



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

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



Photo By Duane Lempke



SPECIAL THANKS TO OUR POST'S 8TH ANNUAL BUSINESS-TO-BUSINESS (B2B) ENGAGEMENT SPONSORS





**Dedicated to
National Security**

SINCE 1920

Charlie Perham, F.SAME, President

**DISCOVER
YOUR ROLE
IN BUILDING
AMERICA'S
FUTURE.**

- SAME Members?
- Veterans?
- National Events?

History of the day



- National Office
- 100 Posts across 17 regions
- 50 Student and Field Chapters
- Volunteer Board of Direction
- 15 Communities of Interest
- Academy of Fellows
- SAME Foundation
- Leadership Development Program
- Camps Program

- ✓ Transition to new Executive Director
- ❑ Reinvigorate the Posts
- ❑ Develop the 2025 Strategic Plan

Find the Value ... Be the Value

Upcoming!



2023 SAME **SMALL BUSINESS CONFERENCE**

**NOV 1-3 • 2023
SAN ANTONIO • TX**

POWERING YOUR PRIORITIES

SAME
SAMESBC.ORG

Let's have fun!





SCE

SOIL CONSULTANTS ENGINEERING

Like People, Soils Are Different

ABOUT SCE

- ▶ Established: 1960
- ▶ Location: Manassas, Virginia
- ▶ Certifications: EDWOSB, SWaM
- ▶ VA DBE (*Pending Approval*)



Geotechnical Engineering



Inspections



Construction Material Testing



Stormwater Management

CAGE: 88FLO
SAM ID: KHF3MXKU3JK4

Capabilities

Geotechnical
Investigation &
Analysis

Infiltration
Testing

Soil Boring &
Sampling

Slope Stability
Analysis

Erosion and
Sediment
Control
Inspections

Soil & Concrete
Laboratory
Testing

Construction
Observation &
Material Testing

Construction
Code
Inspections

Post
Construction
Inspections

Special
Inspections

Geotechnical Engineering

- Geotechnical Investigation & Analysis
- Soil Boring & Sampling
- Slope Stability Analysis
- Infiltration Testing
- Soil Remediation
- Retaining Wall Design
- Framing Repair Details
- Slab and Footing Design Details



Construction Inspections

- ▶ Special Inspections
- ▶ Post Construction Inspections
- ▶ Construction Code Inspections
- ▶ E&S Inspections
- ▶ Stormwater Inspections



Materials Testing

- ▶ Soil, Concrete, Asphalt, Masonry Observation & Material Testing
- ▶ Sprayed Applied Fire Insulation Observation & Testing
- ▶ Sprayed on Fireproofing Insulation Observation & Testing



Past Performance

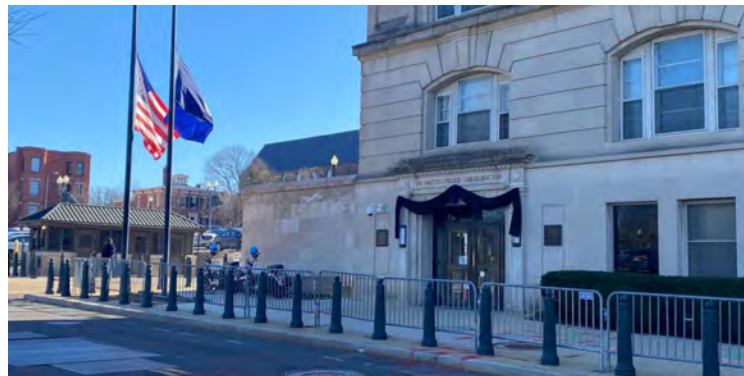
- ▶ Airports
- ▶ Churches
- ▶ Schools
- ▶ Multi-Family Buildings
- ▶ Municipal Buildings
- ▶ Museums
- ▶ Office Buildings
- ▶ Parking Garages
- ▶ Electric Wind Farms
- ▶ Federal Bases
- ▶ Warehouses
- ▶ Water Treatment Facilities

Projects

Virginia Museum of Fine Arts



Capital Police Berm Project



Projects



CIA Warrenton Training Center
Geotechnical, Inspections, Material Testing

The Crest of Alexandria Condominium
Inspections, Material Testing



Leesburg Airport Maintenance Building
Geotechnical

Firms & Agencies

We Are Seeking To Team With

- Architects and Civil Engineering Companies
- Medium/Large Companies to assist with the manpower needed for larger projects and gain experience



Contact Information

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- ▶ Cell - 703-405-3999
- ▶ Email - doug.smith@soilconsultants.net



- ▶ Logan Goodrich - Business Development

- ▶ Cell - 703-434-2596
- ▶ Email - logan.goodrich@soilconsultants.net





**HUITT
ZOLLARS**

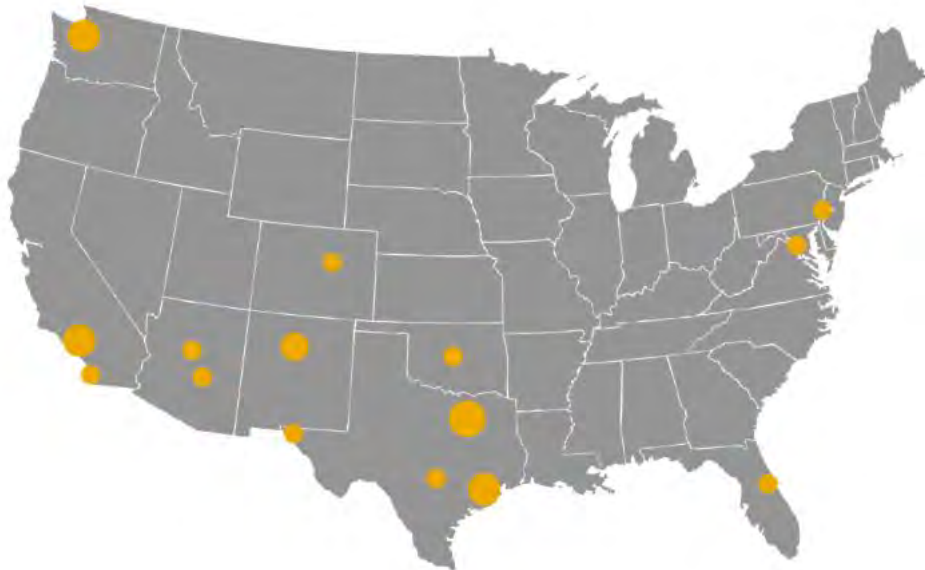


The background features a collage of images: a modern glass-walled building on the left, a large industrial facility with a complex white piping system in the center, and a building with a prominent red Toyota logo and 'TOYOTA CENTER' text on the right.

A little about us

Huitt-Zollars *Fast Facts*

Huitt-Zollars is an award-winning, full-service design practice providing comprehensive architecture, engineering, interior design, urban design, and planning services. Our legacy, footprint, and experience know no bounds. From China to America, Huitt-Zollars make places that make a difference around the world.



560+
Skilled
Personnel

23
National
Offices

We offer large firm resources and small firm attention-to-detail for our clients - many of whom have secured our services through long-term, repeat contracts. In addition to full service traditional design services, we offer design/build and other alternative delivery methodologies. Huitt-Zollars uses an ISO-9001:2015 Compliant Quality Management System which ensures our deliverables are of the highest quality possible.

