Upcoming Events

Federal Contracting Opportunities: A/E/C Environmental FY2013 & Beyond
April 4-5, 2013
Newark, NJ

International Business Opportunities
Webinar Series
April 9-19, 2013
Virtual

Critical Infrastructure Symposium
April 15-16, 2013
Point, NY

Coast Guard Academy Engineer Dinner
April 16, 2013
New London, CT

Scott Field Post & St. Louis Post Industry Day
April 17, 2013
O’Fallon, IL

Federal Projects Symposium
April 17-19, 2013
Little Rock, AR

U.S. Air Force Academy Engineer Dinner
April 26, 2013
Colorado Springs, CO

SAME Omaha Post 2013 Industry Day and Golf Outing
May 6-7, 2013
Omaha, NE

Boston Post Spring 2013 Scholarship Dinner
May 7, 2013
Waltham, MA

Charleston Post, SAME Golf Tournament & Industry Day
May 8-9, 2013
Summerville, SC

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2013 Joint Engineer Training Conference & Expo (JETC)
San Diego, Calif - May 21-24, 2013 - PSBLO Awards

Greetings from SAME's Small Business Council. Please join us this May for SAME’s 2013 Joint Engineer Training Conference & Expo (JETC), which will showcase small business tracks to accommodate small businesses that are interested in having their small business grow in the federal market place. The Small Business Council will be holding a meeting on Tuesday, May 21, 2013 from 1:30 p.m.-3:30 p.m.

The Small Business Council is getting ready to accept nominations for the SAME Post Small Business Liaison Officer (PSBLO) Award, which will be awarded at the JETC in San Diego this May. Winners of this award will be eligible for a small business stipend of $1,000 to attend the 2013 DOD Small Business Conference in Kansas City in November. More information on the nomination process will be found inside this newsletter.

Starting this May, the Small Business Council will be led by Gita Murthy, Ph.D., CEO, RORE Inc. Dr. Murthy was SAME’s 2011 recipient of the Robert B. Flowers Small Business Award and is knowledgeable and passionate about all aspects of small business operations and the latest industry trends. The Small Business Council will be in great hands with her leadership.

Over the past two years, it has been a pleasure serving in my role as the Small Business Council Chair, on the National Board of Direction and all of SAME’s small business members. During my tenure, the Small Business Council has grown from a few dozen participants to more than 300 individuals who provide and advocate for small businesses throughout SAME’s posts. I’m looking forward to serving the Council as a Past Chair for the next two years.

Respectfully,
Matthew Wallace

Matthew Wallace, President
WT Resources
(W) 410-579-2667
mwallace@wtresources.com
Upcoming Events
(Cont’d from Page 1)

2013 JETC CEP Courses and Workshops
May 21, 2013
San Diego, CA

2013 Joint Engineer Training Conference and Expo
May 21-24, 2013
San Diego, CA

Rocky Mountain SAME Joint Engineer Training Symposium
July 23-25, 2013
Denver, CO

Post Leaders Workshop
Aug 6-8, 2013
Alexandria, VA

SAME/DBIA Federal Project Delivery Symposium
August 20-22, 2013
National Harbor, MD

IFMA World Workplace
October 2-4, 2013
Philadelphia, PA

2013 Major Projects Conference
October 7-10, 2013
Sacramento, CA

On an annual basis SAME presents the Robert B. Flowers Small Business Award recognizing a Sustaining Small Business member for its extraordinary efforts in meeting the goals and principals of SAME and its own growth and viability. And the winner is...ARGO Systems LLC.

SAME will hold an honors ceremony to recognize all SAME award winners at the 2013 Joint Engineer Training Conference & Expo, which will be held in San Diego, Calif., May 21-24, 2013. The awards will be presented at an Honors Luncheon on Wednesday May 22, from 12:00 p.m. – 2:00 p.m.

"ARGO is extremely honored to be recognized by SAME with the Robert B. Flowers Small Business Award for 2012. SAME is an integral part of our business, providing access to the teaming partners and clients who have helped grow ARGO. We look forward to continuing our commitment to SAME through our sustaining memberships and volunteer activities."

