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Upcoming Meetings:

- **Thurs. December 10th—MFESTS: Board of Directors Meeting**
- **Wed. December 16th—SAME Meeting**
- **Sat. January 23rd—Future City Competition**

Frequently Used Links:

- National website at www.same.org
- Post website at www.same-msp.org
- Listing of [Post Leaders](#)
- Listing of [Post Sustaining Members](#)

Next Meeting Presentation

Wednesday, November 18th, 2015

SciMath MN Focuses on Promoting STEM in the Community

Dr. Deborah Besser, PE

Director of University of St. Thomas Center for Engineering Education

Presentation Synopsis:

STEM, Science, Technology, Engineering and Mathematics are all topics dear to the hearts of SAME. The encouragement of these disciplines throughout our education system will be a key component to keeping the US a key player in the world and ensuring the resources are available to continue our industry's growth into the future. What are the current efforts to encourage the next generation to focus on these key elements? How can diversity and new ideas continue to be introduced into these fields allowing a deeper and broader understanding of the world around us and maintaining a competitive edge? What can we do as an individual and organization to encourage this key resource? This month's presentation by Dr. Deborah Besser of SCIMathMN and the University of St. Thomas will attempt to address some of these questions.

Speaker Bio:

Dr. Deborah Besser, is a licensed engineer with a breadth of teaching and engineering experience. Currently, she is the director of University of St. Thomas Center for Engineering Education and she teaches engineering education. Previous professional experience includes instruction in structural systems (steel, timber, concrete, masonry), statics, strength of materials, engineering economy, construction materials, construction management and graphic design. Dr. Besser, who holds a PhD in education, entered the K-12 education realm as program director where her responsibilities included design and implementation of K-12 engineering education programs, including Project Lead the Way. Prior to teaching, Dr. Besser was a design engineer with HNTB-CA, where she worked on seismic retrofits and new design of high profile transportation structures. The unifying theme of her vocational mission is that she is committed to building bridges.

Meeting Location:

LOCATION CHANGE: Wolfe Alumni Hall #ASC 378N, Anderson Student Center, University of St. Thomas, 2115 Summit Ave, St. Paul. Parking located at Anderson Parking Facility (corner of Grand Ave and Cretin Ave).

Agenda:

Social time and lunch (if you so desire) will be from 11:30 AM to 12:30 PM. A lunch will be available for the cost of \$15. Presentation will be from 12:30 PM to about 2:00 PM.

Please RSVP **no later than Friday, November 13th**, with your intent to either partake in the lunch or to come for the presentation only; this will help to ensure that an adequate amount of food is prepared. Either leave a message with Michelle Larson at **651-290-5632**, click the RSVP button in the left-hand column of page 1, or send an email to Michelle.J.Larson@usace.army.mil Please also advise if you have any specific dietary concerns with your RSVP.

Highlights of the Previous Meeting



Pictured above: Back Row (L-R): Jenny Miller (Pro-West & Associates Inc.), Gwen Davis (USACE Small Business Program), Mark Cooper (MN PTAC), Randy Czaia (US Small Business Administration MN District Office), Jon Gustafson (SAME Post President), Sherry Van Duyn (SAME Small Business Liaison). Front Row (L-R): Bill Forsmark (Barr Engineering Company), George Costilla (MNDOT).

Post President Jon Gustafson and Post Director and Small Business Liaison Sherry Van Duyn presented the Post Mug and Coin to the distinguished group of panelists that provided interesting discussion on the topic of **Strategies that DO and DON'T Work to Get Business from the Government**. Highlights included:

- Government hires best service and best price
- Know the government agencies and what they do, understand spending cycles and upcoming projects
- Become prequalified for MNDOT or other government programs if available
- Determine teaming, mentoring or joint venture opportunities prior to request for proposals
- Many contracts request a broad array of services so most companies would need a team to meet all requirements. Look to previous solicitation as a starting point.
- Look at current contracts for subcontract opportunities
- Have qualifications and certifications in place and know industry standards

- You have a better chance of winning a contract if you know about it in advance. You have a reduced chance of winning if you have no prior knowledge.
- Successful incumbents still need to do a great proposal to win the next one.
- Lead with core competencies when networking.
- Prepare a capability statement and use it as your business card.
- Get to know the following key people in the government agency: small business office, contracting office, program office, influencers/colleagues and users.
- Attend small business conferences and join professional societies (like SAME!)

A small business update includes a proposed change to the Mentor Protégé Program anticipated in 2016 to expand from 8(a) businesses to include all small business entities. Every small business can find a mentor.

Feel free to contact any of our panelists for more information or other questions, contact information was in last month's newsletter or the handout from the meeting.

A Note From the President



Readers,

Education is the cornerstone of any profession and we are thrilled to strengthen our relationship with the University of St. Thomas by having another joint meeting at their facility. Our Student Post continues to flourish and we are excited to support their continued success. These joint meetings offer a great venue for experienced professionals to engage and inspire the next generation of engineers, so I encourage each of you to attend and show your support. We will work with the Student Post to identify additional opportunities, e.g. resume review, mock interviews, etc., that will better prepare them in their careers, so keep an eye out for these notices as we will need your help. Thank you for reading and I hope to see you at the upcoming meeting.

-Jon Gustafson, Post President

**SOCIETY OF
AMERICAN
MILITARY
ENGINEERS
MINNEAPOLIS-
SAINT PAUL POST**

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St. Paul District
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Jon Gustafson,
Post President

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**A Look Into the Future:
Volunteers Needed for Future City
Competition!**



This will be the 14th year that teams from Minnesota have participated in the national Future Cities Competition and will be the 8th year that the SAME M-SP Post will be sponsoring a special award category at the Regional Finals for the team that best addresses "Readiness for Natural and Man-made Disasters. The M-SP Post needs the assistance of four volunteers on the morning of **Saturday, January 23, 2016 at Dunwoody College of Technology** to help select the team to receive our special award. If you are interested in volunteering, please contact **Peter Allen** at peter.allen@stantec.com or 651-604-4801.

Mark Your Calendar!

Be on the lookout in February or March for our annual Habitat for Humanity Volunteer Event! More info to come in December's newsletter!



www.same-msp.org

Society of
SAME
American Military Engineers
Minneapolis-Saint Paul Post