Upcoming Events

Baltimore Post – Small Business Conference at Engineering Society of Baltimore
March 19, 2014
Baltimore, MD

DOD and Federal Agency FY15 Program Briefings
March 25, 2014
Bethesda, MD

Fellows Luncheon and Investiture
March 26, 2014
Bethesda, MD

Golden Eagle Awards Dinner
March 26, 2014
Bethesda, MD

Sustainability Assessment Tools and Asset Management: How DOD Will Use Them
March 26, 2014
Bethesda, MD

Greater Kansas City Industry Day
March 31 – April 2, 2014
Kansas City, MO

SAME International Business Opportunities Webinar Series
April 1 – 10, 2014

Emerald Coast Post Annual Industry and Golf Tournament
April 3 – 4, 2014
Fort Walton Beach, FL

TISP Critical Infrastructure Symposium
April 7 – 8, 2014
Colorado Springs, CO

Phoenix Post – Small Business Symposium & Golf Tournament
April 10 – 11, 2014
Litchfield, AZ

US AF Academy Engineer Dinner
April 11, 2014
Colorado Springs, CO

US Coast Guard Academy Engineer Dinner
April 15, 2014
New London, CT

Continued on Page 2

2014 Joint Engineer Training Conference & Expo (JETC)
Orlando, FL- May 20-23, 2014

Hope that this year’s strategic planning is well underway for most of you! Also hope that you have included SAME’s 2014 Joint Engineer Training Conference & Expo (JETC) as part of your Agenda. We anticipate an exciting program with DOD participation similar to that of the Small Business Conference that was held last year in Kansas City, MO. The Small Business Council will host a two-hour session entitled “Be Prepared to Succeed in Today’s Challenging Federal Marketplace” on Thursday May 22 from 1000-1200.

The Council has invited the Small Business Service Chiefs, including Ms. Elizabeth Myers, USACE Jacksonville District; Ms. Mary Urey, Air Force Installation Contracting Agency (AFICA/SB); Ms. Veneece McNeley, Naval Facilities Engineering Command; Mr. Scott Prosuch, F.SAME, Tetra Tech, Inc.; Mr. Clarence McAllister, PE, Fortis Networks; and Ms. Pam Mazza, Piliero, Mazza, & Associates. We look forward to your attendance, and for meaningful discussions.

The Small Business Council received nine nomination packages for the Robert B. Flowers Small Business Award. Although challenging, we were able to select a winner who will receive the award during the JETC Awards Luncheon.

This year, we will kick-off our Webinar series on April 29. The first Webinar is titled “Federal Procurement Data System (FPDS-NG) Overview & Tutorial.” The speaker will be Ms. Melea Crouse, Assistant Director, Office of SB Programs, USACE SWD. Please be sure to sign up on the SAME website.

Please be sure to register for JETC and sign up for a booth! We look forward to see you all at JETC in May. All the best to you from your SAME Small Business Council!

Sincerely,

Gita Murthy, Ph.D.
Small Business Council Chair
gmurthy@roreinc.com
Upcoming Events
(Cont’d from Page 1)

Webinar: Federal Source Selection: Making it Work for Government & Industry
April 15 – 16, 2014

US Military Academy Engineer Dinner Hosted by NYC Post
April 17, 2014
West Point, NY

Small Business Council Webinar – Federal Procurement Data System Overview & Tutorial
Speaker: Melea Crouse, Assistant Director, Office of Small Business Programs, USACE SWD
April 29, 2014

2014 SAME Omaha Post Industry Day and Golf Outing
May 5 – 7, 2014
Omaha, NE

Professional Development and Training Symposium
May 6 – 8, 2014
Panama City Beach, FL

