



SAME

Space Coast Post

Jan - March 2020
1st Quarter

Small Business Industry Day and Federal Contracting Workshop

This year marked our 6th Annual Small Business Industry Day & Federal Contracting Workshop. The Post enjoyed a sold-out event and welcomed over 160 attendees including over 100 first time attendees. Our program is planned around the single goal of facilitating relevant and meaningful connections between government agencies and the Architecture, Engineering and Construction (AEC) industry. We focus on making sure the agencies invited have a current need for the services our members provide. A brief bio of all our vendors including their NAICS code is provided in advance to our agency representatives.

Twenty-two (22) vendors showcased their products and services including thirteen (13) first time exhibitors. The Post had eight (8) returning agencies including 45th Space Wing, Canaveral Port Authority, GSA, NASA/KSC, National Park Service, NAVFAC SE, and USACE Mobile and Jacksonville District who participated in one on one meetings with industry. The federal contracting workshop focused on upcoming opportunities, current purchasing trends within agency forecasts and valuable tips on navigating beta.SAM. Resource partners including PTAC, SBA, GCAT, MBDA and FMSDC also attended providing our audience another avenue of business advice and support. David Jackson with Congressman Posey's office gave a legislative update and 2020 outlook focused on local growth and development.

Angie Goral, our SAME Regional Vice President (RVP) surprised three of our Post members with the RVP coin and recognized their over and above contributions to the SAME mission. Coined members included: Chris Ernst for his role in coordinating the monthly meetings as Program Director, Michelle Shoultz for her role in facilitating and organizing the Industry Day, and Jeff Duguid for redefining our Post's presence in the national SAME conference exhibit hall. Jeff was not able to attend the event and will be roasted, I mean coined, at a later date.

Special thanks to our Post 2nd Vice President Dennis Newell for facilitating the program, keeping the conversation engaging and making sure we stayed on schedule. The networking afternoon was enjoyed by all attendees. Presentation slides can be found on the Post website.



Post Monthly Meeting Recap

January: Non-destructive Vacuum Excavation for Mitigating Utility Conflicts: Larry Hill, Badger Daylighting
This presentation examined a non-destructive vacuum excavation method to physically relocate utilities in conflict. This is a new innovative way of mitigating conflicts before or during construction developed by Badger Daylighting. It has shown significant cost and schedule savings. A case study discussed showed a project in Orlando, FL, where this technology saved the contractor an estimated \$14 Million and months of reduced schedule time.



February: Our 6th annual Small Business Industry Day and Federal Contracting Workshop included agency forecast opportunities, legislative updates, and tips for winning federal contracting as well as straight talk about current trends and beta.SAM woes. Our expert panel discussion included GSA, NPS, USACE Mobile District and NAVFAC SE (pictured L-R).



Special thanks Chris Maloof and MDI, our event coffee/tea sponsor:

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SBC 2019 Recap

We want to extend a huge thank you to Jeff Duguid with RLF. He was the fuel and mastermind behind the Posts strategic exhibit hall plan. The first test of this idea was SBC 2018 in New Orleans where the Post created an indoor Bourbon Street Party. Not to be outdone, the Post built a Pirate Ship at JETC 2019 in Tampa and a Ranch frequently visited by the (rea1) Sheriffs and Fire Marshalls at the SBC. A Post sponsored small business table was added to the last exhibit. This allowed a group of small businesses from our Post, to attend the SCB and strategically utilize the free vendor table at the exhibit for networking. This provided a high level of flexibility for an attendee to walk the halls, attend the seminars and not worry about maintaining a presence at an exhibit table. Plus, who wouldn't want to hang out at a Ranch that has this much fun ...



Say Cheese!

20th Annual Scholarship Golf Tournament**WHEN: Friday, October 30, 2020**

Check In Time: 7:00am

Shotgun Start: 8:30am

Where: Cocoa Beach County Club
Cocoa Beach, Florida

Registration is open and there are many sponsorship opportunities. Net proceeds support our high school scholarship fund and college endowments.

Secure your spot today.

Contact Roger Sevigny at
rsevigny@alleneng.net orKyle Brown at
kbrown@drmp.com.**Membership Milestones:** The strength of our Post lies within its members. Thank you for your dedication to SAME.**5-Year Membership:**

Intergrated Construction Management, Inc.

10-Year Membership Awards:

Herndon Solutions Group

AVCON Inc.

AKEA Inc.

Construction Management of Florida, Inc.

Maverick Constructors, LLC

20-Year Membership Awards:

Sauer, Inc.

