

CHAPTER NEWSLETTER

MARCH 2011

Denver Chapter

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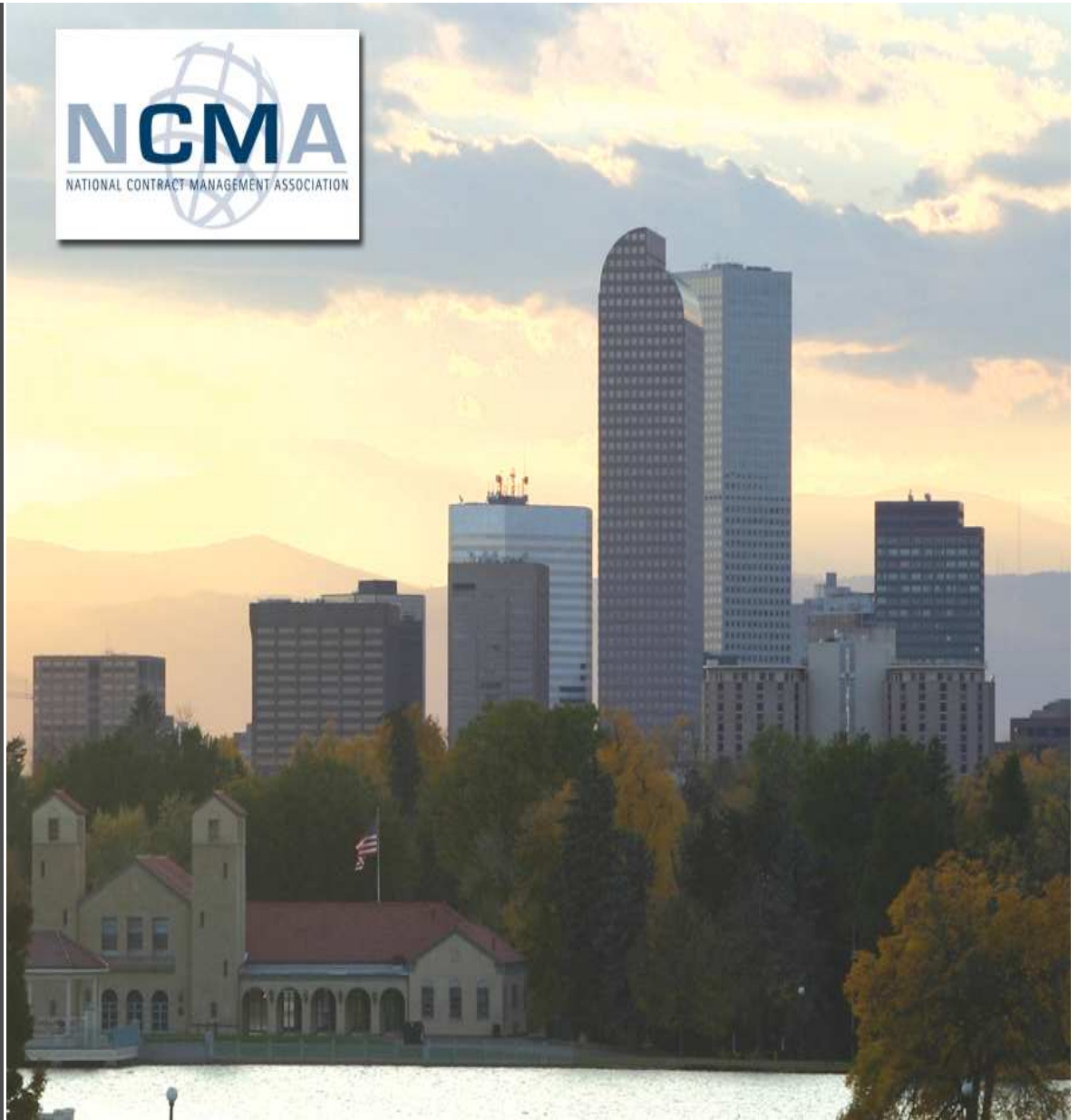
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President's Corner

Gayle Niles



The Ides of March are upon us which for us in Colorado means Spring is just around the corner and I get to head for the Colorado wine country. No more ice on the roads and below zero temperatures.

