

ICEAA Board of Director's Meeting  
1100 – 1300 | Friday, September 17, 2021

GoToMeeting Virtual Conference  
AGENDA  
as of September 13, 2021

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1. 11:05 – Secretary's Report Arlene Minkiewicz
  - a. **Vote:** approve June 2021 minutes
2. 11:10 – Treasurer's Report Madeline Teller
  - a. **Vote:** approve Treasurer's Report
  - b. **Vote:** approve \$600 expense for independent financial audit
  - c. Develop a policy to handle multiple signatures/approval of checks and/or electronic transfers over \$??? dollars
3. 11:30 – Appointed Positions for 2021-2023 Board Bob Hunt
  - a. **Vote:** Approve Kevin Cincotta as Certification Principal
  - b. **Vote:** Approve Kellie Wutzke as Body of Knowledge Principal
4. 11:35 – Approval of BOD meeting schedule for the next year Bob Hunt
  - a. Poll board members on interest/comfort/ability to attend an in-person meeting for Fall 2021
  - b. Determine date for next BOD meeting. If the meeting is decided to be in-person, and kept to 4 hours or less, can it be scheduled on a Friday?
  - c. Virtual BOD meeting Friday 11 February 2022
  - d. In-person meeting at the 2022 workshop (1<sup>st</sup> or last day). [We have demonstrated that we can have a meaningful virtual BoD meeting in a couple of hours; let's try to keep the in-person meeting to less than 4 hours.]
5. 11:50 - Discussion of development of a 5-year strategic plan and forecast Bob Hunt
6. 12:00 – Workshops

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  - a. Update on 2021 Online Workshop – Jennifer Scheel

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- b. Update on 2021 Training Summit – Megan Jones
- c. Status of 2022 Workshop – Megan Jones
- d. Discuss offering a virtual attendance option for the 2022 Workshop
- e. Discuss Government Day at 2022 Workshop
- f. Begin discussion of International Workshop in 2024

7. 12:30 – President's Key Initiatives

Bob Hunt

- a. Body of Knowledge Updates
- b. Proposed CEBoK Module on Machine Learning – Dave Brown
- c. SoCal Chapter developing Design to Cost course – Karen Mourikas
- d. CEBoK – Set up a committee to develop a sales/marketing plan for CEBoK
- e. SCEBoK – is this the best name, copyright, finalize, update, and other next steps
- f. Government Engagement
- g. OEM Engagement
- h. Keep International in ICEAA
- i. Make ICEAA more valuable to its members

ICEAA Board of Directors Meeting

June 4, 2021 | Virtual Meeting

DRAFT MINUTES as of July 21, 2021

Voting Attendees

Erin Barkel, Rick Collins, John Deem, Rich Harwin, Bob Hunt, Meghan Kennedy, Cole Kupec, Paul Marston, Arlene Minkiewicz, Jeffrey Moore, Dale Shermon (via Minkiewicz proxy), Christian Smart, Christina Snyder, Kellie Wutzke

Non-voting Attendees:

Joe Bauer, Dave Brown, Kevin Cincotta, Brent Johnstone, Jennifer Kirchhoffer, William Lane, Cheryl Latimer, Alan Mayer, Cari Pullen, Madeline Teller, Barb Wilson, Sharon Burger, Megan Jones, Chelsea Torres

Welcome, quorum count, introductions:

Rick Collins

Rick calls the meeting to order, welcoming the incoming 2021-2023 board, and giving his thanks to those members of the 2019-2021 board whose service will be complete once the new board takes office on July 1. Rick offers the advice to strive to leave your mark over your two year term; there is lots of work to be accomplished. He reminds us all to be realistic in making commitments and deliver on those for current and future members.

Treasurer Report:

Jeff Moore

Jeff presents the financial slides, which present a far more positive outlook than expected earlier in the year. Our overall cash situation is solid, and we have recouped liquidity levels to where we were in December of 2018. Our EAC for 2021 is still to see a negative budget year, but a negative that is \$65,000 more positive than anticipated in January.

Some of this positive budget comes from a COVID relief Paycheck Protection Program (PPP) loan of \$46,000. The loan was granted by our bank, and if certain requirements are met and forms completed, will be forgiven by the US Small Business Administration. At the time of the meeting, the loan funds had been received, but the forgiveness process had not yet begun. In the unlikely event ICEAA does not meet the requirements for loan forgiveness, the some or all of the \$46,000 loan will need to be repaid to the bank. Until the forgiveness process is complete and the loan is forgiven, it is not a definite asset.

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Other sources of good financial news are higher membership and CEBoK sales vs. 2020, but most especially from the 2021 Online Workshop having exceeded expectations financially. Online Workshop finances will be discussed in depth later in the meeting.

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

Secretary Report: Christina Snyder

No comments/corrections were received on the March 2021 minutes in advance of or during the meeting.

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

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

Christian presents his slides. Recently added questions to the CCEA exam that were intended to make the exam more challenging have indeed done so and as a result, pass rates are down. However, there is no single question that every candidate got wrong, and not one that everyone has gotten right. Kevin continues to solicit additional questions from the membership to increase the number of available options in the question bank and make each test instance more unique. Negative feedback is mainly about the online calculator.

Dale Shermom and Cheryl Latimer have delivered drafts of nation-specific CEBoK modules, along with draft exam questions, to move toward customizing the exam to a candidate's country of origin, making the exam more applicable to their local experience and methods. Dale and Christian have a discussion planned in July to determine next steps.

Planning is underway for the 2021 Training Summit, where two concurrent tracks will be presented: CEBoK and SCEBoK. The Training Summit planning committee has agreed to pre-record the bulk of the content but to have the trainers online live to take questions from the audience at the end. The Training Summit will provide training on the CEBoK content that is required for exam preparation; the advanced topics that are usually presented at the in-person Workshops will not be given at the Training Summit but provided as standalone paid QED webinars later in the year. The modules to be presented from SCEBoK are yet to be determined.

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DRAFT MINUTES as of July 21, 2021

SCEBoK development is approximately 80% complete, with several modules in review by ICEAA and ICEAA's SCEBoK Review Group.

The number of certifications are up for CCEA and PCEA, but down for CPP. Recertification rate for the first half of 2021 is at pace with recent year totals, and the number of exams administered in 2021 is already higher than 2020.

Priority 3 – US Government Engagement

Rick Collins

Rick is pleased to report that the two panel discussions featuring US Government representatives presented at the 2021 Online Workshop were well received, and may contribute to increased participation at a US Government Day at the 2022 Workshop.

Priority 4 – International Engagement

Cheryl Latimer

Cheryl presents slides on priority 4, reporting that national CEBoK modules for the United Kingdom, France, Germany, and Australia have been delivered. ICEAA has uploaded these documents into the CEBoK2.0 Beta, and will make them accessible to the membership after review and editing.

Draft nation-specific questions have also been submitted and are pending review and approval for inclusion in the exam. Once the nation-specific questions have been tested and are ready for inclusion, promotion for the new customized international CCEA exam can begin. Volunteers for testing the international questions are welcome and encouraged.

