

ICEAA Board of Director's Meeting  
1100 – 1300 | Friday, June 4, 2021

GoToMeeting Virtual Conference  
AGENDA  
as of June 1, 2021

Time	Agenda Item	Leader
11:00	Welcome, Quorum Count, and Houskeeping Annoucements  Items for individual reading not on the agenda for live discussion: <ul style="list-style-type: none"><li>• May 2021 Membership Statistics</li><li>• Chapter and region updates</li></ul>	Rick Collins
11:20	Treasurer Report <ul style="list-style-type: none"><li>• <b>Vote:</b> Approve Treasurers Report</li></ul>	Jeff Moore
11:10	Secretary Report <ul style="list-style-type: none"><li>• <b>Vote:</b> Approve March 2021 Minutes</li></ul>	Christina Snyder
11:30	Priority 1&2 - CEBoK, Software CEBoK, and Certification	Christian Smart
11:45	Priority 3 - US Government Engagement	Rick Collins
12:00	Priority 4 - International Engagement	Dale Shermon
12:10	Priority 5 - OEM Engagement Update	Bob Hunt
12:15	2021 Workshop Recap	Christina Snyder
12:45	New Business	Rick Collins
12:50	Plan Next Meeting & Adjourn	Rick Collins

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DRAFT MINUTES as of April 20, 2021

Voting Attendees

Erin Barkel, Rick Collins, John Deem, Rich Harwin, Bob Hunt, Meghan Kennedy, Paul Marston, Arlene Minkiewicz, Jeffrey Moore, Dale Shermon, Christian Smart, Christina Snyder, David Stem, Kellie Wutzke

Non-voting Attendees:

Bill Barfield, Brent Johnstone, William Lane, Sharon Burger, Megan Jones, Chelsea Torres

Welcome, quorum count, introductions:

Rick Collins

Rick calls the meeting to order, welcoming everyone, and wishing all a happy spring. Quorum is established at 11:04.

Secretary Report:

Christina Snyder

One comment received on draft minutes from January: Jeff Moore was left off the attendance list. This correction will be made for the approved minutes file that will be posted on the ICEAA website. No other comments/corrections were received on the January 2021 minutes in advance of or during the meeting.

**Vote:** Motion is raised to approve the January 2021 minutes. No further discussion is requested. Seconded and passed.

Christina was tasked with an action during the January meeting to update the At-Large Director job description. Christina does not recommend changing the bylaws to provide additional details for the job description, but to add depth to the job description on the <https://www.iceaaonline.com/about/leadership/> page. Once the eventual Policies & Procedures manual is started, enhanced job descriptions for all positions will be more appropriately listed there. The board agrees no vote is necessary for this decision, as no bylaws will be impacted. However, no objections are raised to the plan.

Christina reminds the board of bylaws article IV|E|2: *Decisions implemented as a result of [a meeting of the Executive committee] shall be binding, and the Board of Directors shall be notified as soon as practical, but not later than the next Board meeting.* On March 4, a member requested we extend the deadline for a petition nomination for the upcoming Board

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of Directors election. The Executive Committee convened via email on March 5 and agreed not to offer the extension, as the deadlines for the election cycle, unlike deadlines for items like papers or award nominations, are defined in the bylaws.

Paul asks if there was a response from the member that asked for the extension, and Christina explains that the request was made because the member noticed the President position was being elected unopposed and believed it is too important a position to be without competition. While this is a valid concern, since the deadlines are defined in the bylaws, the Executive Committee decided it should not be extended. Christina will be working to engage that member to help get more members involved in the election and other programs.

Jeff thanks Paul Marston for his hard work and commendable outreach efforts chairing the Nominating Committee this year, and that some of this term's positions are being elected unopposed is no negative reflection on Paul or the Nominating Committee.

Rick notes that while this isn't the first time we've had uncontested positions in an election, he believes that the board should question whether it is in the association's best interest to have positions on the Executive Committee go unopposed in future elections.

Observer Bill Barfield is given permission to comment, and says that recruitment for all volunteer organizations is more difficult than ever before, and while ICEAA is not alone in this predicament, it is the duty of all active volunteers to help recruit new members and new volunteers.

Treasurer Report:

Jeff Moore

Jeff presents the financial slides, which are the same as were presented in January (the short amount of time since the previous meeting and minimal change to them did not warrant a new set of financial data). We are still expecting an overall loss for 2021, but how much of a loss will depend on the eventual Online Workshop attendance. Since ICEAA has offered an earlybird registration discount, we have seen approximately 65% of our eventual total registrations come in by that date, so we will have a more accurate projection on April 16.

We still have sufficient reserves to carry us until we start seeing revenue for the 2022 Workshop. Three of our larger CDs matured in February, but we chose not to cash them out; the new interest rate is so low that any lost dividends from an early cash out (in the unlikely case we need to) would be negligible.

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Since the last meeting, Jeff and Megan have been working on ICEAA's application a COVID relief PPP funding loan, but have met an impasse: those banks contacted that will consider us for a PPP loan (some banks will not give applications to businesses that weren't already business banking customers as of January 1, 2021) have required an individual's Social Security Number, along with ICEAA's tax ID number, to complete the application. Megan has requested from each of these banks documentation outlining what the responsibilities and liabilities are for providing one's SSN, and what the SSN will be used for in the loan process. Neither the banks, nor our accountant or attorney, are aware of such documentation.

Megan is not willing to associate her Social Security Number with ICEAA's business loan. She and Jeff are continuing to look for a bank that will accept a business loan application without an individual's Social Security Number, but thus far, the banks that will accept applications from us will not accept an application without one. Our attorney suggested that Megan ask one of the Board members to provide their Social Security Number for the application; Megan says she will not ask anyone to do something she wouldn't be comfortable doing herself.

Rick asks if this is a different situation as the funds we received in 2020, Megan explains the \$10,000 we received from the Fairfax County program was a grant, and the other \$15,000 received from the CARES act was processed via ICEAA's PEO (the company that handles our payroll and benefits). The PPP program requires a business to get a loan from a commercial bank, then once received, ICEAA would need to show the Small Business Administration that we spent the loan funds on certain expenses during a given time, and if approved, the SBA would forgive ICEAA's loan to the bank. Unlike the previous two programs ICEAA participated in, this money would come from an actual loan with a bank that in the event the SBA did not approve our forgiveness application, ICEAA would be responsible for paying back.

Rick says were he going to serve a second term as ICEAA President, he would give his Social Security Number, but instead suggests that by virtue of not having an opponent in the election, is the presumptive 2021-2023 ICEAA President, that Bob Hunt should provide his. Bob says he will consider it.

