

NATIONAL Estimator

The Society of Cost Estimating and Analysis

Fall 2006

In this issue ...

- Updates from the President, Editor,  Training Director, and National Office
- Certifications Offered by Cost Estimating Organizations
- SCEA-2006 — A Huge Success!



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NATIONAL Estimator

The Society of Cost Estimating and Analysis

A non-profit organization dedicated to improving cost estimating and analysis in government and industry and enhancing the professional competence and achievement of its members.

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President's Letter

by *Daniel Nussbaum, SCEA President*

We had a very exciting and successful conference in Washington this past June, and kudos go to our wonderful and hardworking professionals: to Chairperson **Mel Etheridge**, who is our triple-threat guy who does it all (and my earnest thanks go to him); to all the Track Chairs for their incredibly hard work and excellent programs; to the SCEA Training Committee consisting of **Peter Braxton** and his team, who again brought the finest in training to our community; to **Paul Marsden** for organizing the SCEA Awards Program; and to **Frank Flett** who organized the Best Paper Competition.

More than 320 members of the cost estimating community attended, presenting 54 papers in Software & Information Technology, Risk, Methods & Models, Experiences & Lessons Learned, and Management Tracks. As in years past, the SCEA Training Tracks were well attended and received. This year's Training Workshop was expanded to three tracks of Fundamentals, Practitioner, and Integration and included 38 presentations.

This year's conference featured two outstanding keynote speakers: **Stan Soloway**, who heads the DC-based Professional Service Council, and **GEN Paul Kern**, USA(Ret), who reported on an important review of DoDs procurement process. Both speakers brought powerfully insightful perspectives to our attendees.

Our next National Conference is in New Orleans, LA, on June 12–15, 2007. **Bill Haseltine** is hard at work to make this a wonderful professional experience, and he has the support of board member **Dave Graham**. I urge you to drop Bill a line (haseltinew@mindspring.com) to offer your support. Bill would also be delighted to hear from you if your company can offer sponsorship for one aspect or another for the conference. For example, would your company want to provide printing services or CD production services?

Don't Miss the IPM Conference

For over a decade, we have co-hosted this annual conference with PMI-CPM and NDIA, providing an invaluable training opportunity in Earned Value and other financial and programmatic control mechanisms to the program management community. **Dave Graham** of NASA has again agreed to develop a SCEA track that links Cost Estimating and EVM. Be sure to reserve the conference dates of November 6–8 in your plans. The IPM Conference is being held at a new venue, the Hilton Mark Center in Alexandria, VA. Information is available at www.sceaonline.org.

Board Initiatives

We have several important initiatives approved by the SCEA Board and currently underway:

- Expanding CostPROF as part of creating a Cost Estimating Body of Knowledge (CEBOK). **Peter Braxton** (Director of Training, peter.braxton@ngc.com) is in charge, so please tell him your thoughts.
- Upgrading our Web page (www.sceaonline.org), including a members-only section. **Robyn Kane**, **Dave Stamm**, and **Don Clarke** are making it happen.
- Enhancing relations with ISPA. As I previously reported, we are working in three areas: joint conferences, joint ISPA–SCEA National Office, and joint *ISPA-SCEA National Journal*. Our team of **Peter Andrejev**, **Bob Carlton**, and **Neil Albert** have my admiration and respect as they attempt to make progress in these areas.
- Appointing **Dick Coleman** as Director of Research, responsible for creating a searchable database of papers and appropriate documents; developing programs for encouragement of authors and research; and establishing guidelines for presentations and formal papers and Best Paper evaluations.

NEW! SCEA Corporate Sponsor

The **Boeing Company** has become a SCEA Corporate Sponsor, committed to encouraging SCEA Membership, CCE/A Certification, and other aspects of CCE/A's program to the worldwide Boeing professional cost estimating community. This partnership is a milestone for SCEA, as it validates the ideas, standards, and products that we bring to the professional community as well as helping grow our membership base. Congratulations to **Elmer Clegg** in our National Office and **John Griffin** at Boeing Corporate headquarters who worked untiringly to bring this effort home.

Closing Thoughts

I want to take a moment to recognize the retirement of a good friend and colleague, **Joe Hamaker**, who has been a keystone of NASA cost estimating for many years. Joe's accomplishments have been critical to advancing the cost estimating profession at NASA, and I wish him the best in the next phase of his adventure.

I look forward to seeing you in DC for the IPM Conference and in New Orleans for our National Conference.

Letter from the Editor

by Joe Wagner, National Estimator Editor



Fall has arrived, which means we are approaching the annual Integrated Program Management Conference from November 6th through 8th. New this year is the location — at the Hilton Alexandria Mark Center in Alexandria, VA. SCEA is one of the sponsors of this conference, and much of the program content is very relevant to our community. Our National Office staff also plays a major role in putting on the conference, and you will find registration information on the SCEA Web site — www.sceaonline.org.

Certifications

You may note that we have an article this issue on professional certifications. It is this general interest kind of article and information that we welcome from the SCEA membership. We urge you to let us know if you have material you think would inform and entertain our readers. Articles long or short on any topic are welcome for consideration. We'll do our best to publish.

Mini-Meetings and Conference News

Once again, my thanks to the chapter officers and activists who have submitted articles on their activities for this issue. Particularly impressive is the mini-conference held by **Joe Puckett** and the **New England Chapter** this summer. It is a constant joy to see how much time and effort the SCEA membership will put into meeting the needs of our professional education and training.

You will see information in this issue on our next SCEA Conference, to be held in New Orleans next year. The hotel and those associated with the Conference are doing everything possible to ensure a successful visit by SCEA members. Conference Chair for 2007 **Bill Haseltine** and his volunteer staff, as well as the National Office Staff, are working more closely than usual with the New Orleans contacts to be certain that every aspect of the conference is a positive and enjoyable experience for everyone.

Remembering September 11, 2001

Finally, as I write this, we have just passed the fifth anniversary of 9-11. Here in the shadow of the Pentagon, the events of that day were remembered in commemorations, speeches, and symbols:

- My drive to work on the interstate carried me under a long series of American flags, mounted on the overpasses above the highway with messages of hope and determination, as they did five years ago.
- I watched the giant flag that draped from the Pentagon after the attack re-hoisted to the side of the building and saluted by the Vice-President, the Secretary of Defense, and an audience of 500 others who were in the Pentagon or lost loved ones that day.
- I see, every day, people who were wounded or suffered when the Pentagon was attacked and yet daily come into that building to commit themselves to their job and our defense.

For those of you working with Defense Department staff or on a Defense contract, the next time you have a meeting to discuss the latest cost estimate, think about saying thanks.





Training Corner

by Peter Braxton, Director of Training, Peter.Braxton@ngc.com

First

of all, let me introduce myself to those of you who don't know me: My name is Peter Braxton, and I have been a full-time analyst at TASC (now Northrop Grumman Information Technology – Intelligence Group) since 1998. My specific interest in training at SCEA was piqued when I attended the conference training programs at San Antonio in 1999 and Manhattan Beach in 2000, and I was asked by **Fred Blackburn** and **Dick Coleman** to lead TASC's response to SCEA's request for information (RFI) for training course material development in November 2000. TASC was selected to develop what became the acclaimed Cost Programmed Review Of Fundamentals (CostPROF™), under the leadership and vision of Director of Training and Past President **Frank Flett** and President **Dan Nussbaum**, and I served as managing editor for that effort. When Frank was ready to step down in 2004, having achieved sales of CostPROF™ to more than recoup SCEA's investment, I was fresh off my first stint as Conference Training Chair (Manhattan Beach, 2004) and volunteered for the job. Since then, I have served as a non-voting member of the Board as Director of Training.

Training Opportunities

The world of cost estimating and analysis training is abuzz. Organizations like Mitre, Boeing, and Northrop Grumman are using CostPROF™ for internal training. SCEA is conducting training externally for organizations like the National Aeronautics and Space Administration (NASA) and Institute for Defense and Government Advancement (IDGA). SCEA Chapters are running their own training events. Each of these will be highlighted in a future installment of Training Corner, but for now, I'd like to pass on the exciting news of conference training and the CostPROF™ update.

- **SCEA 2006 Conference:** The training program at the 2006 SCEA conference in Tysons Corner, VA, was a tremendous success. By adding a third training room, we were able to expand to 36 sessions (from 23 at Denver in 2005) across three content areas: a Fundamentals track in the Conference Theater based on CostPROF™ and preparing attendees to sit for the Certified Cost Estimator / Analyst (CCE/A) exam; a Practitioner track to enable more in-depth treatment of key topics; and an Integration track, with important areas related to cost such as earned value management (EVM), risk management (RM), and schedule analysis. My sincere thanks to track chairs Laura Frieze and Savita Choudhry and all the instructors who volunteered their time to put on such a quality program.
- **CostPROF™ Update:** Once again showing its commitment to the community, the SCEA board of directors has earmarked funding for an update of the CostPROF™ materials. In moving toward the Cost Estimating Body of Knowledge (CEBoK), we are planning both "vertical" enhancements to the content of the 16 modules and "horizontal" enhancements to both teaching and learning resources (a solution key for the student exercises, and course and lesson plans) and integrated references (a detailed outline, glossary, bibliography, and cross-indices). By the time you read this, SCEA should be on contract with TASC to deliver this update.
- **SCEA 2007 Conference:** We are excited about the conference next June in New Orleans, which will feature the first-ever joint training with the International Society of Parametric Analysts (ISPA). I will be working over the next months to coordinate with ISPA's Director of Training, Doug Druley, to ensure that the sessions will cover our highly overlapping bodies of knowledge and prepare students for both certification exams.

I am honored to serve as your Director of Training. If you have any questions or feedback on CostPROF™, the conference training, or any of our other training plans and activities, please do not hesitate to contact me directly at Peter.Braxton@ngc.com. I look forward to sharing more with you in future issues of the Estimator. Stay tuned!



"(From left to right) Mitch Robinson leads SCEA Certification exam overview. Jeff Wootton leads a class. Students take a closer look after a Fundamentals training class."

SCEA National Office Operations

by Elmer Clegg



Greetings

from the SCEA National Office! Lenny Cheshire and I have been sharing responsibility for the office for 10 months now, and we greatly enjoy the opportunity to interact with and assist you, the membership. We've gotten to know many of you through phone interaction, processing your memberships and certification applications, discussing CostPROF™, Conference content, or Chapter activities or just reviewing benefits of SCEA membership. Since Lenny and I are both retirement age, work for the stimulation of accomplishing things, helping others achieve, and have respect for the mission of SCEA, I think we're well suited for the tasks at hand. We're here to help you get the most out of your membership and to assist the Board in guiding SCEA through a period of growth and increasing stature in the field of Cost Estimating and Analysis. So don't hesitate to call or email with questions or when you encounter a problem of any kind.

