPS	Charleston, SC	Piles, Fendering, Electrical, Structural Repairs	30%
Catoctin NHP Upgrades:	\$2,935,713.00	NPS	Thurmont, MD	Building Renovation, Recreation Facility, Sitework	30%
I-77 Hot Lanes:	\$2,197,767.00	NCDOT	Charlotte, NC	MSE Walls, Concrete, Precast, Moment Slabs	100%
VDOT G70:	\$1,924,118.00	VDOT	Charlottesville, VA	Earthwork, Soil Nails, Concrete, MSE Walls	100%
C&O Canal Stabilization:	\$1,711,519.00	NPS	Washington, DC	Excavation, Concrete, Structural Steel, Environmental	30%
I-81 Sound Wall:	\$1,445,125.35	VDOT	Roanoke, VA	Earthwork, Precast Sound Walls, Concrete, Design	100%
Military Highway:	\$550,601.00	VDOT	Norfolk, VA	MSE Walls, Concrete, Precast, Stormwater	100%
Confidential Data Center:	\$412,000.00	FBI	Leesburg, VA	Earthwork, Excavation, Utilities, CIP	100%
Manassas Runway 34R:	\$410,251.00	Manassas	Manassas, Virginia	Earthwork, Concrete, MSE Walls, Site Restoration	100%



TERRA

SITE CONSTRUCTORS

QUESTIONS?

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Northern Virginia Post



Photo By Duane Lempke

FIRM OVERVIEW

Alpha is a woman-owned, mid-sized, multidisciplinary construction consulting firm providing engineering, program and construction management, project controls, and technology services.

Established in 1979, the firm enjoys many long-standing client relationships.



