

# NCMA NEWS

*San Diego Chapter*



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## INSIDE THIS ISSUE

- 2 Outgoing President's Message
- 2 Incoming President's Message
- 3 Membership Focus – Meet the 2006-2007 Board of Directors
- 4 NCMA Certification Study Groups are Underway
- 4 NCMA Leadership Conference, June 23-24
- 5 NCMA Audio Seminars
- 5 NCMA-SD Board of Directors and Other Points of Contact

## Upcoming Events

- 16 July – NCMA Night at the Padres!

## NCMA-SD's Mark Cook Selected for the NCMA Leadership Development Program!

*By Brian Greenberg*

The NCMA San Diego Chapter is proud to announce that Mark Cook is one of 32 candidates selected from a pool of 82 highly qualified applicants to participate in the **NCMA LEADERSHIP DEVELOPMENT PROGRAM**.

NCMA has designed a program to help develop the next generation of contract management leaders through an intensive year-long educational experience. This Leadership Development Program was kicked-off in Cincinnati June 22 at the annual NCMA Leadership Development Conference.

Mark is the Program and Financial Control/Analyst for KES, Inc and is responsible for the budgeting, pricing, and invoicing of all KES contracts. For the past two years, Mark has been an active participant on the NCMA-SD Chapter Board. During the 2005-06 program year Mark was our Membership Director and also helped filled the Treasurer position. For the 2006-07 program year, Mark is our Treasurer.

### **The Program**

The contract management workforce is facing one of its greatest challenges ever—the workforce is aging and retiring at a pace faster than the next generation is replacing them. This has created a gap across the entire profession; there are simply not enough high-quality contract management professionals to meet today's needs—and the outlook for the future remains challenging. The NCMA Leadership Development Program is designed to quickly close the gap in leadership progression by accelerating the preparation of a select group of contract management professionals.

The ideal participants are in the early stages of their careers, not yet having achieved the management level. They have an undergraduate degree, some experience in the contract management field, and may have already completed an MBA program. Their employers consider them amongst the top performers in their workplace and they have a high degree of potential for advancement. This program is for “the best of the best.”

In addition to the extensive classroom and Web-based coursework, the program includes a series of assignments designed to round out the participants' development. These include serving as a volunteer NCMA leader at a local chapter as well as for the national organization. The participants are also matched up with two or more mentors, who will coach them through the entire program. These mentors come from most experienced and accomplished people within our profession—our NCMA Fellows.

For any of you interested in this program, you can go to the NCMA HQ website, [www.ncmahq.com](http://www.ncmahq.com) and find out how you can apply next year.

## Outgoing President's Message

*By Linda Allen*

My two year term as President of the NCMA San Diego Chapter seems to have flown by. Reflecting on the past two years, the emotion that sums up my tenure is "Gratitude". I am grateful to have had the opportunity to serve and I am grateful for those on the board who volunteered their talent, time and energy to making this "America's finest NCMA chapter"! I am also grateful for the opportunity to have met so many outstanding professionals who attended our many luncheons and seminars, as well as for all those individuals who volunteered as our Seminar and luncheon presenters and speakers; they epitomize the word "professional".

I believe in volunteering. Our chapter is great because of all of you who volunteer your time and energy to making it so. Our chapter is healthy because of all of you who support and attend the events each program year. Our chapter will continue to grow by continuing outreach and inclusiveness.

Best wishes to the new Board and to all of you. Thank you for all of your support. I hope to see you at future events!

Linda Allen  
President 2005-2006

## Incoming President's Message

*By Sharon King*

First, I'd like to say I am honored to serve as your President for this program year. I look forward to the opportunity to help grow the chapter and provide targeted professional development opportunities to our members. I'd also like to remind our membership to respond to the survey distributed by Jack Friery on 7/5/05. Responses are due to Brian Greenberg (briang@kes.com) this Friday, 7/14. This is your chapter and the board is a volunteer group here to serve you and your professional development needs. This survey is our way of finding out what topics and opportunities are important to you.

I want to highlight a few highly successful events held over the past two months and extend a thank you to the presenters, and those that attended. The May 18<sup>th</sup> Commercial Contracting Seminar, featuring panelists including: Steve Fitch (Qualcomm), Jack Pellegrino (SAIC), Steve Purcell (Cubic Transportation Systems), and Jeff Thomas (TrellisWare) with Tom Vazakas moderating was a resounding success. The June luncheon and seminar were also very well attended. Mark Schweer, SPAWAR Contracting officer, gave a presentation which featured open dialogue on MSA/SeaPort-e performance based acquisition concepts and lessons learned. Further, Tim Dowd, SPAWAR Executive Director for Contracts presented SPAWAR's contracting perspective addressing the many organizations for which they contract including SPAWAR, PEO C4I & Space, PEO Space Systems and PEO EIS.

