

**SAME – Charleston Post  
Member Meeting Minutes  
July 21, 2011**

The meeting started at 11:30 am and was held at North Towne Grill.

**Head Count: 50**

1. Theron Pickens opened the meeting and led the Pledge of Allegiance.
2. Al Hitchcock gave the invocation.
3. Theron Pickens starts the meeting with the following items:
  - a. Introduces Lt. Col. Aaron Altwies as the incoming President of the Charleston SAME Post. Lt. Col. Altwies gives the group and a short summary of his experiences with SAME.
  - b. Newly elected Board members asked to stand and each member introduces themselves.
  - c. Each SAME member present at the meeting asked to stand and do a brief self introduction to the group.
  - d. Announced the upcoming Member Meet & Greet planned for late August.
  - e. Theron Pickens, Lt. Col. Altwies and Len Dillinger presented: Barry Lewis (Programs Director), Anna Lucas (Membership Director), Blair Goodman (Young Member Chair), and Jeff Messick (Treasurer) with the Official SAME Carolina's Region coins in appreciation for their service to the SAME post.
  - f. Len Dillinger presented Jen Hays with the SAME Regional medal and plaque for her service and support to Programs and Fundraising for the SAME Post.
4. Barry Lewis introduced the speaker for the July meeting. Mr. David Rose of Rose Consulting LLC.
5. Mr. Rose presented "A Legal Review of Contract Submittals – Lessons Learned". It was a discussion on forming Teaming Agreements and Joint Ventures for the purpose of pursuing federal procurements and the importance of understanding the NAICS codes; set aside categories, and SBA rules. The slides presented by Mr. Rose can be found at <http://roseconsultingllc.org/>.

The Meeting was adjourned.

The next meeting is scheduled for August 18, 2011.