



SAME NoVA Post 10th Annual Business-to-Business (B2B) Engagement

National Museum of the U.S. Army at Fort Belvoir
December 11, 2025





SPECIAL THANKS TO THE SAME NOVA POST'S 10TH ANNUAL BUSINESS-TO-BUSINESS (B2B) ENGAGEMENT SPONSORS





CADENCE CONSULTING

WHERE RHYTHM MEETS RESULTS

SAME NOVA POST 2025 B2B ENGAGEMENT

Federal-Focused Civil Engineering Consulting

Presented by :

Katie McDaniel, P.E | Founding Principal

December 11, 2025



MEET THE FOUNDER

Katie McDaniel, P.E.

Katie McDaniel, P.E. is a seasoned, licensed professional with deep federal sector expertise and a commitment to excellence in infrastructure development.



Registrations



Federal Experience and Agencies Served



703-665-1123 | 540-533-7113

www.build-cadence.com

kmcdaniel@build-cadence.com

FIRM OVERVIEW

Core Competencies

- **Planning and Feasibility**
- **Site Development & Infrastructure Design**
- **Stormwater Management & Erosion Control**
- **Construction Administration**

BY THE NUMBERS:

12+



Years Serving
Federal Clients

9+



Federal Projects
Delivered

100%



On-Time
Project Delivery



Photo by Clark Construction

WHY FEDERAL CLIENTS CHOOSE CADENCE

By delivering comprehensive civil engineering services from inception to construction, our engineers are catalysts for building foundations that support federal entities and their missions.



Photo by Defense Intelligence Agency

Federal Fluency

- Deep understanding of agency-specific requirements (DoD, GSA, etc)
- Security protocols and compliance expertise
- Seamless integration with government project teams

Rapid Response

- Corporate office near major transportation hubs in the DC region
- CONUS and OCONUS deployment capability
- 24-hour response commitment

Mission Aligned Values

- Efficiency, security and accountability-driven
- Diversity goal fulfillment as Woman-Owned small business
- Proven track record across sensitive installations

Katie's Federal Experience and Portfolio Highlights

- Marine Corps Base Quantico Building Renovations and Waterline Upgrades
- Naval Research Laboratory Upgrades
- Luxembourg Embassy Renovation
- Fort Meade Building Renovations
- Fort Detrick Photovoltaic Canopy
- GSA Warehouse Complex
- ICC-B Campus Improvements
- FBI Field Office



READY TO PARTNER

- **Seeking:**

- Strategic teaming partnerships
- Subcontracting on federal installations
- Prime contracting opportunities

- **Key Certifications:**

- Woman-Owned Small Business
- Virginia SWaM Certified (S, W, Micro)
- WBENC Certified WBE

- **Contract Vehicles:**

- SAM Registered | UEI: S6R3UZNWXNF4
- CAGE/NCAGE: 9VEP7
- NAICS: 541330, 237110, 541620

- **Geographic Coverage:**

- Licensed In: VA, MD, DC, NC

- **Connect Today:**

- Find me after this session
- Available for meetings this week



**WOMEN
OWNED**



U.S. Small Business
Administration

WOSB CERTIFIED

CERTIFIED

SWaM Small,
Women and
Minority-Owned

Supplier Diversity Strengthens the Commonwealth
by the Virginia Department of Small Business & Supplier Diversity



LET'S WORK TOGETHER



Katie McDaniel, P.E | Founding Principal

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LÓGOS
BRAVO ZULU

SAME NoVA

December 11, 2025



- EIN: 84-4079475
- DUNS: 117377277
- CAGE: 8GMM3
- SBA SDVOSB Certified
- LogosBZ.com

CORE VALUES

- **Impactful:** Make a difference
- **Trusted:** Clients, partners and staff come to us with their problems
- **Positive:** Embody enthusiasm, excellence
- **Connected:** We are all part of something larger
- **Loyal:** To staff and partners above all
- **Futuristic:** Deliver solutions of the future

LOGOS AT A GLANCE

Logos Imagine
Real Estate
Development & Leasing

Insurance Coverage
\$10 M Umbrella

Logos BZ
Architecture
Environmental Management
Construction Support
Project Management

2025
Projected Revenue
\$2.0M

Logos WSP JV
Full-Service AE

Past Performance
Medical Center Design
MOB Design
Interior Design
Healthcare Planning
Infrastructure Planning
Structural/Seismic Engineering
Hydrologic Consulting
CAD/BIM/LiDAR

2025 BD Focus
Commercial
Real Estate Development

THE JV STORY

WSP USA has joined forces with Lógos to form a Service-Disabled Veteran Owned Small Business (SDVOSB) joint venture (JV) named Lógos WSP. This was made possible through the U.S. Small Business Administration (SBA) Mentor/Protégé (M/P) program.

We provide the benefits of a small business driven to exceed our clients' expectations and the capabilities of a large, nationally recognized, industry leading, international design firm.



