

# NCMA NEWS



## San Diego Chapter

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### Upcoming Chapter Events

- 10/18 Luncheon: Ups and Downs of Small Business Subcontracting – How to Avoid the Minefields
- 10/25: CART Meeting at KES
- 11/15 Seminar: International Contracting
- 11/29: CART Meeting at IntegrITS
- 12/6 Luncheon: Contract Making, Contract Breaking, and Damages Hollywood Style: From Courtney Love to Dave Chappelle
- 12/14: NCMA-SD Board Meeting and Holiday Party at Trophy's Mission Valley

## New San Diego State University Advanced Contract Management Program

*By Jack Friery*

San Diego State University College of Extended Studies has had an exceptionally successful educational program in Contract Management for a number of years. The University is now formulating a new program that promises to be equally exciting—a professional certificate program in Advanced Contract Management.

It is anticipated that there will be five to six or courses in the program. Each course will be five weeks long, one night a week in the evenings. (The current basic certificate courses are 12 weeks long). Students will be able to take one course, or may earn a certificate with a full panel of six courses. As the program continues to develop, new topic titles can be added.

Titles may include *International Contracting and Export Intellectual Property and Licensing; Teaming, Partnering and Subcontracting; Compliance Programs and Ethics; The Art of Competitive Sourcing and Price/cost analysis; and Emergency and Contingency Contracting.*

The program is intended for working contract professionals. As a prerequisite for the certificate, students have to have completed the basic certificate program, or have two or more years of working contract or procurement experience.

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## President's Message

*By Sharon King*

Fall is here, as is the beginning of a new government fiscal year. We've had a great start to our program year, highlighted by recent CART meetings and our September seminar on Intellectual Property. I hope you can join us for our October 18th luncheon focused on "Small Business and Contracting Minefields." A complete schedule of upcoming events can be found on our website: [www.ncmasd.org](http://www.ncmasd.org).

Our membership has a wealth of contracting expertise! There are two upcoming opportunities to share or recognize that expertise which I'd like you to consider. NCMA World Congress 2007 will take place this year in Dallas, TX from April 22 - 25, 2007. A call for presentation proposals is open through November 1, 2006. All proposals need to be submitted by that time. More information is located on the NCMA headquarters website: [www.ncmahq.org](http://www.ncmahq.org).

Additionally, Fellow Award nominations are due by October 19, 2006. The NCMA fellow is a special designation reserved for individuals making significant contributions to the contracting field and the NCMA organization. If you know someone who qualifies for this distinction, please contact one of your board members. For more information on the Fellow program, go to <http://intranet.ncmahq.org/Award%20Policies%20and%20Guidelines/Forms/AllItems.aspx>, and click "Fellow Award."

Happy New (Fiscal) Year,  
Sharon



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*"New San Diego State University Advanced Contract Management Program"*  
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A February date is slated to offer a *Special Contract Management Hot Topic Session*, with a Keynote Speaker at SDSU in February 2007. Classes will begin in March 2007.

For more information concerning the Keynote Speaker Event, program scheduling or content, and instructing in the ACM program, contact Wendy Evers, Senior Director of Program Development, 619-594-7078, [wevers@mail.sdsu.edu](mailto:wevers@mail.sdsu.edu).

For more information, contact Jack Pellegrino at [jpellegrino@cox.net](mailto:jpellegrino@cox.net). Jack (beyond being an active chapter member and an NCMA Fellow) is the Program Director, an instructor, and a member of the advisory board for the SDSU contract programs. Alternatively, you may contact me at [friery@earthlink.net](mailto:friery@earthlink.net). (I am also an instructor and a member of the SDSU advisory board.

## Membership Focus – Meet Chrystal Piskor

Ms. Chrystal Piskor is the Membership Director for the NCMA San Diego Chapter. In this capacity, she is responsible for inviting new members to chapter events, maintaining the chapter distribution lists and awarding anniversary pins to the membership. Chrystal is a Contract Manager for SAIC, which went public on Friday, October 13, 2006 after 37 years of employee ownership.



