



Federal Publications Seminars

Designed for
experienced
procurement
professionals to
help you stay on
top of the latest
developments
in Government
contract costs.

EARN CREDITS
CLE 16.5* / CPE 19**

The Masters Institute in Government Contract Costs

A specially tailored, advanced program devoted
exclusively to the unique rules, problems,
practices, and demands of Government
Contract Costs matters.

May 5-7, 2009 • La Jolla, CA
July 21-23, 2009 • Hilton Head Island, SC

Presented by Federal Publications Seminars www.fedpubseminars.com

THOMSON

WEST

The Masters Institute in Government Contract Costs Course Faculty and Curriculum

Each day of the Institute will consist of lectures, case studies, illustrative examples, group discussions, individual questioning, and consideration of questions on any contract costs subject. In addition, attendees will receive an extensive set of materials prepared by the Faculty. Finally, we believe you will greatly benefit from your association with the other attendees—all of whom are expected to be on your professional level.

DAY ONE

Tuesday, May 5 – 8:00-11:00 am
Tuesday, July 21 – 8:00-11:00 am



MS. KAREN L. MANOS

Ms. Manos is a Partner in the Washington, D.C. office of Gibson, Dunn & Crutcher LLP. Before entering private practice, Ms. Manos served as an Air Force judge advocate, and had assignments with the Defense Contract Management Agency, the Air Force Space & Missile Systems Center, the Defense Information Services Agency, and the U.S. Attorney's Office for the District of Columbia. She has extensive experience on a broad range of Government contracts issues, including complex claims preparation and litigation, civil and criminal fraud investigations and litigation, *qui tam* suits under the False Claims Act, defective pricing, cost allowability, the Cost Accounting Standards, suspension and debarment, bid protests, and corporate compliance programs. Ms. Manos is the author of the two-volume book, *Government Contract Costs & Pricing*, which is widely recognized as the definitive text in the area. Ms. Manos currently serves as Vice-Chair of the American Bar Association Section of Public Contract Law and served for several years as Co-Chair of its Accounting, Cost & Pricing Committee. She also is editor-in-chief of both the *Public Contract Law Journal* and the *Cost, Pricing & Accounting Report*; and is member of the Advisory Board of the Government Contractor. Ms. Manos graduated from the U.S. Air Force Academy and from the Duke University School of Law.

Areas of discussion: *The opening session includes an overview of the Institute including new developments in Government Contract Costs and Cost Accounting Standards. The CAS Board: Make-up: operating procedures and rules; actions, promulgations to date; agenda for the coming year.*

DAY ONE

Tuesday, May 5 – 11:30-2:30 pm
Tuesday, July 21 – 11:30-2:30 pm



MR. MICHAEL E. STEEN

Mr. Steen, Certified Public Accountant, is a Senior Managing Consultant at Beason & Nalley, Inc. in the Government Contract Consulting Group in Huntsville. Prior to joining Beason & Nalley, Mr. Steen was employed with DCAA and has over 30 years experience. As a senior executive with DCAA over the past several years, Mr. Steen was responsible for the management of audits of approximately \$25B annually and management of agency resources approximating 800 employees. Mr. Steen was also involved in conducting or managing a variety of compliance audits, to include cost proposals, internal controls and related systems, Cost Accounting Standards, claims, defective pricing, and special programs. Mr. Steen was also actively involved in contract disputes and litigation. Mr. Steen has lectured extensively at DCAA and to business and community leaders. Mr. Steen also served as a member of the Executive Steering Committee for DCAA during his tenure as a Regional Director.

Areas of discussion: *Identify current trends and initiatives in government contract auditing that could impact your business. Explore the changing role of DCAA in an acquisition reform environment. Address significant prompt payment and contract closeout issues resulting from DOD's transition to a new contract administration and payment system.*

DAY TWO

Wednesday, May 6 – 8:00-11:00 am
Wednesday, July 22 – 8:00-11:00 am



MR. JAMES W. THOMAS

Mr. Thomas is a Partner in the Government Contractor Consulting Practice of PricewaterhouseCoopers, LLP in Washington, D.C. He specializes in the unique financial and accounting requirements of government contracts. Mr. Thomas provides advice to clients on strategies for organizational structures, systems to meet the estimating and accounting requirements of the Federal Acquisition Regulation and strategies for proposal pricing. He provides expert accounting services to law firms representing clients involved in government contract disputes such as acquisition purchase price disputes, bid protests, defective pricing, cost recovery claims, labor charging and other accounting disputes. He has provided expert testimony in cases involving cost disputes and in bid protest cases. He has a Bachelor of Science degree in Accounting from the Pennsylvania State University and is a Certified Public Accountant in Virginia.

