

ICEAA Board of Director's Meeting
0900 – 1700, Monday, June 6, 2016

Grand Hyatt Atlanta at Buckhead
Ivy I & II

AGENDA
as of May 25, 2016

Time	Agenda Item	Leader
8:00	Gather for Continental Breakfast	
9:00	Welcome, Quorum Count, and Introductions	Mike Thompson
9:15	Secretary Report Action: Approve March 2016 Minutes	Greg Kiviat
9:30	Treasurer Report Action: Approve Treasurers Report	Bob Hunt
10:00	International Business	
	Australia Report	Tracey Clavell
	International Training Symposium Update (Bristol 2016)	Jason Dechoretz
10:30	Break	
10:45	Chapter and Region Reports	
11:30	ICEAA Business Office Report	Megan Jones
11:45	2016 ICEAA Workshop Report	Mike Thompson
12:00	Lunch & break	
1:00	PCEA/CCEA Certification Update	Peter Andrejev
1:30	Software Specialty Certification Update	Brian Glauser
2:00	Break	
2:30	Sikorsky Cost Estimator Training Approach and Status	Greg Kiviat, Ray Covert
3:00	Training Update	Peter Braxton
3:15	New Business	
3:30	Review March 2016 Board Action Summary	Megan Jones
3:45	Plan Next Meeting & Adjourn	Paul Marston
Board Cocktail Reception - 5:00-7:00 - East Terrace		

TREASURER REPORT

Board of Directors Meeting
June 2016
Bob Hunt

Balance Sheet thru April 2016

CUMULATIVE BALANCE SHEET				
INVESTMENTS/CASH POSITION - END OF April 2016				
	BALANCE	RATE	INT.	MATURE
PFCU - 7047946-56-6	\$42,389	1.00%	\$390	Jul-16
PFCU - 4507023-56-4	\$20,494	1.40%	\$344	May-18
PFCU - 4339703-56-5	\$31,098	1.70%	\$597	Dec-16
PFCU - 4566018-56-2	\$80,045	1.20%	\$1,163	Feb-17
PFCU - 4717075-56-0	\$35,373	1.30%	\$577	Feb-18
PFCU - 4717076-56-8	\$35,194	1.40%	\$599	Feb-16
PFCU - 4717077-56-6	\$35,674	1.90%	\$774	Feb-16
PFCU MONEY MARKET & CASH	<u>\$513</u>			
SUBTOTAL INVESTMENTS	\$280,781			
CHECKING ACCOUNTS	\$217,462			
TD BANK JOURNAL ACCOUNT	<u>\$15,042</u>			
ANNUAL INTEREST EARNED			\$4,445	
TOTAL LIQUIDITY	\$513,284			

Profit & Loss thru April 2016

2016 ACTIVITY	2016 ANNUAL BUDGET			APRIL 2016		
	INCOME	EXPENSES	NET	INCOME	EXPENSES	NET
ICEAA WORKSHOP	\$353,149	\$219,992	\$133,157	\$159,579	\$1,680	\$157,899
IPM CONFERENCE	\$30,000	\$0	\$30,000	\$30,629	\$0	\$30,629
CERTIFICATION PROGRAM	\$30,402	\$826	\$29,576	\$17,815	\$735	\$17,080
CEBoK PROFESSIONAL TRAINING	\$23,868	\$0	\$23,868	\$11,362	\$0	\$11,362
PUBLICATIONS-JOURNAL & ICEAA WORLD	\$13,004	\$49,350	-\$36,346	\$12,759	\$21,757	-\$8,998
MEMBERSHIP MANAGEMENT & SUPPORT	\$87,717	\$2,786	\$84,931	\$33,415	\$227	\$33,188
ADVERTISING	\$5,000	\$0	\$5,000	\$1,400	\$0	\$1,400
INTEREST & OTHER MISC. INCOME	\$3,465	\$0	\$3,465	\$2,400	\$0	\$2,400
CHAPTER SUPPORT	\$0	\$10,000	-\$10,000	\$0	\$695	-\$695
STAFFING & OFFICE SUPPORT CONTRACTORS	\$0	\$201,457	-\$201,457	\$0	\$66,965	-\$66,965
OFFICE OPERATIONS	\$0	\$94,590	-\$94,590	\$0	\$25,687	-\$25,687
OTHER MISC. EXPENSES	\$0	\$0	\$0	\$0	\$1,368	-\$1,368
TOTALS	\$546,605	\$579,001	-\$32,396	\$269,358	\$119,114	\$150,244

Workshop line reflects exhibitor/registration income realized before most expenses are paid

ICEAA - Australia
Canberra National Chapter
REPORT
June 6, 2016

Board of Directors:

President: Andrew Nicholls – from KPMG – has held other board positions in the past

Vice President: Nick Chapman – from the Synergy Group – new to the board

Treasurer: Chloe Kempster – from CASG - has held other board positions in the past

Secretary: Tracey Clavell – from BAE Systems Australia – has held other board positions in the past

Public Officer – TBC , we have a few names just bottoming out

Board elected : 3rd May 2016

Held elections over april

Upcoming Events:

7th July – CMOTS implementation in CASG & Certification

Sep – TBC

Nov - TBC

Recent Events:

Nil

Member Outreach:

Going to discuss at the first chapter meeting but looking to implement ideas that bring value to members over Australia eg

- Newsletter
- Adl events
- Webex
- Certification
- Reach out to colleagues and other like minded groups

Member Recognition:

Like to thank the retiring board and the election committee

Its been a tough few years in the Australian economy and politically but the board carried on with some really great events, I would like to thank you all personally for your resolve and perseverance. We are definitely better known. The old board comprises of some members that

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have been around from day 1 and who have been in several different board positions over the years, we would also like to thank you for the resolve in getting ICEAA in Australia

Outgoing President – Stacy Wehmeier

Outgoing Vice President – Tracey Clavell

Outgoing Secretary – Chloe Kempster

Outgoing Treasurer – Karen Lloyd

Other:

Specific Challenges

- Reinvigoration and stock take or aims and way fwd
- Look at the membership list and see who has dropped off and how we can bring them back
- Plan 1 major event this year
- Plan a certification exam in Nov
- Keep connected via e media with the membership regularly

Request for support

We would like a simple certification presentation of no more than 30 min so that we can present at our next chapter mtg

King regards

Tracey Clavell

Australian International board representative

ICEAA WASHINGTON CAPITAL AREA REPORT

June 6, 2016

Board of Directors:

President: Meghan Kennedy

Vice President: Tim Anderson

Treasurer: Mike Yanavitch

Secretary: Kammy Mann

Program Chair: Ann Hawpe

Membership Chair: Anne-Marie Adams

Outreach Chair: Aileen Donohue

Webmaster: Kevin Coonce

Past President: Dave Stem

Board elected October 5, 2015

Upcoming Events:

We have a robust monthly luncheon program, featuring presentations by local members of the cost community, including the following upcoming topics (no dates set yet):

- June 22, Networking Luncheon
- July 20 and beyond is TBD

Recent Events:

April 29, 2016 – Luncheon, Chris Brown of PACER – “The Importance of Electronics Board Cost Estimating,” held at The Aerospace Corporation, Arlington, VA

May 11, 2016 – Luncheon, Harry Hallock, Deputy Assistant Secretary of the Army (Procurement) – “Army Acquisition, the Army procurement process, and the use and importance of cost.”

Chapter Website Upgrade:

Appointed Kevin Coonce as our Webmaster. He has done a great job modernizing the Washington Chapter website. Check it out at www.washingtoniceaa.com.

ICEAA Northern Alabama Chapter Report

June 6, 2016

Board of Directors:

- President Eric Hawkes
 - Vice President Brian Alford
 - Treasurer James Glenn
 - Publicity Don Kimminau
 - Administration Leigh Mariotti
 - Membership Rachel Daugherty
 - Certification Paul Gardner
 - Government Education Christian Smart
 - Industry Education Teresa Brown
 - Past President Stephen Newton
- Board elected: June 2015

Upcoming Events:

- End of year social (28 May)

Recent Events (summary over entire year):

Date: Tuesday, 15 Sept 2015

Presenter: Cheryl Jones, US Army PEO Aviation

Topic: "How Much Does Software Maintenance Cost?"

Description: The talk will describe a DASA-CE sponsored Software Maintenance Cost Estimation Initiative to provide the Department of the Army with the ability to accurately estimate, budget, allocate, and justify the software maintenance resources required to meet evolving mission and service affordability requirements across the system life-cycle. Within this initiative, software maintenance data is being collected on every Army program, to provide a foundation for software maintenance cost estimation.

Attendance: 24

Date: Tuesday, 20 Oct 2015

Presenter: Cole Kupec

Topic: "Understanding the Delphi Methodology: Overview and Case Study"

Description: The Delphi methodology is a widely misunderstood, but potentially useful tool in a cost estimator's tool box. Given the correct criteria, a properly implemented Delphi methodology can help not just a cost estimator better understand the scope of their estimate, but assist their customers as well. This presentation explores proper implementation based on current research, including how to design the instrument for success, background, and case study.

