Greetings from the Small Business Council
Message from the SBC Chair, Karen Buniak

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Message from the SBC Vice Chairs

Council Contact Information
Greetings From the Small Business Council!

It was my honor to assume the role of Small Business Council Chair this May at JETC. The Small Business Council has recently gone through some changes in its Executive Leadership. Joining our Vice Chairs are some new faces, and the addition of Vice Chair-Elect and Chair-Elect positions to strengthen the Council’s foundation and future planning.

Our leadership is made up of volunteers with a passion for assisting the SAME Small Business Community. The diverse group of professionals represent all variety of Small Business designations and technical disciplines. This diversity is essential in our mission of advocating for and engaging small business in support of SAME’s Strategic Plan. We do this through communication, outreach, education/training, awards/recognition, conference and regional program initiatives.

Our Objectives:

• Inform SAME of technical programs of interest to small business members
• Provide opportunities to meet with key 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

Please join us at our Council meeting at the SBC in NOLA, on Wednesday, October 31st, 9:30 am in Room 217. At our meeting we try to provide great content that will assist you in your pursuit of work as a Small Business. We want you to meet with our Executive Leadership and give us feedback on how we can best serve the SAME Small Business Community.

I look forward to seeing you in New Orleans!

Sincerely,

Karen L. Buniak, Council Chair/SBLO
Federal Program Manager, TTI Environmental, Inc. (SDVOSB)
SBC First-Time Attendee Mentoring Program – Information for Mentors

“SAME is a community that works together for a common mission!”

The SAME National Small Business Council invites you to serve as a Mentor to First-Time Attendees of the upcoming Small Business Conference (SBC). The SBC is expected to have over 3,000 attendees, of those 25% identify as First-Time Attendees. Our goal is to offer a First-Time Attendee Mentoring Program as a value-added service.

We are looking for volunteers to be Mentors and ask for your support to implement the program! We are requesting a few hours of your time leading up to and during the conference. Please review the following information and let us know if we can count on your participation as a Mentor. Your response is due by Friday, September 14, 2018.

Objectives of the First-Time Attendee Mentoring Program

• Help make First-Time Attendees feel welcome – large conferences can be overwhelming
• Help First-Time Attendees navigate the SBC and ensure they make the most of their experience
• Help First-Time Attendees understand the benefits of the SBC and all SAME has to offer

Prior to SBC

• Mentors will communicate with their assigned mentees at least twice prior to the conference.
• We will provide a “Mentor Toolkit” that will include expectations and ideas for these communications.
• The idea is for the Mentor to provide PERSONALIZED thoughts on how one can make the most of SBC!

Plan of Action

• SAME will match Mentors with First-Time Attendees. The ratio of First-timers to Mentors will depend on how many people volunteer to serve as Mentors.
• SAME will match mentees with Mentors based on NAICS codes and small business designations.
• Mentors will receive contact information and demographics on the individuals they are to Mentor.

During the SBC

• Mentors will engage with their mentees on-site at the SBC:
  • Attend the First-Time Attendee Breakfast on Wednesday, October 31 from 8:00 – 9:00 a.m.
  • Offer to meet up with the mentee again later in the conference – perhaps sit together at lunch or meet during the Ice Breaker so the mentee feels comfortable.
  • Check-in with your mentees from time to time during the conference via text or email

After SBC, mentors will follow-up to keep the First-Timers engaged and joining SAME and benefitting from all the society has to offer. The Mentor Toolkit will include follow-up resources.

If you are ready to commit, THANK YOU! Please email the SAME National team at registration@same.org to let us know you can participate – please respond by Friday, September 14th! By the end of September, we will provide you a list of mentees and your tool-kit, so you can get started. We hope you will bring the SAME spirit of collaborative effort that makes our society so successful for personal and professional growth, to your approach to this new program that we hope to grow annually.