Some of our Federal Clients



Our Mentor-Protégé Joint Venture



PROTÉGÉ OVERVIEW

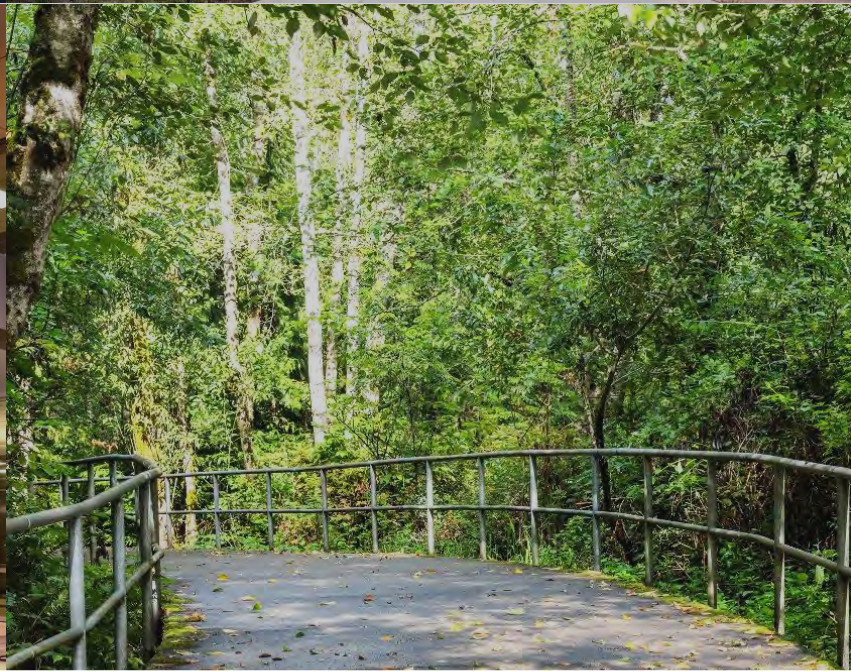
CB Design Group is a full-service architecture firm specializing in the design of institutional, government and other public projects with construction values up to \$100M. The firm was established with the mission of providing excellent service to our country, our communities and our clients. In December 2015, CB Design Group was officially certified as a Service-Disabled Veteran Owned Small Business by the VA. CB Design Group is also proud to be a graduate of the Veteran's Institute for Procurement 2016 Certification Program.

CB Design Group has served as Prime and / or Architect on over 50 Federal Healthcare projects since inception in 2015.



Our involvement with SAME



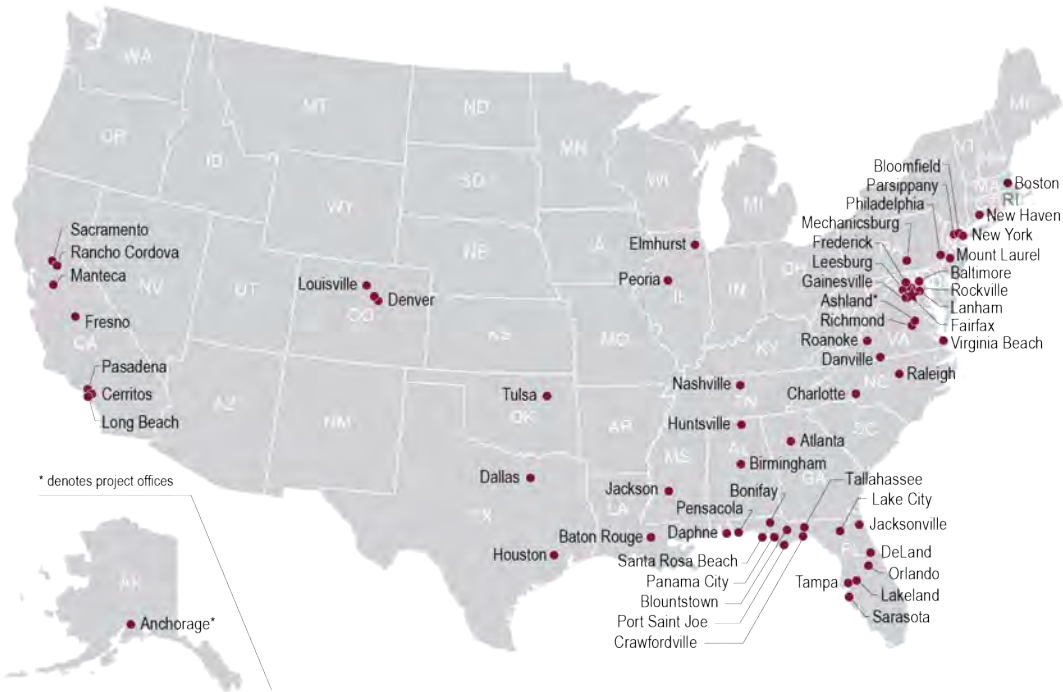




SAME NoVA Post B2B

October 5 / National Museum of the United States Army





U.S. Office Locations



2,000+
EMPLOYEES



>55
LOCATIONS
nationwide



\$602.7
MILLION
in 2022 revenue



65+
YEARS

helping clients build
and shape communities

2022 ENR SOURCEBOOK RANKINGS

#36 Top 500
DESIGN FIRMS

#25 Top 100
'PURE' DESIGNERS

#30 Top 50
TRANSPORTATION

#20 Top 25
WATER SUPPLY

#32 Top 50
SEWER AND WASTE

#36 Top 50
GENERAL BUILDING

#31 Top 50
TELECOMMUNICATIONS



- **Type / Services:** Architecture; Engineering; Construction; Environmental; Geospatial, Mapping, Survey; Planning, Consulting, Advisory; Technology
- **Status:** Large
- **Specialty:** 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.



- **Teaming:** Partners that align with our culture, experience and service offerings.
- **Markets:** Community Facilities; Education; Energy; Federal; Health and Wellness; Industrial; Justice; Real Estate and Commercial Development; Risk, Response, and Recovery; Telecommunications; Transportation, Water
- **Growth Markets / Agencies:**
 - Markets: Federal (full A/E/C), Energy (Resilience, Decarbonization, Electrification, Small Modular & Micro Reactors)
 - Agencies: Department of State Overseas Building Operations, Naval Facilities Command (NAVFAC), Federal Bureau of Investigation, Intelligence Community

Dewberry® SAME NoVA Post Contacts



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Dewberry[®]



SAME B2B

Terra Site Constructors, LLC

www.terrasiteco.com

Lisa Krowne

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TERRA BY THE NUMBERS – \$150M DELIVERED



5

Offices in Virginia,
Maryland and South
Carolina



10+

Years of Delivering
Exceptional Projects



10

States
and D.C.



85+

Construction
Professionals



150+

Successfully
Completed Projects



+75%

Self Performance



0.92

EMR Trending
Downward Y/Y



\$25MM SINGLE
\$60MM AGGR

Significant & Increasing
Bonding Capacity

Geographical AOR

■ GEOGRAPHIC FOOTPRINT

Atlantic Seaboard from Maine to Florida

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





Lincoln Memorial



I-66



Cape Hatteras Lighthouse



City of Fairfax



Arlington National Cemetery



I-395



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.
- **BUILDING:**
New Construction, Interior Renovation, MEP Upgrades, Building Envelope, Historic Preservation, Foundation Repairs, Physical Security, Roof Repairs, Epoxy Coating and Garages.
- **MARINE:**
Piers, Landside Dredging, Piling, Bulkheads, Dry Docks, Canals, Jetties, Seawalls, Sea Level Rise Mitigation, Berms, Locks, Gates and Shoreline Protection.



U.S. Army Corps of Engineers



D/B ARLINGTON NATIONAL CEMETERY PYLONS

Terra was selected to perform stabilization and historic preservation requirements on three (3) pylons at the entrance to ANC.

SCOPE OF WORK:

Terra is responsible for installing 36 push piers and 8 helical anchors at each of three 750-ton Pylons located at the entrance to the Cemetery. The Pylons will be stabilized and leveled, historic treatment to the stone façade, site restoration, and landscaping will ensure the integrity of the historic structures are preserved.

- **Location:** Arlington, Virginia
- **Performance Period:**
15 Dec 2022 – 15 Apr 2024
- **Contract Amount:** \$3.0M



Key Challenges:

1. Design-Build
2. Historic Preservation, Section 106 Compliance
3. Visitor/Pedestrian Traffic Safety
4. Work Stoppage for Funeral Processions
5. High Visibility Area
6. Structural Instability of Existing Pylons



National Park Service



FORT SUMTER PIER

Terra was selected to perform renovations and upgrades to the Fort Sumter National Historical Monument

SCOPE OF WORK:

Terra is responsible for the demolition of existing timber piles and mooring dolphins. Fabrication and installation of new steel H-pile fendering system in multiple phases as necessary to accommodate passenger ferry service to the Park. Remove and reinstall riprap for pile jacketing requirements. Work also includes electrical upgrades and new shore power to the pier.

- **Location:** Charleston, SC
- **Performance Period:**
23 Sept 2020 – 28 Feb 2022
- **Contract Amount:** \$3.4MM



Management Rating, Very Good

“The Contractor’s management of the project exceeded expectations. Schedule Rating, Exceptional - The Contractor was able to meet a very tight schedule to allow rewatering of the Canal to take place as soon as possible. Quality Rating, Very Good – The Contractor did high quality work. Regulatory Compliance Rating, Very Good – The Contractor worked closely with permitting agencies to meet any permit requirement.”

