



President's Corner:

Welcome to the 2009-2010 North Texas Chapter program year! The Leadership Team has been working extremely hard over the past few months to develop and implement a program year that serves the needs of the chapter membership and the contracting community. We appreciate the opportunity that you have given each of us to serve this chapter over the next year. The North Texas chapter has a rich heritage and this team is committed to upholding the values and commitments of the leadership teams before us.

Over the next several months we plan to build and expand upon the chapter's foundation by making enhancements to the chapter website, adding a personal touch to the membership office, establishing a certification study group and reaching out to company executives within the community. We are personally committed to making contact with each member during the program year to understand how we can better serve you. The National Contract Management Association (NCMA) provides great opportunities for networking as well as many valuable tools and resources. As stewards of your time and involvement, we want to ensure that we are providing the membership with the latest updates and offerings from National.

If you missed the September 15th dinner meeting, you missed out on an excellent presentation by Ms. Cheryl Pailin, Texas Director of Contract Operations for DCMA. Ms. Pailin's message was inspirational and sent a call out to leadership in this hour. She further highlighted the need for government and industry to align and become one team. We hope to see more of Ms. Pailin and the DCMA community throughout the program year.

I hope to see each of you at the October dinner meeting. We have another powerful speaker slated and are excited about holding a membership pin ceremony. I wish each of you the best and look forward to serving you during the program year.

*Sincerely,
Justin R. Traun*



In this newsletter:

- * [Kathy Van Every the Director of Contracts Subcontracts for L-3 Communications Mission Integration Division. -October 20 Dinner Meeting](#)
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RAFFLE WINNERS @ SEPT. MEETING



NCMA Dinner Meeting 15 September 2009
Speaker Cheryl B. Pailin,
DCMA Texas Director of Contract
Operations
Speaker Lt. Col. Shuler
Attendees: Twenty-four (24) people

Opening of Meeting

President Justin Craun opened the meeting welcoming guests.

Raffles

A raffle was awarded to Michele Stoudt-Wright and Greg Ball.

Membership

Membership spoke regarding membership benefits, upcoming opportunities, pin awards and membership promotions.

Past President

Past President Frank Moore introduced the first speaker, Ms Pailin.

Officers Sworn In

Ms. Pailin swore in the new Board of Directors for NCMA North Dallas Chapter.

Speech

Cheryl Pailin's speech title was "One Team": Government and Industry working together". The speech was informative, inspirational and educational. It was excellent. The highlights included:

- Power and importance of Industry and Government working together, this point was driven home by a video of a soldier being shot and his life vest saving his life
- Ms Pailin also emphasized the goal to be great not good. "Good" is the enemy of "Great". We must strive to be great. Quality of products and competitive edge should not be good, they should be great! Collaborating together as one team will get us from good to great.
- The 2001 terror attack changed the world forever. It is more important today to work together as a team to bring the best products and ensure we have done everything we can to bring the best equipment to the field to support our troops.
- Three take away points:
 - Power of partnering
 - Live up to our responsibility
 - Individual commitment

Lt Col. Shuler talked about the importance of equipment and survival. His speech was extremely inspirational.

The highlights were:

- The goal is to be able to respond quickly and provide the best support to the troops

- Want to make sure the troops are safe with the best equipment available
- Lt. Col Shuler showed us a copy of the Army Times and on the cover was a helmet. The helmet was plastic and although the Armed Forces are very excited it is important that Industry and Government to work together to ensure the helmet will provide the maximum protection to the troops. We have to ensure the equipment is high quality and saves lives.

Reported by Susan Mecca



Cheryl Pailin

Lt. Col Shuler





Employment Mentor/Coaching

Initiative Overview

By Nate Kilgore

There is plenty of general advice available everywhere on how to search or interview for a job...but not as much tailored specifically to the contracting or purchasing career field. One of the many benefits of being a member of your local NCMA chapter is a chapter-sponsored “**Employment Mentor/Coach**” program. The advice gleaned from the mentor or coach is specific to our profession and thus potentially of great value to our members. The people filling our mentor/coaching roles are seasoned contracting professionals and local NCMA members who know our business and what it takes to get hired or simply being promoted in our professional field!