A big Call Out for volunteers for the NCMA National World Congress in Denver this year July 10th -13th. Sign up on Nationals' website by individual request and your time will get you a pass into the Congress.

March 17th equates to our seminar on Protests and Everything you Always Wanted to Know. Bring all you questions and come to the Ball Corporation at 10 Longs Peak Drive in Broomfield- 5:30 to 8:30 pm. We have some great speakers lined up representing public and private sector who will present both sides of the



issue on how to manage a protest. They include Steve Masiello, Attorney with McKenna Long and Aldridge, Leonard Anthony, Attorney Government Contracts, Ball Corporation, Kenneth Moore, Director Acquisition FAS/GSA, Terry Lapotosky, Director Contracts Ball Corporation. Sign up on our website.

April starts the study sessions for various certifications. Contact Blake Couture or Jamie Dinsmore if you are interested. Their contact information is on our website.

One of our goals this year has been to involve new members in our leadership and to that end we are looking for members interested in our CMLDP leadership program for next year. It involves a commitment of time and money for a year and we try to share some of the cost. Please contact us with questions and look at our website for more information.

Gayle Niles, President

JOB OPPORTUNITIES

LGS Innovations is looking for a Contract's Manager in their Westminster, CO location.
www.lgsinnovations.com

High Country Executive Search is currently looking for a Government Compliance Manager.
www.HCExecsearch.com

Check out more employment opportunities on our local Chapter website:
<http://www.ncmadenver.org/Employment.htm>

Want to help out? Volunteers needed at World Congress!

NCMA is looking for volunteers to help out at World Congress 2011, which will be held in Denver, CO on July 10-13, 2011. If you are a positive, outgoing NCMA member that is ready to lend a hand, this is a great opportunity for you.

As a volunteer, you will be assigned both fun and rewarding tasks. By contributing at least one full day of work, NCMA will provide you with a complementary World Congress registration, excluding special events, such as the golf tournament, Gala Dinner, and pre- and post-conference workshops.

Act soon, because volunteer spots are limited. If you wish to be considered for selection as a volunteer, send an email with your name, email address, phone number, and chapter name to rrose@nsmahq.org by April 1, 2011. You will be notified if you are selected early May. Priority will be given to students, CMLDP's, and local chapters (such as the Denver Chapter).

This is a great chance to contribute to an organization you believe in, meet 1,600+ contract professionals, and gain valuable knowledge in your field. For more information about volunteering at World Congress, visit: <http://www.ncmahq.org/Events/wc11detail.cfm?ItemNumber=9066&navItemNumber=4039>

UPCOMING NCMA MEETINGS

MARCH 2, 2011 (10:00 – 11:30 A.M., BALL CORPORATION, BOULDER, CO) - WEBINAR: IMPLICATION OF A GOVERNMENT SHUTDOWN

The March 4 deadline for the expiration of the Continuing Appropriations Resolution (CR), under which the federal government is currently funded, is quickly approaching, and the likelihood of a government shutdown of all but essential operations is increasing. For government contractors, the consequences that flow from a government shutdown can be significant. During this webinar, Elizabeth Ferrell and Jim Schweiter of McKenna Long & Aldridge LLP will examine key funding and process issues associated with a government shutdown, as well as the potential business and contract consequences to government contractors, including: (1) understanding what "essential services" in a government shutdown means; (2) actions that the government can and cannot take with respect to contract funding; (3) steps that contractors can take now to position themselves to weather the storm; (4) key factors for contractors to consider in developing a shutdown contingency plan; and (5) measures to take after a shutdown begins. When you arrive at Ball for the webinar, go to the Ball Aerospace in Boulder, CO building RA-5 Aspen Conference Room, check in with Security, ask to be signed in as a visitor with Sheila Cochran as the Point of Contact. Attendees must be escorted at all times and, therefore, must stay the entire length of the seminar. The physical address is 1600 Commerce Street Boulder, CO. Participants will earn 1.5 CPE/CLP credits for participating in this 90-minute webinar.

