



# Galaxy News

## NCMA Space City-Houston Chapter

January 2009

Happy New Year!!

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links!

### Message from the President

It's 2009!!! It seems like it was 1999 a few years ago and we were worried about Y2K. I hope everyone made their new year's resolutions and are still on track to achieving their goals. I know that all of your resolutions included the NCMA mission "...to improve organizational performance through effective contract management." Or, did you just stick to the usual – save more money, implement an exercise program, meet all deadlines, spend more time with the family, etc. Whatever your resolutions were for the year, please try to stick to them.

As a board, we made our resolutions on July 1, 2008 when we assumed our responsibilities. On behalf of the 2008-2009 board, I can say that we are still on track to achieving our resolutions. We have encountered challenges – volunteers being unable to serve due to other commitments and the surprising arrival of Hurricane IKE. We have remained steadfast. We have focused this year on providing interesting programs and providing great benefits back to our memberships with a lot of fun included. As you know, we started the year off with a Happy Hour at Sherlock's in July and our Volunteer Recognition Luncheon in August. We held our annual Fall Conference in October with a change in the standard format to include breakout sessions. The change was well received by the attendees. We followed the conference with an Overview of ISS Programs at our November meeting. The year was concluded with a great Holiday Social at Vila Capri and donation of toys to the "Toys for Tots' Program. Additionally, we continued with the Audio Seminars and revamped the format of our newsletter.

This year is started off very busy with a January luncheon meeting on "The New FAR Mandatory Disclosure Rule" and a February Workshop on Negotiations. Additionally, our annual Small Business Conference is scheduled for March and the National Education Seminar is scheduled for May. We will close out the term for the 2008-2009 Board with a cruise (Star Gazer at Star Fleet Marina) on June 18, 2009 where we will install our 2009-2010 officers.

We would like to extend a special thanks to our current and future volunteers. If you are interested in actively participating in any of our committees, please contact one of our board members.

This is going to be a great year for NCMA as we celebrate 50 years as an organization at World Congress 2009, April 5-9, 2009, in Long Beach.

Happy New Year!!! I appreciate the opportunity to serve you as President this year!!! I look forward to an exciting year!!!

Thanks,  
Penny

## Regulation Update


### Proposed Rules

FAR Case 2007-018  
*Organizational  
Conflicts of Interest*

FAR Case 2007-017  
*Service Contractor  
Employee Personal  
Conflicts of Interest*

FAR Case 2007-013  
*Employment  
Eligibility Verification*

FAR Circular 2005-29  
*Small Entity  
Compliance Guide*



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## Membership

### New Members:

- John Prihoda, NASA
- Sharyn Willis, NASA
- Joyce Scott, Superb Speakers and Trainers Bureau
- Melissa McWhirter
- Nathaniel Jackson

### Anniversary November 2008

- John Espinosa, 10 Years

Congratulations to our New Members and our Members who continue to support our Chapter. If you know someone interested in member, please have them contact Carey White, VP of Membership, at 713.252.8486.

## Articles of Interest

### Large attendance and lots of coats and gloves at NCMA's annual Government Contract Management Conference

Submitted by Ann Binion

There was a chill in the air in Bethesda Maryland but not enough to keep a crowd of over 2K plus from attending the annual Government Contract Management Conference.

In attendance from the Space City Houston Chapter were Penny White, Ann Binion, Linda Riviera, and Stephanie Murphy.

This year's theme "We are Accountable. The Current Reality for Contract Professionals" focused on the current contracting environment and the accountability of all of those who interface. During the two day session, participants were allowed to participate in breakout sessions that discussed an array of topics which included:

- Contracting Negotiations with Integrity and Accountability
- Personal Conflicts of Interest (PCI) and Organizational Conflicts of Interest (OCI)
- Managing Risks of Potential Government Contract and Construction False Claims

In addition to breakout sessions specializing on the accountability of contract management, there were also panel discussions that focused on a topic that is a reality in today's work force: Retention in the workplace.

The most attended session was the Blended Workforce, a panel discussion that focused on the positive impact of a blended workforce combining different age groups and skills strength.

Several large businesses and contracting firms such as Lockheed Martin, Boeing, SAIC and CACI were present and made themselves available for future contracting professionals looking for a new opportunity. The event itself was very well received which is why the Bethesda Marriott is always asked year after year to hold the event.

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## Save The Date!

Join us on Thursday, March 18<sup>th</sup>, 2009 for our seventh annual NCMA Small Business Conference and Mini-Trade Fair. Details coming soon...

## Upcoming Events

### LUNCHEONS/ WORKSHOPS

February 19  
Workshop and Luncheon  
Negotiations presented by  
Charles Rumbaugh  
Gilruth Center 8:30- 1:00

### AUDIO SEMINARS

January 20  
Cost Estimating  
Fundamentals Q & A

February 17  
Government Cost  
Accounting - What's Hot

March 17  
Contract Compliance -  
Internal Control System -  
What Really Works!

