	ICEAA Board of Director's Meeting 1100 – 1300 Friday, September 25, 2020 GoToMeeting Virtual Conference AGENDA as of September 15, 2020	
Time	Agenda Item	Leader
11:00	Welcome, Quorum Count, and Houskeeping Annoucements Items for individual reading not on the agenda for live discussion: -September 2020 Membership Statistics -International CEBoK Update -Chapter & Region Reports	Rick Collins
11:10	Secretary Report Vote: Approve May 2020 Minutes	Christina Snyder
11:15	Treasurer Report -Financial/cash flow update -COVID Assistance funds received Vote: Approve Treasurers Report	Jeff Moore
11:35	Priority 5 - OEM Engagement Update	Bob Hunt
11:45	Priority 3 - US Government Engagement	Jeff Moore
11:55	CCEA-P Parametric Specialty Exam Discussion	Kevin Cincotta
12:00	International Business Office Update -Machine Learning Working Group -Distance Learning Series -QED Webinars (aka Paid Webinars) -Professional Development Package	Megan Jones
12:15	Priority 1&2 - CEBoK, Software CEBoK, and Certification	Christian Smart
12:35	Association Awards Criteria Update	Erin Barkel Nicole Robertson
12:45	2021 Workshop Status and Update	Christina Snyder
12:55	New Business/Additional Discussion	Rick Collins
1:00	Plan Next Meeting & Adjourn	Rick Collins

DRAFT MINUTES as of June 9, 2020

Voting Attendees

Rick Collins, Bob Hunt, Christina Snyder, Brittany Staley, Christian Smart, Paul Marston, Meghan Kennedy, Dave Stem, Arlene Minkiewicz, Steve Glogoza, Kellie Scarbrough, John Deem, Nathan Eskue, Erin Barkel, Dale Shermon

Non-voting Attendees:

Kevin Cincotta, William Lane, Nicole Robertson, Megan Jones

Welcome, quorum count, introductions:	
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Rick calls the meeting to order, wishes everyone has been well during the pandemic. Rick is pleased about the board's accomplishments since the last meeting and thanks everyone for their hard work. Several items in the pre-read will not be discussed live; board members are trusted to have read the information provided in the pre-read. If anyone has a question about something in the pre-read, please either ask at the end of the meeting or move offline.

Quorum is established at 11:11.

Secretary Report:	Christina Snyder

No comments/corrections were received on the February 2020 minutes in advance of or during the meeting.

Vote: Motion is raised to approve the February 2020 minutes. No further discussion is requested. Seconded and passed.

<u>Conflict of Interest Policy</u>: After some online research, it has come to light that a written conflict of interest policy is not just outlined in the ICEAA Constitution, but a requirement dictated by the IRS to maintain our nonprofit status. The following has been customized from templates found on nonprofit law websites. To meet the IRS requirements for a Conflict of Interest policy, certain elements and terms must be included, even if it ends up longer than we had hoped/anticipated.

Christina asks all board members to read the draft and send comments or feedback by June 1, 2020. We will be submitting the conflict of interest policy for legal review shortly thereafter.

Rick Collins

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Everyone on the board will be required to sign the Conflict of Interest policy once approved by our attorney.

Dave Stem asks if the Canada chapter is subject to this conflict of interest policy since they are incorporated under their own IRS equivalent. Erin says while their tax rules are different, as a sub-organization of ICEAA, the Canada chapter is still beholden to rules outlined by the international organization.

- Action: Megan will distribute the draft conflict of interest policy to the board as an individual document.
- Action: All board members to send comments or suggestions on the draft conflict of interest policy to Megan/Christina by June 1.

Treasurer Report:

Britt Staley

Britt wants to provide perspective of our financial situation as of May 7, showing the balance sheet at approximately \$515,000. Most of the expectations for the revenue and expense line items remain the same since last reported in February, but having to cancel the 2020 Workshop due to COVID-19, means we will not see the \$165,000 in revenue we had initially expected. Considering the expenses we will incur in 2020, we will not have enough cash in our checking account to pay our bills as early as September. We have CDs maturing in late May and August that we can cash in upon maturity, but we will likely have to cash in one, two, or all three of the CDs scheduled to mature in February 2021 and incur an early withdraw penalty.

The at-worst impact the cancelled workshop will have on our overall assets would bring our total liquidity from \$515,000 in May 2020 to \$180,000 in December of 2020, a loss of \$335,000.

In 2019, the board agreed it was time to invest some of our liquidity in new programs to increase member value, set a spending tolerance limit of around \$300,000, and began planning initiatives that would utilize those funds. As a result of the cancelled workshop, many of the funds we had hoped to invest in new programs will need to be used to remain in business.

Paul: will the \$180K balance at the end of 2020 leave us with enough to prepare for the 2021 Workshop? Megan says yes, since the bills for the Workshop don't start coming in until after significant registration revenue is received.

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Rick: regarding Software CEBoK, is that commitment reflected in the information provided and overall count? Megan: yes, the 2020 SCEBoK expenses shown are offset by anticipated CEBoK sales, with projections being lower than previous years since the CEBoK 2.0 Beta is now available to all members and fewer CEBoK purchases have been being made.

Jeff recommends taking the discussion offline and starting to analyze and discuss our funds more closely and more frequently. Bob suggests we apply for the Payroll Protection Program, and Megan agrees to pursue it. Kellie volunteers to connect Megan with a colleague who has gone through the process.

Action: Megan will apply for funds from the Payroll Protection Program through our CPA.

Paul: does this all mean that we won't have a surplus anymore at the end of 2020? Britt says yes, and suggests we revert to a savings mode, one we're familiar with, and need to temper our expectations of the expenses we had hoped to incur until we have a comfortable nest egg again in the future. Paul suggests since we've already invested in improving CEBoK and Software CEBoK, we are expecting those to generate revenue eventually, and need to figure out how to make those pay off sooner than we hoped, even if those solutions aren't as glamorous as we initially intended.

Paul and others are unsure of spending \$6,000 to support the SCAF/ICEAA Workshop in November, and instead suggests making a motion to fund the SCAF/ICEAA Workshop in November not to exceed \$10,000, while suggesting that the planning committee work to be as frugal as possible, tightly managing expenses for the SCAF/ICEAA Workshop while still upholding ICEAA's core values and mission. Rick agrees.

Erin points out that international travel is likely to be restricted for quite some time, and that we should expect fewer Americans at the Canada Workshop and vice-versa, so there is value in supporting SCAF to hold their local event so that members can be supported in a variety of physical areas without requiring much travel.

Meghan Kennedy believes the chapters are the route through which we should pursue local outreach, and we should provide guidance to the local chapters as to what kinds of funding they can expect to get from the International office. Erin agrees, and suggests that not everything has to be monetary. Kellie suggests having a townhall with the chapters on how to support and expand local efforts, and Megan asks Meghan take part in the call as a former chapter president.

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Vote: Paul withdraws his motion to include the not-to-exceed amount for supporting the SCAF workshop, so the original motion to approve the Treasurer's Report is raised, seconded, voted upon and passes.

