Seattle Post Board – March 29, 2019 Meeting Minutes

Date/Time: Friday, March 29, 2019, at 8:10 AM
Location: 1111 3rd Avenue (3rd & Seneca), Seattle, 16th floor AECOM reception
Call-In: Dial-in 866.583.7984 - Conference code 4479740

Welcome and Announcements
1. Call-ins
2. Quorum declared
3. Approved March 29 Meeting Agenda
4. Approved March 8 Meeting Minutes
5. Announcements
   a. Lt. Col. Wendell “Buddy” Barnes, PE, FSAME (Ret.), SAME National President-Elect and Chair of SAME Academy of Fellows was in attendance. He was in Seattle for the Sustainability Forum on March 28 and stayed to attend the Seattle Post Board Meeting on March 29.
   b. Julie Erickson announced that a discussion about Post membership would occur at the end of the meeting.
   c. The Joint Engineer Training Conference & Expo (JETC) is in Tampa, Florida on May 7-9; Seattle Board and Post members are encouraged to attend.
   d. Thanks to Terry McCann’s efforts on Streamer submittals, the Seattle Post was recognized with distinction in four areas: Relationships, Leadership & Mentoring, Professional Development & Personal Growth, and Resilience. The Post was not awarded a streamer for Membership due to not meeting SAME National goals for membership growth.

Program Updates by Committee Chairs

KITSAP CHAPTER (Mark Swink)
1. No update, per Julie Erickson.

VETERAN ASSISTANCE (2019-2020 Chair is Allison MacEwan)
1. Not in attendance. Program is being planned for October with assistance from Monica Manthey.

PROGRAMS (Nick Vlahovich)
1. The upcoming June program is Meet The Chiefs. Nick has seven presenters signed up. No keynote speaker yet. He is asking for suggestions for a keynote speaker.
2. Nick is working with Dave Newkirk on the Regional Meet The Chiefs event. The next step is to send out a feedback survey; Nick and Kevin Fagot are working on it. It will be combined with the Portland Post’s survey.
3. John Hickey asked Nick to check on a venue date for the Projects of Excellence event. The preferred venue is not available on October 11, but is available on October 18. The Board approved the October 18 date for the event.
4. Nick is looking for November program speaker on the topic of emergency operations.
5. The April 16 luncheon program is on EventBrite. Dan Berlin of Anchor QEA will speak about the Vancouver Island sediment cleanup project. The April program will also confirm the 2019-2010 Board nominees.

6. Buddy Barnes recommended a SAME National leader may be able to attend our June program: Gary Engle, PE, CEC USN (Ret) of AECOM in Seattle. He is a past SAME President and a past Chair of the Academy of Fellows.

PROFESSIONAL DEVELOPMENT (Wendy Oresik)

1. The Sustainability Forum was March 28. Overall good feedback was heard. Many people were involved in making the event a success.
2. It was hoped that more SAME members would attend. A goal of the conference was to have one person from each Post member firm attend. The committee tried to ensure there were no competing events for attendance that day.
3. The event did not break even; revenue was under $1,800. One reason may have been the forum theme of sustainability, which is generally not a focus of the Post’s base membership. Member firms are typically design and construction firms.
4. The keynote speaker will put photos and presentations online.
5. Julie Erickson thanked Wendy and the committee for their hard work.

ENERGY AND SUSTAINABILITY COMMITTEE (Wendy Oresik)

See above discussion on the Sustainability Forum.

PROJECTS OF EXCELLENCE (CPT John Hickey)

Not in attendance

TREASURER (Kevin Fagot)

1. Julie Erickson reviewed the February Treasurer’s report. She will send it out to the Board.
2. Kevin will rework the format of the report to make it easier to read.
3. The March Treasurer’s report will be sent out in early April.
4. Kevin will start working on the Post’s taxes next week and will ask Steve Woolery and Ralph Field for input.

MEMBERSHIP – CURRENT (Scott Blount)

1. Membership is flat. The Post did not make its membership growth goal. We are about 20-30 members low, which is about 5-10% down from peak membership a few years ago. Scott asked the Board about action to take to increase membership.
2. A larger discussion of how to increase membership occurred at the end of this meeting.
MEMBERSHIP - NEW AND SUSTAINER (Jim Shellooe)

1. Sustainer presentations are being scheduled. April 16 is the next luncheon program and Geosyntec is presenting. Another presenter slot available.