April 14  
Achieving Success with  
DCAA

April 23  
Prime Contractor -  
Subcontract Issues

May 12  
Incentive and Award Fee  
Contracting Pricing - Best  
Practices

June 16  
Cost Reasonableness -  
Lessons Learned

July 21  
Foreign Corrupt Practices  
Act (FCPA)

We look forward to seeing you there!

## Interested in Contract Certification?

Submitted by Krystine Bui and Jay Parker

What is Certified Professional Contract Management (CPCM) and what does it take to obtain it? CPCM is a prestigious certification, similar to other professional certifications such as Certified Public Accounting (CPA). In order to obtain CPCM, a candidate would have to pass all 3 modules, involving 8 courses.

<u>General Business Knowledge Module</u>	<u>Commercial Contracting Module</u>
<ul style="list-style-type: none"><li>• Management</li><li>• Marketing</li><li>• Economic</li><li>• Finance</li><li>• Operational Mgt and Quantitative Mgt</li></ul>	<ul style="list-style-type: none"><li>• UCC</li><li>• Service Contract Law</li></ul>
	<u>Federal Contracting Knowledge Module</u>
	<ul style="list-style-type: none"><li>• FAR</li></ul>

The Space City Houston Chapter has been researching the most effective way to kickoff the CPCM program to assist members in their quest for obtaining CPCM. Through our inquiries, we found the following state of affairs:

- NCMA National currently has no course offerings.
- Phoenix Thunderbird Chapter recently completed their pilot in-house/web-based training of the FAR course.
- Tyson Corner Chapter is teaming with Bellevue University. The cost is \$545 plus books, etc. Only the FAR course is currently offered.

NCMA National is currently reviewing concerns received from other Chapters in regard to the lack of study guide and formal courses. Pending the outcome from NCMA National, our local Chapter has chosen to follow the Phoenix Thunderbird Chapter's model. We plan to kick off the first module this Fall '09.

Beginning with this Galaxy, we will give you a brief synopsis of each module. The first one we bring to you is the Federal Contracting Knowledge Module. Each subsequent Galaxy publication will contain the remaining modules.

### Federal Contracting Knowledge Module

Among other things, CPCM certification requires a solid understanding of the federal contracting knowledgebase. This understanding is demonstrated through successful completion of a 110 question, multiple choice exam known as the NCMA Federal Module. By design, it tests your knowledge of the main topics that govern federal contract management. These topics, of course, are contained in the Federal Acquisition Regulations.

Ever wonder how much of this knowledgebase you've already mastered? To get an indication, take a NCMA's 10 question practice exam at Federal Mini-Exam (...come on, now, don't be shy...). A weblink to the answers will be available in the next edition of the Galaxy newsletter.

<http://www.ncmahq.org/files/FileDownloads/Cert%5FWS%5FFed%5FMini%2DExam.pdf>

For assistance in acquiring CPCM certification, including opportunities to join this certification study group, please contact Krystine Bui, VP-Education, or Jay Parker, CPCM:

Krystine.O.Bui@nasa.gov, 281-483-4186; or

Jay.Parker@Boeing.com, 281-226-4442.

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## February Workshop: Contract Negotiation

Join us for an interactive dynamic 3 hour workshop on what it takes to be a "Master Negotiator!" This workshop will provide an overview of the popular NCMA National Educational Seminar on "Contract Negotiation." Topics include the following:

- How to determine the key benchmarks for measuring the success of buying/selling organizations!
- What are the key competencies to being a "master negotiator?"
- A critical skill assessment test in helping you determine if you can make a "deal or no deal!"
- The Contract Negotiator Competencies Model
- The critical analytical skill areas and checklist of the Model!
- What are the most negotiated terms and conditions

The workshop will be presented by Charles E. Rumbaugh, an attorney practicing in commercial/international/government contract law with an emphasis in the private dispute/negotiation related arena as a professional speaker, arbitrator/mediator and private judge. Additional information on Mr. Rumbaugh can be obtained at this website [www.rumbaugh.net](http://www.rumbaugh.net).

The workshop will be held at the Gilruth Alamo Ballroom from 8:00 until noon on Thursday, February 19<sup>th</sup>. For registration or information:

CONTRACTORS: [gigi.rowbottom@usa-spaceops.com](mailto:gigi.rowbottom@usa-spaceops.com) or (281)282-3939

GOVERNMENT: [miyoshi.thompson-1@nasa.gov](mailto:miyoshi.thompson-1@nasa.gov) or (281)244-1683

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## Plenty of holiday cheer and festive wear at the annual Holiday Social

Submitted by Ann Binion

Several NCMA members and their guests attended the annual holiday social on December 17, 2008. Located at the tastefully decorated banquet hall adjoining Villa Capri, guests mingled and enjoyed themselves while perusing the buffet of delicious delights. There was plenty of pasta, chicken and unique Italian dishes that Villa Capri is known for. However, they were not to be outdone by the heavy hors d'oeuvres and mouthwatering desserts created just for the occasion.

