

Welcome to SAME Small Business Council

Executive Committee Introduction and Presentation

Joint Engineer Training Conference & Expo

Tampa, FL

Tuesday, May 7, 2019

Hosted by the Society of American Military Engineers



2019 JOINT ENGINEER TRAINING CONFERENCE & EXPO

WWW.SAMEJETC.ORG

#SAMEJETC19

SAME Small Business Council Mission

- Mission – The SAME Small Business Council is to promote the role and relevance of small business in SAME through outreach, training, opportunity and recognition.
- Membership - The SAME Small Business Council is open to all SAME members in good standing. General members other than Executive Committee are considered to be regular Council members.
- Learn more at: <http://www.same.org/Small-Business>



Importance of Small Business

Small business firms contribute approximately 80% of our nation's job growth. Our entrepreneurial approach fosters innovation, drive and success. Small Business is an invaluable asset to our nation's economy and the military mission.

Approximately 70% of the SAME Sustaining Members are small businesses.

The SAME Small Business Council is committed to keeping SAME Members informed with the most up-to-date information from the world of small business. We regularly send out an electronic newsletter to help you stay ahead of the latest trends and take advantage of current developments in growth and partnerships.



Objectives of the Small Business Council

- Inform SAME of technical or business programs of interest to small business
- Provide opportunities to meet with key government decision makers and large businesses
- 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
- Provide award and recognition opportunities to businesses and individuals for service to SB
- Establish a platform accessible to all SAME members to easily view and access the Council's happenings
- Provide opportunities for SAME members to assist the council through volunteering



First-Time Attendee/Mentor Program

- First-Time Attendee Breakfast
- Help in Navigating Conference Activities
- Relationship Building



Council Chair

Mario Burgos – President & CEO
Burgos Group, LLC - SDB, 8(a) Graduate

Responsibilities:

Overall direction and management of the Council's mission, maintains organization control, coordinates meetings and draft agendas.

Appoints chairs as needed and serves as a voting member of the SAME Board of Direction.



Immediate Past Chair

**Karen Buniak – Federal Program Manager
TTI Environmental, Inc. (SDVOSB)**

Responsibilities:

Supports overall direction and
management of the Council's mission.



Secretary

John Makar, PE – Senior Project Manager EEA Consulting Engineers

Responsibilities:

Primary administrative liaison for the Council.
Coordination of Council meetings/events and updates to SAME National website. Schedule meetings, send out agenda and take meeting minutes and assist the Council as needed.



Vice Chair Communications

**Siokey Gastelum-Galvez – F.SAME
Business & Proposal Development Division Manager
JGMS Inc.**

Responsibilities:

Coordination of Council communications and informational outreach for the Council's initiatives to members and PSBLOs and Post Leaders.



Vice Chair Education & Training

Beau DeBoer, MA, RPA
Staff Archaeologist
CRA – Cultural Resource Analysts, Inc.

Responsibilities:

Helps develop sessions, topics and speakers for programs including webinars in support of small business initiatives' for the AEC Industry. Keeps current of intelligence impacting the federal, state and local government contractors and procurement/contracting professionals.



Vice Chair National Conferences

Martha Weekley
VP Business Development
FFE Inc.

Responsibilities:

Assists with planning the annual SAME Small Business Conference (SBC) including coordination of speakers, sessions and networking events. Advocates Small Business opportunities at JETC and other SAME events



Vice Chair Recognition

Catherine Niles
Business Development Manager
AFG Group, Inc

Responsibilities:

Promotes the recognition of Small Businesses throughout SAME at the National, Regional, and Post level. Coordinates nomination package review and selection of winners with fellow committee members.



Vice Chair Recognition

Melissa Tate
Director Business Development & Marketing
Metro Service Group

Responsibilities:

Assists SAME Posts hosting Regional Conferences with Small Business speakers/session topics as-needed. Attends Regional SAME conferences and represents the Society and Council at non-SAME events.



Vice Chair Outreach

KT Prorise
Director of Business Development
SYTE Corp.

Responsibilities:

Recruits Small Businesses to join SAME and the Council. Coordinates exhibit space and/or networking lounge for the SAME Small Business Council initiatives at regional and national conferences.



Vice Chair – Elects



Communications
Jaimie Wright
Marketing Assistant
KOMAN Holdings, LLC



National Conferences
Sally Clark
Director of Marketing
AFG Group Inc.

Opportunities:

Secretary
Education & Training
Recognition
Regional Programs
Outreach

Special Thanks to Committee Members

- Gabriel Groves
- Alex Masters
- Michelle Kantor
- Sam Mayes
- Italia Avila
- Elizabeth Bowers
- Phil Jones
- Michelle Rioux
- Mike Ulekowski

