

# NCMA News

## San Diego Chapter



September 2013  
Volume 9 Issue 1

<http://www.ncmasd.org>

## President's Message

It's time to kick off another great program year! I'm honored to have been re-elected to serve as your NCMA San Diego Chapter President for the 2013-14 program year. The new Chapter Board held a planning meeting on July 8th and its first regular Board meeting on August 7th. We planned 4 workshops and 5 seminars and still have a few openings for speakers. If you'd like to be a speaker, or know somebody that does, please let any of the Board members know.

Congratulations to the newly elected officers 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>.

Our first event of this program year will be a lunch workshop on September 18, 2013. The speaker, Nancy Dix, a partner at DLA Piper, will help you understand the statute of limitations on claims, when the clock starts ticking, and what do in the event a contractor is asked to recertify their claim.

In October, we will have the first of two 3-hour seminars on the Federal Acquisition Regulation, with the second seminar in November. This 2-seminar series will be extremely valuable to those interested in the Certified Federal Contracts Manager (CFCM) or Certified Professional Contracts Manager (CPCM) examinations.

A flyer will be emailed to all NCMA San Diego members and posted on our website for all of our workshop and seminar events. I hope you can participate in several of them this year.

Other planned events include an all-day seminar on Street Smart Pricing, to be held at ViaSat in North County on February 19<sup>th</sup>. In addition to the workshops and seminars, there will be a number of events that are presented at no cost to Chapter members. We will continue the popular, monthly Contract Administrators' Round Table (CART) meetings and various NCMA Webinars and other events. Please see the program schedule on the Chapter website and elsewhere in this newsletter — and save the dates so you can participate in any that will provide useful information to you.



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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 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 Board is here to serve you, please feel free to email me anytime at [president@ncmasd.org](mailto:president@ncmasd.org). Please keep up to date on all Chapter activities by visiting us at our website, <http://ncmasd.org/> to check for updates and new information! You can benefit from the programs and events presented for the Chapter only if you participate.

## Commitment

*by Mark Cook*

Every member of the Chapter Board spends a lot of their time, in addition to their "day job," to ensure the Chapter is promoting contract management in the most effective way. I would like to take this opportunity to recognize the 2012–13 Board members for their commitment to serve during the last program year and welcome the individuals that will be serving on the 2013–14 Board in elected and appointed positions. Each individual that serves on the Board makes a commitment of their valuable time and talent to support you, the Chapter members, through the activities in their respective area of responsibility.

I'd particularly like to thank Quyen Tran for her "above and beyond" commitment to serve as both a mentor and "pinch hitter" for other Board members when they weren't available. In recognition of Quyen's efforts, the 2012–13 Board presented her with an appreciation plaque, signed by each member. I can be seen here making the presentation to Quyen in June. Thank you Quyen!



## Membership Focus

### Meet Reina Bergfors



My career in Contracts began when I was fortunate enough to work with contracts and project managers who encouraged me to learn more and advance in this profession. Until then, I didn't know I wanted to be a Contracts Manager when I grew up. The company I worked at, Loral Corporation, had a tuition reimbursement program that I took advantage of to get my Bachelor's degree in Business with Marketing emphasis from San Diego State University, as well as the Government Contract Management Certificate. The division I was with was growing and my career began

growing with it as more government business came in. I joined NCMA in 1981 when all this started. After twenty years with Loral, I moved on to other large companies: Computer Sciences Corporation, Litton Data Systems, Cubic Transportation Systems, General Atomics Electronic Systems Inc., and Cubic Applications. During a period between jobs, I worked part time at the San Diego Contracting Opportunities Center, the local PTAC center, as a consultant to small businesses, advising them how to bid for and manage government contracts. Working with the small business people was a very rewarding experience. I could appreciate how much responsibility each individual takes on compared to large companies who have entire departments doing equivalent work. Now that I'm retired from full time work, I'm enjoying getting back to working with small businesses as a consultant and hope to find ways for them to use the NCMA to their benefit.

### Meet Thomas Salyers

Thomas grew up in the Monterey Bay area of California and moved to San Diego to attend SDSU, where he obtained a BS Degree in Accounting. His 34 year career in the Aerospace & Defenses Industry began in 1979, at General Dynamics/Convair Division. Convair no longer exists, but for those of you who recall its presence in San Diego, the Division was a significant employer for decades.



