



2023 SAME SMALL BUSINESS CONFERENCE

NOV 1-3 • 2023
SAN ANTONIO • TX

CONFERENCE PROGRAM

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HOSTED BY SAME



Unlocking opportunity for everyone

Our award-winning small business program is built on a simple philosophy: successful outcomes for everyone. From mentor-protégé relationships to our skill-based webinars, we partner with small and diverse companies to support their growth and development. We believe strengthening diversity in our industry's supply chain is directly linked to improving social outcomes in the communities where we live and work.



Don't miss our SBC sessions!



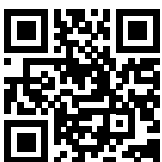
Speaker: Michael Reign
WED 11/1 @ 3PM





Speaker: Uniqueka Walcott, CPSM
Moderator: Kerryyn Murray
THURS 11/2 @ 2PM



Speaker: Shawn Ralston
FRI 11/3 @ 9AM



 Visit us at booth #851
 aecom.com/sbc



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2023 SAME
**SMALL BUSINESS
CONFERENCE**

CONFERENCE INFORMATION

Welcome to SAME's 2023 Federal Small Business Conference for the A/E/C Industry! This premier event is your chance to connect with a dynamic community of leading decision-makers, technical experts, solution providers, business partners, and federal contracting officers.

If your priorities are...

- Connecting with teaming partners
- Competing in federal acquisition
- Conducting effective market research
- Learning best practices for growing your company
- Supporting the nation's contracting goals
- Engaging in collaborative networking between industry and government

...Then you are in the right place!

**THANK YOU FOR
JOINING US AT THE 2023 SBC:**
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MOBILE APPLICATION

Download the SBC app by visiting Google Play or the Apple Store and searching for "SAME Events App." If you previously downloaded the SAME Events App, open it, click "Events," and then select "2023 SBC."



Presented by Gold Sponsors



REGISTRATION

located in West Registration Area and Main Lobby Area

Stop by registration to pick up your name badge and conference materials.

DAY	OPENS	CLOSES
Tuesday, October 31	8:00 a.m.	8:00 p.m.
Wednesday, November 1	7:30 a.m.	6:30 p.m.
Thursday, November 2	7:30 a.m.	5:30 p.m.
Friday, November 3	8:30 a.m.	1:00 p.m.



MATCHED NETWORKING

All appointments are available to Full Conference registrants on a first-come, first-served basis. Participating hosts will indicate what they are searching for in a company. Your attendee profile is used to create matches with hosts for whose criteria you meet.

Log into the Attendee Service Center to manage your profile, view matches, and request appointments. You can also visit the Matched Networking concierge in Bridge Hall for assistance.

Space is limited. Please honor all appointments scheduled. SAME is not responsible for making or approving appointments; sending reminders; ensuring accuracy of availability of appointments; and does not guarantee that parties will attend.



SPEAKER READY ROOM

Speaker Ready Room open during conference hours in Room 216.

Thank you Brass Sponsors

BE A SOCIAL MEDIA STAR!

Share your experience at SBC and get famous on our social channels! Let us know the best aspects of your week. Must include **#SAMESBC23** and tag **SAME National** to be shared. Instagram: @SAME_National, Facebook: @SAMENational, X: @SAME_National, LinkedIn: Society of American Military Engineers



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2023 SAME
SMALL BUSINESS
CONFERENCE

CODE OF CONDUCT

SAME is committed to providing a safe and welcoming experience for all participants, regardless of race, ethnicity, disability, religion, political affiliation, gender, gender identity or expression, sexual orientation, and any other characteristic protected by applicable federal, state, or local laws, regulations, or ordinances. SAME does not tolerate discrimination, intolerance, harassment, aggression, or ill-will of any kind, whether presented in-person, digitally, or via another method.

When engaged in any SAME activities or representing the Society, all members, participants, sponsors, employees, and staff are expected to:

- Maintain the highest professional standards of ethical behavior.
- Respect the dignity, health, and safety of themselves and others.
- Be positive, friendly, and welcoming to others.
- Support diversity and inclusion.

- Attend in-person meetings and events only when in good health.
- Maintain the confidentiality of Society business and its members (directories, mail lists, and membership information shall be used only for their expressly stated purpose).

Violations of this code will not be tolerated and should be reported to an SAME National Office staff member or the SAME National Leadership Team.

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Stanley Consultants
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TIME	DESCRIPTION	ROOM
9:00 A.M. - 3:30 P.M.	SAME NATIONAL BOARD OF DIRECTION MEETING	221
9:00 A.M. - 5:00 P.M.	EXHIBITOR SET-UP	EXHIBIT HALL
1:00 P.M. - 5:00 P.M.	PRE-CONFERENCE SESSIONS	
	GSA TRAINING FOR SMALL BUSINESSES - 4 PDHs (ADDITIONAL REGISTRATION) Whether you are a small business looking to break into the marketplace or a seasoned contractor seeking to increase your presence, this workshop will help you better prepare to do business with the federal government. Topics will include navigating SAM.gov, marketing and positioning your company, and understanding the value of market research. <i>(additional registration required)</i> Speakers: Albert Garza, Small Business Specialist, GSA • Jason Gerloff, Contracting Officer, GSA • Chief Master Sgt. Joey Phelps, USAF (Ret.), Customer Service Director & Business Development Specialist, GSA • Tiffany Shabanian, Program Manager - Market Research as a Service, GSA • Trey Tackling, Market Research Analyst, GSA	007 AB
	MASTERING THE SHORTLIST INTERVIEW (Part 2: Workshop) - 4 PDHs (ADDITIONAL REGISTRATION) This highly interactive workshop is a two-part series that began with a virtual session. During the in-person portion, you will put into practice what you have learned and have the opportunity to participate in a mock interview and WIN the project. Bring your A-Game for a fun competition with your fellow participants! <i>(additional registration required)</i> Speakers: Martha Weekley, Vice President, Operations, FFE Inc. • Jennifer Newman, FSMPS, CPSM, Founding Principal, Elevate Marketing Advisors • Kristen Miller, Marketing Coordinator, FFE Inc.	007 CD
1:00 P.M. - 8:00 P.M.	COLLEGE STUDENT CHAPTER FORUM <i>(RSVP REQUIRED)</i>	008
3:30 P.M. - 5:00 P.M.	NEW MEMBER & FIRST TIME ATTENDEE MEET & GREET Join other first-time attendees and new members of SAME for a get-to-know-you opportunity, and learn more about what to expect this week at SBC. <i>Thank you Gold Sponsors</i>	225
5:30 P.M. - 7:00 P.M.	PRESIDENT'S RECEPTION (BY INVITATION) The President's Reception, hosted by Col. Charlie Perham, F.SAME, USAF (Ret.), 104th SAME National President, will kick off the 2023 SBC, with invited guests coming together to catch up with SAME national leadership and other Society stakeholders in an informal networking event. <i>Thank you Gold Sponsors</i>	THE LDR
8:00 P.M. - 10:00 P.M.	YOUNG PROFESSIONALS & FELLOWS NETWORKING EVENT <i>(RSVP REQUIRED) • Thank you Gold Sponsors</i>	EL PUENTE CAFE

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CONSTRUCTION
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NOVEMBER 1

WEDNESDAY



2023 SAME SMALL BUSINESS CONFERENCE

TIME	DESCRIPTION	ROOM
8:00 A.M. - 9:00 A.M.	CONTINENTAL BREAKFAST • <i>Thank you Bronze Sponsors</i>	HEMISFAIR BALLROOM FOYER
9:00 A.M. - 10:30 A.M.	GENERAL SESSION (GOVERNMENT OUTLOOK FROM AGENCIES) AND SAME SMALL BUSINESS AWARDS • <i>Sponsored by Titanium Sponsors</i> The first general session of the 2023 SBC will include welcome remarks from Col. Charlie Perham, F.SAME, USAF (Ret.), SAME National President, and presentation of the 2023 SAME Small Business Awards. Attendees then will hear remarks from senior leadership with federal agencies who are focused on issues such as funding, regulatory, legislative, legal, and contracting, as well as strategic perspectives on where the government is headed in the future to ensure a strong and resilient national industrial base and robust competition in the marketplace. Welcome Remarks: Col. Charlie Perham, F.SAME, USAF (Ret.), Matrix Design Group, SAME President Speakers: The Honorable Brendan Owens, P.E., LEED Fellow, Assistant Secretary of Defense (Energy, Installations & Environment) • Larry Stubblefield, SES, Acting Associate Administrator, Office of Government Contracting & Business Development, Small Business Administration	HEMISFAIR BALLROOM
10:30 A.M. - 7:00 P.M.	EXHIBIT HALL OPEN	EXHIBIT HALL
11:30 A.M. - 1:00 P.M.	NETWORKING LUNCH IN EXHIBIT HALL • <i>Thank you Silver Sponsors</i>	EXHIBIT HALL
11:30 A.M. - 1:00 P.M.	COI ENGAGEMENT LUNCH (RSVP REQUIRED) Engage with SAME's Communities of Interest and learn about how you can Find the Value in your area of practice. Get a high-level overview of the COIs from SAME leadership, learn more about the impact they have, and see how you can become involved. Each COI will have designated seating.	225
11:30 A.M. - 1:00 P.M.	SAME FOUNDATION MEETING & LUNCH (BY INVITATION)	218
1:30 P.M. - 2:30 P.M.	ARCHITECTURAL & ENGINEERING BUSINESS OPPORTUNITIES (PART 1) Learn what federal A-E services and planning contracts are available and from where they are selected and procured. This is the first part of a two-part session (focus is on USACE). Moderator: Maj. Gen. Rick Kaiser, PMP, USA (Ret.), Black & Veatch Speakers: Col. John Lloyd, PMP, USA, Commander, USACE North Atlantic Division • Col. Christopher Crary, USA, Deputy Commander, USACE Pacific Ocean Division	217 BC
	BUSINESS OPPORTUNITIES SESSION	
	VA CEMETERIES PROGRAM BUSINESS OPPORTUNITIES Learn how the Department of Veterans Affairs plans, programs, and maintains current cemeteries, the process for constructing new ones, and gain insights on future cemetery programs for small businesses. Moderator: Dennis Milsten, CCM, SIRIS LLC Speakers: Kellyann Bruno, Chief, Contracting Service, National Cemetery Administration • David Bullerwell, Director, National Region, Office of Facilities Acquisition, VA • Michael Roth, Director, Design & Construction Service, National Cemetery Administration • Brent Hyden, Director, National Cemetery Administration Program Office, VA	214 BC
	BUSINESS OPPORTUNITIES SESSION	

SESSION LEVELS

Education Sessions are marked as 101, 201, or 301. Depending on the level, the subject matter is geared to the attendee's experience within the federal marketplace.