Alpha Corporate Headquarters
Dulles, Virginia

MARKETS SECTORS



**CORPORATE
/ RETAIL**



CULTURAL



EDUCATION



ENERGY / UTILITIES



FEDERAL



HEALTHCARE



**RECREATION
/ PARKS**



RESIDENTIAL



**SCIENCE &
TECHNOLOGY**



TRANSPORTATION

MULTIPLE EMBASSY CONSTRUCTION PROJECTS



**Overseas Buildings Operations – US Department of State
Worldwide**

RENDERING COURTESY OF MORPHOSIS ARCHITECTS

SMITHSONIAN ENVIRONMENTAL RESEARCH CENTER LABORATORY EXPANSION



Charles McC. Mathias Laboratory

Smithsonian Institution
Bethesda, Maryland

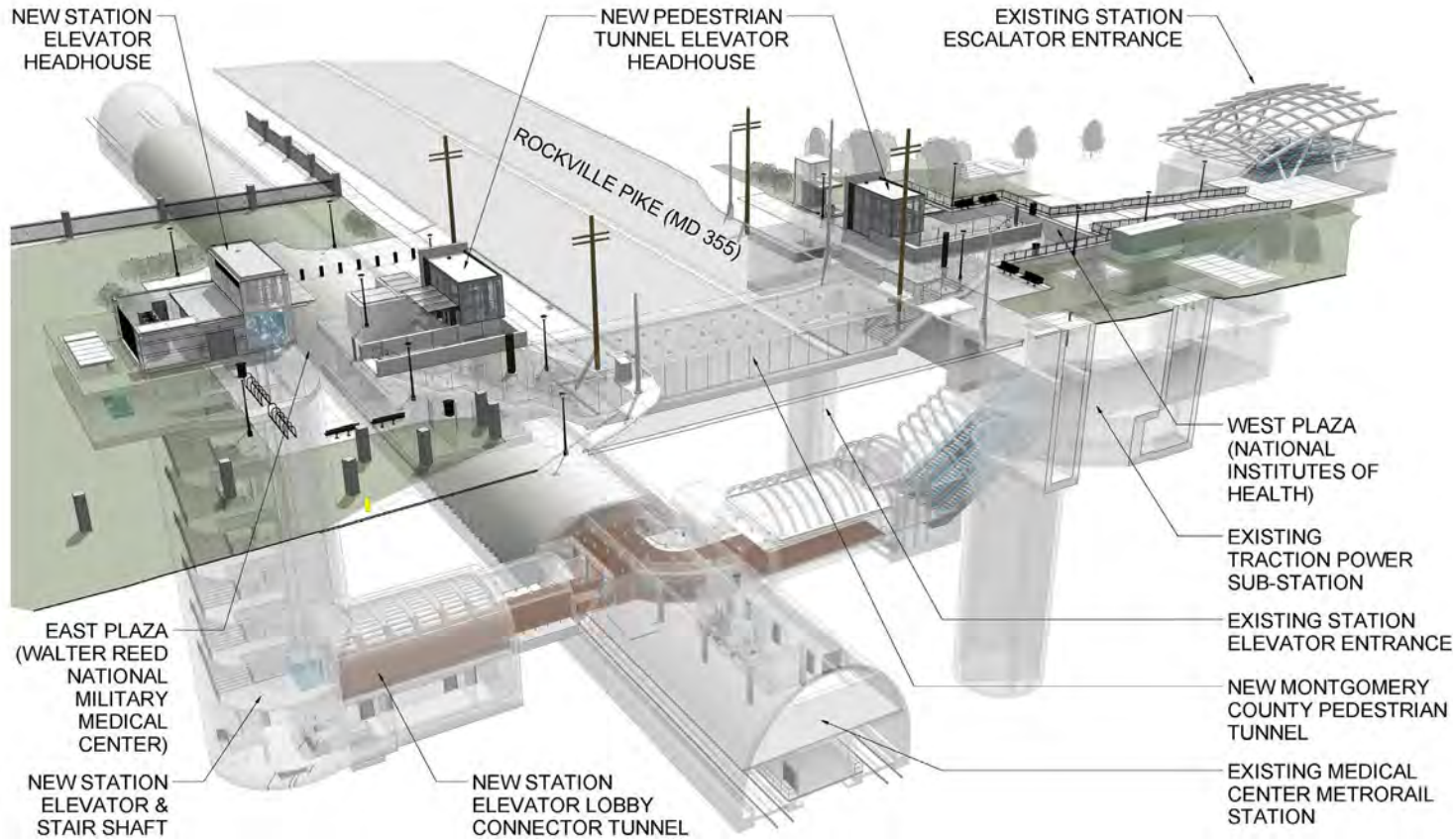
RENOVATION OF UNIVERSITY RESIDENCE HALLS



Longwood University
Farmville, Virginia

RENDERING COURTESY OF LITTLE AND FRANCK & LOHSEN

MD 355 MULTI-MODAL CROSSING



Montgomery County DOT
Bethesda, MD

Rendering Courtesy of Montgomery County DOT



GATEWAY ARCH NATIONAL PARK EXPANSION



National Park Service
St. Louis, Missouri

TEAMING PARTNERS?



ARCHITECTS



ENGINEERS



**CONTRACTORS FOR D/B OR
PRECONSTRUCTION**



**SMALL BUSINESS PARTNERS
(DBE, WOSB, SDVOSB)**



ALPHA
CORPORATION



CONTACT

Mike Pampalone, PE, PMP

SVP, Federal Growth & Strategy, Alpha Corporation

Phone: 757.675.6715

mike.pampalone@alphacorporation.com

www.alphacorporation.com

Society of
SAME
American Military Engineers



NoVA
Northern Virginia Post



Photo By Duane Lempke



Delivering Safety and Security – By Design

ENGINEERING » ENVIRONMENTAL » NATIONAL SECURITY

Professional Project Services Inc.

Pro2Serve®

Capabilities Briefing

SAME NOVA Post

October 6, 2022

Corporate Overview



Highlights

- Headquartered in Oak Ridge, TN
- 30+ years proven track record in the federal market space
- Architect / Engineering / Construction Management
- Sustainable and LEED design capabilities
- Cost Engineering
- InVizion® Analyzer
- NAICS 541330, 562910, 541620, 541611

Federal Customers



Core Capabilities



Engineering

- **Design Services & Design-Build**
- Facilities and Infrastructure Architecture / Engineering
- Construction Management Services
- Programming & Conceptual Design Studies
- Test Engineering, Start Up, Commissioning



Environmental

- Environmental Planning and Regulatory Compliance
- Facility and Site Characterization
- Deactivation and Decommissioning (D&D)
- Remedial Action Planning and Design
- Project Management and Field Oversight



Physical Security

- Physical Security Systems Engineering and Design
- System Construction and Test Integration
- Cybersecurity / Information Assurance (IA)
- Vulnerability and Risk Assessment
- IT / Infrastructure/Support Services



Cost Engineering

- Project Planning, Estimating, Scheduling, Risk Analysis & Mgt.
- Project Controls and Earned Value Management
- **Program Integration/ PMO Staffing Cost Engineering Consulting**
- Project/Program Life Cycle Baseline and Performance Measurement
- Software Development and Training

Our Small Business Partners

Once a small business ourselves, Pro2Serve is proud to be able to “pay it forward” by mentoring two highly capable and well-respected small businesses as part of the SBA’s All-Small Mentor-Protégé Program



- Headquartered in McAllen, TX
- Core Competencies include:
 - ✓ Civil and Structural Engineering
 - ✓ Land Surveying
 - ✓ Development & Planning
 - ✓ Construction/Construction Management
 - ✓ Project Management
- +13 years experience providing these services to multiple government agencies include USAF, USACE, NAVFAC, DOE, NNSA, FAA, DOI, USDA, GSA, and FHWA
- Primary NAICS Code: 541330 Engineering Services

- Headquartered in Atlanta, GA
- Core Competencies include:
 - ✓ Cost Engineering
 - ✓ Construction Management
 - ✓ Claims Consulting
 - ✓ Economic Risk Analysis
- +20 years experience providing these services to multiple government agencies include USAF, USACE, USN, DOE, NNSA, NSA, DoD, GSA, and VA
- Work has spanned 35 U.S. states and 15 countries
- Primary NAICS Code: 541611 - Administrative Management and General Management Consulting Services

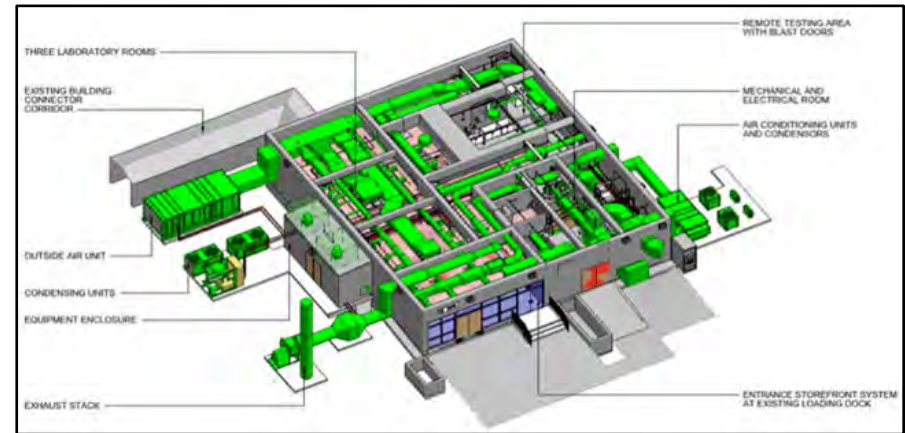
Wrap Up – Take Away

- ▶ **Full Service Engineering Firm**

- ▶ **Employee Owned**

- ▶ **We are Open to all Opportunities**

- ▶ Prime or Subcontractor
- ▶ Focus: Design, Design-Build, Construction Management, Cost Engineering

