

10th Annual Joint DC & NOVA Posts Small Business & Government Conference

*Building A/E/C Industry Knowledge and
Developing Client Relationships for a
Successful Tomorrow*

Thank you to our sponsors!



Conference Schedule

Wednesday, February 22, 2017

9:00 am	2:30 pm	Exhibitor and Sponsor Set-up
11:30 am	1:00pm	Open Registration, Check-in, Matchmaking Appointment Scheduling
1:00 pm	2:30 pm	Bootcamp Session (Ballroom): Cyber Securing DoD Control Systems to Protect Buildings and Companies -and- Acquisition Reform and Procurement Challenges for the A/E/C Industry <i>Speakers: Daryl Haegley, OCP, CCO, Program Manager, Office of the Deputy Under Secretary of Defense; Wanda Lenkewich, CxA, LEED AP, President of Chinook Systems Inc.; LCDR Josephine Long, U.S. Coast Guard Office of Port & Facility Compliance</i>
2:45 pm	4:15 pm	Technical Workshop (Arlington Room): Secrets to the Subcontractor Selection Process <i>Speaker: Susan Merrigan, FSMPS, CPSM, Senior Marketing Manager, SOM</i> Technical Workshop (Williamsburg Room): Driving Success through Mentor-Protégé Relationships <i>Speaker: Shawn Ralston, Small Business Liaison Officer, National Governments, AECOM</i>
3:00pm	7:15pm	Exhibit/Sponsor Hall Open
5:00 pm	7:00 pm	Welcome Reception (Ballroom) Join us for networking, cocktails/appetizers, and a welcome from our hosts: <ul style="list-style-type: none"> • Michael Blount, FSAME – SAME National President, Vice President Navy Programs, AECOM • Pete Mueller, FSAME – SAME Northern VA Post President, Director, Planning and Project Management, Architect of the Capitol • Susan Merrigan – SAME Washington, DC Post President, Senior Marketing Manager, Skidmore, Owings & Merrill LLP
7:15 pm	8:30 pm	Restaurant Roundups

Thursday, February 23, 2017

7:30 am	4:00pm	Sponsor/Exhibitor Halls Open for Networking
7:30 am	8:30 am	Open Registration, Check-in, Matchmaking Appointment Scheduling
8:30 am	10:30 am	Key Note Breakfast (Ballroom): Market Trends and Outlook for the Federal AEC Construction Market <i>Speaker: Carey Webster, Deltek Director, Federal Information Services, Deltek -and- Addressing Resilience for Communities, Speaker: Neal T. Wright, PE, PMP, F.SAME, Vice President, Dewberry</i>
10:45 am	12:00 pm	Technical Workshop (Williamsburg Room): Strategic Proposal Development <i>Speaker: Jeffrey Shen, Vice President, Red Team Consulting</i>
12:00 pm	2:00 pm	Lunch Networking and Federal Panel Discussion (Ballroom) <i>Panelists: Dennis Milsten, Department of Veterans Affairs; Anthony Hutcherson, Architect of the Capitol; USACE Baltimore District; David A. Canada, U.S. Agency for International Development; Elizabeth Harrington, Washington Headquarters Services</i>
2:15 pm	3:45 pm	One-on-One Business Matchmaking (Ballroom) - Small business firms: Schedule face-to-face appointments with USACE Baltimore District, U.S. Coast Guard, USAID, WHS, DOE, VA, DARPA, AOC, USACE Institute for Water Resources, DC PEPCO/Exelon, AMEC Foster Wheeler, Booz Allen Hamilton, CDM Smith, Chenga Security, Clark Construction, EA Engineering, Science & Technology, Gannett Fleming, Grunley Construction, Jacobs, Leo A Daly, LMI, Marstel Day, Parsons, PRIME AE, SCS Engineering, SOM, and more! Check the matchmaking schedule for a complete list.

Speakers



Daryl Haegley, GICSP, OCP, Control Systems Cybersecurity, OASD Energy, Installation & Environment

Daryl Haegley has 30 years of military, federal civilian and commercial consulting experience, currently overseeing the cybersecurity risk management effort to secure control systems / operational

technology / platform information technology of real property, geospatial, and energy systems for the Department of Defense (DoD). He leads DoD policy, security assessments, cyber range capability developments, scorecard requirements and system authorization via the Risk Management Framework (RMF) process improvements. Contributing author to NIST SP 800-82 R2 'Guide to Industrial Control Systems Security,' Unified Facilities Criteria 4-010-06 'Cybersecurity of Facility-Related Control Systems' and Springer publication 'Security of Industrial Control Systems.' He maintains four certifications, three Masters' degrees, two college tuitions & one patent.