How It Works:

Select North Texas Chapter “Mentor/Coaches” would, on voluntary and confidential basis, assist other members in the areas of (1) Job seeking and/or (2) Interviewing. These volunteers would provide their own tips; advice; or coaching on a one-on-one basis to interested members contemplating or in the process of seeking new employment or simply looking to advance in their careers and would like some independent contracting-specific feedback or advice.

A Typical Scenario

An NCMA North Texas Chapter member is actively seeking or considering a new job in the contracting field with another company or agency. However, the member is not exactly sure if a particular job is right for her or how best to sell her capabilities during an interview for the job. A mentor can help this member sort through some of the uncertainty by simply passing along to the member the benefit of the mentor’s experience and advice.



Through this program, the member makes a request to the Chapter Employment Chairperson to discuss her concerns and plans with a Chapter Employment Mentor. The Chapter Employment Chair processes her request and assigns a mentor from a pre-established pool of volunteers; within three business days, the mentor makes contact with the member seeking help. The two then set a mutually beneficial time to meet in person or talk over the phone.

Mentor Qualifications:

Ideally, a mentor would fit either of two categories: (1) A current or former manager who has had direct

Experience hiring contracting professionals or; (2) A successful contracting or purchasing professional who through their own career has applied for, interviewed, and been hired a number of times for jobs of increased grade and responsibility. Mentors who fit either of these models possess real-world experience or insights that could prove invaluable to others delving into the contracting or purchasing job market.

Key Ground Rules:

All participation is voluntary; all mentor-member conversations are confidential; there is no minimum or maximum amount of conversations or meetings that need take place; mentors provide advice only and members are not required to follow the advice of a mentor. Additionally, to prevent potential conflicts of interest, mentors are prohibited from advising members applying for job openings in the mentor’s workplace.

What’s next?

We need your help to make this initiative available to the membership and a success! Whether you’re interested in becoming a mentor/coach or talking advantage of their advice you may sign up at <http://www.ncma-ntxchap.org/employment2.htm> or contact: Nate Kilgore NCMA NTX Chapter Employment Chair nkilgore@nish.org/ 817 622-7011 (voice)/817 652-1032 (fax).



***North Texas Chapter
2009-2010 Chapter Officers***

President

Justin Craun, Raytheon, 972-344-3372,
j-craun@raytheon.com

President-Elect

Susan Mecca, Raytheon, 972-344-3372,
Susan.mecca@ngc.com

V.P. Programs and Operations

Mike Duston, 972-344-3709,
Mike_d_duston@raytheon.com

V.P. Education

Glen Shaffer, Rockwell Collins
972-705-1050,
cgshaffe@rockwellcollins.com

V.P. Communications

Kathleen J. Pottkotter, AAFES
214-789-2125, pottkotterk@aafes.com

V.P. Finance

Andy Anding, 972-344-4755,
Andy_anding@raytheon.com

V.P. Membership

Anthony McCoy, Raytheon
Anthony_Mccoy@raytheon.com

Secretary

Charlotte Ray, Raytheon
Charlotte_Ray@raytheon.com

Past President Frank Moore, Consultant,
FMMOORE@aol.com

***North Texas Chapter
2007-2008 Chapter Chairpersons***

Employment Chair

Nate Kilgore, NISH, 817-622-7011,
nkilgore@nish.org

Hospitality and Arrangements Chair

Sarah Todd IRS Midstates Procurement
972.308.1938 Sarah.Todd@irs.gov

Government Employees Relations Chair

Joseph Piccola, DCMA, 214-670-9233,
joseph.piccola@dcma.mil

Historian Chair

Bob Shultz, 817-589-0749
bobshultz7@earthlink.net

