

ICEAA Board of Director's Meeting 0900 – 1700, Saturday, September 24, 2016 MCR Offices 2010 Corporate Ridge # 350, McLean, VA 22102 AGENDA as of September 12, 2016			Strategic Plan Goal Tech = Technical Excellence Coll = Collaboration Relev = Relevance
Time	Agenda Item	Leader	
8:00	Gather for Continental Breakfast		
9:00	Welcome, Quorum Count, and Introductions	Paul Marston	
9:15	Secretary Report Action: Approve June 2016 Minutes	Greg Kiviat	
9:30	ICEAA Business Office Report	Megan Jones	
	ICEAA Workshop in Canada		Tech, Coll, Relev
	Emeritus/Fellow Members		Tech
10:00	Treasurer Report Action: Approve Treasurers Report	Bob Hunt	
10:30	Break		
10:45	International Business		
	Australia Report	Tracey Clavell	
	Japan Report	Ken Nishi	
	International Training Symposium Update (Bristol 2016)	Jason Dechoretz	Tech, Coll, Relev
11:15	Chapter and Region Reports		Coll
11:45	2016 ICEAA Workshop Report	Megan Jones	Tech, Coll, Relev
12:00	2017 Workshop Introduction	Rich Harwin	Tech, Coll, Relev
12:15	Lunch & break		
1:00	PCEA/CCEA Certification Update	Peter Andrejev	Tech
1:30	Software Specialty Certification Update	Brian Glauser	Tech, Coll, Relev
1:45	2017-2019 Board Nominating Committee	Brian Glauser	Relev
2:00	Break		
2:15	CEBoK Update Task Force	Neil Albert	Tech
2:30	New Business		
3:00	Review June 2016 Board Action Summary	Megan Jones	
3:15	Plan Next Meeting & Adjourn	Paul Marston	

ICEAA Board of Directors Meeting
June 6, 2016 | ICEAAA Workshop Atlanta GA

DRAFT MINUTES as of August 24, 2016

Welcome, quorum count, introductions: Mike Thompson

Quorum established at 9:01 AM

Paul reviews the agenda and the intended outcomes from the meeting.

Secretary Report: Greg Kiviat

Minutes from March 12, 2016 BoD meeting approved, no nays

Treasurer Report: Bob Hunt

Bob presented report. Shortfall of \$8K remains as projected in the 2016 budget approved in December but rate of loss is lower and in better control

Motion to accept report made and seconded and approved by Board

International Business Report:

Australia Report Tracy Clavell

New Board elected – 2 persons stayed from prior board – Andy Nicholls back on board. Meetings scheduled for Sept and November. Membership drop off – lost 1/3 members – need reach out to recover. And expect to recapture many. Offer to work with Megan and others. Most Aussies are confused about the process for certification, would like a copy of an old test to show others

International Training Symposium Update (Bristol Oct 2016) Jason Dechoretz

Papers collected, recommended. Need to talk with Peter B to establish training process. Originally only wanted PCEA training, but want to expand to CCEA. Jason reminds all that hope is to break even, not make money. Certification is key for UK MoD. Other supporting organizations include ACOSTE and SCAF. Expect 80 – 110 people at conference – 60% from Europe and 40% US

DRAFT MINUTES as of August 24, 2016

Chapter and Region Reports:

Region 3 Atlanta: Nicole in Huntsville working with Atlanta chapter that has been responsive, going to return the \$18K to ICEAA since they don't work as a chapter anymore. Any chapters that are idle can and should give their funds back to ICEAA, and we will hold them until the chapter is ready to restart.

Megan noted that \$96K is held by chapters

Action – Jason & Nicole: work to figure out how to branch out to groups in Atlanta.

Northern Alabama Chapter - Eric Hawkes: presented Northern Alabama Slides, report – organizations participating including NASA, Army, MDA. Conducted lunch meetings and training sessions with chapter volunteers for exam prep. Also providing scholarships. Comment on need for links to other local organizations like American Helicopter Society system engineering group. Rick Collins asks how they get the attendance so high. Answer: it's free. Gov people will not become members because their boss won't pay for it, but they'll come to a free event during work hours that they get paid to go to.

Region 2: Rick Collins reports that DC has agreed to start webcasting their luncheons to include Baltimore, Hampton Roads and Central VA. No good central location for in person meetings for all members.

DC Chapter: Meghan Kennedy – gives update on DC Chapter. Jason suggests considering evening meetings. Meghan also considering a happy hour social event, maybe use those as a method of determining popularity of time frame

Region 5: Mike Doherty & Stacy Dean – Wants more access to update the website themselves. Colorado has been inactive. Membership in region down 50% since 2012. NW chapter focus on networking – had successful event on weekend at Museum of Flight. Has conducted prep course on certification. 90-95% of members are Boeing

Action: Stacy to inquire with Megan on how to allow for access to international office website

Central FL: Jim Roberts reports Central FL elected a board, having some meetings. Membership down 50 to 25 members, but having 3 meetings a year. Eric would like to be able to see past chapter presentations on specifics subject for his chapter – what would be process to do this?

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Action: Eric Hawkes to send international office ideas on creating a repository and online calendar for chapter information and presentations

Action: Paul, Megan – rearrange board agenda to reflect strategic plan as a scorecard/road map

Action: Rich Harwin to send the SoCal Chapter’s list of people who have requested information on their daylong workshops.

Action: Paul M and Megan to resend Strategic plan to Board members to focus on value to membership.

Rich Harwin: Region 7 So Cal Region Rich Harwin – Last workshop at Boeing in Huntington Beach. 72 attending with 12 online web.

Action: Rich Harwin to provide list of attendees to Megan for CEU credit record keeping

Steve – Gateway St Louis region. Focus on cost and Acquisition. Need EAC and other types of member – not “pricers” Fragile environment for work security need to support career aspirations.

Chapter President call – went well –suggesting need for more regular meeting (maybe quarterly)

Business International Business Report: Megan Jones

Megan presented IBO report.

300 of 1600 total members are international

Action: Megan to compile list old military addresses of Peter B, Jason, Nicole to skim/scan

Next board election will take place in spring 2017, new board sworn in July 1, 2017.

Action: Brian Glauser to establish a nomination committee by August 15 (as described in the bylaws), begin requesting nominations in preparation for ballot distribution December 15, 2016.

Action: All board members begin to prepare their comments on what the value of ICEAA means to them. Megan will request testimonials from each board member.

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Action: all board members from sponsor/exhibitor companies: send Megan ideas on marketing the value of participating in ICEAA Workshops. value proposition” for workshop/conference exhibitors. Peter Andreyev suggested 4 reasons 1) Sales, 2) Recruitment, 3) Networking and 4) Competitive Assessment

Suggested survey of each exhibitor for their reasons for participating

Suggested a free government booth to support government participation at conference

Suggested free both to companies if they send a defined number of persons to workshop

Suggested a revised brochure showing benefits of ICEAA membership. Including survey that would show number of persons that obtained their jobs due to ICEAA membership benefits (networking, training, etc.)

Action: Megan to send email to those board members who exhibit/sponsor about why they still sponsor exhibit.

Actions: Paul to request volunteers to serve on the conference committee as a sponsorship POC. Paul to request BOD members to be more in contact with the big companies. Megan to request BOD to send links of the other conferences they go to

Taylor and Francis – agreed to reduce commitment for hardcopies from 500 to 100 to save \$4000 annually. Contract is reassessed every year

2016 Workshop:

Mike Thompson

Reviewed chairs for 2016 workshop. Best paper award Tuesday followed by Government Cost leaders panel John Fitch, Naval Center for Cost Analysis, Katrina Hall, FAA, Grant McVicker, Air Force, Christian Smart, Missile Defense Agency. Keynote speakers: Col. Darby McNulty, US Army to discuss the Agile process; Dan Nussbaum, Greg Mislick - Masters in Cost Estimating and Analysis; Best paper presented at general session Thursday

335 Registered attendees. Big losses in attendance from Industry including Boeing, Northrop Grumman and Lockheed Martin.

Issue with government rate rooms – some government contractor participants took government rate rooms limiting availability for government employees.

DRAFT MINUTES as of August 24, 2016

Jason D suggested possible “no sponsor” workshops to save footprint requirements for conference and lower costs

Projected Workshop surplus ~\$100,000, down from originally projected \$130,000

Certification Program Report:

Peter Andrejev

CCEA certifications now 684, PCEA 127, CPP 43. Changes due to database cleanup. 16 recertifications. 51 persons sitting for certification exam for 2016.

