

# NCMA News

## San Diego Chapter



June 2012  
Volume 7 Issue 2



<http://www.ncmasd.org>

## President's Message – Another Great Program Year

This will be my last newsletter article as the president of the San Diego Chapter of NCMA. It has been a privilege and a pleasure to have served the Chapter in this way for the 2011–12 program year.



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Looking back, the Chapter has continued to provide value to its members through an interesting series of education events covering a wide variety of topics of interest to contract management professionals:

- We held 3 workshops and 4 seminars at a low fee to our members
- We provided 5 NCMA Webinars at no charge to our members
- We hosted 15 Contract Administrator's Round Table (CART) meetings at no charge to both members and non-members
- We added a new CART location in Carlsbad, hosted by ViaSat
- We lowered the seminar fee for members to \$50 from \$75, effective program year 2012–2013.
- We held a study group for the CFCM/CPCM certification exams.

In addition to the Chapter's educational events, we had some fun and did community service:

- We celebrated the 50th anniversary of the Chapter with a dinner party
- We held a social gathering in December for members to network and visit with colleagues whom they had not seen for a while
- We have created a new committee for Community Service, which donated \$250 to Dress for Success San Diego.

A sincere "thank you" to all of the current Chapter Board members for their support and services to the Chapter this past year. The Chapter could not have presented the events listed above without their support. I could not have done my job as your Chapter president without their contribution and advice.

Congratulations to the Chapter members that were elected as officers for the 2012–13 program year. The current Board term ends on June 30. I have every confidence that the Board that takes office on July 1 will continue the great services provided to the Chapter members for the past several years. Please continue to support the incoming officers and the Chapter through your participation in next year's events.

## NCMA Contract Management Leadership Development Program (CMLDP) *By Mark Cook*

Are you early in your career in the contract management field? Do you have 2 to 8 years' of experience in the field with a high potential for advancement? Are you looking to advance your contract management career? If so, now is the time to apply for Contract Management Leadership Program (CMLDP). Now, through June 29, 2012, your NCMA San Diego Chapter is looking for qualified applicants!

The year-long educational and networking experience is like no other! You will meet the current NCMA national leadership and learn many new exciting things about NCMA and contract management. If you have ever attended a national NCMA event, you have seen the demographic of our senior contracting professionals. CMLDP was created to find and educate a younger demographic so there will be no shortage of well-trained contracting professionals when senior professionals retire.



I have first-hand experience with the CMLDP. In 2006–2007, I participated in the inaugural program. I felt privileged to have been accepted into the program, and was fascinated by all the training and networking opportunities provided. It required attending a year's worth of NCMA National activities, including World Congress and the two leadership meetings. The Program has been improved each and every year since its inception. It launched my contract management career and also made me realize that there will always be a need for qualified and educated contract management leaders.

The CMLDP program is 1 year long — the relationships created throughout that year are invaluable. Most “alumni” remain in touch with many of their colleagues in the program. They also serve in a variety of positions within NCMA to further the opportunity for networking, professional growth and involvement. If you are looking to give your contract management career a big boost, apply today!

To review the Contract Management Leadership Development Program in more detail and determine if you meet the criteria, please visit NCMA headquarters website for complete details and an application.

<http://www.ncmahq.org/ProfessionalDevelopment/Content.cfm?ItemNumber=952&navItemNumber=9979>

## Latest NCMASD Workshops

In March, Mr. Julian Rosenberg, esq., presented a combined seminar on Truth In Negotiations for the NCMA and AGA San Diego Chapters. He concentrated on the basics of TINA, Contract Pricing, Cost or Pricing Data, Liabilities and penalties, Defective Pricing, Government Perspective, and Compliance.

The audience received the presentation well and questions were many and relevant. Over 100 people attended.

*By Ray Chalupsky*



*Continued from Page 2*

In April, Mr Richard B. Oliver, esq., presented a workshop for the San Diego Chapter. At the Workshop, he focused on the specific comparisons between the FAR and UCC. He covered FAR Part 12, Contract Formation, Warranties, Inspections, Unilateral Changes, Contractor Claims/Disputes, Termination for Convenience, Cost or Pricing Data and Audit rights.



## Yearly Program Development and Planning (Seminars and Workshops)

*By Teresa Robinson-Harris*

Throughout the program year, we invite all Chapter members to provide their feedback on the educational events the Chapter hosts. We primarily do this by asking the members to complete an evaluation sheet at the end of each Chapter-hosted event. We particularly look at the topics the members indicate on the evaluation sheets to indicate interest for future workshops or seminars. We use this feedback to plan our educational events for the following program year. Thus, it is important to fully complete the evaluation sheets at each event. We also solicit input from the members through informational articles such as this one.

The Chapter holds planning meetings at the start of the program year, in July and August. During these meetings the Board reviews the topics the members suggested and selects the ones that have high levels of interest. A key element of the process is determining if the topic is appropriate to a 1-hour workshop or a 3-hour seminar. A major challenge is finding the right speakers to provide the attendees with the very best learning opportunity.

