



49th Annual National Seminar on
GOVERNMENT CONTRACTS

Today's Challenges/Tomorrow's Opportunities

September 15-16, 2010

**Continuing Education and Conference Center
University of Minnesota, St. Paul campus
1890 Buford Avenue
Saint Paul, Minnesota**

Sponsored by:

College of Continuing Education, University of Minnesota

In cooperation with:

Twin Cities Chapter, National Contract Management Association

North Star Chapter, National Property Management Association

www.cce.umn.edu/governmentcontracts

COLLEGE OF CONTINUING EDUCATION

UNIVERSITY OF MINNESOTA

ABOUT THE SEMINAR

The 49th Annual National Seminar on Government Contracts is a continuing education activity for professionals in the acquisition and contracting community. The seminar is cosponsored by the Twin Cities Chapter, National Contract Management Association, and the North Star Chapter, National Property Management Association, and features nationally prominent speakers addressing timely and important issues in government contracting and property management.

The program is designed for contract professionals, lawyers, accountants, price analysts, government property managers, and other representatives of business, industry, and government interested in various aspects of government contracts.

Alan Peterson Award and Keynote Address

This seminar is supported by funds from Alan Peterson, a longtime supporter and contributor to the National Government Contracts Seminar. Alan Peterson has been a leader in the field of government contracts and continues to contribute to this field. The planning committee gratefully acknowledges Mr. Peterson's generous support of this seminar.

Alan Peterson Award for Distinguished Service in Government Contracting

In 2004, the Alan Peterson Award was established. The award reflects the values of service and professionalism exemplified by the career of Alan Peterson. It is given annually to a distinguished person or organization in the field of government contracting. Award recipients include:

2010	Joe Clements
2009	Steven Schooner
2008	Maynard O. Panser
2007	Doug Goetz
2006	Twin Cities Chapter, National Contract Management Association
2005	Ralph Nash
2004	Paul Lindahl

ABOUT OUR CO-SPONSORS

Twin Cities Chapter, National Contract Management Association (NCMA)



NCMA is dedicated to the growth and development of professionals involved in public and private contract management with a business management perspective worldwide. The Association strives to serve and inform the professionals it represents and to offer opportunities for the open exchange of ideas in neutral forums.



North Star Chapter, National Property Management Association (NPMA)

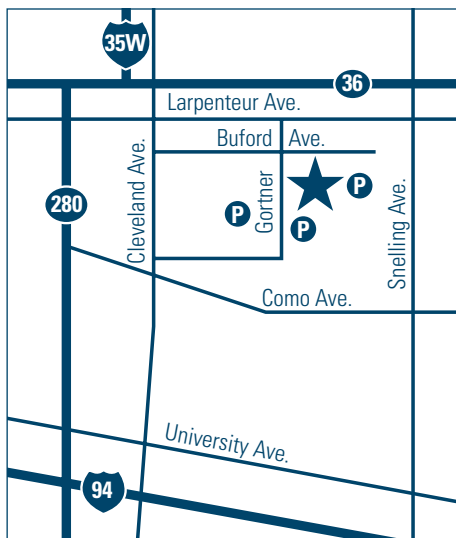
NPMA is a leader in personal property management for both public and private institutions. NPMA develops policies, educational opportunities, and certificate programs so that federal, state, and local governments, commercial organizations, and educational institutions can recruit, hire, and retain workforces best qualified to perform critical personal property management missions. As a professional association, NPMA encourages the adoption of its policies and provides guidance in an effort to establish and uphold a national set of values to be applied by practitioners within the profession. The Association's effectiveness will continually be improved by focusing on program results, service quality, and the achievement of member satisfaction.



GENERAL INFORMATION

The seminar will take place at the University of Minnesota, St. Paul campus, Continuing Education and Conference Center, 1890 Buford Avenue, Saint Paul, Minnesota.

Parking is available in the lot east of the Conference Center (lot #S104 for \$6.00/day), the State Fairgrounds parking lot (lot #S108 for \$3.75/day), and the Gortner Avenue Ramp (an hourly rate). See map below.



REGISTRATION AND FEES

The early registration fee is \$395 for registrations received or postmarked by September 3, 2010, and \$425 for registrations received or postmarked after September 3, 2010. The registration fee includes seminar materials, breaks, and lunch. You are encouraged to register early to take advantage of the lower fee.

