



Society of
SAME
American Military Engineers
Blue Ridge Post

2023 B2B HOLIDAY SOCIAL

Thurs., Nov. 30, 2023

1:30 pm - 5:30 pm

The George Washington Hotel
Winchester, VA

<https://classic.same.org/BlueRidge>



Networking Reception Sponsors




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AGENDA

	Company	Presenter
	Welcome – Agenda, Upcoming Events	Tim Rodriguez – SAME BRP President
	Rules of Engagement	Bree Beal – SAME BRP Programs
1	Global Recruiters of Charlottesville	Benjamin Wham
2	Larson Design Group (LDG)	Frank Terak Brian Meyers
3	Stanley Consultants	Christopher Day
4	Parsons	Bob Murphy
5	KCCT	Gayle Kirchmar Beth Resetco
6	Stantec	Steve Pearson
7	USACE Transatlantic Middle East District	Joseph Zaraszczak Joseph Behr
15-Minute Break		
8	HKS, Inc.	Bree Beal
9	WDP & Associates Consulting Engineers, Inc.	Steven Arthur Richard Feewalt
10	Words Warriors LLC	Myles Caggins Angela Trammel
11	Epona Logistics LLC	Mike Sigler
12	AECOM / Design and Consulting Services	Bob Merrill
13	The Institute for Program Solutions (IPS Corp PC)	Bill Bersing Taylor Cranwell
14	FEMA	Travis Carter

RULES OF ENGAGEMENT

- Bree Beal 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.
- 15-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?

All presentations and this program will be posted on the SAME BRP website following this program. Also look for a "document delivery" email with the links on Friday.

1. Global Recruiters of Charlottesville

Business Address:

500 Debenham Court
Charlottesville, VA 22902

Benjamin Wham
(434) 328-5100
bwham@grncharlottesville.com



About:

Our team brings nearly 70 years of leadership, technical proficiency, and engineering community knowledge together to create long-term strategic alliances and forge jobseekers and companies into high-performing teams.

We do this through the highest principles of integrity, our in-depth engineering knowledge and experience as engineering leaders and hiring managers.

Firm Type:

Personnel recruiting firm

Size Status:

Veteran Owned Small Business (Qualified for SDVOSB)

Seeking:

Small, Medium and Large Business

Target Growth:

Any firm that needs quality talent.

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2. Larson Design Group (LDG)

Business Address:

3000 Westinghouse Dr., Suite 400
Cranberry Township, PA 16066

Brian Meyers

(202) 445-1990

bmeyers@larsondesigngroup.com



About:

LDG is an employee-owned firm that provides full-service planning, architectural, multi-disciplined engineering, and interior design to all branches of the Department of Defense and a host of federal civilian agencies. With licensure in all 50 states, we serve federal, state, local, and private clients worldwide through offices across the nation.

Firm Type:

LDG is an integrated Architecture, Engineering, & Professional Consulting firm providing the following services: Alternative Delivery, Architecture & Interior Design, Asset/GIS Management, AT/FP & Security Design, Building Information Modeling (BIM), Civil Engineering, Climate Impact Assessment & Mitigation, Construction Administration, Construction Inspection & Mgmt., Cost Estimation, Due Diligence Reports, Environmental/NEPA Compliance, Facilities Condition Assessments, Feasibility Studies, Fire Protection, Geotechnical Engineering, IT/Telecommunications Design, Landscape Architecture, Master Planning & Charrettes, M/E/P Engineering, Permitting, Program Management, Programming & Conceptual Design, Real Property Assessments, Scheduling, Structural Engineering, Sustainable Design/Resiliency, Survey & Mapping, Traffic Engineering, & Transportation Engineering

Size Status:

Large – 450+ employees

Seeking:

Industry partners, both large and small, that can offer complimentary and supplementary services to LDG. Including, but not limited to, Civil, Environmental, Geotechnical, Structural, Cost Estimating, Survey, Master Planning, Fire Protection, Communications, etc.