TIME	DESCRIPTION	ROOM
1:30 P.M. - 2:30 P.M.	DEPARTMENT OF STATE OSDBU BUSINESS OPPORTUNITIES	006 CD
BUSINESS OPPORTUNITIES SESSION	<p>This session will present information on construction projects and other acquisition opportunities through the Department of State's Office of Small & Disadvantaged Business Utilization.</p> <p>Moderator: Col. Dave DeMartino, P.E., USAF (Ret.), Oneida ESC Group</p> <p>Speakers: Dr. J. Anthony Josey, Senior Procurement Analyst, OSDBU, Department of State • Renee Hill, Small Business Technical Liaison, Department of State • Martina Williams, Senior Procurement Analyst, OSDBU, Department of State</p>	
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 301	<p>SUCCESSFULLY NAVIGATING SUBCONTRACTING AS A SMALL BUSINESS - 1 PDH</p> <p>Companies of any size should feel empowered to work on federal government contracts. Hear from global construction veterans on the necessary tools needed to help your business stand out, including six tips every prime contractor wishes their subcontractors knew.</p> <p>Moderator: Jeff Duguid, CF APMP, Tetra Tech Inc.</p> <p>Speakers: Meredith Koons, Director of Marketing & Small Business Programs, Conti Federal Services • Samuel Alvarez, President, Amex Electric Services</p>	214 A
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 201	<p>PITFALLS OF TEAMING AGREEMENTS AND FOLLOW-ON SUBCONTRACTS - 1 PDH</p> <p>Our team won the award! But now we can't agree on the subcontract and the prime walks away. What do we do? Is our teaming agreement enforceable? Will we get only unwanted work in our subcontract? How do we protect ourselves? This session will cover issues around teaming, subcontracts, and more.</p> <p>Moderator: Jackie Santisteban, JBS Consulting</p> <p>Speaker: Lt. Col. David Rose, Esq., USAF (Ret.), Managing Attorney, Rose Consulting Law Firm</p>	214 D
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>THE RELEVANCE IN PARTNERING - 1 PDH</p> <p>Partnering across the enterprise, both internally and externally, establishes relationships, improves communication and collaboration, and builds trust and team integration. Defined partnering can eliminate power struggles, conflict, and execution impasse with an ultimate outcome of a successful project. This session will highlight how to set partnering goals that go beyond the contract.</p> <p>Moderator: Jeanne LeBron, F.SAME, AtkinsRealis</p> <p>Speakers: Pete Perez, SES, Chief, Engineering & Construction, HQ USACE • Lloyd Caldwell, P.E., Senior Advisor, Dawson & Associates • Stephen Alm, P.E., LEED AP, Senior Vice President, Government Principal, Hanson Professional Services • Les Willigar, Vice President, Construction, Harper Construction Co.</p>	007 AB
EDUCATION TRACK: INDUSTRY-GOVERNMENT ENGAGEMENT LEVEL: 201	<p>UKRAINE WORK GROUP INFORMATION SESSION - 1 PDH</p> <p>This session will provide information on infrastructure reconstruction efforts in Ukraine, with perspectives from members of the country's State Special Transport Service.</p> <p>Moderator: Col. William Haight, P.E., Env SP, F.SAME, USA (Ret.), WSP</p> <p>Speakers: Col. Oleksandr Korotchenko, UA, Chief, Operational Department, Administration of the State Special Transport Service of Ukraine • Col. Ivan Popov, UA, Chief, Training Department, Administration of the State Special Transport Service of Ukraine • Senior Lt. Taras Kliuinyk, UA, Platoon Commander for the Protection of the Supply and Security Base of the State Special Transport Service of Ukraine • Senior Soldier Oleksii Chuiev, UA, State Special Transport Service of Ukraine</p>	007 CD

TIME	DESCRIPTION	ROOM
1:30 P.M. - 2:30 P.M.	SEVEN PROVEN PROCESSES TO OPTIMIZE PROPOSAL MANAGEMENT - 1 PDH	217 A
EDUCATION TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 101	<p>A/E/C firms of all sizes need to manage proposals to win work—as a prime or as a sub. This session, leveraging 20 years of speaker experiences, will cover five processes that, when applied, optimize proposal management and avoid last-minute scrambles to respond or rewrite content you already have.</p> <p>Moderator: Steve Price, PG, PMP, Siemens Speaker: Carrie Ann Williams, CPSM, F.SAME, Principal & CEO, Andana Consulting LLC</p>	
	SEVEN WORDS YOU CAN'T SAY IN CHARRETTES - 1 PDH	217 D
EDUCATION TRACK: REGULATIONS, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 201	<p>Successful design charrettes don't just happen: advance planning, preparation, and a skilled facilitator are critical to success...and to avoiding failure. Learn how these experts contribute to successful charrettes, how to avoid common pitfalls, best practices for preparation, and how to arm yourself for success.</p> <p>Moderator: Col. Blair Schantz, PgMP, AICP, CCM, F.SAME, USA (Ret.), Prime Associates Speaker: Richard Stump, AIA, LEED AP, F.SAME, Vice President, RS&H</p>	
1:30 P.M. - 5:30 P.M.	MATCHED NETWORKING APPOINTMENTS	BRIDGE HALL
2:00 P.M. - 4:50 P.M.	MICRO SESSION THEATER (SEE PAGE 28 FOR MICRO SESSION SCHEDULE) • Presented by Platinum Sponsors	EXHIBIT HALL
2:30 P.M. - 3:00 P.M.	SNACK BREAK • Thank you Bronze Sponsors	EXHIBIT HALL
3:00 P.M. - 4:00 P.M.	ARCHITECTURAL & ENGINEERING BUSINESS OPPORTUNITIES (PART 2)	217 BC
BUSINESS OPPORTUNITIES SESSION	<p>Learn what federal A-E services and planning contracts are available and from where they are selected and procured. This is the second part of a two-part session (focus is Air Force and Navy).</p> <p>Moderator: Col. Sal Nodjomian, P.E., F.SAME (Dist.), USAF (Ret.), Matrix Design Group Speaker: Bob Silver, P.E., Director, Military Construction Programs, NAVFAC HQ • Timothy Sullivan, Ph.D., P.E., Interim Director, Facilities Engineering, AFCEC</p>	
	CIVIL WORKS INITIATIVES BUSINESS OPPORTUNITIES	214 BC
BUSINESS OPPORTUNITIES SESSION	<p>Learn more about upcoming acquisition forecasts through the USACE Civil Works Program, including planning, design, studies, design, and construction, as well as contracting opportunities available through the Hydropower Program.</p> <p>Moderator: Brig. Gen. Peter Helmlinger, P.E., USA (Ret.), Jacobs Speaker: Col. Travis Rayfield, P.E., USA, Commander USACE, Kansas City District • Elizabeth Walker, Director of Small Business, HQ USACE</p>	
	VETERANS AFFAIRS REGIONAL PROCUREMENT OFFICE - WEST BUSINESS OPPORTUNITIES	006 CD
BUSINESS OPPORTUNITIES SESSION	<p>This session will provide information from the VA's Regional Procurement Office West about projections of large projects, regional business opportunities, minor and non-recurring maintenance.</p> <p>Moderator: Jenny Bowers, EXP US Services Speakers: Curtis Jordan, Executive Director, RPO West Region, VA</p>	



TIME	DESCRIPTION	ROOM
3:00 P.M. - 4:00 P.M.	LEVERAGING MARKET RESEARCH AS A SERVICE TO CRACK THE GSA CODE - 1 PDH	214 A
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 301	<p>Small businesses within the A/E/C sector are losing out on opportunities even before the bid is released by not understanding the strategic value of actively participating in GSA's new market research program: Market Research as a Service. This panel session of government and industry early adopters will discuss the pros and cons to benefit small business.</p> <p>Moderator: Gloria Larkin, TargetGov</p> <p>Speakers: Stacy Swann, National Account Manager, GSA • Tiffany Shabanian, Program Manager - Market Research as a Service, GSA • Michael Reign, Vice President, National Governments Business Practice, AECOM • Trey Tackling, Market Research Analyst, GSA</p>	
	SMALL BUSINESS SUCCESS ON LARGE IDIQ CONTRACTS! - 1 PDH	214 D
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 201	<p>The only thing more frustrating for a small business on a large business team than not winning a contract, is to win that contract and then not be utilized. This session will share what you can learn to prevent this from happening to your small business.</p> <p>Moderator: Hillary Weber, PG, Bay West LLC</p> <p>Speaker: Wallace Smith, P.E., Director of Federal Services, Garver</p>	
	DOING BUSINESS WITH THE FEDERAL AGENCIES - 1 PDH	007 AB
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>This session will provide information about timely special interest items related to small business and federal procurement programs, as well as legislative and regulatory updates from a panel of senior government leaders.</p> <p>Moderator: Jackie Robinson-Burnette, Senior Executive Strategic Solutions</p> <p>Speakers: Sharon Ridley, MSW, LCSW, Executive Director, OSDDBU, VA • Darlene Bullock, SES, Executive Director, OSDDBU, DHS • Shannon Jackson, SES, Executive Director, OSDDBU, HHS • Denise Benjamin-Sirmons, Esq., Director, OSDDBU, EPA</p>	
	ALTERNATIVE (AND INNOVATIVE) DELIVERY METHODS FOR CONSTRUCTION - 1 PDH	007 CD
EDUCATION TRACK: INDUSTRY-GOVERNMENT ENGAGEMENT LEVEL: 201	<p>SAME's Construction COI has a vision to help government become the "client of choice" for large and small general contractors, and start reversing the shrinking federal contractor base. This panel session will focus on alternative delivery methods as a proven way to solve inequitable risk sharing—which could help ensure the delivery of more successful projects on budget, on schedule, and with the highest quality.</p> <p>Moderator: Brig. Gen. Glenn Goddard, USA (Ret.), Parsons</p> <p>Speakers: Denver Heath, Senior Contracting Official, HQ USACE • Ben Nichols, President, Harkins Builders • Cdr. Chris Kim, P.E., CEC, USN, Operations Officer, NAVFAC Northwest</p>	
	JVS: THE GOOD, THE BAD, OR THE UGLY - 1 PDH	217 A
EDUCATION TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 201	<p>The session will focus on common misconceptions and mistakes that are made when forming Joint Venture partnerships and by highlighting effective strategies and tactics to maximize their return on investment. The discussion will start with teaming and JV basics, but then quickly move into the unique actions required to run a successful JV.</p> <p>Moderator: James Steele, AtkinsRealis</p> <p>Speakers: Brady Bigelow, Chief Business Development Officer, North Wind Group • Erik Blechinger, Chief, Programs & Projects Management Division/Deputy District Engineer, USACE Savannah District • Brindle Summers, Flight Chief, AFICC/AFCEC</p>	

