

SOCIETY OF AMERICAN MILITARY ENGINEERS

DEDICATED TO NATIONAL SECURITY

Towards Our Centennial



SAME 2016 ANNUAL REPORT

Measuring SAME's impact on the A/E/C profession, the joint engineering community, and America's national security.

DISCOVER SAME

Measuring our Impact

Our Society was founded in 1920, in the aftermath of World War I, when military and civilian engineers who had been called to serve, returned home and vowed they would remain engaged to ensure our nation's engineering community would never again be so unprepared. These visionaries, led by U.S. Army Chief of Engineers, Maj. Gen. William Black, established SAME to "promote solidarity and cooperation between engineers in civil and military life, to disseminate technical knowledge bearing upon progress in the art of war and the application of engineering science thereto, and to preserve and maintain the best standards and traditions of the profession, all in the interests of patriotism and national security."

While the Society has grown and evolved, its purpose has not changed. Today, SAME offers members the opportunity to get connected at the local level, to become involved nationally, to grow professionally, and to stay informed of trends and topics relevant to their career.

2016 was a very successful year of building momentum towards our Centennial in 2020. Our vision "to be recognized as the multi-disciplined integrator of military, public, private, and academic national infrastructure-related capabilities" is gaining traction both inside and outside the Society. The establishment of the SAME Foundation during the year was an important milestone that will support our efforts as we head into our second century of service.

In 2016, our 105 Posts and 17 regions continued to solidify SAME's impact at the local level. Posts are supporting veterans and leading STEM outreach while providing technical workshops and business opportunity briefings that draw participation from Sustaining Members. A strong industrial base is essential for a strong nation—and it is locally where most actions are identified and solved.

Even when SAME was founded, it was not just for Americans, military, or engineers. Those same visionaries who sensed a need to form an association also knew that to endure, and to make a difference, we would all have to work together. As stated in the inaugural issue of *The Military Engineer* in 1920: "Eligibility qualifications for membership in this Society are drawn on the broadest possible lines consistent with the achievement of its aims."

97 years later, we are all many things, but we are all members—and we all want to make a difference. Enjoy this inaugural SAME Annual Report and discover the role we all play in building America's future.



Brig. Gen. Joseph Schroedel, P.E., F.SAME, USA (Ret.)
SAME Executive Director

Our 2020 Vision:

“To be recognized as the multi-disciplined integrator of military, public, private, and academic national infrastructure-related capabilities to produce viable solutions for America’s national security.”

Our Mission:

“To lead collaborative efforts to identify and resolve national security infrastructure-related challenges.”



DISCOVER SAME



“We are all busy; it is easy to say no. But by saying YES, we reap untold rewards.”

– Jane Penny, P.E., F.SAME, SAME National President 2015-2016

Founded in 1920, SAME is the premier professional association uniting public and private sector individuals and organizations from across the architecture, engineering, construction, technology, environmental and facility management, and contracting and acquisition disciplines in support of national security. SAME’s 29,000-plus members come from around the world and represent uniformed and civilian professionals from state, local and federal government agencies, nonprofit associations, academic institutions, and private sector firms. The Society offers extensive opportunities for personal and professional growth through conferences, workshops, networking events, strategic partnerships, webinars, technical publications, and leadership development programs.

To help achieve its 2020 vision, in 2016 SAME focused its efforts on four strategic goals.

Relationships

Leadership & Mentoring

Professional Development & Personal Growth

Resilience



Leading Collaboration

SAME has made significant strides in achieving its vision of leading collaboration within the A/E/C industry. In 2016, the Society signed 7 new partnership agreements, including with the Army Educational Outreach Program to support its STEM outreach initiatives.



Established 2016

The SAME Foundation will provide an unprecedented opportunity to help develop the next generation of military, government civilian, and A/E/C industry leaders. America’s future is bright. Let’s help make it brighter.



“Posts are paramount in recruiting military and government members. We will make SAME the ‘society of choice’ for not just military engineers, but all public service engineers.”

