



IMPORTANT: Each member is responsible for applying for his or her own PDHs after the conference. SAME cannot guarantee that all boards will accept all PDH credit; please check with your licensing board for more information.

NAME: _____

WEDNESDAY, NOV. 1, 2023

Time	Event	Credits	Attended?
1:30 P.M. - 2:30 P.M.	Successfully Navigating Subcontracting as a Small Business	1	
	Pitfalls of Teaming Agreements and Follow-on Subcontracts	1	
	The Relevance in Partnering	1	
	Ukraine Work Group Information Session	1	
	Seven Proven Processes to Optimize Proposal Management	1	
	Seven Words You Can't Say in Charrettes	1	
3:00 P.M. - 4:00 P.M.	Leveraging Market Research as a Service to Crack the GSA Code	1	
	Small Business Success on Large IDIQ Contracts	1	
	Doing Business with the Federal Agencies	1	
	Alternative (and Innovative) Delivery Methods for Construction	1	
	JV's: The Good, The Bad, Or The Ugly	1	
4:30 P.M. - 5:30 P.M.	All Things Contract Modifications	1	
	Avoid the Pitfalls of Mentor Protege Partnerships	1	
	Unlocking Federal Contracts with Key Personnel Credentials	1	
	Doing Business with DOD	1	
	Mega Trends Shaping Installations for the Future	1	
	Win More! Prepare, Execute, Win.	1	
Past Performance: Leveraging Success to Win Awards	1		
TOTAL FOR WEDNESDAY			

THURSDAY, NOV. 2, 2023 CONTINUED

Time	Event	Credits	Attended?
3:30 P.M. - 4:30 P.M.	Oh My OCI! Identifying and Avoiding OCI's	1	
	Innovative Tools to Get in the Door	1	
	Improve Your SF330: USACE Selection Process Overview	1	
	Hope Isn't a Method: Shrinking Industrial Base	1	
	Winning Technical and Pricing Proposals	1	
	Enough with the Rumors Around CMMC	1	
TOTAL FOR THURSDAY			

FRIDAY, NOV. 3, 2023

Time	Event	Credits	Attended?
9:00 A.M. - 10:00 A.M.	Don't Just Go With the Flow	1	
	Growing Your Business Through Targeted Subcontracting	1	
	Integrated Design and Construction Process	1	
	Essential Positions of a Winning Marketing Team	1	
	Legal Relief for Price Escalations, Material Shortages, and Delays	1	
10:30 A.M. - 11:30 A.M.	Successful Tactics for Growing Strategic Value	1	
	Understanding Surety: Effective Bonding for Federal Contractors	1	
	Construction Safety: Overview of the Updated EM 385-1-1	1	
	Unleashing Thought Leadership: Igniting Lasting Impact	1	
	Securing Government Buildings: Cyber Commissioning Insights	1	
TOTAL FOR FRIDAY			

THURSDAY, NOV. 2, 2023

Time	Event	Credits	Attended?
11:00 A.M. - 12:00 P.M.	Using Military To Fill Your Talent Needs	1	
	Risky Business: Managing Your Risk Effectively	1	
	Small Businesses Critical to Net Zero Goals	1	
	Military Installation Planning: Integrating APA Best Practices	1	
	Explosive Value: Leveraging and Communicating Past Performance	1	
	Small Businesses In Touch with Tomorrow	1	
2:00 P.M. - 3:00 P.M.	Strategies For Life After 8(a) Certification	1	
	Building Past Performance and Why It Matters	1	
	AFWERX Challenge Program	1	
	Unlocking Artificial Intelligence's Potential for Your Proposals	1	
	Navigating Net Zero: Debunking Expense Misperceptions	1	

TOTAL FOR 2023 SBC

Panel content and PDH credit has been verified by:

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

Attendee's Signature and Date