

PUBLIC CONTRACTING INSTITUTE MASTER CALENDAR 2019

REPEATING LIVE SEMINARS OFFERED IN PARTNERSHIP WITH GEORGE MASON UNIVERSITY

Accounting and Auditing for Government Contracts

[February 4-5 \(Arlington\)](#)
[May 13-14 \(Arlington\)](#)
[August 13-14 \(Arlington\)](#)
[November 5-6 \(Arlington\)](#)

Contract Changes and Equitable Adjustments

[January 23-24 \(Arlington\)](#)
[May 21-22 \(Arlington\)](#)
[October 2-3 \(Arlington\)](#)

Cost Accounting Strategies (CAS)

[January 16-17 \(Reston\)](#)
[August 28-29 \(Arlington\)](#)

Cost and Price Analysis

[February 6-7 \(Arlington\)](#)
[May 15-16 \(Arlington\)](#)
[August 20-21 \(Arlington\)](#)
[November 7-8 \(Arlington\)](#)

Ethics and Compliance in Government Contracting

[March 5 \(Arlington\)](#)
[May 6 \(Arlington\)](#)
[September 17 \(Arlington\)](#)

Government Contracting Fundamentals

[January 28-30 \(Reston\)](#)
[April 1-3 \(DC\)](#)
[July 15-17 \(Arlington\)](#)
[October 23-25 \(Reston\)](#)
[December 9-11 \(Arlington\)](#)

Master's Academy in Government Contracting

[February 25 - March 1 \(Arlington\)](#)
[April 29 – May 3 \(Reston\)](#)
[August 5-9 \(Arlington\)](#)
[November 18-22 \(DC\)](#)

Navigating the FAR: Practical Applications

[January 31-February 1 \(Reston\)](#)
[April 4-5 \(DC\)](#)
[July 18-19 \(Arlington\)](#)
[October 21-22 \(Reston\)](#)
[December 12-13 \(Arlington\)](#)

Negotiation Strategies and Techniques

[March 6-7 \(Arlington\)](#)
[May 7-8 \(Reston\)](#)
[September 18-19 \(Arlington\)](#)

Preparing Winning Proposals

[February 20-21 \(Arlington\)](#)
[June 4-5 \(Arlington\)](#)

Timekeeping for Government Contractors

[March 13 \(Arlington\)](#)
[August 15 \(Arlington\)](#)
[November 4 \(Arlington\)](#)

PUBLIC CONTRACTING INSTITUTE MASTER CALENDAR 2019

REPEATING LIVE SEMINARS OFFERED BY PCI

Appropriations Law

[March 6-7 \(DC\)](#)

[June 17-18 \(DC\)](#)

CAS Cost Impacts

[March 27-28 \(DC\)](#)

[December 4-5 \(DC\)](#)

Contract Closeout

[March 11 \(DC\)](#)

[October 1 \(DC\)](#)

Commercial/Government Contracting Convergence

[January 30-31 \(FL\)](#)

[August 20-21 \(DC\)](#)

[October 29-30 \(TX\)](#)

Contract Closeout: Procedures and Examples

[February 14 \(DC\)](#)

[July 9 \(DC\)](#)

Cost Reimbursement Contracting

[May 21-22 \(FL\)](#)

[October 9-10 \(FL\)](#)

Emergency Contracting

[March 12 \(DC\)](#)

[December 3 \(DC\)](#)

Ethics and Compliance in Government Contracting

[March 25 \(DC\)](#)

[May 6 \(DC\)](#)

[September 9 \(DC\)](#)

Federal Government Contract

Accounting

[April 9 \(DC\)](#)

[August 27 \(DC\)](#)

Federal Grants Forum

[April 10 \(DC\)](#)

[September 5 \(DC\)](#)

The Foreign Corrupt Practices Act (FCPA)

[May 20 \(DC\)](#)

[October 7 \(DC\)](#)

Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS

[April 15 \(DC\)](#)

[August 19 \(DC\)](#)

Fundamentals of Contracting and Subcontracting

[February 19-21 \(DC\)](#)

[July 30-August 1 \(DC\)](#)

[November 12-14 \(FL\)](#)

Government Accounting Requirements and Preparing for Contract Audits

[February 12-13 \(DC\)](#)

[June 25-26 \(DC\)](#)

GSA Schedule Contracting

[March 12-13 \(FL\)](#)

[September 25-26 \(DC\)](#)

Healthcare Contracting

[June 24 \(DC\)](#)

[December 2 \(DC\)](#)

Interpretation of a Government Contract

[June 5-6 \(DC\)](#)

[December 17-18 \(DC\)](#)

IP Data Rights and Wrongs

[March 19-20 \(FL\)](#)

[May 21-22 \(DC\)](#)

[September 3-4 \(CO\)](#)

[November 19-20 \(TX\)](#)

Labor Regulations

[March 27-28 \(FL\)](#)

[November 13-14 \(DC\)](#)

Managing Cost-Type Contracts

[June 13 \(DC\)](#)

[October 8 \(DC\)](#)

Maintaining Compliant Billing Systems

[February 12-13 \(DC\)](#)

[October 22-23 \(DC\)](#)

Managing Government Property

[February 11 \(DC\)](#)

[July 29 \(DC\)](#)

