



SOCIETY OF AMERICAN MILITARY ENGINEERS

ORANGE COUNTY POST

Thursday, September 19, 2019

12:00 – 1:30 pm

Professional Development Hour Certification
Federal Contracting, from FedBizOpps to Contract Negotiations Luncheon

Expert speakers discuss how to effectively navigate the current Architecture, Construction, and Engineering Federal Contracting business landscape and how to position your firm contractually to ensure successful projects. Identification of risks and successfully mitigating them will also be discussed at the lunch meeting.

Michael Sabellico, Senior Procurement Advisor, San Diego, Orange, and Imperial Procurement Technical Assistance Center (PTAC). Mike will discuss on how to leverage available business development tools and programs for Architect, Construction, and Engineering Contractors in the Federal Contracting Opportunities landscape. He is a 20-year US Coast Guard veteran with several Command Cadre tours, and has significant Maritime, and Emergency Response experience ranging from Search and Rescue and Maritime counter smuggling efforts to Hurricane and natural disaster response. After leaving the USCG, he managed a robust business development program for a San Diego based defense contractor with offices throughout the US before leaving to create Vanguard Global Solutions, a Service Disabled Veteran Owned Small Business.

Laurence R. Phillips, Partner, Procopio. Laurence will discuss on how to effectively prepare for and avoid contractual pitfalls specifically for Architect, Engineers, and Construction Federal Contractors based on current trends of the industries. As a member of the Construction group, Laurence focuses his practice on representing contractors, subcontractors/suppliers, developers and public agencies in all aspects of private and public works contracting. Laurence handles a range of issues including contract drafting and negotiations, prevailing wage law counseling, bid protest, resolution of claims arising prior to project completion and, when necessary, resolution of claims through mediation, arbitration, administrative hearings, civil trials and appeals. Laurence has served as Board Member for Construction Management Association of America (CMAA) and Architecture, Construction and Engineering (ACE) Mentor San Diego, and is a member of Associated General Contractors (AGC) of America.

Duration: 1.5 Hours

PDHs: 1.5 PDHs

“I hereby self-certify that I have attended the above indicated sessions and qualify for PDH Credit.”

Signature/Printed Name

Date

Presentation content and PDH credits have been certified by:

Massie Hatch

President, SAME – OC Post
Society of

