

Government Contracting Under the FAR & AASHTO Guides: *Everything You Need to Know, and Then Some*



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Federal Acquisition Regulation (FAR) overhead rates are notoriously complex and loaded with tricky nuances. Correctly interpreting and applying the FAR requirements is critically important. This year's training session is updated to include the latest court cases on timekeeping and mergers and acquisitions. Additional discussion includes the [2024 National Compensation Matrix](#) and the effect this had on firm overhead. Learn how to avoid costly errors from *the* authorities on FAR

audits. Join WSDOT's experts, Maryna Ya (Lead Contract Engineer) and Jarron Elter (Agreement Compliance Audit Manager), as well as SN's FAR experts Tony Machi and Kellianne Mayer for this 2-day educational event where you'll learn everything you need to know about [Government Contracting audits](#). Plus, earn 14 CPE credits in **Accounting (Governmental)**.

Topics Covered Include:

- How to do business with WSDOT
- Hot topics with WSDOT Audit
- Ensure correct completion of the ICQ
- Overview of FAR theory and related rules
- What the AASHTO Guide means for your firm
- Navigating federal vs state requirements
- Roles and responsibilities for your firm vs the state DOT vs sub-contractors
- Accounting system requirements you must have in place
- The importance of timesheets
- How to use "Cognizant Letter" to simplify your contracting
- Determining if Cost Accounting Standards apply to your firm
- The future of technology use
- Field rate development
- What your PM's & Principals need to know when proposing on a government contract
- Complying with FAR financial management system requirements
- FAR requirements for internal controls
- Allowable related party transactions under FAR
- Ideal labor costing method alternatives
- Compensation Matrix
- Proper compensation planning
- Executive compensation under FAR
- Can an agency limit your direct rates?
- Does the BBA rate apply to your contracts?
- Why allowable overhead is the biggest profit factor for government contract negotiations
- Minimizing unallowable overhead
- Allowable business development costs
- Allowable vs unallowable: warrantee, insurance, interest, and lobbying costs
- Which overhead costs are never allowed?

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