When I was first approached about joining SCEA, and coming from a marketing and sales management background, I thought, "Cost estimating and analysis, now how much fun can that be?" As I suspected, there are many highly educated, talented, and experienced people in the field who have years in the profession and have honed superior analytical skills. What I didn't realize was how great the need and demand is for these skills in every technical or complex business and government organization. Opportunities abound for the younger generation entering the field, and there is great competition for top talent. With that comes challenge and opportunity for SCEA and everyone associated with the Society to increase the professionalism, technical skills, and breadth of vision of those working in the field. Each of you can play a part by furthering your own personal development through training and certification, by becoming not only a member of a SCEA Chapter but a leader in programs and activities, and by taking an active role in Regional and National Conferences.

Personal Reflections on the SCEA Conference

Our SCEA National Conference in June was quite a learning experience and a great success. I was impressed with the enthusiasm and attentiveness of the participants and the professionalism of the speakers. It was a pleasure working with **Mel Etheridge**, Conference Chairperson, and all of us who supported the Conference enjoyed the experience. The amount of logistical work required to prepare and conduct a successful conference is daunting, but when it all comes together, it's a great feeling. Thanks to all who attended and supported the conference as exhibitors and sponsors, and thanks to **Linda Apodaca**, former SCEA employee, who assisted on key elements of conference preparations. Her experience was invaluable.

I was greatly impressed this past spring interacting with **Donna Gravely** and the group from Florida Northwest who were starting up our newest Chapter. Then I had the opportunity to meet many of the Chapter members at the National Conference and witness their enthusiasm first hand. They are committed to success, and we wish them the best.

Also at the conference, I got to chat with our three National Award Winners for 2006: **Candace Hendrickson**, **Marc Barden**, and **Richard (Allen) Atwell**. I shared Candy's excitement, when she said, "Five years I worked on that project, and this makes it all worthwhile!" Allen introduced me to his family, who were in the audience and shared his excitement. Recognition for hours invested and results

Our SCEA National Conference held in June 2006 was quite a learning experience and a great success....I was impressed with the enthusiasm and attentiveness of the participants and the professionalism of the speakers.

accomplished and nomination by fellow chapter members — there's nothing more motivating. Congratulations Candace, Marc, and Allen!

IPM Conference in November

We were still wrapping up the SCEA Conference finances when preparations for the November Integrated Program Management (IPM) Conference kicked up in earnest. The IPM Conference, sponsored by SCEA, PMI-CPM, and NDIA and probably the best Earned Value Conference available, is in its 18th year. In 2005, we had more than 800 attendees, and interest in EVM is even greater this year with the mandate spread across the Federal Government and to Contractors as well. Exhibit booths and sponsorships are almost sold out as we go to press, so give me a call if your company is interested in participating (703.751.8069). We could also use some volunteers to help fill bags and assemble materials. If you are in the DC area and could contribute some time in support of SCEA, call the National Office.

Interest in
SCEA Certification
has increased
substantially
in the past year,
with processed
applications
in 2006
up 30% over
2005 numbers.

Certification on an Upswing

It has been rewarding to work with **Peter Braxton** and to learn about what a great product for the times CostPROF™ is. It has also been stimulating to talk to people who call to inquire on how to prepare for Certification — people like **Alessandro Pinheiro Silveira** from Brazil and **Kosgahamula Jayasuriya** from Qatar, using CostPROF™ to help prepare for Certification on their own. Lenny and I both have enjoyed working with the many chapters who have sponsored CostPROF™-based training sessions for our members. Interest in SCEA Certification has increased substantially in the past year, with processed applications in 2006 up 30% over 2005 numbers.

Lenny has also processed a steady flow of recertification applications throughout the year. To remind certificate holders of their upcoming 5-year expiration, he started sending out notification when holders enter the last year of the certification period. This notification will help them in preparing their files for the recertification application and should lead to more renewals and fewer CCE/A holders dropping from the rolls.

As final notes on CostPROF™ and Certification, it was rewarding to see the Board pledge major funding for development of an enhanced follow-on product to CostPROF™, which should be available in 2007. Lets also give a big thanks to **Mitch Robinson**, Director of Certification, who reviews all applications, develops and scores tests, and communicates results to CCE/A Exam takers and to **Bob Carlton**, Director of Recertification, who evaluates recertification applications. Big jobs for volunteers! The scheduled November Certification Exam will have close to 50 participants, and the application deadline has passed. If you are interested in taking the exam, the next scheduled dates are April 7, and June 16, 2007.

SCEA's First Corporate Sponsor

A very rewarding experience for me this year was working with **Dan Nussbaum** and members of Boeing's Corporate Cost Council on an alliance that we are calling a SCEA Corporate Sponsorship. Boeing is SCEA's first partner in this endeavor. While some people would take the word "sponsorship" to mean financial support, our Corporate Sponsorship program is not financial in focus. Boeing, like many organizations, recognizes the importance of cost estimating and analysis as skill sets that are critical to future success of its enterprise. They have agreed to endorse SCEA membership, Chapter participation, and Certification and to encourage Boeing employee involvement. While Boeing was already a big supporter of SCEA, the new agreement signed in June is leading to increased SCEA membership and certification activity. Thanks to **John Griffin** of Boeing's Corporate Staff for his teamwork in crafting the agreement. SCEA is actively seeking other Corporate Sponsor organizations that are prepared to adopt SCEA's programs and certification process as endorsed standards in the cost profession.

Progress in the National Office

Behind the scenes, Lenny and I have been working diligently to improve business processes and file integrity at the National Office. We can now report that our data-bases on membership, certification, and CostPROF™ are current and accurate (we think). Our finances and reporting obligations are in order, we are finding ways to lower our costs of running the business aspects of SCEA, and we are able to forecast cash flows. Don Clarke, who manages our telecommunications and internet presence, has completed rehosting and is in the process of redesign of our Web site. He revamped our ecommerce for Conference Registrations and implemented a membership listing. He is working to improve access to Chapter information and plans to implement a member domain that will give privileged access to certain documents and permit online updating of personal information.

This year has been one of progress for SCEA and the National Office. We look forward to hearing from you and hope to provide you with outstanding professional service.

*This year
has been one
of progress
for SCEA and
the National Office.*

CostPROF™ The perfect way to prepare for the
**CCE/A Certification Exam offered
at the IPM Conference!**

Whether you are a seasoned analyst looking to refresh your skills to take the Certified Cost Estimator/Analyst examination or an intern, newly introduced to the field, CostPROF™ modules provide you with an all-inclusive collection of study materials that will help you attain your professional education goals.

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For more information, contact Elmer Clegg at 703.751.8069 or elmer@sceaonline.net

2007 Joint ISPA-SCEA International Conference & Workshop

The Marriott New Orleans, New Orleans
June 12 – 15, 2007

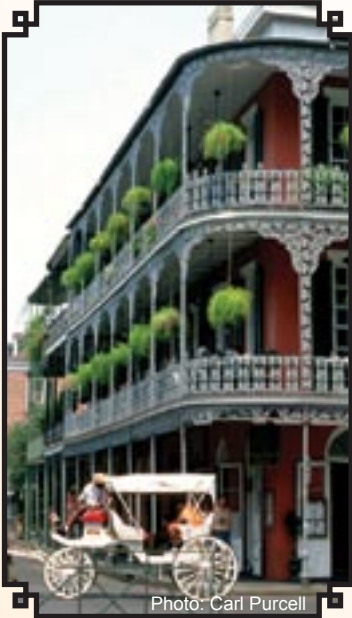


Photo: Carl Purcell

MARK YOUR CALENDARS NOW! The 17th Annual Conference for the Society of Cost Estimating and Analysis and the 29th Annual Conference of the International Society of Parametric Analysts will combine to bring the cost community together in New Orleans, LA. The conference will consist of Conference General Sessions with well-known Keynote Speakers and Innovative Panel Sessions, Training Classes, Informative Workshops and Exciting Vendor Exhibits. This will be the one cost conference not to miss, with something to appeal to everyone

2007 Call for Papers

We invite you to actively contribute to our 2007 International Conference and Educational Workshop to be held in New Orleans, LA, June 12 through 16, 2007. We are seeking papers and presentations covering a wide variety of cost estimating and cost analysis topics including:

- Hardware Estimating
- Environmental Cost Analysis
- Health Care Cost Analysis
- Contractual Environment
- Information Revolution
- Cost as an Independent Variable
- Software Development
- Transportation Cost Analysis
- Decision Making
- Risk Analysis
- Integrated Product Teams
- Communications Cost Analysis
- Life Cycle Cost Analysis
- Activity-Based Costing
- Parametric Estimating
- Subcontract Cost Analysis
- Cost Estimating Models
- And Many Other Topics!



Photo: Carl Purcell

Prospective speakers should submit via email a 100-word abstract and speaker biography with their name, address, phone number, fax number, and e-mail address no later than 31 December 2006. Submit abstracts to Bill Haseltine at haseltinew@mindspring.com. Abstracts longer than 300 words will not be considered. In order to be included in the program, selected papers and/or presentations must be submitted electronically to Bill Haseltine at haseltinew@mindspring.com and the SCEA National Office at scea@sceaonline.org NLT April 30 2007.

Fee Schedule

The fee schedule, for registrants of this year's conference received prior to June 5 2007, is as follows:

Paid Member of ISPA or SCEA	\$ 825
Non Member	\$ 900
Government	\$ 825

A Group Rate of \$750 per attendee is offered to organizations having five or more attendees. Please contact the SCEA National Office to sign up for group rates. Walk-up registration, on or after June 6 2007 is available for an additional charge of \$150.

Cancellations received before June 5, 2007 will receive a refund, less a \$150 cancellation fee. No refunds for cancellations received on or after June 6, 2007. Substitution are welcome in lieu of cancellation! All Registration will be through the SCEA business office. For more information, go to www.ispa-scea.org or contact SCEA at scea@sceaonline.net or call 703.751.8069.



Photo: Ann Purcell

General Session. Leaders in their fields are invited to discuss topics of interest to all the cost estimating and cost engineering community.

Training Program. The highly acclaimed annual SCEA Training Program will be taught by outstanding academicians and practitioners. In addition to a thorough review of the basics and the latest state-of-the-art of cost estimating and analysis, there will be a comprehensive coverage of Earned Value Management, the use of and application of Parametrics in the estimating challenge, as well as ISPA's popular review of the authoritative Parametric Cost Estimating Handbook. The training program is an excellent introduction for those new to the profession and of equal value for the seasoned practitioner to refresh and expand his or her skills. Continuing Education Units (CEUs) approved by IACET are awarded for each course attended. This program is also of particular value for individuals planning on sitting for the Certified Cost Estimator/Analyst (CCE/A) examination or ISPA's Certified Parametric Practitioner CPP examination.

Professional Paper Presentations. This conference regularly attracts more than sixty professional papers presentations grouped in the following representative tracks:

Information Systems	Cost Estimating
Risk	Methodology and Models
Acquisition Reform	Earned Value Management
Applications	Software
CAIV	

If you wish to present a paper, get your abstract in early to the workshop chair (see call for papers below) as the tracks fill up quickly.