Beta testing CCEA-P (Parametric) this year. Discussion on parametric “work products” required for CCEA. Have a committee to review them, or maybe let a colleague of the applicant vouch for it – issue with potential proprietary nature. Adding “word problem” to exam. Suggested that the Parametric SIG should/would be the reviewing entity.

Jason’s comment, the point of recertifying is to show that people are staying current with the field. By having one be based on points and another be on retests, it’s not the same standard.

PCEA for international members is an issue – some of material content is not relevant for international users – suggested modifications to certifications specific to international member needs.

Motion to award non-renewable PCEA to applicants with > 5 yrs. Experience

Motion for Clarification actions

Revise documentation to refer to Part I as the “PCEA Examination

Permit applicants with more than 5 yrs. of experience to apply& sit for the PCEA exam

Confer the PCEA Certification to any individual who passes the PCEA (but does not pass Part II of the CCEA exam)

Allow individuals seeking to retain their PCEA designation to re-take the PCEA exam every three years (similar to PMI’s CAPM1). Streamline the “re-take” application to minimize burden on the National Office

Work with each country on a case-by-case basis to resolve unfair exam questions, while preserving the integrity of the CCEA exam

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Jason makes an amendment to the motion on the floor to remove the PCEA “not” renewable by points theme, declined vote 5 to 4

Board vote to ***accept clarification*** actions –

Action: Sharon and Peter A. will review and update details as needed without additional vote

Software Specialty Certification Update:

Brian Glauser

Ricardo Valerdi leading working group to develop testable topics and have developed a top level table of contents

Action: Inputs for Software Specialty Certification testable topics/questions needed by July 15 (?) to Ricardo. Need “industry” input. Offer to add new members to the working group

Action: Brian to amend slides to include COSMIC

CEBOK for Industry

Raymond Covert, Greg Kiviat

Provided overview of training material developed for Industry and specifically Sikorsky using CEBoK materials

Suggested to board that Sikorsky would be willing to share nonproprietary material with ICEAA for development of an industry focused training set

Updates were made where CEBOK material is: 1) Missing crucial content from contractor perspective; 2) repetitive; 3) more germane to Government, SETA, or FFRDC audiences; 4) 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

Illustrated 4 level internal training and certification: 1) Contributor 2) Estimator, 3) Model Creator, 4) Principal

Discussion on need to focus on industry needs for training and certification with recent large reductions in industry participation in workshop

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Questions for Board: 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?

Training: Peter Braxton

Canada – working on updated training material specific to Canada needs

Paul M noted that Neil Albert is looking for people to participate in CEBoK update. Participants can't be in company looking to compete for update work

Action: (Who?) Determine how a wiki might be used for a CEBoK update

New Business:

Paul — need for a revised training license for CEBoK use. Companies out there are providing CEBoK training for free or for a fee. Need to make a license for it. ICEAA owns CEBoK, it is our product, our copyright, our moneymaker. Concerned that we may void our copyright if we don't control its use. When we licensed with Sikorsky, there were lots of criteria and conditions, which addressed their needs but reserves ownership of the material to ICEAA. We can't have companies doing whatever they want with CEBoK, and have no way of knowing what they're doing. Paul drafted one last week, but is working on it.

Action: Paul to recruit volunteers from industry partners to look at, give comments. Steve Glogoza volunteers.

Bill Barfield - presents a varied version of the chapter reporting form for the Board meetings, will give to the Regional Directors.

Action: Region Directors will reach out to the less active chapters, will start to compile the reports from the chapters, give a summary for the Board to review.

Next Meeting: September 10. In DC. Actual site TBD.

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June 6, 2016 Action Items List

Chapter and Region Reports

- **Jason & Nicole:** work to figure out how to branch out to groups in Atlanta.
- **Stacy and Megan** to determine a process to allow chapter access to international office website
- **Eric Hawkes** to send international office ideas on creating a repository and online calendar for chapter information and presentations
- **Paul and Megan** – rearrange board agenda to reflect strategic plan as a scorecard/road map
- **Rich Harwin** to send the SoCal Chapter's list of people who have requested information on their daylong workshops.
- **Rich Harwin** to provide list of attendees to Megan for CEU credit record keeping
- **Paul M and Megan** to resend Strategic plan to Board members to focus on value to membership.

Business International Business Report

- **Megan** to compile list of old military addresses for Peter B, Jason, Nicole to skim/scan
- **Brian** Glauser to establish a nomination committee by August 15 (as described in the bylaws), begin requesting nominations in preparation for ballot distribution December 15, 2016.
- **All board members** begin to prepare their comments on what the value of ICEAA means to them. Megan will request testimonials from each board member.
- **All board members from sponsor/exhibitor companies:** send Megan ideas on marketing the value of participating in ICEAA Workshops.
- **Paul** to request volunteers to serve on the conference committee as a sponsorship POC. Paul to request BOD members to be more in contact with the big companies.
- Megan to request BOD to send links of the other conferences they go to

Certification Program Report

- **Sharon and Peter A.** will review and update details as needed without additional vote

Software Specialty Certification Update

DRAFT MINUTES as of August 24, 2016

- Inputs needed by July 15 to Ricardo. Need “industry” input. Offer to add new members to the working group
- **Brian** to amend slides to include COSMIC

Training

- Determine how a wiki might be used for a CEBOK update

New Business

- **Steve Glogoza:** Plans to get some volunteers from industry partners to look at training licenses, give comments.
- **Regional Directors** will reach out to the less active chapters, will start to compile the reports from the chapters, give a summary for the Board to review.
- **Brian Glauser** to establish a nominating committee for the 2017 Board

Actions carried from previous review:

- **Bob Hunt** to create a subcommittee of budget committee and Megan to assess the value propositions of all of our products and membership. (carried from March 2016)
- **Brian Glauser** to prepare advertising material for the software certification for a 2017 rollout. (carried from March 2016)
- **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. (carried from March 2016)
- **Business Office** to review Peter A’s draft email regarding CEU credits available for various activities, distribute to Chapter Presidents (carried from March 2016)
- **Governance Review Committee** (Tim Anderson chair) to propose options for defining a quorum in the bylaws. (carried from March 2016)
- **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. (ongoing, carried from March 2016)
- **Megan and Pat Z.** to determine criteria for emeritus memberships, present at next BOD meeting. (Carried from October 2015). Megan will draft language for criteria, process,

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who could be considered, etc. Keep broad, basics. Once process determined and emeritus members are chosen, Paul wants an official letter going out to the member to congratulate them

- **Paul** to have a talk with Andy Prince to work out details of the SSCAG sig. (Carried from October 2015)
- **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)

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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.
 - Pending, add to new actions
- **Brian Glauser** to prepare advertising material for the software certification for a 2017 rollout.
 - Pending, add to new actions
- **Peter Andrejev** to create a set of recommendations for meeting the PCEA/CCEA challenges discussed for a Board vote.
 - **DONE!**
- **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.
 - Has had a few conversations, but ended up chatting. Will work on, add to June actions
- **Business Office** to review Peter A's draft email regarding CEU credits available for various activates, distribute to Chapter Presidents
 - Add to June Actions
- **Governance Review Committee** (Tim Anderson chair) to propose options for defining a quorum in the bylaws.
 - Pending, add to June actions
- **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)
 - **DONE!**
- **Jason** will send UKMOD question/training ideas to Andrejev and Braxton. (Carried from October 2015)
 - **DONE!**
- **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)
 - **Not done, add to June**

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- **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.

- **Continue!**

- **Megan and Pat Z.** to determine criteria for emeritus memberships, present at next BOD meeting. (Carried from October 2015)

Megan will draft language for criteria, process, who could be considered, etc. Keep broad, basics. Paul – wants an official letter going out to the member to congratulate them

- **Paul** to have a talk with Andy Prince to work out details of the SSCAG sig. (Carried from October 2015)

- **Ongoing. Move to june**

- **Brian Glauser** send recommendations of companies with potential members in San Antonio and Austin to David Bach. (Carried from October 2015)

- **Remove. David to remit chapter funds**

- **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)

- **Ongoing**

- **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)

- Brian will determine whether we need to pursue

- **Megan** to Plan to conduct member satisfaction survey in 2016 or 2017. (Carried from June 2015)

- **Ongoing**

-

- **Megan and Paul** to have a meeting with IPM stakeholders to discuss the future of the event.

- Call took place in April, not much resulted from it.

