From the President

Happy New Year to the Boston Post!

I hope everyone affiliated with the Boston Post had an opportunity to spend time with friends and family over the past few weeks.

As a Post we are set up for a busy 2018 and I am excited to share some news with all of you.

I would like to start with recognizing Dave Heislein and the members of the Outreach Committee for being recognized by SAME National this fall in The Military Engineer. Dave’s efforts and the support provided by the Boston Post to the Outreach Committee’s commitment to inspire students through STEM were highlighted in the magazine’s “Post Best Practices” section.

I would also like to recognize Jeff Dulgarian for continuing innovating with our meetings and programs. It was great to see everyone who turned out at last month’s Boston Post Holiday gathering, including the new faces drawn in by the innovative format.

I am excited to announce that we will be joined by Sal Nodjomian (SAME National President) at our Small Business event in February and Joe Schrodel (SAME National Executive Director) at our annual Spring Meeting. It will be good to visit with National Leadership and talk about the future of the organization and the National 2020 Strategic Plan. As you may know, SAME turns 100 in 2020, and we are driving several initiatives over the next two years to commemorate our birthday.

In closing, I will leave you with the six “Major Actions” SAME will be driving over the next two years as we ramp up to 2020 and beyond. I am looking forward to working with all of you on accomplishing the following objectives:

1) Industry-Government Engagement
2) Recruiting
3) Producing STEM Professionals for the Nation
4) Preparing Veterans for the A/E/C Industry
5) National Leader Development
6) Partnering

Chris Kuppens
Based on the events listed below, Fall 2017 proved to be a fun-filled and productive season for SAME Boston Post.

**MEETING INFORMATION IS DETAILED ON THE NEW SAME WEBSITE**

http://www.same.org/boston

**September 2017**

8 Sept 1 pm-dinner  Cape Cod Canal Cruise, Buzzards Bay Marina
Hosted by Young Members

19 Sept 11:30 am-2 pm  September Monthly Meeting
Speaker: David Lederer-EPA Region 1
Sponsored by US Ecology

5:30-7:30 pm  EBC End of Summer Bash, Coppersmith, Boston
Cohosted by Young Members Committee

**October 2017**

10 Oct 8:30 am start  24th Annual “Fall Classic Golf Tournament
Charter Oak Country Club

17 Oct 8:30 am-2 pm  October Monthly Meeting and Annual Training Event
Hosted by Small Business Committee
Sponsored by Comprehensive Environmental Inc.

**November 2017**

21 Nov 11:30 am-2 pm  November Monthly Meeting
Speaker: Jennifer McCarthy, USACE New England District
Sponsored by CDM Smith Inc.

**December 2017**

5 Dec 3:30 -6pm  December Monthly Meeting: Outreach and Holiday Social
The Naked Fish, Waltham

**Note:** All meetings take place at the Westin Waltham Hotel unless specified otherwise.
YOUNG MEMBERS CAPE COD CANAL CRUISE

We had fantastic weather out on the water and learned some amazing facts about the engineering that went into building the Cape Cod Canal and bridges. The narrated tour brought us through the Village of Onset, Buzzard’s Bay and through the canal up to the Sagamore Bridge and back.

Highlights included stunning views of Wicket Island, Onset Island, Agawam Point, the Massachusetts Maritime Academy, and close-up views of all three bridges. After the tour we all shared a few slices at the world-famous Marc Anthony’s Pizzeria next door (so good!). See below for a couple of photos from the trip.
We had a very successful Fall Event at the new venue, above, the Charter Oak Country Club. We are looking forward to our Spring event in June at Sandy Burr.

