

JANUARY 2007

**TASC LUNCHEON GUEST SPEAKER  
WEDNESDAY, JANUARY 17  
BEVERLY M. ARVISO, CPA, CPCM, CFCM  
PARTNER  
CHERRY, BEKAERT & HOLLAND**



Beverly is a Certified Public Accountant and a Partner in CB&H's Government Contractor Services Group with more than 13 years of experience delivering accounting and finance solutions to government contractors.

Based in the Firm's Hampton Roads office, Beverly provides consulting services to government contractors in such areas as accounting system implementation (including Deltek's GCS Premier and Costpoint), strategic assessment and business process reviews, cradle-to-grave contract and subcontract administration, indirect rate development, incurred cost proposal assistance, government contract compliance matters, proposal assistance and many other financial services.

Prior to joining CB&H, Beverly served as the contracts manager for a rapidly growing information technology contractor. She was responsible for managing the corporate contract department, and acted as the primary corporate resource for many financial matters, including invoice concerns, cost allowability issues, and cost proposal strategy and development.

Beverly also spent several years as a contracts specialist with the Department of Defense where she gained in-depth, cradle-to-grave contracting experience and extensive knowledge of the

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## **PRESIDENT'S CORNER**

As I was reflecting on all of the things that happened in 2006, this popped in to my mailbox. I thought that I would share it with you.

Steve Kelley

By Roddy McCorley

"I hear the voices and I read the front page and I know the speculation," the president told reporters in the Rose Garden. "But I'm the decider and decide what's best. And what's best is for Don Rumsfeld to remain as the secretary of defense." -- George W. Bush.

Well, it took me awhile, but I finally realized what "I'm the decider," reminds me of. It sounds like something a character in a Dr. Seuss book might say. So with apologies to the late Mr. Geisel, here is some idle speculation as to what else such a character might say:

I'm the decider. I pick and I choose.  
I pick among whats.  
And choose among whos.

And as I decide  
Each particular day,  
The things I decide on  
All turn out that way.

I decided on Freedom  
For all of Iraq.  
And now that we have it,  
I'm not looking back.

I decided on tax cuts  
That just help the wealthy.  
And Medicare changes  
That aren't really healthy.

And parklands and wetlands  
Who needs all that stuff?  
I decided that none  
Would be more than enough!

I decided that schools  
All in all are the best.  
The less that they teach  
And the more that they test.

I decided those wages  
You need to get by,  
Are much better spent  
On some CEO guy.

I decided your Wade  
Which was versing your Roe,  
Is terribly awful  
And just has to go.

I decided that levees  
Are not really needed.  
Now when hurricanes come  
They can come unimpeded.

That old Constitution?  
Well, I have decided-  
As "just Goddamn paper"\*  
It should be derided.

I've decided gay marriage  
Is icky and weird.  
Above all other things,  
It's the one to be feared.

And Cheney and Rummy  
And Condi all know  
That I'm the Decider -  
They tell me it's so.

I'm the Decider  
So watch what you say,  
Or I may decide  
To have you whisked away.

Or I'll tap your phones.  
Your e-mail I'll read.  
'cause I'm the Decider -  
Like Jesus decreed.

*The opinions expressed in this column do not necessarily reflect the positions or policies of the Tidewater Association of Service Contractors, its Board of Directors, or its members.*

## Monthly Meetings at a Glance

<b>TASC Board Meeting</b>	1st Wednesday	7:30 A.M.	Town Point Club
<b>TGIC Exec. Committee Meeting</b>	2nd Thursday	8:00 A.M.	PROSOFT
<b>TASC Luncheon Meeting</b>	3rd Wednesday	11:30 A.M.	Registration, Meeting begins at Noon Airport Hilton - Reservations Suggested

Luncheon Fee: \$25.00 (Fee is still due if you make reservations but do not attend.)

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## Luncheon Fees Set To Increase

At our January TASC Board meeting, the Board decided that we had to raise the price of the monthly luncheon to \$ 25.00, effective forward from the luncheon dated 21 February, 2007. We regret having to do this, but we have been holding the line on price increases for the past three years, and our new renewal contract with the Hilton required a review of the costs of the lunch and the audio/visual fees, which had risen proportionately.

We appreciate your understanding and continued support.

Steve Kelley  
President

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Federal Acquisition Regulation (FAR) and the Defense Federal Acquisition Regulations Supplement (DFARS).

Beverly has a Bachelor of Science in Business Administration from George Mason University. She is certified by the National Contract Management Association (NCMA) as both a Certified Professional Contracts Manager (CPCM) and a Certified Federal Contracts Manager (CFCM). Recognized in the industry as a specialist on contract matters, Beverly is a frequent lecturer on topics of interest to government contractors.

She is currently a member of the NCMA, where she serves as the secretary of the Norfolk, VA chapter. She is also a member of the Virginia Ship Repair Association (VSRA), as well as the Tidewater Association of Service Contractors (TASC) where she serves as the chair of the Information Systems Committee. Beverly also serves on the board of the Virginia Ballet Theatre as the treasurer.

## **TASC WELCOMES NEW MEMBERS**

### **New Individual Members**

Byron Fordham

**Training & Technical Support  
Solutions/T2S2**

### **New Corporate Members**

#### **Windmill International, Inc.**

Buzz Gillogly

Michael Barnes

Rick Manganello

Skip Whittaker

William Connolly

John Dionne

#### **AVW Technologies**

Mike Wendel

Matt Rodakis

Tim Booth

Scott Gordon

Natosha Gorski

Penny Morgan

#### **Scientific Research Corp.**

Tim Washington

Giles Gleming

Mike Resler

Rich Kniskern

Bill Fitzsimmons

Dane Bennett

#### **Charleston Defense Contractors Association**

Jim Hoffman

Mike Resler

Carl Lundquist

Brian Alderson

## **TCC TO PRESENT GOVERNMENT CONTRACTING SEMINAR**

From February 20 through April 17, the Federal Government Contracting Seminar 2007 will be held at the Tidewater Community College Virginia Beach Campus Advanced Technology Center. This program is designed to help business owners and executives learn how to compete more effectively in the arena of government contracting.

The nine sessions, which will be held on Tuesdays from 7:00 p.m. to 9:15 p.m., cover a number of topics of critical interest to contractors, including:

- \* **Strategic planning**
- \* **Budgeting and pricing**
- \* **Marketing**
- \* **Proposal development**
- \* **Working with Prime Contractors**
- \* **Program management**
- \* **Contract administration**
- \* **Contract accounting**
- \* **Employee relations**
- \* **Corporate administration**
- \* **Corporate finance**
- \* **Government resources**

Sessions will be presented by experienced senior managers in the contracting field, and all participants who attend seven of the nine sessions will receive an official certificate of completion from Tidewater Community College, along with 1.8 Continuing Education Units (CEUs). The cost of the seminar is \$300.

The Federal Government Contracting Seminar 2007 is a program of Tidewater Community College Workforce Development, Defense and Homeland Security Consortium, The City of Virginia Beach Department of Economic Development, and The City of Chesapeake Department of Economic Development.

For more information and registration, visit the seminar website at:

<http://www.tcc.edu/wd/govseminar.htm>