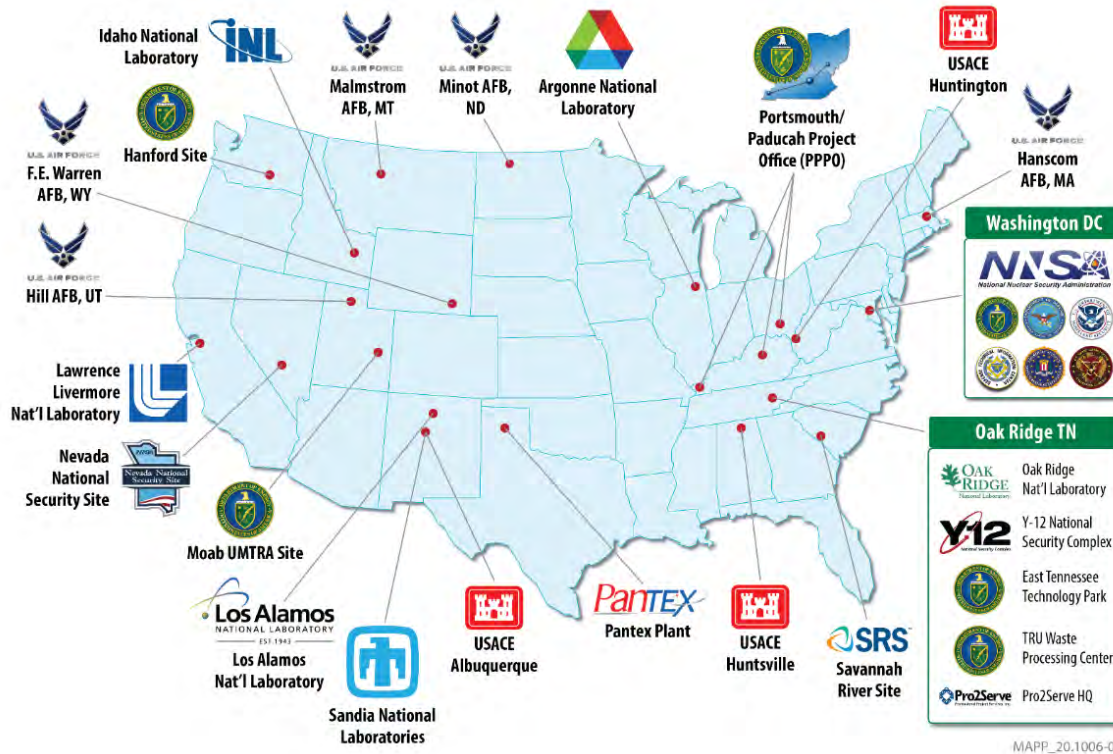


3-D View of LANL Crystal Laboratory Project developed in BIM

- ▶ **We have a variety of ways to engage with us**

- ▶ Multiple DOE/NNSA contract vehicles - Local and Nation Wide
- ▶ USACE Cost Engineering Services Contract (pending in Dec. 2022)
 - Full Suite of cost engineering services
 - \$226M Capacity available to all USACE districts and Federal agencies

Contacts



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bigelowb@p2s.com

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childsm@p2s.com

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Northern Virginia Post



Photo By Duane Lempke



SAME NoVA Post 7th Annual Business-to- Business Engagement

Design with
community in mind



Stantec at a glance

1954

Stantec
founded

\$5.2 billion

Market
Cap (\$CAD)

27,000+

Employees
globally

STN

Traded on
NYSE & TSX

6

Continents
we operate in

350

Locations
worldwide



Stantec's Business Lines



Infrastructure

- Federal
- Bridges
- Community Development
- Roadways
- Transit & Rail
- Water



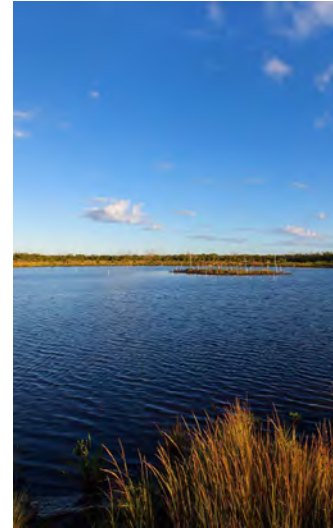
Environmental

- Federal
- Buildings
- Community Development
- Mining
- Oil & Gas
- Power
- Transportation
- Water



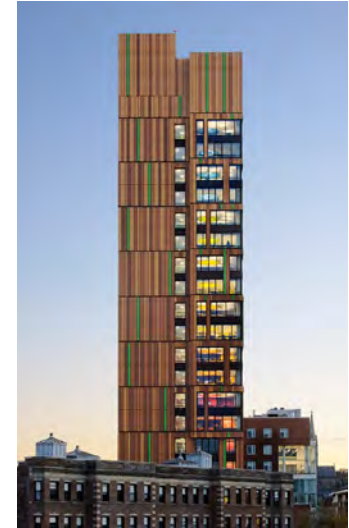
Energy & Resources

- Federal
- Mining
- Oil & Gas
- Power
- Waterpower & Dams



Water

- Federal
- Client Enterprise Systems
- Conveyance
- Waste Management
- Wastewater Treatment
- Water Resources
- Infrastructure
- Water Resources
- Planning & Management
- Water Treatment
- Wet Weather Flow & Urban Stormwater