Opportunity Capture

[April 17-18 \(FL\)](#)

[May 15-16 \(TX\)](#)

[June 19-20 \(DC\)](#)

Organizational Conflicts of Interest in Government Contracting

[July 10 \(DC\)](#)

[December 19 \(DC\)](#)

Preparing for a Federal Government Contract Audit

[April 8 \(DC\)](#)

[September 30 \(DC\)](#)

Preparing the Incurred Cost Submission

[January 14-15 \(DC\)](#)

[May 14-15 \(FL\)](#)

[September 16-17 \(DC\)](#)

Price Analysis and Cost Analysis

[March 4-5 \(DC\)](#)

[June 11-12 \(DC\)](#)

Positive Leadership

[January 24 \(FL\)](#)

[September 24 \(DC\)](#)

[December 3 \(AZ\)](#)

Risk Management

[May 30 \(DC\)](#)

[October 9 \(DC\)](#)

Subcontracting SOW Development Best Practices Workshop

[March 26 \(DC\)](#)

[July 8 \(DC\)](#)

Supply Chain Management and Compliance

[May 28-29 \(DC\)](#)

[September 3-4 \(DC\)](#)

Supply Chain Week

[March 4-6 \(FL\)](#)

[September 23-25 \(FL\)](#)

Teaming Agreements:

Drafting and Negotiating

[April 11 \(DC\)](#)

[August 22 \(DC\)](#)

Trending Developments in

Government Contract

Compliance and Cybersecurity

[March 20-21 \(DC\)](#)

[October 30-31 \(DC\)](#)

The Trifecta: Price Analysis,

Cost Analysis, and Contract

Negotiations

[April 16-18 \(DC\)](#)

[September 10-12 \(DC\)](#)

Types of Contracts

[June 4 \(DC\)](#)

[October 17 \(DC\)](#)

PUBLIC CONTRACTING INSTITUTE MASTER CALENDAR 2019

HANDS-ON WORKSHOPS OFFERED BY PCI

HOW: Cost Accounting Standards

[June 27 \(DC\)](#)

[December 16 \(DC\)](#)

HOW: Develop an Export Controls Compliance Program

[April 1 \(DC\)](#)

[August 26 \(DC\)](#)

HOW: Developing an Ethics and Compliance Program

[May 23 \(DC\)](#)

[October 29 \(DC\)](#)

HOW: Mechanics of Bid Protests

[March 14 \(DC\)](#)

[July 25 \(DC\)](#)

[November 12 \(DC\)](#)

HOW: Other Transactions

[January 22 \(DC\)](#)

[July 24 \(DC\)](#)

HOW: Preparing the Incurred Cost Submission

[March 18-19 \(DC\)](#)

[July 22-23 \(DC\)](#)

HOW: Proprietary Technical Data and Software

[March 21 \(FL\)](#)

[May 23 \(DC\)](#)

[September 5 \(CO\)](#)

[November 21 \(TX\)](#)

JANUARY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
	1 <u>New Year's Day</u>	2	3	4	5	6
7	8 Fun with the DFARS <i>Financial Forum</i> Proposal Evaluations Series	9 <i>Fun with the FAR</i>	10 MTCBWY	11	12	13
14 Preparing the Incurred Cost Submission (DC)	15 Preparing the Incurred Cost Submission (DC) <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	16 Cost Accounting Strategies (CAS) (Reston) <i>Supply Chain Symposium</i>	17 Cost Accounting Strategies (CAS) (Reston) <i>Top 10 Series</i> MTCBWY	18	19	20
21 <u>MLK Jr. Day</u>	22 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	23 Contract Changes and Equitable Adjustments (Arlington) <i>Fun with the FAR</i>	24 Contract Changes and Equitable Adjustments (Arlington)	25	26	27
28 Government Contracting Fundamentals (Reston) <i>Cost Allowability Workshop (DC)</i>	29 Government Contracting Fundamentals (Reston) <i>Cost Allowability Workshop (DC)</i>	30 Government Contracting Fundamentals (Reston) <i>Commercial/Government Convergence (FL)</i>	31 Navigating the FAR: Practical Applications (Reston) <i>Commercial/Government Convergence (FL)</i> The Professor's Forum with Ralph Nash and Tim Sullivan MTCBWY			

JANUARY 2019

<u>SEMINARS</u>	<u>WEBINARS</u>	<u>VIRTUAL CLASSES</u>
<p>Preparing the Incurred Cost Submission (DC) January 14-15</p> <p>Government Contracting Fundamentals (Reston) January 28-30</p>	<p>Financial Forum January 8</p> <p>Supply Chain Symposium January 16</p>	<p>Federal IT Acquisitions January 3</p> <p>Cybersecurity: It Isn't Just for Techies Anymore! January 15</p>
<p>Cost Accounting Strategies (CAS) (Reston) January 16-17</p> <p>Cost Allowability Workshop (DC) January 28-29</p>	<p>Fun with the DFARS January 8</p> <p>Top 10 Series January 17</p>	<p>Proposal Evaluations Series January 8</p> <p>Subcontracting Summit: A Case Study Approach to Best Practices January 22</p>
<p>Contract Changes and Equitable Adjustments (Arlington) January 23-24</p> <p>Commercial/Government Convergence (FL) January 30-31</p> <p>Navigating the FAR: Practical Applications (Reston) January 31-February 1</p>	<p>Fun with the FAR January 9 & 23</p> <p>The Professor's Forum with Ralph Nash and Tim Sullivan January 31</p>	