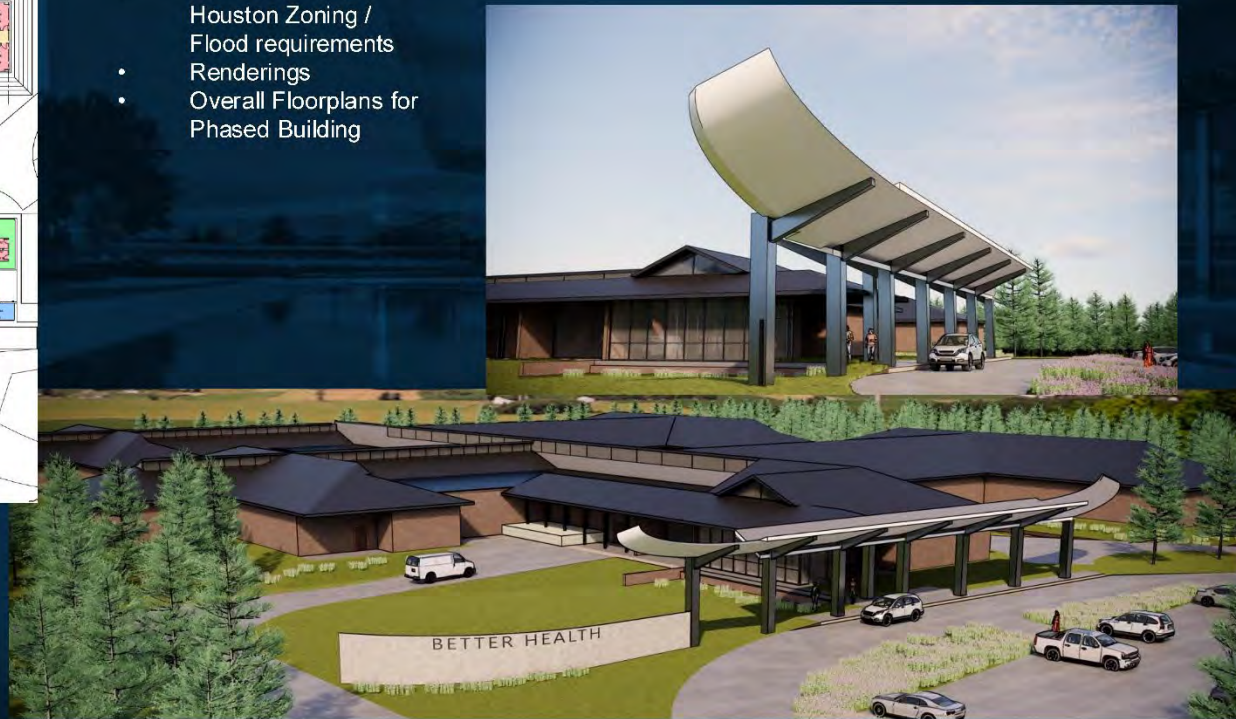
RECENT PROJECTS

- Houston, TX
- Bangor, ME
- Santa Cruz, CA
- VA Lewiston, ID
- VA San Juan, PR
- VA Richmond, VA

Better Health Houston, TX

79,000 sf Behavioral Health Master Plan

- Site Evaluation-
Houston Zoning /
Flood requirements
- Renderings
- Overall Floorplans for
Phased Building



Bangor, ME VA

69,000 sf CBOC

- Greenfield, Stage: not awarded yet



Reception View

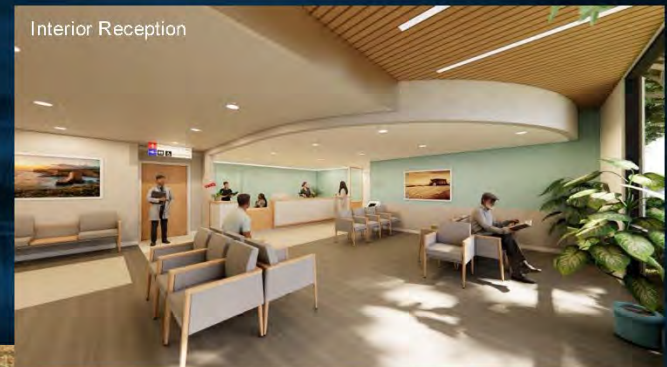
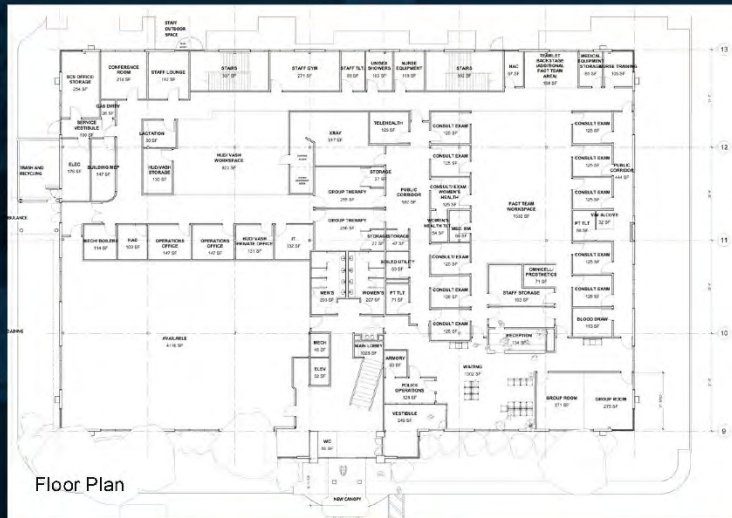


Entry View



Top View Cutaway

CBOC 14,646sf ABOA, 15,300sf Rentable
Existing Renovation, Stage: to be awarded shortlisted



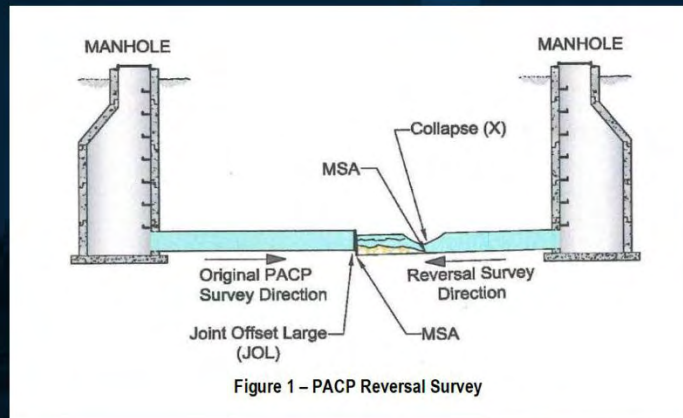
Overall View

Lewiston, ID CBOC

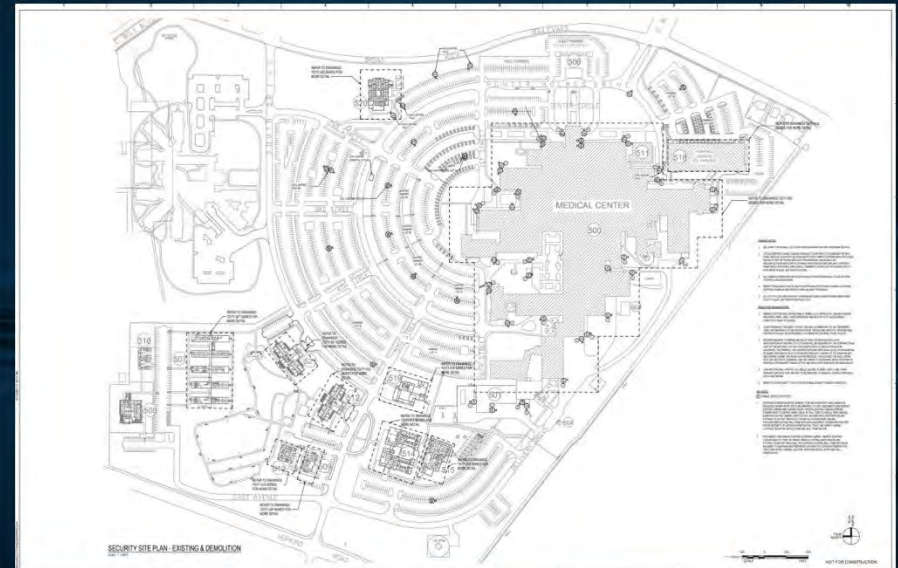
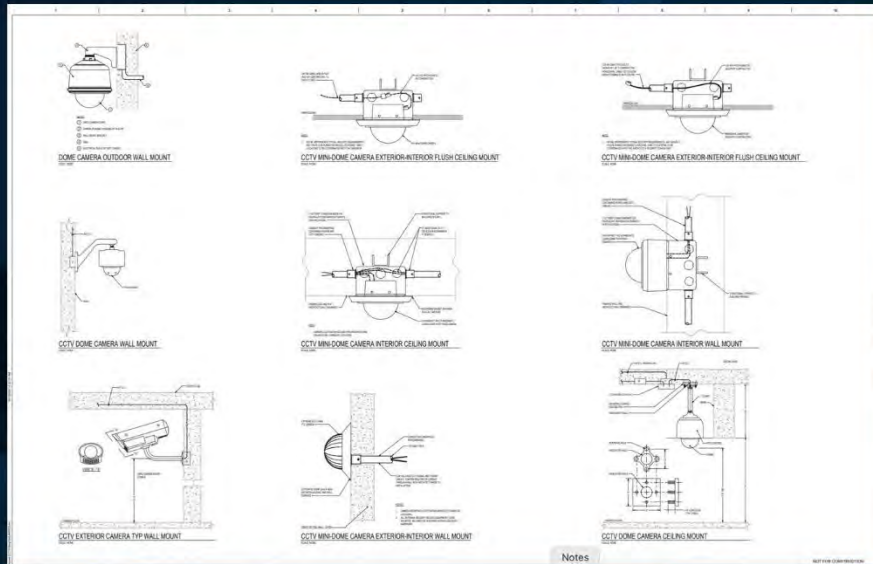
“On the Boards”