Buildings

- Federal
- Airports & Aviation
- Civic
- Commercial
- Education
- Healthcare
- Industrial Buildings
- Science & Technology

Buildings

Beyond trendy to truly transformative to support mission

Sectors

Airports & Aviation

Civic/Federal

Commercial

Education

Healthcare

Industrial Buildings

Science &
Technology



Energy & Resources

We approach project innovation from all angles

Sectors

Mining

Oil & Gas

Power

Waterpower & Dams



Environmental Services

Experts on the leading edge of environmental science and engineering

Sectors

Buildings

Community Development

Mining

Oil & Gas

Power

Transportation

Water



Infrastructure

Strong projects don't just happen—they're by design

Sectors

- Bridges
- Community Development
- Roadways
- Transit & Rail
- Water



Water

Delivering the right solution
the first time, every time

Sectors

Client Enterprise Systems

Conveyance

Waste Management

Wastewater Treatment

Water Resources

Infrastructure

Water Resources

Planning & Management

Water Treatment

Wet Weather Flow &

Urban Stormwater



An aerial photograph of a tropical island, likely in the Pacific. The island is characterized by lush green vegetation on its outer edges and a large, irregularly shaped brown area in the center, which could be a forest, a cleared area, or a specific geographical feature. The island is surrounded by dark blue water, with scattered white clouds visible in the sky and over the water.

THANK YOU!

Society of
SAME
American Military Engineers



NoVA
Northern Virginia Post



Photo By Duane Lempke

Melwood

Mark Hegarty
VP of Business Development
571-263-9832 MaHegarty@Melwood.org

Oct 2022

melwood.org

©2018

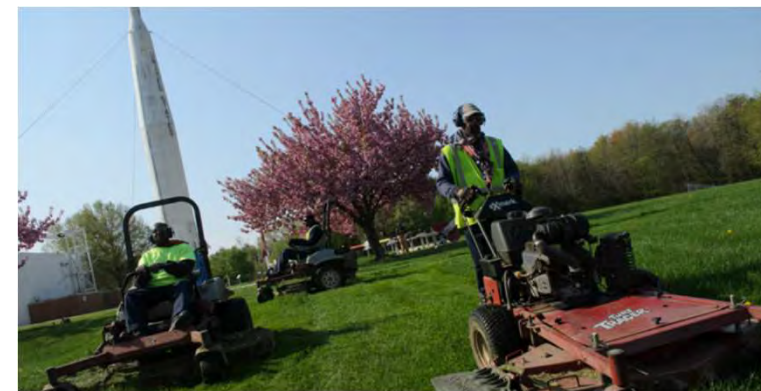


What's In It For Me (WIFM)

- Why Melwood?
 - Capabilities
 - Experience
 - Past Performance
 - Relationships
 - Good Karma Credit!

