



Welcome to SMPS tampa bay

March/
April 2007



Shannon Corcoran Stein
SMPS Tampa Bay
President 2006-2007

"A Message from the President"

What a great start to the year we have had, with our meetings on economic outlook and transportation, both at capacity! It was so great to see you all.

I'm especially excited about this month's newsletter because we are featuring an area of SMPS that is very close to my heart - the *mentoring program*.

I "adopted" my mentor before SMPS had a formalized program in place. A few years ago, while I was working as a marketing manager at a civil engineering firm I became haunted by the question that I'm sure many of you have faced:

Should I stay or should I go?

In my case, this question applied not only to the

position but to the industry. In addition to my hard earned four years at the engineering firm, I also had spent some time marketing in the health care field, as well as working at a newspaper. I enjoyed my job, but I wanted more out of it.

Fortunately, when I shared my dilemma with an SMPS advisor Carol Scheafnocker, she suggested that I speak to Louise Ellrod, RS&H's Business Development Manager. Our first meeting for coffee stretched to two hours, and has been followed by many meetings and phone calls. We explored the different options for expanding my role as well as other places my skills could take me. Through her experiences in this field and in life, Louise has helped me arrive at the decisions that have shaped my career and my

personal life. She was a support when I went from an internal to external marketing role, when I was approached about taking a leadership role in my current company, when I decided to take the presidency of SMPS and, most recently, when I went from career woman to working mom. (It's been a busy three years!) And now I am passing on what she has instilled in me to the "next generation."

SMPS National's new message is **Advocate, Educate and Connect**. If you are a senior level marketer, take a moment to call JR Kozera at 813.971.3882 and sign up to be a mentor. All of that knowledge you have is just waiting to be imparted!

See you soon,
Shannon

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Editor
Stephanie L. Fountain

Newsletter Advisor
Joe House

2007 Calendar of Events



March 12, 2007
Charity Golf Tournament Benefiting Big Brothers Big Sisters.
Cheval Golf and Country Club, Lutz

March 15, 2007
Indesign (full day)

March 20, 2007
Overcoming Adversity lunch
The Bamboo Club

April 10, 2007
The Basics of Business Development in the A/E/C Marketplace (full day)

April 19, 2007
Time Management (lunch)

May 10, 2007
"Taste of SMPS"
Florida Estates Winery
St. Petersburg, FL

May 11, 2007
Marketing Forum (full day)

June 21, 2007
PowerPoint (1/2 day)

July 19, 2007
How to Work the Room (lunch)

August 9, 2007
End of Year Awards and Gala
"Le Casino Royale"
Benefiting Pediatric Cancer Foundation
Quorum Hotel, Tampa



SMSP Tampa Bay Board of Directors holds board meeting at Teaching Tools for Hillsborough Schools.

TeachingTools for Hillsborough Schools

At every SMPS meeting we have been collecting for Teaching Tools for Hillsborough Schools. You can continue to support this fabulous organization with any donations possible. This can also include corporate product donations and the following Teachers' Wish List:

- ♥ Basic supplies that students use every day: Pencils, crayons, paper, books, pens, backpacks, erasers, glue, rulers, markers, notebooks, paints, pencil boxes.
- ♥ Non-Traditional materials: Magazines, bulk paper, labels, office supplies (new and used), promotional items, Styrofoam, cardboard tubes, toys, craft and art supplies.

Donations are accepted
Monday - Friday
9:00 am - 5:00 pm.

Teaching Tools for Hillsborough Schools
3719 Corporex Park Drive, #400
Tampa, Florida 33619
Phone: 813.620.2949

Our Report Card October 2002 - October 2006

Value of Total Supplies Distributed	\$3.19 Million
Pencils taken to Classrooms	284,186
Books taken to Classrooms	82,475
Teacher Visits	13,123
Value of Product Distributed daily	\$8,000-\$10,000
Average Value of Monthly Shopping Visit	\$200-\$250
Volunteer Hours	13,757
Individual & Corporate Donors	400+
Total Population of Students Served	50,000+





CALL FOR ENTRIES

2007 SMPS Marketing Communications Awards


SMPS Thanks the MCA Sponsors

Platinum Sponsors


FROM DCORP: DESIGN, PRINTING, MARKETING, GRAPHICS, VIDEO

Gold Sponsors




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Cosponsoring Sponsors



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KIRKWOOD PRINTING



SKANSKA

Society for Marketing Professional Services

2007 NATIONAL MARKETING COMMUNICATIONS AWARDS

Honoring Excellence in Marketing Communications for Professional Services Firms

DEADLINE: FRIDAY, APRIL 6, 2007

SMPS Society for Marketing Professional Services

QUESTIONS?

