

MEET TODAY'S SPEAKERS

**Patricia Homs & Brent Meisner, Wabāna** 253-284-5724 [www.wabanagroup.com](http://www.wabanagroup.com)

Patricia Homs is Chief Executive Officer, for Wabāna, a Woman Owned, HUB Zone certified firm. Patty is certified by the U.S. Treasury Dept. in federal accounting & reporting, & specializes in contract management. Her career with the Dept. of the Interior's National Business Center & work in the private sector has given her experience in Appropriations Law, Federal Acquisition Regulations, budget execution, Standard General Ledger (SGL) processing & OMB reporting.

Brent Meisner, President & Chief Operating Officer, has a 32-year career as a federal contractor. His projects include Homeland Security, Pacific Region Army Guards services, coordination of Tiger Team installations in multiple worldwide locations, & design and installation of the FBI's classified fiber optic networks. Brent has a strong construction background, has secured over \$240 million in Small Business & 8(a) competitive projects & managed an Alaska Native Corporation.

**Darrell Sundell, Procurement Technical Assistance Center (PTAC)** 206-878-3710 ext 5146 [dsundell@highline.edu](mailto:dsundell@highline.edu)

Darrell has over 30 years of business & contracting experience. He is certified as an Associate Contracting Assistance Specialist (ACAS) and is an approved trainer for the Federal Contractor Certification (FCC) program sponsored by the Center for Veterans Enterprise (CVE) and APTAC. Darrell has earned the designation of Certified Federal Contracts Manager (CFCM) from the National Contract Management Association.

**Stan Uhlig, Federal Contractors Consultants** 360-633-6004 [www.federalcontractorsconsulting.com](http://www.federalcontractorsconsulting.com)

Stan Uhlig's extensive career in construction of large-scale projects worldwide includes construction of barracks & dining facilities at Ft. Lewis for the U.S. Army Corps of Engineers, the Composit Medical Replacement Hospital for the USAF as their major medical facility in the Middle East, an underground hanger for nuclear weapons handling facilities, military medical & dental clinics, renovation projects for housing, historic buildings & operational buildings, rebuilding of drydocks, etc. Stan is the author of "Principles of Federal Construction Contracting."

**Scott Harm, Belay Architecture** 253-441-6400 [www.belayarchitecture.com](http://www.belayarchitecture.com)

Scott Harm has provided architectural & planning services to the Dept. of Defense for more than 20 years. Through design-build contracts, his firm has delivered aircraft hangars, fire stations, barracks, Bachelor Enlisted Quarters (BEQ), Battalion Headquarters (BNHQ), Tactical Equipment Maintenance Facilities (TEMF), dining halls, military working dog kennels, Pilots School for Top Gun in Fallon Nevada, historic preservation & restoration, and Air Traffic Control Centers.

**Victoria Ghent, Assistant Director, Office of Small Business Programs, Mission & Installation Contracting**

**Command, Joint Base Lewis McChord** 253-966-3511 [Victoria.ghent@us.army.mil](mailto:Victoria.ghent@us.army.mil)

Victoria Ghent has worked as a Contract Specialist with the Western Regional Contracting Office, Army Medical Command, procuring highly specialized medical services; led the Construction Flight of the 62nd Contracting Squadron at McChord AFB; worked as a Foreign Service Officer with assignments serving Southern Africa, Pakistan, SW Asia, & Germany. Victoria was deployed to support contingency Operations Enduring Freedom & Iraqi Freedom & has received numerous recognitions & awards.

Visit the City's website to view speaker presentations!

<http://www.cityoflakewood.us/departments.html#p,/departments/economic-development/presentations.html>

Lakewood is the second largest city in Pierce County and fifteenth largest in Washington. It is strategically located between Sea-Tac International Airport and Olympia. The city is home to 58,163 residents and nearly 1,100 businesses. Lakewood is the host community to Joint Base Lewis-McChord and Camp Murray. In 2010, Lakewood was named for the fourth year in a row as one of the nation's One Hundred Best Communities for Young People by America's Promise Alliance.

**Locating in Lakewood Makes Good Sense ~**

- o Lakewood is located just 32 miles from Seattle-Tacoma International Airport, 13 miles from the Port of Tacoma (7th largest container port in North America) and 24 miles from the state capital of Olympia.
- o Lakewood has no B&O tax or development impact fees.
- o More than 5,000 military contractors/consultants associated with Joint Base Lewis McChord utilize local services.
- o Pierce College and Clover Park Vocational College support an educated work force.
- o Wide variety of homes available in price points from affordable to executive housing.

