As we wrap up the fourth quarter, I hope that you are all doing well in your business plans for 2016. The Small Business Council will be conducting another two webinars throughout the year. Our goal is to train small businesses to better compete and perform in the industry.

The courses provided at JETC and our Small Business Conference are tailored in both content and instructors, to address issues of concern to small businesses. With about 3,000 new regulations planned for 2016, the Small Business Council strives to keep small businesses informed; providing lessons-learned from current industry CEOs; and offering a direct contact with Small Business Professionals in all branches of the military, the VA, and the SBA.

If you have not registered yet, please be sure to do so for the 2016 Joint Engineer Training Conference & Expo (JETC) that will be held from May 24-26 at the City of Phoenix Convention Center, Phoenix, AZ. We expect another exciting program! To date we have 1,074 registrants, 166 Exhibitors, 135 government representatives, 335 small businesses, and 542 large businesses, respectively, who have committed to attend.

Our SAME Small Business Council will meet on Tuesday, May 24th from 0930-1130 am. Be sure to go prepared to JETC by looking over the JETC Agenda and making appointments with colleagues that you intend to meet with. The Society Awards will be presented during the evening of the Society Ball—so dress to impress and put on your dancing shoes for an exciting evening! For more information, log onto:

https://s3.goeshow.com/same/jetc/2016/registration.cfm

Furthermore, our collaboration with SAME National was critical to the Council's smooth operations and success! I especially thank Belle Febbraro, Nicole Matthews, Ann McLeod, and Nick Desport for their support!

Please remember to be engaged in small business matters, voice your opinions, collaborate, and team with other small businesses. Also, don't forget to volunteer in your communities, and remain positive!

Regards,
Clarence McAllister, PE, RCDD
Fortis Networks, Inc.
SAME Events

USACE Galveston District
Small Business Industry Day
Galveston, TX
May 4

JEOC
Port Hueneme, CA
May 9 - 13

Omaha Post Industry Day and Golf Outing
Omaha, NE
May 9 - 11

David Nour Session Four: Fundamental Laws of Relationships
Webinar
May 10

JETC
Phoenix, AZ
May 24 - 26

Atlanta Post Exploring Engineering Academy
Atlanta, GA
June 5 - 10

SAME/STEM Eng & Construction Camps
Army: June 12 - 18
Marines: June 19 - 25
Air Force: July 7 - 13

Small Business Council Webinar: How To Engage and Position During Government Prospect Meetings
Webinar
June 21

JEOC
Wright Patterson AFB
June 20 - 24

Post Leaders Workshop
St. Pete Beach, FL
August 28 - 30

JEOC
Hawaii
September 19 - 23

For more information on these great events, visit: www.same.org
Ann McLeod, CEM, CAE—Director, SAME Meetings & Expositions amcleod@same.org
Upcoming Webinars Contact: Belle Febbraro (703) 924-2616 bfebraro@same.org
How To Engage and Position During Government Prospect Meetings

Presenter
Name: Joshua P. Frank
Title: Managing Partner
Employer: RSM Federal

Author, trainer, and business coach with 25 years in the federal space, Mr. Frank is a leading authority on small business federal acquisition and speaks nationally on small business innovation and acceleration. He specializes in the development and implementation of techniques and strategies required to position, differentiate, and accelerate competitive advantage to winning government contracts. His training sessions, highly educational and thought-provoking, are consistently rated as one of the strongest sessions at National conferences and symposiums.

Out of more than 500 sessions, Josh's sessions on Advanced Teaming Strategies and Winning Strategies for Government Prospecting were rated as one of the top five sessions at the National Veterans Conferences in 2014 and 2015. The session on teaming was the highest attended training session at the 2015 SAME Small Business Conference. In 2016, Josh's session on Advanced teaming Strategies was the #1 rated keynote for the National Association of PTACs.

An avid outdoor enthusiast and Boy Scout leader, Mr. Frank lives in St. Louis, Missouri with his wife, daughter, and son. He is a former intelligence officer and a graduate of the University of Missouri with an undergraduate degree in English and a graduate of Webster University with a Masters in Management Information Systems in addition to a Masters in Business Administration from the Webster University Walker School of Business.

To contact Josh: contact@rsmfederal.com https://www.linkedin.com/in/joshuapfrank

June 21, 2016
1:00 pm - 2:00 pm EST

Abstract
An educational, fast-paced, high-energy and thought-provoking session on how to approach the first meeting with a prospect. It's amazing how many advisors, mentors, and consultants will provide recommendations -- but very few actually help you apply what you've learned. This session is designed to be impactful and for many, will realign your expectations on what to actually focus on during an initial prospect meeting. . .

