



NCMA Newsletter

Columbia Basin Chapter – October 2018



NATIONAL CONTRACT MANAGEMENT ASSOCIATION

Welcome Letter from the 2018-2019 Chapter President

It is my pleasure to serve as your Chapter President for the 2018-2019 program year, and on behalf of the NCMA Columbia Basin Board of Directors and Chapter Officers, it is with great honor that I welcome you to our Chapter.

We have been busy planning seminars, webinars, and workshops as well as social networking events for the coming program year. Every year we push to raise the bar of our service to you, our members. It is clear that the Board's enthusiasm continues to grow, and it is especially gratifying to be working with an extraordinary Board that has enormous energy and passion for serving our members and for advancing the contract management profession.

I encourage you to visit our website at <https://ncmacolumbiabasin.com/> to explore the range and quality of events that are now scheduled, with more to come. Please share this information with your colleagues and co-workers who might benefit from it.

As usual, we welcome your feedback if you have ideas or recommendations on how we can serve you better. Please do not hesitate to reach out to me or any of the Board members. I'm excited to get started and look forward to the year ahead, working with dedicated volunteers supporting a talented and diverse group of contract management professionals.

Sincerely,

Angie Gagnon

President, NCMA Columbia Basin



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The NCMA newsletter welcomes your feedback! Please send comments, messages, and articles of interest or letters to the editor to publicitychair@ncmacolumbiabasin.com





PRICING & NEGOTIATING COMMERCIAL ITEM CONTRACTS

Date: November 8, 2018

Time: 8:00 am – 4:00 pm

Location: Courtyard by Marriott Columbia Point, 408 Columbia Point Dr., Richland, WA 99352

Member Cost: \$185 (by 10/25) and \$200 (after 10/25); Non-Member pricing also available

Registration: Contact Brianna Yi at Brianna.yi@pnml.gov or 509-371-7742

Presented by:

John Robinson, Director of Supply Chain Management, CH2M HILL Plateau Remediation Company

Topic Summary

Pricing & Negotiating Commercial Item Contracts, an accelerated, comprehensive one-day course will provide hands-on experience in how commercial item contracts are priced and negotiated. Participants will work in buyer and seller teams (either government-to-industry or business-to-business perspectives) to perform the following tasks: analyze a request for proposal (RFP) for a portfolio of commercial items/services; apply the requirements of FAR Part 12, as applicable; identify specific performance and cost risks; consider value-based pricing; use price analysis techniques to develop a proposal; negotiate specific terms and conditions.

Earn 7 continuing education hours by attending this full-day seminar!

2018 – 2019 NCMA Columbia Basin Board Members

President

- Angie Gagnon

Executive VP

- Claudia Carson

Administrative/Operations VP

- Brian Mair

Education VP/Past President

- Brianna Yi

Treasurer

- Dolly Richards

Secretary

- Katie Henderson

2018 – 2019 NCMA Columbia Basin Chair Positions

Membership/Chapter Fellows Chair

- Megan Smith

Publicity Chair

- Ashley Coronado

Chapter Excellence Award Chair

- Samantha Ernst

Webmaster Chair

- Katie Henderson

Do You Qualify as an NCMA Fellow?

Fellow Award

Purpose

The Fellow designation recognizes individuals who have made significant contributions to the field of contracting and to NCMA. It is the second highest award given by the Association. The first three Fellows (Stuart Davidson, Bert DuMars, and Sy Gottlieb) were approved by the Executive Council on January 9, 1967. Although the specific criteria have evolved over time, the broad categories of service required for selection as an NCMA Fellow have remained the same.



Nomination: Members may submit their applications to the Chapter President, and applications must be signed by the Chapter President. Applications are due by **December 1**.

Evaluation Criteria: The criteria in the application consist of nine categories with 29 maximum points obtainable. A minimum of 17 points is required to be eligible for the Fellow Award.

You can earn points for: time as an NCMA member, academic & professional training, work experience, NCMA service, publications, volunteerism, academic service and more.

Application form: <https://www.ncmahq.org/discover-our-profession/awards/fellows-award>

Upcoming Events

Mark your calendar! You don't want to miss these events!