Attendance: 18

ICEAA Northern Alabama Chapter Report

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Date: Tuesday, 17 Nov 2015

Presenter: Richard Webb

Topic: " When Less Means More: An Look at the Impacts of Fixed Cost "

Attendance: 22

Dec: Holiday Luncheon 2015

Attendance: 20

Jan: ICEAA sponsored Conference / Training (see attached PowerPoint)

Attendance: ~75

Date: Tuesday, 16 Feb 2016

Presenter: Andy Prince, the Director of the Engineering Cost Office (ECO) at NASA MSFC

Topic: "NASA Project Cost Estimating Capability (PCEC) Version 2"

A cost estimating tool developed by MSFC for creating parametric estimates of spacecraft, launch vehicles, and human space flight systems. This talk will provide an overview of the new version of PCEC, recently released to the general public, and discuss how cost analysts can use it to create data-informed estimates

Attendance: 25

Date: Tuesday, 15 March 2016

Presenter: Wayne Johnson

Topic: "TRACM (Targets Rapid Assessment Cost Model)"

TRACM is an innovative approach for integrating system cost estimates and provides many useful utility features to time phase cost estimates via canned (pre-established) or user defined functions. The model is useful for quick assessment drills, time phasing component or system level estimates, integration of systems and comparison features. In addition to cost spreading functions, TRACM allows the user to visually depict schedule data alongside cost results. Additional options let the user display cost only, schedule only or a combination of both cost and schedule data.

The model was developed and validated against MDA/TC (Targets and Countermeasures) target classes and support category cost data/estimates.

Attendance: 18

Date: Tuesday, 19 April 2016

Presenter: Brittany Holmes

ICEAA Northern Alabama Chapter Report

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Topic: Dialing for Dollars: Improving Cost Estimating Accuracy through Data Mining. This paper shows benefits of leveraging obligation & expenditure data from DoD ERP Systems to supplement cost data from CCDRs or IPMRs. One benefit is that cost trends and funding patterns can be analyzed with more precision because ERP data is updated real-time vice monthly or annually. Another benefit is that more comprehensive CERs can be created because ERP systems capture all cost vice only contracts with cost reporting CDRLs.

Attendance: 16

Member Outreach:

- Advertised heavily for January's free training conference and monthly luncheon as shown above. Increased participation from last year's events.
- Offered free training classes to community in preparation for ICEAA Exam
 - o Held 7 two-hour long training courses.
 - o Instructed 15 professional interested in passing ICEAA exam
 - o Brought in world-class instructors to include Dr. Smart, Paul Garner, and others
 - o Additionally, arranged for four additional practice sessions to work 'exam-like' problems

Member Recognition:

Other:

- Awarded \$500 merit-based scholarship to University of Alabama at Huntsville (UAH) undergraduate student.
- Chapter has generated a positive cash flow over the year despite holding numerous free events.

ICEAA Northern Alabama Chapter Report

June 6, 2016



Special Thanks to:

Defense Acquisition University (DAU) for Hosting
this Event

The Missile Defense Agency (MDA)
Cost Analytics and Parametric Estimating
Directorate (CP)

The Greater Alabama Chapter of International
Cost Estimating and Analysis Association
(ICEAA)

NASA

-The Presenters-

Dr. Christian Smart (MDA/CP)
Mr. Andy Prince (NASA)
Mr. Eric Druker (BAH)
Mr. Eric Hawkes (MDA/CP)



ICEAA



2016
MDA/ICEAA
Cost
Workshop
January
20, 2016

2016 MDA/ICEAA Workshop Agenda

Morning Session

7:30 - 8:00

Sign-in

8:00 - 8:15

Dr. Christian Smart, Director

MDA Cost Analytics and Parametric Estimating

Mr. Rick Dowling, DAU-South Associate Dean of Academics

Mr. Eric Hawkes, ICEAA President, Greater AL Chapter

Welcome

8:15 - 9:15

Dr. Christian Smart, Director

MDA Cost Analytics and Parametric Estimating

Beyond Correlation: Don't Use the

Formula that Killed Wall Street

9:15 - 10:15

Mr. Andy Prince, Director

NASA Cost Estimating

The Dangers of Parametrics

10:15 - 10:30

Break

10:30 - 11:30

Mr. Eric Hawkes, MDA/CP Cost Analyst

Agile Software Development

Afternoon Session

11:30 - 1:00

Lunch on Your Own

1:00 – 2:30

Mr. Eric Druker

Booze Allen Hamilton

Big Data

2:30 – 3:00

Dr. Christian Smart, Director

MDA Cost Analytics and Parametric Estimating

Mr. Eric Hawkes, ICEAA President, Greater AL Chapter

Closing Remarks



Greater Alabama Chapter

Spring Training Sessions

Time: Tuesdays at 5:00 pm (one Thursday), approximately 2-2.5 hours

Topics: Introduction of Concepts and Terms
Risk / Software Estimating
Contract Pricing
Learning Curve
Economics / Statistics
Managerial Accounting
Inflation and Indices

Dates: February 2, 9, 18, 23
March 1, 8, 15

Location: BCF Conference room, 1525 Perimeter Parkway NW

To Register: Email teresa.l.brown@nasa.gov

Schedule:

DATE	SESSION	INSTRUCTOR
Tues, February 2	Session 1: Introduction:	Stacy Houk
Tues, February 9	Session 2: Contracts:	Anthony Nicolella
Thurs, February 18	Session 3: Risk and SW:	Teresa Brown and Stephanie Lewis
Tues, February 23	Session 4: Inflation Indices:	Don Kimminau
Tues, March 1	Session 5: Economics and Statistics:	Barbara Stone-Towns
Tues, March 8	Session 6: Managerial Accounting:	George Cash
Tues, March 15	Session 7: Learning Curve:	Christian Smart

Additional Certification Test Training Schedule:

- TBD firmed up by those registered for testing
- Dates may include weekdays and/or weekends during March and April

Certification Exam Information:

- Register: ICEAA web site; <https://www.iceaaonline.org>
- Application Deadline: March 4, 2016
- Exam Date: April 16, 2016
- Time: 0900 – 1400 hours
- Place: BCF Conference room, 1525 Perimeter Parkway NW

ICEAA Detroit Chapter Report

June 2016

Board of Directors:

President: Mr. David Holm

Vice President: Mr. Trevor VanAtta

Treasurer: Ms. Jennifer Flanagan

Secretary: Mr. Dan Germony

Board elected [11/1/2015]

Upcoming Events:

Summer/Fall 2016 - ICEAA Exam; Working on training schedule and exam date.

Recent Events:

On 3-5 May 2016, held the 2nd Annual Ground Vehicle Cost Working Group Summit at the U.S. Army TACOM Life Cycle Management Command (LCMC) in Warren Michigan. The event saw 143 Government and Industry cost estimators and finance personnel from OSD Cost Assessment Program Evaluation (CAPE), Deputy Assistant Secretary of the Army – Cost and Economics (DASA-CE), Deputy Assistant Secretary of the Navy – Cost and Economics (DASN-CE), Program Executive Office (PEO) Ground Combat Systems (GCS), PEO Combat Support & Combat Service Support (CS&CSS), PEO Land Systems (LS), General Dynamics Land Systems (GDLS), BAE, Oshkosh Defense and the TACOM LCMC come together to discuss current and proposed cost data collection policies as well as demonstrate new data environment and cost estimating tools being used across ground vehicle programs. Dr. Richard Burke, OSD CAPE Deputy Director for Cost Assessment gave opening remarks on why cost estimates/management are important in today's budget environment, the importance of collecting good cost data and the acquisition reform agenda on the Hill. Mr. Scott Davis, PEO CS&CSS, BG David Bassett, PEO GCS, and Mr. Steve Pawlow, PEO LS, provided PEO perspectives and the Industry finance managers presented their views and challenges with their respective program's cost reporting efforts. Dr. Paul Rogers, TARDEC Director, provided an S&T view and Mr. Mike Ramsey, Acting Director, DASA-CE gave an update on the DASA-CE organization and Army initiatives such as reinvigorating the Army Requirements Oversight Council (AROC) process and the new Assistant Secretary of the Army Acquisition Logistics and Technology (ASAALT) led Operational Sustainment Reviews. OSD CAPE, DASA-CE, PM and TACOM representatives met one-on-one with BAE and GDLS finance managers to discuss their current cost reporting challenges. BAE and GDLS both volunteered to participate in phase two pilots for OSD's new cost data collection formats to test out the new approach and provide feedback from a ground vehicle manufacturer's perspective. In addition to the general sessions, visitors participated in a TARDEC lab tour and a Program Manager Main Battle Tank Systems sponsored Joint System Manufacturing Center tour in Lima, Ohio. Feedback from both Industry and Government senior

ICEAA Detroit Chapter Report

June 2016

leaders in attendance was extremely positive saying that this was a very worthwhile event they would like seen done in other commodity sectors.

Member Outreach:

[N/A]

Member Recognition:

- Congratulations to Robert Clarence Biedenharn who recently took the ICEAA exam and passed.

Other: It will be even more difficult to get approval for conference attendance for Government employees in the future as the Army Material Command put out guidance that they want to reduce conference spending by 20% in fiscal year 2017.

