



ISSUE **45**  
July 2015

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Tampa Post's 2nd Annual Joint Training and Education Day

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## 2015 MEETING DATES

### July 20

Meeting will be held jointly with Ft. Stewart at Ft. Stewart, GA

### August 17

Regular Meeting at Pirates House

### September 21

Regular Meeting at Pirates House

### October 19

Regular Meeting at Pirates House

### November 16 (tentative)

Evening meeting with Student Post at Georgia Southern University

### December 14

Regular Meeting at Pirates House

## JULY SPEAKER SPOTLIGHT

### LTC Aaron P. Magan, Commander of the 92d Engineer Battalion



LTC Magan commissioned as an Engineer officer in December 1993 after graduating as a distinguished graduate of the Western Kentucky University ROTC program with a Bachelor of Science in Geology. His first assignment was to Camp LaGuardia, South Korea where he served as a platoon leader in the 50th Assault Float Bridge Company. He then served as a company executive officer and battalion S1 in the 9th Engineer Battalion (C) in Schweinfurt, Germany.

Following the Engineer Officer Advanced Course in 1999, he was assigned as a division G3 engineer plans officer and assistant brigade engineer in the 101st Airborne Division (AASLT) at Fort Campbell, Kentucky. He took command of Bravo Company, 326th Engineer Battalion (C) (AASLT) where he deployed to Iraq in support of OIF in 2003. After company command, LTC Magan served as a division chief at the Defense Mapping School at the National Geospatial-Intelligence Agency (NGA) in Fort Belvoir, Virginia.

Following Fort Belvoir, LTC Magan attended the Royal School of Military Survey in Hermitage, England and earned a Master of Science in Defense Geospatial Information Systems (GIS) in 2004. He was then assigned as a brigade S4 for the 20th Engineer Brigade (C)(A) in Fort Bragg, North Carolina and deployed to Iraq. While deployed, he was selected to be the executive officer for the 20th Engineer Brigade (C)(A). He remained in this position upon redeployment to Fort Bragg where he became the battalion executive officer for the 27th Engineer Battalion (C) (A). While in this position, he deployed to Afghanistan in support of OEF. Following this assignment, LTC Magan served with NATO as the Kandahar Airfield engineer desk officer at Joint Forces Command Brunssum in the Netherlands.

LTC Magan's military awards and decorations include the Bronze Star Medal (2 OLC), Defense Meritorious Service Medal (1 OLC), Meritorious Service Medal (1 OLC), Army Commendation Medal (1 OLC), Army Achievement Medal (1 OLC) National Defense Service Medal, Afghanistan Campaign Medal, Iraqi Campaign Medal, Global War on Terrorism Expeditionary Medal, Global War on Terrorism Medal Service Medal, Korean Defense Service Medal, Armed Forces Service Medal, Army Service Ribbon, Overseas Ribbon, and NATO Medal. He is a graduate of Ranger School, Air Assault School, Airborne School, and Jumpmaster School.

LTC Magan is married to the former Stacey Paulus of Nashville, Tennessee and they have three children, Will, Jack, and Lauren.

## LINKS TO KNOW

<http://www.same.org/>

<http://samesavannahpost.org/>

<http://www.sas.usace.army.mil/>

## WE WANT YOUR INPUT

If you have an article or announcement you want to include in future issues of the newsletter, please submit them by the end of the previous month to Larry Christopher with Brasfield & Gorrie General Contractors at [lchristopher@brasfieldgorrie.com](mailto:lchristopher@brasfieldgorrie.com)

All newsletters are posted on the Savannah SAME Post's website



**2015 SAME  
Savannah Post**  
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*Post President  
STEM Coordinator*

**Gwen Parker**  
*Vice President*

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*Student Post and  
Outreach Streamer*

**Scott Schmidt**  
*Relationships &  
Recognition Streamer*

**Larry Christopher**  
*Newsletter*

**SAVANNAH POST  
2015 ANNUAL PROGRAM REVIEW  
HIGHLIGHTS**



*Welcome to our new Post President, Darren Payne.*

**Learn, Network, Grow at Tampa Post's  
2nd Annual Joint Training and Education Day**

**Wednesday August 12, 2015 from 8:00 AM to 3:00 PM EDT**

Icebreaker, with Post Members, Sponsors and Event Speakers will be held the evening of August 11. Event will be at the Surf's Edge Club on MacDill Air Force Base, 7315 Bayshore Blvd, Tampa, FL 33621 For more information contact Michael J. Ulekowski at [mike.ulekowski@mule-eng.com](mailto:mike.ulekowski@mule-eng.com) or 407-473-1600. You can also go to our registration page.