Appointing new Board Treasurer:	Rick Collins
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Prior to the meeting Britt Staley submitted her resignation as Treasurer. In accordance with the Bylaws, Rick has appointed Jeff Moore as her replacement. Jeff ran for Treasurer in the most recent election and has already demonstrated interest in and dedication to the position.

Vote: Christina raises a motion for the board to approve Rick's appointing Jeff Moore to the recently vacated Treasurer position. The motion is seconded and passes unanimously.

Jeff thanks the board for their vote and confidence and looks forward to facing the challenges ahead of us. Britt thanks everyone for the opportunity to serve and very much enjoyed her time as Treasurer.

Quaran-tunities:

Rick Collins and Megan Jones

Rick poses what can the association do to stay connected with the membership in lieu of having the in-person opportunities the Workshop normally offers, and asks Megan to discuss what has been planned and what we intend to. Megan says we have several webinars prepared, including one for each of the Best Paper winners' presentations. We will honor the TechShowcase webinars that were included in the Gold and Silver sponsors' packages and begin scheduling them upon request of the sponsors. The New England Chapter had a webinar recently, and the SoCal chapter has had several, and we look forward to talking with the rest of the chapters to help them put on more webinars.

Rick mentions that the executive committee had discussed one-day regional workshops. Megan believes regional workshops may be able to take place in the fall once gathering restrictions are eased or lifted, but believes it would be difficult to keep the audience engaged for an entire day virtually, and suggests hosting multiple 1-2 hour webinars instead of one 6-8 hour event.

Christina suggests we push certification as an outreach method, and thinks this could be a good opportunity to provide CEBoK review training for those preparing for the CCEA exam.

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Megan advises against trying to charge for and make money on webinars, the market seems to be against it. Kellie suggests providing a means for members to make a donation if they attend, and John Deem suggests providing webinars free for members but at a small fee for non-members. Bob points out other organizations that are charging for half-day webinars for a few hundred dollars, and that they are well attended. Christian agrees, since the training dollars still exist but webinars being the only means to spend them, the situation for paid webinars may be changing. Jeff suggests the government employees on the call ask their supervisors if paid webinar training would be something their colleagues would be interested in.

Rick suggests everyone send all of their ideas for webinars or new ways to generate revenue to Megan. Even if the webinars don't end up making money, we should still provide offerings to the membership to keep them engaged, and would like to try doing half-day webinars.

Action: Anyone interested in participating in a webinar/outreach planning committee should connect with or send their ideas to Megan.

Priority 1 (CEBoK) and Priority 2 (sCEBoK) progress report Christian Smart

Christian presents slides. Lots of progress has been made on SCEBoK; the CEBoK2.0 Beta is live for members, thanks to lots of hard work by Kellie and Megan.

The online certification exam is well in progress, Christian served as the test subject for a trial run. Kevin adds that he has been working with Sharon to move the questions from the legacy exam into the online platform, and organized the questions into tags and categories to help determine the correct distribution of topics, and addressed other errors. We should be ready to go live soon, and would like to form a team to provide new additional questions to expand the question database from which the exam can draw.

Dale asks if there will be an opportunity to introduce questions that are tailored to individual countries, based on the international modules he and his team have been creating. Megan answers in short, yes. Organizing the questions into categories will allow us to offer certain categories to takers in other countries while the core of the questions remain universal, and we will have flexibility to add categories as we move forward.

ICEAA has entered a contract with Carol Dekkers to work to edit the existing sCEBoK modules and incorporate the DAU BCF-250 software estimating content into the program.

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Rick adds that he has been working with Megan, Carol, and Christian to form the ICEAA SCEBoK Review Group (ISRG) as a collection of software estimating experts who can contribute to the SCEBoK update effort.

ICEAA also recently launched a discount for membership and certification for active military members. Rick thanks Meghan Kennedy for proposing the idea to us, and getting a senior Air Force representative to support the idea. Active military members can now apply for membership and take the certification exams at a 50% discount.

Journal of Cost Analysis and Parametrics Path Forward Erin H

Erin presents slides, proposing three options: a professional journal that is less formal, does not undergo peer review, and published quarterly; conducting peer reviews of our Workshop proceedings and publishing annually; and a formal academic journal with peer reviews and annual publishing.

Christian agrees that formal journals are becoming less and less important due to the wealth of content available online, but that a proceedings publication would be valuable. Rick, Christian, and others agree that having the papers and presentations online in the searchable database is valuable, but that doesn't have to prevent more formally publishing the proceedings. Erin agrees, and also uses the website, but also thinks a professionally curated proceedings publication could be used to entice new members.

John Deem suggests that offering the presentation files for free to the public on our website is a missed revenue opportunity, and Erin agrees that published proceedings could serve that purpose. Christina suggests taking the conversation offline, plan to hold a call to discuss the journal in the coming week, and can propose a motion for our official path forward at the next meeting.

Action: Christina and Erin will schedule a call to discuss the path forward for the ICEAA Journal in the coming week. Anyone interested should contact either.

Megan has been getting inquiries from publishers/libraries about when the journal will be republished and for how much, and requests a motion and a vote on the board's position so that she can fully respond.

Vote: Bob raises a motion that the board agrees not to continue the *Journal of Cost Analysis and Parametrics* as it has been, but will explore options for continuing an annual publication of relevant content in another format.

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Board approval of annual Association Award Winners

Erin Barkel

Erin presents the winners of the 2020 ICEAA Association Awards as selected by the Association Awards Committee for board ratification and approval. She explains the committee's scoring methodology and process. An Association Service Award will not be given this year having received no nominations. Erin is preparing a presentation for the next board meeting to explain the board nomination process, the challenges faced by the review committee, and how to expand interest and participation in the program.

Kellie would like to help review the nomination criteria, as the current wording intimidated her against nominating a colleague. Erin would also like volunteers to help craft the nomination criteria so that it generates higher quality nominations (as far as the style and content of the nomination entry).

Rick would like to see the number of entries doubled next year, which means the board members will need to promote the awards program and encourage nominations from their own networks. Erin adds only a select few people and organizations that regularly send in most to all of the nominations, so that outreach needs to expand beyond our own companies. Erin thanks Megan and Chelsea for the increased marketing and promotion visibility.

Vote: Motion to accept the results of the 2020 Association Awards program is raised, seconded and voted with all in favor.

John Deem

John Deem's nomination of two members for emeritus status was included in the pre-read and asks the board if they have questions or comments. John is honored to nominate these members and knows they will be humbled and grateful to be considered. They have been mentors and role models for the Lone Star Chapter for decades, and John volunteers to write an article for an upcoming *ICEAA World* to showcase their commitment and accomplishments.

Vote: John Deem raises a motion to nominate Ralph E. Smith and Michael L. Fuller to ICEAA emeritus member status. The motion is seconded and passed, with all voting in favor.

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New Business

Rick asks if anyone would like to serve as the point person on the webinars and other "quaran-tunities" rather than just sending their thoughts to Megan. Megan reminds that she can coordinate the webinars but needs help finding willing presenters and topics. Kellie suggests looking outside of the board, possibly at a younger member, to be this representative, and suggests offering CCEA recertification points to that person for their service. All agree that a person should be named as the focal point for our virtual outreach initiatives.