Chrystal began her career in San Diego at Teledyne Ryan Aeronautical (now Northrop Grumman) in the Pricing Department where she priced unmanned aerial vehicles (UAVs) and their associated payloads. From Teledyne, Chrystal moved to Sundstrand Power Systems' Pricing and Cost Analysis department where she priced aircraft auxiliary power units, conducted and published an exhaustive labor efficiency study and material usage analysis, and worked with procurement to analyze subcontractor proposals and generate negotiating positions. In 1993 Chrystal moved into contracts at Photon Research Associates, Inc., a small R&D company in Sorrento Valley. While at PRA, Chrystal was responsible for cradle-to-grave contract and subcontract management. Given her background in bottoms-up pricing, she found it relatively easy to move into the contracts field. In 1999, Chrystal moved to Ball Systems Engineering Operations (BSEO) to start and manage a closeout department. Chrystal and her team closed out over 15 years worth of contracts totaling over \$200 million. When BSEO moved its San Diego operations to Colorado, Chrystal joined SAIC in Rancho Bernardo where she has had multiple roles and responsibilities. Throughout her career, Chrystal has worked in both Government and Commercial environments and has managed a full range of contract types.

Chrystal holds a Masters in Business Administration from CSUSM, a Bachelor of Arts in Business Administration and Mathematics from Lindenwood College in St. Charles, Missouri, and is a Certified Federal Contracts Manager (CFCM) with NCMA. Chrystal also has her certificate in Government Contract Management from the NCMA/SDSU program.

Chrystal is a native San Diegan, born at Sharp's Mary Birch Hospital. In her spare time, she enjoys RV-ing with friends and family in the greater San Diego/Riverside area as well as spending time with her husband John and her cat, Tiger. Chrystal is an avid reader who loves to work logic puzzles (including, of course, Sudoku). She also belongs to a scrapbooking club; her current labor of love is a project archiving and preserving her family's memories.

Don't Forget our

# NCMA-SD October Luncheon!

## 'Ups and Downs of Small Business Contracting – How to Avoid the Minefields''

- Common Small Business Mistakes
- Teams and Consortiums
- Creating Teaming Agreements
- What to go for and what to let go
- Visualize your success!

### **Guest Speaker: Ms. Laura Barish**

Owner – Rancho Bernardo Technical Services

Our October 18<sup>th</sup> luncheon will be featuring guest speaker Laura Barish, a small business owner. Ms. Barish has been an information technology professional for 25 years with her experience spanning both government and private industry service. Since 2000 she has been directly involved in business development and federal contracting for several small contracting companies located in the National Capital Region and San Diego. She is responsible for business development, proposal management, and team management. She also has strategic relationships with other companies throughout the southwest for business development, business continuity planning services, and product resale. Ms. Barish has been involved with AFCEA and NDIA for six years, is on the NDIA Small Business Committee, and is a small business advocate and consultant.

Join us for an informative discussion on common mistakes made in starting a small business, how they may find themselves overwhelmed and over extended, and what is needed for success.

Some of the areas of interest to small businesses for discussion will be the business plan, teaming relationships, and growing the business.

Location: **Red Lion Hanalei Hotel**, 2270 Hotel Circle North San Diego, CA 92108

Time: **11:00-1:00**

***Networking and Registration: 11:00-11:30 am***

***Meeting begins: Promptly at 11:30 am***

Cost: \$30

## Hunting for Contract Management Candidates

*By Jack Friery*

A friend recently asked me for ideas on how to recruit candidates for contract administrator and contract manager jobs. Here are some of the ideas I shared with him.

- Post your job announcements on the **NCMA San Diego chapter job board**. I handle the employment listings. Just send me a Word doc with your listing ([friery@earthlink.net](mailto:friery@earthlink.net)). Our website is [www.ncmasd.org](http://www.ncmasd.org). You can go to "Employment Opportunities" for examples of our listings.
- Post your announcement on the **NCMA Southwest Region job board**. This reaches all the NCMA chapters in the southwest USA. Send your announcement to Aren Vartanian at [aren\\_vartanian@yahoo.com](mailto:aren_vartanian@yahoo.com). The NCMASW job board is at <http://intranet.ncmahq.org/southwestregion/>.
- Post on the **NCMA National jobsite**. Their web link is <http://www.ncmajobs.com/>. (There's a charge, but you reach the entire country and overseas).
- **Schools**, local and otherwise, could be a great source of candidates.
  - **SDSU's Contract Management certificate program** would be an excellent place to start. Just send copies of your announcements to Wendy Evers, the SDSU Certificate Programs Director ([wevers@mail.sdsu.edu](mailto:wevers@mail.sdsu.edu)), and to Jack Pellegrino, the Contract Management Program Director ([jmpellegrino@cox.net](mailto:jmpellegrino@cox.net)). They'll distribute to the students. (We're starting an Advanced Contract Management Certificate program at SDSU after the first of the year, so there will be an entirely new pool of candidates).
  - NCMA National has a very active campaign to start and support **NCMA student chapters**. They have a model student chapter at **Cal Poly SLO**. I've met some of the students, and they're impressive. Send your announcements to Dr. John Wyatt, the Cal Poly faculty adviser, at [jbwyatt@csupomona.edu](mailto:jbwyatt@csupomona.edu).

