



# NCMA NEWS

## *San Diego Chapter*

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<http://www.ncmasd.org>

## Brian Greenberg Receives the NCMA Southwestern Region's Prestigious Pony Express Award!

NCMA's Southwestern Region Pony Express Award is conferred upon NCMA members who have been nominated by their local chapter for exceptional service to both the local and national NCMA organization. On December 14, 2005, this award was presented to our very own Brian Greenberg at a ceremony and happy hour held at Trophy's Bar and Grill in La Jolla.

Brian has been a member of NCMA since 1980. He attained his CPCM in 1981 and has been an instrumental figure in the success of the San Diego Chapter of NCMA. Brian's contributions are not limited to serving the San Diego Chapter as an elected officer in the past; he is a member who continues to volunteer his time and effort to promote NCMA at the local and national level by serving on committees, chairing C.A.R.T. meetings, developing and maintaining our chapter website, and more. Please join us in congratulating Brian for receiving this well-deserved honor.



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### Upcoming NCMA-SD Events

- Early April: Chapter Elections
- 4/12 Luncheon: Joint meeting with NDIA & ITEA  
Speaker: Ruthann Zombolas, JPEO, JTRS Director of Acquisition  
Online registration is available at [www.NDIA-SD.org](http://www.NDIA-SD.org)
- 5/18 Commercial Contracting Seminar Panel Discussion
- 6/7: Performance Based Acquisition Seminar featuring Ellen Polen and Mark Schweer from Space and Naval Warfare Systems Command's Contracting Directorate

## President's Message

*By Linda Allen*

It's hard to believe, but the program year is almost over! However, we have a lot of exciting events scheduled before we come to the end of this program year.

Many of you have asked about the new NCMA Certification process. To best answer your questions, we invited NCMA's Chief Knowledge Officer, Mr. Steve Boshears, CPCM, CFCM, to be our luncheon speaker on March 22<sup>nd</sup>. Many attended this luncheon and we had positive feedback on Mr. Boshears' presentation. Please look for the Certification PowerPoint presentation posted on our website [www.ncmasd.org](http://www.ncmasd.org), under the tab "News You Can Use". Certification study groups are now forming—contact Jack Friery at <mailto:friery@earthlink.net> for more information.

We also have great seminars planned for May and June. Please make sure you check the website for upcoming seminars and luncheon announcements.

Watch for Chapter elections at the beginning of April. I'm very excited about the number of members who have voiced an interest in running for a board position or an appointment! This is your chapter and its success is totally dependent upon the people who volunteer.

On a related topic, NCMA National Elections were conducted and the results are shown below:

### **2006-2007 Board of Directors Election Results**

The NCMA 2006-2007 national elections have been completed, and the following people have been elected to the NCMA national Board of Directors, with terms starting July 1, 2006.

**National President-Elect:** Ronald L. Smith, CPCM, Fellow  
**National Vice President and Treasurer:** Mary Beth Lech, CFCM, Fellow  
**National Vice President and Secretary:** Terry L. Brewer, CPCM, Fellow  
**Director (North Eastern Region):** Michael J. Gauthier  
**Director (Mid-Atlantic Region):** DuWayne W. Jones, CPCM, PMP, Fellow  
**Director (South Eastern Region):** Lawrence (Larry) A. Belge, Fellow  
**Director (North Central Region):** Barbara A. Holden, CFCM, Fellow  
**Director (South Central Region):** John A. Godzac, CPCM, Fellow  
**Director (North Western Region):** Lynn E. Rippe  
**Director (South Western Region):** Edward Velasquez, CPCM, Fellow

I hope to see you at the next event!

Stay Well,  
 Linda Allen  
 President, NCMA San Diego Chapter



## Membership Focus – Meet Sharon King

Ms. Sharon King is the Arrangements Director for the NCMA San Diego chapter. In this capacity, she sets up the luncheons and seminar events that the local chapter sponsors. Sharon also manages a team of contracts management professionals at Booz Allen Hamilton, which support clients within the Program Executive Office (PEO) C4I and Space, Space and Naval Warfare Systems Command, and Headquarters Marine Corps.

