

# **WELCOME TO SAME 101 AT POST LEADERS WORKSHOP!**

August 4-6, 2024 | Scottsdale, AZ



Connect to: SAMEPLW24

Password: Back2Basics

**If you have questions  
at any time, please  
raise your hand!**

Don't be shy... if you have the question, others probably do too. We will address questions as we move along to ensure everyone understands the material.

# Our Executive Director (XD)



Maj. Gen.  
Mike Wehr,  
P.E., USA  
(Ret.)

- Assumed the Executive Director role on Aug 1, 2023
- 35 years US Army; retired in 2021
- Chief salaried administrator of the Society, responsible for:
  - the effective operation and management of the organization
  - serves as Executive Director of the SAME Foundation
- Oversees activities of the National Office staff (currently more than 25 full-time employees)

# Exciting Insights into SAME



Established in 1920, SAME has been a trailblazer since its inception!



As a proud 501(c)(3) non-profit, we are empowered to focus on our mission without the burden of taxes on our revenue



Our Society operates under a set of bylaws, expertly guided by National Board of Direction



With a dedicated team of professionals at the National Office, we are committed to delivering exceptional services and benefits that elevate our members' experience!

# SAME – A brief history



SAME was founded in 1920 after WWI, when it was recognized that military and private industry needed to collaborate

General Douglas MacArthur was a charter member

*The Military Engineer* was created from the fledgling Army Corps of Engineers *Professional Memoirs* and first published in 1920.

There were 16 original Posts and 9 have been in continuous operation, 3 have been re-established including our newest Post: Cleveland!

1928 SAME National President was the Vice President of the United States, Charles Dawes (Calvin Coolidge was the Pres.)

# National Leadership Team Intros



**Sharon Krock**  
*President*



**Mike Huffstetler**  
*President-Elect  
(Tech COIs)*



**Charlie Perham**  
*Past President  
(Strat Plan/R2C)*



**Mario Burgos**  
*Treasurer*



**Craig Crotteau**  
*Counsel*



**Albert Romano**  
*Vice President  
(RVPs)*



**Ben Matthews**  
*Vice President  
(HC COIs)*



**Patrice Melancon**  
*Vice President  
(AOF Chair)*



**Dave Nash**  
*Foundation President*



**Mike Wehr**  
*XD/Secretary*



Ann McLeod, Director, Meetings, Membership & Business Devel.

Jill Murphy, Associate Director, Membership & Post Operations

Lai Nguyen, Post Operations Coordinator

Natasha Rocheleau, Director, Data Operations

Belle Febbraro, Associate Director, Education

Kathy Off, Strategic & Stakeholder Relations

Amy McGeever, Program Manager

## **SAME'S MISSION:**

Lead collaboration in support of our national security priorities.

## **SAME'S VISION:**

Serve as the trusted integrator across the A/E/C and related professions in addressing our nation's economic and security interests at home and abroad.