The deadline for loan applications is coming soon. ICEAA is likely to qualify for a loan between \$40,000-\$45,000. Jeff and Megan will continue to pursue the loan.

**Vote:** with no further discussion requested, a motion is raised to approve treasurer's report.  
Seconded and passed.

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Priority 1&2 – CEBoK, Software CEBoK, and Certification

Christian Smart

Christian commends Kellie on her efforts to update and improve CEBoK. The online exam continues to be a success, and our pass rate remains at our target 70%. Kevin Cincotta is working to increase our bank of questions and is analyzing the existing questions for accuracy and quality. Carol Dekkers continues apace developing the Software CEBoK, but no completion date has been set.

The 2021 Online Workshop Committee agreed to separate the CEBoK-based training sessions from the rest of the workshop for this year, unlike previous years where the training and member-submitted presentations are scheduled concurrently. A small planning group is working to determine the format, duration, and makeup of the Training Summit, and has decided to schedule it for September 2021. There will be two tracks: CEBoK training for PCEA/CCEA preparation, and a separate track for SCEBoK.

The Advanced Training sessions that are usually given at the Workshop will be recorded and made available as paid QED Webinars that can be purchased as part of the Professional Development Package membership/training bundle.

Rick commends Kevin for his article in the latest *ICEAA World* magazine, and thanks Sharon Burger for her continued efforts with the online exam. Christian suggests the Board look at the new practice exam web app that thanks to Kellie is now available for download on the CEBoK2.0Beta page.

Rick echoes Christian's statement that work continues on SCEBoK, and though we are behind our original schedule, effort continues. The project has turned out to be more complicated than expected, and Rick thanks Carol Dekkers for her hard work, thanks Kevin Cincotta for his efforts in reviewing, and the official ICEAA SCEBoK Review Group (ISRG). Rick asks Arlene, a member of the ISRG, for her opinion on SCEBoK; Arlene says the SCEBoK material she has seen has been very good and that Carol Dekkers has been very thorough. Rick also thanks Harold van Heeringen and Eric Van Der Vliet from Nesma for their effort, along with Sanath Rajagopal, all contributing an international perspective to the project.

Priority 3 – US Government Engagement

Rick Collins

Rick has been securing participants for two panels of senior government leaders for the general sessions at the Online Workshop, the first featuring three female executives

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discussing how cost analysts can deliver more value; the second will comprise of all male executives, half from the US Government, half from OEMs, who will discuss challenges to the cost community related to accelerated acquisition initiatives. Rick will serve as moderator for both panels at the request of all individuals invited to participate.

Christina thanks Rick for his efforts in securing panelists for the Workshop.

#### Priority 4 – International Engagement

Dale Shermon

Dale and his team have been considering potential exam questions that will apply to the eventual international sections of CEBoK: Germany, UK, France, Canada, Australia. Rick thanks Dale and Kellie for their efforts to date.

Dale hopes that the initial international sections will inspire more countries and their governments to step forward and help develop a new section for their country, and with a template set, the effort should get easier the more sections get developed.

#### Priority 5 – OEM Outreach progress report

Bob Hunt

The OEM COG's first webinar was February 18 with over 100 registrants and 80 attendees individuals. The second is planned for April 22 with discussions and perspectives on affordability.

Bob thanks Karen Mourkias and Megan for their efforts towards priority 5, and the rest of the OEM committee for their participation in the group's weekly meetings. Rick congratulates Bob for the success of the OEM COG to date, and for a strong first webinar.

Bob believes the success of the OEM committee simply stems from having reached out to a segment of the membership that had felt overlooked, so what other groups could we reach out to and reengage? Christina notes this is something we need to continue to investigate into the future.

#### Roles and Responsibilities for Region Directors

John Deem

Summarizes his slides, indicating he's not determined to make an amendment to the bylaws, offers to focus on the intent of the proposed changes, which is to help and engage the Region

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Directors, and that can be done with or without a bylaws change. The Region Directors he spoke to had mixed opinions on the urgency of a change, but most agree the Region Directors could use more assistance. A suggestion was raised to hold a discussion call with all of the Region Directors and the Executive Vice President to discuss the challenges being faced by the Region Directors.

**Action:** Bob agrees to initiate a discussion call with the Region Directors to discuss the challenges they are facing.

The board agrees to vote on the proposed bylaw edits separately.

**Vote:** Motion is raised to amend ICEAA bylaws article III, section H as follows. Seconded and passed.

**Region Director Role (Proposed change to the ICEAA Bylaws 1 of 2)**

- The Regional Directors shall have the responsibility for the regional affairs of ICEAA and shall provide necessary liaison between the Chapters and members of the Region and the Board of Directors. *Regional Directors shall foster networking and professional development within their regions.*

**Vote:** Motion is raised to amend ICEAA bylaws article III, section H as follows. Seconded and passed, with one nay.

**Region Director Role (Proposed change to the ICEAA Bylaws 2 of 2)**

- *The Regional Directors may at their discretion appoint region representatives who are active members within their region to support them in the performance of their responsibilities during the course of their term in office.*

2021 Online Workshop Update

Megan Jones & Christina Snyder

Christina presents slides, thanking the 2021 Workshop Committee for all of their input and effort. Megan announces a new sponsor we secured just a day before, and will be happy to welcome any companies as sponsors who are not already supporting the Workshop.

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Due to the reduced number of qualifying papers received for 2021, the usual process of choosing a best-in-category and then best overall paper will be modified, and the judges will be choosing the best three papers from all papers received.

There has been limited response to the University Outreach program. While some college contacts have replied to our messages enthusiastically, no students have registered to date. Once we have at least a few students signed up for the Workshop, we will promote their presence to the sponsors as a new and additional benefit, so if anyone has a contact at a college or university that may be interested in sending students, please contact Megan or Christina.

Jeff suggests reaching out to additional groups, such as MORS, with discounted pricing. Megan will be happy to extend discounts to relevant groups but will need assistance making the initial contact. Anyone with a contact or relationship with a compatible group is encouraged to reach out to Megan to offer incentives and can provide any marketing collateral necessary. Karen and John D. agree to reach out to their contacts at MORS.

Rick suggests any interested ICEAA member company create scholarships of sorts to fund attendance for college students. Jeff agrees this is a good idea; Christina invites all board members to attend one of the Workshop Committee's meetings on Wednesdays to share their ideas. Megan looks forward to receiving information on everyone's contacts and outreach ideas.

More kudos all around to the Workshop Committee for all of their hard work and creative thinking. The board is excited and encouraged by our progress.