A refund, minus \$30, will be issued for registration cancellations received by September 6, 2010. If you cancel after this date, you will not be eligible for a refund. A full refund will be issued if the University of Minnesota cancels the seminar.

ACCREDITATION

Application has been made for Continuing Legal Education credit from Minnesota, Wisconsin, and Iowa.

This seminar awards one Continuing Education Unit (CEU). One CEU is defined as 10 contact hours of participation in an organized continuing education experience under responsible sponsorship, capable direction, and qualified instruction. Participants are expected to attend all scheduled sessions of this seminar to earn full CEUs.

This program counts towards 10 hours of NCMA recertification. This program also fulfills the NPMA recertification requirement for seminar attendance and/or Continuing Education Units as established.

FOR PROGRAM INFORMATION

Kristi Fischer
College of Continuing Education
University of Minnesota
612-625-4265
cceconf4@umn.edu

FOR REGISTRATION INFORMATION

CCE Registration Information
612-625-2900
cceinfo@umn.edu

The University of Minnesota shall provide equal access to and opportunity in its programs, facilities, and employment without regard to race, color, creed, religion, national origin, gender, age, marital status, disability, public assistance status, veteran status, sexual orientation, gender identity, or gender expression.

This brochure is available in alternative formats, upon request. Disability accommodations will be provided upon request. Please contact Kristi Fischer, College of Continuing Education, 612-625-4265 or cceconf4@umn.edu.

49th Annual National Seminar on GOVERNMENT CONTRACTS

WEDNESDAY, SEPTEMBER 15, 2010

7:30 a.m.

Registration

8:00

Welcome and Opening Remarks

Catherine Flannery, Program Director, College of Continuing Education, University of Minnesota

8:10

Presiding: *Jeff Eckland*

Announcement of the 2010 Alan Peterson Award

Alan Peterson Keynote Address:

The Administration's Procurement Priorities

Daniel Gordon, Administrator for Federal Procurement Policy, Office of Management and Budget, Washington, D.C.

Mr. Gordon will discuss the Obama administration's acquisition policy priorities, including strengthening the acquisition workforce, promoting fiscal responsibility, and rebalancing the federal government's relationship with contractors.

9:15

Break

9:30

Presiding: *Brian Malloy*

Washington Contracts Policy Update

Reggie Banks, Director of Contracts Policy, Raytheon Company, Arlington, Virginia

Mr. Banks will address the new and emerging policy issues affecting Department of Defense contracts and acquisitions. His presentation will discuss the principal changes as well as the background driving such changes.

10:30

Break

10:45

Presiding: *John Dresch*

Acquisition of Government Property: Requirements for Government Contracting Professionals and Government Property

Dr. Douglas Goetz, President and CEO, GP Consultants, Fairborn, Ohio

The acquisition of property by government contractors, which may constitute government property or become government property, is a technical issue most don't think about—sometimes until it is too late. Yet, in point of fact, the acquisition of government property is a process impacted and affected by numerous Federal Acquisition Regulation (FAR) parts. FAR Parts 30, 31, 32, 44, 45, 51, and the associated clauses may all have a role in determining what is and what is not titled in the government.

11:45

Lunch

12:45 p.m.

Presiding: *Jeff Eckland*

VA's Approach to Recapitalizing the Acquisition Workforce

Lisa Doyle, Chancellor, VA Acquisition Academy, Department of Veterans Affairs Acquisition Academy (VAAA), Frederick, Maryland

This presentation will provide an overview on the Department of Veterans Affairs' (VA) approach to recapitalizing the acquisition workforce through the VA Acquisition Academy's holistic approach to learning. The approach focuses not only on the technical skills needed to be successful, but also on leadership and interpersonal skills. Through its professional schools, the VAAA will develop the competencies to optimize the performance of the entire acquisition team.

1:45

Break

2:00 p.m.

Presiding: *Jim Anderson*

Acquisition Update, United States Marine Corps

Frances Sullivan, Assistant Deputy Commandant, Installations & Logistics, U.S. Marine Corps, Washington, D.C.

Ms. Sullivan will discuss the mission of her office and the day-to-day challenges in providing contracting and acquisition support to the Marine Air Ground Task Force.

3:00

Break

3:15

Presiding: *Jeff Eckland*

The Diminishing Role of the Contracting Professional – What Has Happened?

