Washington Area Chapter
SCEA

2011 Annual Business Meeting
January 25, 2012

Washington Golf & Country Club, Arlington, VA
Purpose

The purpose of the Washington Area Chapter of Society of Cost Estimating and Analysis is to enhance the quality of cost estimating and analysis capability of the membership of the Washington Area Chapter and to provide opportunities for training, networking, and recognition with the greater cost community.
Agenda

- President’s Vision
- Board of Directors Reports
- Keynote Address
- Award Presentations
President’s Vision

- Understand membership – national survey
- Training – one-day seminars, luncheons
- SCEA/ISPA integration for the chapter
- Communication improvement – website, newsletter, e-mail communications
- Networking opportunities – other options?
- Opportunities for recognition
- Reach out to new members
2011-2013 Officers
Effective 1 July 2011 – 30 June 2013

President: Dave Stem
Vice President: Meghan Kennedy
Secretary: Kirsten Schulte
Treasurer: William Laing
Membership: Jennifer Swartz
Program Chair: Tim Anderson
IT/Web Manager: Janet Geldermann
Past President: Jeff Moore
Membership Officer – Jennifer Swartz
Members

Total of 540 Members
2 December 2011

- Other, 230 Members
- Booz Allen Hamilton, 77 Members
- TASC, Inc., 51 Members
- Technomics, Inc., 46 Members
- Tecolote Research, Inc., 26 Members
- NSI, 20 Members
- Air Force Cost Analysis Agency, 18 Members
- MCR, 14 Members
- Wyle, 12 Members
- Naval Center for Cost Analysis, 12 Members
- Scitor Corporation, 9 Members
- Kalman & Company, 7 Members
- Herren Associates, 7 Members
- Integrity Applications Incorporated, 6 Members
- Boeing, 5 Members
Washington Area Chapter
Survey Responses

- **Primary reason for joining SCEA**
  - Training/Professional Development: 28%
  - Networking: 18%
  - Certification: 15%

- **Does SCEA meet your primary reason for joining SCEA?**
  - Training/Professional Development: 97% Yes
  - Networking: 91% Yes
  - Certification: 89% Yes
Washington Area Chapter
Survey Responses

How could SCEA better suit your needs?

- Provide presentations with actual data and the analysis performed
  - Suggestion: white paper with new formulas or rules-of-thumb on software maintenance

- Provide more professional education/training opportunities

- Provide more opportunities for younger members to take on leadership roles and get involved

- Push for more membership from key stakeholders, such as DoD's CAPE
  - Client awareness and recognition of SCEA certifications will further drive industry participation
Web/IT Officer – Janet Geldermann
SCEA on the Web

- http://www.washingtonscea.com

- Announcements of upcoming local chapter events
- Archive of past luncheon presentations
- Sign up for email notices
- Sign up for national membership
Current Website

The Society of Cost Estimating and Analysis is a Non-Profit Organization dedicated to improving cost estimating and analysis in government and industry and enhancing the professional competence and achievements of its members. The Washington DC Area Chapter is dedicated to achieving this mission throughout the National Capital Area Region.

**Washington SCEA Fall 2011 Newsletter**

**Current Events**

**Washington Area Chapter of SCEA Annual Chapter Meeting**

**DATE:** January 25, 2012  
**TIME:** 6:00pm to 9:00pm

All Washington Area Chapter Members are Welcome!  
**KEYNOTE SPEAKER:** Mr. Bill Haseltine, Navy (US SOCOM)  
**ANNUAL AWARDS CEREMONY!**  
**FREE REFRESHMENTS!**  
**NO COVER CHARGE!**
Welcome to the Washington Area Chapter of the Society of Cost Estimating and Analysis (SCEA)

To promote and enhance the profession of cost estimating and analysis and to foster the professional growth of its members in cost estimating, cost and allied fields.

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LOCATION:
Washington Golf and Country Club
3017 N. Glebe Road
Arlington, VA 22207
http://www.washingtongolfcc.org

Purpose:
The purpose of the Annual Meeting is to provide a forum for the Chapter Membership to hear from the elected Chapter Board Leadership, and to give members an opportunity to influence the future activities of their Chapter. Board members will provide status reports regarding their areas of oversight, discussing what has happened in the previous year, and what to expect in the coming year. In addition to networking/socializing with your fellow cost estimating professionals, you will have the opportunity to hear a keynote address by Mr. Bill Haseltine on the integration of ISPA and SCEA, cheer on your award winners, and partake in some delicious food and drink.

Agenda:
6:00 - 6:30: Refreshments
6:30 - 7:00: Board of Directors Reports
7:00 - 7:30: Keynote Address
7:30 - 8:00: Award Presentations
8:00 - 9:00: Refreshments

Please RSVP to Kirsten Schulte (secretary@washingtonscea.com) or call (703)449-3286 NLT noon on January 24, 2012.
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To promote and enhance the profession of cost estimating and analysis and to foster the professional growth of its members in cost estimating, cost and allied fields.

