

# NCMA NEWS

*San Diego Chapter*



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## INSIDE THIS ISSUE

- 3** Membership Focus – Kenneth Adam
- 3** NCMA CART Meeting in North County
- 4** My Experience with the NCMA Leadership Development Program — An Interview with Mark Cook
- 6** April & May 2011 Webinar Debriefs
- 7** NCMA San Diego Offers Scholarships!

## San Diego! Congratulations and Thank You to Everyone Who Voted for Your 2011 NCMA Chapter Board Members!

The election results for NCMA San Diego are in! Here's who you voted to represent you as your 2011-2012 Board of Directors

President – Quyen Tran  
Vice President – Mark Cook  
Treasurer – Erin Felix  
Secretary – Victoria Marin  
Education Director – Theresa Robinson  
Membership Director – Lee Davis  
Arrangements Director – Nalani Moore.

Thanks to all from the election committee for your participation and support.

## Upcoming NCMA-SD Events

- **NEW!** June 14 CART Meeting in North County at ViaSat Inc. in Carlsbad!
- June 22 Workshop: Navigating the Teaming Arrangement as a Path to Greater Business Profitability

## President's Message – The Year in Review

*By Maurice Caskey*

This is my last President's Message for the NCMA San Diego Chapter newsletter. It has been a privilege to serve the Chapter for the 2010–11 program year. One highlight was the election of officers to serve the Chapter for the 2011–12 program year — you can read about that in another article in this newsletter. Next year will see one of the bigger turnovers in Board positions in quite some time.

I want to take this opportunity to recognize the Chapter Board for its service over the past year, and particularly note the contributions of the following individuals, 2 elected officers and 3 committee chairs:



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Quyen Tran, CFCM, CCCM, Chapter Vice President, will be moving up to Chapter President next year. Good luck to Quyen in this sometimes challenging position. This year Quyen has been a great “utility hitter” for the Chapter, performing myriad little tasks that are so important to keeping things running smoothly. She has been quite helpful in filling in for other Board members who were sick or busy with their “day job” and unable to provide timely support to the Chapter. Quyen will need similar support from members next year. Contact her if you’d like to become more involved in working on Chapter activities, including serving on the Board as a committee chair.

Victoria Marin, the Arrangements Director, will become the Chapter Secretary. She has done a great job arranging the venues for this year’s workshops and seminars. She has been nimble on her feet with some last-minute changes, arranging hotel facilities in a way that was transparent to most of our members and, like any good contact negotiator, at a fair price.

Gabe Olivas, the chair of the CART Committee, will serve in the same position next year. He has freshened the Contract Administrators’ Round Table events each month, with some new approaches and ideas. Please be sure to provide input to Gabe on the CART meetings and, even better, participate next year. Gabe also served as Elections Committee chair—he, along with Lee Davis, CPCM, did a great job in the nominations and election process.

Jack Friery, Fellow, the Employment Committee chair, has advised the Board that he will not be serving in that position again next year. Jack sends all of those e-mails to remind the Chapter members of upcoming events as well as maintaining the employment opportunities page on the Chapter website. He has ably served the Chapter in this position for the past 9 years and his able services will be missed.

The above recognition isn’t to diminish from the work of the remaining Board members:

Dan Chalfant, CPCM, CFCM, immediate past-president and Board of Advisors

Mark Cook, Treasurer, who will move up to Vice President next year

Christine Powell, Secretary

Theresa Robinson, Education Director, who again will serve in that capacity next year

Jim Southerland, Fellow, fellows chair and Board of Advisors

Erin Felix, newsletter editor

Erin Armstrong, website administrator

Ken Adam, college outreach

Gunnar Schalin, small business and military outreach

Ray Chalupsky, CPCM, Fellow, publicity

Joni Shirley, CPCM, past-president and Board of Advisors.

To each of the Board members, a hearty “thank you” for your service to the Chapter. We had an outstanding year — it couldn’t have been done without you!

Finally, I want to thank you, the Chapter members. Many of you supported the workshops and seminars. Workshops are break-even events; seminars provide the Chapter’s funding. Many of you took advantage of the activities funded by the seminars, a benefit of Chapter membership: CART meetings, NCMA webinars and the December social event. Almost all of our events were well attended. Please keep an eye on the Chapter website and look for e-mail that announces events for next year. Become even more involved!

Thank you all,

Maurice R. Caskey, CFCM, CCCM

President, NCMA San Diego Chapter 2010–11

## Membership Focus – Meet Kenneth Adam

Ken is the College Outreach Chairman on the San Diego Chapter of NCMA. He has been an NCMA member for over 25 years.

He is currently working as a Senior Procurement Specialist at the San Diego Contracting Opportunity Center (SDCOC), a not-for-profit organization that works with small businesses to help them identify and qualify to bid on government contracts—federal, state and local. He also does independent consulting in contract administration, administration of Cost Accounting Standards (CAS) and Contract Closeout.



