

Resume Barb Ferneyhough

Barb is a Managing Director at BKH, LLC with over 30 years' experience within the government contracting and finance arena at the executive leadership level. Over the course of her professional career, Barb has been sought for her ability to quickly assess a customer's long and short term goals, and to develop and implement strategic plans that bring immediate results while remaining fully compliant with domestic or international governing law, code or standards.

Barb specializes in providing financial analysis and consulting services to both government contracting and private clients across a broad array of industries. Her extensive experience and knowledge of International Traffic in Arms Regulations (ITAR), Federal Acquisition Regulation (FAR) and the Cost Accounting Standards (CAS) has enabled her to successfully develop and manage a compliment of initiatives for her government oriented customers including cradle-to-grave contract management, organizational development, development and implementation of policies and procedures, compliance assessments, and support and strategy development for negotiations with DCAA or government contracting litigation. Thanks to her extensive technical expertise and proposal experience, Barb is highly sought after in all aspects of proposal and capture management including functioning as Capture/Proposal Manager, aiding in determining bid/no bid actions, providing technical support, developing pricing options, price-to-win assessments and techniques, or supporting color team reviews.

Prior to forming BKH, Barb operated her own consulting firm, White Gloves Limited, which focused on providing clients with technical expertise in military weapons platforms, IT and satellite technology; government contracting and cost accounting support; as well as international financial management and export compliance. Over the years, she has also held other management roles including CFO for a startup research and development firm, CFO and technology expert for an international consulting organization that focused on the evaluation of military based weaponry systems, and AVP/Principal at a nationally known banking institution where she focused upon the issuance of public municipal bonds to support public finance initiatives and working with the federal government to audit other financial institutions for solvency and to liquidate assets. She has served as an expert witness to the government in matters related to public finance.

Barbara graduated Magna Cum Laude from Shenandoah University with a Bachelor of Science degree in Psychology. She holds an MBA with distinction from DeVry University's Keller Graduate School of Management with a concentration in accounting.

Areas of Experience

Industry

- Government Contracting
- Professional and commercial services
- Aerospace and defense
- International space
- Mortgage banking
- Low/Mod income housing
- Public finance

Functional

- Government contracting
- Accounting
- Program and project management
- Capture/Proposal management
- Cost/pricing analysis
- FAR/CAS consultation
- Cradle-to-grave contract management
- Compliance assessment
- Disclosure statement preparation
- Indirect rate calculations and allocations
- Incurred cost and forward pricing rate proposals
- Cost impacts
- Bid protests
- Business process re-engineering
- Financial reporting
- Revenue recognition
- Budget and forecasting
- Mergers and acquisitions
- Due diligence reviews
- Internal control reviews
- Policy and procedure development

Education

- MBA, Keller Graduate School of Management, DeVry University
- B.S. Psychology, Shenandoah University

Contact Barb

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