



## SAME Board of Direction Notes

1000-1430, Tuesday, May 22, 2018

Room 1501B, Kansas City Convention Center, Kansas City, MO

Did not Attend			
Shawn Moore	Tony Price	Gerald Morris	Rich Khalil**
Zeb Coulter**	Ronda Underwood**	James Coburn**	Tony Petrocitto
Joe Manous			

\*\*Non-voting

### Call to Order: 1000 hrs



Sal Nodjomian opened Board Day at 1000 hrs and received an unexpected visit from Father Time. Father Time gave Sal and the board a history lesson to help give some perspective on the last 100 years and the Society's Run to 2020. He challenged them to be true leaders and to determine the tools necessary for today's members to face America's engineering challenges. This set the tone for the breakout groups as shown in the agenda (Encl 1).

### Tools:

There were key tools that each group identified as key to assisting SAME achieve it's vision for the Centennial and beyond. The National Staff has the work group notes and is working to operationalize these ideas.

#### Group 1 – Best Practices

- #BeNiceBeAware: Example is the marketing campaign for JETC, using members to explain why they are members.
- #Ask: Ask what members want (use surveys), conduct all-calls for volunteers, if you don't understand what an IGE workshop is, ASK.
- #ChangeltUp: Less luncheons and more outside of the box activities for Posts. Change up your volunteers by using succession planning as a tool.

#### Group 2 - Recognition

- Use Membership (discounts and free years) as a form of recognition.
- Focus more on recognition and less on awards.
- Awards & Recognition Committee will assist with focus shift for Posts.

#### Group 3 - Metrics

- Understand the expectations of members with regards to what constitutes "participation."
- Measure participation by attendance, activity, or in other ways, keeping in mind that it is better to understand "engagement" rather than to measure it.
- Wish List Item: Have a Post level database to measure participation that rolls into Regional, then National level databases.

#### Group 4 – Military/Govt. Participation

- Enlisted recruiting & participation tools: Use scholarship money to fund credentialing fees. Identify value: Credentialing, Service, Fellowship, Training, Leadership Opportunities, Networking. Lean on new Membership Committee and Enlisted Committee to identify touch points.
- Govt. Civilian recruiting & participation tools: Use Committees & Councils as tools to identify touch points, attract and retain. Identify value: Training, Professionalism, Recognition.
- Officer recruiting & participation tools: Use IGE Plan as a tool to enhance efforts to this demographic. Value: Training, Professionalism, Collaboration, Leadership Opportunities, Transition (while this aspect is very important, this should not be a focus for recruitment of any military or government member).

#### Group 5 – Industry Participation

- Use LDP as a tool to increase participation from sustaining members.
- Market the value that already exists in the 2020 Strategic Plan/RT2020 Plans.
- Use Govt. training days (similar to SBC) at JETC and open it to industry to get the govt. training.
- Add Contracting & Acquisition training, maybe even as a track. Look into partnering with NCMA.

#### Group 6 – Partner Participation

- Committees & Councils are tools for increasing and maintaining strategic partnerships.
- SAME National relies on lobbying partners to further our interests without impacting SAME's non-profit status.
- Virtual tool: map of partner chapters in each area.
- Align partners with strategic objectives, create matrix to show objective from partnerships in one document.
- Volunteer participation with other organizations creates synergy, not competition.
- Use the new marketing team to show benefits of partnerships to members.

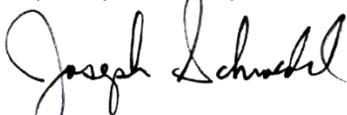
### Formal BOD Meeting

Sal Nodjomian called the formal board meeting to order at 1330 hrs. A majority quorum of 2017-2018 voting Board members was established (see non-attendance list above).

- John Mogge provided a SAME Foundation report (Encl 2).
- Joe Schroedel thanked several board members for their accomplishments in the past year. He then unveiled the Run to 2020 logo/coin to the board ([click here to see the meaning](#)). He also explained the Run to 2020 Dashboard again, with an increase in participation being the key performance indicator (KPI) of success.
- The board approved the consent agenda.
  - [Minutes BOD Meeting 14 NOV 17](#)
  - [Minutes FDN Meeting 15 NOV 17](#)
  - [Minutes FDN Meeting 5 MAR 18](#)
  - [Minutes FDN Meeting 9 APR 18](#)
  - [Minutes XC Meeting 13 DEC 17](#)
  - [Minutes XC Meeting 7 MAR 18](#)
  - National Election Results 2018 (Encl 3)
  - [Bylaws Proposal](#)
    - streamlining of committee and council governance.
    - President sets roles for President-Elect and Vice Presidents. The Academy of Fellows chair is a role to be assigned to one of those National Officers.

### Summary & Adjourn:

Sal Nodjomian recognized the outgoing board members with plaques. The incoming President, Marvin Fisher, revealed the theme of his presidency as we continue gaining momentum, "Just One More." He challenged the board to bring just one more person to a meeting, give just one more year, day, hour, or to donate just one more dollar. The meeting adjourned at 1430 and board members made their way to the WWI Museum for a Pep Rally and Reception.