ICEAA Membership 2009-2016

	Feb10	Jun10	Jun11	Oct11	Jun12	Oct12	Feb13	Jun13	Oct13	Feb14	Jun14	Sep 14	Feb 15	Ju 15	Sep 15	Mar 16	Jun 16	Sep 16
TOTAL MEMBERSHIP	1926	2044	2121	2057	2158	2385	2340	2326	2203	2084	2020	1794	1703	1712	1719	1652	1672	1614
Atlanta	29	31		12	11	12	15	17	16	16	14	10	11	10	7	6	4	3
Australia																	47	43
Baltimore	31	44		47	49	55	43	44	44	38	30	31	30	27	26	20	23	24
Canada														24	48	58	60	74
Central Florida	38	37		43	50	49	47	44	40	38	31	28	21	21	21	25	27	25
Central VA								24	25	21	23	21	22	23	24	26	26	26
Dayton OH	99	91		95	108	112	103	96	94	79	73	63	60	76	73	70	70	70
DC Metro	469	522		542	557	573	559	531	494	196	460	430	429	408	397	375	377	370
Detroit								19	20	16	12	10	8	8	9	10	10	9
Greater Alabama	95	101		79	95	110	101	104	97	86	83	63	68	80	83	75	80	76
Hampton Roads VA	54	48		40	38	51	39	35	31	28	27	22	20	19	19	17	19	19
Houston	38	39		31	31	27	27	26	22	20	17	15	14	13	16	16	15	15
Lone Star TX		37		32	37	48	41	40	3	31	29	24	27	27	27	25	26	27
Mid-Atlantic		46		34	23	33	17	14	15	11	11	11	12	13	16	13	13	11
New England	114	118		131	124	110	102	98	91	96	89	83	76	87	82	79	82	81
Northwest	89	109		140	191	205	211	209	194	170	167	124	110	119	130	127	108	78
Northwest Florida	28	24		24	26	24	24	21	15	16	15	15	15	19	16	14	13	12
Pike's Peak	33	30		34	33	39	38	39	37	35	32	31	32	28	27	22	22	25
Rocky Mountain / Denver	39	43		40	44	50	42	40	41	36	30	23	25	27	23	23	27	21
San Antonio TX	16	13		8	7	7	8	6	6	4	4	5	4	6	5	5	5	5
San Diego	40	46		53	61	61	61	64	67	62	59	38	40	45	45	43	47	48
So Cal	96	101		100	105	182	180	186	181	171	166	151	149	150	148	145	140	134
St. Louis Gateway	105	99		78	51	54	50	50	48	46	43	35	30	31	31	30	32	30
Twin Cities		18		13	10	11	12	12	12	11	11	9	9	6	6	7	7	6
At Large	489	470						538				442	441	445	440	369	392	382

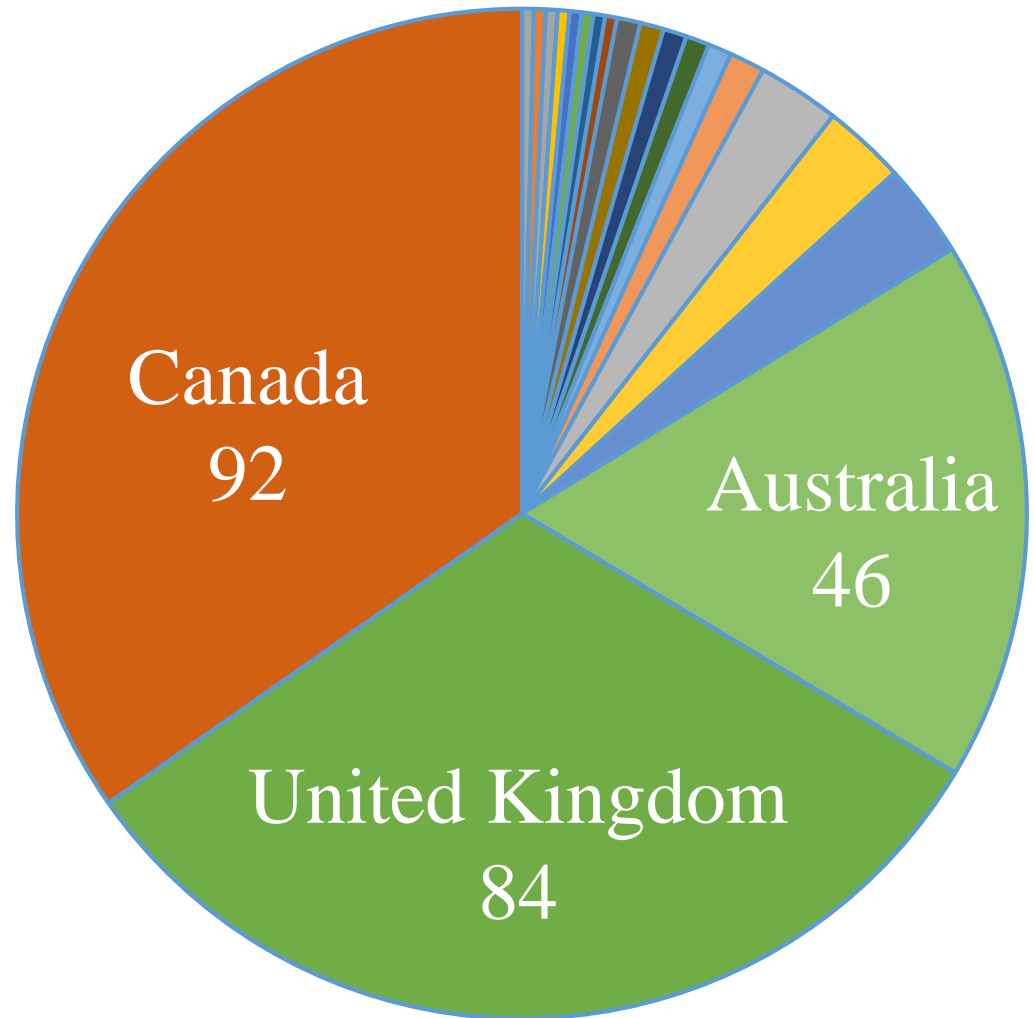
ICEAA Membership 2009-2016

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BAE																		22
BAH	174	176	196	189	189	172	156	154	133	122	109		79	76	82	84	81	75
Boeing	306	294	288	277	270	293	285	296	273	244	256		173	177	174	166	145	100
Cobec											20		20	19	21	16	16	16
Deloitte											30		17	17	20	17	17	14
Galorath																	14	18
Lockheed Martin	63	98	96	82	80	76	77	74	67	68	59		42	43	42	39	40	39
MCR	76		70		50	53	47		45	39	37		27	28	28	24	29	27
MITRE	30		23						29	30	30		27	26	24	25	24	24
Northrop Grumman													29	31	33	30	31	30
PRICE																	19	18
Raytheon													14	14	15	14	15	16
Technomics	32		62		59	70	70	67	66	68	68		71	78	62	62	63	60
Tecolote	107	111	113	114	110	113	113	116	123	118	114		104	113	109	102	112	112

