

ICEAA Board of Director's Meeting
0900 – 1700, Tuesday, September 16, 2014

Boeing
Bldg 17 | 14900 Bolsa Chica Road
Huntington Beach, CA 92647

AGENDA

as of September 5, 2014

Time	Agenda Item	Leader
8:00	Gather for Continental Breakfast	
9:00	Welcome, Quorum Count, and Introductions	Brian Glauser
9:10	Secretary Report Action: Approve June 2014 Minutes	Patricia Zedaker
9:30	Treasurer Report Action: Approve Treasurers Report	Mike Thompson
10:00	Certification	Peter Andrejev
10:30	Break	
10:45	2014 ICEAA Workshop Report	Rich Harwin
11:00	2015 ICEAA Workshop Report	Mike Thompson
11:15	ICEAA Business Office Report	Megan Jones
	Website: members only section and beta testing	
	ICEAA authors on the website	
	Potential 2017 Workshop Locations	
11:45	Lunch & break	
12:30	Special Interest Group (SIG) Update	Brian Glauser
12:45	International Conferences	Brian Glauser, Jason Dechoretz
1:05	New training modules	Greg Kiviat
1:35	Floor open for questions on Region/Chapter reports from pre-read	
2:05	Review June 2014 Board Action Summary	Megan Jones
2:30	New Business	Brian Glauser
	Plan Next Meeting & Adjourn	Brian Glauser

ICEAA Board of Directors Meeting
10 June 2014 | Denver, CO

DRAFT MINUTES as of August 13, 2014

Welcome, quorum count, introductions:

Paul Marston

Moved the treasurer's report and business office report to later in the morning due to Brian Glauser's flight being delayed.

Secretary's Report:

Pat Zedeker

March 1, 2014 meeting minutes approved.

March 1 Meeting Action Summary review:

- Brian will initiate conversations with Dr. Burke and other associations to establish a new version of the DoD CAS event for February 2015.
 - The DoD CAS event was rescheduled for 15 July. Brian initiated conversations with Burke: managed to avoid a conflict with DoDCAS being scheduled for the same time as the ICEAA Workshop, conversations are ongoing. Bess Dopkeen will be speaking on Wednesday.
- Jason Dechoretz volunteers to meet with senior government leadership and discuss refocusing on ICEAA and showing ICEAA's value.
 - Jason prepared new bylaws language for review in the afternoon.
- Megan will draft an email to the membership explaining the results of the financial overview for the Board to review prior to distribution.
 - Financial review not finished as of 10 June meeting. Will have the results available for 18 September meeting
- Megan to update Board on IT issues by 7 March
 - Sent an IT update to the Board on March 7 along with the draft minutes. Update completed; new and ongoing issues continue, but all are moving towards positive positions or resolutions. March 7 with the draft minutes
- Joe to distribute "Rick Collins" report to the Board
 - Action completed: report distributed March 26.
- Megan will coordinate a conference call with the Executive Committee to discuss the "Rick Collins" report after distribution.
 - Call scheduled and took place on April 11. Both the Executive Committee and Board members present agree the plan is good but not concrete; very high-level.

ICEAA Board of Directors Meeting

10 June 2014 | Denver, CO

DRAFT MINUTES as of August 13, 2014

- **New Action:** Task force formed to translate the strategic plan into measurable goals: John Deem, Jason Dechoretz., Andy Prince, Paul Marston, Brian Glauser
- Mike Thompson will check if the language regarding roles and responsibilities of chapter officers was added to the Chaptering Handbook and if not, will add to the handbook.
 - New draft of the Chaptering Handbook is in process; next step is to review with the regional directors.
- Brian will appoint a Budget Committee with recommendations from Mike Thompson.
 - Budget committee formed (Mike Thompson, Paul Marston, Ellie Bassett, Katie Geier Noriega, Megan Jones). The committee held two calls: March 18, April 11. Group agrees to nominate Greg Kiviat to the budget committee for SIG knowledge.
- Megan to provide annual membership statistics for a larger span of years (and Japan data if possible). Will distribute to the Board and Regional Directors for anecdotal information about what has changed and why.
 - Data presented and reviewed at the Board meeting
- Rich Harwin and Andrew Drennon will reach out to Mel Etheridge and Eric Drucker to determine later paper deadlines.
 - Papers up for Best Paper consideration were all received by April 17
- Brian to set up a committee in June to look at merging ICEAA's international conference activities with ACostE and other international groups to ease planning, reduce costs.
 - ACostE 2014 event was cancelled. Further discussion on international conferences scheduled for later in the meeting.
- Megan will incorporate edits and distribute a new draft of the SIG charter to the Board
 - Action complete. New language draft presented later in the meeting, approved.
- Megan will prepare suggestions and analyses of financial models for ICEAA/SIG dues and a restructuring of the corporate sponsorship program.
 - Action separated into two items: financial models for ICEAA and ICEAA SIG dues; corporate sponsorship program review.
- Peter Braxton to gather a group to review the cost estimating/project management curriculum.
 - Determined to be more relevant to Greg Kiviat's presentation scheduled for later in the meeting.
- Brian and Jason D. will meet offline to determine a plan for participating at the ACostE event and to choose a single point of accountability for arranging papers and trainers.

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DRAFT MINUTES as of August 13, 2014

- ACostE 2014 event was cancelled. Further discussion on international conferences scheduled for later in the meeting.
- Kevin Cincotta will report on the status of the Canadian CEBoK training program at the June board meeting.
 - CEBoK training reviewed. Needs customization to support training program
- Megan to prepare a set of policies/procedures for spending authorization, present to the Executive Committee for review then to the Board for approval.
 - Item to remain open. Megan will work with Pat Zedeker on policies for spending authorization and standard business procedure guidelines.

Group agrees to move action summary to end of meeting as many of the topics were scheduled for later in the day.

Motion to approve Secretary's seconded, report approved.

Certification Update

Peter Andrejev

Peter presents certification PowerPoint

Treasurer's Report

Mike Thompson

Mike presents treasurer's report.

- **Action:** Executive Committee to begin discussion on the holistic approach to increasing revenue and decreasing expenses, to include restructuring corporate sponsorship program, dues structure.
- **Action:** Budget committee create a 3-year budget plan with the final 2014 ICEAA Workshop financials and present to Executive Committee prior to next Board meeting.

Motion to approve Treasurer's seconded, report approved.

International Business Office Update

Megan Jones

Megan presents business office update PowerPoint

- **Action:** Megan to prepare lists and rosters for established committees, indicate which are currently active, describe areas of focus.
- **Action:** Megan to prepare a pie chart showing makeup of international members

Motion to approve business office update seconded, report approved.

ICEAA Board of Directors Meeting

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DRAFT MINUTES as of August 13, 2014

2014 ICEAA Workshop Report

Rich Harwin

Rich presents 2014 Workshop PowerPoint, highlights of the upcoming meeting.

Special Interest Group (SIG) Update, Agreement Review

Brian Glauser

Group reviews SIG agreement draft, accepts the new language with minor grammatical errors and blanks to be filled in when the rate is determined. Moved and carried.

Andy Prince is holding a meeting to discuss interest in a Space SIG later this week

International Conferences

Brian Glauser, Jason Dechoretz

International Conferences: ACostE was cancelled for 2014. Meeting planned for later in the week (Brian Glauser, Jason Dechoretz, Andy Nicholls, Dale Shermon, Megan Jones) to discuss plans for a 2016 conference in the UK.

Floor open for questions on Region/Chapter reports from pre-read

Les Flugum - asks about moving members from region to region.

Jon Kilgore (Hampton Roads, VA) – wants to discuss increasing membership and employer-based diversity. Chapter is working to increase membership, working on a door-to-door recruitment strategy. Wants to get more information on how to do more recruitment.

- **Action:** Megan to research member recruitment best practices webinars/information for chapter presidents
- **Action:** Megan to send lists of at-large members to regional directors to conduct outreach to at-large members in their areas

Dave Stem (DC Capital Area) – Discussing the awards program presentation at the ICEAA Workshop brings up thoughts about standardizing the chapter/regional awards programs, in effort to align local awards to international ones and consistency for awards across local entities.

- **Action:** Regional directors to work with their chapters to determine patterns and best practices of local chapter awards.

Kevin Cincotta presented information on training efforts in Canada.

Kirk Schneider (Region 3) – proposes that the region/chapter reports for the spring and fall meetings be read-ahead written presentations, but the presentations at the meeting in conjunction with the Workshop be presented orally, since it has the greatest attendance. Group agrees.

- **Action:** Megan to make a template for the regional directors for presenting their reports.

ICEAA Board of Directors Meeting
10 June 2014 | Denver, CO

DRAFT MINUTES as of August 13, 2014

New Business

Brian Glauser

Jason Dechoretz: proposes new bylaws language to allow for outside directors/government input:

Article V: Advisory Panels

- A. The Board of Directors shall establish panels which will serve as liaisons to the Board for the purpose of advising and informing the Board of the needs of specific sections of the Association's membership.
- B. The panels shall be comprised of senior leaders in those membership sections. The panel shall serve for a term to run concurrently with the term of the President. Panel members carry no voting rights and are not required to be ICEAA members.

Motion to approve language, with some grammatical edits (included above) seconded and approved.

Greg Kiviat presented the Sikorsky training curriculum. Sikorsky has created a new industry-based curriculum for employees of industrial companies, proposes ICEAA provide this curriculum as part of educational and certification offerings.

- o **Action:** Peter Andrejev, Peter Braxton and Kevin Cincotta to review the curriculum and advise the Board on whether or not to add to ICEAA training.

Next meeting planned for October 18 in Washington, DC. Later changed over email to September 16 in Huntington Beach, CA.