Panel Discussion. There will be a panel discussion after the Wednesday and Thursday opening sessions and keynote speakers. Panels will be composed of recognized experts and practitioners in the field selected for the topic. The topics will be selected from among a list of contemporary initiatives of interest to our attendees. If you have an interesting topic to propose for 2007, send an abstract to Bill Haseltine at haseltinew@mindspring.com.

Conference Facility

The Marriott New Orleans at the Convention Center is one of the newest premiere facilities in New Orleans. It is within walking distance of the French Quarter, D-Day Museum, Canal Street Car, Riverwalk Shopping Center, Harrah's Casino, and restaurants. The hotel has high-speed Internet connections in the guest rooms, wireless access in public areas, a health club and roof-top swimming pool.

The conference rate has been negotiated as equal to the Federal Joint Travel Regulation rate. Be sure and ask for the ISPA-SCEA rate when you book your reservations. Rooms will go fast – make sure you book early! If you book by 1 April 2007, Marriott will provide complimentary in-room movies.

Exhibitor, Supporter, & Sponsorship Opportunities

We are offering new opportunities to support this conference as an exhibitor, supporter, or sponsor. We offer varying levels of recognition, prominent display, acknowledgement, preferred exhibitor space, discounted registration, and more with three sponsorship levels: silver, gold, and platinum.

For More Information

Contact **Bill Haseltine** at Tecolote Research, Inc., 3244 Stonebridge Trail, Valrico, FL 33594 • phone 813.655.9566 • fax 813.655.9566 • haseltinew@mindspring.com • www.ispa-scea.org



Photo: Richard Nowitz



Photo: Ann Purcell



Photo: Richard Nowitz



18th Integrated Program Management Conference

NEW
LOCATION!

Hilton, Alexandria, Mark Center, Alexandria, VA
November 6–8, 2006

Don't Miss...

- Special Guest Speakers
- Professional Education Training Seminars
- Practice Symposia
- Topical Workshops
- Tool Tracks
- Networking Opportunities

Don't Forget...

Ask for the ***IPM Conference rate*** when you make your hotel reservations.

Details...Details...Details

- **Location** —Hilton, Alexandria, Mark Center, Alexandria, VA
- **Hotel Reservations** — Call 703.845.1010 and be sure to ask for the ***IPM Conference rate***.
- **Conference Fees**
Before October 16, 2006 \$650
After October 16, 2006..... \$700
- **General Conference Information**
www.pmi-cpm.org or call 703.370.7885
- **Exhibiting Information**
Email Elmer Clegg at Elmer@sceaonline.net
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The Society of Cost Estimating and Analysis

2006 IPM CONFERENCE
18TH ANNUAL INTERNATIONAL INTEGRATED PROGRAM MANAGEMENT CONFERENCE
Co-Sponsored by CPM, NDIA, & SCEA

NOVEMBER 6-8, 2006

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CONFERENCE REGISTRATION FEES

☐ \$650 Early Registration Fee

☐ \$700 Late Registration Fee (Received after October 16, 2006)

Assume your attendance is approved. No advance confirmation will be made. Registrants who determine that they cannot attend **must make notification in writing and fax it to (703) 243-8539, attention Meredith Kyttle**. They will receive refunds of the **registration fee minus a \$100 cancellation fee**.

No refunds will be offered for cancellations after 5:00 p.m. EST, 27 October 2006.

Substitutions may be made at any time.

Method of Payment:

☐ Check # _____ (make checks **payable to NDIA** and indicate **EVENT # 7IPM**)

☐ Purchase Order # _____

☐ Credit Card

Circle One: Visa MasterCard Diners Club American Express

Account No. : _____ Exp. Date: ____ / ____

Cardholder's Signature _____

Please return response form and payment to:

Meredith Kyttle

NDIA (Event #7IPM)

2111 Wilson Blvd, Suite 400

Arlington, VA 22201-3061

Phone: (703) 247-2561

Fax: (703) 522-1885

E-mail: mkyttle@ndia.org

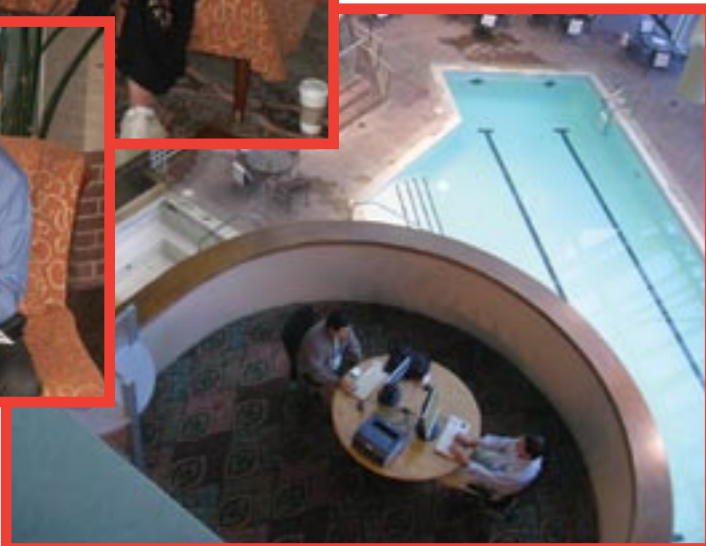


2006 SCEA Annual Con

Networking



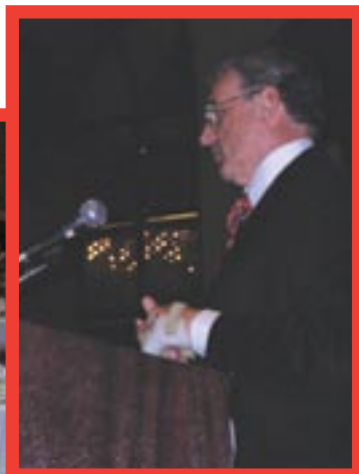
Meeting old friends and colleagues is great, but you still have to keep up with work back home — at least the view of the pool is relaxing!



Exhibiting



Learning



Morning General Sessions draw attention and lots of coffee, with keynote speakers informing general session attendees about the latest in cost estimating.

ference & Training Workshop



Exhibitor information booths offer information and interaction between sessions.



SCEA presents awards to the delight of some and the surprise of others.

National Office staff are hard at work making your conference experience the best it can be.



Teaching and learning is the focus of the conference as attendees gleaned information from experts in their fields.



Cost Analysis Positions

Wyle Laboratories Applied Program Support Group is currently seeking qualified professionals for support of Cost Analysis / Cost Estimating activities for the DC Metropolitan area. For 28 years, Wyle Labs has provided a full spectrum of cost estimating and analysis support to the Defense and Intelligence Communities.

Mid and Senior Cost Analyst (Crystal City, VA, Ft. Meade & Pax River, MD)

- Bachelor's degree required. Master's degree desired. Degree(s) should be in Engineering, Math, Science or Operations Research.
- 4+ years experience performing Life Cycle Cost Estimates, cost estimating tool and model development, cost and technical data collection, cost risk analysis and /or earned value management. DoD financial management and cost analysis experience a plus.
- Skills: Proficiency in MS Office applications required. Skill with cost estimating tools such as ACEIT, SEER/SEM, PRICE, COCOMO II and Crystal Ball a plus.
- Space Systems, Major Automated Information Systems (MAIS) and/or Aircraft experience desired.
- Current Top Secret/SCI clearances desired.

Subject Matter Expert / Senior Scientist (Chantilly, VA, Ft. Meade & Pax River, MD)

- 15+ years experience performing cost analysis and estimation of DoD or Intelligence Community acquisition systems.
- Bachelor's degree required. Master's or PhD preferred. Degree(s) should be in Engineering, Math, Science or Operations Research.
- Space Systems, MAIS and/or Aircraft experience desired.
- Current Top Secret/SCI clearances desired.

Wyle Laboratories, Inc. is a 56 year-old company with over 3,000 employees located across the United States. We have a strong history of providing independent and reliable analysis to government and industry.

Applicants selected will be subject to a security investigation and must meet eligibility requirements for access to classified information.

Wyle provides an employee friendly environment and exciting and challenging work with a comprehensive and competitive salary and benefit package. For more information about our Applied Program Support Group and our current job openings see our website at www.wylelabs.com/ts9.html or contact Mary Sue Collins at mscollins@wylelabs.com.

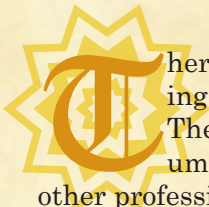
Equal Opportunity Employer M/F,D,V. U.S. Citizenship required



15000 Conference Center Drive, Suite 1007, Chantilly, VA 20151

Certifications Offered by Cost Estimating Organizations


Donald S. Remer, Ph.D., P.E., Karen M. Ahle, Kevin J. Alley,
John F. Silny, and Karen Hsin



There has been an increasing trend in professional and engineering circles to place greater emphasis on official credentials. These credentials commonly come in the form of certificates – documented recognition by a professional body that an engineer or other professional has the qualifications and technical knowledge to be a practitioner in that field. These certificates are somewhat analogous to merit badges in scouting – the certification is evidence that the holder has a certain minimum level of competence in the subject area. This review will help you decide what certifications are applicable to you and the requirements to obtain a certification.

Cost Estimating Certifications Offered in the U.S.

- (1) Certified Professional Estimator (CPE)** — The Certified Professional Estimator (CPE) certificate is offered by the American Society of Professional Estimators (ASPE). The CPE certificate is targeted specifically at construction estimators, and requires a rigorous course of study. Construction estimates for the state of California must be prepared by, or under the direct supervision of, a Certified Professional Estimator. To be eligible to take the CPE certification test, the applicant must have at least five years experience in one discipline of professional estimating (mechanical, electrical, landscaping, etc.) The certification process consists of an educational workshop, writing a 2500 word acceptable technical paper on estimating, and completing two examinations. The educational workshop can be taken either at the ASPE Chapters during November and early December, or online. The first exam, a General Knowledge Exam, is designed to test project management and business knowledge. It is a four-hour exam with over 500 multiple choice and true/false questions on construction topics. A passing grade is 70%. The second exam is a Discipline Specific Test, which tests a specific area of expertise. The ASPE is currently offering exams in: General Estimating, Earthwork, Concrete, Roofing, Drywall Systems, Painting, Plumbing, HVAC Piping, HVAC Sheet Metal, and Electrical. These are eight-hour exams and consist of true/false, multiple choice, and estimating problems. The exams are given throughout the country in March, July, and November. (ASPE, 2006)
- (2) Certified Cost Estimator/Analyst (CCE/A)** — The Certified Cost Estimator/Analyst (CCE/A) certificate is offered by the Society of Cost Estimating and Analysis (SCEA). The Certified Cost Estimator/Analyst certificate is much more general than the Certified Professional Estimator certificate. The body of knowledge required includes estimating in all fields of engineering, not just construction. To be eligible to take the CCE/A exam, the applicant must fit in one of three categories: having (1) a college degree (in cost estimating/analysis or with more than 10 courses in cost estimating and analysis) and two years experience in cost estimating/analysis in a position specifically identified as requiring such; (2) an associate's degree and five years experience as described above; or (3) seven years of experience as described above with submission of a biographical sketch demonstrating education, experience and relevant performance. The exam focuses on various methods of analyzing the cost of a project such as cost-benefit analysis and present worth analysis, as well as estimating models such as parametric estimating and comparison estimating. The exam is four hours long and consists of two parts. The first part is 80 to 100 multiple choice and true/false questions focusing mostly on terminology and concepts. The second part consists of 50 multiple choice questions focusing on calculations and problem solving. A passing score is 70% or more correct. The exam is given twice a year in the spring and fall at the SCEA National Education Conference & Workshop. (SCEA, 2006)