TIME	DESCRIPTION	ROOM
3:00 P.M. - 4:00 P.M.	ALL THINGS CONTRACT MODIFICATIONS - 1 PDH	217 D
EDUCATION TRACK: REGULATIONS, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 201	<p>"The only thing constant ... is change." Nowhere is that truer than in government contracting. In the recent past, contractors have had to cope with changes arising from regular business issues as well as unexpected variables like Covid. This session will help you with early identification of contract change situations and prepare you to turn the contract modification process to your advantage. You will learn how to request and respond to contract modifications, including pricing and regulatory concerns.</p> <p>Speakers: Carl Gebo, President, GCARL LLC • Roderick Hagen, Contributor, GCARL LLC</p>	
4:00 P.M. - 4:30 P.M.	NETWORKING BREAK	EXHIBIT HALL
4:30 P.M. - 5:30 P.M.	ENVIRONMENTAL & REMEDIATION BUSINESS OPPORTUNITIES	217 BC
BUSINESS OPPORTUNITIES SESSION	<p>This session will provide information on upcoming requirements for studies, major programs, and projects in all areas of federal environmental programs such as remediation, compliance, and testing.</p> <p>Moderator: Rick Wice, PG, F.SAME, Battelle</p> <p>Speakers: Col. James Schultze, P.E., USA, Deputy Commander, USACE Southwestern Division • Melanie Kito, P.E., Environmental Program Manager, NAVFAC Southwest • Col. Paul Fredin, USAF, Deputy Director, Environmental Management, AFCEC • Lara Beasley, SES, Chief, Environmental Division, USACE HQ</p>	
	ENERGY PROGRAMS BUSINESS OPPORTUNITIES	214 BC
BUSINESS OPPORTUNITIES SESSION	<p>This session will feature insights on energy planning and studies, and information on projects for renewable energy, energy savings support contracts, and other energy-related efforts across the federal government from USACE, NAVFAC, and AFCEC.</p> <p>Moderator: John Kliem, Johnson Controls Federal Systems</p> <p>Speakers: Col. Sebastien Joly, P.E., USA, Commander, USACE Army Engineering & Support Center, Huntsville • Matt Haupt, Executive Director, Resilient Energy Program Office, HQ NAVFAC • Kirk Phillips, Director, Air Force Office of Energy Assurance</p>	
	VETERANS AFFAIRS REGIONAL PROCUREMENT OFFICE - CENTRAL BUSINESS OPPORTUNITIES	006 CD
BUSINESS OPPORTUNITIES SESSION	<p>This session will provide information from the VA's Regional Procurement Office Central about projections of large projects, regional business opportunities, minor and non-recurring maintenance.</p> <p>Moderator: Brendon DiBella, GovForce Inc.</p> <p>Speaker: Gerald Jacobs, Acting Executive Director, RPO Central Region, VA</p>	
	AVOID THE PITFALLS OF MENTOR-PROTÉGÉ PARTNERSHIPS - 1 PDH	214 A
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 101	<p>Is your company ready to form a Mentor Protégé? Small businesses have limited chances to benefit from a mentor-protégé partnership, so it is important not to rush in. This session will help you understand the rules of the program so that you can maximize its benefits and learn how to avoid the pitfalls before forming an agreement.</p> <p>Moderator: Afsaneh Abree, ZAPATA Group Inc.</p> <p>Speakers: Joseph LaVoie, Associate Vice President, Federal Programs, Black & Veatch Special Projects Corp. • Marty Ray, Senior Vice President, ZAPATA Group Inc.</p>	



TIME	DESCRIPTION	ROOM
3:00 P.M. - 4:00 P.M.	UNLOCKING FEDERAL CONTRACTS WITH KEY PERSONNEL CREDENTIALS - 1 PDH	214 D
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 201	<p>Credentials for key personnel are what can help unlock federal contracts for small businesses. In this session, government experts will help you cut through the acronym soup of credentials, while industry professionals will showcase how your business can better position itself with high-demand credentials.</p> <p>Moderator: Lt. Cdr. Timothy Dahms, P.E., CEC, USN, OICC China Lake</p> <p>Speakers: Brandon Tobias, AIA, LEED AP, Assistant Chief Engineer, NAVFAC HQ • Willie Parks, RA, LEED AP, Architect, RRMM Architects • Victoria Mechtly, Associate Vice President, Federal Client Services Manager, TranSystems • Mackenzie Searle, P.E., PMP, Senior Construction Engineer, HQ USACE</p>	
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>DOING BUSINESS WITH DOD - 1 PDH</p> <p>This session will share information about special interest items related to small business and federal procurement, as well as legislative and regulatory updates from a panel of senior government leaders.</p> <p>Moderator: Jackie Robinson-Burnette, Senior Executive Strategic Solutions</p> <p>Speakers: Elizabeth Walker, Director of Small Business, HQ USACE • Bianca Henderson, Director, Office of Small Business Programs, NAVFAC HQ • Greg Santiago, Director, Office of Small Business Programs, AFMISC</p>	007 AB
EDUCATION TRACK: INDUSTRY-GOVERNMENT ENGAGEMENT LEVEL: 201	<p>MEGA TRENDS SHAPING INSTALLATIONS FOR THE FUTURE - 1 PDH</p> <p>History shows that significant technology changes or other “mega trends” fundamentally reshape how DOD and other federal agencies use, plan, and operate installations. This panel will look at recent trends, information technology, climate resiliency, the nature of work, remote sensing and operations, rapid innovation, and multi-theater/spectrum threats to see how those trends may affect installations.</p> <p>Moderator: Col. John Mogge, Ph.D., RA, F.SAME (Dist.), USAF (Ret.)</p> <p>Speakers: Col. Paula Loomis, Ph.D., FAIA, F.SAME, AICP, LEED AP, SAP, USAF (Ret.), Director of Research, The Urban Collective LLC • Maj. Gen. Tim Byers, F.SAME, USAF (Ret.), Senior Vice President, Growth & Sales, Jacobs • Lucian Niemeyer, F.SAME, CEO, Building Cyber Security • Mark Coleman, Director, Advanced Energy, TRC Companies</p>	007 CD
4:30 P.M. - 5:30 P.M.	WIN MORE! PREPARE, EXECUTE, WIN. - 1 PDH	217 A
TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 201	<p>You win some proposals, but do you want to win MORE? Join this engaging session on the two-pronged approach to proposal success. Learn proven strategies, insider tips, and best practices to captivate evaluators and maximize your chances of securing the win!</p> <p>Moderator: Michael Darrow, P.E., PMP, F.SAME, USACE Norfolk District</p> <p>Speakers: Michele Atkinson, Managing Partner, Cavalry Consulting LLC • Lori Revely, Managing Partner/CEO, Cavalry Consulting LLC</p>	
TRACK: REGULATIONS, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 201	<p>PAST PERFORMANCE: LEVERAGING SUCCESS TO WIN AWARDS - 1 PDH</p> <p>The federal government often looks to the past to determine whether to issue an award in the future. It is crucial, therefore, that small business contractors understand how their past performance is measured—and, just as importantly, how to address any concerns with their past performance. This session will detail the important steps to take to ensure your company’s track record gets noticed.</p> <p>Moderator: Tom Knutson, LEED AP, SAMES</p> <p>Speaker: Matthew Schoonover, Managing Member, Schoonover & Moriarty LLC</p>	217 D
5:30 P.M. - 7:00 P.M.	NETWORKING RECEPTION • Thank you Platinum Sponsors	EXHIBIT HALL



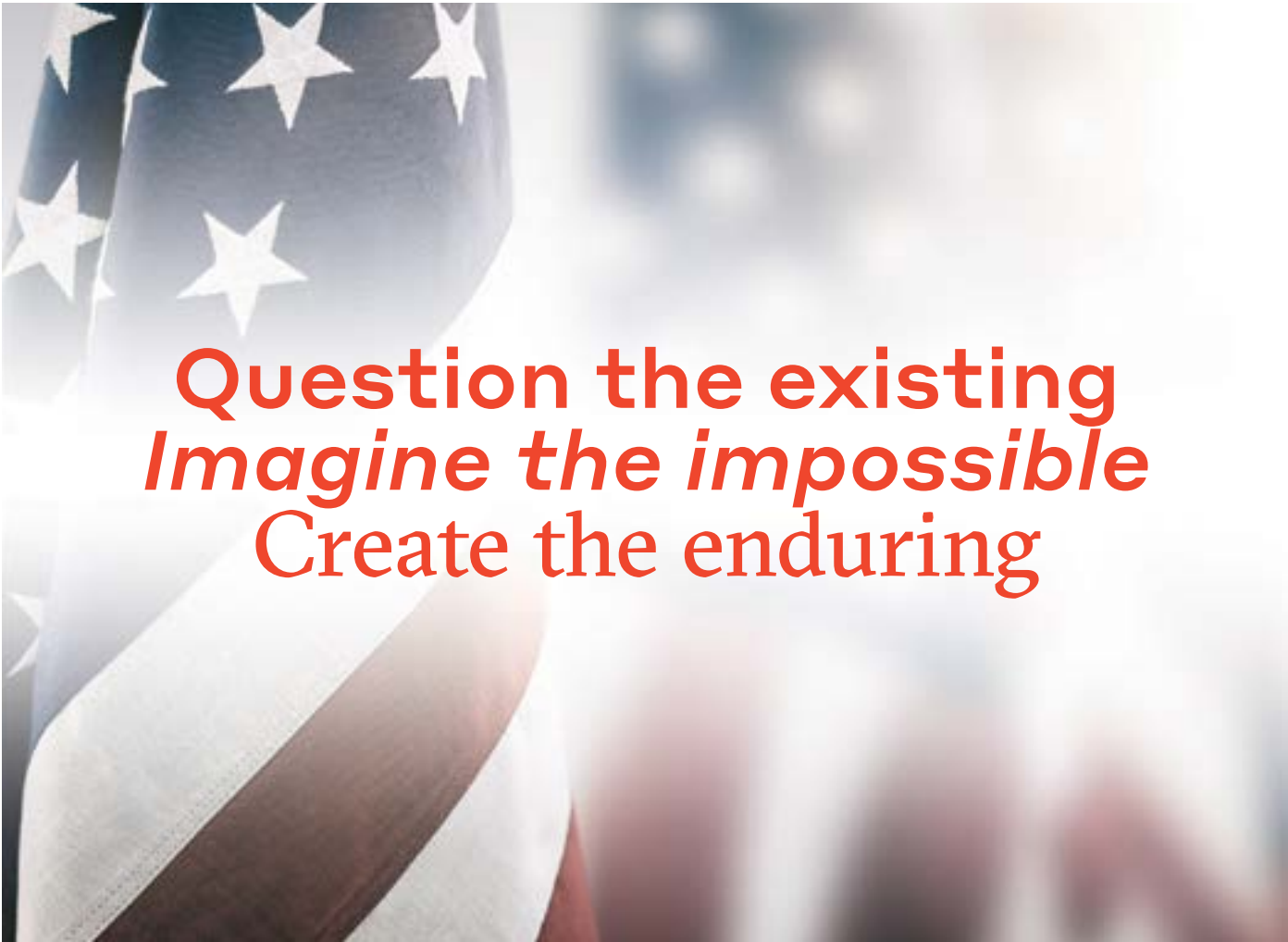
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Create the enduring