New Jersey Post Small Business Event
May 15, 2014
Newark, NJ

SAME Joint Engineer Training Conference & Expo
May 20 - 23, 2014
Orlando, FL

US Army Camp
June 22 – 28, 2014
Vicksburg, MS

US Marine Corps Camp
June 22 – 28, 2014
Camp Lejeune, NC

South Atlantic/South Central JETS
June 24 – 26, 2014
Savannah, GA

US Air Force Academy Camp
June 26 – July 2, 2014
Colorado Springs, CO

Post Leaders Workshop
August 4 - 6
Alexandria, VA

SAME/DBIA Federal Project Delivery Symposium
August 19 – 21, 2014
Washington DC

Missouri River and TEXOMA JETS
August 26 – 28, 2014
Ft. Leonard Wood, MO

Baltimore Post Small Business Conference
March 19, 2014
8:30 am – 4:00 pm
Engineering Society of Baltimore
11 Mount Vernon Place, Baltimore, MD 21201

Greater Kansas City Post Industry Day Education & Training Workshop
1:00 pm March 31 – 4:00 pm April 2, 2014
University of Missouri, Kansas City, MO
The education and training workshop is a full program offering Professional Development Hours (PDHs) and Federal Program Briefings.
Directly following Industry Day, scheduled one-on-one meetings with the Corps of Engineers, Kansas City District Contracting Officers and Program Managers from each of the district’s three program areas: Military, Civil Works, and Environmental as well as representatives from NOAA, EPA and GSA will be available on Wednesday, April 2nd.
This is a fabulous opportunity to build personal relationships, expand individual knowledge, or increase company visibility. Look forward to a full educational and technical program.

Emerald Coast Post Industry Day & Golf Tournament
12:00 pm April 3 – 1:00 pm April 4, 2014
Ramada Plaza Beach Resort, Fort Walton Beach, FL
Shalimar Pointe Golf Club, Shalimar, FL
The theme for this year’s forum is Northwest Florida: Federal, State and Private Economic Impact. We have some great speakers and topics lined up for you including:
- AFCEC - Forecasting the future, Col Anthony Higdon
- US Army Corps of Engineers Forecast, Col Jon J. Chytka
- FDOT Update on projects in NWF, Mr. Lyle Seigler
- NWF Economic Development, Cliff Krut & Larry Sassano
- Eglin/Hurlburt Housing Privatization, Mr. Frank Myers
- Eglin AFB Forecast, Mr. Dan Robeen
- Hurlburt Field Forecast, Mr. Keith Cutshaw

Phoenix Post Small Business Symposium & Golf Tournament
7:00 am April 10 – 11:00 am April 11, 2014
Wigwam Resort & Hotel, 300 Wigwam Blvd, Litchfield Park, AZ 85340
On 10 Apr 2014, numerous workshops are scheduled throughout the day for our SB attendees, with an ice breaker that evening. The morning of 11 Apr 2014 will be devoted to a networking event and a presentation of upcoming regional opportunities.
The afternoon of 11 Apr 2014, we will be having our SAME Phoenix Post Spring Golf Tournament, a fundraiser for our scholarship and mentorship program, at the Falcon Dunes Golf Course, located at 15100 W. Northern Avenue, Waddell, AZ 85355. Registration starts at 11 AM. Shotgun start at 12:30 PM.

Omaha Post Industry Day and Golf Outing
8:00 am May 5 – 2:30 pm May 3, 2014
Embassy Suites Hotel
555 S. 10th Street, Omaha, NE 68102
This year’s golf outing will be held on Monday, May 5, 2014 at the Tiburon Golf Club. Fees include: golf, cart, breakfast, and lunch.
Keynote Speaker: Colonel John D. Folsom
Afternoon Speaker: Colonel (Retired) John Moore

New Jersey Post Small Business Conference
May 15, 2014
5:30 pm – 8:30 pm
Newark Club, Newark, NJ
Speaker: Donald Payne, Jr. – NJ State Congressman

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
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 10th Annual Small Business Showcase and Contract Opportunities Program on February 6, 2014. With more than 325 attendees this event has become the most sought after and well-attended small business program serving the federal market in New England. This year our keynote speakers were Mr. Seth A. Goodall – Small Business Administration – New England Regional Administrator; Ms. Deborah Tarleton – from the General Services Administration Office of Small Business Utilization; Ms. Jackie Johnston Acquisition Branch Head – Portsmouth Naval Shipyard Public Works Department; CDR William Smith II – CEU Providence, United States Coast Guard; Mr. David Wong, Chief of Programs, United States Air Force, 66 Air Base Group/Civil Engineering/Hanscom AFB and Mr. Gary Morin –Chief, Military/Environmental Project Management Branch New England District.