ICEAA Northwest Washington Report

June 6, 2016

Board of Directors:

President: Stacy Dean

Vice President: Rod Olin

Treasurer: Jim Deignan

Secretary: Chad Larson

Education: Dave Torgerson

Fundraising: Cheryl Wilson

Upcoming Events:

The NW chapter has an upcoming happy hour planned May 27th. The event will give the officers and members an opportunity to socialize over light refreshments at a local brewery. With ~25 members planned to attend, it should be a fun event!

Recent Events:

On March 19, 2016 ICEAA NW held an educational networking event at the Museum of Flight in Seattle, WA. The event included speaker Captain Edward M. Wilson, Boeing Test Pilot, Educational Games, a Silent Auction, Snacks and the opportunity to tour the Museum of Flight. With the help of the whole ICEAA NW team the event was successful and offered an afternoon of Activities for the ICEAA NW Members and their families.

The Spring CCEA certification preparation course is coming to a close. Currently, there are ~4 individuals signed up to sit for the next exam session. The upcoming exam is scheduled for June 18th.

Member Outreach:

The Northwest chapter has been discussing methods of media available to the chapter. The chapter currently has 2 websites, 1 on the ICEAA portal and 1 provide by Boeing on their internal network. The chapter's SharePoint and email distribution list are also provided by Boeing.

The current chapter media options are not ideal. The Boeing internal provided resources are only available to Boeing employees which poses a challenge to communication with external members. The ICEAA portal website is not ideal in that the NW officers don't have direct access to maintain the information or look and feel.

The chapter has been exploring different media options to better meet the needs of our chapter members and officers. We are interested in hearing of what other chapters are using for website and communication options.

Region 5 News
By Mike Doherty

The Northwest chapter has seen a 15% increase in membership since last February and the officers continue to offer the membership a wide range of activities including speaker events and social hours. I recently attended the Northwest Chapter Spring event which was held at the Museum of Flight in Seattle and featured the 737 Flight Test Pilot as a guest Speaker. This event included an estimating challenge, silent auction and some really great food. This team is always looking for new ways to provide value to their membership and I look forward to the social event they have planned for May 26th at Redhook Brewery.

In Colorado membership has declined significantly The Rocky Mountain Chapter has seen a 36% decline in membership and currently only has 23 members. Pikes Peak has also seen a 37% decline in membership and currently has only 22 members. I have not been able to connect with the past leadership of either chapters and will be working with Megan to see if we can revitalize this chapters.

This fall the Northwest Chapter officers and I will be reaching out to the will be reaching out to the at large members within their respective locations and encouraging them to select a Region 5 Chapter preference. This will ensure that these ICEAA members stay up-to-date on local ICEAA events and activities.

ICEAA Membership 2009-2016

	Oct09	Feb10	Jun10	Jun11	Oct11	Jun12	Oct12	Feb13	Jun13	Oct13	Feb14	Jun14	Sep 14	Feb 15	Ju 15	Sep 15	Mar 16	Jun 16
TOTAL MEMBERSHIP	1750	1926	2044	2121	2057	2158	2385	2340	2326	2203	2084	2020	1794	1703	1712	1719	1652	1672
Atlanta		29	31		12	11	12	15	17	16	16	14	10	11	10	7	6	4
Australia																		47
Baltimore		31	44		47	49	55	43	44	44	38	30	31	30	27	26	20	23
Canada															24	48	58	60
Central Florida		38	37		43	50	49	47	44	40	38	31	28	21	21	21	25	27
Central VA									24	25	21	23	21	22	23	24	26	26
Dayton OH		99	91		95	108	112	103	96	94	79	73	63	60	76	73	70	70
DC Metro		469	522		542	557	573	559	531	494	196	460	430	429	408	397	375	377
Detroit									19	20	16	12	10	8	8	9	10	10
Greater Alabama		95	101		79	95	110	101	104	97	86	83	63	68	80	83	75	80
Hampton Roads VA		54	48		40	38	51	39	35	31	28	27	22	20	19	19	17	19
Houston		38	39		31	31	27	27	26	22	20	17	15	14	13	16	16	15
Lone Star TX			37		32	37	48	41	40	3	31	29	24	27	27	27	25	26
Mid-Atlantic			46		34	23	33	17	14	15	11	11	11	12	13	16	13	13
New England		114	118		131	124	110	102	98	91	96	89	83	76	87	82	79	82
Northwest		89	109		140	191	205	211	209	194	170	167	124	110	119	130	127	108
Northwest Florida		28	24		24	26	24	24	21	15	16	15	15	15	19	16	14	13
Pike's Peak		33	30		34	33	39	38	39	37	35	32	31	32	28	27	22	22
Rocky Mountain / Denver		39	43		40	44	50	42	40	41	36	30	23	25	27	23	23	27
San Antonio TX		16	13		8	7	7	8	6	6	4	4	5	4	6	5	5	5
San Diego		40	46		53	61	61	61	64	67	62	59	38	40	45	45	43	47
So Cal		96	101		100	105	182	180	186	181	171	166	151	149	150	148	145	140
St. Louis Gateway		105	99		78	51	54	50	50	48	46	43	35	30	31	31	30	32
Twin Cities			18		13	10	11	12	12	12	11	11	9	9	6	6	7	7
At Large		489	470						538				442	441	445	440	369	392

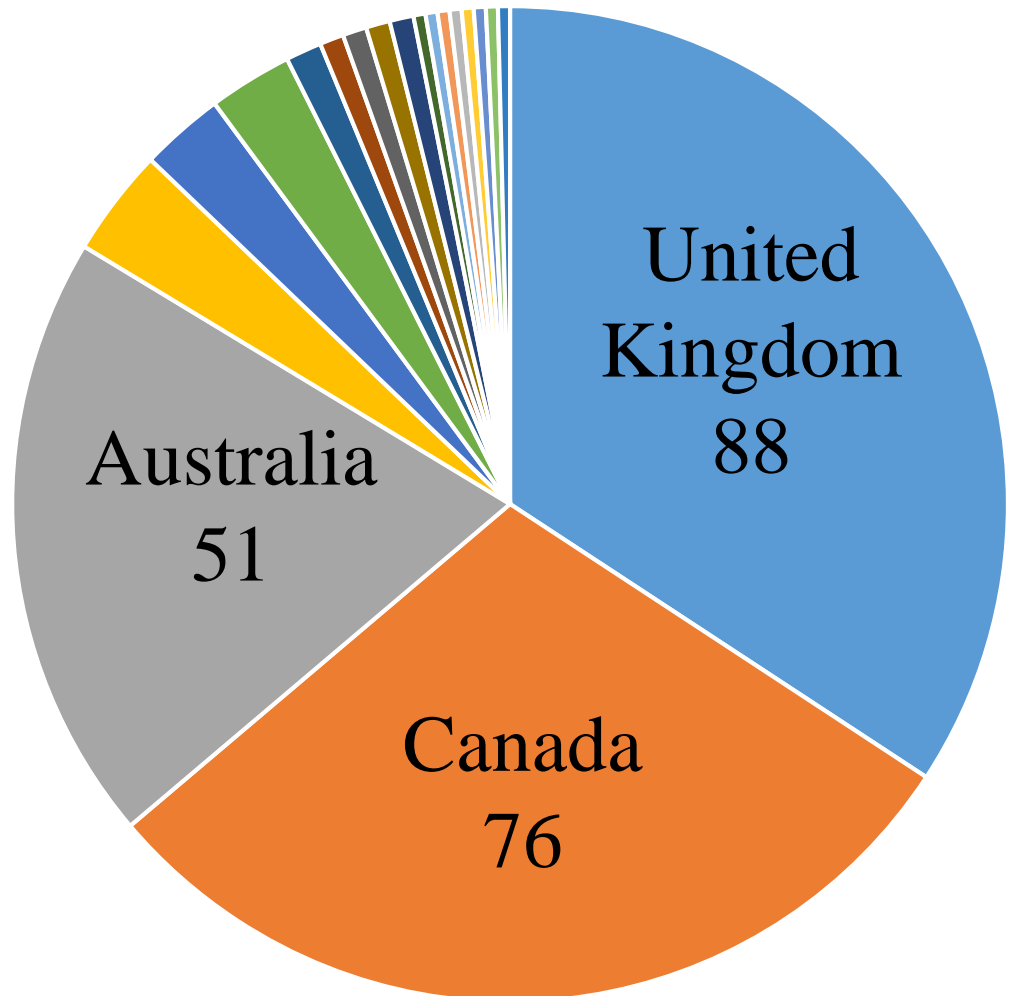
ICEAA Membership 2009-2016

	Oct09	Feb10	Jun10	Jun11	Oct11	Jun12	Oct12	Feb13	Jun13	Oct13	Feb14	Jun14	Sep 14	Feb 15	Ju 15	Sep 15	Mar 16	Jun 16
TOTAL MEMBERSHIP	1750	1926	2044	2121	2057	2158	2385	2340	2326	2203	2084	2020	1794	1703	1712	1719	1652	1672
BAH	127	174	176	196	189	189	172	156	154	133	122	109		79	76	82	84	81
Boeing	323	306	294	288	277	270	293	285	296	273	244	256		173	177	174	166	145
Cobec												20		20	19	21	16	16
Deloitte												30		17	17	20	17	17
Galorath																		14
Herren																		12
Lockheed Martin	57	63	98	96	82	80	76	77	74	67	68	59		42	43	42	39	40
MCR	74	76		70		50	53	47		45	39	37		27	28	28	24	29
MITRE	26	30		23						29	30	30		27	26	24	25	24
Northrop Grumman														29	31	33	30	31
PRICE																		19
Raytheon														14	14	15	14	15
Technomics	27	32		62		59	70	70	67	66	68	68		71	78	62	62	63
Tecolote	92	107	111	113	114	110	113	113	116	123	118	114		104	113	109	102	112

