



UNITED STATES DEPARTMENT OF STATE  
OVERSEAS BUILDINGS OPERATIONS

# INDUSTRY ADVISORY PANEL



PROVIDING PLATFORMS FOR DIPLOMACY

13 FEBRUARY 2007

20 SEPTEMBER 2007

17 JULY 2007

13 DECEMBER 2007



ACCRA, GHANA  
NEW EMBASSY COMPOUND

# AGENDA

0930 – 0955                      Opening Remarks

0955 – 1200                      Morning Session

1200 – 1300                      Lunch

1300 – 1530                      Afternoon Session



ATHENS, GREECE  
NEW OFFICE ANNEX

# DISCUSSION TOPICS

**1** **New Project Delivery** – (Commissioning new facilities) Who is best suited to manage this process? The construction division or the facilities manager? What are the pros and cons?

**IAP:**

JOEL ZINGESER, joelz@grunley.com, (240) 399-0401

NANCY GOSHOW, nag@goshow.com, (212) 242-3735

JOHN PAWULAK, johnp@donohoe.com, (202) 625-4163

**DOS/OBO Champions:**

ROB MCKINNIE, mckinniera2@state.gov, (703) 875-6268

JAMES WHITE, whitejf2@state.gov, (703) 452-8781

**2** **Best Practices for Design/Construction Businesses** –  
**IAP:**

SUMAN SORG, sumans@sorgandassociates.com, (202) 393-6445

DARRYL HORNE, dhorne@horne.com, (563) 264-6600

**DOS/OBO Champions:**

WILL COLSTON, colstonwt@state.gov, (703) 875-4097

JOE TOUSSAINT, toussaintjw@state.gov, (703) 875-6585

**3** **Cost estimation is critical to a firm-fixed price project** – “Are we postured to get it right?” What is new in this area?

**IAP:**

EDWARD DENTON, edenton@cp.berkeley.edu, (510) 643-7384

DR. MARVIN OEY, moey@asce.org, (703) 295-6397

WILLIAM FLEMMING, william.flemming@skanskausa.com, (973) 753-3550

MATHEW WALLACE, mwallace@etipros.com, (443) 472-0891

**DOS/OBO Champions:**

KATHY BETHANY, bethanykf@state.gov, (703) 875-6369

MARCUS HEBERT, hebertm@state.gov, (703) 875-6602



JOHANNESBURG, SOUTH AFRICA  
NEW CONSULATE GENERAL

# PANEL MEMBERS



**JOHN W. BAROTTI (ABSENT)** is a Senior Vice President with the Clark Construction Group, LLC. He represents the **ASSOCIATED GENERAL CONTRACTORS OF AMERICA (AGC)**. He is a licensed professional engineer and active AGC Member on the USACE and GSA Committees, and is currently the AGC Chairman for the NAVFAC Committee. Mr. Barotti's construction experience has included direct involvement and oversight on over \$2 Billion in projects for Clark over the past 26 years. **IAP TERM: JUNE 2006 – JUNE 2007 (TENURE ENDED)**

**JOEL ZINGESER, former Panel Member, is substituting for John Barotti.**



**EDWARD J. DENTON, AIA** is Vice Chancellor for Facilities Services at the University of California, Berkeley. He is representing the **ASSOCIATED OWNERS AND DEVELOPERS (AOD)** on the IAP. At Berkeley, Mr. Denton oversees the work of more than 750 skilled professionals serving the campus community in the three departments that make up Facilities Services: Capital Projects, Physical Plant-Campus Services, and Real Estate Services. Capital Projects manages a \$1.25 billion planning, design, construction, retrofitting and restoration program for campus facilities and their surroundings, while Physical Plant-Campus Services provides a range of campus services from custodial and grounds support to building program maintenance, and Real Estate Services handles commercial real estate acquisition, leasing and property management on- and off-campus.

**IAP TERM: JUNE 2006 – JUNE 2007 (TENURE ENDED)**



**BILL FLEMMING** is Senior Vice President of Pre-construction Services at Skanska USA Building Inc., one of three Skanska business units in the U.S., and a leading national and local provider of construction, pre-construction consulting, general contracting and design-build services to a broad range of U.S. industries. As the company's senior pre-construction executive, he leads efforts on projects of all sizes and complexities. Flemming is on the board of directors of the **DESIGN-BUILD INSTITUTE OF AMERICA (DBIA)**, and represents that organization on the Panel. He is also a member of the International Society of Pharmaceutical Engineers (ISPE). He has been a featured speaker at Tradeline Inc., the Society of Marketing Professional Services (SMPS) and ISPE, and is a published author. Flemming also is a member of the Skanska USA Civil business unit's board of directors. He has a M.B.A. from Golden Gate University, a B.S. in Construction Management and a B.S. in Architectural Engineering Technology from the University of Cincinnati.

