



Membership and Sponsorship Committee

Roger Herdy, C.E.M.

Government Energy Solutions

Energy Huntsville Monthly Meeting

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INTRODUCTION and BLUF for Membership and Sponsorship Committee

Energy Huntsville was formed with three overarching objectives*:

- Networking and Education
- Supporting Entrepreneurs
- Promoting Huntsville

**BLUF: How to Execute the Mission of this Committee:
Expand Membership and Promote Sponsorship**

Obvious Approach to Drive Membership and Sponsorship: Marketing and Communication (previous example)

8 Redstone Rocket November 23, 2016

Redstone Arsenal: America's Garrison of the Future!

Military Scene

Huntsville Center, industry share energy solutions

By WILLIAM FARROW

Engineering and Support Center, Huntsville Public Affairs

Representatives from the Engineering and Support Center, Huntsville participated in Energy Huntsville's Energy Summit 2016 Nov. 15-16 at the Davidson Center on the campus of the U.S. Space & Rocket Center.

Huntsville Center's Energy Division earned the Corps of Engineers' 2016 Good Neighbor Award for its collaboration and partnership with Energy Huntsville, a volunteer-based, nonprofit dedicated to growing the region's economy in the energy sector and establishing the city as the "go-to technology center for solutions to energy programs and projects."

Matthew Urbanic, Huntsville Center Energy Division contracting officer, said Huntsville Center program managers and contracting officers leveraged this event to build and maintain strategic relationships across the industry, and to both share and gain lessons learned from their previous projects.

"This was an excellent opportunity not only for the government and industry to exchange ideas, but also for businesses of every size to develop their own projects and partnerships," Urbanic said. "The Corps considers events like these essential for 'cross-leveling' fundamental knowledge of industry trends

and innovations to make what we all do better."

Urbanic spoke at the summit during a segment titled "Building bridges between small business, large business and the federal government."

"The Corps of Engineers has long considered small businesses to be the economic engine of our great nation," Urbanic said. "They bring agility, energy and expertise to any of our projects, and their knowledge of their own communities gives insight that simply can't be gained otherwise."

Porscha Porter, Huntsville Center's Energy Division branch chief for Strategy and Business Management, moderated a panel focusing on federal government energy initiatives and partnerships.

One of the Strategy and Business Management Branch missions is to help other agencies and communities develop similar partnerships to achieve federal sustainability goals detailed in Executive Order 13693, Planning for Federal Sustainability in the Next Decade.

Porter said her takeaway from moderating the panel and hearing the responses of the panel members was the similar alignment multiple federal agencies have with one another.

"We are all facing similar challenges and with the current fiscal climate, realize the benefits of collaborating, sharing resources and the important role third party financing is playing in accomplishing our mission," she said.



Photo by David San Miguel

Porscha Porter, Huntsville Center's Energy Division branch chief for Strategy and Business Management, moderates a panel focusing on federal government energy initiatives and partnerships during Energy Huntsville's Energy Summit Nov. 15 at the U.S. Space & Rocket Center.



Current Consensus to Drive Membership and Sponsorship: Focused Value Propositions

- Provide Top-Level Summaries of Energy Initiatives / Technologies of Energy Huntsville (EH) Member Companies
- Overview of Increased DOE Budget and Those Program Elements
- Recent Developments in Alabama Legislation Relative to Energy
- Business Opportunities ONLY Available to EH Members
- Collaborative Opportunities with Other Energy Related Organizations (such as the Association of Energy Engineers)
- Educational Opportunities Associated with the Energy Sector Technologies (such as continuing with select EH meeting speakers)
- Updates and Insights on Energy Related Programs being Stood Up by Local Entities (e.g.: Energy Space Camp at USSRC)