- **Contracting Officer,**
CCASS Rating
U.S. National Park Service

U.S. Department of Agriculture



USDA NATIONAL ARBORETUM

SCOPE OF WORK:

Includes the removal, replacement, and construction of stormwater structures at total five locations inside the National Arboretum.

Location:

US National Arboretum,
Washington DC

Performance Period:

9 Sept 2021 – 28 Feb 2022

Contract Amount:

\$509K



“I’ll have to say this is one of the most comprehensive, thorough, and professional 8(a) proposals I have seen. Highly detailed and itemized estimate with the required back-up. Even included a baseline schedule and project approach? Definitely looking forward to working with Terra Site Constructors”.

Contracting Officer,
CCASS Rating
*U.S. Department of
Agriculture*

US Forest Service



US FOREST SERVICE FSR-185 & SHERANDO BRIDGE

Terra was awarded a contract for the demolition and installation of a new bridge and roadway repairs.

SCOPE OF WORK:

Perform repairs to a Forest Service road and replacement of a bridge due to deterioration. Work included temporary stream diversion, demolition and excavation, concrete footings and stem walls, construction of an aluminum arched culvert, restoration of the roadway. Work also included repair of a bridge rail system and swing gate.

Location:

Botetourt County, Virginia

Performance Period:

31 Aug 2020 – 4 Jan 2021

Contract Amount: \$327K



Management Rating, Very Good

“Terra Site’s site superintendent and project manager maintained very good communication with our contract administration staff. They were very responsive, timely, and consistent on all requests for information. They kept their site superintendent on site throughout all major elements of the work...When we had issues to coordinate or correct, they were very responsive about pursuing and scheduling solutions.”

- Contracting Officer,
CCASS Rating
U.S. Forest Service

National Park Service



CHESAPEAKE & OHIO CANAL STABILIZATION

Terra was selected to perform structural stabilization requirements for the historic C&O Canal in Georgetown, D.C.

SCOPE OF WORK:

Terra was selected by the National Park Service to perform critical structural stabilization repairs to the southside canal prism.

- **Location:**
Washington, D.C.
- **Performance Period:**
30 Jun 2017 – 26 Apr 2021
- **Contract Amount:**
\$1,711,518.63



Management Rating, Very Good

“The Contractor’s management of the project exceeded expectations. Schedule Rating, Exceptional - The Contractor was able to meet a very tight schedule to allow rewatering of the Canal to take place as soon as possible. Quality Rating, Very Good – The Contractor did high quality work. Regulatory Compliance Rating, Very Good – The Contractor worked closely with permitting agencies to meet any permit requirement.”

- **Contracting Officer,**
CCASS Rating
U.S. National Park Service

National Park Service



CATO POOL & CABIN UPGRADES

RENOVATE BATH HOUSE AND CABINS, CONSTRUCT NEW RECREATIONAL POOL FACILITY

Terra was selected to perform the construction of a new pool facility, renovate a bath house and 34 historic cabins.

SCOPE OF WORK:

Site demolition, construct new ADA compliant pool including upgrades to the pump house, selective interior and exterior demolition of the existing recreational shower and bath house building, complete interior reconfiguration and renovation of the bath house, electrical upgrades for all park facilities including transformers, secondary power, distribution panels, and interior electrical systems.

Location: Thurmont, MD

Performance Period:

22 Sept 2020 – 30 Dec 2021

Contract Amount: \$2.94MM



Past Performance Evaluation, Outstanding

“Terra has been a pleasure to work with. Their Project Manager was engaged and exhibited great effort in delivering a quality product, including assisting the Government in resolving differing site conditions...the project has been delivered on schedule allowing the park camp to be open to the public with very limited disruption.”

- Contracting Officer, CCASS Rating
U.S. National Park Service

CCASS and Federal Client Feedback



CHOH CANAL STABILIZATION



Management Rating.

Very Good - The Contractor's management of the project exceeded expectations. **Schedule Rating, Exceptional** - The Contractor was able to meet a very tight schedule to allow rewatering of the Canal to take place as soon as possible. **Quality Rating, Very Good** - The Contractor did high quality work. **Regulatory Compliance Rating, Very Good** - The Contractor worked closely with permitting agencies to meet any permit requirement."



FOSU PIER



Past Performance Evaluation, Outstanding - Terra has been a pleasure to work with. Their Project Manager was engaged and exhibited great effort in delivering a quality product, including assisting the Government in resolving differing site conditions...the project has been delivered on schedule allowing the park camp to be open to the public with very limited disruption."

- **CONTRACTING OFFICER REPRESENTATIVE**
U.S. National Park Service



CATO POOL & CABIN UPGRADES



"I'll have to say this is one of the most comprehensive, thorough, and professional 8(a) proposals I have seen. Highly detailed and itemized estimate with the required back-up. Even included a baseline schedule and project approach? Definitely looking forward to working with Terra Site Constructors".

- **CONTRACTING OFFICER**
U.S. Department of Agriculture



USDA NATIONAL ARBORETUM



US FOREST SERVICE FSR-185 & SHERANDO BRIDGE



Management Rating, Very Good - "Terra Site's site superintendent and project manager maintained very good communication with our contract administration staff. They were very responsive, timely, and consistent on all requests for information. They kept their site superintendent on site throughout all major elements of the work...When we had issues to coordinate or correct, they were very responsive about pursuing and scheduling solutions.."

- **Contract Specialist, CCASS Rating**
U.S. Forest Service



GSA GARAGE PROJECT



Management Rating, Other - "Working with Terra Site was a breath of fresh air! They came in performed their duties, neatly and timely and was responsive to any and all concerns. If there is any project of civil nature needing urgent, but exceptional expertise, I highly recommend Terra Site Constructors."

- **Construction Manager, CCASS Rating**
General Services Administration



IMEG Consultants Corp.