Meeting adjourned at 3:25pm

TREASURER REPORT

Board of Directors Meeting
September 2014

Mike Thompson

2014 Financial Summary

Profit & Loss Statement

Cumulative for the Year 2014

ACCOUNT SUMMARY	BUDGET	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2014 INCOME													
ICEAA CONFERENCE	\$295,000	\$7,160	\$13,215	\$42,945	\$74,172	\$219,507	\$331,331	\$332,008	\$0	\$0	\$0	\$0	\$0
IPM CONFERENCE	\$47,000	\$0	\$15,000	\$15,000	\$19,306	\$19,306	\$19,306	\$19,306	\$0	\$0	\$0	\$0	\$0
MEMBERSHIPS	\$110,000	\$7,658	\$12,513	\$15,728	\$18,373	\$26,293	\$29,628	\$30,953	\$0	\$0	\$0	\$0	\$0
CERTIFICATION	\$40,000	\$600	\$1,825	\$3,810	\$5,535	\$7,535	\$14,240	\$15,180	\$0	\$0	\$0	\$0	\$0
PROFESSIONAL ED. SALES	\$24,000	\$285	\$2,725	\$4,205	\$6,295	\$7,122	\$7,867	\$8,097	\$0	\$0	\$0	\$0	\$0
PUBLICATIONS	\$15,000	\$6,000	\$6,000	\$11,202	\$11,202	\$11,202	\$11,217	\$11,397	\$0	\$0	\$0	\$0	\$0
ADVERTISING	\$6,000	\$0	\$1,909	\$2,588	\$2,588	\$3,996	\$4,996	\$4,996	\$0	\$0	\$0	\$0	\$0
INTEREST & OTHER INCOME	\$5,000	\$372	\$749	\$1,264	\$1,614	\$1,975	\$2,326	\$2,688	\$0	\$0	\$0	\$0	\$0
2014 INCOME	\$542,000	\$22,076	\$53,936	\$96,742	\$139,085	\$296,937	\$420,910	\$424,625	\$0	\$0	\$0	\$0	\$0
2014 EXPENSES													
PUBLICATIONS	\$48,000	\$4,172	\$4,202	\$4,271	\$51,313	\$59,065	\$59,065	\$69,730	\$0	\$0	\$0	\$0	\$0
PROFESSIONAL EDUCATION	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
ICEAA CONFERENCE	\$198,000	\$2,675	\$2,675	\$3,742	\$7,473	\$11,577	\$28,984	\$208,056	\$0	\$0	\$0	\$0	\$0
IPM CONFERENCE	\$0	\$106	-\$2,835	-\$2,835	-\$2,835	-\$2,835	-\$2,835	-\$2,835	\$0	\$0	\$0	\$0	\$0
CERTIFICATION	\$3,000	\$86	\$86	\$86	\$86	\$86	\$86	\$86	\$0	\$0	\$0	\$0	\$0
CHAPTER	\$10,000	\$241	\$1,236	\$4,491	\$4,836	\$4,981	\$4,981	\$5,051	\$0	\$0	\$0	\$0	\$0
OTHER DIRECT EXPENSES	\$2,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
STAFF & CONTRACTORS	\$256,000	\$16,002	\$34,145	\$55,044	\$72,952	\$100,666	\$123,372	\$141,553	\$0	\$0	\$0	\$0	\$0
OFFICE OPERATIONS	\$79,000	\$5,895	\$10,510	\$22,342	\$30,856	\$33,667	\$43,764	\$48,542	\$0	\$0	\$0	\$0	\$0
MEMBER ACTIVITIES	\$9,000	\$79	\$183	\$805	\$805	\$805	\$938	\$938	\$0	\$0	\$0	\$0	\$0
OTHER OPERATING EXPENSES	\$3,000	\$0	\$0	\$0	\$0	\$91	\$91	\$91	\$0	\$0	\$0	\$0	\$0
2014 EXPENSES	\$608,500	\$29,256	\$50,202	\$87,945	\$165,485	\$208,103	\$258,445	\$471,212	\$0	\$0	\$0	\$0	\$0
NET POSITION	-\$66,500	-\$7,181	\$3,734	\$8,798	-\$26,401	\$88,834	\$162,466	-\$46,587	\$0	\$0	\$0	\$0	\$0

2014 seven month operating results reflect the following major items:

- ICEAA 2014 Workshop income and expenses result in net \$120K income.
- IPM 2014 conference (November) is our last opportunity for major income this year.
Registration forecast not yet available, but sponsorship sales trend is encouraging.
- Publications expense above budget due to delayed billing by publisher for 2013 issues.

2014 Financial Summary

Current Assets as of 1 August 2014

CUMULATIVE BALANCE SHEET				
INVESTMENTS/CASH POSITION - as of August 1, 2014				
	BALANCE	RATE	INT.	MATURE
PFCU - 4346114-56-6	\$41,738	1.50%	\$360	Jan-15
PFCU - 4507023-56-4	\$20,046	1.25%	\$144	May-15
PFCU - 4339703-56-5	\$30,280	1.75%	\$303	Dec-15
PFCU - 4566018-56-2	\$78,360	1.60%	\$717	Feb-15
PFCU - 4717075-56-0	\$34,580	1.50%	\$298	Feb-15
PFCU - 4717076-56-8	\$34,393	1.25%	\$272	Feb-14
PFCU - 4717077-56-6	\$34,633	1.16%	\$366	Feb-16
PFCU MONEY MARKET & CASH	\$513			
SUBTOTAL INVESTMENTS	\$274,542			
BoA CHECKING ACCOUNT	\$120,463	(Includes \$71K CD cashed Feb 2014)		
TD BANK JOURNAL ACCOUNT	\$3,002			
ANNUAL INTEREST EARNED			\$2,460	
TOTAL LIQUIDITY	\$398,008			

2014 Financial Summary

Estimate at Completion

	2014 Budget	Aug 2014 Actuals	Estimate at Completion	Budget vs. EAC Delta	Comments
INCOME					
ICEAA Conference	\$295,000	\$332,008	\$332,008	\$37,008	Actuals - complete
IPM Conference	\$47,000	\$19,306	\$54,306	\$7,306	Actuals from 2013 + \$35K estimate for 2014 1st payment
Memberships	\$110,000	\$30,953	\$75,056	-\$34,944	Projected 2 year avg. of 1 & 2 year memberships
Certification	\$40,000	\$15,180	\$27,107	-\$12,893	Projection of 7 month actual+10%
Prof. Ed. Sales (CEBoK)	\$24,000	\$8,097	\$14,170	-\$9,830	Projection of 7 month actual+5%
Publications	\$15,000	\$11,397	\$11,397	-\$3,603	T&F payments completed
Advertising	\$6,000	\$4,996	\$7,996	\$1,996	Projection of 7 month actual
Interest & Other Income	\$5,000	\$2,688	\$4,608	-\$392	Projection of 7 month actual
TOTAL INCOME	\$542,000	\$424,625	\$526,648	-\$15,352	
EXPENSES					
Publications	\$48,000	\$69,730	\$85,730	\$37,730	Actuals +1 JCAP@\$10K+1 IW@\$6K
Prof. Ed. Expenses (CEBoK)	\$0	\$0	\$0	\$0	No CEBoK investment this year
ICEAA Conference	\$198,000	\$208,056	\$208,056	\$10,056	Actuals - complete
IPM Conference	\$0	-\$2,835	-\$2,835	-\$2,835	Net from repay of bills by NDIA
Certification	\$3,000	\$86	\$586	-\$2,414	Est for future Fedex, etc.
Chapter Expenses	\$10,000	\$5,051	\$5,551	-\$4,449	Most completed
Other Direct Expenses	\$2,500	\$0	\$500	-\$2,000	No actuals to date
Staff & Support Contractors	\$256,000	\$141,533	\$245,661	-\$10,339	Staff actuals + 3% bonus
Office Operations	\$79,000	\$48,542	\$81,481	\$2,481	Actuals projected
Member Activities	\$9,000	\$938	\$1,938	-\$7,062	Underrun budget
Other Operating Expenses	\$3,000	\$91	\$0	-\$3,000	
TOTAL EXPENSES	\$608,500	\$471,192	\$626,668	\$18,168	
NET P - L	-\$66,500	-\$46,567	-\$100,020		

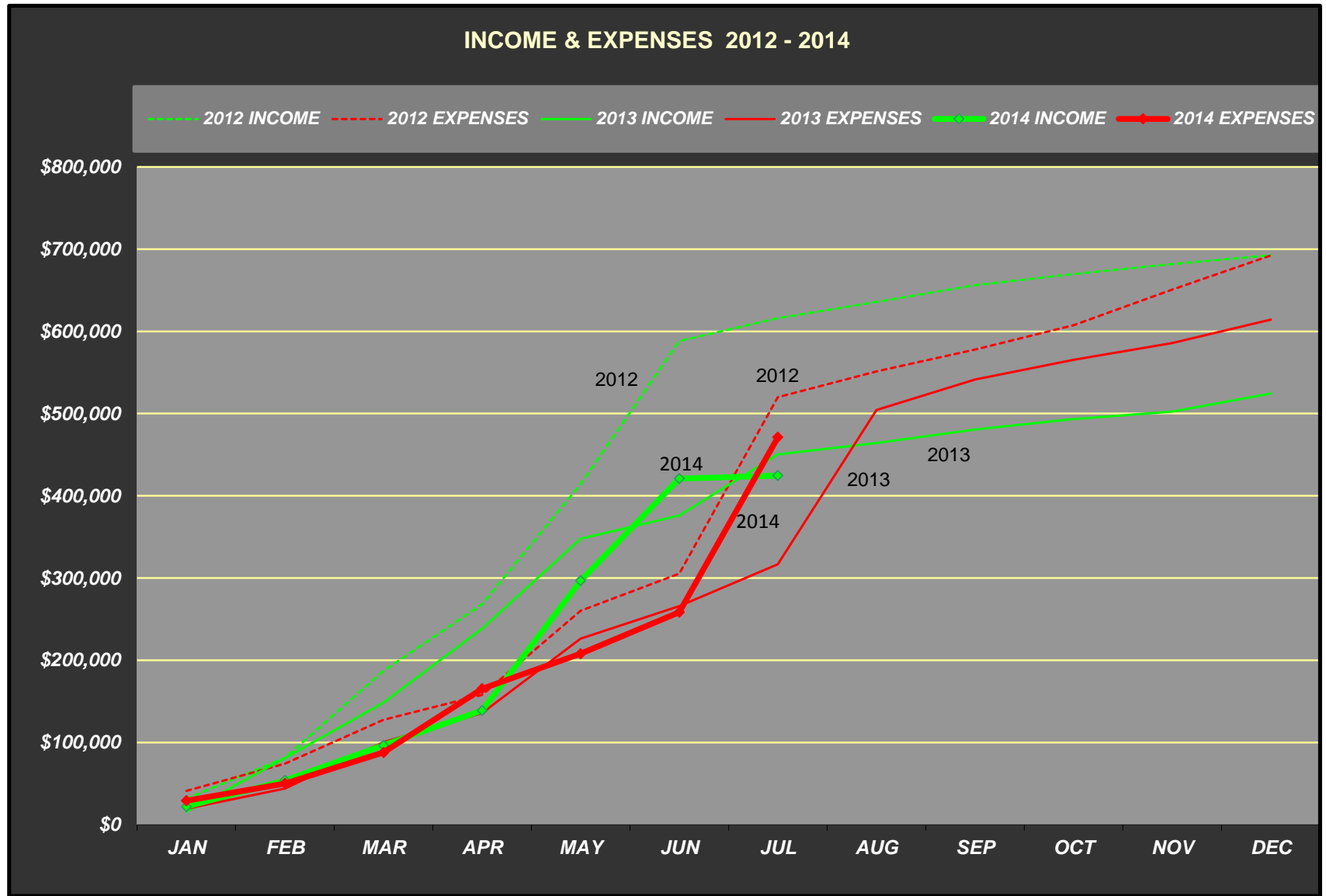
Membership actuals discrepancy noted and being addressed. Sent renewal notice in new format, received 160 in the first day.

