

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<br><b>Action:</b> Approve June 2015 Minutes     | Greg Kiviat      |
| 9:30  | Treasurer Report<br><b>Action:</b> 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

| <b>CUMULATIVE BALANCE SHEET</b>                       |                  |             |                |               |
|---|------------------|-------------|----------------|---------------|
| <b>INVESTMENTS/CASH POSITION - END OF AUGUST 2015</b> |                  |             |                |               |
|   | <b>BALANCE</b>   | <b>RATE</b> | <b>INT.</b>    | <b>MATURE</b> |
| 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>  |             |                |               |
| <b>ANNUAL INTEREST EARNED</b>                         |                  |             | <b>\$2,048</b> |               |
| <b>TOTAL LIQUIDITY</b>                                | <b>\$473,494</b> |             |                |               |

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<br>as of 8/31/2015 |                  |                 | DELTA vs<br>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                |                                      |
| <b>TOTALS</b>                       | <b>\$724,400</b>               | <b>\$668,000</b> | <b>\$56,400</b> | <b>\$716,388</b>                          | <b>\$644,210</b> | <b>\$72,178</b> | <b>\$15,778</b>    |                                      |
|                                     | <b>EAC DELTA TO BUDGET NET</b> |                  |                 | <b>-\$8,012</b>                           | <b>-\$23,791</b> | <b>\$15,778</b> |                    |                                      |

## 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)      |
| <b>TOTAL</b>              | <b>\$542,000</b> | <b>(\$608,500)</b> | <b>(\$66,500)</b> | <b>\$516,934</b> | <b>(\$647,089)</b> | <b>(\$130,155)</b> | <b>\$724,400</b> | <b>(\$668,000)</b> | <b>\$56,400</b> | <b>\$716,364</b> | <b>(\$644,211)</b> | <b>\$72,153</b> |

### 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   |
| <b>TOTAL</b>              | <b>\$566,605</b> | <b>(\$559,001)</b> | <b>\$7,603</b> |   |

### 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  |
| <b>TOTAL</b>              | <b>\$556,605</b> | <b>(\$559,001)</b> | <b>(\$2,397)</b> |  |

## 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)    |
| <b>TOTAL</b>                   | <b>\$594,934</b> | <b>(\$586,952)</b> | <b>\$7,984</b> |  | <b>\$624,682</b> | <b>(\$616,298)</b> | <b>\$8,385</b> |

|                                | 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)    |
| <b>TOTAL</b>                   | <b>\$655,915</b> | <b>(\$647,114)</b> | <b>\$8,801</b> |  | <b>\$688,713</b> | <b>(\$679,469)</b> | <b>\$9,243</b> |



## 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 |                    | Welcome/Announcements         |                    |                    |  |
|      | 8:30-8:45     |                       |                    | Key Note (UK MoD CAAS)        |                    |                    |  |
|      | 8:45-9:45     |                       |                    |                               |                    |                    |  |
|      | 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          |                    |                               |                    |                    |  |
|      | 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             |                    |                               |                    |                    |  |
| Wed  | 7:45 - 8:30   | Coffee/Cont Breakfast |                    | Welcome/Announcements         |                    |                    |  |
|      | 8:30-8:45     |                       |                    | Key Note (AcostE - Industry?) |                    |                    |  |
|      | 8:45-9:45     |                       |                    |                               |                    |                    |  |
|      | 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)         |                    |                               |                    |                    |  |
|      | 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               |  |
| Thu  | 7:45 - 8:30   | Coffee/Cont Breakfast |                    | Welcome/Announcements         |                    |                    |  |
|      | 8:30-8:45     |                       |                    | Key Note (SCAF - Industry?)   |                    |                    |  |
|      | 8:45-9:45     |                       |                    |                               |                    |                    |  |
|      | 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 replacements questions in the PCEA® and CCEA® examinations

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

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

## Education and Training

- CCEA® required
- Training in specialty area recommended (source-agnostic)



## Documented Work Product

- As confirmed by peer review, e.g.,
- Conference paper or presentation
  - Published or refereed paper
  - Bylined article
  - Client/customer “deliverable”
  - Textbook, guide, handbook
  - Training/course material



## Examination

- 3 hour
- Testable topics in specialty area
  - Practical application on work problem(s)