Wanda Lenkewich, CxA, LEED AP, President, Chinook Systems Inc.

Wanda Lenkewich is the President of Chinook Systems, Inc., a multi-disciplinary facilities engineering firm committed to delivering lifecycle energy security solutions for mission critical facilities. She focuses on delivering sound, innovative operational strategies

and technology solutions to facility owners, allowing them to maximize energy efficiency, and eradicate cyber security risks. Ms. Lenkewich is an active member in industry organizations and is a member of the executive committee of the DC Chapter of the Control System Cyber Security Association International (CS)2AI.

LCDR Josephine Long, U.S. Coast Guard Office of Port & Facility Compliance

LCDR Long is the Critical Infrastructure Branch Chief within the Office of Port & Facility Compliance. She oversees the development and implementation of cybersecurity policy. She enlisted in the U.S. Coast Guard, and later graduated Officer Candidate School. LCDR Long earned a M.A. in Urban Affairs and Public Policy from the University of Delaware in 2014.



Susan Merrigan, FSMPS, CPSM, SAME Washington, DC Post President, Senior Marketing Manager, SOM

Susan Merrigan is the Senior Marketing Manager for SOM's DC office and directs its marketing and business development initiatives, with a focus on large federal pursuits. Over the past 20 years, Susan has

led over 1,000 proposal efforts for top tier design firms, ranging from small task order contracts to multi-billion dollar

headquarter facilities. She is highly regarded for bringing industry best practices to the proposal process, and is well-versed in teaming with small business consultants on pursuits. Her skills and expertise were honed through years with such architecture and engineering design firms as SOM, Perkins+Will, AECOM, Leo A Daly, and Stantec. She has been honored as a Fellow of the Society for Marketing Professional Services (SMPS) for her marketing and business development knowledge. Susan received an MBA from the University of Florida, Masters in Communication from American University, and Bachelor of Arts in Communication, Law, Economics, and Government from American University.



Shawn Ralston, Small Business Liaison Officer, National Governments, AECOM

Mr. Ralston is the Small Business Liaison Officer for the Design and Consulting Services Group's National Governments Business Line at AECOM. Mr. Ralston's responsibilities include oversight of the small business reporting, mentor-protégé

agreements, and outreach efforts. In addition, Mr. Ralston also provides strategic guidance around small business legal and regulatory matters. Prior to joining AECOM, Mr. Ralston spent seven years at Booz Allen Hamilton where he managed their mentor-protégé program. Before Booz Allen Hamilton, Mr. Ralston worked for United States Senator John Warner (VA) where he was responsible for a variety of legislative areas including small business, government contracting, and grants. Mr. Ralston holds a Bachelors of Arts degree from the University of Virginia, a Master of Science degree from Virginia Commonwealth University, and a Juris Doctorate Degree from George Mason University's School of Law.



Michael Blount, FSAME – SAME National President, Vice President Navy Programs, AECOM

Capt. Michael L. Blount, P.E., LEED AP BD&C, Assoc. DBIA, F.SAME, USN (Ret.), is currently Vice President of Navy Programs with AECOM. He previously was Vice President of the Federal Center of Excellence for Balfour Beatty

Construction. Before joining the private sector, he served in the U.S. Navy. Command positions included: Commanding Officer, Naval Facilities Engineering Command, Southeast, Jacksonville, Fla.; Commander, 30th Naval Construction Regiment, Pearl Harbor, Hawaii; Public Works Officer and Officer-in-Charge of Construction, Naval Air Station Sigonella, Italy; and Commanding Officer, Naval Mobile Construction Battalion 1, Gulfport, Miss. Capt. Blount has served in numerous SAME leadership positions. He is an Instructor at Norwich University, which he has continued since 2006, and a member of the DBIA, Federal Sector Committee and Chi Epsilon, National Civil Engineering Honor Society.