Areas of discussion: *Understanding and living with the conflicting rules on allowability and allocability. Discussion of the FAR approach to allocability, including a discussion of FAR 31.201, 202, 203, and parts of 205. Comparison of the FAR with the CAS approach to allocability as set out in the standards and the Board's concepts statement. Analysis of how the courts have decided allocability issues and conflicts between FAR and CAS. Insights into how the new CAS Board may be handling the problem and other thorny issues it now faces.*

The Masters Institute in Government Contract Costs Course Faculty and Curriculum

DAY TWO

Wednesday, May 6 – 11:30-2:30 pm
Wednesday, July 22 – 11:30-2:30 pm



MR. STEPHEN D. KNIGHT
of Washington, D.C.

Mr. Knight is a Partner in the Vienna, VA law offices of Smith Pachter & McWhorter, PLC. Mr. Knight specializes in a variety of government contracts issues and has substantial expertise in the area of claims and disputes, including defective specifications, delay and disruption, changes, and contract interpretation. Mr. Knight handles matters involving complex questions of government contract cost accounting, cost allocability, cost allowability, material accounting, labor accounting, contract payment, and defective pricing. He has advised clients on sensitive issues of government contract compliance, disclosure, and the government's right of access to records. Mr. Knight has substantial experience in the area of procurement fraud, including representation of clients during grand jury and Inspector General criminal investigations, as well as civil investigations, and litigation pursuant to the Civil False Claims Act and its Qui Tam provisions. Mr. Knight received a Bachelor of Arts, with honors, was elected to Phi Beta Kappa, and earned a Juris Doctor degree from the University of Virginia.

Areas of discussion: *The cost principles and Cost Accounting Standards relevant to the various organizational forms. CAS 403, 410 and 418. Allocability and allowability rules applicable to parents, subsidiaries, segments, divisions, cost centers, joint ventures and teaming arrangements. Cost consequences of changes from takeovers, purchases, sales, combinations, split ups, start ups and shut downs. The rules governing transactions between organizations in areas such as supplies, services and leases.*

DAY THREE

Thursday, May 7 – 8:00-11:00 am
Thursday, July 23 – 8:00-11:00 am



MR. TERRY L. ALBERTSON
of Washington, D.C.

Mr. Albertson is a Partner in the Washington, D.C. law firm of Crowell & Moring LLP, specializing in Government procurement law. Mr. Albertson is active in a number of trade and professional organizations. For several years, he served as Chairman of the Committee on Accounting and Cost and Pricing of the Public Contract Law Section of the American Bar Association. A member of The Government Contractor Advisory Board, he has written and lectured frequently on Government procurement issues, with special emphasis on cost allowability issues, multiple award Federal Supply Schedule contracts, and issues related to fraud, debarment, and suspension. He received a Bachelor's degree from Georgetown University, magna cum laude, a Master's degree from Yale University, and a law degree from Harvard Law School, cum laude. He is a member of the Bars of the State of Maryland and the District of Columbia.

Areas of discussion: *FAR cost principles – Precontract costs: IR & D; B&P and CAS 420; environmental cleanup costs; public relations vs. marketing vs. direct selling costs; professional and consultant service costs; employee compensation, including uncompensated overtime and accounting for, and "termination" of fully funded pension plans—CAS 412 and 413 implications; cost and CAS issues as defective pricing problems.*

Note: Messrs. Albertson and Rosen will team teach on the Third Day.

DAY THREE

Thursday, May 7 – 11:30-2:30 pm
Thursday, July 23 – 11:30-2:30 pm



MR. LOUIS ROSEN
of Washington, D.C.

Mr. Rosen is the president of Potomac Partners R & M, LLC, and the founder and former national director of Ernst & Young's Government Contract Services. He is a leading adviser to companies doing business with the government. Prior to joining Ernst & Young, Mr. Rosen served as associate director of the Cost Accounting Standards Board. In this role, he contributed significantly to Cost Accounting Standard 410, "Allocation of Business Unit General and Administrative Expenses to Final Cost Objectives," Cost Accounting Standard 418, "Allocation of Direct and Indirect Costs," and the definitions of "Cost Accounting Practice" and "Change to a Cost Accounting Practice."

