



September 23, 2010

2010

Government Contracting Seminar

SCS thanks our Distinguished Speakers from



BAKER DONELSON
BEARMAN, CALDWELL & BERKOWITZ, PC

Darrell J. Elliott & Associates



Hosted by

**Strategic Consulting
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109A Jefferson Avenue

Oak Ridge, TN 37830

9/23/2010



2010 Government Contracting Seminar Agenda

Thursday, September 23, 2010	
8:00 am to 8:30 am	Registration, Continental Breakfast and Networking
8:30 am to 9:30 am	Welcome comments and introduction of Keynote Speaker : Laura Davis, SCS Keynote Speaker Darrel Kohlhorst President and General Manager Y-12 National Security Complex
9:30 am to 10:00 am	Banking for Government Contractors David Bradshaw, City President, SunTrust
10:00 am to 10:30 am	Writing Winning Proposals Darrell Elliott, Principal, Darrell J. Elliott and Associates
10:30 am to 10:45 am	Break
10:45 am to 11:15 am	"What's new with DCAA, What's Not" Rich Wilkinson, VP Government Contracting, Deltek
11:15 am to 11:45 pm	"Maintaining Compliance" Carl Ford, Special Consultant, Darrell J. Oyer and Company
11:45 am to 12:30 pm	Government Contracting Law and Environmental Law Skip Hindman Shareholder, and LeAnn Mynatt, Shareholder, Baker Donelson
12:30 pm to 1:30 pm	Working Lunch Recapture Audits Tony Marshall, President & CEO, Innovative Systems Group
1:45 pm to 2:15 pm	Insurance for Government Contractors "The Impact of Health Care Reform on Your Company" Tim Welles, Benefit Consulting Services Inc.
2:15 pm to 2:30 pm	Break
2:30 pm to 3:45 pm	Panel Discussion with local Government Contractors Wayman McGlaughlin, VP G2 Engineering and Management; Tom Kaupas, CFO Wastren Advantage; Lisa Copeland, Procurement B&W Y-12, LLC
3:45 pm to 4:15 pm	Audit/Tax Issues for Government Contractors Mike Parton, Principal, Coulter & Justus
4:15 pm to 4:30 pm	Closing Comments Rich Wilkinson, Deltek and Laura Davis, SCS

Laura Davis**President, Strategic Consulting Solutions**

Laura Davis founded Strategic Consulting Solutions in 2004 after several years of consulting with government contractors. Since then, the company has grown to 20 employees and includes offsite offices in Texas and North Carolina. With Laura's experience and leadership, the SCS team has developed a customer base that entrusts the SCS to perform all of the accounting and financial functions of their operations. Laura's career has been focused on the Deltek products such as GCS Premier, Costpoint, Time & Expense, and Impromptu and has implemented numerous Deltek software systems. In addition, Laura has supported customers in the areas of assistance with Cost Accounting Standards and compliance issues, Liaison and representation with DCAA, business assessments to improve processes, government reporting, and budget preparation and reporting.

Laura holds a Bachelor's Degree in Accounting from Lincoln Memorial University and a Master of Accountancy Degree from the University of Tennessee. In August 2008, Laura completed her Master's Certificate in Government Contracting from George Washington University. She is the Treasurer for the local chapter of NCMA and is a member of several accounting organizations. Laura is a Certified Public Accountant and a member of the American Institute of Certified Public Accountants and the Tennessee Society of Certified Public Accountants.

Keynote**8:40-9:30**

Darrel P. Kohlhorst**President and General Manager, Y-12 National Security Complex**

Darrel Kohlhorst was named president and general manager of the Y-12 National Security Complex in February 2008. He is responsible for operation of the site, which includes manufacture of nuclear weapons components, special materials storage, nonproliferation of weapons of mass destruction, engineering, safety, security, quality, and environmental protection.

His first association with Y-12 was in 2000, when he joined the B&W Y-12 transition team. In 2001 he was named deputy manager for Manufacturing, and in 2003, he became division manager for Manufacturing. Before his current position he served as deputy general manager for Operations and as senior vice president and chief operating officer for Y-12.

Kohlhorst joined Babcock and Wilcox in 1972 at the Nuclear Products Division (NPD) in Lynchburg, Virginia. During his career at NPD from 1972 to 1990, he held numerous technical and business management positions, including project manager and manager of Engineering. He moved to the Corporate Research and Development Division in 1990 and was responsible for technology applications throughout the corporation and the Exploratory Research Program. In 1992, he joined the Manufactured System and Technology Division as general manager, with responsibilities for Engineering Research, Inc., OSO, and CIMS Engineering.