## Certification

- CCEA®–Specialty**
- 5 year term
  - Renewable through CCEA® recertification

*Need Parametric SAC volunteers to review applicant work products*

*Generate questions with Nussbaum*

*Generate work problem(s) with Nussbaum*

Exam eligibility determined through Application Review

*Create new application and guide with Burger*

## Consistent with CCEA® Requirements

- ✓ Documented education requirement
  - ✓ Relevant work experience in specialty area
  - ✓ Examination on identified topical content (agnostic to the source of training materials)
- +
- ✓ Peer review of applicant’s work product

# ***Parametric Specialty Actions...***

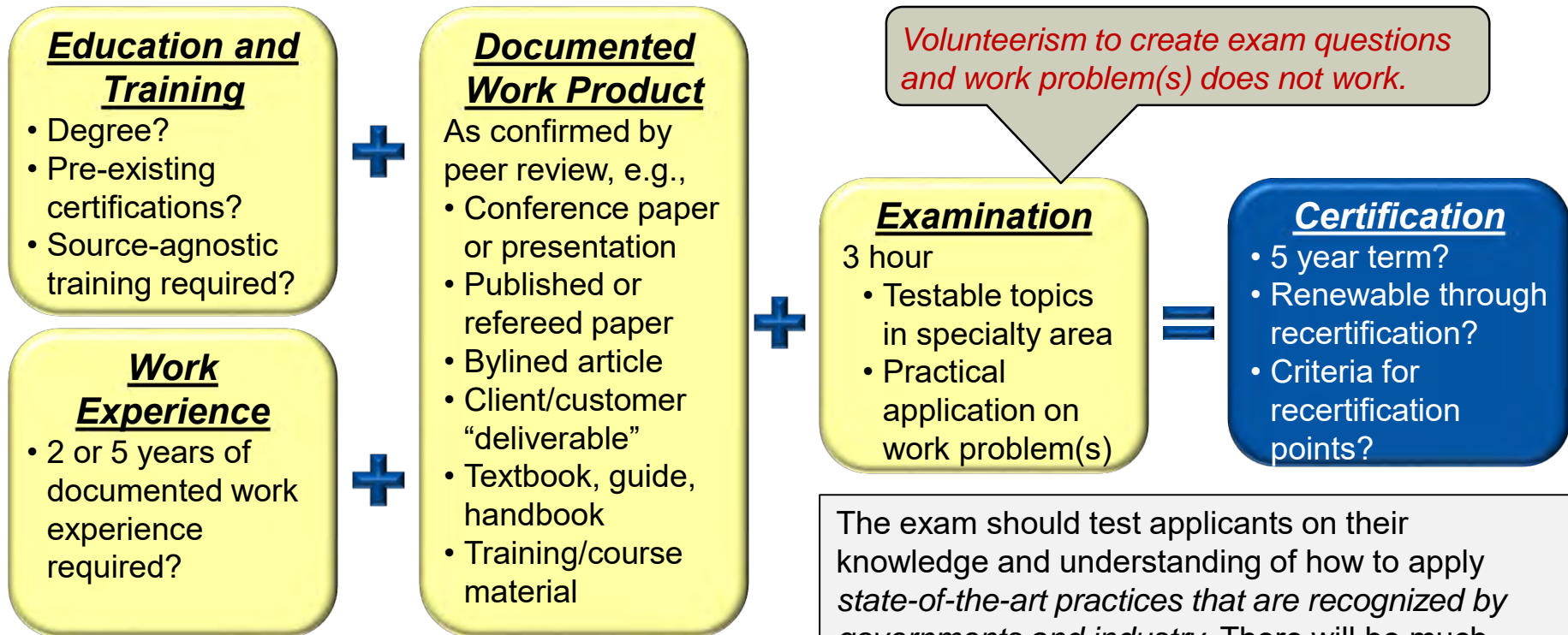
- Finalize CCEA®-P exam for June 16 roll-out
  - Create Parametric Specialty Certification Application and Guidebook based on CCEA® application and guidebook
  - Identify Parametric SAC volunteers to review work products included in applicants' submission
  - Finalize examination questions by cannibalizing 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"> <li>• Receive statement “certifying” company’s internal training program (use in Annual Reports, recruiting, marketing, proposals, etc.)</li> <li>• Recognize certified companies on ICEAA site, conferences</li> <li>• 5 year renewal</li> <li>• Can “flow down” training certificates to employees for their recognition</li> </ul> | <ul style="list-style-type: none"> <li>• Provide training documentation (curriculum, lesson plans, reading material, exercises, tests)</li> <li>• Provide evidence of application (student records, use)</li> <li>• Host Certification Review for ICEAA reviewers to witness execution</li> <li>• Fee</li> </ul> | <ul style="list-style-type: none"> <li>• Additional revenue stream (market-based pricing)</li> <li>• Increased visibility and stature for ICEAA with current and new corporate stakeholders</li> <li>• Potential new members from exposure to ICEAA</li> </ul> | <ul style="list-style-type: none"> <li>• Non-recurring cost to assemble certification review criteria</li> <li>• Recurring payments to reviewers per applicant</li> <li>• Administration costs (statements, postings, renewals)</li> <li>• Liabilities?</li> </ul> |

