First Time Attendee and New Member Orientation to SAME and JETC

Ann McLeod, CEM, CAE, Director of Meetings & Expositions
Marc Bialek, Director of Membership and Post Operations
Thank you to our Sponsors

Titanium Sponsors

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Who is Attending?

- 50+ USACE Personnel
- 50+ NAVFAC Personnel
- 20+ Air Force Personnel
- 20+ Coast Guard Personnel
- Conference Speakers – more than 90! ALL requested government speakers and moderators received approval to participate
- Conference Exhibitors – over 200 companies!
- Small and Large Business Participants
- SAME Award Recipients
- YOU!!
How Can I Identify People?!

Different colored strips on the badge holder indicate the “registration type”

- **Green** = attendee
- **Blue** = exhibitor
- **Black** = attendee; one-day only
- **Red** = personal guest
- Look for ribbons to further identify people!
Why Attend?

1. In-Person Networking
   - Split-up with your colleagues
   - Don’t shy away from penetrating “circles”

2. Educational Opportunities

3. Learn About Competitors
   - Who they are? What services do they provide?
   - Why are they successful? Or Not?

4. Meet Potential Clients

5. Establish Relationships

Follow-up, follow-up, follow-up!
The Stats

Facts and Figures:

- 1,557 total conference attendees
  - 239 government attendees
  - 390 exhibiting personnel
  - 92 speakers
  - 441 representing small businesses
- 210+ exhibiting companies
We Care about Your Experience!

• SAME Staff and volunteers available for you...look for us in our “daily SAME uniform”
• Information booth in registration area
• SAME Pavilion in Exhibit Hall
• Post Conference Survey
Facility Overview

• Orange County Convention Center (OCCC) South Building
• All education sessions on entry level
• Exhibit Hall lower level
• Only events on upper level are:
  – General Session
  – Honors Luncheon
  – Post Awards Breakfast & Annual Business Meeting
Facility Overview

- Escalator to Exhibit Hall
- Registration
- Sessions
- Meetings
- Speaker Ready Room
- General Session
- Honors Prep Room
- Escalator to level 2

2014 Joint Engineer Training Conference & Expo • May 20-23 • Orlando, Fla. • #SAMEJETC
JETC Lodging

• Rosen Centre Hotel is Headquarters Hotel – you’re in it right now!!
• Rosen Plaza Hotel, Doubletree by Hilton at Sea World are a few blocks away – If staying there you will receive a complimentary daily ticket for the iRide Trolley
JETC Technology!

• Website – www.same.org/jetc
  – Download Handouts
  – Search Exhibitors
  – Download Attendee List

• Mobile Phone App
  – Conference Schedule
  – Search Exhibitors
  – Simple and Easy to Use!

• Free WiFi in Conv. Center!!
  – Network Name: 2014JETC
  – Password: Versar
Social Media

• Twitter
  – #SAMEJETC

• Facebook
  – www.facebook.com/samefanpage

• LinkedIn

• Flickr
Conference Schedule Highlights

**Today**
7:00 p.m. – 10:00 p.m. Ice Breaker at Universal Studios Citywalk

*last bus leaves Citywalk at 11:00 p.m.*

**Tomorrow**
7:00 a.m. – 5:00 p.m. Registration *(South Concourse Level 2)*
8:00 a.m. – 10:00 a.m. Opening Session *(S320)*
10:00 a.m. – 6:00 p.m. Exhibit Hall Open *(Hall SB)*
12:00 p.m. – 2:00 p.m. Honors Luncheon or Lunch in Exhibit Hall *(S320 or Hall SB)*
2:30 p.m. – 3:45 p.m. Educational Sessions (six sessions, run concurrently) *(S220 A-F)*
3:00 p.m. Deadline to select seat for Society Ball *(Info Booth)*
4:00 p.m. – 5:00 p.m. Army, Navy, Air Force and Coast Guard All Hands Meetings *
open to active duty, reservists, civilian employees, retirees* *(S230 A-D)*
4:00 p.m. – 6:00 p.m. Networking Reception in Exhibit Hall *(Hall SB)*