Very respectfully,

Karen Buniak, Chair, SAME Small Business Council
Melissa Tate, Vice Chair for Regional Programs, SAME Small Business Council
Ann McLeod, Staff Liaison, SAME Small Business Council

Any Small Business News – recap of a past event, upcoming events, success stories, changes to regulations, anything you think is newsworthy to the small business community. Please email Siokey Gastelum-Galvez at SGalvez@JGMSinc.com and Jaimie Wright at jwright@komaninc.com no later than the first Friday of every month.
Brigadier General (retired) Robert Crear Will Welcome First Time Attendees at the Breakfast with Mentors October 31st at 8am, Mosaic Lounge in the Convention Center
BY: Melissa Tate, Vice Chair for Regional Programs

Brigadier General Robert Crear is Chairman of Rye Development, the leading developer of new hydroelectric power on existing dams in the United States and he is President and CEO of The Crear Group LLC, consulting firm. He has a BS Degree in Math from Jackson State University and a Regular Army commission as a second lieutenant in the Army Corps of Engineers through the ROTC program and Masters from the Industrial College of the Armed Forces.

He spent his 33 year military career serving worldwide. His assignments included: Military Assistant to the Assistant Secretary at the Pentagon; Chief of Staff of the US Army Corps of Engineers Headquarters in Washington DC. He commanded the 4th Combat Engineer Battalion, Vicksburg District, Southwest Division, and Mississippi Valley Division. Additionally he was appointed by President Bush to serve as President of the Mississippi River Commission.

He also served on the ground in Iraq as Commander of Task Force Restore Iraqi Oil (TF RIO), an organization he established, trained and led in 2003. TF RIO was responsible for a first-of-its-kind mission for the Department of Defense which was first to extinguish all oil fires and then to restore the oil infrastructure, production, export capability, and the internal distribution system in Iraq.

General Crear also organized and served as Commander of Task Force Hope, the Corps of Engineers $14.6 Billion infrastructure recovery and restoration effort in Mississippi and Louisiana after Hurricanes Katrina and Rita. His numerous military awards and decorations include the Distinguished Service Medal, Legion of Merit, Bronze Star Medal, Meritorious Service Medal, Army Commendation Medal, Army Achievement Medal, Humanitarian Service Medal, Army Staff Identification Badge, and Parachutist Badge.

He was inducted into the Society of American Military Engineers Academy of Fellows in November 2002. Other awards include the 2004, 2006 and 2007 Black Engineer of the Year Award for Professional Achievement in Government, Alumni of the Year and Stars and Stripes Lifetime Achievement awards (respectively). In 2006 he received the Infrastructure Security Partnership Distinguished Leadership Award; and Rock of the Year award. In 2010 he was inducted into the JSU Alumni Hall of Fame. In June of 2016 he was inducted into the Army’s inaugural class of the National Reserve Officer Training Corps (ROTC) Hall of Fame and the Jackson State University ROTC Hall of Fame.

Gen. Crear is very active in community service. He makes time to mentor young people throughout the nation. He has served as past Chairman of the executive board of United Way of West Central Mississippi; as past post president in the Society of American Military Engineers; He currently serves as President of the Friends of the Vicksburg National Military Park and Campaign; on The Salvation Army Board of Directors; and on the JSU Development Foundation Board of Directors. In July 2016 he was appointed by Governor Phil Bryant to serve a 5 year term on the State Veterans Affairs Board representing the 2nd Congressional district.

He is a native of Vicksburg, MS where married to his high school sweetheart, the former Reatha Hall. They have four adult children five grand children.
Networking Roundtables - Insights to Success
BY Carrie Ann Williams, CPSM | Principal, Andana Consulting, LLC

Recent research indicates that 75% of conference attendees want to build new connections. Networking roundtables are a straight path to initiate one-on-one relationships and an excellent way to generate business leads. Roundtables create an environment where people get to know each other and learn something new - without having to approach a stranger or start a cold conversation at a coffee break or reception.

No matter if you are at your first conference or your 500th - there is always something a little uneasy about approaching strangers. Networking roundtables and speed networking programs eliminate this barrier. They allow attendees to meet new people in a short amount of time. Speed networking programs help match individuals and companies; introductions which might not otherwise occur through traditional networking and exhibit halls.