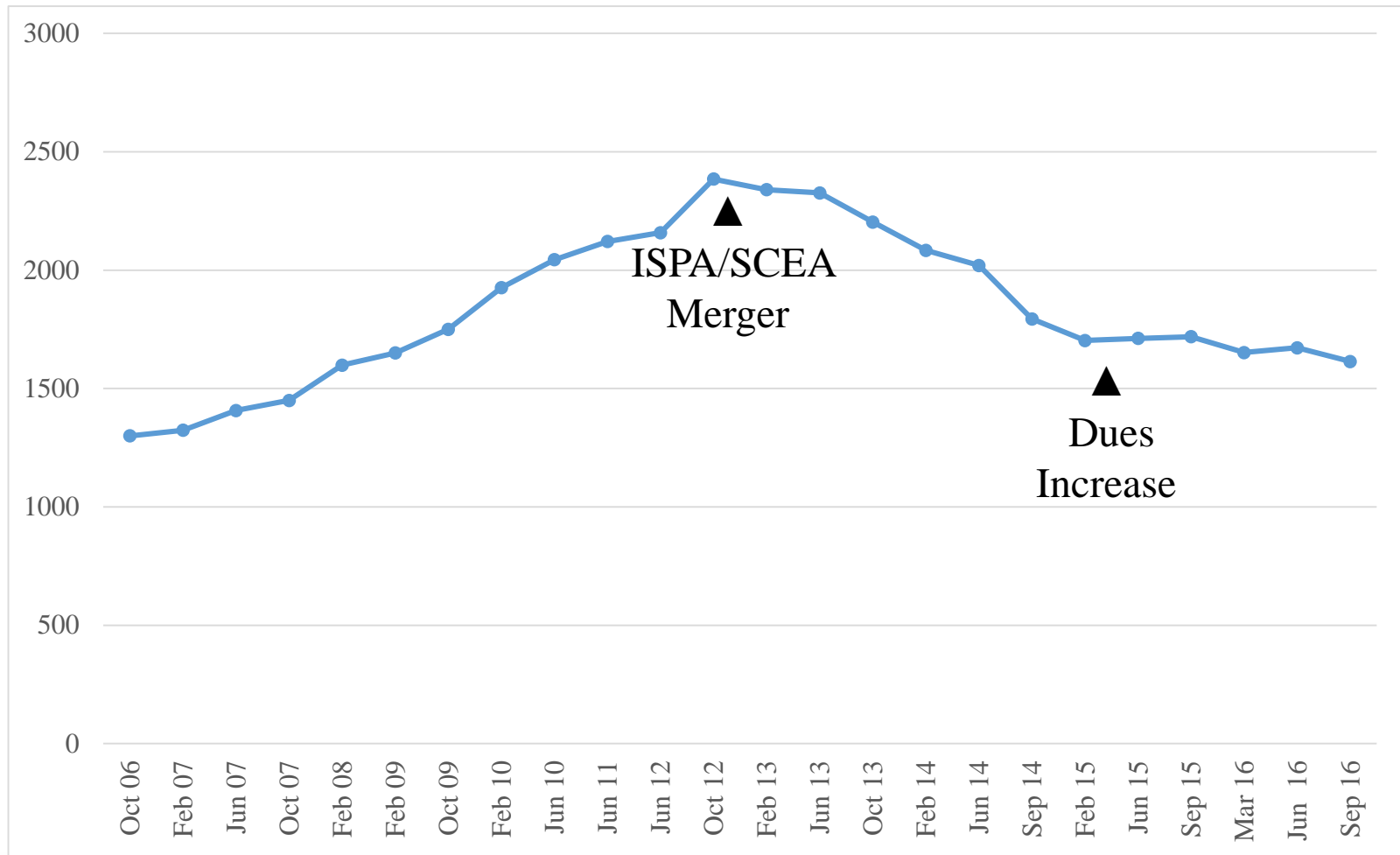
International Membership

as of September 6

Australia	46
Belgium	2
Brazil	1
Canada	92
China	3
Egypt	1
Estonia	1
France	2
Germany	8
Italy	2
Japan	7
Mexico	1
Netherlands	7
New Zealand	1
Norway	2
South Africa	1
South Korea	2
Sri Lanka	1
UK	84



State of Association: Membership Trends 2006-2016



2019 Workshop Site Selection

- RFPs sent to: Nashville, Indianapolis, Minneapolis, Charleston, Tampa, Hartford/Stamford
 - Preliminary responses lean towards Stamford, Tampa, Indianapolis, Minneapolis
 - Once one (or two) cities emerge as having more than one viable option, will make site visit
 - Trying to stay Marriott, but may end up elsewhere. Selection is made based on the best financial/business decision for ICEAA
- Board discussed changing dates to May since many other conferences take place in early June. Proposed dates in order of preference:
 - May 14-17
 - May 7-10
 - April 30-May 3

Portland: June 6-9, 2017

Phoenix: June 12-15, 2018

ICEAA Workshop in Canada

co-hosted by the ICEAA Canada Chapter

- Canada Chapter's first two workshops have been big hits
- Chapter looking to expand the scope of effort and professionalism of presentation to grow the event
- Proposed net revenue split with Peter Weltman, ICEAA Canada Chapter President to "flip the script"
 - 2016 agreement: ICEAA did minimal effort in exchange for \$2,500 stipend, travel & incidentals
 - Proposed 2017 agreement: Chapter does minimal effort in exchange for 15% of net workshop revenue
 - Estimate net revenue for the 2016 Canada Workshop at around \$30,000 (*estimate only - didn't manage the books*)
 - New arrangement should result in \$20,000 or more in revenue for ICEAA

8221 Old Courthouse Lease Ending

- Need to notify management company we are not interested in renewing lease by November 1
- Will need to be out of the building by March 1
- Current rent in Tyson's Corner: \$2,700/month
- Quick search shows rents in Fairfax/Falls Church: \$1,500-1,800 /month

Why pay for a swanky address?

- Could reduce annual overhead expenses by approx. \$10,000
- Savings should cover moving costs in less than one year

Emeritus & Fellow Members

Two recent requests from members looking to obtain these unused member types

Bylaws, Article I, Section G: A Fellow is an individual who has been approved by the Board of Director to represent himself or herself as a Fellow in a field of specialty. Admission to Fellow status shall be by approval of the Board of Directors upon verification of qualifications by the Secretary. The admission by itself shall not grant the individual any membership privileges. The requirements for Fellow are that:

- a) the nominated individual must be sponsored by five (5) members in good standing, each of whom shall submit a letter to the Secretary emphasizing the achievements of the nominee in meeting the qualification of the sponsors.
- b) the nominated individual shall have been a Member of the Association and its predecessor organizations for a minimum of five (5) years or made regular contributions to the Association (or a predecessor organization) over the course of fifteen (15) years. Election of a Fellow shall be in recognition of professional attainment and significant accomplishment in areas promoted by the Association.

Bylaws, Article I, Section H: Emeritus membership may be granted by the Board of Directors on its own initiative or upon petition by five (5) Members to the Secretary for an individual who has significantly contributed to the **ASSOCIATION**, to Members who have retired from active business or have become incapacitated. Emeritus Members shall not be subject to dues or assessments and shall enjoy all the privileges of Full Members.

Emeritus & Fellow Members

Working with Greg Kiviat and Frank Flett to determine:

- Procedure for the board's use when voting on the petitions
- Qualifications/requirements for applicants for explaining why and why not applicants are chosen
- Benefits to the selected Emeritus/Fellow members

Expect to have a report ready for next board meeting



Bylaws Change: Requesting Motion

Non-Aligned Director Nomination/Election

The Non-Aligned Director is mentioned twice in the Constitution and never in the Bylaws:

ARTICLE VII – OFFICERS AND DIRECTORS

Section A: The Officers and Directors of the **ASSOCIATION** shall consist of:

1. Elected Officers and Directors: President, an Executive Vice President, the immediate Past President, a Secretary, a Treasurer, a Vice President for Professional Development, **a Non-aligned Regional Director**, Regional Director for each region that may be established under the provisions of Article VIII of this Constitution, and at large Elected Directors;
2. Appointed Directors: Directors of Certification, Body of Knowledge, Training, Publications, Chaptering, Membership, Honors & Awards, and appointed Outside Directors; and
3. Ex Officio Officers and Directors: the immediate Past President and the Executive Director.

ARTICLE VIII– BOARD OF DIRECTORS

Section B: The Board of Directors shall consist of the Officers and Directors of the **ASSOCIATION**, the Presidents of each Chapter, and all Committee Chairpersons not already Board members. Voting Board members are the Officers and Directors excluding the appointed Directors (i.e. Directors of Certification, Body of Knowledge, Training Publications, Chaptering, Membership, Honors & Awards, **Non-Aligned Director**, Outside Director(s) and the Executive Director), Chapter Presidents, and all Committee Chairpersons not already Board members.

Bylaws Change: Requesting Motion

Non-Aligned Director Nomination/Election

The method for electing Region Directors is detailed in the bylaws:

ARTICLE III – DEFINITION OF OFFICERS' AND DIRECTORS' DUTIES

Section H: The Regional Directors shall have the responsibility for the regional affairs of the **ASSOCIATION** and shall provide necessary liaison between the Chapters of the Region and the Board of Directors. The Regional Directors shall be nominated by that Region's Chapter President(s) and then elected by the membership within the Region.

What about the Non-Aligned Director?

How does s/he get nominated with no Chapters or Chapter Presidents?

Bylaws Change: Requesting Motion

Non-Aligned Director Nomination/Election

Requesting a motion to change the bylaws:

Current:

ARTICLE III – DEFINITION OF OFFICERS' AND DIRECTORS' DUTIES

Section H: The Regional Directors shall have the responsibility for the regional affairs of the **ASSOCIATION** and shall provide necessary liaison between the Chapters of the Region and the Board of Directors. The Regional Directors shall be nominated by that Region's Chapter President(s) and then elected by the membership within the Region.

Proposed:

ARTICLE III – DEFINITION OF OFFICERS' AND DIRECTORS' DUTIES

Section H: The Regional Directors shall have the responsibility for the regional affairs of the **ASSOCIATION** and shall provide necessary liaison between the Chapters of the Region and the Board of Directors. The Regional Directors shall be nominated by that Region's Chapter President(s) and then elected by the membership within the Region. **The Non-Aligned Region Director will represent the interests of the members who do not belong to a chapter. Any non-aligned member (sometimes referred to as At-Large members) may be nominated as the Non-Aligned Director and will be elected by the Non-Aligned/At-Large members.**

Bylaws Change: Requesting Motion

Secretary/Treasurer Responsibilities

Some of the duties of the secretary seem mis-categorized:

ARTICLE III – DEFINITION OF OFFICERS' AND DIRECTORS' DUTIES

Section E: The Secretary shall be the corporate secretary and legal officer of the **ASSOCIATION**, shall be responsible for membership services, maintaining a roll of Members, **arranging for audits of the ASSOCIATION's accounts**, keeping minutes of the meetings of the **ASSOCIATION** and the Board of Directors, and conducting all official correspondence of the **ASSOCIATION**.

