



APMP Georgia Chattahoochee Chapter

January 2004 News

National Web Site:
www.apmp.org
Chapter Web Site:
www.apmp.org/gachapter/index.html

2004 Events

Dinner Meetings

Wednesday March 10

Wednesday May 12

Wednesday July 14

Wednesday November 10

Georgia Chattahoochee Chapter Dinner Meetings are held at the Crowne Plaza Hotel, 6345 Powers Ferry Road in Atlanta. Please try to register online (preferably three days prior) for our meetings via Acteva at: <http://acteva.com> or use the link on our chapter website.

15th Annual APMP Conference

"From Concept to Contract"

June 1-4 at the Westin Diplomat
Hollywood, Florida

Southern Proposal Accents Conference

TBD (We're shooting for either Sept. 17 or Oct. 8.)

Welcome to APMP!

The following people have recently joined APMP. Please welcome them to our Chapter.

Jennifer M. Martin

William E. Durnell

Thomas M. Kennedy

Mitchell L. Reed

Chapter Membership

The Georgia Chattahoochee Chapter currently has 68 active members. If you have any questions about membership or would like to join APMP, please contact Judy Shaw at 770-277-8677 or judy.shaw@workscape.com.

Membership Directory

If you have not had your picture taken for the membership directory please see Judy Shaw.

Welcome to 2004—Our Tenth Anniversary Year!

By Keith Probst, Chapter Chair

Welcome to you, our members and guests—whether you picked up this newsletter at an APMP Chapter meeting or off our web site or some other way. On behalf of the Georgia Chattahoochee Chapter Board, we wish you a happy, successful New Year.

Secondly, welcome to our chapter officers and thanks for stepping forward. We have an exciting blend of new and experienced Board members. New for 2004 are Gina Joiner (Vice Chair), Cathy Valerio (Jobs Chair), Laura Novak (Secretary and editor of this newsletter), Paul Barish and Jim Keifer (Program Co-Chairs), and Gary Derbridge (Conference Chair). Wearing new hats this year are Judy Shaw (Membership) and myself. Continuing their excellent service in the same role are Doris Viall (Treasurer), Chuck Keller (Publicity), and Bill Andre (Webmaster).

A Year of Celebration

You see from the headline of this article that we celebrate an important anniversary in 2004. Ten years ago, an energetic and enterprising group of proposal professionals got together and founded the Georgia Chattahoochee Chapter of APMP. Many of our founding members continue their active participation and leadership with the chapter. Over the past decade, our membership has grown substantially and has come to represent an impressive range of business sectors. We have conducted a series of interesting programs every other month, and for the last eight years our chapter has hosted what we now lovingly refer to as the "SPAC"—the Southern Proposal Accents Conference, which is widely recognized as the most successful regional event within APMP.

For being stuck down here in the boondocks, the Georgia chapter has had quite an impact on the national association. We have won both the APMP Innovation Award and Chapter of the Year Award twice. One of our founders, Bill Painter, served a term as APMP CEO. Another member and former officer, Sherri-Baker Greer, continues to co-lead the APMP Commercial Forum. Chuck Keller has served on the APMP Board of Directors as Chapter Ombudsman for several years. A number of our chapter members have presented at the APMP annual conference, including Gary Derbridge, who made what is still regarded as the most-remembered appearance ever as the "Proposal Chef." Although the national APMP organization sometimes has a Washington-centric feel, the Georgia Chattahoochee chapter stands out as a successful, influential regional group.

At a chapter meeting later this year, we will formally celebrate our ten years of chapter success. Stay tuned for more news, and if you know former APMP members who are not currently active, encourage them to join us for this anniversary gathering.

What Can We Do For You?

Our chapter exists to serve you—our members. We certainly strive to fill an educational objective, hosting interesting meetings and a conference that present stimulating proposal concepts and solutions. As the main proposal professional organization, we serve an informal but important credentialing function. Within and without the proposal world, being an active member of APMP carries professional weight.

Finally, and in my thinking most importantly, our chapter provides a networking foundation for proposal professionals. Whether you're trying to break into the profession, solve a problem for your current company or client, or going through a job transition, having a strong network of professional peers is invaluable. Even within large companies, the proposal role can be a lonely one. Either from fear or inability to deal with the detail we handle routinely, it's as though others avoid us. Start talking about your work, and watch the room clear, as if getting to close to a proposal person could cause you to get sucked into some inescapable vortex of RFPs, binders, and stylesheets.

When you come to an APMP meeting, it's just the opposite. What I have found over the years is that fellow APMP members take a refreshing interest in proposal "shoptalk." They understand why we are fascinated with this business. Not only do they tolerate a down-and-dirty discussion of proposal hot topics, they actually participate and share their own insights.

So, above all, we encourage you to participate in our chapter activities as the best way of building your network of proposal associates. If you see a new face tonight, take a moment to introduce yourself. Better yet, get the person's card and give him or her a call in the next couple of weeks to get together for lunch. Get to know your chapter officers. Share your ideas and time. Work with us to plan a meeting or on a SPAC committee. You never know who might benefit from knowing you, and, as I have had amply demonstrated over the past year, you never know which contact might be critically important for you in the future. Enjoy!

Job Opportunities

See the Chapter Web Site for details on the following listings:

Company	Position Title/Location
High Tech Industry	Proposal Writer Roswell/Alpharetta, GA
Aegis Communications Group, Inc.	Proposal Writer Atlanta, GA
Shaw Environmental & Infrastructure	Proposal Coordinators Centennial, CO and Concord, CA
Shaw Environmental & Infrastructure	Proposal Director Centennial, CO and Concord, CA
Shaw Environmental & Infrastructure	Proposal Managers Centennial, CO and Concord, CA
Weston Solutions, Inc.	Proposal Manager West Chester, PA

Renewal Reminder

Our records indicate that the following members need to renew their membership with APMP. Simply go to www.apmp.org under Member Services to renew your membership online with a credit card or download the application for renewal by mail.

Adrienne Jackson	Victoria D. Jones
Christine Williams	Alan Lewis
Roger Hambridge	Elisabeth Cheatham
Janice Lohnas	Rebecca Pridgeon-Davis
Sherry Levy	Kathy Johnston
Gina Joiner	

2003-2004 Georgia Chattahoochee Chapter Officers

Chapter Chair	Keith Propst 404-250-1568 propst_k@bellsouth.net
Vice Chapter Chair	Gina Joiner 770-825-7228 gjoiner@tffwi.com
Program Co-chair	Paul Barish 404-649-7100 paul.barish@mail.sprint.com
Program Co-chair	Jim Keifer 404-649-6246 jim.keifer@mail.sprint.com
Treasurer	Doris Viall 770-487-3328 dorisv@edify.com
Secretary	Laura Novak 404-705-5127 laura.novak@cingular.com
Membership Chair	Judy Shaw 770-277-8677 judy.shaw@workscape.com
Publications Chair	Bill Andre 770-591-8383 billa@mindspring.com
Promotion Chair	Chuck Keller office: 770-977-3878 cell: 404-219-1119 chkpdt@aol.com
Job Opportunity Chair	Cathy Valerio 404-705-5132 cathy.valerio@cingular.com
Conference Chair	Gary Derbridge 404-649-6434 gary.derbridge@mail.sprint.com