– Capt. Mike Blount, P.E., LEED AP, F.SAME, USN (Ret.), SAME National President 2016-2017



GROWING THE SOCIETY



29,530

Total Members

compared to 29,073 at the start of 2016.



1,515

Sustaining Members



70%

of Posts saw membership growth



19%

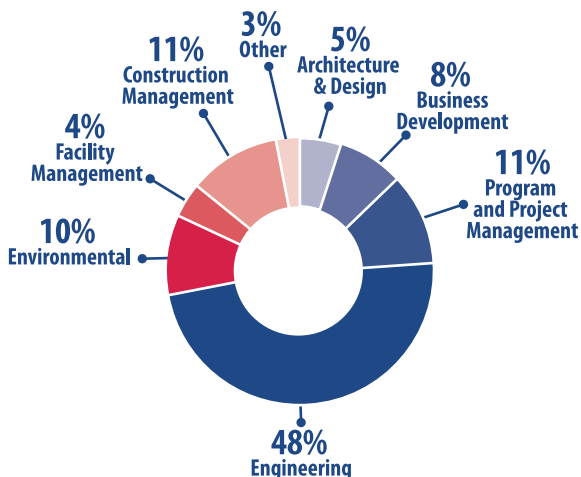
Increase in Student Members

191
**Increase in Military/
Government Members**



WE ARE ALL MEMBERS

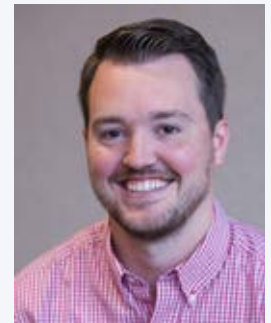
Percentage of SAME members in select professional disciplines.*



*numbers are approximate; not inclusive of all members.

A MEMBERSHIP STORY

Corey Weaver graduated from Marshall University in 2009, where he was a founding member of an SAME Student Chapter as a freshman and served as President his senior year. A Structural Engineer with USACE Huntington District and now a registered professional engineer, he has been on the SAME National Board of Direction since 2014 as Chair of the College Outreach Committee, and in 2016, also served as Huntington Post President. SAME is committed to supporting members' personal and professional growth.



FINANCIAL UPDATE



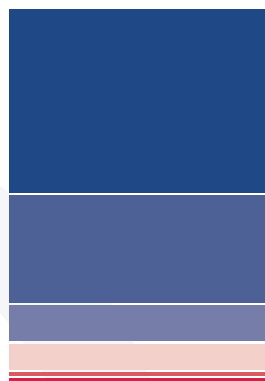
"I really appreciate that SAME National is focused on supporting the Society's volunteers by setting us up for success through training and developing a host of online tools. Your initiatives are member beneficial and making our organization far more technologically interactive."

– Jackie Hacker, SAME Missouri River Regional Vice President 2016-2018

GROWING REVENUE

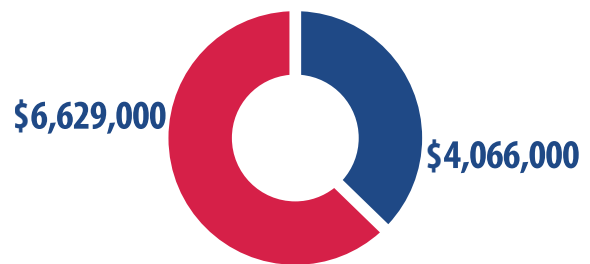
SAME's diversified sources of revenue contributes to our overall financial well-being, creates revenue stability, and enables the National Office to offer additional benefits to our Posts and our members. In 2016, SAME's National Office revenue was \$6.6 million, and operating revenue was \$6.4 million, an increase of 6.3 percent from 2015. We believe that as we continue to evolve and refine our membership models, our sales tools, and our programmatic offerings and our events, we can sustain the positive revenue trend.

National Office Sources of Revenue



- Conferences and Meetings **51%**
- Membership **30%**
- Publications and Advertising **10%**
- Investment Earnings **7%**
- Post Operations **1%**
- Continuing Education **1%**

SAME Total Revenue



- Post Revenue
- National Office Revenue

SAME's 2016 financial statements earned an unqualified audit opinion letter from Raffa, a nonprofit-specialized accounting firm, and no internal control weaknesses were noted. The audited statements and tax returns are available at www.same.org/governance.