Visit www.smeps.org/mca for more information. Or you can e-mail us at awards@smeps.org or call 800.292.7677, x231.

The annual SMPS Marketing Communications Awards (MCA) Program recognizes excellence in marketing communications by professional service firms in the design and building industry.

Awards are presented in 18 categories. Open to both SMPS members and non-members, this program provides an unparalleled opportunity for firms to showcase their best marketing efforts each year.

Feedback and trends identified by program jurors are provided to all entrants. Entering is easy, and there's no limit to how many categories your firm can enter.

Entry Deadline:
Friday, April 6, 2007

For further details, please visit:
<http://www.smeps.org>

The Basics of Business Development in the A/E/C Marketplace

The Basics of Business Development in the A/E/C Marketplace

SMPS, the A/E/C industry's preeminent source for business development education, invites you to attend "The Basics of Business Development in the A/E/C Marketplace." Whether you're new to business development or looking for a structured refresher, this is the course for you.

- Do you really understand the business development cycle?
- How are you cultivating leads and sales?
- Do you have a formal process for contact management in place?
- Can you articulate your company's unique value proposition?
- Are you successful at networking?
- Is your network generating sales for you and your firm?

If you cannot answer the questions above confidently and positively, you cannot afford to miss this seminar!

This interactive, one-day program will provide you with tools and valuable information specific to your business development concerns. You will be challenged to evaluate the effectiveness of your current sales efforts, to strengthen your firm's business development strategy, and to role play effective business development solutions to difficult situations. You'll return to the office with the following resources:

- 100-page business development workbook
- Business Development Resource List.



"Comprehensive and motivating workshop! The workshop provided the essential tools, processes, methods."

"Very practical approach to improve strategy and technical execution."

About the Instructors

The faculty represents some of the most successful architectural, engineering, and construction firms in the United States. The instructors are senior executives within their firms—seasoned, active practitioners of business development with responsibility for bottom-line contractual results. Combined, they offer decades of practical experience.

The experts will tell you: Brilliant staff, extraordinary management, sophisticated systems, and a great marketing plan amount to nothing if you don't have work. Led by top-notch practitioners with stellar records of winning work for their firms, this seminar will teach you the skills and methodologies for developing and maintaining a successful business development program for your firm.



"Thought provoking, energizing speakers, and readily applicable materials. I will send colleagues to future workshops."

April 10, 2007

The Centre Club
123 South Westshore Boulevard,
8th Floor
Tampa, FL 33609

SMPS, the A/E/C industry's preeminent source for business development education, invites you to attend "The Basics of Business Development in the A/E/C Marketplace."

Whether you're new to business development or looking for a structured refresher, this is the course for you.

Earn CEUs

The Basics of Business Development in the A/E/C Marketplace is approved for 6.5 hours of Certified Professional Services Marketer CEUs and AIA LU Hours.

Registration Fee

The registration fee includes course materials, continental breakfast, lunch, and coffee breaks.

SMPS or PSMA Member: **\$395**
Nonmember: **\$495**

Team Discount

Teams of three or more employees from the same company benefit from a \$50 discount on each applicable registration rate above. Team registrations must be faxed to 703.549.2498.

To Register

Online at www.smps.org
800.292.7677, x229

or Complete this form and mail with payment to:

SMPS, Attn: Education
99 Canal Center Plaza #330
Alexandria, VA 22314
703.549.2498

Cancellation Policy

Cancellations must be received in writing and sent to SMPS, Attn: Education Dept., 99 Canal Center Plaza, #330, Alexandria, VA 22314. The registration fee minus a \$25 processing fee will be refunded if cancellation is received two weeks prior to the event. No registration fees will be refunded with less than two weeks' notice. A substitute may attend for no extra charge or the registration can be transferred to the same event in another city provided SMPS is notified of the substitution or transfer prior to the start of the event.

Questions? For more information or special needs, call 800.292.7677, x228.



