

Supporting Your Projects from Conception to Completion

BUSINESS DEVELOPMENT SERVICES

**CAPABILITIES &
COMPETITIVE EDGE**



<https://dmkprojects.com/>



DMK PROJECT SOLUTIONS SERVICES | EXECUTIVE DASHBOARD

OVERVIEW

DMK is a full-service builder specializing in development, construction projects, business development solutions. With deep expertise in both new builds and renovations, we deliver end-to-end solutions—taking projects from concept through to successful completion with precision and accountability.

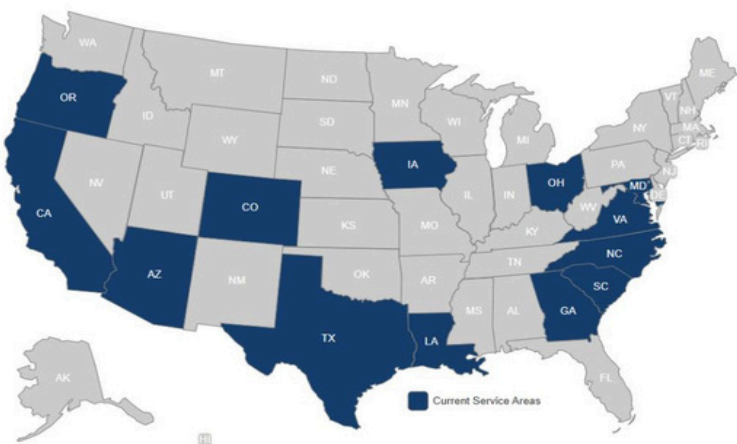
CURRENT PROJECTS

- Multiple Mission Critical Projects at Dulles Int'l
- 54 MW Data Center - Ashburn, VA
- Power Management-300 MW Substation
- Main Security Gate replacement in Ashburn, VA
- Mission Critical Buildout \$56M
- Mission Critical Whitespace Buildout - \$33.5M
- 64MW Data Center-Dulles, VA

LICENSE & CERTIFICATIONS

- Certified Woman Owned Small Business
- Licensed General Contractor
- Licensed Business, Loudoun County, VA
- Better Business Bureau Rating= A
- Procore Certified
- OSHA 30 Certified

CURRENT SERVICE MARKETS



SAFETY PROGRAM

- All PM/OR are OSHA 30 certified.
- Zero Reportable work injuries for FY 2025.
- Weekly safety meetings.
- All PM/OR are First Aid and CPR certified.
- DMK conducts on going safety training for internal and external customers.

SUSTAINABILITY

- Carbon Neutrality Goals
- Sustainable Packaging
- Renewable Energy Use
- Water Conservation
- Sustainable Sourcing
- Electric Vehicle Adoption

KEY COMPANY CONTACTS

DMK Main Office: 866-365-2024



Lisa Bradford
CEO



Paul Bradford
President



Kelly Sponseller
VP of Operations



Greg Bradford
VP of Field Operations

Individual contact info on slide # 10

KEY SERVICES

- Market Intelligence & Opportunity
- Identification Lead Generation & Client Acquisition
- Partnership & Channel Development
- Capital Strategy & Deal Structuring
- Client Retention & Relationship Management

DIVERSITY & INCLUSION

- Hiring & Recruitment Strategies
- Employee Resource Groups (ERGs)
- Training & Education
- Inclusive Policies & Benefits
- Leadership & Accountability
- Inclusive Workplace Culture

EXECUTIVE OVERVIEW

DMK Project Solutions Services brings a focused set of business development competencies that drive growth, unlock new opportunities, and deliver strategic value. Our expertise spans market analysis, relationship-driven outreach, sales execution, and cross-functional leadership—positioning us to lead complex initiatives from concept to close.



