

SAME NoVA Post 8th Annual Business-to-Business (B2B) Engagement



**SAME NoVA 8th Annual
Business-to-Business
(B2B) Engagement**

National Museum of the U.S. Army at Fort Belvoir
October 5, 2023



**SCAN FOR
DIGITAL
PROGRAM**



Photo By Duane Lempke

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RULES OF ENGAGEMENT

- Nick Desport will announce each person's name and their firm. You can see on the schedule when it is your turn. Start coming up to the podium when the previous person starts to leave.
- You have ONLY 3 minutes. You will get a yellow warning when you have 30 seconds and red when you hit your 3 minutes. If you go over, we will cowbell you. 🥁
- All presentations will be shared afterwards on the website. Contact info for each company is in program for follow-up networking. We will also share a contact list to everyone attending.
- 10-minute break between groups of presenters
- Live Q&A only with government speakers
- The follow up is up to you. You need to reach out to other firms to connect and you should be courteous and respond to those who reach out to you.

FOR ALL ATTENDEES:

Listen to the speakers. You may not see a way that you can be teaming partners but listen to WHO they want to partner with and WHICH agencies they want to break into.

- Do you know someone else that would be a good fit as a teaming partner?
- Do you have a connection at the Agency they are looking at, or know someone else who does?
- Or do you have any advice on how to start with the Agency?

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AGENDA

Welcome Comments by President Philip Hicks

Moderator - Nick Desport

	Company	Presenter
	Welcome – Agenda, Upcoming Events	Phil Hicks, PE, PMP – NoVA Post President Charlie Perham, F.SAME – SAME National President
	Rules of Engagement	Nick Desport, RA, LEED AP BD+C, F.SAME - Moderator
1	Soil Consultants	Douglas Smith
2	Huitt Zollars	Jim Wink, PE, F.SAME
3	Dewberry	Philip Hicks, PE, PMP
4	Terra Site Constructors	Lisa Krowne
5	EA Engineering, Science and Technology	Cassandra Brown, PG
6	IMEG Corporation	Markus Henneke, PE, USAF(Ret) & Stacey Juran
7	DTS Consultants	Derek Kernus
8	Kimley-Horn Associates	Blaine Linkous, PE
9	EXP	Julie Smiley
10	SZ PM Consultants, Inc.	Chris Ley
11	Zero Waste Solutions	Jai Sharma
12	Engage Federal	Jilian Breeden, PE, LEED AP
13	Michael Baker	Ken Mobley
14	Fox Rothschild LLP	Dough Hibshman & Dana Molinari
	NAVFAC Washington	Dave Wolfel
	Break	
15	HDR	Mark Correll, PE
16	QTS Group	Ricardo Mong
17	Merdon Strategies	Christine Merdon, PE
18	M&J Engineering	Robert Carlson, MG, USA (Ret)
19	PROCON LLC	Aziz Elham
20	Woods • Peacock Engineering Consultants	Cory Sauer, PE
21	Stantec	Paul Zook
22	CCI General Contractors, LLC	Evan Barman, PE, PMP
23	PRIME AE	Ed Chamberlayne, PE, PhD, F.SAME
24	DLR Group	Emmett Ahearn, AIA
	USACE Norfolk	Mike Darrow, PE, PMP
	USACE Baltimore	David Morrow
	Break	
25	Alpha Corporation	Mike Pampalone
26	WDP & Associates Consulting Engineers	Rich Freewalt
27	Merrick & Company	Nick Desport, RA, LEED AP BD+C, F.SAME
28	Stanley Consultants	Joe Yates, PE
29	Group PMX, LLC	Michael Giaramita
30	Melwood	Mark Hegarty
31	Logos AKF	Mitch Patterson
32	Fend Incorporated	Colin Dunn, PE
33	STV	Neal Wright, PE, PMP, F.SAME
34	Flood Proofing	Kurt Luecke
35	Southland Industries	Jack Hunter & Dusty Einseln
	Networking Reception	

3. Dewberry

8401 ARLINGTON BLVD, FAIRFAX, VA

Philip Hicks, PE, PMP, 256-715-6866, phicks@dewberry.com

POCs Rob Snow, PE, PMP, 703-849-0383, rsnow@dewberry.com

Joe Wells, RA, 703-849-0107, jwells@dewberry.com

Firm Type: Architecture; Engineering; Construction; Environmental; Geospatial, Mapping, Survey; Planning, Consulting, Advisory; Technology.

Status: Large

Seeking: Partners that align with our culture, experience and service offerings.

