

DRAFT MINUTES as of November 10, 2015

Welcome, quorum count, introductions:

Paul Marston

Quorum established at 9:16.

Paul introduces the newly elected board members to the group.

Paul's goal as president is to enact more of the plans and ideas that have been proposed throughout the years. He intends to call upon the executive committee to make some minor operational decisions but if an important decision needs to be made that requires the attention of the entire board, he will schedule a virtual/phone meeting for the entire board rather than waiting until the next meeting to act.

Who is on the executive committee? According to the bylaws (*italics added*):

ARTICLE IV – COMMITTEES

Section E: From time to time it may be necessary for an Executive Committee consisting of the *President, Executive Vice President, Vice President of Professional Development, Secretary, Treasurer, and the Past President* to confer as a group related to pressing Association issues, or with the addition of the Executive Director to provide direction and conduct business related to ongoing or special situations for the **ASSOCIATION**. The President may identify other participants in these Executive Committee meetings as needed on a case by case basis. Decisions implemented as a result of these meeting shall be binding, and the Board of Directors shall be notified as soon as practical, but not later than the next Board meeting.

Key themes:

- Financial stability is high priority
- Discussed internal business practices. Developing Policy & Procedures Manual piece by piece through the various new committees. Portions may require a board vote as they are developed
- Need outreach to large constituent organizations (Government and Industry) – leadership should contact membership
- Specialty certifications – how does ICEAA align with other organizations (benchmarking)

DRAFT MINUTES as of November 10, 2015

Secretary's Report:

Greg Kiviat

Peter Braxton pointed out two minor errors in the June 9, 2015 minutes and emailed the corrections to Megan. Motion to approve the minutes with the suggested corrections seconded. All favor, no opposed. Secretary's report approved.

Treasurer Report:

Bob Hunt

Assets and investments are strong. Income is strong with higher than expected income from both IPM and CEBoK sales.

Ellie Bassett suggests as a non-profit association, we should refrain from using the word "profit" in our language and documents.

Business office believes this year's unusually high IPM income is due to a clerical error on the part of one of the partnering associations.

Action: Paul Marston, Mike Thompson and Megan Jones to meet with the IPM partnering organizations the College of Performance Management (CPM) and the National Defense Industry Association (NDIA) to discuss the 2014 IPM Workshop income and to establish a more concrete charter for the meeting with clear roles and projections for future meetings.

The expenses owed to Taylor & Francis for the *Journal of Cost Analysis & Parametrics* has been discussed previously, and while we're losing less money on it than we had, it's still a significant expense. Brian Glauser has had conversations with the JCAP editor, Ricardo Valerdi, who believes Taylor & Francis would be amenable to a renegotiation.

Action: Megan to read through the Taylor & Francis contract, contact Ricardo to get more insight on the possibility of renegotiation. If this seems reasonable, a board member will be present and will participate in the renegotiation.

DRAFT MINUTES as of November 10, 2015

The two budget scenarios presented were based on two different projections for 2015 IPM income. The event is only a few weeks away, should the board wait to approve the budget until after IPM when we have a better understanding of how the meeting goes?

Motion: approve scenario 2 of the projected 2016 budget and revisit in December based on actual revenue scenario for 2015 IPM Workshop. Seconded and all approved.

International Business Reports:

Australia: Tracey Clavell

Thanks the board for adjusting the timing of the international portion of the meeting to ease time zone differences. The Australia chapter is reassessing their situation based on a new political climate. Is focusing more on fewer key events to help members network rather than spread themselves too thin. Had three events in Canberra this year and two in Adelaide (20-25 persons per event) – no charge to attend.

CCEA certification remains well recognized and appreciated in Australia. There is good word of mouth buzz about it and the chapter is interested in creating some Australia-specific portions of CEBoK and the exam.

Home office can help with membership data. The Australia chapter is divided mostly 80% government/20% industry, and they're working hard to increase the industry presence.

UK: No report sent, director not present.

Paul Marston and Brian Glauser went to a SCAF workshop in September 2015. Had some good interactions and met some ICEAA members there.

Japan: No report sent, director not present.

DRAFT MINUTES as of November 10, 2015

International Conferences:

Jason presents International Conference slides. When Paul was in the UK for the SCAF meeting the previous month, he toured the hotel we're looking to use for the 2016 International Workshop with Dale Shermon. Looks like it will be a good fit.

The SCAF board is interested in helping out with the 2016 International Workshop. They have moved their fall meeting to coincide with it and are looking to participate both in planning and execution.

Other organization participants / cobrand besides SCAF may be SSCAG, ACOSTE, NESMA, DACE, APM. Suggested having ESA participate but not sponsor.

Need minimum 100 delegates – expecting 60 travelling and 40 local – fixed cost would be covered. International CEBoK/Certification Efforts:

A steering committee for the “Software CEBoK” training and certification effort has been formed, with Glauser, Andrejev, Braxton and representatives from Nesma and IFPUG. The group will be generating a spreadsheet for cost and revenue projections, forming a sub-group of SMEs to start defining testable topics, course outline, and curricula. Project not moving as quickly as hoped, but moving.

The 3 organizations have agreed to follow the lessons learned from when ICEAA created CEBoK: separate training and certification, so we don't go down the path that PMP and PMI have done and make the exam simply a test of the material created. Instead of one being dependent on the other, they're two separate products that are individually good.

ICEAA will need to determine the amount we're willing to invest in a new curriculum and how much we'll invest in a new certification. If we don't spend money on it, it won't happen, but like similar past ventures, it should pay off.

International Constituencies:

Jason presents slides and proposes surveying non-US members to what current offerings they find most valuable and what new services they would like. This effort should help ICEAA better serve our international constituencies.

Action: Jason will schedule a meeting with International Directors and Megan (Dan N., Bill B. volunteer) to start draft of survey, and will have a presentable version by next BOD.

DRAFT MINUTES as of November 10, 2015

Certification Report:

Peter Andrejev

Peter presents slides.

Action: There is some outdated pricing listed on the website. Megan and IBO will update.

Discussion and planning in place to create a Canadian-centric CCEA exam and some Canadian-specific CEBoK modules. Canada is trying to get representatives from their Treasury Board Secretariat (equiv. GAO) and Department of National Defence to get involved.

Jason says the UKMOD has some ideas and questions for UK versions of CCEA and CEBoK.

Action: Jason will send UKMOD question/training ideas to Andrejev and Braxton.

Paul suggests forming a committee or group to referee these products and other questions. Stacy Dean says she has never seen a call for volunteers for supporting that effort and suggests we send a call for volunteers to both provide questions and review the new content.

Action: IBO will draft a call for volunteers to both provide questions and review the new content with an explanation that they can get recertification points for volunteering. Will send to Andrejev for review.

Parametric Specialty Training/Certification: Paul would like to see a Parametric Specialty Training/Certification committee established with members identified and an outline of the plan for the effort by the next BOD meeting. The first Parametric Specialty Exam is scheduled for June 2016.

Workshop Report:

Michael Thompson

Mike presents slides.

Action: Megan will send the 2014 and 2015 workshop rosters to Greg Kiviat, Bill Barfield and Ellie to determine metrics and classifications of attendees from industry, contractors, etc.

DRAFT MINUTES as of November 10, 2015

Business Office Report:

Megan Jones

Megan presents slides.

The group discusses the dip in participation from the large contractors. In the cases discussed, there had been a chief advocate for ICEAA in each big company who has since retired or moved on, and a new advocate hasn't been established.

Some of the commercial companies are concerned that ICEAA is too government-focused to serve their needs. Other companies believe ICEAA is too consultant-focused to be the connection to the government that they want.

Senior Government Advisory Panel: First meeting was October 10, went well. Paul would like to have a meeting with the group prior to each board meeting get their thoughts on the agenda and our plans.

Action: All BOD Members and Chapter Presidents please pay attention to the marketing materials you receive for various industry related and other meetings and forward the best/most interesting to Megan.

Cost Community Round Table Event: Paul wants to bring high level government, industry and academia representatives together as a closed group to discuss issues relevant to the entire cost community. The government folks seem positive about it the SGAP, so if this goes well, we could create an advisory panel for industry.

Suggested that Paul M come to companies to talk about ICEAA benefits.

Recent CEBoK bulk orders: have gotten a surge of large orders for CEBoK software. Not sure where the interest is coming from, who is pushing for it and why. If we don't figure out why it's happening, we won't be able to repeat it. Group agrees the government has added certification as a requirement for proposals, but why us and why now?

Emeritus Members: Megan was approached by a retired member who was a former active leader in SCEA for information on Emeritus Memberships. The group agrees to the idea of distributing a limited number of emeritus memberships to honor former "superstars."

Action: Megan and Pat Z. to determine criteria for emeritus memberships, present at next BOD meeting.

Motion: extend honorific of emeritus membership to Frank Flett and solicit his input on the criteria and process for future emeritus members. Seconded and approved.

DRAFT MINUTES as of November 10, 2015

Professional Development

Peter Braxton

Peter explains that the parametric specialty exam and curriculum is intended to be in addition to current CEBoK/CCEA, but that the software certification and curriculum are intended to be an entirely different product.

When moving forward on CEBoK, there are lots of different dichotomies to consider: format vs. content; wholesale update vs. incremental updates; core vs. specialty; volunteer vs. paid. Peter supports having CEBoK up as a wiki-style knowledge repository with on-demand videos.

Action: Peter Braxton to present information on cost and effort of creating CEBoK wiki.

Group discusses whether too much online availability would impact workshop attendance and other sales, others bring up that they have heard many requests for actual textbooks.

The board is looking forward to suggestions on how to revive/restructure CEBoK. Peter B. indicates both the DAU and CAPE have knowledge bases and courses that we could incorporate into our training and certification.

Committees:

Marketing/Communication Committee: Christina Snyder. Kammy Mann and Ann Hawpe have volunteered to serve on the committee. Christina says she will bring in an international member for their perspective also.

The mission of the committee is to improve messaging and communication within the cost community. Plans to set up an active LinkedIn account to congratulate certificants, show award winners, solicit practice problems for the exams. Jason noted possible need for moderator.

Awards Committee: Stacy Dean: not much to report – committee members have been identified, first meeting scheduled and some preliminary work has been done to review current awards and criteria and determine what updates need to be done.

DRAFT MINUTES as of November 10, 2015

Paul wants both the awards and governance committees' tasks completed in 3 months.

Awards need to be done by the end of December or the new structure won't be in place for 2016.

Action: Awards Committee to send out a PowerPoint or outline to the board before the mid-December board conference call.

Chapter Development Committee: Bill Barfield: Forming the committee, has some ideas and volunteers. The committee will focus on how we can better help chapter presidents, get policies and procedures documented, finalize chapter finance process, and generally improve services and value to members. Kurt Brunner volunteers to serve on the committee.