San Juan, PR Storm and Sanitary



Richmond, VA CCTV





WHY LOGOS?

WHY JV?

- Architecture/Interior Design
- Healthcare Planning
- Veteran Owned
- Agile/Flexible
- Full-Service AE
- 69,000+ Professionals
- 130+ Years Past Performance



Expert Construction and Renovation Services

Delivering Project Success to Federal Clients

Goldbelt Operations Support Services, LLC

An 8(a) Alaskan-Native Company

13900 Lincoln Park Dr., Suite 140

Herndon, VA 20171

UEI: VHMLMYNQ96N5 | Cage Code: 892G2

Point of Contact:

Sean Goldsmith, PE, President

Office: 703.783.1230 | Mobile: 540.537.2390

Email: sean.goldsmith@goldbelt.com



Prime Construction Contracting

- Established in 2015 | HQ in Herndon, VA
- New Construction, Interior and Exterior Renovation, and Alteration
- Bonding: \$50M single / \$175M aggregate
- Goldbelt, Inc. Subsidiary 
- 8(a) ANC | Small Disadvantaged Business
- CMMC Level 1 (Level 2 pending)

Experienced Team

- 30+ Full-time Employees
- 60% have Security Clearances
- USACE CQCM and OSHA 30/10 Safety Certifications
- Goldbelt, Inc. Supported Resources for HR and Financial Administration.

Core Capabilities

GbOSS has successfully constructed over **\$190 M** worth of work and **220** contracts.

New Construction

New build and Additions
Pre-engineered Metal Buildings
Site Preparation, Utilities Installation

Renovations, Alterations and Modernizations

Full gut renovations
Major Systems Infrastructure Upgrades
Executing in Occupied Buildings

Design-Build/ Design-Bid-Build

Partnering with Owners and A/Es

LEED/Sustainable

Building Efficiencies | Energy Reduction



Federal Customers



FEMA



Highlights

GbOSS currently has in progress:

- \$103 M in work
- 34 projects and task orders

IDIQ Contracts

- Joint Base Andrews, MD and Joint Base Anacostia-Bolling, Washington, DC
- GSA IDIQ MACC for Construction Services in Pennsylvania
- National Energy Technology Lab, Pittsburgh, PA; Morgantown, WV and Albany, OR
- Letterkenny Army Depot Chambersburg, PA
- Smithsonian Institution IDIQ JOC Construction Services
- Tobyhanna Army Depot, Tobyhanna, PA

GbOSS Differentiators

- Adherent to Cost, Schedule, and Quality Control
- Attention to Detail
- Excellent Safety Record:
EMR .789 | OSHA DART 0
- Solutions oriented, problem solvers



Corporate Experience



USACE Baltimore District New Fire Station, Letterkenny Army Depot,
Chambersburg, PA
2026 | \$22 M



US Army – Army Contracting Command, Building 3382 Blast Booth Addition, Letterkenny Army Depot, Chambersburg, PA
2025 | \$3.2 M



US Army – Army Contracting Command, Building 10 Fire Alarm Replacement, Letterkenny Army Depot, Chambersburg, PA
2023 | \$560 K

US Air Force Building 168 NCIS First Floor Renovation, Joint Base Anacostia-Bolling, Washington, DC
2024 | \$4.8 M

US Air Force Renovate Building 399 WHCA Rooms, Joint Base Anacostia-Bolling, Washington, DC
2025 | \$551 K



SAME NOVA POST B2B

6944 Winchester Road Front Royal, VA 22630
Phone: (703) 436-1826
info@terraconstructs.com



Modular Housing Replacement
Cape Hatteras National Seashore

TERRA BY THE NUMBERS



5

Offices in VA (2),
MD, NC, and SC



10+

Years of Delivering
Exceptional Projects



10+

States and D.C.



100+

Construction
Professionals



220+

Successful Projects



+55%

Self Performance



\$25MM
\$100MM

Single and Aggregate
Bonding Capacity



2029

SBA 8(a) Through
Certification



TAHKOX TERRA

Tribal MPA-J/V
Pending SBA
Approval



18

\$1.2B MACC,
MATOC, BOA, &
JOC Contracts



▪ Terra Current Area of Operations

- ▲ Office Location
- State Licensed
- 8(a) Certification
- SBE Certified
- ◻ DBE Certified
- ◆ SBE Certified



Life Safety Improvements
National Mall and Memorial Parks

■ Federal Partners

- United States Navy
- United States Air Force
- U.S. Army Corps of Engineers
- National Park Service
- General Services Administration
- Federal Bureau of Investigation
- U.S. Forest Service
- U.S. Department of Agriculture
- U.S. Department of Transportation
- U.S. Coast Guard
- Smithsonian Institution
- Department of the Interior
- U.S. Geological Service
- U.S. Department of Energy
- U.S. Fish & Wildlife
- U.S. Postal Service



▪ Terra Core Competencies

- Infrastructure - Utilities
- Infrastructure – Roads & Bridges
- Infrastructure – Piers and Waterfront
- Building – New and Renovation
- Building – MEP, DDC, Automation
- Occupied Facility Renovations
- SCIF Construction

▪ Terra Self-Performance Data

- Over 1,000,000 Self-Perform Labor Hours
- \$4M+ Owned Equipment
- Over 2,000,000 SF of Pre-Cast Installations
- 50+ In-house Tradespersons
- Certified Crane Operators
- Multi-State Trade Coverage



