

Upcoming Events

[SAME Joint Engineer Training Conference](#)
May 20-23, 2008

[U.S. Military Engineering and Construction Contracting in Italy](#)
May 21, 2008

[SAME/ASCE Midwest Levee Conference: Managing Flood Risk Together](#)
June 2-5, 2008

[SAME/U.S. Army Engineering and Construction Camp](#)
June 8-14, 2008

[SAME/ASCE Industry Forum](#)
June 24, 2008

[SDVOSB Outreach Training and Industry Exchange Forum Two](#)
June 24, 2008

[SAME/U.S. Air Force Academy Engineering and Construction Camp](#)
June 27-July 3, 2008

[SAME/U.S. Seabees Engineering and Construction Camp](#)
July 20-26, 2008



YEAR IN REVIEW AND THE YEAR AHEAD!

Mercedes O. Enrique, SAME Small Business Council Chair 2007-2009



Mercedes O. Enrique
Council Chair

As I prepared to write this message for our April 2008 Newsletter I went back to the message from last May which I titled "ready to serve." This indeed has been a tremendous year and I have been proud to serve. I extend this credit:

1. To Maj Gen Del Eulberg, P.E., F.SAME and Dr. Robert Wolff for communicating the Society priorities clearly and for taking the time to engage their Board to review and communicate the SAME Strategic Plan.
2. To the Vice Chairs and Deputies of our Small Business Council for taking the initiative to work with me to build our plan and to owning the plan and executing throughout the year. A BIG thank you to Therese Baer, Alvin Brown, Doug DeFazio, Jackie Hacker, Darice Jamison, Greg Kilkenny, Tony Price, Mary Urey, Ryan Wasmus and Mike Zambrana.
3. To the SAME Post Small Business Liaison Officers (PSBLOs) who take charge of the many small business initiatives and who truly innovate to bring value to our small business members.

In this newsletter we announce the criteria for small business members to take advantage of the SAME Education and Mentoring funds extended to our small business members (\$3,000 annually at \$500/member increments). We also announce a new award to recognize the leadership from our SAME PSBLOs. Our objective is to recognize this leadership and to share these contributions to help each other with Post innovative small business activities. We hope to receive many nominations and to share the best practices with you in the upcoming months.

The President for our Society for this coming year is RADM Greg Shear, P.E., CEC. He gathered the executive Board this early March 2008 to review the Strategic Plan and to communicate his priorities for the 2008/09 term. I have the privilege to serve again this 2008/09 term and I am proud of our SAME leadership and the opportunity to continue to work with our current and new council members and PSBLOs.

We, small business members, enjoy tremendous support in our society. I invite you to take advantage of your membership and to volunteer to help with small business events at your Post(s). I look forward to seeing you at the JETC National conference this May 20-23 in Minneapolis, Minnesota, the USACE/SAME Small Business Conference this December 8-10 in Memphis, Tennessee or any of the small business Regional or Post events I attend. It is a privilege to work with you. Thank you!

MISSION STATEMENT

The Small Business Council's mission is to promote the role and relevance of small business to national security through outreach, training, opportunity and recognition.

SMALL BUSINESSES GO GREEN - LEED Accreditation Process

By Jason Bordas, P.E., SAME Young Member, Custom Mechanical Systems Corp.

I was recently asked by Mercedes Enrique to pursue LEED accreditation. I profess to being an environmentally-conscious person, so I agreed to work toward this goal of becoming a LEED Accredited Professional (LEED AP). How hard could it be? Take a test, pass and put "LEED AP" in my signature block. However, once I delved into the world of LEED, I began to realize the exam wouldn't be as cut and dry as I assumed. I cannot begin to discuss everything I've learned about LEED in the space provided for this article, but I will highlight what is required to attain the designation "LEED AP".

LEED stands for Leadership in Energy and Environmental Design. It is a "certification program and the nationally accepted benchmark for the design, construction and operation of high performance green buildings. LEED promotes a whole-building approach to sustainability by recognizing performance in five key areas of human and environmental health: sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality."*

To become familiar with the vast amount of LEED information, I encourage everyone to visit two Web sites: www.usgbc.org and www.gbci.org. These sites have tremendous information into the LEED process as well as access to the *LEED Accredited Candidate Professional Handbook*, the one-stop shop for anything related to the exam.

