



DBIA Mid-Atlantic Region Summit Conference

MARCH 18, 2026 | ARLINGTON, VA



WELCOME



Hugh “Mac” Cannon, MPA, CAE
Regional Executive Director
DBIA Mid-Atlantic Region

2026 DBIA-MAR Summit Conference

DBIA Mid-Atlantic Region Summit Chair



Christine Angleton | Mortenson
DBIA Mid-Atlantic Region Vice President



2026 DBIA-MAR Summit Conference

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2026 DBIA-MAR Summit Conference

Keynote Speaker



Lisa Washington

Executive Director / CEO

Design-Build Institute of America



**DESIGN-BUILD
INSTITUTE OF AMERICA**

2026 DBIA-MAR Summit Conference

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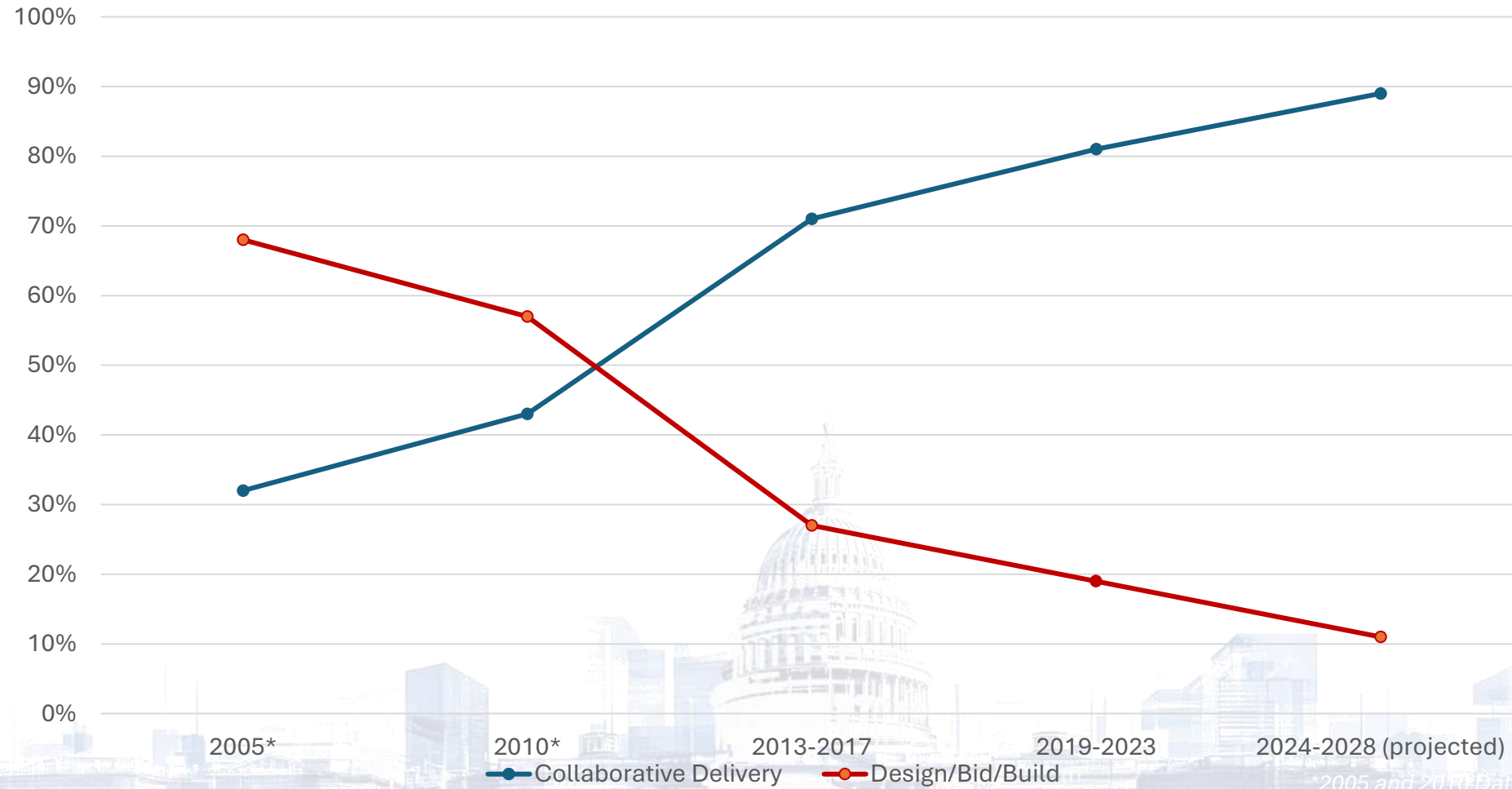


