

# 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

[June 4-5 \(Arlington\)](#)

## Timekeeping for Government Contractors

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

## Innovative Contracting Methods

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

# PUBLIC CONTRACTING INSTITUTE MASTER CALENDAR 2019

## REPEATING LIVE SEMINARS OFFERED BY PCI

Advanced Incurred Cost Submission Workshop <a href="#">May 21 (DC)</a>	<a href="#">October 9-10 (DC)</a> Emergency Contracting <a href="#">July 17 (DC)</a> <a href="#">December 3 (DC)</a>	<a href="#">February 12-13 (DC)</a> <a href="#">June 25-26 (DC)</a> GSA Schedule Contracting <a href="#">March 12-13 (FL)</a> <a href="#">September 25-26 (DC)</a>	<a href="#">May 20 (DC)</a> Opportunity Capture <a href="#">June 19-20 (DC)</a> Organizational Conflicts of Interest in Government Contracting <a href="#">July 10 (DC)</a> <a href="#">December 19 (DC)</a>
Advanced Other Transactions Workshop <a href="#">April 24 (DC)</a>	Exploring Other Transactions <a href="#">May 29 (DC &amp; Online)</a> <a href="#">Oct 7 (DC &amp; Online)</a>	Interpretation of a Government Contract <a href="#">June 5-6 (DC)</a> <a href="#">December 17-18 (DC)</a>	Preparing for a Federal Government Contract Audit <a href="#">April 8 (DC)</a> <a href="#">September 30 (DC)</a>
Appropriations Law <a href="#">March 6-7 (DC)</a> <a href="#">June 17-18 (DC)</a>	Federal Government Contract Accounting <a href="#">April 9 (DC)</a> <a href="#">August 27 (DC)</a>	IP Data Rights and Wrongs <a href="#">March 19-20 (FL)</a> <a href="#">May 21-22 (DC)</a> <a href="#">September 3-4 (CO)</a> <a href="#">November 19-20 (TX)</a>	Preparing the Incurred Cost Submission <a href="#">January 14-15 (DC)</a> <a href="#">May 14-15 (FL)</a> <a href="#">September 16-17 (DC)</a>
CAS Cost Impacts <a href="#">April 4-5 (DC)</a> <a href="#">December 4-5 (DC)</a>	The Foreign Corrupt Practices Act (FCPA) <a href="#">October 7 (DC)</a>	Managing Cost-Type Contracts <a href="#">June 13 (DC)</a> <a href="#">October 8 (DC)</a>	Price Analysis and Cost Analysis <a href="#">March 4-5 (DC)</a> <a href="#">June 11-12 (DC)</a>
Contract Closeout <a href="#">March 11 (DC)</a> <a href="#">October 1 (DC)</a>	Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS <a href="#">April 15 (DC)</a> <a href="#">August 19 (DC)</a>	Maintaining Compliant Billing Systems <a href="#">February 12-13 (DC)</a> <a href="#">October 22-23 (DC)</a>	Positive Leadership <a href="#">September 24 (DC)</a> <a href="#">December 3 (AZ)</a>
Contract Cost Accounting Deep Dive <a href="#">August 13-15 (WA)</a>	Fundamentals of Contracting and Subcontracting <a href="#">February 19-21 (TX)</a> <a href="#">July 30-August 1 (DC)</a> <a href="#">November 12-14 (FL)</a>	Managing Government Property <a href="#">February 11 (DC)</a> <a href="#">July 29 (DC)</a>	Risk Management <a href="#">May 30 (DC)</a> <a href="#">October 9 (DC)</a>
Commercial/Government Contracting Convergence <a href="#">January 30-31 (FL)</a> <a href="#">August 20-21 (DC)</a> <a href="#">October 29-30 (TX)</a>	Government Accounting Requirements and Preparing for Contract Audits	Material Management Accounting Systems	
Cost Reimbursement Contracting <a href="#">August 19-20 (DC)</a>			

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 11 \(DC\)](#)