Oxon Cove Trail Improvements
Oxon Cove Park & Oxon Hill Farm

■ Marquee Projects

- Arlington National Cemetery - Pylon Stabilization
- Cape Hatteras – 12 Modular Housing Units
- Andrews AFB – Virginia Gate Improvements
- White House – 1st Infantry Division Monument
- Lincoln Memorial – Construct Modular Facilities
- Stuart Lee Udall Building – Facility Improvements
- National Park Service Headquarters – Campus Improvements
- National Mall – Improvements at 13 Memorial Sites
- Cape Hatteras – Ocracoke Lighthouse Restoration
- Regan National – Coast Guard Hangar Upgrades
- Catoclin National Historic Park – Renovate 34 Cabins and Bathrooms



■ B2B Partnering Opportunities

- Subcontracting & Specialty Trade Opportunities
 - Construction & Field Services (Subcontracting)
 - Support Services (Survey, QA/QC, Equipment)
- Design & Professional Services Partnering
 - A/E Partnering for Design-Build Projects
 - Specialized Services (Scheduling, BIM)
- Strategic Contracting & Teaming Relationships
 - Federal Contract Vehicles (MACC/MA TOC)
 - Joint Ventures
- Supplier & Material Vendor Partnerships
- Innovation, Technology & Emerging Capabilities
 - Modular/Prefabrication Partners
- Local & Community-Based Partnering
 - Workforce Development Partners





Contact Information

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(571) 762-3796 (Cell)

www.terraconstructs.com



SAME NoVA Post

10th Annual Business 2 Business Engagement

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Project Locations



2024 ENR

TOP 500

Sourcebook



#8 in Airports



#8 in Food & Beverage



#34 in Industrial Process



#38 in Transportation



#47 in Power



#82 in Architecture

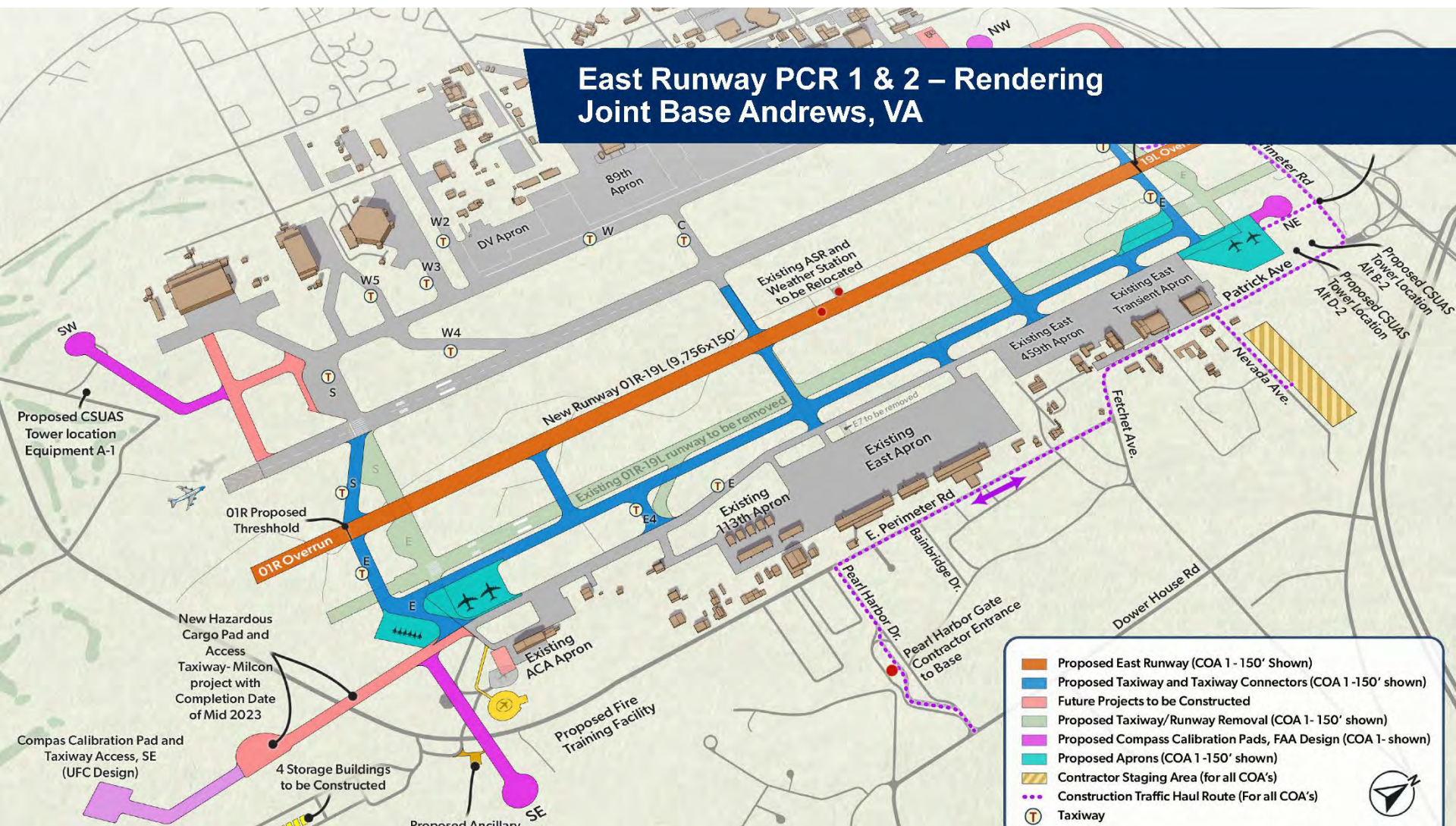
Mead&Hunt

Facility & Project Types

- Aircraft Hangars
- Community
 - Fitness Center
 - Living Quarters
 - Fire Station
- Training & Readiness Centers
- Airfield Paving Design
- Entry Control Facilities
- Dams, Hydro, W/WW
- Military Planning
- Squad Ops



