



THE GALAXY

NATIONAL CONTRACT MANAGEMENT
ASSOCIATION (NCMA) /SPACE CITY CHAPTER
NEWSLETTER— Jan 2008

**Keith Hutto,
Houston Chapter President**

It is the start of a New Year and everyone at this time of the month has firmly committed themselves to their New Year resolutions. While most of us are focused on personal betterment, those of us active in NCMA and the Space City Houston Chapter are also thinking of professional development. Over the past several months the executive board has discussed various ways to increase NCMA's role in that development. We thought it would be appropriate to begin with the Mission of NCMA and make sure that we were consistent with the National Organizations goals. At this point it would be appropriate to restate the Mission of NCMA.

“NCMA exists to enable the workforce to grow professionally, assess individual and organizational competency against professional standards, establish values, develop best practices, and provide access to skilled individuals, enabling enterprises to improve their buyer-seller relationships.”

To that end, the executive board has put forth a plan that will provide more opportunities for professional development. Along with the Space City Houston's annual Fall Conference and the Spring National Education Seminar, this year Space City Houston is hosting several informative speakers. January 17th Shari Frisinger, small business owner of Corner Stone Strategies LLC presented a Communication Workshop at Chabuca's International Grill. February Ann Martt V.P. and Constellation Program Manager with

United Space Alliance LLC will discuss “Establishing an Enterprise Earned Value Capability”. In addition to the workshop, Space City Houston is sponsoring NCMA's Audio Seminars. Two near-term seminars being offered is January 24, “Contract Law Basics (Contract Award Controversies)” and January 31, “Pricing Basics (Cost or Pricing Data Requirements).” You are probably asking what are NCMA Audio Seminars. NCMA's audio seminars are live, 90-minute events, much like talk radio programs. Generally, the speakers use prepared slides (or a topical outline) that are sent to the participating sites through e-mail in advance of the seminar. NCMA uses a professional, third-party company to engineer and broadcast the program, work the registration, and run the phone bridge. The typical format of the program is for the speaker(s) to make a 60-minute presentation, followed by 30-minute Q&A period (both live over the phone and responding to questions sent in through the Internet during the program). Since these seminars are broadcast nationally, start times are determined at the national level and out of the control of local chapters.

As I close remember along with new years resolutions don't forget about professional development. Take time to look at NCMA and what the Space City Houston Chapter has to offer. It is easy, just go to our web site at: <http://www.ncmaspacecity.org/>

**Linda Miller
VP – Programs, 2007-2008 Program Year**

2008 Program Year – Calendar of Events

The past calendar of events for the Space City – Houston Chapter 2007-2008 Program Year included a presentation by John Warren,



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University of Houston, on Center for Industrial Partnership; a joint luncheon with National Management Association where Mike Coats, JSC Center Director discussed "Leading for the Future"; NCMA Board Meeting Luncheon where we discussed the Graalman, NCMA Vision, By-Laws and Areas of Focus; the 2007 Fall Conference entitled "Developing People, Teams & Tools in a Rapidly Changing Contracting Environment"; a Holiday Social Event for NCMA members only; and a Leadership Workshop held January 17, 2008.

The future events planned for 2008 generally fall on the THIRD Thursday of each month. On February 21, 2008, at Chabuca's, NCMA Space City – Houston chapter will host a luncheon featuring speaker Ann V. Martt, Vice President and Constellation Program Manager, for United Space Alliance, LLC. Ms. Mart will discuss "Establishing an Enterprise Earned Value (EV) Capability" including the challenges and successes of selecting and implementing EV tool; establishing processes and implementation of EV on new contracts, and topics including requirements definition, tool compatibility with internal systems, internal management approaches, personnel training, and dealing with cultural change. NASA employees attending the luncheon will earn 1 Continuing Learning Point (CLP) for attending.

On March 20, 2008, we will conduct our 6th Annual Small Business Conference at the JSC Gilruth Center. The committee has been formed and the details will soon follow.

On April 17, 2008, we have Dr. Robert (Gene) Easley on our agenda to discuss the Executive Leadership Program at University of Houston at Clear Lake. The location for this event has not yet been scheduled.

On May 8, 2008, we will conduct the NCMA 2008 National Education Seminar (NES) entitled "Solicitations, Bids, Proposals and Source Selection", at the Hobby Hilton Hotel. The speakers/presenters for this seminar have not yet been identified, however, we do promise an exciting, interactive program.

Our final meeting of Program Year 2007-2008, which will be held on Thursday, June 26, 2008, is being planned. We are working to schedule a speaker, who will also perform the installation of 2008-2009 Officers for the NCMA-Space City-Houston Chapter.

Refer to our website for the latest updates on the monthly program events and the Audio Seminars scheduled.

<http://www.ncmaspacecity.org/>

**Plan to Attend
NCMA 6th Annual Small Business
Conference and Trade Fair
Location: Gilruth Center Houston, Texas
March 20, 2008**

MEMBERSHIP NEWS

**VP Membership
Carey White**

Welcome to Our New Chapter Members!!

Jose Alquicira
Ian Bailey
Leon Cotton
Christopher Culp
Dylan Lipscomb
Richard Pickne
Kashia Rector
Tristian Whitley



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NCMA Chapter Anniversaries

5 Years

Joseph Campbell
Ella Hrabar
Karen Irving
Michell LeBlanc
Lisa McCann
Nary Norlin
Todd O'Neal
Heidi Ruby
Tanya Shearer
Angela Swafford

15 Years

Robert Herman
Michael Jones
Robert Sanchez
Katrina Parrott
Paul Spickard
Glenda Warner

20 Years

Thomas Devitt
Deborah Hoekman
David Kean
Lucy Kranz
Linda Miller
Jay Parker
Laura Pepper
Thomas Devitt
Mary Lou Sotolongo

25 Years

Nancy Liounis
Frank Sawberger
Joseph Orsi
Frank Perez

30 Years

David Hollman
Langston Gillum

35 Years

Robert Ellis

40 Years

William Knight

Summary of Benefits

If you are faced with the decision of joining NCMA or renewing your membership, you might be asking, "What value or benefits do I receive from the organization"? The Board believes that for personal and professional growth belonging to an association such as NCMA is invaluable. There are numerous opportunities for learning, networking, leadership and volunteerism through NCMA.

Contract Management Magazine

Contract Management, a monthly, full-color magazine, is one of NCMA's most significant member benefits. Did you realize that in addition to receiving current topic contracting news, members could access past articles through NCMA's Contract Management Leading Center? See www.ncmahq.org. NCMA also welcomes your stories and encourages you to submit articles for publication. If you have been reading the magazine, you will notice our chapter has frequently published articles in this magazine. This is your opportunity to contribute to your professional organization, NCMA.



Educational Seminars and Conferences

Please take advantage of our Chapter audio conferences. See [Calendar of Events](#) page 4 below. Do not miss this year's National Education Seminar (NES).



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Monthly Luncheons

Throughout the year, our Chapter organizes many events including monthly speaker luncheons; this is another opportunity for you to get involved. If you, or someone you know, is a subject matter expert on a related Contract Management or Procurement topic, and would like to be a speaker at a luncheon, please contact a member of the Board. Take advantage of the opportunity to share what you know with the Chapter.

Reminder to Update Your Membership Information

Most all of our communications are via electronic mail and on occasion, we may call members. If you have not reviewed your contact information in awhile, we ask that you do so by following the instructions below. If you or someone you know is not receiving information from either NCMA local Space City Chapter or from National, please check the online *membership* listing at www.ncmahq.org. If the contact information is correct and you are still not receiving communications, then please contact us and we will investigate to resolve the problem.

How to Update

You can update your membership information online at www.ncmahq.org; by clicking on Update Membership Content under the Membership tab on our home page.

If you have not logged into NCMA before, you will receive a prompt to log in. You will enter your six-digit member id as the user name and the password will be blank, you receive a prompt to set a password.

Keeping this information current will ensure you receive notices from NCMA concerning upcoming events.

If you have any questions, please contact Carey White, Membership, NCMA - Space City Chapter, at 713-752-8466.

Helpful Hint for New Members

If you are a new member, or know someone who is just joining the Chapter, please note: Online registration is available at www.ncmahq.org (click "membership\join NCMA"). Upon first joining via online registration, the online registration software will automatically assign you to the NCMA Chapter nearest your geographic area. If you wish your affiliation to be with a different Chapter, please follow-up your registration with a call and or e-mail to National stating that you have registered and you want to join the Space City Chapter (or other Chapter of your preference); 800-334-8096 or choi@ncmahq.org.

GALAXY via the Web

The Galaxy is published periodically throughout the Program Year. An e-mail announcement will alert you when the next Galaxy Newsletter has been posted to our Chapter website. www.ncmaspacecity.org To ensure you receive the alerts, please visit the www.ncmahq.org website today, click the Membership / Update Member Information weblinks and ensure your correct e-mail address is in the system

CALENDAR OF EVENTS

NCMA Space City Chapter Luncheons:

21 Feb – Guest Speaker Ann V. Martt, Vice President and Constellation Program Manager, for United Space Alliance, LLC
Establishing an Enterprise Earned Value Capability



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20 Mar – 6th Annual Small Business Expo,
Gilruth Center

17 Apr – Guest Speaker: Dr. Robert (Gene)
Easley, Executive Leadership Program
at University of Houston. CL

08 May – NCMA 2008 National Education
Seminar (NES) entitled “Solicitations,
Bids, Proposals and Source Selection”
Hobby Hilton Hotel.

26 Jun - TBD



NCMA Audio Seminars 2008

January 24, 2008

[Audio Seminar:](#) Contract Law Basics

January 31, 2008

[Audio Seminar:](#) Pricing Basics (Cost or Pricing
Data Requirements)

February 14, 2008

[Audio Seminar:](#) FAR Overview (Subchapter D)
- Registration

EMPLOYMENT OPPORTUNITIES

Please refer to the website for current
employment opportunities:

www.ncmaspacecity.org

If you would like to post an employment
opportunity, please contact Keith Hutto at 281-
483-4165 or keith.d.hutto@nasa.gov.

Articles of Interest

NCMA Space City Chapter – Leadership Workshop

“Are You Speaking the Same Language as Your Listener?”

Shari Frisinger of Corner Stone Strategies LLC presented the Communication Workshop on Thursday, January 17, 2008 at Chabuca's International Grill. A full-house, consisting of 44 Contractor and 33 NASA Contracting Personnel, enjoyed listening to Shari and working the exercises on how we communicate, how we miss-communicate, and how we stop ourselves from communicating.

Shari covered the four types of individuals: Direct, Influential, Conscientious, and Steadfast along with their descriptive personalities, desires, attributes, etc. Understanding the type and characteristics of yourself and of individual(s) you are attempting to communicate with will provide you knowledge and insight on how to better communicate with specific individual(s).

Shari discussed that ‘Direct’ individuals think in terms of bullet points. When communicating with ‘direct’, think in terms of bullet points; give the end results first. ‘Influential’ individuals are talkative, optimistic, influential and parties and they don't like details. ‘Conscientious’ individuals are patient and like details, details, details and then, more details. ‘Steadfast’ individuals, which comprise 40-50% of the workforce, are team players and motivated by being part of a team.



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Shari discussed the need to understand and attack 'attention barriers', which vary among the different types of individuals. The need for what Shari called 'fresh listening' – removing self from physical and mental distractions – was also addressed.

The attendees enjoyed the presentation, along with the excellent food and networking opportunities.

Mark Your Calendars for These Annual Events!

This Spring's National Educational Seminar

It's that time of year again. The NES for the Space City Houston Chapter will be taking place on May 8, 2008 at the Hobby Hilton.