Priority 5 – OEM Outreach progress report

Bob Hunt

Bob is delighted to report that the OEM COG has been a huge success, thanks especially to Karen Mourkias and the rest of the OEM planning committee. The April 2021 meeting, *Industry Perspectives on Affordability Analysis* received 150 registrations and 82 attendees. The OEM planning team is taking a short break before reconvening in mid-July to plan the next meeting in early September.

## ICEAA Board of Directors Meeting

June 4, 2021 | Virtual Meeting

### DRAFT MINUTES as of July 21, 2021

#### 2021 Online Workshop Recap

Megan Jones & Christina Snyder

Christina presents slides, thanking the sponsors of the 2021 Online Workshop for their generous support, and the 2021 Workshop Committee for their efforts and contributions. The final expenses and revenues from the workshop vastly exceeded anyone's expectations, and even exceeded the net revenues for the in-person workshops in 2017 and 2019. With very minimal expenses put forth and similar sponsorship revenues, registration revenue was exceptional even with the registration rates cut nearly in half.

The results of the attendee feedback were generally positive, but all hedged with the conditional "for an online workshop," and given the undesired circumstance of having to host the workshop online, it was as good as it could be. The sponsors and exhibitors gently indicated they did not receive the same level of exposure and contacts they normally would, but understood the limitations of the venue and did not blame ICEAA for putting on a bad event.

With the exception of the rave reviews for Thursday's keynote from Eric Druker, the responses to the other keynotes were rated highly but the comments were mixed. The Whova platform also received both positive and negative responses, for its ability to generate a feeling of togetherness, but some, particularly those using DOD-issued computers, had some difficulty logging on.

Rick asks about the possibility of holding a hybrid workshop for 2022. Megan and Christina say there are many ways to host a hybrid event, and we will need to look into the financial and logistical viabilities of several before we decide exactly what it will end up being, but it is very likely that the 2022 Workshop will have some hybrid elements to it.

The comments during board discussion echo the comments from the feedback survey: it was the best online event they'd seen, and despite some obvious and unavoidable challenges, the team did the best they could have done with what they had. Kudos and congratulations to the entire team for pulling a big win out of a potentially losing scenario and putting ICEAA in the position to recoup the financial setbacks brought on by 2020. More kudos all around to the Workshop Committee for all of their hard work and creativity

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

Rick Collins

Rick thanks the board again for their participation during his term as President, and is thankful for everyone's time and contributions.

## ICEAA Board of Directors Meeting

June 4, 2021 | Virtual Meeting

DRAFT MINUTES as of July 21, 2021

No additional new business is raised. Rick offers Bob, as the incoming President, to schedule the next meeting, but Bob would like to wait and schedule it later. The meeting adjourns at 12:55.

# Treasurer Report

Madeline Teller





# Balance Sheet as of September 7

Investments	Balance (Dec 2018)	Balance (Mar 2019)	Balance (Sep 2019)	Balance (Jan 20)	Balance (May 2020)	Balance (Aug 2020)	Balance (Jan 2021)	Balance (Mar 2021)	Balance (Sept 2021)	Mature	APY Rate
PFCU 4339703-56-5	\$ 32,279	\$ 32,504	\$32,967	\$ 33,199	\$ 33,468	\$ 33,652	\$ 33,883	\$ 33,931	\$ 34,130	Sep-22	0.45%
PFCU 4507023-56-4	\$ 21,357	\$ 21,468	\$21,712	\$ 21,839	\$ 22,009	\$ -	\$ -	\$ -	\$ -	-	-
PFCU 4566018-56-2	\$ 82,997	\$ 83,403	\$84,576	\$ 85,162	\$ 85,952	\$ 86,749	\$ 87,760	\$ 87,924	\$ 88,164	Feb-23	0.55%
PFCU 4717075-56-0	\$ 36,782	\$ 36,964	\$37,475	\$ 37,730	\$ 38,073	\$ -	\$ -	\$ -	\$ -	-	-
PFCU 4717076-56-8	\$ 36,548	\$ 36,772	\$37,232	\$ 37,448	\$ 37,660	\$ 37,872	\$ 38,141	\$ 38,217	\$ 38,297	May-22	0.45%
PFCU 4717077-56-6	\$ 37,048	\$ 37,247	\$37,741	\$ 37,959	\$ 38,174	\$ 38,390	\$ 38,662	\$ 38,739	\$ 38,820	May-22	0.45%
PFCU 7047946-56-6	\$ 43,844	\$ 44,007	\$44,399	\$ 44,652	\$ 44,992	\$ 45,336	\$ 45,770	\$ 45,859	\$ 46,316	Jul-23	0.60%
PFCU 7664998-56-9	\$ 50,727	\$ 50,984	\$51,589	\$ 51,894	\$ 52,283	\$ 52,484	\$ 52,737	\$ 52,789	\$ 52,953	Mar-22	0.45%
Money Market & Cash	\$ 514	\$ 514	\$514	\$ 514	\$ 514	\$ 514	\$ 514	\$ 514	\$ 515	n/a	
Subtotal	\$342,096	\$343,863	\$348,205	\$350,396	\$353,126	\$294,997	\$297,467	\$297,972	\$299,193		

	Balance (Dec 2018)	Balance (Mar 2019)	Balance (Sep 2019)	Balance (Jan 2020)	Balance (May 2020)	Balance (Aug 2020)	Balance (Jan 2021)	Balance (Mar 2021)	Balance (Sept 2021)
Eagle Checking Balance	\$281,711	\$412,185	\$305,743	\$204,281	\$162,250	\$175,746	\$126,047	\$124,675	\$153,983

	Balance (Dec 2018)	Balance (Mar 2019)	Balance (Sep 2019)	Balance (Jan 20)	Balance (May 2020)	Balance (Aug 2020)	Balance (Jan 2021)	Balance (Mar 2021)	Balance (Sept 2021)
Total Liquidity	\$623,807	\$756,048	\$653,948	\$554,677	\$515,376	\$470,743	\$423,514	\$422,647	<b>\$453,176</b>