Registration

FIRST NAME _____

LAST NAME _____

TITLE _____ COMPANY _____

STREET ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____

E-MAIL _____

SMPS MEMBER # _____ PSMA MEMBER _____

Registration Fee

SMPS/PSMA Member: **\$395**

Nonmember: **\$495**

CHECK ENCLOSED (MADE PAYABLE TO SMPS)

VISA MASTERCARD AMERICAN EXPRESS

TOTAL PAYMENT _____

CREDIT CARD # _____

EXP. DATE _____ SECURITY CODE _____

SIGNATURE _____
(required for credit card payments)

Dates & Cities

- March 13, 2007 • New York, NY
- April 10, 2007 • Tampa, FL
- April 24, 2007 • Houston, TX
- April 27, 2007 • Minneapolis, MN
- May 8, 2007 • Portland, OR
- August 22, 2007 • Washington, DC

Registration Fee

The registration fee includes course materials, continental breakfast, lunch, and coffee breaks.
SMPS and PSMA Members: \$395 or Nonmember: \$495

To sign up, please register here: <http://www.smps.org>

Monthly Member Spotlight

For the month of March



Peter Houck, CPSM
The ADP Group



Peter Houk is the Managing Partner for The ADP Group. Peter has a diverse background of project management and business development experience established in the field of lightweight tensile structures. Peter has a Bachelor's Degree of Architecture from the University of Illinois and received several design awards, including the Edward C. Earl Prize.

As the general manager of building systems divisions for major US Corporations, he was instrumental in the development of the fabric building systems utilized on projects such as the Pontiac Silverdome, BC Stadium in Vancouver, and the Haj Terminal in Jeddah, Saudi Arabia.

Peter is currently serving as mentor within the SMPS Mentoring Program. SMPS thanks Peter for his time and dedication to the Mentoring Program.

For the month of April



Kristin Carlson
Creative Contractors



Kristin Carlson is a New Business Developer for Creative Contractors in Lakeland and a mentee within the SMPS Mentoring Program. Kristin was born and raised in Michigan before attending Florida Southern College in Lakeland where she received a B.S. in Political Science with a minor in psychology in 2004.

Kristin began her career with Creative Contractors in 2003, when she was working part-time as an administrative assistant at Lakeland Regional Medical Center. There, she helped complete numerous projects, most notably the \$57 million B-Wing project, a new 9-story bed tower. After graduating, Kristin moved into marketing new business development for Creative's Lakeland office. Her primary focus is to grow Creative's market share in Lakeland and its surrounding areas. Kristin is very active in the community and devotes her time to Emerge Lakeland, Central Florida Development Council, Lakeland Economic Development Council, and the Lakeland Chamber of Commerce.

"Anyone who knows Kristin Carlson will attest to the fact that she is a dedicated and hard worker. Creative Contractors is certainly grateful to have her."
- Creative Contractors

Career Opportunities

Business Development Professional
QORE Property Sciences

Graphic Designer
Wade Trim, Inc.

Marketing Assistant
Circa Telecom

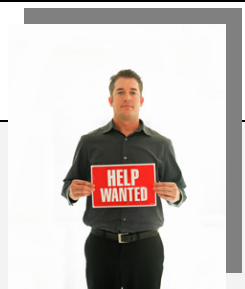
Communications and Pursuits Strategist
Porter Consulting

Director of Business Development
PCS

Manager Business Development
Sorrell Search

Please refer to the Tampa Bay SMPS website for more details.

If you wish to advertise your postings for career opportunities, please contact Michelle Casale at Michelle.Casale@clarkconstruction.com.



8th Annual SMPS Tampa Bay Charity Golf Outing

Monday, March 12, 2007
11:00 am – Shotgun Start
10:00 am – 11:00 am – Registration and Lunch
4:30 pm – 6:00 pm – Dinner, cash bar, awards and raffle drawing

Cheval Golf & Country Club
3939 Cheval Boulevard, Lutz, FL 33549



• CONTESTS •

PUTTING & HOLE-IN-ONE
Prizes front and back nine
Bill Curry Ford's Deluxe Fishing Trip
Bob Wilson Dodge - 2007 Vehicle



Benefiting
Big Brothers Big Sisters
of Pinellas County

• SPONSORSHIPS •

Mentor @ \$600: _____

Includes 4 golfers, 2 hole signs, lunch, dinner, verbal recognition, signage w/logo, 1 mulligan and 1 raffle ticket per player

