



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

NATIONAL MUSEUM OF THE U.S. ARMY AT FORT BELVOIR
DECEMBER 11, 2025



PRINTING SPONSOR: CCI Prime Contractors, LLC

SCAN FOR DIGITAL PROGRAM





RULES OF ENGAGEMENT

1. Ed Chamberlayne 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.*
2. **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.*
3. 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.
4. 10-minute break between groups of presenters
5. Live Q&A only with government speaker
6. 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?

AGENDA

Welcome Comments by Post President Cathy Otis | Moderator – Ed Chamberlayne

DECEMBER 11, 2025 – 1:00 – 5:00 PM – 3-MINUTE COMPANY PRESENTATIONS – 15-20 MINUTES FOR AGENCIES

COMPANY	PRESENTER
Welcome – Agenda, Upcoming Events	Cathy Otis, AIA, NCARB – NoVA Post President
Rules of Engagement	Ed Chamberlayne, PE, PhD, F.SAME – Moderator
1 Huitt Zollars, Inc.	Brad Coleman, PE, MBA
2 Eco Waste Solutions	John J. Jackson, PhD (Col., USMC Ret.)
3 Michael Baker International, Inc.	Beth A. Drylie, PE
4 PRIME AE Group	Ed Chamberlayne, PE, PhD, F.SAME
5 Stanley Consultants, Inc.	Dennis Ellington
6 Mott MacDonald	Sebastian Pastor, PE
7 Woods · Peacock Engineering Consultants, Inc.	Cory Sauer, PE
8 Cadence Consulting	Katie McDaniel, PE
9 Logos BZ LLC	Mitch Patterson
10 Goldbelt Operations Support Services, LLC - GbOSS	Sean Goldsmith, PE
11 Terra Constructs	Geoff Bambini
12 Mead & Hunt, Inc.	Shante Fields
13 Merrick & Company	Nick Desport, RA, LEED AP BD+C, F.SAME
14 SZ PM Consultants, Inc.	Chris Ley
Agency – USACE Baltimore	William Tully
Agency – U.S. Coast Guard	CAPT Art Dehnz
BREAK – 20 Minutes	
15 The Diallo Group (TDG)	Jeremiah Huth, AIA, NCARB, LFA and Sidney Elam, AICP, PTP
16 IMEG Consultants Corp	Markus Henneke, PE and Stacey Juran
17 Galloway & Company, LLC.	Jim Watson, AICP and Stacy Keiser, PE
18 Mason & Hanger	Jonathan Fisher, PE, PMP
19 AllCom Global Services, Inc.	Mark Hegarty
20 EA Engineering, Science, and Technology, Inc., PBC	Sandy Brown, PG and Geoff Kiffe, EIT
21 Mimar Architects & Engineers, Inc.	Kal I. Bhatti, AIA, NCARB
22 Summer Consultants, Inc.	Heather Casey, AIA, NCIDQ, CDT
23 JS GLOBAL, LLC	Joe McCampbell
24 KCCT	Bree Beal, MBA, CAP.CF.APMP, LSSYB, LEED AP, WELL AP
Agency – NAVFAC Washington	Jenn Blaess, RA
Agency – USACE Norfolk	Matt Karlinchak, PE
BREAK – 20 Minutes	
25 Pond	Steve Hendricks
26 Fox Rothschild	Doug Hibshman
27 Trinity Consulting & Design, Inc.	Dominic Mason, PSP, CPD
28 Engage Federal LLC	Jilian Breeden, PE, LEED AP
29 CCI Prime Contractors, LLC	Evan Barman, PE, PMP
30 Golden Wolf, LLC	Steve Bertolaccini, PE (CDR, CEC, USN Ret.)
31 Johnson, Mirmiran & Thompson, Inc. (JMT)	Jon Ryan, PE, PMP, CCM, LEED AP
32 Burdette, Koehler, Murphy & Associates, Inc.	Korey B. Rubeling, CPSM & Anthony R. Page, PE, LEED AP
33 GFT	Cathy Otis, AIA, NCARB
34 Mardon Strategies, LLC	Christine Mardon, PE, NAC
35 Eurofins Lancaster Laboratories Environment Testing, LLC	Guy Sheets
36 Hana Engineers	Loretta (Lori) Reardon
37 L&Q International, Inc.	John Quackenboss

NETWORKING RECEPTION: 5:00 – 7:00



1. HUITT-ZOLLARS, INC.



Brad Coleman, PE, MBA (571)-559-4050 x 11815

bcoleman@huitt-zollars.com

2051 Jamison Ave, Suite 502, Alexandria, Va

Firm Type: Full Service A/E Firm

Status: Large

Seeking: Architect/Engineer, Small firm, 8(a).