Sharon began her career in Crystal City, Virginia as a Foreign Military Sales Analyst employed with ACS (now Titan). In this manner, she was able to obtain an excellent sampling of a range of DoD functional tracks including contracting, financial management and execution, project management and foreign technology release. Sharon moved to San Diego in 1997 when SPAWAR was part of the Base Realignment and Closure (BRAC) list, and has been a happy resident ever since. After several years in the FMS realm, Sharon moved to Booz Allen Hamilton to support the Satellite Communications Program Office, PMW 170. There she gained even greater experience in contracting. In her 10 years supporting SPAWAR and the PEO, she has supported her clients in leading a variety of RFP development efforts for complex systems and services acquisitions in PMW 150 (Command and Control), 160 (Networks, Information Assurance and Enterprise Services), 170, and 770 (Submarine Communications). In addition, she was part of the team that developed SPAWAR's Contract Management Process Guide (CMPG), a web enabled guide providing contracting processes, policy and templates.

Sharon holds a Bachelor of Arts degree in Communications with a minor in French. She has been a member of NCMA since 2000 and is working to obtain her Certified Federal Contracts Manager (CFCM) certification.

In her spare time, she enjoys living downtown and participating as a member in the Junior League of San Diego, an international organization of women committed to volunteerism and improving the community through effective action and leadership. In this capacity, she participates in community projects such as "Back to School Nights", which provide backpacks containing learning materials to first graders at the lowest-scoring schools in the San Diego Unified School District. She is also a Committee Chair for Island DiVine, the Junior League's 6th annual spring fundraiser, scheduled for April 22nd at the Embarcadero Park, North. This event features tastings from wineries, breweries, and some of San Diego's top restaurants as well as silent auction and entertainment.



## NCMA Employment Resources

*By Jack Friery, Employment Chair,  
[friery@earthlink.net](mailto:friery@earthlink.net)*

Beyond the job board that we maintain on the San Diego NCMA chapter website ([www.ncmasd.org](http://www.ncmasd.org)), NCMA has other excellent employment resources.

NCMA National has its own job listing service. Go to their website (<http://www.ncmahq.org/>) and click “Jobs” in the left hand column. Employers can post jobs here that will be advertised to a worldwide audience. (There is a fee for employer listings). Job seekers can access the listed jobs—and post their own resumes—after registering on the site. There is no fee for a job seeker. Apparently, you also do not have to be an NCMA member to use the job search service.

Another excellent resource is to list your openings or look for jobs on the websites of the other NCMA chapters. The NCMA National homepage

(<http://www.ncmahq.org/>) links you to all chapters, both alphabetically and by region. There is a link to each chapter’s website as well. I checked three chapters at random—Denver, Tysons Corner, VA, and Fort Worth—and each had a very extensive list of local and out-of-town openings. (I noted there are a number of openings in Iraq for those of us who are not just looking for a job, but an adventure).

One last pointer for employers. The Contract Management Certificate Program at San Diego State produces dozens of excellent candidates every year. (The San Diego chapter of NCMA has a partnership with the SDSU program.) While not all the SDSU students have had extensive contract management experience, many have had tremendous experience in other business areas, such as finance and logistics. Feel free to send your job announcements to Wendy Evers, the SDSU Director of Certificate Programs, at (619) 594.7078 or [wevers@mail.sdsu.edu](mailto:wevers@mail.sdsu.edu).

