

# NCMA DENVER CHAPTER

NOVEMBER 2011

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## PRESIDENT'S CORNER WITH MATT GOMER



Hello NCMA Denver Members,  
The October monthly

meeting was a huge success! I had the great pleasure of kicking off our meeting by presenting a 35 year anniversary certificate to Bill Oliver. Congratulations Bill and THANK YOU for your continued support of the Denver Chapter of NCMA. It is moments like those that really make me excited and proud to be a part of such a wonderful chapter. A focus for this program year is to continue to recognize the achievements and

contributions that you, our membership make to our NCMA community.

There was a wonderful atmosphere at the October meeting. I observed great networking and had the pleasure of meeting several new faces, not to mention fantastic food! Bruce Jensen delivered a fun, energetic and engaging presentation on constructive changes. We all know now how to recognize, manage and remedy constructive changes.

Our next meeting is on November 3rd from 5:30 to 8:30 at Ball Aerospace. This will be our evening fall seminar on negotiation techniques and best practices. John Godzac, Director of

Contracts, Ball Aerospace & Technologies Corp., and Richard Pennington, Managing Member at SCOPEVision LLC will be handing us the keys to the Ferrari. They will give us the tools to improve the communication of "your" point of view. They will examine the art and science of "getting past their filters", for our mutual benefit. Join us and use these tools to negotiate your way to success!

Thank you for a great October meeting! It was fantastic seeing you all. I look forward to seeing you at Ball Aerospace on November 3rd.

**-Matt Gomer**

## THE DENVER CHAPTER WISHES TO THANK OUR CORPORATE SPONSORS

McKenna Long & Aldridge LLP  
[www.mckennalong.com](http://www.mckennalong.com)

Ehrhardt Keefe Steiner & Hottman PC  
[www.eksh.com](http://www.eksh.com)

ETI Professionals Inc.  
[www.etipros.com](http://www.etipros.com)

## DENVER CHAPTER OFFICERS & CHAIRS 2011

Gayle Niles— President Emeritus, Fellows & Awards	Cathy Smith— Membership	Dan Kauffman— Programs
Matt Gomer— President	Erin Stewart— Leadership	Ray Lewis— Publicity
Phil Seckman— President Elect, Norminations & Seminars	Duke Henthorn— Employment	Chris Henthorn— Leadership
Stacey Gustus— Secretary & Registrar	Jami Dinsmore— Treasurer	Heather Miller— Facilities
Joseph Dorsey— Scholarship	Arash Heidarian— Sponsorship & Grants	Melanie Burgess— College Outreach
	Taylor Menlove— Education & Certification	Nancy Royce Webmaster
		Brie Staker— Newsletter



## TIME FOR A CHANGE?

Have you checked out the Jobs page on the NCMA HQ website? Go to <http://www.ncmajobs.com/search.cfm>. You can search jobs, post your resume, or search job seekers if you're wanting to fill positions.



## DID YOU KNOW....

Dove Creek is known as the Pinto Bean capital of the world.

<http://www.coloradodirectory.com/funfacts/>



## UPCOMING NCMA MEETINGS

**Negotiations: Getting Past Their Filters – Practical Tips on Getting Your Message Heard: November 3, 2011, 5:30 p.m. to 8:30 p.m. at Ball Aerospace & Technologies Corp.**

Speakers: John Godzac, Director of Contracts, Ball Aerospace & Technologies Corp., and Richard Pennington, Managing Member at SCOPEVision LLC Think about the last time you tried to change someone's mind about something important; a negotiation, a behavior, a perspective. Chances are you weren't all that successful. How can you get past people's mental filters to get your message heard and accepted? Research shows that there are a number of simple yet highly effective tools to improve the communication of your point of view. We'll look at the art and science of "getting past their filters", for our mutual benefit. Please join the NCMA Denver chapter for what is sure to be a fantastic negotiations seminar presented by John Godzac, Director of Contracts, Ball Aerospace & Technologies Corp., and Richard Pennington, Managing Member at SCOPEVision LLC. You will walk away with new knowledge and tools that you can implement immediately in both your personal and work life. For more information about SCOPEVision or Ball Aerospace,

please follow these links: <http://www.scopevision.net/> and <http://www.ballaerospace.com>  
Agenda – November 3, 2011: registration/networking at 5:00 p.m. (boxed meal provided); session runs from 5:30 p.m. to 8:30 p.m. Location: Ball Aerospace & Technologies Corp., BCH Auditorium, 10 Longs Peak Drive, Broomfield, CO- Cost/registration: \$50 per member; \$65 per nonmember; register by October 31, 2011, at <https://www.123signup.com/event?id=cxkcy>

