

# NCMA Voice

October 2011

[www.ncmaet.com](http://www.ncmaet.com)

## MEMBERSHIP MEETING

- Where:** DoubleTree Hotel
- When:** Wednesday  
October 5, 2011
- Social:** 11:30 am
- Lunch:** 11:45 am
- Cost:** \$15.00 for Members  
\$16.00 for Non-Members
- Speaker:** **MS. JUDITH PENRY**  
*Chief Financial Officer  
Department of Energy, Oak Ridge Office*
- Topic:** **BREAKING THE CODE – HOW  
THE FEDERAL BUDGET PROCESS  
WORKS**
- Menu:** Fresh Garden Salad  
Ranch or Honey-Dijon Dressings  
Chicken Picata  
Wild Rice  
Baby Carrots  
Assort. Dinner Rolls w/Butter  
Chocolate Cake with Strawberry Sauce  
Coffee, Decaf, Iced Tea, Water

*~ Please pay at the door with cash, personal check, or company check only. ~*

Reservations **MUST** be made by **Tuesday, October 4, 2011** by 11:00am. Please contact Vicki Dyer at 483-9332 or [vdyer@scisale.com](mailto:vdyer@scisale.com).

The charges for late reservations or walk-ins are:  
\$22.50 for Members  
\$24.00 for Non-Members

Effective January 2012, the price for non-members attending NCMA Monthly Luncheon Meetings will increase to \$20.00. If you would like to become a member and attend for the Member Price of \$15.00, please pick up an application at the Registration Desk or contact our Membership Chair, Granda Humphrey at 574-2893 or [granda.humphrey@truproject.com](mailto:granda.humphrey@truproject.com).

*Individuals making reservations, but not attending will be billed for the meeting*

***See You There!!***

## PRESIDENT'S CORNER

Greetings! I recently spoke to the contract management class at Roane State Community College. The title of the presentation was "What is NCMA... Why should it be important to me... and How can I be part of it?" Thanks to their instructor, Faye Orick, who is also a NCMA Fellow, the students were familiar with NCMA. But even I learned some interesting facts about the National Contract Management Association, while preparing for the presentation. Did you know that more than 50,000 people have volunteered and over 540,000 copies of the CM magazine have been delivered! These statistics demonstrate that NCMA is committed to its mission of advancing the contract management profession.

Our chapter will continue to contribute to that mission and we are off to a great start. I would like to thank Barbara Jackson for an informative presentation during the September meeting. I hope to see you at the October meeting. Judy Penry, DOE Oak Ridge Office's Chief Financial Officer will speak on "Breaking the Code: How the Federal Budget Process Works". As acquisition professionals it is imperative that we understand the process, especially considering recent events.

Lastly, I encourage each of you to build and interact with your professional network. Don't forget to join the East Tennessee Chapter of NCMA group on [www.Linkedin.com](http://www.Linkedin.com)!

All the best,  
Markesha

## SPEAKER

MS. JUDITH PENRY

Judith Penry is the Chief Financial Officer of DOE ORO. In this position, Penry is responsible for budget administration, accounting operations, nuclear materials control and accountability, audit and financial reviews, and contractor's evaluation activities supporting major DOE programs in national security, energy research, and environmental management.

Penry joined ORO in 1975 as a budget intern, later serving as a budget analyst in several DOE program areas. She also served as Chief of the Defense Section in the Office of Planning and Budget. From 1985 to 1995, Penry served as Director of the ORO Planning and Budget Division. During this period, she participated on the management team reviewing environment, safety and health (ES&H) activities at the Sandia National Laboratory. She also was on the team that developed the administrative procedures for the establishment of Fernald Site Office. She has participated on several teams evaluating management practices of the contractor operations and other DOE offices. She was a member of a team that received a Hammer Award presented by Vice President Gore for the implementation of a cost savings program at ORO, one of the first of its kind in the Department.

Penry was on the steering committee that developed the certification program for financial managers used by the Department and is a frequent speaker in training programs on the federal and DOE budget process. In 1996, Penry served on a special DOE assignment to the U.S. House of Representatives Energy and Water Appropriations staff. In addition, she completed an assignment as Chair of a Type B Accident Investigation Board.

A native of Knoxville, Tennessee, Penry received a Bachelor's of Arts degree in Mathematics from Maryville College and a Master's of Business Administration degree in Finance from the University of Tennessee.

## FALL EDUCATION SESSION

**Topic:** *Exploring Agreements:*

*Teaming, Consulting and Joint Ventures*

**Speaker:** TBD

**Date:** Wednesday, October 5<sup>th</sup>

**Time:** 10:00 a.m. – 11:00 a.m.

**Location:** EnergX, LLC, 1000 Clearview Court  
1<sup>st</sup> Floor Training Room, Oak Ridge

Space is limited so please RSVP to Lesli Alcorn at [lalcorn@sec-tn.com](mailto:lalcorn@sec-tn.com) or Faye Orick at [sfayeorick@yahoo.com](mailto:sfayeorick@yahoo.com).