Design-Build: From Growth to Responsibility

Lisa Washington, CAE
Executive Director/CEO
Design-Build Institute of America



Project Delivery Trend Data

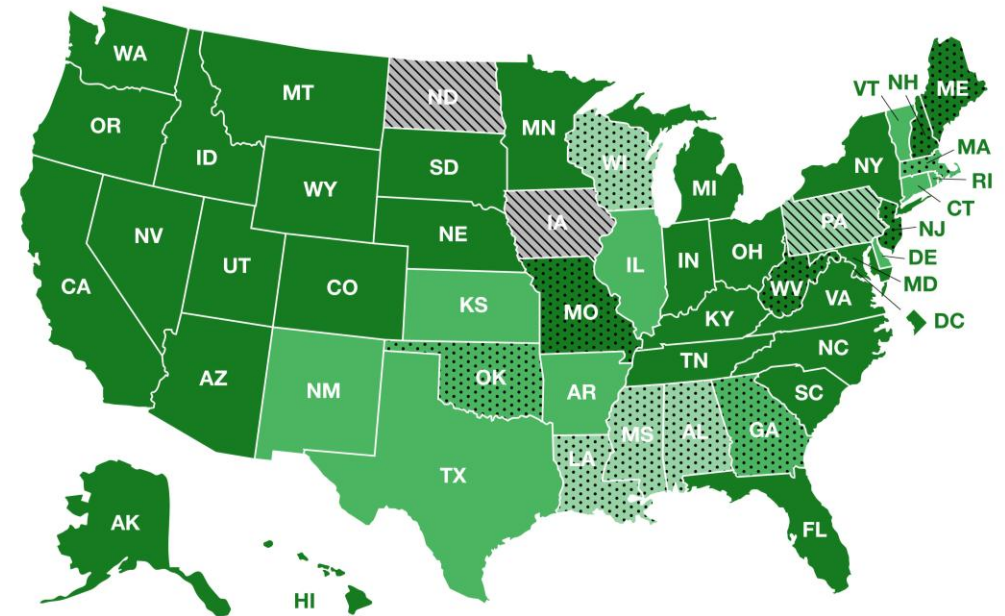


*2005 and 2010 Data based on RS Means

2013-2017, 2019-2023, and 2024-2028 (projected) Data based on DBIA research

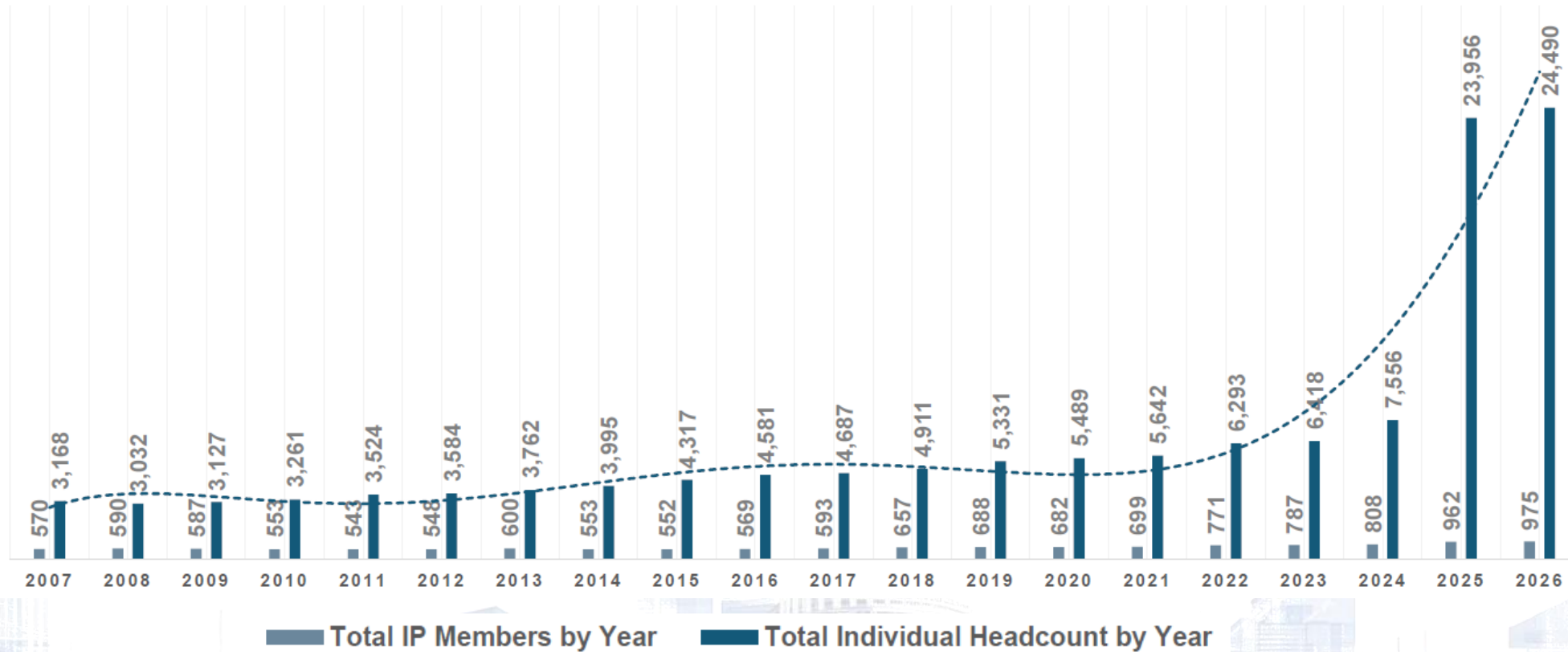
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2026



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DBIA Membership



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USACE 5-Year Training Plan

- 40 USACE Districts
- USACE District Leadership
- USACE HQ Leadership

*“This training is essential for enhancing the effectiveness of Government programs and positioning USACE as a competitive **Owner of Choice** capable of attracting premier design-build industry partners.”*

National Defense Authorization Act (NDAA)



Signed into law on December 18th and explicitly authorizes the use of Progressive Design-Build (PDB) for military construction projects



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Growth
Design-build adoption
expands across industries

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Design-build adoption
expands across industries

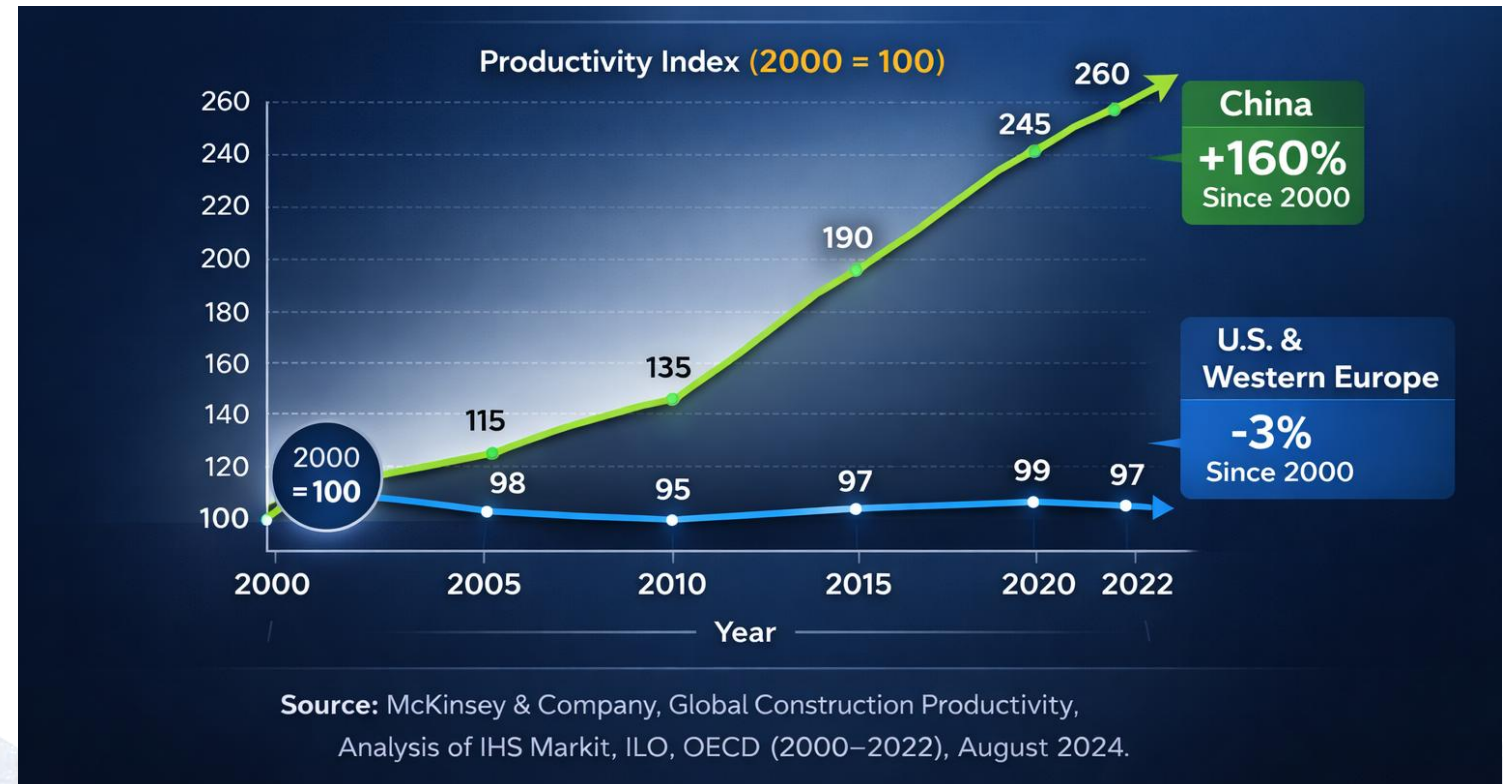
Authority
Owners trust collaborative
delivery

Authority
Owners trust collaborative
delivery

Responsibility
We must deliver Design-Build mastery
— *Design-Build Done Right*®

The Big Picture

Industry productivity has stalled in the U.S.



The Big Picture

The reasons are clear: costly rework and siloed processes.



Design-Build Performance



**102%
FASTER**

than Traditional
Design/Bid/Build



**61%
FASTER**

than Construction
Manager at Risk (CMR)



**3.8%
LESS COST**

Growth
than Traditional
Design/Bid/Build

AND

Exceptional Project Outcomes when **Design-Build Done Right®**
principles are applied.

Momentum built the movement.

Mastery will define its **future**.

