



NAVFAC

Naval Facilities Engineering Systems Command

NAVFAC SOUTHEAST

Industry Day

Accelerating Our Performance

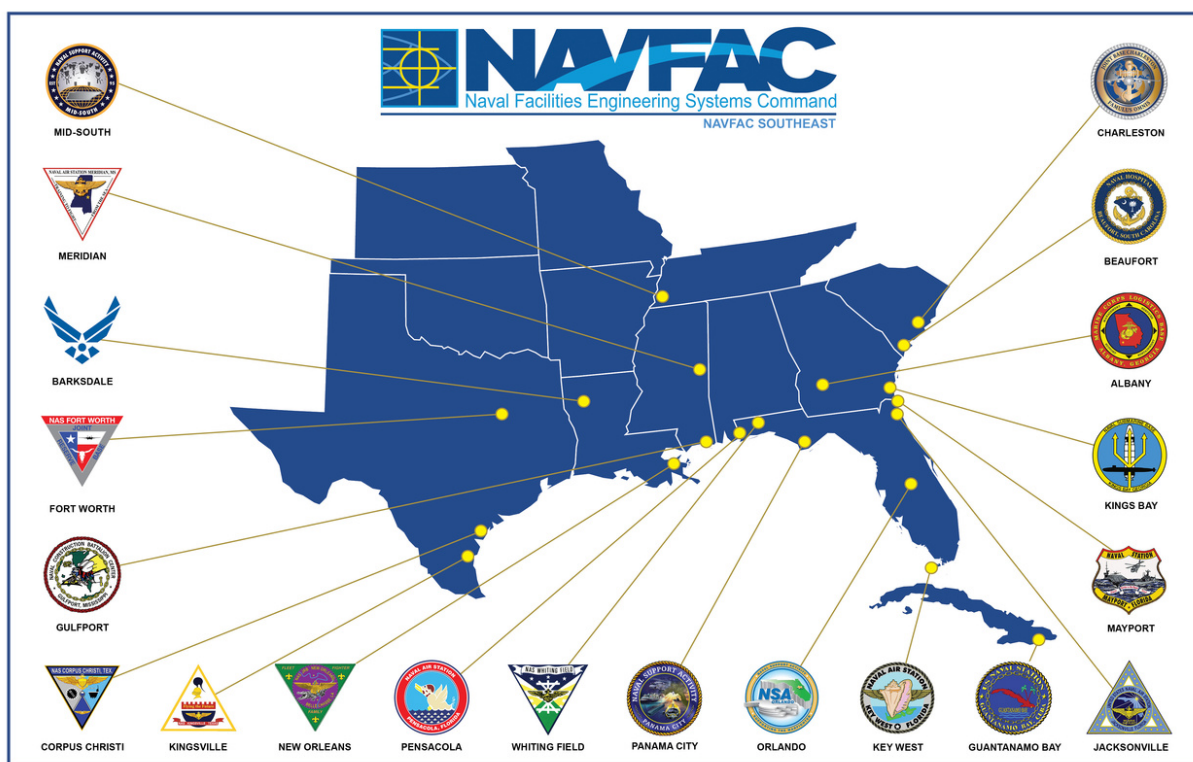
MARCH 22, 2023

UNIVERSITY OF NORTH FLORIDA
ADAM W. HERBERT UNIVERSITY CENTER

Who We Are

NAVFAC Southeast provides engineering support to the Warfighter through major and minor construction, A/E design, environmental, public works functions, and facility support services (FSC BOS).

Our Area of Operations (AOR) extends from the far reaches of Texas, north to Nebraska and Kansas, through Tennessee, east to South Carolina, down through the Southeast to Naval Station (NS) Guantanamo Bay and provides support to the rest of the Caribbean through Southern Command (SOUTHCOM).



The NAVFAC Southeast Industry Day provides a venue for the command to discuss it's mission, goals and contracting opportunities. The theme of this year's event is "*Accelerating Our Performance*" which emphasizes the need for the command to engage with industry to discover new ways to accelerate performance of construction, repair, and services at all levels.

The event will allow plenty of opportunities to exchange ideas, have constructive open dialogs and create networking opportunities. We need *your* feedback on how we can improve our execution speed by relying more on small business to provide an at 'arms reach/quicker response' for our 22 field offices across the southeast.