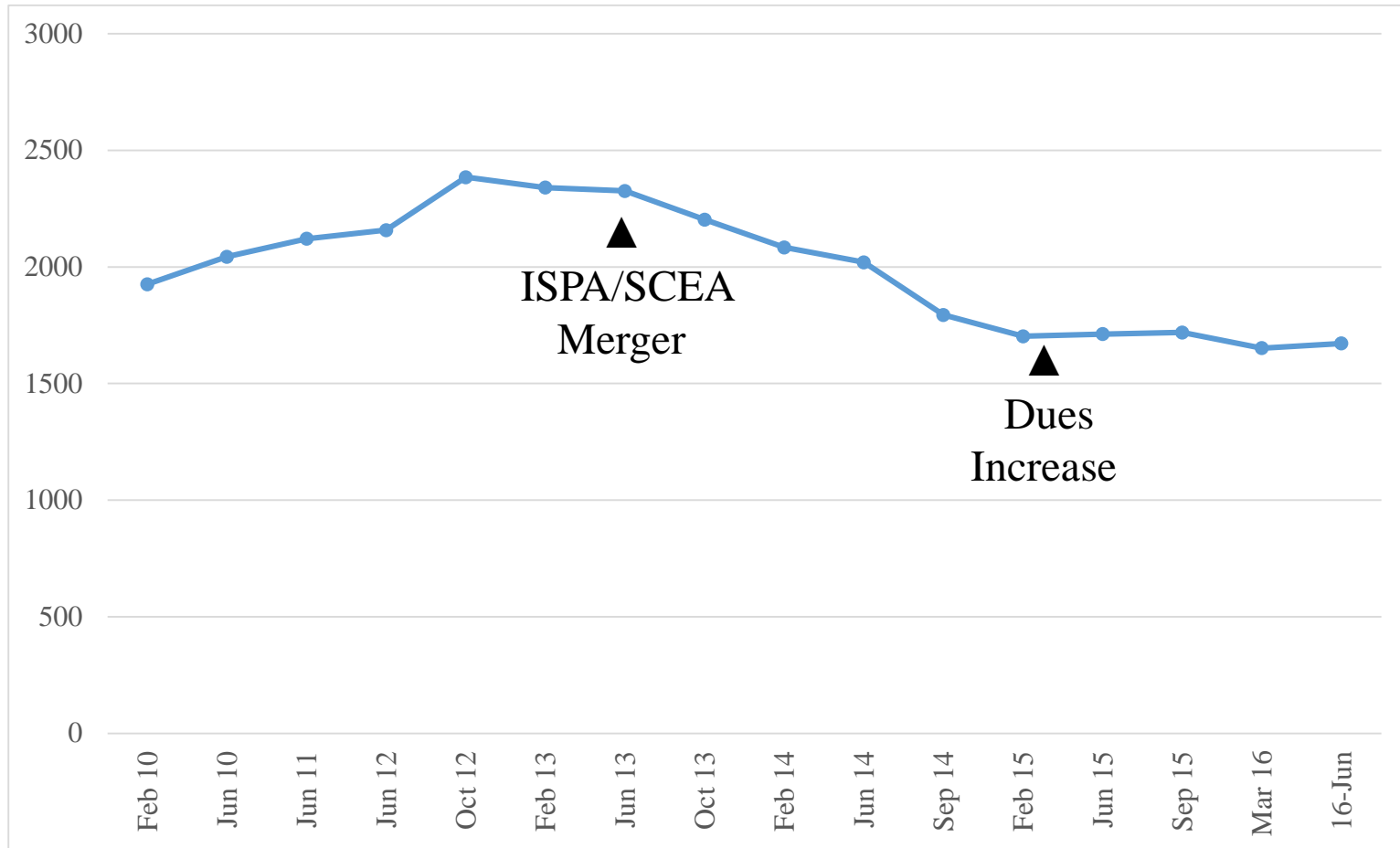
International Membership

as of May 23

UK	88
Canada	76
Australia	51
Germany	9
Japan	7
Netherlands	7
China	3
France	2
Italy	2
Norway	2
South Korea	2
Belgium	1
Brazil	1
Egypt	1
New Zealand	1
South Africa	1
Sri Lanka	1
Sweden	1
United Arab Emirates	1



State of Association: Membership Trends 2010-2016



2016 Association Award Winners

Junior Analyst:
Derreck Ross

Technical:
Adam James

Educator:
**Dan Nussbaum,
Greg Mislick**

Team Achievement:
**PRICE Cost Research
Team**

Management:
Vrenti Ghergari

Frank Freiman Lifetime
Achievement Award:
Shu-Ping Hu

Exhibitors 2012-2016

2012	2013	2014	2015	2016
ACEIT/Tecolote	AACE Intl	aPriori	ACEIT/Tecolote	ACEIT/Tecolote
Boeing	ACEIT/Tecolote	Boeing	Booz Allen	ClearCost
Cobec	Booz Allen	Booz Allen	CloudEVM/IMC	CloudEVM/IMC
Dekker	Boeing	Cobec	Cobec	Galorath
Galorath	Cobec	Galorath	Galorath	Herren
Kalman	Galorath	Herren	Herren	MITRE
MCR	Herren	Kalman	Kalman	PRICE
Palisade	Kalman	Level 4 Ventures	MCR	ProjStream
PRICE	MCR	MCR	PRICE	PT&C
Quantech	MEE	PRICE	ProjStream	Quantech
Scitor	Palisade	ProjStream	Quantech	Technomics
TASC	PRICE	Quantech	Reed Integration	USC
Technomics	PT&C	TASC	Systecon	
Wyle	ProjStream	Technomics	Technomics	
	Quantech	WPI	USC	
	RAND Corporation			
	TASC			
	Technomics			
	WPI			

Sponsor/Exhibitor Contact List

May 9, 2016 Email List:

1093 Addresses

- 251 Unsubscribes

= 842 Sent messages

- 127 Bounces

= 715 Potential recipients

131 Opens 5 Clicks

83 of the 715 addresses
are newer than 2014

- 15 of those new addresses
are updated emails for
ICEAA board members

The people I work with on
booths tend to be low-
level positions that change
frequently

- Once an email goes bad,
I've essentially lost the
company

HELLLLLLLLLLLLLLLLLLLP!

- I need new contacts at old companies
- I need new contacts at new companies
- I need help with the sell
 - I'm well versed with how big the booth is, how much exposure they will get, etc.
 - I'm not good at the jargon of cost estimating and the technical aspects

Please keep an ear and an eye out for new companies and new contacts!

Taylor & Francis Contract

- Had phone calls with Paul, Ricardo, and the Taylor & Francis Team
- T&F agreed to reduce our print subscription commitment from 500 to 100 for a savings of \$4,000 annually

Old Contract

Online subscriptions

$$\$12 \times 2250 = \$27,000$$

Hard copies

$$\$10 \times 500 = \underline{\$5,000}$$

$$\text{Total annual} = \$32,000$$

New Contract

Online subscriptions

$$\$12 \times 2250 = \$27,000$$

Hard copies

$$\$10 \times 100 = \underline{\$1,000}$$

$$\text{Total annual} = \$\mathbf{28,000}$$



International Cost Estimating & Analysis Association

Professional Development & Training Workshop

June 7-10, 2016 • Atlanta, Georgia

2016 Professional Development & Training Workshop Overview

Michael Thompson
2016 Workshop Co-Chair

IOEAA 2016 Workshop Committee

Workshop Co-Chairs:

Mike Thompson

Rich Harwin

Training Co-Chairs:

Peter Braxton

Remmie Arnold

Program Co-Chairs:

Nathan Honsowetz

Christina Snyder

Best Paper Co-Chairs:

Andrew Drennon

Stacy Dean

ICEAA Tuesday, June 7

Breakfast buffet available			7:00	8:00
Welcome & Overview			7:45	8:00
Best Paper Awards			8:00	8:30
Government Cost Leaders Panel			8:30	9:30
	Exam Overview	Papers	9:45	10:30
Break			10:30	11:00
Vol. Leadership Orientation	Training Welcome	Papers	11:00	11:45
Lunch			11:45	12:45
Training		Papers	12:45	1:30
		Papers	1:45	2:30
Break			2:30	3:00
Training		Papers	3:00	3:45
		Papers	4:00	4:45
Welcome Reception			4:45	7:00

Volunteer Leadership Orientation Session

Open discussion session to provide a foundation for new and sitting ICEAA Volunteer Leaders to give background on the association, explain policies & procedures, available resources and to answer questions from the group.