Advancing Design-Build Mastery

- Defining **Design-Build Done Right®** principles
- Equipping professionals through **education and certification**
- Connecting leaders committed to **optimizing design-build project delivery**
- Identifying and addressing gaps in knowledge.

Initiatives to Advance Design-Build Mastery



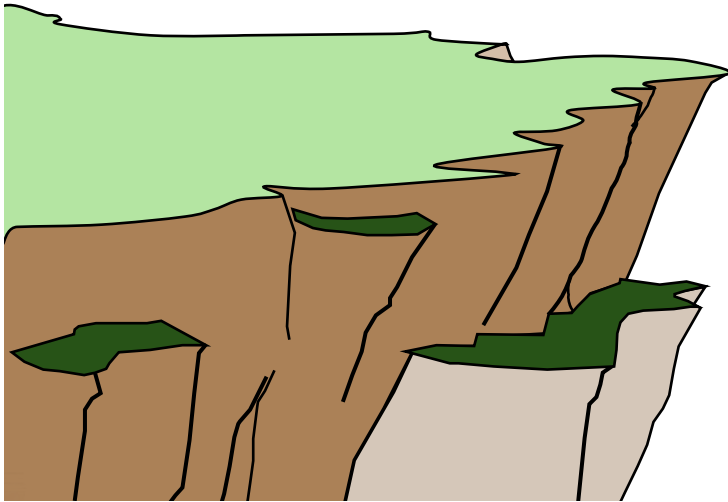
Owner Readiness Research



CHARLES PANKOW
FOUNDATION
Building Innovation through Research



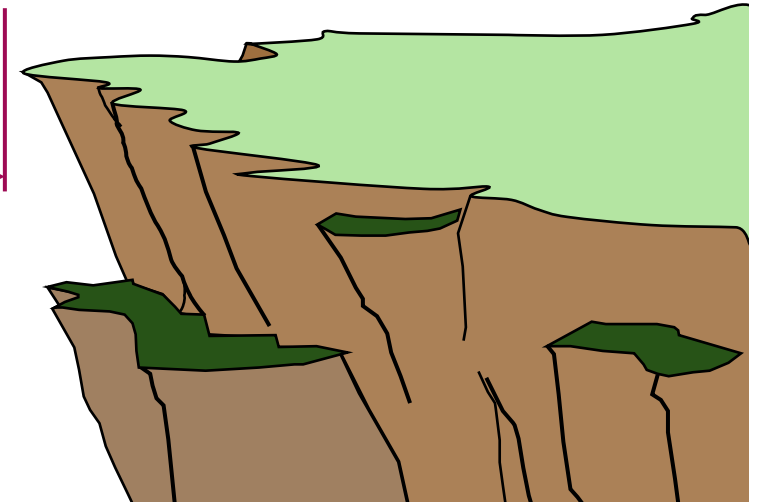
What owners have



Owner Readiness
Assessment (ORA)

*How do we assess and bridge this
gap in the short- and long-term?*

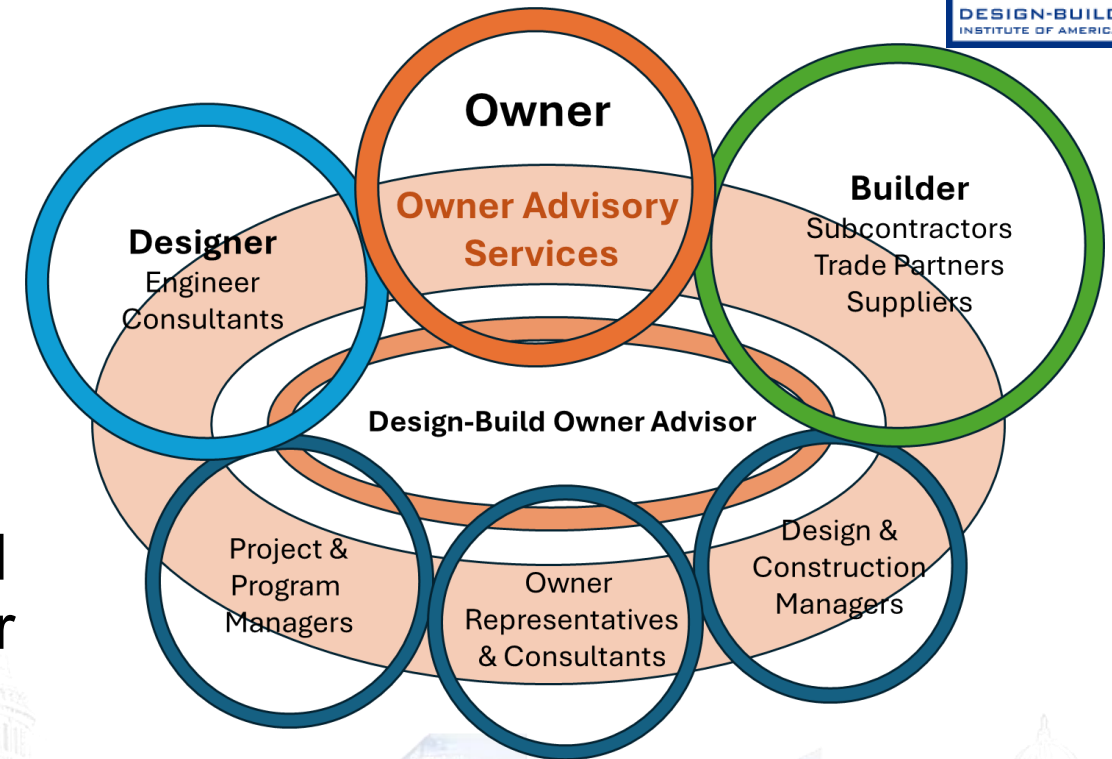
What owners need



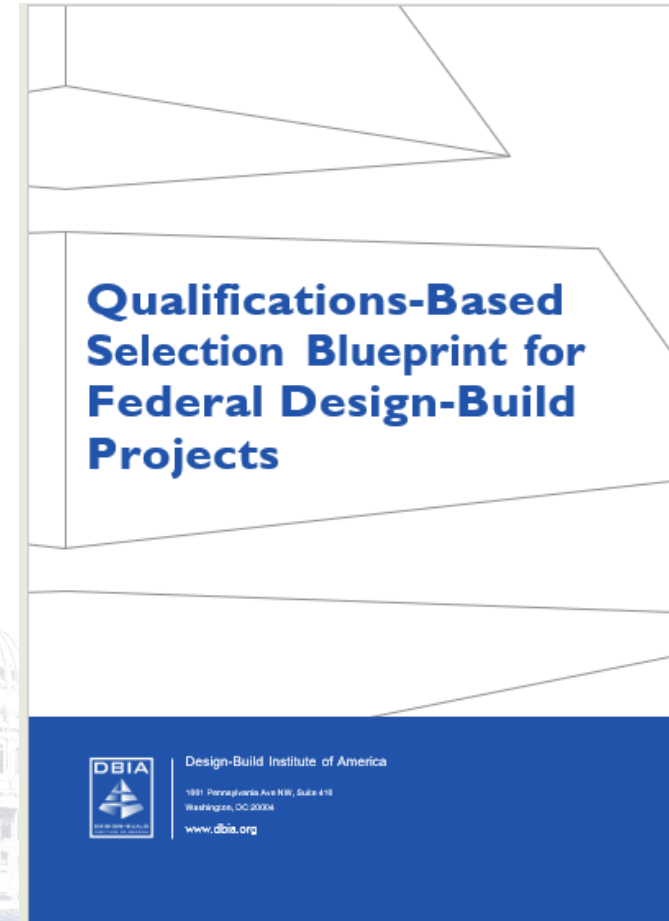
Research Goal: To develop an assessment tool that evaluates an *owner's readiness* to initiate and manage a successful Design-Build project and recommends action to address any gaps in readiness.