Megan asks the board for their thoughts or opposition to publishing only one more *ICEAA World* issue in 2020 as opposed to two. The normal schedule releases an issue over the summer, mostly filled with Workshop recaps, then an online-only issue around Thanksgiving. Since there's no Workshop to cover, she would like to publish a hard copy issue in late September/early October that will take the place of both. The board has no objection to the plan.

Plan Next Meeting & Adjourn	Rick Collins

With no additional new business, Rick thanks everyone for their time and for everyone's effort to keep us on track for two hours, even if we were a little over. The meeting adjourns at 1:15.

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January 25, 2020 Action Item Review

To uphold the two-hour time limit for the May 15, 2020 board of directors meeting, the January 25 action items list was not reviewed.

May 15, 2020 Action Item Summary

Megan will distribute the draft conflict of interest policy to the board as an individual document.

- All board members to send comments or suggestions on the draft conflict of interest policy to Megan/Christina by June 1.
- Megan will apply for funds from the Payroll Protection Program through our CPA.
- **Anyone** interested in participating in a webinar/outreach planning committee should connect with or send their ideas to Megan.
- **Christina** and **Erin** will schedule a call to discuss the path forward for the ICEAA Journal in the coming week. Anyone interested should contact either.

Ongoing Action Items

- All board members: let Megan know about various conferences and meetings throughout the year so she can attend if possible to represent ICEAA, meet new potential members, etc.
- All board members: send marketing emails for and links to other conferences they receive to inspire ideas for ICEAA events and marketing.
- All board members: think about what they would write in their ICEAA World article about 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
- All board members are encouraged to send their comments, thoughts, or suggestions to the Marketing Committee on ways to reach out to the greater community, terms or language that may be helpful in communicating the message, and any other input they may have on

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marketing, communication, the YouTube video series, and contacts with colleges and universities.

- **All board members** should contact or forward the contact info of people who may be interested in and qualified to participate in the Software CEBoK review process.
- All board members are encouraged to request additional visual representations of membership data in the IBO report, suggest additional demographics to collect, or request information reported from the database for their own analysis.

Bylaws change recommendation: Shorten the Board Election Process

Purpose: the existing schedule for nominating, petitioning, presenting, and voting for the ICEAA Board of Directors biennial elections is long and arduous, likely written when mailed ballots were the primary voting method. This has resulted in the election process beginning eight months before the results are announced.

Recommendation: to reflect how much less time required to cast and collect electronic votes, distribute candidate information electronically, and to provide electronic petition forms for interested nominees, the following changes to the bylaws are suggested to adjust the election schedule:

Bylaws ARTICLE II-NOMINATION AND ELECTION OF OFFICERS AND DIRECTORS

Section B: Prior to **15 August** of the year before an election, the President, with the approval of the Board of Directors, shall appoint a Nominating Committee ...

The entire slate of candidates, complete with biographical data, shall be sent by the Nominating Committee to the Secretary prior to **15 November**. Section D: No later than **15 December**, the Nominating Committee's slate of candidates, complete with biographical data, shall be made available to the membership along with information regarding nominations by petition.

Section E: Other nominations for elected office may be made by petition signed by at least twenty-five (25) Members. The petitioners shall be responsible for: ...

3. submitting the petitions, the agreement, and the biographical data to the Secretary no later than **1 February**.

Section F: The official ballot shall be open to each member via secure ballot process designed by the Board by **1 March**. ... Ballots may be either electronic or paper, with voting concluding on **1 April**. In the event of paper ballot voting, ballots date stamped after **1 April** or received after **7 April** will not be counted. ...

Section H: The ballots will be counted and the results reported to the Board of Directors by **1 May.**

Constitution ARTICLE VI – OFFICERS AND DIRECTORS

Section C: The Term of office for all elected Officers and Directors shall be two (2) years beginning on **July 1**.

Bylaws ARTICLE II–NOMINATION AND ELECTION OF OFFICERS AND DIRECTORS

Section B: Prior to **15 October** of the year before an election, the President, with the approval of the Board of Directors, shall appoint a Nominating Committee ...

The entire slate of candidates, complete with biographical data, shall be sent by the Nominating Committee to the Secretary prior to **15 January**. Section D: No later than **1 February**, the Nominating Committee's slate of candidates, complete with biographical data, shall be made available to the membership along with information regarding nominations by petition.

Section E: Other nominations for elected office may be made by petition signed by at least twenty-five (25) Members. The petitioners shall be responsible for: ...

3. submitting the petitions, the agreement, and the biographical data to the Secretary no later than **1 March**.

Section F: The official ballot shall be open to each member via secure ballot process designed by the Board by **15 March**. ... Ballots may be either electronic or paper, with voting concluding on **15 April**. In the event of paper ballot voting, ballots date stamped after **15 April** or received after **25 April** will not be counted. ...

Section H: The ballots will be counted and the results reported to the Board of Directors by **1 May.**

Constitution ARTICLE VI – OFFICERS AND DIRECTORS

Section C: The Term of office for all elected Officers and Directors shall be two (2) years beginning on **July1**.

Profit & Loss as of August 1 with EOY Projections

Activity	20	19 Actual	20 Budget of January	20 EAC as of May	Aug20 evenue	E	Aug20 xpenses	20 EAC as f August
ICEAA Workshops Total	\$	175,941	\$ 164,940	\$ 376				
2019 ICEAA Workshop ¹	\$	151,756	\$ -	\$ (94)	\$ 275	\$	(463)	\$ (188)
2020 ICEAA Workshop ²	\$	9,185	\$ 155,000	\$ (12,475)	\$ -	\$	(12,475)	\$ (12,475)
2021 & 2022 Workshops	\$	-	\$ 9,940	\$ (1,055)	\$ 11,000	\$	(13,781)	\$ 27,000
Nesma Workshop	\$	(5,000)	\$ -	\$ -	\$ -	\$	-	\$ -
UK Workshop	\$	-	TBD	\$ (6,000)	\$ -	\$	-	\$ -
Canada Workshop	\$	20,000	TBD	\$ 20,000		\$	(10,215)	\$ -
QED (paid) Webinar	\$	-		\$ -	\$ 1,575	\$	-	\$ 1,800
Finishing School	\$	-	\$ 2,500	\$ -	\$ -	\$	-	\$ -
Certification Program	\$	50,869	\$ 50,000	\$ 20,120	\$ 20,080	\$	(1,306)	\$ 40,000
Online Exam (Mettl)						\$	(8,000)	\$ (8,000)
CEBoK Sales & Training	\$	(50,209)	\$ 15,000	\$ (77,500)	\$ 11,265	\$	(4,224)	\$ 11,500
SCEBoK Contract					\$ -	\$	(8,325)	\$ (70,200)
ICEAA World & Journal	\$	1,445	\$ 1,500	\$ (13,500)	\$ -	\$	(5,749)	\$ (11,500)
Advertising	\$	3,756	\$ 3,500	\$ (450)	\$ 700	\$	(658)	\$ 342
Membership: Mgt & Support	\$	101,939	\$ 104,061	\$ 59,000	\$ 42,305	\$	(529)	\$ 71,971
Chap Support & Outreach	\$	(2,386)	\$ (4,000)	\$ (4,000)	\$ 2,072	\$	(808)	\$ (2,000)
Interest & Other Income	\$	8,300	\$ 7,000	\$ 5,000	\$ 2,730	\$	-	\$ 7,500
Staffing & Contractors	\$	(248,626)	\$ (273,000)	\$ (265,000)	\$ 15,011	\$	(155,408)	\$ (251,000)
Office Operations + IT	\$	(47,558)	\$ (49,000)	\$ (48,515)	\$ -	\$	(32,518)	\$ (51,000)
Other Expenses	\$	-	\$ -	\$ -	\$ -	\$	_	\$ 10,000
TOTALS			\$ 22,501	\$ (324,469)				\$ (236,250)