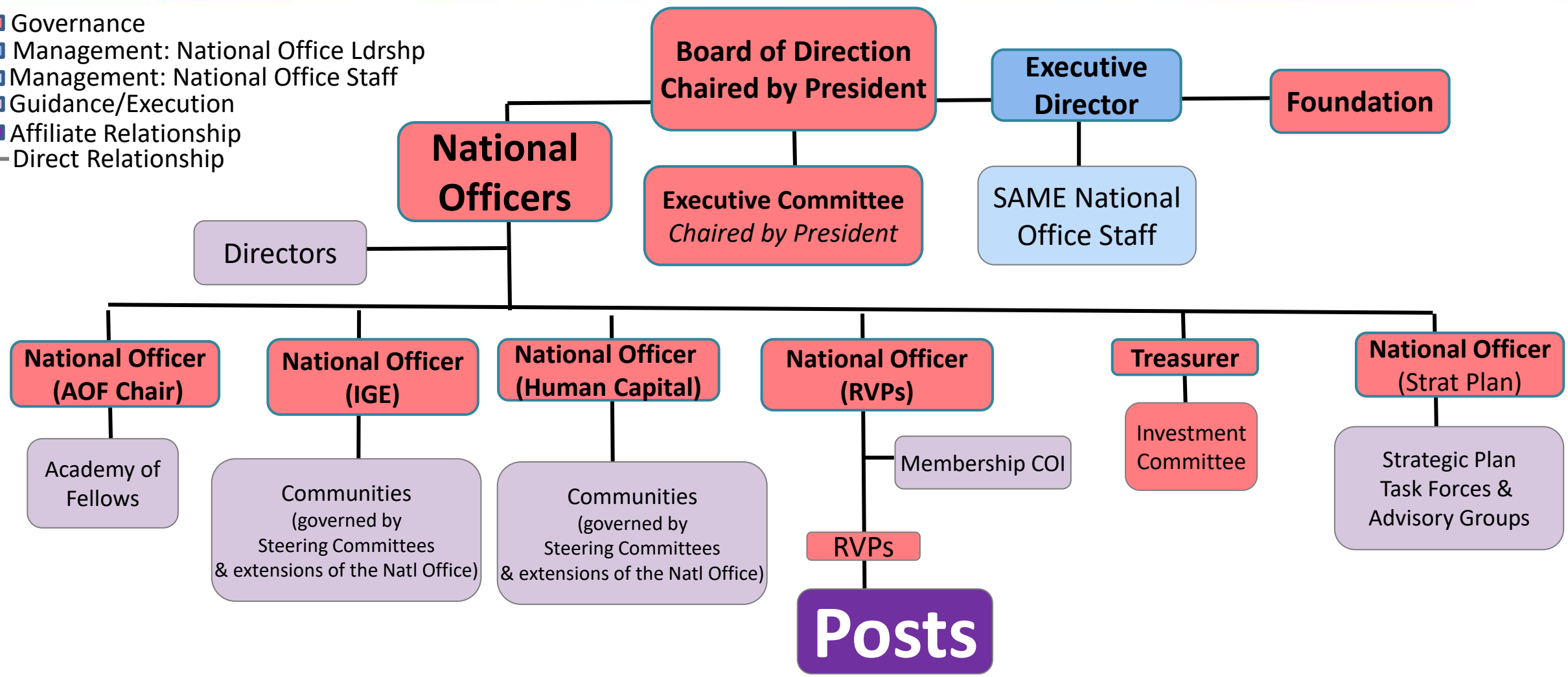
**Drive Partnerships** through focused industry-government engagement.

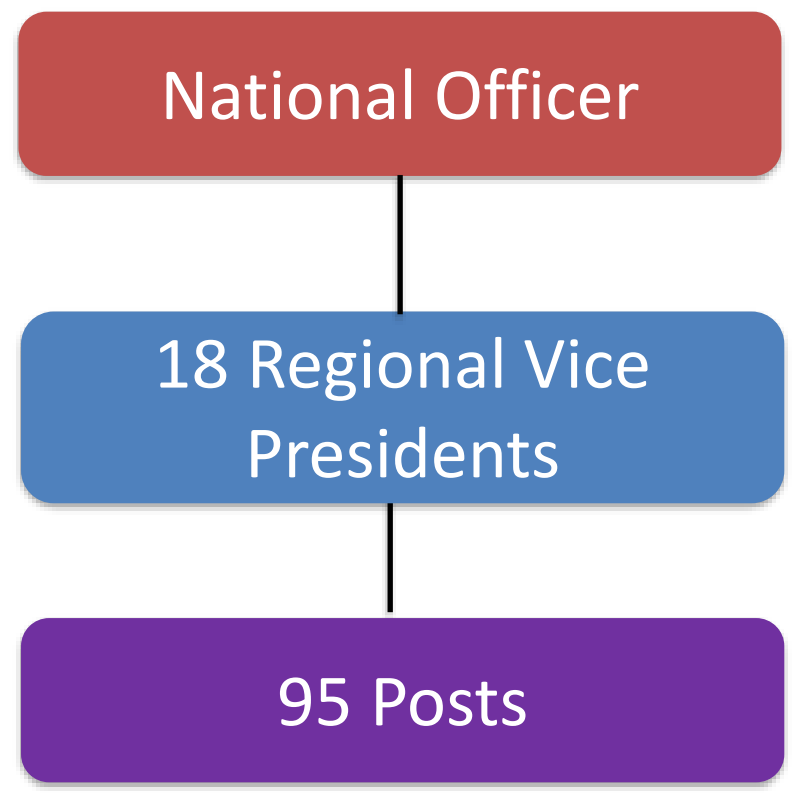
**Deliver Solutions** for critical infrastructure and mission readiness challenges.