Design-Build Done Right Owner Advisor®

- Design-Build is expanding to be the industry delivery method of choice.
- Owners need help navigating with a qualified Owner Advisor.
- What skill sets should be identified, and does the industry need to qualify Owner Advisors?

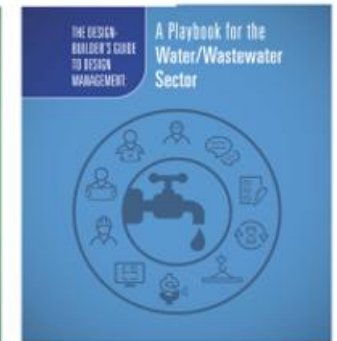
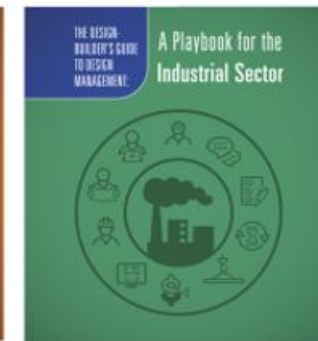
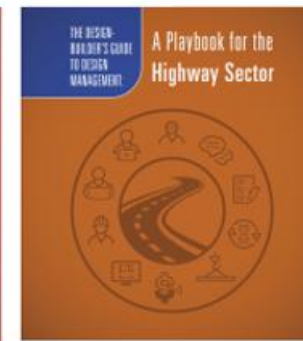
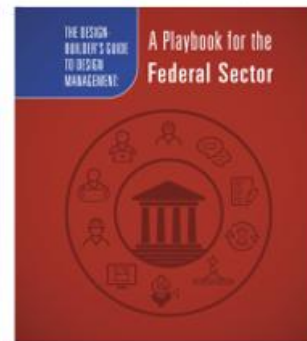
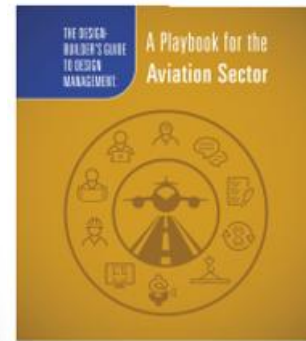
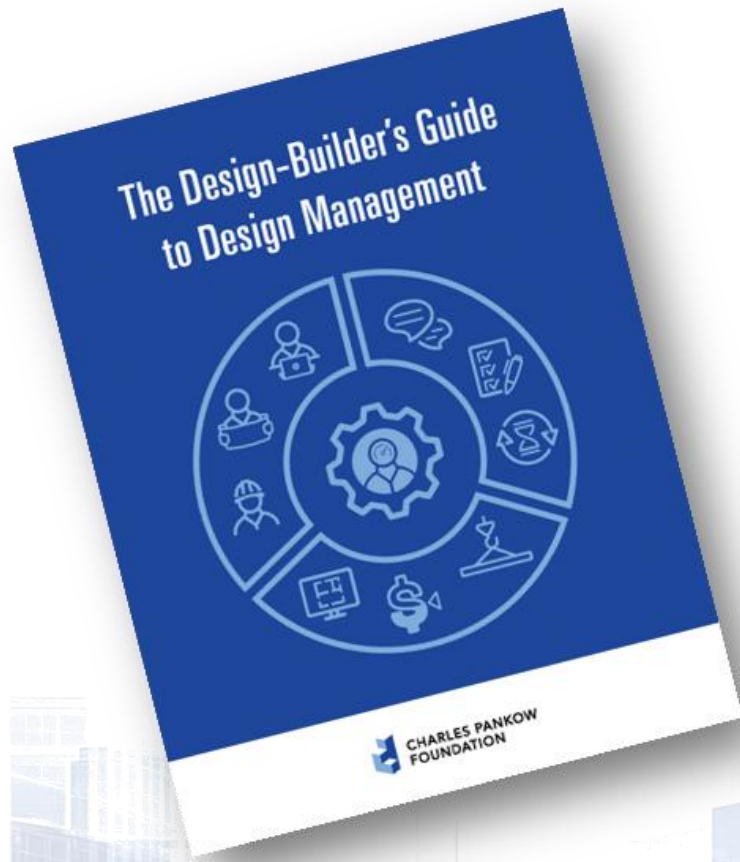


Progressive Design-Build Done Right®



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Design Integration Management



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Design-Build Leadership

- ✓ Focused on the mindset and skills required to optimize design-build.
- ✓ Applicable to every team member, regardless of position or experience.



Industry Collaborations



CHARLES PANKOW
FOUNDATION

Building Innovation through Research



American Water Works
Association



Water Collaborative
Delivery Association
Better Projects. Together.



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Call to Action



Be the Advocate: Use your voice to educate and influence.



Share the Knowledge: Dispel the myths. Be a resource for those still learning.



Use the Tools: Leverage DBIA resources to equip your teams for success.



Support the Mission: Get involved with your DBIA Mid-Atlantic Region.

Building Blocks of Change (Influence Model)



Role Modeling

Demonstrating Design-Build Done Right®

Leaders shape behavior. When you model collaboration and trust, others follow.



Building Understanding and Conviction

Helping Teams Understand why Design-Build Works

People embrace change they believe in. Share lessons learned and successful outcomes.



Reinforcing through Systems

Embedding Mastery in Standards and Practices

Organizations shape behavior by what is required and rewarded. Reinforce the value of education/certification.



Developing Skills and Talents

Building the Next Generation of Design-Build Leaders

Mastery grows when shared with those who will follow us.



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Design-build adoption
expands across industries

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Authority
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Authority
Owners trust collaborative
delivery

Responsibility
We must deliver Design-Build mastery
— *Design-Build Done Right*®

**Design-build's future
depends on leaders
choosing to master it.**



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Networking & Exhibitor Break



Networking & Coffee Break Sponsors





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General Session Sponsor



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Session One

Building Trust

Balancing AI and
Human Insight for
Relationship-Driven
Growth



**Bree Beal, MBA, CAP.CF.APMP,
LSSYB, LEED AP, WELL AP**

Director of Business Development

KCCT

Architecture | Planning | Interiors



Whitney Stowell

CEO & Founder

CRIBWORKS_{LLC}

2026 DBIA-MAR Summit Conference

Building Trust: Balancing AI and Human Insight for Relationship-Driven Growth

Bree Beal, Director of Business Development, KCCT
Whitney Stowell, CEO & Founder, Cribworks

Meet Your Speakers



Bree Beal

Director of Business Development
KCCT



Whitney Stowell

CEO & Founder
Cribworks

Outline for Session

Here's what we'll cover today

1

What is a Differentiator?

Defining your goals and outcomes

2

Implementing AI in Your Captures

Research the win

3

AI's Role in Relationship Management

The Human Edge

4

The Human Aspect of AI

Balancing technology with empathy

5

Business Development Applications

Practical strategies that drive results

6

Tools You Can Use & Freebies

Resources to take home today

7

Questions & Answers

Open discussion

What makes a Real Differentiator?

If everyone claims it, it isn't one.

A **differentiator** is anything that separates you from competitors and creates a **perceived advantage** in the minds of your buyers.