To get the most out of the roundtable, sign up in advance. For the Small Business Conference, you can do this via the Attendee Service Center. Not only does this allow you to block the time on your conference schedule (so you show up on time and don’t get distracted in the exhibit hall!) and select firms you most need to connect with, but also creates the opportunity to research the firm you will be seated with. To prepare, research what topics will be discussed and what you can learn from the session. How can you add value? What do you need to learn while you are there?

During the roundtables, you want to actively listen – to the host and to the others around the table. You can learn a lot from the conversations that happen around the table. The discussion helps you determine where these connections may lead. Roundtables are a full networking opportunity. Take advantage of meeting not only the table host, but connecting with others around the table as well.

While you are involved in the roundtable sessions, whether it is 5 or 10 minutes per session – take notes. Short term memory lasts 20-30 seconds. Jotting down notes allows you to remember the topics discussed for follow up when you get back. Take notes on the back of business cards as you exchange them, in an App on your phone, or in a separate notebook. Whatever method works for you, spend a few seconds writing down important points while they are still fresh, so you can recall the details of the conversation when you revisit it later.

The follow-up and follow-through are key to building a relationship, You want to recall details as clearly as possible after the event. While attending the roundtable session is a start, the follow-up and follow-through are key to building a relationship – with the table host, colleagues around the table, and others you meet at the conference.

As part of your conference plan, make sure you schedule time the following week or month to follow up with the connections you made – a simple email, an invitation through LinkedIn, visiting at another event. These actions move your initial introduction at a networking roundtable to meaningful next steps that make sense for both of you.
NVSBE Construction Targeted Industry Engagement (TIE)

3 Days. 2 Events. 1 Place. Endless Opportunities.

Ernest N. Morial Convention Center
New Orleans, LA | October 31 – November 2, 2018

This year, NVSBE and the Society of American Military Engineers (SAME) Small Business Conference will share one location. You will be able to attend activities and view exhibits at both events. This unique experience provides unprecedented access to your industry’s most relevant Buyers. Take this exceptional opportunity to provide information about your brand, products, and services directly to the people that matter most.

NVSBE Construction TIE will “tie” industry specific procurement-ready vendors to PDMs in Architecture, Engineering, Construction, and Facilities Maintenance to enable businesses to take advantage of opportunities in this sector.

- Engage directly with the BIGGEST BUYERS of construction services in the Federal Government
- Maximize the networking opportunities with Buyers from across the Federal Government and Large Commercial Partners
- Position yourself to compete for more than $5.9 Billion in VA Construction Opportunities

Construction TIE Activities

- Business Opportunity Sessions
- Networking Roundtables
- Dining with Decision Makers, Networking Receptions, and extended Refreshment Breaks
- One-on-One sessions with potential Buyers and Partners
- Learning Sessions
- Plenary Sessions and Senior & Executive Leader Roundtables

Follow-up Opportunities

Networking and making meaningful connections at the NVSBE is just the beginning! Within three months after the event, VA staff will continue building relationships with the most impressive VOSBs they met during the event. So, be sure to attend and demonstrate your value!
MEGA Maryland 2018
Small/Minority Business Conference for ABC

October 10, 2018
Martin's West | Baltimore, MD

Connect with Maryland’s Small and Minority Business Community

Exhibit and Participate in One-on-One Meetings
- Promote Your Utilization of Small, Minority, Women and Veteran-Owned Small Businesses
- Help businesses navigate your procurement process
- Communicate future opportunities

Attend
- Individual $100
- Government $25

Exhibit
- Large Businesses $275
- Small/MMBE: Business $150
- Government: Free ($50 for lunch)

Registration and Details:
www.SAME.org/Baltimore

MEGA Maryland 2018
Small/Minority Business Conference for ABC

October 10, 2018

Program At-A-Glance

7:30 – 9:00
Registration/Exhibit Setup/Breakfast in the Exhibit Area
9:00 – 9:45
Opening Ceremony and Keynote Speaker
9:45 – 10:45
Educational and Training Sessions
10:45 – 11:15
Break in Exhibit Area
11:15 – 12:15
Educational and Training Sessions
12:15 – 1:45
Lunch with Keynote Speaker
1:45 – 4:00
Exhibit Hall Open and One-on-One meetings with Government and Large Business Representatives

MEGA Maryland 2018
Small/Minority Business Conference for ABC

October 10, 2018

Small Businesses can give a brief introduction on their firm! A table will be provided for small businesses to put out brochures and business cards.