#### Southern California Chapter Training Program

Rich Harwin & Karen Mourikas

The SoCal Chapter is preparing to develop training modules that are outside the usual CEBoK content, and wants to ensure the ICEAA board is supportive of their efforts. Rick says the chapter's plan looks well thought out, and will contact Karen with his questions.

#### New Business, Plan Next Meeting & Adjourn

Rick Collins

Bill Barfield asks about the status of the revamped ICEAA Journal, Megan answers that plans have been made and ideas brought forth, but progress to date has been delayed by



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focusing on other programs. Megan agrees to connect Bill with Erin Barkel, who is the lead for the Journal project, to offer his assistance.

No additional new business is raised. The participants agree to hold our next meeting on Friday, June 4, 2021 at 11am Eastern. The meeting adjourns at 1:00.



## Financial Summary

- BLUF – Solid Cash Position
  - Total Liquidity same level as Dec 2018
- 2021 EAC, May 2021:
  - \$90K higher than predicted budget
  - \$40K higher than predicted budget of 500 workshop attendees
- CEBoK and Membership sales are higher
- COVID 2021 Grant - \$46K
- Workshop deposits (~\$32K) not required in 2022/2023

**Strong Financial Position**

# Treasurers Report

## 2021 Budget Estimate

Activity	2021 Est @ 100 attendees (Jan 2021)	2021 Est. at 350 attendees (Jan 2021)	2021 Est at 500 attendees (Jan 2021)	2021 Est at 750 attendees (Jan 2021)	2021 EAC as of May
2019 ICEAA Workshop	\$ -	\$ -	\$ -	\$ -	\$ -
2020 ICEAA Workshop	\$ -	\$ -	\$ -	\$ -	\$ -
2021 Workshop	\$ 32,125	\$ 112,613	\$ 160,185	\$ 241,313	\$ 155,556
2022 Workshop	\$ (32,500)	\$ (32,500)	\$ (32,500)	\$ (32,500)	\$ (32,500)
Nesma Workshop	\$ -	\$ -	\$ -	\$ -	\$ -
UK Workshop	\$ -	\$ -	\$ -	\$ -	\$ -
Canada Workshop	\$ -	\$ -	\$ -	\$ -	\$ -
QED (paid) Webinars	\$ 2,914	\$ 2,914	\$ 2,914	\$ 2,914	\$ 2,914
Finishing School	\$ -	\$ -	\$ -	\$ -	\$ -
Certification Program	\$ 30,730	\$ 30,730	\$ 30,730	\$ 30,730	\$ 30,730
Online Exam (Mettl)	\$ -	\$ -	\$ -	\$ -	\$ -
CEBoK Sales & Training	\$ 12,333	\$ 12,333	\$ 12,333	\$ 12,333	\$ 24,640
SCEBoK Contract	\$ (45,375)	\$ (45,375)	\$ (45,375)	\$ (45,375)	\$ (45,375)
ICEAA World & Journal	\$ (10,473)	\$ (10,473)	\$ (10,473)	\$ (10,473)	\$ (10,473)
Advertising	\$ 2,684	\$ 2,684	\$ 2,684	\$ 2,684	\$ 2,684
Membership: Mgt & Support	\$ 79,842	\$ 79,842	\$ 79,842	\$ 79,842	\$ 90,000
Chap Support & Outreach	\$ (2,000)	\$ (2,000)	\$ (2,000)	\$ (2,000)	\$ (2,000)
Interest & Other Income	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500
Staffing & Contractors	\$ (261,057)	\$ (261,057)	\$ (261,057)	\$ (261,057)	\$ (261,057)
Office Operations + IT	\$ (52,294)	\$ (52,294)	\$ (52,294)	\$ (52,294)	\$ (52,294)
Other (COVID Grant)	\$ 45,880	\$ 45,880	\$ 45,880	\$ 45,880	\$ 45,880
<b>TOTALS</b>	\$ (190,692)	\$ (110,204)	\$ (62,632)	\$ 18,496	\$ (44,796)

# Treasurers Report

## Reserves

Investments	Balance (Dec 2018)	Balance (Mar 2019)	Balance (Sep 2019)	Balance (Jan 20)	Balance (May 2020)	Balance (Aug 2020)	Balance (Jan 2021)	Balance (May 2021)	Mature	APY Rate
PFCU 450702 3564	\$ 21,357	\$ 21,468	\$21,712	\$ 21,839	\$ 22,009	\$ -	\$ -	\$ -		
PFCU 471707 5560	\$ 36,782	\$ 36,964	\$37,475	\$ 37,730	\$ 38,073	\$ -	\$ -	\$ -		
PFCU 433970 3565	\$ 32,279	\$ 32,504	\$32,967	\$ 33,199	\$ 33,468	\$ 33,652	\$ 33,883	\$ 34,067	Jun-21	1.65%
PFCU 704794 6566	\$ 43,844	\$ 44,007	\$44,399	\$ 44,652	\$ 44,992	\$ 45,336	\$ 45,770	\$ 46,114	Jul-21	2.30%
PFCU 766499 8569	\$ 50,727	\$ 50,984	\$51,589	\$ 51,894	\$ 52,283	\$ 52,484	\$ 52,737	\$ 52,893	Mar-22	0.45%
PFCU 471707 6568	\$ 36,548	\$ 36,772	\$37,232	\$ 37,448	\$ 37,660	\$ 37,872	\$ 38,141	\$ 38,253	May-22	0.45%
PFCU 471707 7566	\$ 37,048	\$ 37,247	\$37,741	\$ 37,959	\$ 38,174	\$ 38,390	\$ 38,662	\$ 38,776	May-22	0.45%
PFCU 456601 8562	\$ 82,997	\$ 83,403	\$84,576	\$ 85,162	\$ 85,952	\$ 86,749	\$ 87,760	\$ 88,042	Feb-23	0.55%
Money Market & Cash	\$ 514	\$ 514	\$514	\$ 514	\$ 514	\$ 514	\$ 514	\$ 515	n/a	
Subtotal	\$ 283,957	\$ 285,431	\$ 289,018	\$ 290,828	\$ 293,044	\$ 294,997	\$ 297,467	\$ 298,660		

	Balance (Dec 2018)	Balance (Mar 2019)	Balance (Sep 2019)	Balance (Jan 2020)	Balance (May 2020)	Balance (Aug 2020)	Balance (Jan 2021)	Balance (May 2021)
Eagle Checking	\$ 281,711	\$ 412,185	\$ 305,743	\$ 204,281	\$ 162,250	\$ 175,746	\$ 126,047	\$ 257,492