Target Growth: Agencies: DoS OBO, NAVAC, FBI, IC

Markets: Federal (full AEC), Energy (Resilience, Decarbonization, Electrification, Small Modular & Micro Reactors)

With a legacy of more than 60 years of excellence, Dewberry is a nationwide firm of planning, design, and construction professionals. We create responsible and innovative solutions for those who own, operate, and maintain natural and built environments. We value lasting relationships, achieving our clients' visions, and celebrating in their success.

4. Terra Site Constructors, LLC

900 SHENANDOAH SHORES ROAD, STE. 100, FRONT ROYAL, VA

Lisa Krowne, 202-710-9883, Lkrowne@terrasiteco.com

Firm Type: Construction

Status: Small, Minority Owned 8(a)

Seeking: Teaming partners on Federal Contracts \$10M+ - SB or 8(a) BVSS procurements. Also, A/E firms to support D/B MACC's.

Target Growth: We are focused on Institutional Clients. Commercial, Industrial, and Infrastructure. DOD, DOI, USDA, GSA, DHS, DOE.

Terra Site Constructors specializes in self-performance of heavy civil construction including highway, bridges, retaining walls, caissons, and utilities. Our Federal Division primarily pursues horizontal and vertical construction, with some marine.

5. EA Engineering, Science, and Technology, Inc., PBC

225 SCHILLING CIRCLE, SUITE 400, HUNT VALLEY, MD
Cassandra Brown, PG, 410-824-5981,
cassandrabrown@eaest.com

Firm Type: Environmental, Engineering, and Health and Safety consulting

Status: Small business under NAICS 562910 - Environmental Remediation

Seeking: Looking to partner with small and large businesses and all socioeconomic firms.

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

EA is fully focused on developing highly integrated, interdisciplinary environmental solutions for our Federal clients. We provide comprehensive environmental services that mitigate impacts to the environment, foster environmental sustainability and stewardship, secure regulatory compliance, and advance health and safety performance. Core service areas include natural resources, site investigation and remediation (incl. munitions response), environmental, health and safety, and sustainability (EHSS) consulting and management systems, and information technology solutions.

6. IMEG Consultants Corp.

623 26TH AVE, ROCK ISLAND, IL (HEADQUARTERS)
Markus Henneke, PE, USAF(Ret) and Stacy Juran, POC:
Markus: 703-853-0219, markus.j.henneke@imegcorp.com

Firm Type: Engineering

Status: Large

Seeking: Open to all partnering opportunities.

Target Growth: Looking to increase our local and Federal/DoD markets.

IMEG - one of the largest engineering consulting firms in the U.S. with 2,400 dedicated personnel at 80 locations, focused on high performing building systems, infrastructure, and construction-related services. Specializing in civil/surveying, structural, MEP, fire protection and technology – with specialized services including architectural lighting, acoustics, commissioning and medical equipment planning. IMEG’s broad array of skills and expertise provide the knowledge clients require for their unique facility and infrastructure demands.

7. DTS Consulting

3033 WILSON BLVD, SUITE 700, ARLINGTON, VA
Derek Kernus, 703-431-4509,
derek.kernus@consultdts.com

Firm Type: Cybersecurity as a Service, Managed Security Service Provider

Status: SDVOSB

Seeking: Any partners. Primes have been adding DTS to their teams to demonstrate they have professionals to evaluate their supply chain.

Target Growth: DoD, DHS, VA.

We help government contractors meet their information security and cybersecurity requirements through remediation of technical controls, implementation of proper information security processes, and generating all the necessary documentation to demonstrate compliance.

8. Kimley-Horn and Associates, Inc.

11400 COMMERCE PARK DR, STE 400, RESTON, VA
Blaine Linkous, PE, 667-290-5616,
blaine.linkous@kimley-horn.com

Firm Type: Professional Consulting Firm

Status: Large

Seeking: Kimley-Horn is primarily looking to team with architecture firms as well as Small Businesses (e.g., architecture, engineering, and environmental).

Target Growth: Kimley-Horn is looking to increase our service capabilities to all branches of the DoD and primarily in the Southeast and Mid-Atlantic areas.

Kimley-Horn and Associates, Inc. is one of the nation's most comprehensive and respected engineering, planning, and environmental firms. Kimley-Horn's multi-disciplined team understands what it means to be a partner with DoD organizations, having done so on more than 100 projects in 13 states and overseas. Our capabilities in supporting military installations range from aviation, planning and design, stormwater, site civil design, transportation, heavy utility, traffic engineering, damage assessments, physical security, ITS, landscape architecture, permitting, and many other services.