East Runway PCR 1 & 2 – Rendering Joint Base Andrews, VA



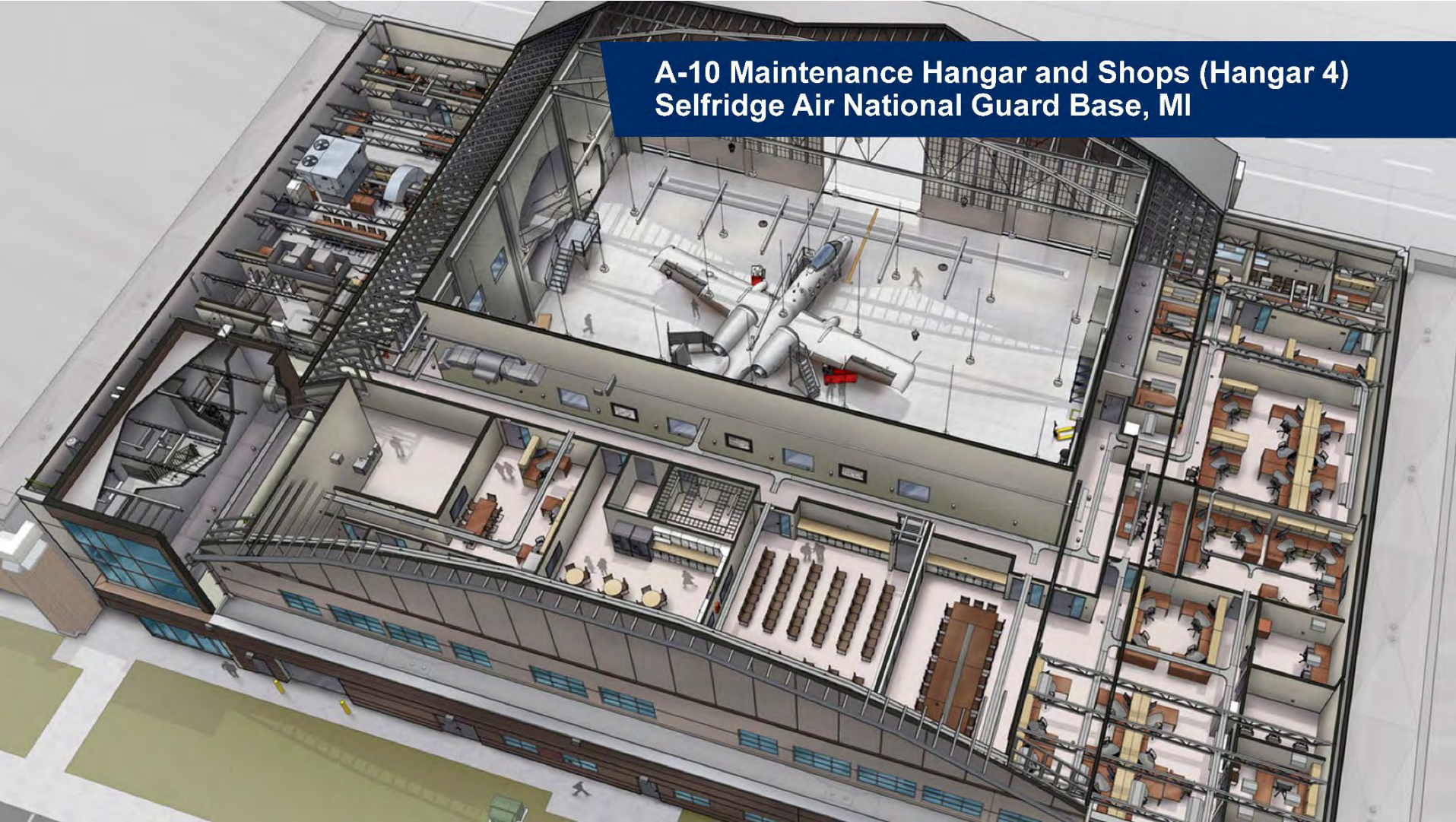
**Dam Closure Structures
Broken Bow and Hugo Dam, OK**



**Renovate C-17 Hangar Building 51
Charlotte ANG, NC**



**A-10 Maintenance Hangar and Shops (Hangar 4)
Selfridge Air National Guard Base, MI**



A wide-angle photograph of a large, modern physical fitness center. The room has a high ceiling with a grid of recessed fluorescent lights. The floor is covered in blue rubber matting. On the left, there is a long rack of dumbbells and a large mirror reflecting the interior. In the center, a person in a red shirt is lying on a blue exercise bench. To the right, there are various pieces of gym equipment, including a leg press machine in the foreground and a cable machine further back. A person is seated at the cable machine. The overall atmosphere is clean and professional.

**Physical Fitness Center
Niagara Falls Air Reserve Station, NY**

Riverside Canal and Pipeline Sacramento Area Flood Control Agency, CA



**Operational Readiness Training Center – Rendering
Camp Blanding, FL**

Contract Vehicles

- USACE Districts
 - 12 Districts
 - Planning, Horizontal, Military Design
 - Air Force and Army Reserve Clients
- AFCEC AE Next
 - Pool 4 (Facilities & Infrastructure)
 - Pool 1 (Airfield Infrastructure)
- National Guard Bureau
- 7 State National Guard Contracts
 - Both ARNG and ANG

<https://meadhunt.com/government-contract-vehicles>



Opportunities



- Lasting Teaming Partnerships
 - GCs
 - Large Businesses
 - Small Businesses
 - 8(a) & Tribal Firms
- Clients
 - New Agencies
 - New Geographies