	Balance (Dec 2018)	Balance (Mar 2019)	Balance (Sep 2019)	Balance (Jan 20)	Balance (May 2020)	Balance (Aug 2020)	Balance (Jan 2021)	Balance (May 2021)
Total Liquidity	\$ 565,668	\$ 697,616	\$ 594,761	\$ 495,109	\$ 455,294	\$ 470,743	\$ 423,514	\$ 556,151

# ICEAA BoD Report VP for Professional Development

Christian Smart  
4 June 2021

# Agenda

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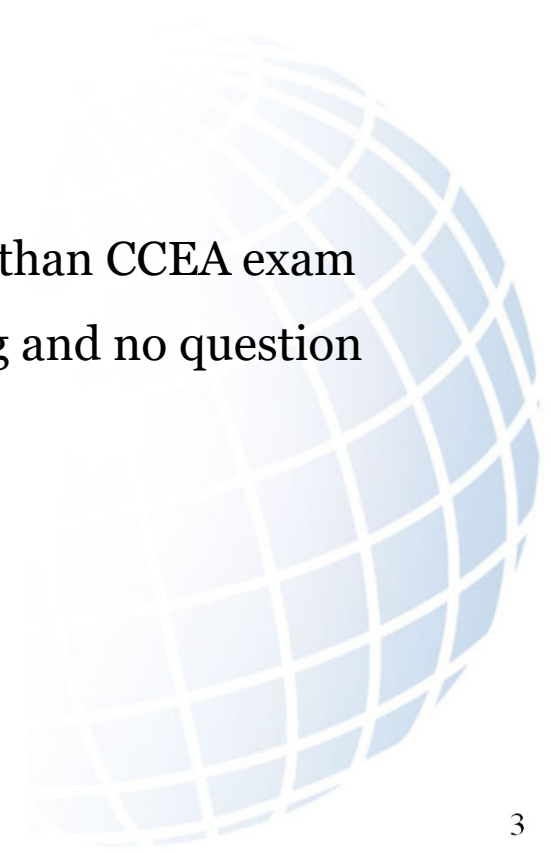
- Priority 1 – Improve CEBok and certification
- Priority 2 – Develop SCEBoK
- Certification Statistics



# Priority 1 Update

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- Online Certification Exams
  - We have added questions that make the exam more challenging
  - Pass rates are down
    - 55% for PCEA
    - 46% for CCEA
  - Recent UK cohort performed much better on PCEA than CCEA exam
  - There is no question that everyone has gotten wrong and no question everyone has gotten right
  - Online calculator is not popular



## Priority 1 Update

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- Completed:
  - Implemented an enterprise pricing plan for CEBok
- In Progress:
  - Received draft sections for nation-specific CEBok content and draft exam questions – will discuss with Dale Shermon on July 8<sup>th</sup>
  - Training summit in the works for September
    - Will offer two concurrent tracks – CEBok and SCEBok
    - Plan is to pre-record sessions ahead of time
    - Looking for trainers
    - Looking for volunteers for standalone advanced topics webinars as part of the QED series
  - Still soliciting new exam questions, goal is to have a bigger test bank

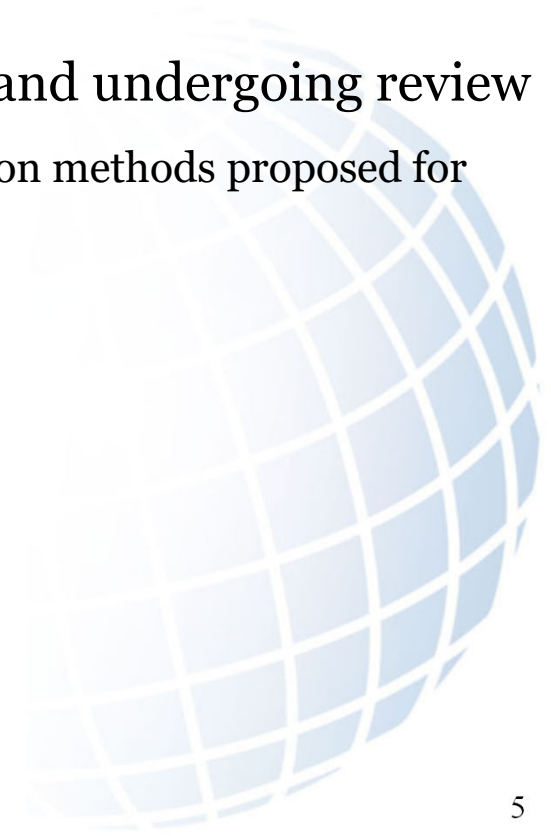


# Priority 2 Update

## Priority 1 & 2: CEBoK, SCEBoK, and Certification

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- Development of SCEBoK is 80% complete
  - Overview, Introduction, Paradigms, the 5-Step Process, Size, and Productivity Modules are complete
  - Estimating Methods, Sustainment are drafted and undergoing review
    - Working to resolve issues with proposed expert opinion methods proposed for inclusion by NESMA
  - COTS/ERP module is in work



## Overall Summary Statistics

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- Overall certifications as of June 3, 2021:
  - CCEA® 782 (including 13 CCEA®-P - ↑13 since Jan 2021)
  - PCEA® 155 (including 48 CCEA Eligible - ↑7 since Jan 2021)
  - CPP 10 ↓1
- Re-certifications:
  - 38 certifications have been renewed to date in 2021
  - (81 total in 2020, 86 in 2019, 97 in 2018, 80 in 2017)
- Other Countries with Certified Individuals:
  - UK - 62
  - Canada – 61
  - Australia – 6
  - Brussels – 3
  - Puerto Rico – 2
  - Saudi Arabia & Egypt – 2

## Certification Program since last time...

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- Operational Status
  - 123 total exams have been administered in 2021 to date (June 3)
    - 93 in 2020
    - 157 in 2019
    - 136 in 2018
    - 133 in 2017
  - Of the 123:
    - 88 Industry
    - 29 Government (25 MOD, 2 NCIA, 1 DHS, 1 DOE)
    - 6 AFIT
  - 23 exams are scheduled
  - Pop Quiz – What is the NCIA?



