

NCMA DENVER CHAPTER

OCTOBER 2011

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PRESIDENT'S CORNER WITH MATT GOMER



Matt Gomer

Hello NCMA Denver Members,

We kicked off the year with a very informative discussion about small business issues. During my discussions with our members afterward I heard a lot of great feedback about the panel. Arash Heidarian kicked off our speaker panel with a review of SBA's new small business contracting regulation

changes and their effect on government contractors. The membership enjoyed hearing the perspective that Phil Rathje provided about what large business look for when subcontracting with small business. Barbara Myrick gave her perspective on growing her small business. It was an inspiring story about how she successfully grew into a multimillion-dollar business by always having a customer focus. Though there were challenges along the way Barbara was able to overcome adversity and build a stronger business in the end. Thank you to our speakers Arash Heidarian, Barbara Myrick and Phil Rathje!

Our next meeting is going to be on October 11th. The chapter is going to change it up slightly and host a lunch meeting down at Landry's in the Denver Tech Center. The topic is constructive changes taught by Mr. Bruce Jensen. The presentation explains why change in government contracting is necessary and provides typical examples of contract requirements. Bruce describes how to recognize constructive changes, how to manage constructive changes and remedies.

Thank you for a great September meeting! It was fantastic seeing you all in September. I look forward to seeing you again in October.

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www.etipros.com

DENVER CHAPTER OFFICERS & CHAIRS 2011

Gayle Niles - President Emeritus, Fellows & Awards

Matt Gomer - President

Phil Seckman - President Elect, Nominations & Seminars

Stacey Gustus - Secretary & Registrar

Joseph Dorsey - Scholarship

Cathy Smith - Membership

Erin Stewart - Leadership

Duke Henthorn - Employment

Jami Dinsmore - Treasurer

Arash Heidarian - Sponsorship & Grants

Taylor Menlove - Education & Certification

Dan Kauffman - Programs

Ray Lewis - Publicity

Chris Henthorn - Leadership

Heather Miller - Facilities

Melanie Burgess - College Outreach

Nancy Royce - Webmaster

Brie Staker - Newsletter



A Cherokee Nation Company

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....

Pueblo, CO is the only city to have four living recipients of the Medal of Honor.

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



UPCOMING NCMA MEETINGS

Constructive Changes: October 11, 2011, 11:15 a.m. to 1:00 p.m. at Landry's Seafood House

Speaker: Mr. Bruce Jensen currently works as a Contracts Manager on the FY13 Lot Buy program for United Launch Alliance in Centennial, Colorado. Bruce has a combined total of over 30 years experience in DoD and private sector contracting. The presentation explains why change in government contracting is necessary and provides typical examples of contract requirements. Bruce describes how to recognize constructive changes, how to manage constructive changes and remedies. Agenda – October 11, 2011: registration/networking at 11:15 a.m.; plated lunch options (Fresh Catch Pontchartrain; Blackened Catfish or Chicken Fettuccine) at 11:45 a.m.; speaker at 12:15 p.m.; conclusion at 1:00 p.m. Location: Landry's Seafood House, 7209 South Clinton Street, Englewood, CO Cost/registration: \$19.00; register at <https://www.123signup.com/event?id=ctqhf> by October 7, 2011

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: registration/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>

ARE YOU LINKED IN?

Brie Staker

Social Media is rapidly growing as the main way to communicate, network and, socialize. If you understand how it works you can use it as a great tool to grow your career. It's fantastic for networking, job hunting and, enhancing your career skills and knowledge. LinkedIn is one of the biggest business social networking sites out there.

LinkedIn allows you to connect with business colleagues, groups and, companies. Here is an overview of how get started.

The website is easy to join and it's free! Go to www.linkedin.com, click the "Join Today" icon and sign up. It's that simple.

Once you've joined you can create a profile. You can import your resume directly to LinkedIn and it will pull from your resume to create your profile. Or if you prefer you can go through their step-by-step process and build your profile that way. How much information and what you include is entirely up to you.

LinkedIn also allows other people to recommend you. A colleague can write and post a recommendation about your career skills. This recommendation will be available on your profile view and is great for job hunting.

It is easy to get connected to people as well. LinkedIn will make suggestions for you and you can also search for people by name.

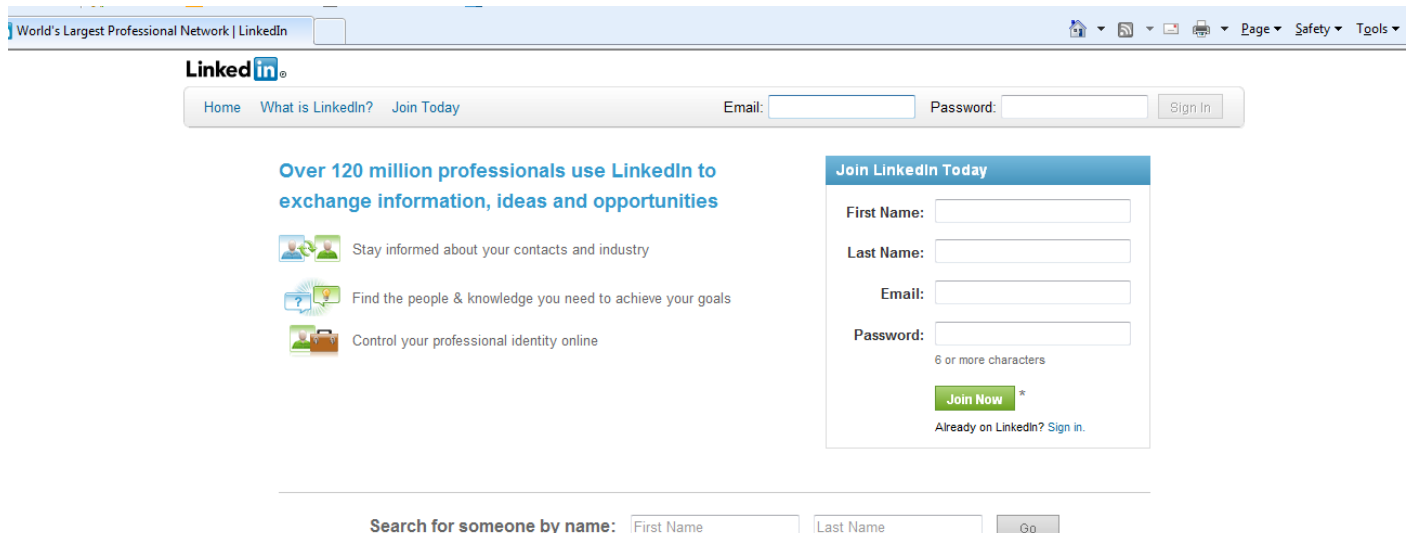
Lastly, LinkedIn allows you to follow various groups and companies. This is a great way to network with a specific company you may be interested in working with.