The meeting, prioritizing your meeting objectives; and how to successfully follow-up. Everyone tells you to bring a copy of your capability statement -- don't. We'll explain why during the session.

Unlike most sessions, this is more than a general or abstract discussion. This session is designed to accelerate your confidence and your ability to position with new prospects. A core objective of this session is to help you differentiate from your competition while simultaneously collecting information and intelligence necessary to building competitive advantage.

Unlike most webinars, this is more than a general or abstract discussion. This session is designed to accelerate your confidence and your ability to position with new prospects. A core objective of this session is to help you differentiate from your competition while simultaneously collecting information and intelligence necessary to building competitive advantage.

Thank you,
Joshua Frank
Managing Partner
SAME NATIONAL CALL FOR PRESENTATIONS

The SAME Small Business Council needs assistance in planning the Small Business Conference for Federal Engineering, Construction & Environmental Programs (Nov 16-18 Atlanta, GA).

SAME National will be sending out an email request for Speakers/Presentations by May 2016.

The SAME Small Business Conference for Federal Engineering, Construction & Environmental Programs is the leading event for federal agencies and businesses operating in the federal A/E/C marketplace to come together to share information, discuss business needs and mission requirements, connect with potential partners, and help support the nation’s small businesses and the government’s small business contracting goals.

This annual conference includes senior leadership from several federal agencies, including:

- U.S. Army Corps of Engineers
- Naval Facilities Engineering Command
- Air Force Civil Engineer Center
- Department of Veterans Affairs
- General Services Administration
- Department of Energy
- Department of Commerce
- U.S. Public Health Service
- Small Business Administration

The following tracks are being proposed:

- Business Development
- Contracting/Legal
- Finance
- Leadership
- Technical
  - Engineering
  - Environmental
  - IT
  - Security

The SAME Small Business Council will also need volunteers to help review the presentations.

Potential Speakers contact:
Belle Febbraro - bfebbraro@same.org

Presentation Reviewers contact:
Karen Buniak - karenb@ttienv.com
Nominations for the Small Business Awards are being accepted through September 16, 2016.
All Small Business Awards nominations must be submitted to SAME HQ using our online nomination process. Awards will be presented at the SAME Small Business Conference.

http://www.same.org/Online-Forms/SAME-Small-Business-Award-Nomination-Form

Eligibility Criteria

- The Small Business Award can be self-nominated and must be a SAME Sustaining Member Company in good standing prior to 1 January 2014, to be eligible for these awards.
- The Large Business Award can be self-nominated and must be a SAME Sustaining Member Company in good standing prior to 1 January 2014, to be eligible for these awards.
- The Industry Small Business Advocate Award can be self-nominated. The nominee must be a SAME Member in good standing and have been a SAME member prior to 1 January 2014. The nomination must be accompanied by endorsements from two or more SAME small business owners.
- Firms who have won this Award within the past three years (2013-2015) are not eligible to apply in the same category.

Award Criteria

Small Business Award Criteria (One Award)
The nominee should meet all of the following criteria for work completed for the U.S. Army, U.S. Navy or U.S. Air Force within the last five years from nomination due date (September 16, 2016) in an outstanding manner as evidenced by:
- Letters of commendations, awards, previous project evaluations, etc. to show past performance from client or prime contractor.
- Company's track record for working with other Small Businesses in the Industry
- Company's track record for the professional development of its employees through participation in SAME education and training activities; and
- Company participation in one or more small business conferences (e.g. 2014 SAME Small Business Conference, Veteran-Owned Small Business Conference, an SAME Post-sponsored small business conference, etc.).

Large Business Award Criteria (One Award)
The nominee should meet all of the following criteria for work completed for the U.S. Army, U.S. Navy or U.S. Air Force within the last five years from nomination due date (September 16, 2016) in an outstanding manner as evidenced by:
- Small business subcontracting performance as evidenced by Summary Subcontracting Reports (SSR's) within the past three years;
- Description of the efforts to support small business programs and the result of such efforts (Number of small businesses subcontracted to and subcontracting dollars to small businesses)
- Letters of recognition or awards from DOD agencies or the Small Business Administration (SBA) for outstanding small business utilization and/or SBA subcontracting program review ratings;
- Company's demonstrated support for the internal training of the nominee's program/project managers on how to involve and support small business initiatives; and
- Company's participation in one or more small business conferences (e.g., SAME Small Business Conference, Veteran-Owned Small Business Conference, SAME Post-sponsored small business conference, etc.).