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: Preparing the Incurred Cost Submission

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

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

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

# 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)	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 <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	20 <i>Supply Chain Symposium</i> <i>Fun with the FAR</i>	21 <i>Preparing Winning Proposals (Arlington)</i> Top 10 Series <i>MTCBWY</i>	22	23	24
25	26 Fundamentals of Contracting & Subcontracting (TX) <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	27 Fundamentals of Contracting & Subcontracting (TX)	28 Fundamentals of Contracting & Subcontracting (TX) <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 (TX)  
February 26-28

## 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

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	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>Supply Chain Week (FL)</i> Appropriations Law of Federal Procurement (DC)	7 Negotiation Strategies and Techniques (Arlington) <i>Appropriations Law of Federal Procurement (DC)</i>	8	9	10
11 Contract Closeout (DC)	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> <i>Virtual Fundamentals</i>	22	23	24
25 Ethics and Compliance in Government Contracting (DC)	26 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	27	28 The Professor's Forum with Ralph Nash and Tim Sullivan <i>MTCBWY</i> Virtual Fundamentals	29	30	31

# MARCH 2019

## SEMINARS

Price Analysis and Cost Analysis (DC) March 4-5	HOW: Mechanics of Bid Protests (DC) March 14
Ethics and Compliance in Government Contracting (Arlington) March 5	HOW: Preparing the Incurred Cost Submission (DC) March 18-19
Supply Chain Week (FL) March 4-6	IP Data Rights and Wrongs (FL) March 19-20
Negotiation Strategies and Techniques (Arlington) March 6-7	HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (FL) March 21
Appropriations Law of Federal Procurement (DC) March 6-7	Trending Developments in Government Contract Compliance and Cybersecurity (DC) March 20-21
Contract Closeout (DC) March 11	Ethics and Compliance in Government Contracting (DC) March 25
Emergency Contracting (DC) March 12	CAS Cost Impacts (DC) March 27-28
GSA Schedule Contracting (FL) March 12-13	
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	Virtual Fundamentals March 21, 28
Fun with the FAR March 6 & 20	Subcontracting Summit: A Case Study Approach to Best Practices March 26
Proposal Evaluations Series March 12	The Professor's Forum with Ralph Nash and Tim Sullivan March 28
Cybersecurity: It Isn't Just for Techies Anymore! March 19	
Top 10 Series March 21	

# 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></p>	<p>4 Navigating the FAR: Practical Applications (DC) <i>CAS Cost Impacts (DC)</i> Virtual Fundamentals</p>	<p>5 Navigating the FAR: Practical Applications (DC) <i>CAS Cost Impacts (DC)</i></p>	6	7
<p>8 Preparing for a Federal Government Contract Audit (DC)</p>	<p>9 Federal Government Contract Accounting (DC) <b>Financial Forum</b> <i>Proposal Evaluations Series</i> Incurred Cost Submission Virtual</p>	<p>10 Incurred Cost Submission Virtual</p>	<p>11 Teaming Agreements: Drafting and Negotiating (DC) <i>Nash &amp; Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i> MTCBWY <i>Virtual Fundamentals</i></p>	12	13	14
<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) Incurred Cost Submission Virtual</p>	<p>17 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations (DC) <b>Supply Chain Symposium</b> <i>Fun with the FAR</i> <i>Opportunity Capture (FL)</i> Incurred Cost Submission Virtual</p>	<p>18 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations (DC) <i>Top 10 Series</i> Opportunity Capture (FL) MTCBWY Virtual Fundamentals</p>	19	20	21
22	<p>23 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i></p>	<p>24 Advanced Other Transactions Workshop</p>	<p>25 <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> MTCBWY <i>Virtual Fundamentals</i></p>	26	27	28
<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	Advanced Other Transactions Workshop April 24
Federal Grants Forum (DC) April 10	Master's Academy in Government Contracting (Reston) April 29-May 3