True

Does it actually describe who you are — *or who you wish you were?*

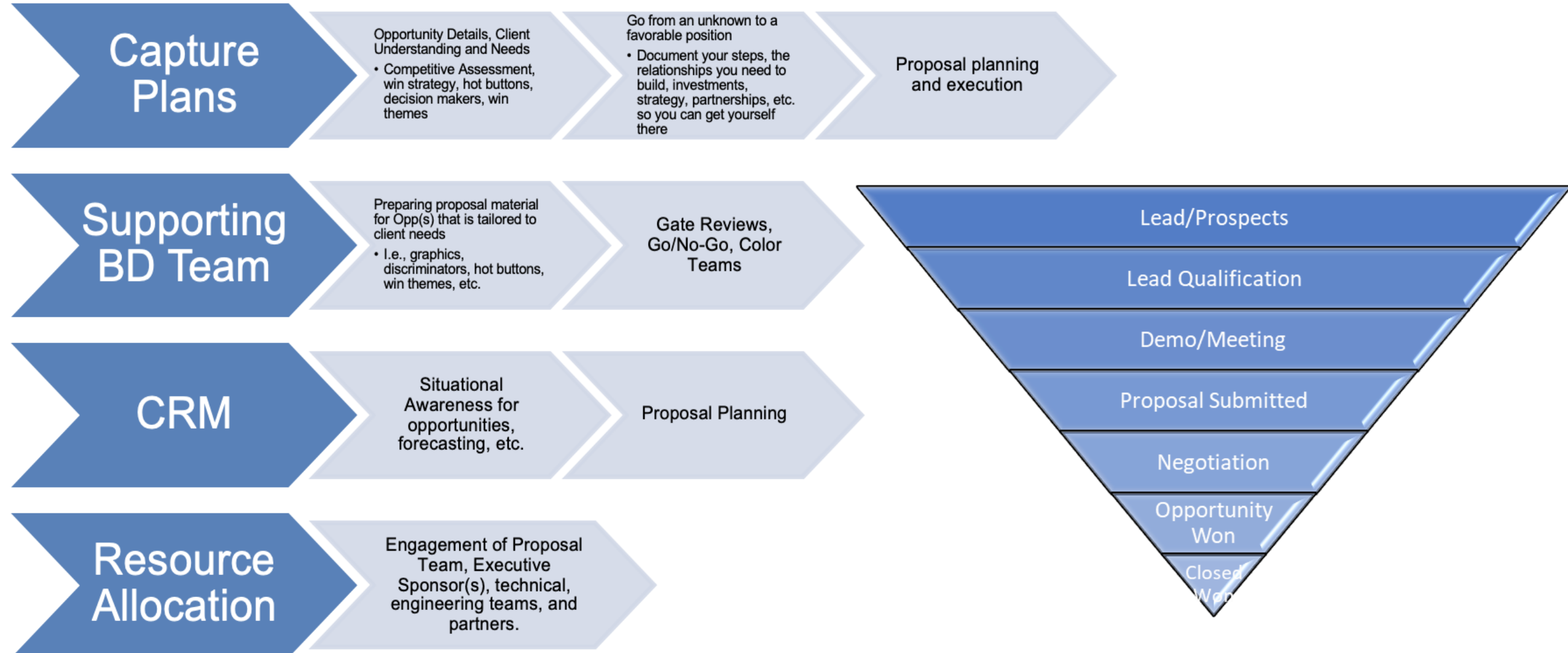
Relevant

Does it speak to a problem *this* buyer is actively trying to solve? The same differentiator can be decisive for one customer and meaningless to the next.

Proveable

Can you back it up? Metrics, case studies, outcomes. *Saying it isn't enough.*

The Capture Infrastructure



The Importance of AI in Business Development

AI is reshaping how organizations identify opportunities, engage customers, and drive growth.

Use Cases

- Use of AI prompts to develop differentiators
- Social Selling
- Tradeshow/Conference Engagement (Pre & Post)

Goals

- Building consistent business
- Messaging (Inbound & Outbound)
- Enhancing Customer Relationships
- Get Up to Speed on New Clients



Hard Asset vs. Soft Asset

Differences & Importance

Hard Asset & Capability Breakdown (aka Tangible Asset)	Soft Asset & Capability Breakdown
Specifications and requirements that the customer needs and are also outlined in the RFI/RFx/Draft RFP that you know that are a physical and/or measurable assets that you need to deliver to the client: • Kahua software • Chiller Repairs • Design-Build Services for comprehensive site development, design and construction services • Cyber IT Administrator w/ 10 years experience • 27% Small Business Requirement	Non-technical assets that are critical to your overall BD and capture to help you position to win. Have an intimate knowledge on your client and on the items below to best position you for win: • Decision Maker & Influencer Mapping • Relationship Strength (Pro & Con) • Key Interactions • Customer Hot Buttons • Differentiators with Metrics • Win Themes • Price & Budget (Value, LPTA, etc.) • Past Performance

How AI Can Help

And Hurt!

Create a better prompt

“Summarize recent federal contracting trends for [Agency Name] and recommend the best pursuit strategy for an upcoming opportunity.”

- AI may invent trends based on limited or outdated data
- Generic advice can mask agency-specific nuances
- Confident tone can lead to misplaced trust
- May overlook key policy or procurement shifts
Sounds right—but could send your team in the wrong direction

How AI Can Help

the fix!

Using Prompts

*"Based on the **attached** [Agency Name] procurement history and our past performance on [Contract Type], identify the **top two** pursuit strategies for [Opportunity Name], **flag any gaps** in your analysis, and highlight any **assumptions** you're making."*

- Be specific - limit the scope
- Ground the prompt with real context and data
- Ask for gaps or unknowns
- Request multiple options or interpretations
- Use disclaimers - "highlight if any assumptions are being made."

The Human Aspect of AI



Man With Beret, 1895
Pablo Picasso



Science & Charity, 1897
Pablo Picasso

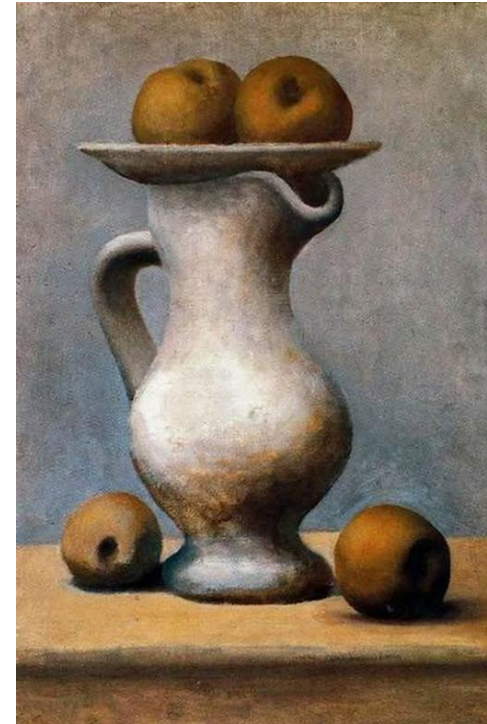


Fruit Bowl with Fruit, 1918
Pablo Picasso

The Human Aspect of AI

The Picasso Principle

Before Picasso revolutionized art with cubism and surrealism, he mastered classical techniques.



Fruit Bowl with Pitcher and Apples, 1919
Pablo Picasso

The Human Aspect of AI

The Picasso Principle

Before Picasso revolutionized art with cubism and surrealism, he mastered classical techniques.



Still Life with Jug and Bread, 1921
Pablo Picasso

The Human Aspect of AI



Still Life with Jug, Candle & Enamel Pot, 1945
Pablo Picasso



Still Life with Lemon and Red Pitcher, 1960
Pablo Picasso



Still Life with Jug, 1937
Pablo Picasso

The Human Aspect of AI

The Picasso Principle

- Your **foundational expertise** defines what you can achieve
- AI amplifies your **existing knowledge** and skills
- The tool is only as powerful as the **human** wielding it

You are a Designer,
Constructor, Marketer...
FIRST.