Best Paper Awards

Presented Tuesday morning

Government Cost Leaders Panel:

John Fitch, Naval Center for Cost Analysis

Katrina Hall, FAA

Grant McVicker, Air Force

Christian Smart, Missile Defense Agency

IOEAA Wednesday, June 8

Breakfast buffet available		7:00	8:00
Welcome, day intro		7:45	8:00
Association Awards		8:00	8:45
Keynote Speaker Darby McNulty		8:45	9:45
Training	Papers	10:00	10:45
	Papers	11:00	11:45
Lunch		11:45	1:00
Training	Papers	1:00	1:45
	Papers	2:00	2:45
Break		2:45	3:15
Training	Papers	3:15	4:00
	Papers	4:15	5:00
Networking Reception		5:00	7:00

Association Awards

The 2016 Association Awards will be presented prior to Wednesday morning's keynote.

Morning General Session:

Col. Darby McNulty, US Army

Keynote Speaker to discuss the Agile process and how it is being embraced on the IPPS-A program.

IOEAA Thursday, June 9

Breakfast buffet available		7:00	8:00
Welcome, day intro		7:45	8:00
MCEA General Session		8:00	9:00
Training	Papers	9:15	10:00
	Papers	10:15	11:00
Best Paper		11:15	12:00
Lunch		12:00	1:15
Training	Papers	1:15	2:00
	Papers	2:15	3:00
Break		3:00	3:30
Exhibitor Teardown		3:30	5:00
Training	Papers	3:30	4:15
	Papers	4:30	5:15
Free Evening			

Morning General Session:

Masters in Cost Estimating and Analysis

Dan Nussbaum, Greg Mislick

An update on the all-Distance Learning Masters Degree and/or Certificate Program in Cost Estimating and Analysis offered at the Naval Postgraduate School (NPS).

2016 Best Paper Overall

The 2016 Overall Best Paper will be presented as a general session prior to lunch on Thursday

Exhibitor Teardown

For the safety of our attendees, exhibitors **may not** dismantle their booths prior to 3:30 Thursday

IOEAA Friday, June 10

Continental Breakfast Available	8:00	9:00
Training day review, Q&A etc.	8:45	9:00
Training	9:00	10:30
Break	10:30	11:00
Training	11:00	12:30
Conference Ends		12:30

Training Day!

Friday will be focused on training sessions and exam preparation. The day ends early to allow those taking the exam on Saturday additional study time.

CCEA/PCEA Exams

Saturday, June 11

7:00am – 2:00pm

IOEAA Attendee Breakdown as of May 25

335 Attendees Registered

Members (\$960)	49
Non-Members (\$1060)	24
Government/Members (\$840)	32
Government/Non-Members (\$920)	68
5+ Group Members (\$905)	121
5+ Group Non-Members (\$1005)	15
Comps	26

IOEAA Big Losses from Big Groups

	2015	2016*	
Boeing	40	18	-22
Air Force (AF*)	38	36	-2
Navy (Naval *)	30	30	0
Tecolote	30	31	+1
Northrop Grumman	29	9	-20
NASA	18	7	-11
Booz Allen	15	9	-6
Galorath, Inc.	8	13	+5
Lockheed Martin	8	3	-5
Cobec	7	3	-4

**As of May 25*

IOEAA 2016 Workshop Budget Projections

Projected Expenses

Awards, gifts, speaker fees	800
IT Requirements (App)	1,000
Banking Fees	8,500
Sponsor Exhibitor Related Expenses	1,200
Security	600
Hotel Food & Beverage	160,000
AV	45,000
Postage	500
Staff Travel & Incidentals	5,000
Onsite Contracting Support	1,300
Printing, marketing, signage	6,000
Printing onsite program	7,000
Total	236,900

Projected Revenue

Registrations (Projecting 400)	325000
Sponsor/Exhibitors	46000
	371000

Approx. Projected Surplus:
\$130,000

IOEAA Sponsors

Gold Sponsor:



Silver Sponsors:



IOEAA Exhibitors & Contributors





Board of Directors Meeting

Certification Program Report

June 6, 2016

Peter Andrejev, Director of Certification



Overall Summary Statistics

- Overall certifications as of May 16, 2016:
 - CCEA® 684 (794) (including 14 CCEA®-P) change due to database cleanup & expirations
 - PCEA® 127 (103)
 - CPP 43 (58)
- Re-certifications:
 - 16 Re-certifications since in February 2016
- Other Countries with Certified Individuals:
 - Australia (9)
 - Canada (19) +3 since Feb
 - Egypt (1)
 - Japan (4)
 - Saudi Arabia (1)
 - UK (62)
 - Germany (1)
 - Netherlands (2)
 - Scotland (1)
 - South Korea (1)

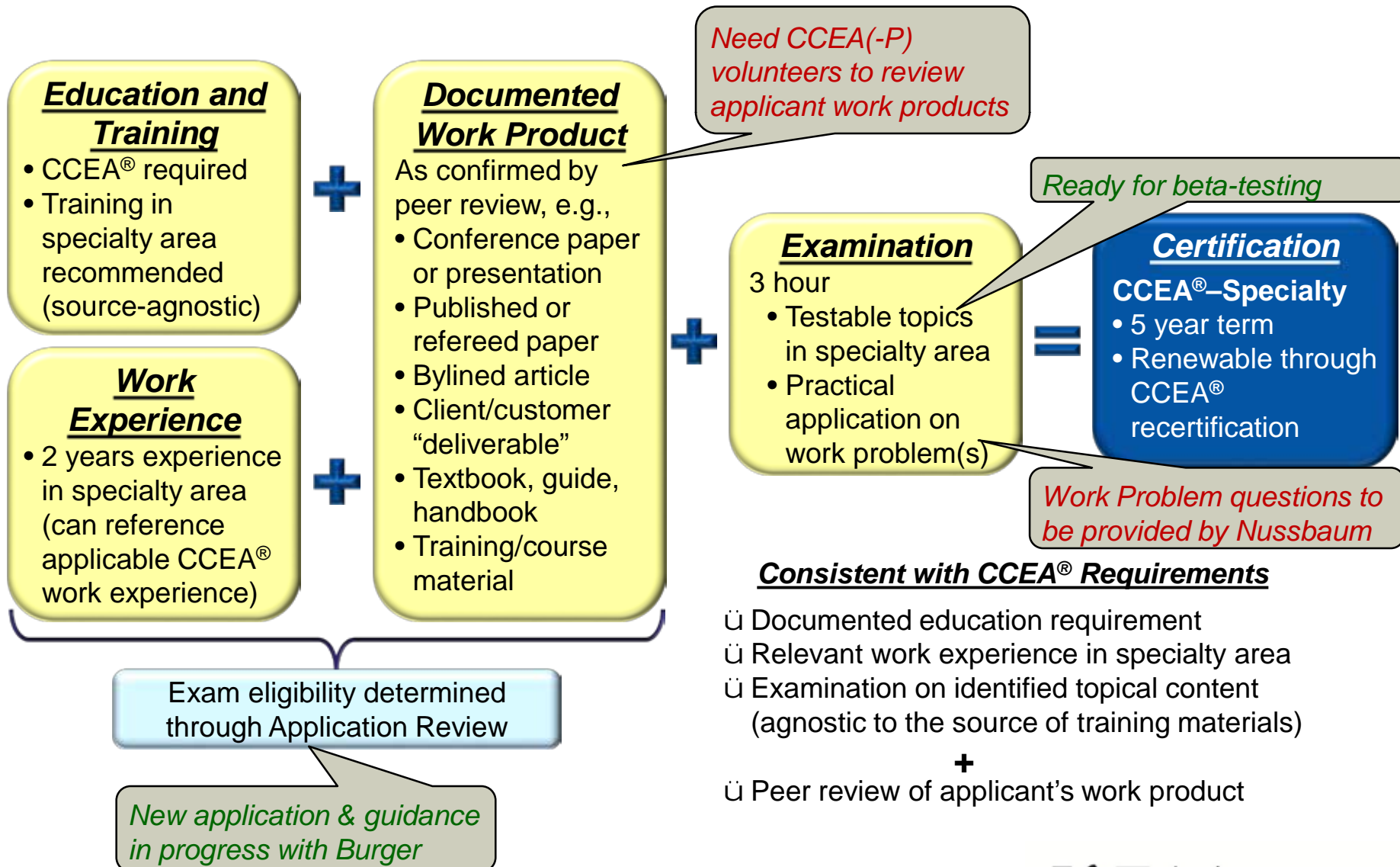
Certification Program since last time...

- Operational Status
 - 51 applicants have tested to date in 2016 (175 total tested during 2015)
 - Overall 76% of applicants taking the exam earned certification
- Tactical Actions
 - CCEA-P examination is being beta-tested at this conference
 - Modify CCEA examination for Canada
 - Improve certification application screening and testing processes
- Strategic Agenda
 - Motion to award non-renewable PCEA to applicants with > 5 yrs. experience

Status on Tactical Actions...