- Jeffrey Johnson, COO, ARGO Systems, LLC

For nearly 10 years, ARGO has provided Renewable & Alternative Energy, Environmental Engineering, Construction Services and Information Technology/Cyber Solutions. ARGO always focuses on results-based outcomes and has wide and varied past performance that is customer and delivery oriented.

We integrate our diverse services and experienced team to deliver sustainable solutions in smarter, efficient methods.

ARGO is verified by the Veterans Administration (CVE) as a Service-Disabled Veteran-Owned Small Business. As a Service Disabled Veteran Owned Small Business, ARGO is committed to hiring and supporting Veterans of the United States Armed Forces.

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
What is the Role of the PSBLO?
Most SAME Posts now have a Small Business Liaison Officer (PSBLO) as a Board member. The duties and responsibilities of the PSBLO are to help their SAME Post membership the same way the SAME Small Business Council works to support SAME’s membership at the national level. In order to be a successful PSBLO, you must first understand the Mission of the Small Business Council: “The mission of the Small Business Council is to be an advocate for and engage small business in support of SAME’s Strategic Plan through outreach, training, networking and recognition. Service to current and new SAME members, the Board of Direction, and the Uniformed Services shall guide the Council in the execution of its mission.” The Small Business Council works to:

- Inform SAME of technical programs of interest to small business members.
- Provide opportunities to meet with key military decision makers.
- Represent small business interests on select SAME national committees.
- Keep members informed on small business regulations and legislation.
- Provide opportunities to highlight small business success stories and lessons learned.
- Recognize and reward small business firms through the Gen. Robert Flowers Small Business Award.

PSBLO Award Criteria—Nominations due 4/12/2013; Awardee notified by 4/19/13.
The Post Small Business Liaison Officer (PSBLO) of the Year Award is an annual award recognizing the PSBLO who best exemplifies the mission of the Small Business Council. You must be a current member of your Post Board of Direction as the named PSBLO or Post Officer to be eligible for the Award.

CRITERIA FACTORS FOR THE AWARD ARE AS FOLLOWS: (Must meet at least 5 to Qualify)
SAME Post Participation:
1. Implemented Innovative membership recruiting of small businesses.
2. Advocates providing discounts to SBS for Post or Regional Events.
3. Recognized a small business member or firm via newsletter, newspaper, magazine award, monthly Post meeting.
4. 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:
5. Member of the Small Business Council and have contributed to Conferences, Newsletters, SB Training, Webinars.
6. Attended SAME Small Business Conferences in the past two years and can offer insight on improving the programs.

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

PSBLO Stipends
Starting in 2013, the SB Council will award five $1000 stipends to attend the SBC, held in November. In order to be nominated for a stipend, a PSBLO must be submitted for the PSBLO of the Year Award. The SB Council will evaluate the nominations and award stipends to five individuals who contribute to SAME in ways that support the Small Business Council Mission.
Small Business Advocate Award
Jackie Hacker, Small Business Program Director for HDR Inc., received the 2012 SAME National Industry Small Business Advocate Award. The award was presented during the 2012 SAME Small Business Conference in Grapevine, Texas, during the awards luncheon on Wednesday, Dec. 12.

The award is presented to an individual who has been an outstanding spokesperson and advocate for small business with the Small Business Administration, Department of Defense agencies and other groups, and for outstanding contributions to SAME small business conferences, training sessions and forums.

Jackie Hacker is based in Kansas City and has nationwide responsibility for Small Business and Supplier Diversity Programs. She has worked for Fortune 500 large business federal prime contractors for 28 years. For the past 18 years she has developed, implemented and managed Prime Contractor Small Business and Mentor Protégé Programs.

Jackie Hacker has been an outstanding spokesperson and advocate for small business throughout her career. In addition to her contract and subcontract administration and business development expertise, she has promoted, educated, mentored and positioned small businesses for subcontracting opportunities, prime contracting opportunities and partnering opportunities, and has helped small businesses position for a place at the table. She is well known in the industry for her dedication, passion, and results for Small Business; and her commitment and enthusiasm for the SAME organization.