## SMALL BUSINESS CORNER

# DoD, GSA, and NASA Issue Proposed Rule to Amend FAR: Small Business Subcontracting Improvements

The Department of Defense (DoD), General Services Administration (GSA), and the National Aeronautics and Space Administration (NASA) issued a proposed rule to amend the Federal Acquisition Regulation (FAR) to implement regulatory changes made by the Small Business Administration, which provide for a Government-wide policy on small business subcontracting, 80 Fed. Reg. 32909. Comments on the proposed rule are due August 10, 2015.



## Georgia District Office to offer Small Business Workshops and Webinars Offered Through July 31

*Look below for training opportunities closest to you. You can also click here to go to our website.*

### ATLANTA

- July 13, 10 am - Branding You Online** - This 2 hour class, sponsored by SCORE, will provide general information on creative ways to increase exposure to the “right” contacts to enhance your career and/or build your business. Cost is \$20.
- July 14, 10 am - Simple Steps to Start A Business: Marketing Plan** - This 2.5 hour class, sponsored by SCORE, will provide general information on marketing communication methods and tools to maximize your customer reach. The discussion in the workshop covers pricing strategies, positioning, the difference between features and benefits, and different marketing strategies. Cost is \$50.
- July 16, 10 am - 8(a) Business Development Certification Step By Step** - This FREE SBA workshop will offer information on completing the 8(a) application.
- July 17, 10 am - The 4 Ways To Grow Your Business** - This 2.5 hour class, sponsored by SCORE, will provide general information on some of the key steps within each of the 4 fundamental options that you can take to make your business more valuable. It also looks at how they should be used synergistically in order to capture the greatest value and not miss out on any opportunities to grow your business. Cost is \$35.
- July 21, 10 am - Simple Steps to Start A Business: Financial Projections** - This 2.5 hour class, sponsored by SCORE, will provide general information on sales and prices, financial risks and rewards, true start-up costs, ongoing operating expenses, setting benchmarks for tracking progress and the organization of all your financial information. Using a hands-on approach, you learn how to use our financial model to forecast sales revenue and build solid pro-forma financial forecasts. Cost is \$50.
- July 22, 9:30 am - Doing Business With The Federal Government** - This FREE 3 hour SBA class will offer general information on how to register for Small Business Certifications, finding opportunities, Federal supply schedules, getting paid, tips to prepare your offer, and how to seek additional assistance.
- July 23, 10 am - Overview of SBA Programs And Services** - This FREE 3 hour SBA class will provide general information will be provided on the following SBA programs and services: Historically Underutilized Business Zone (HUBZone), 8(a) Business Development, Government Contracting, Women-Owned Small Business Federal Contracting, Veterans/Service Disabled Veterans/Veterans Advantage Loan Guaranty Program, Surety Bond Guarantee, SBA 7(a), Microloan, and CDC/504 loan programs, and SBA Resource Partners.
- July 24, 9:30 am - Develop An Import/Export Business** - This 7 hour class, sponsored by SCORE, will aid you in assessing your readiness, understanding what you need to know and consider before pursuing an international strategy, introduce you to international pricing and costing issues, proforma export quotations, payment terms, and risk assessment. The workshop will help you gain the knowledge to develop and implement an international plan. You will become acquainted with the key components of an effective import / export plan. The instructors will raise questions you should answer to complete your plan and provide the resources to help you answer those questions. Cost is \$89.
- July 28, 10 am - Simple Steps to Start A Business: Funding Source** - This 2.5 hour class, sponsored by SCORE, will provide general information on how to finance your small business. Discussions include sources of funds, accounting the six C's of credit, banking relations, ratio analysis, and monthly preparation and review of financial statements. At the end of the series, you have all of the tools necessary to decide whether or not to launch your small business. Cost is \$50.
- July 30, 10 am - SBA Business Loan Requirements** - This FREE 3 hour SBA class will provide general information on sources and uses of funds, the components of a completed business plan, financial data, resumes of principals, site plan/physical description of building/land, terms and conditions, preparation for discussion with the banker, ratios, fees associated with loan closing costs, shopping your loan, and credit report.