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TIME	DESCRIPTION	ROOM
8:00 A.M. - 9:00 A.M.	CONTINENTAL BREAKFAST • <i>Thank you Bronze Sponsors</i>	HEMISFAIR BALLROOM FOYER
9:00 A.M. - 10:30 A.M.	GENERAL SESSION (DOD OUTLOOK FROM SERVICES) • <i>Sponsored by Titanium Sponsors</i> The second general session of the 2023 SBC will be highlighted by discussions with senior leaders from the military services and subject matter experts. Topics will include program outlooks, trends and strategy, small business focus areas, and insights into how industry can better support acquisition. Welcome Remarks: Col. Charlie Perham, F.SAME, USAF (Ret.), Matrix Design Group, SAME President Moderator: Heather Wishart-Smith, P.E., PMP, LEED AP, F.SAME, F.ASCE, Wishart-Smith Strategies Speakers: Lt. Gen. Scott Spellmon, PMP, USA, U.S. Army Chief of Engineers and USACE Commanding General • Rear Adm. Dean VanderLey, P.E., CEC, USN, Commander, NAVFAC, and Chief of Civil Engineers • Brig. Gen. Brian Hartless, USAF, Director of Civil Engineers, Deputy Chief of Staff for Logistics, Engineering & Force Protection, HQ U.S. Air Force • Michael Brennan, Ph.D., AIA, NCARB, SES, Executive Director, Office of Construction & Facilities Management, VA	HEMISFAIR BALLROOM
10:30 A.M. - 4:30 P.M.	MATCHED NETWORKING APPOINTMENTS	BRIDGE HALL
10:30 A.M. - 6:00 P.M.	EXHIBIT HALL OPEN	EXHIBIT HALL
11:00 A.M. - 12:00 P.M.	VERTICAL CONSTRUCTION BUSINESS OPPORTUNITIES	217 BC
BUSINESS OPPORTUNITIES SESSION	This session will provide information on facility construction contracts for the Army, Navy, and Air Force, mainly for MILCON projects currently planned or programed, to include medical facilities as well as major weapon system beddowns. Moderator: Col. Donald Degidio, USA (Ret.), Global Engineering Solutions Speakers: Brig. Gen. Daniel Hibner, PMP, USA, Commander, USACE South Atlantic Division • Bob Silver, P.E., Director, Military Construction Programs, NAVFAC HQ • Thomas Hodges, P.E., LEED AP, Chief, Design and Construction, AFCEC	
	GENERAL SERVICES ADMINISTRATION BUSINESS OPPORTUNITIES	214 BC
BUSINESS OPPORTUNITIES SESSION	This session will focus on contracting opportunities for small businesses with the General Services Administration, featuring insights from the Office of Small & Disadvantaged Business Utilization. Moderator: Col. Ed Chamberlayne, Ph.D., P.E., F.SAME, USA (Ret.), PRIME AE Group Speakers: Tracy Marcinowski, Assistant Commissioner for Acquisition Management, GSA • Exodie Roe III, Associate Administrator, Office of Small & Disadvantaged Business Utilization, GSA	
	VETERANS AFFAIRS REGIONAL PROCUREMENT OFFICE - EAST BUSINESS OPPORTUNITIES	006 CD
BUSINESS OPPORTUNITIES SESSION	This session will provide information from the VA's Regional Procurement Office East about projections of large projects, regional business opportunities, minor and non-reoccurring maintenance. Speaker: Brent Goe, Deputy Director, Regional Procurement Office - East Region, VA	



TIME	DESCRIPTION	ROOM
11:00 A.M. - 12:00 P.M.	USING MILITARY TO FILL YOUR TALENT NEEDS - 1 PDH	214 A
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 201	<p>Who doesn't need talent? Transitioning military engineers and technicians are an ideal resource to meet your needs—but their motivations and expectations are much different than the standard candidates. We will look at what motivates them, how to engage and recruit them, and how to bring them on to your team.</p> <p>Moderator: Col. C. Patrick Hogeboom IV, P.E., F.SAME, USA (Ret.), Michael Baker International Speakers: Col. Donald Gleason, USAF (Ret.), President, Military Transition Roundtable • Michael Ramos, Executive Vice President, Raymond Engineering-Georgia • Conor Clarke, Vice President, O'Connor Construction Management • Benjamin Wham, P.E., Managing Partner, Global Recruiters of Charlottesville</p>	
	RISKY BUSINESS: MANAGING YOUR RISK EFFECTIVELY - 1 PDH	214 D
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 101	<p>Contracting with the U.S. government can be risky business. And proper project risk management can be the deciding difference in the success of a project and the sustinment of a company. Join this session to learn the basics of an effective risk management program.</p> <p>Moderator: Scott Porter, LEED GA, Advanced Engineering Consultants Speakers: Rex Long, F&ES Risk Director, Jacobs • Kenneth Melchiorre, P.E., Division Vice President, Jacobs</p>	
	SMALL BUSINESSES CRITICAL TO NET ZERO GOALS - 1 PDH	007 AB
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>The administration has set aggressive net zero goals for the federal government that expand into facility design, construction, and operation. In this session, learn how achieving these goals is going to be an all-hands effort, and a key component of that success will be including agile and innovative small businesses that are willing to make an impact in the federal marketplace.</p> <p>Moderator: Col. Sal Nodjomian, P.E., F.SAME, USAF (Ret.), CEO, Matrix Design Group Speaker: Michael McAndrew, SES, Deputy Assistant Secretary of Defense for Construction, OSD</p>	
	MILITARY INSTALLATION PLANNING: INTEGRATING APA BEST PRACTICES - 1 PDH	007 CD
EDUCATION TRACK: INDUSTRY-GOVERNMENT ENGAGEMENT LEVEL: 201	<p>Achieving community sustainability and resilience is a high priority in today's urban planning profession. DOD's installation planners also face the tough challenge of balancing community planning needs and military mission requirements. This session will focus on bridging and leveraging best practices from APA (American Planning Association), and providing approved professional development training.</p> <p>Moderator: Col. Blair Schantz, PgMP, AICP, CCM, F.SAME, USA (Ret.), Prime Associates Speakers: Edmond Gauvreau, FAIA, Chief, Planning Branch, Installation Readiness Division, HQ USACE • Amy Vandever, AICP, Senior Community Planner, AFCEC • Heather Mendenall, AICP, Director, Federal Master Planning, Tetra Tech Inc.</p>	
	EXPLOSIVE VALUE: LEVERAGING AND COMMUNICATING PAST PERFORMANCE - 1 PDH	217 A
EDUCATION TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 201	<p>This session will share advanced tactics and strategies to communicate your company's past performance with buyers and teaming partners. Utilizing a process called Value-Mapping, the discussion will share advanced tools and tactics to more strongly communicate and leverage the breadth, depth, and maturity of your company.</p> <p>Moderator: Michael Huffstetler, Assoc. AIA, LEED AP, F.SAME, DLR Group Speaker: Joshua Frank, Managing Partner, RSM Federal</p>	

TIME	DESCRIPTION	ROOM
11:00 A.M. - 12:00 P.M.	SMALL BUSINESSES IN TOUCH WITH TOMORROW - 1 PDH	217 D
EDUCATION TRACK: REGULATIONS, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 301	<p>This session will focus on the priorities of the Small Business Administration, insights into small business contracting trends, and updates on policies and procedures regarding the various small business socio-economic programs. Learn more about what the agency is doing in conjunction with other federal agencies to solve the problem of a shrinking industrial base.</p> <p>Moderator: Lt. Col. James Price, F.SAME, USA (Ret.), Apogee Consulting Group P.A. Speakers: Sam Le, Director of Policy Planning & Liaison, SBA • Larry Stubblefield, SES, Acting Associate Administrator, Government Contracting & Business Development, SBA</p>	
	MEMBERSHIP COI MEETING	218
	The Membership COI will provide updates on the strategic direction for SAME membership, new tools and resources, and ideas to further promote leader development and industry-government engagement throughout the Society. Anyone interested in membership is welcome to attend.	
11:00 A.M. - 3:50 P.M.	MICRO SESSION THEATER (SEE PAGE 28 FOR MICRO SESSION SCHEDULE) • Presented by Platinum Sponsors	EXHIBIT HALL
12:00 P.M. - 1:30 P.M.	NETWORKING LUNCH IN EXHIBIT HALL • Thank you Silver Sponsors	EXHIBIT HALL
	ACADEMY OF FELLOWS & YOUNG PROFESSIONALS LUNCHEON (RSVP REQUIRED)	225
	SAME Fellows and Young Professionals members are invited to this luncheon.	
2:00 P.M. - 3:00 P.M.	OCONUS BUSINESS OPPORTUNITIES	217 BC
BUSINESS OPPORTUNITIES SESSION	<p>U.S. federal agencies maintain considerable design, construction, and maintenance programs outside the continental United States. This session will provide information on upcoming contracting opportunities in Latin America, Middle East, Europe, and the Pacific, executed through USACE.</p> <p>Moderator: Brian Duffy, Stanley Group Speakers: Brig. Gen. Daniel Hibner, PMP, USA, Commander, USACE South Atlantic Division • Col. William Hannan, PMP, USA, Commander, USACE Transatlantic Division • Col. John Lloyd, PMP, USA, Commander, USACE North Atlantic Division • Col. Christopher Crary, USA, Deputy Division Commander, USACE Pacific Ocean Division</p>	
	HEALTHCARE CONSTRUCTION BUSINESS OPPORTUNITIES	214 BC
BUSINESS OPPORTUNITIES SESSION	<p>This session will detail upcoming federal healthcare construction opportunities and how companies, including small businesses, can compete for contracts in this specialized market that is expected to both grow and evolve in the coming years.</p> <p>Moderator: Dennis Milsten, CCM, SIRIS LLC Speakers: Todd Bofinger, Director, Facilities Operations, CFM Regional Office - West, VA • Willie Mae Johnson, Director, A-E & Construction Contracting Policy Service, Office of Facilities Acquisition, VA • David Alvarez, Associate Director, VHA Office of Capital Asset Management, VA • Col. Chad Caldwell, P.E., USA, Commander, USACE South Pacific Division</p>	



TIME	DESCRIPTION	ROOM
2:00 P.M. - 3:00 P.M.	WATER RESOURCE DEVELOPMENT ACT BUSINESS OPPORTUNITIES	006 CD
BUSINESS OPPORTUNITIES SESSION	<p>The Water Resource Development Acts of 2020 and 2022 broadened USACE authorities with programs for study and construction support for projects in rural and economically disadvantaged communities. This session will detail how these provide the non-federal sponsor and community with reduced cost share requirements or no-cost share requirements for both studies and construction.</p> <p>Moderator: Col. Jason Kirk, USA (Ret.), Black & Veatch Special Projects Corp. Speaker: Amy Frantz, Senior Policy Advisor, HQ USACE</p>	
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 301	<p>STRATEGIES FOR LIFE AFTER 8(A) CERTIFICATION - 1 PDH</p> <p>Whether individual-owned or entity-owned, a firm's time in the 8(a) Program is limited. Development of a strategy that addresses life after the 8(a) certification is critical for any continued growth and operation plan. This session will explore different options, including business development strategies and teaming avenues, as well as mergers and acquisitions.</p> <p>Moderator: Gerald Morris, CDT, LEED AP, PMP, CCM, F.SAME, Michael Baker International Speaker: John Shoraka, Co-Founder & Managing Director, GovContractPros LLC</p>	214 A
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 201	<p>BUILDING PAST PERFORMANCE AND WHY IT MATTERS! - 1 PDH</p> <p>What comes first, past performance or a contract? This session (featuring panelists with extensive experience winning contracts and/or establishing source selection criteria and awarding contracts) will discuss FAR 15.305(2) and strategies for building past performance—then use relevant corporate experience, subcontracting, teaming, joint ventures, and commercial work to discuss more about past performance requirements.</p> <p>Moderator: Lloyd Caldwell, P.E., Dawson & Associates Speakers: Paige Blechinger, Chief of Contracting, USACE Savannah District • Babur Mian, P.E., President & CEO, Terra Site Constructors LLC • Erik Blechinger, Chief, Programs and Projects Management Division/Deputy District Engineer, USACE Savannah District • Kimela Overstreet, President, Indigo Blue Construction LLC</p>	214 D
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>DAVIS-BACON ACT: ARE YOU UP TO DATE? - 1 PDH</p> <p>Are you concerned about potential debarment or being compliant with the myriad of labor laws, including the Davis-Bacon Act, McNamara-O Hara Service Contract, Contract Works Hours, and Safety Standards Act? This session will provide a side-by-side overview of current and new requirements under various labor laws, keeping you informed and debarment-proof.</p> <p>Moderator: Jamie Mabile, CDM Smith Speaker: Vanessa Shaw-Jennings, Labor Advisor, HQ USACE</p>	007 AB
EDUCATION TRACK: INDUSTRY-GOVERNMENT ENGAGEMENT LEVEL: 201	<p>AFWERX CHALLENGE PROGRAM</p> <p>AFWERX Challenge is an expanded market research program to accelerate ideas toward demonstrated and deployed solutions that benefit the warfighter. The program matches solutions from across the innovation ecosystem—from individuals to startups, small and large businesses, academia, and research labs to prioritized Department of the Air Force problems. The process includes design thinking workshops, crowdsourced ideas, collaborative events, and flexible contracting pathways. This session will share more about upcoming opportunities, past success stories, and how to get involved.</p> <p>Moderator: Scott Mikos, AFIMSC Speakers: Cayley Dymond, Challenge Program Team Lead, AFWERX • Shayna Hays, Challenge Program Manager, AFWERX</p>	007 CD