At registration, this year – our SAME community wrote over 150 postcards of appreciation that were distributed to the Massachusetts National Guard Family Readiness Program and to the Dept. of the Army in Afghanistan to be distributed to active duty soldiers. The Boston Post was also enthusiastic to combine Committee efforts and fulfilling SAME ultimate missions by inviting Ms. Tanya Rioux – State Family Program Director for the Massachusetts National Guard Family Readiness Program and her team to attend our Small Business event through the Outreach Committee and present to her $1000 gas cards to support the VOW – Veteran’s Opportunity to Work Reemployment Act. These returning soldiers are in need of gas cards and other support to help with integrating our soldiers back into our community.

The Boston Post Small Business Committee was established in 2003 and has over 14 SAME members including Ms. Eva Marie D’Antuono – Deputy for Small Business United States Army Corps of Engineers, New England District, as well as other representatives from small businesses, large businesses and Small Business Liaison Officers (SBLOs). For the past two years, this event has raised $20,000 toward Post scholarships.
Kentuckiana Post Presents Three Small Business Excellence Awards

The Kentuckiana Post held their 8th annual Small Business Workshop at the Downtown Marriott in Louisville, Kentucky on Tuesday, January 28th. Over 325 people were in attendance to listen to presentations, visit a wide variety of exhibitor booths, and participate in a large business/small business Matchmaking session. The day of presentations began with a panel discussion from previous Small Business Excellence winners recognized by the Post and Federal government small business and contracting representatives. The Post luncheon included installation of new officers, and the presentation of 2013 Small Business Excellence Awards. The award for Excellence in Engineering Services was awarded to CMTA for their work on several DoDEA/DDESS value engineering charrettes and designs. The award for Excellence in Construction was awarded to K-West Group, LLC for their efforts on the Holes Creek Restoration project. The award for Excellence in Environmental Services was awarded to Terranear (PMC) for performance on US Army Reserves property disposal work. The afternoon presentations were on proper documentation for small businesses, and selection success tips. The day ended with a Matchmaking Session, similar to speed dating where a large business hosted a table and had a series of small businesses rotate through every 5 minutes and make potential business contacts. The profits from the event are used by the Post to fund several STEM and wounded warrior outreach activities during the year.

It is Mr. Amar Raval, CEO of Terranear PMC, receiving for Excellence in Environmental Services. Presenting is COL Luke Leonard, immediate Past President of the Kentuckiana Post.

This is Mr. Tony Hans with CMTA - Excellence in AE Services with COL Leonard.
Minneapolis - St. Paul (MSP) Post Small Business Event

Post Vice President Chris Erickson (standing on right) and Post Small Business Liaison Sherry Van Duyn (standing on left) present the Post Mug and Coin to the distinguished group of panelists that provided interesting discussion and fielded many questions on various topics pertaining to small and large businesses and how they interact due to governmental regulations. Discussion highlights included:

• Recent updates and changes for small and large business requirements including an increase in Veteran Owned subcontracting goals and contracts from Federal, State and more recently to Cities;
• The ramping-up of enforcement actions related to fraud in the various small business requirements;
• Discussion of teaming perspectives from both large and small business including the importance of building relationships, doing good work on time and using latest technologies, and the pros and cons of joint ventures;
• Subcontracting goals and challenges of the Corps in meeting goals because of the variables of other districts and collectively meeting SBA goals;
• For small businesses, contact PTAC for assistance in government contracting and getting work, they are highly valued by many; and
• Introduction of a new Small Business Program contact person for the St. Paul District Corps of Engineers.

