MEGA Maryland is comprised of 17 informational webinars to be held over 5 weeks – beginning on Monday September 28th. Registration provides you with access to all 17 educational sessions. Due to foreseeable social distancing requirements, and our commitment to keeping our attendees safe, the 4th annual MEGA Maryland was reimagined as a virtual, month-long event!
# 2020 Virtual Conference

Our conference schedule is filled with all the great programming and interaction that you have enjoyed in past MEGA Maryland conferences — fantastic keynotes, client panels, workshops, special events, and one-on-one opportunities with government agencies and large businesses.

The conference is presented by the AEC industry’s leading Maryland-based professional organizations including the Society of American Military Engineers (SAME), American Council of Engineering Companies (ACEC), Design Build Institute of America (DBIA), Society of Marketing Professional Services (SMPS), WTS International (WTS) and the Mid-Atlantic Region of Environmental Professionals (MAREP).

**MEGA Maryland registration gives you access to 2 Keynotes, 1 Special Event, 8 Client Panels, 6 Workshops + One-on-One opportunities with local, State and Federal Agencies and large businesses.**

Full session descriptions, speakers, panelists and sponsors can be found at [www.megamaryland.org](http://www.megamaryland.org).

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**Please Note:** Individual session links will be e-mailed to each registrant 24 hours in advance of the session.

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## Virtual Conference Schedule

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<tr>
<td>Opening Week</td>
<td>Opening Keynote</td>
<td>W An Architectural Perspective: How the COVID-19 Pandemic will Change the Built Environment 9:00 – 10:00 AM</td>
<td>CP The Howard County Courthouse: A New Way Forward 1:00 – 2:30 PM</td>
<td>W Marketing/Business Development Primer for Small Businesses 9:00 – 10:00 AM</td>
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<td>CP Federal Agency Small Business Liaison Officers Panel 1:00 – 2:30 PM</td>
<td>W Federal Update + Joint Ventures 9:00 – 10:00 AM</td>
<td>CP MAREP &amp; SAME Mid-Maryland Environmental Panel 1:00 – 2:30 PM</td>
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<tr>
<td>September 28th – Oct. 30th</td>
<td>Columbus Day Holiday</td>
<td>CP DoD Cybersecurity Maturity Model Certification Regulations 1:00 – 2:30 PM</td>
<td>CP Airport Minority Council + Contractors Minority Program 1:00 – 2:30 PM</td>
<td>W eMMA + beta.sam.gov training 9:00 – 11:30 AM</td>
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<td>CP MDOT + Maryland Counties Panel Doubleheader 1:00 – 4:00 PM</td>
<td>W Research + Planning: Setting the Stage for Success 9:00 – 10:00 AM</td>
<td>CP The Future of Design &amp; Construction in Healthcare 1:00 – 2:30 PM</td>
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Monday, Sept. 28th | 1:00 PM – 3:00 PM  
**Welcome to 2020 MEGA Maryland**

**Mindy Hinsley,**  
FSMPs, CPSM, Conference Co-Chair

**SPECIAL PERFORMANCE**  
Katrina Jones  
**OPENING KEYNOTE**  
*Return of the Economist: COVID-19 Economic Update*

**KEYNOTE SPEAKER**  
Anirban Basu, Sage Policy Group

MEGA Maryland welcomes back our favorite economist and keynote speaker, Anirban Basu, to kick off the 2020 conference. COVID-19 has rocked what had appeared to be a nearly invincible economy; one associated with substantial job growth, multi-decade lows in unemployment, sturdy compensation increases, robust retail sales, low inflation, and strong financial market performance. Underneath that strong performance, however, was a set of fragilities that have been exposed by the pandemic. This webinar speaks to our current economic circumstances, how difficult things are likely to become over the foreseeable future, and the contours of the brisk recovery to come thereafter.