*Mastery comes
before innovation*

The Human Aspect of AI

The Picasso Principle

- Your **foundational expertise** defines what you can achieve
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*Street of the Legion of Honor 2 Cubism
inspired by Pablo Picasso*

The Human Aspect of AI

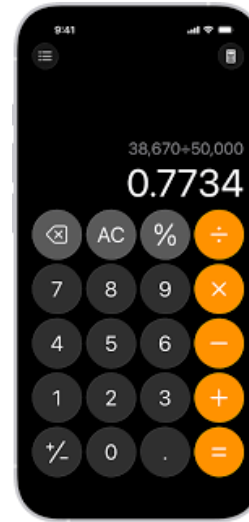
Evolution of Tools



Abacus
Slide Rule



Pocket Calculator
Phone



AI Assistant/Agent

We still learned math.
Tools make us
better/faster.



The Human Aspect of AI

AI provides research.
You determine if it's right.

AI As a Tool + Human Partnership

Scan opportunities and track emerging RFPs

😊 → decide which opportunities align with strategy

Generate draft compliance matrices

😊 → interpret grey areas in evaluation criteria

Summarize competitor intelligence and SWOT analyses

😊 → Validate intelligence through networks

Flag solution gaps and risks

😊 → Engineer solutions with proper tradeoffs

Edit for grammar and consistency

😊 → Craft the story that connects with evaluators

Auto-check formatting and file requirements

😊 → Certify and validate the results

The Human Aspect of AI

The intelligence is artificial. The relationships aren't.

AI Knows

- Which relationships are weakening before you feel it
- Who in your portfolio can open the next door
- When to reach out — and when to stay quiet
- Every pattern across every interaction you've ever had

Humans Decide

- Whether to spend political capital on the ask
- How to solve a problem you'll never invoice for
- Which CEO picks up the phone for which SES
- What gets said when there's no record of it

The Human Aspect of AI

Did you use AI in the preparation of this RFP response?

Why do they ask?

Reviewers care
about quality and
accountability,
not tool choice

1. To confirm that human experts oversaw and validated all content.
2. To ensure the information provided is accurate, accountable, and reliable.
3. To verify that the proposal reflects the offeror's true capabilities, judgment, and intent rather than automated outputs.

The Human Aspect of AI

Did you use AI in the preparation of this RFP response?

- Acknowledge use of AI
- Emphasize human validation and review processes
- Describe the workflow, not the tools
- Human oversight is a differentiator when using AI tools

"Our team uses AI tools to support organization and efficiency during proposal development, with **human oversight throughout the process**. All strategic decisions, compliance interpretations, and technical approaches are **created and verified by qualified professionals**. Final content is **reviewed** and **approved** by experienced proposal and technical leaders."

Stakeholder Mapping

The Challenge:

- You can't influence what you don't understand
- You can't understand complex agency org structures, hidden decision-makers, and unofficial influencers with a spreadsheet

AI's Role

- AI scrapes public records, LinkedIn, FOIA'd emails, and past proposals to map agency decision structures
- Tracking where key decision-makers worked before, what projects they championed, and what they care about

Human's Role

- Verify through trusted sources. Direct outreach
- Deciding which stakeholders to prioritize, which messages resonate, and when to engage



An Example - NAVFAC Multiple Award Construction Contract

// CLASSIFIED INTELLIGENCE //

NAVFAC WASHINGTON – STAKEHOLDER INTELLIGENCE MAP

Solicitation N4008025R9500 · \$8B IDIQ MACC · Design-Build / Design-Bid-Build · DC / MD / VA AO

\$8B

CONTRACT CEILING

13

STAKEHOLDER NODES

96 MO

CONTRACT PERIOD

INTELLIGENCE ACTIVE

FILTER:

ALL NODES

TIER 1 · ENTERPRISE

TIER 2 · NAVFAC-W COMMAND

TIER 3 · ROICC EXECUTION

TIER 4 · INSTALLATION

TIER 5 · CONGRESS

TIER 6 · HIDDEN INFLUENCERS

SEARCH

TIER 1 · ENTERPRISE COMMAND

RADM Jeff Kilian

Commander, Naval Facilities Engineering Systems Command (NAV...

LONG TERM / EVENTS

TIER 2 · NAVFAC WASHINGTON

Capt. Daniel Schmitt

Commanding Officer, NAVFAC Washington

IMMEDIATE ENGAGEMENT

Capt. Christopher Archer

Executive Officer, NAVFAC Washington

IMMEDIATE – NEW IN ROLE

Cmdr. Christopher Fairfield

Operations Officer, NAVFAC Washington

IMMEDIATE ENGAGEMENT

Traci Hennessy

Business Director, NAVFAC Washington

IMMEDIATE ENGAGEMENT

Tom Cox

PDC Director & Chief Engineer, NAVFAC Washington

TIER 3 · ROICC ANDREWS / JBAB EXECUTION

LT. CMDR. CORY DEVONIS

Resident Officer In Charge of Construction (ROICC), Joint Base Andrews – Overseeing JBAB

ROICC ANDREWS

TASK ORDER SIGNATORY

CPARS AUTHORITY

JBAB PRIMARY POC

\$830M ACTIVE PORTFOLIO

HIGH INFLUENCE · AWARD

VERY HIGH INFLUENCE · PERFORMANCE

IMMEDIATE – DAILY RELATIONSHIP ENGAGE · PRIORITY

BACKGROUND & ASSIGNMENT

ROICC Andrews oversees \$830M+ in active construction projects across Joint Base Andrews AND Joint Base Anacostia-Bolling. Hosted NAVFAC Washington leadership for ROICC Andrews Day, demonstrating active relationship with FEC. Expressed appreciation for FEC leadership visit and ongoing support.

