

NCMA NEWS



San Diego Chapter

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Upcoming NCMA-SD Events

- March 21 NCMA/ ABA Seminar: Contract Compliance in the 21st Century: Rethinking Risk Management in a Global Acquisition Environment
- March 22 Board Meeting@ IntegrITS
- April 4 CART Meeting @ KES
- April 22-25 NCMA World Congress in Dallas, Texas
- April 25 Luncheon – GWAC Contracts

NCMA OUTREACH: CONTRACT MANAGEMENT OPTIONS FOR LAW

By David Hyman, Jasmine Jorque, Kim Reisman

It may start with the realization that you have been in the office since seven am and it is now, by the clock on the computer you have been at all day, two in the morning. This may not be the first time this has happened, and certainly will not be the last. It may also start with a statement like: “you just don’t have the go-for-the-jugular mentality that we are looking for at a litigation firm.” A smile spreads across your face as you realize that this is true, and amazingly enough, it is okay. Either way, you soon find yourself perusing a copy of **What To Do With a Law Degree**, and contemplating your next career move. In short, not all lawyers spend their days arguing cases in front of judges, engaging in legal confrontation.

Where to next?

If this has happened to you, it is quite possible that your first step was to join the local chapter of the NCMA. Some attorneys who made the difficult decision to leave litigation behind in favor of a career in contract management are now hoping to introduce others, starting with law students, to the world of contract management as a possible area of specialization.

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President's Message

By Sharon King



It's been a busy winter for the San Diego NCMA chapter, with a strong program of luncheons, seminars, CARTs and other events, including our recent networking event to complement AFCEA West and a very successful Subcontract Management seminar. I had the opportunity to participate in the SDSU-sponsored Contingency Contracting seminar on February 16th, which featured a collection of experienced contracting professionals from the Navy, County of San Diego, Cox Communications, and SAIC. The speakers provided lessons learned from events such as Hurricane Katrina and the San Diego wildfires. A few notable takeaways included the importance of having a personal emergency preparedness plan, and building redundancy and back-up strategies into your contingency planning and contracting.

Winter has also been a time of change. I recently moved to Indiana to lead a contract support effort at the Naval Surface Warfare Center (NSWC) Crane, so I have had the opportunity to see something I hadn't for quite some time...snow. With this move comes a change in local chapter leadership. Joni Shirley, our current Vice President, will be dual-hatted, taking on the role of President to complete the program year ending in June. I'd like to take this opportunity to thank her for stepping in to take on the challenge and its rewards. Her dedication to the San Diego NCMA chapter is to be commended, as is the fine program of events she has orchestrated this year. I'd also like to thank the rest of the board members, volunteers, advisors and members for making this a model NCMA chapter. Finally, with a new program year quickly approaching, I would encourage you to look for opportunities to become involved in chapter governance in whatever capacity you are able. If you are interested in pursuing a board position or volunteering, please contact Joni Shirley or Jack Friery.

NCMA-SD January Seminar Debrief

By Brian Greenberg

On January 17th, the Chapter presented a full-day seminar covering Subcontract Management. Presenters Brian Greenberg, Dan Chalfant, Jack Friery, and Jim Sutherland discussed the key issues in managing subcontracts, from both the Buyer's and Seller's perspective. The 80 attendees were educated about Non-Disclosure Agreements, Teaming Agreements, RFP's, Cost and Price Analysis, Letter Subcontracts, Subcontract T's and C's, Postaward Administration, and Subcontract Closeouts. Those in attendance were all very fortunate to have received the knowledge and experiences shared by this elite panel of experts who collectively possess over 120 years of Government Contracting and Subcontracting experience. The San Diego Chapter sincerely appreciates the hard work and professional presentation provided by our panel who all volunteered their time to make this event a great success.

Membership Focus – Meet Mark Cook

Mr. Mark Cook is the Treasurer for the NCMA San Diego Chapter. In this capacity, he is responsible for preparing the monthly/annual budgets, paying for all chapter expenses, collecting & depositing all revenue and reconciling monthly bank statements. For program year 2006/2007, Mark implemented a credit card system that allows anyone who attends our events the added flexibility to pay by Visa or MasterCard.

