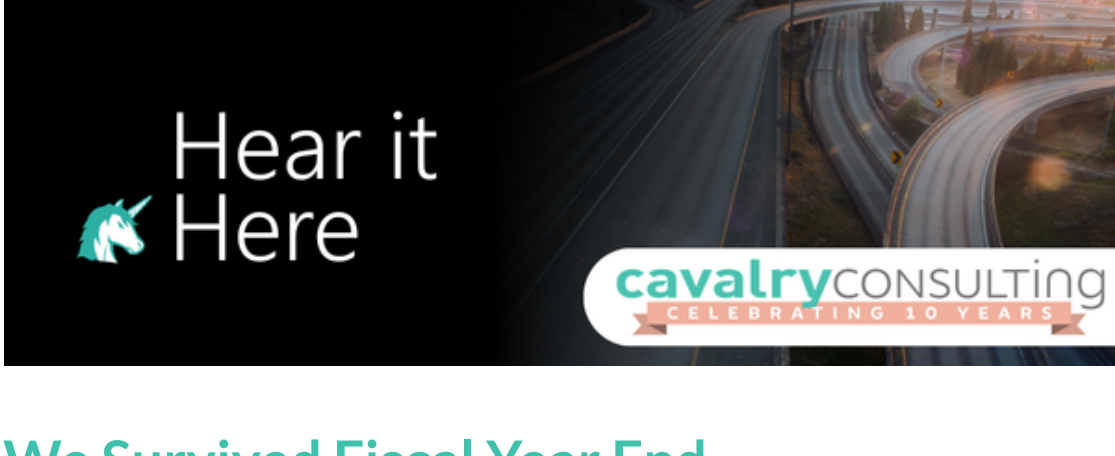




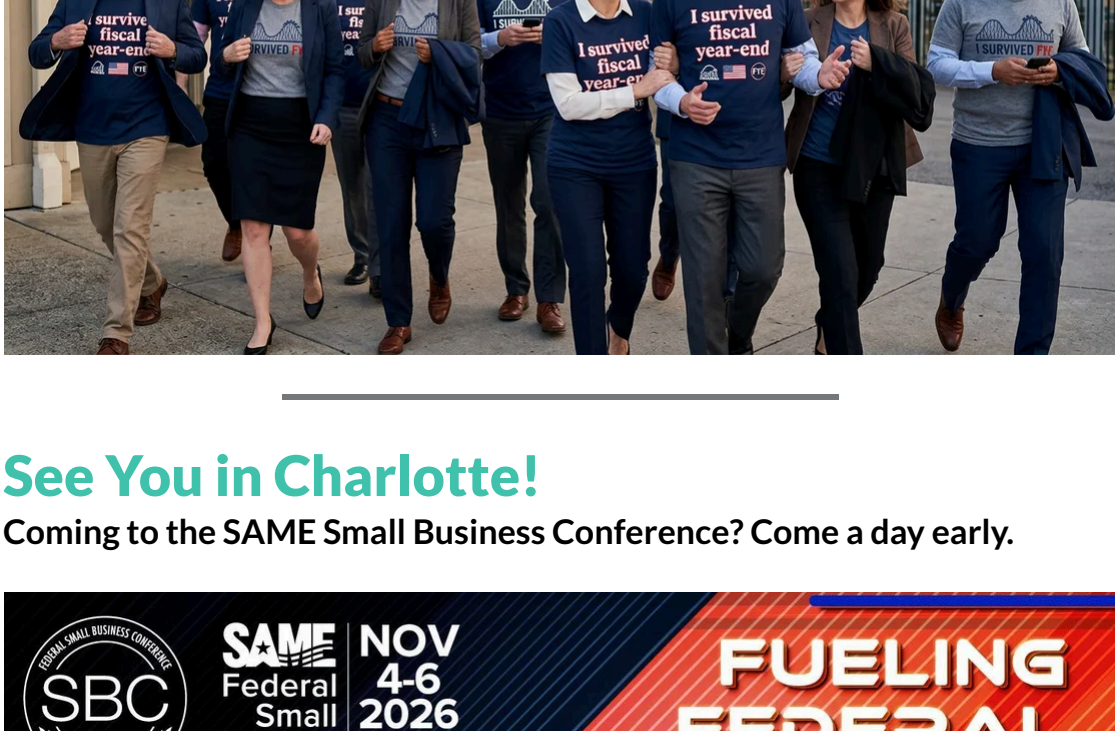
We Survived Fiscal Year End

Is it just me or was this September even more chaotic than usual? Between the year-end deadlines and the SBA adding some real flavor with its proposed size standard changes, it was a lot. So if you missed an email or took a week to answer one, you're forgiven. Truly. We all did it.

