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## Message from the President

Greetings NAOC Membership. It's hard to believe that we are mid-way through the year already. This year we had our mid-year Board of Directors meeting in Omaha during the Omaha Industry Day Meeting. In addition to the BOD meeting, we were privileged to have three guest speakers from the USACE Omaha District present. Dr. Judy Strawhecker provided a presentation titled "Decision Logic to Assess Risks Associated with Explosive Hazards, and Development of Remedial Action Objectives at FUDS MMRP Projects", Mr. Jim Bond's presentation was titled "Sampling for Munitions Response Sites", and Mr. Glen Marks presented on Special Projects.

I am proud to announce that the association will be supporting the EOD Warriors Foundation once again this year and will be presenting them a check for \$5,000 at our annual membership meeting.

Since the last newsletter, there has been a lot happening. As you will see, the committees have been hard at work. As always committee work is challenging, and cannot be done without the support of the association membership, so please help in any way you can.

I also want to let you know that the membership committee has firmed up the dates and location for the next BOD and annual General Membership Meeting in San Diego CA. It goes without saying that coordinating these meetings is very time consuming and a lot of work, a Bravo Zulu (BZ) goes out to the Membership Committee. This year we are going to change up the format a bit, so please be attentive to the agenda. A generalized agenda is included in the "Save the Date" with sufficient information for making your travel plans. A more detailed agenda is pending.

I want to remind the membership about the 2018 BOD elections and 2017 Leadership awards (Industry and Government). It's not too soon to start considering both. You can submit your Leadership Award nominations anytime. The criteria and process are posted on the NAOC website and if you have any question please contact the Membership Committee.

Through the years there are many unrecognized members that continue to support our association without any formal recognition. I'm proud to announce the establishment of a NAOC Presidential Service Award program. The NAOC Presidential Service Award program will be at the discretion of the President with input from the membership. The Presidential Service Award is intended to recognize members who continually contribute to the Association. The awards will be announced and presented during the annual General Membership Meeting.

In closing, I would like to say thank you for your support and participation. As always please feel free to contact me anytime. Stay connected with the most recent news and information at [www.NAOC.org](http://www.NAOC.org), [Twitter \(follow@NAOC org\)](https://twitter.com/follow@NAOC_org) and [LinkedIn](https://www.linkedin.com/company/naoc).

Rick Hanoski  
President, NAOC

## Message from our NAOC Vice President –

*Ms. Kyra Donnell* – [kdonnell@tlisolutions.com](mailto:kdonnell@tlisolutions.com)

As many of you may recall, the NAOC recently engaged in conversation with the DoD and HQ USACE regarding Advanced Geophysical Classification (AGC) implementation at FUDS MMRP project sites. The conversation was prompted by commentary that occurred during the spring Fly-In when USACE announced pending signature to the FUDS AGC policy memorandum. The final memorandum has been signed and is dated April 24, 2017. A copy of the memorandum is attached to this Newsletter. The memorandum provides guidance and instruction on how to implement AGC technology in all phases of the munitions response process (at FUDS MMRP sites). The memorandum identifies AGC as the preferred method for geophysical data collection in FUDS MR activities during the investigative phase and clean up phases. Though the memorandum does not preclude use of other methods, the memorandum does require that where the use of AGC is determined by the Project Delivery Team to not be feasible or practical, the specific reasons have to be clearly documented in the administrative record.

During recent engagement with DoD and USACE, the NAOC voiced concerns regarding whether the FAR and/or performance-based procurement strategies allowed the government to call for use of a specific technology and also whether (given the limited number of firms accredited to date and issues related to equipment availability) competition would be unfairly restricted. The engagement with DoD and USACE was open and productive. The new requirements have been vetted with Counsel and USACE is comfortable that AGC-specific language in future contracts and task order procurements will be consistent with the FAR and that the new FUDS policy is not inconsistent with PBC. USACE acknowledged the challenges related to equipment, staff, accreditation, teaming, etc., and expressed great willingness to continue to partner with NAOC to promote successful fielding of the AGC technology.

