



## **The State of the Industry: Architecture, Engineering, and Consulting**

*Presented by Rebecca Zofnass, Environmental Financial Consulting Group*

Thursday, March 9, 2023

Virtual Program – Webinar

### **AGENDA**

**11:45 a.m. Welcome and Introduction**

- Lisa A. Brothers, PE, ENV SP, LEED AP BD+C  
Member, EBC Board of Directors  
President and CEO, Nitsch Engineering

**12:00 p.m. The State of the Industry: Architecture, Engineering, and Consulting**

- Rebecca Zofnass, Managing Partner, Advisory, Environmental Financial Consulting Group

**1:00 p.m. Moderated Discussion**

**Moderator:** Lisa Brothers, Nitsch Engineering

**1:30 p.m. Adjourn**

### **FEATURED SPEAKER**

**Rebecca Zofnass**, Managing Partner, Advisory  
Environmental Financial Consulting Group (EFCG)  
4915 West 31st Avenue, Denver, CO 80212  
212-752-2113 | rzofnass@efcg.com

Rebecca leads EFCG's Advisory Team, working with the leadership teams of A/E/C firms on benchmarking, valuations, ownership transitions, strategic planning, org structure and post-merger integration. Rebecca currently advises over fifty firms annually on these topics, and EFCG has advised 400+ firms over the last thirty years. Rebecca also works with Private Equity firms on due diligence for potential acquisitions, leading 10+ deep-dive projects each year.

Prior to joining EFCG, Rebecca was a Senior Manager at Bain & Company, a global management consulting firm, working in the New York, Boston and Melbourne offices. At Bain & Company, Rebecca led teams to advise Fortune 100 firms on strategy, org design, sales and marketing, and Agile design sprints. Rebecca also worked in Bain's Private Equity Group (PEG), doing diligence for private equity firms on potential targets.

Rebecca received her MBA from Harvard Business School, and graduated with Honors from Harvard University. Rebecca lives in Denver with her husband Sean and their dogs, Sassy and Abby.

## **MODERATOR**

**Lisa Brothers**, PE, ENV SP, LEED AP BD+C, President & CEO  
Nitsch Engineering  
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617-338-0063 | LBrothers@nitscheng.com

Lisa has more than 30 years of experience in the design, construction, and management of roadway, site development, sustainable design, and infrastructure-related projects. After beginning her career in the public realm, she moved over to the private side early on, eventually joining Nitsch Engineering in 1990. Lisa served as COO for 18 years before becoming President and CEO in 2011, and Chair and CEO in 2016. As such, she is the champion for the vision, growth strategy, strategic direction, and overall performance of the firm. Lisa's passion is to grow the firm and provide diverse opportunities to Nitsch Engineering's staff for advancement, while providing creative, innovative, and sustainable project solutions for their clients.

Lisa holds a BSCE from the University of Massachusetts Lowell, an MBA from Northeastern University, and is a 2004 graduate of ACEC National's Senior Executive Institute. Her contributions to her community have been well recognized by a range of organizations. Lisa received the EY Entrepreneur Of The Year™ 2014 Award in the New England region's services category. She also received the 2017 Leadership Award and 2008 Woman of the Year from WTS-Boston; received the 2004 Citizen Engineer Award from the Boston Society of Civil Engineers; received the 2003 Francis Academy Distinguished Engineering Alumni Award from UMass-Lowell; was honored with a 2002 Pinnacle Award as an Emerging Executive from the Greater Boston Chamber of Commerce; and received the BSCES Lester Gaynor Award in recognition of her exemplary service as a public official in Wilmington, Massachusetts in 2001.