FIRM OVERVIEW/INTRODUCTION

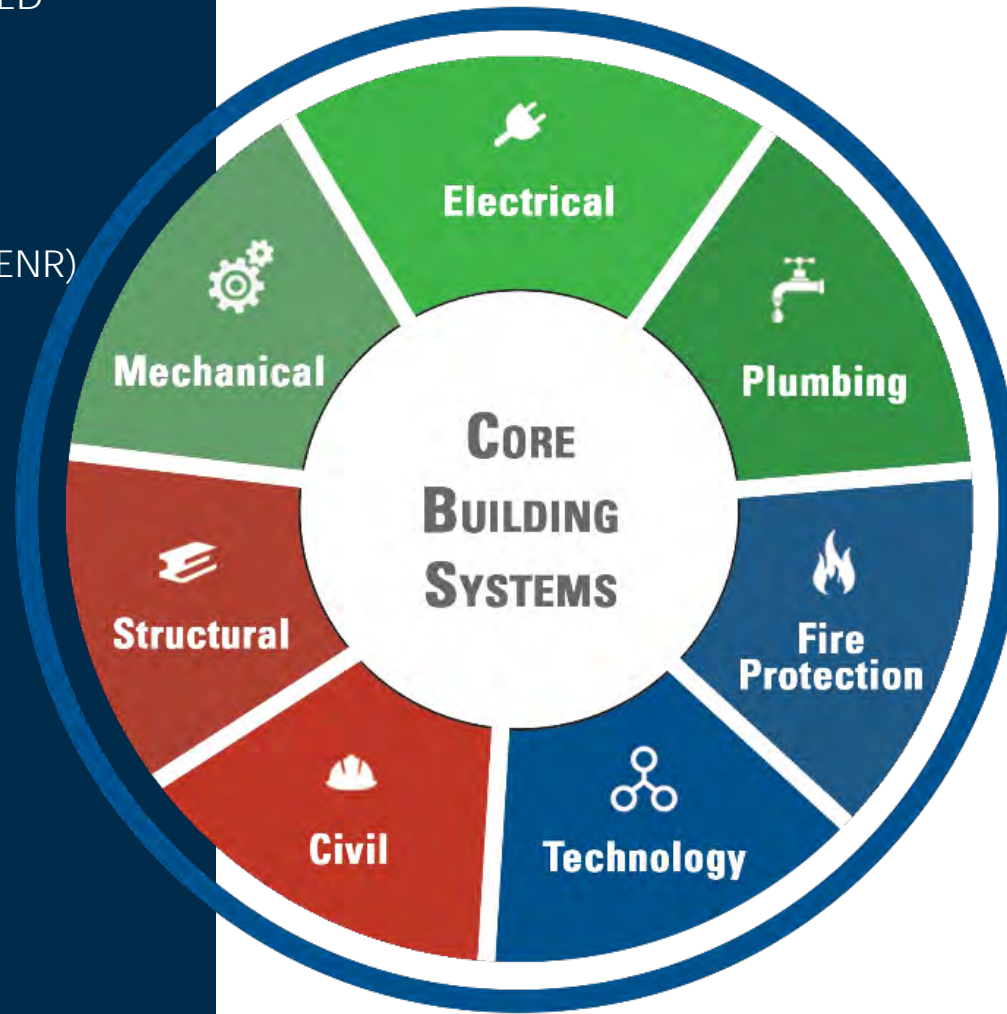


SAME NOVA POST - B2B
OCTOBER 5, 2023

104 COLLECTIVE YEARS
2,400+ EMPLOYEES
U.S. BASED & EMPLOYEE-OWNED
80 LOCATIONS
600+ LICENSED ENGINEERS
\$425M IN ANNUAL REVENUE
#57 / TOP 500 DESIGN FIRM (ENR)

TOP 10
 ENGINEERING FIRM IN U.S.
 (Building Design + Construction 2022)

IMEG At-A-Glance



BUILDING DESIGN: ENGINEERING & PLANNING

Structural
 Mechanical
 Electrical
 Plumbing/Piping
 Fire Protection
 Technology Design
 Automation & Controls
 Security Design & Engineering
 Acoustics & Noise Control
 Architectural Lighting
 Medical Equipment Planning
 Building Performance Analysis

COMMISSIONING

CONSULTING & ADVISORY SERVICES

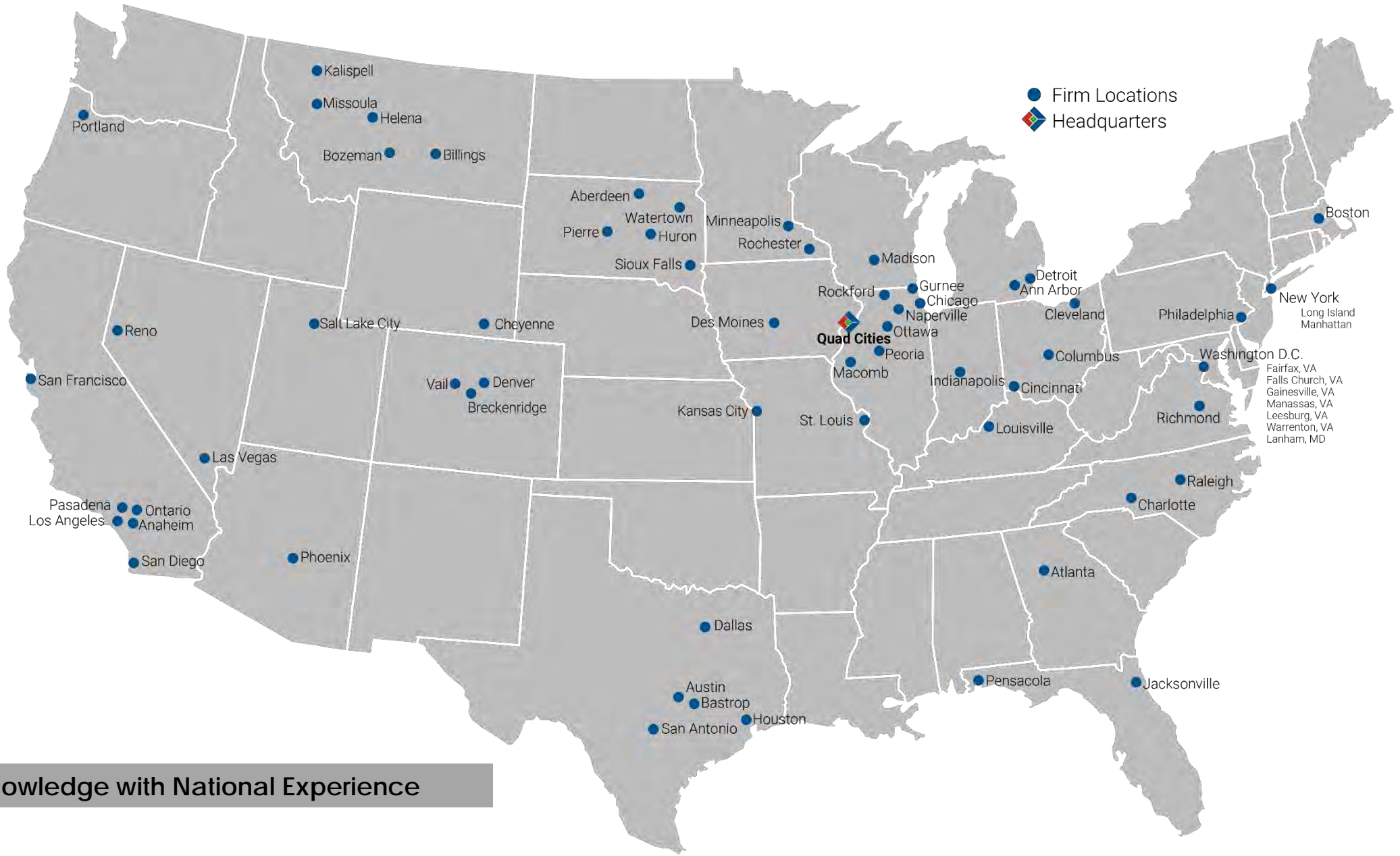
Intelligent Buildings
 Technology Consulting
 Healthcare Information Technology
 Protective Services Consulting
 Forensic Consulting & Investigations
 Grant Writing

INFRASTRUCTURE: DESIGN & PLANNING

Civil Engineering
 Municipal Engineering
 Land Development & Surveying
 Environmental Services
 Landscape Architecture
 Materials Testing
 Construction Observation

PROCESS ENGINEERING

Automation & Controls
 Chemical Process
 Bulk Processing



Local Knowledge with National Experience

Office Locations



Top 20

FEDERAL GOVERNMENT SECTOR ENGINEERING FIRM IN U.S.

- 30+ Year History Supporting Federal Projects
- Supporting **Civilian** and **Military Agencies** Nationwide and Internationally
- 3,800+ Projects Completed
- **DB and DBB Experience** on projects of varying size and complexity

Federal Portfolio Overview



Smithsonian National Museum of African American History and Culture, Washington, DC

WASHINGTON, DC

- › Smithsonian National Museum of African American History and Culture
- › U.S. Coast Guard Headquarters
- › World War I Memorial

VIRGINIA

- › FBI Training Academy, Quantico
- › CIA Building, Langley
- › FBI Central Records Complex, Winchester
- › FBI Field Office, Chesapeake
- › Semper Fidelis Memorial Chapel
- › National Park Service Fredericksburg & Spotsylvania National Military Park
- › Reagan National Airport (DCA)

MARYLAND

- › Intelligence Community Campus (ICC-B)
- › Fort Meade DISA Headquarters Facility
- › Joint Base Andrews
- › Fort Meade

Local Federal
Government Experience



U.S. Coast Guard Headquarters



FBI Central Records Complex



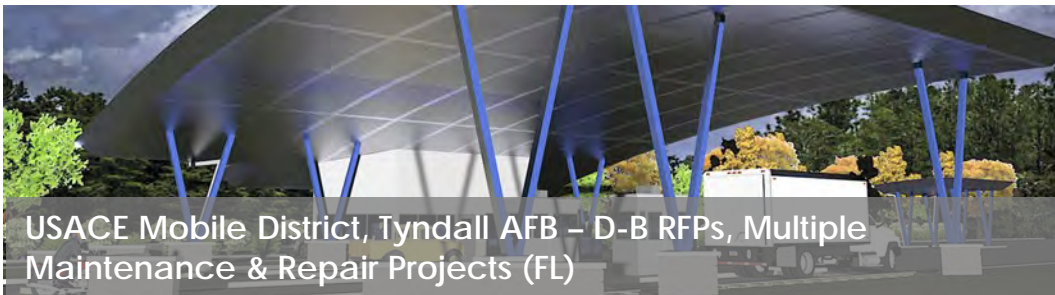
USACE Omaha District, Buckley SFB – Space Based Infrared System (SBIRS) Operations Support Facility (CO)



