Greetings from the Small Business Council!

Since our last Newsletter, we are pleased to introduce Ms. Ceress Berwanger as the Vice Chair of Communications. Ms. Berwanger is the President of CT Laboratories LLC, based out of Baraboo, WI; she has replaced Ms. Jeanne LeBron who has since stepped down due to personal reasons. The Council takes this opportunity to thank Ms. LeBron for all her valuable services to SAME’s Small Business Council.

On another important note, SAME National’s Executive Director, Dr. Robert ‘Bob’ Wolff will retire from SAME effective August 1, 2014. Dr. Wolff has been instrumental in supporting and leading the Small Business Conference annually. He has fostered the active participation of Small Businesses as part of the strategic vision for SAME National. Dr. Wolff also has led a successful career that spanned 37 years. As a West Point graduate in 1965, Dr. Wolff has served in the U.S. Army, the U.S. Air Force and the private sector in Germany, Fort Lewis, Wash., Ft Belvoir, VA, Washington, D.C., Vietnam, and Cambodia. He also has served in the Army Reserves, and retired in 1992 as a Lieutenant Colonel. Dr. Wolff obtained a doctorate in Civil Engineering from Stanford University while on active duty. In 1994, he was selected to be the senior civilian civil engineer for the U.S. Air Force as a member of the Senior Executive Service. Subsequently, he was promoted to the Director of Logistics Plans for the Air Force. He retired from Federal service in 1998, and served as Vice President for CH2M HILL in transportation, infrastructure, and environmental programs. Dr. Wolff has been a SAME member since 1983. Dr. Wolff and his wife, Phyllis, reside in Potomac, MD. They have two children and two grandchildren. The Council wishes Dr. Wolff the very best in his retirement!
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
bfebbraro@same.org

Brig. Gen. Joseph Schroedel, PE, FSAME, USA (Ret) will succeed Dr. Wolff as SAME’s new Executive Director. According to the SAME NEWS Publication, Gen. Schroedel served for more than 34 years as the Commanding General for the USACE South Atlantic Division and the South Pacific Division. He has also served as the Deputy Commander for the USACE Gulf Region Division; Chief of Staff, HQ USACE; and Executive Officer to the Secretary of the Army. Shortly thereafter, Gen. Schroedel led a task force to develop what is now the Department of Homeland Security. Gen. Schroedel has been a SAME member since 1990. The Council welcomes Gen. Schroedel and looks forward to working with him!

Since our last teleconference with the Small Business members, our LinkedIn site has been more active. We thank you for using LinkedIn to communicate your ideas related to small businesses. The Council is working on an Educational Program that will most benefit Small Business Members during the Small Business Conference in Kansas City, MO, December 9-11, 2014. Although we have received topic ideas for the Educational Sessions, more ideas are welcome via our LinkedIn site. So far, we have speakers from the USACE and the U.S. SBA who are willing to participate at our sessions.

Please note that applications are now open for the Post Small Business Liaison Officer (PSBLO) of the Year! If your Post has an Outstanding PSBLO that deserves an award from the SAME Small Business Council, please be sure to nominate the person. Deadline for nominations is August 29, 2014. Applications can be downloaded from the www.same.org website.

Thank you for your interest and all the best to you from your SAME Small Business Council!

Sincerely,

Gita Murthy, Ph.D.
Small Business Council Chair
gmurthy@roreinc.com
We asked Dr. Wolff to say a few words regarding Small Businesses and below is a reflection. Thank you, Dr. Wolff!