9. EXP US Services, Inc.

1140 3RD ST NW, STE 335, WASHINGTON DC
Julie Smiley, 540-845-4999, julie.smiley@exp.com

Firm Type: Architect / Engineer

Status: Large

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

Target Growth: Non-classified: DoD, Federal, Military, GSA, Smithsonian, AOC, and Eastern Federal Land.

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 Utility.

10. SZ PM Consultants, Inc. (SZPM)

1730 RHODE ISLAND AVE, NW, STE 602, WASHINGTON, DC
Chris Ley, 703-798-7276, cley@szpmconsultants.com

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

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

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

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

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

11. Zero Waste Solutions, Inc

1850 GATEWAY BLVD, STE 1030, Concord, CA
Jai Sharma, 650-740-2247, jai@zerowastersolutions.com

Firm Type: Facilities Services

Status: Woman-Owned Small Business

Seeking:

Target Growth:

Zero Waste Solutions executes practical strategies to achieve zero-waste outcomes for municipalities, schools, commercial operations, construction sites, and federal buildings.

12. Engage Federal

11110 SUNSET HILLS RD, #8651, RESTON, VA
Jilian Breeden, PE, LEED AP, 703-638-8684,
jbreedden@engagefederal.com

Firm Type: Planning (i.e., facilities planning and programming)

Status: Woman-Owned Small Business (EDWOSB)

Seeking: A/E primes (small and large) pursuing work that includes facilities planning and programming services; planning firms that need extra bench strength

Target Growth: Increase work with DoD agencies and in new districts/regions (NAVFAC, USACE, AFCEC, WHS, DODEA), USCG, VA, GSA

Engage provides results-driven, detail-oriented professional planning services specializing in:

- DD Form 1391 packages (Military Construction (MILCON) and Sustainment, Restoration, and Modernization (SRM) projects)
- GSA Prospectus development
- Program/scope and requirements development
- Analysis of alternatives and development of life-cycle economic analyses in ECONPACK
- Planning charrette facilitation
- Concept, feasibility, and space optimization plans and studies
- Support for installation development plans (IDPs), area development plans (ADPs), campus development plans

13. Michael Baker

3601 EISENHOWER AVE, SUITE 600, ALEXANDRIA, VA
Ken Mobley, POC: Rudy Scott 703-317-6202
ruth.scott@mbakerintl.com

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

Seeking: Small Business firms of all types

Target Growth: Federal Civilian USACE Civil Works
Architect of the Capitol National Park Service

Michael Baker International, a leading provider of engineering and consulting services, including design, planning, architectural, environmental, construction, and program management, has been solving some of the world’s most complex infrastructure challenges for more than 80 years with a legacy of expertise, experience, innovation, and integrity. We proudly support the U.S. Federal government with mission-critical infrastructure, facilities, energy, environment, disaster resilience, and civil works services. With expertise in the areas of cybersecurity, systems engineering, master planning, disaster relief services, security protection, environmental compliance and restoration, military fuels, facilities and infrastructure design, water resources engineering, and geospatial information technology (GIT).

14. Fox Rothschild

2020 K STREET NW, STE. 500, WASHINGTON, DC
Doug Hibshman and Dana Molinari, POC: Doug: 202-461-3113, dhibshman@foxrothschild.com

Firm Type: Law Firm **Status:** Large Business

Seeking: Fox Rothschild represents small, medium, and large contractors, subcontractors, and A/E firms.

Target Growth: Fox Rothschild is looking for small, medium, and large contractors, subcontractors, and A/E firms.

Fox Rothschild is a general practice law firm that represents and guides small, medium, and large businesses with all manner of legal issues. We have 30 offices and 1,000 attorneys throughout the country. Our government contracts and construction law practices have approximately 70 attorneys that specialize in representing contractors, subcontractors, and A/E firms in bid protests, contract claims against government agencies, ensuring compliance with federal regulations, managing and litigating claims against contractors, drafting contract documents, and ensuring "best practices."

15. HDR

2650 PARK TOWER DRIVE, SUITE 400, VIENNA, VA
Mark Correll, PE 703.340.5665, mark.correll@hdrinc.com

Firm Type: Architect/Engineer

Status: Large Business

Seeking: We are looking for qualified SB teaming partners in the Mid-Atlantic (specifically SDVOSB, VOSB, WOSB, SDB, and HubZone).