A native of Lima, Ohio, Kohlhorst holds a B.S. in Aeronautical Engineering from Ohio State University and a Master's of Engineering in Applied Mechanics from the University of Virginia. He attended the executive M.B.A. program at Northeastern University.

David Bradshaw
City President, SunTrust

David Bradshaw is a native of Knoxville, TN. David holds a degree in Industrial Engineering from the University of Tennessee, Knoxville (UTK) and a Master of Business Administration from UTK. While an undergraduate, David worked at the Y-12 National Security Complex in Oak Ridge as a Co-Op student. From 1991 to 2000, David worked at Y-12 in the Work-for-Others program. In an effort to assist with the movement of technology from the facilities in Oak Ridge to the private business sector, David became a loaned executive to Technology 2020 where David was an integral part of the creation of Southeast Community Capital (now called Pathway Lending), a non-profit financial institution whose mission was to provide capital to start-up and early-stage companies. Today, Pathway has four offices in Tennessee from Jackson to the Tri-Cities and has provided over \$40,000,000 in loans to small business. David served as Chief Operating Officer for Southeast Community Capital until 2007 when he was recruited as the Anderson/Roane County President for SunTrust Bank. In this capacity, David provides deposit and credit services to many leading companies in Anderson and Roane Counties. David has also taught business and math classes part-time for Roane State Community College and occasionally read applications for the US Department of Treasury Community Development Financial Institution Fund submitted by institutions around the country.

From 1995 until 2001, David served as mayor pro tem in Oak Ridge; from 2001- 2007, David served as mayor. David currently serves as the President of the American Museum of Science and Energy Foundation, Chairman for the Oak Ridge Economic Partnership, Chairman of the Oak Ridge Heritage and Preservation Association, board member of the Community Reuse Organization of East Tennessee, board member of the Children's Advocacy Center of Anderson County, board member of the East Tennessee Economic Council, board member of the Roane State Community College Foundation, and board member of the United Way of Anderson County.

Awards include the Postma Young Professional Medal by the East Tennessee Economic Council which honors the accomplishments of young professionals who have made an impact and fostered a community culture in our region.

Writing Winning Proposals**10:00-10:30**

Darrell Elliott
Darrell J. Elliott and Associates

Darrell Elliott is the Principal of Darrell J. Elliott & Associates. Since its founding in 1994, the company has supported over 50 large and small companies on over 250 domestic and international competitions resulting in over \$60 Billions in contract wins. These competitions were work for all branches of Department of Defense, Departments of Energy, Justice, State, Interior, Transportation, and federal agencies including NASA, EPA, IRS, Social Security, FAA, as well as international organizations such as United Nations and NATO.

The firm has developed specialized techniques and processes for optimizing all aspects of proposal and orals creation and delivery. He has personally trained over 2000 personnel in these highly effective and persuasive methods. He is an Adjunct Faculty at the University of Tennessee for Professional MBA and Professional Development Programs. In addition to building his own business, he has held senior executive management positions in business development and marketing at EOD Technology, EG&G, and IT Corporation. He has a Masters Degree in Engineering Administration from George Washington University and a Bachelors in Environmental Engineering from the University of Wisconsin-Milwaukee.

Rich Wilkinson**VP Government Contracting, Deltek**

Rich Wilkinson has more than 30 years experience working with the Government, government contractors, private-sector companies and government contracting solutions providers. He was the Contracting Officer for R&D and first production of the Navy's Advanced Acoustic Signal Processor, the UYS-1 at the Naval Air Systems Command. As Controller and Compliance Officer at both Atlantic Research Corporation and CSC, Rich was responsible for accounting and finance operations and Cost Accounting Standards compliance. Since joining Deltek in 1996, he has helped more than 100 companies select, install and deploy their Government contract accounting systems. He is also a regular lecturer on Government Contract Compliance and Accounting at George Mason University.

DCAA Discussion: Maintaining Compliance**11:15-11:45**

Carl Ford, Special Consultant**Darryl J. Oyer and Company**

Carl Ford is highly experienced and regarded in the application and interpretation of the Federal Acquisition Regulations (FAR), departmental FAR Supplements and Cost Accounting Standards Board (CASB) promulgations. He has over 30 years experience in the establishment and administration of cost accounting systems, estimating systems, cost control systems, purchasing systems and labor reporting systems that are responsive to the legislative and regulatory requirements of performing on defense and civilian agency contracts. This experience includes day to day operating management ranging from startup companies to multi-segment, multi-national corporations having annual sales in excess of \$12 billion. Assignments have covered a variety of basic and applied research, development, service, manufacturing, and assembly operations preponderantly in high technology organizations.

