

# NCMA DENVER CHAPTER

SEPTEMBER 2011

NCMA DENVER CHAPTER

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## PRESIDENT'S CORNER WITH MATT GOMER



**Matt Gomer**

Fall is fast approaching and that means that the NCMA Denver chapter is beginning its 2011 program year. Our chapter board members have been working very hard this off-season in order to get our year organized. As we embark on what looks to be another stellar year, we want to thank our membership for all of your support.

Denver had the good fortune of being selected as the site of this years' World Congress. The conference took place at the Convention Center in July. It was a huge success and exceeded expectations in every aspect. The event featured three full days of keynote speakers, panel discussions, a career fair, and over 120 educational breakout sessions, not to mention several social and networking opportunities.

At the chapter level, we are kicking off the year with two big events. First, on September 13<sup>th</sup>, we are going to have two prolific speakers, Arash Heidarian, an Associate Attorney of McKenna Long & Aldridge LLP, and Barbara Myrick, the President of B&M Construction, Inc., for a panel discussion on small business issues. Second, on September 14<sup>th</sup>, our chapter is

going to host the New Professionals Community virtual conference. We have a growing number of new professionals, and this virtual conference will be a great tool to help you build the skillsets you need to succeed in this exciting career field. Please check out the programs page on the chapter website [www.ncmadenver.org](http://www.ncmadenver.org) for full details and to register.

I appreciate your involvement in our chapter. I hope everyone has enjoyed their summer and look forward to seeing you all soon.

Thank you,

Matt Gomer

NCMA Denver Chapter

President 2011-12

## DENVER CHAPTER OFFICERS & CHAIRS 2011

Gayle Niles- President Emeritus,  
Fellows & Awards

Matt Gomer- President

Phil Seckman- President Elect,  
Norminations & 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

Bruce Jensen- Scholarship

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## SOCIAL MEDIA- ARE YOU PLUGGED IN?

### Brie Staker

Perhaps you have Twitter, Facebook, Google+, and LinkedIn streaming simultaneously on your Ipad or Smartphone. Or perhaps you are avoiding it all like the plague. Whatever your position, social media is here to stay and if you understand how to use it, it can be a great tool to enhance your career.

Our Denver NCMA Chapter has a Group you can join on LinkedIn. NCMA Head Quarters is plugged into them all,

Facebook, Twitter, Flickr, You Tube, and LinkedIn.

Starting next month I will profile one of these sites in each Newsletter. I'll tell you how to register, how to use it, and tips and tricks to make it work for you.

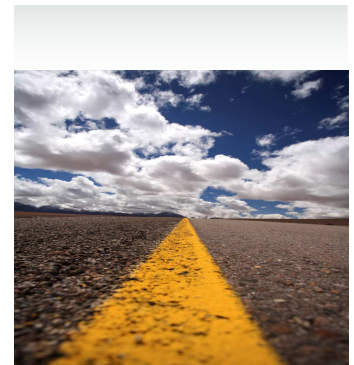
Stay tuned!



## DID YOU KNOW....

The longest continuous street in America is Colfax Avenue?

[www.50states.com/facts/Colorado.htm](http://www.50states.com/facts/Colorado.htm)



## UPCOMING NCMA MEETINGS

### Small Business Issues: September 13, 2011, 7:30 a.m. to 9:00 a.m. at Braun's on Blake

Speakers: Arash Heidarian, Associate, McKenna Long & Aldridge LLP, Barbara Myrick, President, B&M Construction, Inc and, Phil Rathje, Haselden Construction. The Panel will review SBA's new small business contracting regulation changes, their effect on government contractors; what large businesses look for when looking to subcontract with small businesses and what small businesses need to consider when marketing themselves to large businesses. Agenda - September 13, 2011: registration/networking at 7:30 a.m.; breakfast buffet at 7:45 a.m.; speaker at 8:15 a.m.; conclusion at 9:00 a.m. Location: Braun's on Blake, 2401 Blake Street, Denver, CO Cost/registration: \$16.00; register at <https://www.123signup.com/event?id=ctqr> by September 9, 2011

### Virtual Conference, New Professionals Community: September 14, 2011, 10:00 a.m. to 2:00 p.m. at

### McKenna Long & Aldridge LLP

Speakers: Russ Blaine, CPCM, Section Manager, NE Region, Wyle, Aerospace Division; Michelle Currier, CFCM, CPCM, Fellow, Professor of Contract Management, Mid-Atlantic, Defense Acquisition University; James Malloy, Performance Learning Director - Learning Capabilities Center, Learning Capabilities Integration Center, Defense Acquisition; Joanie F. Newhart, CPCM, Associate Administrator, Office of Federal Procurement Policy; Kimberly Rupert, CPCM, Senior Vice President for Contracts, Procurement and Pricing, SAIC; John Wilkinson, CFCM, CPCM, Fellow, President, THinc LLC How exactly do you plan to stand out in the growing field of contract management? If you have not already developed your professional game plan, you have run into a few bumps in the road, you realize your course of action has already run its course, or simply