MARCH 17, 2011 (5:30 P.M. AT BALL AEROSPACE, BCH AUDITORIUM): EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT PROTESTS AND WERE AFRAID TO ASK WITH STEVE MASIELLO (MCKENNA LONG AND ALDRIDGE LLP), KENNETH MOORE (GSA/FAS, DENVER) AND TERRY LAPOTOSKY (BALL CORPORATION)

Please join the NCMA Denver Chapter for an evening seminar relating to protests, "Everything You Always Wanted to Know About Protests and Were Afraid to Ask," at Ball Aerospace's BCH Auditorium (10 Longs Peak Drive, Broomfield) on March 17, 2011. The topics will include perspectives from all sides of industry both federal and private sector. We will be discussing: what is the legal basis for a protest; how can the contractor protect their rights; how can the federal government defend the protest; what information is critical; is there a cost associated with a protest; what does the GAO say; and what is happening at various organizations regarding protests. Our panel of speakers include Steve Masiello (Partner with McKenna Long and Aldridge LLP), Kenneth Moore (Director of Contracts GSA/FAS, Denver), and Terry Lapotosky (Director of Contracts for COS, Ball Corporation). Cost is \$50 (member) or \$65 (general/nonmember) (boxed meal included). Registration/networking at 5:00 p.m.; session runs from 5:30 to 8:30 p.m. Please register by March 11, 2011, at <https://www.123signup.com/event?id=vthhc>.

APRIL 12, 2011 (7:30 A.M. AT BRAUN'S, 1055 AURARIA PARKWAY): ENERGY SAVINGS PERFORMANCE CONTRACTS (ESPCs) AND THE FEDERAL ENERGY MANAGEMENT PROGRAM WITH DEBORAH KEPHART, U.S. DEPARTMENT OF ENERGY.

Need energy conservation improvements at your federal facility? Short on capital appropriated funds? If so, then Energy Savings Performance Contracts (ESPCs) are for you. With ESPCs, you can implement energy conservation measures in federal facilities, with no up-front costs, with annual payments from guaranteed and measured savings, for terms up to 25 years. Topics of discussion will include: unique legislation requirements; advantages of ESPCs; and best practices - how it works. Join us on April 12, 2011, at Braun's, 1055 Auraria Parkway, for this discussion led by Deborah Kephart, Contracting Officer with the U.S. Department of Energy, Golden Field Office. Registration/networking/breakfast at 7:30 a.m.; speaker at 8:15 a.m.; conclusion at 9:00 a.m.; cost of \$16. Please register at <https://www.123signup.com/event?id=vtdf> by April 8, 2011.

MAY 10, 2011 (7:30 A.M. AT BRAUN'S, 1055 AURARIA PARKWAY): CERTIFICATION PROGRAMS AND THE IMPACT ON YOUR CAREER AND SALARY WITH BLAKE COUTURE, BALL AEROSPACE & TECHNOLOGIES CORP.

What are your discriminators? Who is looking after your career and advancement? Are you invaluable? What sets you apart from your peers? Is this a profession or a job for you? Blake Couture, Senior Manager of Contracts for Ball Aerospace & Technologies Corp, and current Denver Chapter President Emeritus, will explore these and other probing questions in the context of Certifications and the impact a Certification can have on your job, profession, advancement and career. Did you know the NCMA has four certifications for various career paths -- CFCM, CCCM, CPCM and the new CSCM for Federal Supply and Multiple Award Schedule contracting. Come learn about the requirements, what the Denver Chapter provides to the membership, explore how to get certified and the benefits that a Certification will have on your life, salary and career. Join us on May 10, 2011, at Braun's Bar & Grill, 1055 Auraria Parkway, Denver. Registration/networking/breakfast at 7:30 a.m.; speaker at 8:15 a.m.; conclusion at 9:00 a.m.; cost of \$16. Please register by May 6, 2011, at <https://www.123signup.com/event?id=vtnhs>.

