



Industry CONNECTIONS

Quarterly Newsletter

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A MESSAGE FROM THE DLA ENERGY COMMANDER

As fall ushers in a season of reflection and preparation, I want to extend my sincere appreciation to our industry partners for your continued professionalism, innovation, and steadfast commitment to the mission. Your collective expertise and dedication remain essential to the success of DLA Energy and to the strength of our national defense.

Across every area of operation—whether sustaining reliable fuel logistics in complex environments or enhancing energy resilience at our installations—your contributions ensure that our warfighters and federal partners receive the energy support they need to accomplish their missions around the globe.

As we look toward the months ahead, we reaffirm our commitment to collaboration, transparency, and continuous improvement. The insights and responsiveness of our partners are critical to ensuring the agility, efficiency, and security of our nation's energy supply chain. Together, we are strengthening readiness and advancing shared national priorities through steadfast partnership and operational excellence.

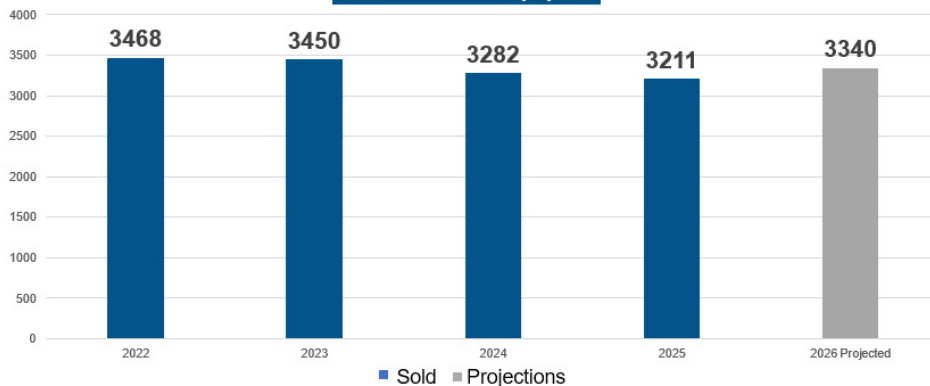
Thank you for your ongoing partnership and dedication. We look forward to continuing our close collaboration and to delivering energy solutions that sustain the mission, empower innovation, and safeguard our nation's security.



George E. Bresnihan
Rear Admiral, USN
Commander, DLA Energy

LET'S TALK DEMAND PLANNING

Net Sales of Petroleum
US Gallons (M)



On November 17, 2025, the Defense Logistics Agency Director held the DLA Demand Forecast Industry Association Leadership Meeting.

DLA Energy's net sales of petroleum products remain closely tied to global operations and world events. DLA Energy's net sales of petroleum products are largely driven by world events. Beginning in 2022 we saw a roughly 5% decrease in demand which was attributed to decreased military operations in the Middle East, largely driven by the withdrawal from Afghanistan. The Air Force continues to set an annual goal to reduce aviation fuel consumption by 1% annually. This began in FY22.

These patterns have largely plateaued through FY24 & FY25 with a marginal decrease in overall petroleum sales of 1%. Despite the Army demand declining by 1% and 3% decline in sales to Federal Civilian Agencies.

For FY26, in coordination with the Services, we are projecting an overall 5% increase in petroleum net sales. The Army projects the largest increase in demand - roughly 12% over what was projected for FY25.

ABOUT US: THE 2024 DLA ENERGY FACT BOOK



The DLA Energy Fact Book is an organizational overview of the agency with a snapshot of the facts, figures and financial information from fiscal year 2024.

<https://www.dla.mil/Energy/About/Library/>

Welcome to the Team

We are thrilled to welcome Samantha Molczan as our new Chief of Supplier Relations!



Samantha (Sam) joined the DLA Energy team in 2010 through the Student Career Experience Program in the Acquisition Policy and Oversight Division. She went on to become a Pathways Intern in the Utility Services Division where she climbed the ranks to a Contracting Officer and Branch Chief. She also spent time in the Commanders Action Group (2023), the Regional Synchronization Operations Center at DLA Europe & Africa (2024), and most recently - the Futures, Integration and Posture Division (2025).

Lunch & Learn Success

On October 29, 2025, DLA Energy conducted its Quarterly Lunch and Learn with Industry. The session was entitled "Let's Talk Forecasts - What's Coming Down the Pike." 297 of our Industry Partners tuned in to hear upcoming requirements from Bulk Petroleum Products/Services, Direct Delivery Fuels, Installation Energy and Aerospace Energy.

Our next Lunch and Learns are scheduled throughout January, February and March and will focus on Doing Business with DLA Energy, one from each Division, ahead of our DLA Energy Worldwide Event.

DID YOU KNOW?

The 2026 DLA Energy Worldwide event is scheduled April 21-23, 2026, at the Hyatt Regency – Crystal City in Arlington, Virginia.

Find out more at www.DLAEnergyWorldwide.com



DLA Energy Worldwide

CMMC AWARENESS FOR DLA ENERGY INDUSTRY PARTNERS

What is CMMC and Why It Matters

The Department of Defense is strengthening cybersecurity across the Defense Industrial Base through the Cybersecurity Maturity Model Certification (CMMC).

For companies doing business with DLA Energy, this means that cybersecurity will gradually become a condition of contract award when your work involves sensitive Federal Contract Information (FCI) or Controlled Unclassified Information (CUI).

CMMC is not meant to be a burden — it is designed to protect your business, the energy supply chain, and our shared mission.

