GREETINGS FROM THE SMALL BUSINESS COUNCIL!

Happy New Year! We hope you were able to join us at the 2015 Small Business Conference in New Orleans, LA. The conference was a huge success! Our numbers for attendees have grown since last years’ event. We had more than 2,071 attendees registered for the 2015 SBC and more than 260 exhibitors. The Small Business Council hosted nine of the sessions this year. We also provided an open meeting for SAME members to learn more about the council and share their ideas. All sessions are available for download on SAME’s website.

The Council had the pleasure of presenting the Small Business Awards during the Closing Keynote Luncheon. Congratulations to all of the winners, again!

- SAME Small Business Award for outstanding support as a small business
  • Cabrera Services

- SAME Large Business Award for outstanding support to small business programs
  • HDR

- SAME Small Business Advocate Award
  • Holly Hutson, Amec Foster Wheeler

- SAME Post Small Business Liaison Officer Award
  • Jerry Shoemaker, Coastal Bend Post

Plan now to submit your nominations for the SAME 2016 Small Business Awards!

Our council meeting during the conference provided a great platform for members to speak up and get more involved. Please don’t hesitate to reach out to the Small Business Council. Our mission is to promote the role and relevance of small business in SAME through outreach, training, opportunity and recognition.

Council Chair:
Clarence McAllister, P.E.
cmcallister@fortisnetworks.com
(602) 242-1200

Secretary:
Jayla Pine
jpine@baereng.com
(512) 453-3733

Vice Chair of Communications:
Karen Buniak
karenb@ttienv.com
(856) 840-8800 ext. 14
## Upcoming Events

**Student Leaders Workshop**  
Jan 21 - 24  
Charlotte, North Carolina

**2016 JETC Call for Presentations Deadline**  
Jan 25

**2016 Kentuckiana Post SAME Small Business Workshop and Federal Forum**  
Louisville, KY  
Jan 26 - 27

**FREE Webinar: Relationship Economics and the #NewNorm**  
Jan 26

**Webinar: Communication Skills for Technical Professionals**  
Jan 28

**Nashville Post Young Member Event**  
Nashville, TN  
Jan 29

**13th Annual Contract Opportunities & Small Business Showcase - Boston Post**  
Boston, MA  
Feb 4

**Webinar: The Relationship Currency Roadmap**  
Feb 16

**Webinar: 25 Website Must Haves for Driving Traffic**  
Feb 16

**Webinar: Regional Sustainability through Design and Facility Innovation**  
Feb 17

**SAME/IFMA Facilities Management Workshop**  
San Antonio, TX  
Feb 25 - 26

**FY2017 DOD and Federal Agency Program Briefings**  
Alexandria, VA  
March 8 - 9

**Fellow Luncheon and Investiture & Golden Eagle Awards Dinner**  
Alexandria, VA  
March 10

For more information on these great events, visit: [www.same.org](http://www.same.org)

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### Council Member Conference Testimonials:

“"The 2015 Small Business Conference had great coverage of government agencies and industry members supporting the Small Business Community. Personally, I thought our opening ceremony Keynote speaker David Noir was very insightful and I took some of his lessons to heart.”

- **Clarence McAllister**  
  Council Chair

“The SBC is always a whirlwind event for me, and I love it! I am able to reconnect with all of the amazing SAME friends I have made over the years and create new friendships. It’s so rewarding to see all of the hard work put into planning unfold in front of me. My favorite part of the conference was the Closing Keynote Luncheon. Lt. Gen. Russel L. Honoré, USA (Ret.) had me mostly laughing, but I might have shed a tear or two as well.”

- **Jayla Pine**  
  Secretary

“Regarding the 2015 Small Business Conference; what was most enjoyable to me was meeting with my fellow Small Business Executive Council committee members and discussing the great things we could do to support the SAME Small Business community in 2016.”

- **Karen Buniak**  
  Vice Chair of Communication

“The annual SAME Small Business Conference is “THE SAME Conference”; always well-attended, highly collaborative, and grounded-in a unified desire for sustainable, long-term small business success!”

- **Ryan Wasmus**  
  Vice Chair of Conferences

“I look forward to the SAME Small Business Conferences every year, I think it is one of the best conferences in the country to network with both industry and government. I look forward to reconnecting with industry friends and always leave having made lots of new connections.”

