



NCMA Voice

March 2009

www.ncmaet.com

MEMBERSHIP MEETING

- Where:** DoubleTree Hotel
- When:** **Wednesday**
March 04, 2009
- Social:** 11:30 am
- Lunch:** 11:45 am
- Cost:** \$15.00 for Members
\$16.00 for Non-Members
- Speaker:** **MR. MICHAEL HOWARD**
HQ-EM, Director, Office of Procurement Planning, EM-51
- Topic:** **TODAY'S ACQUISITION INDUSTRY**
- Menu:** Fresh Garden Salad w/Ranch
or Honey Dijon Dressings
Creole Catfish
White Rice
Green Beans Amandine
Assort. Dinner Rolls w/Butter
Dessert – Chef's Choice
Coffee, Decafe, Iced Tea, Water

PLEASE PAY AT THE DOOR WITH
CASH, PERSONAL CHECK, OR
COMPANY CHECK ONLY

See You There!!

PRESIDENT'S CORNER

Hear it from me... If you missed the February membership meeting you really missed a rare treat. The Procurement Director's Round Table was a HUGE success. It was like watching five professionals at their best. And, did I mention they were funny too. What a great time and turnout we had. Thanks to all of you for making it the great success that it was.

I look forward to seeing everyone at our March membership meeting. Please remember that we are offering a National Education Seminar on Cost Estimating and Contract Pricing, on April 1, 2009, and that if you sign up before March 18, 2009 you will receive a \$25 discount. So sign up TODAY! See you in March.

Rebecca Crowe

SPEAKER

Michael Howard

HQ-EM, Director, Office of Procurement Planning, EM-51

Mike Howard serves as Director, Office of Procurement Planning in the Office of the Deputy Assistant Secretary for Acquisition and Project Management at DOE's Environmental Management Program (EM), Headquarters. In his position, Mike serves as a senior acquisition official leading DOE's EM planning and procurement activities with an average annual workload of \$5 billion in contract awards. His responsibilities include serving as principle procurement advisor in the development of EM Head of Contracting Activity (HCA) procurement strategies, developing policies and procedures for complex procurements, and senior reviewing official for procurement actions requiring HCA approval.

Prior to joining the Department of Energy in 2007, Mike served as Deputy, Office of Acquisition Management (OAM) for the Federal Emergency Manage-

ment Agency where he developed emergency contracting procedures and prepositioned contingency contracts to assist in the response and recovery of catastrophic disasters. Prior to serving as Deputy OAM, he served as Chief, Risk Analysis Branch of the Mitigation Division, and Program Executive Officer (PEO) of FEMA's Flood Map Modernization Program.

Mike was recognized for his leadership at FEMA by receiving the DHS Undersecretary Award for Leadership in 2004. Prior to 2002, Mike served in various acquisition leadership positions with the Department of Defense's Naval Facilities Engineering Command such as Head of Acquisition Strategic Programs and Community Management, and Head, Contracts Division for the Western Division in San Francisco, California. He began his acquisition career in 1977 working for the Naval Facilities Engineering Command in Charleston, South Carolina.

Michael holds a Bachelor of Science degree in Business from the College of Charleston, and a Masters Degree in Business Administration from the Citadel. He is a graduate from the Federal Executive Institute, Leadership for a Democratic Society.

PROGRAM

Mr. Michael Howard, HQ-EM, Director, Office of Procurement Planning, EM-51, will be our speaker for our March meeting and will be enlightening members of his perspective of today's 'Acquisition Industry.' He will provide a perspective of the blend of the new administration and the DOE covering topics such as: What is transparency? What is Competition? What are we doing to develop common business practices? What does it mean to acquisition? What are we doing to implement continuous improvement practices? You do not want to miss this exciting program. Make your reservation for lunch ASAP as we do expect a large crowd.

HONORS & AWARDS

Congratulations to the following people on their 15 years of NCMA Membership!!

| | |
|-----------------|---------------|
| John Bennett | Joel Pearman |
| Mary Berry | John Potts |
| Steve Dickinson | Sonny Rogers |
| Vicki Dyer | Tracie Rucker |
| Terry Ferguson | Karen Shears |

Beverly Harness
Debra Hickman
Cyril Meredith
McArthur Moore

Judy Stanley
David Wallace
Terri Watson

Also, congratulations to Linda Stinnett on receiving her CFCM certification in February 2009!

NEWSLETTER



Hello To All ~ I hope that everyone had a Happy and safe New Year. I know that mine was quite eventful! At 5:57pm New Years Eve, Jeffrey Raymond Palmer was born weighing 7lbs. 4oz. and measuring 21.5in long ~ to look at him one would not think that he was 4-weeks early... To add to the grandeur, he made the front page of the Oak Ridger for being the last baby to be born in 2008 at Methodist Medical Center.

Mommy and Baby are doing well and would like to thank everyone for all the well wishes and prayers. I would like to extend a special Thank You to Frances-Lee Braden for doing the newsletter in my absence.