*(continued on page 5)*



## SUSTAINING MEMBER BRIEFINGS 2015

The Savannah Post SAME is offering Sustaining Member firms the opportunity to submit an article on their company for the monthly newsletter and to have a two-minute briefing to discuss their firm at the monthly SAME meeting. Each firm will be asked to bring a gift to raffle. A list of all sustaining members is below with each member's assigned month. Please contact Kevin Chafin at [kchafin@cemsengineering.com](mailto:kchafin@cemsengineering.com) or 843-875-3637 for more information.

**NOTE:** *If you missed an opportunity to place a sustaining member article from a previous month, please remember you can still submit your article over the next three months.*

### JANUARY

AECOM  
Alliant Corporation  
AMEC  
American Structurepoint  
ARCADIS  
Atkins  
Barge Waggoner Sumner and Cannon Inc.  
Basha Services LLC.  
Bechtel National Inc.  
Bhate Environmental Assoc. Inc.

### FEBRUARY

Black & Veach Special Project Corp.  
Brasfield & Gorrie General Contractors  
Bristol Industries  
BRPH Companies Inc.  
Building & Earth Sciences Inc.  
Burns & McDonnell  
Caddell Construction Co. Inc.  
Cardno, Inc.  
Carolinas Concrete Masonry Association  
CB&I Federal Services, LLC

### MARCH

CDM Smith  
CEMS Engineering Inc.  
CH2MHILL  
CHA Consulting, Inc.  
Clark Nexsen  
Croft & Associates  
Crowder Construction Company  
CTI and Associates, Inc.  
Davis & Floyd, Inc.  
Dewberry

### APRIL

Dulohery, Weeks & Gagliano Inc.  
EA Engineering, Science & Technology, Inc.  
ECC

EXP Federal  
Farnsworth Group  
GEL Geophysics, LLC  
Goodwyn Mills & Cawood, Inc.  
HDR  
Howard W. Pence, Inc.  
Hussey, Gay Bell & DeYoung

### MAY

JETC Conference

### JUNE

Golf Tournament/Small Business Showcase  
and Icebreaker/Annual Program Review

### JULY

J2 Engineering, Inc.  
Jacobs  
Kaiser Kane, Inc.  
Knight Architects  
KBR North American Government & Defense  
Kennedy Engineering & Associates Group LLC  
LBYD, Inc.  
Leidos  
Leo A Daly  
Lowe Engineers  
LS3P Associates Ltd.  
M3 Construction Services Inc.

### AUGUST

(SA/SC/Carolinas JETS Conference)  
Mason & Hanger  
Merrick & Company  
Micah Group Energy & Environmental  
Michael Baker Corporation  
Moffatt & Nichol  
North Wind Group  
O'Brien & Gere  
Parsons  
PES Structural Engineers

### SEPTEMBER

Plexus Scientific Corp.  
Pond & Company  
POWER Engineers, Inc.  
Q Solutions, Inc.  
Reynolds, Smith & Hills, Inc.  
Rosser International  
Schenkel Shultz  
Sherlock, Smith & Adams  
Siemens Industries Inc  
Spatial Engineering Inc.

### OCTOBER

SpecPro Environmental Services LLC  
Stanley Consultants Inc.  
Stantec Inc.  
STOA Architects  
Sundt Construction, Inc.  
TAB Services  
TEPA, LLC  
Tetra Tech, Inc.  
The Polote Corporation  
The Whiting Turner Contracting Co.

### NOVEMBER

Thomas & Hutton Engineering, Co.  
Thompson Engineering Inc.  
3E Consultants, Inc.  
Tidewater Environmental Services, Inc.  
Trinity Analysis & Development Corp  
URS Corporation  
Versar  
Volkert, Inc.  
WB Interiors  
Weston Solutions, Inc.  
Woolpert, Inc.

### DECEMBER

SAME Savannah Post Christmas Party

## SMALL BUSINESS CORNER

**July 31, 10 am - Online Marketing: Utilizing Websites To Boost Sales** - This 2.5 hour class, sponsored by SCORE, will provide general information on developing a complete online marketing strategy, understanding the vital components of a website, how to choose a web development & hosting team, how to create effective web content and turn traffic into sales, and measuring your website effectiveness through web analytics. Cost is \$35.