(3) Certified Parametric Practitioner (CPP) — The Certified Parametric Practitioner certification is a new certificate offered by the International Society of Parametric Analysts (ISPA). This certificate provides professional recognition of a practitioner's education, job experience, knowledge, and skills. The first certification test was offered at the May 2002 ISPA Annual Conference in San Diego. To be eligible to take the written examination, the applicant must either have a college degree in a field of study directly related to parametric analysis (or at least ten courses related to estimating) and two years experience performing parametric analysis; an associate college degree and five years of experience in parametric analysis; or seven years of experience in parametric analysis with the submission of a brief biographical sketch demonstrating the applicant's ability or knowledge to pass the examination. The three-hour exam consists of 100 multiple-choice, fill in the blanks, and true/false questions. A passing grade is 75%. The exam is given once annually at the ISPA Conference. (ISPA, 2006)

4) Certified Cost Engineer/Consultant (CCE/CCC) — The Certified Cost Engineer/Consultant certification is offered by the Association for the Advancement of Cost Engineering, International (AACEI). The AACEI was formerly known as the American Association of Cost Engineering (AACE). There are 793 CCE/CCC certified professionals, making this the largest cost estimating certification in our study. This certification is intended to provide official and public recognition

of expertise in the most current skills and knowledge of the cost estimating profession. To be eligible to take the CCE/CCC certification test, the applicant must have at least eight full years in the cost engineering profession (up to four can be substituted for by an engineering degree or a PE license.) To become a Certified Cost Engineer or Consultant, the applicant must pass a 7-hour test, as well as writing a 2,500 word minimum technical paper. The exam consists of 100 multiple-choice and compound questions. A passing grade is 70%. The exam is given twice a year in the summer and winter in various locations around the U.S.

The CCE certification is limited to those with a 4-year degree from an accredited engineering program. Additionally, in some states CCE certified people who are not licensed Professional Engineers (PEs) are not allowed to advertise themselves as having any engineering title (including that of Certified Cost Engineer). This is the purpose of the CCC certificate – to indicate that the holder has met all other requirements for being a Certified Cost Engineer, but either does not have a 4-year accredited engineering degree or is not permitted to use the CCE designation due to not being a licensed Professional Engineer (AACEI, 2006).

In Table 1, we summarize the general information about each certification. The CCE/A certificate, offered by SCEA, has been available since 1990. There are 432 people with this certificate. (Ceshire, 2006) AACEI

Table 1. General information about the certificates.

Certification	Organization Offering Certification	Members in Organization	People with Certification	Certifications Issued (2004)	Certifications Issued (2005)	First Year Certification Offered	Online Registration
Certified Professional Estimator (CPE)	American Society of Professional Estimators (ASPE)	2200	587	48	37	1976	No
Certified Cost Estimator / Analyst (CCE / A)	Society of Cost Estimating and Analysis (SCEA)	1222	432	21	42	1990	No
Certified Parametric Practitioner (CPP)	International Society of Parametric Analysts (ISPA)	280	21	4	NA	2002	No
Certified Cost Engineer / Consultant (CCE / CCC)	Association for the Advancement of Cost Engineering International (AACEI, formerly American Association of Cost Engineers)	5032	570 / 342	34 / 67	161 / 46	1976	https://www.aacei.org/certification/certapplication.shtml

and ASPE have been offering certifications since 1976, much longer than the other organizations. However, these certifications still have relatively small membership, with 912 CCE/CCC certificate holders (Williard, 2006) and 587 CPE certificate holders (Parrish, 2006). The newest certification, Certified Parametric Practitioner (CPP), is offered by ISPA, with the first certification test held in 2002, and currently has only 21 certificate holders. (Brown, 2005)

Continued on page 21.

Table 2. Contact information for organizations with headquarters inside the United States.

Certification	Organization Offering Certification	URL	Phone	Fax	Address	Email Address
Certified Professional Estimator (CPE)	American Society of Professional Estimators (ASPE)	www.aspenational.org	+615-316-9200	+615-316-9800	ASPE 2525 Perimeter Place Dr. Suite #103 Nashville, TN 37214	certification@ aspenational.org
Certified Cost Estimator / Analyst (CCE / A)	Society of Cost Estimating and Analysis (SCEA)	www.sceaonline.org	+703-751-8069	+703-461-7328	SCEA 101 South Whiting St. Suite 201 Alexandria, VA 22304	scea@sceaonline.net
Certified Parametric Practitioner (CPP)	International Society of Parametric Analysts (ISPA)	www.ispa-cost.org	+858-592-5382	+858-592-5420	ISPA CPP Program Fred Tucker P.O. Box 9699 Canoga Park, CA 91309	douglas.druley@ baesystems.com
Certified Cost Engineer / Consultant (CCE / CCC)	Association for the Advancement of Cost Engineering International (AACEI, formerly American Association of Cost Engineers)	www.aacei.org	+800-858-2678	+304-291-5728	AACE International 209 Prairie Ave. Suite 100 Morgantown, WV 26501	info@aacei.org

Table 3. Contact information for organizations with headquarters outside the United States.

Certification	Organization Offering Certification	URL	Phone	Fax	Address	Email Address
Certified Cost Engineer (CCE)	Dutch Association of Cost Engineers	www.napdace.nl	31 33 247 3460	31 33 246 0470	PO Box 1058 3860 BB Nijkerk The Netherlands	napdace@mos-net.nl
Certified Cost Engineer (CCE)	Association of Cost Engineers (United Kingdom)	www.acoste.org.uk	+44 (0)1270 764798	+44 (0)1270 766180	Lea House 5 Middlewich Rd. Sandbach Cheshire CW11 1XL United Kingdom	enquiries@acoste. org.uk
Practicante in Ingegneria Economica (PIE)	Associazione Italiana d'Ingegneria Economica (Italy)	www.aice-it.org	39 02 58304164	39 02 58300106	Via Luigi Castiglioni 120123 Milano ITALY	info@aice-it.org
Ingeniero en Costos (ICC)	Sociedad Mexicana de Ingenieria Economica, Financiera y de Costos (Mexico)	www.smiefc.com.mx	52 56 39 54 25	52 56 39 11 45	Anaxagoras No. 17-101, P.B. Col Narvarte Deleg. Benito Juarez Codigo Postal 03020 Mexico DF MEXICO	smiefc@prodigy.net.mx

New Technology for Cost Estimating

Using Non-proprietary Non-licensed Non-restrictive Software

We are pleased to offer a new way to do parametric cost estimating. Our FlexCosting system is an integrated hardware and software machine to handle medium and large scale estimates. Some of the features include:

- SQL database access with a variety of paths: Internet with encryption, company wide intranet, localized office/department nets, or non-networked laptops. Additional security levels with account/passwords and roles keeps your data base yours.
- Parametric nirvana with the analyst's toolbox containing a rich set of mathematical operators and functions, data points represented with either simple name/value pairs or multi-dimensioned tables.
- FlexCosting supports the ACEIT formats either in native mode or mimicked as Excel spreadsheets. With a few mouse clicks, most FlexCosting models can be transformed into a file readable by ACEIT.
- Produces standard DOD/CEAC reports (Pam92/ Pam11). BCE/ ICE capable.
- No software to install and maintain on your computer. You access the FlexCosting system with a web browser. You use the system by pointing to the web address (local Intranet or Internet). There are no software CD's to install.
- FlexCosting models are not proprietary, not licensed, and not restricted. You may unload a model to a storage device (cd/floppy/disk) for viewing or editing by common editing tools (e.g., Word/ Notepad). Executing the model simply means reloading into the database with a few mouse clicks.
- Managers assign cost teams for concurrent development, without being constrained by geography or organizational structures. Since users are not licensed to FlexCosting software, who uses FlexCosting and where is your business.
- View who/what/when statistics with FlexCosting. Manage multiple cost projects and teams with one or multiple SQL database(s). Control access modes (viewonly, editonly, analyst). See how your system is being used.

As an integrated cost estimating solution, you can buy FlexCost on three models: desktop, laptop, and server. All models offer a nothing-to-install, nothing-to-register, plug-and-cost approach to parametric cost modeling. FlexDesktop contains a desktop tower computer, Monitor,

LAN network switch (for office sharing), Firewall, and fully configured FlexCosting software.

FlexLaptop uses a Dell wireless enabled laptop attached to a LAN switch. (Note that wireless/switch capability is only for user convenience — they are not integral to FlexCosting.)

Unique to FlexCosting, the cost analyst can easily build giant, macro level estimates where the building blocks are complete cost models. The SOS demo model, for example, references costs from 10 other complete models. Audit trail records easily tell the analyst where the numbers came from and when. Simple software bridges are available to grab data from non FlexCosting models (ACEIT, Excel based, or PICES). You can easily build your own data bridge. Finally, referenced data items can include values or documentation.

For a full taste of FlexCosting, we invite you to demo our web site. At <http://guest.flexcosting.com>, the database has a smattering of simple to moderate cost estimates. SOFTWARE is a complete implementation of the Cocomo estimating methodology while SSAT handles a Small Satellite estimate for FREIDA. As a guest, you can not only view, but develop an estimate. The adventuresome can even download a FlexCosting model and load as a native file into ACEIT. The web location <https://secure.flexcosting.com> has the same database as the guest area but uses security features. You would be assigned an account, password, and cookie. All Internet traffic is encrypted with https. Finally <http://sos.flexcosting.com> gets to the giant System-of-Systems area. Here a sample SOS for a spacecraft system is constructed using estimates (both values and documentation) from 10 other complete estimates. SOS type models can in fact be used in even higher levels of abstraction. Yet at any level, the analyst can quickly determine where the underlying data came from and when.

For questions and details, please contact us. We can quickly convert your parametric estimate with FlexCosting.

FlexCosting.com

P.O. 28

Denton, MD 21639

support@flexcosting.com



Table 2 includes information on how to contact the organizations offering each certification. All of the organizations have web sites and e-mail addresses.

Table 3 contains the contact information for the organizations located in Holland, United Kingdom, Italy, and Mexico. These organizations are linked through the International Cost Engineering Council (ICEC, 2006).