# International CEBok

## Progress Report June 2021 BoD meeting

Dale Shermon – UK & Europe regional Director

*“Putting the ‘I’ into ICEAA”*

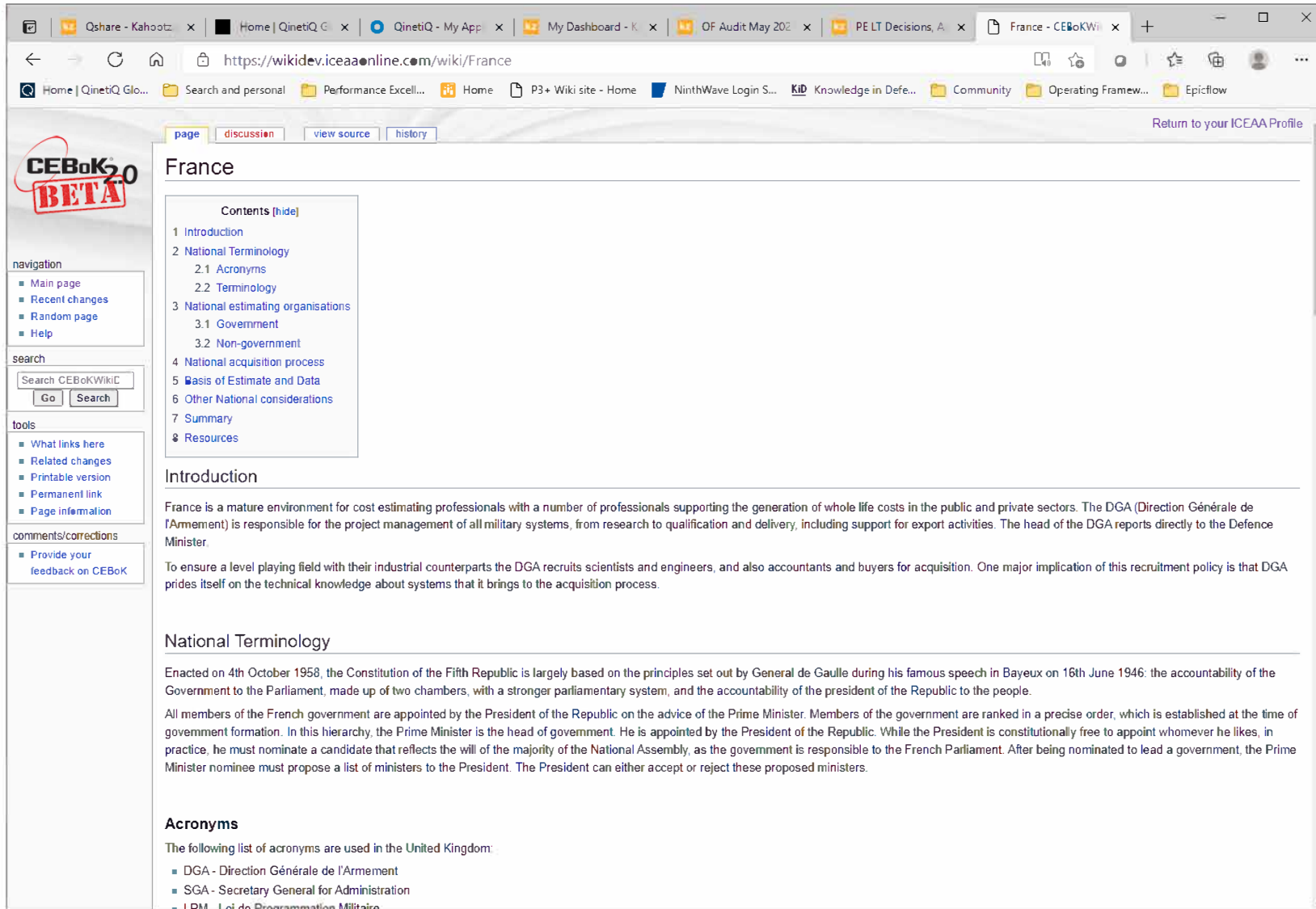
*“Putting the globe into the C of ICEAA”*

Priority 4:  
International Outreach

## Tasks; Planned, Completed, In progress

	Status	Comments
<u>ICEAA CEBok re-structure proposal</u>		
Journal article	Completed	
Proposal drafted	Complete	
Approval	Completed	
Adoption of new structure	Completed	
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	Completed	
Adopt new national section for ICEAA CEBok	Completed	United Kingdom, France, Germany and Australia national section in the CEBok V2.0

# Priority 4: International Outreach



The screenshot shows a web browser window with multiple tabs. The active tab is titled "France - CEBoKWiki" and displays the URL "https://wikidev.iceaaonline.com/wiki/France". The browser's address bar and tabs are visible at the top. Below the browser window, the CEBoK Wiki page for "France" is shown. The page has a sidebar on the left with navigation links (Main page, Recent changes, Random page, Help), a search box, and tools (What links here, Related changes, Printable version, Permanent link, Page information). The main content area has tabs for "page", "discussion", "view source", and "history". The "page" tab is active, showing the "France" article. The article has a "Contents" table of contents with links to Introduction, National Terminology, National estimating organisations, National acquisition process, Basis of Estimate and Data, Other National considerations, Summary, and Resources. The "Introduction" section is expanded, showing text about the DGA (Direction Générale de l'Armement) and its role in cost estimating. The "National Terminology" section is also expanded, showing text about the French government and its structure. The "Acronyms" section is expanded, showing a list of acronyms used in the United Kingdom: DGA - Direction Générale de l'Armement, SGA - Secretary General for Administration, and LPM - Loi de Programmation Militaire.

Qshare - Kahootz x Home | QinetiQ G x QinetiQ - My App x My Dashboard - K x OF Audit May 202 x PELT Decisions, A x France - CEBoKWiki x

Home | QinetiQ Glo... Search and personal Performance Excell... Home P3+ Wiki site - Home NinthWave Login S... Knowledge in Defe... Community Operating Framew... Epicflow

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## France

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- 2 National Terminology
  - 2.1 Acronyms
  - 2.2 Terminology
- 3 National estimating organisations
  - 3.1 Government
  - 3.2 Non-government
- 4 National acquisition process
- 5 Basis of Estimate and Data
- 6 Other National considerations
- 7 Summary
- 8 Resources

### Introduction

France is a mature environment for cost estimating professionals with a number of professionals supporting the generation of whole life costs in the public and private sectors. The DGA (Direction Générale de l'Armement) is responsible for the project management of all military systems, from research to qualification and delivery, including support for export activities. The head of the DGA reports directly to the Defence Minister.

To ensure a level playing field with their industrial counterparts the DGA recruits scientists and engineers, and also accountants and buyers for acquisition. One major implication of this recruitment policy is that DGA prides itself on the technical knowledge about systems that it brings to the acquisition process.