To promote successful future dialogue on this subject, Rick and I ask that NAOC Members reach out to us with specific details if issues should arise regarding implementation of the new policy. The NAOC Board and Officers are here to serve you and if you have any questions, concerns, or ideas, please share them with us!

Kyra Donnell  
Vice President, NAOC

## Message from our Member Services Chair –

***Ms. Courtney Ingersoll*** - [courtney.ingersoll@arcadis.com](mailto:courtney.ingersoll@arcadis.com)

Member services has been busy securing the venue for our annual General Membership Meeting as well as arranging the venue for our mid-year Board of Directors meeting held in May in Omaha, Nebraska.

Member firms are holding steady since last year and most firms have paid their annual dues. Please contact Alison Paski as soon as possible if you have not paid your dues to arrange for payment. We do take credit cards for payment.

Our annual General Membership Meeting location is set. This year's meeting will be in sunny San Diego, California 5-7 December 2017 at the Westin San Diego ([http://www.starwoodhotels.com/westin/property/overview/index.html?propertyID=1762&EM=VTY\\_WI\\_1762\\_SANDIEGO\\_PROP\\_OVERVIEW](http://www.starwoodhotels.com/westin/property/overview/index.html?propertyID=1762&EM=VTY_WI_1762_SANDIEGO_PROP_OVERVIEW)).

Stay tuned for more details to include an agenda, speaker list and theme in the coming months! See attached flyers for sponsorship opportunities.



**Spotlight Your Firm**

SPONSORSHIP OPPORTUNITIES AVAILABLE  
**Lanyards**

**NAOC 2017 Annual Meeting!**

Contact your Member Services representative NOW to secure one of these limited opportunities to spotlight your firm:

- ✓ **250 Lanyards** – Your firm name and logo promptly displayed next to the NAOC logo on every lanyard provided during the 2017 Annual Membership meeting. Lanyard designs must be approved by the Membership Committee before purchase.

Sponsorships are available on a first come, first serve basis by emailing your Member Services Committee Representative, Nicole Sharkey at [Nicole.Sharkey@WestonSolutions.com](mailto:Nicole.Sharkey@WestonSolutions.com)

To secure your sponsorship, checks or credit card forms need to be sent to Treasurer by **October 1, 2017**

Ms. Alison Paski  
c/o NAEVA Geophysics, Inc.  
PO Box 7325  
Charlottesville, VA 22906



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- ✓ **Premier Sponsorship** – \$2,500 with all benefits of the Reception sponsorship and to have your firm's name and logo displayed on the scrolling banner on the home page of the NAOC website, [www.naoc.org](http://www.naoc.org) throughout the months of October and November 2017.

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PO Box 7325  
Charlottesville, VA 22906

## Message from our Small Business Committee Chair –

**Mr. David Nelson** - [David.Nelson@atiinc.com](mailto:David.Nelson@atiinc.com)

According to Inc. Magazine (<http://www.inc.com>), turning a small business into a big one is never easy. The statistics are grim. Research suggests that only one-tenth of 1 percent of companies will ever reach \$250 million in annual revenue. An even more microscopic group, just 0.036 percent, will reach \$1 billion in annual sales. In other words, most businesses start small and stay there. If you or your company aspire to transition to a larger business, then one of the keys to that transition will include *market development* through business networking. To increase your networking, you may want to try a business referral group. Business referral groups, business referral networks, or leads clubs, are networking organizations with a difference: the focus is on giving and getting referrals. For business owners who want to get fast results, a business referral group can offer a proven way of expanding your customer base. All good business referral groups have a few things in common:

**Commitment:** Members must commit to attending all meetings and arriving promptly. Groups may limit the number of absences a member can have without being removed from the group. Because many groups have weekly meetings, this is a major commitment—one that’s intended to ensure only serious business owners are accepted into the group. For the same reason, members must also be working full-time in their businesses or professions.

**Exclusivity:** A business referral group typically restricts membership to one person from each profession, specialty, or industry. This prevents members from competing against each other for business. Each group determines what constitutes a conflict of interest.

