

From Our President

Wanda Wallace, CPCM, CFCM,
NCMA Fellow
NCMA Jacksonville President



Dear Members,

The new program year has officially begun! It is my great privilege to assume the role of chapter president for the 2023-2024 year, and I am eagerly anticipating the continued growth and success of our chapter. One aspect that particularly excites me is the addition of new individuals who will be joining this year's Executive Council. Let's warmly welcome **Madison Harrell, Brian Simmons, Ashley Mann, Blake Anderson, and Sherri Kelley**, all of whom have fearlessly volunteered to step up and help lead the chapter. They are joining our Council veterans, **Mike Scuteri, Mike Groeger, Katie Marrette, Amy Halter, Linda Hosey, Jim Krause, Dolly Sedwick, Larry Belge, Bill Swan, Rozina Mehertu and Deborah Thompson**, who continue to bring vast experience and expertise.

Our EC is actively planning a leadership kickoff event to strategize and prepare for the year ahead. Additionally, we are looking forward to our first event of the year, a happy hour with the intent of fostering connections and allowing us to get to know as many members as possible. We hope to see you there!

Calendar

08/15/2023

NCMA JAX Event

[Happy Hour @ Wicked Barley Brewing Co.](#)

08/24/2023

NCMA HQ Webinar

[Streamline Source Selections](#)

11/06/2023 - 11/07/2023

@ Bethesda, MD

NCMA HQ Event

[Government Contract Management Symposium](#)

New Members

Welcome to our newest chapter members:

- Rhonda Davis (transfer)
- Meagan Ashe

Member Milestones

What can you expect in the upcoming year? Abundant opportunities to connect! During our recent Chapter Chat, we discovered that building connections and networking were primary motivations for joining NCMA. We want to ensure that we deliver what you desire. Moreover, we will schedule more Chats throughout the year. We urge you to join us and share your ideas on how we can shape our chapter into everything you envision.

I eagerly await the chance to connect with each of you in the near future!

Congratulations to NCMA Jacksonville members celebrating membership anniversaries.

- Catherine Musone (20)
- Libia Cristancho (14)
- Trey Tackling (14)
- Dolly Sedwick (11)
- Rosemary Clemons (7)
- Margaret Florez (5)
- Joan Demers (3)
- Sabrina Raibon (2)
- Rob Edwards (1)
- Donna Ambler (1)

Two New CMLDP Members for JAX Chapter

Congratulations to Chapter Membership Co-Chair **Blake Anderson, CFCM** and Chapter Secretary **Madison Harrell** on their acceptance into the NCMA Contract Management Leadership Development Program (CMLDP) Class of 2024. The incoming class members were announced July 25th during NCMA World Congress 2023 in Nashville, Tennessee. Way to go, you two!

Who Said It?

"The greatest glory in living lies not in never falling, but in rising every time we fall."

See below for answer.

NCMA Certification FLASH SALE - Ends July 31st!

In honor of World Congress 2023 this month, all new certification applications and recertification applications will be \$23 for Members and Non-Members for the period 1 July 2023 - 31 July 2023!

Purchase an application now and submit it at a later date. All applications must be

submitted by 30 June 2024. If you'd like to purchase an application and submit it at a later date, please contact the certification department at certification@ncmahq.org and they'll assist you in processing the application purchase.

Click below to read the "fine print" of this limited time offer. <https://ncmahq.org/Web/Web/Certification/Certification.aspx?hkey=c993900e-788b-41d8-a2c2-cb29bb828462>

Then and Now – Monthly Member Highlights

This month I had the pleasure to interview **William Swan** and **Blake Anderson**, both gentlemen who are board members of the Jacksonville Chapter. As you read through the interviews you will see that as contract professionals the career field is vast in experiences and career paths. I hope you enjoy reading about these two professionals as I have enjoyed learning about them.

- **Sherri Kelley; NCMA JAX Membership Co Chair**

William H. (Bill) Swan, Jr.,
CPCM (Ret), Fellow
Joined NCMA 1981

Blake Anderson
Co-Chair Membership 2023-2024
Joined NCMA 2008

1. When did you join NCMA? March 1981(42+ years ago). I was a member of the "National" Chapter my first three years then joined five other chapters including two for which I was a "Founding Father" in 1988-1990. I affiliated with JAX Chapter in October 2006 and have held every office except President since then.

2. How long have you been in the contract profession? I started in July 1975 and retired in June 2005. My last employer asked me for assistance over a nine-month period following my retirement.