His career also includes years working at BAE Systems in Rancho Bernardo and General Dynamics/NASSCO. Currently, Thomas is a Director at MGO Mensch CPAs. He joined MGO Mensch CPAs in 2006 as a consultant, providing both large and small businesses consulting services on: contractor business systems, policies and procedures, compliance controls and audits, indirect rate development & forecasts, and contract/grant pricing and billing in support of accounting, estimating and contract administration.

Thomas has two adult daughters who live in the San Diego area. He has a passion for gardening (horticulture), and enjoys spending time with friends and dining out; he does like his oak barreled Chardonnay. He is a long time long distance runner, although not very fast or very competitive. Over the years, he has run a couple of marathons, a few half marathons, and

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10Ks, too numerous to count. Today, he still runs 6 miles on Saturday morning, at a very leisurely pace and enjoys working out at the gym. One of Thomas' quirkiest traits, though it has served his career, is that he enjoys reading the FAR! His colleagues at MGO Mensch affectionately refer to him as Mr. FAR. Thomas is currently serving as the Chapter's Secretary.

## Contract Administrators' RoundTable Meetings

### San Diego CART

*by Gabe Olivas*

On behalf of the NCMA Chapter, we are pleased to say "thank you" to each of you who participated in the 2012–13 CART meetings, with a special thanks to those from DCMA and its support contractors. We appreciate all of you taking the time and effort to attend. We would also like to thank you for sharing topics, questions, ideas, and expertise. We certainly hope that the CART meetings have been a valuable experience and that we have created an opportunity to make new friends and renew old acquaintances, as well as have discussions and exchanges of your many experiences, suggestions and opinions with others.

Our next objective for the CART meetings is to pursue the possibility of having DCAA join us. This will be a task in itself, but a task that should be pursued. DCAA, along with DCMA and DAU, can provide many answers to our questions on how to handle complex issues facing us today so we can determine appropriate solutions, actions, policies and/or programs to overcome those.

So far, we have been very fortunate to have a large group of well-known experts in their respective fields participate in the CART meetings. This group includes contractors from industry, consultants, members of boards, Federal government personnel, and other authorities. Their involvement resulted in our very successful forums. We want to thank each of them and also all the moderators who skillfully guided each of the sessions.

### North County CART

*by Brian Greenberg, Fellow, CPCM*

The San Diego NCMA North County CART meeting held on 24 July 2013 at ViaSat offered the participants to share their knowledge and experiences related to:

- Insurance Certifications from the Buyer and Seller perspectives
- Disposition of Residual Property under Firm Fixed Price contracts – who owns what.
- Contractual administration of multiple cage codes within a company
- Profit – is it ethical to make too much profit?
- Profit – typical profit rates for type contracts

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- Cost Plus Fixed Fee contracts – what does this mean and when is it used.
- Proposal strategies when there are conflicting incentives in the RFP
- T&M vs FFPLOE type contracts – The contract says its FFP but in reality the contract is being administered like a T&M. How does this situation get closed out?

Thanks to all who came with these very interesting questions and to all who joined in the lively conversation. As always, our appreciation goes out to ViaSat for hosting a wonderful lunch and supporting the chapter. Any questions or comments regarding the SD NCMA North County CART Meeting can be directed to Brian Greenberg at [brian.greenberg@viasat.com](mailto:brian.greenberg@viasat.com) or 760-476-4117.

## Workshops/Seminars/Webinars

### JULY 2013 – JUNE 2014 CALENDAR OF EVENTS

Workshops			
Date & Time	Place	Topic	Guest Speaker(s)
Wed., Sept. 18 11:30am – 1:00pm	Sheraton Four Points	Government Claims - Zero Hour: When Does the Clock Start Ticking?	Nancy Dix
Wed., Jan. 15 11:30am – 1:00pm	Sheraton Four Points	Contracting with SPAWAR (specific topics to be defined at a later date)	Capt. Hoffman
Wed., March 19 11:30am – 1:00pm	Sheraton Four Points	Subcontracting from a Prime's Perspective	Steve Purcell
Wed., May 21 11:30am – 1:00pm	TBD	Transitioning Service Contract Act Employees	TBD - DOL Invited
Seminars			
Date & Time	Place	Topic	Guest Speaker(s)
Wed., Oct. 16 8:30am – 11:30am	TBD	Federal Acquisition Regulation – Part 1	Jim Southerland
Wed., Nov. 20 8:30am – 11:30am	TBD	Federal Acquisition Regulation – Part 2	Jim Southerland
Wed., Feb. 19 8:30am – 4:00pm	ViaSat, Inc. Carlsbad	Street Smart Pricing	Brian Greenberg
Wed., April 16 8:30am – 11:30am	Sheraton Four Points	TBD (in conjunction with Association of Government Accountants)	TBD
Wed., June 18 8:30am – 11:30am	TBD	Uniform Commercial Code (UCC)	TBD
Webinars			
Date & Time	Place	Topic	Presenters
Thurs., Oct. 24 9:00am – 10:30am	TBD	Preparing a Negotiation Memorandum	Brent Calhoun and Robin Schulze of Baker Tilly
TBD – Four Other Webinars are Tentatively Scheduled			