Governance Committee: Tim Anderson not present but sent report. Paul explains the purpose of the committee is to clean up discrepancies, redundancies and items in both bylaws and constitution that are no longer relevant. Jason points out if we change our constitution we will need to re-file with the state of Virginia and suggests we have a lawyer review the new products.

New Business:

DoDCAS: ICEAA wanted to have a role in the 2015 DoDCAS event but it happened without us. Brian had some conversations with Rick Burke to get us back involved and it was touched on at the Senior Government Advisory Panel meeting. Rick Collins and Peter Braxton are meeting with Burke next week and will invite him to serve on the SGAP and ask about status of DoDCAS and our possible involvement.

Action: Rick Collins, Peter Braxton to report back to the Board on their conversation with Rick Burke re: DoDCAS.

Chapter/Region Reports

Region 2: Rick Collins has been having some conversations with chapters in his region and most are asking about ways to get more CEU credits for CCEA recertification.

Action: Peter Andrejev and Peter Braxton will work together to come up with an email to send to chapter presidents regarding the CEU credits available for various activities.

DRAFT MINUTES as of November 10, 2015

Review of June 2015 Action Items:

- (Megan/Treasurer) show the status of the budget within a 3-5 year span at all the board meetings. EC, and IBO. **Done**
- Region Directors and Chapter Presidents: send the latest roster for your boards to the ICEAA office. **Incomplete**: not all rosters received.

New action: Megan to request Region Directors' involvement in getting the chapter board rosters.

- **(All board members)**: If you notice an ICEAA member or associate with a new @mail.mil email, please encourage him or her log in to the members-only portal or email us to update their address. **Ongoing**: please continue to do this.
- Paul, Brian, et al: Attendees of Tuesday's meeting with Nesma and IFPUG to report back to board. **Done**. Brian reported to Paul. Was discussed in the software certification committee report.
- Paul, Brian: report on SSCAG meeting to board. **Status unclear**: Not sure what's going to happen, they're interested in being a SIG, conversation ongoing. ICEAA needs to do more work defining SIGS, what the office will do for the sig, what the expectations are.

New action: Paul to have a talk with Andy Prince to work out details of the SSCAG sig.

- Megan, Jason: determine contract with Room Trust/Phil Griffiths. Phil has offered a turnkey solution: he will set up website, registration, etc. **Ongoing** but close to completion. Expect to finalize by mid-November.
- Megan, Paul, Jason: draft and sign an agreement with SCAF, DACE and ACostE to acknowledge their financial commitment. *Re conference in Bristol* **Ongoing** but close to completion. Part of earlier discussion on international conferences.
- **Brian**: send recommendations of companies with potential members in San Antonio and Austin to David Bach. **Incomplete**. Adding to action items for October

New action: Brian Glauser send recommendations of companies with potential members in San Antonio and Austin to David Bach.

DRAFT MINUTES as of November 10, 2015

- Megan, Paul, Mike T., Greg K.: work on a method and approach for establishing a new chapter in Connecticut. **Ongoing**.

New action: Megan, Paul, Mike Thompson, Greg Kiviat to determine a method and approach for establishing a chapter in Connecticut.

- Andy N.: report to board on outcomes of conversation with Jaguar/Land Rover on recruitment and involvement. **Incomplete**. Andy not on the call, no report received.

New action: Andy Nicholls to report to board on outcomes of conversation with Jaguar/Land Rover on recruitment and involvement.

- Paul, Jason, Rick Collins: reach out to Dr. Burke to find out what we can do to work together on it and have ICEAA take a role. **Incomplete**, already set as new action item.
- Brian: call Jim Fume to see if we can get ICEAA to present at the SRI Symposium, Sept 28-Oct 1 in McLean. **Missed** but will add to October action items to keep on docket for June.

Ongoing: Brian Glauser to call Jim Fume to see if we can get ICEAA to present at the SRI Symposium, Sept 28-Oct 1 in McLean.

- Paul: Appoint committees/leaders. Done
- Megan: draft a survey, present to Jason, send to Board and CPs over the summer, launch survey to members in fall 15. Tabled. Some surveys have been suggested during this meeting, don't want to over-load members. Will add to October action items to keep on the docket.

Ongoing: Plan to conduct member satisfaction survey in 2016 or 2017.

- Megan, Paul, Mike T.: Solidify the plan for the annual meeting. Will it take place at the workshop or a combination of workshop and post-webinar? **Done**. With great success!

Next Meeting:

Phone meeting proposed for second week in December.

Next in-person meeting: March 12 in DC area.

Motion to adjourn seconded and approved at 4:02

DRAFT MINUTES as of November 10, 2015

October 17, 2015 Action Items Summary

- **Paul Marston, Mike Thompson and Megan Jones** to meet with the IPM partnering organizations the College of Performance Management (CPM) and the National Defense Industry Association (NDIA) to discuss the 2014 IPM Workshop income and to establish a more concrete charter for the meeting with clear roles and projections for future meetings.
- **Megan** to read through the Taylor & Francis contract, contact Ricardo to get more insight on the possibility of renegotiation. If this seems reasonable, a board member will be present and will participate in the renegotiation.
- **Jason** will schedule a meeting with International Directors and Megan (Dan N., Bill B. volunteer) to start draft of survey, and will have a presentable version by next BOD.
- There is some outdated pricing listed on the website. **Megan** and IBO will update.
- **Jason** will send UKMOD question/training ideas to Andrejev and Braxton.
- **IBO** will draft a call for volunteers to both provide questions and review the new content with an explanation that they can get recertification points for volunteering. Will send to Andrejev for review.
- **Megan** will end the 2014 and 2015 workshop rosters to Greg Kiviat, Bill Barfield and Ellie to determine metrics and classifications of attendees from industry, contractors, etc.
- **All BOD Members and Chapter Presidents** please pay attention to the marketing materials you receive for various industry related and other meetings and forward the best/most interesting to Megan.
- **Megan and Pat Z.** to determine criteria for emeritus memberships, present at next BOD meeting.
- **Peter Braxton** to present information on cost and effort of creating CEBoK wiki.

DRAFT MINUTES as of November 10, 2015

- **Awards Committee** to send out a PowerPoint or outline to the board before the mid-December board conference call.
- **Rick Collins, Peter Braxton** to report back to the Board on their conversation with Rick Burke re: DoDCAS.
- **Peter Andrejev and Peter Braxton** will work together to come up with an email to send to chapter presidents regarding the CEU credits available for various activities.
- **Megan** to request Region Directors' involvement in getting the chapter board rosters.
- **Paul** to have a talk with Andy Prince to work out details of the SSCAG sig.
- **Brian Glauser** send recommendations of companies with potential members in San Antonio and Austin to David Bach.
- **Megan, Paul, Mike Thompson, Greg Kiviat** to determine a method and approach for establishing a chapter in Connecticut.
- **Andy Nicholls** to report to board on outcomes of conversation with Jaguar/Land Rover on recruitment and involvement.
- **Ongoing: Brian Glauser** to call Jim Fume to see if we can get ICEAA to present at the 2016 SRI Symposium in McLean.
- **Ongoing:** Plan to conduct member satisfaction survey in 2016 or 2017.

ICEAA Board of Director's Meeting
0900 – 1700, Saturday, October 17, 2015

MCR Offices
600 Maryland Ave. SW, Suite 306E | Washington, DC 20024

AGENDA
as of September 30, 2015

Time	Agenda Item	Leader
8:00	Gather for Continental Breakfast	
9:00	Welcome, Quorum Count, and Introductions	Paul Marston
9:10	Secretary Report Action: Approve June 2015 Minutes	Greg Kiviat
9:30	Treasurer Report Action: Approve Treasurers Report	Bob Hunt
10:00	International Business	
	Australia Report	Tracey Clavell
	UK Report	Andy Nicholls
	Japan Report	Yasushi Horikawa
	International Conferences	Paul Marston
	International CEBoK/Certification Efforts	Brian Glauser
	Improving Support to International Consuitencies	Paul Marston
11:00	Break	
11:15	Certification	Peter Andrejev
11:30	2015 & 2016 ICEAA Workshops Report	Mike Thompson
12:00	ICEAA Business Office Report	Megan Jones
12:30	Lunch & break	
1:15	Professional Development Update	Peter Braxton
1:30	New Business	Paul Marston
	New Committees	
	Chapter Support	Bill Barfield
	International Awards Review	Dave Stem
	Governance	Tim Anderson
	Marketing/Communication	Christina Snyder
	Membership	Pat Zedaker
	Additional New Business	
2:30	Floor open for questions on Region/Chapter reports from pre-read	
2:45	Review June 2015 Board Action Summary	Megan Jones
	Plan Next Meeting & Adjourn	Paul Marston

TREASURER REPORT

Board of Directors Meeting
October 2015

Bob Hunt

2015 Balance Sheet

Current Assets

CUMULATIVE BALANCE SHEET				
INVESTMENTS/CASH POSITION - END OF AUGUST 2015				
	BALANCE	RATE	INT.	MATURE
PFCU - 7047946-56-6	\$42,107	1.00%	\$108	Jul-16
PFCU - 4507023-56-4	\$20,303	1.40%	\$153	May-18
PFCU - 4339703-56-5	\$30,810	1.80%	\$309	Dec-15
PFCU - 4566018-56-2	\$79,432	1.20%	\$550	Feb-17
PFCU - 4717075-56-0	\$35,068	1.30%	\$272	Feb-18
PFCU - 4717076-56-8	\$34,878	1.40%	\$283	Feb-16
PFCU - 4717077-56-6	\$35,273	1.90%	\$373	Feb-16
PFCU MONEY MARKET & CASH	<u>\$513</u>			
SUBTOTAL INVESTMENTS	\$278,384			
CHECKING ACCOUNTS	\$179,928			
TD BANK JOURNAL ACCOUNT	<u>\$15,182</u>			
ANNUAL INTEREST EARNED			\$2,048	
TOTAL LIQUIDITY	\$473,494			

The checking account has a strong balance going into the final quarter of the year.