Section F: The Treasurer shall have charge of the funds of the **ASSOCIATION** and shall receive and disburse same upon the authorization of the Board of Directors. The Treasurer shall report to the Board of Directors at each of their meetings and prepare a year-end annual report for the membership. In addition, the Treasurer with the support to the Executive Committee shall prepare and present a five (5) year financial plan to the Board of Directors during the meeting coinciding with the Annual Conference.

Should the treasurer be responsible for arranging audits?

Bylaws Change: Requesting Motion

Secretary Responsibilities

ARTICLE III – DEFINITION OF OFFICERS' AND DIRECTORS' DUTIES

Section E: The Secretary shall be the corporate secretary and legal officer of the **ASSOCIATION**, shall be responsible for membership services, maintaining a roll of Members, arranging for audits of the **ASSOCIATION's** accounts, keeping minutes of the meetings of the **ASSOCIATION** and the Board of Directors, and conducting all official correspondence of the **ASSOCIATION**.

Isn't that my job?



Bylaws Change: Requesting Motion

Secretary Responsibilities

Or is that covered here?

Constitution:

ARTICLE VIII– BOARD OF DIRECTORS

Section E: The Board of Directors shall be empowered to employ an Executive Director to manage the International Business Office and to perform other duties as the Board may direct within the powers vested in the Board by the Constitution and Bylaws. The Executive Director shall be an ex-officio member of the Board of Directors without vote.

Bylaws:

ARTICLE III – DEFINITION OF OFFICERS’ AND DIRECTORS’ DUTIES

Section G: With the approval of the Board of Directors, the Secretary and Treasurer may delegate certain of their duties to the Executive Director (ED). The roles and responsibilities of the ED shall be documented in a position description, approved by the Board of Directors. At a minimum the ED shall render to the Board an annual report regarding the Executive Director’s duties and the operations of the International Business Office. This description will be made available to Board members, Committee chairs and others as necessary to ensure effective use of this valuable resource.

TREASURER REPORT

Board of Directors Meeting
September 2016
Bob Hunt

Balance Sheet thru July 2016

CUMULATIVE BALANCE SHEET				
INVESTMENTS/CASH POSITION - END OF JULY 2016				
	BALANCE	RATE	INT.	MATURE
PFCU - 7047946-56-6	\$42,496	1.00%	\$497	Jul-17
PFCU - 4507023-56-4	\$20,565	1.40%	\$415	May-18
PFCU - 4339703-56-5	\$31,184	1.70%	\$683	Dec-16
PFCU - 4566018-56-2	\$80,274	1.20%	\$1,392	Feb-17
PFCU - 4717075-56-0	\$35,488	1.30%	\$692	Feb-18
PFCU - 4717076-56-8	\$35,294	1.10%	\$699	May-17
PFCU - 4717077-56-6	\$35,776	1.10%	\$876	May-17
PFCU MONEY MARKET & CASH	<u>\$513</u>			
SUBTOTAL INVESTMENTS	\$281,591			
CHECKING ACCOUNTS	\$208,519			
TD BANK JOURNAL ACCOUNT	<u>\$15,044</u>			
ANNUAL INTEREST EARNED			\$5,255	
TOTAL LIQUIDITY	\$505,153			

Profit & Loss thru July 2016

	2016 Annual Budget			July Actuals			End of Year Estimate:
	Revenue	Expenses	Net	Revenue	Expenses	Net	
ICEAA Workshop	\$353,149	\$219,992	\$133,157	\$362,186	\$235,592	\$126,594	\$126,594
*Bristol Workshop				\$5,700	\$0	\$5,700	\$5,700
*Canada Workshop				\$4,299	\$1,729	\$2,570	\$2,570
IPM Conference	\$30,000	\$0	\$30,000	\$30,629	\$0	\$30,629	\$30,629
Certification Program	\$30,402	\$826	\$29,576	\$24,145	\$1,062	\$23,083	\$38,472
CEBoK Sales & Training	\$23,868	\$0	\$23,868	\$15,311	\$0	\$15,311	\$25,518
Publications	\$13,004	\$49,350	(\$36,346)	\$12,774	\$28,380	(\$15,606)	(\$33,226)
Membership Dues & Support	\$87,717	\$2,786	\$84,931	\$50,790	\$1,404	\$49,386	\$82,310
Advertising	\$5,000	\$0	\$5,000	\$2,145	\$33	\$2,112	\$3,521
Interest & Misc. Income	\$3,465	\$0	\$3,465	\$3,931	\$0	\$3,931	\$6,552
Chapter Support	\$0	\$10,000	(\$10,000)	\$0	\$2,445	(\$2,445)	(\$4,000)
Staffing & Contractors	\$0	\$201,457	(\$201,457)	\$0	\$111,813	(\$111,813)	(\$186,355)
Office Operations	\$0	\$94,590	(\$94,590)	\$0	\$52,663	(\$52,663)	(\$99,104)
TOTALS	\$546,605	\$579,001	(\$32,396)	\$511,911	\$435,121	\$76,789	(\$819)

July net income status indicates a better than budgeted outcome for 2016

2016 Budget As Approved

2016 Budget Projection				
With actual revenue from 2015 IPM Conference				
	Income	Expense	Delta	
ICEAA Workshop	\$353,149	(\$219,992)	\$133,157	+ 5% vs. 2014 EAC: Atlanta similar venue to Denver
IPM Conference	\$30,000	\$0	\$30,000	Actual revenue share for 2015. Check will come in early 2016.
Certification Program	\$30,402	(\$826)	\$29,575	+ 5% vs. 2014 EAC: 2015 boosts from Canada unlikely to repeat
CEBoK Sales & Upgrades	\$23,868	\$0	\$23,868	+ 5% vs. 2014 EAC: Sales surge likely anomaly
Publications	\$13,004	(\$49,350)	(\$36,346)	+ 5% vs. 2015 EAC
Memb. Dues & Support	\$87,717	(\$2,786)	\$84,931	+ 5% vs. 2014 EAC: Surge from pre-increase dues sales
Advertising	\$5,000	\$0	\$5,000	+ 5% vs. 2015 EAC
Interest & Misc. Expenses	\$3,465	\$0	\$3,465	+ 5% vs. 2015 EAC
Chapter Support	\$0	\$10,000	\$10,000	Increasing budget to allow for more support activity
Staffing & Support	\$0	(\$201,457)	(\$201,457)	+ 5% vs. 2015 EAC
Office Operations	\$0	(\$94,590)	(\$94,590)	+ 5% vs. 2015 EAC
TOTAL	\$546,605	(\$559,001)	(\$12,397)	

The 2016 budget was reviewed and approved at -12K with a calculation error:
The budgeted \$10K for Chapter Support was counted as a positive number.

Early 2017 Budget Forecast

2016 EAC

2017 Forecast

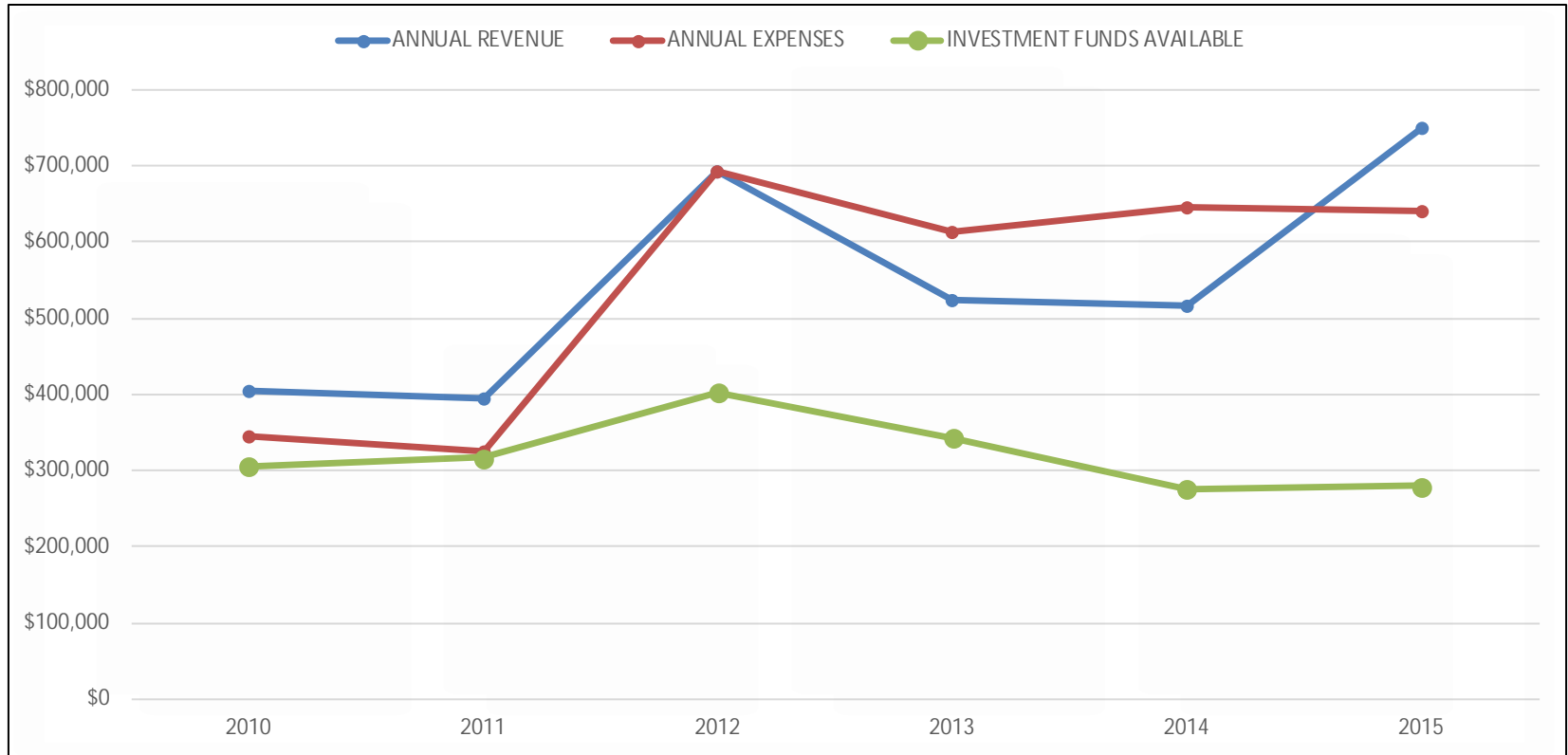
ICEAA Workshop	\$126,594	\$125,000	Roughly equal to Atlanta
*Canada Workshop	\$2,570	\$20,000	(Net) Conservative estimate based on 2016 performance
IPM Conference	\$30,629	\$15,000	Early indicators point to an even worse than -20% trend
Certification Program	\$38,472	\$38,000	2016 performance strong, no real evidence for increase
CEBoK Sales	\$25,518	\$20,000	2015 surprise sales bubble appears to have burst; return to usual decline prediction
Pubs: Journal & IW	(\$33,226)	(\$30,000)	Reflects renegotiated T&F contract
Membership	\$82,310	\$82,000	2016 performance strong, no real evidence for increase
Advertising	\$3,521	\$3,500	Consistent with 2015 and 2016 actuals
Interest & Other	\$6,552	\$7,000	Reserves increasing
Chapter Support	(\$4,000)	(\$7,000)	2014 Actual chapter reimbursements + extra for additional chapter support
Staff & Contractors	(\$186,355)	(\$246,000)	2016 EAC +5%, +\$45K for new hire
Office Operations	(\$99,104)	(\$95,000)	Overhead lower with move, but offset by moving costs
TOTALS	(\$819)	(\$69,500)	

Bristol Projections – Awaiting Feedback

	80 Attendees	70 Attendees	60 Attendees
Registration Revenue	£46,000	£40,250	£34,500
Sponsorship Revenue	£16,624	£16,624	£16,624
Banking & Misc Fees	(£16,800)	(£15,075)	(£13,350)
Room Trust Fees	(£2,628)	(£2,508)	(£2,388)
Hotel AV & Room Rental	(£13,791)	(£13,791)	(£13,791)
Hotel Food & Beverage	(£17,348)	(£15,180)	(£13,011)
Projected total revenue:	£11,697	£9,960	£8,224
Dollars	\$15,557	\$13,246	\$10,938

Already collected \$5,700 in Bristol Revenue

Historical Revenue, Expenses, and Investment Funds



- Revenue vs. Expense: 2015 was our best year yet
- Reserves steady and increasing

ICEAA CENTRAL FLORIDA CHAPTER REPORT

September 2, 2016

Board of Directors:

President: Chris Hobbs

Vice President: Karen Rivaud

Treasurer: Greg Seavers

Secretary: Tina McMillan

[List other BOD members]:

Jim Roberts (Past Pres.)

Joe Ruwe (at large)

Terry Lambing (at large)

Board elected: 3/23/16

Upcoming Events:

Next Central Florida Chapter meeting: Tuesday, 10/18/16

Central FL Chapter Christmas Party: TBD, December 2016

Recent Events:

The Central Florida ICEAA Chapter held a regular meeting on Tuesday, Aug. 30, 2016.

Presentations were given by Joe Ruwe on an overview of the 2016 ICEAA Professional Development and Training Workshop; and by Jim Roberts on topics discussed and results of the National BOD meeting held on Monday 6/6/16 in Atlanta prior to the National Workshop.

Three first-time guests (and prospective members) attended the meeting.

Member Outreach:

Member Recognition:

Other:

ICEAA CENTRAL VIRGINIA REPORT

September 1, 2016

Board of Directors:

President: Tommy Knoll

Vice President: Bobby Watts

Treasurer: Geoff Driskell

Secretary: Brittany Staley

Director of Membership: Maureen Deane

Board elected 16 August 2016

Upcoming Events:

14 Sep 2016. Bi-Monthly Cost Presentation. King George, VA. Introduction to new administration elected in August. Cost presentation speaker is tentative

Recent Events:

11 Aug 2016. Central VA Chapter Happy Hour. King George, VA. Networking event for local chapter members.

12 Jul 2016. Bi-Monthly Cost Presentation. Stafford, VA. Speaker: Mr. Jeremy Goucher. Techniques useful for cost estimating within Microsoft Excel platform.

16 April 2016. Bi-Monthly Cost Presentation. Lexington Park, MD. Speaker: Mr. Jonathan Brown. Alternatives to SLOC in the Modern Environment.

Member Outreach:

- Member outreach has consisted of recruitment of colleagues and direct support customer base.
- Members have expressed interested in activities that allow them to earn points toward retaining their respective CCE/As.
- Membership chair has completed version 1 of MS Excel based tracking spreadsheet that files local chapter members and points toward recertification of CCE/As.
- Held annual local chapter elections. New administration to take over 1 September 2016.

Member Recognition:

-n/a

Other:

-n/a

ICEAA [Detroit Chapter] REPORT

September 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:

Fall 2016 - ICEAA Exam; Had to delay ICEAA Exam due to workload conflicts of interested analysts. Working to update training schedule and exam date.

- Hold officer elections.

Recent Events: Mr. Mike Thompson made a visit to Detroit to talk about the Chapter and to offer his and the ICEAA's business office support. Participated in a telecon with Megan and Mike to brainstorm ideas on how to grow the chapter and increase visibility for chapter events. Mr. Patrick McCarthy, a Detroit Chapter member, volunteered to help use his connections with the auto suppliers to help set up a fall event. Mr. McCarthy set up an initial meeting on 6 Sep to discuss a potential ICEAA Detroit Chapter event with Mr. John Chrisekos, CEO of Intellicosting. Mr. Thompson has also volunteered to speak at the future event.

Member Outreach: Nothing to report this period.

[N/A]

Member Recognition: Nothing to report this period.

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. Working with Army cost office to get support for event.

ICEAA Greater Alabama REPORT

September 2, 2016

Board of Directors:

- President: Brian Alford
- Vice President: TBD
- Treasurer: Stephanie Warnes
- Publicity: Don Kimminau
- Administration: Leigh Mariotti
- Membership: Rachel Daugherty
- Certification: Paul Gardner
- Government Education: Christian Smart
- Industry Education: Teresa Brown
- Past President: Eric Hawkes

Board elected: In process (will be Sept 2016)

Upcoming Events:

Our program year is about to begin, and Fall chapter meetings will be held on 20 Sept, 18 Oct, 15 Nov, and 20 Dec. The speakers are still being identified for the Sept, Oct, and Nov meetings, and the Dec meeting will likely be a social event with potential for involving donations to a local charity.

