



# APMP Georgia Chattahoochee Chapter

March 2004 News

National Web Site:

[www.apmp.org](http://www.apmp.org)

Chapter Web Site:

[www.apmp.org/gachapter/index.html](http://www.apmp.org/gachapter/index.html)

## 2004 Events

### Dinner Meetings

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.

### 15<sup>th</sup> Annual APMP Conference

"From Concept to Contract"

June 1-4 at the Westin Diplomat  
Hollywood, Florida

### Southern Proposal Accents Conference

September 19 (this date is 99 percent firm)

## 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](mailto:judy.shaw@workscape.com).

## Membership Directory

We will be publishing Membership Directories for distribution during our May Dinner Meeting. If you have not done so already, please confirm your information on file with Judy Shaw. We will also be including pictures, if you have not had your photo taken please email one to Judy at [judy.shaw@workscape.com](mailto:judy.shaw@workscape.com) by April 19th.

## Chapter Well Represented at Annual Conference

*By Keith Propst, Chapter Chair*

You've seen the plaques that our chapter has received from the APMP national organization for Innovation and Chapter of the Year (including last year awarded at the annual conference). In addition to the support our members provide to APMP through serving on the national Board of Directors and in other leadership roles, our active participation at the annual conferences over the years has helped solidify our reputation as an energetic, exemplary local chapter. At last year's conference in New Orleans, the Georgia Chattahoochee chapter had a dozen attendees -- at a time when travel was restricted for many companies. Similarly, over the years, a number of chapter members have been chosen as presenters at the annual conference.

At this year's conference, three of our members are presenting:

**Sherri Baker-Greer** -- Morphing Your Traditional Proposal Center Into An Efficient Proposal Development Group

**Chuck Keller** -- APMP Showtime!!! - How to Plan, Publicize, and Conduct Chapter Programs

**Chuck Keller and Keith Propst** -- How to Start a Successful Proposal Consultant/ Contractor Business - and Keep it that Way

**Keith Propst** -- Decentralizing The Proposal Center - A Model For The 21st Century

The 2004 15th Annual APMP Conference is being held June 1-4 at the Westin Diplomat in Hollywood, Florida. It's a one-day drive from Atlanta to the Hollywood area or a short flight into the Miami, Fort Lauderdale or West Palm Beach airports. We encourage you to plan a trip to the conference to take advantage of the learning and networking opportunities and to support your fellow chapter members as they present. There's no better way to get exposed to new ideas and make new contacts within the proposal profession. The hotel is spectacular, with all rooms overlooking either the Intracoastal Waterway or the Atlantic.

The APMP rate for rooms at the Westin is \$165 per night--not cheap but not too bad for a first-class hotel. We'd like to see you there.

Register before April 16, and receive a significant registration discount. Check the APMP website: [www.apmp.org](http://www.apmp.org) for more information and registration forms.

## ***Proposal Workshop Registrations to be Awarded***

An attendee at the Georgia Chattahoochee Chapter APMP meetings in March and May will be awarded free registration to a proposal workshop conducted by Keller Proposal Development & Training (KPD&T). The winners will be able to choose attendance at one of the workshops scheduled for this spring in Huntsville, Alabama; Pensacola, Florida; and Fort Walton Beach, Florida. The one-day workshop, "RFPs from A to Z: Producing a Winning Proposal in Response to a Request for Proposal," will be conducted by Chuck Keller of KPD&T in sponsorship with the Northeast Alabama Regional Small Business Development Center (NEAR SBDC), Florida Procurement Technical Assistance Center (FPTAC), and University of West Florida Small Business Development Center (UWF SBDC).

## ***Support the Early Industry Involvement Survey***

APMP members and nonmembers are asked to fill out an Early Industry Involvement Survey posted on the APMP website at [www.apmp.org](http://www.apmp.org) (the survey is clickable in the scroll bar of the APMP web page). The survey seeks to determine the right time to gain early involvement from industry for DoD procurements. APMP is the dissemination point for this survey and will collect and summarize the results of the survey, and prepare and deliver the findings.

## ***Chapter Member Contributes Article to APMP Journal***

Reba Shoulders, a Georgia Chattahoochee Chapter member, wrote an interesting article that's in the latest edition of the APMP Journal. The article describes challenges faced by Scientific Games in developing proposals for international business. Scientific Games, with headquarters in Alpharetta, Georgia, provides lottery services to national and international customers.

## ***Job Opportunities***

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

<b>Company</b>	<b>Position Title/Location</b>
VT Griffin Services	Proposal Manager Atlanta, Georgia
NCR Corporation	Proposal Manager Duluth, Georgia
CDM	Proposal/Marketing Coordinator Atlanta, Georgia
High Tech Industry	Proposal Writer Roswell-Alpharetta, Georgia
Shaw Environmental & Infrastructure	Proposal Director Centennial, Colorado/Concord, Calif.
Shaw Environmental & Infrastructure	Proposal Coordinators Centennial, Colorado/Concord, Calif.

## ***Welcome to APMP!***

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

**Lori J. Benton**  
**Amanda D. Helme**  
**Sandy G. Luttrell**  
**Michael Swinford**

## ***Renewal Reminder***

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

**Kathy Johnston**  
**Gina Joiner**  
**Beth Headley**  
**Keith Propst**  
**Sharilyn Bainbridge**

## ***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@ttfwi.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	Open
Conference Chair	Open