- **Layli Pietri**  
  Vice Chair of Recognition
More 2015 Small Business Conference Testimonials from Attendees

“Whether you are new to SAME or a regular member, Young Member Council is the one to join. It’s your ticket to a fast immersion in the SAME world, i.e. organizational structure, upcoming events, member benefits, and networking opportunities. Even though SAME Small Business conference in New Orleans was the first one I attended, from the beginning I felt that I know a lot of people. All this is thanks to the SAME YM Council – a very welcoming and supportive organization. The Council is very well organized. I received an agenda with the list of activities in advance which allowed to properly plan my schedule. We kicked off with member introduction and then highlighted major events which by the way all had an area allocated for young professionals. During these three days in New Orleans we were able to attend informative educational sessions, network and discuss upcoming pursuits with potential teaming partners, meet well-known government officials like Lt. Gen. Russel Honore as well as learn from business gurus like David Nour. But it was not just about work. Young members definitely know how to party. Bar crawl organized by Danielle Barner was fun and enjoyable.

When I arrived to the SAME SB conference I barely knew anyone but when I left I made fruitful connections and excellent friends. I highly encourage everyone to join.”

Katerina Trofimova
KBR | Project Leader
1080 Eldridge Pkwy | Houston, TX 77077 | USA
Office: +1 281.721.3264 | Fax: +1 281.721.3201 | katerina.trofimova@kbr.com

“Attendance at the SAME Small Business Conference was critical to the Chicago District. We use the event to advertise upcoming opportunities and discuss recent successes across all of our business lines. Our work with private sector firms is key to our ecosystem restoration projects, efforts to deter invasive species migration between the Lake Michigan and Mississippi River watersheds, and our other focus areas. Personally, it is stimulating to hear about the technological and process innovations that firms are investing in and refining. My hat goes off to the whole SAME team for putting on another first class event.”

Kevin J. Lovell, PMP
LTC, Engineers
UNITED STATES ARMY CORPS OF ENGINEERS
Deputy Commander, Chicago District

Plan now to join us at the SAME 2016 Small Business Conference, taking place November 14 -16, 2016 in Atlanta, GA. See you then!!
For calendar years 2001 and 2002, SAME presented a plaque to a Small Business under the auspices of the J.W. Morris Award. In 2003, the Board of Direction separated this award from the J.W. Morris Award and established new criteria.

The Robert B. Flowers Small Business Award was first presented in 2004 for calendar year 2003 and was named after former SAME President Lt. Gen. Robert B. Flowers (Ret.), USA in April 2004.

Eligibility: A company that has at least one Post Sustaining Membership in the past three years and is a Small Business in at least one NAICS category as of the date of nomination.

Nomination Criteria:

1. Extent to which the company appoints individuals to sustaining member representative positions for each Post affiliation;
2. Extent to which company representatives take on leadership positions at the Post level, including Board of Direction and committees and National Councils;
3. Extent to which company supported Young Member participation in Society activities and mentoring programs;
4. Extent to which the company supports K-12, College Outreach and community service activities;
5. Extent to which the company participates in Small Business programs sponsored by The Society or public agencies;
6. Extent to which the company advertises in TME-The Military Engineer magazine, and the Directory of Member Companies & Organizations (online or print versions);
7. Extent to which the company exhibits and sponsors at SAME region and national conferences.

Nomination and Submittal Process:

A company must nominate itself for the award. Written referrals from Posts are welcome as part of the nomination package.

Nominations for the 2015 Award recipients close on February 1, 2016.

The award nomination requires 10 printed copies and MUST be submitted via mail. No nominations will be processed without a complete nomination package. Completed nomination packages include:

- nomination summary detailing how the nominee meets each of the stated criteria;
- 250 word citation;
- supporting endorsement letters (if required); and
- company logo in .jpg or .tif format, at a resolution of 300 dpi, burned to disc or included on flash drive.