I am also looking for volunteers who would be interested in helping out with the planning and execution of the golf events in 2018.
SMALL BUSINESS COMMITTEE’S ANNUAL TRAINING EVENT
A SUCCESS

On October 17th, the Small Business Committee sponsored the monthly meeting with a three part program starting with the “Breaking into the Federal Marketplace Training Session,” followed by “Marketing to Large Businesses and Lessons Learned Panel”, and then a special small business workshop conducted by the Massachusetts Procurement Technical Assistance Center (PTAC). Training events sponsored by the small business committee take place annually in the fall, and are custom designed each year to provide education and assistance with the most timely, relevant issues for the small business community, with a focus on federal contracting.

The October event, which was attended by more than 50 individuals, began with a training session from Carrie Ann Williams with Andana Consulting, which included hands-on, practical methods for developing business with the Federal Government. Ms. Williams is a seasoned marketing professional and consultant, and provided attendees with specific tasks to perform in order to be successful in their individual pursuits, regardless of the product or service they’re providing. To help improve their efforts, attendees were also given a guide book that included “After Actions” to implement and refine their strategy on an ongoing basis.

The “Marketing to Large Businesses and Lessons Learned Panel” was moderated by Eva Marie D’Antuono, Deputy for Small Business, USACE New England, and included Gene Blake, Senior VP, Amec Foster Wheeler; Stuart Kibbee-Project Executive, Consigli Construction; and Tim Ashmore - Federal Sales Manager, Charter Contracting. Each panel member provided invaluable insight into the important aspects of how small businesses should approach and develop relationships with large business Federal contractors. The panelists also discussed pitfalls to avoid, and provided some examples of highly successful large/small business partnering relationships.
For the final part of the program, Sandra Ledbetter, Government Sales Advisor, Mass Small Business Development Center (MSBDC), Procurement Technical Assistance Center (PTAC), provided a detailed presentation on why a small business should prepare a clear Capability Statement to use in marketing to Federal Government agencies and contractors. She showed examples of good and bad designs and offered insights on what information to include and even where to put it on the page. She emphasized the importance of having a well presented Capability Statement to share at SAME and Matchmaker events.

For small businesses who are interested in attending next year’s training event, be sure to check the SAME Boston events calendar. And if there are specific topics that firms would like to see as part of next year’s program, please forward your suggestions to the Small Business Committee Chairperson.

(From left to right: Carrie Ann Williams, Tim Ashmore, Stuart Kibbee, Sandra Ledbetter, Eva-Marie D’Antuono)
# Upcoming 2018 Meetings/Events Calendar

**MEETING INFORMATION IS DETAILED ON THE NEW SAME WEBSITE**

http://www.same.org/boston

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<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td><strong>January 2018</strong></td>
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<tr>
<td>23 Jan</td>
<td>5-7 pm</td>
<td>SAME Boston Post Young Members Committee hosts January and Networking Event at <strong>Fi Boston</strong> (More info on following page)</td>
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<tr>
<td><strong>February 2018</strong></td>
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<tr>
<td>8 Feb</td>
<td>2-8 pm</td>
<td>SAME Boston Post 15th Annual Contracting Opportunities and Small Business Showcase</td>
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<td><strong>March 2018</strong></td>
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<tr>
<td>13 Mar</td>
<td>11:30 am-2 pm</td>
<td>SAME Boston Post Joint Meeting with CMMA</td>
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<td><strong>April 2018</strong></td>
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| 11 Apr   | 11:30 am-2 pm | SAME Boston April Monthly Meeting  
Speaker: LCDR Matthew Baker, USCG  
Hosted by EPIR (more info on following page) |
| **May 2018** |          |                                                                      |
| 1 May    | 5:00-9 pm | Boston Post 58th Annual Spring Meeting for Engineering and Science Scholarships |

**Note:** All meetings take place at the Westin Waltham Hotel unless specified otherwise.
SAME Boston Post Young Members Committee host

January meeting at F1 Boston- Networking meeting to follow racing

When: Tuesday, January 23, 2018 from 5:00-7:00 pm.

Everyone needs to arrive by 5pm for safety briefing, race will start at 6pm and continues to 6:30 pm.