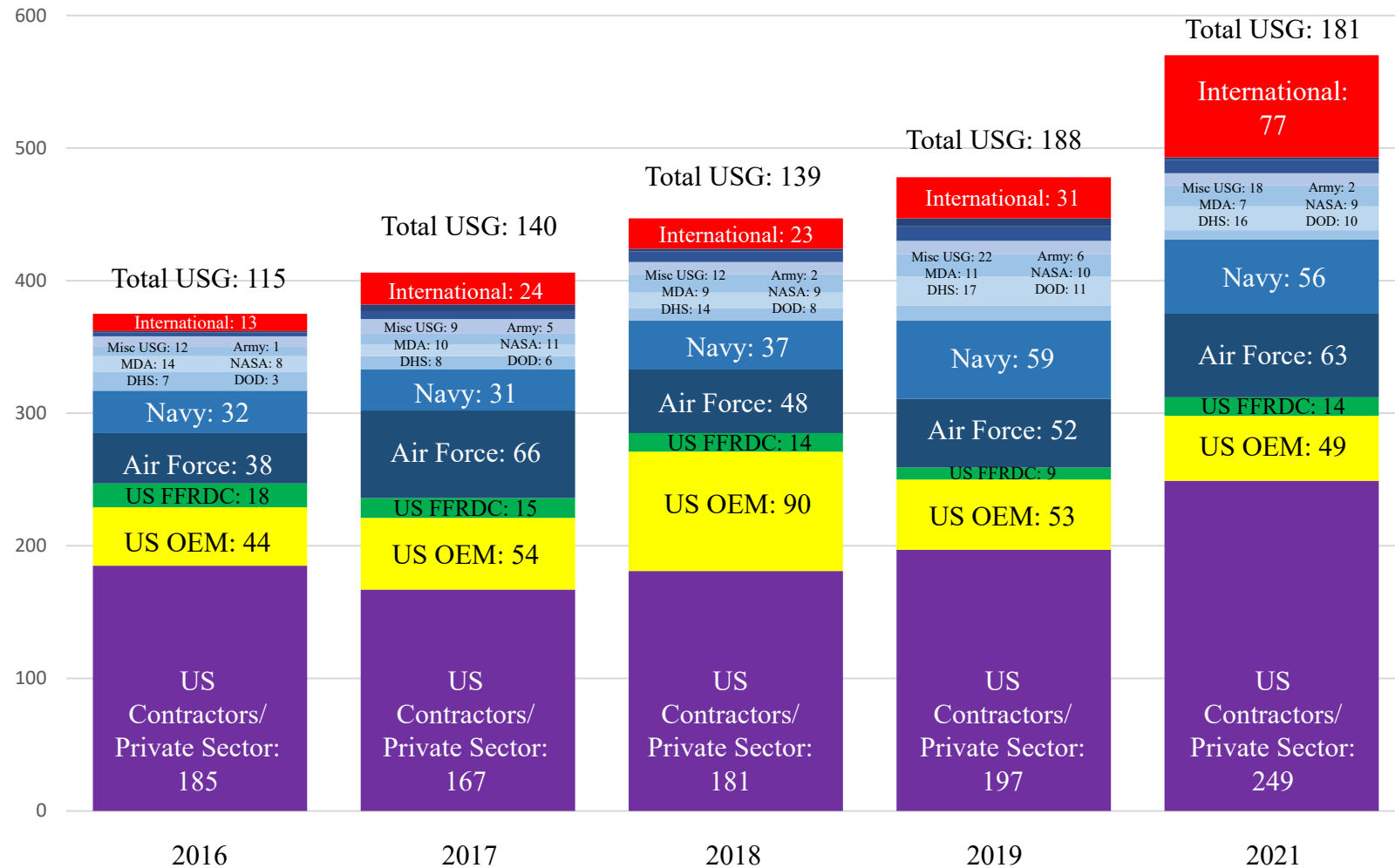
# Balance Sheet as of September 7

Activity	2020 Actual	2021 Estimate as of January 2021	Actual as of Sept 1, 2021	2021 EAC as of September
2019 ICEAA Workshop	-\$188	\$0	\$0	\$0
2020 ICEAA Workshop	-\$12,475	\$0		\$0
2021 Workshops	\$23,143	?	\$152,061	<b>\$175,000</b>
2022 Workshop	-\$605	-\$32,500	-\$32,500	-\$32,500
Canada Workshop	\$0	\$0	\$0	\$0
QED (paid) Webinars	\$2,775	\$2,914	\$25	\$2,914
Certification Program	\$29,267	\$30,730	\$19,600	\$27,000
Online Exam (Mettl)	-\$8,000	\$0	\$0	\$0
CEBoK Sales & Training	\$11,745	\$12,333	\$15,826	\$19,000
SCEBoK Contract	-\$37,200	-\$45,375	-\$33,000	-\$45,375
ICEAA World & Journal	-\$9,975	-\$10,473	-\$7,820	-\$7,820
Advertising	\$2,556	\$2,684	\$1,960	\$2,700
Membership: Mgt & Support	\$76,040	\$79,842	\$66,657	\$88,876
Chap Support & Outreach	-\$631	-\$2,000	-\$199	-\$1,000
Interest & Other Income	\$7,087	\$6,500	\$2,229	\$3,000
Staffing & Contractors	-\$237,722	-\$261,057	-\$169,775	-\$230,000
Office Operations + IT	-\$49,804	-\$52,294	-\$37,216	-\$50,000
<b>TOTALS</b>	<b>-\$193,986</b>	<b>-\$268,697</b>	<b>-\$22,152</b>	<b>-\$48,205</b>

Other (COVID Grant)	\$10,000	\$0	\$45,880
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# ICEAA Workshop Attendance Demographics 2016-2021

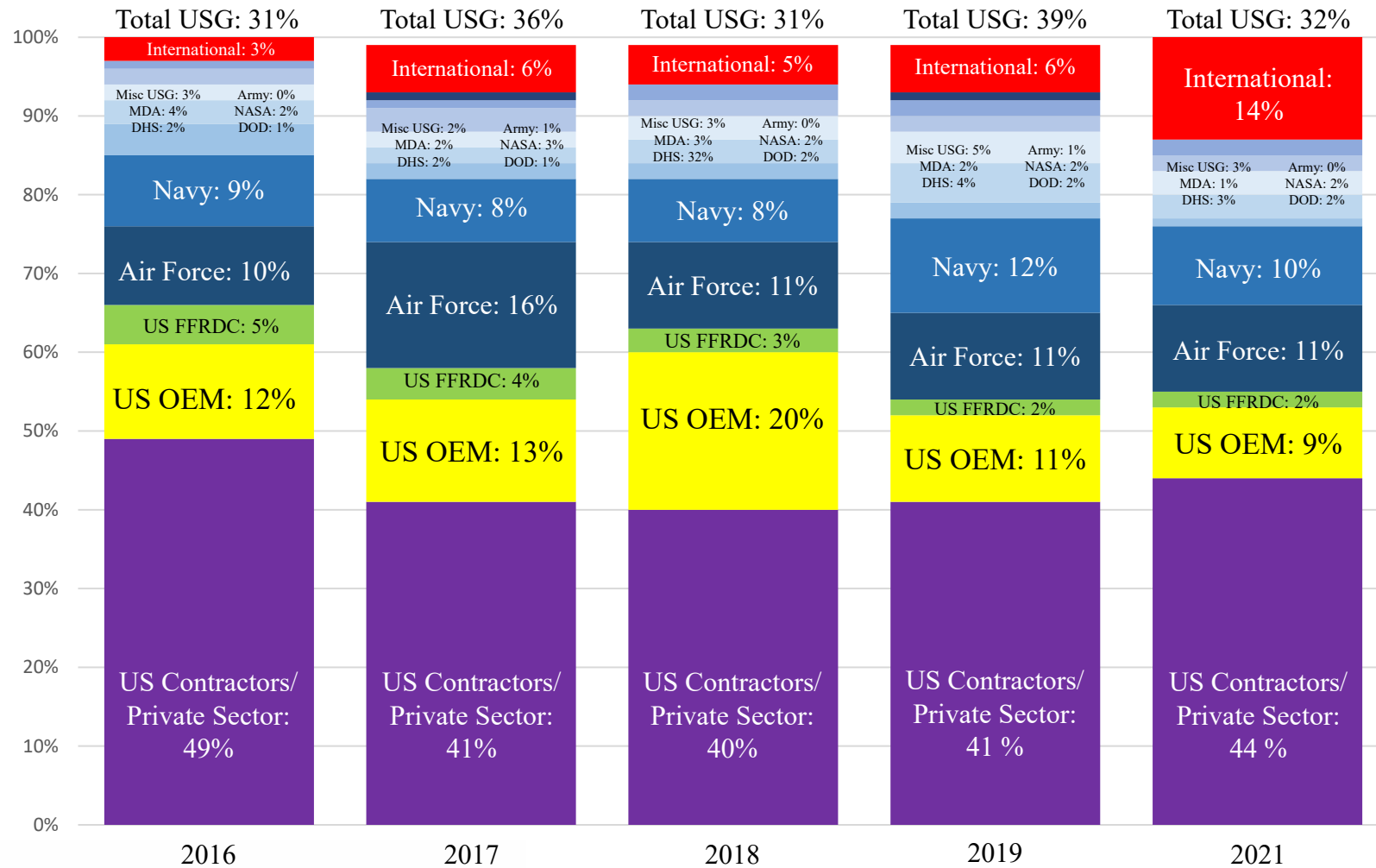
# Workshop Attendance by Number, 2016-2021