### National Terminology

Enacted on 4th October 1958, the Constitution of the Fifth Republic is largely based on the principles set out by General de Gaulle during his famous speech in Bayeux on 16th June 1946: the accountability of the Government to the Parliament, made up of two chambers, with a stronger parliamentary system, and the accountability of the president of the Republic to the people.

All members of the French government are appointed by the President of the Republic on the advice of the Prime Minister. Members of the government are ranked in a precise order, which is established at the time of government formation. In this hierarchy, the Prime Minister is the head of government. He is appointed by the President of the Republic. While the President is constitutionally free to appoint whomever he likes, in practice, he must nominate a candidate that reflects the will of the majority of the National Assembly, as the government is responsible to the French Parliament. After being nominated to lead a government, the Prime Minister nominee must propose a list of ministers to the President. The President can either accept or reject these proposed ministers.

### Acronyms

The following list of acronyms are used in the United Kingdom:

- DGA - Direction Générale de l'Armement
- SGA - Secretary General for Administration
- LPM - Loi de Programmation Militaire

## Priority 4: International Outreach

### Tasks; Planned, Completed, In progress

	Status	Comments
<u>ICEAA International Exam Questions</u>		
United Kingdom, France, Germany and Australia draft exam questions	Completed	
Draft exam question sent to ICEAA	Completed	Sent to Megan and Christian Smart
Draft exam question reviewed and approved by ICEAA	Planned	
Exam questions added to question bank	Planned	
Testing of the new international exam	??	
Promotion of international exam	Planned	Megan support

## Challenges and help needed

- Testing the international questions online
- Promotion of the international exam



# IOEAA 2021

## Online Workshop Update

Christina Snyder



# Thanks to our sponsors:

## Gold Sponsors



## Silver Sponsors



## Exhibitors



# Thanks to the 2021 Workshop Planning Committee

## Workshop Co-Chairs

Jennifer Scheel

Christina Snyder

## Presentation Program Co-Chairs:

Nick DeTore  
Karen Mourikas

## Best Paper Co-Chairs:

Catherine Dodsworth  
Mike Thompson

## Training Summit Chair:

Kellie Wutzke

## Association Awards Chair:

Erin Barkel



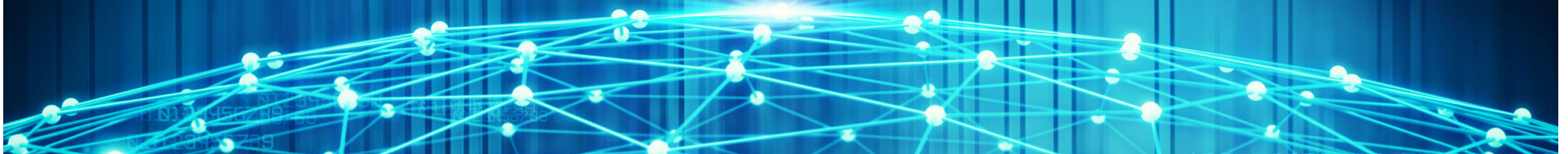
# Expenses & Revenue

Card Charge Fees (approx)	\$ (5,893)	
Swag Bags	\$ (2,856)	
Whova	\$ (6,067)	
Zoom	\$ (703)	
Sponsor Thanks	\$ (350)	
Total Expenses		\$ (15,869)
Registration	\$ 142,425	
Sponsorship (\$25K collected in 2020)	\$ 54,000	
Gross Revenue		\$ 196,425
Net Revenue		\$ 180,556



# Historical Averages

Year	Attendees	Net Revenue	Revenue per Attendee
2013	308	\$ 69,409	\$ 225
2014	386	\$ 126,816	\$ 329
2015	425	\$ 145,061	\$ 341
2016	375	\$ 132,602	\$ 354
2017	406	\$ 168,742	\$ 416
2018	447	\$ 182,650	\$ 409
2019	483	\$ 152,963	\$ 317
2021	570	\$ 180,556	\$ 317



# Survey Feedback

“Nothing compares to live but this was still awesome”

## Cons

“Exhibiting was a bit of a challenge and much was done on the fly as we got used to the tool”

“Hosted on the Zoom platform which isn't allowed on most, if not all, DOD computers, hopefully it will be in person again, but if there is more Whova, I would not bother”

“Technology issues” (lots of comments on this one)

