

Charles F. Sills

Charles Sills is a recognized advocate for Small Business/Diversity Supplier access to Government contracting opportunities, serving currently as a member of the U.S. Chamber of Commerce's Small Business Council; the Washington DC Chamber of Commerce's Government Contracting Working Group; and the Veterans Entrepreneurial Task Force (VET-Force). He moderated the Navy Contracting Summit in Jacksonville, Florida in Oct. 2015 for the Defense Leadership Group; keynoted the Veterans Day Panel on "Wartime and Worldwide Government Contracting" at the Mt. Vernon Chamber's forum on "Winning Army Contracts – from Ft. Belvoir to Afghanistan"; and was commended by the Small Business Affairs Director, U.S. Army, for the "overwhelming response" to his presentation on the "Marketing to Prime Contractors" Panel at the National Veteran Small Business Conference.

He served as Chairman of the Board of the Federal Allies Institute in 2014, which sponsored his Tower Club and Fulbright Center forums on Government procurement regulations; is a member of ACORE (American Council on Renewable Energy)'s Defense & Security and International Committees; and was recently appointed Sr. Advisor, Global Partnerships Development for the Dwight D. Eisenhower Memorial Commission, mandated by the U.S. Congress, where he is leading an initiative to engage Veterans groups in the Commission's international conflict resolution and regional stability programs.

Mr. Sills is President of FED/Contracting LLC, a Washington DC based consultancy that assists U.S. Small Businesses in gaining access to Federal and Military acquisition programs; and helps Prime Contractors qualify Veteran, Minority and Woman-owned vendors as teammates for project opportunities with mandated Diversity Supplier content. As Vice-President, Government Affairs/Federal Contracting for Trillacorpe Construction – a Service-Disabled Veteran-Owned Small Business that was ranked No. 23 in *INC Magazine's* 2011 List of the 500 Fastest-Growing Businesses in the U.S., and rated No. 3 in the Government Services sector – he implemented a series of 'Mentor-Protégé' Programs with the Dept. of Defense, General Services Administration and Dept. of Energy; and developed the documentation resulting in Trillacorpe winning the U.S. Defense Department Nunn-Perry Award for "superior performance in the areas of business growth and return on investment, Government contracting, technical performance and quality management".

Mr. Sills has extensive experience planning and directing international industrial, infrastructure, and energy initiatives, having served as a member of the Danube Task Force, the governing council that ran the Danube Basin Environmental Restoration Program led by the World Bank, the European Bank for Reconstruction & Development and the UN Development Program, involving 13 countries from Austria to Moldova. He also served on the Japan-U.S. Joint Fund for Social & Economic Development in Central/Eastern Europe, the Helsinki Commission, the Kaliningrad Defense Conversion Initiative, and the NGO Delegation on NAFTA. And he was responsible for securing major funding support for the Smithsonian Institute's biodiversity preservation/cancer cure research program in Brazil's Amazon region; for the Sassari, Sardinia symposium on atmospheric ozone depletion organized by the International Council of Scientific Unions; and for the White House Presidential Awards program sponsored by the President's Council on Sustainable Development.

He currently serves on the International Advisory Committee of the National Council on US-Arab Relations (NCUSAR); and as Sr. Advisor, International Security, Energy & Environment on the Board

of the Eurasia Center/Eurasian Business Coalition, where he has recently moderated panels on “Doing Business with the BRICS (Brazil, Russia, India, China & South Africa)” and “Transforming a Continent: Infrastructure Investment Opportunities on the New Silk Road”. In that capacity, he was designated one of only five U.S. delegates to the Moscow Conference on International Security in both 2015 and 2016 – involving approx. 600 delegates and 40-plus Defense Ministers focused on implementing cooperative programs to contain and defeat worldwide terrorism.

Mr. Sills is a former Naval Intelligence Officer who served in a succession of National Security positions in the Pentagon, including the National Military Intelligence Center and the Defense Intelligence Agency/Worldwide Estimates Directorate (Deputy Director), following assignments on the staff of the U.S. Middle East Force Command (based in Bahrain with responsibility for the Persian Gulf/Red Sea/Indian Ocean area), and the Geopolitical Briefing & Analysis Division, Supreme Allied Commander NATO/Atlantic. He received numerous commendations for his contributions to Defense Dept. crisis teams and special reports, including a series of briefings to Members of Congress on the findings of “Project *Provodnik*” which he directed, a comprehensive re-thinking of Soviet conventional and strategic Military capabilities as well as the effectiveness of their projection of ‘soft’ power throughout the Developing World.

After three tours in the Navy, Mr. Sills joined Martin Marietta Aerospace (now Lockheed Martin)'s International Division, where he wrote Martin's first Strategic Business Plan for Southern Europe, the Middle East and North Africa for its defense systems, civil air and renewable energy technologies; managed the export licensing programs for those products; and testified before Congressional committees on the need for pro-active U.S. Government support of advanced technology programs in the energy and aerospace fields, to ensure a viable, robust American military industrial manufacturing base. At Martin Marietta, he led the team that won the contract for and installed the world’s largest (at that time) solar photovoltaic energy installation, under a pilot program co-funded by the U.S. and Saudi Arabian Governments.

Mr. Sills’ education includes an M.A. in Defense & Foreign Policy, Fletcher School of Law and Diplomacy (Tufts and Harvard Universities); and an A.B., Princeton University, Woodrow Wilson School of Public and International Affairs. He is a graduate of Collegiate School in New York City, the U.S.’s 2nd oldest school founded in 1628.