Welcome to the April Issue of Mitzi’s Media Buzz!

President’s Message

April is another busy month! Sign up soon for the Incurred Cost Submissions & Audits Breakfast on the 13th, our next NCMA Huntsville luncheon featuring Mr. Jonathan Hitt, Professor of Contract Management on the 20th and definitely don’t miss the highly beneficial GSA Federal Acquisition Training Symposium to be held on April 25-26. This symposium will showcase 100 exhibiting contractors and provide 61 separate interesting break-out classes over the two days at the Von Braun Center. Any federal employee may attend at no cost and there is a fee for contractors to attend. Contractors may attend any of the breakout sessions. Additionally, I would like to thank our March speaker, Jeffrey Roth for his informative presentation on Worker Misclassification, and special thanks go out to our two speakers from the Huntsville Education Seminar: Contracting Officer Podcast Kevin Jans and Paul Schauer. I would also like to recognize and thank Brian Coppock for doing a fantastic job of putting the HES together! April is also the month we issue the Ballot for the upcoming year’s officer election. Make sure to submit your votes as well as consider applying for the Contract Management Leadership Development Program (CMLDP) and/or decide to attend World Congress in Chicago this summer. Bottomline, NCMA can certainly help further develop your contracting knowledge. Just make sure to participate as you have the time.

Respectfully submitted,

Hector Vega, 2016-17 President, NCMA Huntsville

April NCMA Huntsville Luncheon: Weighted Guidelines and Profit Objectives By Mr. Jonathan Hitt, Professor of Contract Management, Defense Acquisition University (DAU)

Government negotiation positions for profit/fee are developed using a Weighted Guidelines (WGL) structured approach for considering the balance of risk. We will discuss some of the key considerations in using a WGL to develop a negotiation position and how the results of a developed WGL can be applied during negotiations.

Jonathan Hitt is a Professor of Contract Management at Defense Acquisition University (DAU). Prior to arriving at DAU, Jonathan had served in the Department of Defense (DoD) in both the Contract Pricing and Contract Audit functions – helping evaluate and negotiate over $10B in proposals.

Register at:

https://ncmahuntsvillechapter.regfox.com/weighted-guidelines-profit-objectives

March Luncheon: Worker Misclassification Featuring Jeffrey Roth

Last month’s luncheon was well received and everyone enjoyed Jeffrey Roth’s upbeat presentation style. The topic was Worker Misclassification and was made all the more interesting by the speaker’s enjoyable sense of humor and subject matter knowledge and expertise.

See Page 5 For This Year’s NCMA Huntsville Officer’s Ballot

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Editor-in-Chief: Mitzi Whittenburg, CPCM, Fellow  Editor: Michael P. Jennings, CPCM, Fellow  To comment on this newsletter, please email us at news.ncmahsv@gmail.com

Upcoming Events:

NCMA Monthly Luncheon:
Weighted Guidelines and Profit Objectives
April 20, 2017
Redstone Federal Conference Center, 220 Wynn Dr. NW, Huntsville AL 35893

Incurred Cost Submissions & Audits Breakfast
Date: April 13, 2017
Session Hours: 8:30 AM – 10:30 AM
Location: Redstone Federal Conference Center, 220 Wynn Dr. NW, Huntsville AL 35893

GSA Federal Acquisition Training Symposium
Date: April 25-26, 2017
Location: the Von Braun Center

Local News:
Starting a Business in Alabama
Date: April 27, 2017

Check out this month’s issue of Contract Management Magazine!
GAO: DoD boosted its ‘buying power’ by $10.7 billion in 2016

By Jared Serbu | @jserbuWFED
April 3, 2017

The media and Congress are quick to point out instances in which Pentagon procurement has gone drastically awry, and rightly so, since it’s public money at stake. But it’s also worth pointing out glimmers of progress when we see them.

In its annual assessment of the Defense Department’s major weapons systems, the Government Accountability Office calculated last week that over the past year, DoD has seen a $10.7 billion increase in its “buying power” — GAO’s term for the amount of goods or services the department is able to buy with a given amount of money, even after adjusting for increases or decreases in the number of items within a certain procurement line.

In fact, there are several data points in GAO’s analysis of DoD’s 2016 weapons portfolio that seem to undercut the narrative that weapons costs are out of control, a picture painted as recently as 2016 weapons system analysis of DoD’s major weapons systems.