TIME	DESCRIPTION	ROOM
2:00 P.M. - 3:00 P.M.	UNLOCKING ARTIFICIAL INTELLIGENCE'S POTENTIAL FOR YOUR PROPOSALS - 1 PDH	217 A
EDUCATION TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 201	<p>Artificial intelligence has brought with it new potential for your proposals. Join this panel session to discover some no-cost/low-cost options, gain insights and strategies, minimize tool evaluation stress, enhance data safety, and empower your small business to secure more federal contracts successfully using new technologies. Take advantage of this emerging opportunity to optimize resources while maintaining quality and security.</p> <p>Moderator: Kerry Murray, AECOM Speakers: Kathryn Bennett, CPSM, Co-Founder, Proposal Industry Experts • Gerald Himes, P.E., PMP, Program Director and Defense Sector Head, Street Legal Industries Inc. • Michele Atkinson, Managing Partner, Cavalry Consulting LLC • Gavriel Legynd, Ph.D., CEO, VisioneerIT • Uniqueka Walcott, CPSM, Proposal Manager/Writer, AECOM</p>	
	NAVIGATING NET ZERO: DEBUNKING EXPENSE MISCONCEPTIONS - 1 PDH	217 D
EDUCATION TRACK: REGULATIONS, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 201	<p>Achieving net zero energy within budget is possible, but you have to think differently. As government targets for sustainability expand, know that any building can achieve zero energy, but all stakeholders need to be involved and careful attention must be paid to the details of the design. The key to cost effective zero energy is "reduce before you produce."</p> <p>Moderator: Willie Parks, RA, LEED AP, RRMM Architects Speakers: Ben Robertson, Principal, CMTA • Charles Polit, Chief, Sustainment Division, Randolph AFB • Michael Nyenhuis, Project Manager, USACE Fort Worth District • Rusty Medlin, Vice President, Preconstruction, Joeris General Contractors • Dennis Finn, Mechanical Engineer, CMTA • Geoff Riddle, Senior Electrical Engineer, CMTA</p>	
2:00 P.M. - 5:00 P.M.	EXECUTIVE ADVISORY GROUP MEETING (BY INVITATION)	221
3:00 P.M. - 3:30 P.M.	SNACK BREAK • Thank you Bronze Sponsors	EXHIBIT HALL
3:30 P.M. - 4:30 P.M.	HORIZONTAL CONSTRUCTION BUSINESS OPPORTUNITIES	217 BC
BUSINESS OPPORTUNITIES SESSION	<p>This session will provide information on contracting opportunities for repair and new construction work on federal horizontal projects currently planned or programmed, including airfields, roads, bridges, water resources, and other infrastructure projects.</p> <p>Moderator: Maj. Gen. Ed Jackson, P.E., USA (Ret.), Jacobs Speakers: Lt. Col. Jeremiah Gipson, PMP, USA, Deputy Commander, USACE Mississippi Valley Division • Bob Silver, P.E., Director, Military Construction Programs, NAVFAC HQ • Col. Greg Mayer, P.E., USAF, Division Chief, AFCEC</p>	
	DEPARTMENT OF STATE OBO BUSINESS OPPORTUNITIES	214 BC
BUSINESS OPPORTUNITIES SESSION	<p>This session will present information on overseas construction opportunities through the Bureau of Overseas Buildings Operations with an emphasis on Embassy projects, and updates on the State Department's worldwide facilities operations and maintenance requirements.</p> <p>Moderator: Col. David DeMartino, P.E., USAF (Ret.), Oneida ESC Group Speakers: Sharmeena Salam-Haughton, Branch Chief, OBO, Department of State • James Waggoner, Branch Chief, OPE/AQM, Department of State</p>	

Education Sessions sponsored by Brass Sponsors block, same as page 4.



TIME	DESCRIPTION	ROOM
3:30 P.M. - 4:30 P.M.	DEPARTMENT OF TRANSPORTATION BUSINESS OPPORTUNITIES	006 CD
BUSINESS OPPORTUNITIES SESSION	<p>This session will focus on opportunities for small businesses with the Department of Transportation, with insights from leadership in the Office of Small and Disadvantaged Business Utilization.</p> <p>Moderator: NK Mbaya, F.SAME, S&B Christ Consulting LLC</p> <p>Speaker: Leonardo San Roman, Manager, Procurement Assistance Division, Office of the Secretary of Transportation</p>	
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 201	<p>OH MY OCI! IDENTIFYING AND AVOIDING OCIs - 1 PDH</p> <p>In today's world, it is not at all uncommon for federal contracts to overlap and intersect, which creates potential Organizational Conflicts of Interest (OCIs). Successful contractors effectively learn how to identify and avoid OCIs, or, at a minimum, mitigate them. This session will provide a primer on how to do just that.</p> <p>Moderator: Beth Harris, CPSM, FSMPS, F.SAME, PRIME AE Group</p> <p>Speaker: Maria Panichelli, Partner, Government Contracts, McCarter & English LLP</p>	214 A
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 201	<p>INNOVATIVE TOOLS TO GET IN THE DOOR - 1 PDH</p> <p>While mentor-protege relationships and joint ventures might help your small business get to the big dance, sometimes you are better left alone. Through OTA, SBIR, and CSO procurements, learn why your business might be able to get your innovative ideas in front of decision-makers all on your own.</p> <p>Moderator: Zakary Payne, Matrix Design Group</p> <p>Speakers: Lee Robinson, Senior Advisor - Energy, Defense Innovation Unit • Joe Skinner, Vice President of Capture, JJR Solutions LLC • Patrick Gonzalez, Owner, GZO Inc.</p>	214 D
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>IMPROVE YOUR SF330: USACE SELECTION PROCESS OVERVIEW - 1 PDH</p> <p>Attend this presentation for insights from a panel of USACE Subject Matter Experts on perspectives of what a high quality SF330 A-E Qualifications Submission includes. This session will include an overview of the USACE A/E Selection process and a discussion on the annual update process to the SF330s (post-selection and award).</p> <p>Moderator: Jeff Duguid, Tetra Tech Inc.</p> <p>Speakers: Gary Lacroix, Chief, Design Branch, USACE New England District • Debra Castens, A-E Contracting, USACE Fort Worth District • Carolyn Mallory, Contracting Officer, USACE Sacramento District • Allison Kenny, P.E., Regional A-E Program Manager, USACE Great Lakes & Ohio River Division</p>	007 AB
EDUCATION TRACK: INDUSTRY-GOVERNMENT ENGAGEMENT LEVEL: 301	<p>HOPE ISN'T A METHOD: THE SHRINKING INDUSTRIAL BASE - 1 PDH</p> <p>The number of small businesses in the defense industrial base has declined by 40 percent in the past 10 years, and, without action, the Department of Defense could lose an additional 15,000 suppliers over the next 10 years. In this session, find out what actions the federal procurement agencies may take to minimize this national security risk and rebuild a resilient and robust industrial base.</p> <p>Moderator: Mercedes Enrique, MBA, F.SAME, CMS Corporation</p> <p>Speakers: Elizabeth Walker, Director of Small Business, HQ USACE • Cindy Readal, SES, Assistant Commander for Contracting, NAVFAC HQ • Brindle Summers, Flight Chief, AFICC/AFCEC • Zebulon Fox, DBA, Associate Executive Director for the Office of Facilities Acquisition and Head of Contracting Activity, Office of Construction & Facilities Management, VA</p>	007 CD

NOVEMBER 2
THURSDAY



2023 SAME
SMALL BUSINESS
CONFERENCE

TIME	DESCRIPTION	ROOM
3:30 P.M. - 4:30 P.M.	WINNING TECHNICAL AND PRICING PROPOSALS - 1 PDH Do you struggle to receive high technical scores and compete in acquisition opportunities? In this session, experienced contracting officers and contracting officer representatives will offer tips and tools to help you submit better technical proposals for higher scores in the technical range. With higher technical scores, your firm can compete better in the best value trade-off process. Moderator: Col. Charlie Hart, P.E., PMP, F.SAME, USA (Ret.), GSA Speakers: Christopher Anzaldua, Border Program Manager, GSA • Jason Gerloff, Contracting Officer, GSA • Montrell Harris, Supervisor Engineer/Project Manager, GSA	217 A
EDUCATION TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 201		
4:30 P.M. - 6:00 P.M.	ENOUGH WITH THE RUMORS AROUND CMMC - 1 PDH Join this session designed to dispel rumors around DOD's Cybersecurity Maturity Model Certification (CMMC). The discussion will look at four key rumors that will be addressed around why organizations are waiting, why they don't think it applies to them, and the real consequences of non-compliance. This is not opinion-based, but based on the root sources for CMMC. Moderator: Jane Flynn, Vestige Digital Investigations Speaker: Damon Hacker, MBA, CISA, CSXF, CMMC-RP, CEO/President, Vestige Digital Investigations • Matthew Travis, CEO, Cyber AB	217 D
EDUCATION TRACK: REGULATIONS, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 201		
4:30 P.M. - 6:00 P.M.	NETWORKING RECEPTION • Thank you Platinum Sponsors	EXHIBIT HALL



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A B-21 Raider stealth bomber is shown from a front-on perspective, positioned on a runway. The aircraft is white with a dark cockpit and landing gear. In the background, a large American flag is visible. The entire scene is overlaid with a dark blue gradient and a large red square graphic that frames the title text.

