



JOINT INDUSTRY DAYS AND  
FEDERAL AGENCY FORUM

April 9 - 10, 2018  
Northbrook, IL

# Joint Industry Days and Federal Agency Forum

Supporting Small Businesses in Construction, A/E, Environmental and  
Related Trades / Services

**April 9 – 10, 2018**  
**Hilton Chicago/Northbrook, Northbrook, IL**

## AGENDA

### April 9 2018

**10:00am-11:30am** SAME Lake Michigan and Chicago Post Executive Board Meeting

**11:30am–4:30pm** REGISTRATION and BOOTH SET UP

***Sponsored by MICHELS CORPORATION***

**1:00pm – 4:30pm** ROUNDTABLE SIGN UP

**1:00pm – 4:00pm** WORKSHOPS - **with PDH credit**

**TRACK ONE** – Moderator –*Aina Vilumsons, WPI*

- **1:00pm Legal Update** – *presented by Dave Rose, Rose Consulting Law*
- **2:00pm Responding to a RFP** – *presented by Steve Blinderman, President, Blinderman Construction*

Winning government-sector projects frequently means responding successfully to the Request for Proposal, a document which can seem overwhelming in its size and scope. This session will guide you from the contractor's perspective through the steps required to respond to a Department of Defense RFP. We will review One-Step and Two-Step RFP's solicitations, Past Experience, Past Performance, building your team, preparing your technical narratives and cost proposal, and the debrief process. Real-life examples will be presented and the requirements of these two government agencies will be compared.

***3:00pm How a Federal Agency or Prime Contractor Develops their Compliance Strategy to Meet Small Business Goals - a panel discussion with Herb Miller, Senior Manager of Supplier Diversity & Business Development, Michels Corporation; Jean Thiel, President, Belonger, Corporation and David Olson, WPI***

***Mid-afternoon break – sponsored by Nagel Architects, Strata Earth Services, Blinderman Construction***

**TRACK TWO – Moderator - Melissa Meade, PE, Team Leader, Fire Protection Woolpert**



**1:00pm Defense Security Service's Targeting U.S. Technologies – presented by Abigail Madden, Counterintelligence Special Agent with the Defense Security Service in the Chicago area**

The Defense Security Service (DSS) is dedicated to protecting classified information, technologies, and cleared employees in the hands of industry. Through our partnership with industry we assess the threats targeting our most sensitive defense technologies and provide them back to industry in the form of a yearly publication titled "Targeting U.S. Technologies." DSS provides this to our cleared defense contractors in order to mitigate risk in the future, and raise awareness about current threats from our foreign adversaries. In this way we can all work together to keep America's classified information safe.

- **2:00pm BIM, LOD, and Contracts OH MY! – presented by Andrew Rider, BIM Manager, Woolpert**

In the Building Information Modeling (BIM) world, client requirements can be challenging to understand. Keeping up with terminology, new advances in software, and requirements, all while meeting project deadlines can be tricky. In this session we will take a look at BIM, contract requirements, Level of Development (LOD), and what that means for you and your team.

- **3:00pm SpecsIntact – DoD's Specification Software and Why Those <tags> Matter – presented by Christopher E. Grimm CSI, CCS, SCIP, LEED AP BD+C, President, AEC Specifications Consulting, LLC**

This program covers training for basic to advanced specification editing and document management tasks using the DoD's SpecsIntact software. Topics include: Setting up a project, toggling to avoid breaking document structure, correcting validity errors, submittal tags, document integrity reports, selecting references from URML or Supplemental Reference List, using revisions, tailoring options, publishing, behind-the-scenes file locations and much more.

**4:00pm – 6:00pm NETWORKING RECEPTION**

**DAY TWO**

**April 10 2018**

**7:30am REGISTRATION AND BOOTH SETUP**

***Sponsored by MICHELS CORPORATION***

**CONTINENTAL BREAKFAST**

***Sponsored by C&H Government***

**7:30am – 11:30am ROUNDTABLE SIGN UP**

**8:30am-9:00am**      **WELCOME by SAME Leadership, Conference Hosts, Sponsors and Exhibitors**

- *Brig. Gen. Joseph Schroedel, P.E., F.SAME, USA (Ret.) Executive Director, SAME*

**9:00am-noon**      **PROGRAM with EXHIBITOR BREAK**

**9:00am**      **US Army Corps of Engineers Panel – with USACE Rock Island and USACE Chicago – presented by Linda Sorn PE, Chief, Technical Services Division, USACE Chicago and Beth White, Deputy for Small Business, USACE Rock Island, moderated by Michelle Freimund, AECOM and Kenneth Brown, AECOM**

**9:45am**      **Emergency Response Panel - participants include Kevin Scott, Senior Project Manager, Tetra Tech, Chris Burns, Tetra Tech and Dan Capone, Mannik Smith Group, moderator TBD**

**10:20am**      ***BREAK with EXHIBITORS and SPONSORS***

***SPONSORED BY Nagel Architects, Strata Earth Services, Blinderman Construction***

**10:50am**      **Robert Scott, Regional Administrator US SBA, Region V**

**11:10am**      **Kurt Thiede, Chief of Staff, Region V, Environmental Protection Agency (EPA)**

**11:30am**      **Federal Agency Panel moderated by Jean Thiel, President, Belonger Corporation**

- NAVFAC Public Works Officer, CDR Carl Kirar
- Bob Theel, Director, Design & Construction Division (Architecture & Engineering Programs), GSA
- Claude Humphrey, Construction Contracting Officer, VA North Chicago

**12:10pm-1:15pm**      **LUNCH and AWARDS PRESENTATION**

- *Frank Grimaldi, Assistant Commissioner at City of Chicago, Department of Aviation, O'Hare Renovation Project Update*
- *Thomas Heinold, P.E., F.SAME, USA (Ret.), USACE Rock Island District, RVP Great Lakes Region*

**1:15pm-1:45pm**      **EXHIBITOR BREAK**

***SPONSORED BY Nagel Architects, Strata Earth Services, Blinderman Construction***

**1:45pm -2:30pm**      **SMALL BUSINESS ROUNDTABLE BRIEFINGS with Government Agencies, Prime Contractors and Resource providers**

***Sponsored by the Richard Group***

2:30pm-2:45pm      BREAK

*Sponsored by Nagel Architects, Strata Earth Services,  
Blinderman Construction*

2:45pm-4:00pm      ROUNDTABLE BRIEFINGS continue –  
*Sponsored by the Richard  
Group*

4:15pm                END OF PROGRAM

