



SPACE CITY - HOUSTON CHAPTER

GALAXY

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November 2001

NATIONAL CONTRACT MANAGEMENT ASSOCIATION (NCMA) SPACE CITY CHAPTER NEWSLETTER

THE PRESIDENT'S CORNER

by Herb Baker

I usually have a hard time deciding what to write about in this column but it was easy for me this month. I want to use this space to thank conference co-chairs Tom Scott and Rosalie Solis and all their committee members for their outstanding efforts in organizing our Fall Conference - "The Road Ahead" - held last week. Okay, maybe I'm just a little biased, but I thought that was one of the best NCMA conferences I've ever attended. The speakers were of the caliber you would normally have to attend a national conference to hear and everything went like clockwork from the banquet Tuesday night to the drawing for the final door prize Wednesday afternoon. I know Tom and Rosalie and their committee members put a lot of time and effort into this activity both before and during the conference and all of us who attended and had the opportunity to hear and talk to the speakers they brought in benefited greatly from their tireless efforts. Thanks to all of you.

That conference will be hard to beat, but we'll be trying to at least match it with our National Education Seminar (NES) this coming Spring. NCMA Headquarters has just announced that the topic for this year's NES will be Financial Analysis: Business Management Essentials. We will provide more details on this in the future. Hope to see you at the next meeting!

Herb



ANOTHER FALL CONFERENCE SUCCESS

by Rosalie Solis

Our Chapter's NCMA Fall Conference proved to be a great success this year with a list of phenomenal and timely speakers and topics. The conference commenced with a dinner the evening before at the Hobby Hilton Hotel and featured guest speaker, Dean Nancy Rapoport from the University of Houston School of Law. Dean Rapoport gave a wonderful presentation about images of lawyers in film. She expanded her presentation to the causes and effects which generate perceptions within the legal industry.

On November 7th, a group of very highly respected contracts professionals spoke to our chapter about the future of contract management. Our speakers were Eleanor Spector, VP of Contracts at Lockheed Martin; Tom Luedtke, Associate Administrator for Procurement, NASA; Dr. Steve Kelman, Professor of Public Management at Harvard University's JFK School of Government; Dr. E.S. Savas, Professor of Public Affairs at Columbia University; Gene Easley, VP and GM of Boeing ISS Business Unit; Randy Gish, Director of the Office of Procurement, NASA; Gilbert Montoya, Chief of the Joint Management Office at Tinker Air Force Base; Mike Jones, Director of Procurement, United Space Alliance; and Chuck Woodside, Senior Procurement Analyst at Randolph Air Force Base.



continued on pg. 2

INSIDE THIS ISSUE

- 1 President's Corner/Another Fall Conference Success
- 2 Notes From National/Upcoming Events/Fall Conference (con't)
- 3 Call for Presentations/Membership Memorabilia/Stats
- 4 Chapter Membership/Key Contacts



NOTES FROM NATIONAL

by Sam Morthland, CPCM, Fellow,
and Dana Award Winner



UPCOMING EVENTS

By the time you read this issue of *Galaxy*, one of our National officers, Chuck Woodside, will have been here for the Fall Conference. I hope all of you were present and had a chance to hear from Mr. Woodside and the many other great speakers.

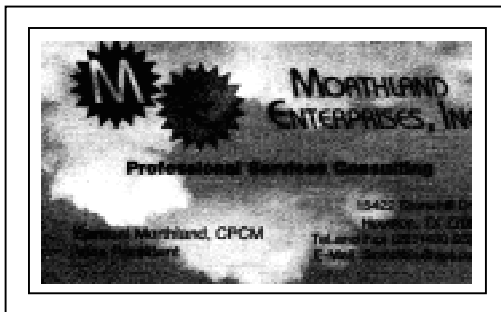
I will be attending the East Coast - Fall Governance meeting in Tyson's Corner, VA on December 7th and 8th. The agenda is posted on the NCMA Home Page under "Governance". As of yet there are no drafts of the individual reports, but these should start appearing in the next week or so. I encourage you to read these reports and to advise Herb Baker, Alan Hyman, and/or myself if you have any strong positions on any of them so that I can present them to the National Board of Directors.

The annual Graalman Awards have been scored and the results are as follows:

- Dayton was the winner in our Large Chapter category with an outstanding score of 315.
- North Texas was the Large Chapter winner in our South Central Region with 240 points.
- The Zia, in Albuquerque, was the winner in the Category 2 class with 222 points.

A full list of all chapters' scores will be published in the *Contract Management* magazine, probably in December. Our chapter did not submit an application this year.