The NCMA-ET Chapter is pleased to offer this Session to members and non-members. Lunch is also provided as part of the regular Membership Meeting at the DoubleTree Hotel with your paid attendance fee of \$15 for members and \$16 for non-members.

Payment may be made at the door before the Education Session begins.

In anticipation of this *Hot Topic*, included is an article from Inc. Magazine – 'Two Ways to Win More Federal Contracts'.

# RECOMMENDED READING

## Essentials of Contract Law

by Martin A. Frey, Phyllis Hurley Frey in Books

West/Thomson Learning (2001) - Paperback - 303 pages - ISBN 0766821455

"Essentials of Contract Law" is an ideal guide for the paralegal student, the business law student and anyone preparing to work in the field of contract law. Using a road map as an outlining tool, the authors present the law of contracts in an understandable and organized manner. As a rule of law is presented, it is discussed conceptually then followed by an example and a concrete problem. This allows the user to become actively involved in working with the rules of law. All facets of contract law are addressed, making this manual ideal for both study and on-the-job reference.

# NEWSLETTER

As always, if you have any thoughts or suggestions on how to make our newsletter more informative or useful, please let us know!

*Courtney Dyer* [courtney@edwardssupply.com](mailto:courtney@edwardssupply.com)

*Tracie Rucker* [tracie@edwardssupply.com](mailto:tracie@edwardssupply.com)

# SUGGESTIONS???

If you have any ideas or requests for workshops or audio seminar topics, please contact the Education Committee:

*Lesli Alcorn* [lacorn@sec-tn.com](mailto:lacorn@sec-tn.com)

*Faye Orick* [sfayeorick@yahoo.com](mailto:sfayeorick@yahoo.com)

We look forward to hearing from you!

*Education Committee*

# NCMA Voice

Meeting Pictures  
October 2011







## Two Ways to Win More Federal Contracts

**Small firms that pair up or subcontract win 50 percent more federal contracts, says a new study.**

By Courtney Rubin | Nov 9, 2010

**Want a piece** of the \$500 billion the U.S. government spends on goods and services each year? Your chances of winning a federal contract are better if you team up with other small businesses, says a new study.

Compared with so-called "active contractors" overall – "active" being defined as a small business that's received a government contract within the past 3 years – small-business owners who paired up with other small firms or acted as subcontractors won 50 percent more contracts, according to the American Express OPEN Victory in Procurement report. The survey included 1,500 small-business owners chosen randomly from the Federal Procurement Data System, which logs all federal contracts.

Two-thirds of small-business contractors that have partnered with other small firms to jointly bid on contracts have won more than \$1 million in federal contracts to date. A further 38 percent of the same group has won in excess of \$10 million.

Small businesses that hitch themselves to a larger contractor also have a higher hit rate than average, says the report. Some three in five small firms (61 percent) that act as subcontractors report winning federal contracts worth more than \$1 million to date, compared to 46 percent of "active contractor" small firms. Nearly a third (31 percent) of small companies who have subcontracted have won more than \$10 million, compared to 21 percent of all active contractor small firms.

Firms tend to turn to subcontracting first, usually when revenues from the contract reach \$250,000. Partnering typically occurs around the \$1 million mark.

The increased revenues garnered from partnering and subcontracting don't come cheap. Active contractors invest more than \$86,000 in cash and staff time pursuing contracts. Firms that go for subcontracting pour some \$122,685 annually into their efforts, while partnering with other small firms in pursuit of federal opportunities costs \$149,317 on average per year.

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# East TN NCMA

## Program Schedule

2011-2012

<b>October 5, 2011</b>	<b>Membership Meeting</b> 11:30 am <i>DoubleTree Hotel</i>	<b>Speaker:</b> <b>Judith Penry</b> Chief Financial Officer Department of Energy – Oak Ridge Office
<b>October 19, 2011</b>	<b>Board Meeting</b> 12:00 pm <i>Scientific Sales</i>	
<b>November 2, 2011</b>	<b>Membership Meeting</b> 11:30 am <i>DoubleTree Hotel</i>	
<b>November 16, 2011</b>	<b>Board Meeting</b> 12:00 pm <i>Scientific Sales</i>	

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**CHAPTER BOARD  
PROGRAM YEAR 2011 – 2012**

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Honors & Awards Chair	Donna Thompson	576-3050	<a href="mailto:donna.thompson@orise.orau.gov">donna.thompson@orise.orau.gov</a>

*The area code is (865) for all telephone numbers.*