Anirban is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm in Baltimore. Anirban serves as the chief economist to Associated Builders and Contractors and as chief economic adviser to the Construction Financial Management Association. In 2007 and then again in 2016, Mr. Basu was selected by the Daily Record newspaper as one of Maryland’s 50 most influential people. The Baltimore Business Journal named him one of the region’s 20 most powerful business leaders in 2010.

**SPONSORS**  
Andana Consulting  
Penza Bailey Architects

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Tuesday, Sept. 29th | 9:00 AM – 10:00 AM  
**WORKSHOP**  
*An Architectural Perspective: How the COVID-19 Pandemic will Change the Built Environment*

**MODERATOR**  
Paula Loomis, PhD, FAIA, FSAME, AICP, LEED AP, The Urban Collaborative, LLC

**PANELISTS**  
Ed Weaver, AIA, AECOM  
Kristine Johnson, AIA, NCARB, LEED AP, AECOM  
Martha Boss, CII, CSP, AECOM  
Michael Clements, LEED AP, AECOM

Our panel of leading architectural experts will discuss COVID’s impact on new facility standards and requirements, how we think about public spaces, and how design professionals are already incorporating COVID measures in project planning and design. From increased automation to greater application of antibacterial fabrics and finishes, learn how today’s architects are developing creative and innovative ideas to help keep people safe and healthy.

**SPONSOR**  
River to Tap, Inc.

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Wednesday, Sept. 30th | 1:00 PM – 2:30 PM  
**CLIENT PANEL**  
The Howard County Courthouse: A New Way Forward

**MODERATOR**  
Justin Kirk, Clark Construction

**PANELISTS**  
Robert Jones, Owner’s Representative, Arcadis  
Annie Fulton, Clark Construction  
Donald Gibson, Edgemoor Infrastructure & Real Estate

The Howard County Circuit Courthouse is a precedent setting public-private partnership that will deliver a critically needed new facility. Currently under construction and scheduled to deliver June 2021, this path-breaking project combines public and private financing to create a new model for funding public buildings in Maryland. This webinar will explain how this unique Design-Build-Finance-Operate-Maintain (DBFOM) project was organized and launched by the County, the unique benefits of the public-private funding approach, and the collaborative design-build process used to design and construct the facility.

**SPONSOR**  
DBIA / MD

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Friday, Oct. 2nd | 9:00 AM – 10:00 AM  
**WORKSHOP**  
Marketing + Business Development Primer for Small Businesses

**PRESENTERS**  
Mindy Hinsley, FSMPs, CPSM, Hinsley Collective  
Carrie Ann Williams, F.SAME, CPSM, Andana Consulting

Join Mindy and Carrie Ann for the top ten things small businesses should be engaged in now to help position themselves for success in the future. These seasoned marketing professionals will provide their insight and tips and tricks for tackling proposals, business development, and digital marketing in today’s social-distanced environment.

**SPONSOR**  
American Engineers Group, Inc.
Tuesday, Oct. 6th | 1:00 PM – 2:30 PM
CLIENT PANEL
Federal Agency Small Business Liaison Advocates
MODERATOR
Lamont Norwood, CEO, Strategic Government Solutions, LLC
PANELISTS
Cassandra Freeman, Director, Office of Small Business Programs, National Guard Bureau
Denise Benjamin-Sirmons, Director, Office of Small and Disadvantaged Business, U.S. Environmental Protection Agency
Dennis Smith, Project Director, U.S. Department of Commerce
Tamika Gray, Deputy for Small Business, USACE-Baltimore (Invited)
Dr. Sonny Hatcher, Senior Small Business Performance Analyst, DCMA (Invited)

Learn about upcoming contracting opportunities with these federal agencies as well as how best to position your company both as a prime contractor and a subcontractor. This is a unique opportunity for you to openly converse with federal agency professionals tasked with creating an environment for maximum participation by small, diverse, and veteran-owned businesses in the federal government procurement process.