Mr. Rosen has worked closely with government procurement and audit agencies, industry associations, the accounting profession, and legal counsel. A frequent speaker on government contract issues in forums across the country, he is co-author of a widely used handbook, Government Contract Accounting.

Areas of discussion: *Accounting for the costs of assets. Issues generated by mergers and acquisitions. Evaluation of assets, appropriate use of stepped-up basis, DCAA gain recapture theories, and novation agreements precluding costs being allocated to pre-existing contracts. Allocating special tooling and test equipment costs. Direct vs. indirect costs: Appropriate procedures and accounting practices. Cost accounting practices vs. estimating practices. The impact of organizational changes. Planning for changes in cost accounting practices.*

In-House Programs

Bring any seminar or course directly to your staff through the Federal Publications' In-House Presentations Program.

Unparalleled Benefits:

- Cost Effective
- Convenience
- Special Focus
- Impact
- Confidentiality

For More Information
Call Mike Joseph at 651-848-8655

Register online at: www.fedpubseminars.com

The Masters Institute in Government Contract Costs

REGISTRATION APPLICATION

Registration Fee \$1,395. The registration fee of \$1,395 includes the price of a course manual which is valued at \$550 plus applicable taxes. Applicable taxes include sales, use, gross receipts, excise, value added tax (VAT) or equivalent, ad valorem and other taxes.

☐ May 5-7, 2009
La Jolla, CA • Hyatt Regency La Jolla

☐ July 21-23, 2009
Hilton Head Island, SC
The Westin Hilton Head Island

I understand that (a) an acknowledgement of this registration will be sent to me, and (b) this registration may not be cancelled later than two weeks before the session begins (but I may name a substitute registrant at any time).

CREDIT CARD PAYMENT FOR COURSE

☐ Visa ☐ MasterCard ☐ American Express

Card # _____

Expiration Date _____ CVC Code _____

Signature _____

Print Name _____

Name _____

Title _____

Organization _____

Mailing Address _____

City/State/Zip _____

E-mail _____

Telephone _____

200-934-OL/M-90

DATES AND LOCATIONS • 2009

May 5-7, 2009

Hyatt Regency La Jolla, 3777 La Jolla Village Dr, San Diego, CA 92122 • 858-552-1234 • www.lajolla.hyatt.com

July 21-23, 2009

Westin Hilton Head Island, Two Grassland Ave.
Hilton Head Island, SC 29928 • 843-681-4000
www.starwoodhotels.com/westin

DAILY SCHEDULE

Registration: 7:45 am on the First Day

Meetings: 8:00 am – 2:30 pm

To Register:

- Register online at www.fedpubseminars.com
- Call 888-494-3696
- Fax the completed registration application information to: 202-772-8298

FOR FURTHER INFORMATION (888) 494-3696

COURSE MANUAL — An extensive *Manual* of original materials (available from no other source) has been specially prepared for distribution to attendees at this program. Its purpose: to relieve you of the burden of taking voluminous notes and to provide you with a source book of continuing value.

TEAM DISCOUNT — A discount is available for three or more registrations from the same organization for this seminar. The discount – a \$200 per person reduction in the seminar fee – can be taken when three (or more) registrations are sent together. The discount cannot be transferred to other sessions of this program or to other seminars. To receive the team discount, please phone, fax or mail your registration.

***CLE: Continuing Education Credit** — This course is eligible for 16.5 continuing education credit hours. States have widely varying regulations regarding CLE Credit. Please contact us with inquiries about the availability of CLE credit in your state. West Legalworks is an approved CLE provider in New York, California and Illinois. Financial assistance is available for hardship. Call (800)308-1700 for details.

****CPE: Continuing Professional Education** — This course is eligible for 19 CPE credit hours. West Legalworks is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, Tennessee 37219-2417 or by visiting the web site: www.nasba.org. NASBA program Level: Basic, NASBA Program Prerequisites: None, NASBA Advance Preparation: None. For more information about administrative policies such as complaints and refunds, please call our offices at (800)308-1700.

HOTELS — The course registration fee does not include hotel accommodations. For hotel information please go to our website www.fedpubseminars.com. Sound recordings are prohibited. Please note that registrations may not be cancelled later than two weeks before the session starts, but a substitute registrant may be named at any time.