2015 Financial Summary

Cumulative Data thru August 2015

ACTIVITY	AUGUST			2015 ANNUAL BUDGET		
	INCOME	EXPENSES	NET	INCOME	EXPENSES	NET
ICEAA Workshop	\$422,019	\$305,193	\$116,826	\$425,000	\$281,500	\$143,500
IPM Conference	\$76,875	\$1,527	\$75,348	\$76,000	\$0	\$76,000
Certification Program	\$32,840	\$1,141	\$31,699	\$45,900	\$800	\$45,100
CEBoK Sales & Training	\$41,277	\$656	\$40,621	\$15,000	\$0	\$15,000
Publications: Journal & ICEAA World	\$12,384	\$18,454	-\$6,070	\$11,500	\$53,500	-\$42,000
Dues & Membership Support	\$81,286	\$539	\$80,747	\$138,000	\$2,200	\$135,800
Advertising	\$4,328	\$0	\$4,328	\$8,000	\$0	\$8,000
Interest & Other Misc. Income	\$2,227	\$0	\$2,227	\$5,000	\$0	\$5,000
Chapter Support	\$0	\$3,827	-\$3,827	\$0	\$8,000	-\$8,000
Staffing & Support Contractors	\$0	\$127,909	-\$127,909	\$0	\$240,000	-\$240,000
Office Operations	\$0	\$60,057	-\$60,057	\$0	\$82,000	-\$82,000
Other Misc.	\$0	\$0	\$0	\$0	\$0	\$0
TOTALS	\$673,236	\$519,302	\$153,934	\$724,400	\$668,000	\$56,400

- Unexpected surge in CEBoK and Certification sales, much from Canada
- Staff costs down due to vacant position
- IPM Conference income from 2014 meeting (received early 2015) inflated
 - Suspect partner organization made error in calculating profit share, as IPM suffered low attendance and severe hotel attrition penalty
 - Do not believe we will be asked for the extra money back
 - Estimates for 2015 meeting profit (will be received early 2016) to be closer to \$15,000

Estimate at Completion

	2015 BUDGET			ESTIMATE AT COMPLETION as of 8/31/2015			DELTA vs Budget	NOTE
	INCOME	EXPENSES	NET	INCOME	EXPENSES	NET		
ICEAA Workshop	\$425,000	\$281,500	\$143,500	\$422,019	\$305,193	\$116,826	-\$26,674	Actuals for 425 registrants
IPM Conference	\$76,000	\$0	\$76,000	\$76,875	\$1,530	\$75,345	-\$655	No more payout expected for 2015
Certification Program	\$45,900	\$800	\$45,100	\$45,155	\$1,141	\$44,014	-\$1,086	75% of monthly avg. inc. to complete
CEBoK Sales & Training	\$15,000	\$0	\$15,000	\$53,660	\$656	\$53,004	\$38,004	60% of monthly avg. inc. to complete
Publications: Journal & ICEAA World	\$11,500	\$53,500	-\$42,000	\$12,384	\$47,000	-\$34,616	\$7,384	Income complete/actual-budget exp.
Dues & Membership Support	\$138,000	\$2,200	\$135,800	\$96,679	\$1,000	\$95,679	-\$40,122	Renewals remaining 2015=131
Advertising	\$8,000	\$0	\$8,000	\$6,276	\$0	\$6,276	-\$1,724	90% of monthly avg. to complete
Interest & Other Misc. Income	\$5,000	\$0	\$5,000	\$3,341	\$0	\$3,341	-\$1,660	Monthly avg. to complete
Chapter Support	\$0	\$8,000	-\$8,000	\$0	\$5,741	-\$5,741	\$2,260	Monthly avg. to complete
Staffing & Support Contractors	\$0	\$240,000	-\$240,000	\$0	\$191,864	-\$191,864	\$48,137	Monthly avg. to complete
Office Operations	\$0	\$82,000	-\$82,000	\$0	\$90,086	-\$90,086	-\$8,086	Monthly avg. to complete
Other Misc.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
TOTALS	\$724,400	\$668,000	\$56,400	\$716,388	\$644,210	\$72,178	\$15,778	
	EAC DELTA TO BUDGET NET			-\$8,012	-\$23,791	\$15,778		

ICEAA 2014-2015 Budget vs. Actuals

	2014 BUDGET			2014 ACTUALS			2015 BUDGET			2015 EAC Actuals		
	Income	Expense	Delta	Income	Expense	Delta	Income	Expense	Delta	Income	Expense	Delta
ICEAA Workshop	\$295,000	(\$198,000)	\$97,000	\$336,332	(\$209,516)	\$126,816	\$425,000	(\$281,500)	\$143,500	\$422,019	(\$305,193)	\$116,826
IPM Conference	\$47,000	\$0	\$47,000	\$20,201	(\$222)	\$19,979	\$76,000	\$0	\$76,000	\$76,900	(\$1,530)	\$75,370
Certification Program	\$40,000	(\$3,000)	\$37,000	\$28,954	(\$787)	\$28,167	\$45,900	(\$800)	\$45,100	\$45,100	(\$1,141)	\$43,959
CEBoK Sales & Upgrades	\$24,000	\$0	\$24,000	\$22,731	\$0	\$22,731	\$15,000	\$0	\$15,000	\$53,660	(\$656)	\$53,004
Publications	\$21,000	(\$48,000)	(\$27,000)	\$20,171	(\$99,317)	(\$79,146)	\$11,500	(\$53,500)	(\$42,000)	\$12,385	(\$47,000)	(\$34,615)
Memb. Dues & Support	\$110,000	(\$9,000)	\$101,000	\$83,540	(\$2,653)	\$80,887	\$138,000	(\$2,200)	\$135,800	\$96,700	(\$1,000)	\$95,700
Advertising	\$0	\$0	\$0	\$0	0	\$0	\$8,000	\$0	\$8,000	\$6,300	\$0	\$6,300
Interest & Misc. Expenses	\$5,000	(\$5,500)	(\$500)	\$5,005	(\$91)	\$4,914	\$5,000	\$0	\$5,000	\$3,300	\$0	\$3,300
Chapter Support	\$0	(\$10,000)	(\$10,000)	\$0	(\$7,833)	(\$7,833)	\$0	(\$8,000)	(\$8,000)	\$0	(\$5,741)	(\$5,741)
Staffing & Support	\$0	(\$256,000)	(\$256,000)	\$0	(\$233,627)	(\$233,627)	\$0	(\$240,000)	(\$240,000)	\$0	(\$191,864)	(\$191,864)
Office Operations	\$0	(\$79,000)	(\$79,000)	\$0	(\$93,043)	(\$93,043)	\$0	(\$82,000)	(\$82,000)	\$0	(\$90,086)	(\$90,086)
TOTAL	\$542,000	(\$608,500)	(\$66,500)	\$516,934	(\$647,089)	(\$130,155)	\$724,400	(\$668,000)	\$56,400	\$716,364	(\$644,211)	\$72,153

2016 Budget Projection, Scenario 1:

Based on average of 2012-2015 IPM Conference income

	Income	Expense	Delta	
ICEAA Workshop	\$353,149	(\$219,992)	\$133,157	+ 5% vs. 2014 EAC: Atlanta similar venue to Denver
IPM Conference	\$50,000	\$0	\$50,000	Based on 4 year average IPM Income
Certification Program	\$30,402	(\$826)	\$29,575	+ 5% vs. 2014 EAC: 2015 boosts from Canada unlikely to repeat
CEBoK Sales & Upgrades	\$23,868	\$0	\$23,868	+ 5% vs. 2014 EAC: Sales surge likely anomaly
Publications	\$13,004	(\$49,350)	(\$36,346)	+ 5% vs. 2015 EAC
Memb. Dues & Support	\$87,717	(\$2,786)	\$84,931	+ 5% vs. 2014 EAC: Surge from pre-increase dues sales
Advertising	\$5,000	\$0	\$5,000	+ 5% vs. 2015 EAC
Interest & Misc. Expenses	\$3,465	\$0	\$3,465	+ 5% vs. 2015 EAC
Chapter Support	\$0	\$10,000	\$10,000	Increasing budget to allow for more support activity
Staffing & Support	\$0	(\$201,457)	(\$201,457)	+ 5% vs. 2015 EAC
Office Operations	\$0	(\$94,590)	(\$94,590)	+ 5% vs. 2015 EAC
TOTAL	\$566,605	(\$559,001)	\$7,603	

2016 Budget Projection, Scenario 2:

Based on calculated budget for 2015 IPM Conference

	Income	Expense	Delta	
ICEAA Workshop	\$353,149	(\$219,992)	\$133,157	+ 5% vs. 2014 EAC: Atlanta similar venue to Denver
IPM Conference	\$40,000	\$0	\$40,000	Based on 2015 income calculations. 2014 meeting income inflated.
Certification Program	\$30,402	(\$826)	\$29,575	+ 5% vs. 2014 EAC: 2015 boosts from Canada unlikely to repeat
CEBoK Sales & Upgrades	\$23,868	\$0	\$23,868	+ 5% vs. 2014 EAC: Sales surge likely anomaly
Publications	\$13,004	(\$49,350)	(\$36,346)	+ 5% vs. 2015 EAC
Memb. Dues & Support	\$87,717	(\$2,786)	\$84,931	+ 5% vs. 2014 EAC: Surge from pre-increase dues sales
Advertising	\$5,000	\$0	\$5,000	+ 5% vs. 2015 EAC
Interest & Misc. Expenses	\$3,465	\$0	\$3,465	+ 5% vs. 2015 EAC
Chapter Support	\$0	\$10,000	\$10,000	Increasing budget to allow for more support activity
Staffing & Support	\$0	(\$201,457)	(\$201,457)	+ 5% vs. 2015 EAC
Office Operations	\$0	(\$94,590)	(\$94,590)	+ 5% vs. 2015 EAC
TOTAL	\$556,605	(\$559,001)	(\$2,397)	

ICEAA 2017-2020 Estimates, Scenario 1

	2017 ESTIMATES			2018 ESTIMATES		
	Income	Expense	Delta	Income	Expense	Delta
ICEAA Workshop	\$370,806	(\$230,992)	\$139,815	\$389,347	(\$242,541)	\$146,806
IPM Conference	\$52,500	\$0	\$52,500	\$55,125	\$0	\$55,125
Certification Program	\$31,922	(\$867)	\$31,055	\$33,518	(\$911)	\$32,608
CEBoK Sales & Training	\$25,061	\$0	\$25,061	\$26,314	\$0	\$26,314
Publications: Journal & IW	\$13,654	(\$51,818)	(\$38,163)	\$14,337	(\$54,408)	(\$40,071)
Membership Dues & Support	\$92,103	(\$2,925)	\$89,178	\$96,708	(\$3,072)	\$93,636
Advertising	\$5,250	\$0	\$5,250	\$5,513	\$0	\$5,513
Interest & Other Misc. Income	\$3,638	\$0	\$3,638	\$3,820	\$0	\$3,820
Chapter Support	\$0	\$10,500	\$10,500	\$0	\$11,025	\$11,025
Staffing & Support Contractors	\$0	(\$211,530)	(\$211,530)	\$0	(\$222,106)	(\$222,106)
Office Operations	\$0	(\$99,320)	(\$99,320)	\$0	(\$104,285)	(\$104,285)
TOTAL	\$594,934	(\$586,952)	\$7,984	\$624,682	(\$616,298)	\$8,385