There are three possible exam tracks you can take toward accreditation: LEED for New Construction, version 2.2; LEED for Commercial Interiors, version 2.0; and LEED for Existing Buildings, version 2.0. You'll need the \$200 *LEED Reference Manual*, regardless of which of the tracks you take toward accreditation. The exam itself tests your knowledge of the "following four content areas: 1. Knowledge of LEED Credit Intents and Requirements; 2. Coordinate Project and Team; 3. Implement LEED Process; and 4. Verify, Participate in, and Perform Technical Analyses Required for LEED Credits. Basically, you'll need to understand the intents, requirements, submittals, technologies and strategies that make up LEED credits as well as how to identify opportunities in design to achieve LEED certification and how to manage the certification process.

Once you are ready to cross the threshold of the nearest Prometric Test Center, all you need to do is drop \$400 (\$300 if you happen to be a member of the United States Green Building Council) answer a slew of multiple choice questions, and wait for the computer to grace the screen with your passing score. This (in a nutshell) is the process of LEED accreditation.

In today's highly competitive market, small businesses need that discriminator, that edge, that strategic advantage that sets them above their competition. "LEED Professional Accreditation distinguishes professionals with the knowledge and skills to successfully steward the integrated design and LEED certification process." LEED APs allow your company to "become eligible for projects on which owners are mandating the participation of a LEED Accredited Professional and strengthen qualifications when responding to RFPs requiring LEED Accredited Professionals". Since 2001, more than 43,000 people have attained their credential as a LEED AP...and you can too!

*Reference is made to information gathered from www.usgbc.org and the *LEED Accredited Candidate Professional Handbook* on the www.gbci.org website.



Upcoming Events Continued

[Ohio Valley and Great Lakes
Regional Conference](#)
August 26-28, 2008

[SAME Post Leaders
Workshop](#)
September 5-6, 2008

[SAME/IFMA Facilities
Management Workshop](#)
September 9-11, 2008

[2008 Scholars and
Honors Gala](#)
Sept. 20, 2008

[Missouri River and Texoma
Regional Conference
Hosting the SEG and Fall
Board Meeting](#)
October 21-23, 2008

[USACE Small Business
Conference](#)
Dec. 8-10, 2008



**On-line registration for individuals
(Conference Participants, Exhibitors, Speakers,
Spouses, etc) is now open!**

Go to www.same-2008.org to learn about registration, sponsorship opportunities, events and program notes!

Early registration rates are available through April 30, 2008.

NEW SMALL BUSINESS RECOGNITION AWARD!

By Alvin Brown, SAME Sustaining Member and Small Business Council Recognition Committee Member, TolTest, Inc.

Did you know that according to the SBA office of Advocacy small business firms represent 99.7 percent of all employer firms?

Small business has, is, and will be the backbone of the local, state, and national economies. Small business companies play a major role in what this country is today. The advocacy and encouragement of small business development and utilization is a great investment in our future.

In an effort to recognize SAME efforts of small business advocacy, the SAME Small Business Council has implemented a new award beginning in 2009. The award, the "POST SMALL BUSINESS COMMITTEE OF THE YEAR," will be an annual award in recognition of the post small business committee that best exemplifies the mission of the small business council (SBC). The SBC mission is "to promote the role and relevance of small business to national security through outreach, training, opportunity and recognition."

Factoid: Two-Thirds of our SAME National sustaining membership is made up of small businesses.

If you believe your post small business committee is deserving of this recognition, please bring this new award opportunity to the attention of your post SBLO, officer or BOD member.

Please see pages 4-5 (insert pages) of this newsletter for the nomination form, evaluation criteria, and instruction regarding submission for nomination. Please remember the deadline for nominations is March 9, 2008. Don't miss this opportunity to have your post recognized as the "Post Small Business Committee of the Year." You can also find the form on-line at www.same.org/smallbusiness. Please direct any additional questions to Alvin Brown at Alvin.brown@toltest.com Tel. (210) 541-6121 ext. 305 or Mercedes Enrique at menrique@cms-corporation.com Tel. (317) 736-8421.