Small Business Award Winners:
Government Small Business Advocates
Industry Small Business Advocate
Small Business
Large Business
Industry Day
May 8 – 9, 2013
Hosted by the Panama City Post

The 53rd Annual Boston Post Spring 2013 Scholarship Dinner
The Westin Hotel
70 Third Avenue, Waltham, Massachusetts
Tuesday, May 7, 2013 from 5:00 to 9:00 PM
They need your help to make this event a success and our Annual Scholarship Drive looks for your participation in this worthy effort.
For more information, please contact: Pete.Long@eqonline.com

25th Annual Atlanta Post Golf Tournament to Support the Education & Mentoring Fund
Make your plans to join all your SAME friends and associates at:
The Heritage Golf Links at 4445 Britt Rd. Tucker, GA 30519 on Tuesday, May 7, 2013. Registration opens at 10:00am and the Shotgun start is at 12:00pm, noon.
As a special offer, Small Business will get the opportunity to purchase a Golf Hole Sign Sponsorship at the deeply reduced price of only $100.
For Information Please Contact:
Robert Beavers (678-906-8860) or robert.beavers@merrick.com,
Howard Ayers (404-989-0127) or hayers@rosser.com,
Shannon Hyland (404-636-0928) or shyland@kemron.com, for information.

Register Now
Business Symposium
April 4, 2013, 8-5
Schoolcraft College
VistaTech Center
Livonia, MI
www.samedetroit.com
Focusing on small and large business federal contracting opportunities for AE and construction firms.
Kentuckiana Post Small Business Workshop a Success!

On February 5, 2013, the Kentuckiana SAME Post held its annual Small Business Workshop at the Downtown Marriott in Louisville, Kentucky. Over 300 people were in attendance to listen to presentations, visit the 42 exhibitor booths and participate in a Matchmaking Session. The day began with a panel discussion by representatives from previous Small Business Excellence Award winners. They shared their experiences working with the Federal Government and how they successfully competed for federal work. The Kentuckiana Post luncheon included installation of new officers and presentation of the 2012 Small Business Excellence Awards. The award for Excellence in Engineering Services was presented to Barr and Prevost (Columbus, Ohio), the award for Excellence in Construction was awarded to MECx LLC (Houston, Texas). The afternoon presentations were on successful SF330 preparation by Rosemary Gilbertson, followed by a primer on joint ventures by David Rose with Rose Consulting Law Firm. The day ended with a Matchmaking Session, similar to speed dating, where a large business hosted a matchmaking table and had a series of small businesses rotate through every 5 minutes and make potential business contacts. Several large businesses mentioned that they teamed with small business firms that they networked in the previous year’s matchmaking session held by the Kentuckiana Post during the Small Business Workshop.

Philadelphia Post 6th Annual Small Business Event!

The SAME Philadelphia Post hosted its 6th Annual Small Business conference on March 28, 2013, at the Valley Forge Radisson in King of Prussia, Pa. The event was well attended with 110 guests. The Keynote Luncheon speaker was David C. Dickson, District Director of the Philadelphia U.S. Small Business Administration. Mr. Dickson provided useful information to small businesses and information on the recent increases to some of the small business size standards.

There were a combination of 23 large businesses and federal agencies that held matchmaking sessions for small businesses. The event format and time of year is newer to the Philadelphia Post. Matchmaking tables were complimentary to those who registered to host a table and sponsorships were available for both large and small businesses. The feedback received has been overwhelmingly positive and the SAME Philadelphia Post hopes to grow this event each year.
Boston Post Small Business Committee
The Boston Post Small Business Committee in conjunction with the Boston Post, the Narragansett Post and the Piscataqua Post held its 9th Annual Small Business Showcase and Contract Opportunities Program on February 7, 2013. With more than 300 attendees this event has become the most sought after and well-attended small business program serving the federal market in New England. This year’s keynote speakers were: Scott Acone, Chief of Military Installations and Environmental Project Management Branch, United States Army Corps of Engineers, New England District; Cdr. William Smith II, USCG, CEU Providence, United States Coast Guard; and David Wong, Chief of Programs, United States Air Force, Hanscom AFB. Other specialty guests were representatives of the U.S. Small Business Administration (SBA), Naval Facilities Engineering Command (NAVFAC) Portsmouth, and representatives from the U.S. Army Corps of Engineers New England District, including Eva Marie D’Antuono, Deputy for Small Business and SAME Boston Post Small Business Committee member. This successful program allows the Boston Post to raise money for the Education and Mentoring Fund as well as the Boston Post’s Internship and Grant Program.