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

Encl 1: Meeting Agenda

Encl 2: Foundation Report

Encl 3: Election Results



## SAME Board of Direction Discussions & Meeting Agenda

1000-1430, Tuesday, May 22, 2018

Room 1501B, Kansas City Convention Center, Kansas City, MO

TIME	AGENDA	BRIEFER
0800 – 0850	National Leadership Breakfast (Marriott Restaurant)	National Leaders <i>(by invitation)</i>
0900 – 0950	<b>New Board Member Orientation Rm 1501B</b> (only for new BOD)	Joe Schroedel
1000 – 1010	Call to order, Pledge of Allegiance, Welcome New Board Members	Sal Nodjomian
1010 – 1030	Opening Remarks & Annual Report Video	Sal Nodjomian & Joe Schroedel
1030	Virtual Chapter Commercial (3 min or less)	College Outreach
1030 – 1200	Work Group Breakouts ( <b>see encl 2</b> )	All
	• Group 1 – Best Practices	Cindy Lincicome
	• Group 2 - Recognition	Sal Nodjomian
	• Group 3 - Metrics	Buddy Barnes
	• Group 4 – Military/Govt. Participation	Mike Blount
	• Group 5 – Industry Participation	Marvin Fisher
	• Group 6 – Partner Participation	Heather Wishart-Smith
1200	LDP Commercial (3 min or less)	LDP Team
1200 – 1330	Working Lunch & Back-briefs	All
1330	Membership Committee Commercial (3 min or less)	Membership Com.
<b>Formal BOD Meeting</b>		
1330 -1335	Call to Order	Sal Nodjomian
1335 - 1345	Foundation Report	John Mogge
1345 – 1355	Centennial Program Milestones & Metrics	Joe Schroedel
1355 - 1400	Consent Agenda	Joe Schroedel
	<ul style="list-style-type: none"> <li>• Minutes BOD Meeting 14 NOV 17</li> <li>• Minutes FDN Meeting 15 NOV 17</li> <li>• Minutes FDN Meeting 5 MAR 18</li> <li>• Minutes FDN Meeting 9 APR 18</li> <li>• Minutes XC Meeting 13 DEC 17</li> <li>• Minutes XC Meeting 7 MAR 18</li> <li>• National Election Results 2018</li> <li>• Bylaws Proposal</li> </ul>	
1400 – 1415	Summary & Board Recognition	Sal Nodjomian
1415 – 1430	New President Remarks	Marv Fisher
1430	Adjourn	Sal Nodjomian
1430 – 1500	Break	
1500	<b>Load Bus to WWI Memorial</b>	Ann McLeod
1530 – 1600	<b>Pep Rally</b>	Sal Nodjomian
1600 – 1700	<b>Tour WWI Memorial</b>	
1700 – 1800	<b>Reception</b>	

# Encl 2



Update for the SAME Board of Direction  
May 23, 2018

## Fostering Engineering Leadership for the Nation

<http://www.same.org/foundation>

### Foundation Structure



**Board members:** Del Eulberg, Bud Griffis, Bob Van Antwerp

# Foundation Structure



**Board members:** Del Eulberg, Bud Griffis, Bob Van Antwerp

## Foundation work to date



- *Methodically* – “walking briskly”
- Small teams based on a broad strategy – outlined by the Foundation By-Laws
  - Clear alignment on the fiduciary differences between the Society and its Foundation
  - Ensure we maintain our focus on the “Compelling Need”
  - Understanding of the competitive market for philanthropic activities in place
  - Communications plan ready to deploy the “need” to the target market
  - Begin to generate more resources beyond the transferred funds with a 3 by 3 campaign
  - Test program for managing Post resources – policy and reporting working smoothly

# What can you do to help the Foundation?



- Be articulate about your Foundation
  - What it is and what it is not and help separate out the rumors from the facts
- Be an advocate for its broad purpose to individuals and corporations and organizations beyond our ranks
- Promote the “Compelling Need” – help us find the needy
- Volunteer to help the committees with their tasks – no board membership required to do this
- Stay current on the affairs of the Foundation – website monthly

## Encl 3 2018 National Election Results

In accordance with the Bylaws, nominating committees were appointed by the President & Executive Director and followed the procedures of the Nominating Guidelines. Nominating Guidelines are updated based on feedback from both committees.

### Members of the National Officers Nominating Committee (appointed by the President):

Mike Blount (Chair)	Bob Bevins	John Faulkner
Brian Hartless	John Hickey	Patrice Melancon
Richard Stump	Nick Desport (administrator)	

### Members of the Elected Directors Nominating Committee (appointed by the XD):

Buddy Barnes (Chair)	Joe Angell	Ben Matthews
Angela Nocera	Yvonne Simon	Ann McLeod (administrator)

Online voting for the SAME Board of Direction was conducted through the SAME national website, March 1 – April 15, 2018. The ballot contained voting instructions, candidate photos, candidate information, and their statement of interest for the position running for. Members were required to log in using their member account username and password. Only one vote was permitted per account. Voting was publicized in emails from the National Office, through links on the SAME website and links via SAME social media accounts, and in the March-April 2018 issue of The Military Engineer magazine.

The Tellers Committee met on Monday (4/16) to tabulate and certify the votes, which were confirmed by the SAME Director of Finance, Administration & Operations.

*TOTAL VOTES CAST: 791*

<u>President-Elect—(# of votes)</u> <b>Buddy Barnes     738</b>  <u>Vice President—(# of votes)</u> <b>Heather Wishart-Smith     733</b>	<u>Elected Director (4*)—(# of votes)</u> <b>Charlie Perham     558</b> <b>JJ Tang     548</b> <b>Marci Snyder     538*</b> <b>Ramon Herrera     538*</b> <b>Candis Hamilton (young member)     462</b> <b>(young member required IAW Bylaws)</b> <b>Omar Oweis (young member)     337</b>
--	---

\*In accordance with the bylaws, a run-off vote was conducted for the Elected Director tie:

Marci Snyder	16
Ramon Herrera	9

\*Also in accordance with the bylaws, since an Elected Director seat would be vacant for 2018-2019 (Joe Angell moving to Engineering & Construction Camp Committee Chair), the 2018-2019 President appointed Ramon Herrera to fill the vacancy for the 2018-2019 year.