# Workshop Attendance by Number, 2016-2021

	2016	2017	2018	2019	2021
Air Force	38	66	48	52	63
Navy	32	31	37	59	56
MDA	14	10	9	11	7
Misc USG	12	9	12	22	18
DHS	7	8	14	17	16
NASA	8	11	9	10	9
DOD	3	6	8	11	10
Army	1	5	2	6	2
US Government Subtotal	115	146	139	188	181
Contractor/Private	185	167	181	197	249
OEM	44	54	90	53	49
FFRDC	18	15	14	9	14
International	13	24	23	31	77
Total	375	406	447	478	570

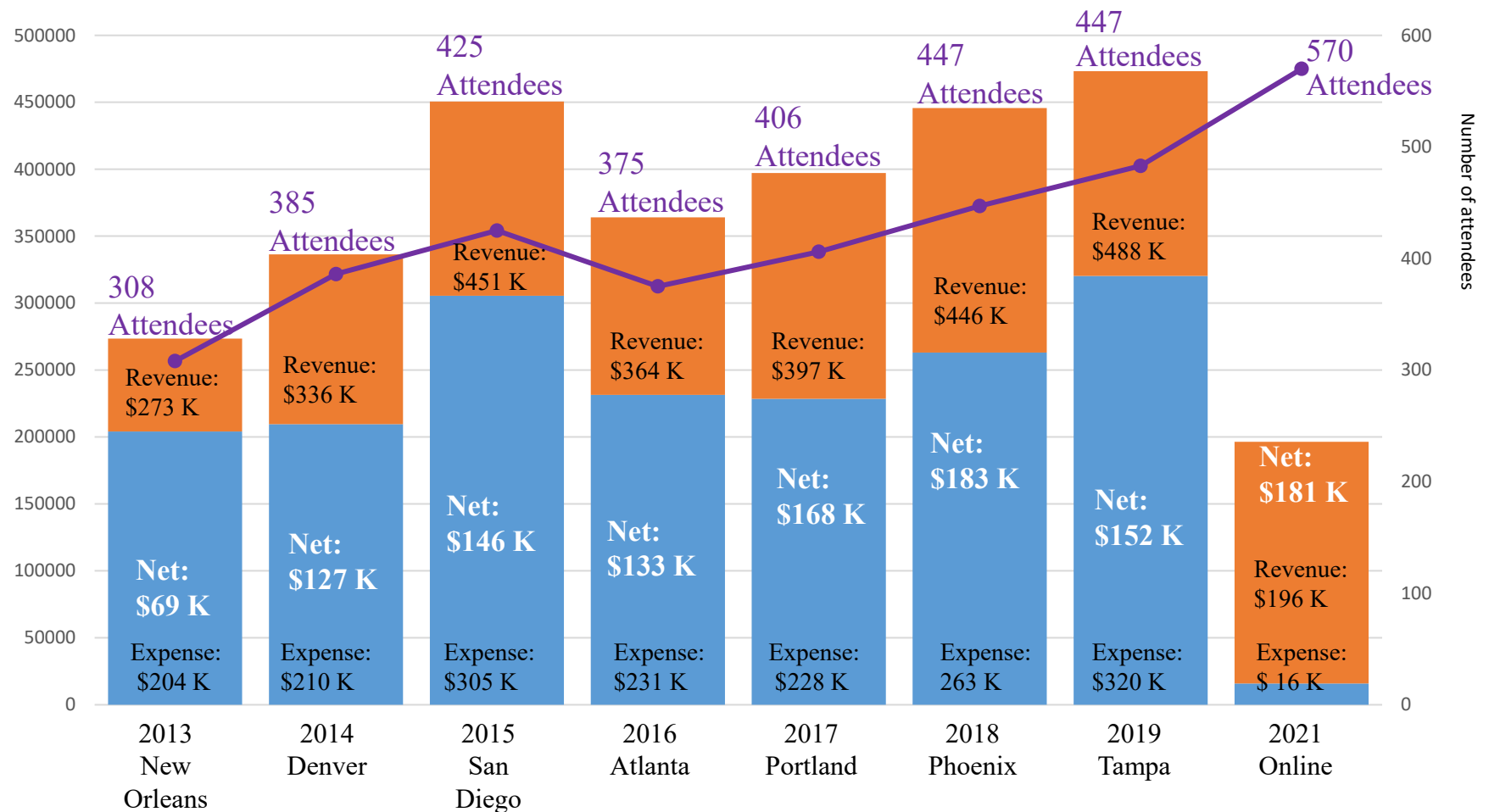
# Workshop Attendance by Percentage, 2016-2021



# Workshop Attendance by Percentage, 2016-2021

	2016	2017	2018	2019	2021
Air Force	10%	16%	11%	11%	11%
Navy	9%	8%	8%	12%	10%
MDA	4%	2%	2%	2%	1%
Misc USG	3%	2%	3%	5%	3%
DHS	2%	2%	3%	4%	3%
NASA	2%	3%	2%	2%	2%
DOD	1%	1%	2%	2%	2%
Army	0%	1%	0%	1%	0%
US Government Subtotal	31%	35%	31%	39%	32%
Contractor/Private	49%	41%	40%	41%	44%
OEM	12%	13%	20%	11%	9%
FFRDC	5%	4%	3%	2%	2%
International	3%	6%	5%	6%	14%

# Revenue vs. Expense with Attendees





## 2021 Training Summit Status as of 9/13

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- Registrants as of 9/13: **56**

