

# Exec Summary and Contents

Monday, August 15, 2011  
8:00 PM

SAME Fort Leonard Wood, NDIA St Louis and UM Extension conducted an open-to-all (who registered) discussion on August 10 2011 with the purpose to assist businesses in being more competitive for the ongoing construction boom at the Fort. Although open to all it was hoped to specifically engage Missouri businesses and small business of particular emphasis.

The program was designed to allow two-way conversation about the issues perceived to affect bidding competitiveness whether technical, bid evaluation or financial. The program was not designed to fix issues nor teach course but rather to identify responses public officials may engage and point to educational assets available to business.

The energy of the participants and the subscription rate of registration indicate that a gathering like this may be useful again. Aligning it with a larger networking operation as was done with this discussion and the SAME regional conference (Kansas City August 23-25) seems to extend the value of the discussion for industry.

Contents of this report are:

- A. List of people sorted by firms that attended the discussion or were very interested to attend but could not be accommodated.
- B. List of presenters
- C. Issues brought out
- D. Capability Statements
  - a. JE Dunn
  - b. SCI Engineering
  - c. CONTECH Construction Products
  - d. Oke-Thomas + Associates
  - e. Project Controls Group Inc
  - f. Black & Veatch
  - g. Patti Banks Assc
  - h. Shannon & Wilson
  - i. Rand Construction
  - j. Alberici Constructors
  - k. Tarlton
  - l. Geotechnology
  - m. Technology Business Group
  - n. Blakely Sheet Metal
  - o. Olsson Assoc
  - p. Code Consultants
  - q. Harold Butzer
  - r. Geotechnical Services Inc
- E. Presentations given
  - a. Fort Leonard Wood Mission and History
  - b. Kansas City District Military Construction Program
  - c. Fort Leonard Wood Public Works Sustainment, Restoration and Modernization
  - d. Bidding and Contracting with MoDOT
  - e. MoDOT General Services Contracts
  - f. UM Extension What you need to know to win Government Contracts
  - g. Partnering and Protégé-Mentor Relationships
  - h. Doing Business with the U.S. Army Corps of Engineers

Steve Tupper [tuppers@mst.edu](mailto:tuppers@mst.edu) (573) 329-8515