

NCMA News

San Diego Chapter



September 2012
Volume 8 Issue 1



<http://www.ncmasd.org>

President's Message

I'm very excited and honored to have been elected to serve as your NCMA San Diego Chapter President for this 2012–13 program year. We started the program year, which runs from July 1 through June 30 of next year, with two planning meetings in July and August and I'm looking forward to a great year! Our program for this year is shaping up nicely.



Congratulations to the newly elected board of directors, as well as the appointed chairpersons and advisory board. You can see their photos and a brief biography on the Chapter website at <http://ncmasd.org/directorschairpersons.html>. Contact information for each of them also is available on the website.

Thank you to the outgoing board of directors, with a special thanks to Quyen Tran, last year's President. Every member of the Board spends a lot of their own time to ensure the Chapter is promoting Contract Management in the most effective way. Quyen worked tirelessly throughout the year and wore many hats to ensure everything was being taken care of in others' absences.

Our first event of this program year will be a lunch workshop on September 19, 2012, on Service Contracting Tripwires. The speakers, Tim Dowd (Invited) and Captain Scott Hoffman will help you understand how to better equip your firm to do business in today's budget-restricted environment. Please register with our Arrangements Director, Nalani Moore. A flyer has been emailed to all NCMA San Diego members and the flyer is also posted on our website. I hope to see you there!

INSIDE THIS ISSUE

- 2 Membership Focus
- 3 Interview
- 4 NCMA Member Milestones Anniversaries
- 5 Why YOU Should Attend the Next CART Meeting
- 6 Join Our NCMA CART Meetings
- 6 North County CART Meeting Topics
- 8 2012-2013 Calendar of Events
- 12 Board Members and Chairpersons

Following our September event, we will have a 3-hour seminar on Contractor Purchasing System Review (CPSR), scheduled in October. We tentatively have scheduled a workshop in November to learn about the implementation and requirements of the System of Award Management (Sam.gov), and have an all-day seminar planned for March 20, 2013, for a complete Business System Compliance - Government Property Management review. Please see program schedule elsewhere in this newsletter and save the dates.

Continued from Page 1

We have several great seminar and workshop programs planned for this year, in addition to the popular monthly Contract Administrators' Round Table (CART) meetings, and various NCMA Webinars and other events. We also are planning a December Social. Please make sure to visit us at our website at <http://ncmasd.org/> and check back periodically for updates and new information!

As part of our mission, we want to ensure we are providing you, our members with what you want. As President, I would love to hear from each of you, and to hear your ideas, what you like or dislike and any other comments or suggestions. Without this invaluable feedback, we simply can't maintain the level of excellence you've come to expect from the San Diego Chapter. The entire NCMA San Diego Chapter is here to serve you, please feel free to email me anytime at president@ncmasd.org.

Membership Focus – Meet Dianne Cherniak

Dianne has spent the last 10 years of her 30+ year career as the Director of Contracts & Supply Chain at Photon Research Associates, Inc., a Raytheon Company Space and Airborne Systems, supporting the company President as a member of his leadership team and the SAS leadership teams. In addition to the support the leadership team with organizing and planning business, special projects and the like, she is also responsible for leadership, management and



resource allocation of Contracts, Pricing, Supply Chain, Government Property, Export/Import, IP and Agreements while remaining compliant with FAR/DFAR. Responsibilities include providing leadership to a team of contract and supply chain professionals supporting all aspects of the contracting, the procurement process and supplier diversity. Travel between the PRA divisions building and maintaining strong relationships between Contracts, Programs and customers while developing and maintaining a high standard of contracts and procurement performance by establishing a professional team with the necessary skill sets required to handle multi-million dollar contracts and subcontracts. In addition she leads the education and implementation of various topics for the company such as policies and procedures, intellectual property, Contracts, Subcontracts, and Proposal preparation to insure corporate and government compliance. In addition, works closely with Business Development leads, is the OCI Compliance Officer for the company as well as compose and negotiate various types of Agreements.

Dianne is originally from the Beach City of Los Angeles, Manhattan Beach, CA. commencing her career in Major Subcontracts at Rockwell North American on the B-1B program. Dianne earned her Bachelor of Science in Business Management at Pepperdine University then moved to San Diego expanding her career growth with TRW, ViaSat Inc., General Atomics and PRA while earning her Master's of Science in Government Contract Management from West Coast University, taking continuing education courses and serving on the NCMA Board of Directors.