As always, any suggestions and/or comments on how to make the newsletter more beneficial are welcomed.

Tracie Rucker and Dawn Palmer

SCHOLARSHIP & COMMUNITY RELATIONS

It has been a privilege as Community Relations and Scholarship Co-Chair to continue to stay in contact with our previous scholarship recipients. Some of them have made a tremendous contribution in their scholastic endeavors. This month Justin Keck, one of our 2008 Scholarship Recipients will be featured. Justin has graduated from college with honors and is currently working for UT Battelle. Let us continue to support our scholarship recipients as we, ET NCMA members, have an invested interest.

Rose Weaver

TREASURER'S REPORT

| | |
|---------------|--------------|
| CASH 07/01/08 | \$ 21,451.15 |
| REVENUE | \$ 6,794.38 |
| EXPENSES | \$ 8,535.22 |
| CASH 10/31/08 | \$ 19,710.31 |



Justin Keck

Thank you again ET NMCA for all your assistance, and it is a great honor to be featured in the ET NCMA newsletter.

I am from Knoxville, TN. I grew up in the Karns community where I've lived my entire life.

I attended Lincoln Memorial University in Harrogate, TN. I recently graduated with two Bachelor degrees. One was a Bachelor of Business Administration with a concentration in Economics, and the other was a Bachelor of Art in Philosophy/Religion. I graduated as a Magna Cum Laude and was in the top five of my graduating class. I was also, featured in LMU's Alumni magazine for my volunteer work during my time at LMU.

As for career aspirations, I would first like to find a challenging job in the Knoxville/Oak Ridge area that allows me to put to use the skills I've learned and developed during my time at LMU. After proper training, I look forward to excelling at my job and exceeding the expectations of my superiors.

Some of my hobbies/interests include: Church, reading, playing tennis, hiking, going on mission trips, and watching movies with my wife. During school, I was active in the Baptist Collegiate Ministry (BCM), where I served as president from 2006-2008, and the Seeking Only Him Bible Study. In addition, I went on several mission trips during that time. They included an evangelistic trip to Venezuela, a trip to New Orleans to assist in the cleanup after Hurricane Katrina, and multiple medical mission trips to Haiti.

The NCMA Scholarship allowed me to complete my final semester at LMU. I did not waste this scholarship by slacking during my final semester; I challenged myself to achieve a 4.00 GPA for that semester and was successful! I am incredibly indebted to the ET NCMA for their help and support.

I do plan to give back to ET NCMA and plan to join. Again, thank you Ms. Weaver and the ET NCMA for all you've done for me.

Sincerely,
Justin Keck

***** Letter was written before Justin became employed at UT Battelle.***



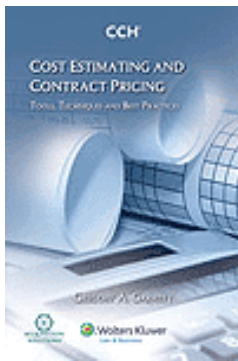
COST ESTIMATING AND CONTRACT PRICING

NATIONAL EDUCATION SEMINARS

Presented by the

East Tennessee Chapter

ABOUT THE PROGRAM:



What should a product, service, or integrated business solution cost? How much is it worth to the buyer? What is the appropriate rate of return or profitability for a product or service? What constitutes a fair and reasonable price? How can buyers ensure they are not paying too much? How can sellers maximize sales, revenue, and profitability in a consistent manner? The answers to these questions range from simple to complex and are the focus of this seminar.

Every attendee will receive a copy of *Cost Estimating and Contract Pricing and workbook of the same title.*

Earn 7 continuing education hours by attending this one full-day seminar!

Course Outline

- Chapter 1: Cost Estimating: Methods, Processes, and Sources of Risk
- Chapter 2: Cost Estimating Fundamentals
- Chapter 3: Cost Accounting Standards
- Chapter 4: Cost Analysis: Tools and Techniques
- Chapter 5: Profit Analysis: Tools and Techniques
- Chapter 6: Contract Pricing Strategies, Methods, and Best Practices
- Chapter 7: Fixed-Price and Cost-Reimbursement Pricing Arrangements
- Chapter 8: Time-and-Materials and Labor-Hour Pricing Arrangements
- Chapter 9: Price Analysis: Tools, Techniques, and Best Practices
- Chapter 10: Total Ownership Cost in the Department of Defense
- Chapter 11: A Guide to Earned Value Management Systems

The process of estimating the cost for the development and delivery of a product, service, or integrated solution can range from simple to complex based upon numerous factors. In this highly interactive one-day seminar you will receive:

1. comprehensive discussion of cost estimating and contract pricing with extensive use of tools,
2. techniques, and
3. best practices from both the public and private sectors.

