



WR-ALC/PK

Educational Partnership

**WR-ALC, Macon State College,
Defense Acquisition University, and the
Aerospace Industry Committee**

**Deb Hall
December 2007**



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- **Challenge:** Develop, create and implement effective business solutions to outpace attrition and create a dependable recruiting pipeline to accelerate contracting workforce development
 - Over 20% of our contracting workforce is retirement eligible in five years
 - Historically it takes five to seven years of on-the-job experience and specialized training to develop Procuring Contracting Officers

- **Solution:** Establish a Concentration in Contracting within the Business & Information Technology Degree Program at Macon State College using our existing Defense Acquisition University's contracting certification curriculum
 - Three courses developed (nine semester hours)
 - Training cost avoidance for government is \$13,400 per student

- **Win-Win:** This Partnership is producing “ready-to-work” contracting graduates - not just for the government, but for industry too!



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➤ Memorandum of Understanding

- Signing Ceremony - 5 October 2007
- Signatories: WR-ALC Commander, Maj Gen Thomas J. Owen, Macon State College President, Dr. David Bell, Defense Acquisition University President, Mr. Frank Anderson & Aerospace Industry Committee Chairman-elect, Mr. Tim Callahan

➤ Contracting Curriculum Developed

- Principles of Contracting
- Contracting Evaluation and Award
- Contract Pricing

➤ Elective Courses

- Adds Concentration in Contracting to Business & Information Technology Degree Program with Majors in:
 - Management
 - Marketing
 - General Business
- Enhancement to existing Business Degrees
- Opportunity for **“anyone”** interested in gaining knowledge of government contracting



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➤ **Communications Plan**

- 05 – 12 October 2007 – Media Highlights
 - Robins Rev-Up
 - Macon Telegraph
 - Local television stations – WGXA-24, WMGT-41, WMAZ-13, WPGA-58
- 09 - 10 October 2007 – MSC Co-op Road Show
- 18 October 2007 – MSC Job Expo
- 13 November 2007 – NCMA Luncheon
- **06 December 2007 – AIC Luncheon**
- December/January – Parents' Nights

➤ **First Course Offered January 2008**

- MG/MT 4151, Principles of Contracting
- Adjunct Instructor – Ms. Mickie Cranford
- Class registration 29 October 2007 – 4 January 2008
 - Overwhelming response
- Course meets one night per week/16 weeks @ Warner Robins MSC campus



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QUESTIONS?