Current & projected retention rate unlikely to meet original budget. EAC assumes renewing 45% of non-renewed that expired pre 7/31 by EOY and 80% retention of remaining expiress.

CEBoK software downward profit curve is more drastic than original 2014 budget forecasted.

Publications expense above budget due to delayed billing by publisher for 2013 issues (\$24K).

2014 Financial Summary



BACKUP – REVISED 2015 BUDGET ESTIMATE

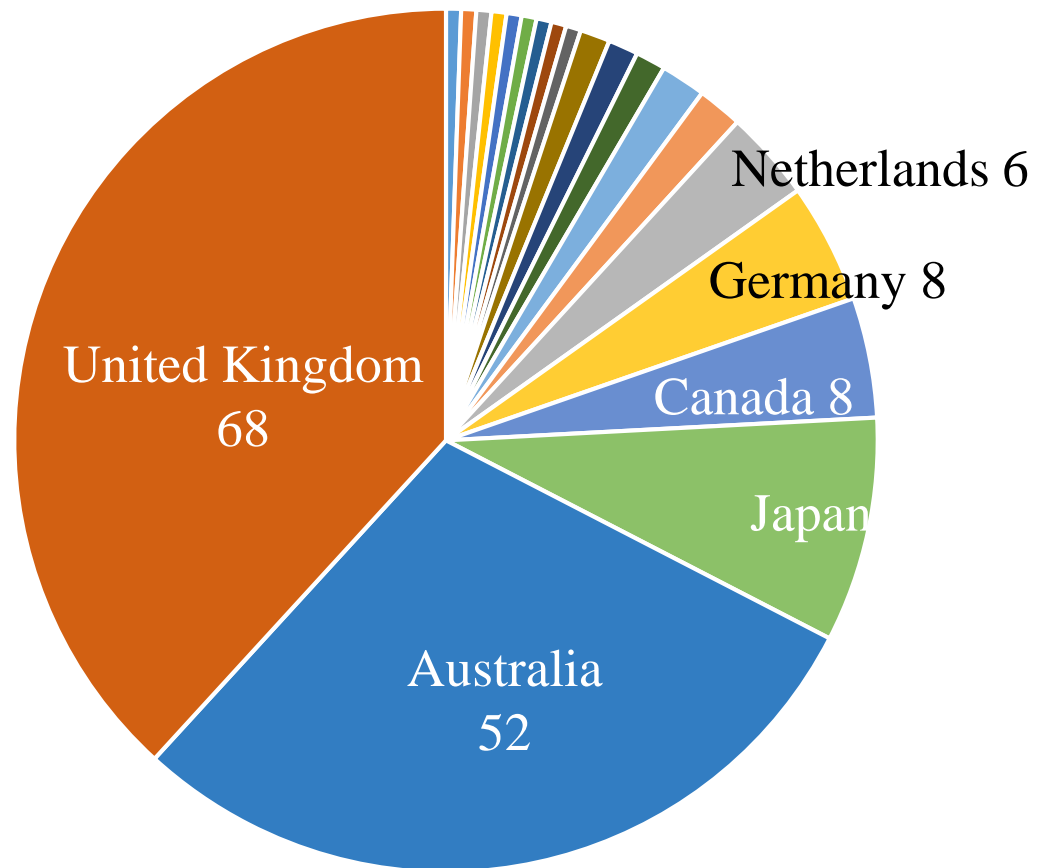
	2014 Budget	2014 EAC	Orig. 2015 Budget	Revised 2015 Budget	Comments
INCOME					
ICEAA Conference	\$295,000	\$332,008	\$356,900	\$390,150	450 registrants x 102% of 2013 avg. income per registrant
IPM Conference	\$47,000	\$54,306	\$60,000	\$75,000	\$35K 2014 conf. +\$40K 2015 conf.
Memberships	\$110,000	\$75,056	\$143,000	\$113,925	1,950 dues payers w/15% @ 2 yr.
Certification	\$40,000	\$27,107	\$41,200	\$30,900	3% above 2014 estimate
Prof. Ed. Sales (CEBoK)	\$24,000	\$14,170	\$50,000	\$10,000	Downward on CEBoK 2.1 curve
Publications & Advertising	\$21,000	\$19,393	\$22,050	\$20,600	3% above 2014 estimate
Interest & Other Income	\$5,000	\$4,608	\$5,500	\$5,000	Current CDs/rates
TOTAL INCOME	\$542,000	\$526,648	\$678,650	\$645,575	Reduced membership dues due to life members
EXPENSES					
Publications	\$48,000	\$85,730	\$48,000	\$44,500	
Prof. Ed. Expenses (CEBoK)	\$0	\$0	\$75,000	\$0	CEBoK replacement contract let - no paymts.
ICEAA Conference	\$198,000	\$208,056	\$258,000	\$279,000	450 registrants x 120% of 2013 avg. expense
IPM Conference	\$0	-\$2,835	\$2,000	\$2,000	Unpaid reimbursements from prior year
Certification	\$3,000	\$586	\$3,150	\$1,000	2013 projected forward
Chapter Expenses	\$10,000	\$5,551	\$10,500	\$6,000	2013 projected forward
Other Direct Expenses	\$2,500	\$500	\$2,625	\$500	2013 projected forward
Staff & Support Contractors	\$256,000	\$245,661	\$263,680	\$250,000	2% above 2013
Office Operations	\$79,000	\$81,481	\$80,975	\$86,005	3% above 2013
Member Activities	\$9,000	\$1,938	\$9,450	\$2,000	2013 projected forward
Other Operating Expenses	\$3,000	\$0	\$3,090	\$0	
TOTAL EXPENSES	\$608,500	\$626,668	\$756,470	\$671,005	No payments on CEBoK replacement contract
NET P - L	-\$66,500	-\$100,020	-\$77,820	-\$25,430	

ICEAA Membership 2007-2014

	Feb07	Jun07	Oct07	Feb08	Feb09	Oct09	Feb10	Jun10	Jun11	Oct11	Jun12	Oct12	Feb13	Jun13	Oct13	Feb14	Jun14	Sep 14
TOTAL MEMBERSHIP	1324	1407	1450	1599	1650	1750	1926	2044	2121	2057	2158	2385	2340	2326	2203	2084	2020	1794
Atlanta	9	7	6	6			29	31		12	11	12	15	17	16	16	14	10
Central Florida	56	52	47	43			38	37		43	50	49	47	44	40	38	31	28
Greater Alabama	90	84	86	93			95	101		79	95	110	101	104	97	86	83	63
New England	104	107	101	99			114	118		131	124	110	102	98	91	96	89	83
Northwest	49	49	56	69			89	109		140	191	205	211	209	194	170	167	124
Pike's Peak	34	39	37	32			33	30		34	33	39	38	39	37	35	32	31
Rocky Mountain / Denver	0	31	34	38			39	43		40	44	50	42	40	41	36	30	23
So Cal	86	87	87	92			96	101		100	105	182	180	186	181	171	166	151
San Diego	20	21	22	20			40	46		53	61	61	61	64	67	62	59	38
St. Louis Gateway	64	66	80	84			105	99		78	51	54	50	50	48	46	43	35
Twin Cities	6							18		13	10	11	12	12	12	11	11	9
Detroit														19	20	16	12	10
DC Metro	382	376	374	384			469	522		542	557	573	559	531	494	196	460	430
Hampton Roads VA							54	48		40	38	51	39	35	31	28	27	22
Central VA														24	25	21	23	21
Mid-Atlantic								46		34	23	33	17	14	15	11	11	11
Dayton OH	91	81	79	93			99	91		95	108	112	103	96	94	79	73	63
Northwest Florida	17	21	22	26			28	24		24	26	24	24	21	15	16	15	15
Houston		21	24	26			38	39		31	31	27	27	26	22	20	17	15
Lone Star TX								37		32	37	48	41	40	3	31	29	24
San Antonio TX							16	13		8	7	7	8	6	6	4	4	5
Baltimore							31	44		47	49	55	43	44	44	38	30	31
At Large	261	324	355	461			489	470						538				442

International Membership as of September 1, 2014

UK	68	Belgium	1
Australia	52	Dominican Republic	1
Japan	15	Indonesia	1
Canada	8	Norway	1
Germany	8	South Africa	1
Netherlands	6	Sri Lanka	1
Italy	3	Trinidad & Tobago	1
South Korea	3	Turkey	1
Brazil	2	Ukraine	1
China	2		
France	2		





International Cost Estimating & Analysis Association

Welcome Page

Join/Renew/Register

Upcoming Events

Contact ICEAA

ICEAA Website

Login

WELCOME!

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

ICEAA members and visitors may now login and view their ICEAA profiles, transaction history and more. Stay tuned for new features in the coming weeks and months!

Click here to log in 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.

New Features

- Real-time events calendar of local, national, and international events
- Manage your mail and email preferences
- Add yourself to the list of members interested in speaking opportunities

Coming soon:

- CEU and Recertification Credit Profile
- Searchable Membership Directory
- Cost Estimating Social Network

2015 Workshop Early
Registration Rates



Register for the 2015 Workshop before December 31, 2014 and receive the 2014 Workshop rate!

Do You Have an Upcoming
Chapter Event?



Email us information about your upcoming chapter event to be added to the event calendar!

Purchase CEBok Online



Convenient online ordering now available for CEBok!

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Edit Your Profile

Below is your full membership profile. You may update your contact information and chapter information on this page.

Membership Profile required fields:

Name

Job Title

Primary Address

Work Phone Number

Work Email Address

Chapter: If you would not like to be associated with a chapter, you may choose 'At Large Member'.

Company Name: Please enter the full name of your company or organization.

Personal Information

Do Not Publish Info Online: ☐

First Name:

Middle Name:

Last Name:

Suffix:

Title:

Designation:

Membership Information

Is Member: Yes Membership Type: Annual ICEAA Membership Status: Active

Join Date: 1/7/2014 Effective Date: 1/7/2014 Expire Date: 1/8/2015

Address Information

Please select your country first and the "State" input field will be populated with available states, provinces or territories of your country.