Also of note, NCMA's Leadership Summit was held a few weeks ago in Cincinnati, Ohio. Our chapter has committed to sponsor several local members who are committed to taking on an active leadership role in the local chapter. You can look forward to their report on the summit in the next newsletter.

Warm Regards,  
Sharon King

## Membership Focus – Meet the 2006-2007 Board of Directors



Ms. Sharon King is the new President of the NCMA San Diego chapter. Sharon holds a Bachelor of Arts degree in Communications with a minor in French. She has been a member of NCMA since 2000 and is working to obtain her Certified Federal Contracts Manager (CFCM) certification.

Sharon began her career in Crystal City, Virginia as a Foreign Military Sales Analyst employed with ACS (now Titan). She moved to San Diego in 1997 when SPAWAR was part of the Base Realignment and Closure (BRAC) list, and has been a happy resident ever since. After several years in the FMS realm, Sharon moved to Booz Allen Hamilton to support the Satellite Communications Program Office, PMW 170.

In her spare time, Sharon enjoys living downtown and participating as a member in the Junior League of San Diego, an international organization of women committed to volunteerism and improving the community through effective action and leadership.



Ms. Joni Shirley is the Vice President of the NCMA San Diego chapter. Joni, a long-time resident of San Diego, has acquired years of experience, knowledge and education in a diverse career path that eventually led to Integrits Corporation, where she now serves as Director of Contracts.

By way of public service, Joni has served as President of the San Diego Track Club for three years and is an official for USA Track & Field, officiating at local high schools, colleges, and national track and field events. She is currently the World Record Holder of the Indoor Mile for women age 55-59 with a time of 5:43 and holds 12 National Championships in the 800 and 1500 meter runs.



Mr. Mark Cook is the Treasurer of the NCMA San Diego chapter. Mark has been a member of the National Contract Management Association (NCMA) since 2005, and served as the membership director last year. He graduated from Hawaii Pacific University (Summa Cum Laude) with a Bachelor of Science degree in Business Administration (Emphasis in Accounting) in 2000.

Mark is currently working for KES, Inc. as a Project Control Analyst. Although Mark is fairly new to the contracts industry, he has over seven years experience in the finance/accounting industry and is currently enrolled in the SDSU Professional Certificate in Contract Management program. Mark is one of 38 individuals selected for the inaugural NCMA Leadership Development Program.



Ms. Christine Powell is the Secretary of the NCMA San Diego chapter. Christine has a Law degree from Thomas Jefferson School of Law and a Bachelor of Arts degree in Political Science from Point Loma Nazarene University. She has been a member of NCMA since 2004 and is working toward obtaining her Certificate in Contract Management and Certified Federal Contracts Manager (CFCM) certification.

Christine began her career in the defense industry in 2001 as the Human Resources Manager for Syzygy Technologies, Inc. After completing her law degree and passing the Bar she was promoted to Contracts Manager. Christine's spare time is spent working in her garden, playing with her nephew and two nieces, and going to Disneyland.

## NCMA Certification Study Group Is Under Way

*By Jack Friery*

A couple of years ago, NCMA National revamped its certification program. Now, NCMA members with specified experience and education may test to be certified as Certified Federal Contract Managers and as Certified Commercial Contract Managers. Members who achieve both certifications automatically become Certified Professional Contract Managers.

There are three separate exams for the CPCM certification. A general business exam is required for both CFCM and CCCM. Then, applicants take a federal contract knowledge exam for the CFCM and a commercial contract knowledge exam for the CCCM. More information about the program is on the NCMA website at <http://www.ncmahq.org/certification/>.

Seven eager members of the NCMA San Diego chapter have formed a study group to prepare for the NCMA certification exams. The study group meets each week for two hours. In preparation for the weekly meeting, designated members prepare a written synopsis of that week's chapter from the NCMA study guide, and also prepare mock exam questions. The members then brief their outlines to the entire study group, and the group answers the mock exam questions.

The study group is now preparing for the general business knowledge exam. The team advises that it is willing to admit new members to the study group when they begin their preparation for the federal and commercial exams. Questions about the study group should be addressed to Dan Chalfont, at (760) 741-9859 or [alexanderassociates@cox.net](mailto:alexanderassociates@cox.net). Dan is a member of the study group—and he's also the incoming Education Chair for the NCMA San Diego chapter.