	2019 ESTIMATES			2020 ESTIMATES		
	Income	Expense	Delta	Income	Expense	Delta
ICEAA Workshop	\$408,814	(\$254,668)	\$154,146	\$429,255	(\$267,402)	\$161,853
IPM Conference	\$57,881	\$0	\$57,881	\$60,775	\$0	\$60,775
Certification Program	\$35,194	(\$956)	\$34,238	\$36,954	(\$1,004)	\$35,950
CEBoK Sales & Training	\$27,630	\$0	\$27,630	\$29,012	\$0	\$29,012
Publications: Journal & IW	\$15,054	(\$57,129)	(\$42,075)	\$15,806	(\$59,985)	(\$44,179)
Membership Dues & Support	\$101,543	(\$3,225)	\$98,318	\$106,621	(\$3,386)	\$103,234
Advertising	\$5,788	\$0	\$5,788	\$6,078	\$0	\$6,078
Interest & Other Misc. Income	\$4,011	\$0	\$4,011	\$4,212	\$0	\$4,212
Chapter Support	\$0	\$11,576	\$11,576	\$0	\$12,155	\$12,155
Staffing & Support Contractors	\$0	(\$233,212)	(\$233,212)	\$0	(\$244,872)	(\$244,872)
Office Operations	\$0	(\$109,500)	(\$109,500)	\$0	(\$114,975)	(\$114,975)
TOTAL	\$655,915	(\$647,114)	\$8,801	\$688,713	(\$679,469)	\$9,243

ICEAA 2017-2020 Estimates, Scenario 2

	2017 ESTIMATES			2018 ESTIMATES		
	Income	Expense	Delta	Income	Expense	Delta
ICEAA Workshop	\$370,806	(\$230,992)	\$139,815	\$389,347	(\$242,541)	\$146,806
IPM Conference	\$42,000	\$0	\$42,000	\$44,100	\$0	\$44,100
Certification Program	\$31,922	(\$867)	\$31,055	\$33,518	(\$911)	\$32,608
CEBoK Sales & Training	\$25,061	\$0	\$25,061	\$26,314	\$0	\$26,314
Publications: Journal & IW	\$13,654	(\$51,818)	(\$38,163)	\$14,337	(\$54,408)	(\$40,071)
Membership Dues & Support	\$92,103	(\$2,925)	\$89,178	\$96,708	(\$3,072)	\$93,636
Advertising	\$5,250	\$0	\$5,250	\$5,513	\$0	\$5,513
Interest & Other Misc. Income	\$3,638	\$0	\$3,638	\$3,820	\$0	\$3,820
Chapter Support	\$0	\$10,500	\$10,500	\$0	\$11,025	\$11,025
Staffing & Support Contractors	\$0	(\$211,530)	(\$211,530)	\$0	(\$222,106)	(\$222,106)
Office Operations	\$0	(\$99,320)	(\$99,320)	\$0	(\$104,285)	(\$104,285)
TOTAL	\$584,434	(\$586,952)	(\$2,516)	\$613,657	(\$616,298)	(\$2,640)

	2019 ESTIMATES			2020 ESTIMATES		
	Income	Expense	Delta	Income	Expense	Delta
ICEAA Workshop	\$408,814	(\$254,668)	\$154,146	\$429,255	(\$267,402)	\$161,853
IPM Conference	\$46,305	\$0	\$46,305	\$48,620	\$0	\$48,620
Certification Program	\$35,194	(\$956)	\$34,238	\$36,954	(\$1,004)	\$35,950
CEBoK Sales & Training	\$27,630	\$0	\$27,630	\$29,012	\$0	\$29,012
Publications: Journal & IW	\$15,054	(\$57,129)	(\$42,075)	\$15,806	(\$59,985)	(\$44,179)
Membership Dues & Support	\$101,543	(\$3,225)	\$98,318	\$106,621	(\$3,386)	\$103,234
Advertising	\$5,788	\$0	\$5,788	\$6,078	\$0	\$6,078
Interest & Other Misc. Income	\$4,011	\$0	\$4,011	\$4,212	\$0	\$4,212
Chapter Support	\$0	\$11,576	\$11,576	\$0	\$12,155	\$12,155
Staffing & Support Contractors	\$0	(\$233,212)	(\$233,212)	\$0	(\$244,872)	(\$244,872)
Office Operations	\$0	(\$109,500)	(\$109,500)	\$0	(\$114,975)	(\$114,975)
TOTAL	\$644,339	(\$647,114)	(\$2,775)	\$676,558	(\$679,469)	(\$2,912)

2016 Conference Update

17 October 2015 ICEAA Board Meeting

Jason Dechoretz

General Parameters

- Location: Marriott City Centre in Bristol, UK (contract being negotiated)
 - 90 min train or drive from London
 - 20 min from Abby Wood (UK MoD Procurement)
 - 18 Conference rooms
 - 300+ guest rooms
 - Target Room rate within US Per Diem (confirming UK)
 - All activities on the same level
- Dates: 17-20 October 2016

Organizational Participation

- Society for Cost Analysis and Forecasting (SCAF)
 - Moving normal fall meeting to coincide with conference to increase attendance
 - Considering financial commitments
- Space Systems Cost Analysis Group (SSCAG)
 - Considering financial commitments
 - Launch Space Sig
- Co-branding and paper participation
 - Association of Cost Engineers (ACostE)
 - NESMA: International Software Metrics and Measurement
 - Dutch Association for Cost Engineering (DACE)
 - Association for Project Management (APM)
- Logistical support from RoomTrust

Conference Plan

Day	Time	Bristol Foyer	SS Great Britian 3	Empire Suite	SS Great Britian 1	SS Great Britian 2
Tues	7:45 - 8:30	Coffee/Cont Breakfast				
	8:30-8:45			Welcome/Announcements		
	8:45-9:45			Key Note (UK MoD CAAS)		
	9:45 -10:15	Coffee Break				
	10:15 - 11:00		PCEA Training 1	ICEAA/SCAF 1	IFPUG 1	
	11:00 - 11:45		PCEA Training 1	ICEAA/SCAF 2	IFPUG 2	
	12:10 - 1:10	Lunch (Foyer)				
	1:30-2:15		PCEA Training 2	ICEAA/SCAF 3	SSCAG 1	
	2:15 - 3:00		PCEA Training 2	ICEAA/SCAF 4	SSCAG 2	
	3:00-3:20	Coffee Break				
Wed	3:20 - 4:05		PCEA Training 3	ICEAA/SCAF 5	SSCAG 3	
	4:05-4:50		PCEA Training 3	ICEAA/SCAF 6	SSCAG 4	
	6:00 - 8: 00	Reception				
	7:45 - 8:30	Coffee/Cont Breakfast				
	8:30-8:45			Welcome/Announcements		
	8:45-9:45			Key Note (AcostE - Industry?)		
	9:45 -10:15	Coffee Break				
	10:15 - 11:00		PCEA Training 4	ICEAA/SCAF 7	DACE 1	PRICE
	11:00 - 11:45		PCEA Training 4	ICEAA/SCAF 8	DACE 2	PRICE
	12:10 - 1:10	Lunch (Foyer)				
Thu	1:30-2:15		PCEA Training 5	ICEAA/SCAF 9	AcostE 1	Polaris
	2:15 - 3:00		PCEA Training 5	ICEAA/SCAF 10	AcostE 2	Polaris
	3:00-3:20	Coffee Break				
	3:20 - 4:05		PCEA Training 6	ICEAA/SCAF 11	AcostE 3	SEER
	4:05-4:50		PCEA Training 6	ICEAA/SCAF 12	AcostE 4	SEER
	7:45 - 8:30	Coffee/Cont Breakfast				
	8:30-8:45			Welcome/Announcements		
	8:45-9:45			Key Note (SCAF - Industry?)		
Thu	9:45 -10:15	Coffee Break				
	10:15 - 11:00		PCEA Training 7	ICEAA/SCAF 13	APM 1	FACET
	11:00 - 11:45		PCEA Training 7	ICEAA/SCAF 14	APM 2	FACET
	12:10 - 1:10	Lunch (Foyer)				
	1:30-2:15		PCEA Training 8	ICEAA/SCAF 15	SSCAG 5	PCEA Exam
	2:15 - 3:00		PCEA Training 8	ICEAA/SCAF 16	SSCAG 6	PCEA Exam
	3:00-3:20	Coffee Break				
	3:20 - 4:05		PCEA Training 9	ICEAA/SCAF 17	ICEAA/SCAF 19	PCEA Exam
	4:05-4:50		PCEA Training 9	ICEAA/SCAF 18	ICEAA/SCAF 20	PCEA Exam

Basic Budget Model (Dependent on Contract)

- At least 100 delegates
 - 60 traveling
 - 40 local to Bristol
- Fixed costs covered with 20%+ for risk management
- Minimal booths
- Sponsorships (includes access to model/capabilities demonstration room)

Improving Support to International Constituencies

17 October 2015 ICEAA Board Meeting

Jason Dechoretz
Paul Marston
Brian Glauser

Objectives

- Increase the relevance of ICEAA
 - To our existing OCONUS members
 - Attract new OCONUS members
 - Increase CEBoK subscriptions
 - Increase certifications
- Provide more robust education and advocacy for Cost Estimating and Analysis

Recommendations

- Online survey to identify high value products and services
 - Increase online access to ICEAA and other relevant material via member portal
 - Tailored certifications: Language, culture, national practice
 - Translated material
- Hold regularly (quarterly?) meetings with non-US Directors
- Provide support to non-US Regional and Chapter meetings
 - Presenters
 - Annotated presentation
 - Guided training
 - Webinars



Board of Directors Meeting

Certification Program Report

October 17, 2015

Peter Andrejev, Director of Certification



Overall Summary Statistics

- Overall certifications as of October 7, 2015:
 - CCEA® 771 (754) (including 19 (19) CCEA-P)
 - PCEA® 138 (137)
 - CPP 58 (58)
- Re-certifications:
 - 43 Re-certifications in 2015 to date
- Other Countries with Certified Individuals:
 - Australia (10)
 - Canada (7)
 - Egypt (1)
 - Japan (6)
 - Saudi Arabia (1)
 - UK (79)
 - Germany (1)
 - Netherlands (2)
 - Scotland (1)
 - South Korea (1)

Certification Program since last time...

Operational Status

- 130 applicants tested through the end of August with another 35 anticipated to test before the end of the year (92 total tested during 2014)
- Overall 75% of applicants taking the exam earned certification

Strategic Agenda

- Two Certification Committee charters approved by BoD
 - Standing Certification Committee
 - Ad Hoc Software Certification Committee
- Follow-up on proposed new Certification “products”
 - ✓ Specialty certification in Software
 - ✓ International certifications (UK, Canada, Australia, Japan)
 - “ICEAA-certified” corporate training programs (Sikorsky pricing training)

Tactical Actions

- Finalize CCEA®-P exam for June 2016 roll-out
- Improve Certification application screening and testing processes

Certification Committee

(Standing)

Nominated Chairperson: Peter Andrejev (Director)

Charter:

To maintain and expand ICEAA's Certification Programs; Ensure that our Certification Programs remain respected; Build the ICEAA Certification Brand.