The Boston Post Small Business Committee was established in 2003 and has more than 14 SAME members including representatives from small businesses, large businesses and Small Business Liaison Officers (SBLOs).

-Debi Heims, H&S Environmental, Inc.
Local engineer earns high accolades during National Engineer Week

SAVANNAH, Ga. – The Savannah-area professional engineering community formally recognized Carol H. Abercrombie, a civil engineer with the U.S. Army Corps of Engineers Savannah District for her notable contributions to water resource projects in Coastal Georgia.

Abercrombie received the 2013 “James Connolly Award” during the Savannah E-Week Technical Training Conference at Armstrong Atlantic State University, Feb. 19, 2013. The conference is held annually in Savannah as part of the nationally-recognized Engineer Week (E-Week) observance.

The Connolly Award is presented each year to a civilian or military engineer within the Savannah community for notable contributions in the field of engineering, particularly in design and construction methods. The award is named in honor of James B. Connolly (1868-1957), who was an Olympic gold medalist, Spanish-American War veteran, distinguished author, and a former Corps’ Savannah District employee. Abercrombie is the ninth recipient of the Connolly Award since it was first presented in 2004.

"It's wonderful to feel appreciated by my co-workers and the Savannah engineering community as a whole," Abercrombie said. "I hope the work I have done has made a positive difference in the community."

The award was presented by the Savannah Community of Engineer organizations, which includes the Society of American Military Engineers (SAME) Savannah Post and the American Society of Civil Engineers (ASCE) Savannah Branch.

With 31 years of service at the Corps’ Savannah District, Abercrombie is a technical expert in coastal engineering and design. She serves as the Engineering Technical lead on numerous Civil Works Projects, most notably the Savannah Harbor Expansion Project. Other key projects she has worked on include the Tybee Island Beach Renourishment, previous deepening projects at the Brunswick and Savannah harbors, and tailrace dredging at the Richard B. Russell Dam in Elberton, Ga.

A resident of Hardeeville, S.C., Abercrombie holds a Bachelor of Science from the University of South Carolina and a Master of Science in Environmental Systems Engineering from Clemson University.
Benefits for All

SUNY Geneseo Geology Department Alumna, Mary Jane Stell ’85, chose a unique way to give back to her alma mater. For the last two summers, a paid summer internship has been made available exclusively to a Geneseo Geology student at her company, Stell Environmental Enterprises, Inc. (SEE). Interns at SEE have been given a taste of working as a geologist in the environmental field. “I believe the student, Geology Department, University, and company all benefit from this relationship.”

Benefits for the Intern

Internships have allowed students to apply classroom knowledge as well as gain valuable skills and experience unique to the workplace. This particular opportunity offers interns summer employment in a field which fits their career path; a job which allows a student to glimpse into the professional world. Former SEE intern Bethany Malenick ’12 recalls, “My internship allowed me to gain insight into an actual career that could be obtained with my degree in geology. This experience was something that could not have been taught in a classroom. My knowledge of geology grew significantly through job and project experience in the consulting field. It was rewarding to put some of my knowledge into practice and at the same time cultivate and grow it with the help of numerous professionals that I was privileged to work alongside. I learned to look at geology in a different, and perhaps more practical light. In addition, I was able to learn about the business world. I came home with a number of valuable skills that included fieldwork and office work. The responsibility that I received at my internship improved my confidence and eased my fears of not being prepared to join the working world once my degree was complete. I learned how to be a coworker and be a valuable part of an office environment.”

Students often hold summer employment; Bethany Malenick was used to holding only local seasonal jobs to make additional money. A paid summer internship has helped students earn money while gaining experience in a relevant field. The financial benefit has helped students excel in other areas of their education. Former SEE intern Christa Stell ’13 used the money from her internship to pay for her Geology Department sponsored trip to Puerto Rico, which will be occurring in January 2013.