On a personal note, my consulting client demands have declined recently, one because of its sale by a British owner to a U.S. Firm, and another to protracted delays in award of a major new prime contract. Therefore, I have time available to help others. My business card is attached. Please contact me to discuss your needs, short term or part time.



TENTATIVE!!! DECEMBER LUNCHEON MEETING

When: Wednesday, Dec. 12, 2001
11:30 - 1:00

Where: Silver Moon Café at Space Center Houston

Topic: Current Congressional Issues Affecting NASA & JSC

Speaker: Mr. Nick Lampson, Democratic Congressman from Texas' 9th District

Be on the lookout for a luncheon flyer once plans are finalized.

"Another Fall Conference Success" continued from pg. 1

Ms. Spector opened the day's events with her views on the future of contracting. For sixteen years Ms. Spector served as Director of Defense Procurement and Deputy Assistant Secretary of Defense for Procurement for the Department of Defense and currently transitioned from government procurement to commercial procurement. When asked what the difference was between government and commercial procurement, Ms. Spector stated that the similarities were greater than the differences; both rely on each other. Ms. Spector spoke about how downsizing of industry and Government practices have affected many companies. Mr. Luedtke countered the contractor concerns with a Government perspective. This contrast set the tone for the rest of the conference.

Basically the common theme from each of the speakers was that contracts professionals should be more than just contract regulation experts, they should be business partners and business advisors to the customer. With this business partnership, better requirements documents can be written, better performance measurements can be put in place, and more effective incentive options can be established. Mr. Montoya said, "We should always remember our goal in anything we do." We, the contracts community, should always work toward that goal and keep our customers in line with those goals—this will help make a better contract.

This year's conference was both exciting and pertinent, as it dealt with contemporary issues we are facing.

Thanks to all the committee members and volunteers that created and made this event a success.

Call for Presentations

excerpt from Greg Macfarlan, CPCM, NCMA National Program Chairman e-mail dtd November 15, 2001

One month ago, we sent you a Call for Presentations to the 2002 World Congress and Marketplace. *We wanted to follow up as a reminder that the deadline for all submissions is December 3, 2001.* NCMA's World Congress and Marketplace is scheduled July 22-24, 2002 at the Long Beach Convention Center, Long Beach, California. For the first time ever, NCMA is soliciting *your* participation to share *your* experience and expertise with colleagues from across the country.

Submission information is available at the following site:

http://www.ncmahq.org/calendar/WC02/WC_CallForPresentations.pdf

Now more than ever, you have a chance to re-define the profession of contract management.

- What have you done to accommodate the changes of the past half-decade toward becoming a more productive contracting or purchasing professional?
- What are you doing to widen your professional focus and build a capability that provides integrated business-management skills?
- How is technology providing you with the tools you need to perform within digital network environments - faster, smarter, and more cost-effectively?
- What are you doing to enhance your future in *Building Buyer-Seller Relationships in a Brave New World?*

Submit your abstract today. This is an opportunity to help shape our profession. See you in Long Beach!



**A TIME
OF
GIVING
THANKS!**

MEMBERSHIP MEMORABILIA

by Dale Pittman

The Space City Houston Chapter of NCMA would like to welcome the following new member:

Catherine Bingham	Compaq
Tammy Garriga	United Space Alliance
Juliette Hawley	
Sondra Johnson	Compaq
John Parr	Compaq
Harold Rose	IMPASS/DynCorp.
Britt Spencer	Quorum Business Solutions
Adrienne Sterling Holmes	Harris County Develop. Dept
Dierdre Sterling	Compaq
William Trump.	Johnson Engineering
Jeff Van Pelt	Indyne
Penny Wilcoxson	Muniz Engineering Inc.

We would also like to recognize the following for their years of membership and service to NCMA:

25 years	Herb Baker
5 years	Kathy Collins

If you are interested in helping the Space City Houston Chapter grow, please contact Harold McCracken at 281-282-4089.

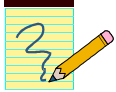
MEMBERSHIP STATS

provided by Carolyn Biggerstaff

There are 374 members in the Space City - Houston Chapter as of November 5th. A total of 346 have Texas addresses, including 49 cities, towns, and 1 AFB. Houston, of course, has the highest count at 229. League City and Seabrook follow at 16 and 11, respectively. The remaining 28 members are spread over 16 other states, Puerto Rico, the District of Columbia, and Canada. Illinois and California have the highest individual state count at 4 each.

We have a diverse membership, but I sometimes wonder what benefit some of these distant members gain from belonging to our chapter.

The current mailing list has 391 names. The variance to total membership results from a combination of allowing a 3-month lag before removing a member from the list after being dropped from the directory download and some incorrect addresses. The delay in removal is to allow a member time to renew.



CHAPTER MEMBERSHIP

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