✓ October Educational Luncheon Meeting – Thursday, October 11, 2018

Registration Closed

11:30am – 1:00pm

Location: Courtyard by Marriott Richland Columbia Point

Topic: "Changes in Export Control"

Speaker: Alan Rither (Battelle)

✓ November NES – Thursday, November 8, 2018

8:00am – 4:00pm

Location: Courtyard by Marriott Richland Columbia Point

Topic: "Pricing & Negotiating Commercial Item Contracts"

Speaker: John Robinson (CHPRC)

✓ December Educational Luncheon Meeting – Thursday, December 13, 2018

11:30am – 1:00pm

Location: Courtyard by Marriott Richland Columbia Point

Topic: TBA

Speaker: TBA

Earn CPE Credits & Live Stream Online!



Navigating Federal Government Contracts Northwest 2018

To help you navigate the rough seas of doing business with the federal government in the Trump administration, we have assembled nationally recognized practitioners who will cover topics relevant to government contractors across all industries.

SESSION TOPICS INCLUDE:

- Design-Build Challenges
- Cost/Pricing Audits & Investigations
- Bribery, Gratuities, Kickbacks and other Government Contract Ethics
- Roadblocks to Commercial Items Contracting
- Small Business Certifications & SBA Affiliation Rules
- Navigating Tariffs, Shutdowns & Sovereign Acts
- Labor Compliance Pitfalls (SCA, DBA, FLSA)
- Hot Topics in Procurement Reform

SPEAKERS:

James Nagle, Oles Morrison (Seattle) • **Prof. Steven Schooner**, The George Washington University Law School (Washington, DC) • **Doug Oles**, Oles Morrison (Seattle) • **Dominique Casimir**, Arnold & Porter (Washington, DC) • **Howard Roth**, Oles Morrison (Seattle) • **Eric Crusius**, Holland & Knight (Tysons Corner, VA) • **Paul Bowen**, K&L Gates (Seattle) • **David Yang**, Oles Morrison (Seattle) • **Laurie Davis**, GSA (Auburn) • **Shaun Kennedy**, Ball Corporation (Denver) • **Tony Worick**, PricewaterhouseCooper (Washington, DC) • **Adam Lasky**, Oles Morrison (Seattle)

SEATING IS LIMITED AND WILL GO QUICKLY!

Register TODAY at www.washingtonptac.org/seminar

OCTOBER 25, 2018

\$50 PER PERSON

BREAKFAST 7:30AM

SEMINAR 8:00AM-3:30PM

NETWORKING RECEPTION TO FOLLOW

**Attend in-person
or via live webinar**

SEATTLE AGC BUILDING
Second-floor Conference Room
1200 Westlake Avenue North
Seattle, WA 98109

Parking will be validated.

**Register at this link for both
in-person and webinar
attendance:**

www.washingtonptac.org/seminar

PENDING ACCREDITATION

Washington MCLE

California MCLE

NCMA CPE credit

QUESTIONS?

Contact Tiffany Scroggs at
360.464.6041 or via email at
tscroggs@thurstonedc.com

Kids Konnection Program Donations Supporting



As part of our Chapter's community outreach, we will be collecting donations for the Tri-Cities Cancer Center Kids Konnection Program. The Kids Konnection Program is for kids who have close family members who are going through cancer treatment. The goal is to reduce the stress to children and parents during and after a diagnosis.

Please bring an item below to donate at the meeting or to any of your Columbia Basin Board Members.

- Children's Snacks (Goldfish, fruit snacks, granola bars, etc.)
- Juice Boxes
- Pizza Gift Cards
- Plastic Cups
- Napkins
- Yarn

For more information and ideas on ways to help:

<https://tccancer.org/foundation/>

Online Prep Courses

Did you know that NCMA offers a Certification Online Prep Course Program for CPCM and CFCM?

The Winter 2019 course registration opens on December 3 and the course begins on January 14.

The program's 10-week online, instructor-led courses are designed for busy professionals!

Learn more at

www.ncmahq.org



Why Join NCMA?