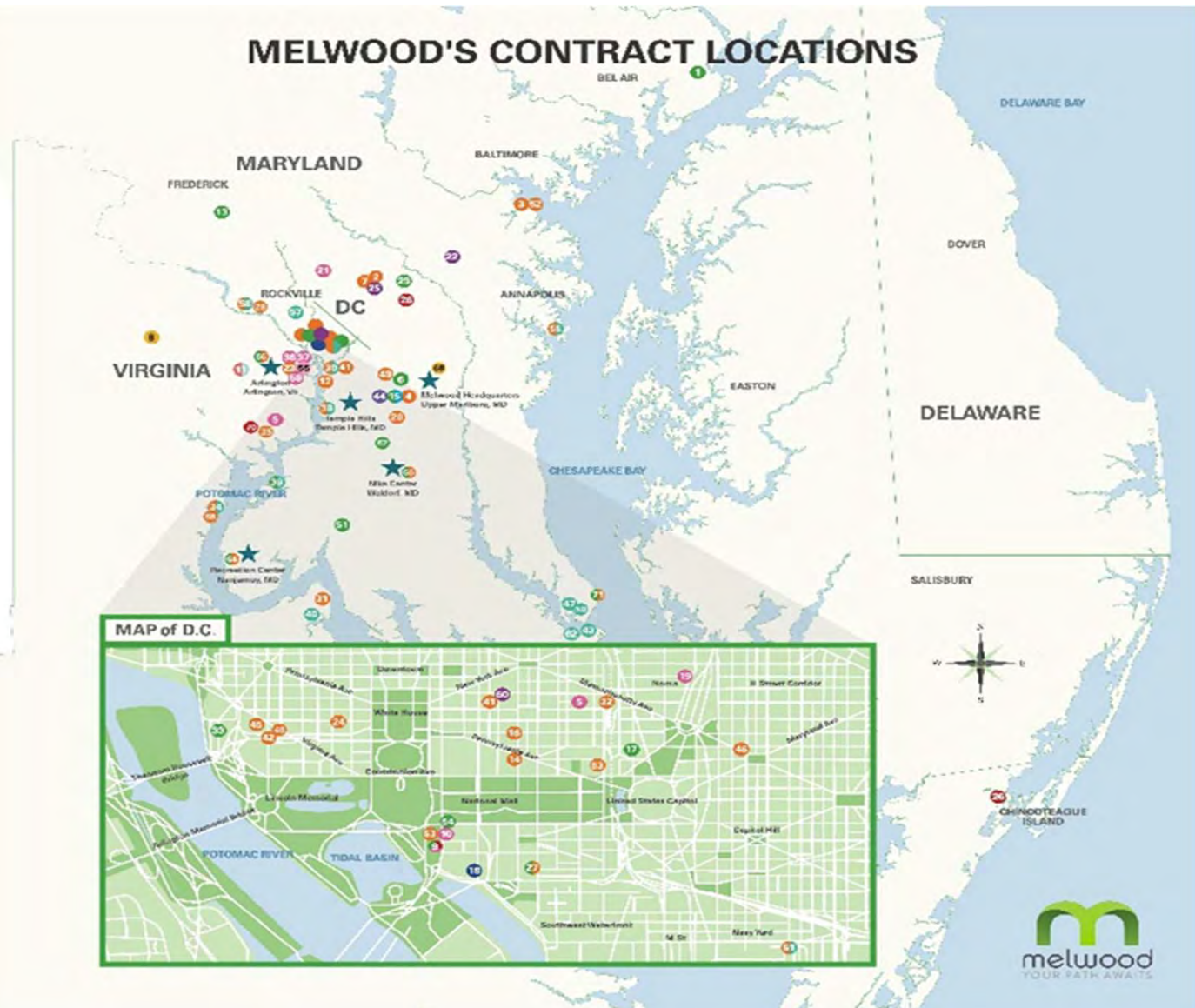
Melwood Business Services

- **Total Facilities Management**
- **Custodial Services**
- **Landscape & Horticulture Services**
- Mailroom and Distribution
- Records Management
- Warehousing & Fulfillment
- Staffing / Administrative Services



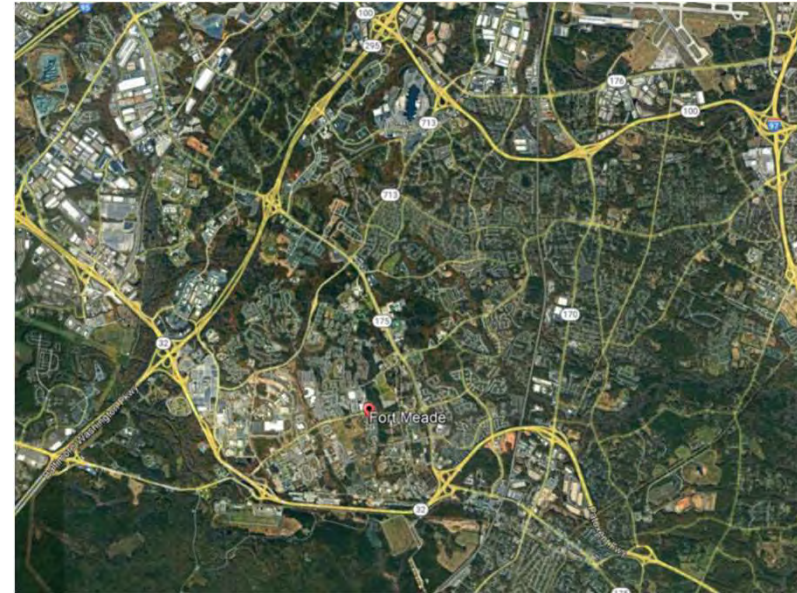
- 1 Aberdeen Proving Grounds (APG)
- 2 APHS (USDA)
- 3 Americas (Building 184 at Coast Guard)
- 4 Andrews Air Force Base - AAFB (Subcontract to Chimes)
- 5 Army Corps of Engineers (ACE I and ACE II)
- 6 Army Reserve Center (ARC)
- 7 Beltsville Agricultural Research Center (USDA / BARC)
- 8 Bureau of Alcohol, Tobacco, Firearms, and Explosives
- 9 Bureau of Engraving and Printing (BEP)
- 10 Defense Advanced Research Projects Agency (DARPA)
- 11 Defense Health Headquarters (DHHQ)
- 12 Department of Energy - Naval Reactors Laboratory (DOE - NRL)
- 13 Department of Energy, HQ (DOE)
- 14 Department of Justice (DOJ)
- 15 Dover House Campus
- 16 Federal Bureau of Investigation (FBI)
- 17 Federal Bureau of Prisons (FBOP)
- 18 Federal Communications Commission Contracts & Purchasing Center (FCC)
- 19 Federal Energy Regulatory Commission (FERC)
- 20 Federal Law Enforcement Training Center (FLETC)
- 21 Food and Drug Administration (FDA)
- 22 Fort George G. Meade (FGGM) US Army Garrison
- 23 Fremont (GSA)
- 24 General Services Administration Central Office Building (GSA, HQ)
- 25 George Washington Carver Center (GWCC)
- 26 Goddard Space Flight Center (NASA)
- 27 Housing and Urban Development (HUD)
- 28 Camerock (NDW)
- 29 James J. Rowley Training Center (JUSIS)
- 30 Joint Base Annapolis-Soling
- 31 Joint Warfare Analysis Center (JWAC)
- 32 Judiciary Square (GSA)
- 33 Kennedy Center
- 34 Marine Corps Base Quantico
- 35 Fort Belvoir/PEO Soldier
- 36 National Credit Union Administration (NCUA)
- 37 National Endowment for Humanities (NEH)
- 38 Naval Research Laboratories
- 39 Naval Support Facility Indian Head (Indianhead/Stumpneck)
- 40 Naval Surface Warfare Center Dahlgren
- 41 New Executive Office Building/ Remote Delivery Site (NEOB/RDS) / GSA
- 42 Tetidek (Potomac Annex Bldg 1-5)
- 43 Patuxent River Naval Air Station
- 44 Peace Corps
- 45 Potomac Annex- Navy HR Complex (GSA)
- 46 Senate Employee Child Care Center / Architect of the Capitol
- 47 Solomon Annex
- 48 Potomac Annex E,C,S (GSA)
- 49 U.S. Census (GSA)
- 50 Solomon's Island (NDW)
- 51 Town of La Plata
- 52 United States Coast Guard (USCG) - Cutters, Curtin Bay
- 53 United States Courthouse (USCH) / GSA
- 54 United States Department of Agriculture Headquarters Building (USDA HQ)
- 55 United States Department of State
- 56 United States Naval Academy (USNA)
- 57 US Naval Observatory
- 58 US Naval Surface Warfare Center (Corderock)
- 59 United States Patent and Trademark Office
- 60 United States Secret Service Headquarters
- 61 Washington Navy Yard
- 62 Webster Field
- 63 Veves (GSA)
- 64 Administrative Services
- 65 Document Conservation
- 66 Embroidery Services
- 67 Horticulture
- 68 Janitorial
- 69 Landscaping
- 70 Linen/Bedding
- 71 Mail/Fulfillment
- 72 Melwood Main Locations
- 73 Printing Services
- 74 Recycling
- 75 Reprographics
- 76 Total Facilities Management
- 77 Warehouse Fulfillment

