

Welcome

Lakehurst Small Business Roundtable (LKE-SBR)

July General Meeting

Topic: *Winning Proposals*

Guest Speakers from:

NAWCAD Lakehurst Program Management Department

NAWCAD Lakehurst Contracts Department

JMR Program Management LLC

Account Vison LLC

Tuesday, July 17, 2018

Agenda

9:30 a.m. - 10:00 a.m.	Sign-in, Free-Form Meet and Greet
10:00 a.m. - 10:15 a.m.	Welcome and Opening Remarks
10:15 a.m. - 11:00 a.m.	Keynote Address Gerry Mollo Department Head, Program Management Department, NAWCAD Lakehurst
11:00 a.m. - 12:30 p.m.	Technical Proposal Writing Mike Rolecki , Owner, JMR Program Management LLC Michele Robert , Executive Advisor, JMR Program Management LLC
12:00 a.m. - 12:15 p.m.	Lunch Break
1:00 p.m. - 2:00 p.m.	Cost Proposals from Government and Industry Perspective Vinnie F. Cervellieri , Audit Function & Contract Specialist, NAWCAD, Lakehurst Jatinder Singh, CPA, CGMA , Global Connect USA Inc.
2:00 p.m. - 2:45 p.m.	Panel Discussion: Lessons from NAVAIR Contracting Moderator: Dawn Chartier , Deputy Director, OSBP, NAWCAD Lakehurst Cindy Scheper , Supervisory Contracting Officer, NAWCAD Lakehurst Christine Sager , Supervisory Contracting Officer, NAWCAD Lakehurst Patrick Smith , Supervisory Contracting Officer, NAWCAD Lakehurst
2:45 p.m. - 3:00 p.m.	Closing Remarks
3:00 p.m. - 3:30 p.m.	Networking

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NDI Engineering Company

**Lunch
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Bullston

Closing Remarks

- ▶ Presentations will be posted on www.harrykahn.com/lke-sbr/
 - ▶ Look for www.LKESBR.org coming soon!!!
- ▶ Next General Meeting - October 2018 Annual Industry Day
 - ▶ Date - October (*date not set yet*)
 - ▶ Location - Mancini Hall at the Toms River Branch of the Ocean County Library

Biography



Gerry Mollo

Department Head, Program Management Department NAWCAD 1.3
and
Lakehurst Site Lead, Program Management NAWCAD1.0
Naval Air Warfare Center Aircraft Division Lakehurst, NJ

Gerry, originally from Long Island, New York, graduated from Manhattan College in 1982 with a Bachelor degree in Mechanical Engineering. He proceeded to work as an intern during college and upon graduation as an engineer in both design and stress analysis for approximately 8 years at Grumman and Fairchild on the A-10 and F-14D program in air vehicle engineering, and later as the lead aircraft structures engineer for the 747 program at Pan American World Airways.

In 1989, Gerry joined Navair as the E-2 and then EA-6B SE Engineering/Acquisition Manager in 4.8, and eventually led the A-6 & EA-6B programs as the 1.0 SE IPTL, (aka SEPO). From 1998–2000, Gerry was the JSF Joint Services SE IPTL leading a diverse group of engineers and logisticians from the Navy, Air Force and UK. Of significance was the effort Gerry led associated with developing the Joint ORD for the JSF Program. Gerry also served as a Supervisor in 2000-2001 leading a 4.8 engineering branch and as a Deputy Branch Chief at CECOM.

In 2002, Gerry was selected as the AD1.0 Operations Manager. In this position, Gerry led policy implementation, advanced training opportunities for IPTLs, workforce planning, workload planning, budgeting and effectively running the day-to-day operations and needs for the AD1.0 competency at both Pax & Lke.

In 2006, Gerry was selected as the AD1.3 Dept Head / AD1.0 Site Lead for NAWCAD 1.0 Lakehurst. In this capacity Gerry manages, plans, develops and leads the entire AD1.0 IPTL workforce comprised of approximately 95 GS/STRL employees and 50 CSS employees in support of PMAs across AIR1.0, PEO(T), PEO(A), PEO(U&W) and JSF in fulfillment of the AD1.0 mission to “Provide High Quality IPTLs to Programs”. Due to the geographic distance from HQ/Program Offices, Gerry’s role is enhanced as the local lead to the IPTLs at Lakehurst ensuring a highly efficient and effective IPTL workforce to the satisfaction of sponsors along with managing cross-competency issues and initiatives. Additionally, Gerry is an active member of the following NAWCAD leadership teams: Investment Working Group (IWG) responsible for the Capital Investment Program (CIP) for NAWCAD with an annual budget of approximately \$24 million; NAWCAD Workforce Team (WT) responsible for workforce planning, revitalization and various workforce initiatives; STRL AD Pay Pool Panel & TSD Reconsideration Official; and the Lakehurst Executive Leadership Council (ELC), responsible for the coordination, management & leadership of the Lakehurst cross competency organization.