Considerations:

1. The CCEA® and PCEA® Certifications are of primary importance
2. ICEAA is committed to expand certifications in specialties, specifically Software Estimating and Parametrics
3. Explore possible new specialty certifications in EVM, Risk, etc.
4. Find ways to make the administration of certifications more cost/resource effective through streamlining of process and automation
5. Engage (member of each) with Specialty Certification Committees to ensure their work is coordinated and aligned with overall Certification Charter and goals

Software Certification Committee

(Ad Hoc)

Nominated Chairperson: Brian Glauser

Charter:

To develop a software certification program in cooperation with NESMA per our agreement and other possible interested organizations.

Considerations:

1. The CCEA® and PCEA® Certifications are of primary importance and specialty certifications should enhance rather than undermine them
2. ICEAA is committed to expand certifications in specialties, specifically Software Estimating
3. ICEAA has a signed MOA with NESMA toward this end; ICEAA has discussed the participation of IFPUG
4. Central to a Software Certification is the development of new CEBoK® Training materials

Canadian Examination...

Develop country-specific PCEA[®] and CCEA[®] Certification Examinations

- Working with Canada for them to provide suitable replacement questions in the PCEA[®] and CCEA[®] examinations

For the Country		For ICEAA	
Benefits	Costs	Benefits	Costs
<ul style="list-style-type: none"> • Removes hurdles to applicants hesitant to take examination because lacking in knowledge of US practices • Improves the stature of the Certification now that applicants are tested on county-specific practices 	<ul style="list-style-type: none"> • Generate candidate questions (to be approved by ICEAA) for incorporation into the examination • Should provide opportunities for training on new materials being tested 	<ul style="list-style-type: none"> • Additional revenues from increase in foreign applicants • Increased visibility and stature for ICEAA internationally • Potential new members 	<ul style="list-style-type: none"> • Non-recurring cost to review and finalize new certification questions • Administration costs of maintaining separate examinations • Push-back from other certifying agents in country

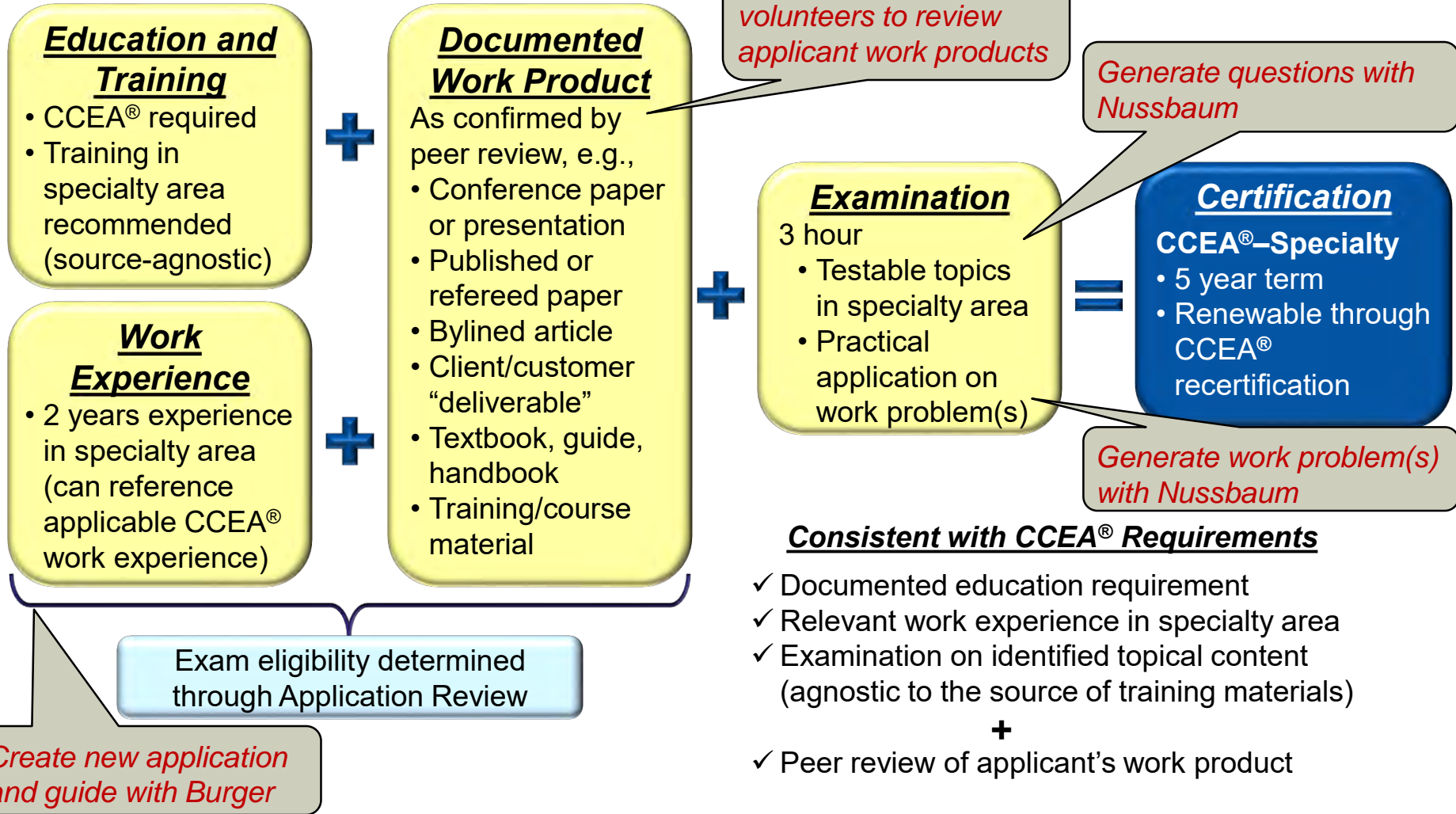
Efforts for revisions to CEBoK[®] or other ICEAA training materials are addressed separately. Representatives from Canada's Costing Centre of Excellence in the Treasury Board Secretariat (TBS) and the Dept. of National Defence (DND) to generate replacement examination questions.

Canadian Examination (cont'd)...

Areas requiring reengineering of exam questions and CEBoK® training

- Exam (and CEBoK®) phrasing can be confusing and not typically used in the country (e.g., use of double negatives)
- Questions on inflation and price escalation are US-centric and require reengineering (align with CEBoK® Module 13)
- Questions on contracting need to reflect country's laws (e.g., replace Module 14 TINA information with Canadian analog)
- Emphasis on volume (quantity) and learning curves is more relevant to US than countries acquiring/producing smaller quantities.
- Consider developing country-centric case study(s) for the exam

Parametric Specialty Certification



Parametric Specialty Actions...

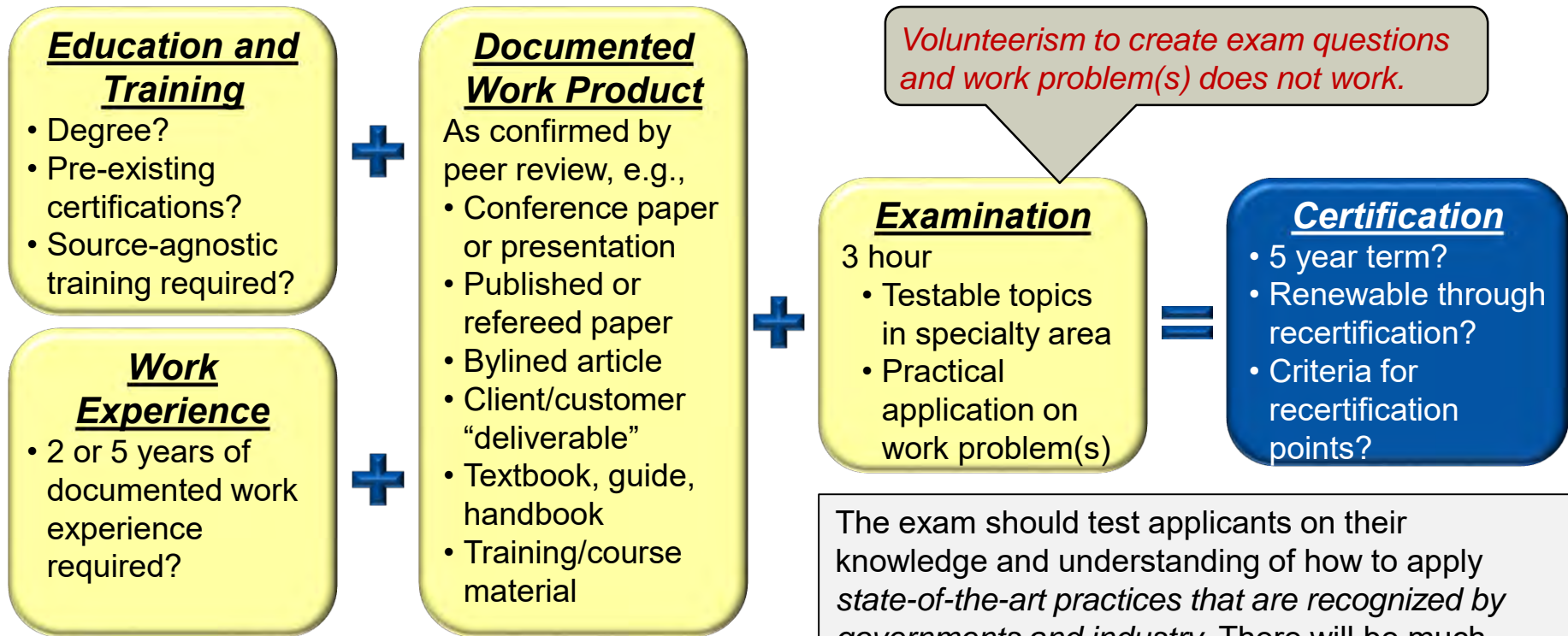
- Finalize CCEA[®]-P exam for June 16 roll-out
 - Create Parametric Specialty Certification Application and Guidebook based on CCEA[®] application and guidebook
 - Identify Parametric SAC volunteers to review work products included in applicants' submission
 - Finalize examination questions by cannibalizing Work Problem from Dan Nussbaum's training
 - Resolve last 20 questions with help from Nathan Honsowetz

Only about 10 applicants have expressed an interest in attaining the CCEA[®]-P

- Improve ROI on current Certification operations
 - Reduce time spent reviewing and verifying applications
 - Pursue automation of testing process (investigate price changes and other options since last review of outsourcing)

Software Certification Requirements

Certification is more than the Exam, to include Training + Experience



There will be much debate over Eligibility Requirements, i.e., required education, training, certifications; years of work experience; what constitutes work products; and who reviews and adjudicates the applications?

The exam should test applicants on their knowledge and understanding of how to apply *state-of-the-art practices that are recognized by governments and industry*. There will be much debate on what constitute the topics and standard practices in software measurement and estimation; and great difficulty in developing a suite of appropriate questions.

Back-up

ICEAA-Validated Training on hold...

