

# PARTNERING WITH PRIMES: SMALL BUSINESS OPPORTUNITIES IN AIRPORT PROJECTS

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Michael Gallegos is a Project Manager with Hensel Phelps Construction Co. He has 20 years of construction experience with Hensel Phelps. Additionally, he has been in the construction industry for 40 years.

His construction project experience covers a variety of sectors, including: aviation, U.S. land ports of entry, semiconductor manufacturing, nuclear research and development, higher education, commercial mixed use, and commercial high rise.



**Michael Gallegos**  
Project Manager  
Hensel Phelps

Jackie Guilfucci is a seasoned Small Business Liaison Officer with over 26 years of experience supporting procurement and contracting initiatives across California, Texas, and Florida, including multiple aviation-related projects. She has also served as a Compliance Officer, conducting audits on projects to ensure adherence to regulatory requirements and contract obligations.

Jackie brings strong leadership, industry expertise, and a deep commitment to community engagement. Fully bilingual, she effectively connects with diverse communities and actively mentors, coaches, and trains small businesses on all aspects of regulations and contract compliance, helping them successfully navigate public contracting opportunities. Her highest priority is to ensure that all procurement and contracting activities are conducted in a fair, open, and professional manner, consistently aligning with the Subcontracting Fair Practices Act and Public Contract Code while fostering inclusive participation for small and diverse businesses.



**Jackie Guilfucci**  
Small Business Outreach  
Program Manager  
**Sundt**

Chintan is the founder and Principal of TRACE Consulting. He is a licensed civil engineer with 23 years of progressive experience in delivering public infrastructure projects, with a focus on Aviation, Transit and Roadway sectors.

In his current role, he oversees TRACE Consulting's strategic direction, new business initiatives and business operations with a focus on fostering employee growth, enhancing client relationships and project delivery.



**Chintan Jhaveri**  
Founder and Principal  
Trace Consulting

As a Project Executive with The Weitz Company, Mark Zessin is responsible for developing strategic project plans, strengthening client partnerships, and guiding teams to deliver complex projects with precision and excellence. With 30 years of industry experience, Mark is a proven executive leader known for transforming challenges into high-performing, results-driven solutions.

Mark has an extensive background which includes baggage handling system (BHS) development and evaluation, airline system optimization, PMO development, training programs, and large-scale project delivery for several leading global airlines. He has led teams at both United and Delta Airlines, achieving record-setting service and financial performance while implementing systems and operational strategies that enhanced efficiency and reliability.

Mark brings a forward-thinking approach to every initiative, combining technical expertise with strategic leadership to drive innovation and operational success for clients.



**Mark Zessin**  
Project Executive  
The Weitz Company



**Michael Gallegos**  
Project Manager  
Hensel Phelps



**Jackie Guilfucci**  
Small Business Outreach  
Program Manager  
Sundt



**Chintan Jhaveri**  
Founder and Principal  
Trace Consulting



**Mark Zessin**  
Project Executive  
The Weitz Company



# CONTACT US



**HENSEL PHELPS**  
Plan. Build. Manage.



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Contact Website



Phoenix Office  
Contact

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