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:

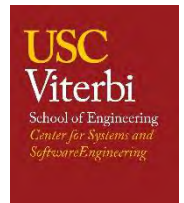
Booz | Allen | Hamilton

strategy and technology consultants





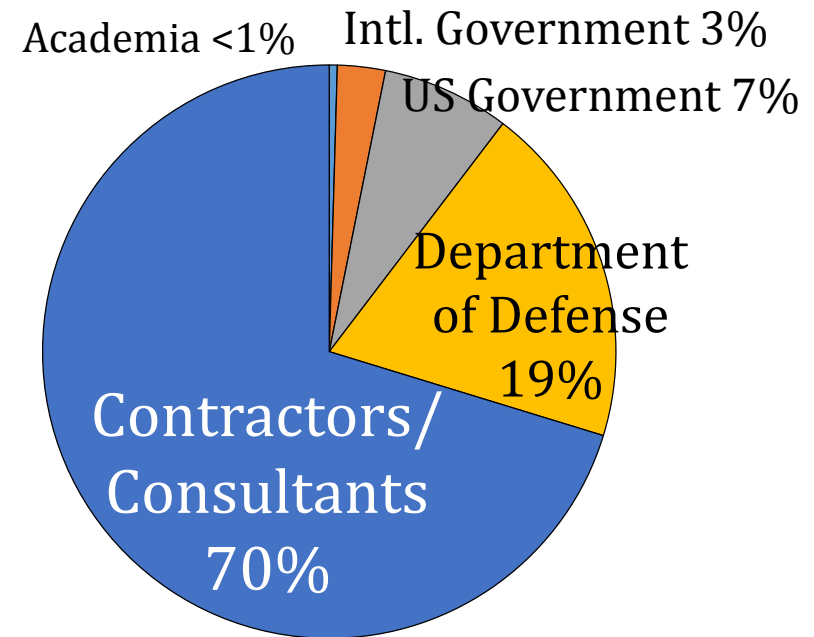
# Sponsors & Exhibitors:





# 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                                       | <b>\$274,708</b> |
| 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   | <b>\$408,674</b> |
| Registrations                                  | \$350,294        |
| Exhibitors & Sponsors- Including registrations | \$58,380         |
| Other Activities                               | \$0              |
| NET TOTAL                                      | <b>\$133,966</b> |
| REGISTRATIONS                                  | <b>425</b>       |



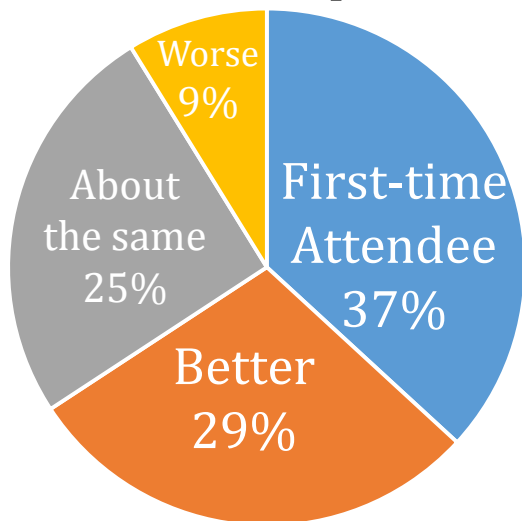
# Historical Profit

|                   | 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               |