## 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
Fun with the FAR April 3 & 17	Top 10 Series April 18
Virtual Fundamentals April 4, 11, 18, 25	Subcontracting Summit: A Case Study Approach to Best Practices April 23
Proposal Evaluations Series April 9	The Professor's Forum with Ralph Nash and Tim Sullivan April 25
Incurred Cost Submission Virtual April 9, 10, 16, 17	

# 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>Virtual Fundamentals</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 <i>Nash &amp; Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i> MTCBWY <i>Virtual Fundamentals</i>	10	11	12
13 Accounting and Auditing for Government Contracts (Arlington)	14 Accounting and Auditing for Government Contracts (Arlington) <i>Preparing the Incurred Cost Submission (FL)</i> <b>Financial Forum</b> <i>Proposal Evaluations Series</i>	15 Cost and Price Analysis (Arlington) <i>Preparing the Incurred Cost Submission (FL)</i> <b>Supply Chain Symposium</b> <i>Fun with the FAR</i> Opportunity Capture (TX)	16 Cost and Price Analysis (Arlington) <i>Top 10 Series</i> Opportunity Capture (TX) <i>MTCBWY</i>	17	18	19
20 The Foreign Corrupt Practices Act (FCPA) (DC) <i>Material Management Accounting Systems (DC)</i>	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> <i>MTCBWY</i>	24	25	26
27 <u>Memorial Day</u>	28 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	29 <i>Fun with the FAR</i> Exploring Other Transactions (DC)	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	Material Management Accounting System (DC) May 20
Ethics and Compliance in Government Contracting (Arlington) (DC) May 6	Contract Changes and Equitable Adjustments (Arlington) May 21-22
Negotiation Strategies and Techniques (Reston) May 7-8	Cost Reimbursement Contracting (FL) May 21-22
HOW: Proprietary Technical Data and Software May 9	IP Data Rights and Wrongs (DC) May 21-22
Accounting and Auditing for Government Contracts (Arlington) May 13-14	HOW: Developing an Ethics and Compliance Program (DC) May 23
Preparing the Incurred Cost Submission (FL) May 14-15	HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (DC) May 23
Cost and Price Analysis (Arlington) May 15-16	CAS Cost Impacts March 27-28
Opportunity Capture (TX) May 15-16	Exploring Other Transactions (DC) May 29
The Foreign Corrupt Practices Act (FCPA) (DC) May 20	Risk Management (DC) May 30

## WEBINARS

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

## VIRTUAL CLASSES

Fun with the FAR May 1, 15, & 29	Proposal Evaluations Series May 14
Virtual Fundamentals May 2, 9	Top 10 Series May 16
Fun with the DFARS May 7	Subcontracting Summit: A Case Study Approach to Best Practices May 28
0-60 Government Contracting in a Capsule May 8	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>	6 Interpretation of a Government Contract (DC)	7	8	9
10	11 <i>Financial Forum</i> Proposal Evaluations Series	12 <i>Fun with the FAR</i>	13 Managing Cost-Type Contracts (DC) <i>Nash &amp; 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

## SEMINARS

Types of Contracts (DC) June 4	Appropriations Law (DC) June 17-18
Preparing Winning Proposals (Arlington) June 4-5	Opportunity Capture (DC) June 19-20
Interpretation of a Government Contract (DC) June 5-6	Healthcare Contracting (DC) June 24
Managing Cost-Type Contracts (DC) June 13	Government Accounting Requirements and Preparing for Contract Audits (DC) June 25-26
	HOW: Cost Accounting Standards (DC) June 27

## WEBINARS

Financial Forum June 11
Supply Chain Symposium June 19

## VIRTUAL CLASSES

Fun with the DFARS June 4	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts June 13
Proposal Evaluations Series June 11	Top 10 Series June 20
Fun with the FAR June 12 & 26	Subcontracting Summit: A Case Study Approach to Best Practices June 25
	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	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>	11 Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts <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)	23 HOW: Preparing the Incurred Cost Submission (DC)	24 <i>Fun with the FAR</i>	25 HOW: Mechanics of Bid Protests (DC) <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
Organizational Conflicts of Interests in Government Contracting (DC) July 10	HOW: Mechanics of Bid Protests (DC) July 25
Government Contracting Fundamentals (Arlington) July 15-17	Managing Government Property (DC) July 29
Navigating the FAR: Practical Applications (Arlington) July 18-19	Fundamentals of Contracting and Subcontracting (DC) July 30-August 1