**IAP TERM: JULY 2007 – JULY 2008 (NEW)**



**NANCY ABER GOSHOW, AIA**, is the founding partner of Goshow Architects, the largest 8(a) WBE full service architectural firm in NYC focusing on sustainable buildings for the public sector. Ms. Goshow holds a Master's Degree from The Pratt Institute and a Bachelor's Degree from Pennsylvania State University. She represents **WOMEN CONSTRUCTION OWNERS & EXECUTIVES (WCOE)** as Northeast regional director. She is a national founding partner of Women Impacting Public Policy and a member of the Women Presidents' Organization. Recipient of the "Woman of the Year Award" from the National Association of Women in Construction, her firm was profiled on PBS's "New American Heroes." Prior to forming Goshow, she worked at Skidmore, Owings & Merrill, and Beyer Blinder Belle.

**IAP TERM: JULY 2007 – JULY 2008 (NEW)**

## INDUSTRY ADVISORY PANEL



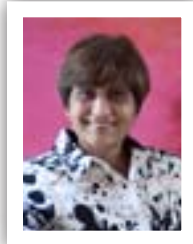
**DARRYL K. HORNE** is President and CEO of Horne International, Inc., a program engineering and technology firm with a strong focus on securing government facilities at home and abroad from chemical, biological, nuclear, and physical threats. Mr. Horne represents the **NATIONAL DEFENSE INDUSTRIAL ASSOCIATION (NDIA)** on the Panel. As founder of Horne Engineering Services, Inc., he created a company that has produced more than \$200 million in revenue. He is a licensed professional engineer and has more than 20 years of technical and management experience. He was appointed to the Virginia Military Institute's Board of Visitors, serving as a member of the Executive Committee, as Board Vice-President, and as chair of three committees. Mr. Horne is also a Trustee on the Federal City Council. He is the recipient of numerous awards, including an Ernst & Young Entrepreneur of the Year Award, and was a finalist for a National Capital Business Ethics Award. Recently, he was recognized as a Top Entrepreneur by US Black Engineer & Information Technology magazine. **IAP TERM: JULY 2007 - JULY 2008 (NEW)**



**MARVIN OEY, PHD, PE** is the Director of the Construction Institute (CI) at the **AMERICAN SOCIETY OF CIVIL ENGINEERS (ASCE)**, and represents the organization on the Panel. Prior to this position, Dr. Oey served as an analyst with Independent Project Analysis (IPA) working with some of the largest oil companies, chemical producers, pharmaceutical companies, forest product companies, and consumer products manufacturers in the world to help enhance capital productivity using IPA's project evaluation system and project system benchmarking. Dr. Oey started his career with the Construction Industry Institute (CII) at the University of Texas at Austin where he received his PhD. He was involved in quantifying the cost, schedule, and safety benefits of CII best practices. **IAP TERM: JULY 2007 - JULY 2008 (NEW)**



**JOHN D. PAWULAK SR.** joined Complete Building Services, a Donohoe Company as Senior Vice President in 2000. His duties include Federal and Commercial Facility Project Management, business development, project start-up, contract management and negotiation. He represents the **ASSOCIATION OF ENERGY ENGINEERS (AEE)** on the Panel. Before joining CBS, John served 23 years in the United States Army Corps of Engineers, and was Facility Manager for the Defense Intelligence Agency in Washington, DC. After his military career, and Federal Civil Service, he worked as a Project Manager or General Manager in Charge of Operations and Maintenance for various military and federal government agencies. **IAP TERM: JULY 2006 - JULY 2007 (TENURE ENDED)**



**SUMAN SORG, FAIA** currently serves as Principal of Sorg and Associates, and she represents the **AMERICAN INSTITUTE OF ARCHITECTS (AIA)** on the Panel. After serving a term in the Peace Corps, in west Africa, Ms. Sorg went on to pursue a graduate degree in Historic Preservation from Cornell University. She started Sorg and Associates, P.C. in 1986, which has grown exponentially over the last 20 years to become one of the top architectural firms in Washington, D.C. and one of the largest woman-owned firms on the East Coast. **IAP TERM: FEBRUARY 2007 - MARCH 2008**



**MATTHEW T. WALLACE** is currently a Business Development Representative at ETI Professionals, Inc., and he represents the **SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME)** on the IAP. At ETI, Mr. Wallace sells on-site Government support services with the Engineering, IT, and Environmental industries to government and government sub-contractors. He is responsible for sales and business development in the Mid-Atlantic region and provides solutions to clients, helping them work with limited funding to maximize budgeted dollars for specific programs. He has been a member of SAME since 2004 and has served as Membership Chair, Small Business Chair, and Young Member Chair for various posts in the Washington DC area. **IAP TERM: JUNE 2006 - JUNE 2007 (TENURE ENDED)**