Industry Small Business Advocate Award (One Award)
This award recognizes an individual from industry who has been an outstanding spokesperson and advocate for small business. The award recognizes efforts and actions accomplished for programs within the past three years. This person may be the Small Business Advocate within a Large Business.
ABOUT

Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America’s entrepreneurs and small business owners.

More than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year.

As part of National Small Business Week, the U.S. Small Business Administration takes the opportunity to highlight the impact of outstanding entrepreneurs, small business owners, and others from all 50 states and U.S. territories. Every day, they’re working to grow small businesses, create 21st century jobs, drive innovation, and increase America’s global competitiveness.

Webinar: Taking the Mystery out of Voluntary Benefits
Sponsor: Colonial Life
Webinar Date/Time: Monday, May 2, 1:00pm ET / 10:00am PT
Description: We’ll break down the common myths and misconceptions, and provide you with the tips, tools and tactics you can use to better manage benefits costs, attract and retain employees, and protect your employees’ financial futures.


Webinar: The Decline of Magstripe Cards—and What That Means for Your Business
Sponsor: Square, Inc.
Webinar Date/Time: Monday, May 2, 3:00pm ET / 12:00pm PT
Description: The payments landscape is changing. These changes have major implications for businesses of all sizes. They’ll break down all of the major changes in payments and what you need to do to ensure you’re ahead of the curve.

Register: http://event.on24.com/wcc/r/1166555/BC3DA14B3572C0BB9EF0A8813FA76CB3?partnerref=sba

Webinar: Cloud, Mobile, and Social: Great Apps and Services That Will Grow Your Business
Sponsor: YP
Webinar Date/Time: Tuesday, May 3, 3:00pm ET / 12:00pm PT
Description: You’ll discover how to leverage cloud, mobile, and social technologies that will allow you to stand out from your competition.

Register: http://event.on24.com/wcc/r/1166576/38AB60D7BBDD748535F7C8FCEC57A6D9?partnerref=sba

Webinar: Access to Capital and Business Loans: Best Practices
Sponsor: Sam’s Club
Webinar Date/Time: Wednesday, May 4, 4:00pm ET / 1:00pm PT
Description: Participants will learn background on the small business loan market and providers as well as how to identify the right type of financial product for the business need.

Register: http://event.on24.com/wcc/r/1166578/B65100047A3C6461EE4781F1A49D949?partnerref=sba

Webinar: Tips for Getting Your Business Financially Fit
Sponsor: Intuit Quickbooks
Webinar Date/Time: Thursday, May 5, 3:00pm ET / 12:00pm PT
Description: Join Intuit QuickBooks in this interactive webinar, where you’ll learn practical, actionable tips for improving the financial fitness of your small business.

Register: http://event.on24.com/wcc/r/1166582/18C9865EF65B5576ED73B89A75D5F9B3?partnerref=sba

More information coming soon
Pre-Conference Technical Tours
Tuesday, May 24, 2016
Phoenix Convention Center
100 N 3rd St, Phoenix, Arizona 85004 | Phone: 800-282-4842
Jumpstart your JETC experience by taking part in one of the following technical
tours. Each tour will be held Tuesday, May 24, and offers 2 PDHs for your licensure or
certification needs.
Separate registration is required.

**Taliesin West**
9:00 am - 12:00 pm
You'll be drawn closer into Frank Lloyd Wright's world with special trips into the Wrights' living quarters and the gracious Taliesin West "Garden Room" on our most popular tour. You'll feel the beauty and peace of the spaces in which Frank Lloyd Wright welcomed the many famous guests he entertained at his desert home.

**Luke Air Force Base**
8:00 am - 12:30 pm
Visit the training facility and new squadron ops building (currently under construction) for the F-35. There will be over two dozen F-35s at the base by JETC. Note, registration will close on May 9 for this tour due to the need for background checks.

**Tour Fees:**
$60
For registration assistance please contact registration@same.org. For more information on this program, please contact Belle Febbraro at bfebbraro@same.org.