CONTENT

- 01 EXECUTIVE OVERVIEW
- 02 CORE SKILLSET
- 03 OUR POINT OF DIFFERENCE
- 04 SUSTAINABILITY
- 05 PROVIDED SERVICES
- 06 SERVICE AREAS
- 07 LEADERSHIP TEAM
- 08 CLOSING



DMK CORE BUSINESS DEVELOPMENT COMPETENCIES

LEAD GENERATION & RELATIONSHIP BUILDING

Identify new opportunities,
assess trends, and align
offerings to market needs

MARKET STRATEGY & OPPORTUNITY DEVELOPMENT

Drive pipeline growth
through targeted outreach,
networking, and relationship
building



SALES ENABLEMENT & GROWTH EXECUTION

Execute marketing
campaigns, develop growth
strategies, and close deals
through strong proposal and
negotiation skills

INTERNAL LEADERSHIP & PERFORMANCE REPORTING

Collaborate cross-
functionally, mentor staff,
and deliver executive-level
reporting on business
development performance

WHAT MAKES DMK “SPECIAL”



Full-Spectrum Growth Expertise: We drive both organic and inorganic growth—from B2B sales strategies to identifying and vetting acquisitions that align with your long-term goals.



Targeted Access to Opportunities: Our deep industry relationships allow us to open doors others can't—helping clients gain early access to emerging markets, partnerships, and buyers.



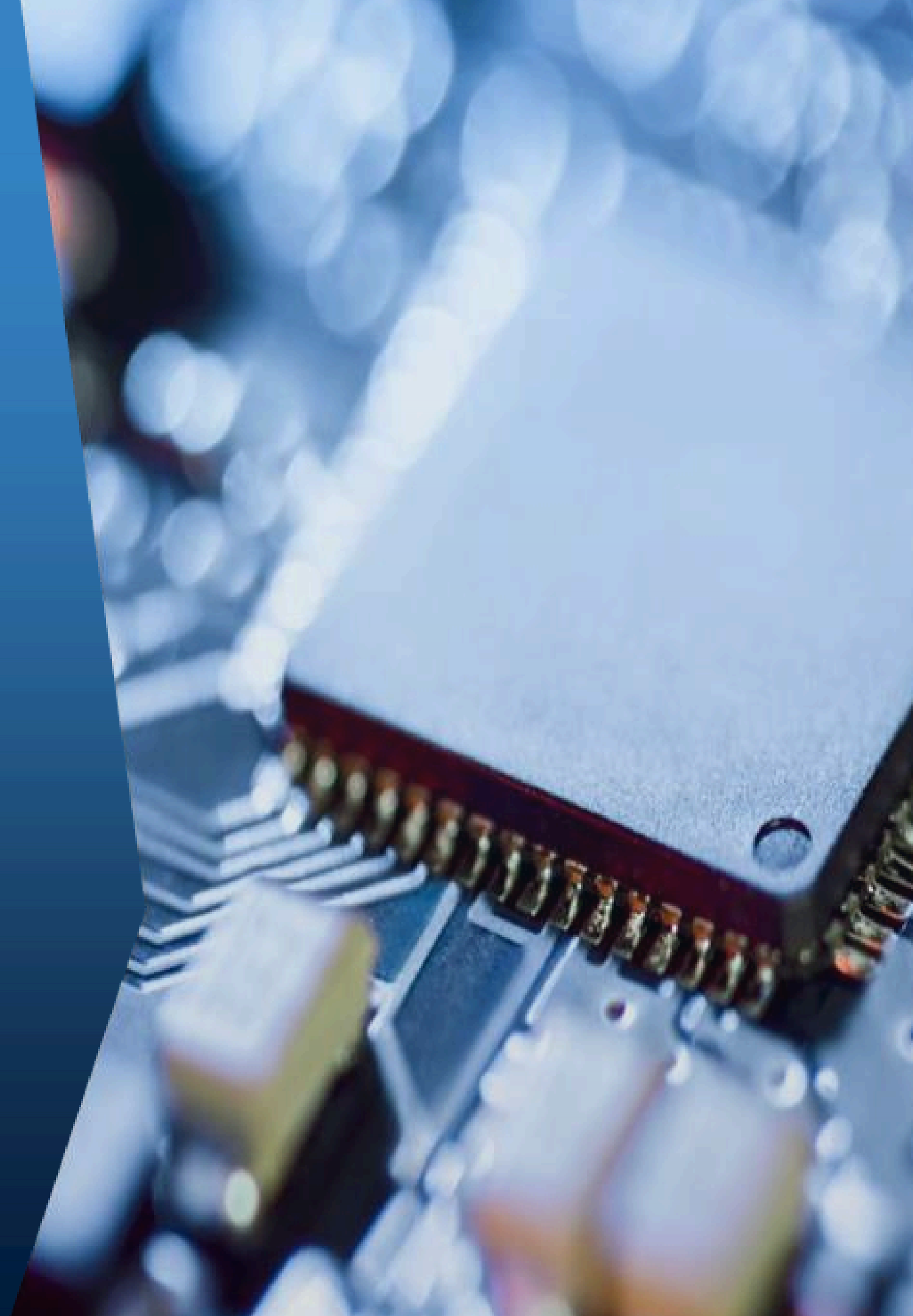
End-to-End Project Advisory: We guide projects from concept to completion, including land acquisition, developer sourcing, and delivery planning—backed by feasibility studies, pro formas, and custom cost models.