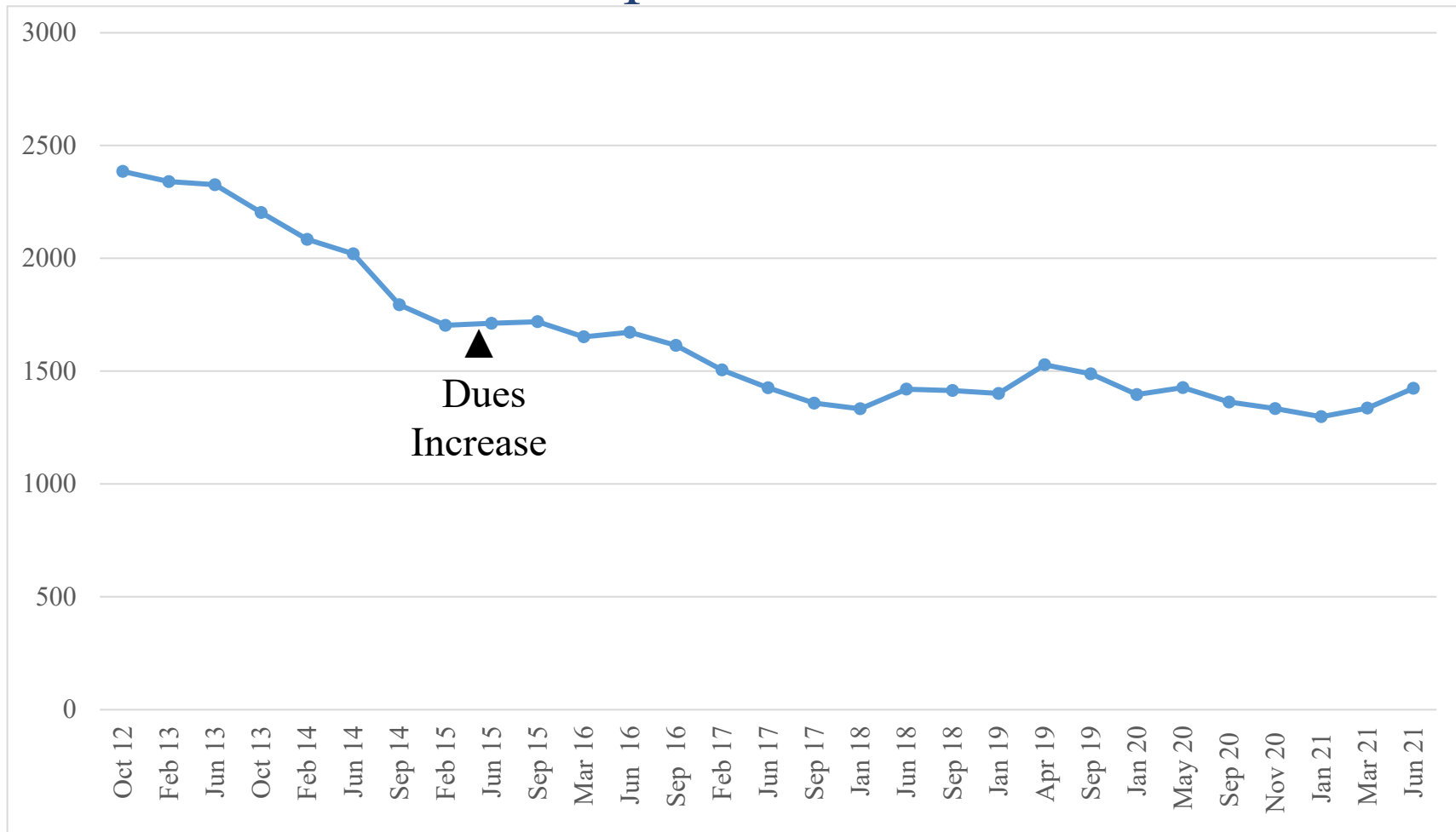
## Pros

“I liked the online tool for the presentations - seemed to work well for the most part. Being able to see the presenter and the presentation was a good feature. I liked the Q&A section. I really liked the community chat room builds on subjects and reading that on breaks.”

“Overall, this was an extremely well run virtual workshop. Especially considering it had not been done by ICEAA before. I've attended 3 or 4 virtual conferences over the past year and this was one of if not the best. Cheers to the organizers!”

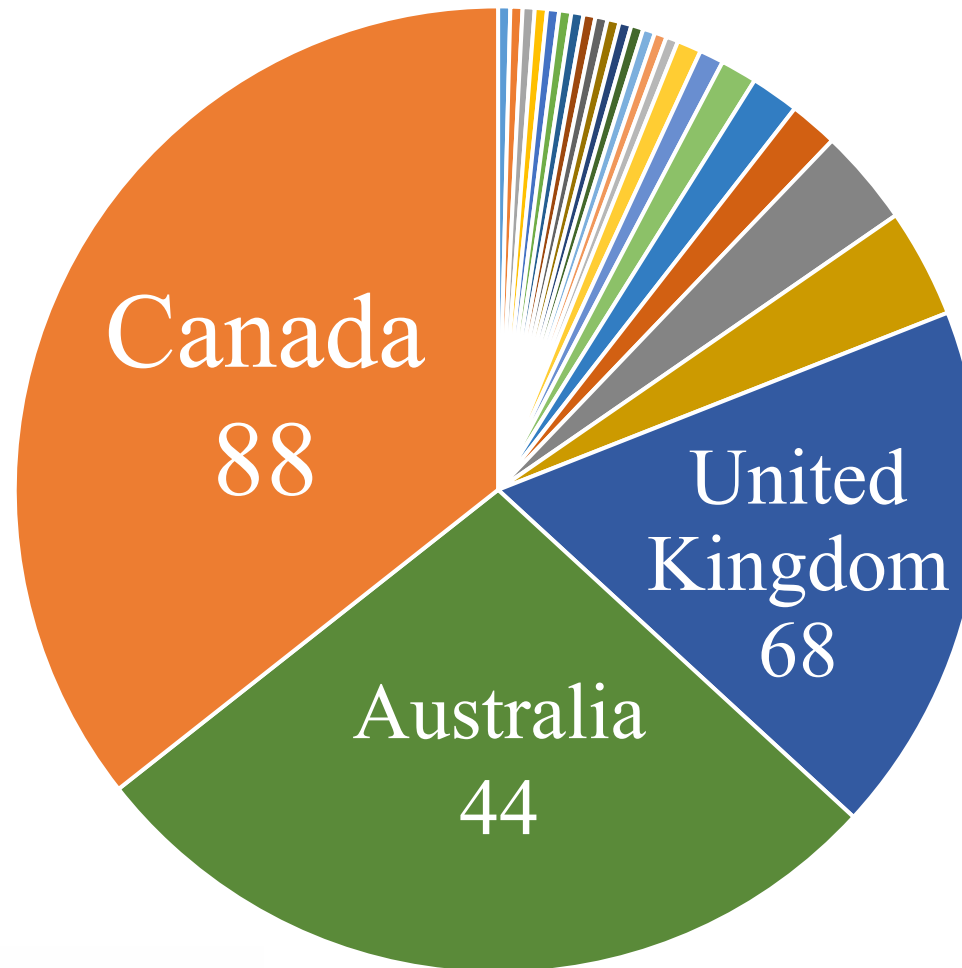


# State of the Association: Membership Trends 2012-2021



# State of the Association: International Membership

88	Canada
68	UK
44	Australia
9	Germany
8	Netherlands
4	Japan
4	Turkey
3	Mexico
2	China
2	France
1	Belgium
1	Columbia
1	India



1	Iran
1	Italy
1	Korea
1	Luxembourg
1	Malaysia
1	Norway
1	Oman
1	Philippines
1	Puerto Rico
1	Spain
1	Sri Lanka
1	Trinidad & Tobago



# Government Employees (*estimated*)

	Jan 2018	May 2018	Sep 2018	Jan 2019	Apr 2019	Sep 2019	Jan 2020	May 2020	Sep 2020	Nov 2020	Jan 2021	Mar 2021	Jun 2021
DoD et al	16	23	26	16	13	10	22	16	17	15	16	22	18
Air Force	95	97	103	98	103	102	91	104	89	80	76	78	89
Navy	31	30	32	28	25	31	33	30	27	21	19	20	22
Army	14	12	10	10	10	11	12	15	11	13	11	10	10
Marines	5	4	2	2	1	0	1	1	2	2	3	2	2
Coast Guard	1	2	1	2	3	2	2	2	1	1	1	1	2
NASA	20	21	20	20	21	20	22	21	19	18	18	20	22
MDA	15	14	16	19	12	8	8	7	7	6	5	6	9
State/Local	1	3	1	1	3	3	2	2	2	1	1	1	1
DHS	-	-	-	-	9	14	11	13	12	13	13	19	21
Misc Civil	36	29	25	23	21	20	13	13	14	13	14	14	11