EDUCATION & MENTORING FUNDS AVAILABLE TO SAME SMALL BUSINESS MEMBERS

The SAME National Education & Mentoring Fund has established an annual stipend program to benefit our small business members. The purpose of the \$3,000 sponsorship (\$500 per person/company) is to encourage small business participation in the SAME National Conference each year. We hope that our SAME Small business members will take advantage of this financial assistance and will attend the SAME Joint Education and Training Conference & Expo (JETC) in Minneapolis, MN May 20-23, 2008. Following is the criteria to submit for possible qualification for these funds which will be **awarded on a first-come-first-serve basis prior to the 2008 JETC**.

Applicants should meet the following criteria:

- ❖ Individual applying must be employed by a Small Business;
- ❖ Individual must be a member of at least 1 SAME Post for at least 1 year;
- ❖ Individual has not attended the SAME JETC within the last 2 years;
- ❖ Individual is able to bear additional expenses over the sponsorship amount of \$500;
- ❖ Individual must be a member of or has volunteered to work on his/her post small business committee;
- ❖ Individual will provide to the Small Business Council after attending the 2008 JETC his/her observations of the conference and how small business can best participate in this conference.

Please submit your qualifying request for approval of reimbursement prior to May 9, 2009 to:

SAME Small Business Council Recognition Committee:
c/o Alvin Brown
TolTest, Inc.
85 N.E. Loop 410 Ste. 402
San Antonio TX 78216
Email: alvin.brown@toltest.com
Fax: (210) 541-6726

Re: Education & Mentoring Fund Stipend Program

“POST LIAISON OF THE YEAR AWARD” NOMINATION FORM

Nominated Post Name: _____

Please complete this nomination form by providing your responses to each of those criteria for which you qualify. There are seven (7) factors and at least five (5) need to be addressed. The best nomination will win. Entry responses should be specific (broad and general descriptions will not merit credit for an activity). For example, meeting or training session descriptions should include date, location, speakers topics covered, etc.

All supplemental/support material provided should be attached and you should include the name of the Post Small Business Liaison Officer (PSBLO) nominated and the corresponding criteria number it is intended to support. This completed nomination form and any attachments should be signed by Post president or Board of Direction member and mailed, e-mailed or faxed to:

ToITest, Inc.
Alvin Brown
85 N. E. Loop 410 Ste. 402
San Antonio, Texas 78216
alvin.brown@toltest.com
Phone: (210) 541-6721 ext. 305 Fax: (210) 541-6726

CRITERIA FACTORS (Needs to meet at least 5 to Qualify)

The post small business liaison officer should have:

1. Conducted at least one (1) community small business outreach event.
2. Coordinated or assisted a Small business event with a Local Government Agency.
3. Recognized a small business member via newsletter, newspaper, magazine award, monthly Post meeting, etc.
4. Received Letter(s) of appreciation/commendation from a local or national organization or agency for post efforts in small business activity.
5. Implemented Innovative membership recruiting of small businesses.
6. Increased small business individual and/or sustaining Post membership over the preceding year.
7. PSBLO sits on the Board of Direction or is a Post Officer.

Approving signature: (Post President or member of BOD) _____

Title: _____

Date: _____

Completed package must be received by Mr. Alvin Brown by May 9, 2008.

PROJECT DELIVERY METHODS

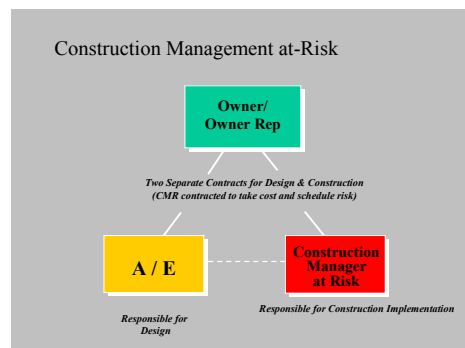
By Tony Price, President, Lindbergh & Associates, LLC

There are four project delivery methods that can influence the decision to become a prime or sub-consultant when responding to request for proposal announcements. This article will provide some insight to these delivery methods. Understanding the four main project delivery methods allows the small business to be better organized, capable, and to make better business decisions when pursuing public and private sector work. The methods are below:

- ❖ Construction Management at Risk (CM-at-risk)
- ❖ Design-Build
- ❖ Design-Bid-Build
- ❖ Bridging

Construction Management at Risk

Construction management at risk, or CM-at-risk, is an extremely beneficial project delivery method and is very similar to design-bid-build and doesn't require significant change in how the client does business. It applies a contractor's perspective upfront in the process and allows early input to planning and design decisions and has the ability to fast track early components of construction. CM-at-risk allows a client to select a highly qualified construction manager based on qualifications, making the CM a member of a collaborative project team—thus reducing risk for the client, the A/E firm, the CM, and subcontractors.