<b>Contractor Administrator's Round Table (CART)</b>				
<b>Date</b>	<b>Time</b>	<b>Place</b>	<b>Host and RSVP POC</b>	<b>Note</b>
Wed., Sept. 11	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Sept. 25	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
Wed., Oct. 9	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Oct. 23	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
Wed., Nov. 13	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Dec. 11	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Jan. 8	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Jan. 22	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
Wed., Feb. 12	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Feb. 26	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
Wed., March 12	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., March 26	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
Wed., April 9	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., April 23	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
Wed., May 14	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., May 28	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
Wed., June 11	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., June 25	12:00pm – 1:00pm	ViaSat, Carlsbad	Brian Greenberg	Lunch is provided
<b>Board of Director Meetings</b>				
<b>Date</b>	<b>Time</b>	<b>Place</b>	<b>Please RSVP To</b>	
Wed., Oct. 2	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Nov. 6	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Dec. 4	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Jan 7 - tentative	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., Feb. 5	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., March 5	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., April 2	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., May 7	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
Wed., June 4	7:30am – 8:30am	KES, Kearney Mesa	Mark Cook	
<b>Important Notes</b>				
<p><b>More Information:</b> Updated and additional information for each of the above events will be posted on the NCMA San Diego Chapter website at <a href="http://www.ncmasd.org">www.ncmasd.org</a> as the event draws near.</p> <p><b>Event Registration:</b> For workshops, seminars and webinars, a notice will be posted on the website and participants may register online starting about four weeks before the event.</p> <p><b>CART Meetings:</b></p> <ul style="list-style-type: none"> <li>For CART meetings at KES please RSVP to Mark Cook, p: 858.292-0922 x221, e: <a href="mailto:mark@kes.com">mark@kes.com</a></li> <li>For CART meetings at ViaSat please RSVP to Brian Greenberg, p: 760.476.4117, e: <a href="mailto:Brian.Greenberg@viasat.com">Brian.Greenberg@viasat.com</a></li> <li>For CART meetings held at ViaSat, lunch will be provided.</li> </ul> <p><b>Board Meetings:</b> Board meetings are open to any member that desires to attend and observe. Please RSVP.</p>				
<b>Event Locations</b>				
<b>Four Points by Sheraton</b> 8110 Aero Drive San Diego CA 92123		<b>KES Inc.</b> 9325 Sky Park Ct., Ste. 300 San Diego CA 92123		<b>ViaSat, Inc.</b> 6155 El Camino Real Carlsbad, CA 92009



NATIONAL CONTRACT MANAGEMENT ASSOCIATION

## Government Claims

### Zero Hour: When Does the Clock Start Ticking?

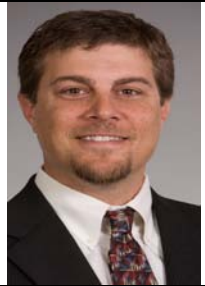






presented by:

**Nancy Dix****Partner, DLA Piper**

The Statute of Limitations for claims by the government or by contractors is six years “after accrual of a claim.” But when exactly does the six-year clock start ticking? This can be especially tricky to determine for government claims arising from audits that may not take place until years after the initial submission of Incurred Cost Proposals. Recent cases are defining this ambiguous area, and point out landmines to be avoided. Please join NCMA San Diego in reviewing new developments in this area.


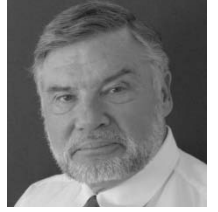


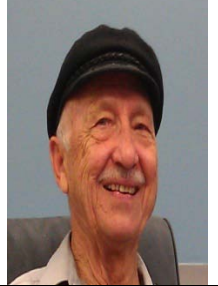
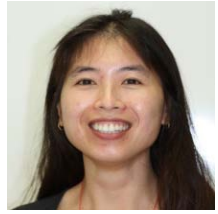
**Date:** Wednesday, September 18, 2013**Time:** 11:30am to 1pm  
Registration and Networking at 11:30am  
Presentation Commences Promptly at 12 noon**Location:** Four Points by Sheraton  
8110 Aero Drive  
San Diego, CA 92123**Cost:** \$40 for NCMA Members  
\$50 for Non-Members**How to Register and Pay:** **The registration deadline is Friday, September 13.**  
Register online at [www.ncmasd.org](http://www.ncmasd.org) or email the attached registration form to [Arrangements@ncmasd.org](mailto:Arrangements@ncmasd.org). Payment may be made at the door or by PayPal. Please see details on the registration form.

