

# AGENDA



OCTOBER 27, 2022 | 7:30 AM - 4:00 PM CDT

7:30 - 8:00 AM

**Registration / Networking / Continental Breakfast**

8:00 - 8:50 AM

**Opening Remarks (101 BCDE)**

*Speaker:* Jasmine Quattlebaum, Music City Center

**What's Your Forecast**

*Speakers:* Layton Representative; Suzannah Gills, Turner Construction; Alisha Wix, Skanska

*Moderator:* Karen Barbour, The Barbour Group LLC

9:00 - 9:45 AM

**101: Bonding (103A)**

*Speaker:* Chris Smith, Anderson & Catania

**201: First Impressions Capability Statement (103B)**

*Speakers:* Paul Buerkle, Tennessee Valley Authority

9:45 - 9:55 AM

**COFFEE BREAK**

9:55 - 10:55 AM

**101: Construction Safety in the Eyes of the US Army Corps (103A)**

*Speaker:* Paul Burress, US Army Corps of Engineers

*Moderator:* Bryan Lane, University of Tennessee Center for Industrial Services

**201: Advanced Project Management (103B)**

*Speakers:* Rob Myer, Hensel Phelps

**301: How the Infrastructure Investment & Jobs Act Affects Your Construction Firm (103C)**

*Speakers:* Todd R. Overman, Bass Berry & Sims PLC

9:55 - 11:25 AM

**How to Really Win Federal Construction Contracts (101A)**

*Speaker:* Carroll Bernard, Govology

# AGENDA



OCTOBER 27, 2022 | 7:30 AM - 4:00 PM CDT

10:55 - 11:00 AM

## BREAK

11:00 AM - NOON

### 101: Proposal Writing 101 (103A)

*Speaker:* Jasmine Quattlebaum, Music City Center

### 201: Leveraging Technology in Construction (103B)

*Speaker:* Gary Chapman, Turner Construction

### 301: Growing & Leveraging Capital (103C)

*Speakers:* Pedro Bryant, Republic Bank; Michael Jones, Truist; Thomas Sheffield, Pathway Lending

*Moderator:* Jerius Oliver, First Citizens

12:15 - 1:45 PM

## Lunch Session: Pivoting from Commercial to Government Construction Contracting (101 BCDE)

*Opening Remarks:* Paul Buerkle, Tennessee Valley Authority

*Speakers:* Jennifer Ransom, The Ransomed Group, Inc.; Terrell Richards, W&T Corporation; Cliff Steger, CDSCInc

*Moderator:* Reggie Polk, Polk & Associates

2:00 - 4:00 PM

## MEET THE BUYERS (102A-B)

- State of Tennessee
- Tennessee Valley Authority
- Layton Construction
- Turner Construction
- Metro Nashville Davidson County
- US Army Corps of Engineers
- GoDBE
- Metro Housing
- Veterans Administration
- TDOT
- MICC Fort Campbell
- Y-12
- University of Tennessee
- Skanska
- Hensel Phelps
- UCOR
- Garney

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### PRESENTING



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# SPEAKERS



*Please note that at the discretion of the Conference Committee all speaker bios have been abbreviated.*



**Jasmine Quattlebaum, Music City Center**

Jasmine Quattlebaum, the Director of Purchasing/Diversified Business Enterprise for the Convention Center Authority of Nashville and Davidson County, has built a career on her strong financial management and strategic planning skills, serving in non-profit, private sector, and government organizations. In her role, she ensures Nashville's diversity is reflected in every aspect of the Convention Center Authority and Music City Center's business. Her role requires her to not only advise management on procurement policies and review proposals of qualified DBE businesses, but also to administer all procurement and inventory policies for the MCC.



**Suzannah Gills, Turner Construction**

Over the past 12 years, Suzannah Gills has worked her way through multiple roles within Turner Construction's Nashville office, and currently serves as Business Development Manager. A civil engineering graduate from Vanderbilt University, she began her Turner tenure as an intern, then was hired on full time, holding the titles of engineer, business development engineer, project manager, senior project manager, and now, business development manager.



**Karen Barbour, The Barbour Group, LLC**

Karen Barbour started her surety career in 1987 and in 2002, she founded The Barbour Group, LLC, now a nationally licensed surety brokerage firm focused on construction bonding and advocacy efforts for small businesses with offices in Maryland and Tennessee. TBG is as a certified DBE, WBE, WOSB and WBENC firm. Karen's advocacy began as early as 1997 when she achieved a Federal Acquisition Regulation change permitting annual bond forms to be used on Multiple Award Task Order Contracts and Indefinite Quantity Contracts instead of one bond for five years to allow small and minority 8(a) firms to be capable of bonding such projects. Also at the federal level, she initiated and successfully lobbied U.S. Sen. Cardin to