KINGSTON, JAMAICA  
NEW USAID ANNEX

# PARTICIPANTS

**General Charles E. Williams**  
Director/Chief Operating Officer

**Robert Castro**  
Chief of Staff

**Phyllis Patten**  
Special Assistant/Scheduler for General Williams

**Jay Hicks**  
Managing Director, Planning and Development

**Stephen Stomber**  
Managing Director, Real Estate

**Paul Rowe**  
Managing Director, Operations and Maintenance

**Joseph W. Toussaint**  
Managing Director, Project Execution

**Jürg Hochuli**  
Managing Director, Resource Management

**Jonathan Blyth**  
Special Assistant for Legislative Affairs

**Will Colston**  
Deputy Managing Director, Project Execution

**John Fenner**  
Deputy Managing Director, Operations and Maintenance

**Michael Sprague**  
External Affairs Presentation Specialist

**Adelet Kegley**  
External Affairs Visual Information Specialist

**Andrea Walk**  
External Affairs Visual Information Specialist

**Rob McKinnie**  
Director, Construction and Commissioning Division

**Stephen Klein**  
Director, Security Management Division

**Kathy Bethany**  
Director, Cost Management Division

**Roberto Coquis**  
Director, Management Support Division

**Bill Miner**  
Director, Design and Engineering Division

**Song Keller**  
Director, Information Management Division

**Elizabeth Sines**  
Director, Area Management Division

**Alexander Kurien**  
Director, Strategic Planning Division

**Dave Barr**  
Director, Project Development Division

**Marcus Hebert**  
Director, Project Evaluation and Analysis Division

**Shirley Miles**  
Manager, Internal Review/Operations Research

**Eli Madrid**  
Internal Review/Operations Research

**Robert Baggan**  
Internal Review/Operations Research

**Brian Schmuecker**  
Branch Chief, Engineering Services

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**George Glavis**

Branch Chief, Mechanical Engineering

**James White**

FAC General Engineer

**Michael Christensen**

Mechanical Engineer

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SUVA, FIJI  
NEW EMBASSY COMPOUND

## INDUSTRY ADVISORY PANEL

# INVITEES

**Luisa Alvarez**  
Legal Advisor, Department of State

**Mary Anderson**  
Schnabel Engineering

**Thomas Anderson**  
Ammann & Whitney

**William Banker**  
Surge Suppression Inc.

**William Brown**  
Page Southerland Page

**Richard Carbone**  
Peace Corps

**David Conover**  
International Code Council

**John Cook**  
CEI Group LLC

**Colin Coyle**  
EYP Mission Critical Facilities

**Nancy Darr**  
KlingStubbins

**Greg Dodge**  
Alutiiq

**Mike Douglas**  
Bentley Systmes

**Victor Ferreira**  
Control Risks Government Services

**Kevin Flaharty**  
Johnson Controls

**Jonathan Fonseca**  
DHL Global Forwarding

**Perry Fowler**  
AGC

**Karen Frene**  
Eaton Electrical

**Mark Graves**  
DMJM H&N

**Andrea Haa**  
Quality Plus

**Herman Hewitt Jr.**  
Horne International Inc.

**Blair Jost**  
E.K. Fox & Associates

**Reman Kainth**  
M.C. Dean

**Mike Kowalski**  
AICI-SP

**Richard Lee**  
PAE Gouvernement Services

**Benjamin Lilly**  
Hankins and Anderson Inc.

**Jeffrey Lynn**  
Ingersoll-Rand

**Anthony Marraro**  
ECC International

**Billy Mays**  
Design + Construction Strategies

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## INDUSTRY ADVISORY PANEL

**David McCormick**  
Whitman, Requardt, & Associates

**Aaron Tesnow**  
AES-Technical Services

**Brian McDaniel**  
American Appraisal

**George Turner**  
University of Delaware

**Thomas McDonald**  
Advanced Protection Technologies

**David Vivian**  
Contract Specialist, Department of State

**Douglas Mitten**  
Project Management Services

**Kenneth White**  
Ameristar Fence Products

**Chris Morin**  
Orion Management

**Gerald Winkler**  
Integrus Architecture

**Douglas Norton**  
Siemens Government Business Office

**Pam Nugent**  
Goshow Architects

**David Ready**  
Institute for Building Technology and Safety

**Vince Ridgell**  
Siemens Energy & Automation

**Natasha Shah**  
Siemens Building Technologies

**Adam Shirvinski**  
EMSI/National Defense

**Christopher Smith**  
The Barbour Group

**Thomas Smith**  
ManTech International

**Daniel Stewart**  
Hill International

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