

SAME Events

[SAME Capital Week](#)

March 12 – 13, 2019
Herndon, VA

[Joint Engineer Training Conference & Expo](#)

May 7-9, 2019
Tampa, FL

[2019 Small Business Conference](#)

November 20-22, 2019
Dallas, TX

Greetings From the Small Business Council!



WELCOME to 2019! On behalf of the Small Business Council I hope you all had a wonderful New Year and are looking forward to great success in 2019.

The Council had the pleasure of meeting many of our Small Business Members at the SBC in New Orleans. If you had a chance to attend our Council meeting or the First-Time Attendee Breakfast, thank you. Our goal is to provide comprehensive support to all Small Business community and we need our members support and feedback to achieve that goal.

Our leadership is made up of volunteers with a passion for assisting the SAME Small Business Community. Our 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 military 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

We look forward to seeing you in May at JETC in TAMPA, FL. If this will be your first JETC, please join us on Tuesday May 7 from 8:30-10:00 in Room 18-19 for the First-Timer Breakfast/New Orientation. The Small Business Council Leadership and SAME Mentors will be there to mingle with you and offer our assistance.

The Small Business Council Meeting (open to all) will take place at 10:30-11:30 also in Room 18-19. This meeting is an opportunity for the Small Business Council to meet with members in an interactive setting to get feedback on how we can best serve the SAME Small Business Community.

Sincerely,

Karen L. Buniak, Council Chair/SBLO
Federal Program Manager, TTI Environmental, Inc. (SDVOSB)

Title: SDVOSB Contracting Trends for 2019

Date Held: Thursday, February 21, 2019

Time: 2:00 PM Eastern Standard Time

Click Here to Obtain Recording: [SDVOSB Contracting Trends for 2019](#)

Duration: 1 hour

Summary: Pursuing and winning more government business requires staying abreast of all the industry trends and, at the same time, using that information to build and execute on your growth strategy by means of a trusted and consolidated source for information. Join Rachel Doherty with Deltek for a small business opportunity analysis with a variety of highlights and factors impacting veteran-owned contractors, including some of the most comprehensive content research pertaining to programs, vehicles, and vendors at-large.

Title: 8(a) Contracting Trends for 2019

Date Held: Wednesday, March 6, 2019

Time: 2:00 PM Eastern Standard Time

Click Here to Obtain Recording: [8\(a\) Contracting Trends for 2019](#)

Duration: 1 hour

Summary: According to the SBA, each year about 250 8(a) firms exit the program voluntarily - or involuntarily - because they were unable to benefit from the program. Avoid this fate by staying abreast of all the industry trends and, at the same time, using a trusted and consolidated source of information to build and execute on your growth strategy.

Join Deltek Senior Manager Kathleen Sievers to identify the significant trends and changes affecting 8(a) businesses, including which agencies are buying your goods and services and potential prime contracting dollars awarded to exiting 8(a) firms.

Title: Women-Owned Contracting Trends for 2019

Date Held: Tuesday, April 2, 2019

Time: 11:00 AM Eastern Standard Time

Click Here to Obtain Recording: [Women-Owned Contracting Trends for 2019](#)

Duration: 1 hour

Summary: The Federal Government implemented the Women Owned Small Business (WOSB) and the Economically Disadvantaged Women Owned Small Business (EDWOSB) programs in February 2011. Despite competing against many of the other small business programs for federal dollars, the WOSB and EDWOSB

- 3/11-3/13/2019** **SAME National Capital Week–Hyatt Regency Dulles, Herndon, VA**
[Register Here](#)
- 3/19-3/20/2019** **SAME Hampton Roads Post-Small Business Outreach & Industry Day**
Invited agencies include:
- Norfolk District, Corps of Engineers
 - Wilmington District, Corps of Engineers
 - Baltimore District, Corps of Engineers
 - Savannah District, Corps of Engineers
 - Philadelphia District, Corps of Engineers
 - New York District, Corps of Engineers
 - NAVFAC MIDLANT
 - NASA Langley Research Center
 - Engineering Flight, Fort Eustis Civil Engineer Division
 - NC Military Business Center
 - Small Business and Technology Development Center (SBTDC)
- [Register Here](#)
- 3/19/2019** **SAME Tulsa Post-Industry Government Engagement on the Issue of Cost Engineering**
Topic: Industry-Government-Engagement Workshop – Cost Engineering with representatives from USACE Cost Center, Private Industry, and others.
RSVP: Please RSVP by Thursday, March 14 to RSVPTulsaPost@gmail.com
- 4/8-4/10/2019** **SAME Philadelphia Post DCHWS 2019–12th Symposium on Design and Construction Issues at Hazardous Waste Sites**
The applications of engineering and science associated with cleaning up hazardous waste sites continue to evolve rapidly. Our goal is to facilitate an interactive engagement between professionals from government and the private sector related to relevant and topical issues affecting our field. As a SAME event, registration fees will be covered by private sector sponsorships and registration fees. The registration fee is being waived for government employees.