**Develop People** to strengthen America's STEM pipeline and technical workforce.



- Governance
- Management: National Office Ldrshp
- Management: National Office Staff
- Guidance/Execution
- Affiliate Relationship
- Direct Relationship





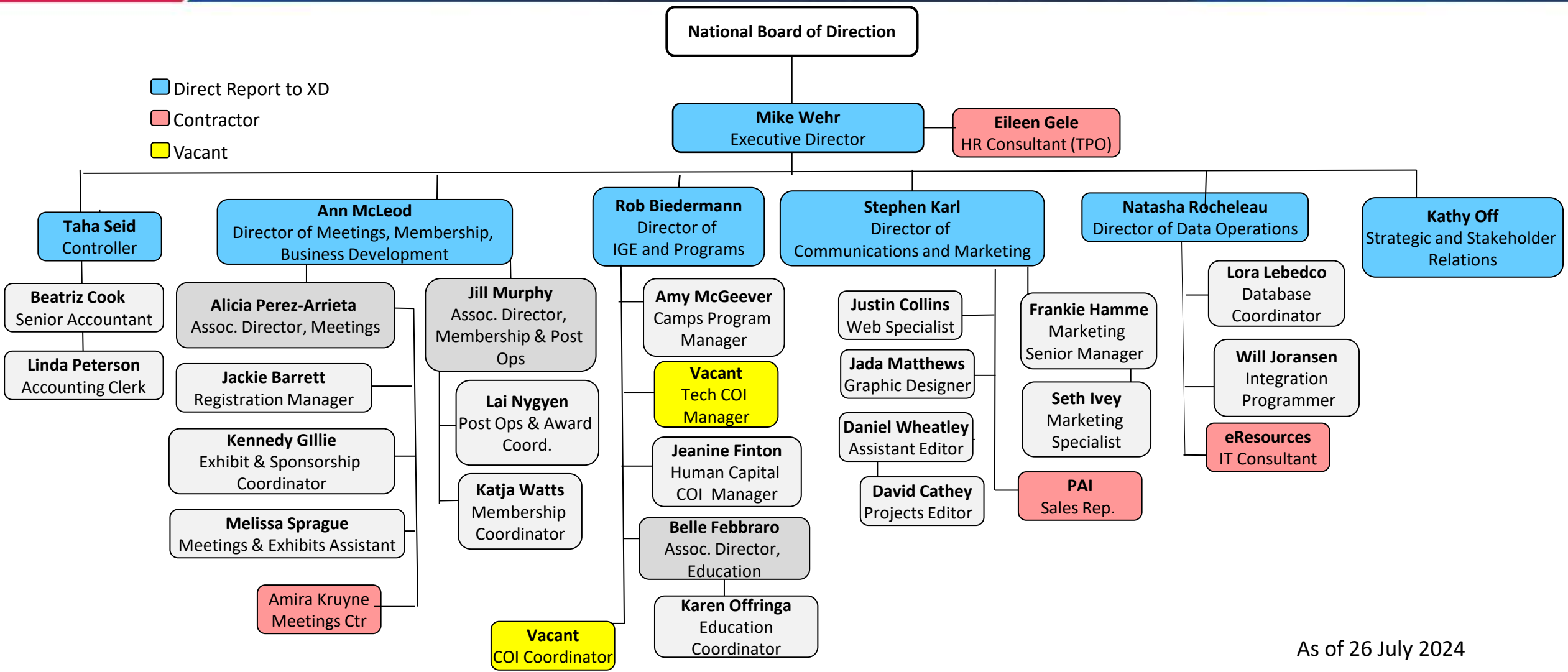
There are:  
18 Regions (geographic)  
95 Posts

All posts fall into a region.

All Posts are considered small, medium, or large based on the number of members. 2024 Thresholds are:

- Small: 1-175
- Medium: 176-450
- Large: 451+

# National Office Organization



As of 26 July 2024

[POSTS@SAME.ORG](mailto:POSTS@SAME.ORG)

- checked by multiple people...make it your default communication!

[WEBMANAGER@SAME.ORG](mailto:WEBMANAGER@SAME.ORG)

- for help on your SAME-hosted website

[PROGRAMS@SAME.ORG](mailto:PROGRAMS@SAME.ORG)

- for help on finding content or speakers

Membership & Post Ops Team

- Ann McLeod, Director – [amcleod@same.org](mailto:amcleod@same.org)
- Jill Murphy, Associate Director – [jmurphy@same.org](mailto:jmurphy@same.org)
- Lai Nguyen, Post Ops Coordinator – [lnguyen@same.org](mailto:lnguyen@same.org)
- Katja Watts, Membership Specialist – [kwatts@same.org](mailto:kwatts@same.org)

# What's in A Name?!

What's the  
correct way  
to refer to  
SAME  
aloud?