sponsor an amendment to the Stimulus Bill (2008) that increased the SBA Office of Surety Bond Guarantees' ability to support larger projects up to \$10 million. This led her to win the US SBA Small Business Person of the Year (MD) 2008. She was specifically asked to testify in person before the Judiciary Committee of the U.S. House of Representatives as an expert in bonding and construction financing matters. At the state level (MD) she also led the charge to alter many antiquated laws to benefit small and minority construction firms such as changing the lien laws, and prompt payment and retention laws to ensure that subcontractors get paid timely for work performed. She was instrumental in the passage of the Subcontractors Equal Access to Bonding Act (2013) and the Change Order Fairness Act, (2016) (Maryland). Karen served on government task forces such as the Co-Chair of the Governor's Commission for Small Business (O'Malley) and recently appointed to the U.S. SBA National SBDC Advisory Board, MAA (BWI) Small & Minority Business Advisory Council and serves as Vice Chair for AMAC's Government Affairs Committee. She serves on national construction boards and founded (2016) the Alliance for Hispanic Commercial Contractors, a training and educational platform focusing on procurement issues in construction to enable sustainable growth for Hispanic commercial contractors. It is supported by Whiting-Turner Contracting Company, Chesapeake Employers Insurance Company, M&T Bank, Stanley, Black & Decker, and Maryland Department of Transportation. She continues to manage an exclusive program with Hensel Phelps Construction Co, a program that bonds small and minority firms that otherwise cannot secure a bond. To-date, the program has bonded over \$150 million in subcontracts with no losses. Karen continues to publish articles on her industry. Most recently American DBE Magazine published, "Understanding the Impact of 100% Performance and Payment Bonds and Surety Premium" and "The Impact of COVID-19 on Construction."



**Chris Smith, Anderson & Catania**

Chris has been advising contractors on surety bonds since 2005. He plays an integral role as an external growth advisor and sounding board for surety bond decisions. Chris has a track record of producing breakthrough surety bond approvals when other agents simply could not see or could not produce the desired result. Chris works cooperatively with attorneys, accountants, and bankers to expedite problem-solving for his clients. Chris is most proud of the fact that his surety expertise has unlocked nearly \$1 billion in new business opportunities, generating profits that resulted in several dozen entrepreneurs becoming first-generation millionaires.



**Paul Buerkle, Tennessee Valley Authority**

Paul is currently a Sr. Program Manager for Supplier Diversity for the Tennessee Valley Authority (TVA). His current and past TVA roles encompassed leading classroom training sessions, presenting at conferences and summits, editing contracts with several key suppliers, developing formal procurement programs, implementing strategic sourcing approaches and delivering cost saving methods. Paul has been successful in delivering cost savings in excess of 7% of total managed spend in 2015 and over 11% in 2016. His responsibilities include promoting inclusion of small, diverse (as defined by the US Small Business Administration) and Valley based businesses.



### **Carroll Bernard, Govology.com**

Carroll Bernard is the CEO & Co-Founder of Govology.com. With an extensive background in government contracting, Carroll started his acquisition career in the U.S. Navy Supply Corps, where he provided logistic support and acquisition management while serving as a Supply Officer in the U.S. Navy. After leaving active duty, Carroll continued his acquisition career at the City of Vancouver, Washington's Procurement Services Department. There he provided cradle-to-grave acquisition and contract management in Construction Services. He also served as a Contract Specialist with the Department of Veterans Affairs Construction Team in Vancouver, WA. Carroll's last stop as a federal employee was at the U.S. Small Business

Administration, where he served as a Business Development Specialist for 8(a) companies in the Business Development Program. He also served as the SBA Portland District's Veteran Business Development Officer and Primary Hubzone Liaison. Through his duties at the SBA, Carroll became a subject matter expert in Small Business Programs, Federal Certifications, Mentor Protégé Programs, Teaming, and Small Business Contracting with Federal Agencies.



### **Paul Burrell, US Army Corps of Engineers Nashville District**

Paul Burrell is the Chief of the Safety & Occupational Health Office for the Nashville District of the U.S. Army Corps of Engineers. He leads a team of five professionals in providing services to about 750 federal employees located throughout the Cumberland River Basin. He also coordinates with and advises four other safety specialists that work within the district to directly support the Engineering & Construction and Operations Divisions. The area served includes 49 project sites and field offices spread over 59,000 square miles in Tennessee, Kentucky, and Alabama. Paul has current board certifications in Health Physics, Safety, and Industrial Hygiene. He also possesses professional licensure and certification in Hearing

Conservation, as an Asbestos Inspector, and Radon Measurement Professional (NRPP). He has previous board certifications in Public Health, Hyperbaric and Diving Medicine Technology and was licensed as an Emergency Medical Technician in Florida. He has been very active in the safety field for almost 40 years, attending or teaching refresher courses for the more common safety subjects such as OSHA 30-hour Construction and 40-hour HAZWOPER to support routine and emergency needs.