Target Growth: Federal, Transportation in the NCR

Huitt-Zollars is an award-winning, full-service design practice providing comprehensive architecture, engineering, interior design, urban design, and planning design. We offer large firm resources and small firm attention to detail to our clients, many of whom we have long-term indefinite delivery, or task order contracts. In addition to full-service traditional design services, we offer design/build and other alternative delivery methodologies and are ISO-9001:2015 compliant.



Notes:

2. ECO WASTE SOLUTIONS



John J. Jackson, PhD (Col., USMC Ret.)

(540) 621-0931

jjackson@ecosolutions.com

109 Cedar Street, Batavia, NY

Firm Type: Research, Engineering, Manufacturer

Status: Small

Seeking: Engineering, Government Agencies, Pacific Island and Other Remote Communities

Target Growth: Government (Military and Federal Departments), State Governments, Remote Communities

Eco Waste Solutions has been delivering thermal waste conversion solutions to companies, communities, governments and military organizations around the world for more than 30 years. From waste management consulting to technology selection, project management and implementation, we help thermal waste conversion projects thrive.



ECO WASTE SOLUTIONS

Notes:



3. MICHAEL BAKER INTERNATIONAL



Beth A. Drylie, PE (757) 631-5445

bdrylie@mbakerintl.com

1925 Ballenger Avenue, Suite 300, Alexandria, VA

Firm Type: Architect/Engineer/Consulting

Status: Large

Seeking: We are seeking small, WOSB, 8(a), HUBZone, Veteran Owned firms supporting major MILCON, civil works and environmental projects.

Target Growth: Target growth areas in Federal markets include Air Force, Department of Energy, Department of Homeland Security, FEMA, FHWA, GSA, NAVFAC, and USACE.

Michael Baker is a premier provider of Architecture, Engineering, and Consulting services, delivering comprehensive solutions across planning, design, construction, and program management. Our multidisciplinary expertise spans architecture; civil, mechanical, electrical, plumbing, and structural engineering; fire protection; telecommunications; environmental services; cost and construction engineering. We specialize in emergency preparedness, response, recovery, and mitigation services.



Notes:

4. PRIME AE GROUP



Ed Chamberlayne, PE, PhD, F.SAME (410) 862-0911

ed.chamberlayne@primeeng.com

521 Research Park Dr, Ste 300, Baltimore, Md

www.primeeng.com

Firm Type: A/E Firm

Status: Large

Seeking: Mid-sized A/E firms willing to JV

SB partners including WOSB, SDVOSB, HUBZone who specialize in MEP, structural, master planning, and cost estimating

Target Growth: NAVFAC Mid-Atlantic, NAVFAC Washington, USACE Baltimore, USACE Norfolk, 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 520 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. Roof and envelope consulting and bridge inspection are specialty services.



Notes:



5. STANLEY CONSULTANTS



Dennis Ellington (563) 264-6511
 EllingtonDennis@stanleygroup.com
 225 Iowa Avenue, Muscatine, IA

Firm Type: Architect/Engineer
Status: Large

Seeking: Potential large business joint venture partners and also small business subconsultants in specialties that Stanley Consultants, Inc. does not self-perform, such as fire protection engineering, site surveying; geotechnical, environmental services.

Target Growth: We are looking to increase our DoD and Federal Civilian market/agency presence in the DC/MD/VA region.

Stanley Consultants, Inc., provides A/E & CM services worldwide. Founded in 1913, Stanley Consultants has been helping clients solve essential and complex energy and infrastructure challenges for over 100 years, successfully completing more than 50,000 engagements in 110 countries and all 50 states & U.S. territories. Our full-service team of more than 800 members includes architects; civil, environmental, structural, mechanical, electrical, instrumentation engineers; and construction managers, and construction schedule audits.



Notes:

6. MOTT MACDONALD



Sebastian Pastor, PE (571) 321-5638
 sebastian.pastor@mottmac.com
 4245 N. Fairfax Dr, Arlington, VA

Firm Type: A/E Firm
Status: Large

Seeking: Like size (large) and Small firms - A/E, General Contractor

Target Growth: FED: USACE, NAVFAC, USAF

Markets: Infrastructure, Water, Transportation

Primary NAICS: 541330 (Engineering Services)

Mott MacDonald is a management, engineering and development consultancy headquartered in the United Kingdom. It employs over 19,000 staff in 150 countries. Mott MacDonald is one of the largest employee-owned companies in the world.