What Industry Should Expect

CMMC requirements will phase in from November 2025 through 2028. Not every contract will require certification immediately. The requirement will only appear when the type of information in the contract justifies it.

Three CMMC Levels

- Level 1 – Basic safeguards for FCI
Always self-attested by the contractor.
- Level 2 – Protection for CUI
Early phases may allow self-assessment; later phases will require third-party certification.
- Level 3 – Highest protection
Government assessment; applies only to select, highly sensitive programs.

Most DLA Energy contractors will fall under Level 1 or Level 2.

The Phased Timeline (Straightforward Version)

Phase 1 (Nov 2025 – late 2026)

- Some solicitations will begin including CMMC.
- Level 1: self-attestation accepted.
- Level 2: self-assessment may be accepted depending on the contract.
- No widespread requirement for third-party certifications yet.

Phase 2 (Late 2026 – Late 2027)

- Level 2 third-party certifications begin appearing in more solicitations.
- Some industries may still see Level 2 self-assessment depending on sensitivity.

Phase 3 (Late 2027 – Late 2028)

- Level 3 requirements appear in a small number of high-risk programs.
- Level 2 third-party certifications become common.

Phase 4 (Late 2028 and after)

- CMMC becomes fully implemented.
- If a contract requires a Level 2 certification, you must have it at award.
- Level 1 remains self-attested annually.



CMMC AWARENESS CONT.

What This Means for Your Business

CMMC is not required for every contract today — but it will matter for competition and award as the phases progress.

Here’s what industry partners can do now without unnecessary expense:

1. Know Your Data

- If your work involves FCI, expect Level 1 (self-attestation).
- If your work involves CUI, prepare for Level 2 (self or certified depending on phase).

2. Check Your SPRS Record

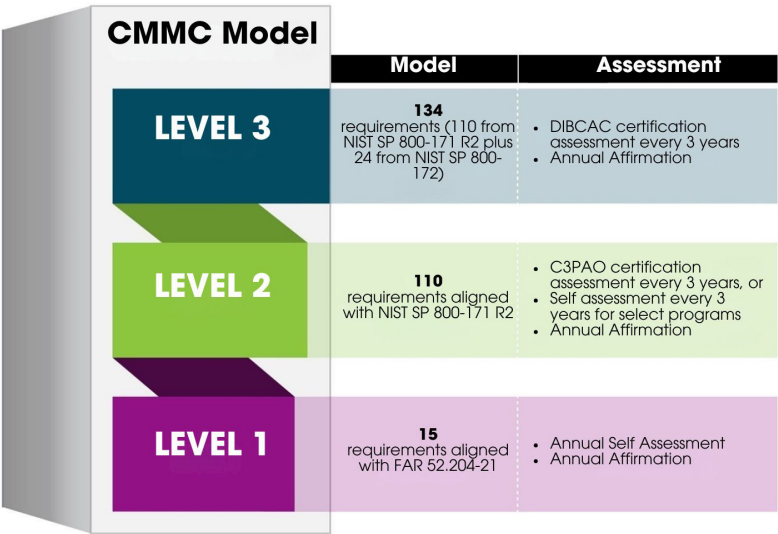
- The Supplier Performance Risk System (SPRS) is where the government looks to confirm:
 - NIST 800-171 self-assessment scores
 - CMMC self-attestations
 - Third-party certifications
- Keeping SPRS current helps avoid delays or eligibility issues.

3. Start Light, Not Heavy

- Review your cybersecurity basics.
- Identify gaps gradually.
- Use free DoD resources (Project Spectrum, NIST guidance) before spending money.

4. Watch for CMMC in Future Solicitations

- If a solicitation requires a specific CMMC level, it will be clearly stated.
- When certification is required, lack of it can prevent award — but only when the requirement is included in the solicitation.



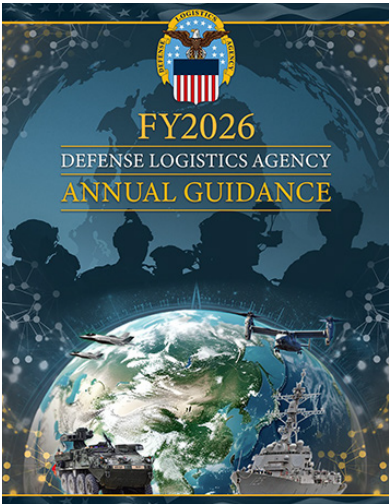
Bottom Line

CMMC is coming, but you don’t need to rush into costly certification today.

Focus on awareness, small steps, and keeping your SPRS information current.

When a DLA Energy solicitation requires certification, it will be clearly identified — and we will work transparently with industry throughout the rollout.

DLA RELEASES NEW FISCAL 2026 STRATEGIC ANNUAL GUIDANCE



In FY26, our priority of effort will be focused on:

- **Set the Globe.** Position DLA to deliver capability to enable sustained readiness for the Services, Combatant Commands, and allies prioritizing the Homeland and the Indo-Pacific theater.
- **Set the Agency.** Accelerate organizational and workforce transformation, balancing effectiveness and efficiency to achieve resilient capabilities.
- **Set Supply Chains.** Modernize our supply chains to operate faster and smarter, strengthen resilience to mitigate disruption, and respond at scale.

To read more about the Fiscal 2026 Strategic Annual Guidance and view a video message from the DLA Director, LTG Mark Simerly, please visit our webpage at <https://www.dla.mil.Info.Strategic-Plan/>.