SPONSOR
Mahorsky Group

Wednesday, Oct. 7th | 9:00 AM – 10:30 AM
WORKSHOP
Federal + Joint Venture Updates
INTRODUCTION
Sally S. Clark, CPSM, Vice President, Director, Marketing & Communications, AFG Group, Inc.
SPEAKER
Nick Solosky, Partner, Federal Government Contracts & Procurement Group, Fox Rothschild LLP

Join us for a conversation on the effective use of Joint Ventures in government contracting, including recent developments in the case law and federal regulations. This will include a discussion concerning federal Joint Venture requirements and best practices for drafting Joint Venture agreements. The presentation also provides an overview of small business Joint Ventures – including in the context of the Small Business Association’s “All Small” Mentor-Protégé Program. Finally, we will address recent updates concerning HUBZone Joint Ventures, as well as proposed amendments that could change the requirements for all small business Joint Ventures.

SPONSOR
Rossi Group

Thursday, Oct. 8th | 1:00 PM – 2:30 PM
CLIENT PANEL
SAME Mid-Maryland + MAREP Environmental Panel
MODERATOR
Fred Carey, President, Potomac-Hudson Engineering, Inc.
PANELISTS
Gina Soscia, EPA Community Involvement Coordinator, EPA Region 3
Lee Currey, Director, Water and Science Administration, Maryland Department of the Environment
Chris Rua, Senior Scientist, Potomac-Hudson Engineering, Inc.
Ryan Duckett, Project Engineer, SCS Engineers

Come and learn about current environmental topics from government and industry speakers, including US EPA, Maryland Department of the Environment, and local DC-area environmental consulting firms. The panel will discuss the impacts of the COVID-19 on the environmental sector, including government and private-sector programs, and discuss the ways in which public and private sector organizations are responding to the pandemic.

SPONSOR
River to Tap, Inc.
Tuesday, Oct. 13th | 1:00 PM – 2:30 PM

CLIENT PANEL
New Department of Defense Cybersecurity Maturity Model Certification (CMMC) Regulations

MODERATOR
Sean Kirwan, Commercial Insurance Associates

PANELISTS
Brian Hubbard, PMP, CISM, Director of Commercial and Cybersecurity, Edwards Performance Solutions
Eric Levitas, Business Development, Edwards Performance Solutions

The Department of Defense (DoD) has announced the introduction of a new program called the Cybersecurity Maturity Model Certification (CMMC) to combat external cybersecurity threats. CMMC will serve as a framework for the enforcement of the department’s existing Defense Federal Acquisition Regulation Supplement (DFARS) requirements. All DoD contractors and suppliers—regardless if you’re the acting prime contractor or a subcontractor—will need to become CMMC certified by passing a CMMC audit. CMMC will become the standard on all DoD RFI’s and RFP’s with the goal of improving CUI security by introducing a formal audit program for compliance. Join Brian and Eric as they share how they are best preparing government contractors for these new requirements.

SPONSOR
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Thursday, Oct. 15th | 9:00 AM – 4:00 PM

NETWORKING OPPORTUNITY
2020 Joint SAME Mid-Maryland/DBIA Scholarship Golf Tournament
The Club at P.B. Dye, Ijamsville, MD
Annual Fundraising Event for STEM students

For more information and to register, please visit: https://bit.ly/3l33duT

Thursday, Oct. 15th | 1:00 PM – 2:30 PM

CLIENT PANEL
Airport Minority Council
+ Contractors Minority Program

MODERATOR
TBA

PANELISTS
TBA

SPONSOR
WTS

Friday, Oct. 16th | 9:00 AM – 11:30 AM

WORKSHOP
eMMA and BETA.sam.gov Training

PRESENTERS
Dr. Victoria Steeger, Chief Learning Officer, Office of State Procurement, Maryland Department of General Services
Salomeh Ghorbani, CISSP, PMP, FAC PPM, Project Manager, IAE Stakeholder Engagement & Outreach, US General Services Administration

Get ready for a State of Maryland and Federal software training double header! MEGA Maryland partners will provide eMMA training and BETA.sam.gov training in back-to-back sessions. Additional resources and Q&A with presenters will be available.