Gerry holds an MBA from Monmouth University, a Master’s Certificate in Project Management from George Washington University, graduate of the NAVAIR Senior Executive Management Development Program (SEMDP), a Professional Engineer (PE) in NY & NJ, and graduate of the Stanford University Advanced Project Management program as a Stanford Certified Project Manager (SCPM). Also, Gerry is a member of the Academic Advisory Council to the Red Bank Regional HS Academy of Engineering. Gerry has been awarded several Letters/Certificates of Appreciation from various Program Offices, DAU, 2005 BRAC Leadership, and the Base CO. Gerry was awarded the NAWCAD Commander’s Award for his leadership in Navy ERP.

Gerry is married to Cindy, a Contracts Specialist, and they reside in Interlaken, NJ. They have two children: Gerry, 24, who graduated from Virginia Tech in 2016 and is currently a commercial lending credit analyst at Two River Bank, and Kimberly, 28, head editor of a national trade magazine.

July 2018

Biography



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Mike Rolecki, Owner

Mike Rolecki established JMR Program Management (JMRPM) LLC in 2014. As owner of JMRPM, a small business located in Southeastern Pennsylvania. Mike applies Program Management and System Engineering practices to help businesses propose and initiate successful programs, guide programs to a successful life cycle, and help struggling programs optimize their performance. Mike will help his customers develop program processes and initiate a continuous process improvement environment.

Prior to initiating JMRPM, Mike was Director of the V-22 CAT 1A program at The Boeing Company, where he led a team of 1100 people to execute a \$1.3B / annual aircraft development and production program. He managed all program profit and loss, execution and integration of engineering changes into the production line, production performance, supplier management, and integration of supportability products. During his tenure as V-22 Program manager, Mike and his team reduced basic factory labor hours by approximately 20%. In addition to his V-22 program duties, Mike was responsible for training program managers, and applying common processes and tools across the Philadelphia site.

Mike has an extensive engineering background and was V-22 Director of Engineering. He led cross- functional Integrated Product Teams (IPTs) and was responsible for technical execution of all hardware and software changes to the V-22 aircraft structure and integrated systems. As V-22 avionics program manager, he was responsible for aircraft hardware/software integration, including avionics supplier hardware development.

Mike has a Bachelor's Degree in Aerospace Engineering from The University of Michigan and a Master's Degree in Business and Finance Management from Villanova University.

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Michele Robert, Executive Advisor

Michele Robert is an Executive Advisor at JMR Program Management LLC. Michele effectively uses strategic thinking and integrated program management skills to mitigate risk, reduce cost and enhance customer satisfaction. She is highly proficient in integrated planning and ensures traceability between cost, schedule, technical and quality requirements. Michele developed several Program Management training module that are being presented, sponsored several Small Business Administration's, Procurement Technical Assistance Centers and the National Defense Industrial Association. These courses are designed to grow capabilities of businesses that are pursuing contracts within the government sector.

Michele is an experienced Program Manager who has managed CAT 1A development programs for The Boeing Company, including Foreign Military Sales (FMS). She led multi-functional teams to obtain first time quality and exceptional financial results on multi-million dollar development, production and logistics support programs.

Michele has also administered major development contracts to the government and has managed major development subcontracts for aircraft products. Michele is a Certified Contracts Specialist in government contracting with over 29 years of experience working with the Department of Defense, including Air Force, Army, Navy and Special Operation Command (SOCOM).

Michele has a dual Bachelor's Degree in Business Management and Business Law from Ohio University, and a Master's Degree in Government Contracting from George Washington University. She is a member of the National Defense Industry Association (NDIA) and Women in Defense (WID).