**Results Oriented:** Business referral groups follow a highly-structured agenda to maximize results from each meeting. They also typically have quotas for members to give referrals; this ensures all members get something out of the organization.

**Invitation Only:** Because business referral groups are so structured and exclusive, you can’t just show up. Contact the group and ask to be invited. You may need to contact several different groups to find one open to your industry or profession.

Are you interested in trying a business referral group? Here are a few places to look:

- **BNI** With over 211,000 members in 7,800-plus chapters worldwide, BNI is the world’s best-known business referral organization. Last year, member referrals generated \$11.2 billion in revenues for member businesses. Visit the [BNI America](#) website for more information.
- **LeTip** LeTip functions along the same lines as BNI, but isn’t as big. Founded in 1978, this business referral group has 500-plus chapters in the U.S. and Canada. Visit the [LeTip](#) website for more information.
- **Meetup:** The Meetup website is another place to search for business referral groups.
- You can find other referral groups in your area by searching online for “business referral networks,” “business leads networks” or “business referral groups.” Your local Chamber of Commerce may have its own business referral group or be able to direct you to nearby groups.

*Information in this article courtesy of Inc. Magazine and the Small Business Administration.*

## Message from our Operations and Standards Committee Chair -

***Ms. Lanette Waite*** – [lanette.waite@tetrattech.com](mailto:lanette.waite@tetrattech.com)

Happy Summer from the Operations and Standards Committee (OSC)! A primary OSC initiative in 2017 has been the evaluation of methods to standardize UXO logbooks. After polling the OSC and the membership for feedback on the best method to accomplish this task, our path forward has been focused on developing a phone-based application to provide UXO Technicians a convenient tool for tracking their work hours, MEC-related tasks, and certifying their work hours. Rick and I have been exploring options and soliciting cost estimates from developers. Stay tuned, we hope to wrap up this project in 2017!

In August, we look forward to a webinar on Robotics by Robert Selfridge (USAESCH). The webinar series is intended to be a value-added benefit to you. We appreciate suggestions for webinar topics and speakers.

As reminder, the following M2S2 webinars will be held:

- **July 20, 2017 1:00PM-4:15PM EDT/17:00-20:15 GMT. Military Munitions Support Services - Making Decisions:** This session will discuss critical elements and concepts of the decision-making process.
- **October 19, 2017 1:00PM-3:45PM EDT/17:00-19:45 GMT. Military Munitions Support Services - MMRP Explosive Safety:** This session will discuss updated safety developments when dealing with scrapers, underwater issues and the 3 R's.

In the early fall, we are anticipating the opportunity to a review of the draft Munitions Response Quality Assurance Project Planning guidance. When the draft is available, I will send an email soliciting comments from the membership.

We welcome new members, ideas, and topics for discussion! Our meetings are held on the first Wednesday of each month at 1pm EST. Please contact me if you would like to be added to our Committee roster.

Sincerely,

Lanette Waite

Chairman, Operations, and Standards Committee

[Lanette.Waite@tetrattech.com](mailto:Lanette.Waite@tetrattech.com)

(703) 402-1663

## Message from our Technology Chair – *Mr. Jeff Leberfinger, TerranearPMC LLC* JLeberfinger@TerranearPMC.com

The Technology Committee has continued to provide information to the NAOC membership on technology updates that impact the member companies and the industry.

This spring three firms have achieved their DoD Advance Geophysical Classification Accreditation Program (DAGCAP) ISO 17025 accreditation; Parsons Infrastructure & Technology Group, Inc., the Acorn Science & Innovation, Inc. and NAEVA Joint Venture, and CH2M. Based on information from other firms at least 4 to 5 additional firms are expected to be accredited by mid-summer.