Treasurers Report

Investments	Balance Mar 2019)	Balance (Sep 2019)	Balance (Jan 20)	Balance May 2020)	Balance Aug 2020)	Mature	APY Rate
PFCU 4339703-56-5	\$ 32,504	\$32,967	\$ 33,199	\$ 33,468	\$ 33,652	Jun-21	2.85%
PFCU 4507023-56-4	\$ 21,468	\$21,712	\$ 21,839	\$ 22,009	\$ -	May-20	
PFCU 4566018-56-2	\$ 83,403	\$84,576	\$ 85,162	\$ 85,952	\$ 86,749	Feb-21	2.80%
PFCU 4717075-56-0	\$ 36,964	\$37,475	\$ 37,730	\$ 38,073	\$ -	Aug-20	
PFCU 4717076-56-8	\$ 36,772	\$37,232	\$ 37,448	\$ 37,660	\$ 37,872	Feb-21	2.50%
PFCU 4717077-56-6	\$ 37,247	\$37,741	\$ 37,959	\$ 38,174	\$ 38,390	Feb-21	2.50%
PFCU 7047946-56-6	\$ 44,007	\$44,399	\$ 44,652	\$ 44,992	\$ 45,336	Jul-21	2.30%
PFCU 7664998-56-9	\$ 50,984	\$51,589	\$ 51,894	\$ 52,283	\$ 52,484	Mar-21	2.40%
Money Market & Cash	\$ 514	\$514	\$ 514	\$ 514	\$ 514	n/a	
Subtotal	\$ 343,863	\$ 348,205	\$ 350,396	\$ 353,126	\$ 294,997		

	Balance	Balance	Balance	Balance	Balance
	(Mar 2019)	(Sep 2019)	(Jan 2020)	(May 2020)	(Aug 2020)
Eagle Checking Balance	\$ 412,185	\$ 305,743	\$ 204,281	\$ 162,250	\$ 175,746

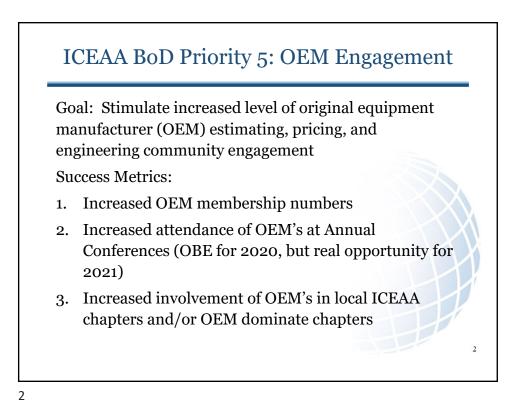
	Balance Nar 2019)	Balance (Sep 2019)	Balance (Jan 20)	Balance May 2020)	Balance Aug 2020)
Total Liquidity	\$ 756,048	\$ 653 <i>,</i> 948	\$ 554,677	\$ 515,376	\$ 470,743

Cash Flow Status

- 2020 Workshop significantly impacted revenue
- Cost cutting impacts reviewed determined would be impactful
- One CD matured in August transferred
- COVID-19 funding: Federal and Fairfax County
- Canada Chapter transferred deposit
- 2021 Workshop: Early sponsorships and booths
- Webinars
- CDs mature in February 2021 as needed

Sky is not falling

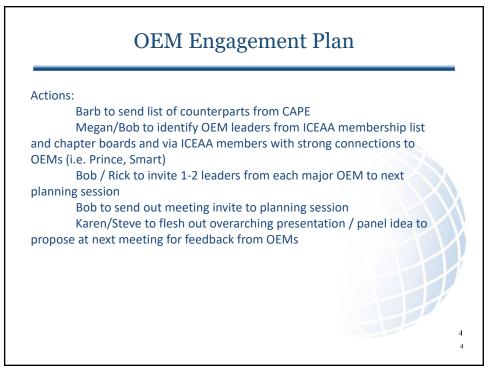




OEM Engagement Progress to Date

- 1. Planning discussion between Bob Hunt, John Deem, Greg Kiviat, Karen Mourikas, Barbara Wilson, and Steve Glogoza
- 2. Actions
- Planning call 15bSeptember; next Planning meeting at end of Sept
 - Share the objective of Priority #5 with the larger group
 - · Present vision of series of webinars focused toward OEMs
 - · Obtain input from all OEMs on proposed series
 - · Propose speakers and/or panel representatives from each OEM
 - Schedule for first event
 - Earliest date: Nov / Dec but NLT Dec 15
 - Jan/Feb OK too

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OEM Engagement Plan

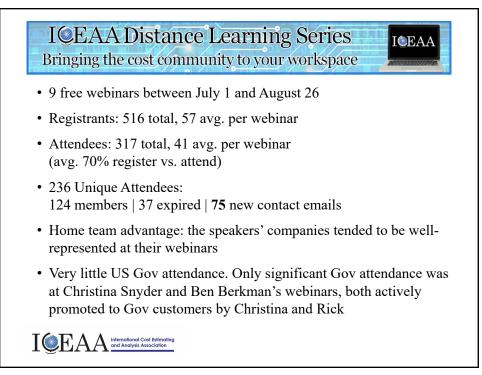
First event: Key note presentation on Cost Estimating & Analysis of interest to OEMs

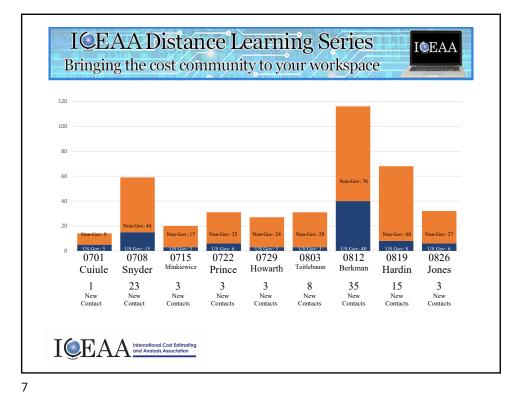
The first event would have presentation that provides an overview of types of cost estimating and analysis across the life cycle from multiple perspectives (finance, estimating, contracts, systems engineering affordability, design trades, supply chain, ...) of interest to OEMs – at a high level

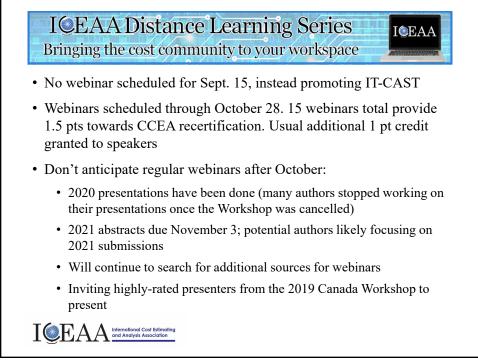
Then in a round-table/panel type of discussion, a representative of each of the OEMs could provide a slide or 2 (or just talk) about their interests/needs/concerns