Shanté Fields, Federal Market Leader

shante.fields@meadhunt.com

919.225.4044



Craig Bryant, USACE Market Leader

craig.bryant@meadhunt.com

910.261.9161



Brad Ezell, Federal Programs Leader

brad.ezell@meadhunt.com

608.443.0455



MERRICK & COMPANY

SAME NoVA Post B2B Engagement

DECEMBER 11, 2025

NICK DESPORT, RA, LEED AP BD+C, F.SAME | DIRECTOR OF BUSINESS DEVELOPMENT



MERRICK®

www.merrick.com



MERRICK BY THE NUMBERS



FOUNDED
in **1955**



EMPLOYEES
1100+

25
OFFICES in

4
COUNTRIES

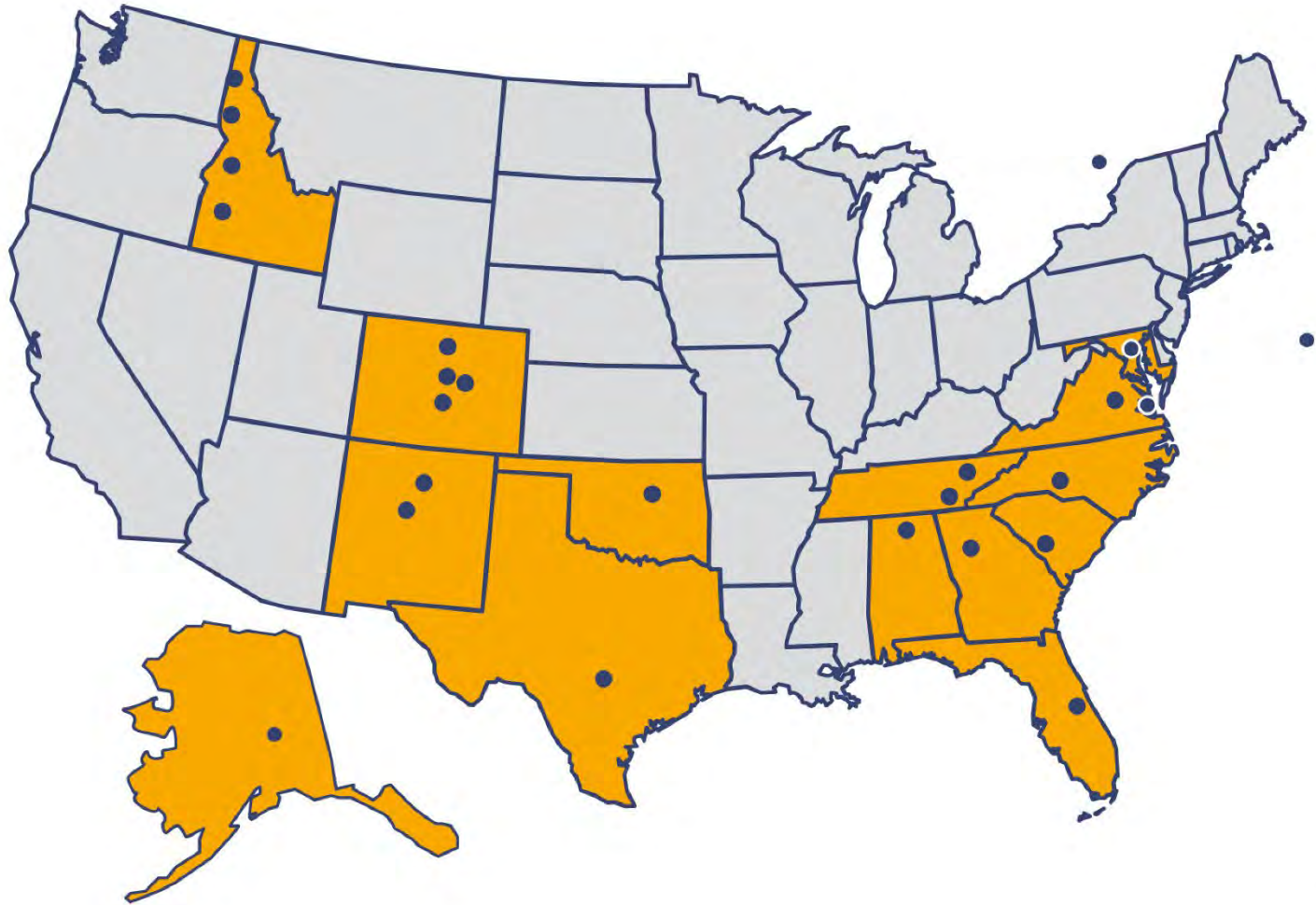
100% 
EMPLOYEE
OWNED



7
CONTINENTS
worked on

25 OFFICE LOCATIONS

Fairbanks, AK
Huntsville, AL
Colorado Springs, CO
Greenwood Village, CO
Denver, CO
Loveland, CO
Melbourne, FL
Atlanta, GA
Boise, ID
Coeur d'Alene, ID
Lewiston, ID
McCall, ID
Baltimore, MD
Albuquerque, NM
Los Alamos, NM
Charlotte, NC
Tulsa, OK
Aiken, SC
Chattanooga, TN
Oak Ridge, TN
San Antonio, TX
Newport News, VA
Richmond, VA
Kanata, ON, Canada
London, England



MERRICK MARKETS



Infrastructure

Water/Wastewater
Surface Water
Whitewater Recreation
Transportation
Land Development



Nuclear

Nuclear Stockpile Support
Advanced Nuclear Reactors
Medical Isotopes
Nuclear Science/R&D
Environmental Management



Energy & Chemicals

Power
Biofuels & Biochemicals
Oil & Gas
Chemicals



National Security

Mission Critical Facilities
& Mission Support
Operations & Training
Facilities



Life Sciences

Biological Laboratories
Life Science Research
Institutions
Biosafety & Biosecurity
Global Health Security



Manufacturing

Food & Personal Care
Alternative Proteins,
Foods & Products
Industrial Manufacturing



Aerospace

Site & Utilities
Facilities
Ground Support
Equipment

PROJECT EXAMPLES



JBSA-Lackland Airman Training Complex

USACE Fort Worth | Joint Base San Antonio–Lackland, Texas | \$1B





T-7 Bed Down Facilities

USACE Ft Worth District | Laughlin AFB, Texas & Vance AFB, Oklahoma | \$91M





B-21 Aircraft Maintenance Shop Formal Training Unit

USACE Omaha | Ellsworth Air Force Base, South Dakota | \$70M





Joint Interagency Task Force South (JIATF-S)

NAVFAC Southeast | Naval Air Station Key West, Florida | \$475M





Littoral Innovation and Prototyping Facility

NAVFAC Southeast | NSA Panama City, Florida | \$64M





Subsea & Seabed Warfare RDT&E Facility

NAVFAC Southeast | NSA Panama City, Florida | \$28M





Engineering Test Facility

NAVFAC Southeast | Cape Canaveral SFS, Florida | \$198M





JBSA-Lackland Chapel

USACE Fort Worth | Joint Base San Antonio–Lackland, Texas | \$70M





Cryogenic Fuel Tank Test Facilities

NASA | Marshall Space Flight Center; Huntsville, Alabama | \$28M





Vehicle Assembly Building

NASA | Kennedy Space Center; Merritt Island, Florida | \$75M over the last 5 years





National Biocontainment Laboratory

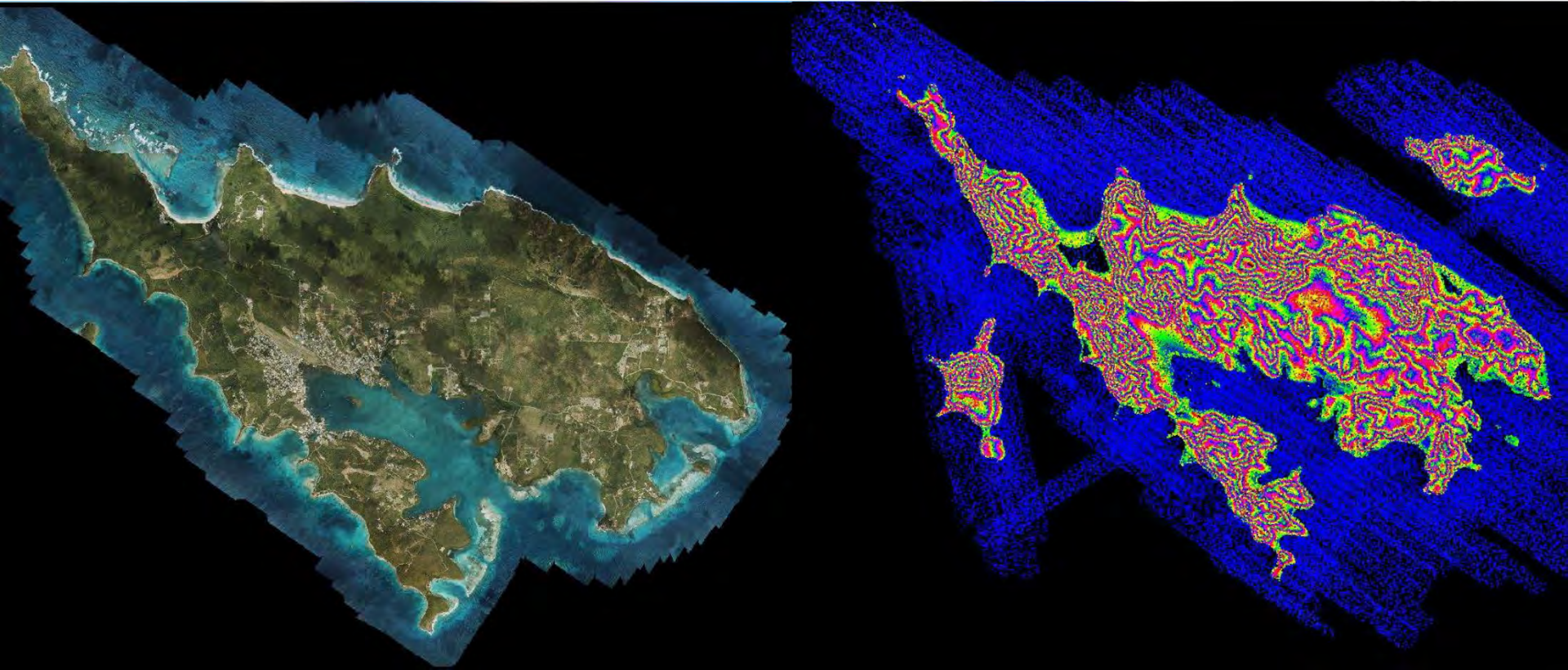
Ministry for Primary Industries | Upper Hutt, New Zealand | \$87M NZD





