



American Society
of Military
Comptrollers



Yankee Chapter News

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CDFM Study Group News



Charles Gisondi and Pauline Whalley have attained the distinction as being Certified Defense Financial Managers (CDFM). This was a tremendous accomplishment and is clearly a testament to their dedication and professional knowledge.

The CDFM study group lead by Michael Alexander was instrumental in providing a great resource for them to archive this distinction.

The CDFM Program

The American Society of Military Comptrollers (ASMC) offers the Certified Defense Financial Manager (CDFM) educational program and certification designation to those persons desiring to demonstrate proficiency in the core aspects of defense financial management. The DoD Authorization Act FY2012 signed by President Obama empowers the Secretary of Defense to "... prescribe professional certification and credential standards" for the financial management community. The CDFM is one of the professional certification programs recognized by the DoD.

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President's Message

Dear ASMC Members,

Spring is here! What a glorious time of year! The newly opened flowers, blooming buds on the trees and bushes, smell of fresh mulch, and sights and sounds of athletes and non-athletes alike engaging in athletic activities combine to motivate us to step things up a notch. It is also the time of year that the annual ASMC chapter report is due, and it was truly humbling to record all that was accomplished by the Yankee Chapter this past year. Clearly, the Yankee Chapter didn't wait for spring; while winter was still upon us, our dedicated members were already stepping things up a notch.

According to the Chapter Report website, the Yankee Chapter started the program year with 189 members. At the end of the program year, we had 269! What a terrific job the Membership Committee did! Through their membership drive breakfast, new member orientation package, and other aspects of their membership campaign, they increased Yankee Chapter membership by over 40%. If you see a member of the Membership Committee, make sure you applaud them for a job well done.

The Training and Education Committee also did a fantastic job this year. In December, they stood up their weekly CDFM Study Group, which has already resulted in two new Certified Defense Financial Managers. Congratulations are definitely in order to Chuck Gisondi and Pauline Whalley, our newest CDFMs. The Study Group is now studying to take the Acquisition module exam, and hopefully both Chuck and Pauline will soon be adding the "-A" designation. If you would like to join the study group, please contact Mike Alexander, Training and Education Committee Chair.

The Training and Education Committee is also hard at work planning the Mini-PDI. Being held at the Hanscom Conference Center on August 16th, registration is already open. The fee for members who register prior to May 15th is \$30; the non-member fee is \$40. Ms. Sandra Gregory (BG USAF, Ret), Special Assistant to the Under Secretary of Defense (Comptroller) will be the keynote speaker, and will share with us information on the upcoming DOD Financial Management Certification Program. Visit our website at <http://asmcyankee.org/miniPDI2012> for more information.

The Programs Committee has been one of the most visible of our committees. Since being established in August, they have held seven monthly programs, four of which were devoted to Defense FM topics. Notably, March's meeting was particularly well attended by Army personnel from the Soldier Systems Center in Natick desiring to hear Jessica Karnis's presentation on Cost. This type of cross-service discussion is one of the many benefits of ASMC membership. Kudos to the Programs Committee for a job well done.

As discussed last newsletter, the Communications Committee continues to do a great job getting the word out to members. Not only is this their second quarterly newsletter, but they have continued to upgrade the website, post announcements on Facebook, develop flyers for all Yankee Chapter functions, and send out information to Yankee Chapter members via e-mail. Undoubtedly, as a result of the Communications Committee's great work, Yankee members are well-informed of what is happening in their chapter.

Three cheers for the Community Service Committee! Since August, they've completed five events totaling 134.5 hours of service. These events ranged from planting flags for the Multiple Sclerosis Awareness Week Flags for Hope to assisting the American Red Cross with a blood drive. Through their dedicated efforts, they've helped community members in both Massachusetts and New Hampshire. I believe they've also qualified for an Excellence in Community Service award, which would be presented to them at the PDI in Anaheim in June. Again, please congratulate the members on a job well done.

Finally, the Awards, Fundraising and Scholarship Committee held its first fundraiser in February, providing a foundation for the development of a scholarship program for next year. They also disseminated information regarding the ASMC National Achievement Awards, leading to the nomination of 17 people from this area. Keep your fingers crossed for our members in the awards competition!

While the Yankee Chapter has accomplished much, much remains still to do. In April, Committee members are meeting to exchange ideas and provide cross-committee feedback in an effort to make the Chapter even better. Within the next few weeks, we will also be forming a Nominating Committee to nominate officers for next year. Remember, our Chapter year runs from 1 July - 30 June. A formal installation of new officers will take place at our picnic near the end of June.

With the foundation laid this year, the Yankee Chapter has a great shot at becoming a Five Star Chapter next year. The right leadership can make this a reality. If you desire to run for office, I strongly encourage you to do so, and help take the Chapter to the next level.

Judy Keene

Yankee Chapter Awards Nominations

The nominations are open to all members of the chapter, with one award winner selected per category.