This is the busiest stretch of the year for everyone in our industry and it happens every single year. That's the federal funding cycle for you. One big roller coaster. Sure, the car is already clicking up the next hill, but before we start the ride all over again, take a deep breath. Give yourself a pat on the back. Thank the people who got you through it (and the coffee).

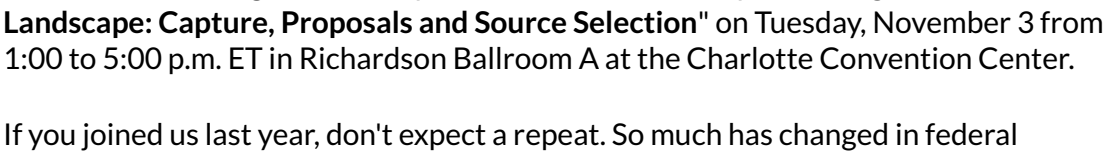
You made it. We all did.

- Michele Atkinson, Founder & Managing Partner



See You in Charlotte!

Coming to the SAME Small Business Conference? Come a day early.



Michele is returning to lead the pre-conference workshop "Winning in a New Federal Landscape: Capture, Proposals and Source Selection" on Tuesday, November 3 from 1:00 to 5:00 p.m. ET in Richardson Ballroom A at the Charlotte Convention Center.

If you joined us last year, don't expect a repeat. So much has changed in federal contracting since then that we rebuilt the workshop for 2026. The RFO, new policy and AI are all changing how the government buys, and this session is about how to adapt. We'll cover how to position before a solicitation exists and how to handle an RFI or down-select when it decides who gets to propose. We'll show you how to tie your proposal to the evaluation criteria so it earns the rating you want. And we'll take an honest look at AI: where it helps and where it gets you in trouble. It's a four-hour workshop, and we are covering as much as we can in that time.

Michele is joined by two other experts that you want in your corner:

- Shauna Weatherly of Federal Subcontract Solutions brings the government's side of the table. She spent almost 36 years in federal contracting at USACE, FAA and GSA, so she can tell you what the contracting office sees when your proposal lands. She's only at SBC for this workshop.
- Jeff Duguid of RLF is the master of capture. He'll show you how to find the right data (for free!) and make sense of it so you stop bidding blind and wasting money on pursuits you can't win. He also rides an 1880s high-wheel bicycle, which is really cool. Ask him about it.

The workshop earns 4 PDH. Cost is \$149 for SAME members and \$199 for non-members. Already registered for SBC? Email registration@same.org to add it.

Bring your questions. Especially the ones that feel too basic to ask. Those are usually the best ones.

[Register Here](#)

MILCON OT Agreements are Getting Awarded. We are Paying Attention.

Since early this year, we have been following the MILCON OTAs closely to see how fast they are really getting awarded. If you are watching them too, you may have noticed how short the timelines are between the initial SAM.gov notice and award.

Other Transaction Agreements under the new 2808a authority are meant for speed. Because these are non-FAR agreements (not contracts), they also follow different transparency rules. Let's explain.

There were two OTs under 2808a that were relatively easy to find, both were awarded by Army MICC.

- FORGE I at Joint Base Lewis-McChord went to Conti Federal for \$169M.
 - 4 bidders.
 - Final proposals due to award: 46 days.
- FORGE II at Anniston Army Depot went to Brasfield & Gorrie for \$658 million.
 - 2 bidders.
 - Final proposals due to award: 56 days

Many of these start with a call for qualifications or white papers, and that first response is the gate. From there the government down-selects, hears pitches, picks a firm on its qualifications, and negotiates the deal with the firm it chose. There is usually no open bid later. So when a notice goes quiet and posts as an award months later, the work kept moving inside the group that answered the first call. Miss that call and you're out before anything else happens.