Please write me at [friery@earthlink.com](mailto:friery@earthlink.com) if you have any questions.

## Southwest Leadership Training Update

*By Sharon King*

Several of your NCMA San Diego board members attended the Southwest Region Leadership Training event held in Los Angeles this past August. Some of the highlights addressed included succession planning, the NCMA certification process, and student outreach.

Succession planning and leadership turnover is a critical part of ensuring an organization continues to function at optimal performance. As always, our NCMA board meetings are open to members wishing to become more involved with chapter governance. If any member wishes to "shadow" a board member at events/meetings and learn more about what a particular position entails, your interest is most welcome!

## NCMA-SD September Seminar Debrief

*By Joni Shirley*

### Intellectual Property: Key Issues For Every Contracts Manager

Our September seminar featured guest speakers Nancy Dix and Fernand Lavalée on the topic of “Intellectual Property: Key Issues For Every Contracts Manager”. Both speakers have a broad range of expertise in government contract law and intellectual property in government contracts. Ms. Dix is a Partner in the San Diego office of DLA Piper US LLP, and heads the firm’s Government Contract Services group and the Trademark prosecution practice in DLA Piper’s San Diego office. She graduated magna cum laude from Georgetown University Law School and has a BA and MBA with honors from California State University. Mr. Lavalée is a Partner resident in the Washington, D.C. law offices of DLA Piper US LLP. His practice focuses on government contracts law and litigation, with a special emphasis on high technology issues and intellectual property in government contracts. Mr. Lavalée holds a bachelor’s degree from Georgetown University and a law degree from the College of William & Mary, Marshall-Wythe School of Law, where he was on the Law Review.

As was advertised, the seminar was not your basic IP 101 course. This was a highly interactive 4 hour seminar that provided a comprehensive view and allocation of Intellectual Property Rights. The seminar provided a couple of case studies emphasizing the importance of knowing the specific clauses and policies in dealing with IP, whether you’re contracting with a Government agency, Civilian agency, Department of Defense, Department of Energy or NASA. The seminar focused on the allocation of rights in IP, specifically how the basis of allocation of rights in Patents differs from the basis of allocation of rights in Technical Data and Software. Emphasis was also placed on knowing the policy or clause of the agency with whom you are contracting as each agency’s basis of allocation of rights varies.

The speakers ended the seminar by providing a summary of ten of the most important points with regards to rights in Technical Data and Software. The summary can be found on NCMA San Diego Chapter’s website at: [www.ncmaorg.org](http://www.ncmaorg.org).

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

### Board of Directors

Position	Officer	Phone Number	Email
President	Sharon King	(619) 725-6753	<a href="mailto:king_sharon@bah.com">king_sharon@bah.com</a>
Vice President	Joni Shirley	(858) 300-1609	<a href="mailto:shirley_joni@integrits.com">shirley_joni@integrits.com</a>
Secretary	Christine Powell	(619) 297-0970	<a href="mailto:cpowell@syzygy-tech.com">cpowell@syzygy-tech.com</a>
Treasurer	Mark Cook	(858) 292-0922 #221	<a href="mailto:mark@kes.com">mark@kes.com</a>

### Committee Chairpersons

Position	Officer	Phone Number	Email
Membership	Chrystal Piskor	(858) 826-3339	<a href="mailto:chrystal.l.piskor@saic.com">chrystal.l.piskor@saic.com</a>
Education	Daniel Chalfant	(760) 580-4257	<a href="mailto:chalfant_daniel@bah.com">chalfant_daniel@bah.com</a>
Arrangements	Linda Allen	(619) 532-4625	<a href="mailto:linda.n.allen@navy.mil">linda.n.allen@navy.mil</a>
Small Business Outreach	Quyên Tran		<a href="mailto:quyen.tran@ge.com">quyen.tran@ge.com</a>

We are also looking to fill the following committee positions:  
PUBLICITY – SPEAKERS – AWARDS – GRAHLMANN