

# NCMA NEWS

*San Diego Chapter*



December 2011  
Volume 6 Issue 4



<http://www.ncmasd.org>

## President's Message - NCMA San Diego Chapter Awarded the Gold Graalman!

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Happy Holidays San Diego Chapter!

The Chapter had a successful workshop in September and seminar in November that covered GSA Schedule Contracting and Terminations, respectively. Look for the announcement of our next seminar, on cost reimbursement contracting, in January.

Please join us on December 14 at Black Angus in Kearny Mesa for our Holiday Social with complimentary hors d'oeuvres and non- alcoholic beverages to our members and their guests. This is a great time to network, meet up with colleagues and get to know other members in the Chapter. Please visit <http://ncmasd.org/chapterscheduleevents/holidaysocial121411.html> for more information.



We continue to hold our monthly Contract Administrators' Round Table (CART) meetings, and have expanded to a meeting on the 4<sup>th</sup> Wednesday of each month in Carlsbad. We also offer, at no cost to our members, selected NCMA Webinars on topics of current interest. You can see the schedule for each of these events at <http://ncmasd.org/chapterscheduleevents.html> .

I am proud to announce this Chapter once again received a Gold Graalman Award for 2010-2011 program year. The Award signifies that we are doing our job in serving the members. I want to give a big thank you to our immediate Past President, Maurice Caskey, for his leadership and to all those who served on the Board. We are here to serve the members, with education in the field of contract management being our top priority. Please do not hesitate to contact any of the board members if you would like to volunteer or provide any feedback.

## NCMA San Diego – Community Service

*By Jennifer Myers*

This year the NCMA San Diego Chapter launched a new Community Service committee to scout for two San Diego organizations worthy of a \$250 donation. To kick off the program, the first donation is being made to Dress for Success San Diego.

Dress for Success is an international non-profit organization whose mission is to provide economic independence for disadvantaged women by providing professional attire to help them find jobs and remain employed. Dress for Success helps 50,000 women each year and has helped over 550,000 women world-wide with over 100 locations in the United States, Australia, Canada, the United Kingdom, New Zealand, Australia, the Netherlands, Mexico, Poland and the West Indies.



In addition to the professional attire service, at the cornerstone of their mission is their employment retention service that provides career development tools and a network of support. These tools are essential to helping the Dress for Success clients build thriving careers and prosper in the mainstream workplace. Dress for Success also offers a career center that provides technology skills and career guidance.

The initiatives behind Dress for Success are funded by financial contributions, donations, volunteers and success partners including Bobbi Brown and the Style Network. Bobbi Brown designed the 2011 Something To Share™ scarf, produced by Echo Design. \$20 from each scarf sold will be donated to Dress for Success Worldwide. Bobbi Brown also partnered with Salaam Coleman Smith to present The Style Network's 3<sup>rd</sup> Annual Give and Get Fete event. This exclusive and lavish event on the rooftop of The London

West Hollywood is hosted by celebrities such as Jennifer Love Hewitt, Jaime-Lynn Sigler, and Tiffani Thiessen. 100% of the proceeds from ticket sales, silent auction and sponsorships will go to Dress for Success West Los Angeles.

NCMA San Diego believes that Dress for Success can make a real difference in the lives of women. We are proud to be a financial sponsor for Dress for Success San Diego to support underprivileged women find independence through career development. Our \$250 donation will sponsor one Professional Women's Group, a monthly client forum for networking, workplace education, and life management consultation.

If you would like to make a donation to Dress for Success, please visit the website at [www.dressforsuccess.org](http://www.dressforsuccess.org) and choose "select affiliate" on the right hand side of the home page for the San Diego link.

## Membership Focus - Meet Mitch McCormick

Mitch is the Website Co-Chairman of the NCMA San Diego Chapter. He has been a NCMA member since the summer of 2009. He is currently seeking work in the contract administration field. While seeking full-time employment, Mitch has performed as an independent contractor for various projects in contract administration.