NCMA Board of Directors Meetings

We are moving our NCMA Denver Chapter Board of Directors meetings to downstairs at Braun's, 1055 Auraria Parkway, beginning at 5:30 p.m. The revised dates are provided below.

March 1, 2011	Tuesday
April 6, 2011	Wednesday
May 4, 2011	Wednesday
June 1, 2011	Wednesday

From the Education Chair

Certification and Study Groups

We are in the process of establishing study groups for both the CFCM and CPCM certifications. If there is any interest in participating in a certification study group, please forward your interest to dcouture@ball.com. List what certification you would be studying for, what is a good time for you to meet with others, your general location, etc. For your convenience – the Denver Chapter has purchased all of the necessary study materials for all of the relevant certificate exams, which should greatly reduce your cost investment in preparing for the exams. In addition, the Chapter will reimburse each member, up to a lifetime total of \$500 for the cost towards study materials and exam fees, upon successful completion of a certification.

Certifications – updates and changes

Here are the new requirements for the CFCM, CCCM and CPCM Certifications.

Eligibility for the CFCM/CCCM requires a candidate to have:

- A degree from a regionally or Distance Education and Training Council (DETC) accredited institution at the bachelor's level.
- Degrees from outside the U.S will be evaluated on a case-by-case basis.
- One year of experience.
- 80 hours of continuing professional education.
- Candidates lacking only the experiential and continuing education requirements may apply for the designation and take the examination. Upon successful completion of the examination, the candidate will be awarded the designation ONLY when both experiential and continuing education requirements are met.

To earn the **CFCM**, a candidate must take and pass the Federal Knowledge module exam. The 150 question CFCM exam (see important notice above) is based on the Federal Acquisition Regulation. Special emphasis is placed on FAR Parts 12 and 15. The following FAR Parts are NOT included on the exam: 3, 5, 18, 24, 26, 27, 28, 34, 35, 38, 39, 41, and 51. The CFCM certification is most appropriate for contracting professionals in both the public and private sectors who deal extensively with federal contracts and have a minimum of one year of experience.

To earn the **CCCM**, a candidate must take and pass the Commercial Knowledge module exam. The 150 question CCCM exam (see important notice above) is based on the Uniform Commercial Code Articles 1, 2 and 2a . The CCCM certification is most appropriate for contracting professionals who deal with commercial contracts and have a minimum of one year of experience.

For the **CPCM**, a candidate must have:

- A degree from a regionally or Distance Education and Training Council (DETC) accredited institution at the bachelor's level.
- Degrees from outside the U.S will be evaluated on a case-by-case basis.
- Five years of experience.
- 120 hours of continuing professional education.

To earn the **CPCM**, a candidate must take and pass the Certified Professional Contracts Manager module exam. The 180 question CPCM exam covers the following contract management competencies: Contract Principles (25%), Contract Planning/Strategy (20%), Specialized Knowledge (15%), Contract Administration (15%), and General Business (25%). The CPCM certification is most appropriate for contracting professionals who have mastered all the majority of the contract management competencies in the Contract Management Body of Knowledge (CMBOK), have extensive business education and training, and have a minimum of 5 years of experience.

A local Denver NCMA Chapter Services Directory

While our membership is made up of a vast number of individuals who work for various large employer's around the state, I am looking to establish a directory of small business enterprises that are directly owned and operated by our membership that can be assembled and distributed to our membership. Are you a Sole Proprietor, an LLC or have a consulting business on the side? If there is interest in this idea, please drop me a line at dcouture@ball.com

Published Articles

Have you published an article in a local or national magazine or publication? If so, please let the local chapter know so that we can report it to National as a part of our local reporting and also, the local Chapter recognizes these contributions to the Chapter and the profession by awarding the author with \$50 for a publicized article. If you a published article, please submit the article and your contact information to either Blake Couture at dcouture@ball.com or Stacey Gustus at sgustus@mckennalong.com