It is the nominator's responsibility to ensure that the nomination package is successfully completed. Please send 10 copies of the completed nomination package to:

SAME
ATTN: SAME Administrative Assistant
607 Prince Street
Alexandria, VA 22314

Robert B. Flowers Small Business Award Recipients
2014 Moser Rose Attorneys
2013 JM Waller
2012 ARGO Systems LLC
Webinar: Regional Sustainability through Design and Facility Innovation

Sponsored by: Energy & Sustainability Committee

Date: February 17, 2016
Time: 2:00 p.m. - 3:30 p.m. EST
Credits: 1.5 PDH

Who Should Attend:
- Engineering and construction firms interested in energy and sustainability innovation
- Sustainability thought leaders
- Regional and national sustainability policy makers

Joseph Huang, PhD, AIA, NCARB, MWH Global, Inc.
Joseph Huang is BIM Practice Leader at MWH Global, Inc. and a licensed architect with 20 years of professional experience in the AEC industry with a focus on BIM implementation and digital design integration. Huang served as the BIM Manager for numerous large scale projects including the Panama Canal Third Set of Locks.

LTC Kevin Lovell, PMP, Chicago District, USACE
LTC Lovell provides executive leadership and program management to deliver complex programs in excess of $2B, specializing in programs in logistics, construction, energy and sustainability, and facility management.

LTC Kevin Lovell, the Deputy District Commander for the Chicago District, USACE and Joseph Huang, BIM Practice Leader for the Americas from MWH, will deliver the next webinar for the Energy and Sustainability Committee on the 17th of February at 1:30 CST.

They will discuss and facilitate a professional discussion on how the federal and private sectors work together to address regional sustainability challenges. Both organizations have used innovative methods to deliver facilities that address some of the most pressing international issues: water availability and quality and renewable power production. The Chicago District’s efforts to deliver the McCook Reservoir in the Chicagoland suburbs, and MWH’s work on the design of the Red Rocks hydroelectric project (RRHP) near Pella, Iowa.

Please join them and participate in the discussion on unique planning, delivery, and construction methods of two very complex and nationally important projects.
Registration is Now Open!

Presented in partnership with International Facility Management Association, the SAME/IFMA Facilities Management Workshop is an intensive two-day series of sessions for facilities management practitioners addressing topics including facilities management best practices, asset management, lifecycle sustainability, energy efficiency and strategic sourcing. The workshop provides insight from both the public and private sectors on emerging trends in facilities management and related fields and includes networking functions and an exhibit hall.

SAME and IFMA are celebrating their 12th year working together to provide outstanding educational programs to the members of both associations. This successful partnership continues to bring together IFMA's excellent facility management education and training, and SAME's wealth of military installation management experience.

Is the FM Workshop Right For You?
The SAME-IFMA Workshop welcomes public and private sector facility management practitioners, educators, topic experts, authors, students, product and service providers, members of IFMA, SAME, and partnering organizations, as well as professionals in real estate, engineering, architecture, design, security, IT and HR. In 2014, more than 300 individuals attended. Everyone arrives in search of something — a solution, a best practice, a new skill, a mentor, a client, a fresh perspective, an action plan or a break from routine.

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<th>Wednesday, February 24</th>
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<td>7:00 a.m.–8:00 a.m.</td>
<td>Exhibitor Set-Up</td>
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<tr>
<td>CFM Registration &amp; Continental Breakfast</td>
<td>Registration &amp; Continental Breakfast</td>
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<tr>
<td>8:00 a.m.–5:00 p.m.</td>
<td>Opening Plenary Session and Keynotes</td>
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<tr>
<td>CFM Exam Prep Workshop (additional fee to IFMA required)</td>
<td>Welcome:</td>
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<td>• Brig. Gen. Joseph &quot;Joe&quot; Schroedel, PE, F.SAME, USA (Ret.), SAME Executive Director</td>
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<td>• Tony Keane, CAE, President and CEO, International Facility Management Association</td>
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<td>Keynote Address:</td>
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<td></td>
<td>• An Owners Perspective on the Value of Facility and Energy Management</td>
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<td>• Brian Yolitz, Associate Vice Chancellor for Facilities, Minnesota State Colleges and Universities</td>
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<tr>
<td>9:30 a.m.–10:00 a.m.</td>
<td>Break</td>
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<td>10:00 a.m.–11:30 a.m.</td>
<td>Plenary Session</td>
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<td>DOD and Corporate Views on Facility and Energy Management</td>
<td>Welcome:</td>
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<tr>
<td>Panelists:</td>
<td>• Patricia L. Coury, Deputy Director, Facilities Investment and Management, Office of the Deputy Under Secretary of Defense (Installations &amp; Environment)</td>
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<td>• Gregory S. Kuhr, SES, Director, Facilities &amp; Logistics, G-4, U.S. Army Installation Management Command (IMCOM), U.S. Army</td>
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<td></td>
<td>• David H. Dentino, SES, Director of Installation Support, Air Force Installation &amp; Mission Support Center (IMSC), U.S. Air Force</td>
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<td>• Carlos Garcia, President and Owner, KIRA Inc.</td>
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<td>• Bhupinder Singh, Senior Vice President, Bentley Software, Bentley Systems Inc.</td>
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<tr>
<td>11:30 a.m.–12:45 p.m.</td>
<td>Networking Luncheon</td>
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<td>Time</td>
<td>Energy Track</td>
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<tr>
<td>1:00 p.m.–2:00 p.m.</td>
<td>Using Alternative Financing to Enhance Energy Performance in Federal Major Renovation Projects</td>
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<tr>
<td>2:00 p.m.–2:30 p.m.</td>
<td>Beverage Break</td>
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<tr>
<td>2:30 p.m.–3:30 p.m.</td>
<td>Leveraging Technology for Energy Resiliency via Utility Privatization</td>
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<tr>
<td>3:30 p.m.–4:00 p.m.</td>
<td>Beverage Break</td>
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<tr>
<td>4:00 p.m.–5:15 p.m.</td>
<td>PANEL DISCUSSION • Actionable Results from Retro-Commissioning at NASA • Ten Surprising Outcomes of Commissioning Your Existing Building</td>
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<tr>
<td>5:30 p.m.–7:00 p.m.</td>
<td>Welcome Reception</td>
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**Friday, February 26**