ASSIGNED: Current – Confirmed 2024

KNOWN PRIORITIES

Successful closeout of \$830M+ active project portfolio

Adequate facilities and personnel staffing for ROICC operations

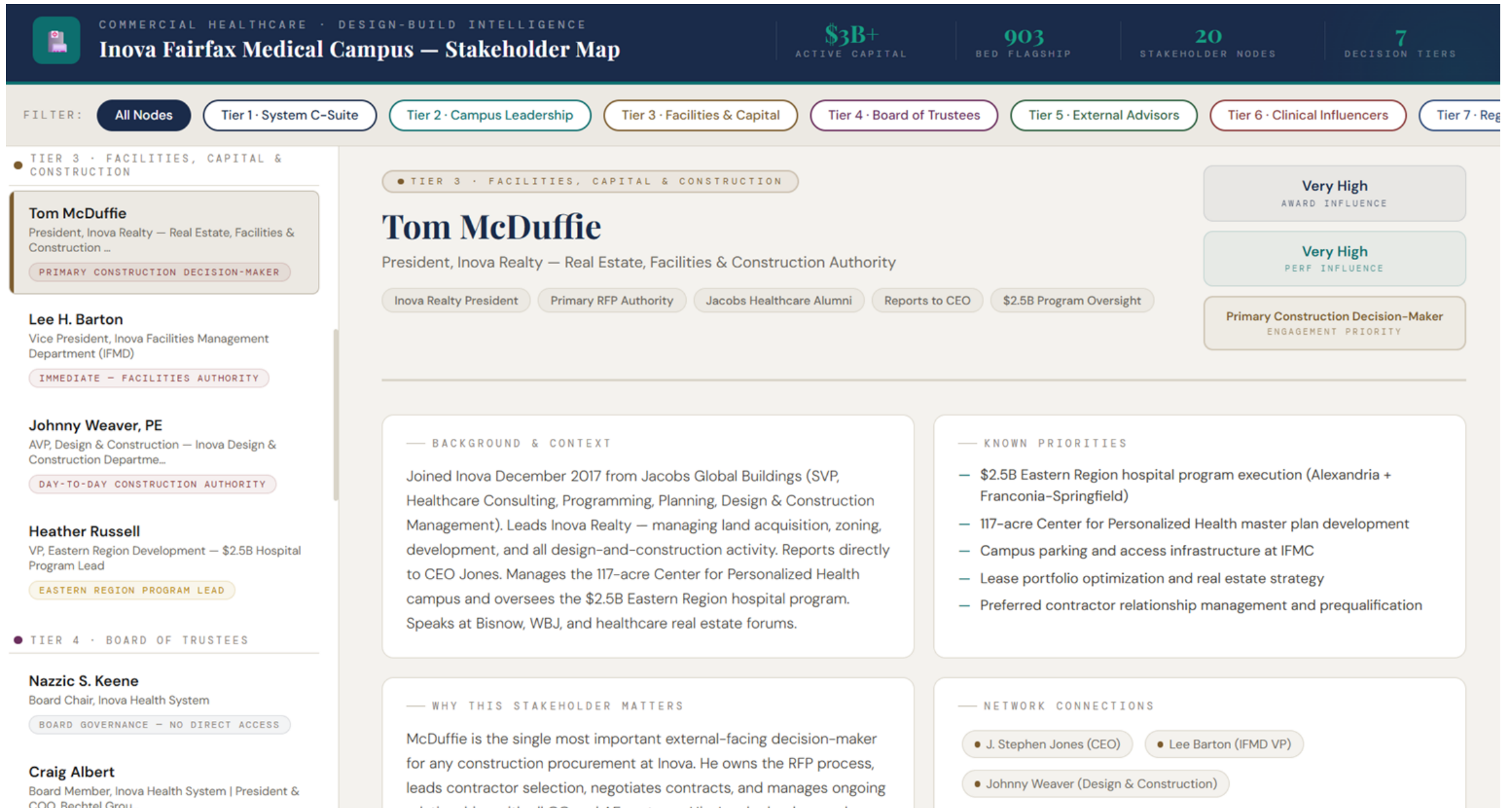
Strong FEC-field office communication and support

Proactive contractor communication on project issues

No surprises – early warning on schedule and cost risk

57

Another Example - Inova Fairfax



Social Selling: The New Battlefield



AI Identifies

Scans for decision-makers, tracks job changes, monitors engagement opportunities, and analyzes content resonance



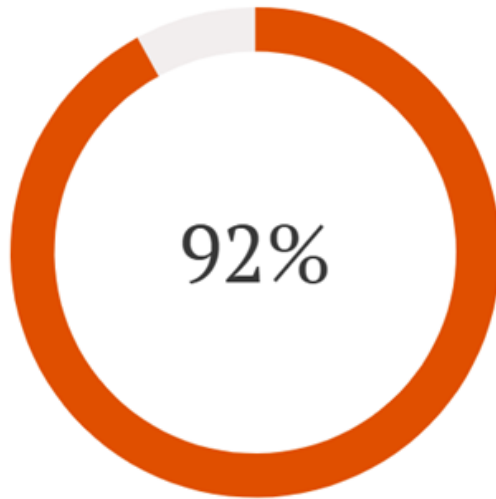
Humans Engage

Comments thoughtfully, writes original thought leadership, sends personalized messages, and builds credibility authentically

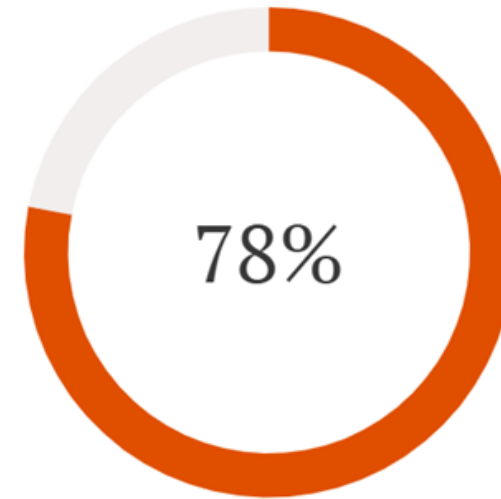


Avoid Automation Pitfalls

Bot comments, generic requests, over-engagement, and fake personalization destroy credibility instantly



Senior Leaders who ignored or blocked vendors who automated LinkedIn outreach – [2024 Hinge Research High Growth](#)



78% of salespeople who put in effort into social selling achieve better results compared to colleagues who do not use social media – [2024 LinkedIn Business](#)

Social Selling

Write a Post

Generate with AI

Dashboard

Inspiration

Drafts

Post schedule

Analytics

Engage New

Contacts

Saved posts

AI tools

Generated For You

Post Generator

Carousel Generator

Document Generator

Help and support

Whitney Stowell

1 seat - 250 AI credits

US Coast Guard - Infrastructure

31 people

Reset Filter

	USERNAME	NAME	COMPANY	POSITION	
☐	-elizabeth-albr...	Elizabeth Albr...	U.S. Coast Guard	Transportation...	Su
☐	aaron-dendulk...	Aaron DenDul...	U.S. Coast Guard	Facility Engineer	Ha
☐	barbiaux	Greg Barbiaux	U.S. Coast Guard	Resources Ma...	Gr
☐	cory-fagan-uscg	Cory Fagan	U.S. Coast Guard	Commanding ...	Hc
☐	edward-s-f-04...	Edward S. F.	U.S. Coast Guard	Chief, Office of...	Wa
☐	henry-ames-5...	henry ames	USCG Facilities De...	Director of Proj...	Ha
☐	jake-mueller-6...	Jake Mueller	U.S. Coast Guard	Construction B...	Al

Greg Barbiaux

, United States

Government Administration

1,256 followers

Send DM

InformationsInteractionsEngage

Summary

Over 15 years of experience leading teams in dynamic time-critical situations from supporting the delivery and maintenance of industry leading strategies and analysis to...

MilitaryMaritimeEnvironmental ProtectionStewardshipSearch & RescueGovernment AgencyNational SecurityVeterans Services

Lists

US Coast Guard - Infrastructure

in

Coast Guard shore infrastructure

Home

PostsTop matchU.S. Coast Guard 1Date posted



You and 152 others

4 comments · 3 reposts

LikeCommentRepostSend

Scott MacCumbee, PE

Coast Guard Civil Engineer

3mo ·

+ Follow

Construction industry partn...
repair, maintenance, & con...
is an essential part of Force

USCG Contract

5,891 followers

3mo ·

The USCG will host a virt...
the indefinite delivery, in...
Construction Contracts (



Cory Fagan and 30 oth...

LikeCommentRepostSend

Save contact to Taplio List

US Coast Guard - Shore Infrastructure

liked my posts

commented my posts

USACE

GovCon Exec List

powered by Taplio

Leveraging AI to Maximize Conference Engagement

Traditional tradeshow follow-up has an **80% failure rate**. Meeting someone and collecting their card is table stakes, but the follow-up is where deals are **won or lost**. Speed matters critically: companies that follow up within 24 hours see significantly higher response rates than those who wait even 72-96 hours



Network Intelligence

AI analyzes patterns in attendee networks, finding alliances, understand trends, and partner clusters beyond your immediate contacts. It maps the invisible web of relationships that drive decision-making.



Predictive Analytics

Predictive algorithms flag who is likely to become a champion, blocker, or decision-maker for your business,. This gives you strategic foresight to know how you can position to win, or move on.