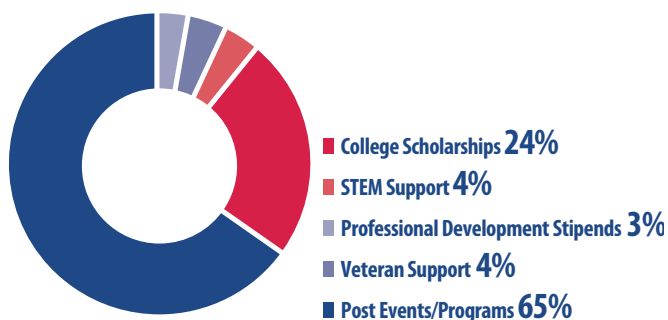


SAME, through the support of its more than 29,000 members and 1,500 Sustaining Member companies and agencies, continues to generate the resources needed to serve our members and the profession, while maintaining strong financial reserves. Combined National Office and Post revenue approached \$10.7 million in 2016, and the Society distributed approximately \$970,000 in scholarships. The SAME National Office ended the year with net income of \$341,000, enabling expanded investment in our local Posts. SAME is a financially healthy organization committed to service.

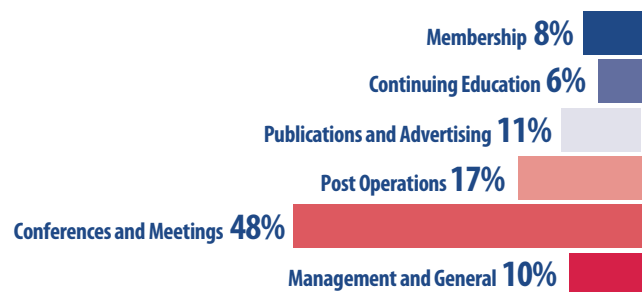
MANAGING EXPENSES

In 2016, management and general expenses decreased by 2.2 percent, allowing further investment in SAME's strategic initiatives. The National Office emphasized financial support of Posts specifically by expanding stipends, investing in overseas Post development and increasing the overall attendance at the Post Leaders Workshop. Throughout the year, Posts continued to support their local communities: 35 percent of Post funds were committed to outreach.

Post Expenses by Functional Area



National Office Expenses by Functional Area



SAME National Office Financial Health



The metric for a healthy association is six to nine months of operating expenses in unrestricted net assets. At the end of 2016, SAME's net asset reserve was approximately 10.5 months.

GET CONNECTED



POSTS ARE THE FOUNDATION OF SAME

105
POSTS

42
STATES

17
REGIONS

3
CONTINENTS

ONE
SOCIETY

In 2016, the Tennessee Valley Post was chartered, becoming the 105th Post in SAME.



Top Post Honors

Hampton Road Large Post

Tulsa Medium Post

Central Virginia Small Post

Streamers

42

Increase in Streamers earned over 2015

331

Streamers earned by Posts

11

Posts that submitted Streamers using the new Alternate Credit Path

50

Distinguished Posts in 2016, representing a



65%

Streamers submitted that were earned with Distinction



39%

increase over 2015.

“SAME is the perfect organization for A/E/C small businesses to meet with, learn from, and network with federal agencies and government contractors. Unlike many organizations, there is a true sense of camaraderie, service, and authenticity.”

– Joseph Dominguez, Director of Government & Military Business Development, ATAS International Inc.



SAME Posts provide individual members, companies, and public agencies the opportunity to build enduring relationships that foster collaboration and support the resilience of our nation. Posts are leaders in their communities. They support veterans and wounded warriors; they engage with universities and help develop future leaders; and they inspire and mentor America's youth to pursue STEM careers. SAME continues to focus on being One Society of Posts relevant locally and working towards a common national direction.



Donated nearly **\$218,000** to K-12 STEM programs.