Department:

Work Address:

City:

State:

Postal Code:

Country:

Is Primary Address: ☒

Home Address:

City:

State:

Postal Code:

Country:

Is Primary Address: ☐

Phone Information

Work Phone: (703) 938-5090 Ext: Primary: ☒

Home Phone: Ext: Primary: ☐

E-Mail Address Information

A primary e-mail address is required for using this web site. It will be used as the login ID to be able to log in to the site.

Work E-Mail: megan@iceaaonline.org Primary: ☒

Home E-Mail: Primary: ☐

Please provide the following additional information

Chapter/Affiliate: At Large Members ▼

Check all of the topics on which you would be willing to speak at ICEAA International or Chapter events. Ctl+click for multiple selections:

Risk
EVM
Information Technology

To join the mailing list for announcements from additional chapters, choose one or more from this list. Ctl+Click for multiple selections:

Pike's Peak
Rocky Mountain
San Diego
Southern California

Company Name: If you are retired, please enter 'Retired'. If you do not have a company or organization, please enter 'N/A':

ICEAA International Business Office

Company Acronym (ie NCCA, AFCAA, CAAS):

ICEAA

Please choose the category that best describes your position at your company:

Owner, President, Executive-level Manager ▼

Which of the following best describe your primary job function? Ctl+Click for multiple selections:

Cost Estimating/Analysis
Program/Project Management
Finance/Accounting
Earned Value Management

Check the box if you are a Government Employee:

☐

Save

Cancel



- Welcome Page
- My ICEAA Profile
- My Events
- My Transactions
- Join/Renew/Register
- Upcoming Events
- Contact ICEAA
- ICEAA Website
- Logout

- My Transactions
- My Memberships

My Membership

This page lists your current and past ICEAA membership types.

- Member Type:** Your ICEAA member type will be one of the following -
- Annual ICEAA Membership (1 Year Membership)
 - 2 Year ICEAA Membership
 - Lifetime Membership
 - Student Membership (1 Year Membership for current students)

You may change your membership type when renewing.

Expire: This is your ICEAA membership expiration date.

Join Effective: This is the date that your membership was purchased. The earliest date listed will also be your ICEAA join date.

To renew your ICEAA membership or purchase a different membership type, such as Lifetime Membership, follow the directions below:

- Click on 'Renew Now' under 'Action'.
- Choose your membership type and click 'Renew'.
- Click 'Exit'.
- If paying my credit card, on your My Memberships page, click 'Pay Open Order' under 'Actions', and complete the payment process.
- If paying by check or company invoice, click on the 'My Transactions' button at the top, find your renewal order in the list and print your invoice to send with your payment by clicking on 'View More' under 'Invoice Details'.

You may also renew your membership by [shopping in the ICEAA store](#).

.....

Memberships

My Memberships ▼

The section below displays open orders and invoices that are 1 year old or less, and closed orders and invoices that are 60 days old or less

Member Type	Join	Effective	Expire	Order#	Order Status	Order Date	Total	Invoice#	Primary	Action
Annual ICEAA Membership	1/7/2014		1/8/2015				\$0.00		✓	Renew now

- Welcome Page
- My ICEAA Profile
- My Events
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- Join/Renew/Register
- Upcoming Events
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- ICEAA Website
- Logout

Online Store

Megan Jones - Annual ICEAA Membership, Expires 1/8/2015.

[View Membership] [Logout]



Items: 1
Total: \$895.00

Shop for:

Top 100 Products ▾

Search for:

GO

Sort By:

(Page 1 of 1)

[Annual ICEAA Membership](#)

Membership



Renew:	\$55.00
New:	\$55.00

[2 Year ICEAA Membership](#)

Membership



Renew:	\$100.00
New:	\$100.00

[Student Membership](#)

Membership



Renew:	\$30.00
New:	\$30.00

[Cost Estimating Body of Knowledge \(CEBoK®\)](#)

Merchandise



Member:	\$230.00
Non-Member:	\$330.00

[Journal of Cost Analysis & Parametrics - 3 Issues](#)

Subscription



Member:	\$15.00
Non-Member:	\$45.00

[2015 Professional Development & Training Workshop](#) **EDU**

Event



[View Event Details](#)

Member:	\$895.00
Non-Member:	\$980.00

(Page 1 of 1)

Welcome Page
My ICEAA Profile
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Join/Renew/Register
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Logout

Online Store

Megan Jones - Annual ICEAA Membership, Expires 1/8/2015.

[\[View Membership \]](#) [\[Logout \]](#)

Shopping Cart

 [Update Cart](#)


 [Empty Cart](#)

[< Continue Shopping](#)

[Check Out >](#)

Source Code:

Click on the [X] to remove item from your shopping cart.

Remove	Item	Quantity	Item Price	Price
	2015 Professional Development & Training Workshop Event Main Registration, Badge Name: Megan Education Credit: CEU Credit Amount: 2	<input type="text" value="1"/>	<input type="text" value="\$895.00"/>	<input type="text" value="\$895.00"/>
Subtotal				\$895.00

Discount Code:

 [Apply Discount](#)

 [Update Cart](#)

 [Empty Cart](#)

[< Continue Shopping](#)

[Check Out >](#)

Certification Program Report

September 16, 2014
Peter Andrejev, Director of Certification



Certification Program since last time...

Operational Status

- 63 applicants tested in 2014 through August
- Overall 61% of applicants taking the exam earned certification

Strategic Objectives

- Finalize CCEA®-P program
- Enhance inventory of CCEA® exam questions
- Investigate specialty certification in Pricing

Tactical Actions

- Finalizing CCEA®-P exam questions
 - June 10 working session
 - Conduct “private” exam beta test

Overall Summary Statistics

Overall certifications as of September 1, 2014:

- CCEA® 686 (including 16 CCEA®-P)
- PCEA® 128
- CPP 58

Recertifications:

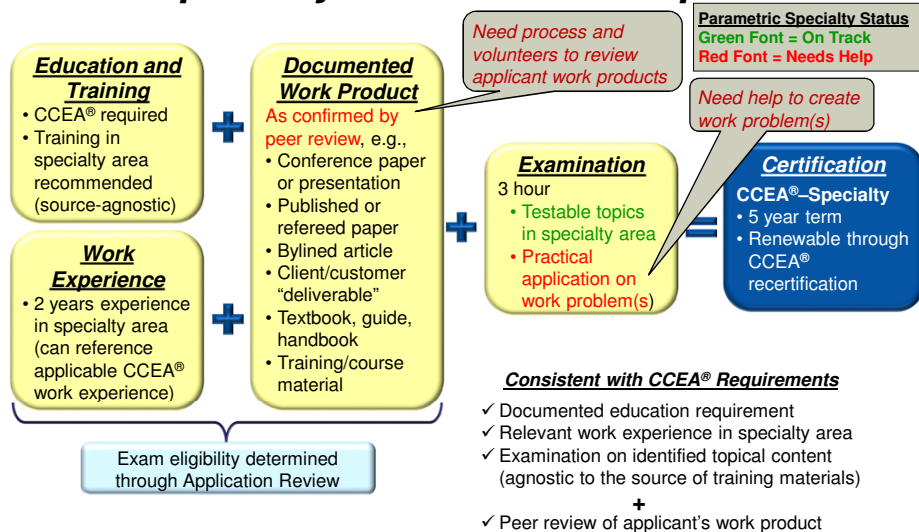
- 47 Recertifications in 2014

Other Countries with Certified Individuals:

- Australia, Canada, Egypt, Japan, Saudi Arabia, UK

3

Specialty Certification Requirements



4

Parametric Specialty Program Status

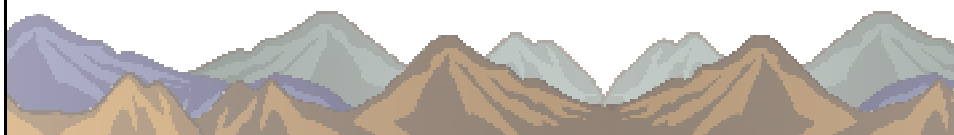
- Finalizing 75 multiple-choice questions
 - 55 questions cannibalized from the CPP exam with 15 needing rework to ensure consistent question structure, point value, and “degree of difficulty”
 - 20 questions identified from existing CCEA® exam for possible “import” to CCEA®-P exam
- Need to create case study for “work problem(s)”
 - Cannibalize unused segment(s) of CCEA® problem set
 - Case study from another source
- Need volunteers to review applicants’ work products
- Need to create Parametric Specialty Certification application guide



2014 Workshop Summary

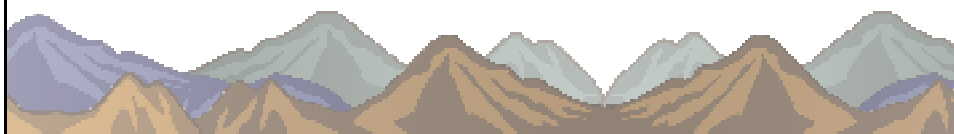
Rich Harwin

2014 Workshop Co-Chair



2014 Workshop Statistics

- 386 attendees
- 16 exhibitors
- 1 gold sponsor, 3 silver sponsors
- 4 training tracks
- Over 100 papers in 9 tracks