Sherry Van Duyn from Landmark Environmental, the MSP SAME Small Business Liaison, moderated the panel discussion. The panelists, seated left to right, were:

• Gwen Davis, US Army Corps of Engineers Small Business Program
• Randy Czaia, US Small Business Administration, MN District Office
• Mark Angelo, SEH, representing a large business
• Roger Anderson, Anderson Engineering of MN, representing a small business
• Jamara Cheek, MN Procurement Technical Assistance Center
January 22, 2014

Effective January 22, SBA changed the size standards in some very significant industries. The utilities and construction industries will be affected. See below:

Current and Revised Size Standards in Sector 22, Utilities

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>221111</td>
<td>Hydroelectric Power Generation</td>
<td>4 million megawatt hours</td>
<td>500 employees</td>
</tr>
<tr>
<td>221112</td>
<td>Fossil Fuel Electric Power Generation</td>
<td>4 million megawatt hours</td>
<td>750 employees</td>
</tr>
<tr>
<td>221113</td>
<td>Nuclear Electric Power Generation</td>
<td>4 million megawatt hours</td>
<td>750 employees</td>
</tr>
<tr>
<td>221114</td>
<td>Solar Electric Power Generation</td>
<td>4 million megawatt hours</td>
<td>250 employees</td>
</tr>
<tr>
<td>221115</td>
<td>Wind Electric Power Generation</td>
<td>4 million megawatt hours</td>
<td>250 employees</td>
</tr>
<tr>
<td>221116</td>
<td>Geothermal Electric Power Generation</td>
<td>4 million megawatt hours</td>
<td>250 employees</td>
</tr>
<tr>
<td>221117</td>
<td>Biomass Electric Power Generation</td>
<td>4 million megawatt hours</td>
<td>250 employees</td>
</tr>
<tr>
<td>221118</td>
<td>Other Electric Power Generation</td>
<td>4 million megawatt hours</td>
<td>250 employees</td>
</tr>
<tr>
<td>221121</td>
<td>Electric Bulk Power Transmission and Control</td>
<td>4 million megawatt hours</td>
<td>500 employees</td>
</tr>
<tr>
<td>221122</td>
<td>Electric Power Distribution</td>
<td>4 million megawatt hours</td>
<td>1,000 employees</td>
</tr>
<tr>
<td>221310</td>
<td>Water Supply and Irrigation Systems</td>
<td>$7.0 million</td>
<td>$25.5 million</td>
</tr>
<tr>
<td>221320</td>
<td>Sewage Treatment Facilities</td>
<td>$7.0 million</td>
<td>$19.0 million</td>
</tr>
<tr>
<td>221330</td>
<td>Steam and Air-Conditioning Supply</td>
<td>$12.5 million</td>
<td>$14.0 million</td>
</tr>
</tbody>
</table>

In addition to changes across the utilities industry, the SBA has revamped some of their more controversial construction NAICS:

The SBA increased two size standards in Sector 23 (Construction) and retained the current size standards for the remaining industries in the sector. Specifically, SBA increased the size standards from $7 million to $25 million for firms in the Land Subdivision industry, and from $20 million to $25.5 million for businesses engaged in Dredging and Surface Cleanup activities, which is an "exception" to the size standard for NAICS 237990, Other Heavy and Civil Engineering Construction.

Unfortunately, while SBA requested comments on the controversial Footnote 2 to the dredging NAICS, which requires that, to qualify as small, a firm must perform at least 40 percent of the volume dredged with its own equipment or equipment owned by another small dredging business, the Agency is keeping Footnote 2 without change.

Current and Revised Size Standard in Sector 23, Construction

<table>
<thead>
<tr>
<th>NAICS codes</th>
<th>NAICS industry title</th>
<th>Current size standard ($ million)</th>
<th>Revised size standard ($ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>237210</td>
<td>Land Subdivision</td>
<td>$7.0</td>
<td>$25.5</td>
</tr>
<tr>
<td>237990, Except</td>
<td>Other Heavy and Civil Engineering Construction Dredging and Surface Cleanup Activities²</td>
<td>$33.5 $20.0</td>
<td>$33.5 $25.5</td>
</tr>
</tbody>
</table>

If you have any questions or wish to discuss how these changes will affect you specifically, please contact:
Rose Consulting Law Firm, 229-244-1527, http://www.roseconsultingllc.org
Dr. Vida Wright, P.E., F.SAME  
California Region Vice President  
Managing Principal, Veridico Group, Inc.