Supporting the Future of Military Technology

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TIME	DESCRIPTION	ROOM
8:30 A.M. - 9:00 A.M.	CONTINENTAL BREAKFAST • <i>Thank you Bronze Sponsors</i>	EXHIBIT HALL
8:30 A.M. - 11:30 A.M.	MATCHED NETWORKING APPOINTMENTS	BRIDGE HALL
8:30 A.M. - 1:00 P.M.	EXHIBIT HALL OPEN	EXHIBIT HALL
9:00 A.M. - 11:20 A.M.	MICRO SESSION THEATER (SEE PAGE 28 FOR MICRO SESSION SCHEDULE) • <i>Presented by Platinum Sponsors</i>	EXHIBIT HALL
9:00 A.M. - 10:00 A.M.	HEALTHCARE ARCHITECTURAL & ENGINEERING BUSINESS OPPORTUNITIES	217 BC
BUSINESS OPPORTUNITIES SESSION	<p>Healthcare design is becoming a specialized market, with many unique requirements as well as shifting trends in what types of facilities are best suited to serve patient needs. Learn what upcoming federal health A/E services and planning projects are available and how to compete for opportunities.</p> <p>Moderator: Martha Weekley, FFE Inc.</p> <p>Speakers: Col. Sebastien Joly, P.E., USA, Commander, U.S. Army Engineering & Support Center, Huntsville • Francine Gomes, P.E., Director, Project Delivery, CFM - Central Region Office, VA • Angeleque Batkins, Director, Acquisition Support Eastern Region, Office of Facilities Acquisition, VA • David Alvarez, Associate Director, VHA Office of Capital Asset Management, VA</p>	
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 101	<p>DON'T JUST GO WITH THE FLOW - 1 PDH</p> <p>Don't just go with the flow when it comes to accepting FAR and supplemental flow downs. This session will share insight on prime contract flow downs and help you learn what you need to know to succeed. Subcontractor flow downs are clauses that are passed through the prime contractor from the prime contract and "flow-down" to the subcontractor.</p> <p>Moderator: Kellie Sak, P.E., Black & Veatch</p> <p>Speakers: Jennifer Bass, Procurement Operations Manager, Black & Veatch Special Projects Corp. • Daniel Alexy, Senior Counsel, Black & Veatch Special Projects Corp.</p>	214 A
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 101	<p>GROWING YOUR BUSINESS THROUGH TARGETED SUBCONTRACTING - 1 PDH</p> <p>Did you know that during FY22, large businesses provided over \$72 billion in federal subcontracting to small business and that large business often must subcontract a certain percentage of their contract? In this session, hear from the large business "insiders" on how to leverage these requirements to grow your revenue. Learn how to get ahead of opportunities, what these businesses look for in subcontractors, and how to identify the right person at a large business to help you on your journey.</p> <p>Moderator: Eva Marie D'Antuono, USACE New England District</p> <p>Speakers: Shawn Ralston, Small Business Liason Officer, AECOM • Rita Brooks, Director of Small Business Programs, SAIC • Tyler Brooks-Craft, Director, Small Business Engagement/Supplier Diversity Advocate, CGI Federal • Stephanie Sherwood, Small Business/Supplier Diversity Program Manager, Weston Solutions Inc. • Gwen Johnson, Director of Small Business Programs Programs & SBLO, Parsons</p>	214 D



TIME	DESCRIPTION	ROOM
9:00 A.M. - 10:00 A.M.	INTEGRATED DESIGN AND CONSTRUCTION PROCESS - 1 PDH	007 AB
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>The Integrated Design and Construction process promotes teamwork between the government, designer (A/E), and construction contractor. In this session, hear from USACE acquisition team members about some of the lessons learned from recent projects, key takeaways for contractors, and how to best prepare for proposals for solicitations using this delivery method.</p> <p>Moderator: Rear Adm. John Korka, P.E., F.SAME, USN (Ret.), Clark Construction Group</p> <p>Speakers: Brian Hutchison, District Chief, Contracting, USACE Tulsa District • Denver Heath, Senior Contracting Official, HQ USACE • Daria Vanliew, Chief, East Campus IPO, USACE Baltimore District • Jose Lopez, Program Manager, USACE St. Louis District</p>	
EDUCATION TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 201	<p>ESSENTIAL POSITIONS OF A WINNING MARKETING TEAM - 1 PDH</p> <p>217 A</p> <p>To grow and sustain a business in the federal A/E/C market, companies need marketing expertise. This session will discuss best practices for creating marketing teams of all sizes and workshop your challenges in order to establish a cohesive action plan that will support your firm's strategic growth.</p> <p>Moderator: Catherine Otis, Gannett Fleming</p> <p>Speakers: Ree Miskimon, FSMPS, CPSM, Director of Business Development & Marketing, Cube Root Corp. • Ali Detar, CPSM, Vice President of Marketing Communications, Michael Baker International • Amy Collins, FSMPS, CPSM, Senior Marketing Communications Manager, Gannett Fleming Inc.</p>	
EDUCATION TRACK: REGULATIONS, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 301	<p>LEGAL RELIEF FOR PRICE ESCALATIONS, MATERIAL SHORTAGES, AND DELAYS - 1 PDH</p> <p>217 D</p> <p>This session will provide guidance to contractors with firm-fixed-price contracts who have suffered financial losses due to price escalations, material shortages, delays, suspensions, and terminations for convenience. Discussion will include FAR clauses that can provide relief and guidance on REAs, contract claims, and updates on new regulations that can address relief.</p> <p>Moderator: Venessa Gleich, American Indian Chamber Education Fund</p> <p>Speaker: Michelle Kantor, Partner, McDonald Hopkins</p>	
10:00 A.M. - 10:30 A.M.	NETWORKING BREAK	EXHIBIT HALL
10:30 A.M. - 11:30 A.M.	EMERGENCY MANAGEMENT BUSINESS OPPORTUNITIES	217 BC
BUSINESS OPPORTUNITIES SESSION	<p>This session will provide information on federal contracting opportunities for small businesses in the areas of emergency management and response.</p> <p>Moderator: Col. John Hurley, P.E., PMP, USA (Ret.), Michael Baker International</p> <p>Speakers: Brig. Gen. Mark Quander, USA, Commander, USACE Great Lakes & Ohio River Division</p> <ul style="list-style-type: none"> • Stephen Hill, Director, Contingency Operations, HQ USACE 	
BUSINESS OPPORTUNITIES SESSION	<p>VA LEASING PROGRAM BUSINESS OPPORTUNITIES</p> <p>214 BC</p> <p>This session will detail how the VA's Office of Real Property utilizes small businesses for awarding leases and as contract support for supplementing professional A/E, due diligence, and broker services.</p> <p>Moderator: Martha Weekley, FFE Inc.</p> <p>Speakers: Katrina Baptiste, Ph.D., Lead Contracting Officer, VA • Anntwinette Dupree-Hart, Lease Contracting Officer, VA</p>	

TIME	DESCRIPTION	ROOM
10:30 A.M. - 11:30 A.M.	NATIONAL AERONAUTICS & SPACE ADMINISTRATION BUSINESS OPPORTUNITIES	006 CD
BUSINESS OPPORTUNITIES SESSION	<p>This session will focus on contracting opportunities for small businesses with the National Aeronautics & Space Administration, featuring information from the Office of Procurement.</p> <p>Moderator: Mark Correll, HDR Inc.</p> <p>Speaker: Jose Garcia, Director, Office of Procurement, Johnson Space Center, NASA</p>	
EDUCATION TRACK: ADVANCED BUSINESS & PROCUREMENT STRATEGIES LEVEL: 201	<p>SUCCESSFUL TACTICS FOR GROWING STRATEGIC VALUE - 1 PDH</p> <p>Many small business owners get so consumed with delivering projects and running their businesses day-to-day that they rarely have the time or knowledge to develop strategies and implement tactics to maximize the value of their firms and prepare for the eventual transition—whether it be internal or external. This session will discuss ways to grow strategic value for your business.</p> <p>Moderator: Ben Matthews, P.E., F.SAME, Michael Baker International</p> <p>Speaker: Col. Marvin Fisher, F.SAME, USAF (Ret.), Partner, IAG</p>	214 A
EDUCATION TRACK: ENTERING THE FEDERAL MARKETPLACE LEVEL: 201	<p>UNDERSTANDING SURETY: EFFECTIVE BONDING FOR FEDERAL CONTRACTORS - 1 PDH</p> <p>Discover the secrets to successful bonding in the federal marketplace! This session will simplify the overwhelming process by covering bonding basics, prequalification (including underwriter expectations), bonding options, and how to avoid common pitfalls. You will leave with a blueprint to improve your surety program, secure more federal contracts, and grow your business.</p> <p>Moderator: Col. Don Degidio, USA (Ret.), Global Engineering Solutions</p> <p>Speakers: Greg Angel, Vice President, Surety Bond Professionals • Matthew Leskanic, Vice President, Surety Bond Professionals</p>	214 D
EDUCATION TRACK: GOVERNMENT PERSPECTIVES LEVEL: 201	<p>CONSTRUCTION SAFETY: OVERVIEW OF THE UPDATED EM 385-1-1 - 1 PDH</p> <p>Contractors play an instrumental role in the success of USACE projects. However, as a small business, it can be confusing to integrate with the safety and health requirements posed by USACE contracts. This session will navigate the various safety and health requirements to help ensure that your company succeeds with implementing these specifications.</p> <p>Moderator: Angie Martinez, P.E., F.SAME, Martinez Construction Services</p> <p>Speaker: Mark Atkins, Chief of Safety & Occupational Health, HQ USACE</p>	007 AB
EDUCATION TRACK: MARKETING & BUSINESS DEVELOPMENT LEVEL: 201	<p>UNLEASHING THOUGHT LEADERSHIP: IGNITING LASTING IMPACT - 1 PDH</p> <p>Discover the secrets to becoming a visionary force in your industry, captivating audiences, and leaving a lasting impact. This session will share expertise in thought leadership and guide you on a journey to inspire, lead, and create meaningful change.</p> <p>Moderator: Sharon Krock, SPWS, F.SAME, Schnabel Engineering</p> <p>Speaker: Alexandria Agresta, Founder, Lead Speaker Trainer & Stage Sherpa, Made for the Stage</p>	217 A

EDUCATION SESSIONS SPONSORED BY **BRASS SPONSORS**

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QRI
Sundance Consulting Inc
Tepa LLC



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NOVEMBER 3
FRIDAY

TIME	DESCRIPTION	ROOM
10:30 A.M. - 11:30 A.M.	SECURING GOVERNMENT BUILDINGS: CYBER COMMISSIONING INSIGHTS - 1 PDH	217 D
EDUCATION TRACK: REGULATION, RULES, AND GOVERNMENT FRAMEWORK LEVEL: 201	<p>Discover cutting-edge strategies, real-world case studies, and best practices to safeguard government infrastructure. This session will elevate your commissioning expertise, tackle evolving threats, and ensure impenetrable defenses. Join us for an engaging session that empowers your cybersecurity journey.</p> <p>Moderator: Jenny Bowers, EXP US Services</p> <p>Speakers: Jonathan Hard, CEO, H2L Solutions Inc • Theodore Foster, Principal, Government & Special Projects, Smith Seckman Reid Inc.</p>	
11:30 A.M. - 1:00 P.M.	NETWORKING LUNCH IN EXHIBIT HALL • Thank you Silver Sponsors	EXHIBIT HALL
1:01 P.M. - 5:00 P.M.	EXHIBITOR MOVE-OUT	EXHIBIT HALL

Schedule as of October 1, 2023; sessions and speakers subject to change.

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NOVEMBER 15-17,
NASHVILLE, TN

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EXHIBIT HALL HOURS

DAY	OPENS	CLOSES
Wednesday, November 1	10:30 a.m.	7:00 p.m.
Thursday, November 2	10:30 a.m.	6:00 p.m.
Friday, November 3	8:30 a.m.	1:00 p.m.

SAME BOOTH

Make sure to visit the SAME Booth, connect with National Office staff, meet with volunteer leadership, and discover opportunities to engage with the Society, both locally and nationally.



RELAXATION STATION

located in Exhibit Hall, Lounge 1069

Visit the Wellness Lounge for a chair massage or enjoy a few moments of rest and relaxation. We can all use a break to recharge during a busy week at SBC!

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THE PLAYGROUND

located in Exhibit Hall, Lounge 415

Take a break and engage in some games in The Playground. Grab a colleague and enjoy a round of cornhole, ping pong, jumbo Jenga, or Connect Four!

