

## Career Opportunity in Military Facility Planning

I am looking for a fellow veteran, preferably Army or Marine, either planning to leave or no longer on active duty, that would be interested in starting a company with me to support the U.S. military (initially the Army) with facility planning. I have worked in this field for 39 years and the work can provide a solid financial foundation for a family.

A good candidate would be an honorably discharged veteran from the Army or Marine Corps, hopefully with experience at the NCO, warrant officer, or commissioned officer level, who is comfortable with basic math (like high school algebra and geometry including word problems) and is willing to travel one to two weeks per month. A college degree would be nice, but I think we can work around that.

Initially, you wouldn't quit your day job and we would work together to get the firm stood up. In addition, you would be trained on lots of aspects of how the business works and how the Army works. I will give advice, but you will be in charge. We would compete to win a contract or contracts to do facility planning work for Army organizations such as Training and Doctrine Command (TRADOC), US Army Special Operations Command (USASOC), Installation Management Command (IMCOM), etc. Once we had a contract to do work it would be time to quit your day job and go full time. I have previously started two companies, both of which achieved profitability in less than 18 months, but this is a different time from those times and there are no guarantees. Typical salaries range from \$40k a year for trainees with little military experience and a college degree not particularly applicable to our work all the way to \$120k a year for project manager boss types with science or engineering degrees, warrant officer or commissioned officer experience at the W4/W5/O5+ level, possibly multiple master's degrees, 15 – 25 years of experience working in or with the military, etc. That being said, I've known an ex-supply sergeant who I don't think ever went to college who was making \$100k - \$200k a year because he could manage people, juggle a lot of tasks simultaneously, and sell work to clients. There is a lot of opportunity to achieve a comfortably upper-middle class life on this path.

We would organize the company to take advantage of a variety of Federal programs designed to assist registered members of Federally recognized tribes. These include contracts specifically set-aside for so-called 8(a) firms, advantages in the bidding process, and a mentor-protégé program. The mentor program would be Rubicon Planning, the firm I work for. The mentor-protégé program would probably include something called a joint venture where the two firms would go after work together in the early years.

To recap: **Minimum qualifications:** Honorable discharge (or continued service in the Reserve Components) with solid skills in high school math, and eligible to get a Secret Clearance (generally no criminal history, no excessive debt, no substance abuse history) plus a **drive to succeed**.

**Helpful qualifications:** In addition to the minimum qualifications, any of the following would be helpful: Commissioned, Warrant, or Non-Commissioned Officer experience; college degree in Engineering, Math, Physics, Chemistry, Architecture, Landscape Architecture, Computer Science (especially database); service on battalion, brigade, division, or corps / MEF level staff; service in a garrison (I believe it is termed office of the base commander in the USMC, but I may be dated); experience in a military construction engineering organization such as the Army Corps of Engineers, USMC Engineers or Marine Corps Installation Command, Navy Seabees or Naval Facilities Command, USAF Red Horse and/or Prime Beef. Also, both being a military history buff and having a sense of humor about the absurdities of military life can each come in really handy.

If this challenge sounds like something you might be interested in, give me a call to talk at (540) 819-6539, or drop me a resume at [joe.mcconnell.82@gmail.com](mailto:joe.mcconnell.82@gmail.com). If you call the phone, please leave a message as I don't usually answer unfamiliar numbers. Leave me a message and I will be in touch that day.