SAME was invited to participate in California High Speed Rail Business Advisory Council in January 2014. Dr. Vida Wright, P.E. who serves as the SAME California Region Vice President (RVP) represents SAME on the Council. Mr. Rick Rubin, the incoming RVP serves as Dr. Wright’s alternate on the Council.

California High Speed Rail is an iconic and transformational project in the State of California and is comprised of 800 miles of electrified rail connecting Sacramento to San Diego. The project at an estimated completion cost of $68 billion is the largest publicly funded project in the United States. The project will be done in design-build format and the design and construction in the first 26 mile segment of the project is currently underway. The procurement for the second 60 mile segment was initiated in October 2013 and the Authority has qualified five Design-Build Teams in February 2014 to bid on this segment. The overall anticipated project completion date is 2022.

The Authority has established a 30 percent small business participation goal for the project which includes 10 percent for Disadvantaged Business Enterprises (DBEs) and 3 percent for Disadvantaged Veteran Owned Business Enterprises (DVBEs).

For updates on the California High Speed Rail Project, please visit the SAME California Region Group on LinkedIn!
IRS Issues Final Regs on Employer Shared Responsibility for Health Insurance Coverage

On February 10, 2014, the Internal Revenue Service (IRS) issued final regulations that provide guidance on large employers’ shared responsibility for employee health insurance coverage under section 4980H of the Internal Revenue Code. Under the final regs, the employer mandate will apply to employers with 100 or more full-time employees beginning January 1, 2015. The final rules will apply to midsize businesses with 50 to 99 full-time equipment employees beginning January 1, 2016.

Companies that have fewer than 50 employees are exempt from providing coverage or filling out any forms in any year.

The final regulations are effective February 12, 2014.

- Advocacy contact: Dillon Taylor or call at 202-401-9787

2014 NDAA Allows Prime Contractors to Count Lower Tier Small Businesses

January 20, 2014 by Carl Gouaux

On 26 December 2013 President Obama signed the NDAA into law. While there is much discussion on funding levels for the Department of Defense (DoD) and its programs, there are other features of the NDAA of interest to DoD OSBP Image 2federal small business interest groups. Specifically, prime contractors will be able to count lower tier small business contractors towards the prime contractor’s small business subcontracting goals. Based on what is known today, it should be noted the new policy allowing primes to count lower tier small business subcontractors won’t eliminate the prime contractor’s responsibility to make a good-faith effort to meet negotiated 1st tier subcontracting requirements.

The objective of this post is to put this concept in front of prime contractors and 1st tier large business subcontractors to use this lead time to prepare for implementation by the Small Business Administration (SBA). That said, it will be 18-24 months, or longer, before the change is reflected in the acquisition regulations. In fact, SBA hasn’t issued many final regulations from the Small Business Jobs Act of 2010, despite statutory deadlines set by Congress. In the meantime large business contractors can take several steps that will prove beneficial regardless of the exact language in the regulations. In addition to the points raised in my 21 May 2013 post Small Business Utilization Monitoring and Reporting the attributes of a successful small business program are highlighted below:

1. Ensure the Small Business Liaison Officer post is filled and has a direct report capability to senior leadership in the organization.
2. Update small business utilization policies and procedures.
3. Assess the strength and effectiveness of small business outreach program.
4. Conduct compliance of the prime’s subcontracting program. The SBA recommends a five year look back.
5. Conduct initial (as required) and periodic training for employees involved with subcontracting. The project manager and support staff will require additional assistance to effectively manage the new requirements.
6. Update small business source lists.
7. Ensure the proper flowdown of small business subcontracting clauses.
8. Ensure adequate controls are in place for 1st tier large business subcontracting plan compliance.

Several questions come to mind as we wait for implementation over the next 18-24 months:

1. Will this impact subcontracting goals for the agencies and primes?
2. Will the new requirements change the distribution of subcontracting goals within some of the agencies?

In summary, the change probably won’t happen too quickly and there will most likely be more scrutiny placed on prime contractors for enforcement of the requirements at all tiers. I believe this change will be manageable, but it will be made easier with advance preparation.