- |                   |                            |                             |
|-------------------|----------------------------|-----------------------------|
| • 3 US Academic   | • 9 US OEM                 | • 1 Intl Gov DOD            |
| • 5 US DOD        | • 17 US Contractor/Private | • 6 Intl Gov Civil          |
| • 12 US Gov Civil |                            | • 3 Intl Contractor/Private |

- Registration revenue as of 9/13: **\$15, 535**

- Highest expectations are of future revenue from selling recorded training sessions ala carte

## 2021 Training Summit Status as of 9/13

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- Since SCEBoK is not yet officially released, stressing the Pilot Program aspect (“your feedback will help us finalize” etc.) to reiterate content not available for sale, certification program not ready, etc.
- Like the 2021 Online Workshop in May, paid registrants for the 2021 Training Summit can log back on and view recordings for 6 months
- Will continue to sell Training Summit registrations until March 1, 2022 (Whova cuts off access to the event on March 17)
- This time will allow ICEAA to purchase a system to securely sell access to the videos for future revenue

# Data Science CEBok Module

Clear need to integrate Data Science & Machine Learning into CEBok

- Machine Learning & Data Science are increasingly popular paper topics
- Need for basic understanding and knowledge (*“feast or famine”*)
- Cost estimating community needs to attract and retain data scientist talent
- We have a Machine Learning working group stood up already
- Important that ICEAA “lead the way” in being a source of knowledge for latest/greatest techniques, standards & nomenclature, tools & processes, etc

Challenge = Time (certainly...) + Money (maybe...)

- CEBok/SCEBok typically developed under contracts
- Limited funding available now; home-grown solutions likely best option

# Data Science CEBok Module | Current State

## ICEAA Machine Learning working group

- Currently “borrowing” existing courses
- There are lots of good (free) resources available online (eg. Coursera)

## DAU has some Machine Learning coursework

- May be good opportunity for partnership

## SoCal Chapter working on a Design-to-Cost Course

- Not a CEBok module; **moving slow** (volunteer basis)

## Training Priority is closing-out SCEBok

- *Could Data Science be on-deck? What are other training needs/priorities?*

# Data Science CEBoK Module | Way Ahead

I would be interested in taking this on during my tenure

- Optimistic we can succeed in developing a relevant & meaningful module
- The “*how*” will drive our time to complete...

Questions to the BOD on this topic moving forward

- ☐ Prioritization of this effort, relative to other topics/areas?
- ☐ What resources (people, \$, existing training to leverage) may be available?

Interest in starting a small committee/team to review & revisit CEBoK

- *ID team & resources → develop a rough outline/plan → propose to BOD*

# ICEAA BoD Report VP for Professional Development

Jennifer Kirchhoffer  
17 September 2021



# Agenda

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- Past Priorities Update:
  - Improve CEBoK and certification
  - Develop SCEBoK
- Certification Summary
- New Priorities



# Priority 1 Update -- – Improve CEBoK and certification

- Online Certification Exams completed
  - Mettl (our exam provider ) is adding an Excel “scratchpad” that will give basic Excel functionality and obviate the need for an online calculator
- Implemented an enterprise pricing plan for CEBoK
- In Progress:
  - Nation-specific CEBoK content
    - Received draft content in July (*Dale Shermon and Cheryl Latimer*) and decided to defer on rolling out updates.
    - In lieu adding country specific content, tailored CEBoK Wiki to address testable and non-testable topics

## Example: Module 14 – Contract Pricing

### Testable Topics

Testable	Testable, but less emphasized	Not Testable
<ul style="list-style-type: none"> <li>■ Types of contracts (names and basics of each one)</li> <li>■ Understanding balance of risk/reward in each one</li> <li>■ Calculating vendor profit (loss) in various scenarios</li> <li>■ Basis of Estimate</li> </ul>	<ul style="list-style-type: none"> <li>■ N/A</li> </ul>	<ul style="list-style-type: none"> <li>■ Anything specific about the FAR unless otherwise noted</li> <li>■ Anything relating to names of US gov't organizations and their roles</li> </ul>

- Need to solicit new exam questions, goal is to have a bigger test bank

We only have 1.5 times the number of questions needed for each exam (PCEA and CCEA)

## Priority 2 Update -- Develop SCEBoK

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- SCEBoK Development is complete (*Carol Dekkers*)
  - Successful completion for training summit delivery
  - Planning to solicit feedback from training summit attendees
- Training summit September 21-23 ready to go
  - Will offer two concurrent tracks – CEBoK and SCEBoK
  - All sessions have been recorded
  - 40 people registered as of 8 Sep






# Certification Summary

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- Overall certifications as of September 9, 2021:
  - CCEA® **779** (including 13 CCEA®-P - ↓3 since Jun 2021)
  - PCEA® **141** (including 43 CCEA Eligible - ↓14 since Jun 2021)
  - CPP **10**
- Re-certifications:
  - 49 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 - 56
  - Canada – 61
  - Australia – 6
  - Brussels – 5
  - Puerto Rico – 2
  - Saudi Arabia & Egypt – 2

# Certification Program ...

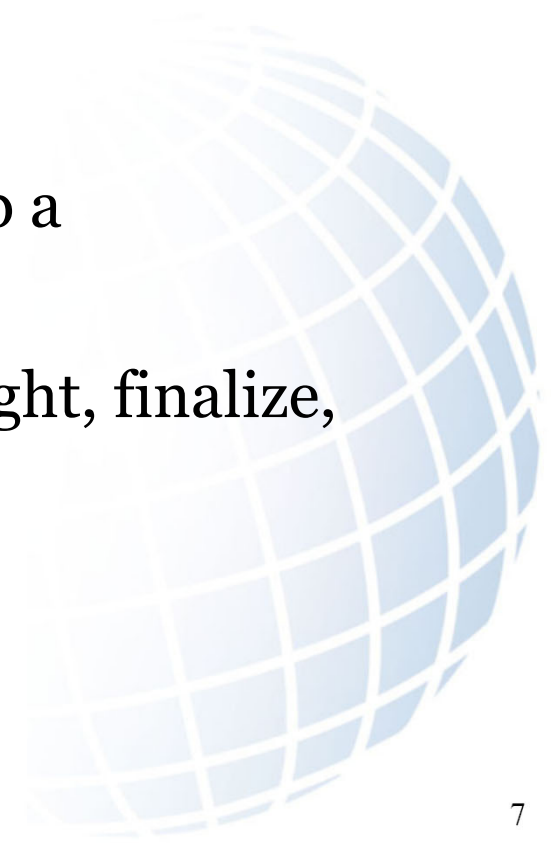
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- Operational Status
    - 147 total exams have been administered in 2021 to date (Sept 9)  
148 in 2020  
215 in 2019  
167 in 2018  
164 in 2017
    - Of the 147:  
104 Industry  
43 Government (MOD, NCIA, DHS, DOE, CAN, AFIT)
    - 30 exams are scheduled (previous to Training Summit announcement)
    - 9 Applications have been approved to take the exam post-Training Summit, pending payment.
- 