Mitch began his contracting career with Wild Oats Markets, Inc. in Boulder, Colorado. Upon moving to San Diego in 1999, Mitch worked as Contracts



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Manager for American Renovation and Construction Co. (ARC), a general contractor which specialized in building homes on military bases throughout the country. Early in 2007 Mitch began working for Navy Region Southwest - Morale, Welfare and Recreation in San Diego as a Supervisory Procurement Specialist. There he had an unlimited dollar Contracting Officer's warrant and supervised a staff of 8 Purchasing Agents and 6 Contract Specialists. His department processed the acquisition of more than \$400 million in products and services annually. Most recently he worked for the County of San Diego as a Procurement Contracting Officer.

Mitch earned his undergraduate degree in Political Science from Loyola University in Chicago and a Masters in Public Administration degree from National University in San Diego. Earlier this year he passed the Certified Professional Contracts Manager exam earning the CPCM designation. He is also attending San Diego State University's Professional Certificate in Contract Management program needing only one more class for completion.

Mitch is single and, though originally from Chicago, enjoys raising his two sons as Southern Californians. He takes pleasure in history, baseball and preparing gourmet meals.

## November 2011 Seminar – Contract Terminations

*By Ray Chalupsky*

On November 10<sup>th</sup> the San Diego Chapter was very fortunate to have Tom Reid, Director of Government Contracting Services for Navigant Consulting, address the topic of Terminations.



Tom presented an in-depth analysis of the various kinds of terminations and the consequences of each with corresponding strategies for dealing with them. A detailed Q&A session showed the



interest of the audience. Tom's significant background on both sides of the table allowed him to present a diverse and accurate picture of terminations. His real world experience added many examples of terminations, both good and bad.

Additionally, during the November Seminar, member anniversaries were recognized. Refer to the list of milestone anniversaries on page 8 of the newsletter.

*By Ken Adam*

## What is a PTAC?

Ninety-three Procurement Technical Assistance Centers (PTACs) - with over 300 local offices - form a nationwide network of dedicated procurement professionals working to help local businesses compete successfully in the government marketplace. PTACs are the bridge between buyer and supplier, bringing to bear their knowledge of both government contracting and the capabilities of contractors to maximize fast, reliable service to our government with better quality and at lower costs.

The Procurement Technical Assistance Program (PTAP) was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the Government Marketplace. Administered by the Department of Defense, Defense Logistics Agency (DLA), the program provides

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matching funds through cooperative agreements with state and local governments and non-profit organizations for the establishment of Procurement Technical Assistance Centers (PTACs) to provide procurement assistance.

PTACs come in many different sizes and shapes, reflecting the needs, priorities and resources of the areas they serve. Some PTACs are administered directly by state governments; others partner with universities, community colleges, local economic development corporations or other local institutions. Some PTACs operate within Bureau of Indian Affairs areas exclusively serving Native American owned businesses. Many are affiliated in some way with Small Business Development Centers and other small business programs. All PTACs are staffed with counselors experienced in government contracting and provide a wide range of services including classes and seminars, individual counseling and easy access to bid opportunities, contract specifications, procurement histories, and other information necessary to successfully compete for government contracts.

Many PTAC counselors have backgrounds in government acquisitions and virtually all receive ongoing training to keep pace with continually evolving acquisitions procedures and policies. The Association of Procurement Technical Assistance Centers (APTAC) provides a network that allows any PTAC counselor almost instant access to the expertise and experience of over 500 colleagues, as well as real-time information from government agencies regarding new requirements and initiatives.

APTAC is the professional organization of and for the 93 DLA-funded Procurement Technical Assistance Programs. APTAC supports the PTACs by providing them important information, professional networking, comprehensive training opportunities and a voice in national government contracting assistance and policy arenas. You can locate the supporting PTAC in any given area of the United States by using the following APTAC homepage link: <http://www.aptac-us.org/new/index.php>. The San Diego PTAC services small businesses in San Diego County. Their website is: <http://www.ptac-sandiego.org/workshop.html>.