## COBB COUNTY

**July 15, 2 pm - Quickbooks One-On-One** - This 2 hour class, sponsored by SCORE, offers hands-on instruction as you make entries on your lap top computer. Instead of just telling you how to do it, we encourage and guide you to navigate through the system, making actual entries in your data file. Please note: we do not teach the On-Line version or the MAC version of QuickBooks. To attend this class you must bring a laptop loaded with QuickBooks 2013, 2014 or 2015. Cost is \$30

**July 17, 9 am - Mini Business Plan** - This 3 hour class, sponsored by SCORE, will provide general information on writing a business plan, including the description of the business and the organization, products and services, management and operations, marketing and sales with an emphasis on the importance of data gathering and promotion, and financial projections. The seminar offers you, the owner, a way to analyze the strengths and weaknesses of your business and the competition; which helps you determine the overall feasibility of the plan. The important financial aspects of starting and running a business will be discussed, along with a focus on estimating capital requirements and understanding the difference between cash flow and profitability. Cost is \$25.

**July 22, 2 pm - Quickbooks One-On-One** - This 2 hour class, sponsored by SCORE, offers hands-on instruction as you make entries on your lap top computer. Instead of just telling you how to do it, we encourage and guide you to navigate through the system, making actual entries in your data file. Please note: we do not teach the On-Line version or the MAC version of QuickBooks. To attend this class you must bring a laptop loaded with QuickBooks 2013, 2014 or 2015. Cost is \$30.

**July 29, 2 pm - Quickbooks One-On-One** - This 2 hour class, sponsored by SCORE, offers hands-on instruction as you make entries on your lap top computer. Instead of just telling you how to do it, we encourage and guide you to navigate through the system, making actual entries in your data file. Please note: we do not teach the On-Line version or the MAC version of QuickBooks. To attend this class you must bring a laptop loaded with QuickBooks 2013, 2014 or 2015. Cost is \$30.

## DULUTH

**July 14, 5:45 pm - Simple Steps to Start A Business: Start-up Basics** - This FREE 3 hour class, sponsored by SCORE, will provide general information on the concept of testing your business idea and identifying the key factors that influence start-up success. It will provide an overview of the skills and tools you need when deciding to start a business. You will introduced to: advantages and disadvantages of owning a business, most profitable legal form for your business, the fundamentals of formation, organization, marketing, cash flow, and funding sources.

**July 23, 5:45 pm - Simple Steps to Start A Business: Business Concepts** - This 3 hour class, sponsored by SCORE, will provide general information on your business concept and step-by-step guidance in researching your idea, your market, and your competition. At the end of the Business Concept workshop, you are able to: identify your target markets, describe your products and services, and collect key competitive information to support your feasibility plan. Cost is \$50.

## WEBINARS

**July 15, 10 am - How To Access the WOSB Federal Contract Program Repository** - This FREE 45 minute SBA webinar will provide general information on how to use the General Login System (GLS), the WOSB Program Repository, and provide you with instructions on how to register in GLS and how to upload documents into the repository for the Women Owned Small Business Certification Program.

**July 15, 4 pm - Doing Business With the Federal Government** - This FREE 2 hour SBA webinar will provide general information on the following topics: How to register for Small Business Certifications, finding opportunities, Federal supply schedules, getting paid, tips to prepare your offer, how to seek additional assistance.

**July 21, 10 am - Census Data to Size Up Your New or Existing Business** - This FREE 2 hour SBA webinar will provide general information on the essentials of how to: successfully plan, jump start and run your business— using industry trends; locate and zoom-in on business opportunities— using NAIC codes; accelerate your business— using verifiable industry analysis census data get smart about your business; learn your business industry; measure your business, using census data, for growth opportunities.

**July 22, 10 am - Open the Door to Bonding** - This FREE 1 hour SBA webinar will provide general information on the U.S. Small Business Administration's Surety Bond Guarantee Program: what they are; why they are required; how to get pre-qualified; working capital and bank support.

**July 30, 10 am - 8(a) Business Development and Hubzone Program** - This FREE 2 hour SBA webinar will provide general information on the eligibility criteria, how to apply and benefits of participating in the 8(a) Program and how to maintain eligibility to decrease the possibility of an initial application being declined or being decertified after obtaining the HUBZone certification.