## NCMA Leadership Conference, June 23-24

*By Jack Friery*

NCMA National held its 5<sup>th</sup> Annual Leadership Summit in Cincinnati, OH on June 23 and 24. Conference attendees included NCMA chapter officers from all over the country. Several San Diego chapter members attended.

The conference featured over 20 plenary sessions and workshops. Incoming NCMA President Len Vincent spoke on the topic of "The State of Contract Management: What's Happening in our Profession." There was a fascinating talk by an NCMA Fellow who had recently returned from Iraq about the challenges of contracting in a war zone. And the NCMA directors and officers conducted "town hall" sessions to answer questions about the association. There were also workshops on a number of topics relevant to NCMA chapter leaders. The workshops focused on chapter finances, education programs, the NCMA fellow application process, attracting volunteers, and many other significant issues.

The conference also introduced the charter members of NCMA's new Leadership Development Program. Recognizing that the NCMA membership is aging and that there needs to be a structured process to bring in new members, NCMA started the program this year. Applicants were selected based on education and recognized high potential, and work in both government and industry. The approximately 40 new program members, who were selected from a large applicant base, will engage in a one-year program of education, training, mentoring, and experience. Our own chapter's Mark Cook was a selectee.

The program will seek and select members for next year's program in the first quarter of the year. Questions about the program should be addressed to our own Brian Greenberg ([briang@kes.com](mailto:briang@kes.com)), who is serving as a member of NCMA's Leadership Development Program Oversight Committee. I can address any questions about the mentoring process.

## NCMA Audio Seminar Debriefs

*By Joni Shirley*

### April 2006 Seminar

The Organizational Conflicts of Interest (OCI) audio seminar held on April 18 was very well attended and provided insights into the pitfalls often encountered by firms doing business with the Government. Examples were given as to how the FAR and GAO defines OCI, how to avoid unfair competitive advantages in solicitations and contract awards and how to structure contracts to avoid OCI violations. The presenter was William Weisberg, partner and chair of the Government Contracts Practice of Sullivan & Worcester based in Washington DC.

### June 2006 Seminar

On June 20, NCMA San Diego Chapter hosted a “Contractor Team Arrangements and Alliances” audio seminar moderated by Michael Mutek, Vice President and General Counsel of Raytheon Intelligence and Information Systems. He thoroughly addressed the teaming arrangement concept – the reasons that companies form teams as well as the obligations, responsibilities, benefits, risks, alternatives and other factors associated with teaming. Mr. Mutek emphasized the importance of drafting an agreement that addresses both the issues posed by the opportunity as well as the business goals and needs of the individual parties. He introduced two panelists, Richard L. Farr, Senior Counsel of Harris Corporation and Pat Meagher, founding partner in the San Francisco law firm of Rossi & Meagher, both of whom have extensive backgrounds in public and government contract law. A model teaming agreement was provided and the panelists used it as a vehicle to highlight and discuss the many issues addressed in teaming agreements. One panelist represented the Prime contractor of the teaming agreement and the other panelist was an attorney representing their client as the subcontractor in the teaming agreement. The discussion was very well conducted and offered the listeners the opportunity to ask and have their questions answered.

## NCMA-SD Board of Directors and Other Points of Contact

### Board of Directors

| Position       | Officer          | Phone Number        | Email  |
|----------------|------------------|---------------------|--|
| President      | Sharon King      | (619) 725-6753      | <a href="mailto:king_sharon@bah.com">king_sharon@bah.com</a>               |
| Vice President | Joni Shirley     | (858) 300-1609      | <a href="mailto:shirley_joni@integrits.com">shirley_joni@integrits.com</a> |
| Secretary      | Christine Powell | (619) 297-0970      | <a href="mailto:cpowell@syzygy-tech.com">cpowell@syzygy-tech.com</a>       |
| Treasurer      | Mark Cook        | (858) 292-0922 #221 | <a href="mailto:mark@kes.com">mark@kes.com</a>                             |

### Committee Chairpersons

| Position     | Officer         | Phone Number   | Email  |
|--------------|-----------------|----------------|--|
| Membership   | Chrystal Piskor | (858) 826-3339 | <a href="mailto:chrystal.l.piskor@saic.com">chrystal.l.piskor@saic.com</a> |
| Education    | Daniel Chalfant | (760) 580-4257 | <a href="mailto:chalfant_daniel@bah.com">chalfant_daniel@bah.com</a>       |
| Arrangements | Christina Fell  |                | <a href="mailto:christina_fell@yahoo.com">christina_fell@yahoo.com</a>     |

We are also looking to fill the following committee positions:  
PUBLICITY – SPEAKERS – AWARDS – SMALL BUSINESS OUTREACH