

NCMA NEWS



San Diego Chapter

December 2005
Volume 1 Issue 2

<http://www.ncmasd.org>

INSIDE THIS ISSUE

- 2 President's Message
- 3 Membership Focus – Meet Joni Shirley
- 3 NCMA Audio Seminars
- 4 NCMA San Diego's Employment Listing Service
- 5 New SDSU Commercial Contract Course
- 6 NCMA-SD Board of Directors and Other Points of Contact

Upcoming Events

- January 18, 2006 C.A.R.T. Meeting
- January 19, 2006 Luncheon: Lead System Integration (Joint Meeting with NDIA)
- February 16, 2006 Seminar: Financial Management of Contracts
- March 16, 2006 Luncheon: Topic To Be Announced

NCMA San Diego Scholarship Program

By Tom Vazakas

The NCMA San Diego chapter sponsors a scholarship program named in honor of Ernest ("Dean") Menard. Dean was one of the Charter Members when, in 1962, we became the second local NCMA chapter in the U.S. Among the NCMA national awards that Dean received was the National Education Award he received in 1982 for his efforts in establishing the Contract Management Certificate Program at SDSU.

As part of our efforts to promote the Menard Scholarships, which in turn promote the contracts management profession and NCMA, the Scholarship Committee has revised the application requirements to make them simpler and clearer. The new application requirements and information are posted on the local chapter website at <http://www.ncmasd.org>.

As before, scholarship applications will be entertained throughout the year. Scholarship awards are either \$1,000 or \$500, depending on availability of funds and strength of the application

The application requirements and award criteria are designed to be neutral, so it will make no difference whether the applicant is a young college graduate or an experienced contracts worker with a high school diploma.

We encourage all of our membership to take a look at our new scholarship webpage and submit your applications!

President's Message

By Linda Allen

I am sorry to have missed our Holiday Party at Trophy's in UTC on December 14th, but I've been told that the food was great and a good time was had by all!

I hope that all of you had a chance to read NCMA Chapter Profile – SAN DIEGO in the October 2005 *Contract Management* magazine. The article was titled "Constant Connections and Growth." Andrew Obermeyer did an excellent job of highlighting our chapter and the services we offer our membership.

I'd like to remind our membership of one of our services- the Contract Administrator's Round Table (C.A.R.T.). The C.A.R.T. convenes every other month at a morning breakfast meeting. Each attendee brings a question or issue to the forum, and the other attendees offer their experience and advice. If you have not had an opportunity to attend a C.A.R.T. meeting you are missing out on the experience and advice from our seasoned contracting officers, attorneys, accountants, and other contract professionals who regularly attend.

We have had several highly successful events in the past two months. The October Seminar: Arbitration and Mediation, presented by Paul Van Loon, Esq. was well received. The November 17th luncheon, "Contract Closeouts and Acceptance Criteria" presented by Mr. Patrick Donnelly from DCMA was very well attended; almost 100 attendees turned out to hear this great topic. Attending Seminars and Luncheons earns you continuing training hours and CEU's that may be used for recertification points.

As a general reminder and open invitation, anyone who wishes to attend our Board of Directors meetings is more than welcome---in fact, we may have a job for you!!

Our organization exists to enable the workforce to grow professionally, assess individual and organizational competency against professional standards, establish values, develop best practices, and provide access to skilled individuals, enabling enterprises to improve their buyer-seller relationships. We look forward to your participation in helping us to continually achieve this mission!

Safe and Happy Holidays,
Linda Allen

Membership Focus – Meet Joni Shirley

Ms. Joni Shirley is the Secretary of the NCMA San Diego chapter. Joni is also the Director of Contracts for Integrits Corporation in San Diego.

Joni, a long-time resident of San Diego, has acquired years of experience, knowledge and education in a diverse career path. She began her career working in the credit department of Travelodge Corporation and often served as navigator and co-pilot for the President of the Corporation. She moved on to working for University Mechanical and Engineering Contractors as a purchasing agent, coordinating the acquisition and purchase of new construction materials. She obtained her real estate license working for Century 21, which led her into trading commodities for her own personal reward and gratification, and later served as the Administrator of a large religious organization for several years.

Serving as a Business Analyst for Litton/PRC spurred her interest in the contractual arena. This path eventually led to Integrits Corporation, initially as their Business Operations Manager, and currently as Director of Contracts. Integrits Corporation, formed in January 2000, is a small business that provides a variety of engineering, technical and Information Technology (IT) services to the U.S. Department of Defense. This includes Program Management, System Design and Development, System Implementation, Computer Network Security, and Test and Evaluation of integrated Command, Control, Communications, Computers and Intelligence (C4I) systems. In addition to its military clientele, the corporation also offers full-spectrum IT services to commercial organizations.