We received some interesting and helpful feedback and topic suggestions during the 2011–12 program year and would like to thank all of those who took the time to complete the evaluation forms. The continued support of our educational events is truly appreciated. It isn't too late to provide input for next year's planning. Please feel free to send me any additional suggestions you have for topics or speakers. A short e-mail addressed to [education@ncmasd.org](mailto:education@ncmasd.org) is all that's required.

When the Chapter's educational program is finalized for the 2012–13, we will update the calendar of events on the Chapter website. That calendar is updated throughout each program year as the educational program is refined and events such as Webinars are added. We look forward to another successful year and hope to see you at our first event in September!

## Membership Focus – Meet Tammie Rippie

Subcontract Administrator and is responsible for supporting Environmental construction/remediation projects. Tammie has 10+ years of progressively increased responsibility and experience with Federal and Commercial procurement, material purchasing and subcontract administration for water, transportation, environmental and telecomm Design Build and Design Build Operate construction projects ranging in size from \$500K - \$200M. Primary responsibilities include: award, administer and manage subcontracts and modifications for multiple projects, understand, maintain and ensure contract



compliance is consistent with policies and procedures of project/program, and act as a liaison between project managers, subcontractors/vendors and accounting. Additionally, Tammie works to build internal and external client relationships and maintains a network of client contacts. In 2008 Tammie was recognized for exceeding Small Business goals on a \$200M water treatment plant project, and was also recognized as the 2011 Small Business Advocate of the Year.

Tammie is originally from the Midwest, she was born in Illinois, grew up in Minneapolis and attended college in Wisconsin and Minnesota. She moved to Denver, Colorado right out of college and spent 11 years there until recently moving to San Diego. Prior to working in Subcontracting, Tammie had started her career in the medical field, as a certified nursing assistant providing patient care. She worked in a nursing home, did home health care, hospice and was a dialysis technician. Other experience includes working with the YMCA on the Big Brother/Big Sister Program, organizing and participating in Food Co-Op events and implementing a Pet Therapy Research Project.

Tammie received her Bachelor of Science (BS) from University of Minnesota, Mankato and her Masters of Business Administration (MBA) from University of Phoenix, Colorado.

## Membership Focus – Meet Chris Willenborg

Year. He is a Contracts Manager at Northrop Grumman in Rancho Bernardo on the F-35 Communication, Navigation, and Identification (CNI) Program. More specifically, Chris manages the current Low Rate Initial Production (LRIP) Contracts under the program. Chris has been with Northrop Grumman for 6 years in positions of increasing responsibility. Prior to joining Northrop



Grumman, Chris worked as a Contracts Administrator for Raytheon in Long Beach, CA. Chris is also a United States Marine Corps Veteran. While in the Marine Corps, Chris was a Ground Communications Technician who served at Combat Service Support Group-1 in 29 Palms California and Third Reconnaissance Battalion in Okinawa Japan.

Chris earned his undergraduate degree in Business Administration in 2005 from California Polytechnic University Pomona (Cal Poly) where he graduated as the College of Business Administration Valedictorian for the 2005 graduating class. At Cal Poly, Chris also earned two minors, one in Business Law and one in Government Contracts. In 2010, Chris passed the Certified Federal Contracts Manager exam earning the CFCM designation.

In his spare time, Chris enjoys surfing, running, working out and cooking.

## Mayor Sanders Proclaims July 29<sup>th</sup> – Aug 4<sup>th</sup> as Contract Management Week!



Presented By  
The Office Of  
The Mayor

*The City of San Diego*  
*Proclamation*  
**CONTRACT  
MANAGEMENT WEEK**

**WHEREAS**, NCMA was founded in 1959 as the National Association of Professional Contracts Administrators (NAPCA) and is celebrating more than 50 years of being a professional membership society for people interested in the practice of contract management with almost 19,000 members across the country and internationally, consisting of 140 chapters in seven regions; and

**WHEREAS**, NCMA enables its members to develop professionally by offering access to a diverse contract management community of practice, a sanctioned Code of Ethics, an organized Body of Knowledge, and an accredited certification program; and

**WHEREAS**, NCMA also enables organizations to advance their organizational goals by facilitating ready access to skilled human capital, learning resources, and best practices, standards, and metrics of the profession; and

**WHEREAS**, NCMA sponsors a large number of conferences nationally throughout the year, including the World Congress its premier event, held every year to focus on the needs and challenges of the federal and commercial contracting industry with each Congress recruiting high-profile panelists and speakers, offering various high-quality education programs and networking opportunities, and addressing the leading issues and requirements that all contract professionals deal with daily; and

**WHEREAS**, NCMA created the Contract Management Leadership Development Program (CMLDP) which addresses one of contract management industry's greatest challenges ever, aging and retirement of its workforce without replacement; and

**WHEREAS**, the local San Diego NCMA chapter conducts monthly meetings, workshops, seminars and luncheons with guest speakers from government and industry. **NOW THEREFORE**

**BE IT RESOLVED, THAT I, JERRY SANDERS**, the thirty-fourth Mayor of the City of San Diego, do hereby proclaim July 29-August 4, 2012, to be "Contract Management Week" in the City of San Diego, in recognition of the thousands of contracting and procurement professionals in government and industry.