FEBRUARY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1 Navigating the FAR: Practical Applications (Reston)	2	3
4 Accounting and Auditing for Government Contracts (Arlington)	5 Accounting and Auditing for Government Contracts (Arlington) <i>Fun with the DFARS</i>	6 Cost and Price Analysis (Arlington) <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule	7 Cost and Price Analysis (Arlington) <i>Federal IT Acquisitions</i>	8	9	10
11 Managing Government Property (DC) <i>Free Webinar</i>	12 Government Accounting Requirements and Preparing for Contract Audits (DC) <i>Financial Forum</i> Proposal Evaluations Series Billing Systems (FL)	13 Government Accounting Requirements and Preparing for Contract Audits (DC) <i>Billing Systems (FL)</i>	14 Contract Closeout: Procedures and Examples (DC) <i>MTCBWY</i>	15	16	17
18 <u>Presidents' Day/Washington's Birthday</u>	19 Fundamentals of Contracting & Subcontracting (DC) <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	20 Fundamentals of Contracting & Subcontracting (DC) <i>Preparing Winning Proposals (Arlington)</i> <i>Supply Chain Symposium</i> <i>Fun with the FAR</i>	21 Fundamentals of Contracting & Subcontracting (DC) <i>Preparing Winning Proposals (Arlington)</i> Top 10 Series <i>MTCBWY</i>	22	23	24
25 Master's Academy in Government Contracting (Arlington)	26 Master's Academy in Government Contracting (Arlington) <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	27 Master's Academy in Government Contracting (Arlington)	28 Master's Academy in Government Contracting (Arlington) <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> <i>MTCBWY</i>			

FEBRUARY 2019

SEMINARS

Navigating the FAR: Practical Applications (Reston)
Jan 31-Feb 1

Accounting and Auditing for Government Contracts (Arlington)
February 4-5

Cost and Price Analysis (Arlington)
February 6-7

Managing Government Property (DC)
February 11

Government Accounting Requirements and Preparing for Contract Audits (DC)
February 12-13

Contract Closeout: Procedures and Examples (DC)
February 14

Fundamentals of Contracting & Subcontracting (DC)
February 19-21

Preparing Winning Proposals (Arlington)
February 20-21

Master's Academy in Government Contracting (Arlington)
February 25-March 1

WEBINARS

Financial Forum
February 12

Free Webinar
February 11

Supply Chain Symposium
February 20

VIRTUAL CLASSES

Fun with the DFARS
February 5

0-60 Government Contracting in a Capsule
February 6

Fun with the FAR
February 6 & 20

Federal IT Acquisitions
February 7

Proposal Evaluations Series
February 12

Cybersecurity: It Isn't Just for Techies Anymore!
February 19

Top 10 Series
February 21

Subcontracting Summit: A Case Study Approach to Best Practices
February 26

The Professor's Forum with Ralph Nash and Tim Sullivan
February 28

MARCH 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1 Master's Academy in Government Contracting (Arlington)	2	3
4 Price Analysis and Cost Analysis (DC) <i>Supply Chain Week (FL)</i>	5 Ethics and Compliance in Government Contracting (Arlington) <i>Price Analysis and Cost Analysis (DC)</i> <i>Fun with the DFARS</i> <i>Supply Chain Week (FL)</i>	6 Negotiation Strategies and Techniques (Arlington) <i>Fun with the FAR</i> <i>0-60 Government Contracting in a Capsule</i> <i>Supply Chain Week (FL)</i> Appropriations Law of Federal Procurement (DC)	7 Negotiation Strategies and Techniques (Arlington) <i>Federal IT Acquisitions</i> <i>Appropriations Law of Federal Procurement (DC)</i>	8	9	10
11 Contract Closeout (DC) <i>Free Webinar</i>	12 Emergency Contracting (DC) <i>Financial Forum</i> <i>Proposal Evaluations Series</i> <i>GSA Schedule Contracting (FL)</i>	13 Timekeeping for Government Contractors (Arlington) <i>GSA Schedule Contracting (FL)</i>	14 HOW: Mechanics of Bid Protests (DC) <i>MTCBWY</i>	15	16	17
18 HOW: Preparing the Incurred Cost Submission	19 HOW: Preparing the Incurred Cost Submission (DC) <i>Cybersecurity: It Isn't Just for Techies Anymore!</i> IP Data Rights and Wrongs (FL)	20 HOW: Preparing the Incurred Cost Submission (DC) <i>Trending Developments in Government Contract Compliance and Cybersecurity (DC)</i> <i>Supply Chain Symposium</i> <i>Fun with the FAR</i> IP Data Rights and Wrongs (FL)	21 Trending Developments in Government Contract Compliance and Cybersecurity (DC) <i>Top 10 Series</i> HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (FL) <i>MTCBWY</i>	22	23	24
25 Ethics and Compliance in Government Contracting (DC)	26 Subcontracting SOW Best Practices Workshop (DC) <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	27 CAS Cost Impacts (DC) <i>Labor Regulations (FL)</i>	28 CAS Cost Impacts (DC) <i>Labor Regulations (FL)</i> The Professor's Forum with Ralph Nash and Tim Sullivan <i>MTCBWY</i>	29	30	31

MARCH 2019

SEMINARS

Master's Academy in Government Contracting (Arlington) February 25-March 1	HOW: Mechanics of Bid Protests (DC) March 14
Price Analysis and Cost Analysis (DC) March 4-5	HOW: Preparing the Incurred Cost Submission (DC) March 18-19
Ethics and Compliance in Government Contracting (Arlington) March 5	IP Data Rights and Wrongs (FL) March 19-20
Supply Chain Week (FL) March 4-6	HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (FL) March 21
Negotiation Strategies and Techniques (Arlington) March 6-7	Trending Developments in Government Contract Compliance and Cybersecurity (DC) March 20-21
Appropriations Law of Federal Procurement (DC) March 6-7	Ethics and Compliance in Government Contracting (DC) March 25
Contract Closeout (DC) March 11	Subcontracting SOW Best Practices Workshop (DC) March 26
Emergency Contracting (DC) March 12	Labor Regulations (FL) March 27-28
GSA Schedule Contracting (FL) March 12-13	CAS Cost Impacts (DC) March 27-28
Timekeeping for Government Contractors (Arlington) March 13	

WEBINARS

Financial Forum March 12
Free Webinar March 11
Supply Chain Symposium March 20

VIRTUAL CLASSES

Fun with the DFARS March 5	Cybersecurity: It Isn't Just for Techies Anymore! March 19
0-60 Government Contracting in a Capsule March 6	Top 10 Series March 21
Fun with the FAR March 6 & 20	Subcontracting Summit: A Case Study Approach to Best Practices March 26
Federal IT Acquisitions March 7	The Professor's Forum with Ralph Nash and Tim Sullivan March 28
Proposal Evaluations Series March 12	

APRIL 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
<p>1 Government Contracting Fundamentals (DC) <i>HOW: Develop an Export Controls Compliance Program (DC)</i></p>	<p>2 Government Contracting Fundamentals (DC) <i>Fun with the DFARS</i></p>	<p>3 Government Contracting Fundamentals (DC) <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule</p>	<p>4 Navigating the FAR: Practical Applications (DC) <i>Federal IT Acquisitions</i></p>	<p>5 Navigating the FAR: Practical Applications (DC)</p>	<p>6</p>	<p>7</p>
<p>8 Preparing for a Federal Government Contract Audit (DC) <i>Free Webinar</i></p>	<p>9 Federal Government Contract Accounting (DC) Financial Forum <i>Proposal Evaluations Series</i></p>	<p>10 Federal Grants Forum (DC)</p>	<p>11 Teaming Agreements: Drafting and Negotiating (DC) <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i> MTCBWY</p>	<p>12</p>	<p>13</p>	<p>14</p>
<p>15 Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS (DC)</p>	<p>16 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations (DC)</p>	<p>17 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations (DC) Supply Chain Symposium <i>Fun with the FAR</i> <i>Opportunity Capture (FL)</i></p>	<p>18 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations (DC) <i>Top 10 Series</i> Opportunity Capture (FL) MTCBWY</p>	<p>19</p>	<p>20</p>	<p>21</p>
<p>22</p>	<p>23 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i></p>	<p>24</p>	<p>25 <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> MTCBWY</p>	<p>26</p>	<p>27</p>	<p>28</p>
<p>29 Master's Academy in Government Contracting (Reston)</p>	<p>30 Master's Academy in Government Contracting (Reston)</p>					

APRIL 2019

SEMINARS

HOW: Develop an Export Controls Compliance Program (DC) April 1	Teaming Agreements: Drafting and Negotiating (DC) April 11
Government Contracting Fundamentals (DC) April 1-3	Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS (DC) April 15
Navigating the FAR: Practical Applications (DC) April 4-5	The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations (DC) April 16-18
Preparing for a Federal Government Contract Audit (DC) April 8	Opportunity Capture (FL) April 17-18
Federal Government Contract Accounting (DC) April 9	Master's Academy in Government Contracting (Reston) April 29-May 3
Federal Grants Forum (DC) April 10	

WEBINARS

Financial Forum April 9
Free Webinar April 8
Supply Chain Symposium April 17

VIRTUAL CLASSES

Fun with the DFARS April 2	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts April 11
0-60 Government Contracting in a Capsule April 3	Top 10 Series April 18
Fun with the FAR April 3 & 17	Subcontracting Summit: A Case Study Approach to Best Practices April 23
Federal IT Acquisitions April 4	The Professor's Forum with Ralph Nash and Tim Sullivan April 25
Proposal Evaluations Series April 9	

MAY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
		1 Master's Academy in Government Contracting (Reston) <i>Fun with the FAR</i>	2 Master's Academy in Government Contracting (Reston) <i>Federal IT Acquisitions</i>	3 Master's Academy in Government Contracting (Reston)	4	5
6 Ethics and Compliance in Government Contracting (Arlington) (DC)	7 Negotiation Strategies and Techniques (Reston) <i>Fun with the DFARS</i>	8 Negotiation Strategies and Techniques (Reston) <i>0-60 Government Contracting in a Capsule</i> Cost Reimbursement Contracting	9 HOW: Proprietary Technical Data and Software <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i> MTCBWY	10	11	12
13 Accounting and Auditing for Government Contracts (Arlington) <i>Free Webinar</i>	14 Accounting and Auditing for Government Contracts (Arlington) <i>Preparing the Incurred Cost Submission (FL)</i> Financial Forum <i>Proposal Evaluations Series</i>	15 Cost and Price Analysis (Arlington) <i>Preparing the Incurred Cost Submission (FL)</i> Supply Chain Symposium <i>Fun with the FAR</i> Opportunity Capture (TX)	16 Cost and Price Analysis (Arlington) <i>Top 10 Series</i> Opportunity Capture (TX) MTCBWY	17	18	19
20 The Foreign Corrupt Practices Act (FCPA) (DC)	21 Contract Changes and Equitable Adjustments (Arlington) <i>IP Data Rights and Wrongs (DC)</i> Cost Reimbursement Contracting (FL)	22 Contract Changes and Equitable Adjustments (Arlington) <i>IP Data Rights and Wrongs (DC)</i> Cost Reimbursement Contracting (FL)	23 HOW: Developing an Ethics and Compliance Program (DC) <i>HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (DC)</i> MTCBWY	24	25	26
27 <u>Memorial Day</u>	28 Supply Chain Management and Compliance (DC) <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	29 Supply Chain Management and Compliance (DC) <i>Fun with the FAR</i>	30 Risk Management (DC) <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i>	31		

MAY 2019

SEMINARS

Master's Academy in Government Contracting (Reston) April 29-May 3	Contract Changes and Equitable Adjustments (Arlington) May 21-22
Ethics and Compliance in Government Contracting (Arlington) (DC) May 6	Cost Reimbursement Contracting (FL) May 21-22
Negotiation Strategies and Techniques (Reston) May 7-8	IP Data Rights and Wrongs (DC) May 21-22
HOW: Proprietary Technical Data and Software May 9	HOW: Developing an Ethics and Compliance Program (DC) May 23
Accounting and Auditing for Government Contracts (Arlington) May 13-14	HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (DC) May 23
Preparing the Incurred Cost Submission (FL) May 14-15	CAS Cost Impacts March 27-28
Cost and Price Analysis (Arlington) May 15-16	Supply Chain Management and Compliance (DC) May 28-29
Opportunity Capture (TX) May 15-16	Risk Management (DC) May 30
The Foreign Corrupt Practices Act (FCPA) (DC) May 20	

WEBINARS

- Free Webinar
May 13
- Financial Forum
May 14
- Supply Chain Symposium
May 15

VIRTUAL CLASSES

- Fun with the FAR
May 1, 15, & 29
- Federal IT Acquisitions
May 2
- Fun with the DFARS
May 7
- 0-60 Government Contracting in a Capsule
May 8
- Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts
May 9
- Proposal Evaluations Series
May 14
- Top 10 Series
May 16
- Subcontracting Summit: A Case Study Approach to Best Practices
May 28
- The Professor's Forum with Ralph Nash and Tim Sullivan
May 30

JUNE 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
					1	2
3	4 Types of Contracts (DC) <i>Preparing Winning Proposals (Arlington)</i> Fun with the DFARS	5 Interpretation of a Government Contract (DC) <i>Preparing Winning Proposals (Arlington)</i> 0-60 Government Contracting in a Capsule	6 Interpretation of a Government Contract (DC) <i>Federal IT Acquisitions</i>	7	8	9
10 Free Webinar	11 Price Analysis and Cost Analysis (DC) <i>Financial Forum</i> Proposal Evaluations Series	12 Price Analysis and Cost Analysis (DC) <i>Fun with the FAR</i>	13 Managing Cost-Type Contracts (DC) <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i> MTCBWY	14	15	16
17 Appropriations Law (DC)	18 Appropriations Law (DC)	19 Opportunity Capture (DC) <i>Supply Chain Symposium</i> 0-60 Government Contracting in a Capsule	20 Opportunity Capture (DC) <i>Top 10 Series</i> MTCBWY	21	22	23
24 Healthcare Contracting (DC)	25 Government Accounting Requirements and Preparing for Contract Audits (DC) <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	26 Government Accounting Requirements and Preparing for Contract Audits (DC) <i>Fun with the FAR</i>	27 HOW: Cost Accounting Standards (DC) <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> MTCBWY	28	29	30

JUNE 2019

<u>SEMINARS</u>		<u>WEBINARS</u>	<u>VIRTUAL CLASSES</u>	
Types of Contracts (DC) June 4	Appropriations Law (DC) June 17-18	Financial Forum June 11	Fun with the DFARS June 4	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts June 13
Preparing Winning Proposals (Arlington) June 4-5	Opportunity Capture (DC) June 19-20	Free Webinar June 10	0-60 Government Contracting in a Capsule June 5 & 19	Top 10 Series June 20
Interpretation of a Government Contract (DC) June 5-6	Healthcare Contracting (DC) June 24	Supply Chain Symposium June 19	Federal IT Acquisitions June 6	Subcontracting Summit: A Case Study Approach to Best Practices June 25
Price Analysis and Cost Analysis (DC) June 11-12	Government Accounting Requirements and Preparing for Contract Audits (DC) June 25-26		Proposal Evaluations Series June 11	
Managing Cost-Type Contracts (DC) June 13	HOW: Cost Accounting Standards (DC) June 27		Fun with the FAR June 12 & 26	The Professor's Forum with Ralph Nash and Tim Sullivan June 27