NAVFAC SE – BEQ, Corry “A” School (FL)



Marine Forces Reserves - MARFORRES Headquarters (LA)



USACE Mobile District, Tyndall AFB – D-B RFPs, Multiple Maintenance & Repair Projects (FL)



NAVFAC SE - Powertrain Transmission Preassembly and CEP (Phases 1-5) (TX)

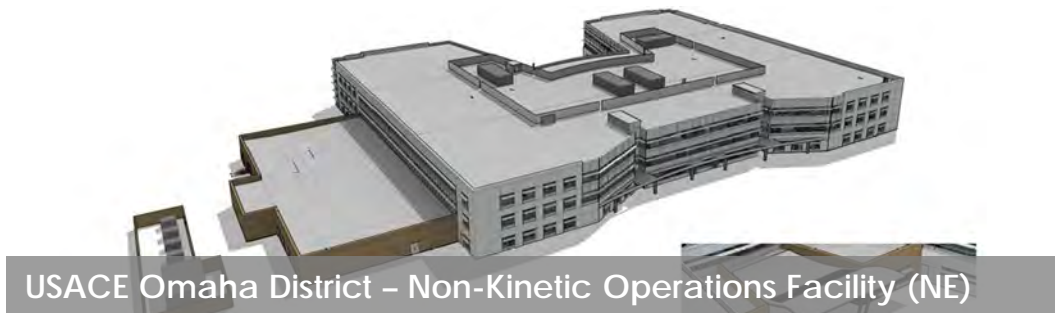




GSA – Frank E. Moss Historic Courthouse Renovation (UT)



National Park Service – St. Louis Arch Museum and Visitor Center Expansion & Addition (MO)



USACE Omaha District – Non-Kinetic Operations Facility (NE)



Dept of Energy – SLAC LCLS-II LEIT (CA)



USACE New England District – VA West Haven New Surgical Clinical Tower Building (CT)

Federal Project Highlights Firm-Wide

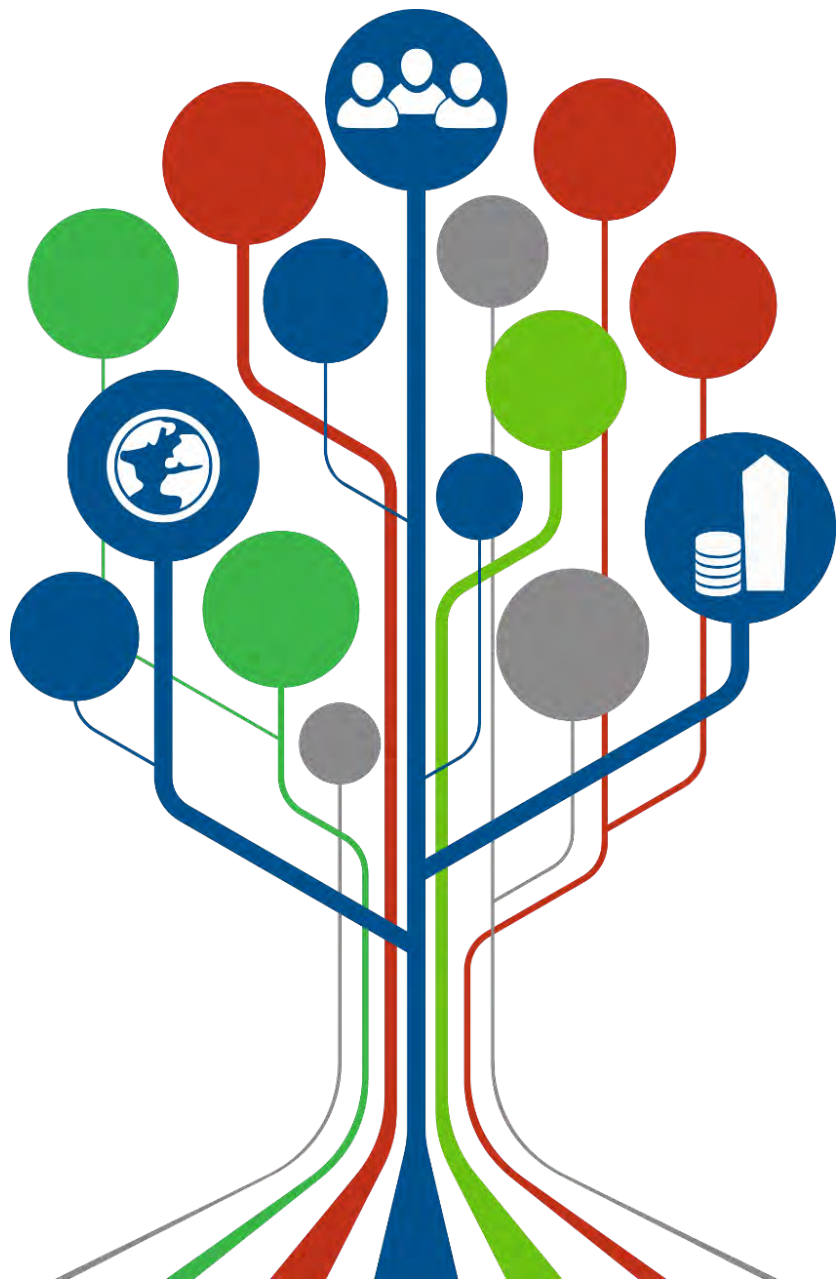


- U.S. Department of State New Embassy Compound, Libreville, Gabon
- U.S. Department of State, New Consulate Compound, Surabaya, Indonesia
- U.S. Department of State Embassy Ambassador's Residence, Managua, Nicaragua
- U.S. Embassy Luxembourg, Luxembourg
- U.S. Embassy, Suva, Fiji
- U.S. Embassy, Mbabane, Swaziland
- U.S. Embassy, Monrovia, Liberia
- New U.S. Embassy Compound, N'Djamena, Chad
- New U.S. Embassy Compound, Reykjavik, Iceland
- U.S. Department of State New Marine Security Guard Residence, Brazzaville, Congo
- U.S. Embassy – Marine Security Guard Residence, San Jose, Costa Rica
- Camp Shield, Baghdad, Iraq
- Camp Mitchell Naval Station, Rota, Spain

International Federal
Government Experience



U.S. Department of State, New Consulate Compound, Surabaya Indonesia



➤ Building Performance & Sustainability

- Building Performance Optimization
- Building Performance Analysis
- Decarbonization
- Sustainable Designs (LEED, Green Globes, Net Zero, etc.)

➤ Intelligent Building Design & Data Analytics

- Technology Infrastructure Design, Systems Integration, Analytics/AI

➤ HIT Advisory Services

➤ Security Consulting





PARTNERSHIPS AND RELATIONSHIPS



About Our Cybersecurity Directorate



Expertise

- We deliver Cybersecurity as a Service, SOC support, Compliance Support, and Systems Integration to federal and commercial clients.
- Cleared Contractor
- Small business under NAICS

Customer Focus

We develop and maintain a meaningful focus on our customer relationships, goals, and missions. We help our clients respond to changing environments and challenges by clarifying pathways, applying expertise, and managing execution to have an improved cybersecurity posture that is compliant with applicable regulations and requirements.

Experts Certified:



DTS at a Glance

Privately Held Small Business

Founded: 2011

Headquarters: Arlington, VA

Size: ~40 Full-time employees

Primary NAICS: 541511, 541611, 541612, 541618, 541519, 541512, 611430, 611710

DUNS: 967554085

Cage Code: 6BC96

SAM (UEI): MFFVLLKAAGK7

Verified: Service-Disabled Veteran-Owned Small Business (SDVOSB)

Let's Work Together!



