



NCMA TODAY



Los Angeles South Bay Chapter

“Graalman Gold Chapter”

“NCMA – The Path To Your Professional Success”

www.ncmalasb.org

January 2010 Issue



President's Corner

By: Charles Julian, Chapter President



What's New In Employment?

Ms. Thi Hagenbuechle is the Chief our Employment Opportunities. Please contact her to have your ad appearance in our newsletter. Her contact information is at Thi.Hagenbuechle@ca.rr.com and/or office phone at 310-415-4777.

Certification:

Please contact Mr. Robert Graham at robert.graham@losangeles.af.mil for CERTIFICATION TRAINING SCHEDULE.

Let's get busy!!!

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Our January meeting was a resounding success. Dr. Linnea McCord presented a thought provoking view on “The Future is up to U.S.”. Mr. Kutyla enlightened us on his view of the fiscal environment in the aerospace arena. Mr. Crandall has provided notes for both of these presentations below.

Several of your board members recently returned from NCMA Mid-Term Leadership Conference in Las Vegas, NV. Some of the discussions topics included certifications, using social networks to enhance chapter benefits, and developing student NCMA chapters. It also provided a wonderful opportunity to network with NCMA members from across the U.S.

Chapter elections will be held in April, so if you are interested in serving on the Board, please contact one of the Board members. We will be providing you with more information in the February newsletter.

Our next meeting is February 16, 2010, and we have a workshop on “Intellectual Property as it relates to U.S. Government Procurement”. Our dinner topic is “Revolving Rules and Regulations.” See you there.



From left to right: Kurt Kutyla, VP of Contracts-Raytheon, Dinner Speaker; Dr. Linnea McCord, Professor of Pepperdine University, Workshop Speaker; and Charles Julian, Chapter President-this program year

NCMA LA South Bay Chapter Wins Gold Graalman Award Again!



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LA South Bay Wins Gold Graalman Award again!!! For Effort of Last Program Year 2008-2009



Written by Walt Crandall, Chapter Advisor

NCMA LA South Bay Chapter had the great pleasure of hosting Dr. Linnea Bernard McCord, J.D., MBA, and Associate Professor, Business Law, Graziadio School of Business, Pepperdine University for another fascinating discussion on the status and impact of ethics and the consequences of unethical behavior. Her intense and thought-provoking workshop was entitled "Ethics From a Different Perspective: The Future is Up to U.S." Dr. McCord was introduced by Chapter President-Elect Beverly Barnett. It was great to hear from Beverly – who will lead our Chapter in the next program year ... and she got us down to business without delay.

One of the most interesting aspects of Dr. McCord's visits with our Chapter is how her message adapts and evolves as she explores world cultures, history, leadership in America, ethical (and unethical) behavior and the future. In past visits, her themes on ethics included "A View From the Moon," and "The Wisdom of Ants." On this occasion, she positioned her study of ethics as "futurist" – "you can predict the future if you see where ethics are headed." Dr. McCord formulated her message around several high-impact examples and references to engage your thought processes on why we need ethics, awaken your outrage over unethical behavior and encourage you to examine your environment and act. "Seeing the future is easy...it is the present and the past that's hard."

Dr McCord used several references that deserve exploration – "Pompous Prognosticators" – a work by Colin J. Seymour, shows comparisons between current crises and the "Great Depression" (Google pompous prognosticators, there are lots of listings). Mr. Seymour charts optimistic and often amusing predictions by the elite in American politics, business, and academia against the dismal performance of the Dow Jones Industrial Average during the Great Depression. For example, "There may be a recession in stock prices, but not anything in the nature of a crash – attributed to Irving Fisher, leading U.S. economist, New York Times, Sept. 5, 1929." Clearly, the "prognosticators" were optimists – and their bias prevented them from seeing the future. Another key reference is The Fourth Turning, by William Strauss and Neil Howe (1997). Strauss and Howe are "generational historians" who studied past prognosticators, the environment in which key historical figures emerged, and what happens to countries and leaders when they fail to learn – or forget – the historical lessons of good leadership (and