Anyone may nominate a person who has demonstrated outstanding performance. The categories are:

Outstanding Leadership:

Candidate must be an ASMC member currently working within the DOD or Coast Guard financial management community. This person must be an exemplary role model, working to enhance the ASMC Chapter while displaying qualities such as: dedication, commitment to excellence, creativity and integrity. He/she must possess dynamic technical and leadership competencies and demonstrate a willingness to impart the knowledge and experience they have obtained with others.

Social Innovator:

This person must have rallied excitement and interest in the ASMC Yankee Chapter, as well as enhanced the professional development of its members. This person should have a positive disposition and motivate others; charging ahead even in times of difficulty while giving extra time and energy to planning ASMC events.

Unsung Hero:

This person is not always on the front lines, but is essential to the success of the ASMC Yankee Chapter. They accomplish tasks, and make things happen with attention to detail and protocol. This person is a true professional who has the determination and ability to see things through. He/she is routinely first to arrive and last to leave. Qualities include: determination and dependability.

Judging will be based on outstanding performance in each category as evidence by:

Impact: focuses on the impact of the specific accomplishments across the organization and/or functional communities.
Complexity and leadership: focuses on how difficult it was to develop and implement the efforts and what specific leadership skills were demonstrated.

A selection panel, chaired by the Awards Committee Chair will review all nominations received and make final recommendations to the Executive Committee, who will approve the final award winners.

The nomination form may be downloaded from the Yankee Chapter website or you can submit your nomination online at: <http://www.asmcyankee.org/node/44>

Nominations **must** be sent by email no later than **June 30, 2012** to be considered by the selection panel.

Send nominations to: Katherine Winn at Katherine.winn@hanscom.af.mil or
Cathy Schulz at Catherine.schulz@hanscom.af.mil
In the subject line put: Annual Yankee Chapter Award Nomination

Awards will be presented at the Mini-PDI in August.

Contact Katherine Winn at 781-225-9188 if you have any questions.

House panel recommends removing barriers to companies doing business with DoD

The Department of Defense (DoD) should take definitive actions to streamline DoD's acquisition process and remove barriers facing small business. According to the House Armed Services Committee (HASC) [Panel on Business Challenges in the Defense Industry](#), implementing the recommendations cited in its report ([Challenges to Doing Business with the Department of Defense](#)) would "improve business to government relations and embrace emerging technologies."

The panel spent six months examining the challenges businesses encounter when dealing with DoD: 1) regulatory challenges; 2) incentives and mandates used to support the defense industrial base; 3) structural challenges for sectors within the industrial base; 4) the effect of current fiscal environment on the industrial base and its contractors; and 5) opportunities to lower barriers to entry.

According to the panel's report, "small and midsize businesses face particular challenges in contacting with DoD." This has been especially true in recent years when DOD has not met its small business procurement goals, according to the report. Panel chairman Rep. Bill Shuster (R-PA) said throughout his study the panel heard a consistent theme: "navigating the defense acquisitions process is difficult for all businesses, but is particularly difficult for small businesses."

As defense contracts have gotten larger, the Small Business Administration's (SBA) \$2 million per contract limit for surety bonds is insufficient to help small businesses, the report states. In addition, the panel asserts that DoD cannot track small business participation and the current culture does not promote involvement by small businesses in the acquisition process.

The panel contends that DoD's acquisition workforce has a difficult time managing and executing programs while attempting to acquire and retain a "professionally certified and competent defense acquisition workforce." Often, the report states, acquisition program managers promulgate a "risk averse" culture as they struggle to balance risks while managing cost, schedule, and performance.

DoD's outsourcing of program management has left it short of critical skills and could "create a potential conflict of interest and blur the lines" between work that must be performed by federal employees and that which can be performed by private contractors, according to the report. The panel also contends that changing regulations, which add complexity, confusion, and poor execution, have produced difficult challenges for the acquisition workforce.

The panel cites challenges created by DoD's lack of a "clearly articulated strategy that would provide a corporate vision of DoD's future technology needs" and the diverse array of funding mechanisms for transitioning technology from the early stages of research and development across the "valley of death."

The panel also identifies impediments to companies competing for defense contracts: too many regulations for defense contractors; bureaucratic rigidity; export control requirements; overworked and under resourced acquisition personnel and oversight agencies; and the audit backlog.

To address these challenges, the panel recommends a number of policy and process changes. The Secretary of Defense and the Service secretaries should develop a long-term strategy to maintain an effective industrial base and align future investment areas to DOD capability gaps. To encourage industry to allocate independent R&D resources and other longer-term investments, the panel would require the Secretary of Defense to improve communications between DOD and industry.

The Department should consider increasing small business procurement goals and ensure that small businesses actually perform work reserved for them. To improve the efficiency and effectiveness of the acquisition workforce, DoD should rebuild the workforce, assess the current certification and training requirements, and improve the Defense Acquisition University curriculum, according to the report.

The report recommends that DOD simplify and streamline the acquisition process. Specifically, DoD should review current acquisition-related laws and regulations and identify those that should be repealed or changed, notify Congress if a DoD audit organization does not complete a peer review within a three-year period, and increase oversight of the Defense Contract Audit Agency (DCAA) and the Defense Contract Management Agency (DCMA) to reduce the audit backlog. The report also would direct DoD to assess the feasibility and advisability of reorganizing the Department of Defense to realign DCAA and DCMA to improve communications, audit performance, oversight, and management."