Mark graduated from Hawaii Pacific University (Summa Cum Laude) with a Bachelor of Science degree in Business Administration (emphasis in Accounting) in 2000. He moved to San Diego in 2000 and began his professional career at a local CPA firm. Mark is currently working for KES, Inc. as a Program and Financial Control/Analyst, and although fairly new to the contracts industry, he has over seven years experience in the finance/accounting industry. He is currently enrolled in the SDSU Professional Certificate in Contract Management program. Mark was one of 38 individuals selected for the inaugural NCMA Leadership Development Program and will complete the program in June of 2007.

Mark has been married 19 ½ years and has one daughter and one son, seventeen & fifteen, respectively. In his spare time, Mark enjoys golfing, bowling, riding motorcycles, playing basketball with his son and spending time with his family and friends.



NCMA Employment Announcements—Instructors Needed at SDSU

*By Jack Friery, Employment Chair,
friery@earthlink.net*

Make sure to check the NCMA San Diego Chapter's job announcements frequently. You can find them at www.ncmasd.org. Just click "Employment Opportunities." There's one particularly fascinating opportunity now listed on our website. San Diego State University College of Extended Studies has just announced a new Advanced Contract Management certificate program. This program

builds on the successful and long-standing basic certificate program. The courses in the Advanced Program will be five weeks long, and are targeted at practitioners in contracts and procurement. SDSU is looking for instructors for two upcoming courses: International Contracting and Export, and Intellectual Property and Licensing. If you are interested, contact Wendy Evers, SDSU Senior Director of Program Development, 619-594-7078, Wevers@mail.sdsu.edu, or Jack Pellegrino- SDSU Program Advisor, 858-826-2609, John.M.Pellegrino@saic.com.

How Do You Find Good Contract Administrators? Grow Your Own

By Jack Friery

Why does it seem that every employer is looking to hire the same contract administrator? Bachelor's degree in business (or MBA), six or eight year's experience, expert in FAR and DFARS. And so on and so on.

Obviously, there are a very limited pool of those candidates—even if they're looking for a job (your job particularly).

What to do? Why not consider growing your own?

The October 2006 issue of NCMA's Contract Management magazine has an excellent article entitled "Grow Your Own Contracts Staff" by Andrea J. White that tells employers precisely how to "grow your own." Ms. White's game plan includes the following:

- Look for candidates with the right mix of skills and background. Be particularly on the lookout for internal candidates. Seek out possibles in finance, budget, regulatory compliance.
- Obtain across-the-board company support. Don't forget, you may be taking candidates from the other managers in the company.
- Establish a labor and training budget. Can the cost be shared, for example, by Contracts, the HR training experts, and the supported organizations?
- Identify mentors from existing contracts staff. Add the mentoring duties to the performance standards of your senior contract managers. (And, a thought from our San Diego chapter: use our resources, such as CART meetings and volunteer work on the chapter board, to add seasoning to the mentoring experience.)
- Set up an internal learning program. This should include both hands-on and formal training. (Again, also use NCMA San Diego chapter seminars and speaker luncheons, plus the invaluable training offered by the San Diego State contracts management programs.)
- Identify external training courses. (This can include SDSU, plus ESI, Federal Publications, and others.)

Don't recruit that same candidate your competitors are recruiting—instead, grow your own.

NCMA-SD is Seeking a Webmaster!!!

NCMA-SD is issuing a call-to-arms to our membership – we're looking for a volunteer to maintain the chapter website. If you are interested, please contact one of the Board members listed on the last page of this newsletter. Thank you!

*NCMA OUTREACH: CONTRACT MANAGEMENT OPTIONS FOR LAW
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On Monday, February 5, three of these NCMA attorneys attended Professor Spiegelman's Negotiations class at the Thomas Jefferson School of Law (TJSL) to provide law students with a unique perspective on the options available to them as future members of the workforce. Kimberly Reisman has a Juris Doctor and is an active new member of the NCMA, while Jasmine Jorque and David Hyman are members of the California Bar and teammates in contract management at Booz Allen Hamilton. All three share a background in, and an aversion to, the often harsh and confrontational world of litigation, as well as a strong interest in the field of contracting. All three explained their experiences in the field and urged the students to join the NCMA to learn more. As an added incentive, student memberships in NCMA are free.