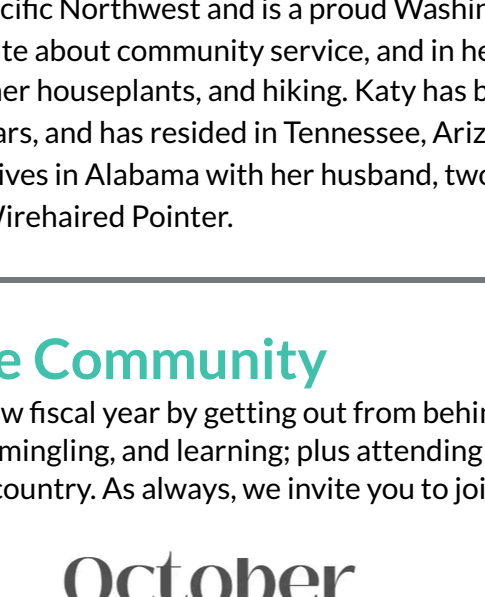
OTAs are not required to be public the way FAR contracts are, so a lot of this happens where you cannot see it. Awards are not required to be posted on <https://www.war.gov/News/Contracts/>, and most of these were not. That is why we track it from the first notice. Catch the call now and we can tie it to the award later, and we can watch how each agency runs its own version, because MICC, USACE and the Air Force are not doing this the same way or on the same clock.

Our recommendations:

- Add a search in SAM.gov using the term "Other Transaction" and no other filters. Check it daily.
 - Talk about teaming early, before the white paper comes out. There isn't a lot of time to react, let alone build teams, when the clock is ticking.
 - Attend the SBC Workshop to learn about how to find out about these before they show up on SAM, so you aren't last to the party. And to learn about how to track awards!
- The two FORGE awards were the easy ones to find. We found more under both Section 2808a (Military Construction) and Section 4022 (Prototypes), but each was harder to track for a different reason, and not all give us visibility into the number of bidders. This list may not be perfect; gathering the data was like putting a puzzle together.

- The Medical Enlisted Training Campus at Fort Sam Houston had 3 awards under 2808a for planning and design. We could not find a public SAM solicitation for any of them.
- Tobyhanna Army Depot went to BENAKA for \$34.6 million under 4022. A public notice pointed to it, but the project call itself went only to Cornerstone consortium members.
- The 3D-printed barracks at Fort Bliss and Fort Polk both went to ICON. Fort Bliss was a single-source production award under 4022. Fort Polk drew 1 bidder.
- Return Basin Modernization was competed in the open under 4022, with two separate small awards going to Amentum and Burns and McDonnell.
- The Fort Campbell VOLAR barracks renovation was the first construction OT that USACE awarded, back in 2024, but it ran under an earlier congressionally approved pilot, not 2808a, which did not exist yet. We still cannot find a confirmed awardee or award date for it.

Welcome to the Team, Katy!



Katy serves as a Proposal Coordinator and Writer, joining Cavalry Consulting with a background that spans administration, teaching, and fiction writing. She has an eye for detail, excellent organizational skills, and a curious spirit. Her years spent researching, outlining, drafting, and editing novels for traditional publication have allowed her to hone her writing skills, making her an exceptional communicator.

In her role at Cavalry Consulting, Katy supports clients by coordinating proposal development from kickoff through submission, ensuring timelines, requirements, and deliverables stay tightly aligned. She partners closely with proposal managers to organize input, refine messaging, and produce clear, compelling content that strengthens each client's competitive position. With her blend of excellent writing, creativity, precision, and project management skills, Katy enhances the quality and strategic impact of every project she touches.

Katy was raised in the Pacific Northwest and is a proud Washington State University graduate. She is passionate about community service, and in her free time enjoys needlepoint, tending to her houseplants, and hiking. Katy has been a military spouse for more than twenty years, and has resided in Tennessee, Arizona, Florida, Virginia, and California. She now lives in Alabama with her husband, two daughters, three cats, and delightful German Wirehaired Pointer.