Sustainable Commitment

The Space Coast Post sponsored the Solar Decathlon Team Daytona Beach, which competed with a project called the “BEACH” house—a forever home that enables sustainable living.



Spent nearly **16,000 hours** supporting STEM.

Future STEM Stars

The Atlanta Post co-hosted the 17th Annual Exploring Engineering Academy at Georgia Tech with the Boy Scouts of America.

MAKING A DIFFERENCE

Last year, SAME members and Posts...



Spent **4,300 hours** providing support to veterans and wounded warriors.

Assisting Veterans

The St. Louis and Scott Posts co-hosted a fundraiser to support Missouri Patriot Paws, which sponsors physical and emotional support service dogs for veterans suffering from PTSD.



Issued **229,00 PDHs** at Post events.

Identifying Solutions

The Tulsa Post held the first “Post Issues Workshop” with USACE Tulsa District on extending the life of Civil Works infrastructure.



Provided over **7,000 hours** of mentoring.

Developing Leaders

The Northern Virginia Post partnered with the Washington DC Post's Leadership Lab for the first time, matching members with Fellows for a year-long experience. The program is modeled after the San Antonio Post's highly successful Leadership Lab.

BECOME INVOLVED



SAME offers a national platform to support the A/E/C industry and the joint engineering community, whether through sharing technical insights with other professional organizations, engaging with decision-makers through the Committees & Councils, supporting the Engineering & Construction Camps Program, or serving as a leader and mentor within the Academy of Fellows.

"I love to serve the Society with my fellow SAME architects for such a good cause and along the way develop a strong bond both professionally and personally with these people. I can truly call them my friends."

– J.J. Tang, FAIA, F.SAME, Chair, SAME Architectural Practice Committee 2013-2016



230,000

Number of students reached each year through the Technology Student Association's national competitions, which SAME supports.



3,840

Number of members that participate in SAME's Committees & Councils.

35

Number of senior executives that attended the inaugural SAME CEO Roundtable in Washington, D.C.

In 2016, SAME established a

★★★★ Resilience Committee ★★★★★

to promote resilience awareness and training among members and to leverage our local Posts to assist communities and regions across the country, where the impacts of disasters are felt the hardest.

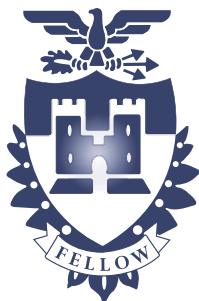


The Joint Engineer Contingency Operations Committee executed the first Table Top Exercise at the 2016 JETC, bringing together senior military and industry decision-makers to analyze the capability and capacity requirements for setting a theater of operations in a contingency situation.



“The Young Member Council provides an outstanding opportunity to meet other Young Members and participate in SAME at the national level. It’s also a great way to learn about and help shape all the events, training, leadership and mentorship opportunities throughout the Society.”

– Lt. Col. Matt Altman, Ph.D., P.E., F.SAME, USAF, Chair, SAME Young Member Council 2015-2017



The 24 individuals invested into the **Academy of Fellows** included current or retired members of four uniformed services, public sector civilians, and private industry professionals.

★ ★ ★ ★ ★
104 members
were recognized through the National Awards & Recognition Program.

Inspiring Engineers



In 2016, 243 high-schoolers attended SAME’s STEM/Engineering & Construction Camps, held in partnership with the U.S. Air Force Academy, U.S. Army Corps of Engineers, U.S. Marine Corps, and Boy Scouts of America.

A Success Story

Emily Sumner attended the SAME/U.S. Air Force Academy Engineering & Construction Camp in 2009. She graduated from South Dakota State University with a degree in Civil Engineering and today, works for SAME Sustaining Member Mortenson Construction. “I love being able to travel and live in new places with my job,” she says. “My current project is a \$230 million hospital. The SAME camp definitely inspired me to pursue this career and I have never looked back. All the hard work you and your team put into this camp made a huge difference in my life as well as many others.”