In 2009, he retired from Defense Contract Management Agency (DCMA) after over 30 years; over 25 years as a warranted Administrative Contracting Office (ACO) and Business Team Leader. He administered every type of contract from small dollar purchase orders to \$100+ M Cost and Fixed Price incentive contracts. He has worked with all types of businesses from small businesses to some of the major defense contractors. In addition to administering contracts, he has provided pricing and negotiation support to major Department of Defense (DoD) buying commands on large dollar procurements. He has extensive expertise in negotiating Quick Closeout Rates, Final Indirect Rates and Contract Closeout.

Ken retired as a Captain, Supply Corps, in the Navy Reserve after over 29 years of active/reserve duty. He had six Command/Commanding Officer tours with Navy FISCs, Defense Logistics Agency (DLA), DCMA and Navy Contracting units.

On active duty he was an independent duty Supply/Disbursing Officer on the USS Agerholm, which made one deployment to the Western Pacific and Vietnam. His last billet was Assistant Aviation Support Officer at Naval Air Station Lemoore, CA.

Ken has taught the Introduction to Acquisition and Contract Management Course at San Diego State University as part of a Continuing Education Series (CES) leading to a certification program in Contract Management, in conjunction with NCMA. In addition, Ken has taught NCMA Education Seminars in Contract Closeout.

He has an undergraduate degree in Business Data Processing from Central Missouri State University and an MBA in Finance from John F Kennedy University.

Ken is married to Ana (Vildosola) Adam and they have lived in San Diego since 2002. They like to travel, play golf, and go hiking.

### NCMA CONTRACT ADMINISTRATOR'S ROUND TABLE

**Please join us for our North County Contract Administrator's Round Table (CART) at ViaSat Inc. in Carlsbad!**

Bring your contracts questions/issues for discussion with other contracting professionals in a safe-harbor, attribution-free environment!

**WHEN:** Tuesday, June 14, 2011, 7:30 – 8:30 am

**COST:** Free, including pastries, coffee and other light refreshments

**No Camera phones allowed on-site at ViaSat.**

**RSVP:** By COB Monday, 6/13 to [Brian.Greenberg@viasat.com](mailto:Brian.Greenberg@viasat.com)

## My Experience with the NCMA Leadership Development Program — An Interview with Mark Cook

*By Jack Friery*

Mark Cook, our chapter Treasurer and soon-to-be Vice President, was a member of NCMA's inaugural Leadership Development Program during the years 2006 & 2007. The LDP, now called the Contract Management Leadership Development Program, or CMLDP, is designed to help develop the next generation of contract management leaders through an intensive yearlong educational experience sponsored by NCMA.

Mark Cook applied for and was accepted into the year-long LDP, along with 37 others in industry and government. He found out about the program through his then-boss, Brian Greenberg. Brian has been a two-term President of the San Diego chapter, and was deeply involved in NCMA. And that leads to Mark's first observation about the program—your company or government office has to be supportive of your involvement. In fact, part of the application process is a mandatory letter of commitment from your organization.

When he joined the program, Mark was required to attend a year's worth of NCMA National activities, including World Congress and the various Leadership Congresses. NCMA provided a scholarship to cover the entry fees for the conferences, but Mark's company had to fund his travel expenses.

Did Mark meet the goals set out for him in the LDP? In his words, "Absolutely!" Mark saw first-hand the demographics of the meeting attendees, which tended to prove NCMA's thesis that contract professionals were growing older, and that a new infusion of talent was needed. He was able to network with the senior people in the field, who were always willing to share their experience and knowledge. And his fellow LDP members tended to be eager and bright, and the relationships he developed with them have been invaluable—Mark feels he can reach out to any of them at any time as resources for problem-solving and answers to questions.

Going forward, Mark's participation in the LDP program proved to him that contracts was an exceptional career field. The Government market, in particular, will remain vibrant, and good leaders in contract management will always be needed. Mark's LDP experience also convinced him that active participation in NCMA activities was personally worthwhile to him. As proof of that, Mark has served on the Board of NCMA San Diego as Membership Chair, Treasurer, and as the newly-elected Vice President. When asked for his final comments, Mark said, "I'd do it again in a minute!" And to those who are starting their careers in contract Management, he says, "Go out and make a name for yourself, the opportunity is there!"

[More information on the NCMA Contract Management Leadership Development Program can be found on the NCMA National website at <http://tinyurl.com/426sqfi>. Applications are due to NCMA no later than June 30, 2011.]