Notes:

7. WOODS • PEACOCK ENGINEERING CONSULTANTS



Cory Sauer, PE POC: Melanie Vracas
 (703) 599-4689
 melanie@woodspeacock.com
 5285 Shawnee Rd, Suite 100, Alexandria, VA

Firm Type: Structural Engineer

Status: WOSB, MWAA SLBE, SWaM and DBE in VA

Seeking: Architects and engineering (large and small) teaming partners.

Target Growth: Federal, healthcare and higher education

Woods • Peacock Engineering Consultants, Inc. is a WOSB specializing in structural engineering and design for government, military, and institutional clients. Our expertise includes new construction, occupied building renovations, and historic rehabilitation, as well as investigations and assessments (BUILDER). We also provide advanced services in seismic, progressive collapse, and blast analysis and design. Over the past decade Woods • Peacock has produced between 100 and 200 projects annually.

WOODS • PEACOCK
 ENGINEERING CONSULTANTS

Notes:

8. CADENCE CONSULTING



Katie McDaniel, PE (540) 533-7113
 kmcdaniel@build-cadence.com
 11160-C1 South Lakes Dr Suite 602, Reston, VA

Firm Type: Civil Engineering

Status: Small - SWaM, WBENC WBE, WBENC/
 Federal WOSB

Seeking: Architects, Large Engineering Firms, Contractors, 8(a)

Target Growth: NAVFAC, USACE, DOI, AOC, NPS, OBO

Cadence Consulting is a SWaM, woman-owned civil engineering firm based in Reston, specializing in responsive site civil solutions for public clients. Our expertise includes site feasibility, layout, grading, utility design/coordination, stormwater management, erosion and sediment control, and securing permits and regulatory approvals at the local, state, and federal levels. Our technical expertise and agility make us a reliable partner for agencies seeking efficient, cost-effective solutions.

CADENCE
 CONSULTING

Notes:



23. JS GLOBAL, LLC



Joe McCampbell Office: (301) 780-3802

Mobile: (240) 654-2088

4201 Northview Drive, Suite 507 Bowie, MD

Firm Type: General Contracting, Architecture, and Engineering

Status: Large

Seeking: Small firm specialty subcontractors/8(a) firms

Target Growth: Targeting growth with DoD, IC, Federal civilian, and OCONUS secure facility projects.

Focused on expanding physical security and SCIF work across DoD, IC, and OCONUS markets

JS Global is a general contractor specializing in secure construction for the Federal Government. We focus on physical security, Forced Entry/Ballistic Resistant (FE/BR) systems, and SCIF construction in compliance with ICD 705. Our team has in-house design expertise and extensive experience delivering secure rooms and facilities in complex and sensitive environments, both CONUS and OCONUS. We support DoD, the Intelligence Community, and Federal civilian agencies, providing innovative solutions.



Notes:

24. KCCT



Bree Beal, MBA, CAP.CF.APMP, LSSYB, LEED AP, WELL AP (970) 819-0632, bbeal@kcct.com

www.kcct.com

1350 Eye Street NW, Ste 950, Washington, DC

Firm Type: Planning / Architecture / Interior Design

Status: Large

Seeking: Small businesses, Engineers of all size standards, Architects, General Contractors, other specialty consultants for CONUS and OCONUS projects

Target Growth: GSA, USACE, NAVFAC, FBI, NSA, NIH, State and Local

KCCT is a collaborative team of planners, architects, and interior designers dedicated to designing secure, innovative facilities worldwide. Our portfolio includes embassies, operations centers, industrial spaces, and training venues that protect people and information while advancing mission goals. With over 40 years of expertise, we blend creativity, technical precision, and global perspective to support diplomacy and defense.



Architecture | Planning | Interiors

Notes:



AGENCY – NAVFAC WASHINGTON



Jenn Blaess, RA

In her role as NAVFAC Washington Assistant Chief Engineer (ACE,) Blaess will work closely with the Chief Engineer (CHENG) to enforce technical standards and compliance. "As the chief technical advisor to the CHENG, my responsibility is to provide sound counsel to senior leadership while maintaining strong connections with field offices," she explains. "Engagement with industry partners and collaboration across the enterprise will be essential for sharing lessons learned and ensuring our policy documents remain responsive to real-world needs."

Blaess has identified cybersecurity as a key area for development and plans to collaborate with the Command Information Officer to develop effective strategies and implement rapidly evolving cybersecurity requirements at NAVFAC Washington.

With her comprehensive background spanning architecture, technical facilities engineering and leadership roles, Blaess is well-positioned to strengthen NAVFAC Washington's technical capabilities while ensuring practical, field-oriented solutions.



Notes:

AGENCY – USACE NORFOLK



Matt Karlinchak, PE

Matt Karlinchak is the Chief of the USACE Norfolk District's Arlington National Cemetery Branch, where he has been leading the team executing over \$500 million in projects for ANC since 2022. He's responsible for the Southern Expansion program and the various infrastructure upgrades at this historic site.