### **Bryan Lane, University of Tennessee Center for Industrial Services**

Bryan Lane is the Program Coordinator for the Southeastern OSHA Training Institute Education Center and a safety consultant and trainer for the University of Tennessee Center for Industrial Services. He has more than thirty years of industrial and consulting experience. His varied background includes Safety, Quality Assurance, and Lean Manufacturing. As program coordinator for the Southeastern OTI Ed Center, Mr. Lane conducts OSHA general industry standards training and train-the-trainer courses for outreach trainers from around the country. As a consultant for the University of Tennessee, Mr. Lane develops and delivers safety training (including the OSHA 10 and 30 hour courses for general industry and

construction), has written video scripts for the Tennessee OSHA safety video series and provides on-site consulting with companies around the state, conducting safety audits and helping companies develop OSHA-compliant safety programs. Mr. Lane brings real-world experience to his work and his passion to help others is obvious.



**Robert Myer, Hensel Phelps**

Mr. Myer serves as Hensel Phelps' Management Representative who responds to all day-to-day requirements and concerns of the client. He has an extensive 18 year career experience in developing and monitoring project master schedules, estimating, job cost reports, and establishing and implementing effective communication procedures for all team components. He has worked closely with a variety of corporate clients on a wide range of project types under various contracting methods including design-build, CM/GC, and fixed price. Recognized in the industry for his ability to isolate and resolve various design and compliance issues early in a project's evolution, his aptitude and expertise are evidenced in the many successful projects with which he has been involved.



**Todd R. Overman, Bass Berry & Sims PLC**

Ranked by Chambers, the IFLR1000 and The Legal 500 for his government contracts experience, Todd Overman has established himself as a leading government contracts practitioner. Todd is Managing Partner of the firm's Washington, D.C. office and chair of the Government Contracts Practice Group, and has over two decades of experience advising companies in meeting the demanding and ever-changing regulatory environment of contracting with the federal government. Todd's practice includes a combination of regulatory and compliance advice, transactional issues, and litigation and dispute resolution. Todd also has extensive experience counseling clients on SBA's size and affiliation rules, as well as helping companies obtain assistance through the SBA's All Small Mentor Protégé Program, Small Business Innovation Research (SBIR), 8(a) Business Development, Women-Owned Small Business (WOSB), HUBZone, and Service Disabled Veteran Owned (SDVO) programs.



**Gary Chapman, Turner Mid-South Region**

As Virtual Design and Construction (VDC) Manager, Gary leads and directs the day-to-day management of how technology is integrated into our business and is responsible for building the overall project digitally, first. His role includes working in conjunction with preconstruction, operations, and management staff to plan which VDC/BIM tools and processes will be leveraged on each job based on unique constraints and challenges, to help ensure proper resource allocation. Gary has been with Turner for four years, and in the construction industry for 13.



### **Pedro Bryant, Republic Bank**

Pedro is a career banker. He joined Republic Bank in July 2020 and his first assignment was to develop and launch a community loan fund to support small businesses, promote business development to help create jobs and economic opportunities in communities impacted by inequity and inadequate access to capital. He also has oversight of the Bank's SBA Lending Division. Prior to joining Republic Bank, Pedro served as President and CEO of Metro Bank in Louisville. Pedro is recognized as an exceptional leader in the community. Prior to coming to Louisville in 2002 he served as President and CEO of American State Bank in Tulsa, Oklahoma. Pedro has also served in management and leadership positions with banks in South Carolina

and Georgia where he began his career in his hometown of Hinesville. Pedro earned a Bachelor of Science degree in Business Management from Morris Brown College and an MBA from Georgia Southern University. He is also a graduate of the Stonier Graduate School of Banking.



### **Michael Jones, Truist**

Michael Jones is a native of Nashville where he attended Father Ryan High school and is a Graduate of Tennessee State University where he received his B.A in Business Administration and Management. After spending 16 years in the Chicago area as a Business and Commercial banker Michael and his family decided to move back to Nashville to continue his banking career where he has worked in Private Banking and Wealth Management with US BANK and is now the Senior Vice President of Commercial Banking with Truist Bank.



### **Jerius Oliver Sr. First Citizens**

Jerius Oliver Sr. was born in Champaign, IL and moved to Nashville TN at the age of 13. He graduated McGavock High School in May of 1997 and began working at Nations Bank (now Bank of America) in December of that same year. Jerius has worked in Operations, Retail Banking, Management, and most recently Business Banking over the span of his 22+ years in the banking industry. Currently Jerius works at First Citizens Bank where his official title is Vice President/Financial Sales Manager. He works direct and exclusively with business clients on general banking, treasury management, and lending products to help them reach the short and long term goals for their business. First Citizens provides more than basic business

services. We also work hard to provide you the financial advice and guidance to help your company reach your growth expectations. We provide the resources, expertise, and services of a big bank while giving you the one-on-one experience you'd expect from a smaller bank. We have been delivering on our promise to our clients since our doors opened back in 1898 in Raleigh NC. Jerius received his bachelor's degree in Business with a concentration in Finance from The University of Phoenix in 2014.