Contact:

Derek Kernus, *Director of Cybersecurity Operations*
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Phone: 571.397.2921

IT'S EASY, EFFECTIVE, AND EFFICIENT TO WORK WITH US

PRIME CONTRACTOR

SUBCONTRACTOR

PARTNER

SOLE SOURCE

IDIQ

GSA SCHEDULE GS-35F-137DA

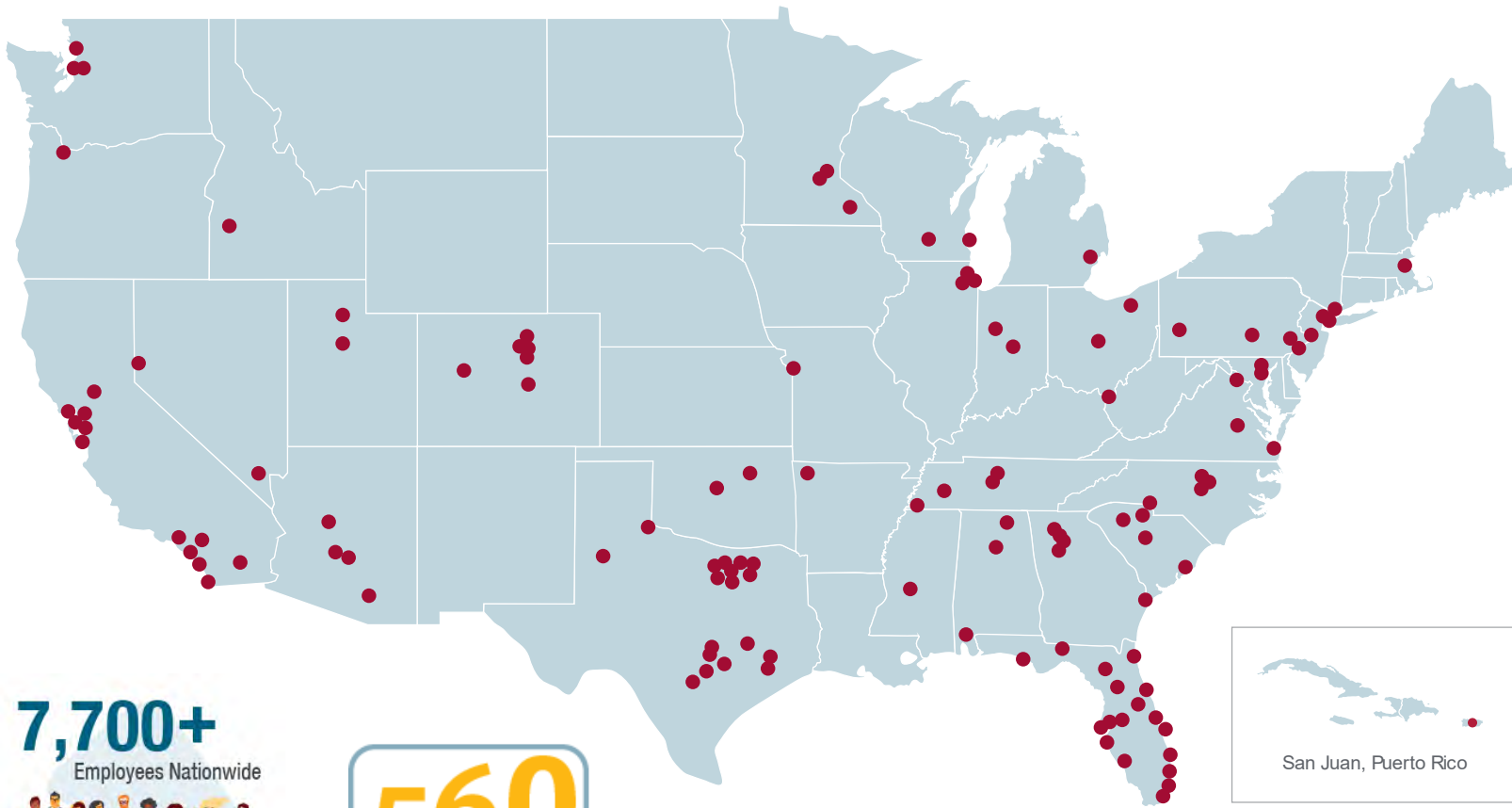
Kimley»»Horn

Expect More. Experience Better.

October 2023



Where We Are



7,700+
Employees Nationwide



560
Local staff

Kimley»»Horn



Core Capabilities



**Asset
Management**



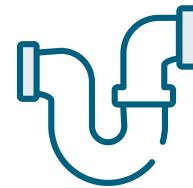
**Master
Planning**



Transportation



Resiliency

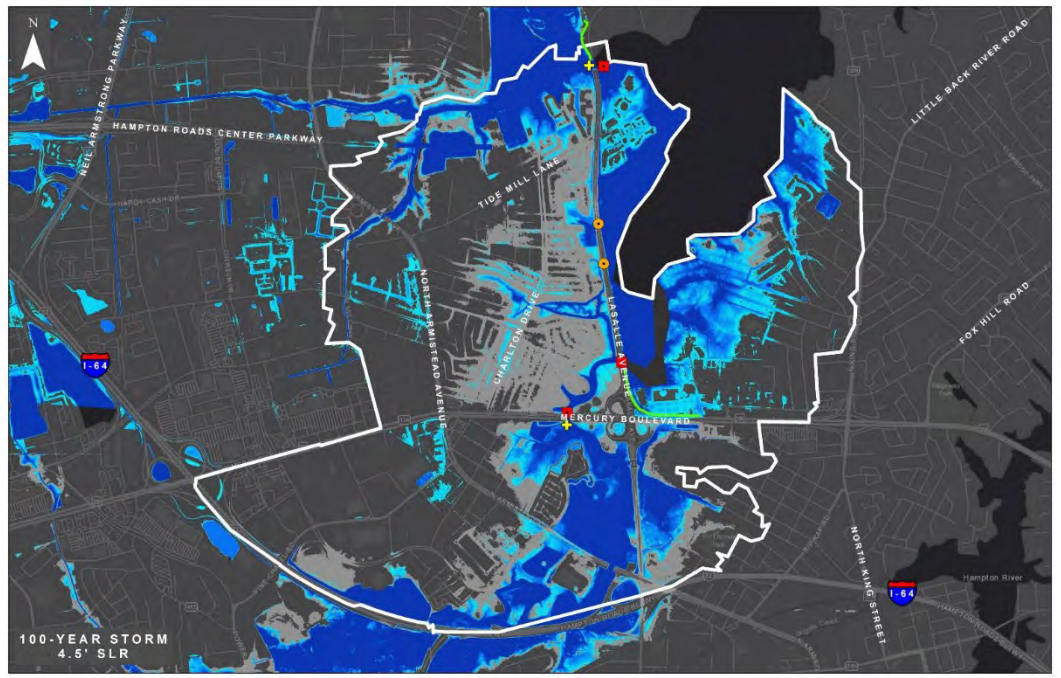


**Water
Resources**

U.S. Naval Academy, Annapolis, MD



LaSalle Avenue Corridor Resiliency Plan Hampton, VA



Arlington National Cemetery Defense Access Road, VA



Here's who is here....



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Visit [Kimley-Horn.com](https://www.kimley-horn.com)





exp.

For

SAME NoVA 8th Annual B2B Event

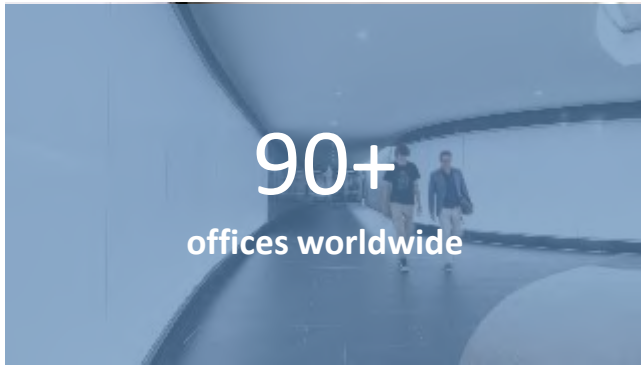
Presented by:

Julie Smiley

October 5, 2023



at a glance



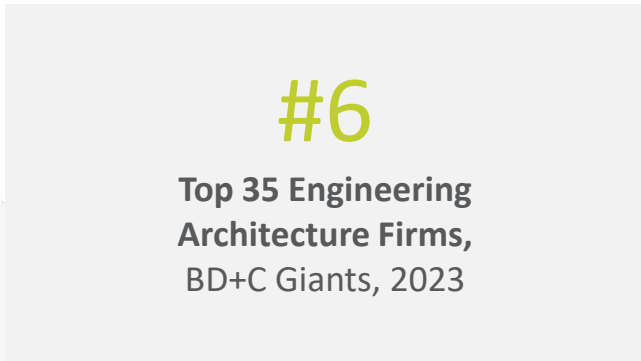
90+
offices worldwide



#25
Top 500 Design Firms
ENR, 2023



117
years of service



#6
Top 35 Engineering
Architecture Firms,
BD+C Giants, 2023



#6
Top 50 Military Facility
Engineering + EA Firms
BD+C Giants, 2022



#10
MEP Giants Top 100,
Revue Consulting-
Specifying Engineer
2023



Key Services

Architecture + Design

Automation + Instrumentation

Bridge Design

Bridge Inspection

Building Science

Civil

Commissioning

Construction Engineering + Inspection

Construction Management

Electrical

Environmental

Energy

Entertainment + Sports

Federal

Health + Safety

Land Development

Landscape Architecture

Lighting Design

Materials Testing

Mechanical

Operations + Maintenance

Pavement Engineering

Permitting + Compliance

Plumbing + Fire Protection

Program Management

Public Involvement

Railway Engineering

Roadway Design

Security

Structural

Survey + Geomatics

Sustainability + LEED

Technology Design

Traffic Engineering + Modeling

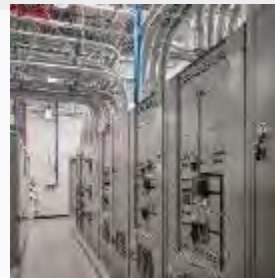
Transportation Planning

Utility Design + Coordination

Urban Planning + Design

Water + Wastewater

Water Resources





Projects



FORT JACKSON

U.S. Army Training Center & Fort Jackson



WMATA Crystal City Metro Station East Entrance, Crystal City, VA



City of Aberdeen MARC Station Pedestrian and Bicycle Improvements, Aberdeen, MD



VDOT Transform 66 Outside the Beltway – Transportation improvement of 22.5 mile corridor



Projects



US General Services Administration, Margaret Chase Smith Federal Building + U.S. Courthouse Modernization + Expansion, Bangor, ME



US General Services Administration, Charles F. Prevedel Federal Building, St. Louis, MO



US Postal Services, Milwaukee Processing Facility, Milwaukee, WI

Agencies We Are Targeting



**US Army Corps
of Engineers®**

USACE Baltimore
USACE Norfolk



U.S. Department
of Transportation

**Federal Highway
Administration**

FHWA - Eastern Federal Land



Smithsonian



Types of firms we are looking to team with



- Large or Small Architectural or Engineering Firm
- Design Build Firm
- EXP as Prime or Subconsultant
- Projects in Federal Space or State / Local

THANK YOU!

Julie Smiley

EXP US Services, Inc.
Mid-Atlantic, Federal Programs Manager
SAME NoVA Post Vice President

- Mobile: 540-845-4999
- Email: julie.smiley@exp.com

DC Office

Washington, DC

MD Office

Towson, MD

VA Offices

Richmond, VA

Chantilly, VA



exp.com



SZ PM
Consultants, Inc.

**SAME NOVA
B2B
PRESENTATION**

COMPANY OVERVIEW

- Founded by Suli Wang in 2011
- 32 employees
- Offices in MD, VA, and DC
- Professional Engineers (PEs) in DC, MD, VA, NY, NJ, FL, GA, VT, and IN



Services

- Project, program, and risk management
- Permitting assistance and utility coordination
- Construction management and construction inspection
- Water, wastewater and stormwater consulting and engineering design services
- Office engineering, project controls, and staff augmentation
- Specialized services such as VE, safety, risk management, and CADD/BIM
- Communication and public outreach



CERTIFICATIONS

- **DDOT** – CBE/SBE/WBE/DBE
- **MDOT** – MBE/SBE/DBE
- **VA SBSB** – DBE/MBE
- **SBA** – WOSB/SBE
- **MWAA** – LDBE
- **SEPTA** – DBE
- **City of Baltimore** – WBE/MBE



OUR CUSTOMERS

- Alexandria Renew Enterprises (1 Contract)
- Amtrak (2 contracts)
- City of Baltimore (7 contracts)
- DC Water (25 Contracts)
- District Department of Transportation (6 Contracts)
- Maryland Department of Transportation / Maryland
- Transit Administration (2 Contracts)



- Virginia Department of Transportation (1 Contract)
- Southeastern Pennsylvania Transportation Authority (2 Contracts)
- Washington Metropolitan Area Transit Authority (7 Contracts)
- Washington Suburban Sanitary Commission (5 Contracts)
- Prince William County Service Authority (1 Contract)

RELEVANT EXPERIENCE

- **PM Contracts** for DDOT Anacostia River Waterfront Initiative (AWI), DC
- **PM/CM and General Engineering Consultant** for Washington DC Streetcar Project, DC
- **Design Support Services** for VDOT \$3.6B Hampton Roads Bridge Tunnel Design-Build (D-B) Project, VA
- **Project Scheduling Services** for Rehabilitation of Amtrak's Washington DC Union Station and Baltimore Penn Station Next Generation High-Speed Rail (NGHSR) Renovation Projects, MD/DC
- **Project Management Support and Engineering Services** for MDOT \$5.6B Purple Line Light Rail, MD
- **PM/CM Support Services** for \$110M+ WMATA Rail Tunnel Grouting Program, MD/DC/VA
- WMATA Silver Line Phase II **Civil and Mechanical Inspection, Commissioning and Integration Project**, VA
- Multiple IDIQs for **General AE Services** – WMATA, Washington, DCCM Inspections and Support for \$250M Stormwater Tunnel Dewatering Pump Station and Enhanced Clarification Facility, DC
- DC Water **Permit Process Improvement Services** for DCFA #482 Capital Improvement Program, DC
- DC Water IDIQ for **Condition Assessment** of Major Water and Sewer Mains, DC
- **Water Resources Engineering** for DC Clean Rivers Division C CSO-19 Overflow & Diversion Structures, DC
- **Floodplain Data Collection and Analysis** for DDOT Streetcar Maintenance and Storage Facility, DC
- **Water Planning** Basic Order Agreement (BOA) Washington Suburban Sanitary Commission (WSSC), MD
- Region-wide **Geospatial Database** for Water Infrastructure Assets Intersecting WMATA Right of Ways, DC



OUR INTERESTS

- EXPANDING SUBCONTRACTING OPPORTUNITIES WITH PRIME AE CONTRACTORS
- WOSB PRIME CONTRACT OPPORTUNITIES WITH PARTNERS AS SUBCONTRACTORS
- MENTOR – PROTÉGÉ AGREEMENT RELATIONSHIP
- SMALL BUSINESS JOINT VENTURE PRIME CONTRACT OPPORTUNITIES
- STAFF AUGMENTATION SUPPORT OPPORTUNITIES



WHAT WE BRING TO YOU

- 1. Credentialed Staff**
- 2. Quality Performance**
- 3. Established, Reliable, Responsive**
- 4. Local Agency Expertise**



THANK YOU!



CLEY@SZPMCONSULTANTS.COM



WWW.SZPMCONSULTANTS.COM





Zero Waste[®]
Solutions



INTRODUCTION TO ZERO WASTE SOLUTIONS

Who We Are

Zero Waste Solutions, Inc.

Founded in 2002, to service distinct organizations with one simple, unprecedented vision: *Working towards Zero Waste.*

Over the past 21 years, we've been awarded government and commercial contracts to provide sustainable service solutions that meet any contractual obligation.

We take a different approach than most. We look at every material moving through your community (processes, people, products) and redirect these resources away from damaging the environment or the health of your tenants.

OUR MISSION

To increase environmental and corporate sustainability by identifying and implementing cost and resource-saving strategies based on the zero-waste concept.