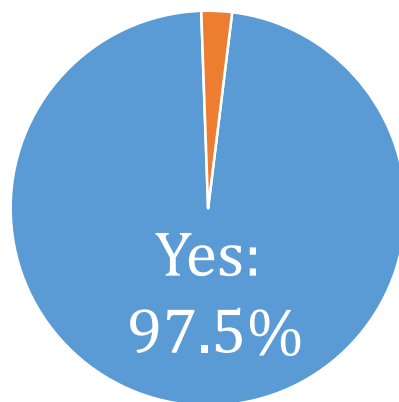


# Attendee Feedback

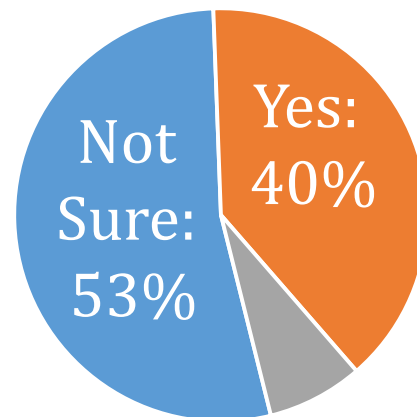
If you have attended a previous ICEAA Workshop (or ISPA/SCEA conference), how did this one compare?



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%  
ICEAA



# 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 |
|------------------------------------|------|------|
| Keynote speakers                   | 3.73 | 3.19 |
| Tuesday evening Welcome Reception  | 3.95 | 3.47 |
| Morning Awards Breakfasts          | 3.6  | 3.28 |
| Wednesday evening Reception        | 3.68 | 3.36 |
| Best Paper Overall General Session |      | 4.08 |
| Overall conference schedule        | 3.93 | 3.80 |
| Quality of presentations           | 3.79 | 3.49 |

|   | 2014 | 2015 |
|---|------|------|
| Opportunity to network with other ICEAA members                       | 4.22 | 4.08 |
| Sheraton San Diego Hotel & Marina as a host facility                  | 4.05 | 3.84 |
| Please rate your experience in the exhibit hall:                      | 3.65 | 3.56 |
| If you downloaded the ICEAA App, please rate your experience with it: | 4.04 | 4.17 |



# 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.

ICEAA

# 2016 Professional Development & Training Workshop



**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](http://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  | <b>1719</b> |
| 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         |

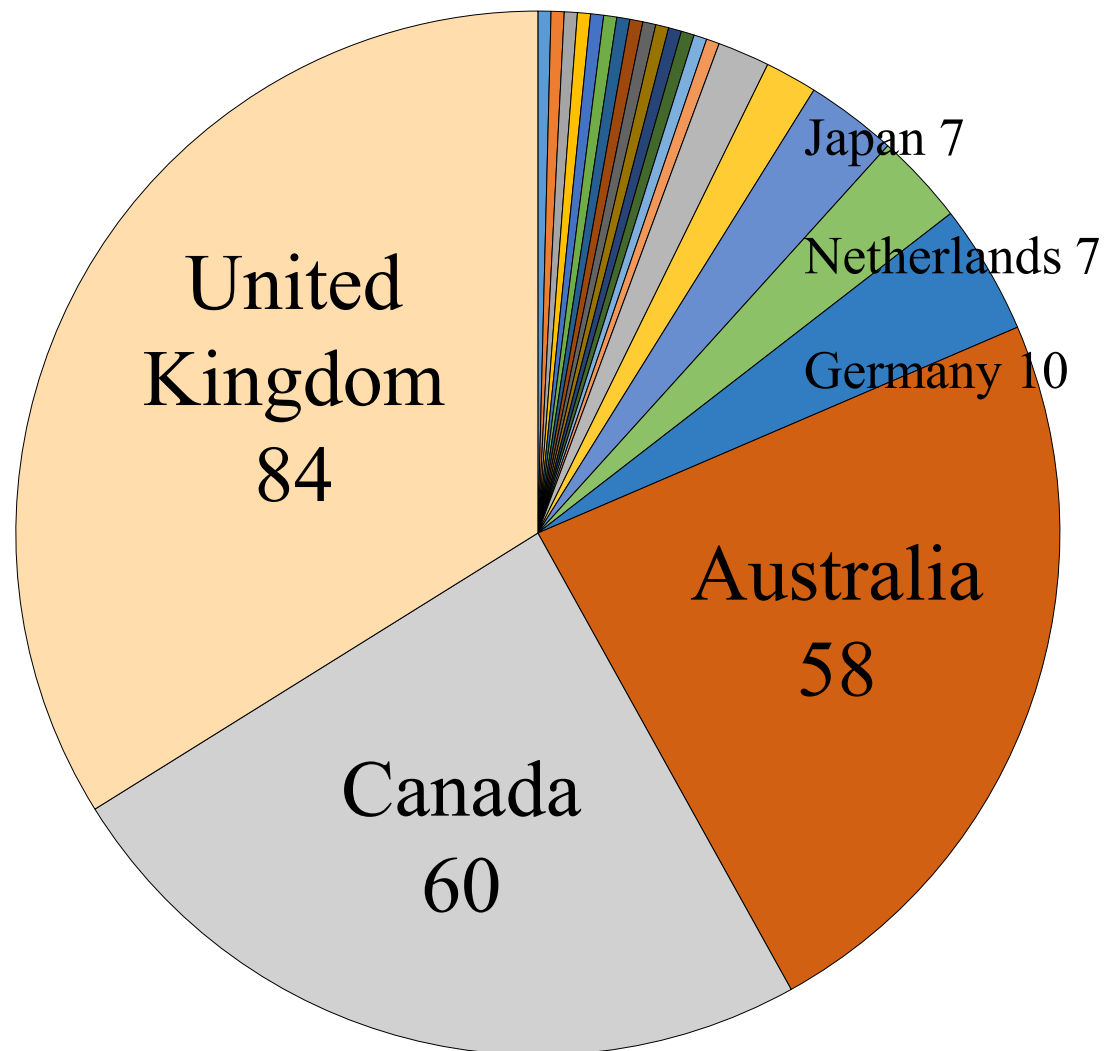
## ICEAA Membership 2008-2015

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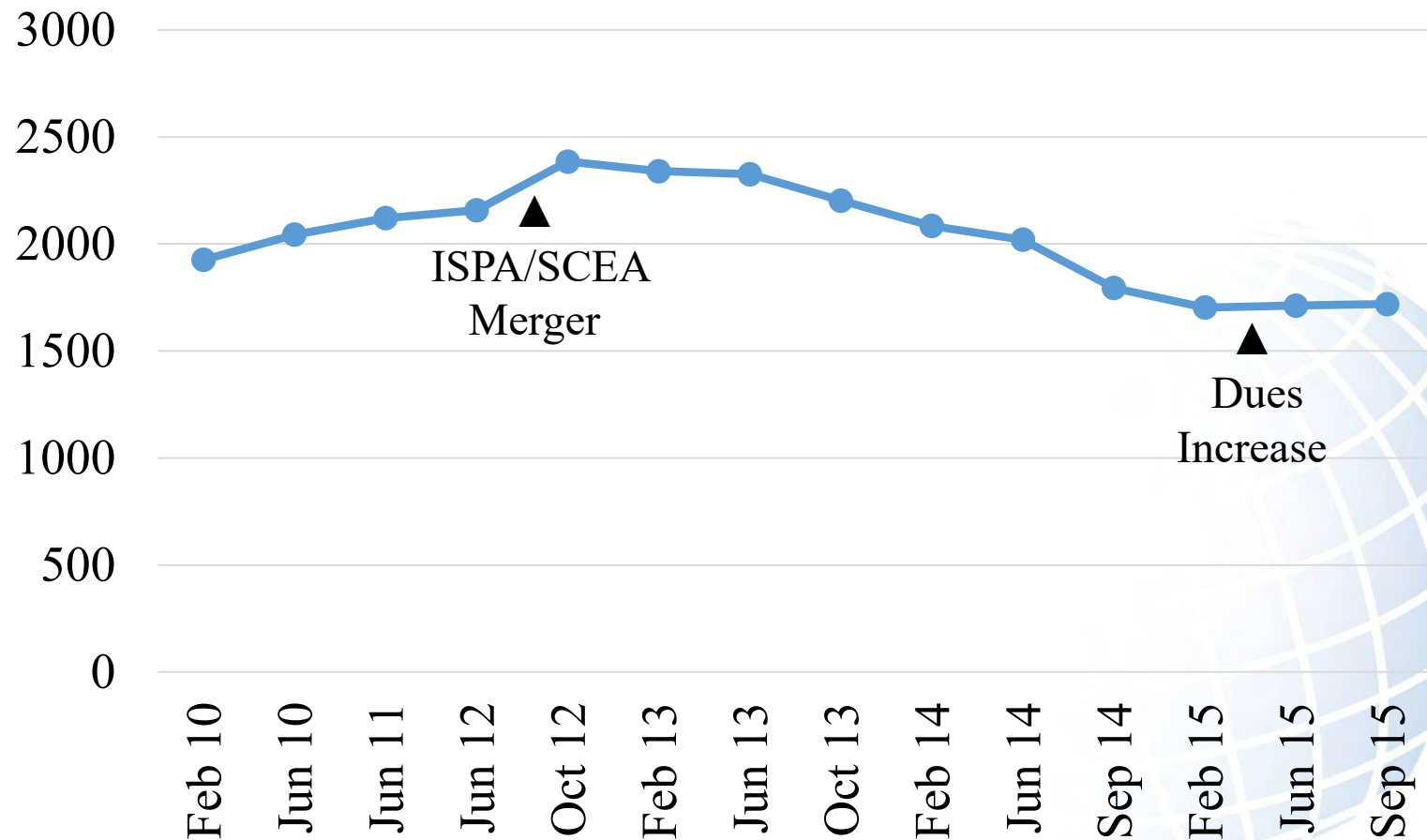
# International Membership