Target Growth: We are looking to increase our active DoD and Civilian agency contract portfolio and client base in the Mid-Atlantic (USACE, GSA, NPS, Navy, etc.).

HDR's 12,000 employee-owners do things right to make great things possible across the full spectrum of A-E services. We proudly plan, design, provide engineering and advisory services across the spectrum of defense transportation, energy, environmental, water resource, asset management, construction management, and advisory service needs.

16. QTS Group

6102 FAIRVIEW ROAD, CHARLOTTE, NC 28219
Ricardo Mong, POC: Danaila Paspalanova, 917-376-6271,
dpaspalanova@qtsgrp.com

Firm Type: Environmental, Health and Safety consulting

Status: Small Business EDWOSB; DBE; SBE

Seeking: We are looking to build relationships with all types & sizes of teaming partners to strengthen our capabilities & position as a prime and a subcontractor

Target Growth: QTS is looking to build presence primarily in NAVFAC, Army National Guard and USACE but we are also looking to discuss any federal opportunities.

QTS Group provides a wide range of EHS consulting & field compliance services. We specialize in controlling airborne health hazards such as toxic dust; fumes; vapors; gases; as well as minimizing or eliminating physical hazards such as noise, ionizing radiation, & ergonomic hazards. On a daily basis, we consult, solve, create, innovate & deliver custom solutions to solve any Environmental, Health & Safety challenge our clients may have; providing exceptional customer service, delivering responsible solutions to create a safe, sustainable and equitable future with social impact strategy in mind.

17. Merdon Strategies

116 WATERFORD PLACE, ALEXANDRIA, VA
Christine Merdon, P.E. 703-593-1719
merdoninc@outlook.com

Firm Type: Program and Construction Management, Management Consulting

Status: Small Business, Women Owned Small Business

Seeking: Large and small program and project management firms, as well as general contracting firms.

Target Growth: U.S. Navy, GSA, and Smithsonian Owner's Advisory Services for complex/high profile projects for the federal government. These services include project planning, risk management, stakeholder management, acquisition strategies, project team selection, and partnering.

18. M&J Engineering

241 18th STREET SOUTH, SUITE 405, ARLINGTON, VA
Robert D. Carlson, MG, USA (Ret), 301-922-2654
rcarlson@mjengineers.com

Firm Type: A/E consulting firm.

Status: Small Business: DBE, 8(a), SWaM

Seeking: Looking for potential A/E teaming partner(s) who desire SB DBE/SWaM/8(a) teammate to pursue Federal work

Target Growth: Federal & State/Local Market (with focus in Mid-Atlantic and Eastern Seaboard areas).

M&J specializes in construction management and inspection services including ITS, MEP, water supply/wastewater, tunnel, airport, seaport, marine/coastal, environmental, and D-B engineering services for both new infrastructure and renovation projects. M&J provides engineering and technical solutions to civilian and DoD federal agencies, state and local governments, and industry clients with a vision to improve critical national infrastructure.

19. PROCON LLC

105 EXECUTIVE DR, SUITE 220, STERLING, VA
Aziz Elham, 949-413-7921 aziz.elham@procon-intl.com

Firm Type: Construction (General Contractor)

Status: Small Business but not certified yet

Seeking: Partnering with Large Businesses Seeking Small Business Set-Aside Projects Small Businesses Aiming for Bigger Opportunities A/E Firms Looking for Strategic Partnerships

Target Growth: USA and overseas

Design-build construction (Vertical)
Design-bid-build construction (Vertical)
Maintenance and service
Construction project management

20. Woods • Peacock Engineering Consultants, Inc.

5285 SHAWNEE RD, SUITE 100, ALEXANDRIA, VA
Cory Sauer, PE, 571-282-0617, cory@woodspeacock.com

Firm Type: Structural Engineers and Physical Security Consultants.

Status: Women-Owned Small Business (WOSB), MWAA-SLBE, SWaM Certified, and DBE in Virginia

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.

21. Stantec

3001 WASHINGTON BLVD, STE 500, ARLINGTON, VA
Paul Zook, POC: Christine Hernandez, 615-594-7266,
Christine.Hernandez@stantec.com

Firm Type: A/E Design and Consulting Engineering firm

Status: Large Business

Seeking: Architect/Engineers, Government Clients, Large Business, Small Business

Target Growth: We work in most Federal Markets and continue to look for strategic partners in the Federal space.