We will have a Greater Alabama chapter board meeting in Sept once the board is finalized.

Recent Events:

The Greater Alabama Chapter has not had any meetings during the summer and thus has no additional information to report on programs since the last submission in June.

Member Outreach:

We have no additional information to report on member outreach at this time.

Member Recognition:

We have no additional ICEAA-related outside awards to report at this time for our chapter members.

Other:

We are having challenges finding a VP for this year but are continuing to search within our local cost community to identify someone who has not held the position in the past who would be willing to serve on the board.

We are potentially looking to open dialogue with some other organizations' local chapters in Huntsville (e.g., INCOSE) to see if there is an interest in a joint meeting / speaker sharing sometime this program year

ICEAA Lone Star Chapter REPORT

September 2, 2016

Board of Directors:

President:	Augie Goerner
Vice President:	Cathy Kehoe
Treasurer:	Lisa Schmitz
Secretary:	Nate Armstrong
Past President:	John Deem
Region 6 Director	Rex Potter

Upcoming Events:

Fall Socials. The Lone Star Chapter will hold two events this fall. We will have speakers (TBD) share their experiences; in particular, recent government audit issues. We will hear what others are doing to develop their professional skills and discuss current industry trends. It will be an opportunity to build upon your current body of knowledge, pursue leadership development opportunities or just meet others involved in this professional development organization.

22 September 2016, The Blue Mesa Grill 628 Carrol Street (Montgomery Plaza), Fort Worth, TX 76107, 5:45–7:45 p.m.

20 October 2016, Chili's, 924 E. Copeland Road, Arlington, TX 76011, Time: TBA

Recent Events:

The Lone Star Chapter has not held any recent events.

Member Outreach:

Connect & Engage: The Lone Star Chapter will participant in Connect & Engage at the Lockheed Martin Aeronautics facility 26-30 September 2016. Lockheed Martin Aeronautics ICEAA members please encourage your co-workers to visit our booth at the Hobby Showcase event on Tuesday, 27 September, in the Rose Garden.

Member Recognition:

Congratulations to [Brent Johnstone](#) who was recognized at the 2016 ICEAA national conference in Atlanta in June with an award for best paper. Brent's paper, "Beyond Anderlohr: An Alternate Approach to Estimating Production Gaps", was recognized as "Best Paper, Methods and Models Track" at the conference.

Other:

Certification. Certification arms you with a credential that differentiates you from the rest of the pack. A couple individuals have expressed interest in a group effort. Why don't you consider facilitating a CEBOK module as it is a good way to brush up on your knowledge and skills?

ICEAA WASHINGTON CAPITAL AREA REPORT

September 24, 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:

- Dec. 4, Service Event at the Arlington Food Assistance Center

Recent Events:

May 26, 2016 – Luncheon, Jeremy Goucher, Herren Associates – “Estimating the Cost of the Aegis Flight III Test Platform,” held at Herren Associates, Washington, DC

June 30, 2016 – Happy Hour, held in Arlington, VA

July 27, 2016 – Luncheon, Kammy Mann of Herren Associates – “Training Cost Analysts, a Cohesive Pedagogical Framework for Success,” held at Kalman & Company, Arlington, VA

September 7, 2016 – Luncheon, Troy Miller of Tecolote Research, Inc. – “Selling Your Work: Improving Your Briefing Skills,” held at Tecolote Research, Arlington, VA

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.

CHAPTER REPORTS

September 2016

Northwest Chapter:

The officers are currently focused on preparing for the upcoming chapter officer elections. Election nominations are to begin in the November timeframe and will be completed in early January.

The fall certification preparation course started on Aug 30th. The course will run for 10 week with an exam session scheduled for November 19th.

The chapter held a happy hour networking event on Aug 11th. The event was held at the Redhook Brewery. The event was well attended with (~20 member) and provided a fun opportunity for networking and socializing.

Canada Chapter:

Canadian government is making a strong effort to improve cost estimating capability within key departments and agencies. ICEAA Canada is a key partner in helping to deliver that capability. ICEAA Canada is also reaching out to other interested governments at the provincial and municipal level.

- 1- Next Annual Workshop is in Ottawa, Feb 20-21 2017
- 2- Working through the CEBok to propose modifications for a Canadian context. We hope to have this completed by end of the calendar year
- 3- Working through the exam to the same end, hoping to have the first 'Canadian' exam ready in time for the annual workshop
- 4- ICEAA Canada website is under development and should be unveiled by mid-October.

ICEAA New England Chapter REPORT

September 24, 2016

Board of Directors:

President: Eric Timinski

Vice President: Andrew Walker

Treasurer: William Lane

Secretary: Kelly Kane

[List other BOD members]: Brian Fersch, Ken Sherman, Sheila Nicholson

Board elected September 2015

Upcoming Events:

No Planned Events

Recent Events:

September 6th 2016 Alf Smith presented ACEIT 7.5 and a preview of 8.0

May 26th, 2016 Eric Timinski presented the CO\$TAT Distribution Finder

Member Outreach:

Member outreach involves inviting people to events who work in cost but are not ICEAA members

New England ICEAA Chapter Awards:

The AOC WS Cost Analysis Team was awarded a Team Achievement award. The team is led by ICEAA Certified Cost Estimator/Analyst (CCE/A) Jonathan Lister. The team also includes Kevin Cardarelli, Laura Capasso, Sarah Olbrych, Colin Riggs and Steven Lacourciere.

Alex Sherman-Ash 2016 Educator of the Year award

Taylor Ketterer Junior Analyst of the Year



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

ICEAA 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

IOEAA Sponsors, Exhibitors & Contributors

Gold Sponsor:



Silver Sponsors:



IOEAA Financial Breakdown

	2016 Atlanta	2015 San Diego	2014 Denver
Registration revenue	\$ 311,518	\$ 350,294	\$ 262,857
Sponsor & exhibitor revenue	\$ 50,668	\$ 58,380	\$ 60,825
Total Revenues	\$ 362,186	\$ 408,674	\$ 323,682
Host hotel & food service	\$164,117	\$ 200,693	\$ 134,000
Audio visual	\$ 43,419	\$ 37,260	\$ 31,257
All other expenses	\$ 28,057	\$ 36,755	\$ 40,425
Total Expenses	\$ 235,592	\$ 274,708	\$ 205,682

Net	\$ 126,594	\$ 133,966	\$ 118,000
Attendees	375	425	386
Per attendee net revenue	\$ 338	\$ 315	\$ 306

IOEAA Historical Averages

	Attendees	Net Revenue	Revenue per Attendee
Atlanta 2016:	375	\$126K	\$338
San Diego 2015:	425	\$134K	\$315
Denver 2014:	386	\$118K	\$306
New Orleans 2013:	308	\$ 63K	\$205
Orlando 2012:	523	\$118K	\$226
Albuquerque 2011:	506	\$167K	\$330
San Diego 2010:	592	\$161K	\$272

IOEAA The Good & The Bad

- + Gross revenue and registration revenue per attendee higher than San Diego
- + Hotel food & beverage costs down approx.
- **\$ 35,000** vs. San Diego
- Sponsorship revenue down approx. - **\$ 10,000**
vs. San Diego & Denver
- Hotel attrition penalty of - **\$ 9,136**

IOEAA Top 10 Attending Companies

2016 Atlanta

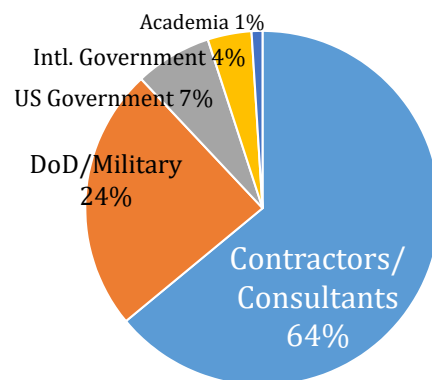
Air Force	39
Navy	31
Tecolote Research, Inc.	30
PRICE Systems, LLC	18
The Boeing Company	16
Technomics, Inc.	15
Missile Defense Agency	14
MCR	13
Galorath	11
Booz Allen Hamilton	10

2015 San Diego

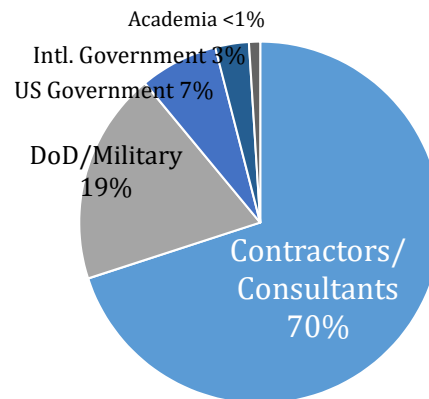
The Boeing Company	40
Air Force	31
Navy	29
Northrop Grumman	29
Tecolote Research, Inc.	29
PRICE Systems, LLC	19
NASA	18
Technomics, Inc.	16
Booz Allen Hamilton	15
MCR	14