The San Diego Chapter of the  
National Contract Management Association  
Will Present a Workshop

Navigating the Teaming Arrangement as a Path to Greater  
Business Profitability

on June 22, 2011

*This event will address:*

- Effective teaming for business development
- Managing the teaming venture
- The pros and cons of Teaming
- Forms of teaming ventures
- Sullivan International Group case studies

*Guest Speaker:*

**Steven E. Sullivan**, CEO of Sullivan International Group, Inc.

*Who should attend?*

Company executives  
Contract managers & contract administrators  
Marketing & proposal managers  
Program & project managers  
Subcontracts and purchasing

*Location: Four Points by Sheraton, 8110 Aero Drive*

*Time:*

Networking and Registration: 11:00 a.m.  
Meeting with lunch begins promptly at: 11:30 a.m.

**How to Register and Pay (Registration Deadline is June 17, 2011)**

1. Register online at [ncmasd.org](http://ncmasd.org); payment via PayPal is available online, **OR**
2. E-mail Registration Form to: [victoria.marin@lmco.com](mailto:victoria.marin@lmco.com), **OR**
3. Fax Registration Form to: ATTN: Victoria Marin (858)795-8537

## April & May 2011 Webinar Debriefs

*By Quyen Tran*

One of the benefits of being a member of the NCMA San Diego Chapter is the Webinars broadcast by the NCMA national office. The Webinars present timely topics with speakers that are up-to-date on “inside the Beltway” information. Since the last newsletter, your Chapter has hosted 2 NCMA Webinars.

In April we hosted “Government Contract Accounting Compliance: Current and Emerging Challenges.” The presenters were Brent Calhoun and Jay Rathbone of Baker Tilly. The presentation covered:

1. Proposed DFAR Business System Rule
2. DoD Efficiency Initiative
3. Commission on Wartime Contracting Recommendations
4. Revised “Cost or Data” Definition — Pricing Data
5. DCAA & DCMA Responsibilities
6. Excessive Pass-through Charges
7. Proposed DFARS IR&D Reporting Rule

The May Webinar was “New Developments in the FAR.” The presenters were William Weisberg and Joyce Tong of Bryan Cave LLP. They covered changes in contract administration, cost accounting, Buy-American and trade agreements, and socio-economic programs. Highlights include:

Contract administration changes, focusing on:

- Reporting Executive Compensation and First-Tier Subcontract Awards
- Encouraging Contractor Policies to Ban Text Messaging While Driving
- Uniform Suspension and Debarment Requirement
- Electronic Subcontracting Reporting System (eSRS)
- Termination for Default Reporting
- Certification Requirement and Procurement Prohibition Relating to Iran

Cost and accounting changes, focusing on:

- CAS and FAR alignment
- compensation and measurement of pension costs
- Disclosure and Consistency of Cost Accounting Practices – Foreign concerns
- Limitation on Pass-Through Charges
- Definition of Cost or Pricing Data

American Recovery and Reinvestment Act changes, focusing on:

- GAO & IG Access
- Buy American Requirement for construction material

Buy-American and trade agreements changes, focusing on:

- Increased threshold for TAA application
- Additional TAA-compliant country: Taiwan
- Application of the IT exception to BAA covered construction contracts

Socio-economic program changes, focusing on:

- Socioeconomic program parity
- HUBZone program revisions
- Small Disadvantaged Business self-certification
- Women-Owned Small Business Program

They also briefly discussed proposed changes in organizational conflict of interest (OCI) rules.

The NCMA San Diego Chapter sponsored and hosted five Webinars during the 2010–11 program year. We thank Quantum Magnetics for providing a site for the Webinars. Your San Diego Chapter offers Webinars to its members at no cost. This is just one of the benefits of joining NCMA and participating in the Chapter’s activities.

Copies of the Webinar presentations are posted on the NCMA San Diego Chapter website (<http://ncmasd.org/presentations20092011.html>) for those who missed the meetings.

## NCMA San Diego Offers Scholarships!

A major part of NCMA's mission is education. The San Diego NCMA Chapter awards scholarships to assist and encourage individuals interested in a career in contract management. Scholarships are awarded on a first-come, first-served basis. Scholarship funds can be used for completed contract management-related courses or NCMA certification exams (when passed). Prior scholarship awards ranged from \$250 to \$1,000. The amount awarded is based on the strength of the application and the funds available at the time the application is received.

Scholarships are awarded to those who do not have full funding from their employer or from other sources; financial need is not a criterion. The application process is relatively easy and includes a cover letter, description of course(s) or certification, an essay, and letters of reference. NCMA membership is not required for scholarship application, but is required prior to award. We encourage everyone to take advantage of this scholarship opportunity!

For a complete description of the application requirements, with a full list of the evaluation criteria and scholarship requirements, please visit our website at [www.ncmasd.org](http://www.ncmasd.org) and click "Education." For additional information, please contact our Education Director, Theresa Robinson Harris at [trobinson@reconenvironmental.com](mailto:trobinson@reconenvironmental.com).