Provide ICEAA approval/endorsement of company training programs

- “Certify” that the cost/pricing training program used for its employees is consistent with the cost estimating practices endorsed by ICEAA

For the Company		For ICEAA	
Benefits	Costs	Benefits	Costs
<ul style="list-style-type: none"> • Receive statement “certifying” company’s internal training program (use in Annual Reports, recruiting, marketing, proposals, etc.) • Recognize certified companies on ICEAA site, conferences • 5 year renewal • Can “flow down” training certificates to employees for their recognition 	<ul style="list-style-type: none"> • Provide training documentation (curriculum, lesson plans, reading material, exercises, tests) • Provide evidence of application (student records, use) • Host Certification Review for ICEAA reviewers to witness execution • Fee 	<ul style="list-style-type: none"> • Additional revenue stream (market-based pricing) • Increased visibility and stature for ICEAA with current and new corporate stakeholders • Potential new members from exposure to ICEAA 	<ul style="list-style-type: none"> • Non-recurring cost to assemble certification review criteria • Recurring payments to reviewers per applicant • Administration costs (statements, postings, renewals) • Liabilities?

This option is not intended to certify any volunteer training that a group (company, chapter, study group) offers employees or other attendees, i.e., exam prep training.



2015 Professional Development & Training Workshop Summary

Michael Thompson
2015 Workshop Co-Chair





2015 Workshop Committee

Workshop Co-Chairs:

Mike Thompson

Doug Druley

Training Co-Chairs:

Peter Braxton

Remmie Arnold

Program Co-Chairs:

Nathan Honsowetz

Christina Snyder

Best Paper Co-Chairs:

Andrew Drennon

Stacy Dean



Totals

- **Papers: 76 Sessions in 6 Tracks:**
 - Government Processes
 - Methods & Models
 - Parametrics
 - Program Management
 - Risk
 - Software Estimating
- **Training: 41 Sessions in 4 Tracks:**
 - Cost Estimating Basic
 - Cost Estimating Advanced
 - Integration
 - Parametrics



Sponsors & Exhibitors:

Gold Sponsor:



Silver Sponsors:

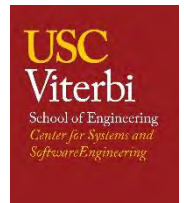
Booz | Allen | Hamilton

strategy and technology consultants





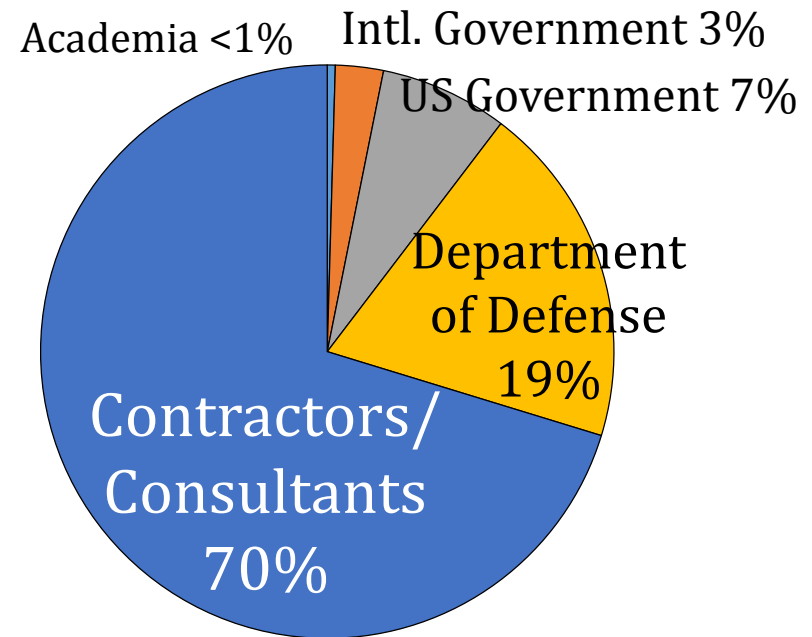
Sponsors & Exhibitors:





Attendee Breakdown

- The Boeing Company 40
- Northrop Grumman Corporation 29
- Tecolote Research, Inc. 29
- PRICE Systems, LLC 19
- NASA 18
- Air Force (United States) 17
- Technomics, Inc. 16
- Booz Allen Hamilton 15
- Air Force Cost Analysis Agency 14
- MCR, LLC 14
- Naval Center for Cost Analysis 9



ACCOUNT NAME	AMOUNT
EXPENSES	\$274,708
Awards & Gifts	\$488
Audio Visual	\$37,260
Bank/CC Fees	\$8,181
Conference Activities - Speaker	\$7,516
Exhibits	\$4,196
Host Hotel Food & Service	\$200,693
Hotel Other - Exhibit support/IT/AV/etc.	\$97
Mailing	\$869
On-site Contract Staff	\$250
Printing - Publicity & Signage	\$4,016
Printing - Registration/Training/Track Mtls.	\$6,496
ICEAA Staff Travel	\$4,046
Security	\$600
Other	\$0
INCOME	\$408,674
Registrations	\$350,294
Exhibitors & Sponsors- Including registrations	\$58,380
Other Activities	\$0
NET TOTAL	\$133,966
REGISTRATIONS	425



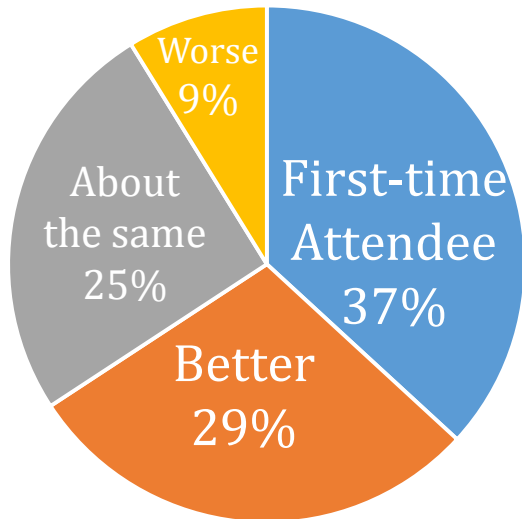
Historical Profit

	Attendees	Net Profit	Profit per Attendee
San Diego 2015:	423	\$134K	\$317
Denver 2014:	386	\$120K	\$311
New Orleans 2013:	308	\$ 63K	\$205
Orlando 2012:	523	\$118K	\$226
Albuquerque 2011:	506	\$167K	\$330
San Diego 2010:	592	\$161K	\$272

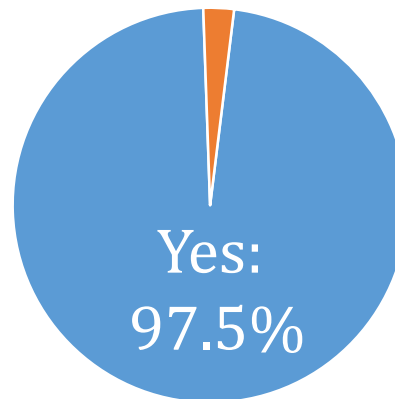


Attendee Feedback

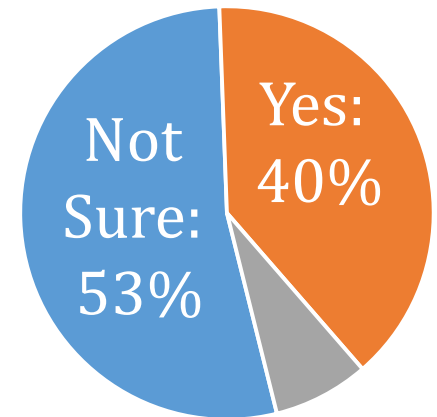
If you have attended a previous ICEAA Workshop (or ISPA/SCEA conference), how did this one compare?



Would you recommend the ICEAA Professional Development & Training Workshop to your peers?



Do you plan to attend next year's Workshop in Atlanta?



2014:
Yes – 56%
Not sure – 37%

The ICEAA logo, consisting of the letters "ICEAA" with a globe icon integrated into the letter "E".

Overall, how would you rate your experience at ICEAA's 2015 Professional Development & Training Workshop? 3.88

All ratings average out of 5

	2014	2015		2014	2015
Keynote speakers	3.73	3.19	Opportunity to network with other ICEAA members	4.22	4.08
Tuesday evening Welcome Reception	3.95	3.47	Sheraton San Diego Hotel & Marina as a host facility	4.05	3.84
Morning Awards Breakfasts	3.6	3.28	Please rate your experience in the exhibit hall:	3.65	3.56
Wednesday evening Reception	3.68	3.36	If you downloaded the ICEAA App, please rate your experience with it:	4.04	4.17
Best Paper Overall General Session		4.08			
Overall conference schedule	3.93	3.80			
Quality of presentations	3.79	3.49			



Changes for 2015

Average rating scores for each change consistent/higher than average:

Starting paper presentations on Tuesday/shifting training sessions to Friday	4.00
Showing the Best Paper Overall as a general session	4.48
15-minute gaps between sessions	4.40

Some commented the 15-minute gap was too long since presenters were accustomed to having to finish early. Should improve with time



Testimonials

- This is a total emersion experience with everything related to the cost discipline. If you job touches the any area of cost estimating and analysis this is an ideal conference to listen, learn, and participate in.
- If you want to be the best, you have to hang-out with the best. If you want to be a leader in the field, you have to hang out with the other leaders in the field. This is your one big opportunity to do that.
- If you're new to this, professional certification has a direct impact on your career growth as a cost estimator / cost analyst, whether you realize it or not. If you're an old dog, exposure to new ideas and others that share your line of work is always a good way to keep the juices flowing.