IN WITNESS WHEREOF, I HAVE HEREUNTO SET MY HAND, THIS DAY,  
AND HAVE CAUSED THE SEAL TO BE AFFIXED HERETO:



  
\_\_\_\_\_  
JERRY SANDERS  
MAYOR

July 29-August 4, 2012

\_\_\_\_\_  
DATE

*By Christine L. Powell*

## NCMA SD Employment Activity

The San Diego Chapter of NCMA provides an Employment/Job Opportunities page on the NCMASD.org website. The webpage lists currently open job opportunities for free for any company seeking a Contracts professional. If your company currently has job openings, please have them contact me at Employment@ncmasd.org and I will happily post the job description and requirements to the website. When sending in job openings, it is best to provide a Word file which has little to no formatting and no logos. Additionally, you should remember to provide contact information for applicants so they can get in touch with you. We accept company confidential postings as well. Several companies are currently looking for Senior to mid-level Contracts Administrators. They include the following:

- GRSi,
- AeroVironmental,
- Epsilon Systems,
- ViaSat
- **L-3 Communications** and
- a company who wished to remain confidential.



Additionally, I receive referral requests from employers from time to time. If you wish to send me your resume (Employment@ncmasd.org), I will keep it on file and when I receive a request for referrals, I will forward your resume on to the hiring company. I've seen the number of postings for jobs increase over the last few months, which is very encouraging, so be sure to check the site regularly.

*By Gabriel Olivas*

## Why YOU should attend the next CART meeting

The role of the “Contracts Professional” is changing. No longer are we just “Administrators” but we are expected to be “Business Managers” and “Program Managers” too! We all have so much to learn and so little time. Additionally, as we all know, in the wonderful world of Contract Management, there are multiple solutions to a single problem and multiple problems created by a single solution. The CART Meetings allow us Contracts Professionals to share our lessons learned from these experiences. So, please take the time from your busy schedule and join us in one of NCMASD CART meetings. As the Chairperson of the CART meetings, I would like to take this opportunity to express my gratitude for accepting my invitation and participating in our monthly meetings at KES, 9325 Sky Park Court, Suite 300, San Diego. Also, the Board of Director’s has asked me to convey their appreciation for your participation and the support that you have provided allowing us to make the CART meetings a success.

The CART meetings are scheduled year around on the second (Kearny Mesa) and forth (North County) Wednesdays of each month.

## July 2011 – June 2012 CALENDAR OF EVENTS

<b><u>CART MEETINGS</u></b>	<b><u>LOCATION</u></b>	<b><u>RSVP</u></b>
Jun 13, 7:30 am – 8:30 am	<b>KES</b> 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jun 27, 7:30 am – 8:30 am	<b>ViaSat Inc.</b> 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 <a href="mailto:Brian.Greenberg@viasat.com">Brian.Greenberg@viasat.com</a>
Jul 11, 7:30 am – 8:30 am	<b>KES</b> 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jul 25, 7:30 am – 8:30 am	<b>ViaSat Inc.</b> 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Aug 8, 7:30 am – 8:30 am	<b>KES</b> 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Aug 22, 7:30 am – 8:30 am	<b>ViaSat Inc.</b> 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 <a href="mailto:Brian.Greenberg@viasat.com">Brian.Greenberg@viasat.com</a>
<b>No Camera phones allowed on-site at ViaSat.</b>		
<b><u>BOARD MEETINGS</u></b>	<b><u>LOCATION</u></b>	<b><u>RSVP</u></b>
Jun 6, 7:30 am – 8:30 am	<b>Quantum Magnetics</b> 15175 Innovation Dr., 92128	Quyên Tran, 858-605-5601 QTran@morphodetection.com

*By Gabriel Olivas*

## Newly Elected Board Members

**The votes are in! Congratulations to the newly elected Board of Director's for the 2012 - 2013 term**

San Diego, CA—May 2012 — The National Contract Management Association, San Diego Chapter (NCMASD) is pleased to announce the NCMA Board of Directors for the 2012–2013 program year which commences July 1, 2012.

The board is comprised of innovative and passionate industry leaders who will provide an invaluable contribution to the strategic growth of NCMASD. “We are privileged to have the collective talents of such professionals working together to take the association to new heights,” stated NCMA President-elect Mark Cook (Director of Contracts at KES, Inc). “NCMA President-elect Mark Cook is among the most widely respected experts in the profession and we are honored to have him lead NCMASD chapter through the coming year.”

NCMA is led by volunteer members who are elected officers. The NCMASD Board of Directors is the association's governing body. The 2012–2013 Board of Directors are:

President – Mark Cook

Vice President – Theresa Robinson

Treasurer –Joni Shirley

Secretary - Victoria Marin

Education Director - Dan Chalfant

Membership Director - Lee Davis

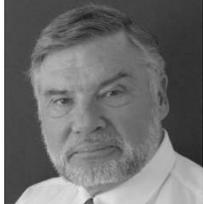
Arrangements Director - Nalani Moore

The election process was very successful, NCMASD voted in record numbers compared to the previous years. From the election committee and all NCMA members thank you for taking the time to vote.

## 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>	

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