He has held management and executive positions in TRW, Honeywell, Goodyear, Motorola, Martin-Marietta, Loral and Teledyne. His extensive experience includes negotiating myriad Cost Accounting Standards (CAS) and Federal Acquisition Regulations (FAR) accounting issues with governmental agencies, including pricing, billing, incurred cost rates submissions, pension costs, product liability, cost allocability and applicability and Disclosure Statement requirements.

Mr. Ford has a BS degree in Accounting from Bowling Green State University (Ohio).

Skip Hindman
Shareholder, Baker, Donelson

LeAnn Mynatt
Shareholder, Baker Donelson

Skip Hindman, shareholder in the Nashville office, practices in the areas of commercial litigation and government contracts. He has a wide range of bench, jury trial and bid protest experience and practices regularly in state and federal courts throughout the Southeast. He has represented small businesses and Fortune 100 companies in lawsuits involving diverse business issues and contractor disputes.

Mr. Hindman has a strong concentration in public contract law including bid disputes, bid preparation, contract management and contract compliance. He has obtained award reversals and re-bids on behalf of disappointed bidders, defended awards made to prevailing parties, and has successfully assisted government contractors with certified claims, Requests for Equitable Adjustments, ethical considerations, small and disadvantaged business issues, False Claims Act allegations, and the negotiation and enforcement of subcontractor, joint venture and teaming agreements. Mr. Hindman has advised clients competing for and performing contracts with the United States Department of Defense; the Small Business Administration; the Department of Energy; the Department of Education; the Social Security Administration; the Food & Drug Administration; the Army Corps of Engineers; FEMA; the Department of Veterans Affairs; and the General Services Administration (Federal Supply Schedule). State and local agencies include the Tennessee Department of Finance and Administration, the Department of General Services; the Metropolitan Government of Nashville & Davidson County, Tennessee, and numerous local entities, utility districts and authorities. In recent government contract matters, Mr. Hindman has represented clients located in California, Florida, Kentucky, Louisiana, New York, North Carolina, Tennessee, Washington, and Wisconsin, as well as international clients in India, Iraq, Jordan, Afghanistan, Dubai and Great Britain.

LeAnn Mynatt represents clients nationwide in environmental, safety and health issues. She has represented a diverse range of industries, including automotive parts manufacturers, landfill owners and operators, agricultural operators, mining companies, oil and gas distributors and explorers, developers, banks, municipalities, construction companies and "big box" retailers. She helps management develop and implement environmental, safety and health programs at the corporate and facility levels, including ISO-approved programs, and represents clients in real estate, compliance and enforcement defense. Ms. Mynatt is also a frequent speaker on environmental, safety and health liability, enforcement, recent rulemaking and responding to investigations.

Recent Representative Transactions include:

- Conducted ES&H audit for manufacturer
- Advised on environmental due diligence in real estate transaction
- Obtained environmental permits for Brownfield and developer
- Defended client in environmental enforcement action

Tony Marshall, President & CEO of Innovative Systems Group Inc.

Tony Marshall has over 25 years of experience integrating business strategies with technology and information infrastructures, and producing sophisticated applications focused on contributing to the bottom line. He is an expert at analyzing business problems and designing technology based solutions to resolve them.

Before forming Innovative Systems Group, Tony ran the Consulting and Integration Group for Artios. Heading this organization gave him his entry into the world of manufacturing systems. Prior to Artios, Tony was the Director of Internal Business Systems for Discovery Communications (Discovery Channel) and prior to Discovery Tony was an independent consultant managing development projects for Bell Atlantic, MCI, Airlines Reporting Corporation and others. Preceding the consulting engagements, Tony worked in Mobil Oil's corporate headquarters as an MIS Project Manager. Prior to his career in Information Technology, he had a distinguished career in the healthcare managing CAT scan and Radiology departments.