Financial Breakdown

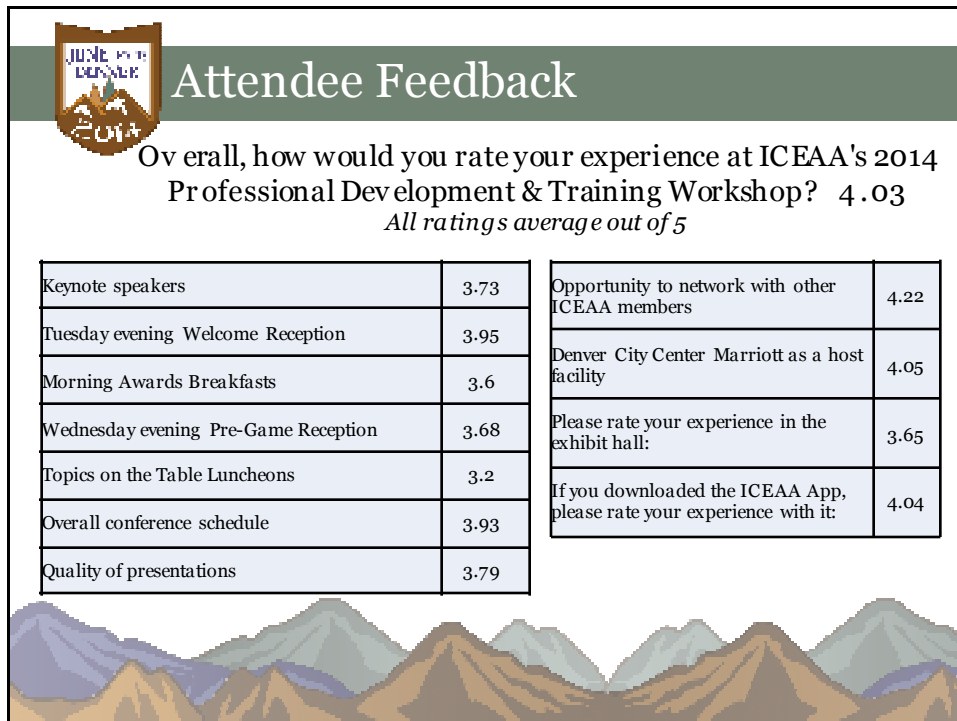
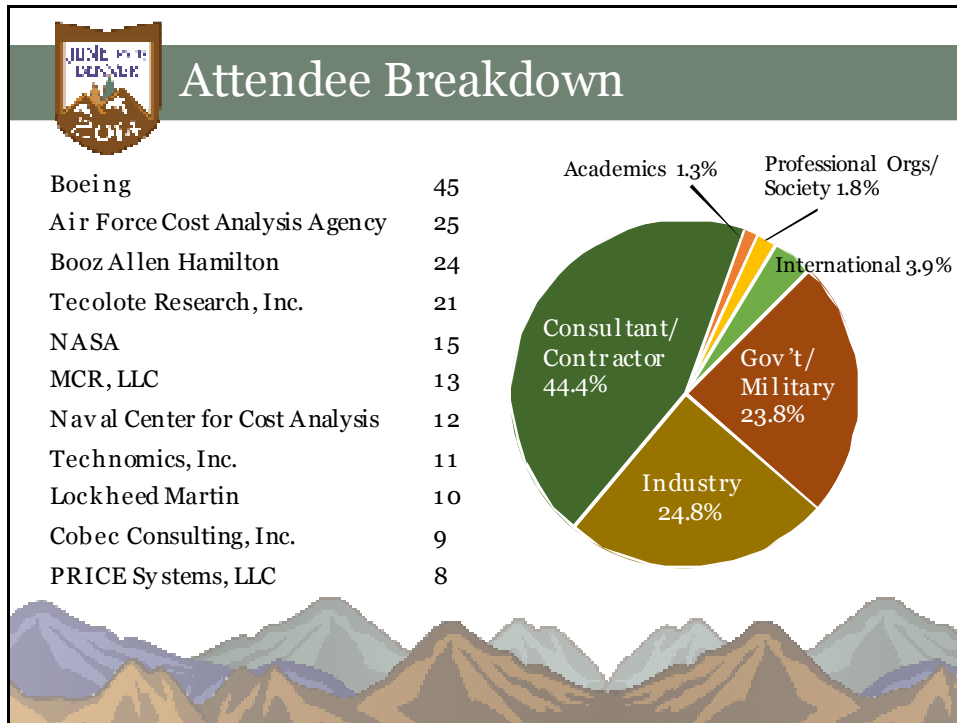
ACCOUNT NAME	6/30 ACTUALS	INCOME (Does not include Start-Up or "In-Kind")	\$
EXPENSES	\$ 206,229	Registrations	\$ 326,162
Awards & Gifts	\$ 1,166	Exhibitors - Including registrations	\$ 262,857
Audio Visual	\$ 31,257	Sponsors - Including registrations	\$ 26,300
Bank/CC Fees	\$ 7,473	Other Activities - Baseball tickets	\$ 34,525
Conference Entertainment and Activities-Baseball	\$ 3,413	NET TOTAL	\$ 2,480
Exhibits	\$ 1,932		\$ 119,933
Host Hotel Food	\$ 134,000		
Host Hotel Other	\$ 220		
Mailing	\$ 2,093		
On-site Contract Staff	\$ 200		
On-site Office/IT Center/Misc. Charges	\$ 1,336		
Printing - Publicity & Signage	\$ 3,028		
Printing - Registration/Training/Track Mtls.	\$ 10,952		
ICEAA Staff Travel	\$ 8,656		
Security	\$ 480		
Other	\$ 24		

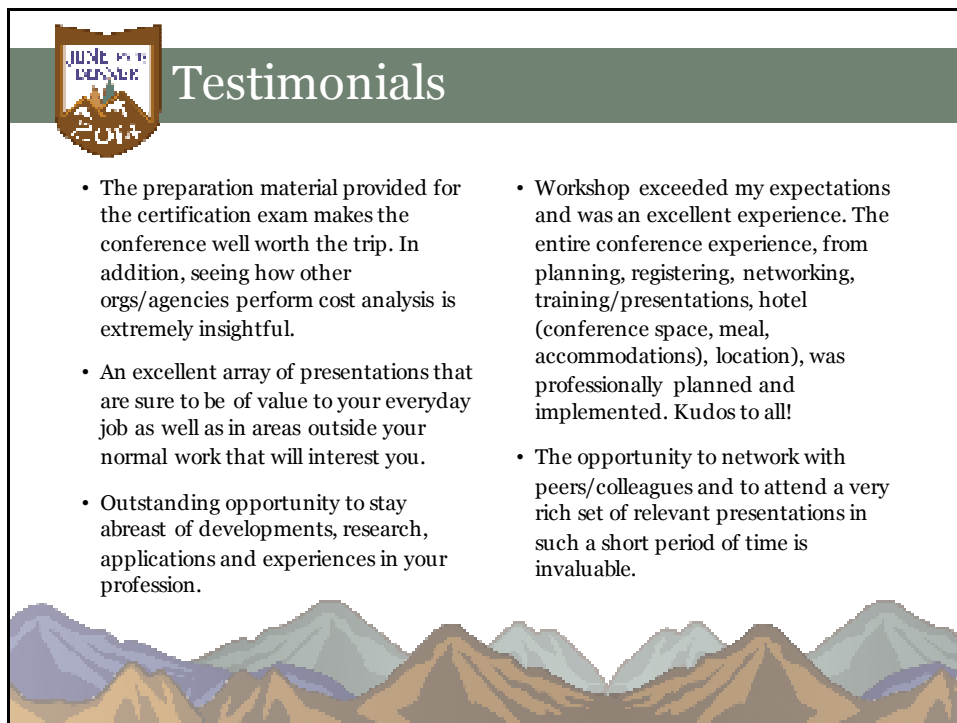
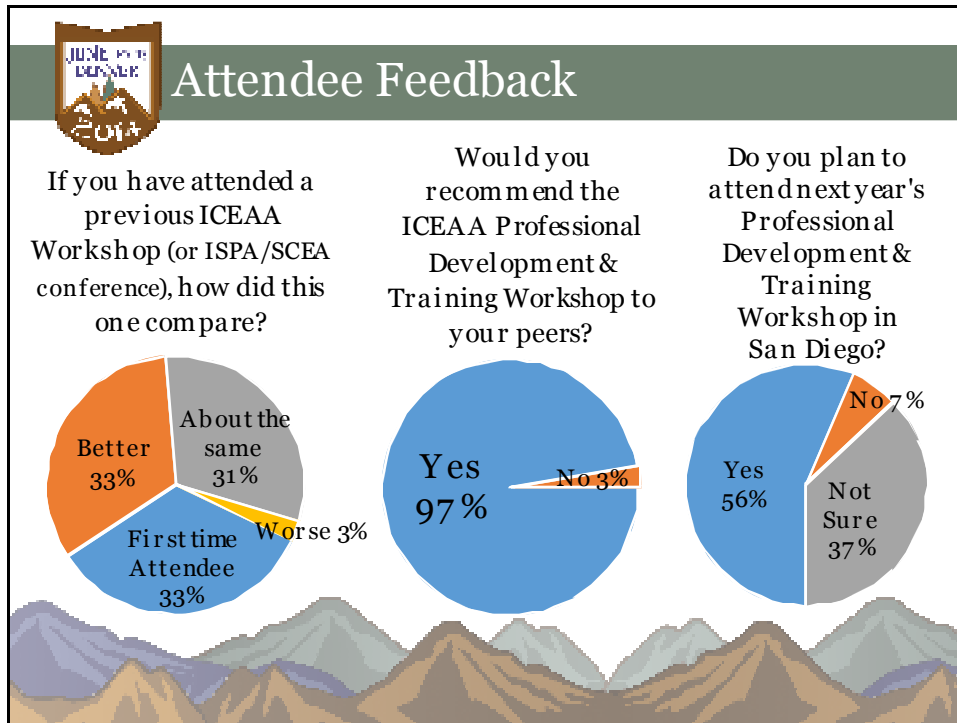
- Exhibit/Sponsorship Income was highest in 4 years
- Registration Average Income was lowest in 4 years
- Recurring expenses (Hotel food) is lowest in 3 years



Historical Data

	Attendees	Net Profit
Denver 2014:	386	\$120K
New Orleans 2013:	308	\$ 63K
Orlando 2012:	523	\$118K
Albuquerque 2011:	506	\$167K
San Diego 2010:	592	\$161K





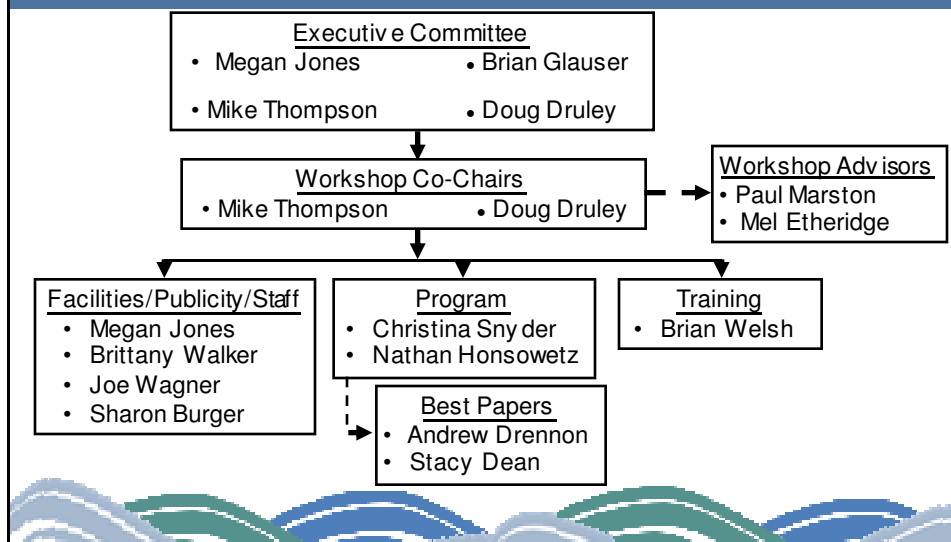


2015 Workshop Overview

- June 9-12, 2015 – Sheraton San Diego Hotel & Marina
- Same hotel room group rate as 2010
- Keynote speakers:
 - Dennis Conner, skipper of the Stars & Stripes America's Cup yacht (booked for Wednesday)
 - Greg Cotton, former deputy for Undersea Rescue at Submarine Squadron ELEVEN (Invited)
- ICEAA Author Panel (Accepted)
 - Authors: Ray Covert, Dan Galorath, Paul Garvey, Dale Shermon, Dan Nussbaum, Greg Mislick
 - Moderator: Tim Anderson