*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  |

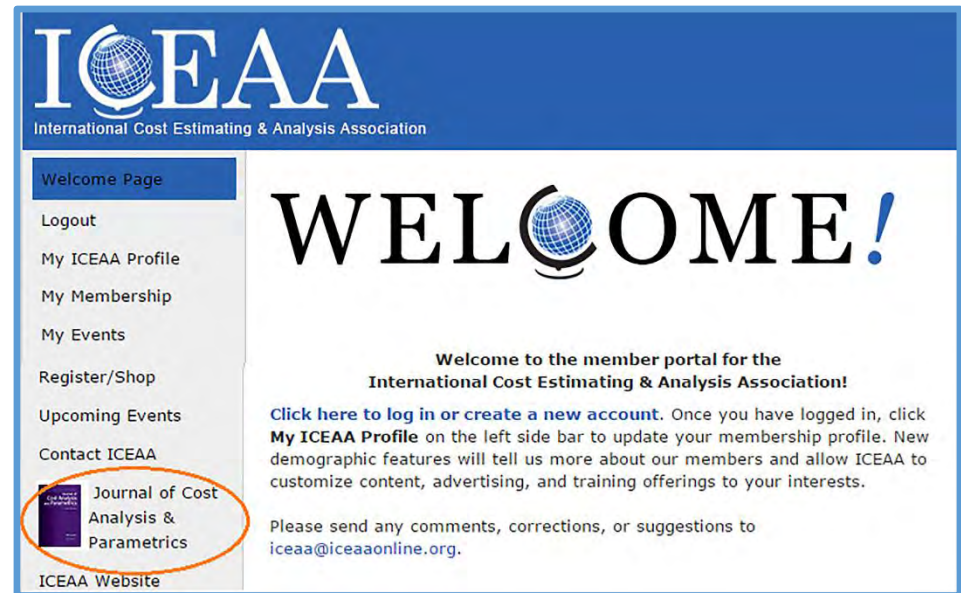


# State of Association: Membership Trends 2010-2015



# 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](http://www.iceaaonline.com/login)
- Click the Journal icon on the left to go directly to the publisher's site where the issues are hosted.



# CEBoK® Sales

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April 2015:

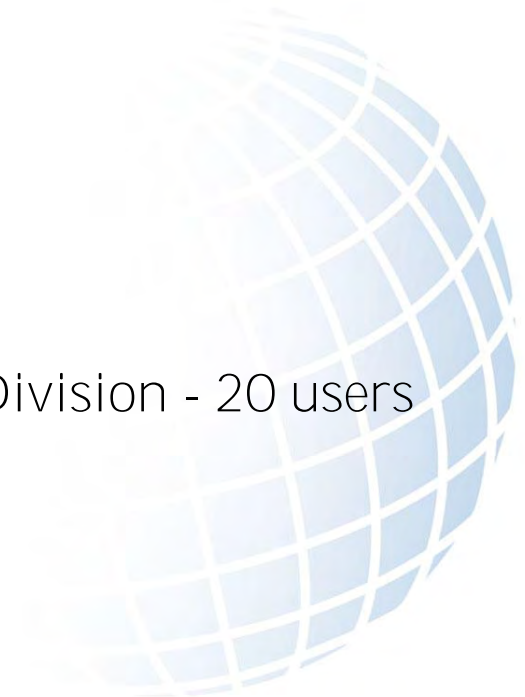
- Air Force Institute of Technology (AFIT) - 20 users

July 2015:

- Raytheon - 50 users

September 2015:

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





# CEBoK® Sales

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- 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

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- 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](http://www.iceaaonline.com/membership)



# Senior Government Advisory Panel

## First Meeting: October 7

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- **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

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- 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

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- **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:

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

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

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

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