President’s Message

This time of year brings the 2016-2017 Program Year to a close. Our last luncheon featuring Department Chair for Defense Acquisition University’s Contracting Department in the Southern Region, Jameson Nichols will be held on Thursday May 18th. I’d like to thank our April speaker, Johnathan Hitt also from DAU for his enlightening program on Weighted Guidelines and Profit Objectives. Join us on May 16th for another module of the highly engaging training sessions provided by Capt. Ronald Woods. I would like to congratulate our new 2017-2018 NCMA Huntsville officers and invite you to the Annual Award Reception on June 15th for a celebration of our current program year and the induction of officers for next year. I would like to thank Sharon Porter for her efforts in planning the event at the beautiful new Botanical Gardens Conservatory and for Sherry Trowbridge for coordinating the nominations and awards. I am also thrilled to announce that national NCMA has named NASA as their 2017 Innovation in Contracting Award recipient! Congratulations to all of our members and friends at NASA!! On a personal note, I would like to send out a heartfelt thank you to NCMA Huntsville members and sponsors that went above and beyond to make sure this program year was a resounding success. I would like to thank Brian Coppock for his efforts in securing excellent speakers for our luncheons, the Spring Huntsville Education Seminar and his work behind the scenes on the new website and registration process. Next, I’d like to thank Kelli Thogerson for all of the great training events we’ve had this year. Many thanks also go out to Mitzi Whittenburg for coordinating the innovative Sponsor Charity Challenge, managing our fall food drive, introducing our speakers this year at the luncheons and for publishing the NCMA Huntsville newsletter each month. Joe Hidalgo and Michael Jennings also deserve thanks for coordinating the very popular NCMA Huntsville training program delivered to the Huntsville Corps of Engineers. All of these efforts were on a volunteer basis and show what a great, talented membership that we have at NCMA Huntsville. I have been humbled to serve as your president to represent a 650 and growing membership. I have been awed by the participation of so many diverse individuals from local agencies, defense contractors, non-profits and institutions of higher learning. I have tried to create transparency in our organization to illuminate the tireless efforts of those you have elected to represent you. If you ever have any comments or questions, please feel free to contact me. I would like to close by stating that May is Military Appreciation Month. Myself, as well I’m sure all of you would like to express our sincere appreciation and dedication to all of the warfighters, their families and supporters throughout the nation.

Respectfully submitted,

Hector Vega, 2016-17 President, NCMA Huntsville

May NCMA Huntsville Luncheon: 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.

Register at: https://ncmahuntsvillechapter.regfox.com/ncma-may-2017-luncheon

Upcoming Events:

NCMA Monthly Luncheon:
Exchanges with offerors after receipt of proposals
Date: May 18, 2017
Time: 11:30—1:00
Redstone Federal Conference Center, 220 Wynn Dr. NW, Huntsville AL 35893

Effective Communication:
Breakfast Event with Captain Ronald Woods
Date: May 16, 2017
Session Hours: 8:30 AM—10:30 AM
Location: Redstone Federal Conference Center, 220 Wynn Dr. NW, Huntsville AL 35893

Local News:
Alabama Defense Contractors Eligible for Market Expansion Services
Date: May 18
Time: 9 AM—11 AM
Location: Chamber of Commerce Huntsville/Madison County, 225 Church Street NW, Huntsville, AL 35801

Check out this month’s issue of Contract Management Magazine!

Serving Huntsville For Over 50 Years
www.ncmahsv.org
Volume 1, Issue 10
May 16, 2017 Effective Communication: Breakfast Event with Captain Ronald Woods

Due to popular demand NCMA Huntsville has invited Capt. Woods back to deliver Part II of his unique training program.

This highly interactive action packed course will improve both Personal and Professional Communication Effectiveness. Navigating the 4 Linked-Domains of Leadership and communication—answering the 4 Questions everyone asks of a leader! Ronald Woods' Art of Leadership Developmental Learning System will enable you to develop your leadership style using the EPLS Linked-Domain Leadership Model. Captain Ronald Woods' material is based on 52 years of exhaustive research in the field of Leadership, Teaming and developing Human Potential. He continues his father's life work (a U.S. Navy SEAL) teaching the foundation of the EPLS model, the genesis of self-awareness, values clarification and enhanced emotional intelligence.

Join us on May 16, 2017 from 8:30 am – 10:30 am for this opportunity, as the former Commanding Officer of the Center for Naval Leadership NRS teaches new applications of ancient wisdom: Ethos, Pathos, Logos, and Sophos (EPLS).

A full breakfast will be served. Registration for this event ends at 6:00 pm on Thursday, May 11.

Register at this link: https://ncmahuntsvillechapter.regfox.com/effective-communication-breakfast-event-with-capt-ronald-woods

Join NCMA Huntsville for the Annual Awards Reception for the 2016-2017 Program Year!!