SERVICE OFFERINGS

Operations and Maintenance

- Energy Management
- Medical Facility Maintenance
- Facilities Support Services
- Disaster Management

Waste Management

- Zero Waste Consulting
- Refuse Removal
- Construction Demolition
- Equipment Maintenance and Management
- Education Awareness & Reporting
- Composting





ZERO WASTE SOLUTIONS, INC

KEY DIFFERENTIATORS

- 21 years experience in the federal sector
- Key personnel with extensive technical and regional knowledge
- ISO:9001:2015 Certified Quality Control Program
- IBM Maximo CMMS program to provide stakeholders remote visibility
- Redesigned Program Management System to adhere to Post Pandemic Work Culture
- Open communication culture



CONTRACTING VEHICLES

- SMALL BUSINESS (SB)
- WOMEN-OWNED SMALL BUSINESS (WOSB)
- GSA BUILDING MAINTENANCE & OPERATIONS (BMO)
- OPERATION AND MAINTENANCE ENGINEERING ENHANCEMENT (OMEE)

NAICS CODES

- 561210 – FACILITIES SUPPORT
- 562111 – SOLID WASTE COLLECTION



OUR EXPERIENCE

OPERATIONS & MAINTENANCE

- General Services Administration, San Jose, CA
- General Services Administration, Bratenhal, OH
- General Services Administration, Eastport & Porthill, ID
- General Service Administration, Abingdon, VA
- Transportation Security Administration, Arlington, VA
- United States Census Bureau, Jeffersonville, Indiana
- Department of Air Force, Columbus Air Force Base, MS
- Department of Air Force, Wright Patterson Air Force Base, OH
- Department of Air Force, Mountain Home Air Force Base, ID
- Environmental Protection Agency, Edison, NJ
- Federal Law Enforcement Training Center, Glynco, GA
- United States Coast Guard, Cape May, NJ

INTEGRATED SOLID WASTE MANAGEMENT SERVICES

- Pentagon, Washington, DC
- Department of Air Force, Keesler AFB, MS
- Department of Army Fort Benning, GA
- Department of Army, Fort Riley, KS
- Department of Army Fort Knox, KY
- Department of Navy, Newport, RI
- Department of Army, Fort Stewart, GA





**SAME NOVA Post
Business-to-Business (B2B) Event**

5 October 2023

Jilian Breeden, P.E., LEED AP

Engage Federal LLC

Economically-Disadvantaged Woman-Owned Small Business (EDWOSB)

www.engagefederal.com

Reston, VA

UEI: FKJFBTZEBXB7 | CAGE: 89G82

Specialty subconsultant providing planning and programming services:

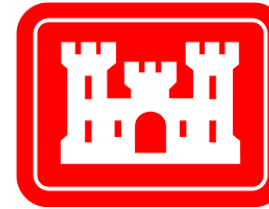
- Space use plans & studies
- Concept & feasibility studies
- Charrette facilitation
- Scope & requirements development (BFR & RA)
- Budgetary cost estimates
- Military Construction (MILCON) & SRM DD Form 1391s (in PAX 1391 Processor & EPG)
- Life-cycle economic analyses in ECONPACK
- Training (e.g., 1391s, MILCON trends, PPBE process)





Past Federal Experience:

- Navy
- USMC
- Army
- Air Force
- WHS
- DOT
- GSA
- FBI
- NOAA
- AOC
- EPA



Personnel Clearances: Secret

Geographic Coverage: CONUS & OCONUS (Europe & Pacific)

Programs/Systems Access: Army's PAX Processor, Navy's EPG, ECONPACK

Engage's experience includes preparation of 180+ DD Form 1391 packages

Think of Engage if the RFP/SOW includes:

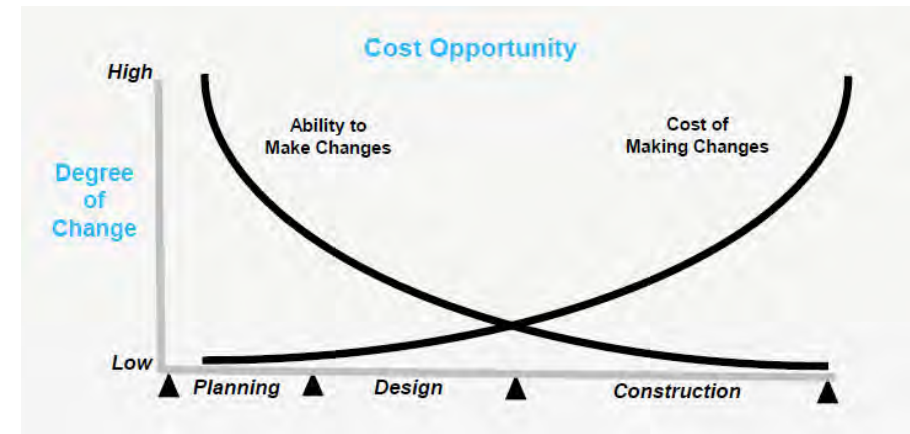
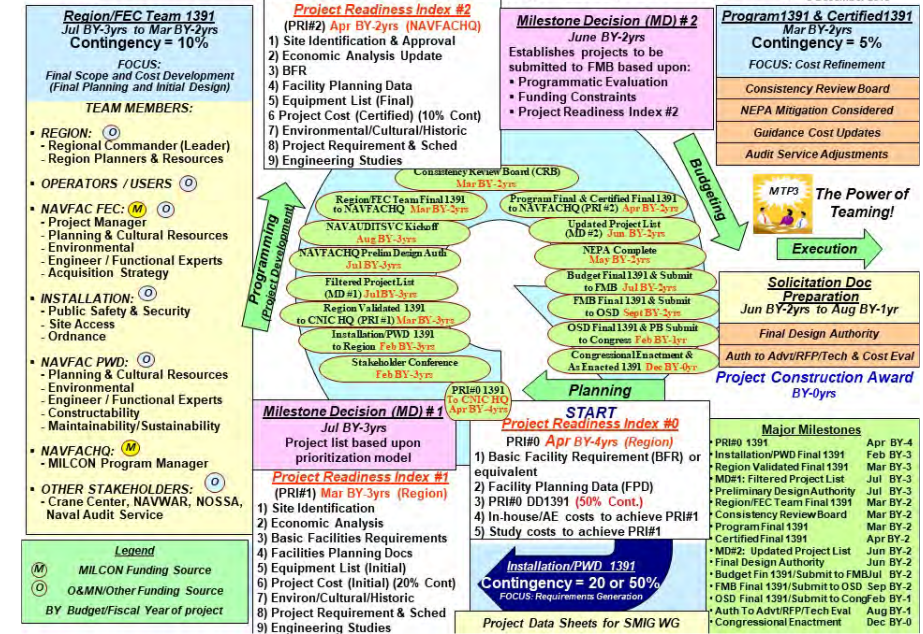
- DoD
- Planning and programming
- Plans and studies
- Requirements development
- DD Form 1391 or MILCON
- Economic analysis or ECONPACK
- PAX 1391 Processor or EPG

Why include Engage?

- Leverage an expert
- An invested planner connects & improves all deliverables
- Proper planning leads to executable projects

USN "Blue" MILCON Team Planning & Programming Process (MTP3)

3 December 2019



Source: Systems Approach to Cost Management Webinar; Faithful Gould, May 2022

**NAWS China Lake, CA
Various MILCON & SRM Projects
(Ranges, RDT&E, IWW systems)**



**NAS Patuxent River, MD
Aircraft RDT&E Hangers
(secure facilities)**



Recent Projects



**Fort Bragg, NC
JSOC Mission Command Center**



**Anniston Army Depot, AL
Component Remanufacturing Facility &
Tenant Relocation SRM projects**



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5 October 2023

**Jilian Breeden, P.E., LEED AP
jbreeden@engagefederal.com**

703.638.8684

www.engagefederal.com



Fox Rothschild LLP

Washington, DC



Doug Hibshman

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



Dana Molinari



Who we represent / What we do

Federal Procurement / Construction / AE Practice Group

- **Clients Represented**
 - Represent small, medium, and large businesses
 - Contractors, subcontractors, AE firms, manufacturers, suppliers, owners, service providers, sureties, private equity
 - \$5 million to \$5 billion
- **Services Provided**
 - Contract, subcontract, JV, etc. drafting, review, risk assessment
 - Contract claims / Bid Protests
 - Litigation, mediation, arbitration
 - Compliance
 - FAR / DFARS compliance, internal investigations, Code of Business Ethics, compliance training, Buy American, IIJA, IRA, AAP, SCA, Davis-Bacon, etc., etc.
- **What we can do for you**
 - Sign good contracts / know your rights / assess your risks
 - Protect your contract rights / “Best Practices” / Litigation avoidance
 - Manage litigations, mediations, and arbitrations

Trust the Faces You Know Fox Rothschild’s Construction Law Group

National Footprint – Comprehensive Suite of Services

Federal Government Contracts | Compliance & Internal Investigations
 Contract Review | Cybersecurity | Claims & Disputes Resolution
 Litigation | M&A | Employment



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