just have not put your current plan into effect, make the New Professionals Community Virtual Conference your next step. Your takeaways from this virtual event will not only enhance your value proposition to your organization, but will also equip you with the skill set you need to succeed. Here is what you can look forward to learning: practical advice, techniques, and strategies used by top executives and highly effective leaders during their climb up the contract management ladder to success; key habits and attributes that will set you apart from the pack; the importance of good mentoring in establishing a successful professional roadmap; and how to identify and take advantage of available tools and resources that will assist you in developing and marketing your talent. Agenda - September 14, 2011: conference begins at 10:05 a.m. and

concludes at 1:50 p.m. (lunch will be provided) Location: McKenna Long & Aldridge LLP, 1400 Wewatta Street, Suite 700, Denver, CO Cost/registration: \$20.00; register at <https://www.123signup.com/event?id=czdvr> by September 9, 2011

Save the Date - FAR Basic Training: October 6, 2011, 8:30 a.m. to 4:30 p.m. at Lockheed Martin, Colorado Springs Speaker: Vern Edwards Save the date! NCMA Pikes Peak Chapter is pleased to present guest speaker, Mr. Vern Edwards, who will be conducting a full-day FAR Basic Training in Colorado Springs. So, pack your bags . . . you are going to Basic Training. Information, pricing and registration details to come. Location: Lockheed Martin, 9970 Federal Drive, Colorado Springs, CO **Continued on page 6.**

## DENVER CHAPTER'S 2011-2012 PROGRAM SUMMARY

The 2011-2012 program is shaping up to be an educationally diverse program including a speakers from the July 2011 World Congress being held in Denver, as well as professionals in Aerospace, soft skills training, and presentations on small business issues and accounting

Wrapping up the 2010 and 2011 program season in June is Melanie Burgess, with Burgess Consulting presenting the Myths and the Truths about compliant accounting systems. A speaker scheduled at the 2011 World NCMA Congress, Melanie will present the requirements to have an accounting system deemed ade-

quate by DCAA, how to prepare for a government audit, and review common pitfalls by companies of all sizes.

Kicking off the 2011-2012 program season in September 2011 is Arash Heidarian, Associate with McKenna Long & Aldridge LLP with a presentation on the SBA's new small business contracting regulation changes, their effect on government contractors; what large businesses look for when looking to subcontract with small businesses and what small businesses need to consider when marketing themselves to large businesses.

In October, Bruce Jenson, Contract Manager with United Launch Alliance, presents why change in government contracting is necessary; provides typical examples of contract requirements; how to recognize constructive changes; how to manage constructive changes and describes remedies.

In January 2012, Gary Frazer, Certified Government Financial Manager, 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.

Rounding out 2012, invitations have been made for presentations on

- Avoiding Errors in Accounting and Reporting under CAS, FAR and GAAP
- How to strengthen ones connections and communicate their value to anyone, anywhere, anytime.
- The mission and value of PTAC to NCMA

-Dan Kauffman  
Program & Events Chair

## LETTER FROM THE EDITOR- WHAT ARE YOUR INTENTIONS?

### Brie Staker

As we start a new NCMA Program year I've been thinking a lot about my intentions for the year- both personally and professionally. I am in the thick of training for my first marathon this fall and this adventure has taught me so much beyond just running.

When starting the marathon training a friend said to me that you get out what you put in. That has reverberated strongly with me. When it's 4:30am and I'm sleepily heading out for a run (like this morning!) I repeat in my head "you get out what you put in". When I'm in the middle of a 20 mile run and at mile 14 I come

across a nice big hill I say to myself "you get out what you put in." This enables me to push aside the tiredness, the sore legs and put my head down and conquer the run.

This mantra has changed my entire perspective on life and not just for running. This same mantra is true in our relationships, our careers and, our personal goals. What you put into building yourself and your career is what you'll get out of it - and two fold at that.

So often we are afraid to set the bar high for ourselves, afraid to actually try and achieve that thing we've always wanted to achieve- because we're afraid to fail. How-

ever, failure begets greatness. It's ok to fail and failing doesn't mean that you won't achieve your goals.

I have been running for years but have only ever dared to run half-marathons always saying that "someday" I'd run a marathon. This year I was once again set out to run another half-marathon when a friend of mine dared me to turn someday into today. I decided it was time. No more excuses. It's time consuming, and tiring. But, absolutely nothing compares to the incredible feeling of accomplishment when I've finished an 18 or 20 mile run and feel amazing.

I thought I couldn't run a mara-

thon but here I am doing it. What else in my life have I said "I can't do that" when really I can. Too often we sell ourselves short. In my case the only thing standing in the way of achieving this goal was me.

My challenge to you for this new program year is to tell yourself "yes" instead of "no". Tackle that dream or goal that you've put off for so long. It won't always be easy, but remember you'll get out of the journey what you put into it. And you just might surprise yourself along the way.

Happy Trails.



**By Brie Staker**

It's time to meet the man behind all of the fantastic programs and events that our Chapter puts on every year, Dan Kauffman.