- Sammy
- Say-me
- Same
- S-A-M-E

S-A-M-E



# Society Acronym Guide

AOF – Academy of Fellows	COI – Community of Interest
CONUS – Continental United States	OCONUS – Outside Continental United States
CTW – Career Transition Workshop	EAG – Executive Advisory Group
EMS – Enterprise Management System	IGE – Industry Government Engagement
JECO – Joint Engineer Contingency Operations	JETC – Joint Engineer Technical Conference (SAME Annual Meeting)
LDP – Leader Development Program	NAICS – North Atlantic Industry Classification System
NLT – National Leadership Team	PDH – Professional Development Hour
RVP – Regional Vice President	SBC – Small Business Conference
SLO – Service Liaison Officer	TME – The Military Engineer Magazine
R2C – Rank & Review Committee	YP – Young Professional



**Career Transition Workshop – January/February**

**Capital Week – March (Members Only!)**

- Foundation Fundraising Reception
- DOD & Federal Agency Briefings
- IGE Summit

**JETC (SAME's Annual Meeting) – May**

**Post Leaders Workshop – August (Post + Nat'l Leaders Only)**

**Small Business Conference – November**

**Others as opportunities arise**

- Europe IGE Workshop – every other year in even years
- Department of State Industry Day – every other year in odd years

## Tri-Regional Joint Education & Training Symposium (JETS)

- Led by Posts in the Carolinas, South Atlantic, and South Central Regions

## Mega-Maryland

- Began as joint event between multiple SAME Posts and other AEC orgs such as SMPS

## NOVA and DC Posts: Small Business Conference

## Seattle, Portland, Tacoma: Meet the Chiefs

Coming together + pooling resources = further reaching event



# Pause



# A Glimpse into Membership

We will delve deeper into membership tomorrow, so this is a general overview.

If anything is unclear...please ask!!



# Current Membership Stats

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Category	Industry	Government	Nonprofit Academic	Retired/Life	Total
Organization Members	1,550	30	48	N/A	1,628
Individual Members	15,049	4,341	391	2,263	22,583

*Paid members as of 7/29/2024*

SAME has 2 types of member categories

- individual
- organization

Within each category, further classification based on “type”

- Public, private, etc.

Everyone renews annually on their anniversary date!

- We do not pro-rate

# Individual Membership Highlights

EVERYONE is considered an individual member!

Include 1 Post

Additional posts can be added for a fee of \$10 each

All individuals “own” their membership regardless of who pays.

Those transitioning from one employer type to another change rates at next renewal.





# Individual Member Dues

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Member Type	Rate (Effective July 1, 2024)
Private Industry Regular	\$150
Private Industry Young Professional*	\$95
Government Regular	\$75
Government Young Professional*	\$50
Academia or Non-Profit	\$75
Academia or Non-Profit Young Prof.*	\$50
Retired (not working in any capacity)	\$75
Student – full-time, undergrad or high school, aged 25 or younger	\$0
<b>Additional Post Fee, Per Post, Per Person</b>	<b>\$10</b>

Individual memberships include one Post. Additional Posts are \$10 per Post

\*Young Professional is an individual aged 39 and younger

# Corporate Membership Highlights

Include 3 to 6 individual memberships (depends on company size);

Additional individuals can be added for a fee at a corporate rate

All persons included in an organizational membership are considered individual members.

Includes 1 Post for the organization; additional posts can be added for a fee

Individuals “own” their membership – if they leave, they take it with them and will be invoiced individually.