MELWOOD'S CONTRACT LOCATIONS





Projects



Value to You

- **Capabilities**
 - Proven Processes & Procedures
 - 20+ years of Experience and Past Performance
- **Relationships**
 - NAVFAC, Army, NASA, DOE, BEP, USDA, DOJ, etc.
- **Locations.** D.C., Maryland, Virginia
 - **Fort Belvoir BOS – We would like to discuss being on Your Team**
- We are open to **Subcontracting**
- Open to **JV Discussions**



Society of
SAME
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Northern Virginia Post



Photo By Duane Lempke



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American Military Engineers

**SAME Northern Virginia Post
Business-to-Business Engagement Event
Steve Mitchell, P.G . & Debbie Hoffman
Tetra Tech, Inc.
www.tetrattech.com
6 October 2022**

Tetra Tech at a Glance



19 years
in a row



13 years
in a row



9 years
in a row



6 years
in a row

DESIGN RANKINGS

4 Top 500 Design Firms

- 1 Treatment/Desalination
- 2 Dams & Reservoirs
- 2 Pure Designers
- 2 Sewer & Waste
- 2 Wind Power

ENVIRONMENTAL RANKINGS

4 Top 200 Environmental Firms


- 1 Water Treatment/Supply
- 2 Environmental Science
- 2 Solid Waste
- 4 Engineering/Design
- 5 Environmental Firms in International Markets

TETRA TECH SNAPSHOT

WORKS IN
100+
COUNTRIES

7
CONTINENTS

Publicly traded
on NASDAQ as



\$3.2 billion
ANNUAL REVENUE

WORKS ON
70,000
PROJECTS
ANNUALLY


450
OFFICES
WORLDWIDE

21,000 ASSOCIATES

ENR RANKINGS

- #1 Environmental Management
- #1 Hydro Plants
- #1 Water
- #1 Water Treatment/Desalination

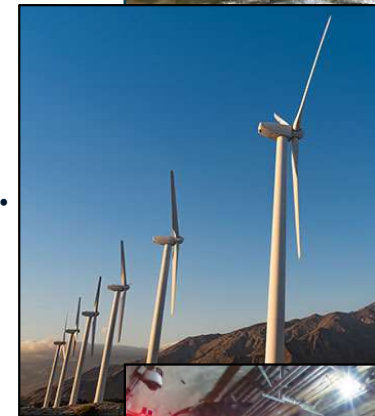
20,000
CLIENTS



With 450 offices worldwide we can respond quickly to our clients' needs.

Tetra Tech Service Focus

- **Leading With Science®** - Addressing our clients' most complex needs as a premier, worldwide consulting and engineering firm.
- **One Water** - Integrated water solutions design, water supply quality/quantity management, treatment, and risk mitigation.
- **Healthy Environments** - Natural & built environment assessment, feasibility study, design, restoration and protection.
- **High Performance Buildings** - Sustainable infrastructure design, modernization, asset management, security & technology integration.
- **Resilient Society** - Greenhouse gas mitigation, climate adaptation planning, resilient infrastructure design, and disaster response.
- **Energy Modernization** - Next generation on-shore / off-shore wind, utility-scale solar, blue hydrogen, and hydroelectric engineering.
- **Technology Solutions** - Field technology (e.g., LiDAR), data analytics and GIS, cloud migration and microservices, cybersecurity, and more.



Tetra Tech Recent Contract Experience



- **USACE Baltimore** – Multiple Award Military Munitions(MAMMS)
- **USACE Philadelphia** – Biological & Environmental Services
- **USACE New England** – Callahan Mine Superfund Remedial Action (RAC)
- **USACE Huntington** – Engineering Design, Dam Safety (DSMMCX)
- **USACE Kansas City** – A-E HTRW MATOC, Pre-Placed Remedial Action (PRAC)
- **USACE Omaha** – Environmental Remediation Services (ERS)
- **USACE Louisville** – Civil Works, Design & Planning; Environmental Restoration
- **USACE Huntsville** – Environmental Remediation, Petroleum Facilities
- **USACE Savannah** – Civil Works
- **USACE Tulsa** – Environmental Services
- **USACE San Francisco** – A-E Civil Works and Environmental
- **USACE Los Angeles** – A-E Civil Works; A-E Geotechnical
- **USACE Seattle** – Preplaced Remediation Action Contract (PRAC)
- **USACE Mobile** – Civil Works; Planning & Design; Environmental Restoration; Compliance



Tetra Tech Recent Contract Experience (Cont.)



