

— WHO WE ARE

Foster Merit Contracting, LLC is a woman- and minority-owned professional services firm delivering financial and program management, cost estimating, asset management, and operational analysis to local, state, and federal agencies. Our principals bring hands-on experience inside government acquisition programs and on billion-dollar public-private partnerships (P3) across federal real property and defense aviation.

— CORE COMPETENCIES

- ♦ Life-Cycle Cost Estimating & Analysis (LCCE)
- ♦ Operations research & predictive cost modeling
- ♦ Financial Planning & Analysis (FP&A); capital & operating budgets
- ♦ Asset management & financial surveillance
- ♦ Public-Private Partnership (P3) transaction advisory
- ♦ Business Case Analysis & Performance-Based Logistics
- ♦ Financial due diligence, feasibility & DCF modeling
- ♦ Data analytics & executive decision-support reporting

— DIFFERENTIATORS

Direct NAVAIR cost pedigree — F-35, F/A-18, and CH-53K estimates, 2014–2022.

Billion-dollar P3 record — \$1.3B housing award, \$565M lodging, \$357M RCI closing.

Credentialed leadership — DAWIA Level II, Cornell MBA, Wharton, U.S. Naval Academy (former Navy LCDR).

Both sides of the table — Government cost/acquisition and private-partner advisory.

Advanced modeling — Excel, Power BI, Tableau, SQL, R, Power Automate.

— PAST PERFORMANCE

Federal P3 Financial Advisory

Primary financial advisor to the Army and Air Force on privatization: the \$1.3B Humphreys housing award, \$565M Army Lodging, and \$357M Fort Campbell RCI closing.

Enterprise FP&A & Asset Management

Led a five-person FP&A team and the operating and capital budgets of a \$1B+ revenue portfolio across 40+ business units; a ten-person asset management team performed surveillance, due diligence, and restructures.

F-35 Sustainment Cost Estimating

Owned the F-35 propulsion manpower, maintenance, and depot-activation cost models; briefed U.S. and international stakeholders at the JPO Cost Forum; led the data response to GAO's F-35 engine sustainment review.

CH-53K & F/A-18 Cost and Affordability

CH-53K Milestone C estimate inputs and \$205M in POM issue-sheet estimates; affordability work identifying \$12M in savings; F/A-18 PBL business case analysis.

— COMPANY DATA

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FEDERAL CERTIFICATIONS

Small Business (SAM: Active) · WOSB / EDWOSB (Pending)

STATE CERTIFICATIONS

VA SWaM (Small, Women-, Minority-Owned) · Virginia eVA: Registered

NAICS CODES

541611 (primary) · 541618 · 541219 · 541612 · 541990 · 541690 · 541720 · 541330 · 523930 · 531390 · 541511 · 541512 · 518210 · 561110 · 561499 · 611430 · 541930 · 561920

PSC CODES

R703 · R408 · B505 · R707 · R410 · R699 · B599 · R612

CREDENTIALS

DAWIA Level II Cost Estimating; DAWIA Level I Financial Management; MBA Finance (Cornell); M.S. Applied Mathematics; Wharton Executive Education; U.S. Naval Academy (former Navy LCDR); Villanova University.

TARGET AGENCIES

Department of War (DoD) components; GSA; HUD; state finance, housing, and P3 authorities; county and municipal finance offices.

♦
*Government cost discipline.
Private-partner pragmatism.*