



This is what our members have to say about SMPS:

*"SMPS has given me many wonderful opportunities to network... I thoroughly enjoy every meeting, function and SMPS-sponsored event and leave knowing that I have greatly benefited from each one."*

– Jerrica Scott Russell,  
Pond & Company

*"I joined SMPS when I moved to Jacksonville in 2002 because it was the best source/opportunity for me to network with other people/principals in the A/E/C industry. And still is."*

– Mark A. Gelfo, PE, LEED AP, CxA, Principal/Division Director, TLC Engineering for Architecture

*"SMPS is the most powerful, relevant network I've ever been involved with. I've had the opportunity to build relationships with other marketing professionals in various stages of their careers, increase my own marketing knowledge, and attend seminars with nationally-recognized speakers."*

– Lyndsay Hyatt-Almeida,  
Fred Wilson & Associates

SMPS North Florida  
P.O. Box 10171  
Jacksonville, FL 32247  
[www.smpsnorthflorida.org](http://www.smpsnorthflorida.org)

## Get the benefits of joining the Society for Marketing Professional Services today!

### Benefits of National SMPS Membership

*SMPS is the only national association that brings together business developers, owners, marketers, clients, and principals in the design and building industry.*

*By becoming a member of the SMPS community, you will have access to a powerful national network of nearly 7,000 professionals and the tools you need to advance your career and make your business a success.*

- Awards Programs
  - Marketing Communications Awards
  - Marketing Achievement Award
- Career Development Center
- Listserves
- Certified Professional Services Marketer (CPSM) Certification
- Leadership Opportunities – both regional and national
- Business Development Tools – including access to a photographer Web site, lead sheet, seller articles, SF 330 form, etc.
- Marketer Magazine subscription
- Marketing Resource Center
- Membership Directory and Resource Guide
- National Conference
- Regional Conferences
- National Workshops and Webinars presented by real professionals in the field
- National search database of Marketing Jobs and Job Seekers
- Bookstore
  - Management
  - Marketing Research
  - Business Development
  - Career Development
  - Promotional Activity
  - Marketing Planning



*Board members Rebecca Ryan-Gonzalez, Lyndsay Hyatt-Almeida, and Kristina Olsen, CPSM, at the June 2008 Board Retreat*

### Benefits of SMPS North Florida Membership

- Monthly Speaker or Panel Luncheons
- Educational Workshops and Seminars
- Marketing Resource Series – roundtable lunch and learn discussions on marketing professional services topics
- Social Networking Events
- Opportunities for Board of Directors Seats
- Opportunities for Committee Participation
- Charitable Activities



*Chasing Green Luncheon with USGBC in April 2008*



The First Choice and Best Resource for Professional Services Marketers and Business Developers

### Board of Directors

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### Current members of SMPS North Florida represent the following companies:

- Aerotek
- Armstrong Design Group, LLC
- Atlantic Engineering Services – 15+ years
- Auld & White Constructors, Inc. – 15+ years
- Axis Design Solutions
- Batson-Cook Company
- Breaking Ground Contracting Company
- Choate Construction Co.
- Civil Services, Inc.
- Clary & Associates, Inc.
- Cushman & Wakefield of Florida, Inc.
- Eisman & Russo, Inc.
- Elkins Constructors, Inc.
- Ellis & Associates, Inc. – 10+ years
- England-Thims & Miller, Inc. – 5+ years
- Environmental Services, Inc. – 5+ years
- Florida Institute of Consulting Engineers
- Figg Engineering Group – 5+ years
- Fred Wilson & Associates, Inc.
- Golder Associates, Inc. – 5+ years
- Greenhorne & O'Mara, Inc.
- Hatch Mott MacDonald
- HDR
- JSA Architects, Inc.
- McVeigh & Mangum Engineering, Inc.
- National Premium, Inc.
- NGI – 10+ years
- PBS&J
- Pond & Company
- PQH
- Prosser Hallock, Inc. – 5+ years
- Reynolds, Smith & Hills, Inc. – 5+ years
- Rink Design Partnership, Inc. – 5+ years
- Stellar – 10+ years
- Strategic Partnering
- Taylor Engineering, Inc.
- TLC Engineering for Architecture – 10+ years
- Total Office Solutions
- Tower-OHL Group
- URS Corporation – 20+ years
- W.G. Mills, Inc.

*To join SMPS, contact Bonnie Faircloth, at (904) 353-5581, [bfaircloth@jsainc.com](mailto:bfaircloth@jsainc.com); Barbara McKinney at (904) 886-5139, [b.mckinney@ellisassoc.com](mailto:b.mckinney@ellisassoc.com); or apply online at [www.smeps.org](http://www.smeps.org).*

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