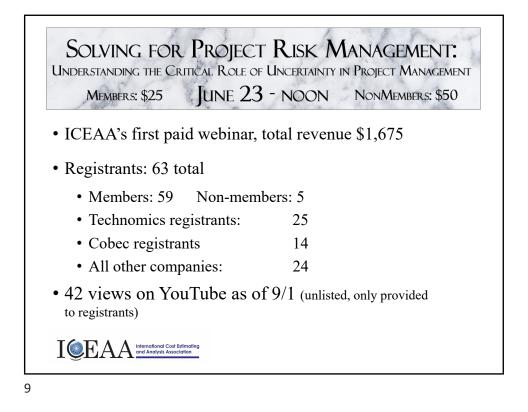
Dialog would be used to define future topics in an OEM series. Subsequent events could evolve a "training track" aspect (i.e. PTW, should-cost, contracting, design trades/affordability analysis, ...)

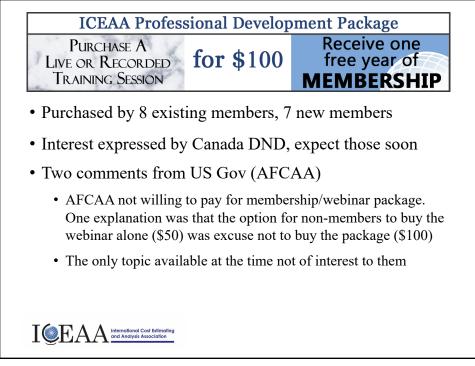
I@EAA	Machine l Working	_earning Group	
• 5 meetings to date: O	ctober 2019-July 2	020	
• Registrants: 526 total	, 105 avg. per webi	nar	
• Attendees: 317 total, (avg. 62% register vs.	01	r	
• 404 Unique Registrar	nts 269 Unique Att	endees	
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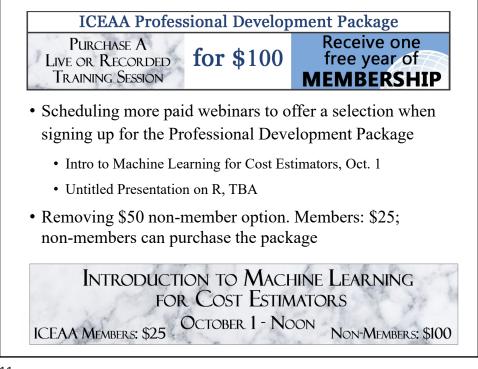














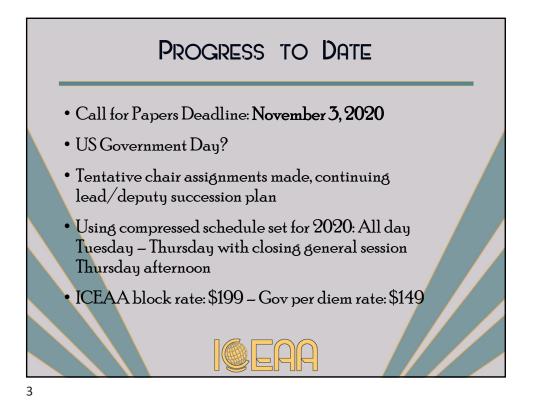


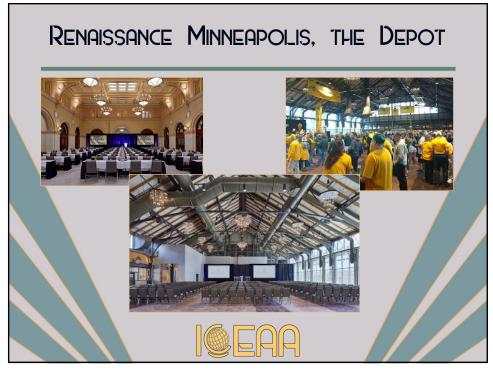






2021 Workshop Update







International CEBoK

Progress Report Sept 2020 BoD meeting

Dale Shermon – UK & Europe regional Director

"Putting the 'I' into ICEAA" "Putting the globe into the C of ICEAA"

Tasks; Planned, Completed, In progress

	Status	Comments
UK and Europe survey		
Written and distributed to ICEAA members	Completed	
Distribution to SCAF members	Completed	
Results analysis	Completed	
ICEAA publications policy		
Draft for comment	Completed	
Approval	Completed	
ICEAA adoption	Completed	

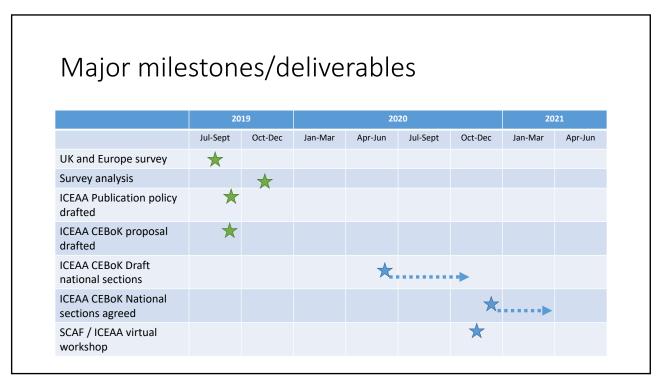
Tasks; Planned, Completed, In progress

	Status	Comments
ICEAA CEBoK re-structure proposal		
Journal article	Completed	
Proposal drafted	Complete	
Approval	Completed	
Adoption of new structure	Completed	CEBoK 2.0 Beta has demonstrated the opportunity to add national sections
Draft sub-titles for national sections for comment	Completed	
Agreement of sub-titles for the national sections	Completed	
Seek volunteers to write national sections	Completed	
Storyboard the national sections for comment	Completed	
Draft national section for comment	On-going	UK and Australia sections draft for comment
Adopt new national section for ICEAA CEBoK	Planned	Including exam questions

3

Tasks; Planned, Completed, In progress

	Status	Comments
ICEAA European workshop		
Proposal to ICEAA	Completed	Agreed to hold joint SCAF / ICEAA workshop virtually
Agree workshop	Completed	
Fix date and find venue	Completed	
Establish an workshop committee	Completed	SCAF will organise with Megan support
Draft, agree and circulate marketing	Completed	Megan has a Save the day banner
Get help from ICEAA office	Completed	



5

CEBoK progress

	UK	USA	Belgium	The Netherlands	France	Germany	Australia
Lead Authors	Mark Johnson	Kellie Scarbrough	Paul Marston	Eric van der Vliet	George Teologlou	Fabian Eilingsfeld	Anh Waddle
Storyboard the national sections for comment	Complete	Complete	Complete	Complete	Nil	Complete	Complete
Draft national section for comment	Draft on circulation	TBD	TBD	TBD		TBD	Draft on circulation
Adopt new national section for ICEAA CEBoK							