David Drabkin, Corporate Director, Acquisition Policy, Northrop Grumman Corporation, Arlington, Virginia

Over the past several years the independence and discretion vested in Federal Contracting Officers has diminished. The roles of the inspector general and auditors in government contracts have increased. Fear, not performance, has become the operative word in government contracting.

4:00

Presiding: *Kris Kluge*

DCMA Acquisition Insight and Global Engagement

Colonel Jeffrey Gabbert, Commander, DCMA Central Regional Command, Defense Contract Management Agency, Chicago, Illinois

The Defense Contract Management Agency (DCMA) is the Department of Defense (DoD) component that works directly with defense suppliers to help ensure that DoD, federal, and allied government supplies and services are delivered on time, at projected cost, and meet all performance requirements. DCMA recently realigned along geographic lines.

4:45

Adjourn

THURSDAY, SEPTEMBER 16, 2010

8:00 a.m.

Presiding: *Doug Dahl*

Current Ethics Issues in Government Contracting

Charles Chadwick, Vice President, Contracts and Business Conduct, BAE Systems, Inc., Arlington, Virginia

This presentation will review recent initiatives in legislation and regulation on contractor conduct. We will also look at the history of ongoing industry efforts to respond to the need for ethical conduct through organizations such as the DII.

9:00

Break

9:15

Presiding: *Stuart Thomas*

DCAA Initiatives/Current Issues

Timothy Carr, Deputy Regional Director, Central Region, Defense Contract Audit Agency (DCAA), Irving, Texas

This presentation will provide an overview of the new DCAA mission statement, organization, agency priorities, and staffing. The presentation will also discuss current agency policy initiatives and issues.

10:15

Break

10:30

Presiding: *John Dresch*

Reporting on DoD Government Furnished Property

LeAntha Sumpter, Deputy Director, Program Development and Implementation (PDI), OUSD(AT&L)/Defense Procurement and Acquisition Policy/PDI, Washington, D.C.

This presentation will discuss recent developments and next steps in Government Furnished Property (GFP).

11:30

Presiding: *John Morgan*

Leadership in a Challenging Economic Environment

Phil Rosnik, Vice President/General Manager SIS-MN/OH/WV, Goodrich Sensors and Integrated Systems, Burnsville, Minnesota

This presentation will focus on “Leadership in a Challenging Economic Environment.” The task of senior leaders is to be aware of current conditions and demands on business, but even more critically to always look ahead of operating environments by one to five years. Businesses need to be far more focused and concerned about working through the emerging upturn in worldwide demand. The highest value leaders can contribute is to lead businesses with a continual “forward outlook.”

12:15 noon

Adjourn

SEMINAR PLANNING COMMITTEE

Jim Anderson

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Contract Manager
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DCMA Twin Cities (retired)
Eagan, Minnesota

John Morgan

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Goodrich Sensors and Integrated Systems
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Brooklyn Center, Minnesota

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REGISTRATION FORM

49th Annual National Seminar on GOVERNMENT CONTRACTS

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September 15-16, 2010

Please print or type

Last Name First Name M.I.

Company/Institution Title/Position

E-mail

Work Address

City State Zip Code

Daytime Telephone Fax Number

I do not want to be listed on the registrant list for distribution to seminar participants.

Course Fees and Methods of Payment

Enclosed is **\$395** (check or money order) made payable to the University of Minnesota in full payment of the seminar fee (received by September 3).

Enclosed is **\$425** (check or money order) made payable to the University of Minnesota in full payment of the seminar fee (received after September 3).

Please bill my organization (purchase order or letter of authorization attached).

Please charge my: VISA MasterCard Discover American Express

Card number Expiration Date

Signature of cardholder

Name as it appears on the card (please print) Total amount to charge

How to Register:

Online: www.cce.umn.edu/governmentcontracts — the most secure form of registration

Fax (with credit card or purchase order): 612-624-5359. This fax will be received in a secure location.

Mail (with credit card, check, or purchase order): University of Minnesota, College of Continuing Education, 20 Coffey Hall, 1420 Eckles Avenue, St. Paul, Minnesota 55108

Registrations should be received by September 8, 2010

If your check is returned because of insufficient funds or closed account, or because you have made a stop payment request, you will be charged a check-handling fee of \$20

The information on this form is private data, used to identify and locate you, obtain payment, and enable instructors to better know their audience. Name, address, and payment method are mandatory. If you desire CEU certification an identifier will be used. Information on this form may be shared with instructors and program co-sponsors.

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