



SAME

Space Coast Post

Jan - Mar 2018
1st Quarter

2018 Small Business Expo & Networking Event

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It was another packed house at our 2018 Small Business Expo & Networking event held at the Courtyard Marriot Cocoa Beach. With over 130 attendees, eight (8) government agencies and 23 vendor tables exhibiting, the day was full of business development and networking. Although there were concerns of another government shut-down in the weeks leading up to the Expo, representatives from the 45th Space Wing (Sherri Richardson), USACE Jacksonville (Elizabeth Myers), USACE Mobile (Linda Spadarro), NAVFAC SE (Mark Brock), GSA (Stephen Baughn), NASA/KSC (Wendy Miller) and Canaveral Port Authority (Karen Pappas) came ready and prepared to talk about their agency procurement activities. The discussion was insightful as they shared their advice on the do's and don't's of marketing to their buyer as well as what's in store and what to pay attention to on their 2018 contracting forecast.

2018 legislative updates were presented by our guest speakers David Jackson from Congressman Posey's office and Margot Dorfman, CEO of the US Women's Chamber of Commerce. Many of the updates included legislation specific and relevant to businesses. Make sure and check out the program slides on the Post Website if you weren't able to attend. We look forward to seeing everyone again in 2019.





Monthly Meetings

Don't forget to RSVP for monthly meetings. You can register and pay on-line at <http://samespacecoast.org/>.

January: Whole Building Air Barrier Testing, Darek Brandt, P.E. Chief Engineer, Intertek PSI

This presentation provided background information regarding the evolution of the whole building air leakage rate testing and its' importance to a high performance, safe and habitable building. The presentation also described: the steps to be taken during testing; reasons for testing; test videos; myths and inaccurate perceptions regarding test requirements; test procedures; and how to interpret and understand the test results. Case studies and lessons learned wrapped up the discussion.



February: 2018 Expo and Legislative Update

Our February Post Meeting was held during the Annual Small Business Expo. The meeting included government small business presentations, legislative updates, one-on-one agency networking and lunch. We also recognized and honored several of our loyal Sustaining Member Firms for achieving milestone years of membership. The Expo has become an annual event for the Post and we look forward to seeing everyone participate again next February 2019.

March: BIM - Case Study

Tim Geiger, AIA, and Leo Fernandez, Assoc. AIA with our sustaining member firm RS&H, were our March guest speakers. Mr. Geiger's presentation provided a case study of the proposed new Patrick AFB Fire Station design, using Building Information Modeling (BIM) tools for building design modeling, client coordination and data exchange. Mr. Fernandez' presentation provided a detailed overview of the use of BIM tools for DoD design and construction projects, including DoD BIM goals and objectives, common DoD contract BIM requirements, and best practices. Both presentations are available on the Post website.

5-Years

AirQuest
NFC Landscape Architects

10-Years

Eaton Corp
IAP
Kimley-Horn
Siemens

15-Years

BRPH
DRMP

20-Years

Gale Associates

35-Years

Merrick & Company

On March 6th, SAME National hosted FY2019 DoD and Federal Agency Program Briefings in Bethesda, MD. This annual event provided information on design, engineering, construction, research and environmental programs of DoD. Post Secretary, Angie Goral attended and shared some notes of the discussions:

- Congress looking to increase funding FY19;
- "collapsing the acquisition timeline" by removing bureaucratic restrictions, reforming federal government hiring processes, and decentralizing contracting;
- Increase of construction management services contracts;
- BRAC in the near future?

For information on conference briefings, go to http://www.samecapweek.org/conference_sessions.cfm.

Post News

Message from Florida PTAC

The General Services Administration (GSA) reports that it is investigating the possibility of fraudulent activity within SAM, details of which you can find at:

<https://www.gsa.gov/about-us/organization/federal-acquisition-service/office-of-systems-management/integrated-award-environment-iae/sam-update>.

This alleged activity could involve vendors' financial information. If a vendor's bank routing information in SAM has been exposed, it is possible for contract payments to be diverted to an unauthorized third party.