For any questions related to Education or Certifications, please contact dcouture@ball.com or Jami Dinsmore at jami.t.dinsmore@lmco.com

Contracts as a Career-- NCMA Reaches out to College Students at Career Fair

On February 16, Board of Directors members Matthew Gomer, Taylor Menlove, Briann Staker, and Jennifer Streets represented the National Contract Management Association (NCMA) Denver Chapter at Denver University's 2011 Winter Career and Internship Fair. With an expected turnout of 600-700 students, the BOD members manned the NCMA booth, with the goal of educating students about the contract management career field and introducing them to NCMA.

"Our goal was to reach out to students and alumni through the career fair, and let them know what contract management is and what NCMA does. We wanted to send the message that contract management is a viable career option, a growing profession with a lot of opportunity," University Outreach Chairperson Jennifer Streets said.

At the national level, NCMA continues to make university outreach an important part of its program. For the current program year, NCMA HQ's University Outreach and Relations Committee includes in its goals increased participation in college and career fairs and growth in student membership. Other committee goals include developing and managing a list of targeted universities and faculty members with whom NCMA wants to establish relations, developing and distributing NCMA's message to targeted institutions, and influencing growth in the number of educational institutions offering contract management curriculum.

In an effort to support NCMA's goals, the Denver chapter BOD has taken steps to increase student involvement in NCMA. Last year, the chapter began participating in local college career fairs. For the 2010-2011 program year, the chapter added a university outreach committee.

"As a chapter, we are actively seeking opportunities to interface with students, and involve them in our chapter. From speaking to groups of students in a classroom format to planning programs and events that will be of interest and benefit to those just considering this career field as an option, we're open to new ideas and ways of growing our student membership," Streets said.

The NCMA Denver Chapter's next outreach-focused event will be the April 20th non-profit and Government career field at Denver University. Anyone interested in volunteering for the event should contact Jennifer Streets at jstreets@ball.com.



Jennifer Streets and Brie Staker at the DU Career Fair.

MEET CHENDRA CONKLIN



By Brie Staker

The folks who support our Denver NCMA Chapter are fantastic. However, it is still hard to get to know all of the people who participate. So, what better way to introduce not only myself (Brie Staker) but all of you to our Denver Board and Chairs than in the Newsletter?

This month let's get to know Chendra Conklin. Chendra recently passed NCMA's Certified Federal Contracts Manager (CFCM) program.

BLS: Tell us a little about yourself and your career. How long have you been working in contracting? What are your specific job duties?

CC: My education is in the sciences. Currently I am a Contract Administrator at the University Corporation for Atmospheric Research (UCAR), more commonly known as the National Center for Atmospheric Research (NCAR), a nonprofit consortium of research universities on behalf of the National Science Foundation as an FFRDC. I handle all aspects of the contracting life cycle from cradle to grave, which includes everything from putting out initial RFPs, through contract negotiation, to the administration and closeout of complex, multi-year subawards and subcontracts. Working with funding from multiple federal agencies provides me with a wide variety of challenging situations and certainly keeps me on my toes.

I worked in contracting on the commercial side with both large and small companies for several years. Experience on both sides of the table has provided insight into the overall process, as well as the motivations of the vendors and contractors I work with. Prior to completing my CFCM certification, I completed the Master's Certificate in Government Contracting from George Washington University through ESI last year.

BLS: What's your favorite part of your day-to-day job?

CC: I have the opportunity to work with a variety of people, and often learn new things. It's fun to hear about the scientific nitty-gritty of the work our organization is conducting. I also administer contracts for a program which has a broad international focus. Working with our international partners gives me a glimpse into their cultural identities and national priorities. Through this work we've developed good working relationships, and occasionally I receive post cards from far-off lands. The contracting work with them, however, can be challenging.

BLS: Congratulations on passing NCMA's Certified Federal Contracts Manager (CFCM) program! Tell us a little about the certification program. How long did it take you to get through the program? What specifically was involved in achieving the CFCM Certification?