A special thank you from the Chapter goes out to Sharon Porter for planning the Annual Award Reception and to Sherry Trowbridge for coordinating the nominations and awards.

When: June 15, 2017
- Mix and Mingle begins at 5:00 PM
- Dinner begins at 5:30 PM
- Officer Induction and Awards Ceremony begins at 6:15 PM

Where: The reception will be hosted at The Conservatory at The Huntsville Botanical Gardens

Open to NCMA Members and a guest
(No charge for your guest)
Limited seating available! Pre-registration is required as we must have attendance numbers for the caterer. Registration closes on June 8, 2017, so be sure to register early!

Register at: https://ncmahuntsvillechapter.regfox.com/awards-banquet-py-2016-2017

Voting closes May 12th. And the nominees are:

There is only one nominee for Company of the Year Award therefore they will be recorded as the winner.

See page 3 for a listing of the remaining Nominations.

April luncheon

Thank you to our April luncheon speaker Professor of Contract Management, Defense Acquisition University, Jonathan Hitt. Jonathan provided the attendees information on how Government negotiation positions for profit/fee are developed using a Weighted Guidelines (WGL) structured approach for considering the balance of risk. He also discussed 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.
There are 4 nominees for Professional of the Year (POY) and they are:

**Randy Centanni:** Randy has been a member of NCMA since 1991, has served on many committees, headed up the CART committee, served in several officer positions including President and is a Fellow. He’s been amazing in his support and love for this chapter. Randy has consistently supported the NCMA Huntsville Chapter through his long-term membership and the many positions he has held over the years. Most recently he handled the Contract Administrator’s Round Table (C.A.R.T.) program by himself. Randy continually shows his support by mentoring and advising other professionals within the contracts field as well as NCMA members. He provides knowledge and marketing of the field by notifying other professionals of Governmental changes, memos, and oversight. In addition to always having ideas for topics of interest to contracting professionals, Randy has continued to speak at events, lead training courses, recruit others to speak at events and lead courses, and remains an active participant.

**Brian Coppock**

**Hector Vega:** Hector has provided excellent leadership during an outstanding program year for our Chapter. Many highlights include an outstanding variety of speakers for our monthly luncheons, a Spring and Fall Huntsville Education Seminar, numerous educational events, improved scholarship offerings, supportive sponsors, new mobile-friendly website and event registration format, collaboration with local associations, heartfelt community service projects and an impressive new Chapter newsletter. However, the highlight of this program year has been Hector’s efforts to initiate a unique training program for the U.S. Army Corps of Engineers, Huntsville Engineering Center which exemplifies the purpose of NCMA which is to provide contract related education and training. Hector has taken this a step further by spotlighting the many accomplished members of our chapter as they provide individualized weekly training classes for several months to a large turnout of appreciative contracting, engineering and program management employees of the Corps of Engineers.

**Mitzi Whittenburg:** Mitzi Whittenburg has been a member of NCMA for almost 10 years. She has been a member of the Executive Board of the East Central Pennsylvania Chapter, Picatinny Chapter and the Huntsville Chapter. She has held numerous positions for each chapter, recently acting as an Assistant Treasurer, Sponsorship Chairperson and Community Service Chairperson. She initiated the NCMA Huntsville newsletter and functions as the Editor-in-Chief. Mitzi is a NCMA Fellow as well as a CPCM. She has published four articles in the NCMA Journal of Contract Management and Contract Management Magazine.

There are 3 nominees for Len Winter Volunteer Award and they are:

**Joe Hidalgo:** Joe has been a long-time member of NCMA Huntsville as well as supporting the Chapter as a Bronze Sponsor. Joe has also been instrumental in managing the very successful training program at the Corps of Engineers this year.

**Michael Jennings:** Mike has been a valued member of our Chapter for the last few years acting as Chapter President and as a member of the Advisory Committee. He has played an instrumental part in the training for the U.S. Army Corps of Engineers this year by helping coordinate the program as well as providing excellent training classes. Mike has also gone above and beyond as the Editor for the new monthly Chapter newsletter.

**Denise Kirkpatrick**

There are 2 nominees for Officer’s Award and they are:

**Brian Coppock:** Brian has done a great job as Executive Vice President by persuading many informative speakers to provide their knowledge to our Chapter members during the monthly luncheons. Brian has also taken on the new format for the mobile-friendly website and the RegFox registration system. Ultimately, Brian has also gone above and beyond the duties of his office to coordinate the unique Spring Huntsville Education Seminar at the Jackson Center with the Contracting Officer Podcast.