3. What was your first contract job? Procurement Systems Manager at Shaw AFB. The Air Force had just fielded

1. When did you join NCMA? I first joined NCMA back in 2008, as part of a college internship program. From there, I have been engaged in multiple local chapters to include Washington, DC; Tysons, VA; Charleston, SC; and now Jacksonville, FL.

2. How long have you been in the contract profession? I have been in Contracts for over 14 years, 10 of which has been full time.

3. What was your first contract job? I started as a summer intern on my Summer and Holiday breaks from college. At the time, my company was switching from a 100% paper/Binder Contracting filing system, to a very crude electronic

a contract writing system called Customer Integrated Automated Procurement System (CIAPS). I had to quickly learn the details of the system then train the other 40 people in my office. I developed a reputation as the “go to” guy for CIAPS questions and worked closely with my higher HQ to brainstorm problems and better procedures.

4. What’s your favorite part of the contracts industry? I always tried to have a clear idea of what supplies, services, or other projects I was buying before I started building the procurement package. I worked closely with customers to make sure my contract documents would fully satisfy their requirements. Being able to save money on major projects without compromising the key elements or requirements was also fulfilling.

5. What’s one challenge you occasionally or regularly faced in contracts? Customers who insisted they knew all the details of the procurement package and refused to listen to explanations of why certain procedures were required. In almost all cases, I was able to convince them we knew what we were doing.

6. What was/is the biggest achievement you experienced during your career? Actually, there were several: I was a contracting officer at Pentagon Renovation Project responsible for relocation of personnel and equipment in two of the five “wedges” of the building. I

contract management system (CMS). So I had the “envious” task each summer to help migrate all the paper documents into the new CMS.

4. What’s your favorite part of the contracts industry? Contracts as a field is vast. There are core principles and competencies that once you pick up, can be applied across the gamut, and facilitate transitioning across multiple customers, product lines, and Government/Commercial agencies. A common saying in our company is nothing gets done without a Contract.

5. What’s one challenge you occasionally or regularly face in contracts? People in our field regularly get caught in the trap of having to “win”; whether it be in a customer negotiation, project planning, or proposal. I try and remove myself from that thinking, and evaluate the situation from both a probability perspective, and reach an outcome that is best for both parties.

6. What is the biggest challenge you experienced during your career? Having patience. In my career, I have frequently wanted to “run and fly” on my own before I was really ready. Unlike a lot of other careers out there, Contracts is a lot of on-the-job training where you learn from your experiences and are measured by the battle scars you have earned.

7. How has your role changed over that time? My entire career has been at one Major Defense Contractor. In that one

was a first responder to the Pentagon attack on 9-11- 01 and spent 45 days in the Military District of Washington Emergency Operations Center as the Contracts Manager. My contributions to HQ Army Contracting Agency (ACA) attainment of ISO 9001 certification; I was the ACA Customer Service Excellence Manager and oversaw implementation of the Contracting module of the Interactive Customer Evaluation (ICE) system at Army installations worldwide.

7. How has/did your role change over that time? Throughout my career, I really enjoyed training and mentoring my co-workers and subordinates as well as developing policies and procedures to streamline and improve procurement practices. I made the shift from worker bee to team leader then manager.

8. What changes have/did you experience that truly stick out? Transition from the Armed Service Procurement Regulation (ASPR) in 1975 to the Federal Acquisition Regulation (FAR) in 1984 flattened the learning curve for new employees and standardized policies and procedures across the federal government.

Corporation, I have moved around a lot and had the opportunity to work with many different customers, product lines, and Contracting methodologies.

8. What changes have you experienced that made an impact in your career? In 10 years, I have physically moved four (4) times to support new customers, get exposed to new products and see how different parts of the business does contracting. I put myself on this self-developed rotation. I think establishing these rotational assignments for oneself is vital to early development within the field. Each experience adds another tool in the Contracts Professional's toolbox.

Call for Presentations Now Open!

Don't miss your chance to be a speaker at NCMA's **Government Contract Management Symposium (GCMS) 2023!** Share your expertise and insights with industry leaders, practitioners, and government officials. Selected speakers will receive complimentary conference registration!

[Click here for GCMS submission details.](#) Please ensure that you obtain any necessary approvals from your by employer prior to submitting your presentation.

Government Contract Management Symposium (GCMS) 2023

When: November 6-7, 2023

Where: Bethesda, MD

Theme: Strong Foundation, Endless Opportunities!

Submission deadline: August 18, 2023

Presenters announced: Friday, September 1, 2023

[Click Here for More Information](#)

Who Said It? Answer - Nelson Mandela