Mr. Marshall has won numerous awards over the years but most recently was recognized as the Black Expo's 2010 Entrepreneur of the Year. In the local community:

- Advisory Board of North Carolina A&T State University, School of Technology
- Chairman of Business Education Leadership council at Southeast Raleigh Magnet School (BELC) which brings business resources in area together to help the school system meet its goals.
- (Previously on) Advisory board of the A.E Finely YMCA
- Founder of a Youth Leadership and Entrepreneurial club. (Southeast Raleigh magnet High School Lead Dogs Inc.)
- Board Member of the Harriet B. Webster Task force for Student Success.
- Volunteer with the YMCA's Youth Achievers program
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Mr. Marshall holds degrees in Computer Based Information Systems and Radiological Technology.

Door Prize Drawing**1:45**

The Impact of Health Care Reform on Your Company**1:45-2:15**

Tim Welles**Benefit Consulting Services, Inc.**

Tim began his career in the financial services industry in 1990. For 8 years Tim co-owned the brokerage and consulting company Benefits Management Group.

Tim currently works as an Account Executive, serving the clients of Benefit Consulting Services.

Tim is a native of Buffalo, New York, and earned a BBA in Finance at The University of Oklahoma.

Contractor Panel Discussion**2:30-3:45****Tom Kaupas**
CFO Wastren Advantage**Wayman McGlaughlin**
VP, G2 Engineering and
Management**Lisa Copeland**
Procurement, B&W
Y-12, LLC

Audit and Tax Issues in Government Contracting**3:45-4:15****Mike Parton**
Principal, Coulter & Justus, PC

Mike Parton has over 23 years of experience in financial statement audits, litigation support engagement (consulting and expert witness), mergers and acquisitions, fraud reviews and assistance with client recruiting for technical positions from Controllers to CFOs.

Mr. Parton is an Accounting and Audit Service Executive with Coulter & Justus, P.C. in Knoxville, Tennessee. Mike serves as member of the Firm's Managing Committee and as Director of Growth is responsible for the Firm's professional staff recruiting and business development activities. He has also held a previous position as Audit Manager with Ernst & Young LLP in Knoxville, Tennessee.

Mike has a B.S. Business Administration, University of Tennessee at Knoxville and his Professional Certifications and Licenses include:

- Certified Public Accountant (CPA), Licensed in Tennessee
- Certified in Financial Forensics (CFF)
- Fellow of Healthcare Financial Management Association (FHFMA)
- Certified Fraud Examiner (CFE)

Professional Affiliations:

- American Institute of Certified Public Accountants
- Tennessee Society of Certified Public Accountants
- Healthcare Financial Management Association
- Association of Certified Fraud Examiners

Mike is engaged with the local community through the Knoxville Rotary Club, Knoxville Track Club, and Leadership Knoxville

Closing Comments**4:15-4:30****Laura Davis and Rich Wilkinson**

Door Prize Drawing**4:30**

Presenting Companies



SunTrust Banks, Inc., with total assets of \$170.7 billion on June 30, 2010, is one of the nation's largest and strongest financial services holding companies.

Through its flagship subsidiary, SunTrust Bank, the company provides deposit, credit, trust, and investment services to a broad range of retail, business, and institutional clients. Other subsidiaries provide mortgage banking, brokerage, investment management, equipment leasing, and investment banking services.

Atlanta-based SunTrust enjoys leading positions in some of the most attractive markets in the United States and also serves clients in selected markets nationally.

The Company's mission is to help people and institutions prosper by providing financial services that meet the needs, exceed the expectations, and enhance the lives of our clients, communities, colleagues, and ultimately our shareholders. In addition, SunTrust provides clients with a full selection of technology-based banking channels including online, 24-hour customer services centers, and the latest mobile devices.

www.suntrust.com



BCS – Benefit Consulting Services

Established in 1994, BCS provides employee benefit solutions to over 100 employer groups in the areas of brokerage, consulting and technology.

BCS has offices in East and West Tennessee and is a Member/shareholder of United Benefit Advisors, a national consortium of independent benefit advisors with offices in most major U.S. cities.

<http://www.bcsone.com/>

Presenting Companies

DJE&A **Darrell J. Elliott & Associates**

Darrell J. Elliott and Associates (**DJE&A**), founded in 1994, delivers the expertise of over thirty associates in the execution of written and oral proposals for clients competing for Federal and commercial contracts. The company has supported over 50 small and large business clients winning over \$60 Billion of work on over 250 competitions for all major federal agencies. Our associates comprehensively cover all required special skills for the development of winning written and oral proposals and competitive presentations. Services provided also include strategy development, small and large business teaming tactics, orals coaching, and proposal and oral presentation training.