ethical behavior). The four "turns" are: 1. "high;" 2. "awakening;" 3. "unraveling;" and 4. "crisis." The three prior crises in America history are: 1. The American Revolution; 2. The American Civil War; 3. The Great Depression and WWII;" and they predicted # 4. "2005." (Note: the 1997 book by Strauss and Howe predicted the 2005 crisis plus or minus 3 years (2002 – 2008.) Dr. McCord walked the audience through the predictions of The Fourth Turning; how our standards of ethical behavior began deteriorating in the 1960's ("we don't need any rules") and continued through the years as "situational ethics; greed is good; and it's unethical but it's legal." Like "boiling a frog," we ignored the warning (warming) signs through the beginning of the 21st century, where we see: "greed on steroids," tech bubble crashes, a credit finance bubble, and the upcoming bubble in government spending. Fortunately, the U.S. has survived such crises before by adapting and changing. The people of the United States will have to once again to pull through the upcoming crisis with our values intact. The deficit funding cannot continue, and the debt must be paid – that is what the world is watching and expecting. The example Dr. McCord used to illustrate the debt is that a stack of one trillion one dollar bills would be 68,000 miles high. The U.S. debt is already more than \$12 trillion. Dr. McCord pointed out, "We are on borrowed time, borrowed money, and running out of time." She also offered an example of how we survive the upcoming crisis from "The Wisdom of Ants." Ants apply swarm intelligence, they don't kill each other, they act voluntarily, automatically and cooperatively without direction or central control by following a few simple rules. A "gift" of the U.S. culture is that we have the freedom to act voluntarily, automatically and cooperatively without central command. And the simple rules are the "Ten Essential Laws for Ethical Behavior:"

- You must tell the truth (are our confirmation hearings destroying our leadership?)
- Be fair – people get angry when things are unfair; the purpose of the law is justice
- Loyalty – you have a "fiduciary duty" to the corporation (you can only serve one master)
- Duty of care – conduct yourself as reasonable and prudent
- Duty to account – you cannot avoid responsibility, especially where handling another's money and property is concerned.
- Private property – our system is based on – including intellectual property (China will have to protect property or they will fail)
- Learn how to treat people with respect
- Keep your promises, keep your contract
- Leadership – a real leader sets the example and takes care of troops first e.g. Oceanus
- Enforcement (enforce 1-9) – The U.S. Department of Justice has used RICO – The mafia law to get bankers... waiting for use of the "patriot act"

Dr. McCord issued a call to action, “we need to self-organize and quickly – do not wait.” Along with this exhortation, she called for ethical leadership and cited key addresses from “crisis” Presidents (loosely paraphrased below) that indicate how important God has been and is in U.S. society, especially in a crisis:

- George Washington’s Farewell Address...(national morality cannot exist without religion)
- Abraham Lincoln’s 1863 Proclamation: (we’re at war because we forgot God and forgot how to pray)
- Franklin Delano Roosevelt’s D-Day Prayer: June 6, 1944...(President Roosevelt prayed with the nation for the troops on D-Day) The lessons of President Roosevelt cannot be repeated to resolve modern crises, as the U.S. was a creditor nation in the Great Depression and WWII.

Dr. McCord also included excerpts from the Mayflower Compact of 1620 to highlight how important our Judeo-Christian heritage of belief, and trust, in God is to US law and government. That is why the rest of the world trusts the dollar – they believe we will honor our commitments and pay our debts.

We need National leaders who exhibit the traits of ethical behavior in good leadership: wisdom; knowledge, experience; intuition; and common sense to pull the country through periods of crisis. Who will lead (insert your nomination here _____)? There was such, much more. I took pages of notes and ended up spending four days in the hospital with writer’s cramp (had you going there, didn’t I?). Dr. McCord’s closing challenge to the audience was, “Which road? Freedom? Or dictatorship and martial law?” Our attitude and our ethical behavior will determine the future.