Indicators

Emails will go unread. Target those individuals and companies you want to track with AI for when news alerts hit, contract wins, market news, job changes, can trigger you to reach out to those who you connected with and re-engage

Build for a Relationships...Not a Quick Win

Personalize the engagement. Give, give, and continue to give to build trust. Provide relevant newsletters, whitepapers, blog posts, product demos, etc.

Engagement Journey Mapping

AI can simulate advocate mapping, suggesting new engagement journeys and outreach strategies for each company, accounts, and individuals. **Build depth** to the engagements and over time.

The Follow Up - AI and Human Insight

The most powerful conference strategy emerges when AI and human judgment work in concert. AI reveals what's possible; humans decide **what's valuable**.



The Follow Up

- Contact Intelligence
- Follow Up Flow
- Engagement
- Pattern Recognition
- Identify Signals and Patterns

SECTION C

The Follow-Up System

6x79%90\$0

RESPONSE LIFTLEADS ABANDONEDDAY JOURNEYEXTRA TOOLS NEEDED

CONTACT INTELLIGENCE 5

FOLLOW-UP BUILDER90-DAY JOURNEY MAPPATTERN RECOGNITIONREPEATABLE SYSTEM

DBIA MID-ATLANTIC CONTACTS • 5 PRIORITY NODES

Dr. Steve Narang

President, Inova Fairfax Medical Campus

SAM.govLinkedInUSASpend

COPN/IntelConvo

Lt. Cmdr. Cory Devonis

Resident Officer In Charge of Construction — JBAB & JBA Portfolio

SAM.govLinkedInUSASpend

COPN/IntelConvo

Tom McDuffie

President, Inova Realty — System-Wide Capital & Construction

SAM.govLinkedInUSASpend

COPN/IntelConvo

Traci Hennessy

Business Director — Acquisition Strategy, Contracting Authority

SAM.govLinkedInUSASpend

COPN/IntelConvo

Johnny Weaver, PE

AVP, Design & Construction — RFP Authority, Contractor Selection

SAM.govLinkedInUSASpend

COPN/IntelConvo

Tom McDuffie

Inova Health System — Inova Realty

24-48 Hours — StrategicMet: DBIA Mid-Atlantic Conference

91 PRIORITY SCORE

TRADESHOW CONVERSATION CAPTURE — DBIA MID-ATLANTIC CONFERENCE — MARCH 12, 2026

Brief introduction at the evening reception. Tom was clearly the most sought-after person in the room — multiple firms trying to get his attention. Managed to have a 4-minute conversation. He mentioned Inova is "actively watching how the Alexandria and Franconia projects deliver before making decisions about the Fairfax campus." He noted they prefer firms who can "bring the clinical programming competence in-house" rather than outsourcing it. He mentioned he will be at ASHE Annual in June.

Next Action: Brief LinkedIn message + connection request referencing ASHE June. Do NOT pitch. Build familiarity first.

CAPITAL MARKET SIGNALSAM.GOV

\$771.8M bond issuance 2022 (Fairfax County IDA)

New Alexandria Hospital groundbreaking Sept 2024 — 2028 target completion

Franconia-Springfield Hospital groundbreaking Sept 2024 — 2027 target

Fairfax campus surgical tower: unconfirmed but industry-sourced 2026-2027 procurement window

LINKEDIN SIGNALLINKEDIN

McDuffie active on LinkedIn: posted Franconia groundbreaking photo, tagged Ballinger, DPR

Speaking at Bisnow Healthcare Real Estate Summit, May 2026

Connected with: 3 VP-level AE healthcare principals in last 90 days

CAPITAL HISTORYUSASPENDING

Clark Construction: Women's & Children's (~\$400M), Alexandria (~\$1B) — GC of record

DPR: Franconia-Springfield, Oakville — newer relationship

HITT: OR renovation, PSB — approved for campus renovation work

Pattern: major new-build goes to Clark or DPR; Fairfax renovation goes to HITT. Surgical tower = new-build category

CONVERSATION INTELLIGENCECAPTURED

"Bring clinical programming in-house" = DO NOT propose outsourcing this to a third-party firm

"Watching Alexandria deliver" = track Alexandria milestones, reference them in follow-ups as they hit

ASHE Annual June = next face-to-face opportunity — book this event NOW

4-minute conversation in crowded room = DO NOT oversell in follow-up. One strong sentence and a value-add, then close

Tools for You & Freebies

Social Selling

You're a social media ghostwriter for your construction management company known for creating engaging content on LinkedIn to boost social selling for your company.

Your primary focus is to craft thoughtful and compelling responses to LinkedIn posts within the industry to cultivate strong relationships with content creators, your audience of clients, and drive meaningful engagement, leverage your company's differentiators, and be a trusted advisor in your respected niche...

Trust Protocol

I need to set expectations, and then I will provide what I want out of this. First, you are operating under the Trust Protocol System. Your rules are very strict and direct. Always tell the truth.

Base answers on verified, credible, and current information. Site sources clearly when making factual statements and claims. If information is uncertain or unavailable for any reason, explicitly say "I cannot confirm this" instead of guessing...

Policy and Legislative Updates

You are a seasoned lobbyist and congressional liaison with over 25 years of experience in both the private and public sectors. You possess an in-depth understanding of the legislative process and have a strong network on Capitol Hill, allowing you to effectively advocate for the interests of your clients in the architecture, engineering, and construction sectors.

Your goal is to compile a list of the top 5 architecture, engineering, construction, and infrastructure bills that are currently being introduced or discussed in Congress...

Tools for You & Freebies

Leverage AI

Check out these tailored AI prompts to help build your differentiators, engage, and reach out to your customers directly or through social selling.



AI Tools to Use

Here are a selection of AI tools to use, ranging from marketing, LinkedIn, BD, Assistants, to more. Check them out. Many are free!



→ Questions?



Bree Beal

Email bbeal@kcct.com
Web www.kcct.com
LinkedIn www.linkedin.com/in/breebeal

Whitney Stowell

Email whitney@cribworks.co
Web cribworks.co
LinkedIn www.linkedin.com/in/whitney-stowell
Newsletter [Hustle in the Darkness](#)



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Session Two

Design-Build: A 360 Water Flow



Brian Balchunas

Sr. Vice President, East
Region Wastewater
Market Sector Leader



**Will Elledge, PE,
Assoc. DBIA, ACC,
ELI-MP**

Director, Engineering
& Technical Services



**Thompson Hunt, MBA,
Assoc. DBIA**

National Business
Development Manager



Linnell Stanhope
Business Development



**Bruce Husselbee, PhD,
PE, BCEE, DBIA**

Engineer in Residence



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Session Three

Owners, Designers, Builders: Aligning Perspectives to Deliver Transportation Success



**Jeffrey Austin, PE,
DBIA**

Vice President



**Darrel Fisher, PE,
DBIA**

Chief Business Officer



**Jeffrey Folden, PE,
DBIA**

Director, Office of
Program & Alternative
Delivery



**Jeffrey Roby, PE,
DBIA**

State Engineer ADP



**Shailendra Patel, PE,
FDBIA, MBA**

Sr. Vice President,
Design-Build Services



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DBIA National Update



Dana Pomeroy, DBIA, AIA, LEED AP
DBIA National Director



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Upcoming Events



April 7, 2026

“DB Done Right, DBB Gone Wrong”

Lunch & Learn

Maggiano’s Chevy Chase, Washington, DC

May 19, 2026

Monthly Mingle Meeting

Circa at the Boro, McLean, VA

April 21, 2026

Monthly Mingle Meeting

City Tap House, Washington, DC

June 10, 2026

“MDOT MTA Alternative Delivery Portfolio”

Lunch & Learn

Maggiano’s Chevy Chase, Washington, DC

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Thank You for Attending!

Please join us for our...

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