



# National Contract Management Association

## THE OFFICIAL NEWSLETTER *of the* GREATER PHILADELPHIA CHAPTER Home of the **GRAALMAN GOLD AWARD**

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Hello Fellow Chapter Members!

I hope this newsletter finds you well! Let me fill you in on some of the exciting past and upcoming chapter events since the last newsletter. First, I'm proud to announce that the chapter was awarded the Walter R. Graalman GOLD Award for the 2014-2015 Program Year! This is the 5th consecutive year that the chapter has won the Graalman GOLD Award! The Graalman Award recognizes chapters that provide the best value to members, taking into account the demographics and unique aspects of the chapter. The Graalman Award serves as recognition for chapter excellence and the demonstration of effective chapter operations. The award will be presented at an award ceremony at the Fall Chapter Leader Summit, December 13, 2015, at The Marriott Wardman Park Hotel in Washington, DC.

The 2015-2016 Program Year kicked off with a wonderful dinner meeting at Derek's restaurant in Manayunk. The keynote speaker was Mr. Tom Sharpe, GSA FAS Commissioner. Mr. Sharpe discussed the GSA FAS 3-Year Vision Strategy to build, operate and maintain the Government Acquisition Marketplace to generate savings, improve efficiency and deliver excellent customer service. The strategy encompasses Category Management, Common Acquisition Platform, Expanded Services and Business Model Modernization. The NCMA Greater Philadelphia Chapter also has planned several great events for this fall/winter. We're looking forward to seeing you there!

First, on Tuesday, November 10, 2015, from 8:00am to 10:00pm, there will be an insightful presentation, and Q&A session, on managing cost type contracts. This presentation will be held at the law offices of Offit Kurman LLC in center city Philadelphia. Donna Dominguez of Aronson LLC and Ed Tolchin, Esq. of Offit Kurman LLC will discuss the ins and outs of cost type contracts. See the website for program details and registration information.

Also, the chapter is proud to announce that we applied for and received a grant from NCMA HQ for this program year! The grant funds will go towards sponsoring an educational acquisition seminar focusing on Defense Logistics Agency (DLA) procurement initiatives. This event is in the initial planning stages, so stay tuned for more details and be sure to check our website, [www.ncmaphilly.org](http://www.ncmaphilly.org), for updates.

Remember, all NCMA Greater Philadelphia Chapter events earn members, and non-members, Continuing Professional Education credits that will help you achieve or maintain your NCMA, FAC-C, and DAWIA certifications, so please come out and join us.

Additionally, the chapter is gearing up to offer a CFCM Study Group, led by Tammy Edgington, VP of Education. The six week course will be held on Thursday's from 12 – 1:30 starting January 7, 2016. Details for registration will be available soon on our website.

Per the NCMA HQ website, NCMA certifications “are professional designations of distinction, and carry the respect of their peers in the profession. The NCMA professional certification program is designed to elevate professional standards, enhance individual performance, and distinguish those who demonstrate knowledge essential to the practice of contract management.”

If you have any questions regarding certification, please contact Tammy Edgington at [Tammy.Edgington@westonsolutions.com](mailto:Tammy.Edgington@westonsolutions.com)

The chapter is always looking for new volunteers. So if you have an interest in serving at an event or on the executive committee, please contact me at [jroso@sabresystems.com](mailto:jroso@sabresystems.com) or Brian Connolly at [brian.j.connolly@hq.dhs.gov](mailto:brian.j.connolly@hq.dhs.gov)

As always, our primary goal is to serve you, our members. Please contact me, or any of the chapter officers, with any ideas or suggestions, or if you would like to volunteer to help out in any way. We’d love to hear from you!

Sincerely,

Jeannine Roso  
NCMA Greater Philadelphia Chapter President



**President Jeannine Roso accepting the Walter R. Graalman GOLD Award**

# Odds & Ends

Are you currently looking for new employment opportunities?

Please visit the [Job Corner](#) on our website



**Help Support Your Local NCMA Chapter:** For every brand new member our chapter signs up this program year, July 2015 through June 2016, our chapter will receive \$25.00 from NCMA HQ!



Help your company become a **KNOWN RESOURCE** throughout the Greater Philadelphia Region Advertise with us or help sponsor an NCMA event!

Our newsletter reaches over 180 professionals in the Greater Philadelphia and South Jersey area from across all industries.