## 2013 – 2014 NCMA-SD Board of Directors

Position	Officer	Email	
President	Mark Cook	<a href="mailto:President@ncmasd.org">President@ncmasd.org</a>	
Vice President	Theresa Robinson Harris, CPCM	<a href="mailto:Vice-President@ncmasd.org">Vice-President@ncmasd.org</a>	
Secretary	Thomas Salyers	<a href="mailto:Secretary@ncmasd.org">Secretary@ncmasd.org</a>	
Treasurer	Joni Shirley, CPCM	<a href="mailto:Treasurer@ncmasd.org">Treasurer@ncmasd.org</a>	
Arrangements Director	Dianne Cherniak	<a href="mailto:Arrangements@ncmasd.org">Arrangements@ncmasd.org</a>	
Education Director	Courtney Kappel, CPCM, CFCM, CCCM	<a href="mailto:Education@ncmasd.org">Education@ncmasd.org</a>	
Membership Director	Nalani Moore	<a href="mailto:Membership@ncmasd.org">Membership@ncmasd.org</a>	



## 2013 – 2014 NCMA-SD Advisors & Chairpersons

Position	Officer	Email	
Chapter Advisor	Maurice Caskey, CFCM, CCCM, Fellow	<a href="mailto:Chapter-Advisors@ncmasd.org">Chapter-Advisors@ncmasd.org</a>	
Chapter Advisor	Ray Chalupsky, Fellow, CPCM	<a href="mailto:Chapter-Advisors@ncmasd.org">Chapter-Advisors@ncmasd.org</a>	
Chapter Advisor	Lee Davis, CPCM	<a href="mailto:Chapter-Advisors@ncmasd.org">Chapter-Advisors@ncmasd.org</a>	
Chapter Advisor	Brian Greensberg, Fellow, CPCM	<a href="mailto:Chapter-Advisors@ncmasd.org">Chapter-Advisors@ncmasd.org</a>	
Chapter Advisor	James Southerland, Fellow, CPCM	<a href="mailto:Chapter-Advisors@ncmasd.org">Chapter-Advisors@ncmasd.org</a>	
Chapter Advisor	Quyên Tran, CPCM, CFCM, CCCM	<a href="mailto:Chapter-Advisors@ncmasd.org">Chapter-Advisors@ncmasd.org</a>	

## 2013 – 2014 NCMA-SD Advisors & Chairpersons

Position	Officer	Email	
CART Chair (Carlsbad)	Brian Greensberg, Fellow, CPCM	<a href="mailto:CART@ncmasd.org">CART@ncmasd.org</a>	
CART Chair (San Diego)	Gabe Olivas	<a href="mailto:CART@ncmasd.org">CART@ncmasd.org</a>	
Community Service	Mike Oberski	<a href="mailto:Community-Service@ncmasd.org">Community-Service@ncmasd.org</a>	
Employment	Christine Powell	<a href="mailto:Employment@ncmasd.org">Employment@ncmasd.org</a>	
Newsletter Co-Editor	Shawna Jones, CPCM	<a href="mailto:Newsletter@ncmasd.org">Newsletter@ncmasd.org</a>	
Newsletter Co-Editor	Tammie Rippie	<a href="mailto:Newsletter@ncmasd.org">Newsletter@ncmasd.org</a>	

## 2013 – 2014 NCMA-SD Advisors & Chairpersons

Position	Officer	Email	
Outreach Chair - College	Rese Farrish, Fellow	<a href="mailto:Outreach-College@ncmasd.org">Outreach-College@ncmasd.org</a>	
Outreach Chair - Small Business & Government	Reina Bergfors	<a href="mailto:Outreach-SB-Military@ncmasd.org">Outreach-SB-Military@ncmasd.org</a>	
Publicity Chair	Victoria Marin	<a href="mailto:Special-events@ncmasd.org">Special-events@ncmasd.org</a>	
Website Administrator	Kennedy Tran	<a href="mailto:Website@ncmasd.org">Website@ncmasd.org</a>	