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

**DK:** MBA from Golden Gate University in San Francisco; Graduated from the University of Colorado - double major: Chemical Engineering and Biological Sciences. Currently work as a Labor and Employment Specialist with the Colorado Department of Labor in Denver. I coordinate the claims-taking activities of individuals filing for Colorado liable claims. A challenging part of the work is performing problem solving activity for distraught, frustrated or irate claimants and employers. My contracting background includes lease contracting with the US Postal Service, facility outsourcing and national procurement contracts with McKesson Corporation, and environmental assessment and remediation with Chevron.

**BLS:** What made you decide

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

**DK:** I joined NCMA a short two years ago. I find NCMA to be the most inclusive association: interested in supporting all members with relevant training, valuable networking opportunities, and willing to have everyone contribute. I have enjoyed participating as the Program Chair over the last year and broadening my contacts with a variety of professionals with many companies in the Denver area. I was fortunate to attend the NCMA World Congress in Denver and found the breakout sessions and key note speakers to be diverse in subject matter, relevant and interesting. I had the rare opportunity to host an appointed White House official and keynote speaker, Daniel Gordon, Administrator for Federal Procurement Policy at the event and enjoyed his insights into national issues and life in Washington D.C. I earned my CCCM with NCMA in 2009. Ball Aerospace hosted a ten-week long training for CPCM and CFCM certification at their Broomfield facility in May through July 2011 which I attended. The instructors, content, and facilities were first rate and extremely cost effective.

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

**DK:** I completed high school at Bear Creek in Lakewood,

CO. My family moved to the Denver area from McCook, Nebraska when I was 16 when my Dad was promoted to a position with the Department of Interior at the Denver Federal Center.

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

**DK:** I am an avid mountain biker and get out on a regular basis here in the hills of the Rocky Mountains.

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

**DK:** Snow ski, water ski, spending time with my three boys doing cub scouts activities.

**BLS:** What are your favorite summertime activities to enjoy?

**DK:** Travel and getting outdoors. My family and I visited Grand Lake and the headwaters of the Colorado River in August and saw two large moose with giant racks.

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

**DK:** My wife and I will be traveling to Italy to celebrate our 12<sup>th</sup> anniversary. My wife and I have a passion for international travel.

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

**DK:** Most recently, my favorite movie is *The Help*. I have faced much adversity in life, as almost everyone does,

and found the movie inspirational.

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

**DK:** I like the works with lots of vegetables.

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

**DK:** NCMA nationally and locally in Colorado has, in my opinion, the best leadership development opportunities for the young contracting professional. It is cost effective and there are many opportunities to get involved, develop new skills, and network with other local young professionals. NCMA Fellows, NCMA Board members and prominent local companies provide oversight and training for continuing education programs, so the young professional program is well supported by the broader NCMA organization and community.

**Brie Staker**

World Congress 2011 was a rousing success this past July in our own stomping grounds– Denver, Colorado. What made it even better were the many achievements recognized at World Congress for the members of our own Chapter.

Jami Dinsmore and Erin Stewart graduated from the CMLDP Program (Contract Management Leadership Development Program). Erin was a Distinguished Graduate. Congratulations ladies!



Erin Stewart



Jami Dinsmore

Kenneth Moore received the Global Contracting Award and Blake Couture received a NCMA Fellow award. Way to go!

Several of the folks who participated in our Certification study groups took their tests at World Congress. We want to hear how you did. Email us at [brie.staker@gd-ais.com](mailto:brie.staker@gd-ais.com) and let us know. We want to celebrate your amazing accomplishments!



Kenneth Moore (Center)

*How was your experience at World Congress? We want to hear your stories and see your pictures. Send them to [brie.staker@gd-ais.com](mailto:brie.staker@gd-ais.com).*

Blake  
Couture



**NCMA MEMBER SPOTLIGHT: SEPTEMBER ANNIVERSARIES**

Marc Desgalier	Craig Scheirman
Thomas Lemmer	Paula Driscoll
Jeanne Reedy	Brian Cepeda7
Dale Van Dyke	Stacy Jenks
Dolores Fernandez	Renee Castillo
Willie Franklin	Lisa Xinos
John Cunningham	William Unger
Lori Irish	Constance O'Brien
Shandar Solberg	Seyi Adeyemo
Phillip Seckman	Sheri Muehl
Jennifer Mullins	Amy Martin
Lisa Rather	Kathleen Rodriguez
Catherine Rivera	Lisa Buffkins
Cindy Jacks	Sheilagh Kerrigan-Ronan
Sylvia Lenling	Kellyde Haas
Andy Lesky	Caleb Mitchell
Scott Whitehill	Thaddeus Willoughby
Daisy Pettem	
Melanie Chomko	
Jason Vonfeldt	
Susan Novelli	
Alana Hanser	
Claire Denlea	
Sheila Cochran	
Jennifer Sheehan	



**UPCOMING NCMA MEETINGS- CONTINUED**

**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>