The Small Business Council was chartered in 2003 as a way to focus SAME on the importance of small business in the Department of Defense arena. Since its founding, it has had some outstanding leaders: Mike Zambrana, Jennifer Fogg, Mercedes Enrique, Tony Price, Matt Wallace, and Gita Murthy. All successful small business owners who had a passion for SAME and giving visibility to the interests of the many small business sustaining members. Several initiatives stand out in making small business a major component of SAME programs:

The establishment of Post Small Business Liaison Officers (PSBLO) who could connect with the Small Business Council and promote small business programs at the Post level; the establishment of the Robert B. Flowers Small Business Award in 2003, which was first presented in 2004, to specifically recognize an outstanding small business sustaining member. The support of the Small Business Council to the annual SAME Small Business Conference to include education sessions and networking roundtables. The publication of Small Business Newsletters which provide useful information to SAME small businesses and to bring a sense of community small business sustaining members.

Ultimately the success of SAME is dependent on how well it serves the diverse interests of its members. Small Business is big business in the United States and big business for SAME. I am proud of the accomplishments of the Small Business Council and value the leadership of its current and past Chairs. I am sure the Council will continue to make significant contributions to SAME, Department of Defense, and the nation in the future.

Bob Wolff, Ph.D., PE, F. SAME
Special Assistant to the Executive Director
Society of American Military Engineers
Minneapolis /St. Paul Post
The SAME M-SP Post is having their second Small Business Panel at our September 24th meeting. Our panelists include representatives from Stanley Consultants, Bay West LLC, Army Corps of Engineers – St. Paul District, US Small Business Administration – MN District Office, and the Procurement Technical Assistance Center Minnesota. Our topics of discussion will include the Mentor Protégé program, recent updates, and time for questions from post members. If you’d like to attend, please see our website for details of the upcoming meeting: http://www.same-msp.org/index.htm

Tampa Bay Post
The Tampa Bay Post is sponsoring a Joint Training and Education Day (JTED) for Small Business and Industry on Wednesday, August 20, 2014. The event will be held at the Surf's Edge Club on MacDill AFB, FL. We’ll kick off the event the evening of the 19th with an Ice Breaker at a well-known Tampa hang-out, “The Bungalow.” The price for the JTED includes the Ice Breaker as well as breakfast and lunch. The Wednesday event will start at 7:00 AM with a continental breakfast. The Tampa Post so far have speakers from the Corps of Engineers – Mobile and Jacksonville Districts, MacDill AFB Small Business Representative, NAVFAC Jacksonville, the Veterans Administration and the SBA. Our Key Note speaker is Al Lee, Programs Director for the South Atlantic Division of the Corps of Engineers. We’ll finish the day with a series of Roundtable discussions with our federal agency spokes personnel and large business members. Sponsorships are available for this event. Please contact Mike Ulekowski, mike.ulekowski@mule-eng.com or visit our website at http://sametampa.org/ for more details.

The Largest Federally Sponsored Event on Minority Enterprise Development!
The U.S. Department of Defense will be having their 2014 Tampa Bay Minority Enterprise Development Week (MEDWeek) Conference, 19-22 August 2014. It will be held at the Sheraton Tampa Hotel, 10221 Princess Palm Avenue, Tampa, FL 33610. A must for your small business! Now is the time to register!!! http://www.medcorp-tb.org/

18th Annual Government Procurement Conference
August 6, 2014 at the Arlington Convention Center
We have returned to a morning through afternoon format with registration beginning at 7:30 a.m., morning and afternoon educational workshops, as well as morning and luncheon keynote speakers. There will also be a robust exhibit hall with dedicated help desks for one-on-one assistance. This year's conference is reaching out to the more experienced government contractor / sub-contractor audience but has plenty of value for businesses new to the area of government contracting as well.

We are pricing the event very competitively at only $50 for a general attendee, a great bargain that includes continental breakfast, workshops, exhibit hall entry and luncheon! Non-profit, small business and government entities may exhibit for only $100, which includes 2 conference admissions. Service Disabled and Veteran Owned business general attendees may attend at no cost through the generous sponsorship of DynCorp International (special registration code required and limited to first 60 registrants) and may exhibit at the $100 rate.