## NCMA-SD February Seminar Debrief

*By Joni Shirley*

Our last NCMA San Diego Chapter seminar was held on February 16<sup>th</sup> and was very successful with over 60 people in attendance. Brian Greenberg, Chief Operating Officer of Koam Engineering Systems, Inc. (KES), was our guest speaker on the subject of “Financial Management and the Contracts Manager”. The seminar was very informative, answering questions on topics such as: “how does a Contracts Manager impact the financial statements of the company; how do you calculate indirect burden rates, DLU, wrap rates, variances, margins, and earn your salary, what is the Contracts Manager’s role in financial forecasting, and many more”. Brian emphasized the importance of being a proactive Contracts Manager, as opposed to a Contracts Administrator, offering great examples. Attendees left the seminar with a better understanding of the opportunities available to a Contracts Manager to be successful in both commercial and government contracting.

Join us for a

# Live Interactive Audio Conference!

As part of the NCMA San Diego Chapter's ongoing effort to provide educational opportunities, the Chapter has registered for the **April 18th** NCMA **Organizational Conflicts of Interest (OCI)** audio conference.

OCI is a broad set of rules –amplified and explained by a series of Government Accountability Office (“GAO”) decisions—designed to prevent firms that provide “front end” technical and procurement assistance to the Government from having an unfair advantage when competing for the “back end” (often production) contract.

Participants will learn:

- How the FAR and GAO define OCI, with concrete examples
- How to structure contracts to avoid OCI violations
- How to create a GAO acceptable OCI mitigation plan
- What are permissible, and impermissible, uses of consultants
- How to avoid “unfair competitive advantages” in solicitations and contract awards.

Presenter: William M. Weisberg, Partner and Chair of the Government Contracts Practice, Sullivan & Worcester

Location: 8787 Complex Drive, Suite 400, San Diego

Time: **0900 - 1030**

Cost: **FREE** to NCMA members and \$5.00 for Non-Members

Hosted by : INTEGRITS Corp. Joni Shirley  
Coffee and pastries provided

Please RSVP by Wednesday, April 12, to Joni Shirley at [shirley\\_joni@integrits.com](mailto:shirley_joni@integrits.com) or (858-300-1609)

## NCMA Celebrates Contract Management Week, April 10 - 16

NCMA National celebrates Contract Management Week each year during our annual World Congress event. The purpose of CM Week is to call attention to the contract management profession and its members' accomplishments. All members are urged to do some activity within their jobs to commemorate this and to celebrate our profession; many local California chapters are currently pursuing a proclamation from Governor Schwarzenegger to commemorate National Contract Management Week in California. If your company/organization is planning an event, please let us know so we can let others know the good things that contract managers achieve to help their organizations.

## NCMA's New Leadership Development Program – Call for Applications

*Karen H. Reuter, CPCM, Fellow  
National President*

Dear Contract Management Colleague,

I am pleased and excited to let you know that applications are now being accepted for admission to the new NCMA Leadership Development Program. This program is designed to help develop the next generation of contract management leaders through an intensive year-long educational experience. Program participants will receive 180 hours of top quality training in fundamental leadership, soft skills, and contract management. The program is quite relevant to contract management professionals regardless of their employer, location, or industry.

To obtain the application form, and to download the program brochure, please go to NCMA's website at <http://www.ncmahq.org/education/ldp.asp>

### The Problem

The contract management workforce is facing one of its greatest challenges ever-the workforce is aging and retiring at a pace faster than the next generation is replacing them. This has created a gap of sorts-in supervisory, middle management, and executive level positions-across the entire profession. There are simply not enough high-quality contract management professionals to meet today's needs-and the outlook for the future remains challenging.

### The Opportunity

The NCMA Leadership Development Program is designed to quickly close the gap in leadership progression by accelerating the preparation of a select group of contract management professionals. Candidates will have demonstrated a level of commitment to their professional development unmatched in the field and, as a result, will carry with them a unique, meaningful credential that will open doors to new challenges and professional opportunities.