MEMBERSHIP - YOUNG MEMBERS (2019-2020 Chair is Matt Haith)

No report; Dave Walt not in attendance. Matt Haith will be the new Young Member VP.

COMMUNICATIONS (Melissa Grasso)

Not in attendance.

1. Julie Erickson said to contact Melissa if anyone has any marketing or communications needs, and to give her at least 2-3 weeks’ notice so she can accommodate the request. Frequent and clear communication about what needs to be done is most helpful.

SCHOLARSHIPS (John Souza)

1. Over 50 applications have been received; expecting more than 100 in the next two weeks. Applications typically arrive close to the deadline of April 12. John reminded Post members to get the word out about scholarships being available and to encourage students to submit. He will send an email next week.

2. This year the Post has the most scholarship opportunities available for high school and college students.

3. Criteria for selection is on the website. There are different scholarships available for high school seniors and college students pursuing STEM careers, as well as post-sponsored and member-firm sponsored scholarships. This year the Post has eight named scholarships (firm sponsored) for college students on a STEM path.

4. Buddy Barnes asked if a mentor is assigned to scholarship awardees and if a specific grade-point average needs to be maintained. John said that scholarships are one year awards and do not have a grade-point average requirement, and that the Post does not match one-year scholarship awardees with mentors.

NOMINATIONS (Larry Toimil)

1. There is a slight change in nominations. Tim McCormack is now unable to fill the would be 1st Vice President (VP) position.

2. Wendy Oresik suggested having an enlisted member in a Vice President position. Neal Armstrong was proposed for the role, but he will be leaving Seattle in June and rotating to Cleveland for three years.

3. Bob Parker agreed with the need to get the military involved in Post meetings and events. Manny Bautista said the impetus for forming a Kitsap Post was to get the Navy involved without having to drive to Seattle. Sam Lee is interested in helping get Kitsap folks involved.

4. Mark Ohlstrom has some contacts for the open VP positions, and suggested Caroline Roberts be moved to the 1st VP position. Larry will follow up.

5. The slate of nominees needs to be approved. Email vote will occur prior to April program. Melissa Grasso will send out the email.

6. Buddy Barnes gave an example of how the Houston Post is handling Board VP positions. Houston recruits young members, government sustainer members, and regular members for three VP positions. He said that National’s overall goal is to get young members to serve on Post Boards.
GOLF TOURNAMENT (Monica Manthey)
   Not in attendance

EMERGENCY PREPAREDNESS (Andrew Park and Matt Veenstra)
   Not in attendance

STRATEGIC PLANNING (CDR Terry McCann)
   Not in attendance. Julie forwarded his email regarding Post streamer awards to the Board.

ENGINEERING & CONSTRUCTION CAMPS (CDR Terry McCann)
   Not in attendance. Larry Toimil said there seven applications for camps were received, and three applicants were recommended. The Tacoma Post also took a candidate. Seven applicants are spread across the three posts (Seattle, Tacoma, and Portland).

FIELD TRIPS (Evan Lakin)
1. Registration is full for the April 5 UW Shell House tour at 1:00 pm, and there is a waiting list.

SMALL BUSINESS COMMITTEE (Michele Percussi)
   Not in attendance.
1. Steve Woolery reported the committee is working on getting a speaker for the May 20 Ice Breaker event. Joe Schroedel had been suggested as a speaker but he is not able to attend.
2. Hotel prices going up; be sure to reserve soon if you are registering.
3. Keynote speakers are confirmed for the May 21 main event at the Kitsap Conference Center.
4. Julie Erickson said the Portland Post president will be attending.

STEM (Mary Ann Carlson)
   Not in attendance

CENTENNIAL CELEBRATION (Julie Erickson, Manny Bautista)
1. Manny is attending JETC. The 2014 Class of Fellows will be meeting to discuss plans for the Centennial Celebration. Julie Erickson and Steve Woolery will be Task Force attendees at JETC.
2. Julie, Manny, and Steve Woolery are heading up initial efforts. Lori Revely and Dave Newkirk have been included in discussions. Julie is monitoring all emails about the Centennial.
3. Buddy Barnes said more information will be available after the JETC event. All Posts are planning their part. National is trying to get more Classes of Fellows involved in the planning. Washington DC starts the celebration in 2020 and Portland/Tacoma/Seattle will host the final Centennial event in 2021.
OTHER BUSINESS