Challenges and help needed

• Help with US national CEBoK section

ICEAA Membership 2015-2020

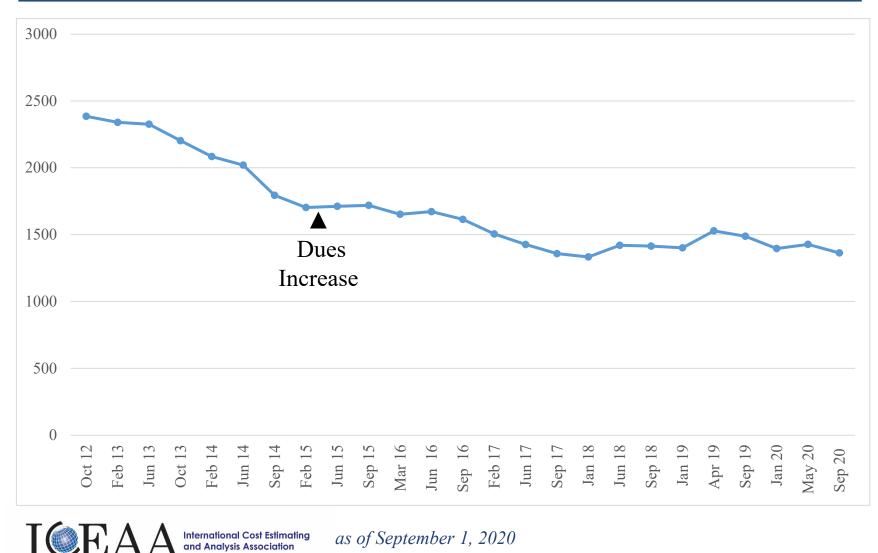
	Ju 15	Sep 15	Mar 16	Jun 16	Sep 16	Feb 17	Jun 17	Sept 17	Feb 18	Jun 18	Oct 18	Jan 19	April 19	Sept 19	Jan 20	May 20	Sept 20
TOTAL MEMBERSHIP	1712	1719	1652	1672	1614	1505	1426	1358	1333	1420	1414	1401	1528	1488	1398	1427	1363
Atlanta	10	7	6	4	3	4	4	4	4	4	5	4	5	4	5	7	7
Australia				47	43	42	51	50	48	58	60	60	60	51	45	49	45
Baltimore	27	26	20	23	24	22	18	15	13	18	17	17	20	13	13	12	15
Canada	24	48	58	60	74	51	55	61	56	56	66	57	63	80	85	87	83
Central Florida	21	21	25	27	25	23	20	16	17	19	15	15	16	21	21	22	20
Central VA	23	24	26	26	26	24	23	24	23	22	26	28	30	32	32	34	32
Dayton OH	76	73	70	70	70	63	58	47	47	51	52	51	55	44	41	50	42
DC Metro	408	397	375	377	370	359	348	336	345	356	354	367	451	476	461	480	479
Detroit	8	9	10	10	9	8	8	10	12	14	13	18	18	18	19	20	14
Greater Alabama	80	83	75	80	76	73	60	56	53	57	53	53	48	41	40	40	36
Hampton Roads VA	19	19	17	19	19	21	21	21	18	17	16	14	15	14	14	16	14
Houston	13	16	16	15	15	10	10	9	9	10	10	10	10	10	12	12	12
Lone Star TX	27	27	25	26	27	23	20	19	15	15	16	15	15	12	10	10	11
Mid-Atlantic	13	16	13	13	11	13	13	15	15	16	14	14	16	13	14	12	12
New England	87	82	79	82	81	77	72	56	62	81	87	92	95	91	85	81	84
Northwest	119	130	127	108	78	63	46	36	33	34	31	28	27	18	17	17	12
Northwest Florida	19	16	14	13	12	10	8	7	7	8	18	18	18	21	13	11	12
Pike's Peak	28	27	22	22	25	23	21	22	23	23	21	17	23	22	21	20	16
Rocky Mountan / Denver	27	23	23	27	21	21	18	13	10	11	8	8	9	7	9	8	9
San Antonio TX	6	5	5	5	5	4	4	2	1	2	2	3	4	4	4	5	5
San Diego	45	45	43	47	48	41	40	40	39	46	41	39	40	37	35	35	37
So Cal	150	148	145	140	134	123	120	117	111	118	110	111	117	102	88	93	95
St. Louis Gateway	31	31	30	32	30	30	24	20	16	21	23	22	22	14	14	14	13
Twin Cities	6	6	7	7	6	7	7	7	7	6	7	7	6	6	6	6	6
At Large/No Chapter	445	440	369	392	382	370	357	355	349	357	348	332	345	336	293	286	251

ICEAA Membership 2015-2020

	Ju 15	Sep 15	Mar 16	Jun 16	Sep 16	Feb 17	Jun 17	Sep 17	Feb 18	Jun 18	Oct 18	Jan 19	Apr 19	Sept 19	Jan 20	May 20	Sep 20
TOTAL MEMBERSHIP	1712	1719	1652	1672	1614	1505	1426	1358	1333	1420	1414	1401	1528	1488	1398	1427	1362
BAE					22	26	26	24	24	23	26	23	25	22	19	19	16
ВАН	76	82	84	81	75	61	59	64	71	68	64	63	58	60	55	52	45
Boeing	177	174	166	145	100	90	69	58	53	65	68	64	60	40	31	32	26
Cobec	19	21	16	16	16	18	21	22	27	26	27	33	34	36	38	37	44
Deloitte	17	20	17	17	14	9	7	8	16	17	17	17	13	10	12	7	7
Galorath				14	18	18	21	18	15	18	18	18	21	20	18	19	17
Herren								12	12	10	13	12	14	25	26	27	23
Kalman & Company, Inc.											11	12	13	14	13	13	10
KPMG										15	15	14	14	12	11	11	11
Lockheed Martin	43	42	39	40	39	35	31	27	24	26	25	23	20	19	16	16	16
MCR	28	28	24	29	27	22	25	23	22	25	22	23	26	23	22	20	17
MITRE	26	24	25	24	24	23	22	21	21	20	19	15	16	13	12	10	11
Northrop Grumman	31	33	30	31	30	25	25	23	23	26	24	19	21	19	19	18	13
PRICE				19	18	17	17	12	11	16	14	14	17	12	12	15	12
Quantech Services										21	38	42	50	49	47	46	46
Raytheon	14	15	14	15	16	16	15	15	14	13	12	13	14	14	11	11	10
TASC/Engility										18	12	10	6	4	3	3	3
Technomics	78	62	62	63	60	58	62	47	54	71	56	64	137	159	165	181	180
Tecolote	113	109	102	112	112	106	103	87	85	99	95	102	110	105	99	92	107