2015 Workshop Organization





Papers and Tracks

September 8, 2014: Call for papers released

December 1, 2014: Abstracts, bios and release forms due

January 15, 2015: Announcement of accepted abstracts

March 30, 2015: Papers/presentations due

- Tracks will be determined **after** papers are collected and selected
 - Tracks will be made to fit the papers rather than papers forced into tracks
- Only submissions including a long-form paper will be considered for Best Paper Awards



2015 Rates

Description	2014 Rate	2015 Rate	Delta	% increase	# registered in 2014
Member	\$ 895	\$ 960	\$ 65	7.26%	76
Non Member	\$ 975	\$ 1,060	\$ 85	8.72%	23
Gov/Mil Member	\$ 765	\$ 840	\$ 75	9.80%	28
Gov/Mil Non Member	\$ 835	\$ 920	\$ 85	10.18%	11
5+ Group	\$ 825	\$ 875	\$ 50	6.06%	72

Earlybird special: Register before December 31, 2014
and pay 2014 rates!

Registration opening soon



2008-2015 Rate History

	2008	2009	2010	2011	2012	2013	2014	2015
Member	\$ 825	\$ 875	\$ 895	\$ 895	\$ 895	\$ 895	\$ 895	\$ 960
Non Member	\$ 895	\$ 950	\$ 975	\$ 975	\$ 975	\$ 975	\$ 975	\$ 1060
Gov/Mil Member	\$ 825	\$ 875	\$ 895	\$ 895	\$ 895	\$ 765	\$ 765	\$ 840
Gov/Mil Non Member	\$ 825	\$ 875	\$ 895	\$ 895	\$ 895	\$ 800	\$ 835	\$ 920
5+ Group	\$ 750	\$ 800	\$ 825	\$ 825	\$ 825	\$ 825	\$ 825	\$ 875



UK Regional Director Report

Upcoming Events:

-There are no specific UK ICEAA events this year.

However many ICEAA members will be attending the SCAF Annual Event in Bristol on 16th September. The theme for this conference is “Benefits of Cost Engineering and Realistic Cost Forecasting” details of this event may be found in the SCAF calendar of events. Members are also encouraged to attend the DSIG meeting on 18th November in Bristol this is the first joint Operational Analysis and Cost Workshop.

Further into the future the planned UK International Conference is receiving attention from ICEAA specifically Jason Dechoretz and SCAF Dale Shermon with steady progress being made.

Chapter Board:

Since my last report (June Denver Conference) I would like to welcome new members Michael Greenway and Malcolm Purvis both of Rolls Royce and Simon Apperley and Lee Cheeseman both of General Dynamics (UK), there may be more as part of ‘corporate membership schemes’ but I do not receive notifications of these.

Member Outreach:

-Things that work well

As I visit my Customers I make a point of finding out about members and activities and do the same for partner businesses where a training route has been agreed for PCEA/CCEA.

One of my day roles is “Training” and for new cost estimating trainees one of the course results is a ‘free’ one year membership of ICEAA with my employer paying the dues provided that there is no corporate agreement between the trainee’s employer and ICEAA and the trainee has not been a member in previous years. After the first year the trainee has to continue and pay their own dues. This seems to have worked very well over the last 4 years and it helps grow membership as well as encourage new costers to take part in the wider community. Perhaps other training organisations might consider this approach.

-No surveys are planned but with the ICEAA International Conference coming to the UK the subject will be part of conference organisation discussions.

Member Recognition:

The UK MoD Cost Assurance and Analysis Service (CAAS) Parametric Team received the 2014 PRICE 'Parametrician of the Year' award for their progress in implementing sound costing processes and assurance routines for UK Defence programmes and projects. One team member is making good progress towards a Doctorate in 'Software Obsolescence' through Cranfield University.

Region 1

Northeast Chapter Report

We are still working on our fall lineup of luncheons. We are planning on having Mr. William Lane give an ACE-IT based presentation on tying our estimates to the budget process automatically, which should be very practical for the Northeast Chapter members. Also, Mr. Phillip Wojcik, AFLCMC HAOL/FZCI, Senior EVM analyst at Hanscom Air Force Base will be presenting his views on EVM for the upcoming year and what changes may lie ahead as he takes the lead position at Hanscom AFB.

Chapter Board:

Brian Fersch will be returning from his Appalachian Trail thru-hike this fall. We will be holding an election to replace the retiring Barbara Meyers.

Region 2

Baltimore Chapter Report

Upcoming Events:

The Baltimore ICEAA Board has coordinated a series of webinars with representatives from Tecolote (ACEIT), Galorath (SEER), PRICE (TruePlanning), and QSM (SLIM). They will be presenting 1 hour long briefings on how their tools take into account risk and, for some tools in particular, software risk. We will be holding this for our chapter as well as inviting our fellow chapters, Hampton Roads and Central VA. The schedule of webinars is as follows:

SLIM - August 12, 1130-1230 - COMPLETE

ACEIT – September 8, 1130-1230 - TENTATIVE

SEER - TBD 1130-1230

PRICE - TBD 1130-1230

Chapter Board - Baltimore:

Asha Dachepalli – President

Bryan Kilmer – Vice President

Chad Grigsby – Treasurer

Stephen Perno – Secretary

Member Outreach:

Chad Grigsby, ICEAA Baltimore Treasurer, briefed his organization at Northrop Grumman to recruit new members.

Holding a webinars on software risk in response to interest expressed at Northrop Grumman and CECOM

Region 6

Lone Star Chapter Report

Upcoming Events:

1. Negotiating Skills Workshop. Recently a local PMI group discussion was held on a book by Jim Thomas, Negotiating to Win: The 21 Rules for Successful Negotiation. Our chapter will hold a teleconference discussion on negotiation skills based on “The 21 Rules” as well as other resources on this topic on Sep 10 Wed Teleconference 12:00-12:45pm. Guests who are experienced contract negotiators will attend. Small groups will gather in conference rooms at various locations.
2. DFW Fall Workshop. Plans are underway to conduct a professional development workshop in the DFW metroplex covering subject of interest to our local chapter.

Expected topics are manufacturing cost, affordability, estimating methods and tools, contract pricing, analysis and negotiating skills. Please contact one of the officers if you are interested in giving a presentation or helping with the workshop. The date and location is Oct 23 Thu Country Inn & Suites near the Fort Worth Stockyards, 2200 Mercado Drive, Fort Worth, TX, 8:00-5:00 pm. Afterwards there will be a social held in the Fort Worth Stockyards and a tour of the F-35 production line at the Lockheed Martin Aeronautics facility.

3. Fall Golf Outing will be held the following day, Friday, October 24 at Squaw Creek in Willow Park.

Chapter Boards:

-Our chapter election process is currently underway for the chapter officers who will serve two-year terms starting October 1, 2014. Congratulations to the following individuals have accepted nominations!

President	Augie Goerner	augie.j.goerner@lmco.com
Vice President	Cathy Kehoe	cathy.kehoe@lmco.com
Treasurer	Lisa Schmitz	lisa.s.schmitz@lmco.com
Secretary	Nate Armstrong	nathalene.armstrong@lmco.com

Member Outreach:

1. Member outreach is exercised via participation in events, publishing newsletters and magazine articles, and networking at events held by other organizations.
2. In January we hosted an evening event with Dr. Sonny Barr of Barr Aerospace and adjunct professor at Texas Christian University. Several non-members including an APMP member attended this event as well as subsequent events and are considering joining. We will be mentoring some economics students this fall and continuing to collaborate with Dr. Barr. Do a search on Barr Aerospace and check out his website. I'll see if he is interested in speaking in San Diego next year.
3. In April we hosted a golf outing in response to a member suggestion. We will continue golf events as long as there is member interest.
4. In September we are hosting a lunch time working group on negotiating skills and several contract experts have agreed to participate including the president of the local NCMA chapter. Several non-members have expressed interest in attending.
5. In June three chapter members attended the Denver workshop. This is critical to network with other chapters, other companies, vendors and popular speakers who may visit our chapter in the future.

6. We are currently planning and publicizing an all-day workshop in October hosting both local speakers and speakers from out of town. Again several non-members have expressed interest in attending including individuals from out of town.
7. Our recent chapter efforts have yet to show up in our numbers, but I expect results will pay off over time.
8. Several members have dual membership in other organizations including NCMA, APMP, AACE and PMI. Observations of the operations of these other organizations provide insights and ideas for improving the operation of our local ICEAA chapter.

One of the most significant observations is the pace and tempo of chapter events must be appropriately balanced to maintain energy and momentum, without stressing the officers and available volunteers.

The second most significant observation is that company-reimbursement of dues creates artificial spikes in membership that cannot be sustained without it. Individuals must receive obvious value in return for their membership. Company sponsorship is however necessary to support member participation in annual workshops out-of-town, but the members must first demonstrate the value to their respective organizations.