Dianne has been an entrepreneur initiating and managing small businesses most successfully a white water rafting company conducting expeditions on the Kern and King rivers in the 80's. She is a dedicated snow skier at resorts in California, Colorado, Utah, Canada and Montana. Dianne continues to enjoy snow skiing, travel, movies wine tasting activities with friends.

An Interview with Shawna Jones, San Diego Chapter's Newest Certified Professional Contract Manager (CPCM)

By James Southerland

Many members may be eligible to take one of the exams that NCMA offers for professional certification. The CPCM is the longest standing certification, having begun about 40 years ago. It is widely recognized by contract professionals as an important milestone in the career of contract managers. Although the exam may seem daunting, thorough preparation will significantly increase the probability of success. Jim Southerland, a CPCM and NCMA Fellow of long standing, posed some questions to Shawna.

1. What materials did you use to prepare for the exam? I purchased the Contract Management Book of Knowledge (CMBOK) and the Certified Professional Contracts Manager Study Guide from NCMA.
2. How did you prepare for the exam? Once I received the books, I took a few hours to review the entire CMBOK. The NCMA website has a chart which provides the breakdown of how many questions are on the exam from each of the competencies. I found the chart extremely useful and used it as a guide to determine which sections had the most questions on the exam. The sections with the most questions and those for which I was not as knowledgeable became my main study focus. Additionally, I answered the multiple choice questions at the end of each section of the Study Guide to get a better idea of how the questions are structured on the exam.
3. Time devoted? From March to May, I devoted a few hours per weekend studying the bigger sections. In total, I spent about 25 hours studying for the exam.
4. Was the exam complicated or straightforward? The exam consisted of 180 multiple-choice questions. There were no "trick" or ambiguous questions. If you have studied the material in the CMBOK and reviewed the study guide, the test is not that complicated. It really is a knowledge-based, straightforward exam. I would say if you have been approved to take the exam, then you should have the general business and contract management knowledge to do well.
5. What topics should be emphasized in preparing? The exam is about 70% contract management and 30% general business knowledge. If you are more knowledgeable on one section than the other, then focus on the section which you are less familiar. Don't forget the competencies chart I mentioned earlier, it is extremely useful.
6. How do you expect the certification will affect your career? I expect the certification along with my education, experience, and knowledge to help me advance in the Contracts Management field. I expect that the highly regarded designation will improve my credibility and increase my income and my worth to my employer. The certification is an independent validation of my skills and competency. My employer can be confident about my skills and knowledge regarding the varied areas of contract management.

Continued from Page 3

7. Any comments or advice to offer? As with any exam, get great sleep the night before the exam. If you are taking a proctored exam you can pretty much schedule the exam for the best time for you so take advantage of this and consider when you are at your mental best. If you have studied then be confident that you know the material. Relax. Breathe. Good luck!

NCMA Member Milestone Anniversaries

By Lee Davis

Members celebrating milestone anniversaries this year are listed in the table below. Once again this year at our November seminar we will recognize those members listed below celebrating 25 years or more as members of NCMA. Please join the Chapter in recognizing and celebrating these individuals for their continuing support of NCMA.

NCMA Member Milestone Anniversaries			
Full Name	Years	Full Name	Years
Paul Scandlyn	50	Albert Davis	5
Barry Shillito	45	Kiley Davis	5
Louis Bruno	30	Myriah Denk	5
William Jensen	30	Stefanie Dussault	5
Thomas Taylor	30	Ronald Edgerton	5
Michael Voytilla	30	Nancy Engle	5
Trish Carlin	25	Amy Gee	5
Christine Faschini	25	Terri Gosper	5
Stephen Fitch	25	George Grauer	5
Benjamin Hunter	25	Robin Hamilton	5
Robert Link	25	Katherine Hayes	5
Rocco Rutledge	25	Kimberly Jacobs	5
Edwin Davenport	20	John Kerschbaum	5
Mark Deffley	20	C.J. Meeks	5
Ronald Irick	20	Sararose Migliore	5
Deborah Robinet	20	Karol Moore	5
Kenneth Segel	20	Gabriel Olivas	5
Paul Currie	15	Robert Oyen	5
Randall Gibson	15	Kevin Patterson	5
Laureen Harrington	15	Danielle Perez	5
Candie Klein-Gotbaum	15	Theresa Robinson-Harris	5
Barbara Norsen	15	Viola Roth	5
Andrew Wright	15	Gail Russell	5
Spencer Zirkle	15	Lisa Schneeloch	5
Debra Denise Bauer	10	Jason Schmitt	5
Gina Carpenter	10	Steven Sherman	5
Michael Connorton	10	Linda Sigle	5