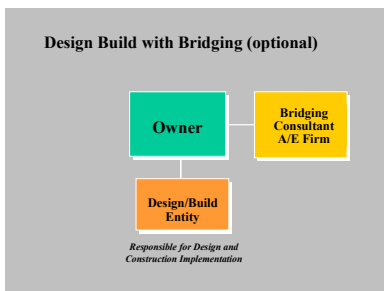
This approach produces a more manageable, predictable project that saves time and money. However it does require the client to manage two contracts, A/E and CM and depends on the A/E and CM communicating and coordinating throughout the project. The CM acts as general contractor during construction, assuming the risk of subcontracting the work, and guaranteeing completion of the project. A distinct advantage of CM-at-risk is that the client receives pre-construction services such as schedule, budget, and constructability reviews. They meet as often as necessary to ensure that there is complete understanding of goals and expectations. During pre-construction, you can be asked to review building systems, material selections, and site work to ensure that the client is getting the best value.

The at-risk approach gives clients the opportunity to begin construction prior to completion of the design. Portions of the work can be bid and subcontracted before design of unrelated scope is completed. A brief summary is below:

- ❖ Schedule allows for overlapping design and construction
- ❖ Owner procures pre-construction services from the CM
- ❖ Owner expects CM to provide Guaranteed Maximum Price (GMP) and to commit to delivery schedule (constructability, value engineering, schedule and cost)
- ❖ There are separate contracts for design & construction
- ❖ Contractor selection is NOT based entirely on cost
- ❖ CM contracts directly with trades and takes on 'performance risk' (cost and schedule commitments)
- ❖ Small Businesses can get over extended if not careful

Design-Build

Design Build is a system of contracting, under which one entity performs both the design, engineering and construction services for the project. Normally in the selection process the team with the best value solution (schedule, quality, price and design excellence) is the one selected. This approach is gaining popularity because it enables the owner to complete a project in less time without additional internal resource requirements. Also, there is a clear definition of the risks involved, allows for contractor best practices and innovation and the owner is given a single point of contact for responsibility and accountability. The owner receives project costs up front and the competitive selection process results in a best value decision.



A design-build approach can benefit many different kinds of projects depending on their complexity and required completion date. For the small business there is increased importance in your team selection, bonding capacity, past performance in terms of design and/or construction under a design build scenario. All of the risk goes to the design-builder but the collaboration between designer and constructor improves quality. The process is complex and requires intense up front planning and coordination at a potentially significant cost to the contractor.

Design-Build *CONTINUED*

It is important to note that as the design builder you put the needs of the project and owner first. Not giving them the priority could cause gaps in presentation, expectation and the true best value of a proposal. A brief summary is below:

- ❖ Clearest definition of risks.
- ❖ Up front knowledge of costs to the owner
- ❖ Highlights contractor best value and innovation
- ❖ Single point of contact between owner and design builder
- ❖ Learning curve is great....not for the weak or timid
- ❖ Owner does not control details
- ❖ Performance based
- ❖ Concurrent design and construction could shorten schedule
- ❖ Small businesses can be used as shadow prime consultants if not careful in their team selection.

Design Build and Bridging

Design Build with Bridging are similar in many ways with the exception of the A/E firm utilized. The owner contracts an A/E firm for the design and the constructor is not involved in the design. The design risk belongs to the owner and two contracts are being managed, the A/E and the Design-Build. It is a "forced" team and the contractors who are selected demonstrate the ability to form a successful team. The owner assumes greater risk in design and all legal issues related to design go to the owner. It does allow a standardization of design in those areas that are redundant to the client. The end user will also know what he is getting up front. A summary is below:

- ❖ Bridging is very similar to Design Build so there is little change required of the owner
- ❖ A/E firm works directly for the owner
- ❖ End user sees the design
- ❖ Owner must manage two contracts A/E and Design Builder
- ❖ Design Build Entity not involved in up front design
- ❖ Owner assumes all design risk
- ❖ All other benefits the same as design build.