SPONSOR
Maser Consulting
Tuesday, Oct. 20th | 1:00 PM – 4:00 PM
CLIENT PANEL
MDOT + Maryland Counties Panel Doubleheader

**Part I: Maryland Department of Transportation Panel**

**MODERATOR**
Aneesha Griffin, PE, PTOE, Principal, CST Engineering, Inc.

**PANELISTS**
Vashti Pyatt, MDOT Office of Small and Minority Business Policy
Tracie Watkins-Rhodes, MDOT Office of Small and Minority Business Policy
Lisa Grant, MDOT SHA Office of Equal Opportunity
Jada Wright, MDOT SHA Procurement
Joe Palechek, TS0 Procurement
William Parham, MDOT MTA Procurement
Ruth General, MDOT MTA Office of Fair Practices
Abigail Alam, MDTA Procurement
Donna Dicero, MDTA Procurement
Alisha Fredericks, MDTA Office of Fair Practices
Verlinda Dillard, MDTA Office of Fair Practices

From sea to air to ground transportation – all of MDOT’s business units will be represented. Learn how to do business with this state agency, hear about upcoming procurement and contract opportunities, and its continued commitment to small and diverse businesses.

**Part II: Maryland Counties Panel**

**MODERATOR**
Mike Izzo, PE, Senior Vice President, Whitney, Bailey, Cox, Magnani

**PANELISTS**
Scott Flanigan, Director of Public Works, Cecil County
Chris Phipps, PE, Director of Public Works, Anne Arundel County (Invited)
Thomas Kiefer, PE, Acting Director of Public Works, Baltimore County (Invited)
Joe Siemek, PE, Director of Public Works, Harford County (Invited)
Thomas Meunier, PE, Director of Public Works, Howard County (Invited)
Zack Kershner, PE, Public Works Director, Frederick County (Invited)

Executive leadership of Maryland Counties Department of Public Works present upcoming contract opportunities; updates on major projects and forecasts of future projects; as well as the continuing impacts of COVID on current and future project forecasts. Thank you to the Local Government Committee of ACEC/MD for assembling and moderating this roster of county public works leaders.

**SPONSOR**
Min Engineering

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Wednesday, Oct. 21st | 9:00 AM – 10:00 AM

**WORKSHOP**
Research + Planning: Setting the Stage for Success

**INTRODUCTION**
Mindy Hinsley, FSMPS, CPSM, Hinsley Collective

**SPEAKER**
Shannon Koop, Senior Market Researcher, GEI

Understanding the contextual environment our clients are working in is critically important going into 2021. In this session we’ll talk about how research can inform various levels of strategic planning from a market level to a project pursuit and ultimately impact your bottom line. We’ll talk about identifying research needs; consider internal and external sources of information and how they inform the research process; and talk about how to leverage this process to create value for your clients.

**SPONSOR**
River to Tap, Inc.

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Thursday, Oct. 22nd | 1:00 PM – 2:30 PM

**CLIENT PANEL**
The Future of Design and Construction in Healthcare

**MODERATOR**
Joann Pettilo, HGA

**PANELISTS**
Adam C. Smith, Esq., Assistant Director, Johns Hopkins Health System Facilities Design + Construction
Norma Norris, President, Chesapeake Healthcare Planning, Women in Healthcare
Andree Yaap, Preconstruction Executive, Clark Construction Group, LLC

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## MEGA Maryland Registration
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Can be found at www.megamaryland.org.