Dues rate determined by employee size of ENTIRE company



# Corporate Member Dues

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Effective July 1, 2024				
Total Employee Count	National	Add'l Post Each	Add'l Individual	Add'l Young Prof
1-10	\$400	\$80	\$120	\$85
11-50	\$800	\$150	\$120	\$85
51-100	\$1,000	\$180	\$120	\$85
101-500	\$1,150	\$225	\$120	\$85
501-1,000	\$1,300	\$300	\$120	\$85
1,001-5,000	\$1,450	\$350	\$120	\$85
5,001 +	\$1,700	\$350	\$120	\$85
Government Agency	\$400/3years	\$80	\$120	\$85
Nonprofit/Academic	\$400	\$80	\$120	\$85

- Corporate memberships include 3 individual memberships for companies with 1-10 employees or 6 individual memberships for companies with more than 11 employees



# Annual Cycle of Post Requirements (May-Oct)

Month	Activity
May	<ul style="list-style-type: none"><li>Presidents meeting @ JETC</li><li>Distinguished Student Chapter submissions due</li></ul>
June	<ul style="list-style-type: none"><li>PLW Registration opens</li><li>AOF Nominee webinar</li><li>Submit Funding Support Requests to RVP</li></ul>
July	<ul style="list-style-type: none"><li>Presidents Call</li></ul>
August	<ul style="list-style-type: none"><li>PLW</li><li>Intention to apply for Fellow submissions due to RFPOC</li></ul>
September	<ul style="list-style-type: none"><li>Small Business Awards nominations open</li><li>Share info from PLW with BOD</li></ul>
October	<ul style="list-style-type: none"><li>AOF Nomination completed package due to RFPOC</li><li>LDP Application Process Opens</li><li>Presidents Call</li></ul>



# Annual Cycle of Post Requirements (Nov-Apr)

Month	Activity
November	<ul style="list-style-type: none"><li>▪ Small Business Awards presented @ SBC</li></ul>
December	<ul style="list-style-type: none"><li>▪ National Award Nominations open through 2/1</li></ul>
January	<ul style="list-style-type: none"><li>▪ Final Streamer submissions due 1/31</li><li>▪ Presidents Call</li></ul>
February	<ul style="list-style-type: none"><li>▪ Award nominations close 2/1</li><li>▪ JETC travel stipends available to Govt Presidents of Small/Med Posts</li></ul>
March	<ul style="list-style-type: none"><li>▪ Annual Reports due 3/31</li><li>▪ Streamer results available</li></ul>
April	<ul style="list-style-type: none"><li>▪ Student chapter reports due 4/15</li><li>▪ Presidents Call</li></ul>



**Take  
a minute.**

# What is IGE?

## **IGE is the cornerstone of SAME's enduring purpose.**

IGE stands for Industry-Government Engagement. It is the cornerstone of the Society of American Military Engineers' (SAME) enduring purpose. IGE brings together the public and private sectors to collaborate on issues of importance to the public sector AEC (Architecture, Engineering, and Construction) industry. This collaboration aims to deliver the government's mission, achieve technical excellence, and foster critical relationships.

IGE projects address specific critical issues in an attempt to:

- ***Solve problems***
- ***Better define issues***
- ***Define a path to further address the topic, with follow-on actions or other forward efforts.***

Projects should have defined:

- Exercises such as tabletop exercises
- Interactive Demos



**COMMUNITIES of INTEREST (COIs)  
offer members the chance to engage nationally with other professionals within the A/E/C industry.**

Our 15 COIs are technical, demographic, and programmatic. They support Posts with speakers and educational content, provide input to the creation of National Conference Calls for Presentation, and conduct peer reviews of submissions. Additionally, they develop and deliver relevant program content via webinars with PDH credits.

- Architectural Practice
- Construction
- Facility Asset Management
  - *Geospatial Working Group*
- Energy & Sustainability
- Environmental
- *Health Engineering Task Force*
- Joint Engineer Contingency Operations (JECO)
- Resilience
- Small Business

- STEM Outreach
- Engineering & Construction Camps
- College Outreach
- Young Professionals
  - *Credentialing Committee*
- Enlisted
- Leader Development
- Membership

# Questions & Thoughts

Let's Discuss



# Logistical Stuff and Reminders

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- The SAME National Office team is here for you! You'll know us by our red shirts / fleece! Ask ANYONE if you need ANYTHING!
- Icebreaker tonight at 5:30pm in the Vista Verde Dining Room
  - **Bring your Bingo Card!**
  - **Wear your name badge**
  - **Wear your "hometown pride"!**
- Speaking of name badges...your name is on it and...
  - The Post you represent
  - Your position at the post
- Lunch seating tomorrow is by REGION



# Support and Gratitude

- Remember we are here to support you and your Post.
- Have FUN tonight and throughout PLW!
- THANK YOU for JOINING US!