This year's topic of discussion will be **"Solicitation, Bids, Proposals, and Source Selection"** and the committee is currently reviewing potential speakers to come and present. Laurie DeClaire (NASA) and Ann Binion (USA) have been identified as co chairs and encourage everyone in NCMA to help volunteer for the NES and make it as big a success as past years.

Mid Year Leadership Development Conference Hits the Jackpot in Las Vegas

Ann Binion, a participant of the Contract Management Leadership Development Program (LDP) through NCMA attended the Mid Year Leadership Conference in Las Vegas this January.

Amid the "City of Artificial Lights", gambling tables and buffets, Ann met with her fellow

LDP students and attended several classes and seminars.

The Mid Year Leadership conference was held at the Riviera hotel and casino. Several chapter leaders and the Board of Directors from NCMA attended the conference. The topics of discussion included "Mentoring Chapter Leaders", "What's Happening in NCMA", "The Chapter's Role in Creating the Next Generation of CM Professionals" and World Congress 2008.

This conference also allowed many chapter members to meet and discuss certain topics that affect their chapters. It was an informative conference and having the conference in Vegas wasn't a bad "deal" either.

The 6th annual NCMA Small Business Conference kick-off meeting

Last week was the first planning meeting for the 6th annual NCMA Small Business Conference, which will be held Thursday, March 20th, at the Gilruth. We have a great group of dynamic, energetic committee members, and it's sure to be an exciting event!

As you'll remember, last year was our first to ask our JSC prime contractors to sponsor a mini-trade fair. It was such a success that we're going to do the same this year - so to you Prime Contractors, we'll be contacting you soon to request your attendance and sponsorship.

We're currently working on the program and a flyer will go out soon with details. If any of you are interested in participating on one of the planning committees, just contact Cheryl Linville at Cheryl.a.linville@usa-spaceops.com.



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Small Business Highlights

By: Nancy L. Liounis, JSC NASA
Procurement Policy Office

Default Termination was Improper

(Courtesy Fried, Frank's Government
Contracts Alert, July/August, 2007)

The Court of Federal Claims recently held that the U.S. Postal Service (USPS) wrongfully terminated a mail delivery contract for default after the contractor refused to perform the contract following a unilateral USPS change to the scope of work. (Keeter Trading Co. v. United States, No. 05-243C). The COFC concluded that the USPS breached the contract when it unilaterally attempted to add 52 new mailboxes to the contractor's 250-mailbox route. The court stated that this act represented a cardinal change to the contract that was serious enough to justify the contractor's discontinuance of contract performance altogether. As a result, in accordance with well-established Government contracts law, the court converted the improper termination for default to a termination for the convenience of the Government. Although terminations for the convenience of the Government generally entitle the contractor to recover only its costs incurred prior to the termination, a reasonable profit on the work performed, and certain additional costs associated with termination, the COFC stayed the case for further factual development regarding whether the USPS terminated the contract in bad faith, which, if proven, would allow the contractor to recover



2008 Houston Supplier Diversity Events

**Are you seeking a forum to meet
exceptional local small business owners?**

- 14 Feb - SBA Annual Matchmaking, HCC.
- 5 – 6 Mar - Golden Triangle Supplier Development Council Global Summit South Shore Harbour Resort.
- 20 Mar – NCMA Small Business Conference and Trade show, Gilruth
- 24 Mar - Government Procurement Connections, George R. Brown Conference Center.
- 22 May - The Houston Women's Business Enterprise Alliance, The Reliant Center.
- 10 Oct - Houston Minority Business Council Annual Expo.
- 6 Nov - Small Business Development Center Veterans to Business Conference, University of Houston Campus.

Members are encouraged to submit articles devoted to Small Business Highlights by contacting Carey White at cwhite@uh.edu.

KEY CONTACT POINTS SPACE CITY CHAPTER BOARD:

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keith.d.hutto@nasa.gov

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Chapter Secretary – Jamie Munn (Anadarko)

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CHAPTER MEMBERSHIP

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