

The Value of Membership



Few organizations provide exposure to a such broad variety of professional experience and expertise while at the same time supporting the defense of our nation. There is no way to compare and contrast the value of SAME as there is no organization that provides the services that SAME provides.

– Lawrence Schorr, 787th Civil Engineer Squadron

DID YOU KNOW?

The first Corporate Members joined in the 1950s, the same time the Society began hosting an annual Military-Industrial Conference, which drew widespread attention from many notable national leaders, including remarks from President Dwight Eisenhower. SAME's continues to support strong industry-government engagement today.

SAME Mission



To build leaders and lead collaboration among government and industry to develop multidisciplined solutions to national security infrastructure challenges.

SAME Vision



To serve our nation as the foremost integrator for leadership development and technical collaboration within the A/E/C profession.

Enduring Purpose



To promote solidarity and cooperation between engineers in civil and military life, to disseminate technical knowledge bearing upon progress in the art of war and the application of engineering science thereto, and to preserve and maintain the best standards and traditions of the profession, all in the interests of patriotism and national security.

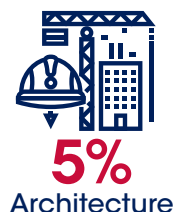
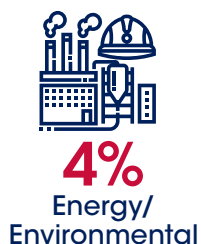
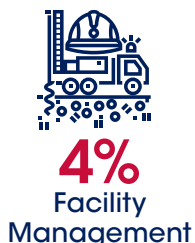
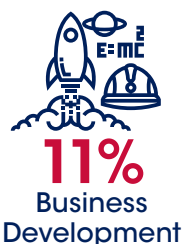
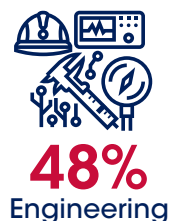


Who We Are

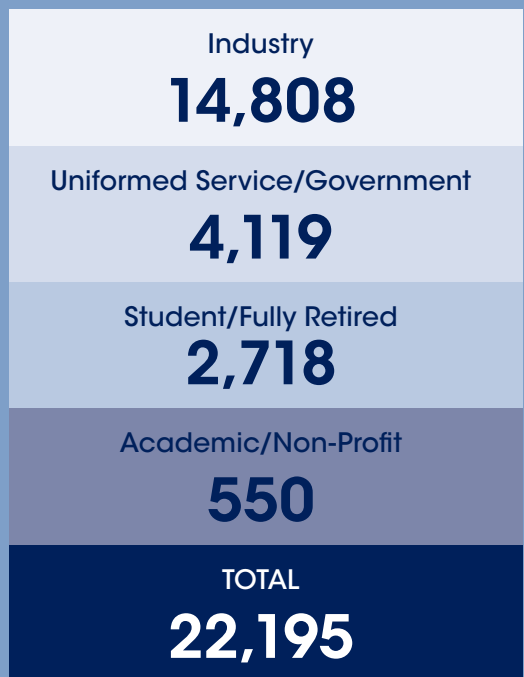
SAME is the organization the public sector A/E/C community turns to for collaboration and connections. The Society's history of building relationships and fostering trust between the public and private sectors means one thing for your company: confidence—the confidence that your involvement will make a positive difference in strengthening your business, strengthening the engagement between industry and government, and strengthening the nation's overall industrial base, an essential element to ensuring America's technological advantage in this renewed era of Near Peer Competition.

Have confidence in your marketing investments. Reach the right audience through SAME.

Primary Jobs of Members



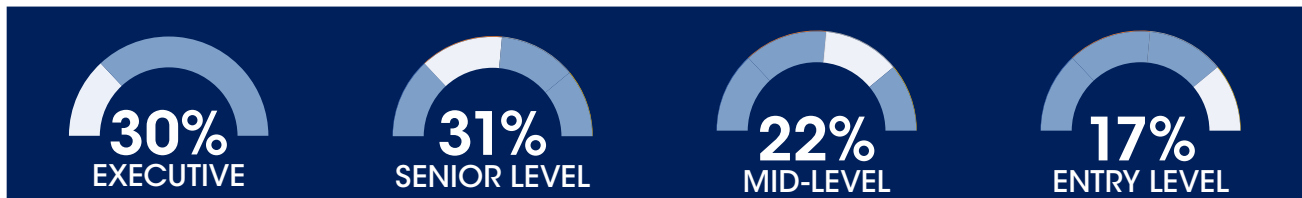
SAME Membership



**Data as of Dec. 31, 2023.*

Meet Decision-Makers

Make connections that matter. Over half of all SAME members have decision-making authority at their agency or company. Establish relationships and build trust that will support your business development needs for the long run. More than 500 of our 1,619 member companies have been members over 10 years; and 125 companies have been members over 25 years. Last year, 202 new member companies joined.