Membership & Chapter E mail

If you would like to be included on our e-mailings, please read the information below, type your email address in the box provided, then click on the "GO" button. To learn more about SCEA membership visit SCEA National Web site or contact the chapter's Membership Chair, Jennifer Swartz by clicking here.

On-line Registration available at SCEA Online

Our Privacy Policy:

Your name, e-mail, and contact information belong to you. We use them at your prerogative for the sole use of informing you of Chapter events. Under no circumstances will we release them to any third party. We will send you two to four messages per month. If you ever wish to be removed from our contact list, simply click on the "Safe Unsubscribe" link that can be found at the bottom of every email we send.

Change of Email Address or Interest:

If your email address changes, you can automatically update it by going to the "Update your profile" link at the bottom of every email we send. This will take you to a web page where you can update your email address, contact information, or change your Interest Categories.

Blocked Email:

On occasion, our email gets mistaken for "spam" and is either "blocked" by a subscriber’s ISP or is "filtered" by either the subscriber's ISP or their email software. If you suspect this might be happening to you, please contact the Chapter's Website Coordinator.

Join the Washington Area Chapter of SCEA email list

Email: [Input Field]

Go
Chapter Secretary – Kirsten Schulte
Activities - Secretary

- Take Meeting Minutes at monthly board meetings
  - Distributed to keep board meetings on-track

- Compile and Edit the Chapter Newsletter
  - Goal is to keep members informed throughout the year
  - Posted to chapter website: www.washingtonscea.com
  - Columns
    - President’s Message
    - Events
    - Luncheon News
    - Training News
    - Other News – Meetings, Awards, Etc.

- What would you like to see? Contact Kirsten at Secretary@washingtonscea.com
Chapter Treasurer – William Laing
Activities
Treasurer - 2011

- Performing audit of 2010 revenues and expenses
  - Check for consistent patterns of expenditures and receipts
  - Ensure all expenditures have a corresponding receipt
  - Verify all deposits have corresponding documentation

- Provided Chapter Funds Summary to SCEA National Office

- Manage chapter funds
  - Chapter luncheons
  - Training courses
  - Annual meeting
Programs Chair – Tim Anderson
2011 Luncheon Presentations

- **January 2011**: Mr. John Neatrour of MCR, LLC presented: "Fat-Tailed Distributions for Cost and Schedule Risk Analysis"
  - Hosted by MCR, LLC – 11 chapter attendees

- **March 2011**: Mr. Bill Barfield of Quantech Services, Inc. presented: "Using Regression Equations to Determine CERs for Software Development"
  - Hosted by MCR, LLC – 42 chapter attendees

- **April 2011**: Mr. Steven Oxman of the Naval Center for Cost Analysis presented: "IT Architectures and Their Relationship to Cost"
  - Hosted By Technomics, Inc. – 42 chapter attendees
2011 Luncheon Presentations (cont’d)

- **May 2011:** Dr. Brian Flynn of Naval Center for Cost analysis presented: "Development and Application of CV Benchmarks"
  - Hosted By Technomics, Inc. – 32 chapter attendees

  - Hosted by MITRE Corporation – 37 chapter attendees

- **September 2011:** Mr. Kyle Thomas and Ms. Belinda Nethery of TASC, Inc. presented: "The Infrastructure Service Provider (ISP) Cost Model"
  - Hosted By TASC, Inc. – 37 chapter attendees
2011 Luncheon Presentations (cont’d)

- **October 2011**: Mr. Michael Thompson of MCR, LLC presented: "A Cost/Price Journey Through the World of Winemaking"
  - Hosted By MCR, LLC – 16 chapter attendees

- **December 2011**: Mr. Kevin Cincotta and Ms. Colleen Craig of Technomincs, Inc. presented: "Contract Pricing"
  - Hosted by Technomincs, Inc. – 29 chapter attendees

Thank you for hosting our Luncheon Meetings!
- MCR, LLC
- MITRE Corporation
- TASC, Inc.
- Technomincs, Inc.
Upcoming 2012 Luncheon Presentations

- **January 2012**: Mr. Brian Welsh and Ms. Angela Camp of Technomics, Inc. presented earlier today: "Data Normalization and Inflation"

- **Upcoming Presentations**:
  - "Testing S-Curves for Reasonableness," by Coleman, Braxton, Lee, Flynn (date TBD)
  - "An Elicitation Method to Generate Minimum-Bias Probability Distributions," by Marc Greenberg (April 2012)
  - "Development of Work Breakdown Structures" by Neil Albert (date TBD)
  - "Probability Distributions for Risk Analysis," by Peter Braxton (date TBD)
  - And many more...

