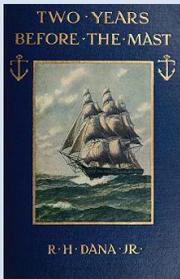




### NCMA Columbia Basin turns 45!!!

The New Year marks a special birthday for our amazing Chapter!! The Columbia Basin Chapter turns 45 in March and we plan on celebrating! Stay tuned for details. We have so very much to celebrate. From our 2013 Gold Graalman award to our continued healthy membership from our chapter participation to our chapter certification group. To help mark this anniversary we asked one of our outstanding fellows, Alan Rither, to share some of his experiences. Please enjoy his letter below!

### Letter from NCMA Fellow, Alan Rither



**“Forty Years before the Mast”** *[with apologies to Richard Dana, Jr.]*

Back in 1973, I “booked passage” on the good ship Battelle for what I believed would be a one or two year “voyage” onto the Sea of Government Contracts, having just survived seven years at the U of W and needing somewhere to make some money to move back to Seattle. Somewhere along the line, I decided to stay at Pacific Northwest National Laboratory, and the rest, as they say, is history. These have been the best years of my life, so I'd like to share some memories of the Columbia Basin Chapter which I joined shortly after arrival.

That was about the time that the Commission on Government Procurement issued its historic report on recommendations for strengthening the process of purchasing goods and services for the U.S. Government and enhancing the quality of the workforce.<sup>1</sup> Prior to that time there were two basic sets of authority – civilian agencies had the Federal Procurement Regulation (FPR) and the military departments used the Armed Services Procurement Regulation (ASPR). These regulations bore little relationship with one another and had grown up individually over the course of the Republic on account of sporadic laws and regulations to meet specific needs. The Commission on Government Procurement envisioned a single, consistent, purpose-driven set of regulations that would later become the Federal Acquisition Regulation (FAR) in 1984. Agencies were no longer allowed to issue individual and inconsistent regulations, but could only supplement the FAR when necessary, leading to the issuance of the DEAR and the DFARS, among others.

The Chapter grew from a couple of dozen people in the 60s into more than a hundred during the 70s and 80s. There were a number of Founding Members still active in the chapter when I joined, among whom were Bob Watts, Bob Larson, John Hughes, Dave Quigley, and Jack Richardson, just to name a few.

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The NCMA newsletter welcomes your feedback! Please send comments, messages, articles of interest, or letters to the editor: [bridget.canazaro@pnnl.gov](mailto:bridget.canazaro@pnnl.gov)



Their pioneering efforts established a good foundation for the succeeding decades of growth.

During the course of being a member of this Chapter, I served in a number of positions and was in the first group to take the new Certified Professional Contract Manager exam in 1978. By initiating the process of testing and certification, the NCMA helped to raise the stature of contracts professionals in the eyes of our companies, eventually resulting in increased salaries and management opportunities. A number of us achieved Fellow status in the NCMA, and several members went on to become regional directors and served in national leadership positions.

Even as we were learning new skills, the demands of the job were becoming greater with bid protests, disputes, terminations for convenience and default becoming more common. This process has culminated – for the present, at least – in the use of various laws like the Truth in Negotiations Act (TINA) and the False Claims Act (FCA) into a one-two punch for contractors, particularly when propelled by the prospect of instant wealth by means of a qui tam action by disgruntled bidders. Contractors now need eyes on the back of their heads in order to watch out for allegations of “fraud” whenever there is a disagreement with another contracting party. New demands for implementing procurement ethics at all levels requires more training and more staff while reduced funding for training budgets and staffing puts pressure on contracting professionals to “do more with less.”



That trend might appear to be negative if it were not for the fact that many of the “old guard” in contracting will be retiring within the next five to ten years, and there is a need to recruit and train a large part of the workforce just to replace those who are leaving. Thanks to friends from throughout the NCMA community like Jim Nagle and others, our Chapter has been blessed with the training needed to keep pace with the demands of the job. We also have had a number of talented members devote themselves to presenting National Education Seminars to benefit the Chapter and to give us the tools to “sharpen the saw” as Stephen Covey put it in his famous book.

That brings me up to the present, of course, with a big word of appreciation to the members who serve us every year in leadership positions such as Noelle Michaelson who has been so helpful in getting a number of our members certified as CFCMs and others too numerous to mention who give of their time and energy to make the Columbia Basin Chapter a consistent Graalman Award winner and to have one of the most active chapters in the Pacific Northwest. I’m very proud to have played a part in leaving more than a legacy for future members of this great organization.