Future Work

The authors plan to update this paper periodically. If there are any other applicable cost estimation certificates offered by professional organizations that you feel should be included in the next update, please contact Donald S. Remer at remer@hmc.edu.

About the Authors

Donald S. Remer is the Oliver C. Field Professor of Engineering Economics and Engineering Management at Harvey Mudd College in Claremont, CA, and also a partner in the Claremont Consulting Group. He is a registered professional engineer in California, Michigan, and Louisiana. He does training, coaching, and consulting in the areas of cost estimation, investment analysis, and project management and has trained over 10,000 professionals in these fields. He presents numerous short courses at UCLA as well as on-site courses for companies and government organizations. He has a B.S.E. in engineering from the University of Michigan and a M.S. and Ph.D. in engineering with a minor in business economics from Caltech.

Karen M. Ahle graduated from Harvey Mudd College in Claremont, CA, in May 2002 with a B.S. in engineering. She is working at Honeywell International, an aerospace and defense manufacturer in El Segundo, CA. Her interests are systems integration and hardware development.

Kevin J. Alley graduated from Harvey Mudd College in Claremont, CA, in May 2005 with a B.S. in engineering. He is working at Southwest Research Institute, a nonprofit research institute in San Antonio, Texas. His interests are in business management and law.

John F. Silny graduated from both Harvey Mudd College and Claremont McKenna College in Claremont, Calif., in May 2005 with a B.S. in engineering and a B.A. in economics, respectively. He is working at Raytheon Corp., a defense contractor in El Segundo, CA. His interests are in business and project management.

Karen Hsin graduated from Harvey Mudd College in Claremont, CA, in May 2006 with a B.S. in engineering. Upon graduation, she joined Accenture, a global management consulting, technology services, and outsourcing company in El Segundo, CA. Her interests are in business and project management.

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Current CCE/A Certification Holders as of 20 September 2006



“Current” includes those CCE/A holders who are within the six months grace period. Those whose certification lapsed prior to 20 March 2006 are not included. If you have any questions or believe you should be included on this list, please call Lenny Cheshire at the SCEA National Office, Phone

Last Name	First Name	MI	Cert. Exp.
ABATE	CHRISTOPHER	C	3/18/2009
ADKINS	DONALD	F	3/17/2008
ADLER	TERRY	R	7/1/2011
ALBANO	THOMAS	A	8/1/2011
ALBERT	NEIL		1/1/2011
ALDRICH	GUENEVER	L	6/18/2010
ALDRICH	RICHARD	W	6/18/2010
ALEXANDER	AREVE	B	4/21/2009
ALVERSON	MARY	C	6/30/2006
AMORESE	MICHELLE		11/13/2009
ANDERSON	TIMOTHY	P	6/15/2007
ANNUNZIATO	JOSEPH	C	12/1/2008
APGAR	HENRY	E	1/1/2008
ARMSTRONG	NATHALENE	F	8/15/2010
ARREOLA	RICHARD		4/25/2010
ATLEE	IVRY	T	6/26/2009
AUSTIN	HEATHER	R	6/21/2008
BAIRD	DARLA	K	11/13/2009
BARBER	ELLEN	T	8/1/2011
BARCLAY	DAVID	W	4/14/2008
BARNUM	MICHAEL	G	6/18/2010
BATES	JOHN	L	8/1/2011
BATTLE	RICK		6/16/2011
BAUER	BRIAN		4/16/2009
BAZZY	RICHARD	S	12/31/2006
BECKER	SHEONA	E	6/19/2009
BEENHOUWER	PHILIP	E	11/5/2010
BENNER	DANA	M	4/8/2008
BIELECKI	JOHN	V	6/21/2008
BILLAH	MOSTAIN DARA		1/1/2011
BISHOP	NOEL	D	12/1/2010
BLACK	HOLLIS	M	8/1/2007
BLAKE	CHRISTOPHER		6/15/2007
BLANTON	FREDERICK		12/31/2009
BLAUVELT	NEIL	A	8/1/2011
BOITO	MICHAEL	A	11/15/2007
BOIVIN	JOSEPH	J	6/19/2009
BORN	PAUL	D	12/31/2009
BOULWARE	GARY	W	5/30/2006
BOURBINA	MICHAEL	L	9/12/2006

BRACAMONTE	DAVID	A	11/30/2006
BREDFELDT	JOHN	C	6/1/2006
BRESNAHAN	SAM	L	5/29/2011
BRIDGES	ALICIA	L	1/13/2009
BROMM	FREDERICK	G	12/31/2006
BROWN	THOMAS	W	3/21/2007
BROZYNA	MICHAEL	C	4/1/2010
BRUBAKER	SCOTT	G	8/1/2011
BRUNNER	KURT	R	6/21/2008
BUCHFELLER	GLENN	W	6/15/2007
BURTON	NOEL	A	4/16/2009
BUTTON	MARK	W	4/8/2008
BYBERG	ALICIA		6/18/2010
CALLAGHAN	MARY	A	2/9/2007
CAMAROTE	BRIAN		6/15/2007
CAMDEN	TERRY		12/31/2008
CAMPBELL	RICHARD (ANDY)	A	11/5/2010
CAPITELLI	IAN	M	6/15/2007
CARLSON	MARY	A	1/1/2007
CARLSON	MAYUE	L	6/2/2007
CARLTON	ROBERT	B	4/1/2006
CARNAHAN	TOM		11/15/2007
CASSERLY	CHARLES	E	5/28/2008
CASTRO	JUAN	M	1/1/2011
CAYER	BRETT		6/16/2011
CENZANO	KELLIE	M	2/14/2008
CHAPMAN	DONNA	L	12/13/2009
CHIANG	GEORGE	S	4/1/2006
CHILES	JEFFREY	J	11/13/2009
CHIOTA	ANGELA	S	11/13/2009
CHOUDHRY	SAVITA	R	4/23/2010
CHRISTENSEN	DAVID	S	9/1/2009
CINCOTTA	KEVIN	M	6/19/2009
CINTRON	EDWIN	R	12/16/2007
CLAGUE	DARREN		6/16/2006
CLARK	ROGER KIM		6/15/2012
CLARK	STEVEN	W	3/17/2008
CLAY	MICHAEL	C	6/16/2006
CLINE	DENISE	M	4/1/2009
CLISH	JEFFREY	J	6/18/2010
COKE	COURTNEY	A	8/1/2011
COLCLOUGH	KYLE	J	6/15/2007

CONLEY	ROBERT	J	1/1/2007
CONNER	THOMAS	G	4/8/2008
CONYERS	CRAIG	J	4/8/2008
COOK	CYNTHIA	R	6/15/2007
COOKE	DR. H. SAMUEL		1/1/2011
COON	XIAOGING (CINDY)	R	4/12/2008
COOPERMAN	KEITH	W	1/1/2007
COPELAND	MICHAEL	S	4/1/2006
CORWIN	GERALD	W	1/1/2007
COULSON	ROBERT	W	11/13/2009
COUTAVAS	SPIROS DENNIS		4/12/2008
COX	ANDREW	S	8/31/2006
CRAIG	ROBERT	J	6/1/2006
CROWELL	JIMMIE	C	11/13/2009
DALTON	CHRISTOPHER	S	11/5/2010
DALY	BRYAN	A	6/18/2010
DAO	THUHA	N	4/8/2008
DAUGHERTY	CATHERINE	H	4/23/2010
DAVIS	JACK	M	2/26/2011
DAVIS	JAMES	S	2/14/2008
DEAN	DANIEL		4/21/2009
DEBANTO	SCOTT	T	6/4/2008
DEBUSK	GREGORY	S	8/1/2011
DECKER	MATT		5/29/2011
DEMPSKI	DENNIS		4/12/2008
DEREUS	DARRIN	L	3/18/2009
DIAZ	ROBERTO		6/16/2006
DOPITA	ALOIS		12/31/2008
DRESSEL	DIANE		3/19/2011
DUBELKO	JOHN	J	4/1/2007
DUKE	RODERICK	B	4/1/2006
DUNLAVY	THOMAS	L	12/13/2009
DUNN	JILL		4/12/2008
ECKELMEYER	KIRSTEN	E	6/21/2008
EDWARDS	ERIK	S	1/31/2007
ELDER	JESSICA	B	3/30/2009
EMBREY	GARETH	E	5/29/2011
ETHERIDGE	MELVIN	R	1/1/2011
EUIZIERE	CARTER (MIKE)		6/1/2009
EVRIVADES	MARY	M	8/1/2011
EWALT	SCOTT	D	6/26/2009

FARIS	JANINE	L	2/28/2011
FOK	DEREK		11/17/2009
FOX	BERNARD		1/1/2007
FOX	DENNIS	W	1/1/2007
FRAGER	ALVIN	M	6/30/2006
FRAIDER	MATTHEW	F	5/16/2008
FRANK	RICHARD	W	4/14/2008
GABRIELSON	ERIC	C	4/8/2008
GALLIMORE	CARL	R	7/11/2011
GENEST	DANIEL	C	3/18/2009
GILBERT	JOHN	D	6/16/2006
GILCHRIST	DAMIAN		6/18/2010
GILLAM	DALE	E	11/13/2009
GINDELE	MARK	E	11/1/2010
GIORDANELLA	THERESA	J	4/8/2008
GODSY	BRIAN	D	1/1/2011
GOLEM	DEANNA	J	2/14/2008
GORDON	JUAN	P	8/1/2011
GORRIE	JOSEPH	W	4/8/2008
GRAF	WESLEY	E	5/16/2008
GRAHAM	DAVID	R	3/18/2008
GRAHAM	SCOTT	H	1/1/2011
GRANT	CLYNE		6/19/2009
GRAVELY	DONNA		6/19/2009
GREEN	STEVE	G	1/1/2011
GREENBERG	MARC	W	6/19/2009
GREINER	MICHAEL	A	1/1/2007
GRIFFITHS	RICHARD	C	6/21/2008
GROGAN	TERRY	W	6/10/2009
GRONECK	TIM	M	10/1/2009
GUDZUNE	DONALD	P	1/1/2011
GUPTA	SHISHU	S	11/1/2006
HAIDER	AMIN		12/13/2009
HALSTEAD	LEON	G	6/30/2011
HALVERSON	CHRIS		6/19/2009
HAMAKER	JOSEPH	W	6/30/2011
HAMILTON	JAMES	R	4/12/2008
HARMON	DUSTIN	W	11/14/2008
HARPER	DANIEL	J	4/6/2007
HARRIS	DENNIS	R	12/13/2009
HARRISON	JOHN	H	6/19/2009
HART	GEOFFREY	R	11/30/2009
HARTLEY	RICHARD	K	6/18/2010
HARTMANN	AMANDA	G	5/30/2008
HASELTINE	WILLIAM	F	3/1/2010
HAYES	HERBERT	W	12/31/2009
HEES	JING	Z	6/19/2009
HEIDSIECK	JEFFREY	L	8/1/2011
HEIMBIGNER	SCOTT		9/25/2008
HIGDON	MICHAEL		5/2/2010
HOFFMAN	ABRAM	E	11/15/2007
HOFFSTETTER	SHARON	A	10/1/2009
HOLBROOK	MARK	A	3/17/2008
HOQ	NAYEEMA		5/29/2011
HOUK	STACY	L	4/1/2011