Target Growth:

Multiple USACE Districts (TAM, SWT, SWF, LRL, SAS, SAC, SAM, SAW, SAJ, NAP, NAB, NAU, NAN, NAO, SPL, SPA, SPK, NWK, NWO, NWS, NWW, POJ, POH); All NAVFAC FECs; AFCEC/USAF; National Guard Bureau; DHS (CBP, USCG); FAA; FBI; NPS; GSA; USDA

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3. Stanley Consultants

Business Address:

225 Iowa Ave.
Muscatine, IA 52761

Christopher Day
(563) 299-5809
daychristopher@stanleygroup.com



About:

Stanley Consultants is a member-owned full service Architectural and Engineering Firm. We are currently celebrating our 110th anniversary. We do business in the United States and Overseas. Markets served include Federal; Energy, Power & Environmental; Power Delivery; Transportation; and Water.

Firm Type:

Full Service A/E

Size Status:

Large Business

Seeking:

Small Business Specialty Consultants

Target Growth:

Europe, Middle East, Pacific

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5. KCCT

Business Address:

1350 Eye Street NW Ste 950
Washington, DC 20005



Beth Resetco
(202) 256-8561
bresetco@kcct.com

About:

KCCT, providing architecture, master planning, and interior design, has worked on over 100 integrated bases worldwide for agencies such as USACE, DIA, State/OBO and RPM, DOD, FEMA, GSA, AOC, FBI, and many others. KCCT's experience includes diplomatic facilities, office buildings, training facilities, barracks, warehouses, data centers, communications facilities, and SCIFs.

Firm Type:

Architecture, Interior Design, and Master Planning

Size Status:

Large Business

Seeking:

Contractors for Design-Build. Engineers for Design Projects. Large, small and 8(a) businesses.

Target Growth:

USACE TAM and Baltimore, FEMA, DOD, NAVFAC, GSA, FBI

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6. Stantec

Business Address:

410 17th Street, Suite 1400
Denver, CO 80202



Steve Pearson
(720) 298-0623
steve.pearson@stantec.com

About:

Stantec has provided AE services to support both USACE military and civil works programs for 80+ years, and our team has access to 28,000 architectural, engineering, scientific, planning, and related disciplines in 400 offices across the globe. Over this time, we have delivered 6,511 projects across 41 Districts including TAM.

Firm Type:

Full-service Architecture and Engineering Firm

Size Status:

Large Business

Seeking:

We have a robust small business subcontracting program and are always looking for firms to work with in the federal market space.

Target Growth:

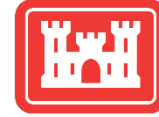
Stantec is a major AE provider to our Federal government agencies. Our biggest clients are USACE, NAVFAC, FEMA, and TVA. Within USACE, we are very interested in expanding our work with TAM. We have growth initiatives to expand our services within the Department of Defense as well as with the Department of Homeland Security, Department of State, Department of Interior, and internationally with USAID and MCC.

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7. U.S. Army Corps of Engineers Transatlantic Middle East District



**US Army Corps
of Engineers®**
Middle East District

Business Address:

201 Prince Frederick Drive
Winchester, VA 2261

Joseph Behr
(540) 665-3973
joseph.r.behr@usace.army.mil

About:

The USACE Transatlantic Middle East District provides engineering, construction and related support services across the Middle East/U.S. Central Command Area of Responsibility to U.S. military and allied nation partners in the region.

Firm Type:

Government Engineering and Construction Services responsible for U.S. Army Corps of Engineers services in the Middle East.

Size Status:

U.S. Army Corps of Engineers: Approx. 37,000
Transatlantic Middle East District: Approx. 350

Seeking:

Engineering and construction firms with Middle East experience/expertise

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8. HKS, Inc.

Business Address:

1250 I (Eye) Street NW, Suite 600
Washington, DC 20005



Bree Beal
(970) 819-0632
bbeal@hksinc.com

About:

HKS is a global architectural firm with 1,500+ professionals in 29 locations. Over the past 84 years, we've embraced the core values of openness, diversity, and inclusion – to champion creative collaboration, producing meaningful, data-driven designs, leading with innovation, and fueled by limitless thinking.