With experience at NAVFAC and USACE Europe District, Matt has a proven track record of success over his 24-year career. He has managed the construction of over 1 million square feet of real estate and over \$2 billion in military construction projects in locations around the world. Matt is a proud University of Maryland graduate with a degree in Mechanical Engineering and is a licensed engineer in California



US Army Corps of Engineers®

Notes:



33. GFT



Cathy Otis, AIA, NCARB (202) 281-6322

cotis@gftinc.com

500 L'Enfant Plaza, SW, Suite 820 Washington, DC

Firm Type: AEC

Status: Large

Seeking: DB Contractors looking for Designer of Record, Architect/Engineering with 8(a), SDVOSB, Hub zone

Target Growth: DoD Agencies- USACE, NAVFAC, Air Force

GFT is an AEC firm shaping the Infrastructure of Life: water, power, transportation, and buildings. Our team of 5,000+ experts design, construct, and engineer resilient, creative solutions that uplift communities across North America and beyond.



Notes:

34. MERDON STRATEGIES, LLC



Christine Merdon, PE, NAC (703) 593-1719

christine@merdonstrategies.com

116 Waterford Place, Alexandria, Virginia

Firm Type: Program & Construction Management, Owner's Advisor

Status: SB, WOSB

Seeking: Large, small, 8(a) program and project management firms, as well as general contracting firms

Target Growth: Federal Market, U.S. Navy, Architect of the Capitol, GSA, Smithsonian, NIH and NIST

Merdon Strategies, LLC brings decades of proven experience delivering complex and high-profile projects for the Federal Government and Department of Defense. We specialize in Owner's Advisory Services that help agencies navigate the unique operational, funding, and political pressures of federal capital programs. Our expertise spans project planning, risk management, stakeholder engagement, acquisition strategies, project team selection, and partnering.



Notes:

35. EUROFINS LANCASTER LABORATORIES



Guy Sheets (717) 803-1204

guy.sheets@et.eurofinsus.com

PFAS - Jonathan Thorn (781) 710-9664

2425 New Holland Pike, Lancaster, PA

Firm Type: Environmental Analytical Laboratory

Status: Large

Seeking: Small and diverse business and AEs and remediation firms

Target Growth: Local, state, and federal agencies water/wastewater practices

Founded in 1961, Eurofins Lancaster Laboratories Environmental Testing, LLC (ELLE) is a global leader in delivering innovative and high-quality environmental analytical laboratory services. With over 60 years of experience, ELLE specializes in testing water, soil, sediment, tissue, vegetation, and air samples to support site investigations, feasibility studies, emergency response, remediation, and site cleanup efforts.



Notes:

36. HANA ENGINEERS



Loretta (Lori) Reardon Teams #: 804-957-0261

lori.reardon@hanaengineers.com

6800 Paragon Place, Suite 112, Richmond, VA

Firm Type: Engineer/Construction Management/Environmental

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

Seeking: We are looking for SB 8(a), small and larger firm teaming partners in the AE, Environmental and Construction Management spaces.

Target Growth: Civilian Federal agencies in the AE, Environmental and Construction Management spaces.

Hana Engineers and Consultants, LLC was founded in 2013 to provide architecture and engineering services with the technical expertise and rigor of a large A/E firm while maintaining the agility and client-focused service of a small business. Specializing in environmental, geotechnical, engineering and construction management services, Hana delivers mission-driven solutions that ensure regulatory compliance, quality, and on-time execution. We have a strong track record with the Department of Defense, U.S. Army Corps of Engineers, U.S. Air Force, Naval Facilities Engineering Systems Command, and other federal agencies as well as state environmental agencies and transportation departments.



Notes:



37. L&Q INTERNATIONAL, INC.



John Quackenboss (703) 299-9575
info@l-q-international.com
201 North Fairfax St., Suite 32, Alexandria, VA

Firm Type: Soil Stabilization Specialists

Status: Small

Seeking: Engineering firms, Construction firms, military

Target Growth: Extractive industries

L & Q specializes in enzymes and polymers that harden and waterproof soil for the creation of Rhodes and hard stands.



Notes:

UPCOMING NOVA POST EVENTS

December 12, 2025

SAME DC & NoVA Leadership & Mentoring Program Applications Due

December 13, 2025

SAME DC & NoVA – Wreaths Across America at Arlington National Cemetery

January 21, 2026

SAME NoVA Social Event – Happy Hour Bowling!

February 5, 2026

SAME NoVA Post Luncheon

July 7-8, 2026



Notes:

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!

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