- 4/16-4/18/2019** **DOE Small Business Forum & Expo – Pittsburgh, PA**
One-on-one matchmaking; DOE officials, Small Business Program Managers, over government and industry experts scheduled to speak; Awards will be presented.
[Register Here](#)
- 5/7-5/9/2019** **SAME National 2019 Joint Engineer Training Conference (JETC), Tampa FL**
[Register Here](#)
- 5/20/2019** **SAME Omaha Post Industry Day Conference, Omaha NE**
Save the date!
- 6/5/2019** **SAME Portland Post Meet the Chiefs/Meet the Primes**
Contact Toni Leon at this email address: same.pdx.rsvp@gmail.com to register.
Location: Sentinel Hotel. Time: 8-4:30
- 6/12-6/14/2019** **SAME Albuquerque Post Infrastructure, Energy and Security Industry Conference**
Save the date!
- 6/25-6/27/2019** **SAME GKC Post Industry Day and Training Symposium**
Save the date!
- 8/14-8/15/2019** **SAME San Antonio Post Small Business Market Research Fair**
Save the date!
- 11/20-11/22/2019** **SAME National Small Business Conference, Kay Bailey Hutchison Convention Center, Dallas, TX**
[Website](#)

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 JETC Conference being held May 7 – 9, 2019 in Tampa, FL – bring much needed attention to the superstars among us. 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 large and small businesses, winning an award at SAME's JETC is an incredible opportunity to increase your exposure, grow your business, and highlight the work of incredible people.



2018 Industry Small Business
Award - Zapata

2018 Post Small Business
Liaison Officer - Col. Michael J.
Ulekowski, P.E., USA (Ret.)

2018 Industry Small Business
Advocate Award - Shawn Ralston

2018 Large Business - HDR

SAME and the Recognition Team recently created "Award Nomination Best Practices" slides located at <https://www.same.org/awards> on SAME's website. Here are some top tips from the slides for assembling winning award submission:

1. Exceed the criteria and stand out
 - To win an award, it is not enough to meet the criteria. You need to **EXCEED THE CRITERIA**, and you need to stand out amongst the competition.
2. Content matters, not graphics
 - Spend your time where it matters... on the text. Beautiful graphics are great, but they do not increase your score.
3. Focus on the narrative in your nomination package
 - The narrative is the most highly weighted element of your award package, so focus on it.
4. Format your narrative writeup answers according to the listed criteria
 - Make it easy for reviewers to evaluate your submission against the criteria. Make sure your content is clearly and concisely tied back to the listed evaluation criteria. We strongly recommend structuring your submission narrative according to the numbered criteria to make it clear to you and the reviewer what is pertinent.
5. Paragraphs and/or bulleted responses are acceptable ways to format your answers
 - Paragraphs are historically the most common. No matter what you use, make sure follow our next tip...
6. Be Specific - Use data, numbers, facts, etc.:
 - Make sure you both meet the criteria and support your criteria with data and facts that will make you stand out among the competition. Again, to win, you must meet the minimum qualifications **AND** be the **MOST QUALIFIED** based on the competition.

Best of luck on your submissions and we look forward to seeing you at JETC and SBC in 2019. Stay tuned for a SAME Award Nomination Best Practices Webinar later this year!

Thank You,
Catherine Niles



BY Mr. Beau DeBoer, MA, RPA (Cultural Resource Analysts, Inc.), Vice Chair of Education & Training

Webinar Content – An Opportunity for Your Input

With the SAME Small Business Council (SBC) mission focused on promoting the role and relevance of small business, we want to reach out to you, the small business members, for input on what you may like to see from the SBC. More specific to my role as Vice Chair of Education & Training, my focus is on developing session topics and speakers for webinars. With that in mind, I want to ask what topics may be of interest to you.

Budgets and forecasts are always of continued interest, and with the upcoming 2019 Capital Week in Herndon, VA scheduled for March 12-13 (<http://www.samecapweek.org/>), the FY2020 DoD and Federal Agency briefings may be of particular near-term interest. Would a webinar from an experienced attendee of SAME's Capital Week sharing thoughts into what may be anticipated at the Federal Agency Briefing, as well as recommendations regarding what to do with the information presented, provide valuable insight? Are there other current topics of interest, such as the partial federal government shutdown and its impacts to small business? Would a webinar from small businesses that have experienced previous shutdowns be useful? With content that may include descriptions of the effects to their business, as well as how they may have mitigated impacts, and what lessons learned from previous shutdowns has them taking specific actions with the current shutdown. Of course, these just represent a couple of thoughts. If you would like to share your thoughts, I invite to you to contact me, and can be reached at brdeboer@crai-ky.com.



BY Martha Weekley (FFE Inc.), Vice Chair of Conferences

I trust all who attended the fantastic SAME Small Business Conference in New Orleans had a productive and enjoyable experience! The Small Business Conference (SBC) had over 3,250 attendees, a record-breaking number for SBC. The co-located National Veterans Small Business Engagement brought an additional 875 attendees, along with their enthusiasm and energy for small business. We all learned about business opportunities, strategies for procurement and innovative ideas for working in the federal marketplace.