## Opening Week Opening Keynote

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<td>SEPTEMBER 28</td>
<td><strong>A Virtual</strong></td>
<td><strong>Business Leaders: Real Small &amp; Minority</strong></td>
<td><strong>COVID-19 Economic Return of the Economist:</strong></td>
<td><strong>2:00 – 4:00 PM</strong></td>
<td><strong>1:00 – 3:00 PM</strong></td>
<td><strong>Columbus Day</strong></td>
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<td>SEPTEMBER 29</td>
<td><strong>A Virtual</strong></td>
<td><strong>Small &amp; Minority</strong></td>
<td><strong>Doubleheader Officers Panel</strong></td>
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<td><strong>9:00 – 10:00 AM</strong></td>
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<td>SEPTEMBER 30</td>
<td><strong>A Virtual</strong></td>
<td><strong>WTS’s Women Leading the Way</strong></td>
<td><strong>Press Conference</strong></td>
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<td><strong>9:00 – 10:00 AM</strong></td>
<td><strong>SEPTEMBER 30</strong></td>
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## Closing Week

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<td><strong>THANK YOU + 2021</strong> Melissa Smith, FSAME, CSDP, Vice President</td>
<td><strong>INTRODUCTION</strong> Brig. Gen. Joe Schroedel (Ret.), SAME Executive Director</td>
<td><strong>CLOSING KEYNOTE</strong> Jimmy Rhee, Special Secretary, Governor’s Office of Small, Minority and Women Business Affairs</td>
<td><strong>THANK YOU + 2021</strong> Melissa Smith, FSAME, CSDP, Vice President</td>
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## Thank You + 2021

A fitting conclusion to another successful MEGA Maryland. Hear about the Governor’s continued advocacy for the State’s Minority Business Enterprise and Small Business Reserve Programs – their importance in the state’s procurement system as well as their future evolution.

## SPONSORS

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- Fedmine

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### Part 1: Small & Minority Business Leaders:
Real Talk on Real Success

**Panelists**
- Mamo Assefa, PE, Delon Hampton
- Tony Brudis, PE, Brudis & Associates
- Brunson Cooper, Corenic Construction
- E. Rodney Flores, PE, M.ASCE, Pinnacle Engineering Group
- Aneesha Griffin, PE, PTOE, CST Engineering

**Moderator:** Mindy Hinsley, FSMPS, CPSM, Hinsley Collective

**Speakers:**
- Real Talk on Real Success

**Panelists**
- Linda Darr, President, American Council of Engineering Companies (ACEC)
- Melanie Ray, National Organization of Minority Architects (NOMA)
- Jeovane Slater-Taylor, President, National Society of Black Engineers, DC Chapter

**Speakers:**
- Real Talk on Real Success

### Part 2: Professional Organizations Inclusion + Diversity Mission Discussion

**Panelists**
- Angela J. Jones, PE, HNTB
- Sutapa Samanta, PE, Maryland State Highway Administration
- Jo Ellen Sines, DBIA, M. Luis Construction Co., Inc.
- Caryn J. G. Brookman, Blackwater Environmental Group

**Moderator:** Madision Assefa, PE, Blackwater Environmental Group

**Speakers:**
- Professional Organizations Inclusion + Diversity Mission Discussion

**Panelists**
- FSMPS, CPSM, President, Assedo Consulting
- FSMPS, CPSM, President, Assedo Consulting

### Part 3: A Corporation’s Commitment to Supplier Diversity

**Speakers:**
- Ian MacFarlane, President, CEO, EA Engineering, Science & Technology, Inc., PBC

**Panelists**
- Lynn A. Davis, Owner, Islamabad Consulting
- E. Rodney Flores, PE, M.ASCE, Pinnacle Engineering Group

**Speakers:**
- A Corporation’s Commitment to Supplier Diversity

**Panelists**
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**What do inclusion and diversity really mean?**
Join us for this special event centered on the shared challenges, inspired stories, available resources, and corporate framework built around inclusion and diversity in today’s AEC industry and beyond.

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- Assedo Consulting

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Monday 26

Tuesday 27

Wednesday 28

Thursday 29

Friday 30

Saturday 31

Closing Week

Sunday 1

Monday 2

Tuesday 3

Wednesday 4

Thursday 5

Friday 6

Thank you TO OUR SPONSORS: