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ISSUE 1

YEAR 2010-11



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National Contract Management Association Los Angeles/South Bay Chapter

NCMA

Today

A Gold Graalman Award-Winning

NCMA – THE PATH TO YOUR PROFESSIONAL SUCCESS

Message from the President

Welcome to another year of the National Contract Management Association (NCMA) Los Angeles/ South Bay Chapter. I am Robert Graham, CPCM, and the President for this program year. I follow in the footsteps of other South Bay Presidents such as Charles Julian (last year's President), Dick Oliver, Phil Murphy and Thi Hagenbuechle.

Our first announcement is that this year we have become more tech savvy. If you have not checked out our Facebook page, find us and become our friend. We plan to communicate, have discussions, and expand our network of friends all over the country/world. Facebook is the "new media" and the South Bay Chapter is stepping out to become a part of this media giant. Join us for fun on Facebook. I am also challenging our President-Elect for next year to increase our tech savvy by hooking us up to Twitter as well. We'll have to see what happens next year...

For our returning members, we are still here at the Hacienda, our comfortable spot for networking and convening meetings. And what a program year we are going to have for you! Please talk to Ms. Debbie Tatum about our programs and speakers. She will fill you in on upcoming events and how they will help you grow in the contracting career field. Also, find Clint Paulson to find out about our November Seminar. Start asking your bosses about attending (I may personally be giving a speech on improving the sole source contracting process. For those returning, you may recall that last year I got called away on a special DoD assignment and could therefore not give my talk previously). This year I am hoping to be available to you and help you grow as contracting professions.

I am very impressed with the new interns at the Air Force's Space and Missile Center (SMC) as I am sure you are impressed with the new interns at your workplace. I hope you invite them, and more importantly pay for them, to attend some of our meetings. They are the people that in a few years will have my job as President of this Chapter and it is our responsibility to mentor and grow the youth of today into seasoned contract specialists/ administrators. Remember when you first started in contracting? Did anyone help you, or coach you to join NCMA? Please pass it forward and let's grow the Chapter with the multitude of interns at our respective organizations.

Next, let me honor our Board of Director's Advisors. They are the hardest working group of advisors in NCMA. As with any large chapter in terms of NCMA membership, the Advisors help me and the other members of the Board focus on our programs and NCMA business. They are often overlooked, but their selfless commitment to the contracting profession does not go unnoticed by me. I really appreciate their assistance in mentoring the Board members and making my job as President so easy. These senior members of industry and Government contribute to each chapter meeting to make it meaningful to you – the members. If you see one of the Board members at a meeting please thank them for their contributions to our chapter.

Finally, let me welcome back all my colleagues from Boeing, Northrop, Raytheon, Lockheed, and the other aerospace businesses as well as my Government, civilian, nonprofit, and small business friends. I hope this year will be meaningful to you and if I can improve your NCMA experience please contact me.

But I would be remiss if I did not mention that there are some upcoming conferences that I want to invite you to. When I attend as President of the Los Angeles/South Bay chapter, I want you to be part of my experience at these conferences, so come along and let's show that South Bay spirit!



The first upcoming conference is the January 21st-22nd Mid-Year Leadership Conference in Las Vegas. It is close by for us--let's sit together at the same table and learn from the NCMA seniors; talk to me about it. Further off is the World Congress in Denver. Join me there, as well, for some real fun. Be sure to ask me how I met my wife at a World Congress. What a story!

The take-away from this welcome message is that this year's Los Angeles/South Bay President wants to include you in all the action. If you have ever taken any of the Meyers Briggs or leadership tests you will understand what I mean when I tell you that I am a high inclusion person and a consensus-builder. So, I say, the more the merrier at our South Bay chapter meetings. Welcome to a new Program Year and let's have some fun!



This Month in Contract Management History

According to the Associated Press, on September 12, 1944, contracts for 93 aircraft for post-war use were signed between the Douglas Aircraft Company and three of the Nation's largest airlines.

September Speakers

The Los Angeles South Bay Chapter is honored to present our Grand Opening of Program Year 2010-2011, scheduled on Tuesday September 21, 2010. Our September Meeting consists of three separate sessions: workshop training from 5:00pm to 6:00pm (with 15 minutes reserved for questions from the audience); a networking session from 6:15pm to 6:30pm; and the dinner meeting, that will start at approximately 6:30pm, with a presentation from a prestigious Executive Guest Speaker. The meeting will conclude NLT 8:00pm.



VIP Dinner Speaker
Ms. SUSAN L. COTÉ
VP- Corporate Contracts, Pricing & Supply Chain
Northrop Grumman Corporation

Topic: The Dr. Ashton Carter DoD Efficiency Initiatives

Ms. Susan L. Coté is Vice President of Corporate Contracts, Pricing and Supply Chain at Northrop Grumman Corporation. In this role, she is responsible for corporate business management functions including Contracts, Pricing, Supply Chain and Government financial relations. Ms. Coté is responsible for maintaining an effective risk review process, providing corporate-wide policy, direction, training and oversight of contracts and pricing matters and ensuring that all Northrop Grumman sectors meet acceptable performance

standards in these areas. She serves as the principle interface with the Defense Corporate Executive regarding all governmental accounting, contract and pricing matters, government procurement policy and oversight. She also leads the corporate government financial relations function. She develops and implements companywide supply chain strategies and key processes. She is also responsible for enterprise socio-economic business planning, strategy and compliance relative to the supply chain. She chairs the Supply Chain Leadership Council, which serves as the principal governance body for the supply chain function, comprised of sector supply chain Vice Presidents. Previously, Ms. Coté was Vice President of Corporate Contracts and Pricing. Prior to that appointment, she was Sector Vice President of Contracts, Pricing and Programs Business Management at the Space Technology sector. She has worked on NASA, U.S. Air Force, commercial and classified programs.

Prior to joining Northrop Grumman, Ms. Coté held various contracting positions within the United States Air Force. She served at HQ Space Division (Los Angeles AFB), HQ Air Force Systems Command (Andrews AFB), and HQ USAF (Pentagon). She entered government service through the Presidential Management Intern Program. A graduate of Principia College, Illinois, Ms. Coté earned a Bachelor's degree in political science and a Master's degree in Public Administration from the University of Arizona.



Ms. Coté is an active member of the National Contract Management Association and currently serves on its National Board of Advisors. She also serves on the Defense Acquisition University Board of visitors.

Northrop Grumman Corporation is a global defense company headquartered in Los Angeles, Calif. Northrop Grumman provides technologically advanced, innovative products, services and solutions in systems integration, defense electronics, information technology, advanced aircraft, shipbuilding and space technology. With more than 120,000 employees and operations in all 50 states and 25 countries, Northrop Grumman serves U.S. and international military, government and commercial customers.



VIP Workshop Speaker:
Mr. James Gill
Technical Advisor to the Director of Contracting Space and Missiles Systems Center

Topic: Contract Incentives

Mr. James Gill is currently serving as the Technical Advisor to the Director of Contracting Space and Missiles Systems Center where he provides advice on complex technical issues in Space Acquisition. Prior to this assignment, Mr. Gill was the Acting Deputy Director of Contracting at SMC and Chairman of the SMC Contract Committee providing Contracting and Acquisition support to the Director of Contracting for SMC. His office reviewed documents for all SMC contracts exceeding \$10M.

Office, with contracts for Peacekeeper Propulsion and Guidance as well as Rapid Execution & Combat Target (REACT) Program. Prior to his work in Acquisition, Mr. Gill was a Special Agent for the Department of Agriculture and a Research Analyst for the Department of Justice (Anti-Trust Division). Mr. Gill was a member of the USAF, separating as a Captain in 1974. During this time he worked as a Minuteman ICBM Crew Commander for Minuteman III ICBM System at Grand Forks AFB. He was a Management Analyst for the Air Force in Southeast Asia during the period 1969-1970. Prior to that, he worked at the HQ AFLC in the Material Safety Office for several years.