HOY	KIRK	K	8/1/2011
HUGHES	DANNY	R	4/17/2009
HUNT	KENNETH	I	6/30/2011
IPSARO	MICHAEL	J	11/13/2009
IVES	MARK	E	9/1/2006
JACKSON	ROSS	A	2/14/2008
JAIN	SAMITA		6/16/2006
JOHNSON	BRUCE	G	5/2/2010
JOHNSON	WAYNE	A	9/1/2010
JONES	KEVIN	P	8/1/2011
JONES	THOMAS	L	9/12/2006
KAIN	SHAWN	M	12/31/2009
KAMP	LEO	C	10/26/2006
KANE	KELLY	M	8/1/2011
KANE	ROBYN	A	8/31/2011
KANKEY	ROLAND	D	1/1/2011
KEISER	FRANK		2/1/2011
KELLY	MICHAEL	F	11/14/2008
KESS	MICHAEL		2/1/2009
KIEFER	DALE	F	1/1/2007
KIHARA	MOLLY	M	11/17/2009
	PAUL	S	6/19/2009
KIMBROUGH	ANTHONY	K	3/17/2008
KIPPERMAN	MARK	C	8/1/2011
KLIPPERT	BRIAN	J	11/15/2009
KOEHLER	SCOTT	A	6/19/2009
KOENIG	RICHARD	W	1/1/2007
	MATTHIAS	J	11/5/2010
KOLSTAD	BRIAN	E	5/20/2011
KOPANOS	THOMAS	J	1/1/2008
KORKEMAZ	JEAN	C	4/6/2012
KREPEL	ROBERT	N	11/15/2008
KRETCHMAR	CALVIN		8/1/2011
KRUEGER	DAVID	G	2/14/2008
KUPHAL	KEVIN	R	8/1/2011
KUUSISTO	TED	J	6/21/2008
LANDINO	JOSEPH	J	6/1/2006
LANGSTON	EDWARD	H	12/31/2006
LARUE	HEATHER HARBOR	S	11/30/2009
LAUBACHER	MATTHEW	E	3/18/2009
LAWLESS	GRANT	W	9/15/2008
LAWRENCE	RALPH (TIM)	T	6/16/2006
LEAVER	CRAIG		11/17/2009
LEVERSON	KEVIN	R	5/29/2011
LEWIS	MARC	T	3/17/2008
LONG	JOHN	A	1/1/2007
LOPER	JENNIFER		5/20/2008
LOWTHER	GENE	R	1/1/2009
LUCAS	CHARLES	E	6/21/2008
LUEKER	WILLIAM	E	9/1/2007
LUNDY	DALE	A	1/1/2008
LYMANGROVER	ROBERT	A	11/13/2009
LYONS	ROBERT	J	6/25/2006
MACKENZIE	DONALD	W	6/16/2006

MALIK	DENNIS		6/21/2008
MALKIN	KELLY ANN		11/13/2009
MALTZ	I. BEN		6/15/2007
MANCHESTER	JAMES	E	4/1/2006
	DANIEL		6/1/2006
MARKELL	ALAN	G	4/17/2009
MARSHALL	JONATHAN	A	2/28/2009
MARTIN	KYLE	R	3/18/2009
MARTINEZ	ALEXANDRIA	J	6/18/2010
MATTINGLY	DAVID	B	12/14/2010
MCCONNELL	DAVID	J	9/1/2010
MCKEEL	KEVIN	M	6/15/2007
MCKENZIE	DONALD		6/16/2006
MCLAIN	EARL	L	1/1/2011
MCLUSKY	MARK	D	6/15/2007
MCMAINS	TIM	A	4/25/2010
MCMILLIAN	TINA	G	6/16/2011
MCNEIL	CHARLES	L	6/19/2009
MCNEIL	HUGH	W	4/21/2009
MCNITT	CHARLES	F	4/1/2011
MESSICK	CHRIS	D	8/1/2011
MIKLITCH	JAMES	L	1/1/2007
MILFORD	ALEX		6/16/2006
MILHORN	KENNETH	L	7/14/2009
MILLER	EDWOM	C	11/30/2007
MILLS	DONALD	P	7/25/2010
MITCHELL	JEREMY	S	3/18/2009
MITCHELL	RALPH	E	5/29/2011
MITKEVICH	JOHN	A	12/31/2008
MOBLEY	MATHEW	S	11/5/2010
MONACO	JAMES	V	5/2/2010
MOORE	GARY	W	3/17/2008
MOORE	JEFFREY	J	12/1/2010
MOORE	JENNIFER	E	6/21/2008
MORALES	NICHOLAS	D	5/20/2008
MORELLI	PETER	B	8/1/2011
MORON	ANDRES	M	6/18/2010
MOSIER	ANDREW	K	3/17/2008
MOURTON	STEVE	M	6/21/2008
MUKAILOVA	ELMIRA		11/30/2007
MULCZYNSKI	THOMAS	A	10/15/2006
MURPHY	MARCELLA	A	11/5/2010
MUZZALL	JAMES		6/16/2006
MYERS	GLENN		9/1/2010
MYERS	STEPHEN	E	12/31/2006
NEUHART	FLOYD	E	5/2/2010
NEWTON	STEPHEN	A	4/5/2007
NGUYEN	PHU PHUONG THI		5/1/2011
NOONAN	BRENDAN	M	6/15/2007
NOONAN	MICHAEL		6/26/2009
NORTH	CAROLYN	L	6/16/2006
NUSSBAUM	DANIEL	A	4/1/2011
NYSTROM	KAREN	A	11/13/2009
ODESSER	DAVID	S	4/21/2009

OGRONNIK	ROBERT	V	6/19/2009
OKAMOTO	DARA	L	4/23/2010
OLSEN	DAVID	G	12/31/2006
OLSON	MATTHEW		6/16/2006
ONO	DARYL	K	3/1/2008
O'REILLY	GEORGE	A	1/15/2007
OSSECK	RICHARD	E	1/1/2011
OSTROWSKI	PAUL		6/15/2007
OYER	DARRELL	J	6/1/2006
PANTALEO	JOHN		4/1/2006
PARISER	DAVID	B	1/1/2008
PARISI	JOSEPH	M	6/21/2008
PARK	STEVE	A	4/6/2007
PARKEY	THOMAS	J	6/16/2006
PEELER	DAVID	L	12/31/2006
PELOW	DONALD	P	10/1/2008
PEREIRA	PAUL		6/8/2006
PESOLA	MARK	D	4/23/2010
PHILLIPS	RICHARD	A	3/18/2009
PLATTEN	JEFFREY	J	6/19/2009
PLEDGER	GUY	M	4/8/2008
PLUMMER	WILLIAM	S	11/30/2007
POORE	DENNIS	J	4/8/2008
POPP	MICHAEL	E	11/5/2010
PRINCE	ANDY		9/1/2010
PRY	DIANA	E	3/17/2008
PUCKETT	JOE	L	2/22/2010
PULSINELLI	RICHARD	C	6/15/2007
QUICK	STEVEN	L	3/17/2008
RABY	GREG	A	12/13/2009
REESE	GAYLE	D	4/23/2010
REIMEL	DOUGLAS	D	11/17/2006
RENTFRO	MITCHELL	D	12/13/2009
RICHARDSON	WILLIAM	H	4/1/2006
RIDDLE	ROBERT	A	11/3/2006
RINK	MICHAEL	J	6/15/2010
RITSCHER	JONATHAN	D	3/17/2008
ROBERTS	JAMES	E	6/16/2006
ROBINSON	MITCH		11/30/2007
ROSE	MARC	D	6/19/2009
ROSSMEISL	DAVID	F	2/1/2007
RUEVE	RYAN	J	3/15/2012
RUPP	CHRISTOPHER	R	6/15/2007
RUWE	JOSEPH	V	10/1/2008
SAGE	BRIAN		11/5/2010

SALARVAND	TANIA		11/5/2010
SALLS	WAYNE	L	6/16/2006
SANDERFORD	ROBERT	M	5/3/2009
SANDERS, JR.	THOMAS	R	12/31/2008
SCHENK	ANN		9/15/2008
SCHLUCKEBIER	DANIEL		1/1/2008
SCHRIEVER	DANIEL	R	6/19/2009
SCHULMAN	ADAM	B	6/19/2009
SCHWARTZ	ROBERT	M	6/21/2008
SEEVERS	GREGORY	B	8/15/2007
SHEA	RICHARD	J	4/12/2008
SHERILL	RANDY	M	12/31/2011
SHINER	HEATHER		4/23/2010
SHOCKLEY	WILLIAM	G	7/1/2009
SHRADER	BRYAN	E	6/15/2007
SHRUM	THOMAS	C	1/8/2008
SIPPLE	VINCENT	P	3/15/2012
SMART	CHRISTIAN	B	4/17/2009
SMITH	ANTHONY	L	3/15/2007
SMITH	CAROLYN	L	8/1/2011
SMITH	JAMES	R	4/16/2009
SMITH	JOSEPH	L	11/5/2010
SMITH	SCOTT		2/28/2009
SMITH	TODD	S	6/15/2010
SONNER	PAUL	D	2/14/2008
SPINNER	PAULA	C	6/21/2008
SPURLOCK	MARTHA	A	6/21/2008
STANLEY	LISA	M	3/17/2008
STEIMLEY	JOHN	F	12/13/2009
STONE	BARBARA	A	1/1/2011
STOUFFER	VIRGINIA	L	6/19/2009
STRACHAN	JAMES	L	2/1/2007
SUEZER	MICHAEL	T	2/27/2009
SULLIVAN	JOHN	L	1/1/2011
SULLIVAN	JOHN	D	4/6/2007
SUNDARAM	KANNAN		2/27/2009
SVEHLAK	CHRISTOPHER	S	11/1/2010
SWANICK	GINA		10/1/2011
SYLVESTER	ANN	R	11/19/2009
TEAL	JOHN	M	6/18/2010
THACKRAY	ANTHONY		6/18/2010
THAI	TRI		5/29/2011
THOMPSON	BRUCE	E	6/21/2008
THOMPSON	CHARLES	W	1/1/2007
THOMPSON	DENNIS	M	1/1/2011