New features this year include:
• Conference co-host: The U.S. Small Business Administration (SBA)
• New workshop topics: Construction Scheduling, Federal Acquisition Regulation (FAR) Part 31 Compliance, Supply Chain Counterfeit Parts, Prime Contractor Small Business Compliance Issues and more
• Expanded help desks

Now in its 18th year, you don’t want to miss the premier Government Procurement Conference in North Texas! Expand your market reach; register today and achieve greater success in your government contracting efforts.

TO REGISTER, copy and paste the link below to your browser:
Post Small Business Liaison Officer Award

The annual Post Small Business Liaison Officer (PSBLO) of the Year Award recognizes the PSBLO whose leadership, support and activities best exemplifies the mission of the Small Business Council.

Eligibility: member of a Post Board of Direction as the named PSBLO or Post Officer to be eligible.

Nominations for the 2014 PSBLO Award must be submitted by Friday, August 29, 2014, using the online nomination form at wwwSAME.org/PSBLOnomination.

Nomination Criteria: Eminent and notable contributions to small business. The PSBLO Award is based on achieving specific criteria segmented into three focus areas: SAME Post Participation, Small Business Council Participation, and Small Business Advocacy Outside SAME. A minimum of five of the nine criteria factors noted below must be met to qualify for the award.

SAME Post Participation:
• Implemented Innovative membership recruiting of small businesses.
• Advocates providing discounts to small businesses for Post or Regional Events.
• Recognized a small business member or firm via newsletter, newspaper, magazine award, monthly Post meeting.
• Received Letter(s) of appreciation/commendation from their Post President, a local or national organization or agency for post efforts in small business activity.

Small Business Council Participation:
• Member of the Small Business Council and have contributed to Conferences, Newsletters, small business Training, Webinars.
• Attended SAME Small Business Conferences in the past two years and can offer insight on improving the programs.

Small Business Advocacy Outside SAME:
• Works for a small business
• Coordinated or assisted a small business event with a Local Government Agency.
• Assist with conference planning of at least one (1) community small business outreach event.

Nomination Process: May be self-nominated or nominated by a Society member. The nominator will verify that the individual meets the eligibility criteria for the award, and that the nomination package provides information to support each of the nomination criteria and all required information on the nominee. The nominator is responsible for ensuring the package, with endorsement, is received at SAME HQ on or before the application deadline.
Hundreds participate in Huntington Post’s First Ever Small Business Conference

Hundreds of eager participants flocked to Huntington, W. Va. in May for a small business conference sponsored by the Society of American Military Engineers Huntington Post. This marks the first time the post has ever sponsored such a conference.

The event commenced with an outdoor evening mixer at Huntington’s historic Heritage Station. Light hors d’oeuvres, beverages and entertainment had conference attendees in high spirits.

The conference continued the following morning at the Pullman Plaza Hotel and workshops included government contracting 101, insider tips for brilliant technical writing and how to market small businesses to large agencies and prime contractors.

Rep. Nick Rahall (D-WV3) was the keynote speaker at the conference luncheon.

Other speakers included subject matter experts from the U.S. Army Corps of Engineers, Small Business Administration, Historically Underutilized Business Zones, Women Owned Small Businesses, large Architecture, Engineering and Construction firms and the post’s very own superb presenter, Kerry Ballew, owner-manager at DynaGlobe LLC. Special thanks to post officers and members, including Debbie Czewski and Kristin Keefer Blake, who dedicated hours of sweat equity to make the event a resounding success.

U.S. Army Corps of Engineers Huntington District Commander, Col. Leon Parrott and Society of American Military Engineers Huntington Post members Mohiuddin Shaik and Debbie Czewski photographed at the Society of American Military Engineers First Annual Small Business Conference in May.

Rodney Holbert of Burgess & Niple provides recommendations for how small business can market their capabilities to large firms at the Society of American Military Engineers Huntington Post’s First Ever Small Business Conference in May.
New Jersey Post

Networking & Briefing on Small Business Issues a BIG Success

On May 15th 2014, the Small Business Council of the New Jersey Post hosted an event at the Newark Club for Small Business members and guests. The event format featured extensive networking opportunity and a casual buffet dinner with open bar as well as briefings on issues pertaining to Small Business. This event was held during National Small Business Week.