Individual Golfers @ \$125 each: _____

Beverage Carts 2 @ \$300 each: **SOLD**

Beverage Stations 2 @ \$300 each: _____

Longest Drive 2 @ \$200 each: _____

Closest to Pin 2 @ \$200 each: _____

Number of Hole Signs @ \$150 each: _____

Donation @ \$25, \$50, \$75, other: _____

Awards Dinner Only, \$50 Per Person: _____

TOTAL: _____

Special Thanks to our Corporate Sponsors



**YOUR LOGO
HERE!**

Lunch Sponsor

Dinner Sponsor

• GOLFERS & HANDICAPS •

1. _____
2. _____
3. _____
4. _____

Check box if you wish to keep 4-some together

We have
"Gecko Golf"



• REGISTRATION FORM •

Company: _____

Phone Number: _____

Contact Person: _____

Email Address: _____

Fax completed form to Lynn Rutan @ 727-573-7734

Info. call Lynn @ 727-573-3612 (210) or lynnr@christianocc.com

Mail form and check to: Lynn Rutan c/o Christiano Construction Co., Inc. 13790 Roosevelt Blvd., Clearwater, FL 33762

Please make **checks** payable to: **SMPS TAMPA BAY**

CREDIT CARD: VISA MC AMEX Exp. Date: _____

Card Number _____ Authorized Signature: _____

Last chance to sign up!!!! Fax form to 727-573-7734!

Membership Drive

*Spring is in the air & we are looking to multiply...
Our Membership!*

*We welcome you to join us in our Annual
SMPS Tampa Bay Membership Drive, hosted April-May 2007.*

Looking to become a member?

- \$50 rebate for joining between April 1 – May 31
- Discount & freebie programs offered as an introduction
- Great opportunity to network with new faces

Already a member?

- Get credit for every new member you recruit.
- Recognition and awards at the End of Year Gala
- Great opportunity to network outside our membership

Gotta have rules...

- Just complete your application and send to Jessica Minnick
- Must write name of member who referred you on the application so they get credit for a prize
- Have fun.....see how easy!!

Thank you to our sponsors...



Want your logo here?
Contact Melanie Jantschek
813.740.2300
mjantschek@kci.com

Call for Sponsors

- Monetary: \$300 members; \$400 non-members
 - Logo on all prospect announcements (Over 100 prospects!)
 - Logo on boards at all associated programs welcoming our new members
 - 2 free admissions to May social
 - Recognition at End of Year Gala
- Prize: Prize valued at \$100 or more
 - Logo on all prospect announcements (Over 100 prospects!)
 - Recognition at End of Year Gala

Send your registration to:

Jessica Minnick
813.989.1354
jminnick@tierraeng.com
7805 Professional Place
Tampa, FL 33637



Marketing Forum: Mastering the Domains of Marketing

SAVE THE DATE

Join us on Friday, May 11, 2007 for an intensive, interactive day of educational sessions designed to help you master the Six Domains of Marketing.

You'll be surprised by how much more there is to learn...

- Marketing Research ▾
- Marketing Plan ▾
- Client and Business Development ▾
- SOQ's/Proposals ▾
- Promotional Activity ▾
- Information, Resource and Organizational ▾

Six Domains of Marketing



Business with SMPS

SMPS

Society for Marketing
Professional Services

Why Should Someone Do Business with SMPS?... Rather Than Someone Else?

Don't fight change; master it by taking these steps:

1. Shift your perspective. Think differently. (Yes a cliché, but think outside the box, since much of what we do is habit or tradition)
2. Re-order your priorities. (Do what is "really" the most important)
3. Overcome the fear of flying. (We all have make decisions and try things that are uncomfortable)
4. Get focused. Stay focused.
5. Simplify. (There is enough complexity in today's world remember the old axiom KISS-Keep it simple)
6. Be flexible.
7. Become a problem solver. (What problems can we solve for our members?)
8. Energize.
9. Listen. (Always challenging for each of us)

Ask yourself: What changes have you implemented in the last month?
In the last six months?

Notes from The Sam Geist Seminar – Why should someone do business with you... at the PCMA Conference.

"Leadership is lifting a person's vision to higher sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations."

~Peter F. Drucker

2006-2007 Monthly Program Sponsors

September:

Biltmore Construction
Johnson Engineering
McKim & Creed

January:

Audio Visual Innovations
Bayside Engineering
FAST

We have new opportunities for program/ event sponsorship please contact,

October:

Bessolo Design Group
ASC geosciences inc.
Creative Contractors

February:

Aerial Innovations
HW Lochner
RS&H
R.W. Armstrong
Tierra

Melanie Jantschek,
Sponsorship Committee
Chair at 813-917-2716.