JULY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1	2	3	4 <i>Independence Day</i>	5	6	7
8 Subcontracting SOW Best Practices Workshop (DC) <i>Free Webinar</i>	9 Contract Closeout: Procedures and Examples (DC) <i>Fun with the DFARS</i>	10 Organizational Conflicts of Interests in Government Contracting (DC) <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule	11 Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts Federal IT Acquisitions <i>MTCBWY</i>	12	13	14
15 Government Contracting Fundamentals (Arlington)	16 Government Contracting Fundamentals (Arlington)	17 Government Contracting Fundamentals (Arlington)	18 Navigating the FAR: Practical Applications (Arlington) <i>MTCBWY</i>	19 Navigating the FAR: Practical Applications (Arlington)	20	21
22 HOW: Preparing the Incurred Cost Submission (DC) <i>Fundamentals of Contracting & Subcontracting (CO)</i>	23 HOW: Preparing the Incurred Cost Submission (DC) <i>Fundamentals of Contracting & Subcontracting (CO)</i>	24 HOW: Other Transactions (DC) <i>Fun with the FAR</i> <i>Fundamentals of Contracting & Subcontracting (CO)</i>	25 HOW: Mechanics of Bid Protests (DC) <i>Fundamentals of Contracting & Subcontracting (CO)</i> <i>MTCBWY</i>	26	27	28
29 Managing Government Property (DC)	30 Fundamentals of Contracting and Subcontracting (DC)	31 Fundamentals of Contracting and Subcontracting (DC)				

JULY 2019

SEMINARS

Contract Closeout: Procedures and Examples (DC) July 9	HOW: Preparing the Incurred Cost Submission (DC) July 22-23
Subcontracting SOW Best Practices Workshop (DC) July 8	Fundamentals of Contracting & Subcontracting (CO) July 22-25
Organizational Conflicts of Interests in Government Contracting (DC) July 10	HOW: Other Transactions (DC) July 24
Government Contracting Fundamentals (Arlington) July 15-17	HOW: Mechanics of Bid Protests (DC) July 25
Navigating the FAR: Practical Applications (Arlington) July 18-19	Managing Government Property (DC) July 29
	Fundamentals of Contracting and Subcontracting (DC) July 30-August 1

WEBINARS

Free Webinar
July 8

VIRTUAL CLASSES

Fun with the DFARS July 9	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts July 11
0-60 Government Contracting in a Capsule July 10	Federal IT Acquisitions July 11
Fun with the FAR July 10 & 24	

AUGUST 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
			1 Fundamentals of Contracting and Subcontracting (DC) <i>Federal IT Acquisitions</i>	2	3	4
5 Master's Academy in Government Contracting (Arlington)	6 Master's Academy in Government Contracting (Arlington) <i>Fun with the DFARS</i>	7 Master's Academy in Government Contracting (Arlington) <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule	8 Master's Academy in Government Contracting (Arlington)	9 Master's Academy in Government Contracting (Arlington)	10	11
12 <i>Free Webinar</i>	13 Accounting and Auditing for Government Contracts (Arlington)	14 Accounting and Auditing for Government Contracts (Arlington)	15 Timekeeping for Government Contractors (Arlington) <i>MTCBWY</i>	16	17	18
19 Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS (DC)	20 Cost and Price Analysis (Arlington) <i>Commercial/Government Convergence (DC)</i>	21 Cost and Price Analysis (Arlington) <i>Commercial/Government Convergence (DC)</i>	22 Teaming Agreements: Drafting and Negotiating (DC) <i>MTCBWY</i>	23	24	25
26 HOW: Develop an Export Controls Compliance Program (DC)	27 Federal Government Contract Accounting (DC)	28 Cost Accounting Strategies (CAS) (Arlington) <i>Fun with the FAR</i>	29 Cost Accounting Strategies (CAS) (Arlington) <i>MTCBWY</i>	30	31	

AUGUST 2019

<u>SEMINARS</u>		<u>WEBINARS</u>	<u>VIRTUAL CLASSES</u>	
Fundamentals of Contracting and Subcontracting (DC) July 30-August 1	Cost and Price Analysis (Arlington) August 20-21	Free Webinar August 12	Federal IT Acquisitions August 1	0-60 Government Contracting in a Capsule August 7
Master's Academy in Government Contracting (Arlington) August 5-9	Commercial/Government Convergence (DC) August 20-21		Fun with the DFARS August 6	Fun with the FAR August 7 & 28
Accounting and Auditing for Government Contracts (Arlington) August 13-14	Teaming Agreements: Drafting and Negotiating (DC) August 22			
Timekeeping for Government Contractors (Arlington) August 15	HOW: Develop an Export Controls Compliance Program (DC) August 26			
Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS (DC) August 19	Federal Government Contract Accounting (DC) August 27			
	Cost Accounting Strategies (CAS) (Arlington) August 28-29			

SEPTEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
						1
2 <u>Labor Day</u>	3 Supply Chain Management and Compliance (DC) <i>Fun with the DFARS</i> IP Data Rights and Wrongs (CO)	4 Supply Chain Management and Compliance (DC) <i>0-60 Government Contracting in a Capsule</i> IP Data Rights and Wrongs (CO)	5 Federal Grants Forum (DC) <i>Federal IT Acquisitions</i> HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (CO)	6	7	8
9 Ethics and Compliance in Government Contracting (DC) <i>Free Webinar</i>	10 The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations (DC) <i>Financial Forum</i> Proposal Evaluations Series	11 The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations (DC) <i>Fun with the FAR</i>	12 The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations (DC) <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i> MTCBWY	13	14	15
16 Preparing the Incurred Cost Submission (DC)	17 Preparing the Incurred Cost Submission (DC) <i>Ethics and Compliance in Government Contracting (Arlington)</i>	18 Negotiation Strategies and Techniques (Arlington)	19 Negotiation Strategies and Techniques (Arlington) <i>Top 10 Series</i> MTCBWY	20	21	22
23 <i>Supply Chain Week (FL)</i>	24 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i> Positive Leadership (DC) <i>Supply Chain Week (FL)</i>	25 <i>Fun with the FAR</i> GSA Schedule Contracting (DC) <i>Supply Chain Week (FL)</i>	26 <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> GSA Schedule Contracting (DC) MTCBWY	27	28	29
30 Preparing for a Federal Government Contract Audit (DC)						

SEPTEMBER 2019

SEMINARS

Supply Chain Management and Compliance (DC) September 3-4	Preparing the Incurred Cost Submission (DC) September 16-17
IP Data Rights and Wrongs (CO) September 3-4	Ethics and Compliance in Government Contracting (Arlington) September 17
HOW – A Hands-On Workshop to Help You Identify and Mark Proprietary Technical Data and Computer Software (CO) September 5	Negotiation Strategies and Techniques (Arlington) September 18-19
Federal Grants Forum (DC) September 5	Supply Chain Week (FL) September 23-25
Ethics and Compliance in Government Contracting (DC) September 9	Positive Leadership (DC) September 24
The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations (DC) September 10-12	GSA Schedule Contracting (DC) September 25-26
	Preparing for a Federal Government Contract Audit (DC) September 30

WEBINARS

Free Webinar
September 9

Financial Forum
September 10

VIRTUAL CLASSES

Fun with the DFARS September 3	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts September 12
0-60 Government Contracting in a Capsule September 4	Top 10 Series September 19
Federal IT Acquisitions September 5	Subcontracting Summit: A Case Study Approach to Best Practices September 24
Proposal Evaluations Series September 10	The Professor's Forum with Ralph Nash and Tim Sullivan September 26
Fun with the FAR September 11 & 25	

OCTOBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
	1 Contract Closeout (DC)	2 Contract Changes and Equitable Adjustments (Arlington) <i>0-60 Government Contracting in a Capsule</i>	3 Contract Changes and Equitable Adjustments (Arlington) <i>Federal IT Acquisitions</i>	4	5	6
7 The Foreign Corrupt Practices Act (FCPA) (DC)	8 Managing Cost-Type Contracts (DC) <i>Financial Forum</i> Proposal Evaluations Series	9 Risk Management (DC) <i>Cost Reimbursement Contracting (FL)</i>	10 HOW: Proprietary Technical Data and Software <i>Cost Reimbursement Contracting (FL)</i> MTCBWY	11	12	13
14 <u>Columbus Day/Indigenous Peoples Day</u>	15 Cybersecurity: It Isn't Just for Techies Anymore!	16	17 Types of Contracts (DC) <i>Top 10 Series</i> MTCBWY	18	19	20
21 Navigating the FAR: Practical Applications (Reston) <i>Free Webinar</i>	22 Navigating the FAR: Practical Applications (Reston) <i>Subcontracting Summit: A Case Study Approach to Best Practices</i> Maintaining Compliant Billing Systems (FL)	23 Government Contracting Fundamentals (Reston) <i>Maintaining Compliant Billing Systems (FL)</i>	24 Government Contracting Fundamentals (Reston) MTCBWY	25 Government Contracting Fundamentals (Reston)	26	27
28	29 HOW: Developing an Ethics and Compliance Program (DC) <i>Commercial/Government Convergence (TX)</i>	30 Trending Developments in Government Contract Compliance and Cybersecurity (DC) <i>Commercial/Government Convergence (TX)</i>	31 Trending Developments in Government Contract Compliance and Cybersecurity (DC) <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i>			

OCTOBER 2019

SEMINARS

Contract Closeout (DC) October 1	Types of Contracts (DC) October 17
Contract Changes and Equitable Adjustments (Arlington) October 2-3	Navigating the FAR: Practical Applications (Reston) October 21-22
The Foreign Corrupt Practices Act (FCPA) (DC) October 7	Maintaining Compliant Billing Systems (FL) October 22-23
Managing Cost-Type Contracts (DC) October 8	Government Contracting Fundamentals (Reston) October 23-25
Risk Management (DC) October 9	HOW: Developing an Ethics and Compliance Program (DC) October 29
Cost Reimbursement Contracting (FL) October 9-10	Commercial/Government Convergence (TX) October 29-30
HOW: Proprietary Technical Data and Software October 10	Trending Developments in Government Contract Compliance and Cybersecurity (DC) October 30-31