- CCEA-Parametric Specialty exam ready for beta-testing at this Conference
 - 60 Multiple Choice questions initially reviewed by Stacy Dean and team
 - 15 Work Problem questions expected from Dan Nussbaum
 - Draft (simplified) Parametric Specialty Certification Application and Guidance in progress with Sharon Burger
 - Will need volunteers (preferable CCEAs from Parametric SAC) to review work products included in applicants' submission
 - Must have CCEA; Over time will require CCEA-P

Parametric Specialty Certification



PCEA, CCEA Clarification Actions

Issue	Resolution
We currently call the PCEA exam “Part I of the CCEA”	Revise documentation to refer to Part I as the “PCEA Examination”
We state that anyone with more than 5 yrs. of experience is <u>only</u> eligible for the CCEA	Permit applicants with more than 5 yrs. of experience to apply & sit for the PCEA exam
Currently applicants with more than 5 yrs. of experience passing the PCEA exam only receive acknowledgement for passing “Part I of the CCEA”	Confer the PCEA Certification to any individual who passes the PCEA (but does not pass Part II of the CCEA exam)
The PCEA last three years (to accrue experience eligibility for the CCEA) and is not renewal	Allow individuals seeking to retain their PCEA designation to re-take the PCEA exam every three years (similar to PMI’s CAPM ¹). Streamline the “re-take” application to minimize burden on the National Office.
Some foreign countries consider the CCEA to be US-centric and unfair	Work with each country on a case-by-case basis to resolve unfair exam questions, while preserving the integrity of the CCEA exam

1 – Certified Associate in Project Management

Motion

We need to:

- Remove confusion between Part I of the CCEA exam and the PCEA exam
- Remove the current requirement that anyone with more than five years of experience is only eligible for the CCEA designation
- Provide more than a letter acknowledging “successful completion of Part I of the CCEA examination” to individuals passing the PCEA exam

I move to amend the PCEA eligibility requirements to:

- Rename Part I of the CCEA examination to PCEA examination
- Allow anyone with a college degree and 2+ years professional cost experience -or- no college degree and 5 years of professional cost experience be eligible to sit for the PCEA Examination.
- Confer the designation of PCEA to any individual who passes the PCEA examination (regardless of years of experience)

Other existing policy remains unchanged, i.e.,

- The PCEA designation lasts for three years and is not renewal through recertification points
- Allow individuals seeking to maintain their PCEA designation to (re-)take the PCEA examination (as offered at that time)

CEBOK for Industry

Sikorsky Cost Estimator Training Approach and Status for ICEAA Board of Directors

June 8, 2016



Raymond Covert
Mgr. Cost and Schedule Analysis
Greg Kiviat
Mgr. Affordability and Life Cycle Cost

Objective



- **Provide the ICEAA Board status on development of an “industry” focused training curriculum based on ICEAA CEBOK**
- **Present overview of the Sikorsky Estimating Curriculum**
 - Use of ICEAA materials
 - Levels of internal training and certification
 - Modules list (brochure) and status
- **Identify next steps (if any) to offer selected materials to ICEAA for creation of an ICEAA industry focused curriculum**
 - Determine Board interest in pursuing industry focused curriculum
 - Discuss approach to further modification to reflect generic interest (remove Sikorsky specific items or other concerns)

Status



- **Sikorsky has purchased the rights to ICEAA's CEBOK material to develop a Cost Estimator Certification and Training curriculum for use at Sikorsky**
- **While much of Sikorsky's training modules are based on CEBOK, many modules have modified, replaced by, or supplemented with Sikorsky-developed material specific to contractor/industry needs**
- **In general, updates were made where CEBOK material:**
 - **Is missing crucial content from contractor perspective (e.g., DFARS compliance)**
 - **Is repetitive (e.g., analysis statistics, risk)**
 - **Is more germane to Government, SETA, or FFRDC audiences**
 - **Provides some unnecessary depth in areas of less utility to Sikorsky/contractors**
 - **May be improved upon by using Sikorsky-specific data such as historical data examples (e.g., analysis and regression)**

Estimator Training and Cert Brochure



Sikorsky 2016 Professional Estimator's Training and Certification



This certification program will benefit our **employees** (by establishing a professional career path), our **customers** (in assuring estimates that are credible and affordable), and our **company** (which expects program bids to be verifiable and successful). The estimating training being offered will assure a solid foundation of global cost estimating knowledge.



Certification Levels

Level 1 – Contributor: Provides functional inputs to cost estimates and BOEs; Complete Level 1 training; 0-3 years of relevant experience.

Level 2 – Estimator: Develop cost estimates and conduct affordability analyses; complete Level 2 training (including selected electives); 3-10 years of relevant experience.

Level 3 – Model Creator: Build estimating tools, e.g., collect data and develop parametric cost estimating models; complete Level 3 training; 10-20 years of relevant experience.

Level 4 – Principal: Mentors and trains others on estimating tools and processes; complete tailored program of in-house research as prescribed by the Sikorsky Certification Committee; 20+ years of relevant experience.

Training Requirements (Modules)

Level 1 – Contributor (provides functional inputs to cost estimates and BOEs)

- 1.1 Introduction to Training and Certification Program **Sikorsky content only**
- 1.2 BOEs **Sikorsky content only**
- 1.3 US Government Financial Compliance **Sikorsky content only**
- 1.4 Cost Estimating Fundamentals **Mixed ICEAA & Sikorsky**

Level 2a (fast track) – Estimator (develop cost estimates) **Mixed ICEAA & Sikorsky**

- 2.1 Cost Estimating Overview
- 2.3 Parametric Estimating
- 2.4 Data Collection
- 2.6 Inflation
- 2.7 Learning Curve

Mixed ICEAA & Sikorsky Level 2b (specialized / electives) – Estimator (develop cost estimates)

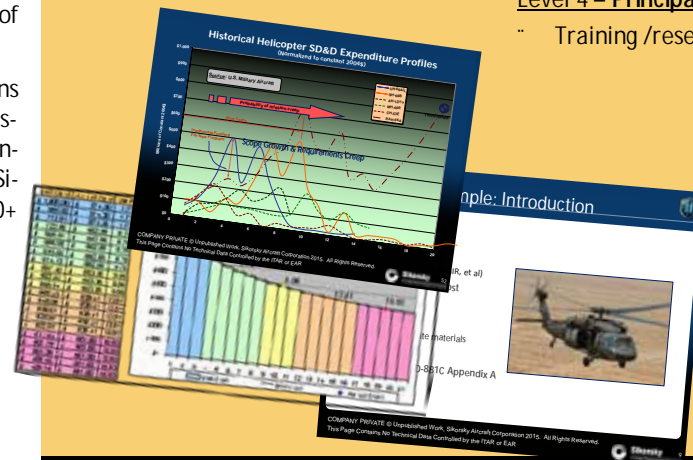
- 2.9 Cost-Risk Analysis
- 2.10 Affordability
- 2.11 Estimating Business Sources
- 2.12 Earned Value Management
- 2.13 Software Cost Estimating
- 2.14 Life Cycle Cost Estimating
- 2.15 Manufacturing Cost Estimating

Level 3 – Model Creator (build estimating tools)

- 3.1 Regression Analysis **Complete**
- 3.2 Economic Analysis **In development**
- 3.3 Contract Types **In development**

Level 4 – Principal (mentor and train)

- Training /research TBD



Estimator Brochure and Training Status



What does a Sikorsky Estimating and Affordability Specialist do?

- Develops risk-adjusted non-recurring engineering (NRE), recurring, and life cycle cost (LCC) estimates, business case analyses, and competitive assessments for proposal and non-proposal projects.
- Applies financial, engineering and computational analyses to develop accurate, consistent, and supportable cost and schedule estimates.
- Correlates technical and operational analysis of historical performance data to establish supportable cost prediction models.
- Uses statistical methods to conduct cost, technical and schedule risk and opportunity analyses.
- Assesses financial impact of contract terms and conditions.
- Understands and accommodates customer requirements and evaluation criteria to support business acquisition
- Complies with Sikorsky, customer estimating and pricing system requirements.

For more information, contact:

- Certification Requirements
- Raymond Covert (203) 386-4506
- Training Descriptions and Sign-Up
- MaryAnn Mulholland (203) 386-5235

Rev 3.3—Revised 5/6/2016

This training and certification program was modelled after the professional training and certification program offered by the International Cost Estimating and Analysis Association (ICEAA), and is similar to training and certification programs developed for government employees of DoD, DAU, NRO, NSA, NASA, and other agencies.