In keeping with the holiday spirit, the chapter decided to incorporate a charity of choice into the social. Toys for Tots were chosen and guests were asked to bring an unwrapped toy which would be donated to the charity to make a child's Christmas special. Two shopping baskets were filled to the brim with toys and the outpouring of support and donations was greatly appreciated.

## Contact Us

<http://www.ncmaspacecity.org>

Penny White, President

Jeff Cullen, Vice President  
/President Elect

Melisa Reyna, Secretary

Janet Arkinson, Treasurer

Carey White, VP  
Membership

Krystine Bui, VP Education

Ann Binion, VP Programs

NCMA Space City Houston  
PO Box 58513  
Houston, TX 77258-8513

Galaxy Editor:

Stephanie Murphy  
[smurphy@meitechinc.com](mailto:smurphy@meitechinc.com)

For Audio Seminars:

Jessica Tucker

**281.282.2878**

For Luncheon Registration:

Contractors:

Gigi Rowbottom

[Gigi.rowbottom@usa-spaceops.com](mailto:Gigi.rowbottom@usa-spaceops.com)

NASA:

Myoshi Thompson

[Miyoshi.thompson-1@nasa.gov](mailto:Miyoshi.thompson-1@nasa.gov)

A special thanks goes to Luz Woods for all of her hard work and dedication to make this social a success. Luz took hold of the social and ran with it and her help with every detail is greatly appreciated. Also special thanks to Frankie Camera (owner of Villa Capri) for allowing us to hold the banquet there and for helping with the buffet. There were several others who helped with the social and special thanks to every one of you.

2008 was an exciting year for the chapter and what better way to close out the year than a social to celebrate the achievements of each and everyone one of our members.

Here's to a new and an exciting year! Cheers!

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## Nominations for Officers

Happy New Year! For the new year, a number of us had good intentions when we made resolutions. Some of the more common New Year's resolutions include getting in shape, managing debt, eating right, or volunteering to help others.

If you are like me and are already struggling with the first three, we at NCMA have an idea to help you with the fourth resolution, volunteering to help others. NCMA is a great organization to volunteer for. Not only will you help to meet your resolution, you will have the opportunity to meet and work with many in the contractor and Government communities that you would not have otherwise. You can pick up best practices, learn the perspectives of other organizations, and have a great environment to develop and exercise organizational and leadership skills.

If you are interested in volunteering for NCMA, you are encouraged to discuss possibilities with NCMA Space City-Houston Officers and volunteers.

If you are interested in volunteering for a chapter leadership position, please be advised that there will be numerous positions available for the next Program Year, which will run from July 1, 2009 until June 30, 2010. Jeff Cullen, 2008-2009 Vice President/President Elect, will assume the position as President. Nominations will be accepted for all other positions. These positions include: Vice President/President Elect; Vice President-Programs; Vice President-Membership; Vice President-Education; Secretary; and Treasurer.

A nominating committee for elections for Program Year 2009-2010 will be established by March 2009.

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## Leadership Development Program

Submitted by Stephanie Murphy

It was about this time last year that, as part of my new year's resolution for 2008, I decided to actively participate in professional organizations, including NCMA. I began by working the registration table for the Small Business Conference. As I became more involved and met other NCMA members, I was told about a fantastic opportunity for

training and development, networking, and traveling. I applied and was accepted to the 2008-2009 [Leadership Development Program](#).

This program was created by NCMA to accelerate the development and training of the next generation supporting the Contract Management Profession. As a student in the program, I will receive over 180 hours of training, including Franklin Covey training, Management and Leadership training, and Contracting training. I have traveled to California and Maryland, and am packing my bags to head to Vegas next week! Our class has 42 participants from across the country who support the contract management profession in various ways. I have met a great group of professionals in the program as well as opened a professional network through meeting the NCMA Board of Directors and Executives.

NCMA currently is calling for applications for the 2009-2010 Program Year. I encourage any professional who is interested in accelerating their career, regardless of age, to apply and take advantage of the training and networking opportunity before you. There is no cost for the program, only a commitment from your company to sponsor your travel. Feel free to contact me with questions on the program at [smurphy@meitechinc.com](mailto:smurphy@meitechinc.com) or John Wilkinson, NCMA Director of Education and Certification at [Wilkinson@ncmahq.org](mailto:Wilkinson@ncmahq.org).