Exchanges with offerors after receipt of proposals By: Jameson L Nichols, Contracting Department Chair DAU–South Region

Semantics is important in just about everything acquisition-related in the federal government. To ensure parties remain on the same page, it is imperative to leverage the correct phrase/word, and that we (collectively) understand the implications of the exchange we are entering into. The terms ‘discussions’, ‘clarifications’, and ‘communications’ all have their own meaning and purpose after receipt of a proposal. This will be a brief introduction to these, as well as how solicitation provisions and case law has driven the ecosystem in which these terms are used.

Jameson (Jed) Nichols is currently serving as the Department Chair for Defense Acquisition University’s Contracting Department in the Southern Region. He is responsible for the management and leadership of 20+ faculty members who yearly serve over 9,000 acquisition professionals through in-residence and distance learning courses.

Incurred Cost Submissions & Audits Breakfast

Come and join NCMA Huntsville on April 13th, 2017 for an informative breakfast meeting with Redstone Government Consulting.

The topic will be “Incurred Cost Submissions and Audits”

Meeting Place is the Redstone Atrium, 220 Wynn Drive in Huntsville

Breakfast is provided.

2.5 CPEs are available for this training event.

This event is pre-pay only.

Time of the meeting is 8:30am – 10:30am

Cost is: Members $30, Non-members $35


GSA Federal Acquisition Training Symposium

The Federal Acquisition Training Symposium 2017, hosted by GSA, will be held 25-26 April 2017 at the Von Braun Center, downtown Huntsville. Many of you attended the event last year and you may recall what a great success it was. For planning purposes, it is important that you register as soon as possible. Please take a moment now to visit the event website at [www.gsafas2017.com](http://www.gsafas2017.com) and register.

The event will be beneficial for all contracting and acquisition related personnel, including CORs and PMS. Over 100 exhibiting contractors will be on hand and breakout sessions will be presented by DASA-P, DPAP, DCAA, DCMA, DAU, and GSA. Detailed information about the 61 separate break-out classes is available on the event website listed above.

Ms. Claire Grady, Director of Defense Procurement and Acquisition Policy (DPAP), will be a keynote speaker at 0800, 26 April. Any federal employee may attend at no cost and there is a fee for contractors to attend. Contractors may attend any of the breakout sessions.

Congratulations To The Latest Gift Card Winner!

Congratulations to Hector Vega for winning a gift card to the delicious restaurant Connors Steak House at the March luncheon! Come to the April luncheon and you could be the next winner!
**Contractors Resist Push to Post Contracts Online**

By Charles S. Clark  
March 31, 2017

In a move intended to make it easier for the public to see what exactly federal contractors do for the taxpayer money they receive, two Senate Democrats have introduced legislation that would require agencies to post the text of major contracts online. But contractors and contracting specialists are pushing back.

On March 15, Sens. Claire McCaskill, D-Mo., and Jon Tester, D-Mont., introduced the Contractor Accountability and Transparency Act of 2017 (S. 651), which would require agencies to post a “machine-readable, searchable copy of each covered contract” within 30 days of its signing.

The bill would cover awards worth $150,000 or more and would require that contracts be posted not later than 30 days after the agency enters into the agreement.

The application deadline is June 30, 2017.

For full article go to [http://www.govexec.com/contracting/2017/03/contractors-resist-push-post-contracts-online/136639/?oref=channeltopstory](http://www.govexec.com/contracting/2017/03/contractors-resist-push-post-contracts-online/136639/?oref=channeltopstory)

**The Contract Management Leadership Development Program (CMLDP)**

The Contract Management Leadership Development Program (CMLDP) is designed to help develop the next generation of acquisition and NCMA leaders through an intensive year-long educational experience. The CMLDP provides top-quality education in fundamental leadership, association volunteerism, NCMA governance, and contract management.

The ideal candidate is an NCMA member with 4–8 years of contract management experience who does not yet hold a supervisory or management position. He or she must hold a bachelor’s degree, or higher, from an accredited institution. The candidate should have a strong desire to become a leader and be recommended by his or her employer as a top performer with a high potential for advancement who will thrive and benefit from this program.

The application deadline is June 30, 2017.

**HES Was a Success!**

Many thanks to Executive VP, Brian Coppock for his work on identifying and bringing the unique Contracting Officer Podcast to NCMA Huntsville. Brian worked tirelessly to secure the Jackson Center as the venue for the 1-day event which even included a networking event after class was over. Kevin Jans and Paul Schauer delivered a very insightful program that was useful to everyone whether government or industry. Great job everyone!

