WELCOME TO THE
2015 SAME Small Business Conference
for Federal Engineering, Construction & Environmental Programs

Nov. 4-6   New Orleans, La.

Hosted by the Society of American Military Engineers
Small Business Council
Executive Committee
Mission

• Improve opportunities for the small business community through training, outreach, and networking.

• Assist entrepreneurs and small business owners navigate the small business programs available; such as 8(a), HUBZone, SDVOSB, WOSB.
Small Business Council

Past Chair
(Gita Murthy)

Council Chair
(Clarence McAllister)

Secretary
(Jayla Pine)

Chair Elect
(TBD)

Vice Chair Communications
(Karen Buniak)

Vice Chair Recognition
(Layli Pietri)

Vice Chair Education & Training
(Jodi Vaccaro)

Vice Chair Conferences
(Ryan Wasmus)

LinkedIn

Awards

Webinars

JETC Conference

Newsletters

Streamer Review

Programs

Small Business Conferences

TME Articles

SB Trends

Regional & Post Conferences

Website

Continuing Education

Committee Liaisons

Integrated Communications
Essential to Success

Additional POC’s on the SB Council Distribution List

Executive Committee

Small Business Council Support

Government Leadership & Advisory Board

Hosted by the Society of American Military Engineers

@SAME_HQ | #SAMESBC
Council Chair
Clarence McAllister

• Responsible for overall direction and management of council mission
• Appoints vice chairs as needed
• Coordinates council meetings
• Drafts agendas for council meetings
2014-2015 Accomplishments

• Advocated small business technical tracks at JETC
• Provided small business networking at JETC for firms and procurement specialists
• Recognized Posts for their contributions to and in support of small businesses
• Provided insight and recommendations for overcoming bonding and insurance constraints through participation in bonding and insurance round tables
• Increased the number of articles in *The Military Engineer* written by small business firms
2015-2016 Goals

• Continue to update the small business community with regulations and legislative changes via newsletters, social media, and webinars
• Continue to connect SAME’s small business community with government and large business
• Continue to provide opportunities for relevant education and training through the use of webinars, industry days, and conferences
Secretary – Jayla Pine

- Small business council newsletter
- Participate in conference calls / meetings
- Attend small business conference
- Take meeting minutes
- Primary Point of Contact for Post Small Business Liaison Officers (PSBLOs)
Accomplishments

- Quarterly newsletters
- Consistent involvement in council calls and meetings
- Assisted with creating PSBLOs stipend criteria
Goals for 2016

• More council outreach for newsletter input
• Theme-based newsletters
  – EX: Engineering, Mentor-Protégé Program, Business Development, Federal Contracting, etc.
  – Let me know what you want to read!
• More communication with PSBLOs and other councils/committees
Vice Chair – Communications
Karen Buniak

• Coordinates public relations and informational outreach for council activities
• Communicates web content for SAME national website to SAME HQ
• Assists in supporting editorial content on small business matters to SAME publications
Accomplishments

Communicate information through the Small Business Council Post page on LinkedIn and via email to notify our members of the following:

- Small Business Council News, Call for Articles
- Webinar Dates and Subjects
- Share the Newsletter
- Small Business Awards; Deadline and Criteria Information
- Promote Small Business Events being held by Local/Regional SAME Posts

Other:

- Write Articles for the Newsletter on Small Business Events
- Respond to those wishing to become more involved and added to the Council
Goals for 2016

• Establish better communications via interaction between Small Business Council Members and the Small Business Council Executive Committee; survey the wants/needs of the Small Business community for how the committee can be most beneficial to them.

• Make sure all Post Small Business Liaison Officers (SBLOs) are engaged in the Small Business Council activities so that what we do on the national level; webinars, newsletters, calls for articles, submittals for awards gets to every SAME Post.

• Identify Small Business Points of Contacts at large firms and get them involved to assist our members; or at the very least provide their contact information to our membership.
Vice Chair – Recognition
Layli Pietri

• Promotes the recognition of small businesses through the society, region and post awards programs.
Accomplishments

• Assembled team and evaluated Robert B. Flowers Awards
• Assembled Team to review Streamer Awards
• Coordinated the evaluations for
  – Post Small Business Liaison Officer Award
  – Industry Small Business Award
  – Industry Large Business Award
  – Industry Small Business Advocate Award
Goals for 2016

• Increase submissions for Robert B. Flowers Awards (SAME JETC)

• Increase submissions for:
  – Post Small Business Liaison Officer Award
  – Industry Small Business Award
  – Industry Large Business Award
  – Industry Small Business Advocate Award
Vice Chair – Education & Training – Jodi Vaccaro

• Develops session topics and speakers for programs in support of small business topics and initiatives.

• Informs council on trends and tracks data on small business issues through the use of surveys, e-mails and other formats.
Accomplishments

• **Everything a Small Business Needs to Know About Bid Protests**, February 26, 2015
  - Presenters: Richard B. Oliver & J. Matthew Carter, McKenna Long & Aldridge LLP

• **New Laws that Will Impact Small & Large Federal Contractors**, October 8, 2015
  - Presenter: Michelle Kantor, McDonald Hopkins

• **Historical Data – Webinars by Year**
  - 2013 = 1
  - 2014 = 2
  - 2015 = 3
Upcoming Webinar

• Develop Powerful Relationships that Improve Your Business
  – Thursday, December 3
  – 1:00 pm – 2:30 pm EST
  – 1.5 PDHs
  – Presenter: Stacy Stout, FSMPS, CPSM, STOUTStrategies
Goals for 2016

• Host Quarterly Webinars (4 in 2016)
• Receive Input on Webinar Topics and Potential Presenters from SBC Members
Vice Chair – Conferences
Ryan Wasmus

• Coordinates support for the national conferences
• Coordinates a small business council networking booth at regional and national conferences
• Coordinates with small business members for participation in the booth
• Recruits small businesses to the society and council
Accomplishments

Initiated Use of (2) Key Conference Enhancements

• “Conference Attendance 101”
  – How Do I get the most value from a conference?
  – Networking as a skill

• SBC Conference APP
Goals for 2016

**Diligent Feedback Capture**
- Attendees
- Support Staff
- PSBLOs
- Increase frequency and modality
- Share Details

**Accountability for Action**
- Validate stakeholder feedback
- Implement Suggestions
- Produce results informed by stakeholder feedback!
Summary

We are committed to remaining actively engaged with the small business community to ensure tools and resources are available to ensure success.
List of Questions
(internal slide for polleverywhere app)
Small Business Council
Points of Contact

Chair
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