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## Get to Know an NCMA Fellow

The National Board of Directors established the category of NCMA Fellow in July 1966. The Fellow designation is reserved for individuals who have made significant contributions to the field of contracting and to the NCMA and is the third highest award given by the Association.

The broad categories of service required for selection as an NCMA Fellow are:

- Continuous support in a leadership role for NCMA and the contract management profession;
- Participation as a member of the Council of Fellows and as an active member of your local chapter;
- Contributors to efforts to enhance and expand the professional acceptance of NCMA membership and certification; and
- Mentors for the development of new NCMA leaders.

Our Space City Chapter currently celebrates the membership of 14 Fellows. Below is a short interview of 2 of our Fellows, Mary Kerber and Nancy Liounis.

### **Mary Kerber Interview:**

#### **How long have you been a member of NCMA?**

- Since the fall of 1979....nearly 30 years.

#### **Why did you join NCMA?**

- I had just joined NASA procurement at the time and the NASA Procurement Officer, at the time, was a big supporter of NCMA and encouraged all personnel to join to take advantage of the training opportunities.

#### **What do you consider to be the greatest reason for membership?**

- The training opportunities are very significant; not just the actual conferences and seminars but the comparison of the contractor and the government viewpoints that you get even at the monthly luncheons can be invaluable.

**What positions (officer, committee chair person, etc.) have you held within the chapter?**

- I have been the Education VP, co-chaired the Fall Conference in 1995 (that actually ended up getting cancelled), served on the Membership Committee, did the Galaxy publication (multiple years), co-chaired the NES, and served on many of the Fall Conference committees over the years.

**What changes have been seen in the Contracting Profession since you started your career?**

- The biggest change is the formalization of the training requirements within the Government's 1102 career field with specific courses required for each level of contract specialist and contracting officer.

**What is your proudest moment as a contract professional?**

- My proudest moment was when I received the CPCM designation after passing the exam. This occurred in 1981. I was then only the second person to take and pass the exam at JSC (the first was Marilyn Wiley who coached me during my exam prep). Back then, the CPCM exam was a 6-hour essay exam which made it extremely difficult.

**What advice would you give to new professionals joining the contracting profession?**

- Make the most of the training and networking opportunities provided by NCMA. These connections to other contract professionals can often end up providing sources of advice and guidance in day-to-day procurement activities.

**Why did you become a Fellow?**

- The immediate decision to become a Fellow was made at the urging of our local chapter, which receives points for having Fellows as part of the striving for the Graalman award. However, it did seem to be the next step in my professional career progression.

**What were some of your significant accomplishments supporting the Fellows designation?**

- The officer positions and conference support listed above were integral to achieving the Fellows designation, but the most recent accomplishment was making a presentation at the NCMA World Congress in 2006.

**Why do you recommend other members become a Fellow?**

- I would recommend becoming a Fellow in order to take advantage of the additional opportunities provided for Fellows to get together and share views at every World Congress. Again, these types of networking opportunities tend to provide unexpected dividends in many different ways.

**What are you currently doing?**

- I am the Director of Contracts at Barrios Technology. This position includes responsibility for the contracts, pricing/proposals, subcontracts/procurement, and business management functions within the company. I've been with Barrios for 8 years now and am really enjoying the small business experience which provides a wide variety in the day to day work as opposed to the specialization you find within large businesses or the government.

**Nancy Liounis Interview:**

**How long have you been a member of NCMA?**

- 25 years

**Why did you join NCMA?**

- I was a coop and eager to learn about the profession and meet other professionals.

**What do you consider to be the greatest reason for membership?**

- the chance to meet and share information with others in your field that you might not otherwise work with or get to know

**What positions (officer, committee chair person, etc.) have you held within the chapter?**

- many leadership positions, including committee chairs, VP for Education, and Chapter President

**What changes have been seen in the Contracting Profession since you started your career?**

- less reliance on rules and regulations, more reliance on innovation and practical solutions to contracting problems and issues

**What is your proudest moment as a contract professional?**

- the year the Space City – Houston chapter won the National Graalman Award due to the teamwork of our chapter members

**What advice would you give to new professionals joining the contracting profession?**

- take the opportunities that NCMA offers to meet with, learn from, and teach others in your field

**Why did you become a Fellow?**

- becoming a Fellow was a symbol both of supporting NCMA and acquisition as a profession and an acknowledgement of my credentials in contracting

**What were some of your significant accomplishments supporting the Fellows designation?**

- chapter leadership positions and accomplishments, publication of two articles in Contract Management Magazine

**Why do you recommend other members become a Fellow?**

- Becoming a Fellow makes you part of an elite group of accomplished and respected professionals, and lets you serve as a role model for younger members of the field.

**What are you currently doing?**

- I'm in the procurement policy and systems office at JSC, and work on a variety of things, including small business programs, procurement data systems, and procurement reporting.

## Holiday Social Pictures