NCMA provides **contract professionals** in the private and public sectors, buying and selling worlds, the **knowledge and connections** that offer lifetime career management through Webinars, Professional Certification Programs, Chapter Affiliation, National Educational Seminars as well as Networking Opportunities with Industry Leaders. If you know of someone who is interested in becoming a member refer them to the following link:

<http://ncmacolumbiabasin.com/join.php>

Non-members can participate, too. To be added to the email distribution list, please contact President@ncmacolumbiabasin.com.

CHAPTER RECOGNITION

We are proud to recognize the following members of our chapter! Our membership count is currently at **167 members**.

NCMA Milestones & Anniversaries – Congratulations!

5 years – Brian Mair & Paula Kurth

10 years – Monica Chavez, Kala Dickerson & Jennifer Jahner

15 years – Carol MacInnis

20 years – Barbara Hays

25 years – Eric Baumann

35 years – James Dyer & Berwick Voisin

New Member – Welcome!

Kelli Krisher (Battelle)

Congratulations!

Samantha Ernst, CPCM, from CH2M Hill Plateau Remediation Company, has been selected for the Contract Management Leadership Development Program (CMLDP) Class for 2019!



Samantha Ernst and Dolly Richards at the WSU Tri-Cities Career Fair on Sept. 20

Meet our Board of Directors and Chairs!

Angie Gagnon: I'm currently a Senior Procurement Specialist with WRPS. In my free time I enjoy golfing, coaching a 12U fastpitch travel team, officiate high school girls basketball and family time. If you ever go to a hockey game to root for the Tri City Americans you will find me and my husband in our season seats in Section T. Go Ams!

Claudia Carson: I am currently a Procurement Specialist with WRPS. I have over 18 years of Contract Management and Procurement experience, and a Civil Engineering Bachelor of Science from CALPOLY San Luis Obispo. I enjoy traveling and spending time with my family.

Brian Mair: Brian is an experienced contract management professional with over ten years of experience in contract management, and is both a CFCM and CPCM. Currently, Brian is the Manager of Acquisition Management at Mission Support Alliance, LLC. He received a Bachelor of Arts in Business Administration from Eastern Washington University. In his free time, he enjoys spending time with his wife and 4 year old daughter.

Brianna Yi: Brianna is a Contracts Specialist and is the Small Business Program Manager at the Pacific Northwest National Laboratory; also specializing in eProcurement, strategic sourcing and sustainable acquisitions. She is a recent graduate of NCMA's Contract Management Leadership Development Program in 2015 and actively volunteers with NCMA on a national level. After work, you can find her teaching Les Mills group exercise classes and in her spare time she loves to travel & eat great food – whether cooking at home with her husband or trying out a fun new festive restaurant!

Dolly Richards: Dolly is a Procurement Specialist with Bechtel National Inc. in Richland. She has been in the Supply Chain field for over 15 years, spending many of those years as a Contract Administrator for Energy Solutions, Inc. In her spare time, Dolly enjoys camping, gardening, and spending time with family.

Katie Henderson: I am a Contracts Specialist at PNNL supporting the Nuclear Smuggling Detection and Deterrence Program. This is my fifth program year volunteering with our NCMA chapter. In my spare time I love spending time with my husband and six-month-old daughter.

Megan Smith: I'm currently a Subcontract Administrator at Tetra Tech, Inc. When I'm not at work, I enjoy helping with AAU Girls Basketball, and my husband and I enjoy watching hockey and have season tickets for the Tri City Americans.

Ashley Coronado: Ashley is a Procurement Technical Assistance Center (PTAC) Counselor based at the Tri-City Regional Chamber. She's a Certified Procurement Professional, and has been helping small businesses to find, bid, win and perform on government contracts for eight years. With any free time, she likes to bake desserts, read and chase around her energetic three-year-old daughter!

Samantha Ernst: Sammy is currently working as a Contract Specialist for CHPRC. She has been in procurement for 9 years, starting out as an intern at WRPS in 2009. In the last few years, Sammy has completed her MBA, CPCM certification, and has been accepted into this year's CMLDP class. In her spare time, Sammy enjoys chasing after her 6 kids (ages 4 – 18), attending their various games/events, and baking for friends and coworkers.