Capital Strategy with Execution Power: We don't just talk capital—we help you raise it. From early-stage project funding to structuring land deals and infrastructure investment, we help you move from idea to execution.

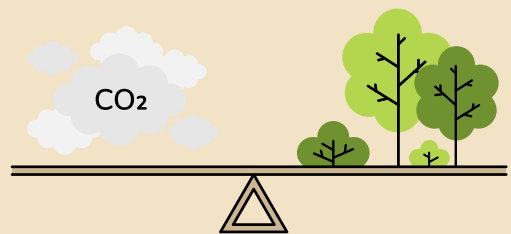


Agile, Executive-Level Delivery: We integrate across internal teams while providing executive-level reporting and market intelligence, ensuring alignment from strategy through implementation.





DMK SUSTAINABILITY FOCUS & COMMITMENT



**CARBON
NEUTRALITY
GOALS**



**RENEWABLE
ENERGY USE**



**WATER
CONSERVATION**



**SUSTAINABLE
SOURCING**



**SUSTAINABLE
PACKAGING**



**ELECTRIC
VEHICLE
ADOPTION**

DMK SUPPORT SERVICE AREAS



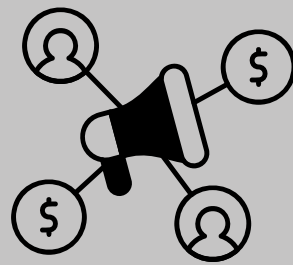
Opportunity
Identification



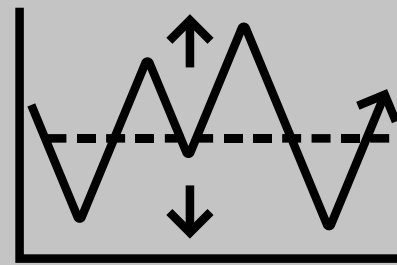
Lead Generation &
Client Acquisition



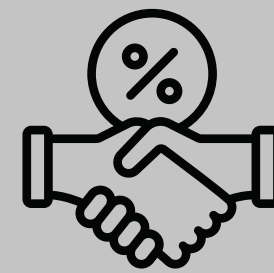
Partnership & Channel
Development



Sales Strategy &
Execution



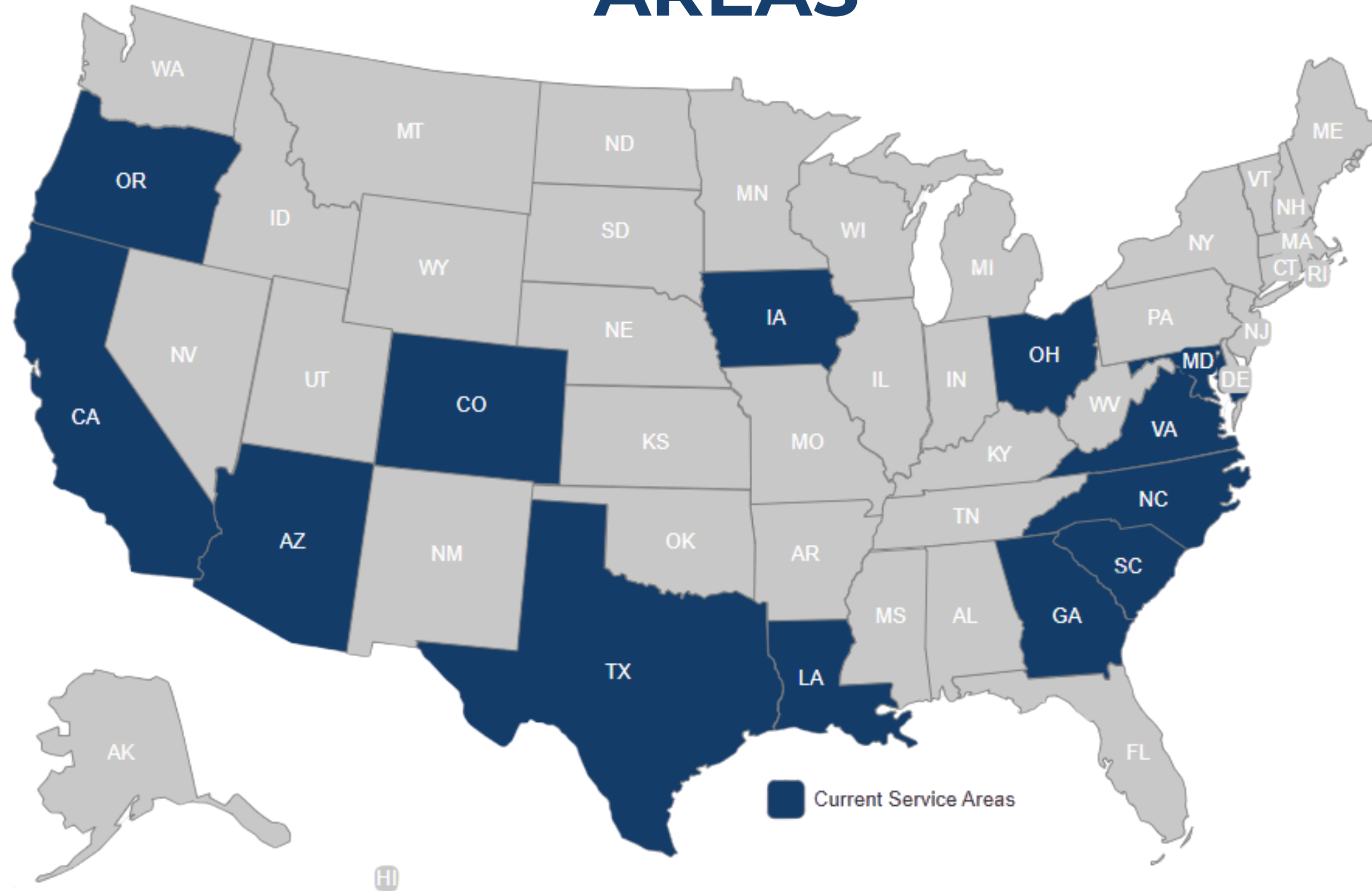
Capital Strategy &
Deal Structuring



Relationship
Management



DMK MARKET SERVICE AREAS



LEADERSHIP TEAM



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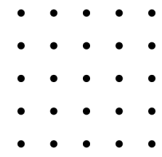
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Services

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