Networking will occur afterwards at Ascari Bar and Grille located on site at F1.

Where: F1 Boston

290 Wood Rd, Braintree, MA 02184.

Cost: $40 ****All drivers must bring their valid driver's license on them. Please be advised that everyone must be 18 years old with a valid driver's license to race. In addition, we have a "Zero Tolerance Policy" which prohibits the use of alcohol prior to racing. All racers must wear closed toe sneakers or shoes.

Register Today
SAME Boston Post 15th Annual Contracting Opportunities and Small Business Showcase

REGISTER NOW!
15th Annual Contract Opportunities & Small Business Showcase

Thursday, February 8, 2018, Westin-Waltham Hotel

The SAME Boston Post Small Business Committee, in conjunction with the Piscataqua and Narragansett Posts, presents:

The 15th Annual ★ Contract Opportunities & Small Business Showcase ★

Thursday, February 8, 2018

Location
Westin-Waltham Hotel
70 Third Avenue | Waltham, MA 02451
Phone: 781.290.5600

Afternoon/Evening Event
Regional contract opportunity updates from key agency representatives and valuable networking

Invited agencies include:
★ U.S. Army Corps of Engineers
★ NAVFAC MIDLANT
★ U.S. Coast Guard
★ MassDOT Highways Division
★ Many others

Small Business Showcase
The Showcase is an opportunity for interested small and large businesses to showcase their companies and meet with potential partners. Exhibitor tables will be located nearby to the speaker presentation area.

The Showcase is accompanied by a networking mixer with heavy hors d’oeuvres and cash bar

Exhibitor tables will be located in the ballroom and foyer areas and sell out quickly. Exhibitor spaces are limited and will be assigned a space in the ballroom and foyer areas on a first-come, first-served basis. Register promptly if you want to be an exhibitor!
When: The Resilience Committee lunch/presentation is expected to take place on Wednesday April 11th, 2018.

Time: 11:30-12 Reg. 12-1:30 lunch

Where: Westin Waltham, MA

LCDR Matthew Baker, USCG, has agreed to speak on the role of the USCG in disaster relief and incident management and, hopefully, tying in what is being done in the Caribbean post Hurricanes Irma and Maria. Matt is the Chief of the Incident Management Division at USCG Sector Southeastern New England in Woods Hole.
The Outreach Committee has again provided Christmas toys and gifts for four Massachusetts National Guard deployed families. The SAME Boston Post provided this donation to ten children. SPC April Lane and her staff received the gifts and expressed their appreciation for the Boston Post’s generosity.

Thank you, Boston Post, for your continuing donations!
Joe Bocchino and Brian Balukonis at SAME Small Business Conference in Pittsburgh, PA November 15-17, 2017

It’s clear from this photo that Joe and Brian gave the Small Business Conference a “thumbs-up.”
Charter Contracting Company, LLC announces the addition of Lew Conley to lead its Tri-State Area Team’s operational and business development efforts.

January 8, 2018 – Charter Contracting Company, LLC (Charter) announces the addition of a key team member, Lew Conley, as Project Executive to its Tri-State Area Team.

As Project Executive, Lew will have responsibility for, and provide overall leadership throughout the opportunity lifecycle from planning to award, as well as operational execution and overall contract management ensuring project teams’ deliver on all project goals.

Born and raised in New Jersey, Lew brings over 20 years of experience managing all aspects of Environmental Remediation Projects such as business development, estimating, contract negotiations, staffing, operations, financial management, sampling and analysis, permitting, and regulatory compliance. His industry experience includes large construction projects involving environmental issues including soils, groundwater, dredge material, surface water and health and safety issues.

“Lew’s industry experience, strategic vision, and his ability to execute on that vision will strengthen Charter’s presence in the Tri-State market. With a proven track record for successfully leading large scale environmental projects and driving innovation, Lew’s leadership skills are well-suited to lead Charter’s development efforts as we continue in our mission to be the industry’s partner of choice,” said Bob Delhome, President of Charter.

