Overview:

• Introductions / Transition Plans
• Lessons Learned
• Expectations
• Private Sector vs. Military
• Market Trends
• Closing Thoughts
• Contact Info
Mr. Austin P’Pool, P.E., ENV SP, CPESC (USAF-Enlisted)  
(Sr PM, The Corradino Group)
  • Served 5 years (Feb 2002- Jan 2007)
  • Civil Engineering Squadrons on McChord AFB, Lajes Field AB, Spangdahlem AB, and Manas AB
  • EA (Engineering Assistant 3E551) – Drafting, Surveying, Contract Management, and Construction Management

Transition Plan
  • Started March 2006
  • Preparing College Applications
  • Gathering details from project experience
  • Creating resume
  • Evaluating marketable skills for private sector – AutoCAD, Surveying, CM, etc.
  • Enrolling in Transition Assistance Program (TAP)
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• Mr. Michael Ryan, P.E. PMP (USAF-Officer) (Vice President, CM Services, Atkins)
  • Served 7 years (2000-2007)
  • Civil Engineer Squadron at Dover AFB, Eskan Village KSA, Soto Cano AB, Spangdahlem AB, Camp Bucca Iraq, Hickam AFB
  • Positions: Chief of Operations, Chief of SABER, Chief of Construction Management, Command Maintenance Engineer

• Transition Plan
  • Started 2006 (11 months out)
  • Earned EI
  • Attended SAME job fair
  • Creating resume / rehearsed interview Q&A
  • Evaluating marketable skills for private sector
  • Enrolling in Transition Assistance Program (TAP)
  • Read PCS to Corporate America
  • Communicated with several companies
What can you do to prep for the transition:

• Our Lessons learned
  – Start Early
  – Join Professional Organizations (SAME, ASCE, FES, AWWA, Etc.)
  – Volunteer/Get Involved in Organizations/Local Government, Build Relationships
  – Know market where your skills apply
  – Write Strong Resume and distribute through friends
  – Get your Licenses/Certifications (E.I., P.E., PMP, ENV SP, LEED, Etc.)
  – Create LinkedIn Profile
  – Research companies
  – Create USA Jobs resume
  – Prepare Finances
  – Look at openings into Local Government
What to expect:

- A new alphabet
- Less “Sirs and Ma’ams” and more first names
- A different type of stress
- Transitioning from not-for-profit government to profit driven private sector
- Utilization goals
- Management roles are different
- Dedication and hard work has it’s rewards
- People respect your service but don’t need to be reminded of it
- New wardrobe
The private sector is not the same as the military
  – The term Civil Engineer has many meanings
  – There are several exciting fields for which an engineer can join

  • Construction Engineering and Inspection (CEI)
  • Project Development and Environment (PD&E)
  • Construction Management

  • Drainage design
  • Utility design
  • Roadway design
  • Structural design
  • Etc
## Market Segments by Targeted Areas – Florida

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<tbody>
<tr>
<td><strong>Amusement, Social and Recreational Bldgs</strong></td>
<td>$484,888</td>
<td>$392,032</td>
<td>$544,081</td>
<td>$932,151</td>
<td>$873,872</td>
<td>$961,534</td>
<td>$911,945</td>
<td>$800,186</td>
<td>$673,420</td>
<td>2017 Peak</td>
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<tr>
<td><strong>Multifamily</strong></td>
<td>$2,888,214</td>
<td>$3,735,534</td>
<td>$6,819,175</td>
<td>$7,924,791</td>
<td>$8,846,359</td>
<td>$8,816,261</td>
<td>$8,220,143</td>
<td>$7,135,864</td>
<td>$7,017,710</td>
<td>2016 Peak</td>
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<tr>
<td><strong>Public</strong></td>
<td>$410,783</td>
<td>$292,984</td>
<td>$316,067</td>
<td>$361,853</td>
<td>$421,340</td>
<td>$458,448</td>
<td>$502,089</td>
<td>$481,920</td>
<td>$468,182</td>
<td>Growth</td>
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<td><strong>Healthcare</strong></td>
<td>$868,135</td>
<td>$981,403</td>
<td>$1,232,875</td>
<td>$1,836,055</td>
<td>$1,638,193</td>
<td>$1,824,917</td>
<td>$1,948,279</td>
<td>$1,986,036</td>
<td>$1,950,701</td>
<td>Growth</td>
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<tr>
<td><strong>Hospitality</strong></td>
<td>$708,825</td>
<td>$669,161</td>
<td>$919,137</td>
<td>$992,980</td>
<td>$1,128,932</td>
<td>$1,117,652</td>
<td>$955,282</td>
<td>$794,291</td>
<td>$664,650</td>
<td>2016 Peak</td>
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<tr>
<td><strong>Commercial</strong></td>
<td>$1,837,590</td>
<td>$1,717,653</td>
<td>$2,384,225</td>
<td>$3,455,477</td>
<td>$3,107,456</td>
<td>$3,255,957</td>
<td>$3,414,264</td>
<td>$3,224,626</td>
<td>$2,854,434</td>
<td>Reduction</td>
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<td><strong>Education</strong></td>
<td>$967,367</td>
<td>$1,034,694</td>
<td>$1,053,739</td>
<td>$1,505,097</td>
<td>$1,961,063</td>
<td>$2,614,639</td>
<td>$2,747,931</td>
<td>$2,625,646</td>
<td>$2,339,317</td>
<td>Growth</td>
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<tr>
<td><strong>Retail</strong></td>
<td>$942,459</td>
<td>$1,328,075</td>
<td>$1,172,800</td>
<td>$1,371,015</td>
<td>$1,652,095</td>
<td>$2,042,615</td>
<td>$2,283,742</td>
<td>$2,115,320</td>
<td>$2,042,509</td>
<td>Growth</td>
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<td><strong>Total</strong></td>
<td>$9,108,261</td>
<td>$10,131,536</td>
<td>$14,442,099</td>
<td>$18,379,419</td>
<td>$19,629,309</td>
<td>$21,092,052</td>
<td>$20,983,673</td>
<td>$19,263,889</td>
<td>$18,010,923</td>
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Construction Market Update:

• The Department of Veterans Affairs has issued final regulations which requires the VA to verify ownership and control of veteran-owned small businesses, VOSBs, including service-disabled veteran-owned small businesses, SDVOSBs, in order for these firms to participate in VA acquisitions set-aside for SDVOSB and VOSBs. This new regulation, which became effective July 12, 2017.

• Under the new regulation, VA annual examination of a VOSB is no longer required. Such examinations will occur every three years. The VA believes that this change will not affect its ability to maintain the integrity of the program because each examination is extremely thorough.
Closing Comments:
• People respect your service, but don’t need to be reminded of it
• Being a veteran won’t get you a job, but will get your foot in the door
• The military core values is strong selling point for a veteran
• Many major Construction Firms recognize and support the transition process for veterans within their company. For example, Turner established the Veterans Affinity Network that provides four areas of focus:
  1. Supporting military families
  2. Providing guidance to active-duty employees who are deploying or transitioning back to civilian employment
  3. Recruiting and retaining veterans, veteran family members, and allies
  4. Engaging in outreach with a focus on employment, education, and philanthropy.
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