Firm Type:

HKS is a multi-disciplinary design firm providing: advisory services, alternative project delivery solutions, architecture, branded experiences, computational design, interior design, place performance, project management, research, structural engineering, sustainable and resiliency design, and urban design; across multiple sectors: aviation, cultural, commercial, education, government, health, hospitality, life science, mission critical, residential mixed-use, senior living, and sport & entertainment.

Size Status:

Large Business (1,500+ employees)

Seeking:

Design partners in the vertical A/E industry; PM/CM and design-build partners; large and small business teaming partners; specialty collaboration partnerships among the A/E/C industry

Target Growth:

Civilian agencies: FBI, GSA, Dept. of Energy, IHS, NIH, VA; DoD Agencies: DHA, NAVFAC, USACE, AFCEC; Geographic expansion areas in Pacific, Pacific Northwest, SE Asia, Europe, Middle East.

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9. WDP & Associates Consulting Engineers, Inc.

Business Address:

10621 Gateway Boulevard, Suite 200
Manassas, VA 20110

Lisa Grill
(571) 292-9840
lgrill@wdpa.com



About:

WDP specializes in forensic engineering and applying lessons learned to new designs. Common concerns include structural distress, material defects, building enclosure failures, and geotechnical related issues. Our expertise in developing remedies for these problems helps us prevent them in new construction through enclosure commissioning and construction testing & inspection services.

Firm Type:

WDP & Associates Consulting Engineers, Inc., (WDP) was established in 1995, and is a SWaM-certified (#7043), Commonwealth of Virginia consulting engineering firm specializing in building envelope commissioning & testing, building science and envelope consulting, façade investigation and repair, forensic structural engineering, geotechnical engineering and forensics, and construction materials testing and inspection services.

Size Status:

SBA Small Business & Virginia SWaM Small Business

Seeking:

Architectural firms, MEP Commissioning firms, Contractors, and Facilities Management

Target Growth:

NAVFAC, USACE

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10. Words Warriors LLC

Business Address:

150 W 56th Street, Unit 4805
New York, NY 10019

Myles Caggins
(254) 371-5704
myles.caggins@wordswarriors.com



About:

Words Warriors LLC provides specialized language and translation services, public relations coaching and strategy, and business advising between American and Kurdish entities. Our team includes American, Iraqi, and Kurdish experts with direct experience and leadership in business, diplomacy, military operations, media, and academia. We help you win across cultures.

Firm Type:

Translation, Public Relations, Geopolitical Advisory, Video Production, Business Consulting (Iraq, Syria, Qatar)

Size Status:

SDVOSB (SBA-Certified)

Seeking:

All firms doing business in Iraq, Syria, and Qatar. Particularly firms interested in opportunities in Iraqi Kurdistan and Syria.

Target Growth:

Government:

USACE TAM, GSA, Department of State, CJTF-OIR, SOCOM, USAID, SOCCENT, Department of Transportation, Intelligence Community, Department of Homeland Security, USCIS

Commercial Sector:

Companies seeking access, advice, relationships, and translation/interpretation services in Iraq, Iraqi Kurdistan, and Syria. Construction, logistics, and general services.

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11. Epona Logistics

Business Address:

13873 Park Center Rd.
Herndon, VA 20171

Mike Sigler
(703) 434-2230
mike.sigler@eponalogistics.com



About:

Epona Logistics provides turnkey door-to-door international transportation management services to the U.S. Government contracting community. Our team offers cost-effective and customized supply chain solutions to worldwide destinations including remote and austere environments via commercial airfreight, ocean freight, air and ocean charter, customs brokerage, and last mile delivery.

Firm Type:

International Cargo Transportation

Size Status:

Small – NAICS 488510

Seeking:

We are seeking to partner with US Prime and Sub-contractors who support OCONUS programs and have a requirement to deliver cargo OCONUS in order to fulfill mission objectives.

Target Growth:

USACE, GSA, NAVFAC, NAVSUP, USAID and State Department.

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12. AECOM / Design & Consulting Services

Business Address:

10 South Jefferson Street
Roanoke, VA 24011

Bob Merrill
(540) 345-0685
bob.merrill@aecom.com



About:

AECOM is a multinational infrastructure consulting firm comprised of advisors — planners, designers, engineers, consultants and program and construction managers — delivering professional services spanning cities, transportation, buildings, water, new energy, and the environment. Working throughout the project lifecycle, we're driven by a common purpose to deliver a better world.