9. Non-members have contacted me in response to magazine articles and newsletters as well as personal invitations from current members. These are important mediums for reaching potential members.
10. Based on personal contact with current and past members as well as non-members there are several factors affecting individual decisions to join, not join or discontinue membership including retirement, the demands of young families, geographic/travel realities, lack of corporate or immediate management appreciation or support, the limited personal relevance of CEBOK, the increasing availability of other information resources, and priorities with other more relevant professional organizations. Some members are in it for the resources only and do not intend to participate in local events. Some would participate more if the opportunities accommodated their personal logistics and content needs.
11. There seem to be corporate concerns over the direction and value of ICEAA. These are not necessarily negative, just neutral or lukewarm. We would like some clear communication to come from the strategic planning efforts whether it is good news or bad. I'm not sure what the formal policy or procedure is for corporate engagement, but clarification and improvement might have a positive impact on the organization overall. If this is the primary responsibility of the local chapter members then let's document this in the chapter handbook. Corporate support is a critical factor in chapter membership.
12. I believe regular chapter president telecons are an extremely valuable forum for presidents to talk candidly about what's working and what is not. Maybe we should get chapter presidents or delegates to sign up in advance to facilitate quarterly

telecons. Past feedback included this may need to be monthly to support some chapters facing particularly difficult challenges. Chapter health is a function of enthusiasm outweighing frustration. If enthusiastic chapters can consult with chapters experiencing more frustration then maybe they can help those chapters turn the tide.

13. The chapter handbook is a great new resource, and it might be very useful for the chapter presidents to continue to suggest improvements to it.

Member Recognition:

1. Michael Gonzalez co-presented CEBOK module on Learning Curves at the workshop in Denver.
2. John Deem co-presented the CEBOK module on Manufacturing Estimating in Denver as well as the two-part Cost Management module, CAIV and Target Cost Management.

Denver Conference Feedback:

Verbal feedback from some attendees received during a table talk discussion is that the CEBOK sessions are good for first-time attendees and individuals preparing for the exam, but other sessions tend to have more value. Incorporating more current information in the CEBOK sessions would increase their value to a broader audience. Since survey feedback is a little sketchy, maybe the track chairs could play a bigger role in collecting and providing feedback. Seems like it would behoove us to practice what we preach and apply some of our own CEBOK content included in the Cost Management module like benchmarking and voice of the customer. The table topic forum is an excellent approach to collecting more in-depth member insights.

Houston/Clear Lake Chapter Report

Upcoming Events:

None confirmed at this time

Chapter Boards:

Elections are underway. We are seeking volunteers for a nominating committee. Interest in running an election is low.

Member Outreach:

We are in the process of setting up an outing to an Astros game in which we will have the opportunity to hear from their statistician and what his experience was like going from a former NASA employee to working for a major league organization.

In January, ICEAA Houston-Clear Lake hosted Nancy Fleming to speak with us regarding GAO and NASA schedule standards, what they are, why they are important and why cost estimators should care about them. Nancy Fleming is the Schedule focal in the Performance Management and Integration (PM&I) Office at JSC. The PM&I office is responsible for the integration of the JSC's technical-cost-schedule-risk performance, developing Center strategies for reaching Center commitments, and providing common tools and best practices for performance management at JSC.

In April, we hosted a networking happy hour over crawfish at a local establishment.

Meetings held ~ quarterly seems to be what our chapter would like to have and can sustain. We reach out to members as well as local non-members/SMEs in the areas of cost estimating and schedules for all of our events.



Region 7 Report Southern California & San Diego Chapters

International Board of Directors Meeting
Huntington Beach, California, 16 September 2014

*Kurt Brunner, Region 7 Director &
Southern California Chapter President*

Topics

- Southern California & San Diego Chapter Board Of Directors
- September 2014 Joint San Diego and SoCal Chapters Workshop
- Future SoCal Chapter Workshops 2014-2016
- SoCal Chapter Workshop Metrics
- Other SoCal Chapter Activities
 - Workshop Procedures Documents
 - Chapter/Workshop Mentoring Program
 - SoCal Chapter BoD Election
- San Diego Chapter Activities
- Challenges & Issues
 - Region 7
 - Workshop
- Way Forward
- Discussion
- Backup: SoCal Chapter BoD Assignments

So Cal Chapter Board

- President: Kurt Brunner
- Vice President: Quentin Redman
- Secretary: Evelyn Davalos
- Chris Hutchings: Treasurer
- Directors:
 - Tom Bosmans
 - David Graham
 - Doug Howarth
 - Suzanne Lucas
 - Carlos Zerpa
- Term is February 15, 2013 thru December 31, 2014

3

San Diego Chapter Board

- President: Omar Mahmoud
- Vice President: Walt Bednarski
- Treasurer: Scott Hardy
- Secretary: Sheona Whitwer
- Director of Membership: Sam Toas

4

September 2014 Joint San Diego and SoCal Chapters (Region 7) Workshop

- Host: Boeing
 - Huntington Beach (Orange County), California
- Date: 17 September 2014
- Host organization POC: Rich Harwin
- Registrants as of 22 August 2014:
 - 39 in person
 - 8 virtual attendees
 - Many left to register (Last day to register is 12 September 2014): BoD members; Presenters; always a surge at the end of registration period
- Coincides with 16 September 2014 International BoD Meeting also at Boeing, Huntington Beach

5

September 2014 Region 7 Workshop Agenda



The International Cost Estimating and Analysis Association
San Diego and Southern California Chapters (Region 7) Joint Workshop Agenda
Wednesday, 17 September 2014; Hosted by Boeing
Bldg 28: Corner of Bolsa and Bolsa Chica Road; Huntington Beach, CA 92647

- 0830-0900 **Welcome Announcements:**
 - **Kurt Brunner**; President, ICEAA Southern California Chapter
 - **Omar Mahmoud**, President, ICEAA San Diego Chapter
 - **Brian Glauser**, President, ICEAA
- 0900-0930 **Co-Keynote Speaker: Paul Geery**, Director, Boeing C3 Solutions
- 0930-1015 **Co-Keynote Speaker: Bill Seeman**, Chief, Space Division, Air Force Cost Analysis Agency
- 1015-1030 **BREAK & GROUP PHOTO**
- 1030-1115 **Leone Young**, Ph.D, Candidate; "Cost Maintenance Cost Model Based On COSESMO"[Training]

September 2014 Region 7 Workshop Agenda (Continued)

- **1115-1200** **Omar Mahmoud**, Lead Associate, and **Blaze Smallwood**, Associate, Booz/Allen/Hamilton; *"The Agile Project Management Tool - Effectively Managing the Three Dimensions of an Agile Project: Cost, Schedule, and Scope"*
- **1200-1330** **LUNCH** (on your own – map to local restaurants will be provided)
- **1330-1415** **Dr. Christian Smart**, Director of Cost Estimating and Analysis, Missile Defense Agency; *"Bayesian: Developing a CER with Limited Data and Even Without Data"* [Best Overall Paper at annual ICEAA Workshop]
- **1430-1445** **BREAK**
- **1445-1530** **Arlene Minkiewicz**, Chief Scientist, and **Shawn Hayes**, Independent Consultant, PRICE Systems LLC; *"Space Missions Cost Estimation Model "*
- **1530-1615** **Jacob Trimper**, Consultant, Galorath, Inc.; *"Bottoms Up Estimating of NASA Instruments Using Technical Parameters"*
- **1615-1630** **Membership Raffle, Workshop Evaluation, Final Announcements**⁷

Future SoCal Chapter Workshops 2014-2016

- | | |
|---|---|
| • December 17 2014 <ul style="list-style-type: none">▪ Lockheed Martin▪ POC: Ralph Smith/Tom Orem▪ El Segundo, CA | • December 2015 <ul style="list-style-type: none">▪ SpaceX▪ POC: TBD▪ Los Angeles, CA |
| • March 18 2015 <ul style="list-style-type: none">▪ SMC▪ Bruce Thompson▪ San Pedro (Ft. MacArthur), CA | • March 2016 <ul style="list-style-type: none">▪ Booz Allen Hamilton▪ POC: Tim Hohmann▪ TBD |
| • September 2015 <ul style="list-style-type: none">▪ Aerojet Rocketdyne▪ POC: Stuart Swalgen▪ Canoga Park, CA | • September 2016 <ul style="list-style-type: none">▪ Leidos▪ Kurt Brunner▪ El Segundo, CA |

Future SoCal Chapter Workshops 2014-2016

- Well connected and established Keynote Speakers are a prime draw to ensure good workshop attendance
 - Getting great keynote speakers requires an early start!
- Potential speakers:
 - National and Local Representatives/Public officials/ TV Personalities
 - Annual Conference Best Paper Winners
 - Richard Hartley, USAF Chief of Staff for Strategic Plans and Programs
 - CEBoK Trainers
 - San Diego and SoCal Chapter Authors

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Future SoCal Chapter Workshops 2014-2016 (Continued)

- Potential speakers (continued):
 - Dara Billah, JAIN Irrigation
 - Hoyt Sumerel, formerly BAE Systems
 - David Barry, formerly Aerojet Rocketdyne
 - Nani Tosoc, NASA Langley Research Center
 - Quentin Redman, PRICE Systems
 - Bob Hunt, Galorath
 - Mike Hickey, Leidos
 - Jamie Feiber, Lockheed Martin
 - Dr. Joseph Hamaker, Galorath
 - Shu-Ping Hu, Tecolote Research

10

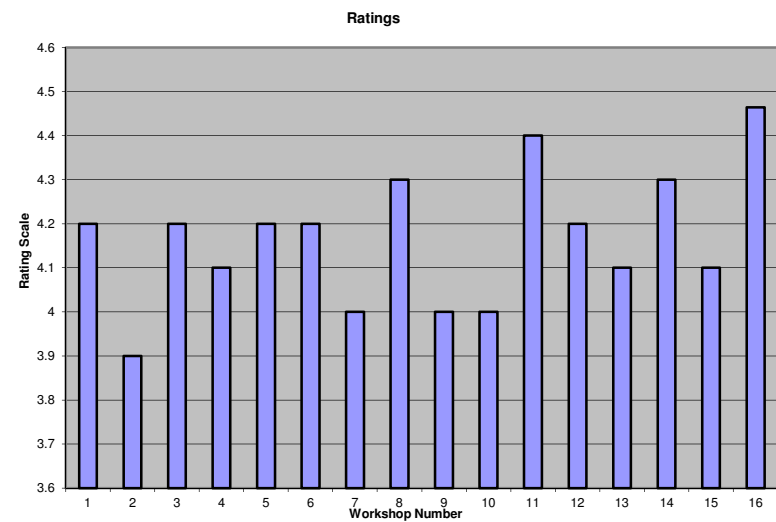
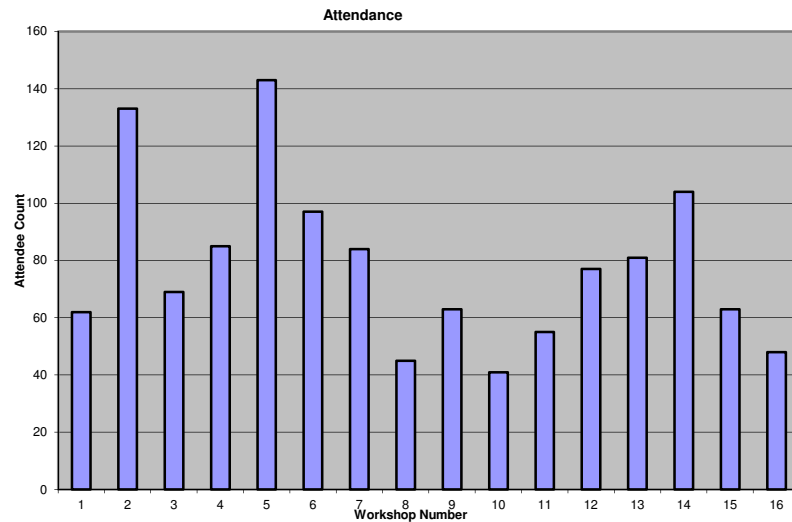
Workshop Metrics 2009-2014