Communities are fundamental. Whether around the corner or across the globe, they provide a foundation, a sense of place and of belonging. That's why at Stantec, we always design with community in mind. We are 26,000 architects, engineers, scientists, and project managers, innovating together at the intersection of community, creativity, and client relationships. Balancing these priorities results in projects that advance the quality of life in communities across the globe.

22. CCI General Contractors

1130 TABB ST SUITE F, NORFOLK, VA
Evan Barman, PE, PMP, 978-809-8611,
ebarman@bbch-llc.com

Firm Type: Construction Firm

Status: 8(a) SDB, subsidiary of Bristol Bay Construction Holdings, LLC, a holding company of Bristol Bay Native Corporation, an Alaska Native Corporation.

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 are looking to hire local PMs, Site Supers, QCMs, and SSHOs.

For three decades, our best-value companies have provided federal and commercial clients with superior quality and cost-effective, innovative, and sustainable solutions for general construction, restoration services, civil works, fuels systems, environmental services, professional services, and facility support services.

Our construction work includes both SRM and new construction for vertical and horizontal construction, interior and exterior renovations, energy focused renovations, water tanks, sewer and water lines, and security upgrades.

23. Prime AE Group, Inc. (PRIME AE)

5521 RESEARCH PARK DR, STE 300, BALTIMORE, MD
Ed Chamberlayne, PE, PhD, F.SAME (540) 449-3062
ed.chamberlayne@primeeng.com

Firm Type: Multi-discipline A/E firm

Status: Large Business

Seeking:-Mid-sized A/E firms willing to JV; SB including 8(a), WOSB, SDVOSB, HUBZone - with specialties MEP, civil, structural, and master planning

Target Growth:-NAVFAC MIDLANT, NAVFAC Washington, USACE Baltimore, VA/CFM, AFCEC

PRIME AE is a multi-disciplinary architecture, engineering, and construction management firm, serving public and private clients since 2007 operating in 10 states with 500 employees in 22 offices. PRIME AE provides the full range of AE services including master planning, DD1391 development, conceptual design, Design-Build RFP development, full design and construction documents, and construction phase services. PRIME AE has expertise in roof and envelope consulting and design and bridge design and bridge inspection for DoD clients worldwide.

24. DLR Group

701 8th STREET NW, SUITE 700, WASHINGTON, DC
Emmett Ahearn AIA, (202) 744-9493
emmett.ahearn@dlrgroup.com

Firm Type: Integrated A/E Firm

Status: Large

Seeking: Set Aside businesses bringing key discipline and key agency relationships seeking a partner to provide services with key agencies.

Target Growth: Federal Government civilian agencies, the DoD and special P3 opportunities.

What does DLR do? Elevate the human experience through design.

Specialized design expertise, our integrated design teams are backed by more than 1,400 design professionals and resources of the entire firm with offices around the globe.

27. Merrick & Company

5970 GREENWOOD PLAZA BLVD; GREENWOOD VILLAGE, CO
Nick Desport, RA, LEED AP BD+C, F.SAME, 703-639-7697,
nick.desport@merrick.com

Firm Type: Full Services A/E firm

Status: Large Business, SB Joint Venture and HUBZone Joint Venture

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 nearly 1,000 employees with expertise in the National Security, Infrastructure, Energy/Chemicals, and Life Science markets. With 26 offices in 13 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."

28. Stanley Consultants

225 IOWA AVENUE, MUSCATINE, IOWA
Joe Yates, PE, 215-805-8964, yatesjoe@stanleygroup.com

Firm Type: Architect-Engineer

Status: Large Business

Seeking: A-E, Small Business

Target Growth: DoD & Federal Civilian Agencies

Improving Lives Since 1913. Stanley Consultants was founded over 100 years ago with the purpose of improving lives in the communities where we live and work. We continue to live by that philosophy today with a future-forward vision of creating a connected, sustainable and enriched world. Approaching our work with a people-first mentality, we're deeply committed to a culture of engagement and excellence. Our expertise includes Project Management, Program Management, Design, Engineering, Asset Management, Planning, Consulting, Environmental and Regulatory services.