- **US Army Chemical Materials Activity (CMA)** – Comprehensive Transition Planning
- **National Guard Bureau** – AE Services Nationwide Air & Army National Guard
- **Air Force Installation Contracting Center** – Title I, Title II, Other AE Services
- **Air Force Life Cycle Mgmt Center** – Small Business Enterprise Applications
- **AFCEC** - Worldwide Fuels Infrastructure for Petroleum, Oil, Lubricants
- **AFCEC** - A-E Services, Environmental Programs Worldwide
- **USACE Louisville District** – AE Services Air Force Reserve Command
- **USAFE** - Environmental Services and Construction (ESC)
- **NAVFAC Atlantic** – Biological & Natural Resource Planning, Compliance
- **NAVFAC Atlantic** – Comprehensive Long Term Environmental Action Navy
- **NAVFAC Mid-Atlantic** – Environmental Studies & Remediation.
- **NAVFAC Southwest** – Environmental Multiple Award Contract (EMAC), Surveying
- **NAVFAC Expeditionary Warfare Center** – A-E Services Petroleum, Oil and Lubricants
- **NAVSEA NSWC Dahlgren** – SeaPort Next Generation Unrestricted Environmental
- **Coast Guard Shore Infrastructure Logistics Center** – Nationwide Environmental MATOC



Tetra Tech Teaming and Subcontracting



Tetra Tech strives to ensure small business partners have the opportunity to make valuable contributions to teams and the agency mission, seeking out businesses with unique technical expertise, a commitment to safety, a proven record of excellence, and qualities fostering harmonious operational teamwork.

We have:

- ✓ **Built successful relationships** – Participated in mentor-protégé programs since the early 1990s, mentoring at least 50 firms in that time period.
- ✓ **Leveraged team skills effectively** – Subcontracted **>\$1 Billion** to small business partners since 2007, whom we've supported to win contracts of their own.
- ✓ **Valued team diversity** – Sustaining business relationships with partners from every socioeconomic small business category, for which we are proud.
- ✓ **Earned recognition** – Our small business participation program has most recently been recognized with the **Small Business Administration's Dwight D. Eisenhower Award For Excellence' in Services Category (2022)**, and the **Society of American Military Engineers Large Business Award (2021)**.



Tetra Tech Points Of Contact



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Society of
SAME
American Military Engineers



NoVA
Northern Virginia Post



Photo By Duane Lempke



AFG Group, Inc.