The groups are great for networking. The NCMA HQ and the NCMA Denver Chapter both have groups on LinkedIn. I encourage to join both. Each group page allows members to create discussions. Perhaps you have a question about how GSA Schedules work. You can post your question on the NCMA group page where lots of knowledgeable contracting professionals are at your fingertips. One question currently trending on the NCMA HQ group is "With the "cross pollination" of Subcontract/ Contract Managers in the

small cyber intel community, what danger is posed in dealing with colleagues who've left to become the negotiators of your supplier."

To join the groups just type "NCMA Denver" or "NCMA" into the search box and then join.

I have posted the question "What topics interest you most this NCMA program year?" on the NCMA Denver Chapter group page. Join LinkedIn and weigh in on this topic. The more we hear from our members the better we can meet your needs. I hope to see you there!





By Brie Staker

Arash Heidarian is our Corporate Sponsorship chair. Let's learn a little more about Arash.

BLS: Tell us a little about your background.

AH: I am an attorney in the Denver office of McKenna, Long & Aldridge. I work in the firm's government contracts department and advise clients on all facets of government contracting issues. I have worked in the field of government contracting since graduating law school in 2005, initially starting with a boutique firm in Washington, D.C., primarily servicing federal construction contractors. After law school, I earned a Master of Law degree from The George Washington University Law School in the area of government procurement.

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

AH: I believe the Denver NCMA Chapter is an ex-

remely worthwhile organization for anyone dealing with federal, state and local government contracting issues. Not only does it provide an excellent opportunity to network and meet some key players in the field, it provides an easy and effective way for individuals to become educated on important and cutting edge issues that impact government contractors through the monthly meetings.

BLS: Where did you grow up?

AH: I grew up in Alexandria, Virginia. This is a suburb of Washington, D.C. I moved here in 2007 and currently live in the Santa Fe Arts District area.

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

AH: Outdoor activities. I enjoy playing basketball, hiking, camping, biking and skiing. Colorado provides an excellent opportunity to pursue these extracurricular activities. I also love the weather; growing up in the Washington, D.C. area, I'm used to a lot of rain and general humid weather – it's been great to move to such great weather.

BLS: What are your favorite hobbies?

AH: I enjoy playing basketball and football and watching most any sport on TV (especially pro football). I am also really into cars. Until

recently, I liked to buy and fix up old 4x4's and Wranglers, but after selling my last "project" a couple years ago, I have not had a chance to pursue this interest.

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

AH: I expect to do some hiking and biking this Fall in the high country, before it gets too cold, but I'm especially excited about skiing this winter. I plan to get a Winter-Park/Copper season pass this year. I'm not great at winter sports yet, but I'm getting better every year!

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

AH: Somewhere tropical and desolate with great beaches and white sand. I love getting out to the beach and avoiding crowds.

BLS: What's your favorite movie?

AH: Hard to say – I go back and forth. Historically, I've been a big fan of *Scarface* and *Days of Thunder*. Lately, though, I can't seem to get enough of *Zoolander*, *Step Brothers* and *Get Him to the Greek*

BLS: What toppings would be on your perfect pizza?

AH: Extra cheese and prosciutto or meatballs

BLS: What advice would you

give to someone who is new to the contracting world and thinking about participating in NCMA?

AH: It is an invaluable organization for anyone looking to expand their professional networking. The monthly meetings are early, but they are well worth it. Not only for their networking opportunities, but for the substantive knowledge one can use in their profession. I highly encourage anyone involved in government procurement work to participate in NCMA, especially given the strong leadership and programming opportunities presented by the Denver chapter.

NCMA MEMBER SPOTLIGHT: OCTOBER ANNIVERSARIES

Thomas Hohman	Saeid Saeb
Karen Cole	Derek Mikulski
Shawn Thompson	Ken Bondurant
Donald Peterson	Steve Wilson
Tamera Oswald	Kimberley Hutto
Stephen Wylong	Cheryl Brosz
Kevin Mizer	Mike Johnson
Robert Owens	Michael Sanford
Robert Zenk	Gabrielle Harris
Sandra Schlesier	John Bradbury
Lori Dishneau	Susan Jeffries
George Bumgardner	Chris Henthorn
Robert Gaona Jr.	LynnLarsen
Stephanie Mueller	Lindsay Jones
Miriam Hamilton	Meryl Angelicola
Gretchen Sage	KellyPeterson
Christine Weber	



Melanie Burgess passed the CFCM exam.

CONGRATULATIONS TO MELANIE BURGESS AND CHENDRA CONKLIN FOR PASSING THEIR CERTIFICATION EXAMS!



Chendra Conklin passed the CPCM exam.