The Estimating Brochure outlines the overall program for 4 level of internal “certification”

Current Status as follows:

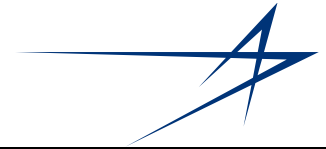
LEVEL 1

- 152 have Level 1 curriculum on Learning Plan
- 257 have taken one or more Level 1 classes
- 178 have completed all four Level 1 classes
- 129 have completed and passed the Level 1 Assessment
- 46 training waived, as they participated in pilot program
- 4 Contractors have taken one or more classes/modules - 2 have completed all four modules (unchanged from previous report)

LEVEL 2A

- 56 have Level 2A curriculum on their Learning Plan
- 62 have taken one or more Level 2A classes
- 43 have completed all five (or six) Level 2A classes
- 30 have completed and passed the Level 2A Assessment
- 21 training waived first 2 modules (Cost Estimating Overview and Methods courses), as they participated in pilot program
- 2 Contractors have taken one or more classes/modules

Module Status – Level 1



Module Preparation Status (updated 4-24-16; incorporates Ray's markup 4/18/16)													
Module Title; original module number(s), [E] identifies elective; consistent with brochure.	Lecture Time (hours)		SME/ Primary Instructor; <i>backup instructor (in italics)</i>	Module Status (a)					Heritage	Revision History	Candidate for Live Video	Candidate for Web-based Training	Notes
				Draft	SME Review	Instructor Notes	Formatted for Training (c)	Learning Portal					
Level 1 - Contributor	4.1												
1.1 Introduction to Training and Certification Program	0.6	NA	Paul Benedetto Ray Covert						100% Sikorsky (Benedetto)	Modified 7/8/15.	X		Need to update whenever <u>module list</u> changes.
1.2 BOEs. (existing BOE University Course 004145, version 22)	1.5	NA	Ken Farkas <i>Larry Levine</i> <i>Hank Apgar</i>						100% Sikorsky (Farkas & Levine) plus DCMA references.	stiill needs some instructor notes.		preliminary web-version available	Hank recommend adding slides on DFAR-compliant software BOEs, similar to material in 3.3 Software Cost Estimating; waiting for concurrence with SME (Ken); Hank has action.
1.3 US Government Financial Compliance for Engineers [new title]	1.5	NA	Doug Boothroyd						40% ICEAA/ ISPA; 60% Sikorsky (Boothroyd and Benedetto)	Modified 6/18/15. SME made additional (12/9/15) changes based on Hank's notes.		X	module still could be reduced in scope by eliminating irrelevant ethics-focused slides and accounting-focused slides.
1.4 Cost Estimating Fundamentals	1.0	1.75	Greg Kiviat <i>Hank Apgar</i>						100% Sikorsky (Kiviat)	Updated 11/4/15 by Greg to incorporate Arianna's suggestions.			Based on previous Sikorsky stand-alone course.
Level 1 Assessment Questions			Hank Apgar		N/A	N/A			Based on level 1 modules.	Question set udated 1/26/15; confirm incorporation.		X	12 questions, multiple choice; subject to updates whenever any module changes..

Module Status – Level 2A



Module Preparation Status (updated 4-24-16; incorporates Ray's markup 4/18/16)													
Module Title; original module number(s), [E] identifies elective; consistent with brochure.	Lecture Time (hours)		SME/ Primary Instructor; <i>backup instructor (in italics)</i>	Module Status (a)					Heritage	Revision History	Candidate for Live Video	Candidate for Web-based Training	Notes
				Draft	SME Review	Instructor Notes	Formatted for Training (c)	Learning Portal					
Level 2A - Estimator	7.1												
2.1 Cost Estimating Overview [<i>REPLACEMENT MODULE; replaces both 2.1 and 2.2</i>]	2.0		Greg Kiviat <i>Hank Apgar</i>						65% ICEAA; 35% Sikorsky	Finished (1/14/16); final SME review completed by Ray.	X		This version eliminates previous module duplication and saves 1.5 hours of presentation time at level 2A.
2.3 Parametric Estimating	1.5	1.75	Seb Botta <i>Greg Kiviat</i> <i>Hank Apgar</i>						70% ICEAA/ ISPA; 30% Sikorsky	Ray revised (1/6/16). Hank updated speaker notes 3/2/16.			
2.4 Data Collection	1.5	1.75	Ken Farkas <i>Seb Botta</i>						60% ICEAA; 40% Sikorsky	Hank made changes; added notes pages - 1/17/16; result is 13% reduction in slide count.		X	Ken concurs in update. (12/16/15).
2.6 Inflation (12/12/16)	0.8	1.75	Chuck Skurja <i>Ray Covert</i>						20% ICEAA; 80% Sikorsky	modified by Ray 11/4/15 to add estimating-centric focus.		X	
2.7 Learning Curve (1/20/16)	1.3	1.75	Ray Covert Seb Botta <i>Hank Apgar</i>						35% ICEAA; 65% Sikorsky	Rewrite by Seb Botta 1/14/15; rewrite by Ray Covert 1/20/16; reviewed by Hank 2/29/16 with questions.		X	
Level 2A Assessment Questions			Hank Apgar		N/A	N/A			Based on level 2A modules.	Updated 1/15/16; confirm incorporation. New MS Word master created 3/10/16.		X	25 questions, multiple choice; subject to updates whenever a module changes. Needs updating on GLP.

Module Status – Level 2B



Module Preparation Status (updated 4-24-16; incorporates Ray's markup 4/18/16)													
Module Title; original module number(s), [E] identifies elective; consistent with brochure.	Lecture Time (hours)		SME/ Primary Instructor; <i>backup instructor (in italics)</i>	Module Status (a)					Heritage	Revision History	Candidate for Live Video	Candidate for Web-based Training	Notes
				Draft	SME Review	Instructor Notes	Formatted for Training (c)	Learning Portal					
Level 2B - Estimator; start teaching by 6/1/16.													
2.9 Cost-Risk Analysis; long (121 charts) (4/27/15); Ray to rewrite and reduce OLS emphasis. Move to Level 2A?	2.0	1.75	Ray Covert <i>Larry Levine</i>	80%					20% ICEAA; 80% MCR (Steve Book)	Original version (ICEAA material) completely rewritten (MCR material) based on first SME review (Lary Levine); Ray making complete update in March 2016; Hank to review when complete			3 appendices: <u>allocating</u> risk to WBS, how use <u>Crystal Ball</u> , cost and <u>schedule</u> risk. Ray re-writing and consolidating as of 1/15/16.
2.12 Affordability [was 2.9]; vers 5; 4/23/16	1.5	NA	Hank Apgar <i>Greg Kiviat</i>	80%	needs 2nd review				50% Sikorsky; 50% MCR (Apgar)	Hank revised 7/7/15; first SME review by Greg, second by Ray; Hank added acronyms & updated notes 4/23/16.			
2.13 Estimating Business Sources [new name]; (20 slides) - 4/4/16	1.0	NA	Ken Kashuba <i>Paul Benedetto</i> <i>Larry Levine</i>	80%					100% Sikorsky	Telecon 1/11/16 reviewed purpose and material; specific recommendations; action to Ken and Larry with Paul to review; Ray to add examples.		X	Ken has draft (as of 2/3/16). This module needs step-by-step walkthroughs of data collection. Suggest setting-up requirements for NR, rec and O&M data collect and executing it.
2.14 Earned Value Management (EVM); 2 parts (main slides, exercise solutions); 9/10/15	2.0	1.75	Jose Otero <i>Hank Apgar</i>						60% ICEAA; 30% MCR; 10% Sikorsky	Updated 9/10/15, with changes from Jose Otero.		X	4 student exercises, MCR EVM Gold Card handout to students.

Module Status – Level 2B (continued)



Module Preparation Status (updated 4-24-16; incorporates Ray's markup 4/18/16)