1. **Membership:** A lengthy discussion about how to increase Post membership ensued. Buddy Barnes gave advice and examples. These Meeting Minutes do not include the full discussion; highlights and main points are included below.

   a. Scott Blount discussed the recent history of the Seattle Post’s membership numbers. Our Post’s peak membership occurred in 2016-2017 when we had over 700 members. One reason was that many RFPs were issued by USACE during that period peaking interest among A/E/C firms. Two reasons for our recent decline include firm mergers and acquisitions, and legal ramifications for military membership in SAME.

   b. Buddy Barnes said that 685 members should be our goal, and he discussed some ideas on how to achieve that number. Strategies/tactics/suggestions include:

      1. Determine the Post’s value proposition and communicate that to members.
      2. Contact sustainer firms regularly. Sustainer firms affect Post membership numbers. Each sustainer firm is allowed six member spots. Therefore, if a Post has 100 sustainer members, then the Post automatically has 600 members. The Post’s goal should be to contact sustainer firms regularly and ensure all their member slots are filled. Also, encourage sustainer members to show up at events. Get feedback on what sustainer members want to hear/see for programs.
      3. Know who Post’s Small Businesses and Large Businesses are and what appeals to both.
      4. Have a major technical event each quarter to appeal to technical professionals.
      5. Encourage Post members to invite government employees from local agencies to attend events and follow up with them afterwards, asking what they found useful and valuable. Share upcoming events with them. Have programs that are important to them. Invite them to become members, letting them know that Government agency memberships are inexpensive. Ask them to be speakers or panel members at events, such as a small business panel presentation.
      6. Have local Post programs and events tied to national objectives and programs, such as the annual JETC and Small Business Conference.
      7. Ask current members to take a future young member to a SAME event and introduce them to the Post President, other board members, and other attendees. Show them the value of networking.
      8. Encourage military and agency retirees to join and participate in events, as they bring a different perspective to networking.
      9. Invite a public official to scholarship award events and ask them to hand out the scholarships rather than a current SAME member.

   c. National is adding members by forming partnerships with professional associations and allowing member pricing in other categories, such as Wounded Warriors.

   d. Path Forward: Scott Blount and Julie Erickson are to meet with Tom Nichols, Jim Shellooe, and the young member chair to discuss ideas and action items. A top priority is to review the Post’s sustainer members.
2. **Other Items:**
   a. **SAME Leader Development Program:** Sam Lee is participating in National’s LDP program and is a member of the 2019-2020 LDP Inaugural Class. He has requested a mentor from the Seattle Post and asked Julie Erickson to submit a Mentor Application, due April 5.
   b. **STEM Camps:** Buddy Barnes suggested sending a STEM teacher to a camp. Teachers have the potential to impact others.
   c. **Fellows Academy:** Buddy Barnes said the Academy of Fellows is changing and has committed to be highly visible, open, and transparent. They are reviewing the Fellows application form to make it easier to apply. There is a webinar on April 24 for interested future Fellows.
   d. **TIME magazine:** Buddy Barnes suggested everyone read pages 1-5 of the current issue. Also, page 9 gives a history of how SAME started.
   e. **Upcoming National Events:** JETC 2019 is May 7 – 9. The 2019 Post Leaders Conference is in August in Bonita Springs. National’s Small Business conference is in November in Dallas.
   f. **SAME 100th Anniversary:** JETC 2020 will be the 100th anniversary. Buddy Barnes’ tag line is: “Sprint to the start” starting SAME’s second century. “Replace and Renew” is the focus.
   g. **Final thoughts:** Buddy Barnes says we should not forget our history. SAME must retool and rebuild. Young members are our pillars and will be the next leaders of our Posts and our country.

**CLOSE BOARD MEETING – In Attendance (alphabetical by last name)**

1. CDR Neal Armstrong
2. Wendell “Buddy” Barnes, PE, FSAME (guest attendee)
3. Scott Blount
4. CDR Manny Bautista, CEC, USN (Ret.)
5. Kathryn Bost
6. Julie Erickson
7. Kevin Fagot
8. Evan Lakin
9. LCDR Sam Lee
10. Timothy McCormack
11. LTC Thomas (Tom) Nichols (Ret.)
12. Mark Ohlstrom
13. Wendy Oresik
14. CAPT Robert (Bob) Parker (Ret.)
15. Jim Shellooe
16. John Souza
17. Karen Sullivan
18. Larry Toimil
19. Nick Vlahovich
20. Steve Woolery

**END OF MEETING MINUTES**