Chapter President Charles Julian introduced our dinner speaker, Kurt M. Kutyla, Vice President of Contracts, Space and Airborne Systems, Raytheon Company. Kurt engaged the audience in a discussion of: “Today’s Fiscal Environment and What it Means To You.” Drawing data from resources by “TechAmerica” (You can find them at www.techamerica.org), he developed an outlook on the defense industry, DoD budgets, and national and global economies from macro to micro. The executive summary: defense budgets are likely to decline in the future; Aerospace companies will need to refocus and hedge into new and different markets while “keeping current programs sold,” and will compete for fewer new starts. Alternatively, the market for aerospace products is expanding in foreign markets – most rapidly in the Middle East (one of the most difficult markets in which to do business) – and more slowly in Europe. Kurt suggested that we, as contracts professionals, should seek to enhance our international skills and embrace opportunities in the “hedge markets” such as cyber security, Homeland

Security, and State and local government business. Individually and collectively, we should take advantage of training opportunities to develop new skill sets to match the demands of new markets. He indicated Raytheon Space and Airborne Systems initiated training programs in international contracting and rotational assignments to grow workforce talent. Kurt provided guidance you can apply today as a contracts professional to “sharpen your saw” and improve your future opportunities in the career field.

On behalf of all L.A. South Bay NCMA Chapter members, thank you Dr. Linnea McCord and Kurt Kutyla for outstanding presentations and discussion. Additionally, we look forward to Dr. McCord’s next visit – which should be accompanied by the release of her new book. Chapter President Charles Julian offered closing comments and reminded the audience of our Chapter workshop and dinner meeting on Tuesday, February 16, 2010. The workshop, “Intellectual Property Issues in U.S. Government Procurement and Subcontract Nuances,” will be a panel presentation by Douglas T Gneiser, Senior Counsel, Raytheon Space and Airborne Systems, and Alan Dickson, Partner, Holland & Knight, LLP. Our dinner discussion, “Revolving Door Rules and Regulations,” will be presented by Jeffery R. Rohm, Division Counsel, Boeing Space and Intelligence Systems. These programs are guaranteed to educate and inform – mark your calendar and join us. Call Charles Julian to register or visit our website at www.ncmalasb.org.

Upcoming Seminar News:

MAY 18, 2010 ALL DAY SEMINAR

Please contact Thi Hagenbuechle, Chapter Advisor/Past President/VP of Programs for more Details. A flyer will be released soon.

This seminar will have all critical and comprehensive topics that will help you to be successful in your career.

Please do not miss out!



Don’t forget to tell a friend about NCMA! Share your experiences with friends and colleagues and tell them to join the Los Angeles South Bay Chapter!

Return Address
NCMA LA South Bay Chapter
C/O Tiffany Ngo
P.O. Box 882379
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NCMA Los Angeles-South Bay Chapter: Events and Information

● EVERYONE WELCOME

● MEMBERS & NON-MEMBERS

● BRING A FRIEND

September 19, 2009	Workshop #1	Constructive Changes, Requests for Equitable Adjustments and Claims
October 13, 2009	Workshop #2	Stimulus Funding
December 8, 2009	Workshop #3	Subcontracts, Supply Chain Management: What Are the Keys to Success?
January 19, 2010	Workshop #4	Future is up to US
February 16, 2010	Workshop #5	Intellectual Property Issues in U.S. Government Procurement and Subcontract Nuances
April 20, 2010	Workshop #6	Teaming Agreements: Competitors and "Competi-Mates"
June 08, 2010	Workshop #7	NCMA National President's Message

Events are held at the **Hacienda Hotel**, corner of Sepulveda Blvd. And Mariposa, El Segundo unless otherwise noted.

● Workshop \$ 20 ● General Meeting only (including dinner) \$ 35 ● Workshop & General Meeting Combined \$ 40



LA-South Bay Chapter Info/Reservations (310) 415-4777



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LA-South Bay Newsletter now available via our website or your e-mail, please e-mail Tiffany Ngo at Tiffany.Thi@hotmail.com

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