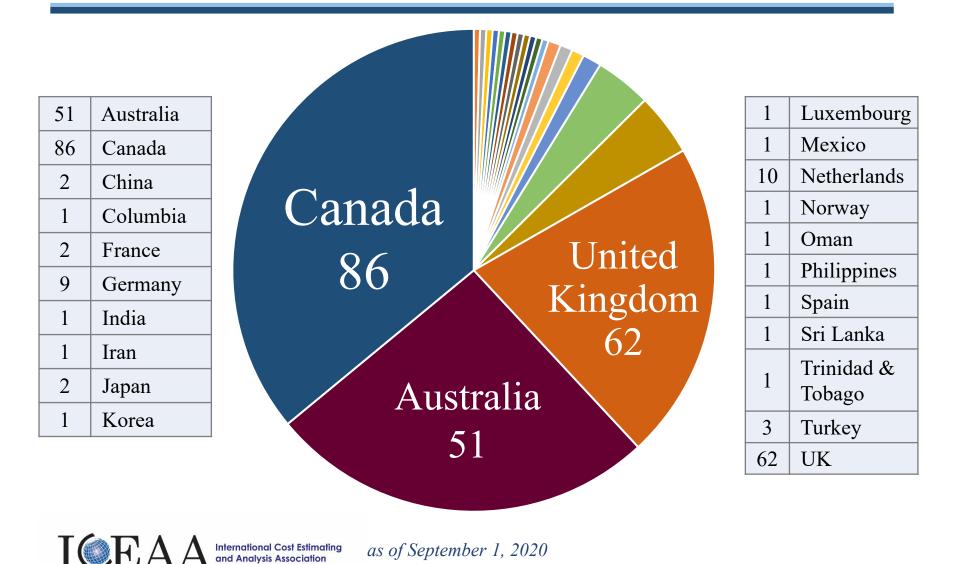
Membership Statistics

State of the Association: Membership Trends 2012-2020



as of September 1, 2020

State of the Association: International Membership



Membership Statistics

May20

16%

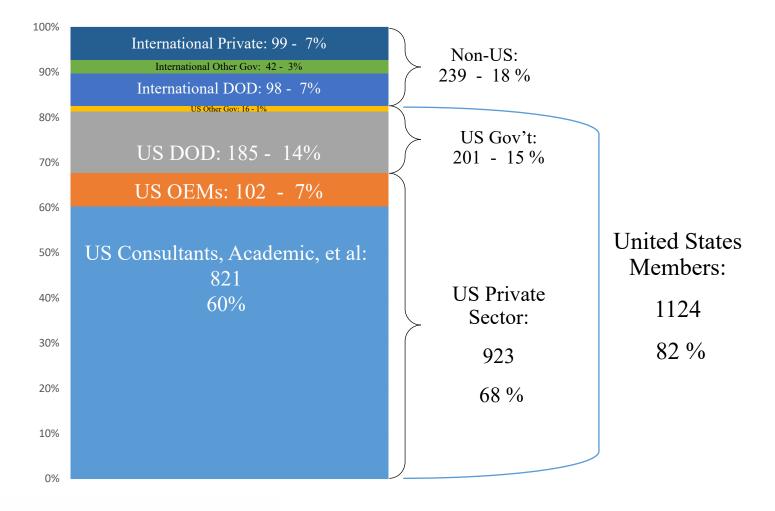
Government Employees (estimated)

	Sep 2017	Jan 2018	May 2018	Sep 2018	Jan 2019	Apr 2019	Sep 2019	Jan 2020	May 2020	Sep 2020	
DoD et al	18	16	23	26	16	13	10	22	16	17	Total US Government
Air Force	109	95	97	103	98	103	102	91	104	89	Employees (est.) 211
Navy	39	31	30	32	28	25	31	33	30	27	Total Membership as of 9/1 1363
Army	10	14	12	10	10	10	11	12	15	11	Percentage of
Marines	5	5	4	2	2	1	0	1	1	2	Membership: 15%
Coast Guard	1	1	2	1	2	3	2	2	2	1	Jan18 25%
NASA	24	20	21	20	20	21	20	22	21	19	May18 23%
MDA	15	15	14	16	19	12	8	8	7	7	Sep18 25%
State/Local	0	1	3	1	1	3	3	2	2	2	Feb19 24%
DHS	-	-	-	-	-	9	14	11	13	12	Apr19 15%
Misc Civil	34	36	29	25	23	21	20	13	13	14	Sep19 15%
			1								Jan20 16%



as of September 1, 2020

Membership Composition



International Cost Estimating and Analysis Association

as of September 1, 2020

ICEAA Canada Report

25 Sept 2020

Board of Directors:

President: Daniel Kerry Vice President: Allan Weldon Treasurer: Krishan Kumar Secretary: Peter Weltman Learning Coordinator: Nicholas Sidoli Government Liaison: Derrick Pokiak Board elected 21st Feb 2020

Upcoming Events:

Planned Webinars in Lieu of Conference to be conducted in Oct/Nov:

- IM/IT Costing Featuring Director General from Shared Services Canada Scott Davis
- Working From Home the New Paradigm (speaker pending)

Recent Events:

Board Meeting 21st February – new board signed in

Virtual Board Meeting 26th June – update on progress and planning

Member Outreach:

Emails to existing members, posting of linked in messages, website updates

Educational package with Central Knowledge

Member Recognition:

Thanks to previous board including Erin Berkel, Alan Meyer

Other:

COVID-19 has been a big challenge

ICEAA Detroit Chapter Report September 2, 2020

Board of Directors:

- President: Trevor VanAtta
- Vice President: Pat McCarthy
- Secretary: Karen Kunkler
- Training Coordinator: Brandon Bryant
- Social Events Coordinator: Matthew Polk

Events:

- Pat McCarthy was elected as Vice President of the Detroit Chapter this spring. Karen Kunkler was also elected as the chapter's Secretary this summer. At the beginning of COVID-19, the previous President, Vice President, and Secretary all left the chapter in rapid succession for various reasons, so the main focus this spring/summer was to establish a new leadership team and build consensus on strategic direction. Significant changes in the organization of the Cost Analysis community at US Army TACOM occurred this spring and required the Detroit Chapter of ICEAA to shift focus from PCEA/CCEA certification training and to supporting collaboration and sharing of ideas within the local cost community. Efforts have so far been successful and have garnered new interest in ICEAA.
- Chapter President Trevor VanAtta created a new Data Analytics Working Group (DAWG) and appointed David West as its lead. The group includes 10 members of the local cost community and is focused on improving skillsets amongst the local cost community in Data Science. The group has established Bi-Weekly meetings and has been focused on sharing skills/knowledge in R Programming.
- The Chapter President also appointed Brandon Bryant as Training Coordinator and Matthew Polk as Social Events Coordinator. Chapter leadership is discussing various training topics with TACOM Cost Analysis leadership with plans to establish new forums to share ideas in 2021. Initial discussions are under way amongst Chapter leadership to host an annual Summer Picnic beginning in 2021, assuming conditions allow.

<u>Member Outreach:</u> With the new Board in place, the Detroit Chapter is starting a quarterly newsletter to share with the local cost community. Trevor VanAtta and Pat McCarthy are also working with key leaders in the Cost Analysis community at US Army TACOM to plan "Shared Ideas" forums in 2021. Establishment of the Data Analytics Working Group has brought in new participation as well.

Member Recognition: None this reporting period.

Other Items:

- None this reporting period.