After Bethany Malenick finished her undergraduate study at Geneseo, she applied and was accepted into graduate school to continue her study. She claims, “Although I cannot speak for the graduate school committees, I think that having this internship, or any internship on your resume, speaks volumes about the applicant. I think that my internship showed that I was ambitious and eager to learn new things. My internship also proved that I had a dedication and commitment to work and was not afraid to move out of my comfort zone, both in trying a new experience and in the willingness to leave my home for the summer. I think all these things are crucial to becoming a valuable graduate student. In my case, I think my internship experience played a large role in my acceptance into numerous graduate school programs and also in gaining assistantships at these schools.”

Who is Stell Environmental Enterprises, Inc.?

Stell Environmental Enterprises, Inc. (SEE) is a woman-owned 8(a) Certified Small Disadvantaged Business providing environmental services nationwide, including restoration, compliance, NEPA, cultural and natural resources support, and planning. SEE is dedicated to improving the quality of life for current and future generations by providing expertise and knowledge to advance a healthy sustainable planet.

“I challenge other alumni to initiate a similar program at their company. We all received help along our educational and professional journey. Helping the next generation of Geologists is our responsibility. Have you done your part?”

–Mary Jane Stell, class of ’85

New Jersey Post
(with the support of the NYC Post)
Is pleased to announce
Regional Contracting Opportunities
A/E/Environmental FY 2013 and Beyond
Thursday and Friday, April 4—5, 2013
Newark Liberty International Airport Marriott Hotel, New Jersey

Intern Christa Stell assisting a driller in the installation of groundwater monitoring well.
Though Christa Stell is finishing her undergraduate degree at Geneseo, she is anticipating a graduate school program; “This internship has made me better prepared for grad school and future jobs. Going into my internship I had no idea what I would want to study in grad school or what type of work I wanted to do post schooling. Now I have a much clearer idea of what I want to do once I graduate in the spring. I look forward to earning a graduate degree in Geology, focusing in either hydrogeology or petrology.”

Networking for undergraduate students can mean many benefits after graduation-acceptance into graduate school, locating an opening in a company, obtaining employment in a company, or seeking assistance from former co-workers. Bethany Malenick realizes the real possibilities of networking; “Through my internship, I was able to form valuable relationships and gain knowledge from professionals in all backgrounds. These relationships are extremely valuable for my future as I look to my former co-workers for help and advice. Increasing your network is important for any student and an internship is a great way to do just that.” These types of internships allow for students to network early in their career, giving them a competitive advantage over peers who did not complete internships.

Benefits for the Geology Department

Mary Jane Stell believes that student internships will benefit the Geology Department by increasing the number of students applying for admission. “The possibility of a student being selected for a paid internship will provide a differentiator for the Geology Department to attract the best and brightest students. The success of students like Bethany and Christa can reflect well on the department and can assist in attracting and developing a higher caliber of student. This could positively influence enrollment, professional geologist alumni working in the profession, and alumni loyalty encouraging future donations to the Geology Department and the University as a whole.”

Ms. Stell hopes that other alumni will follow this path to give back to the Geology Department and SUNY Geneseo. “I would like to see the Geology Department and the University award college credit for the time spent in the internship program. This would provide the students with an additional benefit, again making SUNY Geneseo and its Geology Department stand out among its peers.”

Benefits for the University

When schools open up paid summer internships, potential students notice. With the rising costs of tuition nationwide, more students are seeking the opportunity to gain experience in their field while earning extra money which could be used toward offsetting the costs of a college education. These advertised internships can attract high caliber potential students to Geneseo over its’ competitors.

After students like Bethany and Christa complete a professional internship, they become more highly qualified in their field and can become quality Geneseo ambassadors in graduate schools and in the workplace. Successful alumni that attribute their success in part to SUNY Geneseo will likely remain long term supporters of the University.

Benefits for the Hosting Company

Companies hosting Geneseo students can also expect to benefit from this program. Hosting interns can be a way to hire quality and relatively inexpensive short-term employees who can bring in new perspectives, fresh ideas, and specialized strengths. Mary Jane Stell looks at an internship program as a way to vet, train and develop potential future permanent employees; “It is an excellent way to identify how a potential employee will develop professionally and fit in with the company. This reduces the risk of hiring someone that will not work out.” She also believes that even if a student does not work for SEE after graduation, the company has helped develop a future professional who can benefit the field and could one day become a colleague or collaborator.