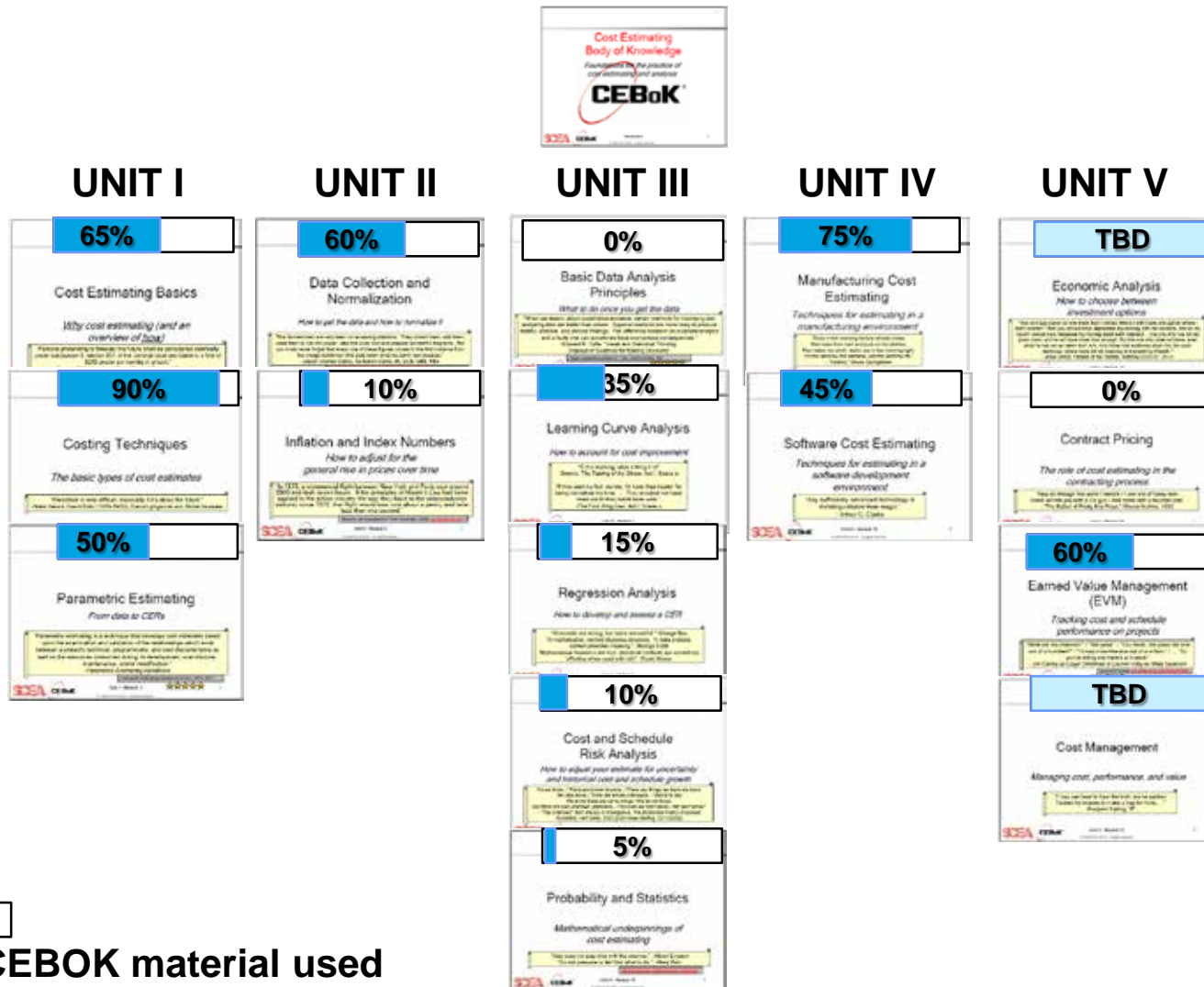
Module Title; original module number(s), [E] identifies elective; consistent with brochure.	Lecture Time (hours)		SME/ Primary Instructor; <i>backup instructor (in italics)</i>	Module Status (a)					Heritage	Revision History	Candidate for Live Video	Candidate for Web-based Training	Notes
				Draft	SME Review	Instructor Notes	Formatted for Training (c)	Learning Portal					
Level 2B - Estimator; start teaching by 6/1/16.													
3.3 Software Cost Estimating, rev 3 ELECTIVE (consider changing to <u>required</u> module for all estimators); 2 class exercises; 11/27/15.	2.0	2.0 +	Louis Calamari (confirmed as co-instructor), Hank Apgar <i>Thomas Memoli</i>						45% ICEAA; 15% MCR; 40% Sikorsky; includes rationale for parametrics-based software BOEs.	Tom and Lou provided (9/25/15, 9/29/15, 11/12/15) extensive SME comments, including DFAR-compliant software estimate/BOE example; all comments were incorporated by the 11/28 upgrade to rev 3.			May be updated by Value Stream Mapping exercise (2016); Embedded Software Group will develop own specialized training for dedicated software estimators which will assure DFAR compliant BOEs; Software Grop requested help.
3.5 Life Cycle Cost Estimating, ELECTIVE; rev 3, 10/14/15	2.0	NA	Hank Apgar <i>Greg Kiviat</i>	90%	needs second SME review				15% ICEAA; 60% MCR; 25% Sikorsky	few comments after first SME review (10/13/15); needs 2nd review.			Focus on maintainability study examples; appendix for O&S elements definition (27 slides)
3.7 Manufacturing Cost Estimating; rev 3 (10/16/15)	2.0	?	Hank Apgar <i>Doug Pitcher</i>	80%					75% ICEAA; 15% MCR; 10% Sikorsky	Includes <i>manufacturing should cost</i> . Sent to Doug 10/27 for first SME re view; follow-up on 11/11; ask Ashish Sareen to review?.			93 slides, incl 4 appendices.
Level 2B Assessment Questions; 2/4/16	0.4		Hank Apgar	60%	N/A	N/A			Based on level 2B modules.	Hank continuing to develop these questions as more modules are completed; Ray to review.		X	3 questions per module; completed for 6 finished modules (2.12, 2.14, 3.3, 3.4, 3.5, 3.7); need 2.8, 2.13.

Module Status –Levels 3 and 4



Module Preparation Status (updated 4-24-16; incorporates Ray's markup 4/18/16)													
Module Title; original module number(s), [E] identifies elective; consistent with brochure.	Lecture Time (hours)		SME/ Primary Instructor; <i>backup instructor (in italics)</i>	Module Status (a)					Heritage	Revision History	Candidate for Live Video	Candidate for Web-based Training	Notes
				Draft	SME Review	Instructor Notes	Formatted for Training (c)	Learning Portal					
Level 3 - Model Creator													
2.8 Regression Analysis [incorporated "2.5 Statistical data Analysis & Curve Fitting"] (2/25/16)	2.0	1.75 x 2	Ray Covert <i>Greg Kiviat</i>						70% ICEAA & ISPA; 15% Sikorsky; 15% MCR	Ray completed rewrite (2/25/16); Hank provide SME review on 3/28/2016.			4 student exercises based on helicopter data collection and CER development (MCR); needs question set.
2.10 Probability and Risk Analysis - [new title 10/23/15]	2.0	1.75 x 2	Ray Covert <i>Greg Kiviat</i>	90%	first review complete				100% ICEAA	Sent to Ray for review 10/12/15.			Recommend removal (redundant with 2.9)
2.11 Economic Analysis	2.0	1.5	Ken Wilczewski	90%	first review complete				100% ICEAA				Has lengthy student exercise; originally was level 1 module.
2.15 Contract Types [formerly 2.12]			Doug Boothroyd	50%					20% ICEAA; 80% Sikorsky	follow-on to "1.3 Government Compliance;" Doug has draft module available.			Further development deferred pending decision as to where this module fits.
Level 3 Assessment Questions			Hank Apgar		N/A	N/A			Based on level 3 modules.	Wait for completed modules			3 questions per module.
Level 4 - Master													
Research tasks TBD				0%						this level of program needs to be defined by certification committee.			

CEBOK Modules Used by Sikorsky



X%

Percent CEBOK material used in equivalent Sikorsky modules

Questions



- **From Sikorsky:**
 - **Would tailoring CEBOK toward an Industry audience attract more members to ICEAA and to the Certification program?**
 - **Would tailoring and trimming the training program make it more cost-effective for industry to send more trainees?**
- **From ICEAA Board?**



ICEAA Board of Directors Meeting

March 12, 2016 | McLean, VA

DRAFT MINUTES as of April 20, 2016

March 12, 2016 Action Item Summary:

- **Bob Hunt** to create a subcommittee of budget committee and Megan to assess the value propositions of all of our products and membership.
- **Brian Glauser** to prepare advertising material for the software certification for a 2017 rollout.
- **Peter Andrejev** to create a set of recommendations for meeting the PCEA/CCEA challenges discussed for a Board vote.
- **Rick Collins** to talk to Christian Smart to find out how he got to where he is, how he's become an advocate of ICEAA, how he's changed MDA by encouraging CCEA.
- **Business Office** to review Peter A's draft email regarding CEU credits available for various activates, distribute to Chapter Presidents
- **Governance Review Committee** (Tim Anderson chair) to propose options for defining a quorum in the bylaws.
- **Megan** to connect with Ricardo on his ideas for improving the Taylor & Francis journal contract, discuss those revisions with Taylor & Francis. (Carried from October 2015)
- **Jason** will send UKMOD question/training ideas to Andrejev and Braxton. (Carried from October 2015)
- **Megan** will send the 2014 and 2015 workshop rosters to Greg Kiviat, Bill Barfield and Ellie to determine metrics and classifications of attendees from industry, contractors, etc. (Carried from October 2015)
- **All BOD Members and Chapter Presidents** please pay attention to the marketing materials you receive for various industry related and other meetings and forward the best/most interesting to Megan.
- **Megan and Pat Z.** to determine criteria for emeritus memberships, present at next BOD meeting. (Carried from October 2015)
- **Paul** to have a talk with Andy Prince to work out details of the SSCAG sig. (Carried from October 2015)
- **Brian Glauser** send recommendations of companies with potential members in San Antonio and Austin to David Bach. (Carried from October 2015)

ICEAA Board of Directors Meeting

March 12, 2016 | McLean, VA

DRAFT MINUTES as of April 20, 2016

- **Megan, Paul, Mike Thompson, Greg Kiviat** to determine a method and approach for establishing a chapter in Connecticut. (Carried from October 2015, will keep as an open action until further notice)
- **Brian Glauser** to call Jim Fume to see if we can get ICEAA to present at the 2016 SRI Symposium in McLean. (Carried from June 2015)
- **Megan** to Plan to conduct member satisfaction survey in 2016 or 2017. (Carried from June 2015)
- **Megan** and **Paul** to have a meeting with IPM stakeholders to discuss the future of the event.