



CAPABILITIES STATEMENT

The Howland Group, Inc. (THG) is a Pennsylvania-based, 100% woman-owned and operated business enterprise responsible for developing and executing collaborative strategies. For more than 20 years, THG has provided government and commercial clients with professional consulting, project management and enterprise-building services in the development and execution of complex business strategies and solutions. THG has successfully fostered: private/public partnerships, new business opportunities, strategic alliances, mergers and acquisitions, logistics and security advancements, innovative technologies, community and economic development, public policy and new governmental initiatives. Its success is largely due to its ability to build and maintain strategic collaborative relationships with numerous local, state and federal agencies and key clients.

SERVICES

Business Strategy Development
 Strategic Planning & Decision-Making
 Competitive Intelligence
 Program/Project Development

Coalition Building
 Virtual Team Development
 Project Management
 Business Management

Communications
 Knowledge-Based Research

MANAGEMENT TEAM

Susan Howland

President & CEO

showland@howlandgroupinc.com

Susan has more than 25 years of experience managing complex projects for domestic and international clients in industry and government. THG's assignments have included project management on behalf of not-for-profit organizations, government, petroleum, utility, investment banking, port, marine terminal, customhouse brokerage, shipbuilding and railroad clients.

Cecilia G. Loose, CPA

Managing Director, THG Management, LLC

cloose@howlandgroupinc.com

With more than eighteen years of experience in the public accounting industry, Cecilia has specialized in business process improvement, finance and not-for-profit and government audits. Prior to joining THG she served as Senior Vice President, Shareholder and Director Management Services, for Croft, Drozd & Company, PC.

Col. (Ret.) Edward N. McKinney

Managing Director, THG Enterprise, LLC

nmckinney@howlandgroupinc.com

Col. McKinney served for more than 26 years in the United States Air Force (USAF) as a B-52 Aircraft Commander and has extensive command and staff experience. Additionally, Col. McKinney has an extensive background in strategic and operational planning resulting from two separate Headquarters USAF Air Staff tours of duty at the Pentagon.

Shelley A. Warren

Managing Director, THG Communications, LLC

swarren@howlandgroupinc.com

Over the past 20 years, Shelley has played an integral role in assisting THG's clients in developing and executing successful information and communication strategies. Additionally, Shelley has extensive project management experience, including: planning & strategies identification, scheduling & monitoring, and post implementation review.

Earl Freilino

Manager of Security Strategy

efreilino@howlandgroupinc.com

Earl has extensive experience regarding the investigation of Domestic Terrorism, International Terrorism, Weapons of Mass Destruction and Foreign Counterintelligence individuals/groups on a regional, state, national and international level. He has served as a FBI Bomb Technician, SWAT Team member, field investigator, WMD Coordinator, Assistant Crisis Management Coordinator, Supervisor of the Western Pennsylvania/West

Virginia Joint Terrorism Task Force and Pennsylvania's First Homeland Security Director.

The Howland Group Enterprise

The Howland Group Enterprise serves to further enhance the expertise of the company. THG Enterprise is a company subsidiary of independent experts and firms that provide regular consulting services on a number of matters and subject areas, including: security, intelligence, military affairs, communications and logistics, among others.

GSA SCHEDULE

The Howland Group, Inc. is proud to have been awarded by the U.S. General Services Administration (GSA) a Federal Supply Schedule contract – no. **GS-33F-0021U**. This **Transportation, Delivery, and Relocation Solutions (TDRS), Schedule 48, Special Item Number (SIN) 411-3**, includes transportation consulting and related services, to aid government agencies in meeting their transportation needs. These services may include such offerings as transportation management, security, and technology, as well as some of the following services: outsourcing; market research; product evaluations; e-commerce; benchmarking; risk assessment; policy development and change management, to name a few.

Typical services under this SIN may include, but are not limited to:

- Developing strategies to support strategic sourcing in the transportation realm
- Identifying security needs relative to transportation
- Re-engineering relocation processes
- Assessing preferred supplier programs
- Providing integrated transportation solutions to respond to emergencies, disasters, drills, continuity of operations events, etc.
- Assessing tariff/tender programs for overall best value
- Developing requirements and/or specifications for transportation needs
- Providing trend analysis of agency transportation spends to enable budget forecasting
- Facilitating meetings

CCR INFORMATION AND CERTIFICATIONS

| | |
|------------------------|---|
| NAICS Code: | 516110, 541611, 541613, 541614, 541820, 541990, 551114, 561110, 591210 |
| Cage Code: | 33MB2 |
| CCR: | 963982285 |
| Certifications: | Commonwealth of Pennsylvania certified state contractor and Women's Business Enterprise (No. 081031Howland) Certified under PA Unified Certification Program Disadvantaged Business Enterprise (No. 10887) Delaware certified state contractor and Women's Business Enterprise (No. DE07050913) |

CONTACT

The Howland Group, Inc.
Two Neshaminy Interplex, Suite 208
Trevose, PA 19053

Toll Free: 1-866-675-6693

Telephone: 215.633.7312

Fax: 215.633.7316

info@howlandgroupinc.com

www.howlandgroupinc.com