Geosoft Inc. (Geosoft) and Acorn Science & Innovation, Inc. (Acorn) in conjunction with the Environmental Security Technology Certification Program (ESTCP) have continued working on the new version of UX-Analyze. The new version of UX-Analyze (Version 9.2) was released on June 6, 2017. Version 9.2 includes new UX-Analyze features, such as a more efficient work flow and tools for dynamic target picking. A UX-Analyze training session was held for industry in Denver, CO the week of June 19<sup>th</sup>. A second class is scheduled for Washington, DC the week of July 11<sup>th</sup>. Both classes filled up within several days of the open registration. If there is sufficient interest, a third session may be held at a date and venue to be determined. Possible locations are Huntsville and after the SAGEEP meeting in Nashville, TN (Spring 2018).

Geometrics is currently working with Metal Mapper (MM) 2 x 2 systems owners and industry experts to work out bugs in the software and hardware. Test results from Blossom Point in March were very encouraging, but indicated the need for increased stacking to make the MM 2 x 2 equivalent to the TEMTADS. There were also still issues with data acquisition software usability and noise in the Ry cube. A software fix was sent out by Geometrics to the owners of MM 2 x 2s on Friday May 12<sup>th</sup>. The May testing results have indicated the stacking issue has been resolved. The May testing also indicated there were still issues with the noisy Ry cube and header file formats that needed to be resolved. Geometrics has indicated they have fixed the noisy Ry cube and header file formats and will be sending a fix to the current owners the week of July 10<sup>th</sup>. Testing of the fixes will be performed as soon as possible by the users. An update on the testing results will be provided as soon as they are received.

Department of Defense Explosives Safety Board (DDESB), has offered to host the Target of Interest (TOI), library. Andy Schwartz from Environmental & Munitions Center of Expertise, US Army Corps of Engineers (EMCX USACE), will be the official librarian and will be responsible for keeping the version control in the TOI library updated and providing updates as new TOI are added, making sure their quality and format match the existing library. Government will be providing an uncontrolled version of the library to NAOC (when it is available) so that NAOC members can work with it. For the official version, under the terms of an NAOC member's contract, the contractor would be provided a version of the library at the time of or after contract award, and that would be the version the contractor would be expected to work with.

Jeffrey Leberfinger, PGp, PG, the NAOC Technology Committee Chairman attended and represented NAOC at the Spring ESTCP/SERDP In Progress Review (IPR) meetings in Arlington, Virginia on May 9<sup>th</sup>, 10<sup>th</sup>, and 11<sup>th</sup>. Projects topics included 1) Underwater Munitions Burial and Transport Models, 2) Munition Depth Penetration Modeling, 3) Underwater Munition Demolition Technologies, and 4) Acoustic/Sonar for Underwater Munitions. Most of these projects are in the early stages of their implementation and ESTCP/SERDP feels that any value from these projects will not be realized by industry for several years. The agenda and presentations were posted on the NAOC Technology Website. The next IPR meetings will be held in September.

The Environmental and Engineering Geophysical Society (EEGS) would like MMRP geophysics to be one of the focus areas of their Symposium on the Application of Geophysics to Engineering and Environmental Problems (SAGEEP) conference next year (March/April) in Nashville, TN. Bill Doll (TetraTech) will be the general chair for the conference and leading the effort with support of Technology Committee. David Bell (TetraTech) briefed the NAOC Board at the spring BOD meeting on May 11<sup>th</sup> and the BOD is considering being a sponsor and having the NAOC booth at SAGEEP. Please provide any suggestions for achieving the EEGS goal to Bill Doll at [William.Doll@tetrattech.com](mailto:William.Doll@tetrattech.com)

## Message from our International Chair –

**Mr. David Bell** [david.bell@tetrattech.com](mailto:david.bell@tetrattech.com)

As we reach mid-year, opportunities in the international arena continue to grow and present themselves to NAOC member companies. But along with these opportunities comes the potential for tragedy. We all recognize that international work can be both challenging and dangerous. And regardless of how careful our planning, preparations, and operations are, bad things can and will still happen. I'd like to take this moment to send our thoughts and prayers to those who have been injured and to the families of those who were killed in the performance of this important work. Despite these tragedies, the work being done remains important and worthwhile to remove what we all recognize as potentially dangerous and life-threatening munitions and explosive remnants of war from many countries and regions around the world.