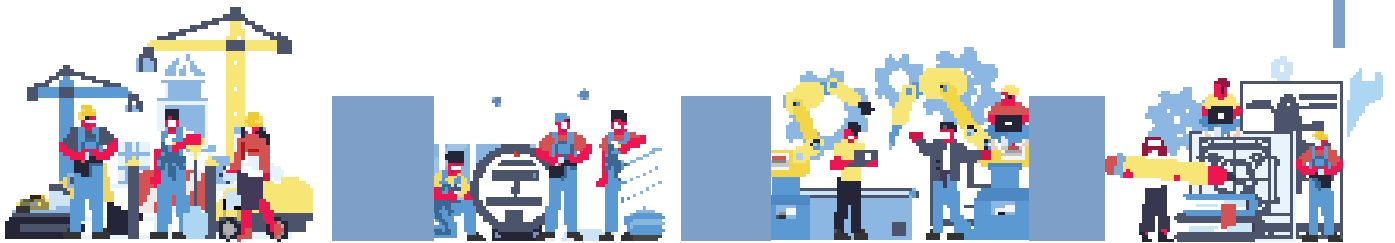


Public Agencies and SAME

The Society is fortunate to have participation from agencies across the federal government and Department of Defense. Through SAME, your company can make connections and build relationships with numerous local and federal agencies, helping to strengthen national security.

- Architect of the Capitol
- Department of Energy
- Department of Homeland Security
- Department of State
- Department of Veterans Affairs
- General Services Administration
- National Aeronautics & Space Administration
- National Oceanic & Atmospheric Administration
- National Park Service
- Office of the Secretary of Defense
- Small Business Administration
- U.S. Air Force/Air Force Civil Engineer Center
- U.S. Army/U.S. Army Corps of Engineers
- U.S. Coast Guard
- U.S. Customs & Border Protection
- U.S. Marine Corps
- U.S. Navy/Naval Facilities Engineering Systems Command
- U.S. Public Health Service
- U.S. Space Force





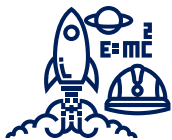
A Global Reach

SAME members live and work across the United States and around the world—in deployed environments with the military or in strategically important places such as Korea, Guam, Germany and the United Kingdom.

The Society has Posts in all major U.S. cities and nearby many military bases and federal installations. Throughout the decades, SAME also has frequently established Posts where they have been needed, such as in Vietnam in the 1960s or the Middle East after 9/11. Today, SAME has over 100 Posts and Field Chapters worldwide. No matter where your business does business, you will find fellow SAME members there.

Collaborating Across the Industry

SAME’s nearly 1,600 member companies support all aspects of the federal A/E/C industry, providing a direct opportunity for your business to build meaningful connections throughout the marketplace.



288
Engineering



529
Construction



444
Utilities/Energy



499
Environmental



633
Architecture/Buildings



163
Transportation



146
Facility Maintenance

*companies may show in multiple categories

Benefits of Your Company's SAME Membership

SAME provides unmatched opportunities to achieve your business goals supporting military, federal, state, and local agencies. Be a trusted partner in the A/E/C sector: become an SAME member company!

- Build your firm's relationships and network with the public and private sectors.
- Exhibit at or sponsor events at the local (Post) and national levels, advertise in *TME*, and get preferred opportunities to feature your company in our digital advertising platforms.
- Expand your brand with listings in our public-facing and members-only Company Directory, with search functionality allowing you to be found by your speciality, location, and more.
- Participate in Listening Sessions, Table Top Exercises, and other industry-government engagement discussions with senior leaders.
- Opportunities to provide your employees with leadership roles at Posts, the chance to apply for SAME's Leader Development Program, and serve as mentors at SAME's Camps.
- Help your employees grow in their technical area of expertise through the Communities of Interest.
- Exclusive rates for members that want to be new subscribers to FedMine, GovWinIQ, and Federal Compass market research services
- Conduct business development and gain access through national conferences, regional symposiums, industry days, small business fairs, and other in-person and virtual events.
- Create local relationships and connect with decision-makers at over 100 Posts and Field Chapters. One Post is included in your membership; you may join additional Posts to expand your reach in that markets that you serve.
- Preferred pricing to post your open positions in the SAME Career Center and recruit at the SAME Career Transition Workshop each year.