The report's recommendations are expected to be included in the HASC markup of the FY2013 Defense Authorization bill.

March Meeting Minutes

On Thursday, March 22nd the programs committee put on another great ASMC event. We were pleased to have several of our Army members in the audience. This month's topic was Cost 101 presented by Jessica Karnis (ESC/FMC). Ms. Karnis has been with ESC for two and half years and a graduated of MIT with Political Science Degree. On top of her professional accomplishments she has also deployed to both Iraq & Afghanistan.



Karnis started by giving us a brief overview of the Cost organizational structure at ESC, with its division into three major branches. She went on to discuss the break out of the Cost workforce, with 90 of its 122 employees coming from contract services. That being said, Cost is also feeling the impacts of the workforce reductions and its effect on their major functions. As a similar theme across the Air Force, they are adjusting with doing more with less, and working on balancing out their contractor/government personnel ratio. As Specialized Cost Service workforce declines the organic workforce is trying to grow, primarily through the training program.

Ms. Karnis kept her briefing non-technical, and spoke about major Cost topics that she felt would be of interest to the budget community: Generating a Cost Estimate, What If Drills, and Would/Should Cost. These topics generated questions and discussion amongst the crowd.

She stressed the importance of the relationship between Cost and Budget. In summary, better communication between both functions will drive better cost estimates. Cost has begun to expand their cross training with budget by offering FM personnel a math refresher training to help prepare for DAU classes such as BCF 106. They are also in the works of developing a pilot program to further FM trainees with their Cost requirement by giving them more hands-on cost training. Karnis wrapped up her briefing informing us that, like Budget, Cost has their own nationwide professional organization called SCEA (Society of Cost Estimating and Analysis). Similar to ASMC, SCEA holds their own monthly seminars which are open to all who are interested. If people would like to know more about the cost community they can visit the ESC SharePoint site -<https://cs.eis.afmc.af.mil/sites/ESCFMCCE/default.aspx>

Summary By Sarah Higgins

Strategic Professional Development "Within a Fiscally Constrained Environment"



**ASMC
Yankee Chapter
MINI PDI 2012
THURS. AUG 16**

KEYNOTE SPEAKER

Ms. Sandra Gregory
(BG USAF, Ret),
Special Assistant to the
Under Secretary of Defense (Comptroller)

REGISTER BY JUNE 1ST 2012

MEMBER RATE \$30 UNTIL MAY 15
NON-MEMBER \$40

Five Star Status

Congratulations are in order for the many people who have helped turn around the Yankee Chapter over the past year. Your hard work and dedication to the Chapter have not gone unnoticed.

The ASMC national headquarters has recognized that our Chapter has been reorganized and as a direct result of your involvement they have awarded the Yankee Chapter with Five Star Status.

Congratulations to the Officers, Committee Chairs, Committee Members, and the many, many volunteers who have made helped us reach this achievement.

Congratulations Brian Fersch

Please congratulate Mr. Brian Fersch who was recently awarded the Meritorious Acquisition and Cost Analysis Achievement at a Unit under a Major Command from by the National ASMC.

Mr. Fersch superbly led initiatives to reduce cyber systems acquisition costs by over 50% during 2011. He assisted the Air National Guard execute cyber acquisitions, while saving over \$10M dollars. Moreover, his rapid estimating processes enabled key Air Force urgent need requirements to be procured in record time. For these efforts and his overall outstanding contributions to cost estimating, he was named the Air Force Materiel Command Cost Analyst of the Year!

Chapter Officers

Judith Keene—President
Shannon Murphy—Vice-President
2dLT Elicia Killingsworth—Secretary
MSgt JC (Jeffrey) Cross—Treasurer

Election Of Officers

As the 2011-2012 ASMC year winds to a close we look to the future. It is time for us to elect our Chapter Officers for the 2012-2013 year.

Those interested in servicing and an officer for the 2012-2013 year should submit their name and desired office to either Ms. Judith Keene or to Mr. Dean Hollembaek.

The election of officers will be held on June 20th from 11 to Noon in the Concord Auditorium at the Hanscom Conference Center.

Absentee ballots will also be available for those who are unable to attend in person.

Community Service Award



From sorting food at the Burlington Food Bank to Cradles to Crayons, from MS Awareness to the Team Walk for Cancer

Care the Community Service Committee has been going gangbusters since last fall and their efforts have not gone unnoticed.

The National ASMC has recognized the Yankee Chapter for Excellence in Community Service. Congratulations and keep up the great work.

Upcoming Events

May 20th—Team Walk for Cancer Care Community Service Event

May 29th to June 1st— ASMC National PDI

June 3rd—Cradles to Crayons Community Service Event

June 28th ASMC Meeting—Picnic

August 16th—miniPDI

Committee Chairs

Catherine Schultz—Awards, Fundraising & Scholarship
Tsgt Marissa Cross & Jennifer Lemay—Membership
Andrade Haughton—Communications
Ken Sweeney—Programs
Michael Alexander—Training and Education
William Gurney—Community Service