30+ Year Membership Awards:

Woolpert, Inc. (33)

Wood (34)

Tetra Tech, Inc. (35)

AECOM (36)

Merrick & Company (38)

RS&H (39)

Stantec, Inc. (46)

Jacobs (52)

Your Space Coast Post 2020 Leadership

President: Ann Heyer, AIA, LEED AP

45 CES

ann.heyer.1@us.af.mil

1st VP: Jerry King

45 CES

jerry.king.7@us.af.mil

2nd VP: Dennis Newell, PE

USACE Mobile District

Dennis.W.Newell@usace.army.mil

Treasurer: John Constantinide, PE

45 CES

john.constantinide@us.af.mil

Secretary: Bre Jones

Martinez Construction

brejones@martinezconstruction.com

Asst. Sec/Treasurer: Maryann Holt

Martinez Construction

maryannholt@martinezconstruction.com

Programs Dir.: Chris Ernst, PE

Merrick & Company

chris.ernst@merrick.com

Development Dir.: Kyle Brown, PE

DRMP

kbrown@drmp.com

Operations Dir.: John Jones, PE

Martinez Construction

johnjones@martinezconstruction.com

Young Members: Jeff Duguid

RLF

jeff_duguid@rlfae.com

Leadership/Mentoring:**VACANT ** Email Bre Jones if you are interested in serving!**

Relationships: John Jones, PE

Martinez Construction

johnjones@martinezconstruction.com

Prof. Dev't/Growth: Kent Boulicault, PE

Singhofen & Assoc.

kjb@saiengineers.com

Resilience: Eric Cicero

Gale Associates, Inc

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Bylaws/CCTS: Karle McKinster, AIA

Jacobs

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Membership: Jim Saizan

Terracon

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Publicity/Small Bus.: Michelle Shoultz, PE

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Web Page Manager: John McGann, PG

MS², LLC

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Scholarships: Zach Quandt, PE

GP Strategies

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Golf: Roger Sevigny

Allen Engineering

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Awards: Jeff Duguid

RLF

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Socials: Lettie Andrade De La Torre

Above Group, Inc.

landrade@abovegroupinc.com

CCTS Alternate: Karle McKinster, AIA

Jacobs

karl.mckinster@jacobs.com

Website: <http://www.SAMESpaceCoast.org> **Facebook:** <http://www.facebook.com/SAMESpaceCoast>**To be added to the Post's e-mail list, contact Maryann at Maryannholt@martinezconstruction.com.**



20TH ANNUAL

SOCIETY OF AMERICAN MILITARY ENGINEERS SCHOLARSHIP GOLF TOURNAMENT



Space Coast POST

WHEN: *Friday, October 30, 2020*
Check In Time: 7:00am
Shotgun Start: 8:30am

WHERE: *Cocoa Beach Country Club*
 Cocoa Beach, Florida

RAFFLE

TOURNAMENT UNDERWRITERS

- \$ 12,000 – Food & Beverages
 - \$ 11,500 – Tournament Gifts
 - \$ 7,000 – Golf and Carts Sponsor
 - \$ 2,000 – Raffle Gift Cards
 - \$ 9,000 – Raffle Gifts Sponsor [3 - \$3,000]
 - \$ 6,000 – Golf Tournament Prizes
- = SOLD

SPONSORSHIP LEVELS:

- GOLD SPONSOR**
\$750 Includes one 4 man team, four lunches, program recognition and special recognition at the post-tournament awards ceremony
(\$800 with Mulligan Package)
- SILVER SPONSOR**
\$550 Includes one "two some", two lunches, and program recognition
(\$600 with Mulligan Package)
- BRONZE SPONSOR**
\$350 Includes one player, one lunch, and program recognition
(\$400 with Mulligan Package)
- PATRON SPONSOR**
\$250 For non-golfers, includes program recognition
- HOLE SPONSOR**
\$100 Company name on one golf hole
- INDIVIDUAL PLAYER**
\$75 (Military/DOD/ NASA/SAME Members)
 one player and lunch
- INDIVIDUAL PLAYERS**
\$150 NON SAME- MEMBERS / NON-DOD-Golf& Lunch

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 Sevigny, Allen Engineering
P.O. Box 321321
Cocoa Beach, FL 32932-1321

Contact Name: _____

Company: _____

Phone: _____

Email: _____

Participants: 4 PERSON SCRAMBLE

1. _____
2. _____
3. _____
4. _____

MULLIGAN PACKAGE - \$50
(45" string - 1 hand toss - 3 mulligans - drive from RED tees on par 5's)
 One per Team
 (Can be added to check)

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