29. Group PMX, LLC

10 HILLSIDE AVE, PORT WASHINGTON, NY
Michael Giaramita, POC: Laura Gallo 917-902-0105
lgallo@grouppmx.com

Firm Type: Construction

Status: Small: DBE and MBE, certified in multiple jurisdictions

Seeking: Architects/Engineers, Owner's Reps, Construction Managers, General Contractors [big and small, including 8(a) firms]

Target Growth:

Infrastructure-Ex. Airports/Transit/Highways/Resiliency
Buildings-Ex. Govn't/Healthcare/Life Sci/Research/Higher Ed
Energy-Ex. MEP Infrastructure

At Group PMX, we dream big and deliver bigger. We're innovators in project/ program/construction management, with a portfolio of 1,000+ projects spanning infrastructure, buildings, and energy sectors. We also offer comprehensive support, incl. scheduling, risk and commercial management, and project controls, ensuring a holistic approach to project success. Our dedication to excellence has earned us recognition from ENR New York for 4 consecutive years. Since our inception in 2010, we've been a virtual firm, deploying our team to on-site locations to deliver expertise where it's needed most.

30. Melwood

5606 DOWER HOUSE ROAD, UPPER MARLBORO, MD
Mark Hegarty, 571-263-9832,
Mhegarty@melwood.org

Firm Type: Facility Services

Status: Non-Profit (all non-profits compete as large businesses)

Seeking: Businesses we can pursue federal, state and local opportunities with as a Prime or Subcontractor in MD, VA, D.C., NC, DE

Target Growth: Federal, State, Local / DoD, HUD, NASA, DOC, USDA, FBI

Melwood incorporates industry leading best practices to deliver cost effective and high-quality Total Facilities Management Services. Melwood self-performs the majority of work orders in house with Melwood staff. This drives efficiency and cost savings while ensuring you have the right team of highly-skilled managers and licensed and certified technicians. Customers sites include Fort Meade and the U.S. Department of Agriculture's George Washington Carver Center.

33. STV Incorporated

225 PARK AVENUE SOUTH, NEW YORK, NY
Neal Wright, PE, PMP, F.SAME, 575-777-2330,
neal.wright@stvinc.com

Firm Type: Engineering and Architecture

Status: Large Business; approx. 3,000 staff

Seeking: We seek to find specialty partners who can provide subcontracted support that fills specific roles on our teams competing for federal AEC contracts.

Target Growth: We focus on USACE, NAVFAC, USCG and USDA. We are expanding into FBI, USDOT, DOI/NPS and VA. We provide design and design-build services.

STV is an award-winning professional firm that consistently ranks among the country's top companies in transportation infrastructure, including rail, mass transit, highways and bridges; water; and social infrastructure, such as, healthcare, education and justice. Throughout the United States and Canada, STV's professional, technical and support personnel offer services to a broad and expanding client base. In the US Federal infrastructure market, STV provides a wide range of architecture and engineering services to military and civilian agencies.

34. Floodproofing.com

19 MANTUA ROAD, MOUNT ROYAL, NJ
Kurt Luecke, 443-559-1724, kluecke@floodproofing.com

Firm Type: Flood Mitigation Global Supplier and Design Engineering

Status: Small Business

Seeking: Public or Private Architect/Engineering firms and General Contractors working in the flood plain.

Target Growth: Any agencies working in the Flood Plain including Federal DOD, USACE and private sector A&E and GC's

As a manufacturer, and global supplier Floodproofing.com works directly with Architect, Engineering teams during the design-build process to help evaluate flood mitigation solutions used to minimize liability risk and meet compliance regulations. We can address both Structural and Non-structural mitigation needs and with our focus on innovation, access to product specific custom engineering and the largest selection under one roof we are in a unique position to identify one or more solutions that improve traditional specifications or introduce value engineered alternatives.

35. Southland Industries

22340 DRESDEN STREET SUITE 177, DULLES, VA
Jack Hunter & Dusty Einseln, POC: Jack, 443-610-4660,
jhunter@southlandind.com

Firm Type: Construction and Service/Maintenance –
Mechanical, Plumbing, Controls (MEP Design/ Build and
Design Bid Build)

Status: Large

Seeking: Small business prime contractors - 8(a), super
8(a), etc.; Large business prime contractors.

Target Growth:

Retrofit Projects & Facility Maintenance

- Office
- Mission Critical Facilities: Data Center/Lab
- Service & Maintenance

NIST, Army, DOD, Navy, FDA, NIH

As an MEP building systems expert founded in 1949,
Southland Industries provides integrated, full life cycle
solutions that optimize the design, construction,
operation, and efficiency of buildings. Fully integrated,
building life-cycle services, including engineering,
construction, retrofit, service, building automation, and
energy. Trades - Mechanical, pipefitting, sheet metal,
plumbing, sprinkler-fitting, process piping, controls, and
fire protection.

NOTES

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 8TH ANNUAL
BUSINESS-TO-BUSINESS (B2B) ENGAGEMENT SPONSORS**