# New Priorities for Consideration

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- Body of Knowledge Updates
  - Evaluation of Current CEBoK Modules and Prioritization for Additions/Updates
    - Data Analytics Module Addition
- CEBoK – Set up a committee to develop a sales/marketing plan for CEBoK
- SCEBoK – is this the best name, copyright, finalize, update, and other next steps
  - Consideration for S-CCEA exam



# International CEBok

## Progress Report Sept 2021 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
<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

**CEBoK**  
**BETA**

navigation

- Main page
- Recent changes
- Random page
- Help

search

Search CEBoKWikiC

Go Search

tools

- What links here
- Related changes
- Printable version
- Permanent link
- Page information

comments/corrections

- Provide your feedback on CEBoK

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# France

page discussion view source history

Contents [hide]

- Introduction
- National Terminology
  - Acronyms
  - Terminology
- National estimating organisations
  - Government
  - Non-government
- National acquisition process
- Basis of Estimate and Data
- Other National considerations
- Summary
- 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

# 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	Completed	International exam questions rejected on the basis that exam is already international
Clarify the testable topics	Completed	
Remove the American element from the body of the CEBoK to Country sections		United Kingdom, France, Germany, Australia and American sections
Promotion of international sections of the CEBoK to gain more membership		Megan to help

# Challenges and help needed

- Promotion of the international CEBok to gain more members outside of the USA.
- More international members needed. 2 proposal:
- Proposal:
  - Recruit 3 new members
  - Get 50% discount on your annual membership fee
  - Email current international membership with proposal
- Corporate membership (SCAF experience regular full payments):
  - 5 or 10 member of staff to conference
  - Unlimited staff to attend virtually
  - License the utilisation of the ICEAA logo is proposals / projects
  - Discount on training and examinations



# ICEAA Canberra (Australia) Report

10 September 2021

## Board of Directors:

President: Dr Anh Pham-Waddell

Vice President: Mr Nick Chapman

Treasurer: Mr Grant Millar

Secretary: Mr Andrew Butt

Public Officer: Mrs Stacey Wehmeier

Board elected: 23 May 2020

## Planned Events:

- Wed 24 March 2021: Quarterly Meeting (ICT & WF Costing)
- Tue 18 – Fri 21 May 2021 (01:00 – 07:00 Daily): 2021 ICEAA Online Workshop
- Wed 23 June 2021: Quarterly Meeting (Infrastructure / Trivial Pursuit)
- Tue 10 – Wed 11 Aug 2021: PGCS Project and Program Governance and Controls Symposium 2021
- Wed 22 September 2021: Quarterly Meeting (Differences in Public vs Private Sector Costing)
- Wed 17 November 2021: Quarterly Meeting (Christmas Breakup)

## Recent Events:

- The meeting of 23 June 2021 did not proceed due to technical issues.
- The ICEAA Chapter sponsored the Project and Program Governance and Controls Symposium 2021. PGCS was attended by 465 people, physically, virtually and for the three (3) Masterclasses. A photo of our President, Secretary and Public Officer is attached.

## Member Outreach:

NIL – to be conducted as part of re-establishing the meeting routine as outlined in the upcoming events.

## Member Recognition:

NIL

## Other:

- Specific challenges exist around the ability to connect with the country-wide dispersed Australian members given we are the only Australian Chapter and are located in Canberra.

# ICEAA Canberra (Australia) Report

10 September 2021

- Our approach to this is to include virtual meeting attendance as an option for the scheduled meetings.