For more information, contact [Giacomo Apadula](#)



*Dream of seeing your name in print? The Greater Philadelphia Chapter is looking for articles on hot topics in the contracting industry. Submit your article for inclusion in the quarterly newsletter to our editors [Giacomo Apadula](#)*

# Members Spotlight



**Kipp Allers**

**NCMA Greater Philadelphia Chapter is excited to welcome Kipp Allers to our Executive Committee. Kipp is the Chapter's Awards Chair.**

**Kipp is a 2012 graduate of Kutztown University's (PA) School of Business. Shortly thereafter, Kipp began his professional career in the insurance industry as a claims representative for a non-standard auto insurance company. After two and a half years, Kipp decided to take a new turn in his career and accepted a job at Weston Solutions, Inc. contracts and procurement department. Tammy Edgington, the chapter's Vice President of Education, quickly signed Kipp up as a chapter member. Kipp is currently in a purchasing role, assisting project managers and sub contract managers throughout the procurement process for both Federal and Commercial projects. Kipp hopes to eventually become a sub contract manager at Weston Solutions.**

**We look forward to Kipp's continued involvement with NCMA Greater Philadelphia, and witnessing his growth in the contracting profession.**

# Thank You to Our Sponsors

The NCMA Greater Philadelphia Chapter has rolled out a corporate sponsorship program to help provide our **180+** members (across many industries) the opportunity to connect with one another and share industry knowledge through face-to-face educational/networking events. **We'd like to take this opportunity to thank our sponsors for all their continued support.**

## \*GOLD MEMBERS\*

Sabre offers a comprehensive approach to understanding and meeting its clients' needs through the careful selection and development of a highly qualified professional staff, on-going involvement of senior management in all contractual assignments, and a corporate environment committed to providing superior quality in all of its services and products.



EPS is a global systems integrator providing diverse, cost effective, high quality, integrated products and services to both government and commercial entities. The EPS mission is to exceed customer expectations while remaining price sensitive, without sacrificing quality. EPS is firmly committed to upholding our

Contact [Giacomo Apadula](#) or [Brian Connolly](#) for information on how your Company can be part our growth as a corporate sponsor



**Are you LinkedIn?** The Greater Philadelphia Chapter of NCMA is! Join the 'NCMA Greater Philadelphia Chapter' group today to network with your fellow Chapter members. Visit our LinkedIn page for more information → [http://www.linkedin.com/groups?home=&gid=4273207&trk=anet\\_ug\\_hm](http://www.linkedin.com/groups?home=&gid=4273207&trk=anet_ug_hm)

# Chapter Events and Meeting Schedule

2014 Chapter Events and Meeting Schedule				
Date	Event/Topic/Sponsor	Event Details	Location/Time	CPE
11/10/15	Managing Cost Type Contracts	<p>Donna Dominquez, Aronson, LLC Ed Tolchin, Esq., Offit Kurma, LLC</p> <p>Join the NCMA Greater Philadelphia Chapter, Aronson LLC and Offit Kurman, LLC for an insightful presentation and Q&amp;A session on managing cost type contracts.</p>	<a href="#">Register Here</a>	
Thursdays Beginning 1/7/2016	CFCM Study Group	<p>Led by Tammy Edington</p> <p>A six week course occurring each Thursday from 12pm to 1:30pm to help prepare you to become a Certified Federal Contracts Manager (CFCM)</p>	Registration details TBD	
<i>Please note: Dates, topics and presenters are subject to change.</i>				

**\*\*Stay tuned for upcoming information on seminars being offered this year!**

# Legal Tidbits

By Ruth E. Ganister, Esq. ([Roseganist@aol.com](mailto:Roseganist@aol.com))

Welcome to the first Legal Tidbits column. This feature is designed to bring to your attention some current developments in the Government Contracts legal arena which may be of interest to the membership. The Tidbits will be brief and should not be considered to be legal advice. If further information is desired, the reader is advised to seek further counsel.

Tidbit #1 - Government Contracts Anti-Human Trafficking Provisions Go Into Effect.

It may seem far-fetched that there would be anti-human trafficking provisions and requirements being added to Federal Government Contracts, but as of March 2, 2015, that is exactly what has happened. The provisions relating to Federal Government Contracts pertain to employment practices as well as the generally accepted notions of human trafficking (a/k/a kidnapping, slavery, and sex trafficking).

As of March 2, 2015, pursuant to the provisions of Executive Order 13627, all prime contracts in excess of \$500,000.00 will contain provisions requiring that prime contractors and their subcontractors:

- ❖ refrain from using misleading or fraudulent recruitment practices, including failing to disclose basic information about a job or providing misleading information about a job or the conditions of employment including wages and fringe benefits, the location of work and/or the hazardous nature of the work;
- ❖ refrain from charging employees recruitment fees;
- ❖ provide return transportation or pay for the same for work performed outside the United States;
- ❖ pay for return transportation costs for any person who is not a national of the country where the work is being performed and who is brought to that country to perform the work in support of the Government Contract;
- ❖ refrain from using forced labor;
- ❖ flow down the requirements to subcontractors;
- ❖ cooperate fully in investigations and audits concerning allegations of such trafficking;
- ❖ have a compliance plan that is appropriate for the size and complexity of the contract that addresses these anti-trafficking issues and post such compliance provisions so that employees may have access to the same;
- ❖ have a procedure in place so that personnel may report any perceived violations without fear of reprisals; and
- ❖ requires certification of each prime and subcontractor prior to receiving an award and annually thereafter that it is in compliance with these requirements.

Contracting Officers are required to address all such issues prior to making an award. Perceived violations are required to be reported. Non-compliant contractors and subcontractors may be subject to suspension and/or debarment.