Key Note Speaker



Rear Admiral Thomas "TR" Buchanan

Commander, Submarine Group Ten

Rear Adm. Thomas R. "TR" Buchanan grew up in a Navy family. He is a native of Vallejo, California and a 1992 graduate of the U.S. Naval Academy with a degree in Systems Engineering. He holds a Master of Science in Information Technology Management from George Washington University.

His operational assignments included command of Submarine Squadron 20, in Kings Bay, Georgia and USS Albany (SSN 753) in Norfolk, Virginia. He also served aboard the USS Asheville (SSN 758) as a division officer; USS Florida (SSBN 728) (GOLD) as engineer officer; and USS Norfolk (SSN 714) as executive officer.

His staff assignments included duty as commandant of midshipmen at the U.S. Naval Academy; executive assistant to the Director of the Joint Staff; lead shipbuilding program analyst (OPNAV N80); officer-in-charge and operations officer, Commander, Task Force 54 Detachment Bahrain; special assistant to Commander,

U.S. Joint Forces Command; aide to the Director, Naval Reactors; action officer (OPNAV N513) and an intern on the Joint Staff (J5); and recently as deputy director, Strategy, Plans, and Policy, U.S. Central Command (CCJ5). In 2005 and 2009, he completed the Submarine Command Course.

Buchanan assumed his duties as commander, Submarine Group TEN in September 2022.

His awards include the Defense Superior Service Medal (two awards), Legion of Merit (three awards), Defense Meritorious Service Medal, Meritorious Service Medal (five awards), Navy and Marine Corps Commendation Medal (two awards), and the Navy and Marine Corps Achievement Medal (two awards), as well as many unit and campaign awards.

He is a recipient of the 2002 Naval Submarine League VADM Lockwood award for submarine professional excellence.