*The ICEAA Canberra Chapter at the 2021 PGCS Conference*

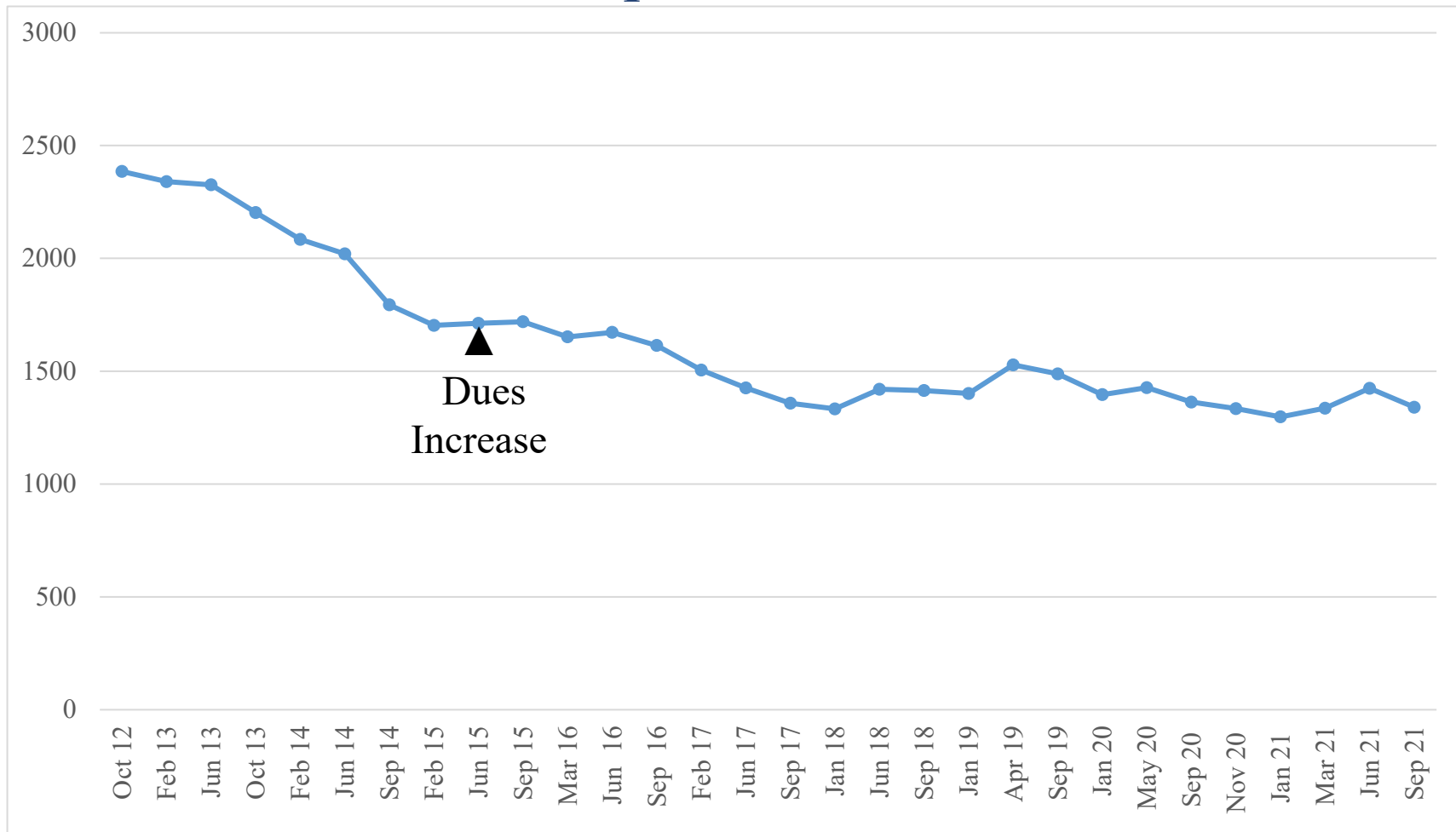
## ICEAA Membership 2017-2021

	Feb 17	Jun 17	Sep 17	Feb 18	Jun 18	Oct 18	Jan 19	April 19	Sep 19	Jan 20	May 20	Sep 20	Nov 20	Jan 21	Mar 21	Jun 21	Sep 21
TOTAL MEMBERSHIP	1505	1426	1358	1333	1420	1414	1401	1528	1488	1398	1427	1363	1334	1298	1336	1424	<b>1340</b>
Atlanta	4	4	4	4	4	5	4	5	4	5	7	7	9	8	10	10	8
Australia	42	51	50	48	58	60	60	60	51	45	49	45	35	35	34	40	39
Baltimore	22	18	15	13	18	17	17	20	13	13	12	15	14	15	15	16	15
Canada	51	55	61	56	56	66	57	63	80	85	87	83	95	91	86	88	82
Central Florida	23	20	16	17	19	15	15	16	21	21	22	20	16	16	18	18	18
Central VA	24	23	24	23	22	26	28	30	32	32	34	32	32	31	32	34	31
Dayton OH	63	58	47	47	51	52	51	55	44	41	50	42	41	45	47	50	48
DC Metro	359	348	336	345	356	354	367	451	476	461	480	479	468	461	470	490	442
Detroit	8	8	10	12	14	13	18	18	18	19	20	14	15	14	15	20	18
Greater Alabama	73	60	56	53	57	53	53	48	41	40	40	36	34	32	33	41	40
Hampton Roads VA	21	21	21	18	17	16	14	15	14	14	16	14	16	14	14	13	12
Houston	10	10	9	9	10	10	10	10	10	12	12	12	11	11	12	12	10
Lone Star TX	23	20	19	15	15	16	15	15	12	10	10	11	11	9	11	12	12
Mid-Atlantic	13	13	15	15	16	14	14	16	13	14	12	12	10	9	10	12	11
New England	77	72	56	62	81	87	92	95	91	85	81	84	80	74	72	73	69
Northwest	63	46	36	33	34	31	28	27	18	17	17	12	9	7	6	7	5
Northwest Florida	10	8	7	7	8	18	18	18	21	13	11	12	10	8	7	8	12
Pike's Peak	23	21	22	23	23	21	17	23	22	21	20	16	19	19	18	19	22
Rocky Mountan / Denver	21	18	13	10	11	8	8	9	7	9	8	9	12	15	20	20	23
San Antonio TX	4	4	2	1	2	2	3	4	4	4	5	5	5	6	6	7	6
San Diego	41	40	40	39	46	41	39	40	37	35	35	37	39	39	37	44	44
So Cal	123	120	117	111	118	110	111	117	102	88	93	95	94	94	108	117	115
St. Louis Gateway	30	24	20	16	21	23	22	22	14	14	14	13	14	13	12	12	12
Twin Cities	7	7	7	7	6	7	7	6	6	6	6	6	5	6	6	7	6
At Large/No Chapter	370	357	355	349	357	348	332	345	336	293	286	251	239	225	236	252	238

## ICEAA Membership 2017-2020

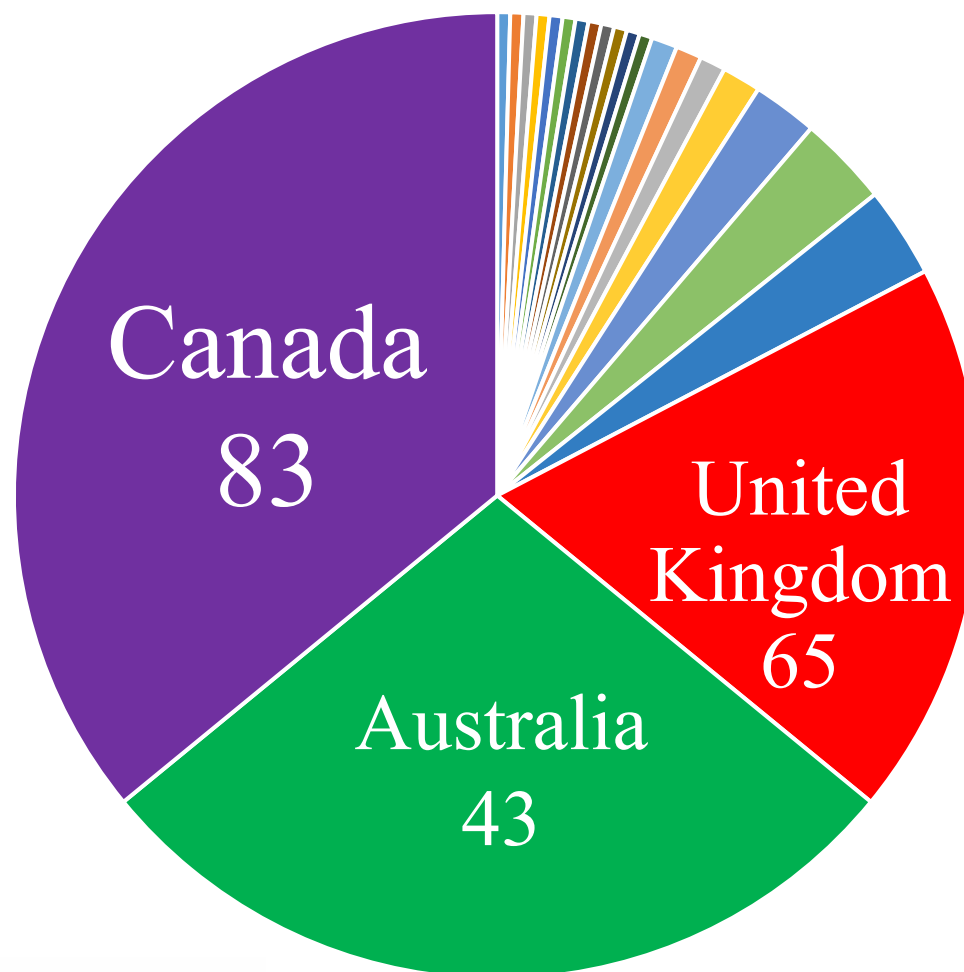
	Feb 17	Jun 17	Sep 17	Feb 18	Jun 18	Oct 18	Jan 19	Apr 19	Sep 19	Jan 20	May 20	Sep 20	Nov 20	Jan 21	Mar 21	Jun 21	Sept 21
TOTAL MEMBERSHIP	1505	1426	1358	1333	1420	1414	1401	1528	1488	1398	1427	1362	1334	1298	1336	1424	<b>1340</b>
BAE	26	26	24	24	23	26	23	25	22	19	19	16	16	16	17	17	16
BAH	61	59	64	71	68	64	63	58	60	55	52	45	46	42	38	37	36
Boeing	90	69	58	53	65	68	64	60	40	31	32	26	21	18	16	18	17
Cobec	18	21	22	27	26	27	33	34	36	38	37	44	45	48	47	49	49
Deloitte	9	7	8	16	17	17	17	13	10	12	7	7	6	6	5	5	4
Galorath	18	21	18	15	18	18	18	21	20	18	19	17	21	22	25	24	24
Herren			12	12	10	13	12	14	25	26	27	23	25	13	10	11	12
Kalman & Company, Inc.						11	12	13	14	13	13	10	9	9	8	13	12
KPMG					15	15	14	14	12	11	11	11	1	0	1	1	1
Lockheed Martin	35	31	27	24	26	25	23	20	19	16	16	16	17	14	15	15	17
MCR	22	25	23	22	25	22	23	26	23	22	20	17	15	15	13	16	15
MITRE	23	22	21	21	20	19	15	16	13	12	10	11	14	14	17	20	20
Northrop Grumman	25	25	23	23	26	24	19	21	19	19	18	13	15	14	17	21	23
PRICE	17	17	12	11	16	14	14	17	12	12	15	12	14	15	16	16	14
Quantech Services					21	38	42	50	49	47	46	46	52	46	45	44	38
Raytheon	16	15	15	14	13	12	13	14	14	11	11	10	11	11	12	12	12
TASC/Engility					18	12	10	6	4	3	3	3	0	2	0	0	0
Technomics	58	62	47	54	71	56	64	137	159	165	181	180	177	174	177	178	152
Tecolote	106	103	87	85	99	95	102	110	105	99	92	107	113	113	131	139	124