Date: Wednesday October 3, 2018
Time: 5:30-8:00PM
Free to all participants
Appetizers included, cash bar

Registration Information at https://www.same.org/Philadelphia
SAME NJ Post Small Business Council Event in Monroe, New Jersey

On May 1, 2018 in conjunction with National Small Business Week, the Small Business Council of the New Jersey Post of the Society of American Military Engineers (SAME) held a Small Business briefing and networking event in the large ballroom at the Forsgate Country Club in Monroe, New Jersey. 95 individuals attended the morning event with a full breakfast menu, two hours of networking time, and presentations by four distinguished speakers.

The session included a lively presentation by Ms. Cheryl Chandler, Deputy for Small Business Programs, U.S. Army Corps of Engineers (USACE), Philadelphia District; who discussed the District’s forecast of approximately $350 Million of total awards projected for Fiscal Year (FY) 2018; with about $138 Million designated to go to small businesses. Ms. Chandler was captivating and kept her audience in the full attention mode.

Mr. Andy Keirn, Director of Construction & Facilities Management from the U.S. Veterans Administration, Eastern Regional Office discussed the VA FY 2019 Capital budget and its requested $1.93 Billion budget. Currently, the Eastern Regional Office oversees presently project budgets totaling almost $750 Million. It was great to add the Veterans Administration to the venue and learn about the potential monies being spent to support our veterans.

Mr. Anthony Levesanos, Deputy Director, Program Management of the USACE New York District presented the Districts estimated FY 2018 budget of $854 Million and the FY 2019 budget of $1.4 Billion contracted dollars and solidified the USACE commitment for potential opportunities for New Jersey Small Business firms.

The final speaker was Mr. Sidney Ozer, Contracting Officer of the U.S. Environmental Protection Agency, Region III, who presented upcoming contracting information for large (full & open) and set-aside (Small Business categories) for FY 2018 and FY 2019 in Region II and Region III. Mr. Ozer’s presentation gave the audience a wealth of potential government opportunities to track and solicit potential business.

The NJ Post Small Business Council is proud to extend our appreciation to the 28 companies that helped sponsor the event, and special thanks are sent to all who attended and to those 28 individual sponsors who without their support this event could not continue and be the success it has been.

The NJ Post small business breakfast event was a tremendous success and the seventh consecutive small business event for the NJ Post Annual Event. The New Jersey Small Business Council, in conjunction with the New Jersey Post, is dedicated to the growth and success of our nation, our profession and SAME.

The SAME NJ Post Small Business Council also is continuing to look to build its membership. For more information and to join the Small Business Council, contact Ed Blanar Eblanar@enviroscapeinc.com or Peter Jaran Peter.Jaran@equityenvironmental.com or visit www.same.org/NJ Post.
CPARS – Can You Appeal a Rating?
BY David Rose, F.SAME | Rose Consulting, LLC

In the Federal Realm, contractors have to worry about a great many things. RFPs have to be reviewed in detail, and once that is done a proposal has to be written. These may be followed by a painstaking negotiation process where one has to have an intimate knowledge of overhead, G&A and fee/profit in order to maximize the success of any award.

The project has to be performed on time, on budget and technically correct, but the work does not stop there. At the end of the job, if over a threshold amount and performance time, the contractor will be evaluated under FAR Part 42.15. This is also known as the CPAR, or past performance evaluation process.

In order to obtain significant rights, this process must be followed strictly. Upon receiving the initial evaluation, it should be looked at closely. Match up what the evaluator says to what your documentation demonstrates. Read the narrative comments closely. Did you finish the project on time? Did you finish it within the budget? Were there any conflicts between you and the COR or KO? Are there any comments that may not truly reflect your performance?

At this point a contractor is entitled to submit comments, rebuttal statements, and information in response to the Agency’s evaluation. If these are submitted, the Agency must then review the evaluation at a level above the Contracting Officer (KO) and, if the comments are valid, update the evaluation.