Biography



ACCOUNT VISION LLC

Accountants And Business Advisors



Jatinder Singh
CPA, CGMA
(p) 856-383-1446
(e) jatindercpa@gmail.com

Education

- Bachelor of Science, Drexel University
- Certified Global Management Accountant (CGMA)
- Certified Public Accountant (CPA)

Jatinder Singh, CPA, CGMA

Jatinder has over 15 years of public accounting experience. She runs her own small public accounting practice. She served in a leadership role with the New Jersey society of CPAs as the President of New Jersey Society of CPAs for South Jersey. She was on the Board for 8 years with the New Jersey Society of CPAs and has helped deliver meaningful seminars and increased the members for the chapter as well under her leadership. She also does public speaking for various colleges as a mentor to the accounting students. Jatinder works with a broad range of clients, including Law firms, Retail, Manufacturing, Federal Government Contractors, Non-Profit Organizations and many startups. She also works with the State Government Liaisons to develop meaningful business connections. She works with U.S. Department of Commerce to help bring Foreign direct Investment into the United States and create jobs. She works with Federal Contractors with Department of Defense contracts to keep them in compliance with DCAA (Defense Contract Audit Agency).

- Providing financial and tax planning strategies to maximize savings to clients.
- Help establish DCAA (FAR) compliant accounting systems
- Help Establish Rate structures for Cost Proposals
- Write Cost Proposals for Government Contractors
- Help Prepare Incurred Cost submissions
- Grant Compliance and reporting for Non-Profits
- Review and filing of Financial and Tax Compliance
- Corporate and Individual Tax filings and entity setups
- Startup strategy consulting for Small businesses looking to work with the Federal/state Governments
- Planning and Implementing Networking events for clients to help grow their businesses.
- Helping Arrange bank financing through banking connections
- Developing marketing strategies
- Providing Leadership to clients to facilitate growth by providing CFO Services for small businesses

Affiliations

- American Institute of Certified Public Accountants
- South Dakota Board of Accountancy
- New Jersey Board of Accountancy
- New Jersey Society of CPAs (President South Jersey)

Awards/Recognition/Boards

- Women of Note 2016 – New Jersey Society of CPAs
- Trustee, Food Bank of South Jersey
- Member, Women In Defense Delaware Chapter

Biography

Vinnie Cervellieri, Contract Specialist – Audit Support
NAVAIR, NAWCAD, Lakehurst, Contracts Department

Mr. Cervellieri currently serves as a Contract Specialist in the Audit Support function for NAVAIR, NAWCAD, Lakehurst Contracts Department since 2014. He is responsible for providing the Contracts Department with audit support in terms of on-the-spot personal consultation and advice in connection with the analysis of various types of contractor cost representations and other related procurement/financial matters. He also provides training on indirect rate analysis for Contracting Officers and Contract Specialists in the department.

Mr. Cervellieri's professional background includes over thirty-five years of federal contracting experience in pre award/post award contract procurement matters including the interpretation and application of the cost accounting standards (CAS) and selected areas of the Federal Acquisition Regulations (FAR) and various supplements; along with significant experience in preparing and evaluating cost proposals, cost principles, company-wide indirect rate structures, forward pricing rate proposals and accounting/billing/estimating systems. He has demonstrated significant expertise in the development and implementation of systems and business strategies that resulted in maximized cost recovery and enhanced profitability for various types and sizes of federal contracting business entities.

Prior to his return to federal civil service Mr. Cervellieri served as Vice President of Finance and Administration and was one of three equity owners of a Toms River, New Jersey based defense contractor employing sixty-five professionals that provided engineering and other support services to NAVAIR, NAWCAD, Navy-Lakehurst for thirteen years. Earlier defense industry experience was acquired as the in-house corporate consultant for all government contract accounting and procurement matters for more than fifty different corporate divisions and subsidiaries performing on federal government contracts throughout the world. Additional corporate positions included (i) Associate Director of Internal Audit and Federal Contract Audit where he also performed corporate investigations into federal contract procurement matters while reporting direct to the General Counsel and the Audit Committee of the Board of Directors at Imo Industries, Inc. a Fortune 500 Company engaged in the night vision segment of the defense industry, (ii) Manager of Government Accounting at the Ingersoll-Rand Company and (iii) Manager of Government Contract Audit at AlliedSignal Corporation. Extensive federal government contract audit experience was acquired while employed with the Defense Contract Audit Agency (DCAA) at the Regional Office, Branch Office and Sub Office levels. He also operated his own accounting and tax practice before entering the federal procurement field.