IOEAA Attendee Breakdown 2015-2016

2016 Atlanta



2015 San Diego



IOEAA Attendee Feedback

	2016	2015	2014
Overall Conference Rating	4.14	3.88	4.03
Keynote Speakers/General Sessions	3.66	3.19	3.73
Tuesday Evening Welcome Reception	3.56	3.47	3.95
Morning Awards Breakfasts	3.45	3.28	3.6
Wednesday Evening Reception	3.66	3.36	3.68
Best Paper Overall General Session	4.05	4.08	
Conference Schedule	4.08	3.80	3.93
Quality of Presentations	3.80	3.49	3.79
Networking Opportunities	4.24	4.08	4.22
Grand Hyatt Buckhead	4.38	3.84	4.05
Exhibit Hall	3.52	3.56	3.65
Workshop App	4.35	4.17	4.04

2017 Workshop Introduction

Rich Harwin
2017 Workshop Chair



Portland



- 23rd largest Metro area
- Population = 2.4 M
- 8th most popular city in US to live in
- Airport to Hotel: 13mi/30min
- Largest Employer: Intel
- Ave temp: high 74, low 58



June 6-9, 2017



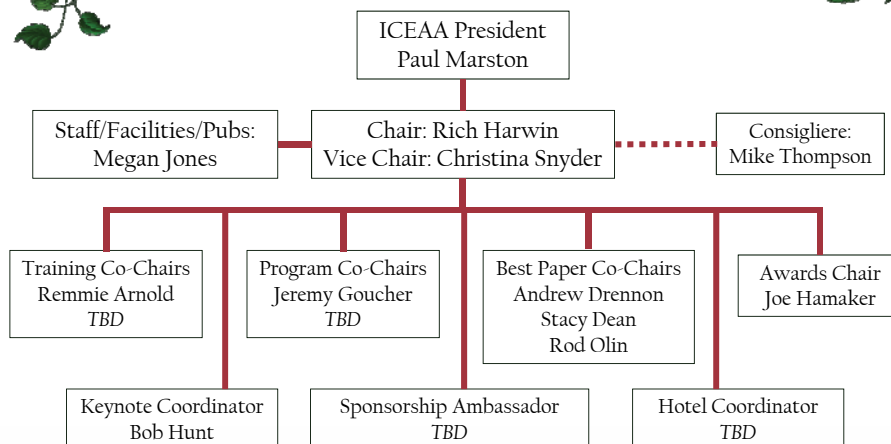
Portland Marriott Downtown Waterfront



ICEAA Attendee Rate: \$189
30% of Rooms at Government Rate



2017 Workshop Committee



2017 Workshop Keynote Plans



- Need 3 Keynote Speakers:
 - Government
 - Frank Kendall, Gary Bliss, Christina Fox
 - Industry
 - Boeing VP of Commercial Aircraft Development
 - Flight Test Director
 - Local
 - Winery, Meteorologist, University



Certification Program Report

September 24, 2016
Peter Andrejev, Director of Certification



Overall Summary Statistics

- Overall certifications as of September 2, 2016:
 - CCEA® 653 (684) (including 15 CCEA®-P)
 - PCEA® 150 (127)
 - CPP 34 (43)
- Re-certifications:
 - 17 Re-certifications since in June 2016
- Other Countries with Certified Individuals:

– Australia (8)	- UK (63)
– Belgium (1)	- Germany (1)
– Canada (24)	- Netherlands (1)
– Egypt (1)	- Scotland (1)
– Japan (1)	- South Korea (1)
– Saudi Arabia (1)	

Certification Program since last time...

- Operational Status
 - 70 applicants have tested to date in 2016 (175 total tested during 2015)
 - Overall 66% of applicants taking the exam earned certification
- Tactical Actions
 - Awaiting questions from Stacy Dean to finalize CCEA-P examination (60 questions beta-tested at National Workshop)
 - Modify CCEA examination for Canada
- Strategic Agenda
 - Improve certification application screening and testing processes
 - Work with Software Committee on training and certification objectives

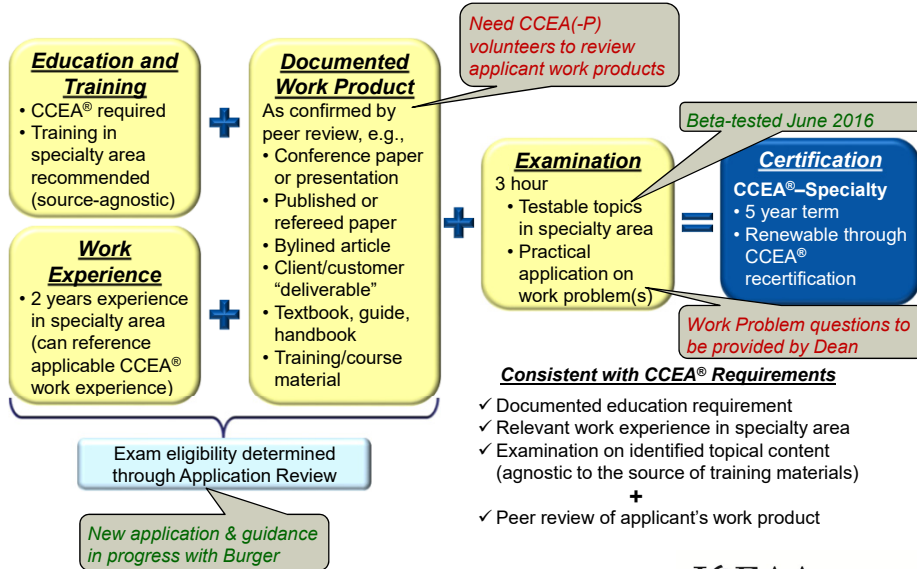
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Status on Tactical Actions...

- CCEA-Parametric Specialty exam beta-tested at National Conference
 - 60 Multiple Choice questions reviewed and verified by Dan Nussbaum, Stacy Dean and Peter Andrejev
 - 15 Work Problem questions being derived from Nussbaum's and Dean's practice problems
 - 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

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Parametric Specialty Certification





Software Estimation Training and Certification Committee

Members, Objectives, and Project Plan

June 2016

Prof. Ricardo Valerdi
University of Arizona
rvalerdi@arizona.edu

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Committee Members

Name	Organization	E-mail
Peggy Brouse	George Mason University	pbrouse@gmu.edu
Ton Dekkers	NESMA	ton@interdependent.nl
Tom Cagley	DCG Software Value	T.Cagley@softwarevalue.com
Dan Galorath	Galorath, Inc.	galorath@galorath.com
Cheryl Jones	US Army	cheryl.l.jones128.civ@mail.mil
Jo Ann Lane	University of Southern California	jolane@usc.edu
Arlene Minkiewicz	Price Systems	Arlene.Minkiewicz@PRICESystems.com
Sanath Rajagopal	UK Ministry of Defence	DES CAAS-CEF-HOP-CF-9@mod.uk
Wilson Rosa	US Navy	wilson.rosa@navy.mil
Dan Strickland	US Missile Defense Agency	daniel.strickland@mda.mil
Ricardo Valerdi	University of Arizona	rvalerdi@arizona.edu
Frank Vogelesang	Ordina/COSMIC	frank.vogelesang@cosmic-sizing.org

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Mission

- The International Cost Estimating and Analysis Association (ICEAA), in cooperation with NESMA, an independent international organization focused on software metrics and software measurement, and the International Function Point Users Group (IFPUG), are undertaking the development of a training and certification program for Software Estimation
- The purpose of this working group is to:
 - Identify topics that should be included in a software cost estimation certification program
 - Develop a top-level table of contents for a software cost estimation training curriculum
- By bringing together experts from industry, government, and academia we plan to design a world-class training and certification program for software estimation for the benefit of organizations worldwide

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Status as of 5 June 2016

- February – Held kickoff conference call
- March to April – Study period, team members asked to submit inputs on testable topics for software estimation
- May to June – inputs received, distributing for review
 - Key inputs received from COSMIC (Vogelezang), Naval Postgraduate School Cost Estimation Graduate Program (Rosa), Defense Acquisition University (Strickland), and others
- Inputs still welcome, up to June 15, 2016
 - Send to Ricardo Valerdi [rvalerdi@arizona.edu]
- Results will be distributed to ICEAA/IFPUG/NESMA in July

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