Mapping Puerto Rico

Puerto Rico Department of Housing | GEORAD Program | \$23M





OPPORTUNITIES

TEAMING PARTNERS LARGE AND SMALL
LASTING PARTNERSHIPS
OPPORTUNITIES TO **GROW**
NEW GEOGRAPHIC OPPORTUNITIES





JOINT VENTURES

MULTIPLE JOINT VENTURES INCLUDING:

SOL-Merrick (HUBZone) JV

Blair Remy-Merrick (SB) M-P JV

COPLAN-Merrick JV

Merrick-RS&H JV

OTIE-Merrick JV

Merrick-IMEG JV

Merrick-Mott MacDonald JV



PRIME CONTRACTS

40+ PRIME CONTRACTS INCLUDING:

AFCEC Pool 3

AFCEC Pool 4

CEHNC Huntsville

NASA

USAFA

NAVFAC SE

USACE Europe, Japan, Ft. Worth, Kansas City, Memphis, Mobile, Tulsa, Savannah

THANK YOU!

NICK DESPORT, RA, LEED AP BD+C, F.SAME

NICK.DESPORT@MERRICK.COM



MERRICK®

www.merrick.com





SZPM

CONSULTANTS, INC.

SAME NOVA

B2B

PRESENTATION

December 11, 2025

COMPANY OVERVIEW

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



CERTIFICATIONS

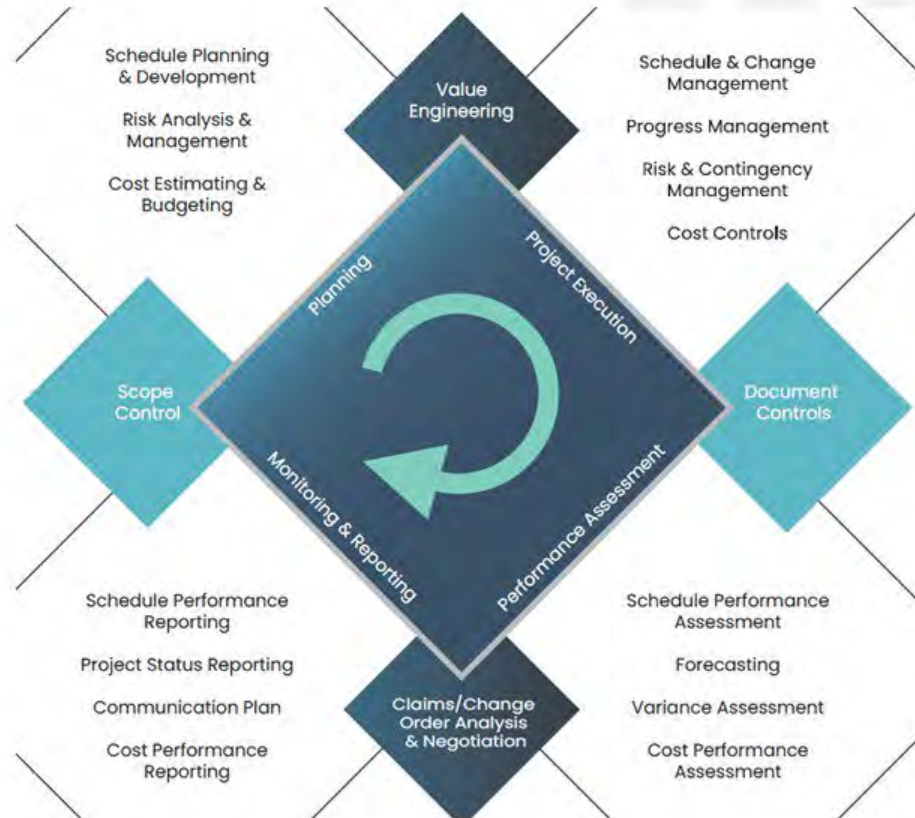
- **SBA** – WOSB/SBE
- **DDOT** – CBE/SBE/WBE/DBE
- **MDOT** – MBE/SBE/DBE
- **VA SBSB** – DBE/MBE
- **MWAA** – LDBE
- **SEPTA** – DBE
- **City of Baltimore** – WBE/MBE
- **JTA** – DBE
- **DRPA** – DBE
- **NY MTA** – DBE