Mr. Gill studied Defense and Strategic Studies at the University of Southern California where he received his Masters in International Relations and ABD in Defense & Strategic Studies. His undergraduate work was completed at Saint John’s University in New York where he received a BA in History with a minor in Business Administration. Mr. Gill was an Adjunct Professor at Cal State San Bernardino in the National Security Studies Graduate Program (1985-1995) where he taught courses on National Security Policy (undergraduate) and Weapon System Acquisition (graduate school).

Mr. Gill was the Committee Reviewer for Space-Based Infrared System (SBIRS) Program, National Polar Orbiting Environmental Space System (NPOESS), Satellite and Launch Control SPO and Launch Programs. He concurrently acted as Deputy Chief of Contracts for the Launch Program Office and Chief of Contracts for Space Based Radar. Mr. Gill has been the Deputy Chief of Contracts for Launch Programs at the SMC and Branch Chief of MLV including Atlas and Delta with Titan IUS. He was the Chief of Contracts for Space Based Radar (SBR) Program Office. From 1995 through 2000, Mr. Gill was the Contracting Officer for Space Based Infra-Red (SBIRS) Program Office.

Mr. Gill worked for the Ballistic Missile Office from 1977-1995 when it was disestablished by the BRAC. In this capacity he worked as a Contracting Officer for the ICBM Program

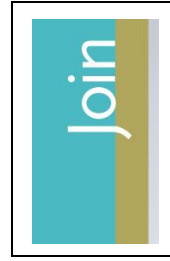
Mr. Gill has published numerous articles in various journals on contracting and acquisition workforce-related issues. He is a reviewer for the Defense Acquisition University’s Quarterly Review Journal. He has presented sessions at the past five NCMA World Congress conferences and most recently was a guest speaker at the Naval Postgraduate School Acquisition Symposium.



Membership Corner

For over 50 years, our chapter has been an active part of the southern California contract management community by committing ourselves to sharing critical and timely industry information, and promulgating ever-increasing professional standards.

Membership in the NCMA is a solid statement of an individual's dedication towards improving their certification, education, and networking opportunities within the Contract Management industry.



Our Board of Directors is happy to announce that the following persons have recently joined as members of the Los Angeles South Bay chapter of NCMA.

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|------------------------|---------------------|
| 1. Christelle Beckwith | 6. Donna McDonald |
| 2. Michelle Caldwell | 7. Ralph Roddy |
| 3. Bruce Feerer | 8. Varaz Shahmirian |
| 4. Eleanor Grand | 9. Carol Torres |
| 5. Andrew Howard | |

Please take the time to introduce yourself to our new members during our chapter meeting!

Upcoming Events

The Los Angeles/South Bay chapter of NCMA invites you to attend the following upcoming events...

- October 19th: Chapter Meeting - "10 Fundamental Differences Between Government Contracting and UCC"
- November 16th: All-day Seminar - "Fundamentals of Supply Chain/Subcontract Management from Cradle to Grave"



Unless otherwise noted, LA/South Bay chapter's NCMA meetings are held in the Crystal Ballroom of the Hacienda Hotel, located at 525 N Sepulveda Blvd, on the corner of Sepulveda Blvd. and Mariposa Ave., in El Segundo, CA.

- Workshop \$20
- Dinner meeting only (includes dinner, drinks & dessert) \$35
- Workshop & dinner meeting (combined) \$40

For RSVP information, including pay-by-credit-card instructions, please access our website at www.ncmalasb.org; you may also send questions related to registration and/or arrangements by e-mailing Vickie Plummer, VP of Arrangements at vickie_a_plummer@raytheon.com.

The LA South Bay Newsletter is now available via our Chapter website. Additionally, the monthly issue is sent by e-mail to all members. For a copy, please send your request to our chapter VP of Operations and News Editor, Tiera Harrison, at ratiera.harrison@ngc.com.

The Los Angeles-South Bay Chapter publishes the NCMA TODAY newsletter 10-12 times each program year. The National Contract Management Association is a non-profit organization. Statements of fact and opinions made herein are the responsibility of the authors alone and do not imply an endorsement by the NCMA. For more information, please feel free to contact the Chapter VP of Operations and News Editor: Tiera Harrison at ratiera.harrison@ngc.com.