Evening
Open
Conference Schedule Highlights

Thursday
7:00 a.m. – 3:00 p.m. Registration (South Concourse Level 2)
7:30 a.m. – 9:30 a.m. Post Awards Breakfast & Annual Business Meeting and Installation of New SAME President (S320)
8:00 a.m. – 2:00 p.m. Exhibit Hall Open (Hall SB)
8:00 a.m. – 9:30 a.m. Continental Breakfast in Exhibit Hall (Hall SB)
10:00 a.m. – 12:00 p.m. Educational Sessions (six sessions, run concurrently) (S220 A-F)
12:00 p.m. – 1:30 p.m. Lunch in Exhibit Hall (Hall SB)
12:00 p.m. – 1:30 p.m. Academy of Fellows Luncheon (Fellows only) (S230 EF)
12:00 p.m. – 1:30 p.m. Emergency Preparedness & Infrastructure Resilience Committee Luncheon (Representatives from SAME Posts only) (S230 G)
2:00 p.m. – 4:00 p.m. Educational Sessions (six sessions, run concurrently) (S220 A-F)
6:30 p.m. – 7:30 p.m. Society Ball Reception (Rosen Centre Jr. Ballroom Foyer)
7:30 p.m. – 11:30 p.m. Society Ball Dinner and Ball (Rosen Centre Jr. Ballroom)
Exhibit Hall

• Some exhibitors will have lead retrieval devices at the booths to scan your badges
• Over 210 Exhibitors
• SAME Pavilion is a great place to meet SAME HQ staff and to learn about what Posts around the world are doing
NOTE: this is a place holder slide, will go to the JETC website and show interactive exhibit hall plan
Learning Opportunities!

- Most Sessions organized by SAME National Committees & Councils
- Don’t miss an opportunity to learn beside your prospective teaming partners!
- Need PDHs? Get badge scanned on the way into the room and/or use the PDH reporting form found in the program.

Sessions Include:
- Opening Session with Engineering Chief’s Panel
- Contracting in the AOR
- Current Practices with Low Price Technically Acceptable (LPTA) Contracts
- DOD Facility Design & Construction Strategic Focus and Direction
- Joint Engineer Doctrine
- Low Level Radiological Contamination
- Succeed in Today’s Challenging Federal Marketplace
- Commissioning
- And much, much more…
5 Do’s

#1 – Plan/Set Objectives
• your time is valuable, review daily activities in advance

#2 – Think About Your Schedule
• make sure you know when sessions you want to attend are taking place

#3 – Give Yourself Time
• plan for the un-planned, meals and breaks, social appointments

#4 – Take Advantage of Free...
• educational opportunities – Don’t fall into the “seen it, heard it, done it trap”

#5 – Be Open to Ideas
• and have fun!
Questions?
Member Orientation to SAME

SAME Mission:
“To promote and facilitate engineering support for national security by developing and enhancing relationships and competencies among uniformed services, public- and private-sector engineers and related professionals, and by developing future engineers through outreach and mentoring.”
Member Orientation to SAME

SAME Vision:

“To be a premier global engineering organization leading the professional and personal growth of all members in support of military readiness and development of solutions to national security challenges.”
SAME

- Over 30,000 members
- Formed in 1920
- 24 Staff at SAME HQ in Alexandria, VA
- Member-Driven Organization with a Board of Direction
- 17 Regions
- 105 Posts
- 55 Student Chapters
- Supports 8 mission committees and 2 councils
- Offers online and in person courses, publishes the *TME*
SAME Values

• Integrity
• Patriotism
• Public Service
• National Security
• Technical Competence
• Excellence
• Environmental Stewardship
SAME Goals

• Emergency Preparedness and Contingency Operations
• Education and Training
• Relationships and Recognition
• Leadership and Mentoring
Membership Types

• Individual Membership
  – Government
  – Private Sector
  – Academic & Non-Profit
  – Student
  – Retired
  – Life

• Group Membership
  – Sustaining Membership
  – Public Agency Membership
  – Non-Profit Organization Membership
  – Academic Institution Membership

• Memberships are renewed on an annual basis based on the month an individual joined; not by calendar year
Benefits of Belonging

• Network With Your Peers
  – Build professional/client network
  – Build new personal relationships/friendships

• Grow As A Professional
  – Educational programs; Mentors/Mentees

• Leadership Opportunities
  – Join a Council or Committee
  – Post Leadership opportunities
Upcoming SAME Events

2014

• Post Leaders Workshop Aug. 4-6, Alexandria, VA
• SAME/DBIA Federal Project Delivery Symposium Aug. 19-21, Washington, DC
• Hawaii Engineer Training Workshop Oct 7-8, Honolulu, HI
• Small Business Conference Dec 9-11, Kansas City, MO

2015

• FY2016 DOD Briefings March 10-11, Alexandria, VA
• Golden Eagle Awards Dinner March 12, Alexandria, VA
• JETC May 19-22, Houston, Texas

Follow us on twitter @same_hq • #SAMEJETC for conference coverage
Questions

Thank you so much!

Have A Wonderful Conference!