

SAME Strategic Partners

Kathy Off, SAME

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December 12, 2019

Membership COI Contacts

National community of interest to support Posts and Membership POCs

- Cindy Lincicome, F.SAME, Chair
- Mike Huffstetler, Chair-elect
- Jill Murphy, Staff Liaison

Membership COI

Interested in Membership?

Join the Membership COI!

There are 3 subgroups focused on:

- Membership Strategy
- Tools & Resource Development
- Military Academies & Engineering Schoolhouses

Time Commitment:

- We hold quarterly calls
- In person meetings at JETC and SBC
- Sub-committees hold regular calls and work via email.

Login to your member account to add the Membership COI to your profile or email member@same.org



Let SAME's Partnerships work for you and your Post!

Aligning with the [SAME Strategic Plan](#), SAME partners with a variety of organizations to collaborate on National Security and to promote issues such as Industry-Government Engagement, STEM, professional development, and support of veterans.

A Strategic Partnership provides opportunities for Posts and individuals to contribute to the strategic plan. Exploring these partnerships will:

- *Help recruit new members from industry and government.*
- *Expand the geographic reach of the SAME mission.*
- *Help members gain access to new intellectual property.*
- *Help members solve local A/E/C challenges and issues through collaboration.*

The key to success for strategic partnerships is implementation and collaboration at the Post level. Joint meetings are now tracked on Post annual reports; Posts should feel comfortable hosting joint meetings with organizations that support our National Direction.

Goal 1: Strengthen Industry-Government Engagement

Lead efforts to foster communication and build relationships among military, public, private, academic, and professional organizations; further collaboration to identify issues and develop solutions in support of national security.

Obj 2: Develop Strategic Partnerships to identify focus areas, challenges, opportunities, and potential solutions, integrating mutual expertise to achieve greater results.

Suggested Post Tasks:

- Identify and establish potential strategic and organizational partners at local, state, and federal levels to and determine how the Post can serve those entities and execute two partnering programs. (Examples include: ASCE, CMAA, NSPE, DBIA etc.)
- Annually review strategic partnerships for impact, value, reciprocity, and strategic significance and outcomes of partnerships. . Identify opportunities for new partnerships within existing goals.
- In addition to face-to-face meetings, use webinars and other technology to develop and sustain collaborative relationships.

SAME Strategic Partnering

Let's Talk the How-Tos

- Where Do I Find Existing Partners?
- What Should I Look for in Identifying a Potential Partner?
- How Can I Collaborate with Partners?

"It is the long history of humankind (and animal kind, too) that those who learned to collaborate and improvise most effectively have prevailed." – Charles Darwin

SAME Strategic Partnering Existing Partners

SAME Strategic Partnerships

Let SAME's strategic partnerships work for you!

In support of its mission to "lead collaborative efforts to identify and resolve national security infrastructure-related challenges" SAME has established more than 20 strategic partnerships over the last four years, to both bring together professionals from different technical disciplines and to create opportunities for members to benefit from and participate in other organizations.

The key to success for strategic partnerships (and included in MOAs) is implementation and collaboration at the Post level. Joint meetings are now tracked on Post annual reports; Posts are encouraged to host joint meetings with organizations that support our national direction. SAME also has some partnerships and agreements that are more member-benefit specific, including discounted prices for certification, training, and secondary education.

Find a Post/Chapter Near You

SAME has 100+ Posts located throughout the United States and in several countries internationally. In addition, there are over 25 Student Chapters. Posts are also authorized to host Field Chapters, which are smaller, local SAME affiliates that are overseen entirely by the host Post.

<https://www.same.org/>
 Get-Connected/Find-a-Post

Enhance Industry-Government Engagement

As the cornerstone on which the Society was founded, SAME will lead efforts to foster communication among military, public, private, academic, and professional A/E/C organizations to identify issues and develop solutions collaboratively in support of National Security.

American Council of Engineering Companies (ACEC)	https://www.acec.org/
AABC Commissioning Group & Energy Management Association - Dual Partnership	https://www.commissioning.org/about/
Association of General Contractors (AGC) of America	https://www.agc.org/
American Institute of Architects	https://www.aia.org/
Construction Management Association of America	https://www.cmaanet.org/
Design Build Institute of America	https://dbia.org/
International Facility Management Association	https://www.ifma.org/
National 8 (a) Association	https://www.national8aassociation.org/
National Council for Public-Private Partnerships	https://ncppp.org/about/overview-mission/
National HUBZone Council	https://www.national8aassociation.org/
National Veteran Small Business Coalition	https://ncppp.org/about/overview-mission/
Society for Marketing Professional Services	https://www.smps.org/about/

Build and Strengthen Resilient Communities

Lead public and private sector collaboration to prepare communities to absorb, adapt and recover from natural or man-made threats.