## Challenge Yourself - Make the move to gain a nationally recognized professional certification from NCMA.

*By Theresa Robinson-Harris*



Change and uncertainty surround us with economic volatility and career instability. In these uncertain times, you need more knowledge, more experience and a step ahead of the competition. One way to ensure a secure future is to challenge yourself and get certified. Make the move to gain a nationally recognized professional certification from NCMA. Three professional designations are available: **CFCM**, **CCCM** and **CPCM**.

The **CFCM (Certified Federal Contracts Manager)** is our basic credential for both public and private sector contracting professionals. The CFCM Validates your education, training, experience, and knowledge of the practice of contracts management in the federal environment.

The **CCCM (Certified Commercial Contracts Manager)** is our basic credential for professionals involved primarily with commercial contracts. This certification validates your training and knowledge in the practice of contracts management in the commercial environment.

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The **CPCM (Certified Professional Contracts Manager)** is our senior and most highly regarded credential. This certification tells the world that you are equipped with the training and knowledge to handle tough assignments in any contract environment.

For more information on the NCMA certification program please visit our website at [www.ncmasd.org](http://www.ncmasd.org)

## Join Our NCMA San Diego CART Meetings!

The San Diego chapter has CART (Contract Administrators' Round Table) meetings that are guaranteed to make you a better contract professional and you can attend on the way to your office. The chapter conducts CART meetings on the 2nd Wednesday of every month for those who work in the Kearny Mesa area and the 4th Wednesday of every month for those who work in North County. Both meetings occur from 7:30AM to 8:30AM. The only ground rule is that you have to bring a question to be discussed, or a lesson you've learned that relates to public contracting.

Gabe Olivas would like to thank everyone for attending the 2011 NCMA CART meetings. Gabe was pleased to have the opportunity to meet with all those in attendance. Thanks from all the NCMA Board members. And, best wishes on the coming holidays. See you the next CART meeting.

### **Kearny Mesa CART**

**WHEN:** 2nd Wed of each Month 7:30-8:30am

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

**WHERE:** KES, 9325 Sky Park Court, Suite 300, San Diego, 92123

**RSVP:** [mark@kes.com](mailto:mark@kes.com)

### **North County CART**

**WHEN:** 4th Wed of each Month, 7:30 - 8:30 am (\*\*No CART Mtg in November and December)

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

**WHERE:** ViaSat Inc., 6155 El Camino Real, Carlsbad, CA 92009

**DIRECTIONS:** Take Palomar Airport Road exit off I-5, go east to El Camino Real. Turn right, ViaSat is on the right (west side of the road).

No Camera phones allowed on-site at ViaSat.

**RSVP:** [Brian.Greenberg@viasat.com](mailto:Brian.Greenberg@viasat.com)

## Other Announcements

### **NCMA San Diego Invites You to Join Us for Some Holiday Cheer And light Hors d'oeuvres**

**WHERE:** Black Angus Steakhouse

**ADDRESS:** 5247 Kearny Villa Rd, San Diego, CA 92123

**WHEN:** December 14, 5:00pm – 7:00pm

**FEE:** Free to NCMA Members plus (1) guest

**RSVP:** Quyen Tran, [president@ncmasd.org](mailto:president@ncmasd.org)

**HOLIDAY INVITATION:** <http://ncmasd.org/chapterscheduleevents/holidaysocial121411.html>

**SAVE THE DATE** .....The San Diego Chapter is planning a 50<sup>th</sup> birthday celebration on Wednesday evening, February 1, 2012. More information will follow

## July 2011 – June 2012 CALENDAR OF EVENTS

**Save the Date! January 18<sup>th</sup>, (Wednesday) 2012 NCMA San Diego Chapter will be having a Seminar on Cost Reimbursement Contracting.**

**Look for email reminders in December, and make sure to regularly check our website for updates.**

<u>WORKSHOPS</u>	<u>TOPIC</u>	<u>GUEST SPEAKER(s)</u>
Feb 15, 2012 11:30 am – 1:00 pm	Change Control	TBD
April 18, 11:30 am – 1:00 pm	Commercial Contracting - UCC	TBD