Our Leaders



Capt. Miguel Dieguez

NAVFAC Southeast
Commanding Officer



Capt. Jeremy Adams

NAVFAC Southeast
Executive Officer



Jeffrey Killian

Business Director



Cmdr. Michael McCain

NAVFAC Southeast
Operations Officer



Mary Oxendine

Environmental



Renee Comfort

Contracting



Luke Guthrie

Planning, Design & Construction



Danny Villafane

Public Works



Michael Brooks

Real Estate



Andrea Freeman

Chief Information Officer



Michael Damato

Security Program Manager



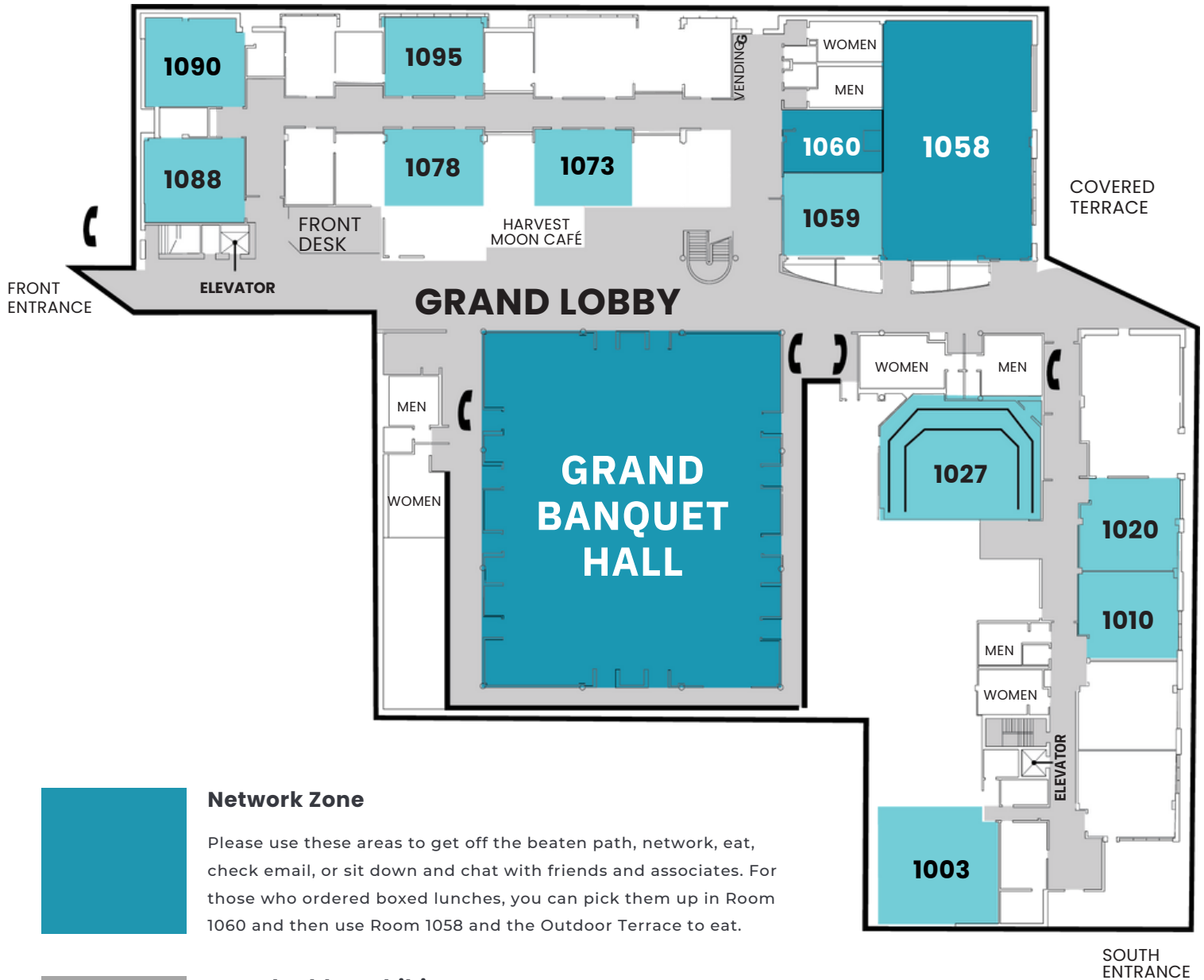
John Bazylewicz

Small Business

Quick View Schedule

Time	Description	Room
8 – 8:50 AM	Welcome and Exhibitor Setup Small Business Subcontracting Opportunities Setup	Grand Lobby 1010, 1020, 1059, 1095
9 – 9:50 AM	Kick-Off – Command, Business & Support Line Leaders	Grand Banquet Hall
9:30 – 11:30 AM	Real Estate – 5G Industry Day	1003
10 – 10:40 AM	Small Business – Bonding Demystified	1090
	Small Business – Avoiding Common Pitfalls	1088
	Environmental – PFAS and AFFF (Part 1)	1078
	Safety – NAVFAC Southeast Safety Topics	1073
	PD&C – Electronic Contract Management System	1027
10 – 11:50 AM	Small Business Subcontracting Opportunities	1010, 1020, 1059, 1095
10:50 – 11:20 AM	Small Business – SBA Preferred Lender Panel Discussion	1090
	Contracting – Unique Challenges & Opportunities for Innovation	1088
	Environmental – PFAS and AFFF (Part 2)	1078
	Security – Controlled Unclassified Information (CUI)	1073
11 – 11:50 AM	PD&C – Early Contractor Involvement	1027
11:30 AM – 12 PM	Contracting – Inspiring Excellence in CPARS	1088
	Environmental – POL Tanks	1078
	CIO – Cybersecurity	1073
12 – 1:30 PM	Lunch	1060, 1058, Outdoor Terrace
1 – 1:40 PM	Small Business – SBA Preferred Lender Panel Discussion	1090
	Public Works – BOS Contracting Topics	1088
	Environmental – Emergency Response	1078
	CIO – Cybersecurity	1073
	PD&C – How to Have a Fast Start	1027
2 – 2:20 PM	Key Note Speaker – Rear Admiral Thomas "TR" Buchanan	Grand Banquet Hall
2:20 – 2:40 PM	NAVFAC Southeast Execution Plan – Navy Nuclear Deterrence Program	Grand Banquet Hall
3:30 – 4:10 PM	Small Business – Bonding Demystified	1090
	Contracting – Increasing Competition	1088
	Operations – WARP/FY23 Hurricane Requirements	1078
	Business Director – Industry Engagement	1073
	PD&C – Fire Protection	1027
	Small Business – Avoiding Common Pitfalls	1003
3:30 – 4:30 PM	Small Business Subcontracting Opportunities	1010, 1020, 1059, 1095
4:10 – 4:30 PM	PD&C – Follow on Conversations	1027