November:

Audio Visual Innovations
RS&H
Bayside Engineering

SMPS Member Announcements

Ms. Lisa Gibson has joined the Tampa office of Baker Barrios Architects as their Business Development Manager.

Mr. Bill Vicary has joined DooleyMack Constructors, LLC as their Director of Business Development.



Mr. Devin Prater has joined BST Global as their Marketing Communications Manager.

If you wish to make an announcement, please contact Stephanie Fountain at shughes906@aol.com.

“Emerging or Alternative” Modes of Transportation Luncheon Recap

Meeting Sponsors:
Aerial Innovations
HW Lochner
RS&H
R.W. Armstrong
Tierra

It was standing room only at the Centre Club for SMPS Tampa Bay's annual transportation luncheon this past month. Attendees were treated to an outstanding panel that included Sinam Al-Khafaji from DayJet, a new on-demand, per-seat jet service, C.C. "Doc" Dockery, who is a rail activist from Polk County and a member of the Florida High Speed Rail Authority, Donald J. Skelton, P.E., District Seven Secretary for FDOT, and Joe Smith representing the Tampa Bay Partnership and its transportation initiatives.

Mayor Pam Iorio, who was originally scheduled to moderate the panel discussion, sadly was unable to attend due to family emergency. Karen Raihill, who is a local corporate communications professional and most recently associated with the Tampa Bay Partnership, stepped in at the last minute to moderate the program.

The new regional transportation planning authority encompassing eight west Florida counties is a positive move that will focus on the entire area's transportation needs.

- Polk County really is the center of the universe, at least when it comes to state-wide transportation planning.
- Transportation should be about choices and we don't have a lot of them in Florida now.
- Florida, and particularly the Tampa Bay region, does not receive its fair share of transportation revenues.
- Transportation should be about choices and we don't have a lot of them in Florida now.
- The business community is, and needs to be, a leading force for better transportation funding, planning, and implementation.
- The bullet train / high speed passenger rail is not on the top of Governor Crist's list but it's not off the list either.
- Even the FDOT admits that we cannot keep building more roads to solve Florida's mounting transportation needs.
- Twenty years is not a long period of time and planners need to start thinking in twenty year periods.



- The trolley in downtown Tampa will, eventually, become an integral part of how we move people around in a coordinated, fuel efficient, convenient, and quick transportation network that we will be building for our children, not ourselves.
- DayJet, the per-seat, on-demand corporate jet service at commercial airline prices newcomer, is creating a huge buzz among transportation planners. The company will operate a fleet in excess of 300 very light jet aircraft from Eclipse Aviation Corporation that seat only three passengers. (It's a very cool concept so pay attention.)

Written by Mindy Bacon, CPSM

Coordinating committee included:
Susan Boda, Tindale-Oliver & Associates, Inc.
Mindy Bacon, CPSM, Bacon Group, Inc.
Melanie Jantschek, KCI Technologies, Inc.
Brenda Tillmann, R.W. Armstrong, Inc.



SMPS presented Hillsborough County Children's Emergency Shelter Program a check for \$10,000.00.

Overcoming Challenges – in a Mentoring Relationship

SMPS

MENTORING PATHWAYS

Society for Marketing Professional Services

Overcoming Challenges – in a Mentoring Relationship

By Dennis Paoletti, FSMPS, FAIA

This is the fourth article in the series on mentoring and career development. This article identifies potential stumbling blocks in any good relationship between a mentee and mentor; and how to successfully handle them.

The easy way to avoid mentoring is to say that there are too many obstacles. However, marketers are typically tenacious, and use to overcoming all sorts of obstacles in their careers. Just think about making cold calls, getting involved in new markets, or convincing upper management to go with new ideas. Challenges? Yes. Easy? No. Worthwhile? Yes. So what's so difficult about mentoring?

Perceived Obstacles

Many of the perceived obstacles are the same for a mentee as they are for a mentor:

- Fear (from being “uncomfortable,” to literally shaking in your boots at the thought)
- Distance (being too far away to sustain a relationship)
- Lack of time (needs no explanation)
- Perceived inadequacy (Can I do this? Why would anyone want me?)
- Incompatibility (a potential stumbling block not realized at first)
- No one ever asked me (but it has been on my mind)

These are just a few “obstacles” that come to mind.