# OF EMPLOYEES	NATIONAL DUES	POST DUES	EXTRA MEMBER	EXTRA YP MEMBER
1 - 10	\$400	\$80	\$120	\$85
11 - 50	\$800	\$150	\$120	\$85
51 - 100	\$1,000	\$225	\$120	\$85
101 - 500	\$1,150	\$300	\$120	\$85
501 - 1,000	\$1,300	\$350	\$120	\$85
1,001 - 5,000	\$1,450	\$350	\$120	\$85
5,001+	\$1,700	\$350	\$120	\$85

ORGANIZATION TYPE	NATIONAL DUES	PER POST	# OF MEMBERS
GOVERNMENT AGENCY	\$400/3 YEARS	\$80	6
ACADEMIC INSTITUTION	\$400/YEAR	\$80	6
NONPROFIT ASSOCIATION	\$400/YEAR	\$80	6

*Structure for corporate and organization memberships differ. Rates effective July 1, 2024. Learn more at www.same.org/join.



SAME's Premier National Events



SAME has done a terrific job of pivoting to the virtual platform in the face of the pandemic. It is a testimony to the capability of the collective organizations that also pivot to the needs of clients for their urgent requirements. Well done!

- Brian Weinstein, Stantec

DID YOU KNOW?

Throughout the last two years, SAME has keyed on ways to increase the dialogue between the public and private sectors despite physical limitations posed by the pandemic. That meant a sizeable increase in virtual events and webinars, deeper focus on industry-government engagement, and an expansion of the Executive Advisory Group. Involvement in SAME provides companies in the A/E/C industry the chance to engage in discussions that are helping shape federal contracting and project delivery.



Bringing Professionals Together

SAME's national events are attended by senior thought leaders, decision-makers, and technical experts. Participants represent the uniformed services, federal agencies, and the private companies that build America, support infrastructure, and provide products and services that deliver the mission. There is no better place to engage and connect in the public sector A/E/C community than at SAME's national events.

2024 Event Schedule

February 14-16:

Career Transition Workshop,
Linthicum, Md.

March 25-27:

Capital Week,
Rockville, Md.

May 14-16:

Joint Engineer Training
Conference,
Orlando, Fla.

August 4-6:

Post Leaders Workshop,
Scottsdale, Ariz.

November 20-22:

Federal Small Business
Conference,
New Orleans, La.

SAME Posts host events throughout the year; member companies often qualify for special rates. Inquire with your local Post for details on opportunities.



Federal Small Business Conference

November 20-22, New Orleans, La. • www.samesbc.org

The Federal Small Business Conference for the A/E/C Industry brings together decision-makers from government agencies and businesses operating in the federal marketplace to deliver the most comprehensive and useful market research experience possible for all attendees. At SBC, participants learn of and/or share upcoming prime and subcontracting opportunities for small businesses; connect with teaming partners; build valuable client/consultant relationships, and support the nation's contracting goals and capacity needs.

More than a dozen agencies participate in SBC each year, including the U.S. Army Corps of Engineers; Naval Facilities Engineering Command; Air Force Civil Engineer Center; Department of Veterans Affairs; Veterans Health Administration; Department of Energy; General Services Administration; Department of State; and Small Business Administration.