**7:00 a.m.–8:00 a.m.**

<table>
<thead>
<tr>
<th>Time</th>
<th>Energy Track</th>
<th>Facility Management Track</th>
<th>Executive Track</th>
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<tbody>
<tr>
<td>9:00 a.m.–9:15 a.m.</td>
<td>Beverage Break</td>
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<tr>
<td>9:15 a.m.–10:15 a.m.</td>
<td>Not Even the 3 Pigs Built Their Houses Out of Glass: How Energy Codes are Changing Architecture</td>
<td>Defining Total Ownership Cost in the context of LEEDv4, ASHRAE 189 &amp; the IgCC</td>
<td>Not Your Father’s Performance Contract: Integrating under-utilized measures into your ESPCs</td>
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<td>10:15 a.m.–10:45 a.m.</td>
<td>Beverage Break</td>
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<td>10:45 a.m.–11:45 a.m.</td>
<td>Market-Based Approaches to Attaining Environmental Compliance, Preserving Water Quality and Quantity</td>
<td>Predictive Analytics: Space Programming on Steroids</td>
<td>You Have the Power to Change Safety Culture</td>
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<tr>
<td>12:00 p.m.–1:30 p.m.</td>
<td>Closing Keynote Lunch</td>
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**Facility Management in a Crisis: Lessons Learned From the Response to the September 11 Terrorist Attack on the Pentagon**

**Speaker:** Christopher H. Combs, Special Agent in Charge, Federal Bureau of Investigation, U.S. Department of Justice

SA Combs was the initial On-Scene Commander at the Pentagon on 9/11 and then served as the FBI representative to the Unified Command for the duration of on-scene operations.
There has been a huge paradigm shift over the last few years at Naval Station Great Lakes (NSGL) as the amount of appropriated funds for construction projects of a magnitude of $1M (MILCON projects) and greater has dropped. This same situation has been playing out throughout the entire Navy shore enterprise as funding has dried up and the focus has shifted to maintaining the Navy’s current infrastructure. While many larger contracting firms have had to change the way they operate, the current focus on facilities sustainment, repairs and renovations still provides plenty of opportunities for smaller businesses.

Not many military installations have experienced such a sharp decline in construction project funding as Naval Station Great Lakes (NSGL). From 1998 to 2010 NSGL underwent a dramatic transformation as the Navy shifted all recruit training to NSGL and eliminated “boot camps” at San Diego and Orlando. By way of the Recruit Training Command (RTC) Recapitalization Program the Navy invested $780 million over this 12 year period to improve the quality of basic training facilities and infrastructure and bring recruit training into the 21st century. This program of 23 MILCON projects included three drill halls, 11 basic military training barracks, an indoor physical training facility, and other specialized training centers. As such, at the end of the decade, NSGL emerged with a self-contained state-of-the-art base within a base that will serve the Navy for years to come. With the completion of this large recapitalization project, inevitably funding for large MILCON projects at NSGL would decline. Significant cuts in military spending, a refocus to Naval operations vice training, and political turmoil then combined to create a much greater decline in construction funding than originally anticipated. While there have been some plans to recapitalize some of the older barracks and training facilities on other parts of the installation, at this time it is highly unlikely that future funding levels for construction will ever be as robust as the recruit training recapitalization years.