Industry Day Map



Network Zone

Please use these areas to get off the beaten path, network, eat, check email, or sit down and chat with friends and associates. For those who ordered boxed lunches, you can pick them up in Room 1060 and then use Room 1058 and the Outdoor Terrace to eat.

Grand Lobby Exhibitors

- APEX Accelerator (formerly PTAC)
- Jacksonville Port Authority (JAXPORT)
- Jacksonville Black Chamber of Commerce
- First Coast Hispanic Chamber of Commerce
- JEA Electric Utilities Company
- SBA's North Florida District Office (NFDO)
- SAME JAX (Society of American Military Engineers)
- Jacksonville Women's Business Center (JWBC)
- U.S. General Services Administration (GSA)
- Veterans Chamber of Commerce
- SCORE
- National Defense Industrial Association (NDIA)
- NAVFAC Southeast Public Works
- NAVFAC Southeast Planning, Design & Construction
- NAVFAC Southeast Environmental

Industry Day Topics

Small Business

10 – 10:40 AM Bonding Demystified*

Room 1090

Emily Golecki, a Surety Specialist with Florida Surety Bonds, provides information regarding performance bonds and payment bonds.

10 – 10:40 AM Avoiding Common Pitfalls

Room 1088

This is an informal, guided question and answer session co-lead by an experienced contracting officer and construction manager. Topics of discussion will include kickoff, submittals, and approval processes.

10:50 – 11:30 AM SBA Preferred Lender Panel Discussion

Room 1090

Rosalind Bryant, SBA Lender Relations Specialist, moderates a panel discussion featuring commercial lenders that specialize in Small Business Administration (SBA) loan programs. Rosalind has over 30 years of experience in providing counseling and training to small businesses, lenders and resource partners.

1 – 1:40 PM SBA Preferred Lender Panel Discussion

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3:30 – 4:10 PM Bonding Demystified*

Room 1090

Emily Golecki, a Surety Specialist with Florida Surety Bonds, provides information regarding performance bonds and payment bonds.

3:40 – 4:10 PM Avoiding Common Pitfalls

Room 1003

This is an informal, guided question and answer session co-lead by an experienced contracting officer and construction manager. Topics of discussion will include kickoff, submittals, approval processes, etc.

* These sessions are being provided for informational purposes only and does not imply DoD/DoN/NAVFAC endorsement of the presenter or their product.

Safety

10 – 10:40 AM NAVFAC Southeast Safety Topics

Room 1073

Discussion of the contractor safety programs as it relates to source selection and contract performance, followed by question and answers.

Contracting

10:50 – 11:20 AM

Unique Challenges & Opportunities for Innovation

Room 1088

Topics to be covered include Economic Price Adjustment (EPA) regulations, and recent policy changes.

11:30 AM – 12:10 PM

Inspiring Excellence in CPARS

Room 1088

The Contractor Performance Assessment Reporting System (CPARS) session includes topics from Federal Acquisition Regulations (FAR 42.15 and FAR 15.304) policy and guidance, roles and responsibilities, system administration, process timelines, and enhanced industry partner communications.

3:30 – 4:10 PM

Increasing Competition

Room 1088

This is an informational session on command Small Business goals and achievements from fiscal year 2022 and into fiscal year 2023, upcoming opportunities, ensuring marketability, and procurement methods followed by an open discussion on what prevents contractors from proposing on projects.

Environmental

10 – 10:40 AM

PFAS and AFFF (Part 1)

Room 1078

This is an informal discussion on Per- and polyfluoroalkyl substances (PFAS) and Aqueous Film Forming Foam (AFFF) related efforts in the environmental arena, and NAVFAC Southeast's role in the areas of environmental restoration and environmental compliance.