Pete Mueller, FSAME – SAME Northern VA Post President, Director, Planning and Project Management, Architect of the Capitol

Peter W. Mueller joined the Office of the Architect of the Capitol as Director of Planning and Project Management in January 2016. In this role, he oversees a central support organization which provides architecture and engineering design, project and construction management, in-house construction, preservation, and sustainability and energy management. Mr. Mueller has over 30 years of public and private sector experience in engineering, construction and project and program management. He began his professional career as an Army Engineer Officer. Throughout his 27-year Army career, he served in numerous command and staff positions, which culminated with the rank of Colonel and service as the Commander and District Engineer for the USACE Baltimore District where he oversaw the execution of military construction, civil works and environmental programs in excess of \$2 billion annually. Mueller holds a Bachelor of Science degree in Civil Engineering from the University of Utah, a Master of Science degree in Civil Engineering from the Massachusetts Institute of Technology and a Master of Science Degree in National Resource Strategy from the Industrial College of the Armed Forces, Fort McNair, Washington, D.C. He is a registered Professional Engineer in the Commonwealth of Virginia and a certified Project Management Professional. Along with numerous military awards, he was inducted into the U.S. Army Officer Candidate School Hall of Fame in 2009 and is a Fellow in the Society of American Military Engineers.



Carey Webster, Deltek Director, Federal Information Services, Deltek

Carey Webster, Sr. Director of Research, is responsible for leading the team that provides market research to Deltek's federal product suite. Webster came to Deltek from its acquisition of INPUT in 2010 and has worked for Deltek for 13 years. Prior to Deltek, she

held sales roles at federal resellers.



Neal T. Wright, PE, PMP, F.SAME, Vice President, Dewberry

Neal Wright, PE, PMP is a Vice President, the Department of Defense market segment leader, and office principal for Dewberry in its Virginia Beach office, where he leads initiatives for delivering services to the U.S.

Departments of Defense and Veterans Affairs.

Prior to Dewberry, Neal held Vice President positions at both AECOM and Michael Baker Jr. Inc., and was Chief Engineer of the Virginia Port Authority. He also served over 22 years in the U.S. Army, retiring as a Lieutenant Colonel and completing his military career as the Deputy District Engineer for the

Baltimore District, U.S. Army Corps of Engineers. Neal serves on the National Board of SAME as Chairman of the SAME Credentials Committee, is the Fellow Representative on the Hampton Roads and Central Virginia posts, and is a member of the Board of Directors for the Virginia Society of Professional Engineers. Neal is a Fellow of SAME, ASCE and NSPE, a member of the Project Management Institute, and is a life member of both the Society of American Military Engineers and the Army Engineer Association.



Jeffrey Shen, Vice President, Red Team Consulting

Jeffrey Shen is Vice President and General Manager at Red Team Consulting bringing 20 years of proven leadership and expertise in federal contracting, corporate strategy, and business development. Since joining the company in 2006, Mr. Shen has been

responsible for developing and delivering the company's corporate growth strategy and ensuring successful delivery and profit and loss of all supported programs. His career in management and consulting include working with U.S. corporations and public sector clients in the areas of capture management, strategic planning, and acquisition planning. He has delivered business strategy and technology solutions to the U.S. Federal government and Fortune 500 companies worldwide on contracts totaling over \$30 billion. He regularly works with senior government executives and acquisition officials and has been a featured speaker at various summits and conferences in the past on topics such as Acquisition Strategies, Proposal and Capture Management, and Business Development.



Dennis Milsten, Department of Veterans Affairs

Dennis Milsten is the Associate Executive Director, Office of Operations for CFM. He previously served as the Associate Executive Director of CFM's Office of Programs and Plans, Chief of the Quality Assurance Service in CFM, and Contracting Officer in the design

and construction group. Mr. Milsten started working for CFM in March 2006 after leaving his private Construction Management and Business Development practice. His previous assignments included tours with the Army Corps of Engineers, Department of Treasury, and several private architect engineer firms. He led PMC's Quality Assurance effort, a joint venture managing the design and construction of the airports expansion program for the Washington Metropolitan Airports Authority. He was also the Design and Construction Management team leader for the Pentagon Renovation. Mr. Milsten held numerous Resident Engineer and Contract Administration positions with the Corps of Engineers and was the lead instructor for the Corps Prospect Course, Construction Quality Management

and taught Construction Contract Administration. Mr. Milsten graduated from the Virginia Military Institute with a BS in Civil Engineering and served three years on active duty with the Army. He is a Certified Construction Manager and an EIT in the Commonwealth of Virginia.