Florida PTAC's partner at Georgia Tech PTAC posted an article at:

<http://gtpac.org/2018/03/26/tips-for-surviving-compromise-of-governments-vendor-database> which details recommended steps to verify that your company's SAM record is correct and up-to-date. This may be a good time to change your log on credentials.

If you need assistance, please contact Patricia Simpson, Procurement Specialist Florida PTAC at University of Central Florida P. (321) 433.7386

Patricia.Simpson@ucf.edu
www.FPTAC.org



Membership Update

As a Medium Size Post, our current census is as follows:

- Sustaining Member Firms: 65
- Sustaining Member Reps: 243
- Individual Members: 126

Interested in becoming a member of our Post? Contact Jim Saizan at jim.saizan@terracon.com.

We are also looking for committee volunteers.

Let us know if you'd like to get more Involved.



2018 Golf Tournament - Register Today

Join us for the Post's largest event and the best SAME golf tournament on the Space Coast November 2nd at the Cocoa Beach Country Club. Due to the popularity of our tournament, registration is being done in two phases.

Registration for Gold Sponsors is being accepted now! Registration for individual players will open in August, so get your sponsorship registration in before the spots fill up.

We are also still in need of a few major sponsors to support the tournament operating costs including:

1. Golf and cart - \$7,000
2. Gift certificates - \$2,000
3. Social - \$3,250

Donations are tax deductible and 100% of the net proceeds from the tournament go directly to our scholarship program. If you are interested in sponsoring, please contact Kyle Brown (kbrown@drmp.com) or Roger Sevigny (rsevigny@alleneng.net).

Lastly, if you would like to promote your company and have promotional items we can include in the Golf Goodie Bags, let us know. There is no charge, however, you will need to provide 220 items if you want them to be included in each bag.





18TH ANNUAL



SCHOLARSHIP GOLF TOURNAMENT

Space Coast POST

WHEN: FRIDAY –NOVEMBER 2, 2018

Check in time – 7:00 AM

“SHOTGUN START” – 8:30AM

WHERE: Cocoa Beach Country Club

Cocoa Beach, Florida

RAFFLE

**FIRST 200 PLAYERS
ONLY**

**Mail-Fax-E-mail this ENTRY
FORM-ASAP-Fax-321-783-5902**

**Checks - No Later than
September 15th,**

Checks Payable to : SAME

C/O Roger A. Sevigny

P.O. Box 321321

Cocoa Beach FL. 32932-1321

Tournament Underwriters

X \$12,000 -Food & Beverages

X \$11,500 Tournament Gifts

X \$7,000 Golf and Carts Sponsor

\$ 2,000.00 –Raffle Gift Cards

\$9,000 Raffle Gifts Sponsor

[3- \$3,000]

X \$6,000 Golf Tournament Prizes

X=SOLD

Contact Name: _____

Company: _____

Phone: _____

Email: _____

Sponsorship Levels:

GOLD Sponsor \$750 – Includes one 4 man team, four lunches, program recognition and special recognition at the post-tournament awards ceremony. (\$800.00 with Mulligan)

SILVER Sponsor \$550 – Includes one “two some”, two lunches, and program recognition. (\$600.00 with Mulligan)

BRONZE Sponsor \$350 – Includes one player, one lunch, and program recognition. (\$400.00 with Mulligan)

PATRON Sponsor \$250 – For non-golfers, includes program recognition

HOLE Sponsor \$100 – Company name on one golf hole

Individual Players \$75 (Military/DOD/SAME Members)- one player and lunch

Individual Players - \$150.00-NON SAME- MEMBERS / NON-DOD-Golf& Lunch

Participants: **4 Person Scramble**

1. _____

2. _____

3. _____

4. _____

Mulligan Package –[45”string-1- hand toss-3 mulligans-drive from RED tees on par 5’s] \$ 50.00

- (one per team)

(Can be added to check)

**Prizes awarded for 1st, 2nd & 3rd place.
Closest to the Pin/Long Drive**