If you would like to give a luncheon presentation, or if you know of anyone who would like to do so, please contact your Program Chair, Tim Anderson
Chapter Vice President – Meghan Kennedy
Recent SCEA member survey

- Primary reason for joining SCEA is for training and professional development
- Majority of respondents were satisfied with current SCEA training/development efforts

Training Topics

- SCEA Exam\CEBoK Modules
  - Cost Estimating – Basics, Techniques, Parametrics
  - Data Collection/Normalization
  - Inflation
  - Analytical Methods/Math – Learning Curves, Regression, Risk, Probability and Statistics
  - Specialized Cost Estimating – Manufacturing, software
  - Applications – Economic Analysis, EVM, Contract Pricing, Cost Management

- Any specific topics to focus on? Which are the most difficult?
- Topics outside of exam preparation?
Training Activities

 Certification Training Approach

 Traditional: 1-2 day-long sessions on a Saturday covering a few CEBoK modules via presentations

 Potential New: 4-8 morning “drop-in” sessions on a Saturday to ask questions and work practice problems at individual pace

 Issues: Requires low cost venue(s), need several certified volunteers to facilitate

 Benefits: Can cover any area where one needs specific help, more offerings = more opportunity to attend

 Would like to hold at least 1-2 “drop-in” sessions or 1 day-long training prior to the next exam offering in April

 Please contact me with thoughts, suggestions, etc: vicepresident@washingtonscea.net
Multi-faceted Approach

Membership – understand members and their needs using survey results

Training – providing increased opportunities for certification training as well as current happenings through luncheon program

Networking – provide opportunities for members to meet with the greater cost community to share ideas

Communication – improving communications using newsletter and improved website
Summary

- Improve the quality of the Washington members by offering valuable training
- Promote new membership to participate in the chapter with emphasis on younger members
- Promote communications through e-mail, electronic publications, and seminars
- Provide networking opportunities and avenues for recognition for achievement
Keynote Address

Bill Haseltine

SCEA/ISPA Integration
Washington Metro Chapter
2011 Awards Process

• Call for Nominations – Nov 18
• Extended Deadline – Dec 9
• Final Cutoff for Nominations – Jan 10
• Selection process
  • For 4 of 5 awards – committee selection (Deb Lehman, Joe Wagner, Rich Hartley, Bill Stranges)
  • Best Luncheon award based on votes by attendees
• Chapter winners forwarded to National for awards at the National level
Best Luncheon Presentation
2011 Nominees

- Mr. John Neatrour, “Fat-Tailed Distributions for Cost and Schedule Risk Analysis”
- Mr. Bill Barfield, “Using Regression Equations to Determine CERs for Software Development”
- Mr. Steven Oxman, “IT Architectures and Their Relationship to Cost”
- Dr. Brian Flynn, “Development and Application of CV Benchmarks”
- Mr. Kyle Thomas and Ms. Belinda Nethery, “The Infrastructure Service Provider (ISP) Cost Model”
- Mr. Michael Thompson, “A Cost/Price Journey Through the World of Winemaking”
- Mr. Kevin Cincotta and Ms. Colleen Craig, “Contract Pricing”
Best Luncheon Presentation
2011 Winner

“The Infrastructure Service Provider (ISP) Cost Model”

Date of Presentation: 9/21/2011

Kyle Thomas    Belinda Nethery
Team Achievement 2011 Nominees

Program Executive Office (PEO) Integrated Warfare Systems (IWS) 2.0 Cost Analysis Team – Technomics
- Joseph Caico, Michelle Petre, Robert Pownall, Chris Seat, Travis Manning, Brian Torgersen, Andrew Busick, Laurie Calzadilla, Ashlin Smith, Randall Lantz, Angela Camp, Emily Foglia, Alexia Ioannaou, Jack Howard

U.S. Navy Visibility and Maintenance of Operating and Support Costs (VAMOSC) database team – NCCA
- Mike Carey, Kevin Neary, Don Clarke, Anupam Kumar

Logistics Requirements and Funding Summary Cost Estimating Tool Team – Booz Allen Hamilton, Inc.
- Charles Gu, Jeremy Eden, John Ko, James “Blake” Boswell, Zachary Pryor, Sara Weinstein

JPEO CBD, PS&I, Cost Analysis Support Team – Kalman & Co, Inc.
- Asha Dachepalli, Dipali Amin, Sandi Cole, Scott Willette, Jon Kilgore
Team Achievement
2011 Winner

Logistics Requirements and Funding Summary Team
Booz Allen Hamilton, Inc.

Charles Gu
John Ko
Zachary Pryor

Jeremy Eden
James “Blake” Boswell
Sarah Weinstein
Leadership/Management
2011 Nominees

- Ben Costley – Tecolote Research, Inc.
- Virginia Stouffer – LMI
- Dipali Amin – Kalman & Company, Inc.
Leadership/Management
2011 Winner

Benjamin F. Costley
Tecolote Research, Inc.
Technical Achievement 2011 Nominees

- Kevin Cincotta – Technomics, Inc.
- Jennifer Swartz – Kalman & Company, Inc.
Technical Achievement
2011 Winner

Kevin Cincotta
Technomics, Inc.
Junior Analyst
2011 Nominees

- Colleen Craig – Technomics, Inc.
- Kirsten Schulte – TASC
- Marcus Palmer – Jacobs Technology Strategic Solutions Group, Inc.
- Dustin Hilton – Kalman & Company, Inc.
- Michael Mender – NCCA
- Angelica Villarreal - AFCAA
Junior Analyst - 2011

Angelica Villarreal
AFCAA
Membership Questions?