Mr. Cervellieri has been enrolled in the Doctor of Business Administration (DBA) Program since early 2017, with a planned emphasis in federal contract accounting and small business procurement matters, at Felician University in Rutherford, New Jersey. He earned an MBA degree from Auburn University (2012), an MS degree in Contract & Acquisition Management from Florida Institute of Technology (1994), a BS degree in Accounting from Saint Peter's College (1982); while also earning the professional designation of Certified Fraud Examiner (1996) and Level II certification in Contracting (2015). He is a member of the National Contract Management Association, National Defense Industrial Association, American Accounting Association, American Bar Association-Procurement Section, and the Association of Certified Fraud Examiners.

Mr. Cervellieri served aboard the USS Power, DD839 and at various other U.S. Navy duty stations. Upon completion of his five-year active duty tour, he was honorably discharged in 1979. He is a service-connected disabled veteran.

Biography

Dawn Chartier



**Deputy Director
Office of Small Business Programs
Naval Air Systems Command
Naval Air Warfare Center Aircraft Division Lakehurst**

Ms. Chartier currently has served as the Deputy Director for the Naval Air Systems Command (NAVAIR), Naval Air Warfare Center Aircraft Division (NAWCAD) Lakehurst Office of Small Business Programs (OSBP) since 2004. She is responsible for ensuring NAWCAD Lakehurst is in compliance with the various laws and regulations governing the Small Business Program. She also advises the NAWCAD Lakehurst Acquisition Community of new or changing public laws and political interests that affect NAWCAD Lakehurst's Small Business Program. Ms. Chartier also serves as the New Jersey State Representative for the Department of Defense Mid-Atlantic Regional Council.

Prior to joining the NAWCAD Lakehurst OSBP, Ms. Chartier served as a Contract Specialist in the NAWCAD Lakehurst Contracts Department. She supported various programs as a Contract Specialist, including serving as the Lead Contract Specialist for the PMA260, Consolidated Automated Support System Program.

Ms. Chartier has over 35 years of federal service and is a member of the Defense Acquisition Corps and is Level III certified in Contracting. She graduated Magna Cum Laude from Georgian Court University, receiving her undergraduate degree (BS) in Business Administration.

While serving as the OSBP Deputy Director, Ms. Chartier and the NAWCAD Lakehurst Small Business Program have received numerous awards including: two from the Center for Veterans Enterprise for awards made to Service Disabled Veteran Owned Small Businesses, the Department of Defense's Golden Talon Award and the Department of the Navy Achievement Awards for exceeding all the statutory small business and socio economic targets. They have also received the Department of Navy's Sarkis Tatigian Award for consistently awarding a significant portion of their contract dollars to small businesses. In addition, Ms. Chartier has also been awarded the Department of Navy's Small Business Specialist of the Year Award and was a member of the NAVAIR Office of Small Business Programs Team that received the Department of the Navy's Small Business Team Award.

Lakehurst Small Business Roundtable

- ▶ LKE-SBR is a forum for government and industry to collaborate in order to:
 - ▶ Enhance small business participation in Naval Aviation contracts
 - ▶ Address small business issues and concerns
- ▶ LKE-SBR
 - ▶ Small Businesses working in collaboration with NAWCAD, Lakehurst Office of Small Business Programs (OSBP)
 - ▶ Draws on expertise of its members, the Government and industry experts to address small business concerns and to provide training and advice as it seeks to strengthen and expand the small business base supporting Naval Aviation
 - ▶ Self-governed organization of independent Small Business companies - not a Government-run organization
 - ▶ Not a marketing event/group, but rather an open forum designed to foster a stronger Small Business support community

Better Communication - Better Understanding - Better Collaboration

Lakehurst Small Business Roundtable Executive Steering Committee

- ▶ Brad Mead (Chair) - NDI Engineering Company
- ▶ Sheila Harris-Adams (Co-Chair) - Visionary Business Solutions, LLC.
- ▶ Margot Margle (Secretary) - Sabre Systems, Inc.
- ▶ Dawn Chartier - NAVAIR Lakehurst
- ▶ Kristen Amato, MTG Services
- ▶ Bob Bauder - Navmar
- ▶ Ed Eichen - The Oak Group
- ▶ Gordon Frank - Envision Innovative Solutions, Inc.
- ▶ Chris Gilberti - United Support Solutions-LMT, Inc.
- ▶ Kristi Hutchings - Sabre System, Inc.
- ▶ Raul Mercado - NJIT PTAC
- ▶ Pushpa Merchant - EPS Corp.
- ▶ Will Mumma - Harry Kahn Associates, Inc.
- ▶ Sherry Rose - NJIT PTAC