Overcoming Obstacles

Overcoming obstacles can be rewarding and beneficial to one's career, no matter what stage of development. Having a mentoring relationship might very well spare you the process of trial and error, and maybe even avoid an embarrassing experience, often known as “the school of hard knocks”; however probably the most significant benefit for a mentee is the rapid advancement of their career. For the mentor, transferring their knowledge and know-how is one of the most gratifying experiences one can have. The results for both mentee and mentor can range from the unexpected to the unimaginable.

So, how are we going to proceed to make this mentoring relationship work? First, tell yourself that you want to engage in mentoring. Set it as a goal: for this year or better still this month. Convince yourself, if you need

Overcoming obstacles can be rewarding and beneficial to one's career, no matter what stage of development.



Overcoming Challenges – in a Mentoring Relationship continued

SMPS

MENTORING PATHWAYS
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convincing, that it will be worth your while. Realize that it may not be easy. It may take more than one try.

For Mentees – think about whom you admire in the industry. Who has the experience and knowledge that you would like to have? Make a list of those individuals and begin to focus making sure you do want to engage that person. Are they respected in the industry? Do they have a strong character and good values? Ask others in the industry about the individuals on your list. Do your due diligence.

It might even be simply listening to the struggles of someone new to the field.

For Mentors – realize the depth of experience and wealth of knowledge you have acquired during your career. As long or short as it might be, there is someone out there who could benefit from your knowledge and experience. Pass it on. Mentoring doesn't necessarily have to be a life-long commitment. Try it. See if there isn't someone out there who might be interested in learning from you. It might be how to get, or "qualify" a lead. It may be how to deal with project managers and/or principals when it comes to marketing issues. It might even be simply listening to the struggles of someone new to the field.

Breaking the ice might be the biggest challenge. At some point, you must be rather direct and come right out and ask if an individual would consider being your mentor, or mentee. This should preferably be done in person. Discuss openly what you expect to get out of the relationship, and how long you would like to try it. Remember, it may take some time; so be willing to stay with the program for at least a few months, if not longer. Mentoring can be done "long-distance." A mutually agreeable schedule for discussions via phone or email will work.

It may not be easy and it may take more than one try. But you're all marketers; you understand challenges and how to overcome them; so go out there and JUST DO IT! You will experience personal renewal to your job and your career. You will have a fresh perspective about the importance of relationships, and you will benefit from accelerated career accomplishments and advancement.

Let me know what comes of your efforts; and if you need any help, or have questions, don't be afraid to call on me.

ABOUT THE AUTHOR



Dennis Paoletti, FAIA, FSMPS is a past member of the SMPS National Mentoring Committee and a Principal Consultant at Shen, Milsom & Wilke in San Francisco, CA. He can be contacted at dpaoletti@sf.smwinc.com.



“Taste of SMPS”



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Contact
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813.740.2300
mjantschek@kci.com



“Taste of SMPS”

Come network and get a “taste” of SMPS and Florida premium wines!

Thursday, May 10th
6:00 – 8:00 P.M.

Florida Estates Winery

3101 37th Avenue North
St. Petersburg ~ Florida 33713

Guests: FREE!!

Join SMPS between April 1st – May 31st and receive a \$50 rebate!!

Members: \$10 with a donation to Teaching Tools or \$20 without a donation

Refer a new member to the SMPS Tampa Bay Chapter and win big prizes!!




Items Needed:

- ✦ Scissors
- ✦ Paper Reams
- ✦ Pencils
- ✦ Crayons
- ✦ Notebook Paper



NEW!!!!!! SMPS Tampa Bay Members

November:

Stephanie B. Dasher, BCI Engineers & Scientists Inc
Marion Harris, SSRCX
Cindy A. La Rue, Stantec Consulting

December:

Beverly J. Lueschen, DMJM Aviation/AECOM
Beth A. Lukens, Urban Studio Architects
Christopher A. Moor, AISC Marketing LLC

January:

Sara M. Crawford, David Conner & Associates
Ryan Muldoon, Hardin Construction Company LLC
Randall Reid, Hardin Construction Company LLC

February:

Leigh Andrews, TBE Group, Inc.
Jeff Alan Rosiek, TBE Group, Inc.

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Silver Sponsor



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In-Kind Sponsor



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*"A leader must have
the courage to act
against an expert's
advice."*

~James Callaghan

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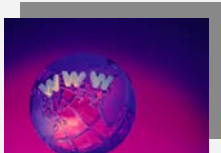
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813.622.8900



Check us out at:

www.smpstampabay.org

Any comments or articles you wish to add, please contact Stephanie Fountain at shughes906@aol.com or 813.787.1913.