### The Candidates

The ideal candidates will be in the early stages of their careers, not yet having achieved the management level. They will have an undergraduate degree, some experience in the contract management field, and may have already completed an MBA program. Their employers will consider them amongst the top performers in their workplace and they will have a high degree of potential for advancement. This program is for "the best of the best." There are no specific qualifications required, but as you will see from the application form, there are certain criteria that will determine who we choose for this select program.

### The Experience

In addition to the extensive classroom and Web-based coursework contained in the program, your leadership growth will include a series of assignments designed to round out your development. These experiences include serving as a volunteer NCMA leader at a local chapter as well as for the national organization. Volunteering for NCMA is like immersing yourself in a "leadership incubator," where you may eventually become the president of a functioning, vibrant small business. But don't worry, we'll help prepare you for your "internship" through a series of courses on NCMA operations. We'll have you write an article for possible publication in Contract Management magazine or the Journal of Contract Management. We'll also match you up with two or more mentors, who will coach you through the entire program from start to finish. These mentors come from most experienced and accomplished people within our profession-our NCMA Fellows.

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## NCMA-SD Board of Directors and Other Points of Contact

### Board of Directors

Position	Officer	Email
President	Linda Allen	<a href="mailto:linda.n.allen@navy.mil">linda.n.allen@navy.mil</a>
Vice President	Trish Carlin	<a href="mailto:tcarlin@carlinconsultinggroup.biz">tcarlin@carlinconsultinggroup.biz</a>
Treasurer	Mark Cook	<a href="mailto:mark@kes.com">mark@kes.com</a>
Secretary	Joni Shirley	<a href="mailto:shirley_joni@integrits.com">shirley_joni@integrits.com</a>
Education	Casey Valk	<a href="mailto:cvalk@san.rr.com">cvalk@san.rr.com</a>
Membership	Mark Cook	<a href="mailto:mark@kes.com">mark@kes.com</a>
Arrangements	Sharon King	<a href="mailto:king_sharon@bah.com">king_sharon@bah.com</a>

### Committee Chairpersons

Position	Chairperson	Email
Employment	Jack Friery	<a href="mailto:friery@earthlink.net">friery@earthlink.net</a>
CART/Website	Brian Greenberg	<a href="mailto:briang@kes.com">briang@kes.com</a>

We are also looking to fill the following committee positions:

PUBLICITY – SPEAKERS – AWARDS – CERTIFICATION STUDY GROUPS – SMALL BUSINESS OUTREACH

### *NCMA's New Leadership Development Program - Call for Applications* *Continued from Page 6*

#### The Commitment

NCMA, your employer, your mentors, and your local NCMA chapter, are ready to invest a significant amount of time and money to prepare you to assume a leadership position. In return, NCMA asks that you be a member for the duration of the program and for two years thereafter; that you actively serve as a volunteer with your local chapter during the program and for two years thereafter; and that you honor and uphold the Contract Management Code of Ethics throughout your professional career.

To complete the program, you will need to attend four events: the NCMA Leadership Summit, June 22-24, 2006, in Cincinnati, Ohio; the NCMA World Congress in April 23-25, 2007, in Dallas, Texas; one of three NCMA Mid-Year Leadership Conferences held in January-February 2007 at locations across the country; and either the Aerospace and Defense Contract Management Conference, July 26-28, 2006, in Orange County, California or the Government Contract Management Conference, December 4-5, 2006, in Tysons Corner, Virginia. The remainder of the program is conducted through e-courses and other self-paced activities that do not require time away from the office.

#### The Offer

NCMA is offering a limited number of scholarships for the Leadership Development Program. The scholarship covers all course materials, admission to required educational conferences and e-courses, and includes a travel stipend to help get you to the four on site events (the scholarship may not cover all of your costs to participate in this program). To apply, simply fill out the application form, and submit it to NCMA no later than April 21, 2006. Include letters demonstrating support from your employer and your local NCMA chapter. Selections will be made by May 10, 2006, and the program begins June 22, 2006, in Cincinnati, Ohio.

I look forward to greeting the first class of leadership candidates soon!