



**Spacecoast Technical Network**

*Rebuilding Our Community, One Person at a Time*

STN Newsletter  
Issue 17  
January 23, 2013



## Friday's Speaker

### Bill Allen

Bill Allen is a principal and founding member of The Proposal Network, a management consulting, proposal development, training, and document design company. The Proposal Network specializes in ensuring their clients produce outstanding proposals by bringing and infusing best practices into each client's business development function through the use of:

- The right people (skill sets)
- The right process (best practices applied at the right times)
- The right technology (collaborative)

The result is a proposal that clearly details the client's solution for a given RFP and is a pleasure for the Government to evaluate and score.

TPN uses a small team of experts, purposely narrowed to a few excellent people, who work closely with each client for an extended period of time. Managing a series of real proposals, they ensure their customer's capture process integrates effective solution design from target identification through contract award.

Prior to joining TPN, Mr. Allen gained over 20 years of experience in both operations and business development



Herb McElrath, Director of Membership Services

## STN Begins First Annual Membership Drive

A little over one year has passed since a small group of STN leaders met over dinner and decided to charge \$20 for a person to become a member of the organization.

The fee is nominal for the benefits offered. Being part of a network that could result in a high-paying job, or a new education in these economic times has benefits from all directions.

Membership in the fledgling network rose over the first year from 20 in January 2012 to over 150 in January 2013.

Herb McElrath, Director of Membership Services is spearheading the group's first annual membership drive to contact all current members and encourage them to ante up for another year.



Bill Allen, Principal and Founding Member, The Proposal Network

There are two types of memberships available. The Associate Membership is for those who are seeking to restore their income through employment or entrepreneurial means. The Business Support Membership is designed for people who want to plug into the network and use their connections and resources to help the group.

Membership has its perks. McElrath and staff are constantly striving to increase those perks. Last year, members participated in several large-scale events. The group had a table at the Second Annual Space Coast Energy Symposium, The TechXpo at F.I.T., and the NASA Tech Expo at Port Canaveral. Several of the members volunteered to help with the duties of registration for the 2012 SunComm Conference, hosted by the Cape Canaveral Chapter of the Canaveral Armed Forces Communications and Electronics Association (AFCEA). In return, STN volunteers received the \$99 conference admission with access to all exhibitors, speakers and meals.

[Read More About STN Membership](#)

[STN Member Job Board](#)

[Local Technical and Engineering Jobs in Brevard County](#)

[Local opportunities with Craig Technologies](#)

#### TRAINING

[TechPoint Training - FLMEP](#)

[Veterans Retraining Program \(VRAP\) Helps](#)

[Nearly 100K Enhance Job Skills](#)

[Click here for more information](#)

[Members Only Website Login](#)

[STN on Linked In](#)

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in base operations, integrated facilities management, work control, mission operations, proposal management and business development. Bill began his career with Johnson Controls World Services, supporting Delta II, Atlas II, Space Shuttle, U.S. Navy, and commercial launch operations at Cape Canaveral Air Force Station. Since that time, Bill's assignments have included Program Director for Johnson Controls' largest commercial facilities management contract with JC Penney, Inc., National Operations Manager for an integrated facilities management contract with Computer Sciences Corporation, and Operations Support Manager for Fluor Corporation's Hurricane Katrina Relief efforts throughout the state of Louisiana.

## Upcoming Speakers

01/25 - Bill Allen, President, The Proposal Network

02/01 - Ron Jones, President, Rocket Crafters, Inc.

02/08 - Jason Joiner, Volt Workforce Solutions

02/15 - Abby Kohut, President, Staffing Symphony, LLC

02/22 - Ruben Nunez, Founder, Earthrise Space, Inc.

03/29 - Good Friday, No Meeting

04/05 - Lynda Weatherman, President, EDC

If you are interesting in presenting at an STN Breakfast meeting, please call Martin McClellan, Speaker Coordinator at (321) 759-5955, or email at: [litamartin@msn.com](mailto:litamartin@msn.com)

## Upcoming Events

01-23 [Space Coast Birding and Wildlife Festival Begins](#)

01-24 [Craig Technologies Facility Tour. No Charge for STN](#)

01-29 [Founders Forum Dinner Meeting, Virtual Entrepreneur](#)

02-05 [SBDC Government Contracting Series - Part 1](#)

02-07 [SBDC Business Planning - Avoiding Costly Mistakes](#)

If you have an upcoming event that may be of interest to our group, please contact Jerry Olguin at (321) 205-3322 or email at: [jerryolguin@STNrebuilds.org](mailto:jerryolguin@STNrebuilds.org)

## Spacecoast Technical Network

The Spacecoast Technical Network, STN, meets every Friday to network, share a meal, and learn from informative speakers. The membership is over one hundred and growing weekly. STN is about securing Employment for its members, enhancing skill sets through Educational resources, and providing ongoing professional support and expertise for new and exciting Entrepreneurial efforts.

Networking begins at 8:00am. A hot breakfast is served at 8:30. Cost for the breakfast is \$4 per person. The SpaceCoast Technical Network meets in the parish hall of St. Gabriel's Episcopal Church, located at 414 Pine St., Titusville. [CLICK HERE FOR INTERACTIVE MAP](#)  
For more information, contact Kevin Harrington at (321)302-4787, email: [Kevin@STNrebuilds.org](mailto:Kevin@STNrebuilds.org)

**Join  
Now!**

**The SpaceCoast Technical Network Offers Two Positions of Membership.**

**Associate Member** - Associate members are seeking to re-establish their income stream. Many of our associate members have since moved on to new positions of employment. Some are starting their own business, while others have re-enrolled in an educational curriculum that will provide them with new skill sets and/or certificates for the next step in their career.

**Business Support Member** - Business support members offer the expertise and resources of their businesses to aid and assist the STN in its quest to strengthen the economic situation of the community. The support of the local business community is the key to the completion of all STN goals.

**One Year Membership is just \$20**

**For more information contact Herb McElrath, Director of Membership Services at (321) 544-5932**

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