Continued from Page 4

NCMA Member Milestone Anniversaries			
Full Name	Years	Full Name	Years
Rose Garner	10	Gregg Simko	5
Bernard Ruhnke	10	Jerika Soule	5
Robert Scott	10	Keith Spears	5
Susana Wiker	10	Shalina Sumolang	5
Curtis Bartlett	5	Thomas Timmins	5
LaNorris Blake	5	Marco Tumbiolo	5
Leslie Curley	5	Jayanthi (Jenti) Vandertuig	5

Why YOU Should Attend the Next CART Meeting

By James Southerland

“I NEVER KNEW HOW MUCH I DIDN’T KNOW.”

When I saw this quote in a recent ad for computer software, I thought of the mission of NCMA and the upcoming San Diego chapter program year. “What do I need to know to do my job in the coming years?” “Where can I find it?”

The programs for the 2012-2013 year will be sent to you in the near future. Mark the meetings in your calendar—the luncheon workshops, the morning seminars and the FREE morning CART meetings (Contractor Administration Round Table) in either San Diego or Carlsbad. These are treasures of information and practical knowledge.

As we are involved in day-to-day efforts to stay on top of our contracts and subcontracts, it is easy to rationalize that we are too busy to spare a couple of hours at an NCMA meeting to listen to a boring speech and pay too much for a mediocre meal. Besides, we get further behind in the work tasks that have to be done.

Pause for a moment and reflect on the other side of the coin. Job knowledge is a lot of different things. It’s topical information, it’s company information, it’s industry information and it’s information from people. The answer may be sitting next to you. Just one new idea gained from a speaker, an old friend or a new friend may make a task easier and save you more than the two or three hours invested. What a dividend!

We all have a lot of information about our job requirements. It takes effort to transform that information into knowledge that is useful in resolving an issue. Build your own network of peers; let your associates at NCMA help resolve that problem during a workshop, seminar or CART meeting.

“It ain’t what a man don’t know that makes him a fool. It’s what he does know that ain’t so.” Henry Wheeler Shaw

It takes less than two percent of your work month. I’ll see you there.

Join Our NCMA San Diego CART Meetings!

By Gabriel Olivas

Our chapter has meetings that are guaranteed to make you a better contract professional. And you can attend on the way into your office. The chapter conducts CART meetings (San Diego) on the 2nd Wednesday of every month. The concept is that we get together from 7.30 to 8.30 one morning a month at a local business. And the ground rule is that you have to bring a question to be discussed, or a lesson you've learned that relates to public contracting. For program year 2012, we had an average of 15 - 20 attendees. Some are federal or local government employees, some are contractor employees. Some are contracting officers or contract administrators; some are finance or property or quality people. Some have a lifetime of experience; some are brand-new to the field. And, while most of the attendees are members of NCMA, non-members are welcome.

Carlsbad CART Meetings July 25 & August 22

By Brian Greenberg

The following topics were discussed during the July and August meetings at ViaStat, the location for Carlsbad CART meetings. Please check Calendar of Events for dates.

- Performance Based Contracting – What does this mean and is it really being implemented.
- SPAWAR Trip Wire Reports – What and why.
- Consultants vs. Subcontractor – Definitions, Approvals, Price vs. Cost Analysis, impact on meeting 51% SB rule.
- Terms and Conditions for Product Repairs – Do we really need 20 pages of T's and C's? Is there a better way to contract?
- Prime vs Subcontractor T's and C's – Battle of the forms – who has leverage?
- NCMA Outreach - Ideas for the San Diego Community
- Commerciality Justifications and Price Reasonableness – Lesson learned
- Limitation of Liability Clauses – why do I care, reasonable limitations, under what circumstances.
- Government Contracting Specialists – current working environment- better or worse?
- DCAA Audits – current focus.

Business Systems Compliance Seminar

By Ray Chalupsky

In May the Chapter hosted a dynamic and candid seminar on Government Business Systems Compliance. The panel was comprised of Kimberly Rinder from General Atomics, Pat Mensch from Mensch & Associates, and Kevin Slattum, Partner, McKenna Long and Aldridge. Mr. Slattum provided a legal viewpoint on the issue. He provided recent cases which resulted in heavy penalties. Ms. Mensch provided the prospective from her company which assists clients in complying with laws, policies and procedures. Ms. Rinder provided a view from the front lines so to speak. She emphasized that submittals are very often rejected by DCAA with no stated reason so she and her company have to try to figure out why the submission was rejected. In short the communication from DCAA is severely lacking.