Ed Blanar (Enviroscapes) served as Master of Ceremonies for the evening and was assisted by Debbie Poniatowski (Amy S. Greene Environmental). Speakers were the Honorable Donald M. Payne, Jr – U.S. House of Representatives, 10th NJ Congressional District, who provided remarks on small businesses today in terms of his own family background, the district he represents and the current economic climate.

Elizabeth Mackay, Assistant Director, Division of Purchase & Property, NJ Department of Treasury described the mechanics of the new state e-procurement process, NJ START, which rolls out in October with sign-up starting now.

There was plenty of time to network before and after the briefings, an element of the program that was well-received by the attendees who provided feedback to the organizers in a survey. Comments included: “Open bar great place to meet people and schedule allowed plenty of time to network. This schedule was very conducive to networking.” “Spoke to other small businesses; picked up 1 or 2 new contacts.” “I saw many familiar firms represented, but new faces.” “The large businesses were very accommodating and welcomed my follow-ups after the meeting.” “I liked the laid back atmosphere. Everyone was happy to interact.”

On-line web-based registration facilitated the sign up process and the management of the event. The event was sold out to capacity and was sponsored by 25 firms.

Congratulations to the Post’s Small Business Council who worked for several months to develop and plan the event, led by Chair B.V. Rao and including: Ed Blanar, Susan Boone, Amy Greene, Richard Grubb, Mike Hanlon and Andrew Leung.

Also during the evening, the New Jersey Post Scholarship Fund, Inc. committee presented a scholarship check to Casey Bate of Rowan University, one of four scholarship recipients this year.
1st Annual Pacific Northwest Small Business Symposium a Big Success!

On April 15th, the Seattle, Portland and Mt. Tacoma posts jointly hosted the first ever Pacific Northwest Small Business Symposium. This small business focused outreach event was held at the Kitsap Conference Center in Bremerton, WA. The event provided small businesses a robust teaming and networking environment and brought in contracting experts from local/regional military commands and federal agencies to provide insight and information on current issues of interest to small and large businesses who share common goals in the federal A/E/C marketplace. The event featured formal one-on-one networking (speed-dating style), informal networking in the lobby/exhibit area, and moderated panel question/answer sessions designed to generate discussions regarding small business and federal marketplace “issues of the day”. In the afternoon, we capped off the Symposium with a buffet-style luncheon featuring CAPT Chris LaPlatney, Commanding Officer of NAVFAC Northwest as the keynote speaker. The Honorable Mayor Patty Lent opened the luncheon with welcoming remarks highlighting the excellent hospitality of the City of Bremerton. Thanks to the efforts of the SAME Seattle Post Small Business Committee, the event was a tremendous success! Initial feedback from online surveys indicates that both small and large businesses felt this event was very worthwhile and something they plan on attending next year. The Small Business Committee will start planning next year’s event soon. If you are interested in helping next year, please contact the Seattle Post Small Business Liaison Officer, Manny Bautista at: manny.bautista@blue-trident.com

They had a total of 171 attendees. The individual attendee breakdown is as follows:

- Large business, non-member - 6
- Small business, non-member - 19
- Large business, member – 39
- Small business, member - 71
- Student -1
- Government Employee - 2
- 4 Liberty sponsorships (includes 2 attendees each) - 8
- 7 Freedom sponsorships (includes 1 attendee each) - 7
- 7 Justice sponsorships (includes 1 attendee each) - 7
- Networking firms - 11
Nashville and Fort Campbell Post Small Business Training Forum

More than 266 business owners, managers and reps from as far away as California, and Texas gathered at the Tennessee State University Avon Williams Campus today to hear a Medal of Honor recipient speak, and to collect information on federal, state and local procurement systems during the 3rd Annual Small Business Training Forum.