**Annual Holiday Party: December 13, 2011, 5:30 p.m. to 8:00 p.m. at Fogo de Chão**  
Please join us the evening of December 13, 2011, for this year's holiday/volunteer recognition party at Fogo de Chão (Brazilian Steakhouse). Spouses/guests are welcome. After dinner Stacey Gustus will don the Santa hat and host the lively white elephant gift exchange. To participate, bring one wrapped gift per person at a cost of approximately \$20 to \$25. Happy holidays! Agenda – December 13, 2011: regis-

tration/networking at 5:30 p.m.; dinner at 6:00 p.m.; gift exchange at approximately 7:00 p.m. Location: Fogo de Chão, 1513 Wynkoop Street, Denver, CO Cost/reservation: general registration \$35; register by December 9, 2011, at <https://www.123signup.com/event?id=ctqdc>

**How Internal Controls Can Help Improve Your Operations, Especially During Government Budget Draw-downs: January 19, 2012, 7:30 a.m. to 9:00 a.m. at Overland Golf Course**

Speaker: Gary Frazer is a Certified Government Financial Manager with over 25 years of government financial management experience. Read more about Gary on page 3. The current economic climate and rapidly shrinking operating budgets within which the federal government (indeed, government at all levels) will operate for the foreseeable future can present significant risks to agency mission accomplishment. This presentation's theme is that implementing even a basic internal

control program can reduce those risks and improve the effectiveness and efficiency of government programs and help contribute to more cost effective processes. The presentation highlights the importance of implementing an internal control program within government entities, describes the overall internal control process, identifies the key building blocks of an effective internal control program, and discusses the many operational benefits garnered by implementing sound internal controls.

Agenda – January 19, 2012: registration/networking at 7:30 a.m.; breakfast buffet beginning at 7:45 a.m.; speaker at 8:15 a.m.; conclusion at 9:00 a.m. Location: Overland Golf Course 1801 S. Huron Street Denver, CO 80223 <http://www.overlandgolfcourse.com> Cost/registration: \$16.00; register at <https://www.123signup.com/event?id=cthr> by January 6, 2012

## JANUARY SPEAKER – GARY FRAZIER, CGFM

Gary Frazier will be our featured speaker at the January 19th Breakfast Meeting about How Internal Controls Can Help Improve Your Operations, Especially During Government Budget Draw downs. A very relevant topic for all of us.

Gary Frazer is a Certified Government Financial Manager with over 25 years of government financial management experience as a team lead, project manager, supervisor, and manager. He is an in-demand instructor for Management Concepts' Federal Financial Management curriculum, conducting classes on subjects such as Internal Controls, the federal government budgeting process, funds certification, and Appropriation Law.

Gary is an expert in establishing and operating Internal Control programs. Prior to joining Management Concepts as an instructor and consultant, Gary served as Chief of the Internal Control and Audit Liaison Office in two consecutive federal agencies - the Department of Interior's National Business Center's Accounting Operations Division and within the Defense Finance and Accounting Service's Denver Center.

He's authored numerous presentations, policy and procedural guidance, newsletters, and decision papers; and has been published in a professional financial management journal. Gary has conducted seminars on Internal Controls at regional professional development conferences as well as

presented on Internal Controls over Financial Reporting at a national professional conference. Gary is trained as both a Six Sigma Green Belt and a Lean6 Black Belt. He has a Bachelor's degree in Accounting and a Master's degree in Political Science. Gary is retired from the United States Air Force.

Please join us for this dynamic session!

**Agenda** – January 19, 2012: registration/networking at 7:30 a.m.; breakfast buffet beginning at 7:45 a.m.; speaker at 8:15 a.m.; conclusion at 9:00 a.m.

**New Location:** Overland Golf Course  
1801 S. Huron Street  
Denver, CO 80223

303-777-7331

<http://>

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

**Cost/registration:** \$16.00; register at <https://www.123signup.com/event?id=cthr> by January 6, 2012

**Special points of interest:**

- "Strong internal controls in any organization - government or private - are critical for success. They help ensure effective and efficient operations (important at any time, but especially so in the current economy). They ensure the accuracy of information (financial, human capital, and operational) that managers need for sound decision-making. Internal controls also help an organization attain compliance with governing laws and regulatory agency oversight requirements. Last of all - and certainly not least - a sound internal control program will reduce the costly effects of fraud, waste, abuse, and mismanagement."

"January's presentation will discuss the basic requirements for a sound internal control program, describe how to implement an effective program, and list the many benefits a strong internal control program can provide your operation."