WEBINARS

Financial Forum
October 8

Free Webinar
October 21

VIRTUAL CLASSES

0-60 Government Contracting in a Capsule October 2	Top 10 Series October 17
Federal IT Acquisitions October 3	Subcontracting Summit: A Case Study Approach to Best Practices October 22
Proposal Evaluations Series October 8	The Professor's Forum with Ralph Nash and Tim Sullivan October 31
Cybersecurity: It Isn't Just for Techies Anymore! October 15	

NOVEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1	2	3
4 Timekeeping for Government Contractors (Arlington) <i>Fundamentals of Contracting & Subcontracting (TX)</i>	5 Accounting and Auditing for Government Contracts (Arlington) <i>Fundamentals of Contracting & Subcontracting (TX)</i>	6 <i>0-60 Government Contracting in a Capsule</i> Accounting and Auditing for Government Contracts (Arlington) <i>Fundamentals of Contracting & Subcontracting (TX)</i>	7 Cost and Price Analysis (Arlington) <i>Federal IT Acquisitions Fundamentals of Contracting & Subcontracting (TX)</i> MTCBWY	8 Cost and Price Analysis (Arlington)	9	10
11 <u>Veterans' Day</u>	12 HOW: Mechanics of Bid Protests (DC) <i>Fundamentals of Contracting and Subcontracting (FL)</i> Financial Forum	13 Fundamentals of Contracting and Subcontracting (FL) <i>Labor Regulations (DC)</i>	14 Fundamentals of Contracting and Subcontracting (FL) <i>Labor Regulations (DC)</i>	15	16	17
18 Master's Academy in Government Contracting (DC) <i>Free Webinar</i>	19 Master's Academy in Government Contracting (DC) <i>Cybersecurity: It Isn't Just for Techies Anymore!</i> IP Data Rights and Wrongs (TX)	20 Master's Academy in Government Contracting (DC) <i>IP Data Rights and Wrongs (TX)</i>	21 Master's Academy in Government Contracting (DC) <i>Top 10 Series</i> HOW – A Hands-On Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (TX) MTCBWY	22 Master's Academy in Government Contracting (DC)	23	24
25	26 Subcontracting Summit: A Case Study Approach to Best Practices	27	28 <u>Thanksgiving Day</u>	29	30	

NOVEMBER 2019

SEMINARS

Timekeeping for Government Contractors (Arlington) November 4	Fundamentals of Contracting and Subcontracting (FL) November 12-14
Fundamentals of Contracting & Subcontracting (TX) November 4-7	Labor Regulations (DC) November 13-14
Accounting and Auditing for Government Contracts (Arlington) November 5-6	Master's Academy in Government Contracting (DC) November 18-22
Cost and Price Analysis (Arlington) November 7-8	IP Data Rights and Wrongs (TX) November 19-20
HOW: Mechanics of Bid Protests (DC) November 12	HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (TX) November 21

WEBINARS

Financial Forum
November 12

Free Webinar
November 18

VIRTUAL CLASSES

0-60 Government Contracting in a Capsule November 6	Top 10 Series November 21
Federal IT Acquisitions November 7	Subcontracting Summit: A Case Study Approach to Best Practices November 26
Cybersecurity: It Isn't Just for Techies Anymore! November 19	

DECEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
						1
2 Healthcare Contracting (DC)	3 Emergency Contracting (DC) <i>Positive Leadership (AZ)</i>	4 CAS Cost Impacts (DC) <i>0-60 Government Contracting in a Capsule</i>	5 CAS Cost Impacts (DC) <i>Federal IT Acquisitions</i>	6	7	8
9 Government Contracting Fundamentals (Arlington) <i>Free Webinar</i>	10 Government Contracting Fundamentals (Arlington)	11 Government Contracting Fundamentals (Arlington)	12 Navigating the FAR: Practical Applications (Arlington) MTCBWY	13 Navigating the FAR: Practical Applications (Arlington)	14	15
16 HOW: Cost Accounting Standards (DC)	17 Interpretation of a Government Contract (DC) <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	18 Interpretation of a Government Contract (DC)	19 Organizational Conflicts of Interests in Government Contracting (DC) MTCBWY	20	21	22
23	24	25 <u>Christmas Day</u>	26	27	28	29
30	31					

DECEMBER 2019

SEMINARS

Healthcare Contracting (DC) December 2	Navigating the FAR: Practical Applications (Arlington) December 12-13
Positive Leadership (AZ) December 3	HOW: Cost Accounting Standards (DC) December 16
Emergency Contracting (DC) December 3	Interpretation of a Government Contract (DC) December 17-18
CAS Cost Impacts (DC) December 4-5	Organizational Conflicts of Interests in Government Contracting (DC) December 19
Government Contracting Fundamentals (Arlington) December 9-11	

WEBINARS

Free Webinar
December 9

VIRTUAL CLASSES

Federal IT Acquisitions
December 5

0-60 Government Contracting in a Capsule
December 6

Cybersecurity: It Isn't Just for Techies Anymore!
December 17