The U.S. Army Corps of Engineers Nashville District Small Business Office, Society of American Military Engineers Nashville Post, local businesses, and USACE experts, contracting, engineering and operations participated during the event. They worked to educate business professionals about available tools and resources and provided information on how to obtain assistance with the procurement process.

Dr. Ruthie Reynolds, executive director of the Entrepreneurship and Economic Development Center at Tennessee State University, welcomed small business representatives to the Avon Williams campus and briefly talked about the university’s continued support for small business.


“Some of you have done business with the federal government in the past, including the Nashville and Louisville Districts, but for many of you federal government procurement is a new process,” Hudson said. “Our objective today is to let you know what tools and assistance are available. And if you are already doing business with federal, state and local governments, hopefully you will learn something new that can help with your business endeavors.”

Hudson then introduced the keynote speaker for the event Medal of Honor recipient Marine Sgt. Dakota Meyer. Meyer, a native of Columbia, Ky., is the first living United States Marine in 41 years to have earned the honor.

Meyer thanked Lt. Col. Hudson, the Corps and everyone in attendance for providing him the opportunity to speak at the forum. He explained briefly how he enlisted in the Marines, his journey since Sept. 8, 2009 and how he was awarded for actions in Ganjgal, Afghanistan in which he rescued 36 U.S. and Afghan troops.

Meyer completed his active duty in 2010 and now serves in the Individual Ready Reserve of the U.S. Marine Corps Reserve. Since returning to civilian life, Sgt. Meyer is currently the president of Dakota Meyer Enterprises, Incorporated and most recently received his first federal contract from the Corps of Engineers.

“It is certainly a great opportunity to come here, network, and meet so many good people,” said Meyer. “Business is about people and people working together.”

Meyer talked about challenges of cultures, learning to put aside differences and using his learned military communication skills to forge relationships in business.

Following his speech, Hudson provided an overview of the district’s projects and contracting opportunities. Participants then asked questions, and spent time networking and meeting with contracting and government representatives in booths just outside of the TSU auditorium.

Roy Rossignol, Nashville District Small Business manager, said the Society of American Military Engineers and Tennessee Small Business Development Center sponsored the event to enable small businesses opportunities with USACE and to network with USACE experts.

“We are very happy with this year’s turnout and excited to have Sgt. Meyer motivate and speak to us about business,” said Rossignol.

The businesses that attended met with vendors, networked with other businesses, interacted with government agencies, and picked topics of interest during three breakout training sessions throughout the forum.

Molly Malone a representative from the Parent Company, a commercial and industrial subcontract based in Nashville, Tenn., said her company has not done business with the federal government and values events like this training seminar that helps unlock processes and provides a forum for networking with potential subcontracts and potential clients.

“This is a great environment and forum to network with other businesses and events like this provide avenue for us,” said Malone.

Malone said she had the opportunity to hear, meet and talk with Meyer at the event and it was the highlight of the forum.

“How cool is that? To meet a Medal of Honor winner and network too,” said Malone.
AMEC’s Small Business Program hosts second Play Ball with AMEC networking event.

The AMEC Small Business Program hosted its second small business networking event, Play Ball with AMEC, April 1, 2014 in San Diego. The inaugural event was a baseball-themed held in September 2013 in Alpharetta, Georgia. The event was such a success that it was decided that it should be a semi-annual small business outreach event for AMEC.

The event was held at Moonlight State Beach and featured beach volleyball, tacos, matchmaking sessions, s’mores fresh off the fire pit, raffle drawings and business bingo to facilitate networking.

“We enjoyed the great weather, relaxed social setting, great food, and most importantly, the matchmaking sessions. Your investment and continued commitment in connecting your senior project and program leads with us was quite apparent, as we were able to meet program managers from remote parts of the country as well,” said Manny Velazquez of Laboratory Data Consultants, Inc.