Anthony Hutcherson, Architect of the Capitol

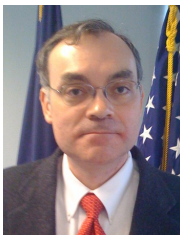
Anthony “Tony” Hutcherson is the Architect of the Capitol’s Chief of Acquisition and Material Management. He brings to the Architect of the Capitol more than 32 years of procurement experience working for the Air Force, Navy, and White House. As a procurement officer, Hutcherson has procured everything from toilet paper to top-secret items.



William Tully, Capital Area Program Office (CAPO) Manager, USACE Baltimore District

Mr. Tully has 24 years of federal service, all with the U.S. Army Corps of Engineers in both the New York District and Baltimore District Offices. He is currently serving as Capital Area Program Office (CAPO) Manager, USACE Baltimore District and is responsible

for project execution throughout the National Capital Region, supporting notable customers at Ft. Belvoir, the Pentagon, and Joint Base Myer Henderson Hall. Before his current position, Mr. Tully served as deputy program manager on the Baltimore District team responsible for the delivery of the National Geospatial Intelligence Agency (NGA) headquarters in Springfield, VA, a \$1.7B campus providing 2.4M square feet for 10,000 employees. Mr. Tully holds a Bachelor of Engineering degree in Civil Engineering and a Master of Engineering degree in Environmental Engineering.



David A. Canada, U.S. Agency for International Development

David Canada is a Program Manager for the Office of Small and Disadvantaged Business Utilization (OSDBU) at the United States Agency for International Development (USAID). He manages their Mentor Protégé and Subcontracting Programs. He also serves

as the point of contact with Veteran Owned Small Businesses. A demonstrative small business advocate and seasoned acquisition professional, David joined the USAID OSDBU office from the Department of Veterans Affairs (VA) OSDBU office in 2011. He served as a Senior Procurement Analyst and Team Leader in VA’s OSDBU prior to joining USAID. His background includes serving as an acquisition and logistics professional for the VA and the Department of the Air Force. Prior to coming to Washington DC to serve in the VA OSDBU office, he supported Veterans Health Care Systems in Texas and California. Prior to working for the Department of Veterans Affairs, David was

a logistician with the Department of the Air Force at Kelly Air Force Base, TX. He began his federal civil service career as a Logistics Intern in January of 1987 at Cannon Air Force Base in Clovis, NM. David has a Master of Arts Degree in Public Administration and a Bachelor of Business Degree in Management. He has held Senior Level Contracting Warrants at multiple contracting offices. He served six years in the U.S. Army Reserve and Texas Army National Guard.