10:50 – 11:20 AM

PFAS and AFFF (Part 2)

Room 1078

Continuation of the first session with a focus on contracting tools needed to meet NAVFAC Southeast's PFAS and AFFF requirements.

11:30 – 11:50 AM

POL Tanks

Room 1078

Informal question and answer discussion on NAVFAC Southeast's environmental compliance program relating to Petroleum, Oil, and Lubricant (POL) tank requirements and contracting tools needed to execute the program.

1:10 – 1:30 PM

Emergency Response

Room 1078

Information discussion that provides an overview of Navy Region Southeast and NAVFAC Southeast's Navy On-Scene Coordinator (NOSC) and spill response program and requirements.

Security

10:50 – 11:30 AM

Controlled Unclassified Information (CUI)

Room 1073

This is an informal, guided question and answer session lead by the NAVFAC Southeast Regional Security Officer Michael Damato. Topics include Classified and Unclassified Contracts, background investigations, and handling sensitive information.

Business Director

3:30 – 4:30 PM Industry Engagement

Room 1073

One-on-one meetings.

Operations

3:30 – 4:10 PM WARP/FY23 Hurricane Requirements

Room 1078

Introduction to Warfighter Acquisition Response Plan (WARP) initiative and a short summary of upcoming fiscal year 2023 hurricane response workload (Fiscal year 2022 and some prior year damage).

Chief Information Officer

11:40 AM – 12:10 PM Cybersecurity – CMMC & FRCS

Room 1073

This is an informal, question and answer session to explain the Cybersecurity Maturity Model Certification (CMMC) and discuss the difference between protecting government data and complying with cybersecurity requirements to protect government Information Technology and Facilities-Related Control Systems (FRCS) (UFC 4-10-6).

1:10 – 1:40 PM Cybersecurity – CMMC & FRCS

Room 1073

This is an informal, question and answer session to explain the Cybersecurity Maturity Model Certification (CMMC) and discuss the difference between protecting government data and complying with cybersecurity requirements to protect government Information Technology and Facilities-Related Control Systems (FRCS) (UFC 4-10-6).

Real Estate

9:30 – 11:30 AM 5G Industry Day

Room 1003

The Real Estate Business Line is hosting a 5G Telecommunications Industry Day to invite telecom companies to discuss options to provide 5G service on southeast Navy installations.

Public Works

12:40 – 1:30 PM BOS Contracting Topics

Room 1088

Public Works Business Line leaders will be discussing efficient processes to capture the required preventive maintenance and inventory data in Base Operating Support (BOS) Contracts.

Planning, Design & Construction

10 – 10:50 AM **eCMS**

Room 1027

This is a presentation and discussion on Electronic Contract Management System (eCMS), our NAVFAC web-based, enterprise project collaboration tool. Topics will include a walk-through of the system and discussion on use on projects.

11 – 11:50 AM **Early Contractor Involvement**

Room 1027

Early Contractor Involvement (ECI) is a new opportunity for NAVFAC to engage construction contractors early in the design process to provide constructability, scheduling, and cost input. This session is a brief overview of NAVFAC's ECI process and an opportunity for Q&A and industry feedback.

1:10 – 1:40 PM **How to Have a Fast Start**

Room 1027

This is a presentation, discussion, and question and answer session on getting off to a good start – leading to successful completion – on construction projects, including project kickoff, submittal submission, and collaboration.

3:30 – 4 PM **Fire Protection**

Room 1027

This session will focus on fire protection quality control (QC) and will discuss NAVFAC requirements for Contractor QC as well as the process of ensuring that fire protection work is complete and ready for final inspection by NAVFAC.

4:10 – 4:30 PM **Follow on Conversations**

Room 1027

Question and answer period between Planning, Design & Construction Business Line leaders and industry professionals.



Vendor Opportunities

Explore subcontracting opportunities with Large Business Prime Contractors currently holding NAVFAC Southeast contracts to provide construction, facilities services and architect-engineering services contract.



AECOM's award-winning Small Business Program is integral to our program management approach. It allows us to complement our technical expertise with qualified resources from the small business community. We are always to cultivate relationships with new small and diverse firms to explore opportunities that better serve our clients.