If this fails, treat it like a claim or REA. Remember that you must have a CDA (claim) denial in order to proceed to the Board of Contract Appeals or Court of Federal Claims. Failure to follow these steps is procedurally fatal to your claim. However, remember you have six years to file a Contracting Officer claim so you are not totally out of luck for six years.

Finally, in order to prevail, then you must be able to show that the Agency’s evaluation is arbitrary, capricious, and contrary to law.

If you would like additional information, I will be available at the Small Business Conference in New Orleans, October 31st thru November 2nd. You can also reach me at drose@roseconsultingllc.org or 678-854-0222.
SAME Small Business Awards
BY Catherine Niles (Global Engineering Solutions), Vice Chair of Recognition

The SAME Small Business Council helps to recognize those individuals and firms making a difference in our industry and community. The SAME Awards – to be presented at the annual SAME Federal Small Business Conference being held October 31 – November 2, 2018 in New Orleans, LA – bring much needed attention to the superstars among us. The Recognition Committee has received a large number of award nomination packages and the review process is currently underway. I’m honored to review this year’s submissions, and I want to thank my wonderful subcommittee members and volunteers for their hard work and time spent making difficult decisions.

For many small businesses, winning an award at the SAME Small Business Conference is an incredible opportunity to increase your exposure, grow your business, and highlight the work of incredible people. For additional insights on the benefits of winning an award, please read the message from 2017’s SAME Small Business Award Recipient:

“Receiving the 2017 Society of American Military Engineers Industry Small Business Award was the culmination of a journey that started nearly a decade ago. I’ve been attending SAME Small Business Conferences (SBC) since 2011 and not only have they gotten larger, but they seem to improve each year. I tell everyone I meet that our company’s involvement in SAME at the Post, Regional and National level has played, and continues to play, a VERY BIG part in the success of our company. Just a couple of examples:

1. We met the bonding company that said “yes” when EVERYONE else was telling us “no” at an SAME SBC
2. We have met many of the teaming partners at various SAME events with which we have pursued dozens of federal prime contracts
3. Having neither served in the military nor worked in the government sector, we learned “the language” and expectations of our customers through SAME
4. We have found (and continue to find) many informal mentors and champions among the friends we have made at SAME

When reflecting on the honor we received at last year’s SAME SBC, I can’t help but think that our company should have been presenting SAME an award instead of the other way around.

As we move through 2018, I’ll leave you with this final thought… At the beginning of 2010, there were two families depending on a paycheck coming from Burgos Group. Now, there are over a hundred families across the country who can say the same – and that number continues to grow! This is in great part because of the opportunities that are created at SAME events throughout the year, and this award is the embodiment of the opportunities SAME provides to all those who fully engage.”

Mario Burgos, President & CEO, Burgos Group
Small Business Council Chair-Elect
MESSAGE FROM YOUR 
SB COUNCIL VICE CHAIRS

**BY Mr. Beau DeBoer, MA, RPA (Cultural Resource Analysts, Inc.), Vice Chair of Education & Training**
The SAME Small Business Council’s mission is to promote the role and relevance of small business through outreach, training, opportunity and recognition. In support of this Council mission, the role of the Vice Chair of Education & Training is focused on developing session topics and speakers for programs in support of the small business community and general membership. The Council is informed of key trends in the Architecture, Engineering, and Construction (AEC) industries. In an effort to support small business programming opportunities, current and emerging topics and data are sought, as well as leveraging the Council for general industry feedback and knowledge requirements. Data and intelligence sources are analyzed for the benefit of AEC contractors and procurement contracting professionals at the federal, state and local government levels.

Forthcoming budgets for the federal government, in particular, are of continued annual interest due to their dynamic impact on the contracting landscape. Review of upcoming budgets, projects, and forecasts for civilian and military spending, and their associated initiatives for small business are of direct interest for engagement. In addition, major policy and legislation pursuits by the current administration are tracked for their impact on the small business community.

**BY Martha Weekley (FFE Inc.), Vice Chair of Conferences**
Fall is right around the corner, along with the SAME Small Business Conference (SBC). As the SAME Small Business Council Vice Chair of Conferences, it has been a pleasure to work alongside other council members and SAME staff to ensure that the conference brings real value to every attendee.