<u>WEBINARS</u>	<u>TOPIC</u>	<u>PRESENTER(s)</u>
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<u>SEMINARS</u>	<u>TOPIC</u>	<u>GUEST SPEAKER(s)</u>
Jan 18, 8:30 am – 11:00 am	Cost Reimbursement Contracting	Jim Southerland TBD
Mar 21, 8:30 am – 11:00 am	TINA/Sole Source w/AGA	TBD
May 16, 8:30 am – 11:00 am	Intellectual Property	TBD

**Seminar/Workshop Location** is at **Four Points by Sheraton**, 8110 Aero Drive, San Diego CA 92123, otherwise noted.

Updated and additional information for each of the above events is posted on the NCMA San Diego Chapter website at [www.ncmasd.org](http://www.ncmasd.org).

A notice will be posted for each event and you can register online starting about 4 weeks before the event.

**CART MEETINGS**

Dec 14 7:30 am – 8:30 am

Jan 11 7:30 am – 8:30 am

Jan 25  
7:30 am – 8:30 am

Feb 8 7:30 am – 8:30 am

Feb 22  
7:30 am – 8:30 am

Mar 14 7:30 am – 8:30 am

Mar 28  
7:30 am – 8:30 am

April 11 7:30 am – 8:30 am

April 25  
7:30 am – 8:30 am

May 9 7:30 am – 8:30 am

May 23  
7:30 am – 8:30 am

Jun 13 7:30 am – 8:30 am

Jun 27  
7:30 am – 8:30 am**LOCATION****KES**

9325 Sky Park Ct., Ste. 300

**KES**

9325 Sky Park Ct., Ste. 300

**ViaSat Inc.**6155 El Camino Real  
Carlsbad, CA 92009**KES**

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Carlsbad, CA 92009**KES**

9325 Sky Park Ct., Ste. 300

**ViaSat Inc.**6155 El Camino Real  
Carlsbad, CA 92009**RSVP**Mark Cook, (858) 292-0922 x221  
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mark@kes.comBrian Greenberg, (760) 476-4117  
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mark@kes.comBrian Greenberg, (760) 476-4117  
Brian.Greenberg@viasat.comMark Cook, (858) 292-0922 x221  
mark@kes.comBrian Greenberg, (760) 476-4117  
Brian.Greenberg@viasat.com**No Camera phones allowed on-site at ViaSat.****BOARD MEETINGS**

Dec 7, 7:30 am – 8:30 am

Jan 4, 7:30 am – 8:30 am

Feb 1, 7:30 am – 8:30 am

Mar 7, 7:30 am – 8:30 am

April 4, 7:30 am – 8:30 am

May 2, 7:30 am – 8:30 am

Jun 6, 7:30 am – 8:30 am

**LOCATION****Quantum Magnetics**

15175 Innovation Dr., 92128

**Quantum Magnetics**

15175 Innovation Dr., 92128

**Quantum Magnetics**

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**Quantum Magnetics****15175 Innovation Dr., 92128****Quantum Magnetics****15175 Innovation Dr., 92128****RSVP**Quyen Tran, 858-605-5601  
QTran@morphodetection.comQuyen Tran, 858-605-5601  
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QTran@morphodetection.com

