



April 11, 2014

Subject: Announcing a Strategic Partnership between SAME and DBIA

Dear SAME and DBIA-MAR members,

We are proud to announce that the Northern Virginia Society of SAME and the Mid-Atlantic Region of DBIA have agreed to a strategic partnership for our region.

DBIA and SAME believe strongly that collaboration with leading industry organizations is the best way to widely promote the value of design-build done right. Through strategic partnership, we can provide education and training to help advance and improve our industry and our region and work collaboratively for the good of the industry.

What does the partnership mean to members of SAME and DBIA-MAR?

- Offering SAME members DBIA education and conferences at member prices with opportunity to become obtain DBIA Certification at member prices
- SAME will hold selected joint programs and co-host DBIA courses with DBIA Chapters, enhancing the education and networking opportunities for our members
- In turn, DBIA will hold select joint programs and co-host SAME monthly events in which SAME will honor SAME membership pricing for DBIA members, enhancing the education and networking opportunities for our members
- Attending a co-sponsored Federal Project Delivery Symposium at member prices with exposure to major Design-Build companies
- Monthly events will be coordinated to offer event topics and dates that won't conflict to ensure quality programs for the industry and our members

We look forward to the benefits that this strategic partnership will offer our members and the region's design and construction community. Please be on the lookout for upcoming joint events that will be advertised in the near future. If you have any questions, feel free to contact either of us.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ryan Anderson".

Ryan Anderson
SAME NOVA President
ryan.anderson@christmanco.com

Sincerely,

A handwritten signature in blue ink, appearing to read "Mark Kosin".

Mark Kosin
DBIA MAR President
mkosin@southlandind.com