**Accommodations:**
SAME has negotiated room blocks with a number of hotels within walking distance of the Phoenix Convention Center. **Reservations must be made through SAME’s official housing partner, Connections Housing.**

AUGUST MACK WEBINARS
The New Change to Michigan Storm Water Management Rules
June 10, 3:00 pm EST
Starting in 2015, the Michigan Department of Environmental Quality will require that all businesses covered under a Storm Water General Permit must incorporate into their quarterly comprehensive inspection a visual assessment of storm water discharges. This is the most significant change to Michigan’s storm water management rules since the State of Michigan starting issuing permits for storm water discharge in 1994.

EHS Auditing: Do You Really Know Where You Stand?
June 17, 3:00 pm EST
During this webinar we will discuss why it is so important to conduct an EHS audit, how to prepare for an audit, what types of things to look for during the site inspection and how to go about reviewing your data and records. Knowing where you stand in regards to your facility's compliance is pivotal. After all, ignorance is not always bliss.

**Questions?**
**Contact:**
Arika Mullis
Marketing Coordinator
August Mack Environmental, Inc.
amullis@augustmack.com
https://www.augustmack.com/Webinars.asp
SAME Phoenix Post Golf Tournament

Come join us at the SAME Phoenix Post Golf Tournament!

Where: The Legacy Golf Resort, Phoenix AZ
When: May 23, 2016
Shot Gun Start: 12:30pm
Post Tournament Awards Dinner Buffet: 6:00pm

The Golf Tournament is a 4-person team scramble format. Prizes will be awarded for 1st, 2nd, 3rd, 4th and last place finishers. The tournament will also include assorted door prizes and every golfer will receive a goodie bag!

The Legacy Golf Resort is named one of the “Top 10 Golf Courses to Play in Phoenix” by Golf Digest. The Legacy Golf Resort is rich in heritage and history, the Legacy has taken great pride in preserving the remaining structures and monuments along its 18-hole championship golf course, giving golfers an added opportunity to experience a taste of Arizona history and the Heard legacy. The Legacy was also the host site for the 2000 LPGA Standard Register Ping Classic won by Charlotta Sorenstam.

Why Support Your Local SAME Post?
A vital aspect of SAME’s mission is providing education and employment opportunities to our nation’s future engineers. Our Education and Mentorship Program awards scholarships to deserving students who are beginning their academic pursuit of architecture and engineering degrees. Following graduation, many of these students go on to serve our nation as military engineers in the various branches of the military or in companies that serve the military. Thus, SAME’s scholarship program is primarily dependent upon the proceeds from our various golf tournaments and the generosity of sponsors such as you.

Sponsorship Levels
- Cardinal Level- $2,500
- Diamondback Level- $2,000
- Suns Level- $1,500
- Coyotes Level- $1,000
- Hole in One- $1,000

Valley of the Sun
Sponsors provide 144 goodie bags, consisting of golf items

Honor Sponsorship
Allow individual military personnel to play $125 each

Freedom Flag
$150 each; Golf flag recognizing memorable family military service. Displayed on the tournament golf course.

*LIMITED NUMBER AVAILABLE*

For more information and sponsorship please contact:
Ron Baker, Tournament Director Rlbaker00@aol.com
Gabriel Groves, reginadellaluche@hotmail.com
Mira Martin, CM, miram@cswwcontractors.com
Proposed Changes to Small Business Programs

Moser Rose Attorneys attends almost every SAME conference. Most of you know us, so I will dispense with all that. My point is that while I have discussed this before, I continue to get asked about what is going on with small business laws. Below you will find some highlights – I will apologize in advance that it is not an all-inclusive list, but I endeavored to highlight what I consider to be major impacts to our industry. If I missed something, I apologize and am happy to discuss with you.

Back in December 2014, SBA proposed, again, some major overhauls to the Small Business Act. I am not sure if this is to improve the rules or just change them just as you are understanding them – of course I am kidding – most of these are improvements. See December 29, 2014, F79 FR 77955, 77967

The first major change is to the Limitations of Subcontracting – this is a mixed bag. First let me remind you of what it is – see below:

1. In the case of a contract for services (except construction), the concern will perform at least 50 percent of the cost of the contract incurred for personnel with its own employees.
2. In the case of a contract for supplies or products (other than procurement from a non-manufacturer in such supplies or products), the concern will perform at least 50 percent of the cost of manufacturing the supplies or products (not including the costs of materials).
3. In the case of a contract for general construction, the concern will perform at least 15 percent of the cost of the contract with its own employees (not including the costs of materials).
4. In the case of a contract for construction by special trade contractors, the concern will perform at least 25 percent of the cost of the contract with its own employees (not including the cost of materials).