Cavalry in the Community

We are kicking off the new fiscal year by getting out from behind our screens (woo hoo!). We'll be speaking, mingling, and learning; plus attending SAME luncheons and social events across the country. As always, we invite you to join us!

October <i>Cavalry in the Community</i>		Register Here!
Oct 7	SAME Fort Worth Post Luncheon Fort Worth, TX Shane Payne	
Oct 8	SAME Kittyhawk Post Luncheon Wright-Patterson AFB, OH Michele Atkinson	
Oct 9	SAME Orange County Golf Tournament Rancho Santa Margarita, CA Lori Revely	
Oct 10	SAME Atlanta Tailgate and Shrimp Boil Atlanta, GA Kara Cogger	
Oct 13-15	SAME Texas & Southwest CTW 2026 Dallas, TX Shane Payne	
Oct 15	SMPS Atlanta Level Up Live: Mind Marketing For Winning Proposals Peachtree Corners, GA Kara Cogger	
Oct 15	NVSBC Awards Gala Fort Belvoir, VA Michele Atkinson	
Oct 22	Tessera Speaker Series Bremerton, WA Lori Revely	
Oct 26	SAME Kittyhawk Post Pre-Halloween Trivia Fairborn, OH Michele Atkinson	

cavalryCONSULTING

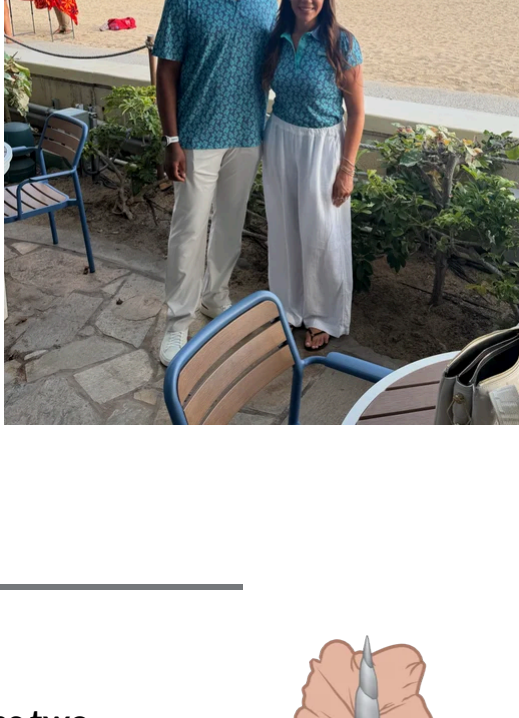
SAME Pacific Industry Forum Recap

Lori and Shane had a productive few days in Hawaii at SAME Honolulu Post's Pacific Industry Forum!

Attendees heard from speakers from USACE, NAVFAC, and Air Force. Each agency presented their upcoming programs for the South Pacific.

Key takeaways:

- Set up a local office if you want to work there.
- Logistics are challenging - it takes days/weeks to ship materials across the South Pacific.
- The funding isn't going anywhere.



Meet Winnie!

Our unicorn has a name. Actually she has two, and there's a story there.

You voted, and Sparkle won. We loved it. Then we did what proposal people do and checked compliance, and we found a snag. There's already a published children's book about a unicorn named Sparkle, and we're not starting our publishing life by stepping on anyone's toes (or hooves)! So we went to the runner-up, Winnie, and she's perfect.



Here's the fun part. Both names go in the book. Sparkle will join the cast as another character, so both firms who submitted get written into the story.

- Winnie was submitted by Kelsey Everitt at Hui Huliau.
- Sparkle was submitted by Sally Clark at Procon Consulting.

Submit Your Proposal. Win the Contract. Go to Work.

Cavalry Consulting provides expert proposal, capture, and marketing services to help you secure contracts at the federal, state, and local levels. Whether you need full-service proposal development, capture, strategic positioning, or overflow support during peak submission seasons, we ensure your business is equipped to compete and win. Looking for more information?

[Contact Us](#)