2016 Professional Development & Training Workshop

ICEAA

June 7-10, 2016

Atlanta, Georgia



December 4, 2015 – Abstract & author(s) bio due

January 15, 2016 – Notification of accepted presentations

March 30, 2016 – Papers, presentations, release forms and confirmation of funding due

Submit your abstract and bio at:

www.iceaaonline.com/callforpapers16

ICEAA Membership 2008-2015

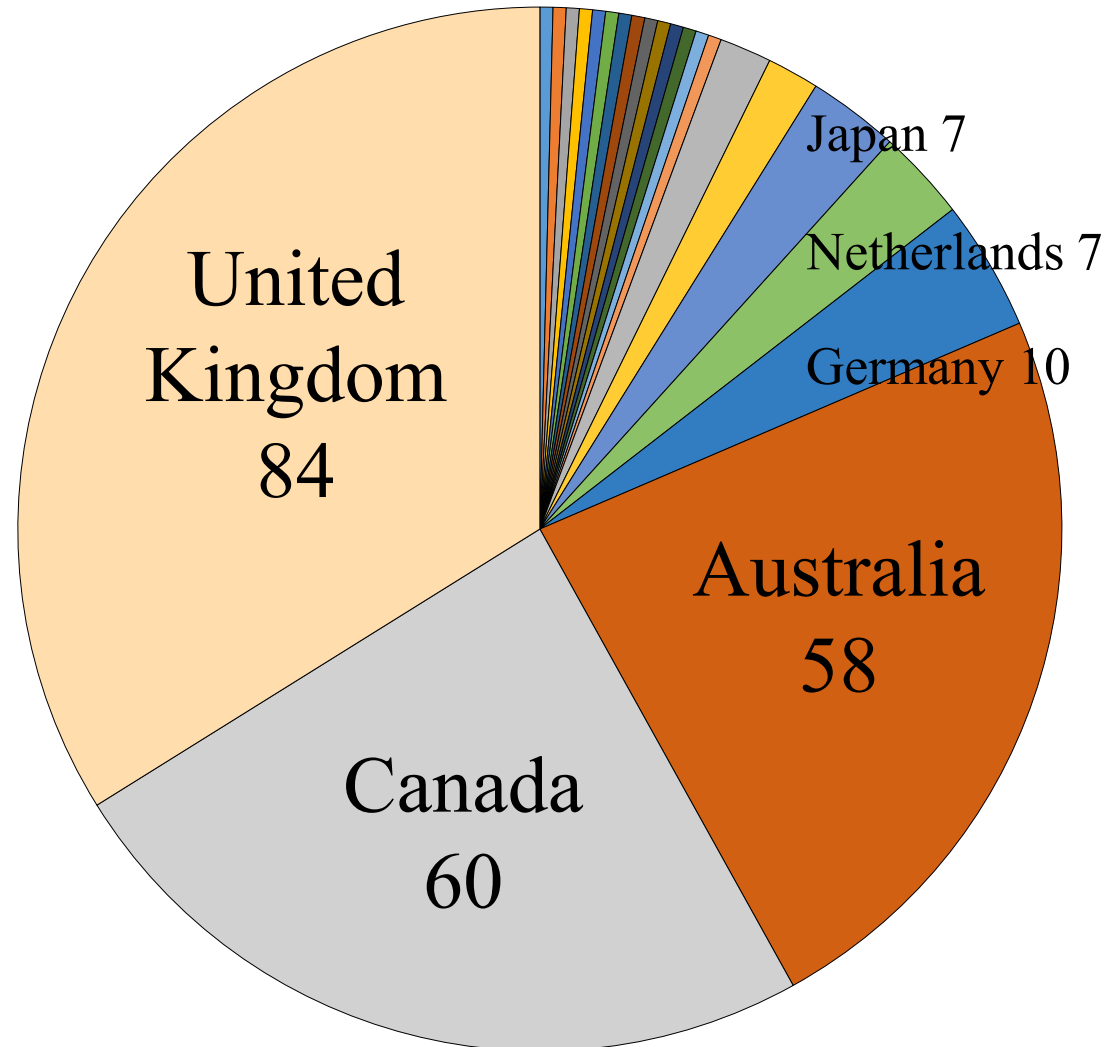
	Feb08	Feb09	Oct09	Feb10	Jun10	Jun11	Oct11	Jun12	Oct12	Feb13	Jun13	Oct13	Feb14	Jun14	Sep 14	Feb 15	Ju 15	Sep 15
TOTAL MEMBERSHIP	1599	1650	1750	1926	2044	2121	2057	2158	2385	2340	2326	2203	2084	2020	1794	1703	1712	1719
Atlanta	6			29	31		12	11	12	15	17	16	16	14	10	11	10	7
Baltimore				31	44		47	49	55	43	44	44	38	30	31	30	27	26
Canada																	24	48
Central Florida	43			38	37		43	50	49	47	44	40	38	31	28	21	21	21
Central VA											24	25	21	23	21	22	23	24
Dayton OH	93			99	91		95	108	112	103	96	94	79	73	63	60	76	73
DC Metro	384			469	522		542	557	573	559	531	494	196	460	430	429	408	397
Detroit											19	20	16	12	10	8	8	9
Greater Alabama	93			95	101		79	95	110	101	104	97	86	83	63	68	80	83
Hampton Roads VA				54	48		40	38	51	39	35	31	28	27	22	20	19	19
Houston	26			38	39		31	31	27	27	26	22	20	17	15	14	13	16
Lone Star TX					37		32	37	48	41	40	3	31	29	24	27	27	27
Mid-Atlantic					46		34	23	33	17	14	15	11	11	11	12	13	16
New England	99			114	118		131	124	110	102	98	91	96	89	83	76	87	82
Northwest	69			89	109		140	191	205	211	209	194	170	167	124	110	119	130
Northwest Florida	26			28	24		24	26	24	24	21	15	16	15	15	15	19	16
Pike's Peak	32			33	30		34	33	39	38	39	37	35	32	31	32	28	27
Rocky Mountan / Denver	38			39	43		40	44	50	42	40	41	36	30	23	25	27	23
San Antonio TX				16	13		8	7	7	8	6	6	4	4	5	4	6	5
San Diego	20			40	46		53	61	61	61	64	67	62	59	38	40	45	45
So Cal	92			96	101		100	105	182	180	186	181	171	166	151	149	150	148
St. Louis Gateway	84			105	99		78	51	54	50	50	48	46	43	35	30	31	31
Twin Cities					18		13	10	11	12	12	12	11	11	9	9	6	6
At Large	461			489	470						538				442	441	445	440

ICEAA Membership 2008-2015

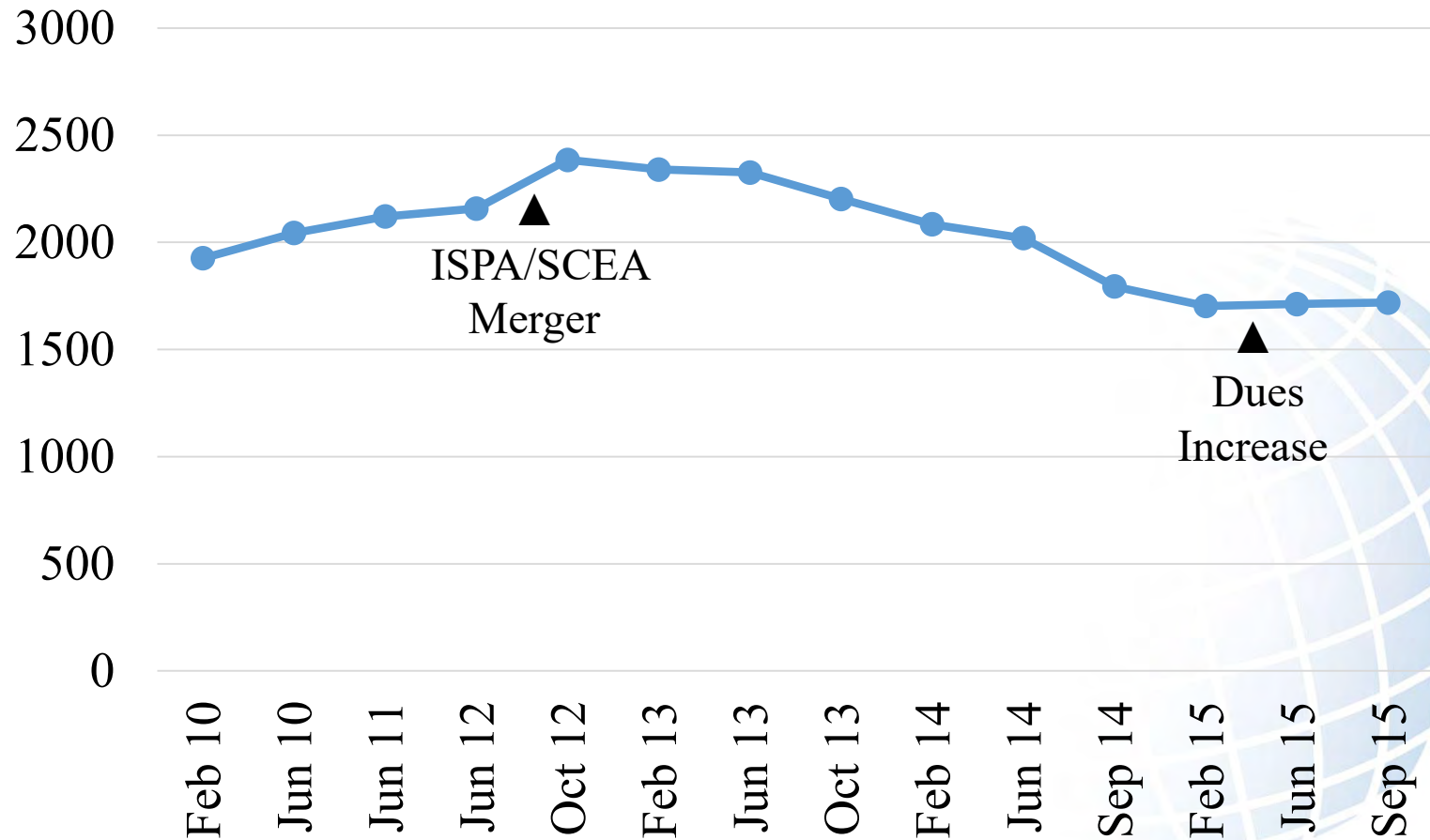
	Feb08	Feb09	Oct09	Feb10	Jun10	Jun11	Oct11	Jun12	Oct12	Feb13	Jun13	Oct13	Feb14	Jun14	Sep 14	Feb 15	Ju 15	Sep 15
TOTAL MEMBERSHIP	1599	1650	1750	1926	2044	2121	2057	2158	2385	2340	2326	2203	2084	2020	1794	1703	1712	1719
BAE		30	31	35		29						33	25	24		13	21	19
BAH	79	106	127	174	176	196	189	189	172	156	154	133	122	109		79	76	82
Boeing	292	325	323	306	294	288	277	270	293	285	296	273	244	256		173	177	174
Cobec														20		20	19	21
Deloitte														30		17	17	20
Lockheed Martin		49	57	63	98	96	82	80	76	77	74	67	68	59		42	43	42
MCR	73	73	74	76		70		50	53	47		45	39	37		27	28	28
MITRE		22	26	30		23						29	30	30		27	26	24
Northrop Grumman																29	31	33
Raytheon																14	14	15
TASC/Engility	126	96	95	86		70		62	61	59	49	51	51	52		49	29	23
Technomics		27	27	32		62		59	70	70	67	66	68	68		71	78	62
Tecolote	93	92	92	107	111	113	114	110	113	113	116	123	118	114		104	113	109
Wyle		21														13	15	17

International Membership as of September 28

Australia	58	Netherlands	7
Belgium	1	New Zealand	1
Brazil	1	Norway	1
Canada	60	South Africa	1
China	4	South Korea	1
Dominican Republic	1	Sri Lanka	1
Dubai	1	Sweden	1
France	4	Trinidad & Tobago	1
Germany	10	UK	84
Italy	1	UAE	1
Japan	7	Zimbabwe	1