So simply put, this limits how much of the work can be subcontracted out and how much the prime contract holder must perform. More importantly, the percentage is defined as labor dollars.

...this limits how much of the work can be subcontracted out and how much the prime contract holder must perform.

Under the proposed rule, while the percentages will not change, the manner in which it is defined will. **The biggest hit will be in construction.**

The SBA proposes to base the definition on the total contract value. In other words “cost of the contract incurred for personnel with its own employees for services, and perform at least 15 percent of the cost of the contract with its own employees. In other words, the prime small business contractor will now have to provide 15% of the total cost of the contract as labor. For those small businesses that are trying to GC a construction contract, and do not actually have yellow iron on the ground (perfectly legitimate) this may present a significant obstacle.

On the positive side, it does allow subcontractors who are similarly situated to count towards the limitation for the small business prime contractor. In other words if you are an 8(a) and you subcontract work to an 8(a), both the work you do and the work the 8(a) sub does will count as prime contractor work and that subcontractor will not be considered a subcontractor. This is good. The downside – the sub cannot further sub work to a Large Business (LB).

Another proposed change, as you recall **HUBZones** had an additional (and still do presently) limitation layered on the LOS, which required them to perform 50 percent of the work with themselves or with other HUBZones – tough. This will be eliminated once the new rule is effective.

The **Ostensible Subcontractor Rule** is changing. If a similarly situated subcontractor is doing a great deal of the work, it will be exempt from the Ostensible Subcontractor rule. This should make drafting the teaming agreement a bit easier. Again, the exemption is lost if the sub further subs to a LB. This rule will be published at 13CFR 121.103*h)(4).

There is a proposed change to when **familial affiliation** applies. It's more of a clarification. The SBA has made a more definitive statement
as to when the rule applies (to which family members) and under what circumstances. It removes the ambiguity. For instance, if mom runs a commercial flower shop in California, her daughter runs a flower shop that does Government contacts in California, and they do not do any work together, there now would be no presumption under those circumstances.

Update on the new universal mentor protégé program for all small businesses is still not implemented. When will it be – who knows.

After many iterations and updates going back almost a decade, I have decided to eliminate my famous joint venture chart. With the assistance of the Air Force and SBA, the Moser Rose (formerly Rose Consulting) JV Chart will go away. Any small business will be able to joint venture with any other small business for any procurement. Is this good or bad – many of my contemporaries see this as good. I see a double edged sword. If you are a very small, a micro small business, you could get squeezed out of the small business industry. For middle and large small businesses, this is good.

Newest cases update – fun stuff: On the VA front – Kingdomware Technologies is still litigating. Kingdomware is a challenge to the purported use of GSA schedules by the VA to circumvent the Veteran’s First Program. As you may recall, the Veteran’s First Program is a program by the VA to assist Veteran's to steer procurements to Veterans. Basically the Plaintiff’s argue that the VA should abide by the Rule of Two for all VA work and set aside any work, so long as two or more veterans are capable of doing the work. The VA says “so long” as they meet the statutory minimums for set asides. They do not have to comply with the Vets First Act. If that is so, do we need the Vets First Act? Couldn’t we just go with the Small Business rules for 23%, 5%, 3%, and 3% on set-aside goals? Anyway, it has reached the Supreme Court and was argued on February 22, 2016. We are anxiously awaiting the decision.

Geiler/Schruder JV – B-412219 – A firm challenged a firm’s ability to meet the Limitations on subcontracting by getting their proposal (who knows how) and seeing they only had 4 employees going to the project for construction. This had 4 employees theoretically getting $1.4 Million in pay. They protested the firm. Long story short – they lost. Often in my lectures I say that it is very difficult to win a protest when you go after the winning firm. Again, here is a good example of a great case that made a good example of when a firm probably should have won the protest but still lost. While other reviews of this case will talk about other issues, I believe this case really stands for this, know your proposal during the debrief. If you are unsuccessful in an offer, and want know if you should protest, get the debrief. You especially need to know the selection criteria and thoroughly vet the process to see if YOUR proposal was fairly rated. This is the best way, in my humble opinion, to win a protest.

In IEI-Cityside, a firm failed to “itemize its equipment, facilities and resources” as it always has to state in the joint venture agreement. You know the section. If you don't, look it up – it has to be there in a correctly drafted agreement. Again, the important point, this was an IDIQ, and it said they would purchase all the necessary equipment after award. This makes perfect sense; especially in the IDIQ setting. How do you know what you will need until you receive a task order? However, if it says attach a list, you better attach a list. The Court of Federal Claims said you have to. Why do we have to? It’s the law.

