

Pricing, Profit and
 Ethics in
 Government
 Contracting

October 1, 2015

8:30 AM - 10:30 AM

Sign-In begins at 8:00 AM

JARI Center for
 Business Development
 160 JARI Drive,
 Johnstown, PA 15904

Cost — *Free*
 Pre-Registration
 Required



Government
 Contracting



**Pricing, Profit
 and Ethics**
*in Government
 Contracting*

The JARI PTAC invites you to attend a special workshop presented by Terrence M. O'Connor, Director of Government Contracts at Berenzweig Leonard LLP and Amy E. Hutchens, JD, CCEP with CLEAResources LLC on Thursday, October 1, 2015. The workshop, being held at the JARI Center for Business Development, will begin promptly at 8:30am.

Mr. O'Connor will be discussing "Determining Profit on Equitable Adjustments: Profit is Not a Dirty Word in FAR". Ms. Hutchens will follow-up with a discussion on the ethics involved in pricing and adjustments, especially as they relate to cost based contracts.

Pre-registration is required for the *FREE* workshop, sign up today! Pre-registration closes at the end of business on Monday, September 28th, 2015.

For more information and pre-registration:
<http://jari.ecenterdirect.com/ConferenceDetail.action?ID=583>

For questions:
 Ms. Lenora Leasure at lleaseure@jari.com or (814) 254-4022

Presented By:

<p>Terrence M. O'Connor, Director of Government Contracts</p>	<p>Amy E. Hutchens, JD, CCEP President</p>
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Terrence M. O'Connor, LL.M., is Director of Government Contracts for the law firm Berenzweig Leonard, LLP, in McLean, Virginia. He has practiced government contract law for more than 43 years. After graduating from Notre Dame Law School, he began practicing law as a federal attorney at the National Capital Planning Commission in Washington, D.C., and later moved to the Appalachian Regional Commission.

After 15 years as a federal attorney, Mr. O'Connor went into private practice as a government contracts litigation attorney. He has tried government contract cases before the U.S. Court of Federal Claims, U.S. Court of Appeals for the Federal Circuit, and various boards of contract appeals (BCAs), including the ASBCA and the CBCA as well as some of its predecessors: the GSBCA, DOTBCA, AGBCA, IBCA, and VABCA. Mr. O'Connor has also litigated government contract protests before the Government Accountability Office (GAO). He received his Master of Laws (Government Procurement) degree from The George Washington University Law Center.

His publications include *Understanding Government Contract Law* and *Federal Procurement Ethics: The Complete Legal Guide*. Since 1985, he has been an instructor for Management Concepts, teaching classes such as Advanced Federal Contract Law and Construction Contracting. He has also conducted training sessions for the National Contract Management Association.

Amy E. Hutchens, JD, CCEP, is an attorney certified by the Society of Corporate Compliance and Ethics as a Corporate Compliance and Ethics Professional (CCEP) and is the founding member and President of CLEAResources, LLC, an Economically Disadvantaged Woman-Owned and Veteran-Owned small business. Previously, she served as General Counsel and Vice President of Compliance and Ethics Services for Watermark Risk Management International, LLC. She has also served as a Special Assistant United States Attorney and an Air Force Judge Advocate, attaining the rank of Major, before beginning her civilian career in-house. She holds a current security clearance.

Ms. Hutchens assists organizations with development of the compliance and ethics infrastructure required by the Federal Sentencing Guidelines, Federal Acquisition Regulations, and other ethics and compliance statutory frameworks. Her clients have been from various industries, ranged in size and have included publicly and privately held organizations, as well as government agencies. Ms. Hutchens has developed, implemented, overseen and managed all aspects of compliance and ethics programs including assessing risk, surveying culture, implementing policies, training employees, developing organizational values as are frequently the cornerstone of codes of conduct, and establishing monitoring and investigative protocols to maximize value and effectiveness in how organizations foster ethics and compliance as central to their missions. She currently serves as a corporate monitor under an administrative agreement and is a founding director on the board of the International Association of Independent Corporate Monitors, for which she also serves as Corporate Secretary.

Ms. Hutchens is in demand internationally as a speaker and panelist on compliance and ethics related topics. She is also an award-winning author on compliance and ethics issues. She was a member of the 2013 class of "Influential Women of Virginia". In 2014, she was appointed by the Virginia Speaker of the House to the Virginia Conflict of Interest and Ethics Advisory Council, formed in response to the indictment of the former Governor of Virginia.

Ms. Hutchens is a graduate of the Johns Hopkins Peabody Conservatory of Music, and Vanderbilt University School of Law. She is admitted to practice before the United States Supreme Court, the United States Court of Appeals for the Armed Forces, and the United States District Court for the Eastern District of Virginia, the Commonwealth of Virginia, the state of Tennessee, and the District of Columbia.

She also serves on the Advisory Board to Voices of Valor, a therapeutic program benefitting veterans.