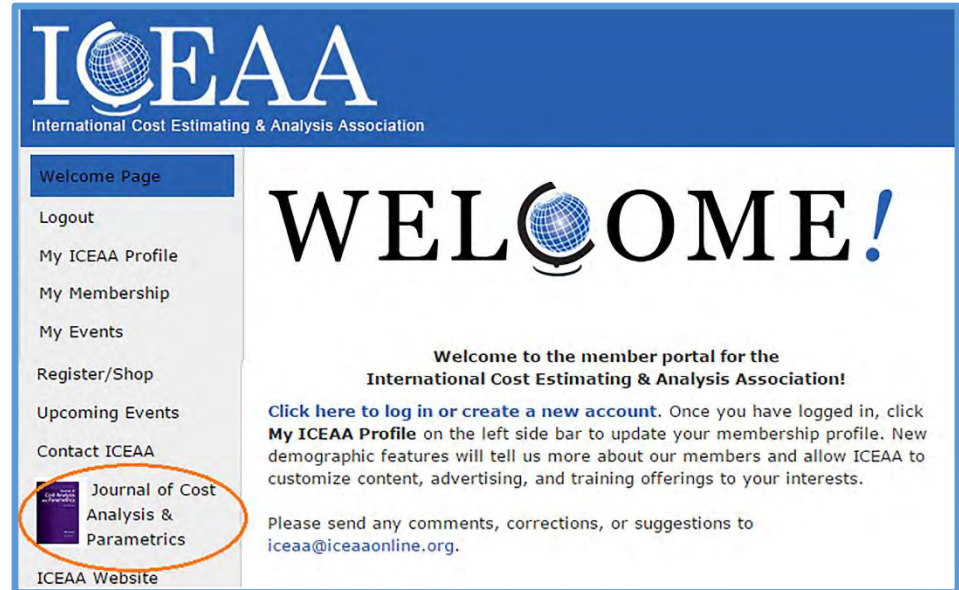


State of Association: Membership Trends 2010-2015



Improved *JCAP* Access

- Accessing current and previous issues of the *Journal of Cost Analysis & Parametrics* is easier than ever.
- Log on to the ICEAA Members-Only Portal www.iceaaonline.com/login
- Click the Journal icon on the left to go directly to the publisher's site where the issues are hosted.



ICEAA
International Cost Estimating & Analysis Association

Welcome Page
Logout
My ICEAA Profile
My Membership
My Events
Register/Shop
Upcoming Events
Contact ICEAA
Journal of Cost Analysis & Parametrics
ICEAA Website

WELCOME!

Welcome to the member portal for the
International Cost Estimating & Analysis Association!

Click here to log in or create a new account. Once you have logged in, click **My ICEAA Profile** on the left side bar to update your membership profile. New demographic features will tell us more about our members and allow ICEAA to customize content, advertising, and training offerings to your interests.

Please send any comments, corrections, or suggestions to iceaa@iceaaonline.org.

CEBoK® Sales

April 2015:

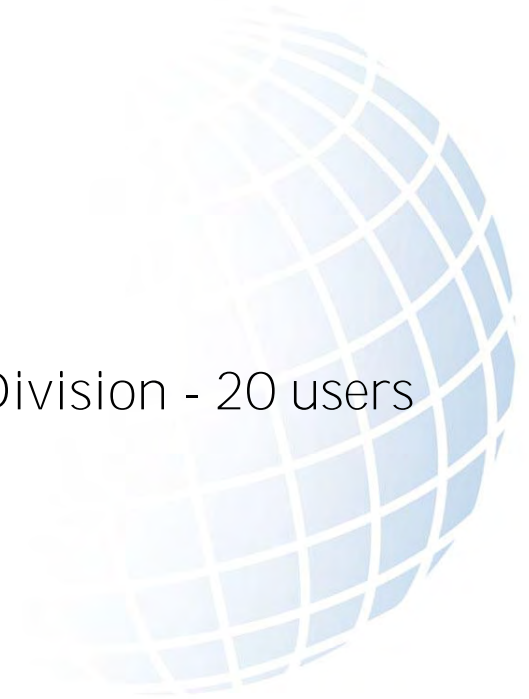
- Air Force Institute of Technology (AFIT) - 20 users

July 2015:

- Raytheon - 50 users

September 2015:

- Naval Air Warfare Center-Training Systems Division - 20 users
- Quaternion Consulting Inc. – 10 users



CEBoK® Sales

- Where did the interest come from? Is certification being required for jobs? Which jobs?
- Number of CCEA/PCEA test-takers consistent with 2012-2014
- Excluding those licenses/exam enrollees that can be credited to the Canada chapter, CEBoK sales have already doubled 2015 budget projection
- Will draft and distribute a survey to recent CEBoK purchasers, exam enrollees, and re-certifiers to try to determine source of surge

ICEAA Member's Meeting

- September 30, 2015
- Approx. 60 attendees
- 1-hour status update on the state of the association
- Slides available on the website at www.iceaaonline.com/membership



Senior Government Advisory Panel

First Meeting: October 7

- **Wendy Kunc**, Deputy Assistant Secretary for Cost and Economics, US Navy
- **Grant McVicker**, Associate Deputy Assistant Secretary for Cost and Economics, US Air Force
- **Mortez Anvari** (For Stephen Barth), Deputy Assistant Secretary of the Army for Cost and Economics, US Army
- **Katrina Hall**, Manager, Life Cycle Cost Estimating Division, Federal Aviation Administration
- **Andrew Morgan** (For Tim Sheldon), Head of Cost Assurance and Analysis Service, UK MoD
- **Paul Marston**, ICEAA President
- **Megan Jones**, ICEAA Executive Director
- **Michael Thompson**, ICEAA Executive Vice President
- **Peter Braxton**, ICEAA Vice President for Professional Development
- **Robert Hunt**, ICEAA Treasurer

Senior Government Advisory Panel

First Meeting: October 7

- Purpose:
 - **Reinvigorate ICEAA's relationship with government cost community leaders**
 - To discuss ways ICEAA can better serve our government members and government constituent organizations
 - Showcase recent and planned ICEAA initiatives
- Discussion lively and concept of the panel well-received. Plan to meet again prior to first ICEAA BOD meeting of 2016

Emeritus Members

- **ICEAA Bylaws Article 1, Section H:** “...Emeritus Members shall not be subject to dues or assessments and shall enjoy all the privileges of Full Members.”
- Received an email from Frank Flett, former SCEA President, requesting an application for emeritus membership
- Request the new Governance Review Committee consider solidifying qualifications
- Would like to establish a process for approving emeritus members
 - Application/nomination form online
 - Present candidates to BOD for simple majority vote
- Do not expect negative impact on finances if kept to an elite group of past presidents, executive directors, and other major players

From: Tim Anderson, Chair, Governance Committee

To: ICEAA Board of Directors

Subj: Status report for October 2015 ICEAA Board meeting

Date: 10/1/2015

1. The Governance Committee was established to review the current ICEAA Constitution and By-laws and make recommendations for changes. Considerations include:
 - a. Eliminate redundancy and conflict between documents
 - b. Eliminate clauses pertaining to "Interim Board"
 - c. Correct errors and inconsistencies
 - d. Reconsider the selection/nomination of Regional Directors
 - e. Consider strengthening voice of Chapter Presidents
 - f. Document role of Government Liaison Council
 - g. Re-evaluate Quorum Requirements

2. Members of the committee are Tim Anderson (chair), Meghan Kennedy, and Ray Covert

3. The committee is currently in the process of reading and proposing changes to the Constitution and By Laws relative to the first three items on the charter (redundancies, interim board clauses, errors and inconsistencies). We plan to have this first pass completed by the end of October, along with observations and recommendations for changes. The committee will report out on the recommendations no later than the next board meeting. Upon completion of the first three items on the charter, the committee will start looking at the last four items (regional directors, chapter presidents, government liaison council, and quorum requirements).

Very respectfully,

/s/ Timothy P. Anderson



Greater Dayton Chapter

2015 Update

- Elections took place for the 2015 – 2016 year. Below is the ICEAA Greater Dayton Chapter Board for 1 July 2015 – 30 June 2016:

Elected Officers

President: Jeremy Mitchell (AFLCMC)

Vice President and President Elect: Donna Gravely (AFLCMC)

Secretary: Diane Dressel (AFLCMC)

Treasurer: Arthur Mills (AFLCMC)

Directors

Programs: Donna Rosenbaum (AFLCMC)

Membership/Member Relations: Thomas Woltman (AFLCMC)

Publicity: Karem Woeber (AFLCMC)

Policy: Bryan Daly (Booz Allen Hamilton)

Ways and Means/Charity: Laura Pittman (AFLCMC)

Newsletter: Amy Knecht (AFLCMC)

Awards: Joe Bauer (PRICE Systems)

- The Chapter has conducted several events and has other events planned. Below is the calendar of events for the chapter:

August 25, 2015	ICEAA Dayton Chapter Social Fox and Hound; 1545 - 1800
September 15, 2015	Luncheon with Speaker Ms. Cella Sweeney, MCR Federal LLC <i>"Modeling Schedule What-ifs to Develop Cost Impacts"</i>
November 10, 2015	Luncheon with Speaker Mr. Ron Shroder and Mr. Todd Henrich, Frontier Technology Inc. <i>"Tools Supporting the Product Support BCA Process"</i>
January 20, 2016	Luncheon with Speaker- Joint Luncheon with ASMC Ms. Kathryn Sowers, AFLCMC Comptroller <i>"Better Buying Power Impacts at AFLCMC" (tentative topic)</i>
February 9, 2016	Luncheon with Speaker Ms. Sabrina Turner, AFCAA <i>Topic Yet to be Decided</i>
March 2016	Luncheon with Speaker <i>AFIT Master Degree Candidates-Thesis Presentations</i>
April 12, 2016	Luncheon with Speaker Bradley Riddle and Robert Williams, DAU-MW <i>"Cost and Price Realism- Application in Source Selections"</i>

ICEAA Twin Cities Chapter – Board of Directors meeting – October 17, 2015

Members – 6

Newly elected officers (two year terms, beginning 1 Oct 2015):

President: Leslie Flugum, Lockheed Martin, to a second term (e-mail flugum@juno.com)

Vice President: Geoff Zahn, DCMA, to a first term (e-mail - Geoffrey.Zahn@dcma.mil)

Secretary: David McConnell, Orbital ATK, to a second term (email - david.mcconnell@orbitalatk.com)

Treasurer: Tiffany Brand, The Toro Company, to a first term (had previously been appointed to fill a vacancy) (tiffany.brand@toro.com)

Twin Cities Chapter – next meetings:

Lunch Meeting: November 9, 2015, 12 PM (noon) Central Time
Cowboy Jack's, Bloomington, MN

Breakfast Meeting: February 11, 2016, 7:30 AM Central Time
Original Pancake House, Edina, MN

Breakfast Meeting: March 22, 2016, 7:30 AM Central Time
Original Pancake House, Edina, MN

Spring Luncheon: May 17, 2016, 12 PM (noon) Central Time
Cowboy Jack's, Bloomington, MN