Balfour Beatty is a leading international infrastructure group. We finance, develop, build and maintain innovative and efficient infrastructure that underpins daily life, supports communities and enables economic growth.



Burns & McDonnell is a global provider of comprehensive A-E services for military, federal civilian, and intelligence clients' projects and programs worldwide. We have served the U.S. government for more than 70 years – the U.S. Navy for over 40 years – providing value-based solutions focused on mission-critical operational efficiency, high performance, and reduced operating costs within secure environments.



Gilbane is a current prime contractor on the NAVFAC Southeast Large AOR general construction MACC. We are always interested in meeting new trade partners to help us build projects across the NAVFAC Southeast geographic region. Beginning in 1942 with the construction of U.S. Navy facilities at Newport, Rhode Island in support of WWII, Gilbane has performed military construction across the US and globally. Gilbane is a sixth generation family-owned business.

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The logo for Jacobs, featuring the word "Jacobs" in a bold, black, sans-serif font.

At Jacobs, we're challenging today to reinvent tomorrow by solving the DoD's most critical problems for thriving bases, resilient environments, mission-critical outcomes, operational advancement, and scientific discovery. We do this by delivering cutting-edge buildings, infrastructure, and environmental solutions, turning abstract ideas into realities that help transform operational readiness. With a talent force of approximately 60,000 from 400 locations worldwide, Jacobs provides a full spectrum of professional services, including consulting, technical, scientific, and project delivery for the government and private sector.



We're a Design-Build construction company focused on getting the job done. And finding the best way to do it. More than 90 percent of our work is Design-Build because it offers the most flexibility and results in best-value solutions.

To date, we've delivered more than 4,000 projects. On-budget. On-time. Every time. We manage more than \$400 million of construction volume each year, and we still treat every job like we're building for our neighbors—the same we started in 1958.



RQ began as a small company in 1996 and has grown to a large and well-respected full-service, design-build firm. Focused on Department of Defense (DoD) work, RQ has built our business on a platform of quality, competency, and integrity. RQ is regularly recognized with outstanding evaluations and achieves an unequalled level of repeat business, reflecting a commitment to our goal of delivering value to our clients. RQ is currently performing work in California, North Carolina, Virginia, Louisiana, Georgia, Florida, Cuba, and Puerto Rico.



RS&H is an employee-owned, architectural, engineering and consulting firm founded to support war efforts in 1941. In addition to supporting the DoD worldwide, RS&H has designed launch platforms for NASA, created global airports, shaped progressive highway systems across the country, and provided facilities for Fortune 1000 companies.

Vendor Opportunities

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Sauer is a national design-build, design-bid-build, general contracting, and construction management company headquartered in Jacksonville, Florida with offices strategically located throughout the Southeast and Mid-Atlantic. As a steadfast leader in our industry, Sauer has completed numerous projects for both the federal government and private sector clients.



PRIME AE is a rapidly growing architecture and engineering firm that solves complex, real-world challenges for the communities in which we live and work. Our history as PRIME AE dates back to 2007, where we grew from solely an engineering practice with two employees to now providing full professional A/E services including architecture, CM/CI, engineering, federal, landscape architecture, master planning, transportation, and water with more than 450 employees.



Founded in 1898, The Walsh Group is a fourth-generation family-owned company providing design, build, finance, operation and activation services. We are the 15th largest contractor in the United States, operating out of 22 strategically-located regional offices across North America. Our company is united by a shared dedication to deliver exceptional customer service, while upholding the highest standards of ethics, quality and safety.



Whiting-Turner provides construction management, general contracting, design-build and integrated project delivery services on projects small and large for a diverse group of customers. We constantly strive to exceed each client's expectations through innovation, collaboration and best practices.



Discover Opportunities

Discover NAVFAC Southeast business opportunities for pre-solicitation notices, solicitations (RFPs), and awards at

<https://sam.gov>

Use the NAVFAC Southeast Unit Identification Code "**N69450**" to filter NAVFAC Southeast solicitations.

Need more information? Visit our website, follow us on social media and download our mobile app on Apple App Store and Google Play.

<https://atlantic.navfac.navy.mil/NAVFAC-Worldwide/NAVFAC-Southeast/>



Questions? Contact us at:

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