SMALL BUSINESS PANEL DISCUSSION:
How to be Successful in Government Work & Updates

Della Schall Young, Young Environmental Consulting Group, LLC (Small Business Representative)
Michael Hommer, Mortenson Construction (Large Business Representative)
Kim Ramsay, US Army Corps of Engineers, Small Business Program
Shaun McClary, US Small Business Administration, MN District Office
George Costilla, Minnesota Department of Transportation (MnDOT)
Mark Cooper, Procurement Technical Assistance Center (PTAC)

Presentation Synopsis:
The October meeting will be a Small Business discussion addressing how to be successful in government work from a panel of experts. The panel discussion will include the following, as well as other topics posed by the audience and the panel:
- How to be successful in getting work from local, state, and federal government
- What sources of information help to be successful
- What makes a successful small and large business relationship
- Recent updates for small and large business requirements
- New trends in small business
- Upcoming project updates from MnDOT, MN Department of Administration, US Army Corps St. Paul District

Speaker Biographies:
Della Schall Young is the Owner and Principal Scientist of Young Environmental Consulting Group, LLC, a small woman owned and minority business enterprise that specializes in project management, water and natural resources management and planning, hydrology, and hydraulic modeling, stormwater and environmental compliance and permitting, and stakeholder engagement. Della has over 20 years of experience working both in the public and private sector. She previously worked for Burns & McDonnell Engineering Company, HDR, and Minnesota Departments of Transportation and Natural Resources. Della has a BSc in Natural Resources and Environmental Studies and a MS in Water Resources Science from the University of Minnesota. Contact Della at (651)249-6974 or della@youngecg.com

Michael Hommer is the Industrial Security & Compliance Senior Manager and Small Business Liaison Officer at Mortenson Construction focused on Federal construction projects. With over 27 years of construction management experience, Mike is responsible for the management, implementation and training of the Federal Acquisitions Regulations (FAR) to all project team members working on Federal Government projects. Mike is responsible for the corporate Small Business Utilization program and their All Smalls SBA Mentor Protégé program. Mike has a degree in civil engineering from the University of Minnesota. Contact Mike at (763)287-5874 or mike.hommer@mortenson.com

Kim Ramsay is the Small Business Program Manager for the US Army Corps of Engineers St. Paul District. Kim previously worked as a contract specialist at the US Army Tank Automotive and Armaments Command (TACOM) Rock Island, IL facility and the Detroit Arsenal in Warren, MI and more recently as a Procurement Analyst for the US Army Program Executive Office
(Speaker biographies continued on Page 2)
SAME-MSP October Meeting—Continued

(Speaker biographies continued from Page 1)

Combat Support and Combat Service Support (PEO CS&CSS) located in Warren, MI. You can contact Kim at 651-290-5723 or denette.k.ramsay@usace.army.mil

Shaun McClary is the Supervisory Business Opportunity Specialist for the 8(a) Business Development and HUBZone Programs at the Minnesota District SBA office. Shaun serves as the Chair of the Small and Disadvantaged Business Opportunities Council (SADBOC), organizes the SADBOC annual Government Procurement Fair and other events, and conducts training, outreach and assistance to small businesses. Previously he was a Real Property Officer with the US Air Force, Real Estate Specialist with the US Army Corps, and a Loan Specialist with the Department of Veterans Affairs. Shaun has a Master’s Degree in Public Administration from Hamline. Contact Shaun at (612) 370-2320 or shaun.mcclary@sba.gov

George Costilla is the Business Development Advisor at MnDOT Office of Civil Rights. His prior experience includes being a Vietnam Veteran with the US Marine Corps, a Federal Construction Inspector/Project Manager for Lackland Air Force Base, and 20 plus years construction industry experience as a previous owner of a small construction company. He has degrees in Civil Engineering from the UM and a BA in Accounting and Finance from the Academy of Accountancy. Contact George at (651)366-3332 or george.costilla@state.mn.us

Mark Cooper brings more than 25 years of corporate experience in contract administration and procurement to his position at MN Procurement Technical Assistance Center (MNPTAC). In addition to prior supplier and diversity program responsibilities at Donaldson Companies and Lawson Software, Mark founded his own consulting firm to develop minority business initiatives. In 1992, Mark was named MMSDC Minority Business Advocate of the year and in April 2012 Mark was named the Minnesota Veteran Small Business Champion of the Year for the U.S. SBA Minnesota District Office. Mark volunteers as the veteran expert within the PTAC team at the State of MN Dept. of Administration, providing Veterans updates, assisting with registrations, verifications and continually monitors the changes to the Veteran First Program. Contact Mark at (651) 201-2628 or mark.cooper@state.mn.us

Meeting Location and Details:

Grumpy’s Bar & Grill, 2801 Snelling Avenue, Roseville, MN

Social time and lunch (optional) will be available from 11:30 AM to 12:30 PM, with panel discussion from 12:30 PM to 1:30 PM.