For more information contact:  
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Economic Development Manager  
City of Lakewood  
6000 Main Street, Lakewood, WA 98499-5027  
253-983-7834 [Echambers@cityoflakewood.us](mailto:Echambers@cityoflakewood.us)



**A Great Place to Do Business!**

*Military Contracting Workshop*  
*June 16, 2011 9 a.m.—12:30 p.m.*  
*Lakewood Council Chambers*

**AGENDA**

9 a.m.	Welcome—Mayor Douglas G. Richardson & City Manager Andrew Neiditz
9:15	Covering the Basics Patricia Homs & Brent Meisner, Wabāna Group
10:05	Public Resources Darrell Sundell, WA State Procurement Technical Assistance Center (PTAC)
10:20	Break
10:30	Federal Construction & Subcontracting Stan Uhlig, Federal Construction Consultants
11:10	Learning from the School of Hard Knocks Scott Harm, Belay Architecture
11:45	Opportunity Speaks—Victoria Ghent, JBLM Small Business Program
12–12:30	Q&A

**Sign up for Free Hands-On Training**

**June 20 and June 27 OR July 11 and July 18, 9 a.m.—Noon**

**Lakewood City Hall Training & Computer Room**

**Max. 15 students per two-day session - 1 person per firm**

**Complete CCR, NAICS, D&B, ORCA registration & certifications necessary to compete for military and government contracts.**



**A Great Place to Do Business!**

# Federal Acronyms

1. ACO - Administrative Contracting Officer
2. A/E - Architect/Engineer
3. AIS - Automated Information System
4. BAFO - Best and Final Offer
5. BOS - Base Operating Support Contract
6. BPA- Basic Purchase Agreement
7. CAD/CADD - Computer Aided Design and Drafting
8. CAO - Contract Administration Office
9. CCASS - Construction Contract Appraisal Support System
10. CCD - Contract Completion Date
11. CCN - Contract Change Notice
12. CCP - Contract Change Proposal
13. CCR - Central Contractor Registration
14. CFR - Code of Federal Regulations
15. CLIN - Contract Line Item Number
16. CO - Contracting Officer (Also KO)
17. CONUS - Continental United States
18. COR - Contracting Officer's Representative
19. COTR - Contracting Officer's Technical Representative
20. C/PD - Cost/Pricing Data
21. CPFF- Cost Plus Fixed Fee
22. CPM - Critical Path Method
23. CQC - Contractor Quality Control
24. D/B - Design Build
25. D/B/B - Design Bid Build
26. D&B - Dun & Bradstreet
27. DCAA - Defense Contract Audit Agency
28. DFARS - Defense Federal Acquisition Regulation Supplement
29. DFAS - Defense Finance and Accounting Service
30. DoD - Department of Defense
31. FAR - Federal Acquisition Regulation
32. FEDBIZOPPS - Federal Business Opportunities
33. FFP - Firm-Fixed-Price
34. G&A - General and Administrative
35. GAO - Government Accountability Office
36. HUB - Historically Underutilized Business
37. ID/IQ - Indefinite Delivery Indefinite Quantity
38. IFB - Invitation for Bid
39. IGCE - Independent Government Cost Estimate
40. LD - Liquidated Damages
41. MACC-Multiple Award Construction Contract
42. MATOC-Multiple Award Task Order Contract
43. MILCON - Military Construction
44. MIL-HDBK - Military Handbook
45. MOD - Modification
46. MOU - Memorandum of Understanding
47. MPIN - Marketing Partner Identification Number
48. MSDS - Material Safety Data Sheet
49. NAICS - North American Industry Class System
50. NTE - Not to Exceed
51. NTP - Notice to Proceed
52. O&M - Operation and Maintenance
53. OMB - Office of Management and Budget
54. OPR - Office of Primary Responsibility
55. OSHA - Occupational Safety and Health Administration
56. PCO - Procuring Contracting Officer
57. P&L - Profit and Loss
58. POC -Point of Contact
59. POP - Period of Performance
60. PTAC – Procurement Technical Assistance Center
61. PWS - Performance Work Statement
62. RFB - Request for Bid
63. RFI - Request for Information
64. RFP - Request for Proposal
65. RFQ - Request for Quotation
66. RMS - Resident Management System
67. SADBUs - Small and Disadvantaged Business Utilization
68. SBA - Small Business Administration
69. SIC – Standard Industrial Classification
70. SOC - Solutions Order Contract
71. SOP - Standard Operating Procedure
72. SOW - Statement of Work
73. T&M- Time & Material Contract
74. TOC - Task Order Contract
75. SACE - United States Army Corp of Engineers
76. VE - Value Engineering
77. VOSB - Veteran Owned Small Business
78. WOSB - Woman-Owned Small Business

# Federal Contracting

