



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*



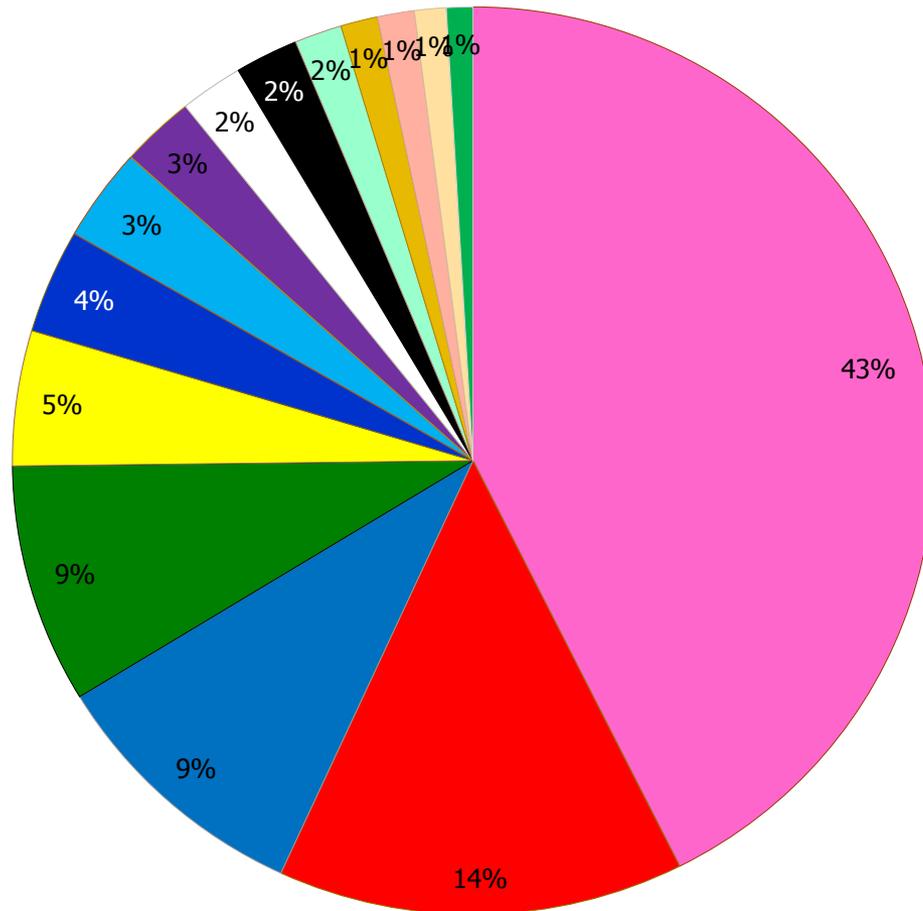


⌘ Membership Officer – Jennifer Swartz



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>***

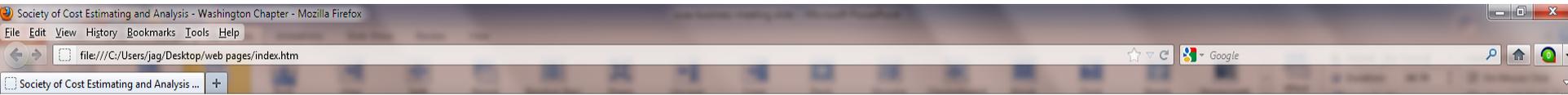
⌘ **Announcements of upcoming local chapter events**

⌘ **Archive of past luncheon presentations**

⌘ **Sign up for email notices**

⌘ **Sign up for national membership**

Current Website



Last Updated: 8 Jan 2012

To sign up for chapter E mail, [Click Here](#)

[Upcoming Events](#)

[Membership](#)

[Presentations](#)

[National Organization](#)

[Cost Resource Links](#)

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 (USSOCOM)

ANNUAL AWARDS CEREMONY!

FREE REFRESHMENTS!

NO COVER CHARGE!

New Version

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file:///C:/Users/jag...20Website/index.htm



Greater Washington Chapter
SCEA
The Society of Cost Estimating and Analysis

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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[Constitution](#)

[National SCEA](#)

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 (USSOCOM)
ANNUAL AWARDS CEREMONY!
FREE REFRESHMENTS!
NO COVER CHARGE!

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.

Membership Page

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[Cost Resources Link](#)

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](#).

Join the **Washington Area Chapter of SCEA**
email list

Email:

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](#).



⌘ 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

- ⌘ June 2011: **Mr. William Taylor** of *Department of Homeland Security* presented:
"Cost Estimating Outreach: First Year Experiences of a New Team"
 - ☒ 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 *Technomics, Inc.* presented:
"*Contract Pricing*"
 - ☑ Hosted by Technomics, Inc. – 29 chapter attendees



Thank you for hosting our Luncheon Meetings!

MCR, LLC
MITRE Corporation
TASC, Inc.
Technomics, 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



Training Activities

⌘ 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 Neatrou,** *"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. William Taylor,** *"Cost Estimating Outreach: First Year Experiences of a New Team"*
- ⌘ **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 (VAMOSOC) 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 Dachehalli, 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
Tecalote 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?