NCMA Member Milestone Anniversaries				
Full Name	Years	Full Name	Years	
	William Kolar	35	Ramona Gompper	10
	Dawn Cox	30	John Thiel	10
	Earl LaMothe	30	Peter Kuebler	10
	Reina Bergfors	30	Dianne Sanden	10
	Karen Valentine	30	Derek Ladd	10
	Diane Peluso	25	Mary Orr	10
	Myrtha Wroy	25	Dixie Peratt	5
	Larry Trammell	25	Lauren Zamler	5
	Diane Malito	25	Jill Haynie	5
	Lawrence Lafler	25	Steven Marietti	5
	Henrico Ramirez	25	Nicole Schertzer	5
	Robert Rose	25	Robert Ruhe	5
	George Stengel	25	Claudia Marquez-Puebla	5
	Douglas Constant	25	Tammy Paight	5
	Patt Petrovich	25	Jacqueline Torgerson	5
	Chrystal Piskor	25	Catherine Alissandratos	5
	Weaver Simonsen	25	Thomas Osborn	5
	Alvaro Stark	25	Margareth Joseph	5
	Scott Sorensen	25	Geoffrey Vance	5
	Jerry Strong	20	Krista Scott	5
	Victor Ramsauer	20	Holly Melehy	5
	Jeffrey Klein	20	Kristina Petralia	5
	Kevin Forte	20	Mike Renoux	5
	Joni Shirley	15	Donald Mansfield	5
	Michael Tuffley	15	Curtis Allen	5
	Linda Clowers	15	Liz Gautier	5
	Cheryl Fisher	15	Yvonne Brown	5
	Amador Estrada	10	Renee LaRiviere	5
	Wanda Sweet	10	Lydia Kim	5
	Sid Jones	10	Angie Harman	5
	Ramona Gompper	10	Rose Carelas	5





*You're Invited...*

**ON FEBRUARY 1, 2012 THE SAN DIEGO CHAPTER  
WILL BE 50 YEARS YOUNG . . . SAVE THE DATE!!**

The Chapter is planning a gala birthday celebration on Wednesday evening, February 1, 2012. More information will follow. Mark the date.

**NATIONAL CONTRACT MANAGEMENT ASSOCIATION-SAN DIEGO CHAPTER**

[www.ncmasd.org](http://www.ncmasd.org)

## 2011 – 2012 NCMA-SD Board of Directors

Position	Officer	Email	
President	Quyên Tran, CPCM, CFCM, CCCM	<a href="mailto:President@ncmasd.org">President@ncmasd.org</a>	
Vice President	Mark Cook	<a href="mailto:Vice-President@ncmasd.org">Vice-President@ncmasd.org</a>	
Treasurer	Erin Felix	<a href="mailto:Treasurer@ncmasd.org">Treasurer@ncmasd.org</a>	
Secretary	Victoria Marin	<a href="mailto:Secretary@ncmasd.org">Secretary@ncmasd.org</a>	
Membership Director	Lee Davis, CPCM	<a href="mailto:Membership@ncmasd.org">Membership@ncmasd.org</a>	
Arrangements	Nalani Moore	<a href="mailto:Arrangements@ncmasd.org">Arrangements@ncmasd.org</a>	
Education	Theresa Robinson Harris, CPCM	<a href="mailto:Education@ncmasd.org">Education@ncmasd.org</a>	

## Committee Chairpersons

Position	Chairperson	Email	
Immediate Past President	Maurice Caskey, CFCM, CCCM	<a href="mailto:Chapter-Advisors@ncmasd.org">Chapter-Advisors@ncmasd.org</a>	
Employment	Christine Powell	<a href="mailto:Employment@ncmasd.org">Employment@ncmasd.org</a>	
Small Business & Military Outreach	Kim Goldfine	<a href="mailto:Outreach-SB-Military@ncmasd.org">Outreach-SB-Military@ncmasd.org</a>	
College Outreach	Ken Adam	<a href="mailto:Outreach-College@ncmasd.org">Outreach-College@ncmasd.org</a>	
CART (South Bay)	Gabe Olivas	<a href="mailto:CART@ncmasd.org">CART@ncmasd.org</a>	
CART (North County)	Brian Greenberg, Fellow, CPCM	<a href="mailto:CART@ncmasd.org">CART@ncmasd.org</a>	
Publicity Chair & 50 <sup>th</sup> Anniversary Celebration	Ray Chalupsky	<a href="mailto:Special-events@ncmasd.org">Special-events@ncmasd.org</a>	

Website Co-Administrator	Erin Armstrong	<a href="mailto:Website@ncmasd.org">Website@ncmasd.org</a>	
Website Co-Administrator	Mitch McCormick, CPCM	<a href="mailto:Website@ncmasd.org">Website@ncmasd.org</a>	
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