World Congress 2018 – Long Live Rock!

Executive Vice-President, Board Member - Brianna Yi

I had the pleasure of attending NCMA's 2018 World Congress event at the Huntington Convention Center in Cleveland, OH this past July. What a great few days it was! The event kicked off with the Summer Chapter Leader Summit where the hot topic amongst chapter leaders was making technology work for chapters to meet and engage with members. Through a series of short "Ted talks," we collaborated and brainstormed different ways of making our Chapter events more technology-friendly, using different platforms for event promotion, and I even picked up a few ideas for new and exciting events that we will hopefully try out here at the Columbia Basin Chapter. That night was the opening reception of World Congress in the Exhibit Hall – complete with food and music from a local band, exhibitors with event swag, and some celebrity impersonators!

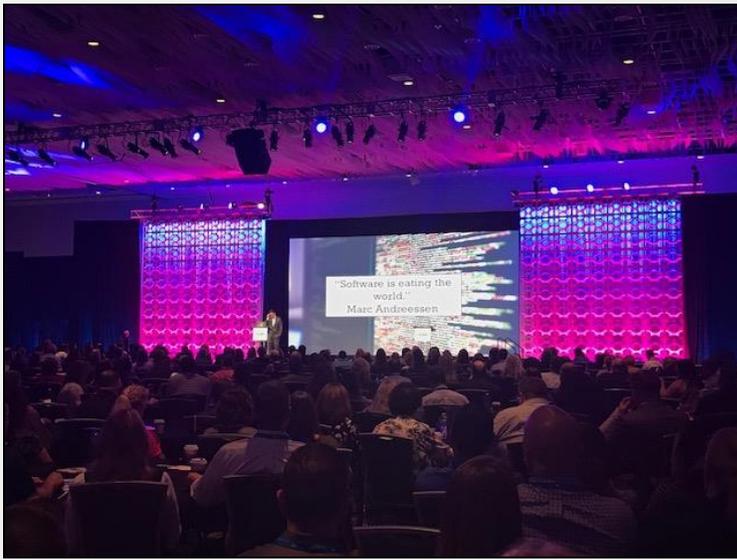


World Congress day 1 began with some fantastic keynote speakers, again with the theme of technology innovation and trends in the field of contract management as the keynotes for the day with speakers such as the Greg Williams from WIRED Magazine, who had the most interesting session of the entire event with his presentation on the rise of artificial intelligence and blockchain data management in preparing organizations for the future of contract management. Anne Rung, former Chief Acquisition Officer at GSA who is now the Director of the Government Sector from Amazon Business was equally as intriguing with her talk on how Amazon works backwards from the customer to drive innovation in the marketplace.

Day 2's keynote session brought us information about GSA's work in response to Section 846 of the 2018 National Defense Authorization Act (NDAA) with the implementation and use of e-Commerce portals across the government sector for the procurement of COTS items.

And day 3 began with the graduation of the latest Contract Management Leadership Development Program cohort, where 20 emerging leaders in the contract management field were recognized for their completion of the program – one of which I had the distinct pleasure of mentoring this year (see photo on next page)!

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There were so many different educational breakout sessions as well on topics relating to NCMA's Contract Management Body of Knowledge (CMBOK) (two of which I was the breakout session presenter at!) as well other main stage discussions on Leadership and latest acquisition trends from acquisition leaders from government and industry in the areas of ethics and category management. And of course, there were plenty of opportunities to network and socialize with peers from across the country and industries, and NCMA's annual World Congress NCMA Celebrates party – this year it was held at the Rock n'Roll Hall of Fame in downtown Cleveland! We were able to have the entire facility to ourselves for the party for the night and all the exhibits were open – what a treat!



Next up is the 37th Annual [Government Contract Management Symposium](#) in Arlington, VA, December 3-4, 2018. If you are planning to attend, please let us know! We would love to have you write up a little bit on your experience in our next newsletter!