**Vickye Parrish**

There are 2 nominees for Denise Pelham Exemplary Service Award and they are:

**Tracy Lee:** Tracy has been an active participant on the Sponsorship Committee where she successfully engaged her employer, Johnson Controls in a 2-year renewal of their Silver Sponsorship. She has also been an integral part of the Scholarship Committee this year, as well as serving as Assistant Treasurer. Tracy has attended most, if not all, of the monthly luncheons and never hesitates to help with nametags and printing the brochure. Tracy has been a valuable asset to our Chapter and we greatly appreciate her efforts.

**Ashton Stafford**
NCMA Names 2017 Innovation in Contracting Award Recipient

ASHBURN, Virginia, May 1, 2017 – The National Contract Management Association (NCMA) has selected the National Aeronautics and Space Administration (NASA) to receive the 2017 Innovation in Contracting Award. The NASA contracting professionals who shaped the business solutions for the Commercial Crew and Cargo Program Office (C3PO) and its Commercial Crew Program Office were selected for using new, nontraditional partnership arrangements for the emerging commercial space sector.

The NASA team created a unique public-private partnership to offset the burden of developing new technology, which enabled partners to retain legal rights to market products to NASA or other customers. This strategy for leveraging government resources and incentivizing the private sector ultimately produced human space transportation systems capable of safely transporting crew and cargo to the International Space Station (ISS).

The unique contracting approach enabled NASA to act much like an investor. Contract terms protected government interests in the event partners failed to raise sufficient capital. When financial milestones were not met, NASA terminated the nonperforming agreement and ran a follow-on competition. The two new independent launch vehicles and automated cargo vehicles that resulted from these efforts ultimately cost less than half that of traditional contracting methods.

NCMA’s Innovation in Contracting Award was created to recognize those who design and/or conceive innovative contract management solutions for business or operational problems through the practical application of contract management concepts, strategies, and practices.

NCMA was founded in 1959 and is the world’s leading professional resource for those in the field of contract management. The organization, which has 20,000 members, is dedicated to the professional growth and educational advancement of procurement and acquisition personnel worldwide. For more information on the association, please visit www.ncmahq.org.

The Contract Management Leadership Development Program (CMLDP)

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. 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.

Applications for the 2017-2018 CMLDP Class are now available.

The application deadline is June 30, 2017.


World Congress 2017 Call for Ambassadors

Do you love NCMA? Do you want to promote a sense of community and excitement at World Congress?

Apply to serve as a World Congress ambassador!

World Congress ambassadors are a group of carefully selected members who are passionate about NCMA’s mission, programs, and benefits and readily share their own knowledge and enthusiasm with others.

Ideal Ambassadors:

- Believe in NCMA’s mission, vision, and values
- Love speaking about NCMA and its benefits
- Relish active engagement with World Congress attendees and exhibitors
- Delight in being part of a team

Submit your interest by completing this form by May 17, 2017 (password: Chicago). Only completed submissions will be considered.

http://www.ncmahq.org/wc17/about/call-for-ambassadors
May is National Military Appreciation Month

National Military Appreciation Month (NMAM), as designated by Congress, provides a period encompassing both the history and recognition of our armed services with an in-depth look at the diversity of its individuals and achievements. It allows Americans to educate each generation on the historical impact of our military through the participation of the community with those who serve encouraging patriotism and love for America.

This month gives the nation a time and place on which to focus and draw attention to our many expressions of appreciation and recognition of our armed services via numerous venues and also to recall and learn about our vast American military history. National Military Appreciation Month and American Military History Month are now synonymous to this website.

National Military Appreciation Month—May 2017 includes Loyalty Day (1st), VE Day (8th), Military Spouse Appreciation Day (12th), Armed Forces Day (20th), and Memorial Day (29th). This very important month honors, remembers, recognizes and appreciates all military personnel; those men and women who have served throughout our history and all who now serve in uniform and their families as well as those Americans who have given their lives in defense of our freedoms we all enjoy today.

It recognizes those on active duty in all branches of the services, the National Guard and Reserves plus retirees, veterans, and all of their families - well over 90 million Americans and more than 230 years of our nation’s history. Let us celebrate them just as we celebrate the other important entities that make up this wonderful country of ours.

And The Rest Of The Story... http://www.nmam.org/about.htm

Sponsorship

One way to get involved is to nominate your company to be a NCMA Huntsville sponsor! Our newly enhanced sponsor benefits are available on the new website at:


For NCMA Huntsville sponsorship registration click here:
https://ncmahuntsvillechapter.regfox.com/ncma-huntsville-corporate-sponsorship

Get to know our sponsors—most of them are long time members and supporters of NCMA Huntsville who have accomplished various levels of certification and even been awarded the NCMA Fellow Award. They want to help advance our agenda of professionalism and excellence in the field of contract management.

Say hello to our current sponsors:

Gold
Maynard Cooper Gale

Silver
Johnson Controls

Bronze

Thank You to all of our Wonderful Sponsors for a Great Year!

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