The SBC Audience

5,015

REGISTRANTS*

472

Exhibiting/Sponsoring Companies & Agencies

36%

Large/Medium Business

17%

Uniformed Service/ Government

45%

Small Business

2%

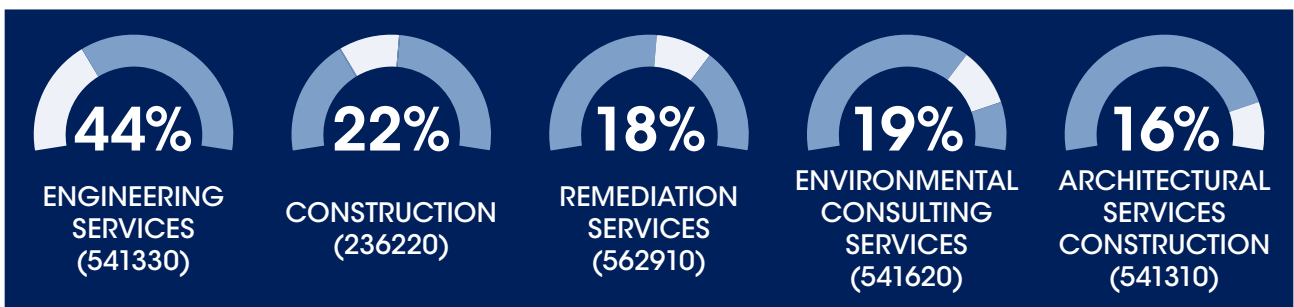
Nonprofit/ Academia/Student

* 2023 attendance; 30% of attendees were first-timers



Top NAICS Codes Represented

SBC draws business types from across the industry, and is well-represented by socio-economic categories.



SBC Booth Pricing

(10x10 space including carpet, table, two chairs, 2 event registrations, directory listing)

COMPANY SIZE	TIER 1 <i>(Premium Placement)</i> Member Companies Only	TIER 2 Member Company	TIER 2 Non-Member
Small (1-100 empl)	\$3,400	\$2,800	\$3,500
Medium (101 - 2,000 empl)	\$3,900	\$3,200	\$4,000
Large (2,001 + empl)	\$4,500	\$3,600	\$4,500

SBC Sponsorship Opportunities

Being a sponsor at SBC is a way to ensure your company is at the forefront of the attendee's minds.

SAME has introduced a new sponsorship structure and offerings over the last year. This sponsorship structure no longer requires companies to select a sponsorship opportunity within a specific level.

Instead, companies will select a level and be recognized as sponsoring multiple opportunities assigned to that level. These changes allow your company to receive more recognition throughout each event.

LEVEL	COST	Benefits May Include <i>(vary by level)</i>
Titanium	\$27,500	<ul style="list-style-type: none"> • Booth Space • Event Registrations • Advertisement in Event Program • Logo and link on event website • Company name or logo on event signage • Special signage at exhibit booth if exhibiting
Platinum	\$17,500	
Gold	\$15,000	
Silver	\$7,500	
Bronze	\$5,000	
Brass	\$3,000*	

**Only small businesses eligible*



SAME Foundation: Paying it Forward in our Second Century



As SAME moves ahead in its second century, the SAME Foundation will serve as a philanthropic force for Fostering Engineering Leadership for the Nation—investing in programs that provide Society members, America’s youth, veterans, and others across the engineering community with unmatched opportunities to develop and grow personally and professionally.

The SAME Foundation welcomes contributions from corporations and other charitable institutions. If your organization is interested in helping ensure that our nation has the engineer leaders needed to compete on a global scale long into the future, please consider supporting the SAME Foundation as a corporate donor. Learn more at www.same.org/foundation.

Our nation has a critical need... the SAME Foundation has a plan.

1. Grow SAME’s Leader Development Program
2. Prepare Veterans for Success in the A/E/C Profession
3. Enhance the Mentoring Capacity of the Society
4. Improve K-12 STEM Outreach at the Post Level
5. Inspire High School and College Students to Pursue Engineering/STEM Careers and Support SAME’s STEM/Engineering & Construction Camps

DONOR LEVELS

- BRONZE (\$100-\$499)
- SILVER (\$500-\$999)
- GOLD (\$1,000-\$2,499)
- PLATINUM (\$2,500-\$4,999)
- EMERALD (\$5,000-\$9,999)
- DIAMOND (\$10,000-\$99,999)
- MG WILLIAM BLACK SOCIETY (\$100,000 and up)



The SAME Foundation is registered as a 501(C)(3) Non-Profit. Contributions are tax-deductible to the extent permitted by law—EIN: 81-1960637.



A Leading Development Program

SAME’s Leader Development Program is an intensive one-year training program for high-potential mid-career professionals, and is fully underwritten by the SAME Foundation. Since its establishment in 2019, nearly 70 percent of participants have come from Sustaining Member companies; the other 30 percent are serving on active duty.

Questions or Inquiries?

For event sponsorships and exhibits,
contact Kennedy Gillie at kgillie@same.org
or 703-549-3800.

For advertising, contact Heather McKean at
advertising@same.org or 202-765-1734.

For membership, contact member@same.org.

Society of American Military Engineers

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