### **Thomas Sheffield, Pathway Lending**

Thomas Sheffield, Director of the Nashville Opportunity Fund at Pathway Lending, has worked in financial services for over 10 years. During this time, he worked in advising first-time home buyers and clients with budgeting and credit issues and developed expertise in asset allocation, investment strategy, sales, and risk management. Thomas joins Pathway's dynamic team of experienced lenders across the state of Tennessee and is committed to helping Davidson County small business owners access funding through the Nashville Small Business Recovery Fund to grow their businesses.



### **Hebert Brown, Turner Mid-South**

Originally from Memphis, Tennessee, Hebert received his bachelor's degree from the University of Tennessee – Knoxville in Political Science with a concentration in Public Administration. After completing his undergraduate degree, he went on to receive his master's in Public Administration from Tennessee State University. Hebert has held positions with the Robert Wood Johnson Foundation Center for Health Policy at Meharry Medical College, the Tennessee Higher Education Commission, and the Nashville Area Chamber of Commerce. He has more than 12 years of experience in successfully developing and managing initiatives that improve lives through active collaboration with employees,

stakeholders, disadvantaged businesses, nonprofit organizations, and the community. Currently, he is the Community & Citizenship Director for Turner Construction. As Director, he helps support, align, and communicate strategic priorities relative to economic impact for underrepresented business enterprises in the construction industry. In addition to economic development, he is also responsible for leading workforce development and community outreach/engagement.



### **Terrell Richards, W&T Corporation**

Terrell primarily serves as a Sr. Project Manager for Construction Management to ensure proper personnel and equipment are utilized, technical specifications and safety protocols are followed, and oversee Quality Control and Quality Assurance standards are met. He is dedicated to ensuring that all Public Engagement represents SARP10 and W&T in the best manner possible. His role as Co-President extends his duties and responsibilities across the project to no end. He looks for ways to be embedded in the project at every level and typically is on site working with crews on any active project site and is available as needed at a moment's notice.



### **Jennifer Ransom, The Ransomed Group**

As President of The Ransomed Group, Inc., Jennifer has been in the building industry for most of her life. A second-generation General Contractor, Jennifer grew up on construction sites in Boulder, Colorado alongside her father who was a custom home builder. After moving to Memphis, Jennifer started The Ransomed Group, a Commercial & Industrial General Contracting firm where she uses her keen eye for design, astute project management skills and perceptive attention to detail to offer clients a unique and comprehensive construction services product. The Ransomed Group specializes in Commercial & Industrial remodeling as well as Commercial, Residential, Healthcare, Office, Education & Hospitality Interior Design.

Recent projects include the Magnolia Elementary Renovation, Gold Strike Casino Renovation, Renasant Convention Center Renovation, Memphis Shelby County Airport Authority Baggage Services Renovation, The Commercial Appeal COVID Alternate Care Facility BuildOut, The Center for Oral & Maxillofacial Surgery Build-Out, Union Depot, among many others.



### **Reggie Polk, Polk and Associates**

Reggie Polk is the Founder and CEO of Polk & Associates Construction Inc., a full-service construction firm specializing in Construction Management, General Contracting, Civil Construction, and Facilities Maintenance. They are a leading provider of Construction Services throughout the Southeast and Midwest. Reggie leads a team of construction professionals who are well versed in estimating, construction management, facilities operations, design-build, and construction processes, which enables them to provide services beyond the scope of a typical general contractor. In addition to Middle Tennessee, the firm provides construction services in Texas, Arkansas, Missouri, Alabama, Illinois, Virginia, Louisiana, and Georgia.



### **Cliff Steger, CD Steger Construction, Inc.**

Cliff Steger, founder, president and CEO of CD Steger Construction, Inc., a prime contractor for smaller commercial and industrial construction projects. Cliff has a Bachelor of Science degree in Civil Engineering from Tennessee State University and Master of Business Management (MBA) degree from Pepperdine University. He has over 30 years of construction experience both stateside and overseas. He was the Director of Construction for a multimillion-dollar Foreign Military Sales Program for infrastructure development at military installations throughout the Kingdom of Saudi Arabia. He has experienced the need for quality construction from both the owner's point of view as a construction manager as well as

the owner of a construction company. Cliff has over 10 years' experience with the State of Tennessee in their construction management program. For the past 15 years he has owned and operated his own company performing commercial and government projects ranging from \$150,000 to \$1,5 million dollars.