A lunch at a cost of $20 will be available. Lunch will consist of a chicken sandwich buffet, chips, Caesar salad, and a beverage. Please RSVP by no later than Wednesday, October 17, 2018 with your intent to either partake in the lunch or to come for the presentation only. Please click the RSVP button in the left-hand column of Page 1 or use the following Eventbrite link to RSVP: https://www.eventbrite.com/e/october-professional-development-meeting-tickets-50972568324

Minnesota Military Family Foundation

Peter Allen, Chris Afdahl, Wayne Wambold and Eric Hanson attended the Minnesota Military Family Foundation (MMFF) Golf Classic on August 14, 2018 at Bunker Hills in Coon Rapids. The MMFF is a community-supported fund to help military families with financial hardships, especially when a family member is deployed. SAME-MSP has supported this organization for many years by sponsoring a hole for the golf event.

For upcoming MMF events, please visit their website at: http://minnesotamilitaryfamilyfoundation.org/
September Meeting Highlights

Members of the St Paul Post donned our personal protective equipment and met at the site of the new Allianz Stadium to tour the new stadium for the Minnesota United. The $150 million facility is being built by Mortenson Construction. Greg Huber, of Mortenson Construction, gave a slide show presentation in the field office. Scott Amundson, also of Mortenson Construction, provided a tour of the construction site.

At the time of the site visit, the structural work for the stadium was mostly complete. Seating is mostly installed, the interior finishing work for concessions and team facilities is well underway, and the field surface is being installed. Much of the site-civil work around the perimeter of the building still needs to be completed. The project is scheduled for completion in February 2019 so that the Minnesota United will be in the new stadium for the 2019 season.

The exterior of the building will be wrapped in a woven silver 'skin'. At the time of the site visit, all but one of the skin panels had been attached. This skin provides the stadium an iconic look, will protect the interior areas from wind and precipitation, will allow light to pass through, and will help contain crowd noise to enhance the game day experience. The silver skin is a first of its kind installation. Mortenson Construction installed a full-scale mock up to refine design details and installation approach prior to shipping in the materials from China.

Stormwater will receive special treatment on site. Rainwater that falls on the field will be captured by underdrains for treatment prior to discharge. Storage tanks at the exterior of the site will allow attenuation of stormwater flows. Some site stormwater will be reused for landscaping irrigation.

When this stadium is complete, it will have a seating capacity of 19,400. With 1.9 million potential fans within a 30 mile radius, seats will be a hot commodity! Additional space is available for more seating in the future, but for now, you’ll have to get on the waiting list! A special thanks goes out to Mortenson Construction for providing a great tour!

SAME Members at Allianz Stadium—September 26, 2018

SAME-MSP Post Membership Survey

Tell us how our post is doing and what we can do better. We will be conducting a survey to identify gaps and opportunities for our post programs and activities. Our goal is to ensure that our post benefits our members with technical programs and networking opportunities and continually strive to provide this value to our members. The survey will be emailed to all post members in the upcoming few weeks and will also be posted on our web site.

Comments can also be provided directly to Dave Ausdemore at dave@gmail.com. Your opinion matters!
Federal Small Business Conference

The Federal Small Business Conference will be held October 31—November 2, 2019 in New Orleans, Louisiana. This year’s conference will combine with the Department of Veteran Affairs’ National Veterans Small Business Engagement, creating the biggest and best event connecting small businesses directly with federal government procurement decision makers, contracting officers, small business liaison officers, and leaders. The event will also bring together small businesses with large businesses that have teaming and sub-contracting opportunities in support of government work. The SBC and NVSBE will share an exhibit hall, networking events, and educational sessions. For more information: [http://www.samesbc.org/](http://www.samesbc.org/)

Sustaining Member Presentations at Future SAME-MSP Post Meetings

The SAME MSP Post is looking for our sustaining members to give a brief 5 minute presentation about your company prior to the monthly presentations. This is a great networking opportunity to tell others about your company’s services, small business information, etc. Please email Sherry Van Duyn at svanduyn@landmarkenv.com or Dave Ausdemore at dave@hssciences.com if you would like to present.

Have an idea for future meeting topics or tours?

Please contact Matt Redington with your ideas at matthew.redington@hdrinc.com or 763-591-5487!