It was a whirlwind of a week, networking with old and new SAME friends, enjoying a great city with amazing food! It may currently be cold and bleak but jump forward to May. SAME Joint Engineer Training Conference (JETC) 2019 will be held in Tampa, Florida, so mark your calendar! SAME sure knows how to select great cities for our National events!

JETC is all about education, and this year will not disappoint. There will be education sessions on National Security & Resilience, Joint and Overseas Engineering, Facility Management, Environmental, Energy & Sustainability, Leadership, Architecture & Engineering and Business Strategies. There is truly something for everyone! The quality of the educational sessions is something we, as SAME members, take for granted, but this year's JETC lineup is exceptional. There were 193 session abstracts submitted for consideration, with 66 session slots available. What a great problem for the review team when selecting the presentations for JETC. The deliberation was difficult, but attendees will be rewarded with comprehensive topics and high-quality presentations. Industry and government leaders are prepared to present on relevant information in the AEC industry.

Topping off a great few days of learning and networking is the traditional JETC Gala. It is always a special time, with dinner, dancing to a live band, and the fun of a military style formal ball. These traditions make a SAME event something special and we hope to see you all in Tampa May 7-9, 2019!

It has been over a decade that Frank Spencer III started with his vision of reinventing a construction company based on a name and West Texas. It started in 2006 with a multifamily unit project, leading full stride as a general construction company. However, his success as a local small business owner did not happen overnight, as Frank had to tackle the struggles of being a small business and competing with larger competitors.



With perseverance and by utilizing local resources such as The El Paso Hispanic Chamber of Commerce, and the Small Business Administration, Frank started the process of certifying his company. Frank took advantage of small business opportunities, primarily through his 8(a) certification, which allowed the company to take on projects working with the federal government. Aztec's discipline, structure and accountability were developed while working with numerous government agencies such as USACE, MICC, GSA and DHS.

As a result of their rigorous contractual, and administrative requirements, Aztec entered the local sector prepared, organized and committed to compete with larger contractors. In the midst of a construction boom in El Paso that includes a multi-million-dollar Quality of Life Bond program. Aztec recently has earned and been awarded the opportunity to provide construction services to YISD and EPCC school facilities.

As a successful small business owner, Frank sees the value in keeping things local, using local vendors, suppliers, subcontractors and other small businesses, "I believe that we have qualified and disciplined local businesses that can perform well on any project, all that is needed is an opportunity."



Frank Spencer, III
2018 Businessman of the Year

Just named the 2018 Texas Association of Mexican American Chambers of Commerce (TAMACC) Businessman of the Year, Frank is quick to share credit for Aztec Contractors' rise, with both the vibrant small business community in El Paso and his dedicated team. All the milestones that Aztec has accomplished have been done as a team. "We strive on mentorship, discipline, integrity and leadership. My goal is to create a game worth playing!"

Aztec Contractors Inc.

COUNCIL CHAIR

Karen Buniak
P (856) 840-8800 x 14
C (609) 220-6417
karenb@ttienv.com

CHAIR ELECT

Mario Burgos
P (505) 933-6609
C (505) 401-2010
mario@burgosgroup.com

SECRETARY

John Makar
P (512) 744-4424
C (510) 847-2986
johnmakar@eeace.com

VICE-CHAIR COMMUNICATIONS

Siokey Gastelum-Galvez
P (970) 628-0407
C (602) 741-1882
SGalvez@JGMSinc.com

[Elect] Gabriel Groves
C (623) 670-3970
reginadellaluche@hotmail.com

VICE-CHAIR EDUCATION & TRAINING

Beau DeBoer
P (812) 253-3009
C (812) 454-8274
brdeboer@crai-ky.com

VICE-CHAIR NATIONAL CONFERENCES

Martha Weekley
C (513) 520-4001
Martha.weekley@ffe-serv.com

VICE-CHAIR RECOGNITION

Catherine Niles
C (609) 605-5611
cniles@afgcm.com

VICE-CHAIR REGIONAL PROGRAMS

Melissa Tate
P (504) 520-8331
C (504) 799-7067
mtate@metroservicegroup.com

VICE-CHAIR OUTREACH

Shea Johnson
P (281) 286-6666
C (817) 709-8912
s.johnson@jacobwhitecc.com

[Elect] KT Prosize

P (773) 267-5192
C (804) 201-5704
ktprosize@sytecorp.com

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

Jaimie Wright
P (610) 400-0650
C (484) 886-5411
jwright@komaninc.com

Alex Masters
P (313) 395-1300
C (248) 878-0189
amasters@myaisteam.com

Michelle Kantor
P (312) 642-6482
mkantor@mcdonaldhopkins.com

Sam Mayes
P (865) 388-7211
smayes@managementsolutionsllc.com

Italia Avila
P (619) 308-9333 x 175
iavila@reconenvironmental.com

Elizabeth Bowers
P (412) 818-0297
elizabeth.bowers@alcosan.org

Phil Jones
P (301) 216-2871
philj@theges.com

Michelle Rioux
P (616) 302-1678
C (616) 745-9229
mrioux@jaiwater.com

Mike Ulekowski
P (407) 543-6414 x 1002
C (407) 473-1600
mike.ulekowski@mule-eng.com