—Gary Frazer, CGFM

## NEW LOCATION!

- **Overland Golf Course is the oldest golf course in the state of Colorado, Established 1895 and formerly the Denver Country Club.**
- **It's near I-25 and Santa Fe exit south to Evans then east to Huron Street.**
- **Why a Golf Course for a meeting? Well, Colorado has lots of 60 degree days year round!**
- **To encourage more participation from Alumni, Small and Large Businesses and Government Employees through a social sporting atmosphere!**
- **Come out early at 6:30 or 7:00am and Hit off the Tee on the Driving Range...for only \$3.00 for a bucket of balls with rental clubs available.**
- **Or stay after the meeting and hit a round of golf.**
- **Executive Buffet Breakfast will include Scrambled eggs, apple smoked bacon, sausage, skillet style potatoes, and assortment of breakfast pastries and a fresh fruit display with coffee, tea and assorted juices.**



**By Brie staker**

Taylor Menlove is our Education and Certification chair. Let's learn a little more about Taylor.

**BLS:** Tell us a little about your background.

**TM:** I am a government contracts attorney for Ball Aerospace & Technologies Corp. At Ball, I handle all types of government contractual legal issues. Prior to Ball, I practiced government contracts law at McKenna Long & Aldridge LLP. In addition to NCMA, I am active in the American Bar Association, Section of Public Contract Law, where I am Co-Chair of

the Accounting, Cost & Pricing Committee. I graduated from Utah State University and the Washington and Lee University School of Law.

**BLS:** What made you decide to participate in the Denver NCMA Chapter? What do you hope to gain from your time with the Chapter?

**TM:** I participate in the Denver NCMA Chapter to increase my knowledge of government contracts issues and to network with other government contracts professionals in the Denver area.

**BLS:** Where did you grow up?

**TM:** I grew up in Logan, Utah. I moved to Colorado in 2007 and live in Downtown Denver.

**BLS:** What's your favorite thing about living in Colorado?

**TM:** Access to the outdoors.

**BLS:** What are your favorite hobbies?

**TM:** Reading, water and snow skiing, and mountain biking.

**BLS:** We're heading into fall and winter. What are your favorite activities in these months?

**TM:** Snow skiing and scenic drives in the mountains.

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

**TM:** Bear Lake, Utah (a.k.a. the "Caribbean of the Rockies"). Great skiing and snowmobiling in the winter, and boating and water skiing in the summer. If you haven't been to Bear Lake you should go.

**BLS:** What's your favorite movie?

**TM:** *Mr. Smith Goes to Washington*.

**BLS:** What toppings would be on your perfect pizza?

**TM:** Pepperoni and pepper-

oni.

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

**TM:** NCMA provides a wonderful opportunity to not only increase your knowledge of government contract issues, but to meet other professionals working in all facets of the industry. Join today!

**CERTIFICATION STUDY GROUP**

Taylor Menlove, our Education Chair, is seeking input on individuals interested in participating in a chapter study group for NCMA's Certified Federal Contract Management (CFCM) or Certified Professional Contract Management (CPCM) programs. If there is sufficient interest, the chapter will sponsor a study group in early 2012. Please contact Taylor at 303-460-2256 or [taylor.menlove@ball.com](mailto:taylor.menlove@ball.com) if you have any questions or are interested.

NCMA MEMBER SPOTLIGHT: NOVEMBER ANNIVERSARIES

Stephen Sorden	Pam Fritzier
Kathleen Henry	Terry Huber
Richard Van Dorn	Julie Link
Joseph Annunziato	Christine Mizelle
Jacqueline Scripture	Joseph Martinez
Judy Ballou	Arash Heidarian
Shelley Czapkewicz-Klingborg	Stacey Ballard
Gail Hixon	Erin Stewart
C. Pennington	Lori Decker-Harring
Rajiv Mehta	Celine deBourgoin
Sean Flaherty	Thomas Fay
Gurmeet Chadha	Chendra Conklin
Frankie Friend	Sheila Mathis
Stan Vest	Elizabeth Muccio
Glenn Young	Pam Wheeler



JOIN US FOR HAPPY HOUR!

Some adventurous and nostalgic NCMA members would like to invite current and former NCMA members (our alumni) to a monthly happy hour tour that will move around the Denver Metro Area. **The first event will take place on October 27th at Bar Louie in Centennial (6911 South Vine Street, Centennial, CO 80122, 720.214.3400). We will meet at 5:00 p.m.** and, despite the title of the event, remain for as long as we feel like it. Come join us and look in our monthly email notifications for notice of future events, which we expect will be scheduled on roughly a monthly basis!



SCHOLARSHIP INFORMATION FOR STUDENTS!

NCMA is proud to provide students with the opportunity to participate in our scholarship program. Scholarships are available to new memberships and can cover dues and yearly expenses. This program encourages students to join NCMA and explore the new and exciting opportunities in the contract management profession. Our team will be happy to sit down with anyone interested in joining NCMA who would like information on our scholarship program. If you would like more information please contact one of our Scholarship Co-Chairs.

Bruce Jensen (bruce.d.jensen@ulalaunch.com) at 303-269-5404 or

Joseph Dorsey (joseph.dorsey@gsa.gov) at 303-618-0730