The presentation resulted in a spirited round of questioning. Future workshops and seminars may revisit this topic in 2013.



July 2012 – June 2013 CALENDAR OF EVENTS

<u>WORKSHOPS</u>	<u>TOPIC</u>	<u>GUEST SPEAKER(s)</u>
Sep 19, 11:30 am – 1:00 pm	Service Contracting TripWires	Tim Dowd, SPAWAR
Nov 14, 11:30 am – 1:00 pm	Sequestration	Rochelle Lowe, SAIC
January 2012	System of Award Management (SAM.gov)	
Feb 20, 11:30 am – 1:00 pm	TBD	TBD
April 17, 11:30 am – 1:00 pm	TBD	TBD
<u>WEBINARS</u>	<u>TOPIC</u>	<u>PRESENTER(s)</u>
Aug 9, 2012	GSA Schedules: Federal Contracting Made Easy	Dismas Locaria, Venable LLP
<u>SEMINARS</u>	<u>TOPIC</u>	<u>GUEST SPEAKER(s)</u>
Oct 17, 8:30 am – 11:30 am	Contractor Purchasing System Review (CPSR)	Jeff White, J.A. White & Associates
Jan 16, 8:30 am – 11:30 am	TBD	TBD
<i>All Day Event</i> March 20, 8:30 am – 4:30pm	Business System Compliance - Government Property Management	Dr. Douglas N. Goetz
May 15, 8:30 am – 11:30 am	TBD	TBD
June 19, 8:30 am – 11:30 am	TBD	TBD

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

Updated and additional information for each of the above events is posted on the NCMA San Diego Chapter website at www.ncmasd.org.

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

July 2012 – June 2013 CALENDAR OF EVENTS

CART MEETINGS	LOCATION	RSVP
Sep 12, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Sep 26, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Oct 10, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Oct 24, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Nov 14, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Dec 12, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jan 9, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jan 23, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Feb 13, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Feb 27, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Mar 13, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Mar 27, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
April 10, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
April 24, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
May 8, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
May 22, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Jun 12, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jun 26, 7:30 am – 8:30 am	ViaSat Inc. 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com


July 2012 – June 2013 CALENDAR OF EVENTS

No Camera phones allowed on-site at ViaSat.

<u>BOARD MEETINGS</u>	<u>LOCATION</u>	<u>RSVP</u>
Oct 3, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Nov 7, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Dec 5, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jan 2, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Feb 6, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Mar 6, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
April 3, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
May 1, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jun 5, 7:30 am – 8:30 am	KES 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com

2012 – 2013 NCMA-SD Board of Directors

Position	Officer	Email	
President	Mark Cook	President@ncmasd.org	
Vice President	Theresa Robinson Harris, CPCM	Vice-President@ncmasd.org	
Treasurer	Joni Shirley	Treasurer@ncmasd.org	
Secretary	Victoria Marin	Secretary@ncmasd.org	
Membership Director	Lee Davis, CPCM	Membership@ncmasd.org	
Arrangements Director	Nalani Moore	Arrangements@ncmasd.org	
Education Director	Dan Chalfant	Education@ncmasd.org	

Position	Chairperson	Email	
Immediate Past President	Quyên Tran, CPCM, CFCM, CCCM	Chapter-Advisors@ncmasd.org	
Chapter Advisor	Maurice Caskey, CFCM, CCCM, Fellow	Chapter-Advisors@ncmasd.org	
Chapter Advisor	Jack Friery	Chapter-Advisors@ncmasd.org	No Photo Available
Employment	Christine Powell	Employment@ncmasd.org	
Small Business & Military Outreach	Ken Adams	Outreach-SB-Military@ncmasd.org	
College Outreach	Julianne Hagan, CFCM, CPCM	Outreach-College@ncmasd.org	No Photo Available
CART (San Diego)	Gabe Olivas	CART@ncmasd.org	
CART (Carlsbad)	Brian Greenberg, Fellow, CPCM	CART@ncmasd.org	

Position	Chairperson	Email	
Publicity Chair	Ray Chalupsky	Special-events@ncmasd.org	
Website Administrator	Dianne Cherniak	Website@ncmasd.org	
Newsletter Co-Editor	Tammie Rippie	Newsletter@ncmasd.org	
Newsletter Co-Editor	Shawna Jones, CPCM	Newsletter@ncmasd.org	
Community Service	Mike Oberski	Community-Service@ncmasd.org	
Fellows	James Southerland, Fellow, CPCM	Fellows@ncmasd.org	