Deltek (NASDAQ: PROJ) is the leading provider of enterprise applications software and solutions designed specifically for project-focused businesses. For more than two decades, our software applications have enabled organizations to automate mission-critical business processes around the engagement, execution and delivery of projects. More than 12,000 customers worldwide rely on Deltek to measure business results, optimize performance, streamline operations and win new business.

www.deltek.com

Presenting Companies



Darrell J. Oyer & Co. was formed in May 1991 by Darrell J. Oyer. Mr. Oyer was previously a partner with Deloitte & Touche, a Big Four accounting firm. Mr. Oyer had approximately nine years of experience with Deloitte & Touche (Touche Ross) and Peat Marwick. Before that Mr. Oyer served nearly 20 years in the Defense Contract Audit Agency (DCAA) in various capacities. Mr. Oyer and Mr. Carl Ford have worked together for over a quarter of a century.

www.darrelloyerco.com



Baker Donelson commits to a deep understanding of a client's business, to enable us to anticipate clients' needs and assist in their decision making processes. Because we offer consistent, knowledgeable guidance based on their specific goals and objectives, clients view us as a valued business partner. This allows them to focus on the growth and success of their business, confident their legal issues will be handled by an attentive, responsive team.

As the 73rd largest law firm in the U.S., Baker Donelson gives clients access to a team of more than 570 attorneys and public policy advisors representing more than 30 practice areas, all seamlessly connected across 15 offices to serve virtually any legal need. Clients receive informed guidance from experienced, multi-disciplined industry and client service teams. Our diversity and women's initiatives ensure diversity in our people, perspectives and experiences. Technology helps us operate more effectively and efficiently by providing instant access to client-specific information and other key resources.

www.bakerdonelson.com

Presenting Companies



Innovative Systems Group (ISG) is a diversified organization based in Raleigh NC. In operation since 1998, ISG has developed a reputation for developing unique technology solutions including Workflow and Compliance Solutions, Software Development, Business Intelligence and Analytics, Systems Integration, and Consulting Services

<http://www.isglink.com/>



The strength of every professional services firm is its people. At Coulter & Justus, P.C., we have a team of over 70 which allows us to provide unparalleled service to our clients and our community. Exceptional people and exceptional service are the keys to our success.

As one of the largest firms in East Tennessee, we serve a broad range of clients and offer traditional services such as audit and tax, as well as specialized services such as business valuations, transaction advisory, litigation support and international tax.

In addition to the expertise and experience of our professional staff, we have affiliations with local, national and international firms. These affiliations bring an array of additional resources to our client relationships and allow us to offer highly specialized services tailored to each client's needs.

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Strategic Consulting Solutions is a small, woman-owned company that started in 2004. The company is located in Oak Ridge, Tennessee with offsite offices in Texas and North Carolina. Currently, the company has 20 employees. The company is comprised of experienced professionals that have served in various capacities with both large and small companies. These professionals have been former Chief Financial Officers, Controllers, Accounting Managers, Contract Managers, Program Managers and various financial and contracting professionals. SCS has a specialized group of professionals that have extensive experience with accounting software implementation and training. The group has a broad range of experience with different software packages and financial reporting. The company has numerous clients that have entrusted the organization to perform all of the accounting and financial functions of the operation. With the strong talent within the organization, SCS is enabled to assist companies with a wide range of services. We strive to serve our clients with expertise and integrity to ensure a fully compliant accounting system that serves the unique needs of the organization

Experience as Service Provider

Strategic Consulting Solutions niche market is in the area of governmental accounting. The company specializes in supporting government contractors in the areas of Accounting, System Implementations, Training, Finance, Compliance, and Contract Administration. Our team of professionals has advanced degrees and certifications. We are committed to providing our clients the highest level of service by staying abreast of the latest issues in the industry and continuously training on the latest products. SCS is a Deltek implementation and software reseller partner.

Areas of Expertise

Cost accounting system design, implementation, training, and documentation including Deltek® GCS Premier, Deltek Costpoint, Deltek Time & Expense, Deltek® Budgeting and Planning, Cognos Impromptu, and QuickBooks.

- **Deltek GCS Premier software reseller** partner
- Interim management of accounting departments
- Fully **outsourced accounting** utilizing Deltek GCS Premier
- Cash flow analysis and management
- Establishing and maintaining indirect cost pool structures
- Assistance with Cost Accounting Standards and compliance issues
- **Liaison and representation with DCAA**
- Business Assessment to improve processes
- Policy and procedure development
- Inventory control and material management
- Cost proposal preparation
- Deltek knowledge and experience
- **Government reporting**
- Budget Preparation and Reporting