With a much-less robust MILCON program the NSGL Public Works Department has shifted its focus to day-to-day facilities sustainment and utilities repair and recapitalization requirements and continues to utilize various small businesses to make this happen. A good deal of this facilities support occurs through the use of various multiple award construction contracts (MACC) and Indefinite Delivery/Indefinite Quantity (IDIQ) contracts. These contracts, which are all 8(a) and Service Disabled Veteran or Small Business set-asides, have a total capacity of $15M each year. The Paving IDIQ and Roofing MACC awarded in 2013 and 2014 respectively had a combined throughput of just over $8M. The recently awarded Design Build (DB) MACC, with a $50M capacity over five years, has already awarded over $21.6M in projects, exceeding initial estimated use to the point where PWD staff members are planning for a new contract by March of 2017 (two and a half years after its award). The small and service disabled veteran owned businesses on these contracts have been awarded projects from across the sustainment gamut with a tendency towards mechanical and fire alarm system upgrades.

Additionally, there has been an emphasis on maintaining the utilities infrastructure supporting NSGL. While this infrastructure of aging pressure and gravity fed water and sanitary sewer lines, high voltage power lines, and a water treatment plant, is often forgotten its continued operation is of the upmost importance in support of the day-to-day mission of the various commands at NSGL. As such, in 2015 the PWD awarded $4M in high voltage feeder repair projects and is planning on awarding an additional $6.4M of projects to repair steam lines, and water and sanitary sewer lines in 2016. While some of these projects may be advertised as stand-alone solicitations, a majority of these projects have also been and will be solicited to small businesses under the 8(a) via task orders on the DBMACC.

One of the unique aspects of the NSGL PWD is the fact that it does couple a large in-house workforce of 200 personnel with contractors in order to provide its maintenance, sustainment and repair project support to the installation. Early on in the project development process, a key group of PWD staff members determines which projects are better suited for contractors and which are suited towards their in-house workforce. This utilization of both in-house work forces and small business contractors has given the PWD great flexibility as it supports the installation. While not always the rule, the in-house work force can act extremely quickly to provide urgent repairs and small businesses have been able to support on the more complicated mechanical requirements. It’s also not at all uncommon for the PWD to use a mixture of both contractor and in-house workforce to best utilize assets and skill sets to complete a project. A prime example of this partnership is the recently completed $6M renovation of the historic Building 1H which converted an old hospital, built in 1910, into a modern administrative space. This project was broken up by the strengths of the in-house work force and the contract which aided in cost savings and timely completion of the project.

While the prospects of obtaining funding for large construction projects remains doubtful, it is certain that the need for high quality small businesses will only increase as the NSGL infrastructure ages. There will continue to be more emphasis on extending the life of existing facilities, increasingly requiring greater innovation and ingenuity. As such, the Public Works Department will continue to partner with small businesses to identify timely and cost effective solutions in an effort to provide high quality support to the students, sailors, and civilians living and working at Naval Station Great Lakes.

The Role of Small Businesses in the Naval Station Great Lakes Facility Sustainment Program

By Lt. Daniel Groszek
Insider Insights From Large Businesses on Working with Small Businesses
An Uncensored Panel Discussion at the SAME Boston Post Monthly Meeting October, 2015

From the Left: Large Business panelists Shawn Ralston of AECOM, Natalie Moffatt of CB&I Federal Services, Ginger Croom of CDM Smith, and Lee Haymon of Tetra Tech. At far right is Eva Marie D’Antuono of the US Army Corps of Engineers and panel Moderator.

An eager crowd of nearly 100 people came to the SAME Boston Post’s October monthly meeting on October 13, 2015 to hear the inside scoop on Large Business perspectives of working with Small Businesses in the Federal and other marketplaces. The Post’s Small Business Committee assembled a distinguished panel with four Large Business representatives for a candid, uncensored roundtable discussion about working with Small Businesses.