This presentation was part of a new NCMA outreach program, in which NCMA volunteers will work with the faculty and career services departments at all three local law schools to generate interest in the organization and the field of contracting. Kimberly will continue to work with Thomas Jefferson, while Jasmine and David will implement sister programs at the University of San Diego School of Law (USD) and California Western School of Law (Cal Western), respectively. The new group is hoping to introduce law students to the possibility of embracing a legal avenue that emphasizes cooperation and consensus, rather than confrontation and chaos.

Law school graduates possess a unique set of capabilities that can make them very successful in the world of contract management. Law students develop strong written and oral communication skills, as well as an attention to detail and a professional demeanor. Their unique ability to interpret the law allows them to understand and apply such complex legal texts as the Uniform Commercial Code (UCC) and the Federal Acquisition Regulations (FAR). This makes law schools an excellent resource for recruiting bright and able contracting professionals. After spending three years in law school, lobbying policy and precedent back at the law professors, law students are uniquely equipped to multitask and juggle complex client demands. This translates into contract professionals who are able to listen, assimilate new information and think on their feet.

Kimberly has already provided NCMA brochures, "So You Want To Be A Contract Manager," to TJSL's career services desk and has spoken with the Assistant Dean about conducting NCMA presentations at contract, entertainment and ADR classes. In order to introduce professors to the NCMA's role and function, Kimberly suggested that Professor K.J. Greene speak at the NCMA's December luncheon. This garnered interest from students and graduates of TJSL. Professor Greene spoke about contracting "Hollywood style; From Dave Chappelle to Courtney Love," and for those who attended it was an interesting perspective on contact making and contract breaking. The outreach program will increase student involvement by introducing law students to NCMA and all it has to offer in the way of luncheon speakers, CART meetings, Q and A's and all-day seminars.

The Outreach group has been brainstorming to come up with other ideas to get students interested in a possible future as contract professionals. So far, plans under consideration include hosting a booth at the schools' club and student services days, and giving presentations in classes related to the field of contracting. The three volunteers will be working together to develop further outreach activities and would appreciate any suggestions from senior members of the NCMA who may have relevant past experience.

NCMA-SD February Luncheon Summary

By Joni Shirley

Our Chapter's guest speaker for the February luncheon was Dr. Ruben Garcia, District director of the U.S. Small Business Administration (SBA) San Diego District office. Dr. Garcia took the position in January 2006 and is responsible for overseeing SBA's financial and educational development programs for San Diego and Imperial counties. His presentation highlighted some of SBA's success stories with companies such as America On-line, Apple Computer, Callaway Golf, Federal Express, Oracle, Rubio's and Staples, just to mention a few. SBA provides management, financial, and government contracting assistance, disaster relief and advocacy. Some of the recent issues Dr. Garcia addressed were the proposed SBA Surety bond guarantee, the three types of contract bonds; WOSB Federal Contract Assistance program; and size re-certification. Joining Dr. Garcia was Maria Hughes, LRS/Contracting Officer SDDO, who holds a Doctorate in Jurisprudence and has been affiliated with the Small Business Administration for over 20 years.



From left to right: Mark Cook, Joni Shirley, Dr. Ruben Garcia, Maria Hughes, Christine Powell, Quyen Tran

NCMA-SD Board of Directors and Other Points of Contact

Board of Directors

Position	Officer	Email
President	Joni Shirley	shirley_joni@integrits.com
Vice President	Dan Chalfant (Acting)	Chalfant_daniel@bah.com
Treasurer	Mark Cook	mark@kes.com
Secretary	Christine Powell	cpowell@syzygy-tech.com

Committee Chairpersons

Position	Chairperson	Email
Employment	Jack Friery	friery@earthlink.net
Education	Dan Chalfant	Chalfant_daniel@bah.com
Membership	Chrystal Piskor	Chrystal.I.piskor@saic.com
Arrangements	Quyen Tran	quyen.tran@ge.com
Small Business Outreach	Quyen Tran	quyen.tran@ge.com

We are also looking to fill the following committee positions:

PUBLICITY – SPEAKERS – AWARDS – GRAHLMANN – WEBMASTER