## Education News

**Get certified! The Chapter will be proctoring the exam for Certified Federal Contract Manager**

**Date: February 22, 2014**

**Time: 9:00 AM – 1:00PM**

**At: 2435 Stevens Center Place (Bechtel Project Office)**

**Room 1005**

**For information, contact our Certification Chair, Noelle Michaelson [nmichael@bechtel.com](mailto:nmichael@bechtel.com)**

**There is still time but you must act FAST to complete the application process and be accepted to sit for the exam!**

## Upcoming Local Events

### January NCMA Columbia Basin Chapter Monthly Meeting

Please attend the Columbia Basin National Contract Management Association (NCMA) general Chapter meeting on **January 16, 2014** at the Shilo Inn. Our speaker is Michael Terrel, Manager of Cost/Price for Battelle/PNNL. Michael will be speaking on the topic of Contract Closeout. The meeting includes lunch and begins at 11:30 a.m. Cost is \$15 for NCMA members or \$20 for Non-Members. RSVP at [monica.chavez@pnnl.gov](mailto:monica.chavez@pnnl.gov) Bring a friend!!

**“SAVE THE DATE” – NCMA Columbia Basin Chapter Monthly Meeting, February 13, 2014, 11:30 a.m. to 1:00 p.m. at the Shilo Inn. More information to follow.**

### NAPM Seminar – “Contract Law”

**March 6, 2014** - NAPM's Basic Contract Law seminar will be held in Richland on March 6, 2014. Space is limited. It will cover the differences in various legal frameworks applicable to contracting, legal principles related to contract formation and issues that can arise in contract disputes. This full-day seminar includes lunch and a contract law reference book. Please register at [RSVP@ismcb.org](mailto:RSVP@ismcb.org). NAPM extends member rates to NCMA members.

## National Events

### NCMA's Subcontract Management Training Forum



Westin San Diego | San Diego, CA

March 27–28, 2014

Shining Light on the Subcontracting Perspective

NCMA's Subcontract Management Training Forum is a new training event for anyone who works with subcontracts from the perspective of the prime and the sub. The educational tracks will focus on relationships with primes, winning quality work, teaming arrangements, and growing business. Attendees will gain valuable training to overcome challenges in subcontract management as well as vast networking opportunities with leaders in the field.



## 2012/2013 – What a Year

We recently announced that the Columbia Basin Chapter received a Gold Graalman Award, the top award an NCMA Chapter can achieve. The board wanted to share some of the highlights that contributed to this honor! The board would also like to extend a special thank you to the all of our speakers for making this one of the best program years!!

1. The Chapter hosted an 8 hour non-NES seminar - Subcontracts: What the Government, Primes, and Subcontractors Need to Know - presented by Jim Nagle
2. The Chapter achieved 9 hours through speakers at our monthly chapter meetings. 9/13/12 - David Faulkner, Technical Training Mall: Commercial Grade Dedication; 10/10/12 - Brad Edwards, Mission Support Alliance: Pit 9 (History and Lessons Learned); 11/8/12 - Carl Adrian, TriCity Industrial Development Council (TRIDEC): Tri-Cities Economic Development Update; 12/13/12 - Jim Nagle, Oles Morrison Rinker & Banker: Pit 9, A case study from the Government's point of view; 1/17/13 - Michael Taylor C.P.M.: Responsible Contractor; 2/14/13 - Greg Curtis, Pacific Northwest National Laboratory - Economic Espionage ; 3/14/13 - Andrew Wirkkala, DOE Richland Operations Office - Small Business Subcontracting; 3/6/13 - Chapter Networking Event; 4/11/13 - Alan Rither, CPCM, NCMA Fellow, Pacific Northwest National Laboratory: The Ineluctable Consequences of Proffering or Receiving Illegal Gratuities; 5/9/13 - Mike Barrett: Certified Cost or Pricing Data - A Fresh Perspective; 6/13/13 - Year End Event (33 attendees)
3. The Chapter hosted 8 hours NES - Risk Management for Complex U.S. Government Contracts and Projects - Present by Alan Rither, CPCM, NCMA Fellow
4. The chapter has an Award and Honors Chairman who is consistently looking for ways to recognize chapter members. We award a Chapter Gold Award annually for outstanding support of the program year. This year the Gold Award was presented to Noelle Michaelson for her outstanding commitment as Certification Chair.
5. The Chapter set a goal this program year to diversify our events and meetings to reach a wider audience of our membership and attract new members. Our traditional program was based on monthly lunch meetings at the same location and the same pricing. The board noticed that while our attendance was steady for these events, it was often the same attendees. Another item the Chapter wanted to address was budgetary concerns of our members given budget constraints as our membership is composed largely of government contractor employees. Our diverse program year included a variety of locations, times, and price points. We also provided a free Webinar. We worked with other organizations including IMA, ESI, ISM, and local Chambers of Commerce to mutually advertise events and offer member pricing to each other's events. This allows further diversity in learning experiences and networking opportunities for our members.
6. During the last program year 5 members received their CFCM certification and 1 member received their CPCM certification.
7. The chapter utilizes a chapter website, the chapter monthly news letter and the new Facebook page established this chapter year to communicate to members.
8. Our chapter was represented by two members at World Congress - Executive Vice President Carol MacInnis and Treasurer - Monica Chavez. Our chapter was represented by two members at the Mid Year Leadership Meeting - Secretary Jennifer Gruel and Treasurer - Monica Chavez.