# State of the Association: Membership Trends 2012-2021



# State of the Association: International Membership

83	Canada
65	UK
43	Australia
7	Germany
7	Netherlands
5	Japan
3	Mexico
2	China
2	France
2	Malaysia
1	Belgium



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

# 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	Sep 2021
DoD et al	16	23	26	16	13	10	22	16	17	15	16	22	18	21
Air Force	95	97	103	98	103	102	91	104	89	80	76	78	89	87
Navy	31	30	32	28	25	31	33	30	27	21	19	20	22	21
Army	14	12	10	10	10	11	12	15	11	13	11	10	10	10
Marines	5	4	2	2	1	0	1	1	2	2	3	2	2	2
Coast Guard	1	2	1	2	3	2	2	2	1	1	1	1	2	1
NASA	20	21	20	20	21	20	22	21	19	18	18	20	22	21
MDA	15	14	16	19	12	8	8	7	7	6	5	6	9	10
State/Local	1	3	1	1	3	3	2	2	2	1	1	1	1	1
DHS	-	-	-	-	9	14	11	13	12	13	13	19	21	20
Misc Civil	36	29	25	23	21	20	13	13	14	13	14	14	11	13

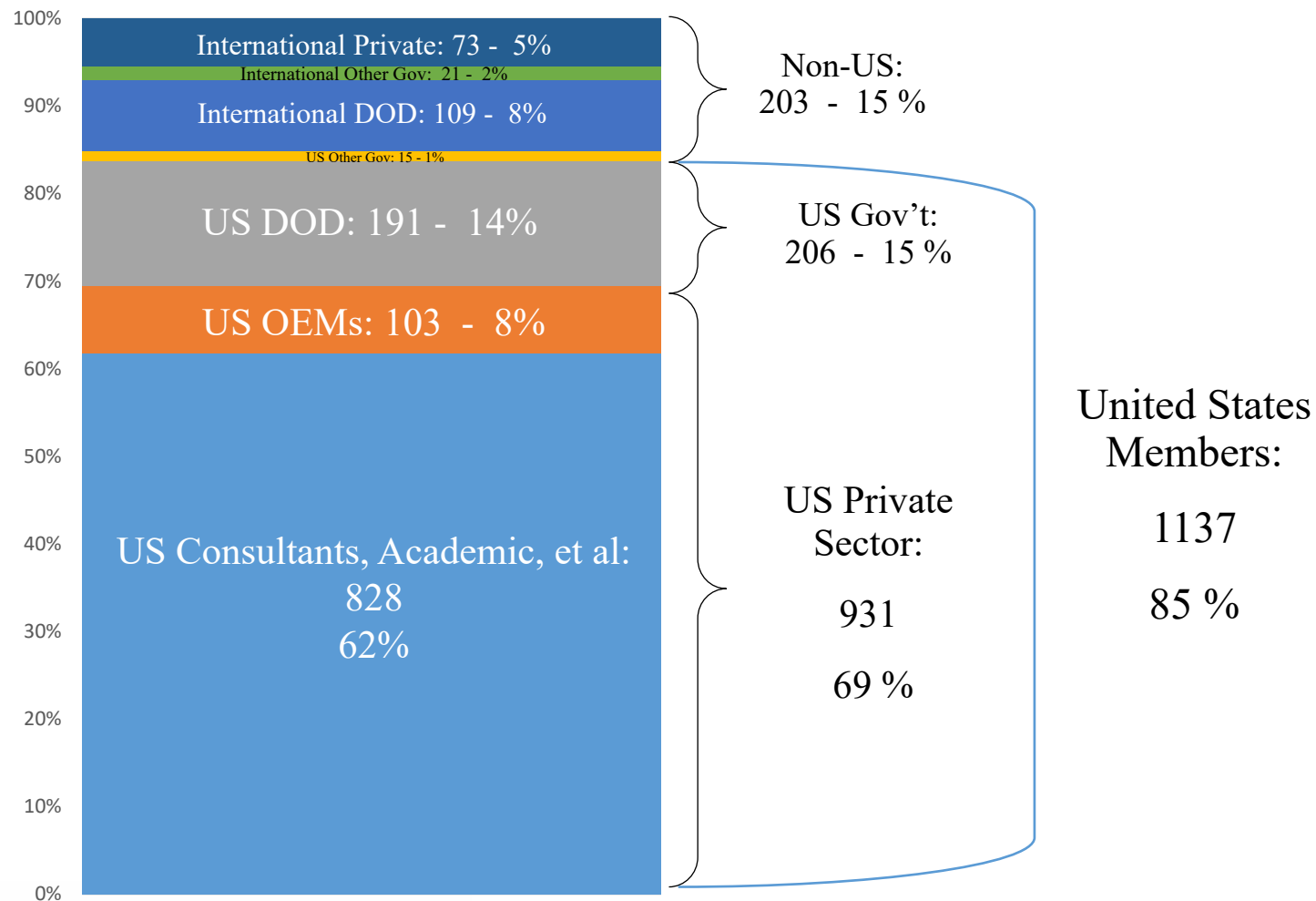
Total  
US Government  
Employees (est.) 207

Total Membership  
as of 1/18 1340

Percentage of  
Membership: 15.4%

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% Jun21 14.5%  
Jan20 16% Sep21 15.4%

# Membership Composition





# Professional Development Package

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Professional Development Package Memberships sold  
as of September 1: **124** (*May 25 – 119*)

US Consultants, Academic, et al:	41
US OEMs:	4
US DOD:	11
US Civil/Other Gov:	0
International DOD:	56 (52 Canada, 1 Australia, 1 Japan)
International Civil/Other Gov:	1
International Private Sector:	11