“The people of this organization, their high level of energy, and their commitment to providing quality solutions safely is what attracted me to Charter and what will continue to set us apart,” Conley said. “I’m very excited and honored to be a part of this team.”

Lew added, “As the real estate and infrastructure markets continue to grow throughout the Tri-State area, we have a tremendous opportunity to continue to expand our scope of services and our footprint in this area.”

About Charter Contracting Company, LLC

Charter develops innovative solutions to environmental and civil construction challenges. By partnering with our clients as a trusted advisor, we work daily to deliver projects that remediate and repurpose contaminated sites into healthy environments on land and water. Our portfolio includes complex, high visibility projects involving numerous stakeholders. Our ultimate goal is client satisfaction through communication, partnership and surpassing their unique requirements. Each project is an opportunity for Charter to express its mission: to be the partner of choice delivering safely executed civil and environmental remediation construction projects.

Contact:
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781.690.5885
cconrad@charter.us

Sara Rothschild, Senior Marketing Associate
Charter | 500 Harrison Avenue, Suite 4R | Boston, MA 02118-2439 | (857) 246-6804
New Staff Brings New Capabilities

Mr. Robert Hartzel, CLM, CPESC has joined CEI's growing team of specialists. Bob is a 20+ year limnologist and a Certified Lake Manager (CLM). He has led numerous surface water and watershed management projects for clients including the Massachusetts Water Resources Authority, lake associations, municipal water suppliers, government agencies, and industrial clients. As a professional wetland scientist, he provides federal Clean Wetland Act and state regulatory strategy and support services for projects ranging from complex Superfund cleanup sites to infrastructure development and ecological restoration projects. Mr. Hartzel has been hired to lead a diverse array of water and natural resources consulting services.

Water Treatment Facility in Auburn Water District, Auburn, MA

The West Street Water Filtration Facility has been online since the fall of 2016 and removes arsenic, iron and manganese from two wells. CEI is pleased that the facility was featured on the cover of the New England Water Works Association (NEWWA) Journal in its June 2017 issue.

CEI has replaced our phone systems, computers/plotters and other hardware

After being in business for almost 30 years, piecemeal replacement of equipment just wasn’t enough, so when we had a really good year in 2017, we did a wholesale replacement so that all of our engineers are working with state of the art equipment. We also put in a state of the art videoconferencing systems. Now that’s investing in your own future!

Drones in our skies keep getting better!

CEI launched EagleEye Aerobotics™ on January 1st of 2017 and is excited to offer services through our wholly owned subsidiary, EagleEye Aerobotics™ for Environmental and Engineering Services using small Unmanned Aerial Systems (sUAS) platforms, sometimes referred to as drones. This new service combines the use of customized real time imagery with CEI’s engineering and scientific expertise to provide superior access, timely site reviews and increased data precision. CEI’s EagleEye Aerobotics™ in-house pilots are certified by the Federal Aviation Administration (FAA) and fully insured for sUAS flights wherever you need them. Our pilots also are trained civil or environmental engineers or environmental scientists with the knowledge to help your projects succeed.
Thanks to all our Members and Sustaining Members for their enduring support of the Boston Post, whose goal is dedicated support to our nation and the advancement of the science of military engineering. The Post strives to maintain and build on the proud and successful traditions and heritage that our nation’s military engineering community has established by conducting various programs and activities that contribute to this purpose.

The Boston Post helps the engineering and environmental professions, the construction industry, and the many federal and state agencies achieve their respective goals. The Post accomplishes this help by promoting the natural linkage between the civilian and military engineering, environmental, and construction industries for their mutual benefit. The Post additionally accomplishes this aim through supporting education in engineering and the environmental sciences through its scholarship program, its tutoring and mentoring programs, and by continuing education of its professional membership.