We had a great turnout, with close to 100 small businesses in attendance. Representatives from Source America/Ability One, the North San Diego Small Business Development Center, AMEC’s SBA protégé, AMEC program managers, project managers, the San Diego office manager, proposal director, federal procurement and the Small Business Office also participated.

“Thank you for hosting and inviting us to one of the best marketing/networking events ever! We had a blast playing volleyball and meeting new folks at AMEC and other small business vendors,” Jay Shaw of Blaine Tech Services

Two small businesses learned of projects at the event and started working the very next week. Several others have received RFPs from AMEC since the event.

“I’ve attended a lot of professional events, and I’ve never seen as much conversation amongst people take place as I did at your event,” said Gerald Barrera of American Integrated Services, Inc.

In memory of the late Buddy Allgood, AMEC collected donations for the Wounded Warrior Project. Buddy was an AMEC family member and Vietnam veteran who lost his life to cancer January 3, 2014. AMEC raised over $1,600 at the event, and the company matched $1,000, for a total donation of $2,600 to the Wounded Warrior Project.

See the video below for a slideshow from Play Ball with AMEC San Diego.

http://play.buto.tv/PfJx8
ARGO SYSTEMS, LLC
Awarded Environmental Multiple Award Contract for NAVFAC Washington

Hanover, MD – ARGO Systems, LLC (ARGO) announced today that it has been awarded its second Environmental Multiple Award Contract (EMAC) with NAVFAC Washington. Under this contract, ARGO will continue to provide NAVFAC Washington with a variety of services to support environmental projects at locations within the District of Columbia, Virginia, and Maryland. ARGO is one of five firms selected for this contract. The contract is valued at up to $30 million over its potential 5-year term, which consists of a 1-year base period and four potential 1-year options.

The EMAC contract will be used for a variety of environmental projects throughout the NAVFAC to provide technical, and management capabilities to support testing, planning, inventories, permitting, sampling, repairs, renovations, new construction and alterations to shore facilities belonging to the Government.

ARGO’s first task order under this contract is to perform storage tank testing for NAVFAC District Washington including Naval Air Station Patuxent River, Naval Support Activity Annapolis, Washington Navy Yard, Joint Base Anacostia-Bolling, Naval Support Activity Bethesda, and National Maritime Intelligence Center. ARGO’s will perform the required schedule testing and inspections for above-ground storage tanks (ASTs), underground storage tanks (USTs) and all associated equipment including piping, line leak detection, emergency shut off valves, pumps and spill buckets, and pressurization.

"NAVFAC Washington’s environmental program is impacted by ongoing regulations, including the new TMDL regulations to support the Chesapeake Bay," said John Osborn, Vice President responsible for ARGO’s work under this contract. "We’re looking forward to applying the expertise of our team, as well as leveraging the full complement of ARGO’s professional and technical resources to support the NAVFAC Washington in its efforts to regulate and improve its environmental compliance program at each facility."

"ARGO has assembled a collaborative team of environmental and construction specialists to ensure the successful execution of this program," added Jeff Johnson, ARGO’s Chief Operating Officer. "We plan to incorporate sustainable concepts and practices into our work as we strive to deliver cost-effective, value-added services to NAVFAC."

IO Environmental & Infrastructure Inc.
2014 SBA Veteran Owned Small Business of the Year

IO Environmental & Infrastructure Inc. is proud to receive the 2014 SBA Veteran Owned Small Business of the Year award. Disabled veteran owner, Michael Bilodeau, accepted the award on June 11th at the annual awards breakfast sponsored by the Small Business Administration San Diego District Office and the San Diego & Imperial Small Business Development Center Regional Network. Mr. Bilodeau recognized the many veterans who have worked directly for him or for other veteran-owned businesses he supports. IO Environmental & Infrastructure Inc. is headquartered in San Diego, CA and has grown tremendously since its beginning in 2006 (www.iosdv.com).