I want to remind everyone of the goal of the International Affairs Committee and what we hope to accomplish during the remainder of this year, namely a continuing focus on exposing and positioning NOAC membership to evaluate and address international opportunities as they become available. Active engagement within the IAC as well as the broader NAOC membership is important in making this happen. Monthly meeting participation and suggestions for topics, speakers, and other ideas enables this committee to serve the membership more effectively. If you have suggestions or recommendations, please contact me to discuss them at your convenience ([david.bell@tetrattech.com](mailto:david.bell@tetrattech.com)).



As Chair of International Affairs, I continue to work closely with other NAOC committees such as Government Affairs, Technology, and Operations and Standards to ensure what we do as a committee is integrated and made available as broadly as possible. We have a worthwhile mission and I want to make sure we serve NAOC as effectively as possible.

I hope you have a nice summer, and please keep your suggestions and recommendations coming. We need topics and speakers for our monthly meetings, and I am counting on you to help me keep our agenda both vibrant and fresh. Thank you for your willingness to serve!

## Message from our Government Affairs

**Rick Hanoski** - [rhanoski@eaest.com](mailto:rhanoski@eaest.com) (Interim)

Just want to take this opportunity to update the association on the FY 18 Appropriations Bill, a subject that is near and dear to all of us:

The DOD Base Closure Account (BRAC), one of the appropriations accounts of interest to the association, which is funded in the Military Construction and Veterans Affairs Appropriations bill.

The **House Appropriations Committee** has started its work on the Fiscal Year (FY) 2018 bill which included in the draft released by the Committee is \$290,867,000 for BRAC. Just to give everyone a contrast, the FY17 Appropriations Bill for BRAC was \$240,237,000. The FY18 President's Budget request was for \$221,075,000, so this is a significant request of \$69,792,000 over the President's Budget request, and \$50,630,000 over FY17 BRAC Budget. The additional funding in the House Appropriations FY18 Bill is for the Navy to accelerate environmental remediation at installations closed under previous Base Closure and Realignment rounds. The Navy has been directed to provide to the House Appropriations Committee a spending plan for these additional funds no later than 60 days after enactment of this Act. Once this becomes available, we will pass the information along. It should be helpful to the membership to see where the funding is going to be obligated. Now the Senate will come up with their budgetary numbers as well, but this is certainly great news to start off the FY18 appropriations process.

Just to let you know, The Livingston Group on behalf of NAOC, submitted 4 appropriations requests to increase BRAC funding for FY18 to \$275,237,000 (the same amount that the account was increased by in FY17), so we are very happy to see that the bill's number was exceeded.

We can expect to see the DoD Bill on Environmental Restoration for FUDs on 30 June 2017. Once we know of its availability, we will be passing that information along as always.

The Livingston Group has been in communication with Rep. Crawford concerning including UXO as part of the EOD Caucus. It appears that Rep. Crawford is very aware of our issues and concerns and in CY18 is willing to register the EOD Caucus as the EOD/UXO Caucus.

## Welcome New Members

1. **KOMAN Government Solutions, LLC added 15 May 2017**

## Schedule of Industry Events – 2017

August TBD, 2017	NAOC Webinar - Robotics on MMRP Projects – Robert Selfridge; USACE
Nov 15-17, 2017	SAME SB Conference – Pittsburgh, PA
Nov 28-30, 2017	SERDP and ESTCP Symposium, Washington DC



## NAOC Annual General Membership Meeting December 5-7, 2017 San Diego, California

### Save the dates

The General Membership Meeting provides member firms an opportunity to participate in the association's leadership selection process, network with other member firms, visit with old friends, attend speaker sessions and participate in discussions regarding the most current subjects of interest to the industry.