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HEAD SHOT LOUNGE

located in Exhibit Hall, Lounge 681

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SBC PASSPORT

Visit with exhibitors listed in the SBC Passport and be entered into a contest for great prizes! The SBC Passport features companies that are looking to build those connections that make all the difference in successful contractor-client relationships. (The SBC Passport is included in the attendee conference bag.)

MICRO-SESSION THEATER

Stop by the Micro-Session Theater for robust, 20-minute quick learning sessions in the Exhibit Hall.

Wednesday, November 1

2:00 p.m. – 2:20 p.m.	Securing Critical Supply Chains in the Defense Industrial Base
2:30 p.m. – 2:50 p.m.	Doing Business with USAID
3:00 p.m. – 3:20 p.m.	Get Smart! Critical Changes to SmallBiz Regulations
3:30 p.m. – 3:50 p.m.	AbilityOne
4:00 p.m. – 4:20 p.m.	The Relevancy Matrix: Your Proposal Power Tool
4:30 p.m. – 4:50 p.m.	Journey to CMMC Compliance

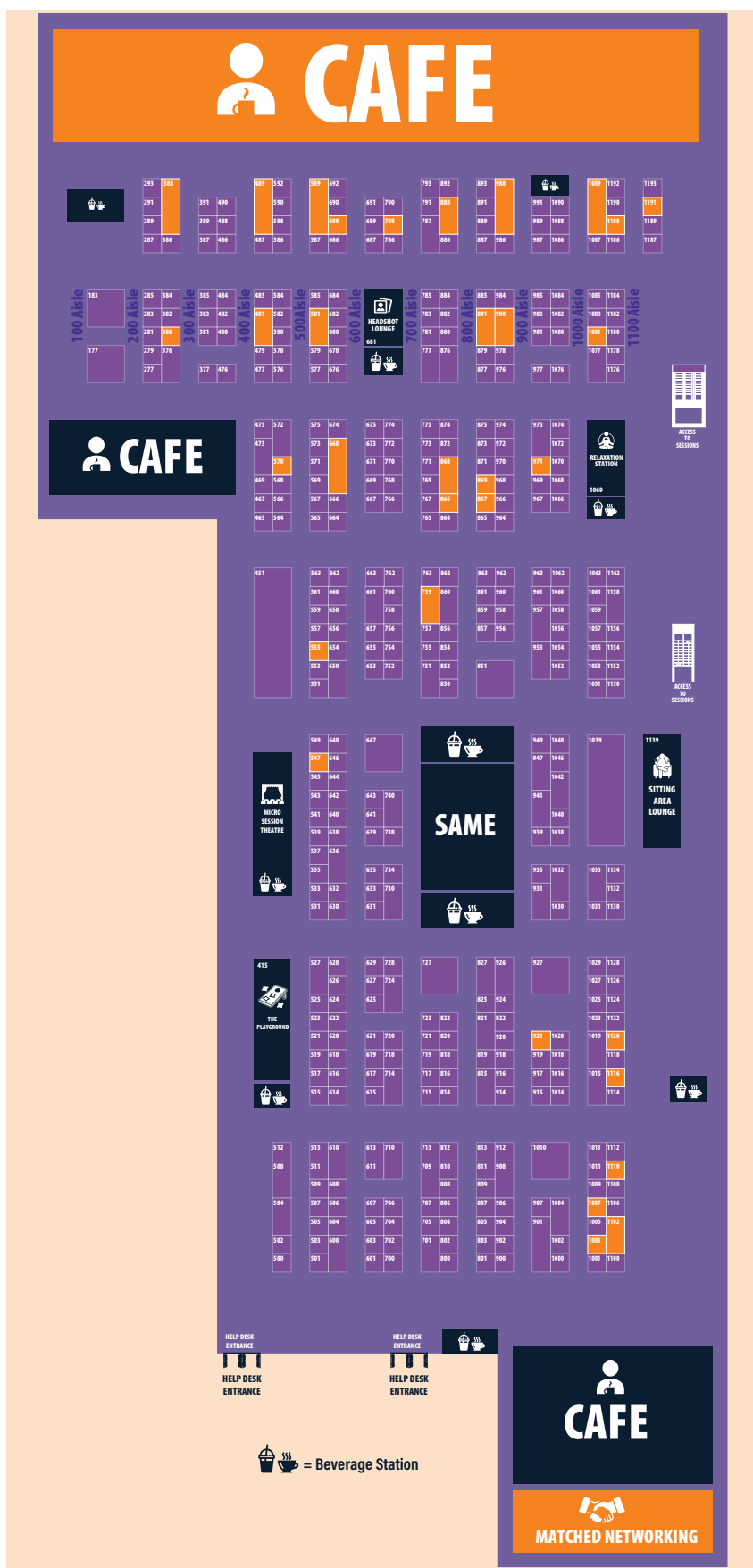
Thursday, November 2

11:00 a.m. – 11:20 a.m.	How to do Business with USACE
11:30 a.m. – 11:50 a.m.	All Things for Surviving Your 1st Protest
1:30 p.m. – 1:50 p.m.	USACE Omaha District Quality Summit Overview and Update
2:00 p.m. – 2:20 p.m.	SAM.gov Entity Registration: Tips, Tricks & Pitfalls
2:30 p.m. – 2:50 p.m.	Doing Business with the National Guard
3:00 p.m. – 3:20 p.m.	Building a Business Development Primer
3:30 p.m. – 3:50 p.m.	Past Performance and CPARS: Control the Narrative

Friday, November 3

9:00 a.m. – 9:20 a.m.	AI Technologies for Small Businesses Marketing Toolbox
9:30 a.m. – 9:50 a.m.	Mastering Financials: Primer for Small Government Contractors
10:00 a.m. – 10:20 a.m.	Your Next Great Hire
10:30 a.m. – 10:50 a.m.	DCAA: Introduction and Compliance Requirements
11:00 a.m. – 11:20 a.m.	TBD

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EXHIBITING ORGANIZATIONS LISTING



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EXHIBITOR	BOOTH	EXHIBITOR	BOOTH	EXHIBITOR	BOOTH
24HRC.....	892	ATI Inc.....	1040	Chloeta Holdings LLC	279
5engineering	1055	AtkinsRealis.....	751	Chronicle Heritage	566
8-Koi	451	Atmos Solutions Inc	920	Clark Construction Group LLC.....	1086
A & M Engineering and Environmental Services Inc.....	551	Auxilio Management Services	989	ClearSpan Structures.....	571
Above Group Inc.....	673	AVANTech LLC.....	1126	CMI Limited Co	915
Academy Energy Group LLC.....	1152	AVESI Inc	1082	CMR Partners.....	758
ACHUTI LLC	754	Ayuda Companies.....	987	CMS Corp.....	941
Acuity International.....	1000	A-Zone Environmental Services.....	666	Coastal Environments Inc	654
Adanta	967	Aztec Contractors Inc	956	Collier Geophysics.....	1128
ADC Engineering.....	91	Banda Group International LLC	667	Command Commissioning LLC	678
ADS Inc	1010	Barlovento LLC.....	579	Compu-ecture.....	657
Advanced Engineering Consultants.....	770	Basha Services LLC	387	Concrete Canvas US.....	177
Advanced Environmental Laboratories Inc.....	1132	Baskerville-Donovan Inc	644	Construction Cost Management Inc.....	970
Advanced Mobile Filtration Services LLC	1072	Battelle	922	Conti Federal Services.....	900
Advon Corp	663	Bay West LLC	983	Contrack Watts Inc	1085
AE Works Ltd	626	BB&E Consulting Engineers Professionals.....	704	Copper River Infrastructure Services	476
AECOM	851	Bear Environmental LLC.....	1106	CoverSix	949
AG3 Group LLC.....	1192	BEM Systems Inc	485	Crawford Consulting Services Inc.....	627
AGVIQ LLC	289	Benham Design LLC	603	Cromwell Architects Engineers	861
Ahtna Design-Build Inc.....	882	Bering Straits Native Corp	963	Cross Environmental Services Inc.....	451
Ahtna Solutions LLC.....	376	Better By Design LLC.....	709	CT Laboratories	617
Air Force Civil Engineer Center.....	1003	Betts Drilling.....	533	CTI and Associates Inc.....	902
Alesia Architecture P.C	1162	Bhate	854	Cube Root Corp	713
Aleta Technologies	886	BKL Inc	887	Current Edge Solutions	918
Aleut Federal LLC	852	BL Harbert International.....	718	Cybernet Systems Corp	451
Allen & Hoshall.....	642	Black & Veatch	927	CyberRx Inc	563
Alliant Corp	1150	Bloomsdale Excavating Co Inc	660	David T. Scott & Associates (DTS).....	1087
Alpha Terra Engineering Inc	1027	Bluestone Environmental Group Inc.....	1038	Dawson Technical LLC	765
Amentum	947	Bodwe Professional Services Group.....	1014	Delaware Nation Industries.....	981
American Engineers Inc.....	806	Bold Concepts Inc.....	977	Department of State	1102
American Infrastructure Development Inc	451	Bold Group	507	Design Build Consortium LLC VA/CVE (SDVOSB)	511
American Structurepoint Inc.....	1030	Boon.....	293	Dewberry	926
Ameristar Perimeter Security USA Inc	1066	Booz Allen Hamilton Inc.....	850	DLR Group Inc.....	631
AMES 1 LLC.....	586	Bristol Bay Construction Holdings LLC	953	DRMP Inc	451
Anchor QEA	641	Bristol Industries.....	1088	DV Solutions LLC, dba Federal Forecasting App.....	1182
Andana Consulting LLC.....	720	Bulldog Group LLC	819	Dynamic Solutions LLC	607
Anderson Engineering of MN LLC	812	Burdette, Koehler, Murphy & Associates	757	EA Engineering, Science, and Technology Inc. PBC.....	646
Apogee Consulting Group, P.A.....	865	Burgess & Niple	1076	EAC-Environmental Assessments & Consulting	451
Appledore Marine.....	1052	Burns & McDonnell.....	939	EarthBalance Corp	577
Applied Ecology	451	Cabrera Services Inc	800	Eaton Corp.....	590
Aprio	543	Caddell Construction	966	ECC	610
APSI Construction Management	576	Catawba Engineering & Environmental Services	991	ECS.....	664
Aptim Federal Services LLC	931	CB Design Group Inc.....	283	ECT2.....	517
Aqueous Vets.....	509	CDG/Bergmann Joint Venture, LLP.....	592	EEA Consulting Engineers	479
AR6 Construction & Engineering LLC.....	1156	CDM Smith.....	801	EIS Holdings.....	1100
ARCADIS U.S. Inc.....	769	Cedarville Engineering Group LLC	1112	Emtek Matting Solutions.....	381
Armitage Wilson JV.....	791	Central Geotechnical Services	862	Encorus Group.....	572
Arrowhead Contracting Inc.....	465	Centrica Business Solutions - North America	503	Energy and Environment LLC.....	177
AshBritt Inc.....	291	Chenega Corp	605	EnSafe Inc	557
ASSA ABLOY	1068	Cherokee Nation Businesses	976	ENVECO Environmental Solutions LLC.....	908
ASSA ABLOY Door Security Solutions	1070	Cheryl Jefferson & Associates LLC.....	786		
Athena Engineering and Environmental LLC	1046	Chitina Diversified Services.....	384		