THOMPSON	JANET	F	11/30/2007
THOMPSON	VALERIE	A	4/30/2010
TONER	MARK		1/1/2007
TRACHT	THOMAS		6/15/2007
TRACY	KATHLEEN	J	12/13/2009
TRACY	STEVEN	P	5/2/2010
TURKELSON	JASON	D	11/13/2009
TURNER	LINDA	L	5/2/2010
TURPEN	TERRY	R	5/29/2011
TUTTLE	CHRISTOPHER	C	11/13/2009
ULFERTS	GREGORY	W	6/1/2006
UPSHAW	LEAH	P	4/6/2007
UTENDORF	KELVIN	R	5/2/2010
VICKERS	SCOTT	M	6/15/2007
VILLALTA	EMILIO		6/18/2010
VINCENT	ANDREW		11/17/2006
WALKER	IAN	L	3/17/2008
WARD	WILLIAM		3/15/2007
WARDEN	WILLIAM	S	6/21/2008
WASHEL	SCOTT	M	6/21/2008
WEBSTER	PAUL	W	4/25/2006
WEBSTER	ROBERT	J	3/1/2011
WEEKS	ED	D	6/21/2008
WENTWORTH	JANET	L	11/30/2007
WHITE	JEANNE	M	2/28/2009
WHITE	JEFFREY	W	6/15/2007
WIEDERRECHT	THOMAS	P	6/16/2011
WILKE	THOMAS	J	10/1/2008
WILKES	CHRISTOPHER	J	3/18/2009
WILLENBUCHER	TIMOTHY	R	6/16/2006
WILLIAMS	PHILIP		6/16/2006
WILLSTATTER	KURT		4/17/2009
WILSON	RICHARD	V	11/30/2007
WILSON	WILLIAM	T	7/1/2006
WIVIOTT	JEFFREY	M	12/8/2010
WOLLOVER	DAVID	R	7/1/2006
WRIGHT	BRIAN	L	9/1/2007
YOUNG	DOUGLAS	W	1/1/2011
YOUNG	ROBERT (KEN)		6/19/2009
YOUNOSHI	OBAID		6/21/2008
ZEDAKER	PATRICIA		6/15/2007
ZEPKA	JAMES	M	9/1/2007
ZIEMBA	DAVID		6/15/2007
ZITZMANN	CHARLES	C	3/15/2007
ZUPCSAN	MARJANA		11/13/2009

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Don't see your chapter listed? Send your chapter's news to SCEA Headquarters at scea@sceaonline.net. Let your chapter members know what you've been doing for them. Get connected with other chapter's members and SCEA members-at-large. Encourage networking and social interaction among fellow members.

Greater Dayton Chapter News

President's Message: Linda Turner

Greetings! As the new President of the Dayton Chapter of SCEA, I am excited about the opportunities to enhance the cost estimating career field during my tenure. I'd like to personally welcome **Ed Weeks**, of Booz-Allen Hamilton, as the Chapter's new Vice President. Ed has boundless energy and enthusiasm.

I'd like to start off my tenure by reaching out to all SCEA members, to find out what you think is going well in our Chapter. In addition to kudos, I'd like to hear any improvements you would like to see the chapter make. Please e-mail me at linda.turner@wpafb.af.mil. I promise to work with the SCEA Dayton Board Members to put your suggestions for improvement into action.

My goals for this year are simple — continue the excellent work of our former presidents and to increase participation in Chapter events. You will continue to see frequent Chapter newsletters, quarterly luncheon meetings, sprinkled with a few other fun events to round out the year. If you have any articles, photos or news items to contribute to the *Dayton Coster*, please send them to me or **Amy Balsamo** — your contributions will strengthen our newsletter and will certainly add interest for our readers.

Board Openings

If you would like to give back to the cost estimating community, the Dayton Chapter has immediate openings on the Board of Directors. We are actively recruiting for a Programs Co-chair to work with **Kevin Leverson**. We also have a vacancy on our Ways & Means Committee. While no-one "loves" to fund-raise, the Board would like to find a way to add to our coffers. Adding discretionary funds to our Chapter treasure will enable the Dayton Board of Directors to sponsor memberships for some deserving folks.

As the Air Force continues to get smaller from a personnel perspective, it becomes more critical than ever to use professional affiliations to network, meet training requirements, and leverage new ideas that will make your jobs easier. Please join me in making our SCEA organization the best it can be — I hope that you will find your association with SCEA as rewarding as I do.

Greater Dayton Membership Mixer

The Greater Dayton chapter of SCEA hosted a Membership Mixer in August at Quaker Steak and Lube in Fairborn. The event was attended by thirty Cost professionals and included military, civilian and contrac-



Mixing it up with the best of them! (Top left, Col Randy Nocera and Monica Anders; top middle Sean Broderick, Greg Debusk, Bryan Daly, and Ryan Rueve (all from Booz Allen Hamilton; top right (from left to right) John Bielecki, Greg McDuffy, Monica Anders, and Larry Hefflinger; bottom left Mark Davidson (Quantech) and Ed Weeks (Booz Allen Hamilton); bottom right Candy Hendrickson, Randy Bowen, and Tom Hogan (MCR)

Chapter Updates

tor members. The Chapter hosted the event to foster networking, informal discussions, and to provide information to local cost professionals interested in joining the Dayton SCEA Chapter. The Dayton Board will be holding this event annually in an effort to increase the opportunities for cost professionals to get together, swap estimating tips, and improve communication across the cost community.

Bowl for Kids Sake 2006

If you were at the Big Brothers Big Sisters (BBBS) of the Greater Miami Valley's Annual Bowl for Kids' Sake Fundraising Campaign on 11 March 2006, you would have seen lots of Turkeys (these are strikes, not people J) plastered on all the SCEA bowling teams' screens! Anyway, seven teams bowled to raise money for BBBS. At 14:00 on Saturday, 11 March 2006, at Poelking Lanes South, the following bowlers came out and supported a great cause. Thank you all for participating!

- 1 — Jeremy & Sara Mitchell, Damian Gainer, and Kayla Marshall
- 2 — Sharon Johnson, Monica Anders, Linda Turner, Jim Shaw, and Deborah Matulka
- 3 — Ron Vorhis, John Allen, Rich Williams, and Paul & Theresa Grissom
- 4 — Shirley Ark, Jeff & Linda Schwartz, and Jan Shaw
- 5 — Kortney Taylor, Kim Sanner, Rich Prim, Bill Reiley, and Brian
- 6 — Charles Kapaku, Liene Kapaku, Arnette Long, Anthony Long, and Allen Carlson
- 7 — Earl Kessinger, Sharon Jenkins, Kerrie Schieman, and Craig Shanske

High scorers included **Anthony Long**, **Kerrie Schieman**, and **Rich Williams**!! CONGRATS!

Great prizes were given out throughout the event. There were several BIG winners. One team won the 50/50 raffle and walked away with a group win of over \$250. Others won big as well — a Van Dyne Crotty winter vest, a remote control car, and coupons for free games.

Lots of fun was had by all! Mark your calendars now for next year's BBBS scheduled for 10 March 2007!!!

Luncheon Speaker — Dr. Bill Stockman

The SCEA Dayton Chapter's June 5th Luncheon exhibited Dayton Aerospace's Dr. **Bill Stockman**, whose enlightening presentation was titled "Proposals & Evaluations — A Government/Industry Perspective." The presentation concerning the AFMC commissioned survey determined the Contractor's perspective regarding segments of the Government acquisition process.

Key survey results addressing Government personnel turnover rates that lead lesser-apprenticed personnel to "Cutting and Pasting" RFPs and the concluding proposal evaluation efforts were explored in concurrence with present Acquisition funding shortfalls. Shortfalls the industry consider insufficient for the desired program, they also felt they were not adequately consulted when funding and program schedules developed.

A copy of the charts can be located on the Dayton Ares SCEA Web site at www.daytonscea.org/Library.htm.

Clean Sweep at 2006 SCEA Conference

AFMC walked away with a clean sweep of the 2006 National SCEA awards, presented at the annual conference, 13–16 June in Tysons Corner, VA. Our own **Candace Hendrickson** won for Technical Achievement based on her outstanding support to the Global Hawk Systems Group in the Reconnaissance Systems Wing at ASC here at Wright-Patt. Other AFMC winners included **Marc Braden** for Management Achievement and **Capt Allen Atwell** for Education Achievement. Marc Braden is the lead analyst for the Airborne Maritime and Fixed Station Joint Tactical Radio System (JTRS) at ESC; Capt Atwell led the Cost Estimating Training Program at ESC as well.

Ms. Hendrickson's award not only recognizes the great work Candy provides, but represents the superior estimating talent we have at Wright-Patt present in our SCEA Chapter. We look forward to recognizing our "Best" in 2007. Congrats once again to all of the AFMC winners.



Bowling for Kids Sake 2006 was a big success!

Central Florida Chapter News

The Central Florida Chapter of SCEA encompasses a large geographic area in Florida. Because our membership is widely dispersed, our general membership meetings are held in the evenings and combine dinner, topic presentations, and opportunities for networking. We meet every other month, alternating locations between Central Florida (Orlando) and the East Coast of Florida (Melbourne).

Chapter Happenings

We have been busy this Spring and Summer. The Chapter has hosted several guest speakers in pursuit of our commitment to provide our membership with interesting and applicable meeting topics.

In April, we were pleased to have Mr. **John Robbins**, Vice President — Morgan Research, a Stanley Group. He introduced us to the fascinating world of Sport Pilot and Light-Sport Aircraft.

Also for our June meeting, Mr. **Lonnie Hill**, Contract Manager, Northrop Grumman Corporation, provided his insight on the timely topic: "FAR/DFARS Overview – Bringing the FAR...Near". This was Mr. Hill's second presentation to the group and once again, he provided us with interesting and relevant information.

Continuing our commitment to provide value to our membership, the August offering was titled "Introduction to Financial Management" presented by Mr. **David Olsen** (Retired), former CEO of DGO & Associates; former MCR and TASC employee; and former Deputy Asst. Secretary of the Air Force (Cost & Economics).

Future Events

Once again, the Chapter will host the SCEA Certified Cost Estimator Exam in November 2006. Several have expressed interest in sitting for the exam and many are actively engaged in study groups. We have been warmly received by the staff at Webster University, Merritt Island by providing their facility for training sessions and test site.

The Central Florida Chapter will be holding elections in November for a two-year term beginning January 2007. A great way to grow professionally is to become active in the local chapter. There are numerous opportunities to participate. The membership has been and continues to be encouraged to run for office or to volunteer for a director position.

The Central Florida Chapter's Winter Holiday Dinner will once again be held at Walt Disney World's Shades of Green Resort on Saturday, December 9, 2006. There will be a dinner buffet, and we will hold our second annual Chinese Auction. From the great time last year, we will be sure to have an even better time this year. If you are in the area in December, please join us in the fun!