2017 World Congress

World Congress is the National Contract Management Association’s largest education event for contract management, procurement, and acquisition professionals. Individuals from government (federal, state, and local); industry; and commercial business come together for networking and training for all career levels.

World Congress is what you make of it! Whether you want sessions focused on a specific topic, compelling main stage and interactive breakouts, networking opportunities with 2,000+ attendees, or a refreshing break from the daily grind, you’ll find it July 23–26.

**April is National Financial Capability Month**

According to the findings of a 2014 Intuit study, more than 40 percent of U.S. small businesses consider themselves financially illiterate. Yet, 81 percent handle their business’ finances. April is National Financial Capability Month, so now is a great time for small businesses and aspiring entrepreneurs to brush up on their financial literacy skills.

Whether you are a seasoned small business owner, a new small business owner or have dreams to be a future small business owner, it is inevitable that you will at some point have to deal with securing the capital to fund and/or expand your business venture.

There are several financing options to explore when funding a small business such as loans, grants, venture capital, angel investors and crowd funding, but most small businesses rely on lenders to obtain the capital needed to open a business or to finance capital improvements.

In addition to traditional bank loans, SBA has a variety of business loan programs you may want to consider. Regardless of the type of small business loan, there are several key factors that impact a lender’s decision — one being collateral.

Financial institutions approve small business loans with one goal — ensuring the initial funds will be recovered. In order to ensure repayment, lenders typically require a guarantee in the form of collateral. Collateral includes personal and business assets that can be sold in the event of defaulting to repay the initial loan.


**Scholarships**

Now accepting applications for 2017 Gene Andrzejewski scholarship! For details click here or navigate to the “Programs/Scholarships” link in the menu bar. Deadline for submission of all required supporting documentation is April 21st! Good luck students!!
NCMA Election Time!

2017-2018 Ballot. Please cast 1 vote for each office NLT April 21, 2017 to elections@ncmahsv.org. The following folks are ready to serve:

**Advisor: Steve Sizemore**

Serves as the Director of GSA’s Direct Client Support Division, which provides onsite, matrixed support for GSA clients across various Federal agencies and DOD. Steve lead’s a team of contracting and business professionals who assist clients in executing GSA solutions in highly complex acquisition environments. Prior to assuming his current position, Steve served as a Senior Analyst with GSA’s Office of Acquisition Management. He has over 30 years of Federal service, including 15 years with the U.S. Army, and has been with GSA since 2001. He holds a Master’s Degree in Management and is Level III certified in both Program Management and Contracting.

**President: Sharon Porter (incoming President)**

Sharon Porter is the Contracts Manager for PROJECTXYZ, Inc. in Huntsville, Alabama. Mrs. Porter has 10+ years in contracting and 20+ years in Human Resources, Accounting, Finance and Security. She holds a BBA in Management, Accounting and Finance and an MBA in Business Management along with a Masters in Human Resources. She celebrated her 10 year anniversary with NCMA in March 2017. Mrs. Porter has served the past 5 years on various committees and officer positions to include: President-Elect, Publicity, Hospitality, Scholarship and Small Business.

**President-Elect: 2 Candidates**

**Denise Kirkpatrick**

Denise Kirkpatrick is a Sr. Contracts Administrator for Pinnacle Solutions, Inc. Ms. Kirkpatrick has 8+ years in Government contracting and 10+ years drafting, reviewing and executing contracts in real estate. She has a BS in business administration and MS in Acquisition and Contract Management. She earned her CFCM certification in 2011. She has been a member of NCMA Huntsville since 2009 and has served the past 6 years on various committees and officer positions to include education, Treasurer, Assistant Treasurer, Secretary and VP of Membership. Ms. Kirkpatrick graduated from the NCMA Contracts Management Leadership Development Program in July 2016 along with a cohort nineteen other nationally selected contract professionals.

**Leon Pelletie**

Leon Pelletie has been the Contracts Manager for PPT Solutions, Inc. (PPT) for the past four years. Leon is the sole contracts person for PPT, he is also the pricing proposal lead for the company. Prior to joining PPT, he worked at Lockheed Martin in several contracting roles in his ten years with the procurement department. Leon started out as buyer for simple piece parts and eventually worked his way up to subcontracts for major components. Leon graduated from the University of Alabama in Huntsville (UAH) in 2004 with a BSBA in Management Information Systems. Leon has been a member of NCMA since 2013.
Executive Vice President: Serena Forbes

Serena Forbes has over twenty-five years of experience working for the U.S. Army and various Defense Contractors in the Huntsville, Alabama area. For the past twelve years, she has worked @ Trideum Corporation and is the Director of Contracts & Administration. She holds a B.B.A. degree in Management from Athens State University, is a member of the National Contract Management Association in Huntsville, and is an active participant with the Alabama Chapter of 100+ Women Who Care.