Design-bid-Build

Is the most established way of doing business and allows the small business to consider numerous options as a prime and/or sub consultant. The owner must manage two contracts, design and construction, and any disagreements or resolved by the owner. The constructor is not involved in design and there is no guarantee of best value tied to the lowest bid. Small businesses can find themselves on numerous teams during the proposal and selection process.

“ENGINEERS IN ACTION” International

When people talk about engineering, they usually think of it in terms of civil, structural, mechanical, or electrical engineering for the construction, building, transportation, or even automotive industries. Few people think of it in terms of “environmental engineering.” Even fewer equate environmental engineering with small business, and an even smaller portion think of it on a global level. Environmental engineering is not as high profile as the previously mentioned disciplines; however, it is a viable and thriving industry for small environmental engineering firms worldwide. There are many small environmental engineering businesses that do very well addressing the many environmental concerns and issues facing our increasingly complicated world today, not just in the US but internationally. They work as both prime contractors and subcontractors in meeting the environmental requirements and missions of both private- and public-sector customers. For certain national and/or international projects, outsourcing or subcontracting environmental engineering services to local small business makes good business sense. It often makes more sense from an economical and/or logistical standpoint than trying to supply the services with in-house resources. For example, it eliminates the costs associated with travel, per diems, transportation, lodging, etc. TolTest, Inc., an Ohio-based Department of Defense prime contractor, has a number of occasions to use small businesses providing these services. For example, in support of one of its international projects, TolTest used the services of Environmental Science Corp. (ESC). TolTest subcontracted ESC, a small Japanese environmental engineering firm, to assist with a site assessment, sampling, and the biocell treatment of petroleum hydrocarbon-contaminated soils at a spill site at the Chimuwan Tank Farm No.1 in Okinawa, Japan. The site assessment had a period of performance of four months and the biocell treatment had a period of performance of six months. The project commenced on April 12, 2006, and was completed on time and within budget. Not only was it a very successful project for TolTest, it also afforded ESC an opportunity to showcase its capabilities. The comments from the customer, the 505th Quartermaster Battalion, left no doubt that this small business was not only qualified, but very capable. In a letter of appreciation, the client noted the following, “Your subcontractor, Environmental Science Co., performed outstandingly and was an excellent contributor to this team.” So, the next time you hear a discussion about engineering, don’t forget to think about the small business environmental engineers, both nationally and internationally...the group I label “the Clean and Green Engineers.”

By Alvin Brown, SAME Sustaining Member and Small Business Council Recognition Committee Member, Toltest, Inc.

FREE ADVERTISING!

The Military Engineer and the SAME News are always looking for submissions by SAME members on topics that are relevant to the industry we serve. If you would like to author an article for these national publications, or have news to share about your company or yourself that SAME members would find interesting or helpful, please contact Therese Baer at lbaer@baereng.com for information on how to submit articles for publication.



The award is bestowed to an outstanding small business member each year

LJB, INC. NAMED 2008 ROBERT B. FLOWERS SMALL BUSINESS AWARD RECIPIENT

LJB, Inc. has been selected to receive the Society of American military Engineers (SAME) **2008 Robert B. Flowers Small Business Award**. This award is presented annually to a Small Business Sustaining Member firm which has at least one Post sustaining membership in the past three years and which has rendered the most eminent and notable contributions to SAME as a Small Business. The award will be presented at the **2008 Joint Engineer Education and Training Conference and Expo**, which will be held in Minneapolis/St. Paul, MN, May 20-23, 2008. This year the Honors Luncheon will be held on Wednesday, May 21, at 11:30 AM – 1:15 PM in the Minneapolis Convention Center. In addition, Gen. Robert B. Flowers (Ret.) will attend the Small Business Council Luncheon to be held on the second floor of the Conference on Thursday, May 22, from 12 noon – 1:15 PM. Please join us in congratulating LJB, Inc. on this outstanding award!

ECC RECEIVES THE PRESTIGIOUS DWIGHT D. EISENHOWER AWARD



ECC was awarded the prestigious Dwight D. Eisenhower Award for Excellence by the Small Business Administration (SBA) in the Service category.

The Eisenhower Award, named after the president under whom the SBA was founded, honors large Federal contractors that exemplify small business utilization. As a recipient of the award, ECC demonstrated a strong commitment to small businesses through contract utilization and effectiveness, mentoring and outreach events, internal corporate policies and management support, and charitable giving.

