



Kelsi J. Pilcher

COUNSEL

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BIOGRAPHY

Ms. Pilcher is an experienced attorney whose practice focuses on government contracts and federal procurement matters. Prior to joining Whiteford, Kelsi served in the United States Air Force Civilian Judge Advocate General (JAG) Corps representing the government in high-stakes contract disputes, bid protests, and claims litigation.

While serving as a Trial Attorney for the United States Air Force at Joint Base Andrews, Ms. Pilcher litigated federal procurement matters before the Government Accountability Office (GAO), the Armed Services Board of Contract Appeals (ASBCA) and the U.S. Court of Federal Claims (COFC). She successfully defended over 2 billion dollars' worth of government contract appeals across United States Air Force and Space Force agencies and commands.

Previously, Ms. Pilcher served as the Chief of Civil Law for Arnold Air Force Base in Tullahoma, Tennessee. In that capacity, her practice consisted of environmental law; labor and employment law; and government contracts. Notably, she advised Air Force and Space Force leadership on all phases of contract administration and performance,

PRACTICES & INDUSTRIES

[Government Contracts](#)

[Business and Corporate](#)

EDUCATION

Thomas Jefferson School of Law, 2015, J.D., cum laude

Western Kentucky University, 2011, B.S., with honors

ADMISSIONS

California

District of Columbia

including a multi-billion-dollar test operations and sustainment contract. She also served as the legal advisor during a Small Business Innovation Research (SBIR) cycle which consisted of 1500+ proposals, advising on data rights, foreign disclosure requirements, and research and development scope compliance.

Ms. Pilcher is a Department of the Air Force certified mediator and maintains an active Top Secret security clearance.

MEMBERSHIPS & ACTIVITIES

- Member: American Bar Association
 - Public Contract Law Group
 - Young Lawyers Division
- Member: Board of Contract Appeals Bar Association

INSIGHTS

Panelist: *Not Your Average Protest (OTAs, DLA Sales, Cooperative Agreements)* ABA Public Contract Law Section's March Bid Protest Committee Meeting, Washington, DC (March 2026)

Host, *Grant or Deny, A Contract Claims Talk Show*, Hosted by the Board of Contract Appeals Bar Association (2025 - Present)