The four Large Businesses vary in size from a “smallish” Large Business (CDM Smith) with about 5000 employees to a VERY Large Business (AECOM) with about twenty times the number of employees. The panelists work in a variety of capacities for their firms, including small business liaison, program management, and contracting, and they traveled from offices in Boston, New Jersey, Virginia, and Louisiana. With such a diverse group and different perspectives, participants were able to glean a variety of new ideas, best practices, and advice regarding working with large businesses.

Eva Marie D’Antuono, Deputy for Small Business, US Army Corps of Engineers – New England District, introduced the panelists and moderated both the lively panel discussion and the animated Q&A session that followed.

The panelists were:
- Lee Haymon, PG, Vice President NY/NJ Operations and DoD Lead, Tetra Tech
- Ginger Croom, PE, Associate & Client Service Leader, CDM Smith
- Natalie Moffett, National Subcontracts Manager, CB&I Federal Services
- Shawn Ralston, National Governments Small Business Liaison Officer, AECOM

Yes, we all know that Mutual Benefits and Shared Growth are the goals of Large and Small Businesses working together, but what really goes on? The panel members had agreed to tell the truth, the whole truth, and nothing but the truth … and they did!

The panelists offered candid advice about how to catch a Large Business’ eye and with whom to communicate when courting a Large Business whether selling specific services, products and technology, selling team expertise, or selling a mix. The representatives discussed the importance of interactions with both contracting and technical staff to develop long term relationships, and all emphasized the need for Small Businesses to do homework to target what and when a Large Business needs to buy. Some of the most insightful and intriguing remarks related to lessons learned anecdotes and common mistakes that the Large Businesses see Small Businesses make.

The Boston Post Small Business Committee sincerely thanks the local SAME members who arranged for panelists from within their own Large Businesses to participate, namely, Kathy Creighton of CB&I Federal Services and Boston Post Small Business Committee Chair, Peter Dillon of Tetra Tech and Small Business Committee member, Lisa Brandon of CDM Smith, and Chris Mitchell of AECOM. Without their help, such a significant panel could not have happened.

The Boston Post Small Business Committee also thanks the four Large Businesses that supported the time and travel expenses for their representatives to participate in the SAME Boston Post event.
Leveling the Playing Field for Certified Small Business

By Jack Ochoa

There are many challenges for Small Businesses to compete with Fortune 1000 companies, who many times are awarded both small and large contracts during the bidding process at all levels of the government procurement process – Federal, State and Local Government. However, Southern California leading agencies have taken many steps to support the Small Business and Veteran Business Community:

- Los Angeles County - 8% Preference Small Business Enterprise (SBE)/Disabled Veteran Business Enterprise (DVBE)
- City of Los Angeles - 10% Preference Local SBE

This also includes various Participation Goals to support and direct agencies in Southern California that government agencies need to support the Small Business Community:

- State of California, 3% DVBE participation
- City of Los Angeles, 3% DVBE participation
- Los Angeles Unified School District (LAUSD), 25% SBE participation.

Moving the Bar Up at LAUSD

It is with great pleasure that we announce that the “Small Business Enterprise and Disabled Veteran Business Enterprise Procurement Goals, Strategy and Policy (Res-003-15/16)” was adopted at the October 13, 2015 Board of Education meeting. The LAUSD Board Rule 1750 states that:

- SBE’s be provided a ten percent (10%) bid preference when bidding for the procurement of goods, or delivery of services in response to invitations for bids for only amounts under the annually adjusted bid threshold amount set for contracts pursuant to Public Contract Code section 20111;
- SBE’s submitting proposals or qualifications in response to Request for Proposals (RFP) or Request for Qualifications (RFQ) have the ability to earn up to fifteen percent (15%) of the evaluation scoring points for those RFPs or RFQs;
- SBE’s be provided the maximum five percent (5%) bid preference when submitting bids on construction contracts pursuant to Public Contract Code section 2002;
- District wide small business participation goals be a minimum of twenty-five percent (25%) for all contracts and procurement activities as adopted in 2003 and further establishes a DVBE participation goal of five percent (5%) for all contracts and procurement activities, including those opportunities in school construction and modernization, effective immediately;
- As adopted in 2010, the Facilities Services Division apply a bid preference of up to five percentage points to certified SBE’s bidding on a low bid construction contract valued at up to one million dollars for both facilities and non-facilities contracting.