What is new this year? The SBC is co-located with the National Veterans Small Business Engagement. With twice the opportunity for a single registration, this is a tremendous value for small businesses. Small businesses can stretch their marketing and business development budget by connecting with colleagues and clients from across the entire nation. It is a busy week, invaluable for networking and education. I can personally attest to the benefit of attending, having participated in both events for many years. Also new in 2018, is the first time attendee mentorship program. First time attendees will be paired with a seasoned mentor. This will be invaluable to assist the first time attendee in receiving the greatest benefit from the conference.

The Small Business Council is very proud of the Education Sessions offered at the 2018 SBC. The sessions, published on the 2018 SBC website, were selected from over 100 great submissions. Many hours were spent carefully reviewing the submissions to ensure that attendees have a well-rounded offering of relevant topics, presented by experienced industry leaders.

The Small Business Council exists to serve SAME membership. We welcome feedback and encourage participation in our endeavors to bring value to our members. I am excited for this year’s Small Business Conference and hope to see you all in New Orleans!
Personal Perspective on Attending the SAME Small Business Conference

My name is Siokey Gastelum-Galvez, F.SAME. I am Business and Proposal Development Division Manager for J.G. Management Systems, Inc., a Small Disadvantaged Business (SDB) providing professional services to the public sector. And I am honored to be currently serving as the Vice Chair of Communications for the Small Business Council, as well as continuing my active involvement with the Phoenix Post. In my 20 years’ experience within the A/E/C industry, five years have been spent in working for various small businesses as a business and proposal development professional.

Working for a small business can be challenging at times. Usually in a small business, one person wears many hats, as our resources and budgets are stretched. As a result, we must be extremely selective about the networking events and conferences that we attend. We have to ensure we get maximum benefit from the dollars we spend on our marketing and networking efforts. The SAME Small Business Conference (SBC) is the one conference that I have always found to be profoundly beneficial, both professionally and personally.

For a proposal and business development professional, the SAME SBC provides a dynamic venue in which the industry has direct access to private/public-sector clients and potential teaming partners. In addition, the SBC provides professional enrichment by offering educational sessions that are geared towards helping small businesses grow their business and enhance their marketing skills. These sessions provide up-to-date legal information that effect the small business community, as well as lessons learned by other small businesses. These sessions also teach small businesses how to improve their proposal writing, their capabilities writing, and their approach to establishing strategic teaming arrangements (both with other small businesses and with large businesses) to make them mutually beneficial to partnering entities. Beneficial pre-conference webinars include how to prepare for a conference, and items of interest for first time attendees.

Although I have been a member and volunteer for SAME on a Post, Regional and National level for the past 14 years, the value that the SBC brings to me as an individual is in the number of professional relationships that I have formed in the five years that I have been attending the SBC. I have found that most members, when approached, are happy to share their experience and perspectives within the industry. These relationships have led to my being mentored by industry leaders, peers, small business owners, and large business professionals. These relationships have also allowed me to mentor both peers and young professionals. An example of the power of those relationships: Several years ago, when the company I was working for closed down their Phoenix Office, I was able to reach out to my network and was employed within a week.

I encourage small business attendees to reach out to the Small Business Council and actively volunteer on a Committee for the Council. This will help the Society in shaping sessions for future small business events. I hope to have the opportunity to meet even more passionate and driven people working within our industry. I wish you all luck at the conference, and I hope to meet you, the reader, at the next Small Business Conference coming up October 31st through November 2nd in New Orleans, LA.

Siokey Gastelum-Galvez, MBA, F.SAME (J.G. Management Systems, Inc.)
Vice Chair of Communications
Any Small Business News – recap of a past event, upcoming events, success stories, changes to regulations, anything you think is newsworthy to the small business community. Please email Siokey Gastelum-Galvez at SGalvez@JGMSinc.com and Jaimie Wright at jwright@komaninc.com no later than the first Friday of every month.

Special thank you to the following volunteers supporting our Vice Chairs & the Small Business Council:

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