Vice President of Membership: Lexi Carpenter

Lexi Carpenter is a Contracts Administrator for Dynetics, Inc. administering government and commercial contracts. Lexi has been working in the field of government contracting for 2.5 years, and has been a member of NCMA since 2015. Lexi believes in having an engaged and well-educated contracting workforce by providing the opportunity for professional education through NCMA. Lexi also believes in the power of networking with fellow colleagues to build lasting professional relationships. Lexi holds a Master’s degree from Troy University in Public Administration, and a Bachelor’s degree from Auburn University in Political Science and a Graduate Certificate in Government Contract Administration.

Secretary: Melissa Gaddis

Melissa Gaddis, CFCM, is a Sr. Contract Analyst with IDSI and currently provides contract support directly to the Software Engineering Directorate. She has 10+ years of experience in contracting and previously worked at AVISTA Strategies and ASRC Federal as a Senior Contracts Administrator. She has a BS in Accounting and an MBA from Alabama A&M University. She has supported the NCMA Huntsville chapter by serving on the Hospitality Committee, and in roles as Assistant Treasurer, Treasurer, and Secretary. She resides in Madison, AL with her husband and two daughters.

Vice President of Education: 2 Candidates

Jenni Feld - CPA

Jenni Feld is the Business Area Director (Huntsville) for Strategic Consulting Solutions, an outsourced accounting and software implementation services firm headquartered in Knoxville, TN. Jenni has specialized in government contracting for over fifteen years and has extensive experience providing high quality Accounting, Business Operations, and Human Resources leadership to government contracting organizations. She has a proven track record of continual process improvement and implementation of successful solutions to problem areas. She holds two Bachelor’s degrees, one in Management and one in Accounting, and an executive MBA with a concentration in Contracts and Procurement. Jenni has been a member of NCMA for four years. Jenni has lived in Huntsville for over 20 years and is active in the community as a proud mom, happy wife, soccer coach, avid runner, and newly appointed board member of Westminster Christian Academy.
Charles Harwood

Charles "Chuck" Harwood is currently a Senior Subcontracts Administrator for SAIC, direct to the NASA Integrated Communication Services (NICS) program. He is a proven professional with 5 years of strategic supplier management experience, 3 years of project management experience, and nearly a decade of management experience. Recently, Chuck finished his MBA from The University of Alabama in Huntsville, where he also received his undergraduate degree in Finance and a graduate certificate in Government Contracting and Procurement Management.

Treasurer: Vickye Parrish

Vickye Parish – Sr. Contract Administrator for Science Engineering and Services, LLC. (SES). Mrs. Parish has 15+ years in contracting/finance. She holds a BS in Finance/Management along with several Contracting Certifications thru UAH. Mrs. Parish served as an Assistant Treasurer for NCMA 2015-2016 year and is currently the NCMA Treasurer for 2016-2017 year.

Assistant Treasurer 1: 2 Candidates

Jacqueline Cole

Jacqueline is a Senior Accountant at DESE Research, Inc. in Huntsville, AL. She has worked at DESE Research for 17 years. She has a Master’s degree in Business/Project Management from Columbia Southern University and a Bachelors’ degree in Accounting from Philadelphia University. She is married and has a teenage daughter. She enjoys working with others for a common cause. She appreciates being organized, helpful and positive. Jacqueline, given the opportunity, looks forward to working on the NCMA board and is willing to take on different challenges and to learn more about NCMA.

Jennifer Perkins

Ms. Perkins is Troy 7 Inc.’s Contract Manager responsible for the overall integrity and accuracy of contracts, subcontracts, purchasing and property management. Troy 7 is a woman-owned small aerospace engineering company supporting the Missile Defense Agency, Space and Missile Defense Command and NASA. In addition to being a NCMA member for 5 years Ms. Perkins has been a member of the National Property Management Association (NPMA) for 4 years. Ms. Perkins is a graduate of Embry Riddle Aeronautical University with a BS in Aeronautical Science and a minor in Aviation Business Management, is a certified NPMA Professional Property Specialist and is working on the requirements for a Certified Federal Contracts Manager certification.

Assistant Treasurer 2: 2 Candidates

Aquiller Cole—Bio Not Available

Edward Smith—Bio Not Available