ICEAA New England Chapter Report 1 Sep 2020

Board of Directors:

President: William Lane	Vice President: Jon Lister
Treasurer: Denise Saltojanes	Secretary: Andrew Walker
BOD members: Kelly Kane, Sheila Nich	10lson, James Campbell, Annie Bagay
Board elected: 1-Oct 2019	

Upcoming Events:

-Early Winter Virtual Luncheon Event (Speaker TBD, Topic TBD)

-Half Day Workshop & Social Event (Flagship Event; delayed from Dec 2020 to 1Q/2Q 2021 due to COVID-19)

-Spring Luncheon Event (Speaker TBD, Topic TBD)

-2nd Annual ICEAA NE Golf Outing and BBQ (Delayed from June 2020 to June 2021 due to COVID-19)

Recent Events:

-ICEAA New England Half Day Workshop & Harpoon Brewery Tour Trip, 12/5/2019; There were two tracks of topics, allowing for the attendees to pick and choose their focuses. Topics included Agile Software Estimating, SW Factory estimating, Aircraft estimating and Cloud estimating; increased attendance from 58 in 2018 to 80 this year. We also had a Deputy PEO (Hanscom AFB) as keynote speaker. Huge success!

-Virtual Luncheon May 2020: James Ivers, Carnegie Mellon University Software Engineering Institute, "Untangling the Knot: Recommending Refactorings"

-Virtual Luncheon July 2020: Arlene Minkiewicz, PRICE Systems Chief Scientist (ICEAA Region 1 Director), "Smart City: Predictive Cost and Schedule Models"

Member Outreach:

-Doing our best to stay connected with members during the pandemic, though virtual event have not had the level of collaboration, networking and engagement that the in person events in the recent past have had

-We decided at a recent board meeting to hold off on our end of year events with the hope that we can hold more powerful in person events in 1Q/2Q 2021

Member Recognition:

-Working to develop ICEAA New England Awards program for spring 2021

ICEAA SCAF Report 25 September 2020

Board of Directors:

Chairman: Sanathanan Rajagopal

Vice Chairman: Dale Shermon – ICEAA Representative

Treasurer: Cheryl Latimer

Secretary: David Baggley

Other Board members: Martin Finch - Newsletter

Dave Hedley – Deputy Treasure

George Lyon – Deputy Secretary

John Philips

Paul Wood – Programme

Linda Newes

Antony March

Andrew Nolan

Board elected: Sept 2019

Upcoming Events:

No	Date	Venue		Event	Theme
	2019/20				
4	21 st April CANCELLED – COVID19	Bristol Aerospace Centre	С	SCAF Challenge	Electric vehicle
5	16 th June CANCELLED – COVID19	Rolls Royce, Derby	С	Northern Workshop	Developing the next generation of Cost Estimators
6	16 th July CANCELLED – COVID19	The Bailbrook Hotel, Bath	С	Summer Reception	TBD

ICEAA SCAF Report

25 September 2020

No	Date	Venue		Event	Theme
7	8 th Sept (followed by 3 more 1-hour events)	Virtual	Р	SCAF 2020 AGM & 1 x Challenge presentation	AGM/Challenge
8	17 th Nov (followed by ¾ more 1 hour events)	Virtual	Ρ	Joint series with ICEAA	SCAF / ICEAA

Events 4, 5, and 6 are all cancelled due to Coronavirus and the need to social distance.

Event 4 will now be run as a virtual SCAF Challenge over a lunch time for 4 weeks.

Following discussions with SCAF Committee and ICEAA Executive it has been agreed to hold a joint virtual workshop in 2020. The aim will be to present two papers /presentations in a one hour session at 17:00 (UK time) over four weeks - the provisional dates have been set as:

- 17th November
- 24th November
- 1st December
- 8th December

Recent Events:

Nil due to COVID

Member Outreach:

We continue to update the SCAF LinkedIn site. We have recently updated the <u>www.scaf.org.uk</u> site for tablet, phones and credit card payments.

Member Recognition:

The SCAF Award event will be cancelled this year due to Coronavirus and social distancing. However, the awards for the 2019 SCAF year (November 2018, February 2019, April 2019, June 2019, September 2019 workshops) have been judged and the committee will make awards and commendations in the following categories at the next physical event:

- Innovation (P Pugh award) the best annual presentation with novelty and originality content
- Technical content best presentation with scientific, mathematical, process driven content
- Best quality presentation best presentation with visually stimulating, colourful, interesting content

ICEAA SCAF Report

25 September 2020

- Members award based upon the highest workshop questionnaire score
- Service to the society

Other:

We will be having our first virtual AGM and Workshop in September, a whole new experience!

ICEAA SO CAL REPORT

25 September, 2020

Board of Directors:

President: Rich Harwin

VP: Tom Bosmans

Secretary: Karen Mourikas

Treasurer: Melissa Winter

Board Members: David Bloom, Danny Polidi, Justin Knowles, Steve Sterk (Appointed), Nicole Leighton (Host Volunteer-At-Large), Nathan Eskue (Region), Kurt Brunner (President Emeritus), Sherry Stukes (Election Chair)

Effective Elected Board as of 1 Jan 2019 for 2 years term

Recent Events:

Continued to conduct weekly Board of Directors Meetings. Highlights Included:

- Election Chair Sherry Stukes updated the Team To Wit:
 - o Full Slate of Nominated Candidates; Megan/Chelsea published final appeal for potential candidates.
 - Remaining Election Schedule: (1) Post Candidates Sept 15th (2) Election Starts Oct 15th (3) Election Closes Nov 2nd (4) Results Announced Nov 9th (5) Terms Start Jan 1st, 2021
- Discussions/Brainstorming/Planning sessions continue to develop options for next several SoCal Workshop events due to pandemic uncertainty issues. Event considerations include:
 - Is Outdoor Venue feasible?
 - Virtual Webinar or Zoom Sessions if in-person not an option.
 - Up to 2-hour sessions possible in either extended lunch or happy hour format with single keynote presenter.
 - o Expanded All-Hands Kick-off with Networking activities/emphasis.
 - Explore ideas to enlarge virtual sphere of influence by expanding geographic affiliation subject matter criteria.

Recent Events (Con't):

The ICEAA SoCal Chapter commemorative coin horde has been relocated to its new Southern California location where it will be administered by Chapter Secretary Karen Mourikas. These special edition tokens

of esteem will be distributed to presenters and honored SoCal Chapter members when in-person events begin anew post-pandemic.



Chapter Outreach:

Continuing to reach out to MORS CAWG and Affordability Community of Practice (COP) to identify opportunities for joint events in 2020 and 2021. TBD whether events will be virtual or in-person, single vs multiple sessions, presentation vs participation-based, and/or all-day vs partial-day in nature.

ICEAA Washington Capital Area Chapter Report September 25, 2020

Board of Directors

President: Remmie Arnold Vice President: Kammy Mann Secretary: Courtney Silies Treasurer: Max Watstein Past President: Meghan Kennedy Programs Chair: Ann Hawpe Membership Chair: Tim Anderson Outreach Chair: Aileen Donohue Web Coordinator: Kevin Coonce

Recent Events

• Hosted second ICEAA AfterWork, with speaker Chris Deegan.

Future Events

- Announcement forthcoming for next ICEAA AfterWork (Oct. 15th from 4:00-5:30pm) with Rich Hartley
- Tentatively moved annual chapter workshop to Spring 2021, no announcement made yet.

Member Outreach

- Exploring options for socially distant community service project.
- Exploring options for socially distant networking opportunities.