Joni holds a Bachelor of Science degree in Computer Information. She has been a member of NCMA since 1996 and has earned a Certified Professional Contracts Manager (CPCM) certification.

By way of public service, Joni has served as President of the San Diego Track Club for three years and is an official for USA Track & Field, officiating at local high schools, colleges, and national track and field events. She began her running career in the longer distances, averaging under six minutes per mile for ten kilometer (6.2 mile) races, and broke the three-hour barrier in the Boston and San Diego marathons after the age of 40. She is currently the World Record Holder of the Indoor Mile for women age 55-59 with a time of 5:43 and holds 12 National Championships in the 800 and 1500 meter runs.



NCMA Audio Seminars

By Joni Shirley

The most recent audio seminar presented by NCMA Headquarters was held on Dec. 15, on the topic of “How to Sell IT to the Government Without Killing Your Commercial Margins.” While our local chapter did not host a site, many of our members attended and the feedback was very positive.

“NCMA Audio Seminars” continued on Page 4

NCMA San Diego's Employment Listing Service

By Jack Friery

Over the past quarter, we've posted a glorious array of contract and procurement-related job openings on our employment board. Most were with San Diego companies, but, in recent months, we've featured opportunities in Northern California, Texas, and Washington, DC.

You can access the NCMA San Diego employment listings by going to our website at www.ncmasd.org, and selecting "Employment Opportunities."

Employers are welcome to submit openings. There's no charge (but good taste dictates that you'll sponsor that bright new employee for membership in NCMA).

- Please send your announcements (or any questions) to me, the chapter Employment Chair, at friery@earthlink.net
- A Word doc with no formatting is much preferred
- Listings are maintained for three weeks to keep them fresh
If you want to extend, amend, or terminate a listing, just drop me an email

New SDSU Commercial Contract Course

By Colin Sage

"Stay up with the industry's trend by learning the streamlined process of contracting through commercial procurements."

SDSU's Contract Management Certificate Program has expanded its arsenal of classes to include a class in Commercial and International Contracts. This course becomes very significant even to government contractors as the government realizes the benefits from streamlining and commercializing the contracting process. Taught by Jack Friery, Board Member of the San Diego Chapter of NCMA, this class explores the drafting, pricing, regulations, and negotiation techniques of commercial contracts in a government setting. This course will give you detailed knowledge of common commercial contract clauses, and their risks, and pricing. So, don't be left behind --stay up with the industry's trend by learning the streamlined process of contracting through commercial procurements. This class is with a fully-credited segment of the Contract Management Certificate Program. For a complete brochure of the contract management certificate program, please call 619-594-6255 or log onto www.ces.sdsu.edu/contract.html.

"NCMA Audio Seminars" continued from Page 3

For future audio seminars, the typical registration fee through NCMA Headquarters is \$150 for a site location, and there is no limit to the number of people who may attend at each site. You can register at www.ncmahq.org under the heading title of Education. If you or your company is interested in scheduling an audio seminar, our San Diego chapter may be able to offer some assistance in subsidizing the fee. Please contact Joni Shirley, www.integritys.com or (858) 300-1609 for further information. Some of the upcoming topics Headquarters plans on presenting are on Sarbanes-Oxley (SOX) and Federal Enterprise Software Agreements. Remember, all Audio Seminars qualify for continuing education units (CEU).

NCMA-SD Board of Directors and Other Points of Contact

Board of Directors

Position	Officer	Email
President	Linda Allen	linda.n.allen@navy.mil
Vice President	Trish Carlin	tcarlin@mensch-cpa.com
Treasurer	Lori Emge	lemge@titan.com
Secretary	Joni Shirley	shirley_joni@integrits.com
Education	Casey Valk	cvalk@san.rr.com
Membership	Mark Cook	mark@kes.com
Arrangements	Sharon King	king_sharon@bah.com

Committee Chairpersons

Position	Chairperson	Email
Employment	Jack Friery	friery@earthlink.net
CART/Website	Brian Greenberg	briang@kes.com

We are also looking to fill the following committee positions:

PUBLICITY – SPEAKERS – AWARDS –SMALL BUSINESS OUTREACH



2005-2006 NCMA-SD Board of Directors,
with visitors NCMA National Executive
Director Neal Couture and Chapter
Relations Director Wendy Murrah