Total  
US Government  
Employees (est.) 207

Total Membership  
as of 1/18 1424

Percentage of  
Membership: 14.5%

Jan18 25% May20 16%

May18 23% Sep20 15%

Sep18 25% Nov20 14.5%

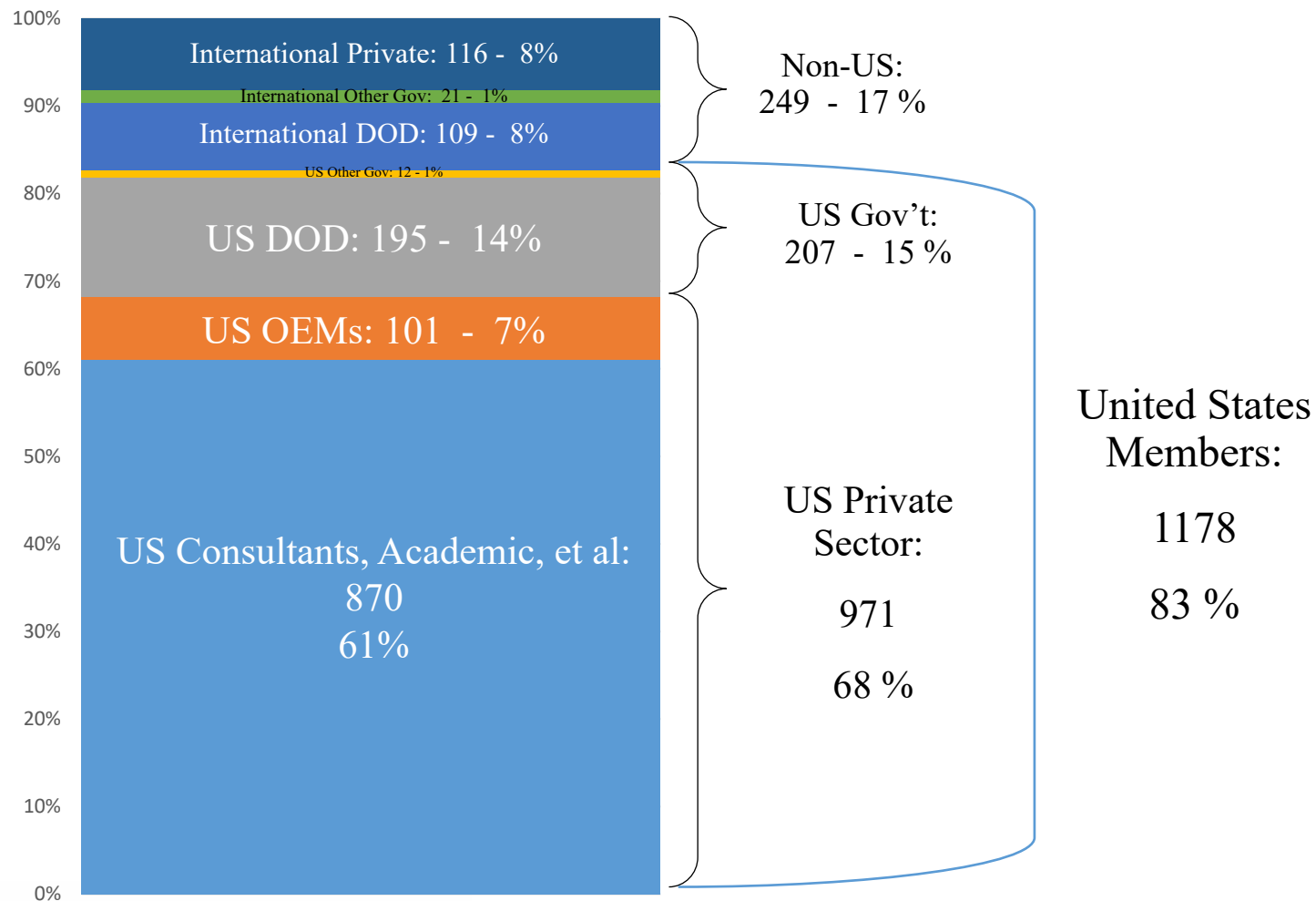
Feb19 24% Jan21 13.6%

Apr19 15% Mar21 14.4%

Sep19 15% Jun20 14.5%

Jan20 16%

# Membership Composition



# Professional Development Package

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Professional Development Package Memberships  
sold as of May 25: **119** (*March 10 – 101*)

US Consultants, Academic, et al:	36
US OEMs:	4
US DOD:	11
US Civil/Other Gov:	0
International DOD:	54 (52 Canada, 2 Australia)
International Civil/Other Gov:	6
International Private Sector:	8

# ICEAA SCAF Report

4 June 2021

## Board of Directors:

Chairman: Sanathanan Rajagopal

Vice Chairman: Antony Martin

Treasurer: Cheryl Latimer

Secretary: David Baggley

Other Board members:

Martin Finch – Newsletter

Dave Hedley – Deputy Treasurer

George Lyon -Deputy Secretary

John Philips

Paul Wood – Programme

Linda Newes

Andrew Nolan

Board elected: Sept 2020

## Upcoming Events:

No	Date	Venue		Event	Theme
	2020/21				
2	2 <sup>nd</sup> Feb	QEII	C		Cancelled and moved to July
3	1 <sup>st</sup> April	Virtual	C	SCAF Challenge	WLC of a Human Being
4	8 <sup>th</sup> June	Virtual	C	Workshop	Black Swans
5	15 <sup>th</sup> July	Virtual	C	Workshop	Can you trust the numbers?
6	21st September	BAWA		AGM & Conference	TBD
7	17 <sup>th</sup> /23 <sup>rd</sup> November	BAWA		Workshop	TBD

Event 2 cancelled due to Coronavirus and the need to social distance.

# ICEAA SCAF Report

4 June 2021

## Recent Events:

We have recently held our SCAF Challenge albeit virtually which was a great success. We had teams of young budding Cost Modellers compete from 7 different Engineering companies within the UK. The task this year was '*estimate the Whole Life 'Cost' (WLC) of a human.*

## Member Outreach:

We continue to update the SCAF LinkedIn site. We have a new SCAF website [www.scaf.org.uk](http://www.scaf.org.uk) which is well worth a visit. It gives details on our up and coming events and further information about SCAF in general.

For membership to SCAF it is now possible to pay on line with a credit card.

## Member Recognition:

The SCAF Award event will be cancelled this year due to Coronavirus and social distancing.

## Other:

We are hoping, COVID restrictions being lifted, that we will be able to have our first meeting to be held in a Venue in September this year.