Electric Power Research Institute	https://www.epri.com/#/?lang=en-US
International Code Council	https://www.iccsafe.org/



Prepare Transitioning Veterans for the A/E/C and Asset Management Industries
 Expand networking opportunities for transitioning veterans to provide a platform that promotes credentialing and translates skills in a manner that connects to needs of the industry and nation.

Homes for Our Troops
<https://www.htetusa.org/>

National Council of Examiners for Engineering and Surveying
<https://ncees.org/about/>

NextOp
<https://nextopvets.org/>

Paralyzed Veterans of America
<https://home.pva.org/>

Pearson VUE
<https://vets2pm.com/>

ITS2PM
<https://www.pva.org/>

IL - Leadership in Educational Facilities
<https://www.pearsonvue.com/About-Pearson-VUE/What-we-do.aspx>

National Center for Construction Education & Research
<https://www.appa.org/>

Society of Professional Engineers
<https://www.nccet.org/>

Management Institute
<https://www.nspe.org/>

Association (UA) & Mechanical
<http://www.ua.org/>

Association of America (MCAA)
<https://www.mcaa.org/who-we-are/about-mcaa/>

(QL-)
<https://pipius.org/>

EM Pipeline for the Nation
 Grow future STEM professionals and grow prospective members of the Society through internships, scholarships, and engagement of college student chapters.

STEM Schools
<https://diversityinaction.net/technology/>

<https://www.exploring.org/engineering-volunteers>

<https://www.caitechu.edu/>

<https://online.drvel.edu/partnerships/mypartner.aspx?partnerid=1435>

Central and
<https://semi.seas.gwu.edu/online-short-courses>

SAME

SAME Strategic Partnering Potential Partners



American Planning Association

SAME Strategic Partnering

Partnering = Collaboration

- **Relationship Building:** Lead efforts to foster trust and understanding through communications and collaboration among military, public, private, academic, and professional A/E/C/P organizations. Local / regional outreach related to a planned community project, government contracting opportunities
- **Leadership and Mentoring:** Leverage SAME's culture of service to develop sustainable growth of leaders for our professions.
- **Professional Development and Personal Growth:** Coordinate opportunities and supporting resource plans to train, educate and promote credentialing of members.
- **Other ways to partner include:**
 - Joint meetings
 - Joint advertising of events
 - Shared training opportunities

EVENT DETAIL

SAME Strategic Partnering Partnering = Collaboration

March Joint Meeting - SAME

Monday, March 4, 2019 - 12:30pm to 2:30pm

Join us for a joint meeting of SAME Fort Worth Post, and the Fort Worth branch of ASCE and ASQ. There will be a panel of USACE and GSA quality managers discussing their quality programs and what we as A/E firms and construction contractors can do to improve the quality of our work and hopefully improve our performance ratings.

Speaker(s)

Panel Moderator:

Roxanne L. Pillar, P.E., CMQ/OE; LEEP AP, Vice President | Huitt-Zollars, Inc

Panel:

Randall Sublett, leads GSA's Construction Excellence Branch

Bret Smith, leads GSA's Engineering Branch

Mark Black, USACE Design Quality

Matt Sargent, USACE Construction Quality

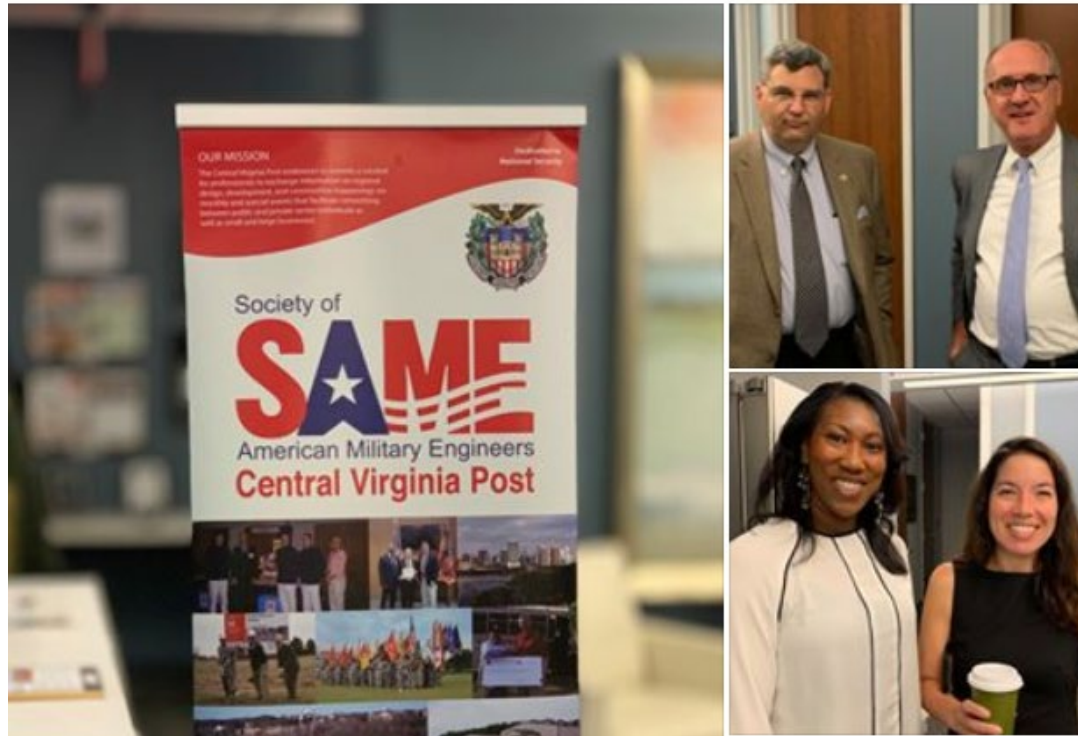
SAME Strategic Partnering Partnering = Collaboration



Summit Information Solutions, Inc.

November 14 at 2:27 PM · 🌐

We enjoyed hosting SAME Central Virginia at the Summit Glen Allen office. We welcomed speakers Anthony Romanello, Executive Director at [#HenricoEconomicDevelopmentAuthority](#) and Allan Carmody, Finance Director for [Chesterfield County, Virginia](#). They spoke to the group about the Local Government Economic Forecast. Thanks to Mr. Romanello and Mr. Carmody for a lively and informative discussion!



SAME Strategic Partnering Partnering = Collaboration



November 1, 2019



Save the date!!
Joint Meeting with ASCE-SAME

Date: November 20, 2019
Location: Cafe Trio
4558 Main St,
Kansas City, MO 64111

Speaker: Jacob "Jake" Owen, PE, PMP

Registration Coming Soon!

SAME Strategic Partnering Partnering = Collaboration

SAME LA Post and So Cal Corporate Growth Partners uniting resources to build business resiliency through Emergency Preparedness and Disaster Recovery Planning.

Join us and welcome
Abigail L. Browning
Chief, Office of Private Sector/NGO Coordination, CA Governor's Office on Emergency Services
Presenting the State of California's Plan for Disaster Preparedness and Mitigation, Current Budget and Spending on Disaster Recovery Efforts.

Learn how prepare for a disaster, develop a plan for continuity, understand how contracts are awarded for recovery opportunities with State and Federal agencies and the unique challenges of working on recovery contracts.

- State of CA Emergency Preparedness Presentation
- Tim Smith, President Ridgecrest Chamber of Commerce, Disaster impact on the Ridgecrest Community
- Emergency Preparedness and Business Recovery Planning Session
- Panels on the Woolsey Fire and the Santa Barbara Recovery Efforts
- Panel Participation includes State OES, FEMA, Army Corps, Local and County Representatives, Small Business Deputy and Disaster Recovery Contractors

When: August 20, 2019
Where: Quiet Cannon
901 Via San Clemente
Montebello, CA 90640
Time: 8:30 am – 2:00 pm

- SAME Members \$50.00
- Non-Members \$60.00
- Sponsor a Veteran Business

Sponsorships and Vendor Tables Available
Sponsorship includes: logo and name recognition on SAME website, marketing campaigns, signage at the event and podium time.

For more information please contact:
Linda Harris ☎ 626-394-2478
✉ lharris@sccgp.org
www.sccgp.org

MOAs with Strategic Partners can be accessed through the SAME website: <http://www.same.org/Grow-Professionally/SAME-Strategic-Partners>.

POC is Kathy Off, CGMP, PMP, Strategic & Stakeholder Relations, koff@same.org, 703-549-3800 ext. 153.

2020 Webinars:

- Onboarding New Members – Jan 16, 2020
- Engaging the Unengaged – TBD
- Rekindling the Romance: Bringing back dropped members – TBD

Centennial Starter Kits!

- Kits contain a variety of Centennial “swag” items for the Post to use at their discretion.
- To request: login to your member account and look for the link to request a package
www.same.org/Member-Account

Additional Resources!

- Visit the Post Resource Center Document Exchange for ideas, templates and resources:
<https://www.same.org/Document-Exchange>