# Veterans Entrepreneurial Jumpstart Program

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**By Brian J. Connolly**  
**Executive Vice President**  
**NCMA Greater Philadelphia Chapter**

On April 30, 2015, I had the privilege of participating in the Veterans Entrepreneurial Jumpstart (VEJ) program for disabled veterans at St. Joseph's University in Philadelphia, PA. The VEJ program, developed by Mr. Ralph Galati and Mr. Andrew Colket of St. Joseph's Office of Veteran Services, is designed specifically to provide the tools, education and mentorship to enable disabled veterans to start their own business. St. Joseph's University is part of a larger, national Entrepreneurship Bootcamp for Veterans with Disabilities (EBV) program, an entrepreneurial and small business education program founded in 2007 at Syracuse University. In addition to St. Joe's, there is a consortium of schools that participate in the program, including Syracuse, Florida State, UCLA, Texas A&M, Purdue, Connecticut, Louisiana State, and Cornell. To date, 998 veterans from across the nation have graduated from the EBV, which has led to the creation of more than 200 new veteran-owned businesses. The EBV is a one-of-a-kind initiative designed to leverage the skills, resources and infrastructure of higher education to offer cutting edge, experiential training in entrepreneurship and small business management to post 9/11 veterans and their families at no cost to the veterans. The goal of the program is to open the door to economic opportunity for disabled veterans and their families by developing their competencies in creating and sustaining an entrepreneurial venture.

The St. Joe's VEJ program, designed in three phases, works to develop the necessary skills associated with launching or growing a new business venture. In Phase I, veterans participate in a self-study curriculum with online discussions. The purpose is to provide the necessary grounding in business fundamentals and to formalize a business plan. This phase is eight weeks. Phase II is a seven-day residency that exposes veterans to a broad training curriculum. It includes classroom discussions, guest lectures from successful entrepreneurs, one-on-one work with trained mentors, and a "Shark Tank" model is used to assess all business plan submissions. In Phase III, veterans receive ongoing mentorship and a suite of In-Kind support services for legal support, Web services (site development, hosting, etc.), tax/accounting support, and sales and marketing guidance for six months after completing Phase II. The St. Joe's cohort was comprised of twenty disabled veterans from nine states including Pennsylvania, New Jersey, Delaware, Kansas, Texas, Illinois, South Carolina, Maryland, and Mississippi. The business ventures included youth & family counseling, property management, tax/accounting services, apparel merchandising, electrical contracting, government contract consulting, distillery, job placement, broadcasting, information technology, and more.

I, along with Jeannine Roso and Jeremy Mock, two fellow NCMA Greater Philadelphia Chapter Officers, held a panel discussion on procurement and contract management, giving guidance and advice to the veterans about potential opportunities in government contracting including Service Disabled Veteran Owned Small Business (SDVOSB) set-asides, subcontracting, joint ventures, teaming and mentor/protégé arrangements. We also discussed the resources available to veterans through the Small Business Administration (SBA) and Procurement Technical Assistance Centers (PTAC), and Veterans Administration (VA), government agency small business offices, and small business subcontracting goals.

The common theme among all of the presenters was that they were honored and grateful to have been able to participate in this great program. Many expressed what most presenters felt, that it was a privilege to be able to give back, even in some small way, to our disabled veterans who have given so much to our nation and to whom we all owe so much. Mr. Nick Baucom, the keynote speaker at the dinner reception and graduation ceremony, himself a disabled veteran who saw active duty in Iraq, and founder and owner of the highly successful moving company, Two Marines Moving, may have put it best. He said the veterans may not even realize it yet, but they already possess the most important characteristics required for success in business.



Those are the same core values that they bring with them from military. Those are honor, courage, and commitment. These sentiments were also echoed at graduation in video tributes from Senator John McCain, AZ, and Senator Patrick Toomey, PA.

Below are a few comments received from members of the Cohort after their graduation:

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I have tried many times since I got home yesterday to explain the true depth of this experience to family and friends. The only ones who could even begin to understand were fellow veterans. I feel truly blessed to have met all of you and can't wait to see what the future brings for all of us!

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Good evening to my brothers and sisters in Arms. I just echo all the comments made today and have to say, I have been smiling all day as I decompress. Personally after my presentation, 3 Veteran Groups cornered me and said let's get together ASAP, because our goal is the Veteran Housing program also. I am excited and ready to get started.

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You have captured the hearts and expression of cohort 1. Blessings and honor to you and our entire cohort. We have all experienced amazing life journeys by some extraordinary entrepreneurs who are now are our mentors. I am expecting great things from all members of my new extended family. Please contact me if you need my input. My best wishes for your continued success.

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I can't stop thinking about the amazing experience we all went through at St. Joe's. I am very thankful to St. Joe's, Ralph and Andrew, all EO and Score members, other guest speakers and particularly all of my Cohort members. I have walked away with some of the most important lessons of life and an amazing talented group of entrepreneurs. I look forward to keeping in touch with all of you and wish you all the best in the world of entrepreneurship. I am proud of our military and United States to churn out such unselfish, charismatic group of members.

## **Visit us on the Web**

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Learn more about your NCMA Greater Philadelphia Chapter by visiting our new and improved [Website!!](#)