EXHIBITOR	BOOTH	EXHIBITOR	BOOTH	EXHIBITOR	BOOTH
Environmental Restoration LLC.....	1002	Hana Engineers and Consultants LLC	658	Marstel-Day LLC	383
Enviros.....	535	Haskell	601	Martinez Construction Services	451
EnviroVantage	964	Haynsworth Sinkler Boyd P.A.....	767	Mason & Hanger	523
Epic Consultants.....	968	HazAir Inc.....	889	Matrix Design Group	756
ESA South Inc	876	HCS Group PC	822	Matrix New World Engineering Inc	873
Espinoza Consulting Services	680	HDR	650	McCarter & English LLP	818
Eurofins Environment Testing America	773	Health Facility Solutions Co	1053	McDonald Hopkins LLC.....	811
EXHIB-IT!	484	Heapy Engineering.....	487	McElroy Metal	1004
exp Federal Inc	684	Hellas/War Feather	1059	MCFA.....	475
Farnsworth Group Inc.....	807	HGL	774	Mead & Hunt Inc	701
Federal Aviation Administration	1007	Hill International Inc	287	Merrick & Company	629
Federal Compass	857	Hilltop Environmental Solutions	561	Metals Treatment Technologies LLC	
Federal Contracts Corp	604	Huitt-Zollars Inc	912	- MT2 Firing Range Services.....	1018
Federal Reserve Board	1120	IAG.....	521	Miami Nation Enterprises.....	1058
FFE Inc.....	1042	IMEG Corp	728	Michael Baker International	777
FGS-Surveyors.....	177	IMSM Inc	277	Michels Construction Inc.....	502
Fickett Structural Solutions Inc.....	1084	Industries for the Blind and		Mobile Modular	1187
First Environment Inc.....	803	Visually Impaired (IBVI)	569	Moffatt & Nichol	785
Floodproofing.com	477	InScope	541	Mohawk Valley Materials Inc.....	480
Florida Surety Bonds Inc	451	Inspection Experts Inc.....	871	Montrose Environmental Group	515
Fluor	527	InTandem Promotions	539	Mott MacDonald	501
Force Asset Management.....	1009	Integrated Modular Solutions	559	MULE Engineering & Construction.....	451
Forgen	653	Integrity Federal Services Inc.....	285	National 8(a) Association.....	969
FourFront Design Inc.....	816	Interactive Tactical Group	377	National Electric Coil.....	692
Fox Rothschild LLP	860	International Consulting Engineers (ICE).....	787	National Guard Bureau	1081
FPM Remediations Inc	531	International Right of Way Association.....	1005	National HubZone Council	618
Frank X. Spencer & Associates Inc.....	625	J.F. Brennan Co. Inc	615	National Science Foundation.....	971
Freese and Nichols Inc	636	Jacobs	730	National Veteran Small Business Coalition	
Fulcrum Energy Solutions	1176	JMT	635	(NVSBC)	1154
G.M. Hill Engineering Inc.....	916	JOA Surveys LLC	382	NAVFAC HQ OSBP.....	888
Gale Construction Co.....	661	Johnson Controls Federal Systems	675	NavLive	624
Gannett Fleming Inc	632	JVR LLC Construction Services	1180	NCEES.....	1158
Garver.....	821	KEMRON Environmental Services Inc.....	715	Nicklaus Engineering Inc.....	707
GCARL LLC	719	Kenall Inc	724	NIH-NITAAC	570
General Services Administration	688	KFS LLC	1056	NIKA	1061
GEO Consultants Corp	734	Kiewit	752	Normandeau Associates Inc	585
GHD Inc	1013	Kimley-Horn.....	564	North Carolina State University.....	1011
Gilbane Federal	755	KMC Solutions LLC	281	North Wind Group	714
Goldbelt Operations Support Services LLC.....	893	KOMAN Construction Sector.....	775	NovelEolutions Inc	451
GoldenWolf LLC	864	KOMAN Holdings LLC	874	NSA Cybersecurity Collaboration Center	1191
Gordian	738	Larson Design Group.....	676	O'Brien Engineering Inc.....	606
GovForce Inc	691	LBE Inc.....	587	Olsson	825
GovGig.....	1186	Legis Consultancy Inc	643	Omran Inc.....	482
GovSpend+Fedmine	762	Lego Construction Co	810	Oneida ESC Group	640
GRI - Geotechnical Resources Inc.....	984	LEO A DALY.....	1051	OPSPRO.....	549
GSI Family of Companies.....	960	LGC Global Inc	1189	Orion Energy Systems - Manitowoc, WI	790
Guernsey	1184	Lockwood, Andrews & Newnam Inc.....	1057	Osprey Management LLC	1031
Guidon Design Inc.....	656	Los Alamos Technical Associates Inc. (LATA)	904	Page	600
Gulf South Research Corp.....	772	Lowe Engineers	1020	Palomar Modular Buildings LLC.....	525
Guy Engineering Services Inc	1080	LRS Federal LLC	760	Parrot Surety Services LLC	614
H&L Environmental Services LLC	690	M.J. Engineering and Land Surveying P.C.....	907	Parsons	901
H2L Solutions Inc	633	Mabbett and Assoc. Inc	1016	PCI Government Services.....	856
Halff Associates Inc	814	Mackenzie	1025	Perma-Fix Environmental Services Inc.....	721

EXHIBITING ORGANIZATIONS

LISTING CONTINUED



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EXHIBITOR	BOOTH	EXHIBITOR	BOOTH	EXHIBITOR	BOOTH
Phigenics LLC	859	Signals Defense LLC.....	863	TRS Group Inc.....	682
PilieroMazza PLLC.....	781	SLSCO Ltd	611	Trusted Internet LLC.....	919
Pioneer Technical Services Inc	545	Smith Seckman Reid Inc	505	TTL Inc	689
Planate Management Group	957	SMRT Architects and Engineers.....	1001	Tuck Mapping Solutions Inc	1023
Plexus Scientific Corp	628	Solmax	879	Turn2 Productions Consulting LLC.....	183
Pond & Company	827	SourceAmerica	621	U.S. Department of Veterans Affairs: Office of Construction & Facilities Management	668
Potomac-Hudson Engineering	705	Sovereign Consulting Inc.....	686	U.S. Small Business Administration	788
POWER Engineers Inc.....	613	Specialized Engineering Solutions.....	620	Unanet.....	504
PR&D Inc	451	Specialty Consulting Inc	880	U.S. Agency for International Development.....	380
Prairie Engineers P.C.....	802	Spectrum Solutions Inc	1063	USACE Army Geospatial Center	866
PRIME.....	451	Spees Design Build	553	USACE Engineer Research & Development Center	867
Procon Consulting.....	766	Spero Solutions.....	961	USACE Great Lakes & Ohio River Division	489
Protection Engineering Consultants	1048	Spur Design LLC.....	815	USACE HQ Office of Small Business Programs..	759
QRI/Quaternary Resource Investigations LLC.....	1033	Stanley Consultants Inc	935	USACE Humphreys Engineer Center Support Activity	869
QTS Group LLC.....	655	Stantec Inc	727	USACE Huntsville Engineering & Support Center	481
Raymond Engineering-Georgia Inc.....	820	Stone Security Engineering.....	768	USACE Mississippi Valley Division	589
RCM&D Inc.....	578	Strategic Alliance Solutions.....	1190	USACE North Atlantic Division	388
RDM International Inc	1062	Strategic Creations	669	USACE Northwestern Division	1089
RealStreet.....	924	Strategic Solutions Unlimited Inc.....	648	USACE Pacific Ocean Division.....	868
Renova Environmental Co.....	972	Straughan Environmental Inc	639	USACE South Atlantic Division	881
RES	687	STV	804	USACE South Pacific Division	581
REscan Inc.....	793	SUCCESS Coalition	537	USACE Southwestern Division	988
RGD Consulting Engineers	486	Summer Consultants Inc	630	USACE Transatlantic Division.....	980
Rhumbix	582	Sundance Consulting Inc	723	Valiant Construction	1083
Richard Group LLC	1178	Surety Bond Professionals.....	805	Vernadero Group Inc.....	884
Richard Grubb & Associates	872	Surveying And Mapping LLC.....	575	Vestige Digital Investigations	1130
Rite in the Rain	917	SurvTech Solutions Inc.....	451	Viega.....	809
RK Excavation LLC.....	1074	SWCA Environmental Consultants	1124	VPG Construction	588
Rose Consulting Law Firm	608	Symmes Maini & McKee Associates Inc.....	875	W.F. Baird & Associates Ltd.....	619
Royce Construction Services	877	Synectics	488	W4 Construction Group LLC	906
RQ Construction LLC.....	616	T1-RJS JV	978	Weston & Sampson	1060
RRMM Architects P.C.....	674	Tanaq Environmental LLC	1015	Weston Solutions Inc	662
RS&H	740	TargetGov	1029	WGI.....	986
Ryzhka International LLC.....	914	Telgian Engineering & Consulting LLC	813	White Hawk Engineering & Design LLC.....	783
S&K Design-Build LLC.....	508	Tepa LLC.....	962	White Raven Security	771
S2S Construction Services LLC	389	Terra Site Constructors LLC.....	638	Wiley Wilson	565
Salas O'Brien	958	Terracon Consultants Inc	1032	Woolpert Inc.....	710
SAME Tampa Bay Post/ Space Coast Post	451	Tetra Tech Inc	1039	WSP	647
Schneider Electric	622	Texas Veterans Land Board.....	547	Z Squared Construction.....	580
Schoonover & Moriarty LLC.....	519	Teya Development	584	ZAPATA Group Inc	974
SCI Engineering Inc.....	1090	Thalle Construction	885	Zero Waste Solutions Inc.....	385
Scout	702	The Akana Group Inc	973		
SEARCH Inc	763	The Barbour Group LLC.....	512		
SEBAC - Small Environmental Business Action Coalition.....	717	The Krydon Group Inc.....	386		
Semper Tek Inc.....	473	The Lane Construction Corp	1114		
SERES.....	490	The Walsh Group.....	891		
SERVPRO Team Zubricki	1019	ThinkForm Design Architect LLC	706		
Sessler Companies.....	808	Thunderbird-HRP JV LLC.....	671		
Sevenson Environmental Services Inc.....	1077	TL Services Inc	573		
SGS North America Inc.....	985	TLI Solutions	1054		
Siemens Industries Inc.....	700	Trane U.S. Inc.....	513		
		TranSystems	500		
		Trihydro Corp.....	1134		

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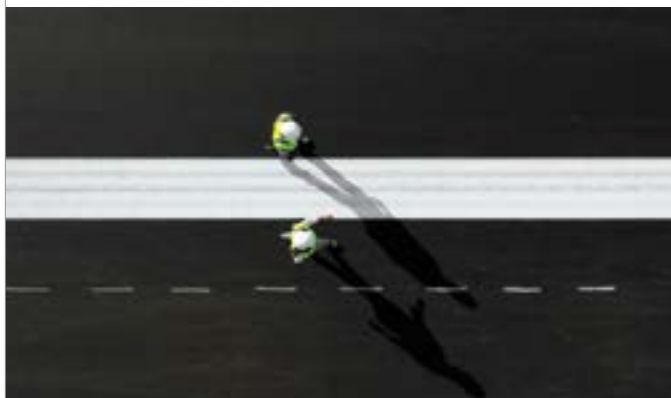
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