About Us



100+
employees and growing



2,500+
projects to date



Projects in
20+
States

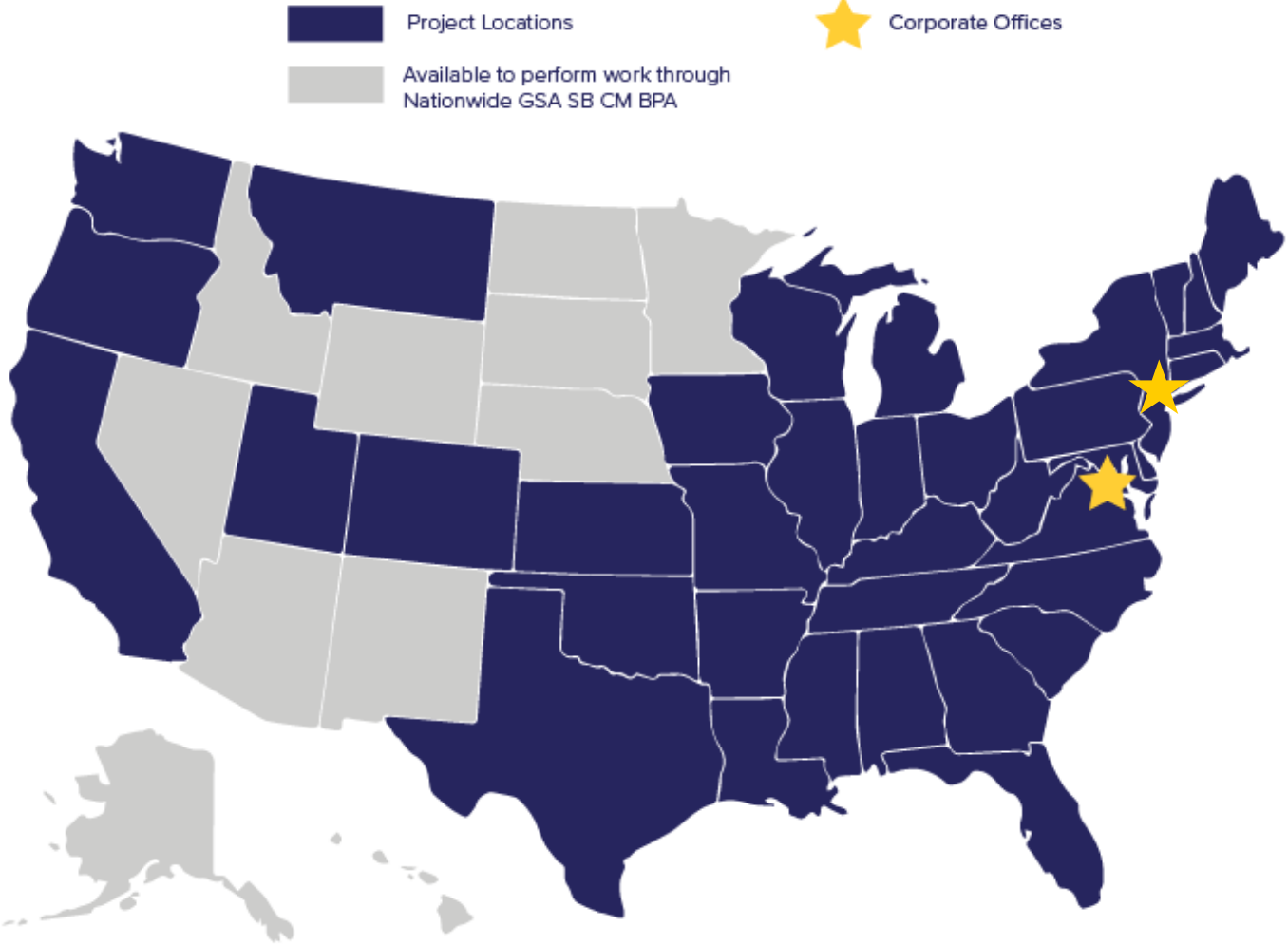


30
Years in Business



\$10 B
\$10+ Billion in
Construction Value

Where We Work



Clients



The State of New Jersey
Schools Development Authority



US Army Corps
of Engineers®



National Park Service
U.S. Department of the Interior

Services for the Entire Facility Life Cycle



WHS Program Support

Arlington, VA



Client: Markon/WHS
Services: Construction Management,
Scheduling, Cost Estimating
Construction Value: \$54M

GSA DHS HQ St Elizabeths Campus

Washington, DC



Client: GSA

Services: Construction Management,
Scheduling, Cost Estimating, Historic
Preservation

Construction Value: \$750M

**Awarded 2019 & 2021 CMAA National
Capital Chapter Project of the Year**

NAVFAC SE PWS Panama City CMS IDIQ

Panama City, FL



Client: ATI Solutions / NAVFAC SE
Services: Construction Management
Construction Value: \$2.8M

USACE Mobile - A-E Services to Support the BUILDER SMS Program

Various Locations



Client: HDR/USACE Mobile
Service: Construction Management,
Asset Management
Construction Value: \$434K

NIST Building 245 Modernization Washington, DC



GSA Pensacola Federal Courthouse Pensacola, FL



GSA HHS Regional HQ Renovation Philadelphia, PA

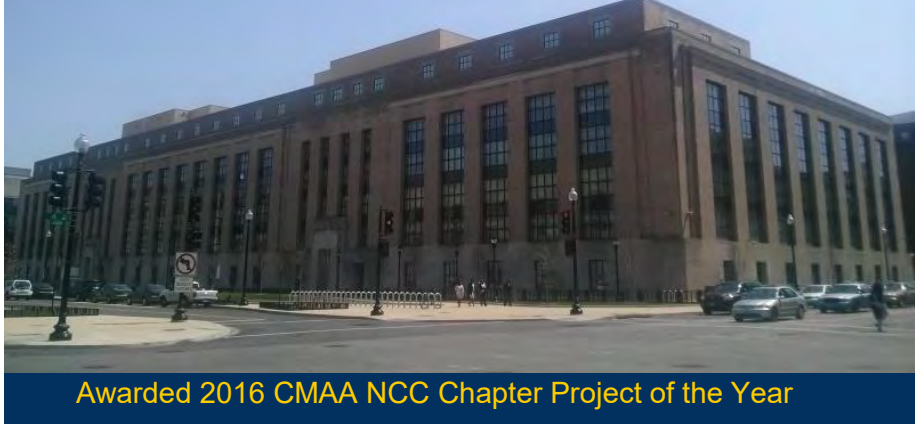


Awarded 2018 CMAA Mid-Atlantic Chapter Project of the Year

GSA JJ Pickle Federal Building Austin, TX



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

2018 – Present

- 2022**
 - CMAA National Project Achievement Award
 - CMAA Florida Chapter Project Achievement Award
 - NIH Group Award
 - SAME Robert B. Flowers Small Business of the Year Award
 - SMPS Marketing Communications Awards - National Merit Award
 - Zweig Marketing Excellence Awards (2)
- 2021**
 - CMAA National Capital Chapter Project of the Year (2)
 - ENR Top 100 Construction Managers
 - GSA Small Projects Award – National Building Museum
 - Inc. Top 5000 Fastest Growing Firms in the DC Region
 - NIH Directors Award – All of Us Research Lab Renovation
 - SMPS DC Marketing & Communications Awards – Honorable Mentions
 - Inc. 5000 Fastest Growing Firms in the U.S.
 - WBJ Top 75 Fastest Growing Firms in the Washington, DC Region
- 2020**
 - CMAA National Capital Chapter Project of the Year
 - ENR Top 100 Construction Managers
 - NIH Directors Award – QA Program
 - WBJ Top 75 Fastest Growing Firms in the Washington, DC Region
- 2019**
 - WBJ 75 Fastest Growing Companies in Greater Washington Region
 - ENR Top 100 Construction Managers
- 2018**
 - CMAA National Project Achievement Award
 - CMAA National Capital Chapter CM Excellence Award
 - CMAA Mid-Atlantic Chapter Project of the Year Award
 - ENR Top 100 Construction Managers
 - ENR Mid-Atlantic Area - among the area's top 50 CM firms
 - ENR NY Tri-State Area - among the area's top 65 CM firms



National Institutes
of Health



Contact



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DoD Market and Operations Director
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SAME NoVA Post 7th Annual Business-to-Business (B2B) Engagement

National Museum of the U.S. Army at Fort Belvoir
October 6, 2022

Photo By Duane Lempke



SPECIAL THANKS TO OUR POST'S 7TH ANNUAL BUSINESS-TO-BUSINESS (B2B) ENGAGEMENT SPONSORS