I saved this change for last. Again, a double edged sword, but mostly good news. Are you listening, Susan B Anthony? December 31, 2015, interim rule, WOSB and EDWOSB firms can be awarded sole source contacts up to $4 Million ($6.5 for manufacturing). However, it is still limited to those NAICS for which set aside are allowed for women. For me, and I will rant here – when will women get equal treatment – for that matter, weren’t they the last ones to get to vote as well? My two cents there.

If you want to know more, let me know.

Dave
Moser Rose Attorneys
david@moserrose.com
The SAME Philadelphia Post hosted its 10th Annual Small Business conference on March 23rd, at the DoubleTree Philadelphia Airport. The event was well attended with 85 guests. Exhibits, Match making and Sponsorships were available. Small Businesses were able to exhibit and large businesses and Federal Agencies held match making sessions for the small businesses in attendance.

The event had the following dynamic guest speakers providing varied and informative presentations:

- Cheryl Chandler, Chief, Office of Small Business Programs USACE Philadelphia District
- Cohen Seglias Law Firm, Federal Contracting Specialists
- Jennifer Tilden, SBA Philadelphia District Office
- DeShawn Lewis, Small Business Opportunity Bureau Director, PA DGS
- Carrie Ann Williams, Andana Consulting

The following is the link to the presentations
http://www.same.org/philadelphia
The SAME Boston Post Small Business Committee hosted its 13th Annual Contract Opportunities & Small Business Showcase on the afternoon of February 4, 2016 at the Westin Waltham Hotel. This business-focused event invites participation from the Piscataqua and Narragansett Bay Posts and celebrates Small Businesses and their critical role in contributing to our National Security, Facilities Management & Infrastructure, the Environment, the Federal Marketplace and, of course, SAME.

There were nearly 300 participants from across the region and beyond, 46 Corporate Sponsors, and 75 Exhibitors in attendance. Registrants came from across the northeast and as far away as California.

Bill Naughton, SAME Boston Post President, opened the program and introduced Mark Anderson, Boston Post Chaplain, who gave the invocation. Bill then introduced a special guest, Brig. Gen. Joseph Schroedel, P.E., F.SAME, USA (Ret.), Executive Director of SAME, who returned to the Boston Post event for the second year to deliver rousing welcome remarks that energized the participants.

Eva Marie D’Antuono, Deputy for Small Business for the US Army Corps of Engineers, New England District, introduced an old friend and the Keynote Speaker,

Sean Crean, RADM, SC, USN (Ret.), Director of the Office of Government Contracting for the US Small Business Administration. Mr. Crean spoke about recent updates to the SBA size standards, issues related to the Woman-Owned Small Business Program, and other important SBA matters. As always, his spirited presentation ended with a lively Q&A session.

The Contract Opportunities program consisted of presentations jam-packed with information by old and new friends of the Boston Post:

- **Jackie Johnston**, Community Plans & Liaison Officer and Assistant Public Works Officer, Public Works Department MAINE, NAVFAC Midlant
- **LCDR(s) Lars Tormey**, Mission Support Product Line Branch Chief, US Coast Guard, Civil Engineering Unit Providence
- **Margaret Leshen**, Supervisory Environmental Engineer, Contracts Management Section, US EPA, Region 1

The Small Business Committee thanks all the Speakers and their agencies for sharing their valuable time and insight with the attendees.

The Small Business Showcase portion of the day is where everyone gets down to business... and that's exactly what everyone did! Small & Large Businesses networked for possible teaming opportunities while food and beverages were available. The aisles were crowded, the chatter was constant, and the atmosphere buzzed with positive energy about doing business together!

The Small Business Committee is grateful to every Corporate Sponsor and Exhibitor. Their financial support literally makes this event possible. A copy of the event registration packet, which includes logos for the Corporate Sponsors and a listing of the Exhibitors, is available on the Post’s website. Mark Salvetti of CDM Smith was the official photographer for the event, and the Committee sends special thanks to him.

The Small Business Committee’s Contract Opportunities and Small Business Showcase has become one of the most popular events on the SAME Boston Post calendar. The best part is that the event is a win-win for the participants and the Post. The event produced about $20,000 to help support the Boston Post’s growing Outreach & Scholarship programs that benefit middle school to college age youth. Look for a similar event to be held in February, 2017!