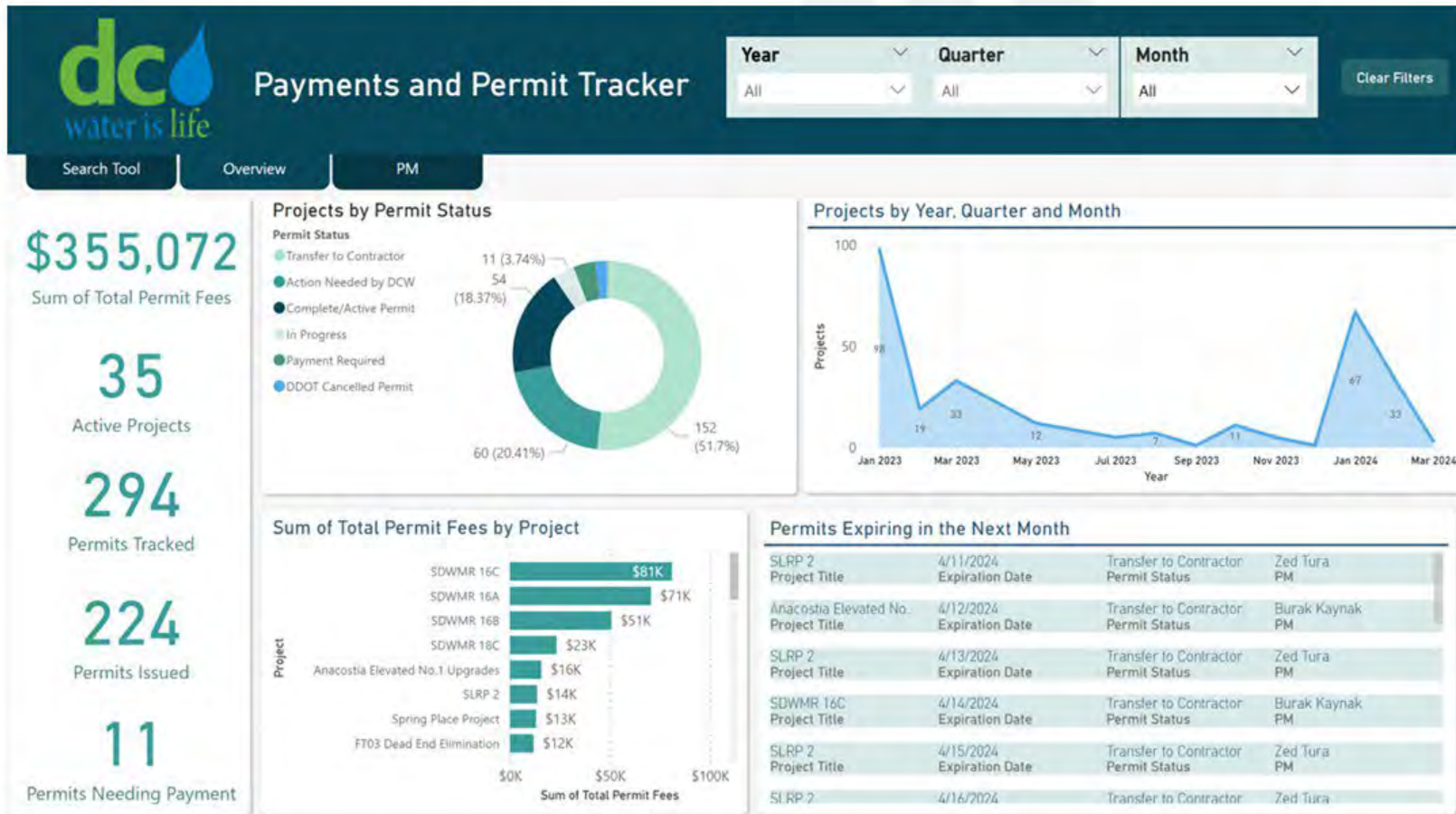
PROGRAM MANAGEMENT



PROJECT CONTROLS



PERMIT SUPPORT SERVICES



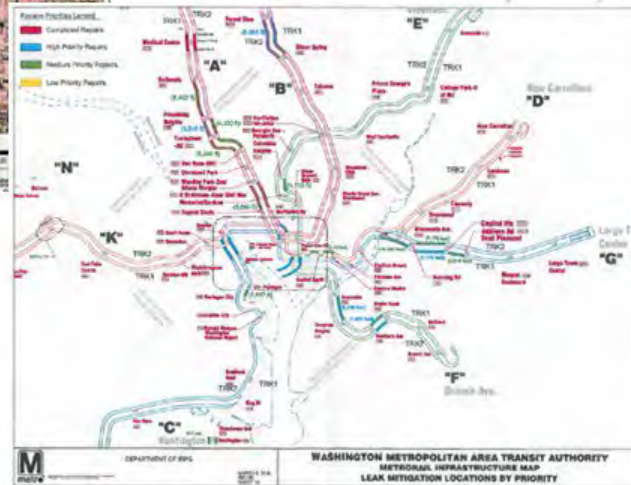
CONSTRUCTION MANAGEMENT



WATER / WASTEWATER DESIGN SERVICES



VALUE ENGINEERING

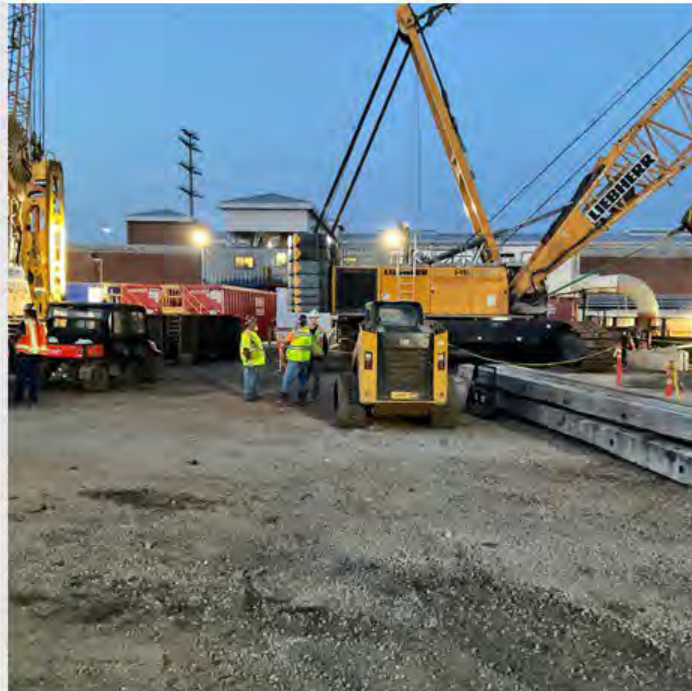


PUBLIC OUTREACH AND STAKEHOLDER ENGAGEMENT



OUR CUSTOMERS

- Architect of the Capitol
- Alexandria Renew Amtrak
- City of Baltimore
- DC Water
- District Department of Transportation
- Jacksonville Transportation Authority
- Maryland Department of Transportation / Maryland Transit Administration



- Virginia Department of Transportation
- Southeastern Pennsylvania Transportation Authority
- Washington Metropolitan Area Transit Authority
- Washington Suburban Sanitary Commission
- Prince William County Service Authority
- USDA Forest Services

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
- SMALL BUSINESS JOINT VENTURE PRIME CONTRACT OPPORTUNITIES
- STAFF AUGMENTATION SUPPORT OPPORTUNITIES





SZPM
CONSULTANTS, INC.

WHAT WE BRING TO YOU

- 1. Credentialed Staff**
- 2. Quality Performance**
- 3. Established, Reliable, Responsive**

SZPM
CONSULTANTS, INC.

THANK YOU!



CLEY@SZPMCONSULTANTS.COM



WWW.SZPMCONSULTANTS.COM





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