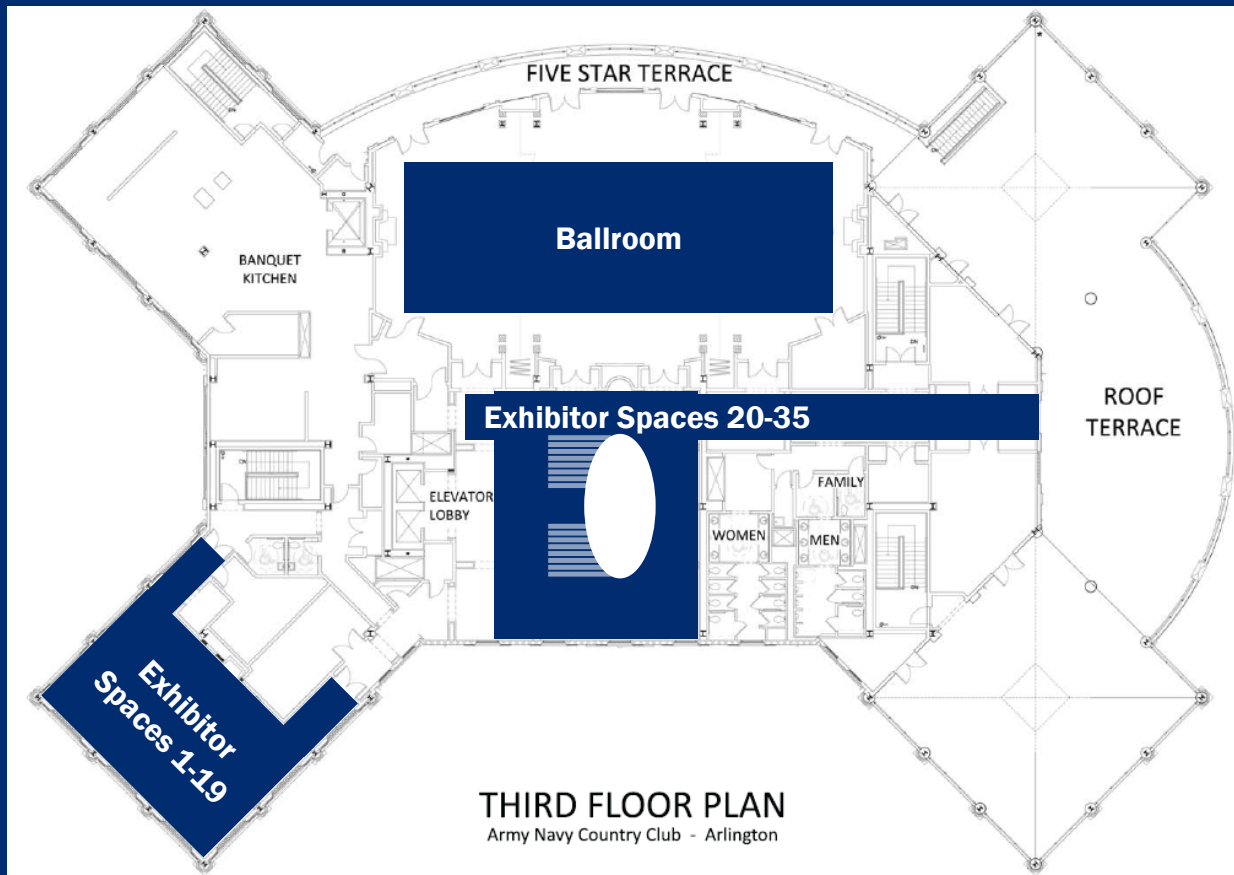
Elizabeth Harrington, Small Business Professional, Washington Headquarters Service

Elizabeth Harrington began work at the Washington Headquarters Services Office of Small Business Programs as a Small Business Professional in December 2014. Her duties and responsibilities include providing guidance

and support on small business matters to members of the WHS Acquisition Directorate and to program offices that rely on WHS AD for acquisition support. In addition, she provides guidance and assistance to the OSBP Director in a number of areas including monitoring small business program activities as they relate to regulatory-statutory compliance and assisting contract specialists and contracting offices in acquisition planning, and early involvement and documentation using the DD Form 2579 Small Business Coordination Record. She assists in the development and implementation of small business education and training for WHS AD and to DoD acquisition program offices. She conducts vendor meetings and plans and participates in many small business outreach events. Prior to her appointment at OSBP, Ms. Harrington worked as a contract specialist with the WHS Acquisition Directorate in the Enterprise Office of the Secretary of Defense (EOSD), where she gained experience in procuring knowledge-based services. She began work with the Federal Government as a corporate intern at the Defense Logistics Agency, Aviation in Richmond, Virginia. Upon completing the intern program, Ms. Harrington served as a Contracting Officer at DLA Aviation. She then transitioned to Defense Logistics Agency – Energy where she worked as an energy services buyer and contract specialist. Ms. Harrington has eight years of Federal Government contracting experience and holds a Level III DAWIA certification in contracting. She is currently pursuing a Master’s in Business Administration with the University of Maryland University College.

Exhibit Hall (Third Floor)

Conference Venue Map



1. Cultural Resource Analysts (CRA)
2. Chenega Security
3. Markon Solutions
4. Summer Consultants
5. Grunley Construction
6. Gannett Fleming
7. PilieroMazza
8. EA Engineering, Science & Technology
- 9-10. Food & Beverage Tables
11. Versar
12. ADTEK Engineers
13. Red Team Consulting
14. CDM Smith
15. SCS Engineers
16. DELTEK
17. Robert B. Balter Company
18. Above Green
19. Rice Associates
20. AMEC Foster Wheeler
21. ARS International
22. PRIME AE
23. Clark Construction
24. Jacobs Engineering
25. O'Connor Construction
26. Facility Engineering Associates (FEA)
27. Potomac Hudson
28. Repperio
29. Real Street Staffing
30. Aerosol Monitoring & Analysis, Inc
31. HydroCorp
32. Parsons
33. GORDON
34. Leo A Daly
35. Walter P. Moore