Location: The Doubletree Hotel, Oak Ridge, TN

Date: April 1, 2009

Duration: 8:00 am – 4:00 pm, Check-in 7:30 am

Please contact the **NCMA Chapter Registrar Faye Orick** for more information.



(865) 813-0276
Forick@roe.com





Seminar Registration Form and NCMA Membership Application

Submit the completed form to the National Education Seminar Registrar for the East Tennessee Chapter

NES Topic: *Equ'Gulo c'lpi 'cpf'Eqp'cev'Rt'k'lp'i*

Attendance will earn 7 CEU or 7 CLP

April 3, 2009, at the DoubleTree, 215 South Illinois Ave, Oak Ridge, Tennessee

Hotel Room Reservations: (865) 481-2468

Registration: 7:30 – 8:00am / Seminar 8:00am - 4:00pm

Continental Breakfast, Snacks with Beverages, and Lunch will be provided

Registrant Information

Name: _____ Underline: CPCM CACM SAS "ERO

Title: _____ Organization: _____

Business Address: _____

City/State/ZIP: _____

Daytime Phone () _____ Fax () _____ E-mail Address: _____

If you require special accommodations to fully participate, please contact Vicki Dyer at (865) 483-9932.

Early Discount Registration (on or before March 18, 2009)

- Member \$270.00 Membership Number (must provide) _____ Nonmember Registration \$522.00
- New Membership with Registration \$582.00

Registration after March 18, 2009

- Member \$497.00 Membership Number (must provide) _____ Nonmember Registration \$547.00
- New Membership with Registration \$5: 7.00

Companies with 20 or more registrants will receive a flat registration rate of \$240 per attendee (\$110 membership fee is not included in this rate.)

Please let us know how you learned of this seminar. _____

Payment Information

National Education Registration Fee Includes

Refreshments, Lunch, and a copy of the book *Equ'Gulo c'lpi 'cpf'Eqp'cev'Rt'k'lp'i*

No Credit Cards Accepted

Make checks payable to:

NCMA-East Tennessee, P.O. Box 5234, Oak Ridge, TN 37831-5234

***** 2009 NES Payment and NCMA Membership Application *****

Sponsor Name: _____

Checks in the amount of \$ _____ Purchase Order No. _____

For electronic payments, please call Laura Davis at (865) 599-7986

Preferred Mailing Address:

Home Business Address: _____

City/State/ZIP: _____, _____

Home Business Phone: () _____

If you have registration questions, contact Faye Orick at (865) 813-0276

Email or Fax Application to: Hc{g'Qtlem Email<HQtlenB tqg0eqo =Hcz<*: 87+!: 35/249;



East TN NCMA

Meeting Pictures

February 2009





East TN NCMA

Program Schedule

2008 - 2009

| | | |
|---------------------------|---|---|
| September 03, 2008 | Membership Meeting 11:30 am <i>DoubleTree Hotel</i> | Speakers: Jill Albaugh Contracting Officer, DOE-NNSA YSO Judy Wilson Director, Procurement & Contracts DOE - Oak Ridge Office |
| September 17, 2008 | Board Meeting 11:30 am <i>Scientific Sales, Inc.</i> | |
| October 01, 2008 | Membership Meeting 11:30 am <i>DoubleTree Hotel</i> | Speaker: Charles "Chuck" Williams Small Business Specialist, NASA |
| October 22, 2008 | Board Meeting 11:30 am <i>Scientific Sales, Inc.</i> | |
| November 05, 2008 | Membership Meeting 11:30 am <i>DoubleTree Hotel</i> | Speaker: Sandra Jackson Senior Area Manager, U. S. Small Business Administration |
| November 19, 2008 | Board Meeting 11:30 am <i>Scientific Sales, Inc.</i> | |
| December 03, 2008 | Membership Meeting 11:30 am <i>DoubleTree Hotel</i> | Speaker: Bill Wilcox Oak Ridge Historian |
| December 17, 2008 | Board Meeting 11:30 am <i>Scientific Sales, Inc.</i> | |
| January 07, 2009 | Membership Meeting 11:30 am <i>DoubleTree Hotel</i> | Speaker: Mary Dagley Copeland Attorney, Contracts and General Law, DOE-ORO |
| January 21, 2009 | Board Meeting 11:30 am <i>Scientific Sales, Inc.</i> | |
| February 04, 2009 | Membership Meeting 11:30 am <i>DoubleTree Hotel</i> | Speaker: Panel Senior Contract Manager Table |
| February 18, 2009 | Board Meeting 11:30 am <i>Scientific Sales, Inc.</i> | |

March 04, 2009

Membership Meeting

11:30 am
DoubleTree Hotel

Speaker:

Mr. Michael Howard
Director, Office of Procurement Planning,
EM-51

March 18, 2009

Board Meeting

11:30 am
Scientific Sales, Inc..

April 01, 2009

NES

8:00 am - 4:00 pm
DoubleTree Hotel

Topic:

Cost Estimating & Contract Pricing