2006 Elected Officers:

If you are interested in attending monthly meetings or other events, or if you would like information on the Central Florida Chapter, please contact one of the following Officers/Board Members:

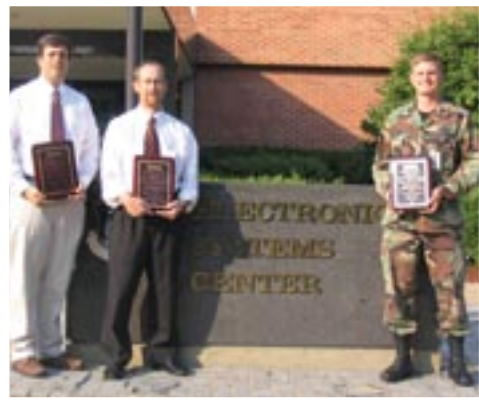
President	Peggy Curry	mcurry@harris.com
Vice President	Mike Euziere	mike.euziere-1@nasa.gov
Treasurer	Joe Ruwe	ruwe@att.com
Secretary	Tina McMillian	tmcmillian@mcri.com
Board Member	Bill Shockley	shocklwg@usa-spaceops.com

Board Member	Jim Cook	james.r.cook@ngc.com
Board Member	Greg Seavers	greg.seavers.ctr@usmc.mil
Board Member	Val Thompson	val.a.thompson@peostri.army.mil

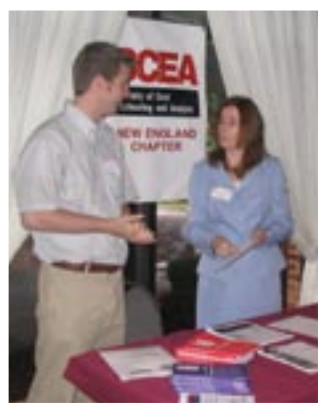


The Central Florida SCEA Cost Community

New England Chapter News



(Top to bottom) 2006 New England Chapter Award Winners (left to right, Marc Barden, Dave McElwain and Capt Allen Atwell); Wes Tate and Barbara Meyers occupy the SCEA booth during the 2006 New England PDI; Rich Hartley makes a point during his presentation at the 2006 New England PDI; William Messenger answers a question from the audience during his presentation at the 2006 New England PDI.



By Joe Puckett, New England Chapter President

The New England Chapter of SCEA has had a very busy spring and summer since the last edition of *The Estimator*. During this time, we have handed out awards to three of our outstanding members (two of which were National awards), conducted a 16-week training program culminating in six of our members becoming CCE/A certified, planned and held the Joint SCEA/ASMC 2006 Professional Development of England (PDI), enjoyed a speaker luncheon, and (if that's not enough!) rolled out a brand new chapter Web site! The very active Chapter Board is looking forward to a little "downtime" as the lazy days of autumn take hold in New England!

2006 New England Chapter Award Winners

Three of our outstanding members received awards over the summer. **Capt Richard "Allen" Atwell** (USAF) won in the Education category for his work on ESC/FMC's cost estimating training program. He completely overhauled the Cost Core Training Program curriculum, creating a week-long, real-world training program practical for estimators at ESC and went on to win at National for this fine work.

Marc Barden (Tecalote) won in the management category for his work on the multi-service Airborne Maritime and Fixed Station Joint Tactical Radio System (AMF JTRS) Program Office at Hanscom AFB, MA. As the lead coster for this effort, Marc provided exceptional technical guidance and oversight to 5 cost analysts. Marc also went on to win National award in the management category.

Dave McElwain (Quantech) won in the category of Technical Achievement for his work on multiple estimates on the Joint Surveillance target Attack Radar System (JSTARS) weapon system and especially the critical and high visibility JSTARS Re-Engining cost/benefit analysis and POE. Congratulations to our 2006 winners!

2006 Professional Development Institute of New England

By far the highlight of the summer for our Chapter was the Joint SCEA/ASMC Professional Development Institute of New England, held Aug 29 at the Sheraton Hotel in Nashua, NH. This year's conference, themed "Managing for Success: Effecting Positive Change," was attended by 230 professionals from the finance, acquisition, and industry communities. We had an outstanding array of speakers, featuring keynote **D. Michael Abrashoff**, a retired Navy captain who related his remarkable story of how, at the age of 36, he transformed (by way of innovation and change) the worst performing ship in the Navy — the USS Benfold — into the "best damn ship in the Navy". **Blaise Durante**, Deputy Assistant Secretary for Acquisition Integration, Office of the Assistant Secretary of the Air Force for Acquisition, presented an entertaining and informative briefing on the Air Force Budget, and **Rich Hartley**, Deputy Assistant Secretary for Cost and Economics, Office of the Assistant Secretary of the Air Force for Financial Management and Comptroller, provided an excellent update on Air Force cost estimating. A panel discussion focusing on lean

initiatives at ESC featured each of the Electronic System Center's wing commanders and directors, with the discussion facilitated by **Mr. Steve Carlon** (ESC/XP).

The other outstanding speakers at the conference were **Camille Keith**, VP of Special Marketing at Southwest Airlines, **Mr. William Messenger**, Director of the Mockler Center for Faith and Ethics in the Workplace, and **Cheryl Jones**, Project Manager for Practical Software Measurement (PSM). Our Platinum corporate sponsors were **Engility**, **Lawrence Battelle**, **Quantech**, and **SCS III Team Tecolote**; our Gold sponsor was **PRICE Systems**; and our Bronze sponsors were **Dynamics Research Corporation** and **Odyssey Systems**. We thank these companies for their generous support. This annual event is a lot of work but was a huge success and we look forward to another outstanding PDI with the Yankee Chapter of ASMC next year!

Speaker Luncheon

David Seaver, Technical Director for Software Estimation and Measurement at PRICE Systems, presented a very interesting Workshop titled "Risks and Remedies of Estimating Information Technology (IT) Programs" at our SCEA Chapter luncheon on May 18. David's workshop explained key challenges in estimating an IT program and proposed practical solutions.

New Chapter Web Site!

If you want keep track of everything that's going on in our chapter please go to our new Web site at www.newenglandscea.org. **Chris Glynn**, Chapter Webmaster, has put a lot of work into rolling this out so go check it (and us!) out. A Chapter Newsletter will be coming shortly and will be posted on the site as well.

SCEA Certified!

A 16-Week training program coordinated by Chapter Board Members **Diane Butler** (MCR) and **Mark Aimes** (Quantech) helped prepare several Chapter Members to take the SCEA Certification Exam and was a huge success, as six of our Chapter Members passed the exam and became SCEA certified. Congratulations to **Kelly Kane** (Tecolote), **Pete Morelli** (Tecolote), **Tom Albano** (MCR), **Courtney Coke** (MCR), **Marge Evriviades** (Tecolote), and **Kevin Kuphal** (DAFC) who all can now put "CCE/A" behind their names! Instructors for the training sessions were **Capt Darrin DeReus** (USAF), **Mark Aimes** (Quantech), **Joe Puckett** (DAFC, Chapter President), **Dave McElwain** (Quantech), **Mike Wilson** (Quantech), **Bruce Kraft** (Quantech), **Barbara Meyers** (DAFC), **Wayne Hazlett** (MCR), and **Joe Dean** (Tecolote).

Chapter Board Activity

Our Chapter Board has had some changes since the last edition. Chapter Board Member **Capt Darrin DeReus** (USAF) is just returning from his deployment to Baghdad, Iraq, and we look forward to having Darrin back! **Tina Szocik** (Quantech) has replaced **Mark Aimes** (Quantech) on the Board. Current Chapter Board consists of President **Joe Puckett**, Vice-President **Ben Maltz** (MCR), Treasurer **Ellie Bassett** (MCR), Secretary **Cari Pullen** (Tecolote), **Capt Darrin DeReus**, Board Member, and **Tina Szocik** (Quantech) Board Member.

Upcoming Events

Our next Chapter Luncheon will be on Nov 1, 2006, when **Alf Smith** (Tecolote) presents a briefing on the new features of ACEIT 7.0. Following that talk will be our annual Christmas social in December. We look forward to seeing you in the next edition of *The Estimator*!



Chapter President Joe Puckett with Luncheon Speaker David Seaver; Check out the new Web site; SCEA Certified! (left to right, Courtney Coke, Tom Albano, Kelly Kane, Peter Morelli, Marge Evriviades, Kevin Kuphal)

St. Louis Gateway Chapter News

Susan Hatcher, President

The current officers elected in March to serve out 2006 are as follows:

President — Susan Hatcher
Vice President — Carol Hibbard
Treasurer — Bill Lueker
Secretary — Amin Haider
Directors — Michael Brozyna
Brett Cayer
Tom Dunlavy
Ken Goeddel
Laz Hartelendy
Dave Lundy

Fall Seminar

Our St. Louis Gateway SCEA Chapter Fall Seminar is scheduled for October 12 at the Boeing Leadership Center. Speakers this year include **Dan Nussbaum**, SCEA National President, **Jerry Hewitt**, Director Boeing IDS Estimating & Costing, and **Rod Wheeler**, Director Finance & Estimating – 737RS. We also plan to host a “Renew Your Training” team from Boeing – St. Louis and government with industry participants.

Spring Event

This past spring, **Michael Curran**, CEO and president of Decision Science Corporation, spoke on Value-based Risk Management. Offering a fresh new perspective, Michael’s topic was engaging and positively received. Afterward, the Chapter sponsored refreshments and hors d’oeuvres in Boeing’s Prologue Room, providing an opportunity to network.

CostPROF™

The local chapter along with Boeing IDS St. Louis Site Estimating and Supplier Management Finance Operations are sponsoring the 8-week (16 session) SCEA CostPROF course this fall. The course started September 7, and we plan to offer the certification test later this fall.

Officer Election and Committees

The 2007 Officer Elections will take place during the Fall seminar in October

National Educational Conference

We had several chapter members attend the June 2006 Conference in Washington, D.C. As usual the training and networking was excellent.

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ENGINEERING

- Production processes
- Aero design
- Scheduling
- Materials
- Performance parameters
- System integration
- Test program development
- Engineering management

ACCOUNTING

- Financial analysis
- Cost data analysis
- Proposal analysis
- Overhead analysis

FINANCE

- Support program budgets
- Implement program baseline
- Defense budget appropriations
- Financial analysis

STATISTICS

- Regression analysis
- Forecasting
- Sensitivity analysis
- Learning curve applications
- Analysis of commercial models

COMPUTER SCIENCE AND MATHEMATICS

- Model development
- Cost estimating relationship development
- Programming
- Analysis of proposals
- Analysis of commercial models

ECONOMICS

- Inflation
- Exchange rates
- Labor agreements
- Break-even analysis
- Present value analysis
- Business case analysis

OTHER CRITICAL SKILLS

- Sell estimate
- Review estimate with management
- Sell self as knowledgeable
- Interface with customer
- Negotiation techniques

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for Estimating and
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2007 Joint ISPA-SCEA International Conference & Workshop

The Marriott New Orleans, New Orleans
June 12 – 15, 2007

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The 17th Annual Conference for the Society of Cost Estimating and Analysis and the 29th Annual Conference of the International Society of Parametric Analysts will combine to bring the cost community together in New Orleans, LA. The conference will consist of Conference General Sessions with well-known Keynote Speakers and Innovative Panel Sessions, Training Classes, Informative Workshops and Exciting Vendor Exhibits. This will be the one cost conference not to miss, with something to appeal to everyone

Submit a Paper: Bill Haseltine
haseltinew@mindspring.com

Register: scea@sceaonline.org or 703.751.8069

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