GROW PROFESSIONALLY



SAME continues to help develop generations of motivated professionals and leaders. From conferences to mentoring programs to on-demand learning, SAME offers countless ways to grow—whether you are in uniform or a civilian, enlisted or officer, a new hire, mid-career manager, or senior executive.

Promoting Diversity

Ensuring diversity in the A/E/C industry is a key initiative across SAME. While the Society's membership is 18 percent female, consistent with the proportion of women in the profession, the percentage of students attending the SAME Engineering & Construction Camps that are female is 30 percent—a positive indicator for our profession's future gender diversity.



Supporting Veterans



The **2016 SAME Transition Workshop & Job Fair** provided transitioning servicemembers with career preparation and job interviews with industry firms, universities and government agencies.

The **Greater Kansas City Post** Warrior Transition Program has reached over 400 troops since starting in 2014 and has been picked up as a best practice by the Seattle and Mount Tacoma Posts.

The **Orange County Post** created a new event in 2016 at Camp Pendleton, Transition: Military to Career.

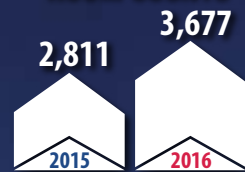
"The 2016 JETC was my fourth in the last dozen years and it was fantastic. I learn. I meet. I coordinate. I facilitate, and I go home better for all of it and pumped for action."

– Lt. Col. Eric Warner, P.E., CEM, F.SAME, USAF, Chief, Engineering Flight & Supervisory Engineer, 374th Civil Engineer Squadron, Yokota Air Base, Japan



JOINT ENGINEER TRAINING CONFERENCE

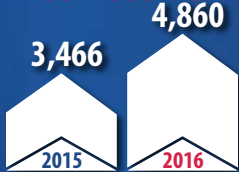
ROOM COUNTS



The 2016 JETC featured more than 60 hours of education and training sessions and the first Table Top Exercise, which brought together senior leaders from government and industry.

SMALL BUSINESS CONFERENCE

ROOM COUNTS



Business Opportunity Briefings were organized by requirement (such as design, horizontal construction, or environmental work) rather than geographic region—making it more efficient for small businesses to attend sessions.

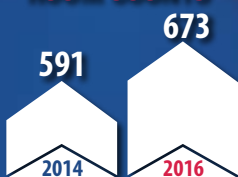
DOD & FEDERAL AGENCY PROGRAM BRIEFINGS



from **16** Federal Agencies

FACILITIES MANAGEMENT WORKSHOP

ROOM COUNTS



The SAME-IFMA Facilities Management Workshop became an annual event in 2016 and drew more than 250 attendees, from numerous professional associations, academia, and all military services.

NATIONAL WEBINARS



Through SAME's partnership with RedVector, members also had access to 1,500 on-demand webinars from across the A/E/C profession.

STAY INFORMED



SAME helps focus members' attention on the most professionally relevant information to stay current in their career. Whether documenting lessons learned in *The Military Engineer* and highlighting Posts in Society News, or hearing directly from members in the new *Real Time Podcast*, we celebrate those who make a difference.



SAME hosted

74 Post websites

in 2016, integrated with the national website. Post sites are customizable, but complementary to the national design—helping efforts to operate as One Society.

Visits on mobile devices increased by

 **16.8%**

in 2016, validating the redesign to a responsive interface.

Average time users spent on the website increased by

 **35.9%**

in 2016 compared to 2015.

The SAME national website saw a

 **61.3%**

increase in pageview traffic in 2016.

SOCIAL MEDIA



@same_hq earned

646,000

Twitter impressions in 2016.

SAME's YouTube videos drew

You Tube 1,802

total views in 2016.



Facebook followers grew

from **3,046** to **3,432** in 2016.



The SAME Group on LinkedIn has

more than 10,500 members, enabling constructive peer-to-peer discussion and information-sharing.

SOCIETY OF AMERICAN MILITARY ENGINEERS

DEDICATED TO NATIONAL SECURITY

SOCIETY OF AMERICAN MILITARY ENGINEERS

607 Prince Street, Alexandria, VA 22314 • 703-549-3800 • www.same.org