Thanks to the tireless efforts of former LAUSD Small Business Advisory Council Chairman, Jack Ochoa (now SAME Los Angeles Post Small Business Liaison Officer), with the incredible support and advocacy of Board Member Dr. George McKenna and his office, the resolution was adopted. We also are thankful to the LAUSD Small Business Manager, Kimberly Frelow, and her team. This policy will set a new precedent for procurement processes for the LAUSD and will impact how other agencies around the Country implement and support Small Business by “Leveling the Playing Field”.
CVE Verification Process Clarified

On November 6, 2015, The Department of Veteran Affairs published a proposed rule-making which clarified the CVE process and made compliance with CVE much easier for Veterans.

1. Clarifications and Assistance

Besides making numerous clerical clarifications, VA made a significant change to the control definition found at 38 CFR 74.4 “Who Does CVE consider to control a veteran-owned small business?” At (e)(1) the regulation is proposed to be amended to state: “The veteran(s) upon whom eligibility is based must have control over all decisions of the governing body, with the exception of extraordinary business decisions. Extraordinary business decisions include, but are not limited to, acceptance of new capital contributions, addition of embers to an LLC or partnership, amendment of an operating or partnership agreement in a manner that materially alters members’ rights, material amendments to by-laws, issuance of additional shares of capital stock, and the sale of a concern’s assets.

2. A major shift

This indicates a shift by the Department of Veteran Affairs which indicates a much greater understanding of the complex business arrangements between minority and majority business owners found in today’s domestic and global business agreements that reflects the normal commercial reasonable business practices and those that are standard within similar industries. VA also added at 74.3(b)(1) the language that it will examine any conditions on ownership for commercially reasonable conditions that reflect such a practice to approve, rather than disapprove if commercially reasonably within the same or similar line of business.

3. The prognosis

We look forward to reviewing the final rule and believe this will improve the motivation of minority owners to invest time and capital into Veteran-Owned Small Businesses and the growth of small business in America.

Additional resources provided by the author

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Telephone: (229) 244-1527 Facsimile: (229) 244-9788
http://www.roseconsultingllc.org
The Headquarters 99th Regional Support Command (RSC) at Joint Base McGuire-Dix-Lakehurst, New Jersey, received the Secretary of the Army Energy and Water Management Award in August 2015. This award was established in 1979 to recognize outstanding contributions in the areas of energy efficiency, water conservation, and the use of advanced and renewable energy technologies at federal facilities. The 99th RSC Energy Team was presented its award by the Honorable Katherine Hammack, Assistant Secretary of the Army for Installations, Energy, and Environment, assisted by MG Lawarren Patterson, Deputy Commanding General for Operations and Chief of Staff for the U.S. Army Installation Management Command. The award was presented for achievements in several energy efficiency, energy management and water conservation categories. Stell Environmental has staffed the 99th RSC Energy Team for more than 3 years.

The 99th RSC Energy Team identified inefficiencies and developed strategies for a major program overhaul that resulted in a 12.4% reduction in energy use intensity in FY 2014 from the prior year. The strategy went beyond achieving mandates, providing a foundation for implementing successful management practices and projects. By FY 2014, the new strategies were in place and achieving results, including a new staffing approach, procedure development, project design and development process, and organizational and leadership relationships. Highlights include an energy savings performance contract worth more than $57 million in guaranteed savings; groundwork to implement solar projects that will result in three net zero electricity facilities; and partnerships that provide lighting upgrades and efficient upgrades to training facilities.

TTL Associates, Inc. (TTL) has been awarded a wide range of federal IDIQ and TO contracts recently including the following: Environmental Multiple Award Contract (EMAC) from Naval Engineering Facilities Command (NAVFAC) Mid-Atlantic; Feasibility Studies and Environmental Assessments Blanket Purchase Agreement (BPA) from the VA Program Contracting Activity Central (PCAC); Geotechnical Drilling Services contract from the U.S. Army Corps of Engineers (USACE) District, Buffalo; A/E Services Primarily for Geotechnical Engineering Services within the Great Lakes and Ohio River Division Mission Boundaries for the USACE Districts, Chicago and Detroit; and a Demolition, Removal and Disposal of Asbestos indefinite delivery, indefinite quantity (IDIQ) contract for VA VISN 11.

A TTL licensed asbestos inspector conducts an asbestos survey in a basement.

Field screen with a photoionization detector (PID).