CC: Thanks! I'm glad to have made it through. The certification requires not only passing the exam, but also contracting experience and continuing education credits. Unfortunately I didn't have the benefit of an organized study group, but the leadership of the Denver NCMA chapter was very helpful in providing study materials. I studied for a month, which I found to be very educational. I spent a lot of quality time with the FAR ;) I recommend working toward the certifications not just for the end result, but because you'll learn quite a bit along the way.

BLS: Any advice for those interesting in obtaining their CFCM Certification?

CC: I advise those interested in the certification programs to take advantage of the study groups offered by the local chapter. A copy of the FAR and the study guide published by the national organization are key resource materials. Take the practice exams, as they not only illustrated the exam structure but also pointed up what I needed to review again. Study, study, study!

BLS: How has participating in NCMA helped you in your career?

CC: In my short time with the organization I've met some fabulous people. I've been

able to apply things I've learned at the seminars directly to my contracting work, which benefits both me and my employer. Management appreciated my new CFCM certification. The community aspect of the organization provides me with the opportunity to have an open dialogue with other contracting professionals. I'm looking forward to the NCMA World Congress here in July as an opportunity to meet contracting colleagues from across the nation.

BLS: Where are you from? Have you always been a native of Colorado?

CC: I grew up in St. Louis, but moved to Boulder almost 18 years ago. A classic case of Chief Niwot's curse – I moved here and couldn't leave the Flatirons. I don't miss the Midwestern humidity, ice storms, or tornados at all!

BLS: What's your favorite childhood memory?

CC: The birthday my parents gave me a horse. I was a very horse crazy young girl. Being given my own horse was a dream. He was a chestnut & white spotted Appaloosa gelding named Snappy. We had some of the best times of my young life together. The one downside was at horse shows my Mom would have the announcers introduce us as 'The Matched Appaloosas', as I am also a chestnut with spots. She thought it was cute, but you can imagine how mortified I was as a teen.

BLS: What are your hobbies?

CC: I weave, spin my own yarn, dye yarn & fiber, and knit. I grew up in my mom's yarn shop, and learned to knit when I was very young. I spend a lot of time keeping up with my new kitten, Lark, who is doing her best to train me. Of course, I spend time enjoying the wonderful Colorado scenery and weather by walking, hiking, and biking as often as I can. I'm a bit of a symphony & opera fan, and have appreciated the Met Live in HD opera transmissions for the past few seasons. I also can my own homemade jams and preserves.

BLS: If you could vacation anywhere where would you go and why?

CC: I would go to Paris. I could spend days wandering the Louvre, but the Monets and Van Goghs at the Musée d'Orsay would top my list. Trips to the opera and ballet would also be in order. I'd want to rent a flat so that I would have a place to cook some of the wonderful local meat and produce available at the open-air markets. Fine dining is also a major aspect of going to Paris, and I would undoubtedly spend quality time in the restaurants, cafés, and patisseries.

BLS: What's your favorite movie?

CC: Currently my favorite is The King's Speech. I also appreciate the old classics and musicals.

BLS: What toppings would be on your perfect pizza?

CC: Pepperoni, pineapple, and green chili – yum!

BLS: What advice would you give to someone who is new to the contracting world and thinking about participating in NCMA?

CC: The NCMA is a great organization – join today! The broad range of resources and support offered by both the Denver chapter and national organization are tremendous. Take advantage of the educational opportunities by attending webinars, workshops, and meetings. The contracting world is very fluid, and the NCMA provides a forum to keep abreast of new developments impacting our work. I've been a member for a relatively short time, but have found everyone to be welcoming and very helpful.

I advise new members to network with our membership. The wealth of knowledge and experience held by members is invaluable. Don't be afraid to ask for their opinions, as they have a wide range of information and perspectives. One of them may have just the nugget of wisdom you need to address a thorny issue.

Did you Know...?!

The first St. Patrick's day parade occurred on March 17, 1762 in New York City. Irish Soldiers who were serving in the English military marched through the streets.
www.history.com