## WEBINARS

## 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	
Fun with the FAR July 10 & 24	

# AUGUST 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
			1 Fundamentals of Contracting and Subcontracting (DC)	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	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
Accounting and Auditing for Government Contracts (Arlington) August 13-14	Teaming Agreements: Drafting and Negotiating (DC) August 22		Fun with the FAR August 7 & 28
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>HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (CO)</i>	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 &amp; 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

0-60 Government Contracting in a Capsule  
September 4

Proposal Evaluations Series  
September 10

Fun with the FAR  
September 11 & 25

Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts  
September 12

Top 10 Series  
September 19

Subcontracting Summit: A Case Study Approach to Best Practices  
September 24

The Professor's Forum with Ralph Nash and Tim Sullivan  
September 26

# 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)	4	5	6
7 The Foreign Corrupt Practices Act (FCPA) (DC) <i>Exploring Other Transactions (DC)</i>	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
Exploring Other Transactions (DC) October 7	Government Contracting Fundamentals (Reston) October 23-25
Managing Cost-Type Contracts (DC) October 8	HOW: Developing an Ethics and Compliance Program (DC) October 29
Risk Management (DC) October 9	Commercial/Government Convergence (TX) October 29-30
Cost Reimbursement Contracting (FL) October 9-10	Trending Developments in Government Contract Compliance and Cybersecurity (DC) October 30-31
HOW: Proprietary Technical Data and Software October 10	

## 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
Proposal Evaluations Series October 8	Subcontracting Summit: A Case Study Approach to Best Practices October 22
Cybersecurity: It Isn't Just for Techies Anymore! October 15	The Professor's Forum with Ralph Nash and Tim Sullivan October 31



# NOVEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1	2	3
4 Timekeeping for Government Contractors (Arlington) <i>Fundamentals of Contracting &amp; Subcontracting (TX)</i>	5 Accounting and Auditing for Government Contracts (Arlington) <i>Fundamentals of Contracting &amp; Subcontracting (TX)</i>	6 <i>0-60 Government Contracting in a Capsule</i> Accounting and Auditing for Government Contracts (Arlington) <i>Fundamentals of Contracting &amp; Subcontracting (TX)</i>	7 Cost and Price Analysis (Arlington) <i>Fundamentals of Contracting &amp; 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)	14 Fundamentals of Contracting and Subcontracting (FL)	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 & Subcontracting (TX)  
November 4-7

Accounting and Auditing for Government Contracts (Arlington)  
November 5-6

Cost and Price Analysis (Arlington)  
November 7-8

HOW: Mechanics of Bid Protests (DC)  
November 12

Fundamentals of Contracting and Subcontracting (FL)  
November 12-14

Master's Academy in Government Contracting (DC)  
November 18-22

IP Data Rights and Wrongs (TX)  
November 19-20

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

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

Top 10 Series  
November 21

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

# DECEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
						1
2	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)	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

<u>SEMINARS</u>		<u>WEBINARS</u>	<u>VIRTUAL CLASSES</u>
Positive Leadership (AZ) December 3	Navigating the FAR: Practical Applications (Arlington) December 12-13	Free Webinar December 9	0-60 Government Contracting in a Capsule December 6
Emergency Contracting (DC) December 3	HOW: Cost Accounting Standards (DC) December 16		Cybersecurity: It Isn't Just for Techies Anymore! December 17
CAS Cost Impacts (DC) December 4-5	Interpretation of a Government Contract (DC) December 17-18		
Government Contracting Fundamentals (Arlington) December 9-11	Organizational Conflicts of Interests in Government Contracting (DC) December 19		