ECC also received the 2007 Inaugural Prime Subcontracting Award for subcontracting excellence with Service-Disabled Veteran-Owned Small Businesses.

SMALL BUSINESS LUNCH AT JETC '08 CONFERENCE

Please join the SAME Small Business Council for lunch at the JETC '08 in Minneapolis to learn more about the Council's mission and business goals. The lunch is open to all SAME conference registrants. Membership on the Council is open to all SAME members in good standing – whether you represent a small business or a large business. Benefits to small business members include outreach, training, opportunity and recognition. Benefits to large businesses include one-on-one networking opportunities with qualified small businesses, mentoring opportunities, and recognition. LG (Retired) Flowers will be in attendance to award the 2007, SAME, Robert B. Flowers Small Business Award to LJB, Inc.

Stop by the Small Business Lounge while in the exhibit area at the conference. Various conference speakers will be spending time there and will be available for you to meet them!

Thursday, May 22, 2008
Noon – 1:15pm Level Two Meeting Rooms
Minneapolis, MN

2007-2008 Small Business Council Roster

Council Chair 2006-2007

Mercedes O. Enrique
Custom Mechanical Systems, Corp.
menrique@cms-corporation.com

Outreach Events

Greg Kilkenny
ETI Professionals, Inc.
gkilkenny@etipros.com

National Conferences

Darice Jamison, PMP
Project Time & Cost, Inc.
Darice.jamison@ptcinc.com

Regional Programs

Jackie Hacker
The Shaw Group, Inc.
Jackie.hacker@shawgrp.com

Education & Training

Tony Price
Lindbergh & Associates
priceJA@lindbergh-assoc.com

Recognition

Michael Zambrana
Pangea, Inc.
mzambrana@pangea-group.com

Communication

Therese M. Baer, P.E.
Baer Eng & Environmental Consulting, Inc.
tbaer@baereng.com

SAME Young Members Council Liaison

Michael E. Duffy, P.E., Esq.
Lomark Building Systems, Inc.
mdupffy@comarkbuilding.com

Deputy

Ryan Wasmus
ETI Professionals, Inc.
Rwasmus@etipros.com

Deputy

Douglas A. DeFazio
Bhate Associates
ddefazio@bhate.com

Deputy

Mary S. Urey
US Air Force
Mary.urey@brooks.af.mil

Deputy

Alvin E. Brown
TolTest, Inc.
Alvin.brown@toltest.com

2008-2009 Small Business Council Roster

Council Chair 2008-2009

Mercedes O. Enrique
Custom Mechanical Systems, Corp.
menrique@cms-corporation.com

Outreach Events

Ryan Wasmus
ETI Professionals, Inc.
rwasmus@etipros.com

National Conferences

Douglas A. DeFazio
Bhate Associates
ddefazio@bhate.com

Regional Programs

Jackie Hacker
The Shaw Group, Inc.
Jackie.hacker@shawgrp.com

Education & Training

Tony Price
Lindbergh & Associates
priceJA@lindbergh-assoc.com

Recognition

Alvin E. Brown
TolTest, Inc.
Alvin.brown@toltest.com

Communication

Therese M. Baer, P.E.
Baer Eng & Environmental Consulting, Inc.
tbaer@baereng.com

SAME International Committee Liaison

Michael E. Duffy, P.E., Esq.
Federal Government Services
mduffy@comarkbuilding.com

Deputy – Outreach Events

Matthew Wallace
ETI Professionals, Inc.
mwallace@etipros.com

Deputy – Regional Programs

Arthur Saulsberry
USACE, Kansas City District
Arthur.e.saulsberry@nwk02.usace.army.mil

Deputy – Education & Training

Mary S. Urey
US Air Force
Mary.urey@brooks.af.mil

Deputy – National Conferences

Leon F. De Souza
Custom Mechanical Systems, Corp.
ldesouza@cms-corporation.com

Deputy - Communication

Melea Crouse
U.S. Army Corps of Engineers
melea.crouse@usace.army.mil

To subscribe to e-mail distribution of the SAME Small Business Council newsletter, please go to www.same.org/i4a/pages/index.cfm?pageid=3406 and click on "subscribe to the newsletter." It will ask you for your SAME Member login and password.

Resources:

www.same.org | www.ccr.gov | www.sba.gov