Firm Type:

AECOM is an infrastructure consulting firm delivering professional services throughout the project lifecycle – from advisory and economics, planning, architectural and design, engineering and environmental services, climate adaptation, IT and cybersecurity, management information systems, to program and construction management.

Size Status:

AECOM is a large business with 14.4 billion of revenue during fiscal year 2023. Ranked #1 in transportation design, facilities design, green design, and environmental engineering by Engineering News-Record in 2022 and named one of Fortune magazine's "World's Most Admired Companies" for the eighth consecutive years.

Seeking:

AECOM believes that small businesses enhance the project outcomes through significant roles and equitable participation. Throughout our history, we have demonstrated outstanding performance in meeting or exceeding small business subcontracting goals. In addition to our small business outreach, we actively participate in federal mentor-protégé programs to deliver a better world.

Target Growth:

Our vision is a world where infrastructure creates opportunity for everyone – uplifting communities, improving access and sustaining our planet.

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13. The Institute for Program Solutions (IPS Corp PC)

Business Address:

107 S West St., Suite 477
Alexandria, VA 22314

Bill Bersing
(703) 853-6408
bill@iProgramSolutions.com



About:

iPS, founded in 2003 with PM/CM experience on large Military projects/programs in Europe, the Middle East, and Africa. iPS provides Construction Management and Engineering Services worldwide and is currently working on a large construction program at NIST and is under contract to support projects in the Middle East and Africa.

Firm Type:

Construction Management, Cost Estimating, P6 Scheduling SMEs, and Change Order/ Claims support services.

Size Status:

Small Business

Seeking:

iPS' objective is to increase work with the USACE TAM and NAVFAC in the Middle East, focusing on cost-estimating services, scheduling support using Primavera, and large program management processes and procedures with data analytics. iPS will improve accuracy in cost estimates, enhanced scheduling techniques, data-driven decision-making, and overall project/ program efficiency.

Target Growth:

Our vision is a world where infrastructure creates opportunity for everyone – uplifting communities, improving access, and sustaining our planet.

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14. Federal Emergency Management Agency / FEMA

Business Address:

430 Market St.
Winchester, VA 22603

Travis Carter
(423) 794-9149
Travis.Carter@fema.dhs.gov



About:

FEMA works with all levels of U.S. government, including state, local, tribal, territorial, and federal partners in order keep the U.S. and all U.S. Territories resilient when struck by hazards, such as natural disasters, acts of terrorism, and pandemics.

Firm Type:

The FEMA agency's primary purpose is to coordinate the response to a disaster that has occurred in the United States and the U.S. Territories that overwhelms the resources of local and state authorities.

While on-the-ground support of disaster recovery efforts is a major part of FEMA's charter, the agency provides state and local governments with experts in specialized fields, funding for rebuilding efforts, and relief funds for infrastructure development by directing individuals to access low-interest loans, in conjunction with the Small Business Administration. In addition to this, FEMA provides funds for response personnel training throughout the United States as part of the agency's preparedness effort.

Size Status:

18,000 FEMA Employees; This consists of Full-Time / Part-Time (FEMA Reservist) as well as FEMA (Local Hire Staff)

Seeking:

Civil Engineers • Construction Analyst / Cost Estimators • Geospatial Information System (GIS) Specialist • Human Resources Assistant • Human Resources Lead • Financial Management Specialist • Financial Management Specialist • Emergency Management Specialist • Management & Program Analyst • Management & Program Analyst • Financial Management Specialist • IT Specialist (Systems Analysis) • Logistical • Acquisition • Contact Oversight • Tribal Liaisons

Target Growth:

FEMA works with all levels of U.S. government, including state, local, tribal, territorial, and federal partners in order keep the U.S. and all U.S. Territories resilient when struck by hazards, such as natural disasters, acts of terrorism, and pandemics. Examples of Individuals and families that FEMA partners with: Businesses • Faith-based and community organizations • Nonprofit groups • Schools and academia • Media outlets • All levels of government, including state, local, tribal, territorial, and federal partners

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