General schedule\* (more details to follow as date approaches):

**Tuesday, December 5, 2017**

**NAOC General Membership Meeting**  
*Open to NAOC Member Firms Only*

**Technical Sessions**

*Open to NAOC members, invitees and registered guests*

**Wednesday, December 6, 2017**

**Speaker Sessions**  
**Reception**

*Open to NAOC members, invitees and registered guests*

**Thursday, December 7, 2017**

**Technical Sessions**

*Open to NAOC members, invitees and registered guests*

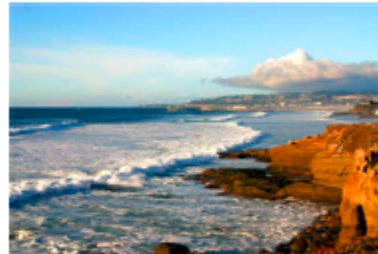
**Elections for NAOC BOD,  
Officers and Committee Chairs**



### The Westin San Diego

[Hotel Website](#)

400 West Broadway  
San Diego, CA 92101  
Ph: 619.239.4500



Reservations On-Line:

[Click Here – NAOC Room Block](#)

Block Room Rate: \$149 /night, single  
Room block expires:

**November 14<sup>th</sup>, 2017**

2 miles from San Diego (SAN) Airport

- Free Shuttle Service from Airport



## ADDITIONAL INFORMATION

Non-member firms may attend the Technical Presentations scheduled for Tuesday and Thursday and the Speaker Sessions and Reception scheduled for Wednesday by prepaying \$650 per person. Attending these Sessions is a great way to get to know the organization! If you know of a firm contemplating membership, please encourage them to join us.

Note that **ONLY** Member firms may attend the General Membership Meeting on Tuesday. Your payment of \$650 to attend the Technical Presentations and the Speaker Session/Panel Discussion/Reception may be applied to 2018 membership dues.

Payment will be accepted by credit card or check made payable to NAOC, and mailed to our Treasurer Alison Paski c/o NAEVA Geophysics, Inc., P.O. Box 7325, Charlottesville, VA 22906. Payment will also be accepted on-site at the registration table.

### HELP US HELP YOU!!

- The hotel has limited rooms blocked at the government rate before and after the event – so come early or stay late to enjoy the venue.
- Make your reservation **EARLY!!** **Note the guaranteed block rate of \$149 expires on November 14, 2017.** We have a limited number of block rooms based on past attendance, if we near our block early enough there may be an opportunity to increase the block, so again, please reserve early!
- If you're not sure who in your firm will be attending, go ahead and reserve a room anyway and change the name later.
- If you have any questions or concerns at any time please contact Courtney Ingersoll at [Courtney.ingersoll@arcadis.com](mailto:Courtney.ingersoll@arcadis.com) or 757-243-7107.



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<p>To secure your sponsorship, checks or credit card forms need to be sent to Treasurer by <b>October 1, 2017</b></p>	<p>Ms. Alison Paski c/o NAEVA Geophysics, Inc. PO Box 7325 Charlottesville, VA 22906</p>
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## Annual Membership Meeting December 2017

## Exhibit Your Project or Your Product

Abstracts Now Being Accepted

Up to 10 exhibits will be selected (combination of Poster Presentations and Tabletop Displays) from abstracts submitted to the Member Services Committee to be evaluated by the Technology and Operations and Standards Committees.

Posters are appropriate for presenting technical information and photographs while table top exhibits are appropriate for small equipment or product displays or laptop presentations.

*Either poster or table top must be requested, not both.*

- ✓ Abstracts should summarize the proposed content of the material to be presented.
- ✓ The body of the abstract should not exceed 300 words, text only.
- ✓ Abstracts will be evaluated based on relevance and timeliness to the MMRP industry and importance of the project in regards to the problem addressed/lesson learned.
- ✓ Abstracts co-authored/presented with Government personnel will be scored higher.
- ✓ All abstracts submitted by October 1 will be considered. Selections will be announced November 1.
- ✓ Maximum poster size is 4 feet wide and 3 feet high. Maximum monitor size is 32 inches. Larger sizes are unstable when bumped.

Submit your abstract, by October 1 via email to: [mwarminsky@gsisg.com](mailto:mwarminsky@gsisg.com)

Please identify your preference for Poster or Tabletop