Workshop Number	1	2	3	4	5	6	7	8	9*	10	11	12*	13	14	15	16**
Workshop Date	12-Mar-09	15-Sep-09	17-Dec-09	17-Mar-10	23-Sep-10	7-Dec-10	16-Mar-11	15-Sep-11	14-Dec-11	21-Mar-12	12-Sep-12	12-Dec-12	27-Feb-13	18-Sep-13	18-Dec-13	19-Mar-14
Workshop Location	Pasadena	San Pedro	Santa Monica	El Segundo	El Segundo	Huntington Beach	El Segundo	Los Angeles	San Pedro	El Segundo	El Segundo	El Segundo	El Segundo	El Segundo	Redondo Beach	El Segundo
Workshop Sponsor	JPL	SMC/ Tecolote	Rand	Lockheed Martin	MCR	Boeing	Galorath	USC	PRICE/ SMC	Raytheon	SAIC	Aerospace	Boeing	Lockheed Martin	Northrop Grumman	Galorath
In Person Attendees	N/A	N/A	62	77	112	87	80	45	63	41	50	67	68	77	63	41
Virtual Attendees	N/A	N/A	7	8	31	10	4	N/A	N/A	N/A	5	10	17	27	0	7
Total Attendees	62	133	69	85	143	97	84	45	63	41	55	77	81	104	63	48
Rating	4.2	3.9	4.2	4.1	4.2	4.2	4.0	4.3	4.0	4.0	4.4	4.2	4.1	4.3	4.1	4.5

*Attendance count of December 2011 & 2012 workshops artificially low

** Competing March 2014 workshop

Workshop Metrics 2009-2014



- Attendance Mean = 78 (+83%/-48%)
- Ratings Mean = 4.2 (+7%/-6%)
- Speakers (especially Keynote), location, and time of year seem to be primary factors

Other SoCal Chapter Activities: Workshop Procedures Documents

- Checklist continues to evolve
 - Automatic date calculation
 - Includes action item list
- Templates
 - Agenda
 - Registration list
 - Reuse name badges
 - Surveys
- Regular telecons

Lockheed Martin 3/17/2010 Workshop Checklist							
Item #	Who	What (Activity)	When (Days Prior to Workshop)	Due Date	Done	Primary Actionee (s)	Action
1	Workshop Committee	Solicit Workshop Host organizations for a period of 2 years	Update Quarterly for presentation to the BoD	N/A	X		
2	Host Organization	Select Workshop date and location, usually a Wednesday, in the specified month (Mar, Sept, Dec)	120	11/10/09	X		
3	Host Organization	Ensure availability of meeting facilities for 50-60 attendees and financial support for refreshment and time to plan and execute the workshop	120	11/10/09	X		
4	Host Organization	For planning purposes the facility should include the following: - computer projection system with MS PowerPoint available - projection screen - microphone, if needed - laser pointer, if available - speaker podium or table for speaker notes/papers	120	11/10/09			
5	Host Organization	Organize a facility tour if possible (number one request from attendees), provide a brief description and photo	120	11/10/09	N/A		
6	Workshop Committee	Identify Workshop speakers from: - prior workshops - evaluation forms - Speakers Bureau - allow for 1 speaker from Host Org - maintain a list of reserve speakers, to back fill if necessary	120	11/10/2009			
7	Host Organization	Identify registration point of contact (recommend an admin person) responsibilities include: - coordinate with security on registration information required, including tour requirements - are there special restrictions for Foreign Nationals? - receive registration information from attendees	120	11/10/09	X		Ann Fisher

Other SoCal Chapter Activities: Chapter/Workshop Mentoring Program

- SoCal BOD members and volunteers
 - Groom BOD members
 - Decompose and delegate specific assignments
 - Communicate frequently (Weekly or biweekly telecons)
- Workshop Execution
 - Identify POCs and enlist keynote speakers early
 - Shadow and overlap prior workshop

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Other SoCal Chapter Activities: BoD Election

- Two year terms of current BoD end December 1st 2014
- Election Chair: Pam Ehrreich
- Elections to be held in September 2014
- Winners announced NLT December 2015
- Initial solicitations for elections committee personnel and BoD positions sent to SoCal Chapter members in early May 2014
- Term is January 1, 2015 thru December 31, 2016

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Other SoCal Chapter Activities): BoD Election (continued)

- BoD Candidates:
 - President: Kurt Brunner
 - Vice President: Quentin Redman
 - Secretary: Melissa Winter
 - Chris Hutchings: Treasurer
 - Directors (5 positions):
 - Dara Billah
 - Tom Bosmans
 - Rich Harwin
 - Doug Howarth
 - Suzanne Lucas
 - Carlos Zerpa

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San Diego Chapter Activities

- Regular lunchtime and evening meetings
- Preparation meetings for workshop presenters

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Region 7 Challenges & Issues

- Keeping BoD (and other) members healthy and active
 - One SoCal BoD member inactive
- Arizona Chapter needs to be established

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Workshop Challenges & Issues

- Some locations have unique considerations
 - Room Layout
 - Equipment (Phone lines, Podium, WebEx, etc.)
 - Refreshments & other expenses (Parking) can be prohibitive
 - Adequate lunch breaks
 - Photography constraints
 - Tours are popular but hard to arrange
- Must build on current success and not stagnate
 - Exceeding expectations is the goal
 - Can't please all - Must gear workshops to address a broad level of experience and topics
 - Finding dynamite keynote speakers is daunting
- Last minute registrants and drop-outs
 - Maintaining accurate registration counts; especially WebEx participants
 - Foreign Nationals
- Conflicts with other organizations

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Way Forward

- Continue to offer exciting workshops
 - Occasional lunchtime seminars
- Must build on current success and not stagnate
 - Exceeding expectations is the goal
 - Can't please all - Must gear workshops to address a broad level of experience and topics
 - Finding dynamite keynote speakers is daunting
- Help grow and maintain membership and a volunteer base
 - Membership Drawings are popular!
 - Reach out to members for their ideas and concerns
 - Be inclusive

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Way Forward (Continued)

- Educate, inspire, challenge, incentivize, and motivate young and new analysts (Training sessions are well received)
- Promote organization and estimating activities
- Establish joint chapter activities
- Use Region 7 Chapter paradigms to promote awareness & participation in other ICEAA regions and chapters

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Discussion

Any questions or comments?

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Back-Up

SoCal BoD Assignments

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Board Member Assignments/Responsibilities

- **President (Kurt Brunner):**

- Call, Coordinate, & Orchestrate Meetings
- Chair Proceedings
- Make Southern California Board of Directors (BOD) assignments
- Coordinate workshops
- Draft and present Southern California Reports for ICEAA International BOD meetings
- Draft Southern California *ICEAA World Magazine* articles
- Send Thank You memos to workshop speakers

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Board Member Assignments/Responsibilities (Continued)

- **Vice President (Quentin Redman):**

- Solicit host organizations for future workshops
- Coordinate future workshops (dates & facilities)
- Assist in drafting Southern California Reports for ICEAA International BOD meetings
- Assist in drafting Southern California *ICEAA World Magazine* articles
- Send Thank You memos to workshop speakers

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Board Member Assignments/Responsibilities (Continued)

- **Secretary (Evelyn Davalos):**

- Issue minutes and action items from Southern California BOD meetings
- Collect and disseminate information and documents (Workshop Checklist updates, Workshop Registration Lists, Agendas, Presentations, Release Forms, etc.)
- Maintain files and archives of information and documents
- Coordinate Website Postings
- Coordinate Mailing of Workshop Invitations and Agendas
- Assist in drafting Southern California Reports for ICEAA International BOD meetings
- Assist in drafting Southern California *ICEAA World Magazine* articles
- Tally workshop survey results

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Board Member Assignments/Responsibilities (Continued)

- **Treasurer (Chris Hutchings):**

- Control the funds of the Chapter
- Receive and disburse funds upon the authorization of the Board of Directors
- Report fiscal status annually (or more often if requested)

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Board Member Assignments/Responsibilities (Continued)

- **ICEAA Southern California Board of Directors –**
 - One Director (Dave Graham) is Director of Programs
 - Solicit speakers
 - Obtain Presentations & Release Forms
 - Prepare workshop agendas
 - Other Directors to assist Director of Programs
 - Conduct facility surveys
 - Coordinate Badge & Name Tent production
 - Assist with On-Line/Webinar activities
 - Update workshop checklist
 - Assist with Audio Visual activities
 - Coordinate Speaker Gifts
 - Various Ad Hoc responsibilities

ICEAA Board of Directors Meeting

10 June 2014 | Denver, CO

Action Summary

Action Summary:

- Task force formed to translate the strategic plan into measurable goals: John Deem, Jason Dechoretz, Andy Prince, Paul Marston, Brian Glauser
- Executive Committee to begin discussion on the holistic approach to increasing revenue and decreasing expenses, to include restructuring corporate sponsorship program, dues structure.
- Budget committee create a 3-year budget plan with the final 2014 ICEAA Workshop financials and present to Executive Committee prior to next Board meeting.
- Megan to prepare lists and rosters for established committees, indicate which are currently active, describe areas of focus.
- Megan to prepare a pie chart showing makeup of international members
- Megan to research member recruitment best practices webinars/information for chapter presidents
- Megan to send lists of at-large members to regional directors to conduct outreach to at-large members in their areas
- Regional directors to work with their chapters to determine patterns and best practices of local chapter awards.
- Megan to make a template for the regional directors for presenting their reports.
- Peter Andrejev, Peter Braxton and Kevin Cincotta to review the curriculum and advise the Board on whether or not to add to ICEAA training.