



## Upcoming Events

### Dinner Meetings

Wednesday March 9

Wednesday May 11

Wednesday July 13

Wednesday September 14

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.

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

“Winning and Living . . . Achieving the Balance”

June 7-10 at the Sheraton Wild Horse Pass, Phoenix, Arizona

### Southern Proposal Accents Conference

Friday, October 21 at the Cobb Galleria Conference Centre

## On the Web

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)

## Membership

If you have any questions about membership or would like to join APMP, please contact Judy Shaw at 678-482-5575 or [judy.shaw@workscape.com](mailto:judy.shaw@workscape.com).

## Welcome to these new members:

**Charles Guta** - The Logistics Company

**Verne Davis** - TAMSCO

**Merrijo Nelson** - Lanier Worldwide, Inc.

## New Faces and New Opportunities for a New Year

The Georgia Chattahoochee APMP chapter enters 2005 “arin’ to go.” We welcome several energetic, creative officers to the chapter Board and salute the officers “retiring” from their chapter leadership roles. The Board is discussing a number of interesting topics for our meeting this coming year. We are confident that the programs will help you expand your perspective and understanding of the proposal profession. As always, we welcome and encourage your active participation in planning and conducting chapter activities, in the belief that the more you put into this aspect of your professional life, the greater the benefits to you (and your peers). If you have an idea for a program, would like to make a presentation, or can participate in a program, just let us know.

Joining the Board for 2005 are:

- Michelle Norman, Vice Chair and Conference Co-chair
- Hamby Groover, Program Co-chair
- Cindy Hunter, Program Co-chair
- Moumita Roy, Secretary

Remaining on the Board but in a new role is Laura Novak, who replaces Chuck Keller as Promotions Chair. Continuing in the same roles are:

- Judy Shaw, Membership Chair
- Doris Viall, Treasurer
- Jennifer Durchin, Job Opportunities Chair
- Jim Keifer, Program Co-chair
- Bill Andre, Webmaster
- Keith Propst, Chapter Chair

We thank the following departing Board members for their time and commitment: Chuck Keller, Kathy Johnston, Mary Anne Kristan, Paul Barish and Gina Joiner. Thanks for a job well done!

**One commercial message: We are still looking for at least one more conference co-chair for the 2005 Southern Proposal Accents Conference (SPAC), which the Georgia chapter will once again co-host with the Carolina APMP chapter.** With the conference scheduled for mid-October, initial planning will commence in March. We will again hold the SPAC at the Cobb Galleria Conference Centre, which proved to be an excellent venue for us. Although managing the conference requires some time and energy, there will be plenty of support from both chapters as well as our collective experience and lessons-learned. **Serving as a conference co-chair provides valuable professional visibility and gives you a chance to demonstrate your project management skills. So, if you are interested in taking on this role—or know a good candidate—please contact any Board member.**

The Georgia Chattahoochee Chapter Board wishes a happy, success-filled year to each of you. We look forward to your support and participation and to seeing you at future meetings.

**Keith Propst**, Georgia Chattahoochee Chapter Chair

## SPAC 2004 a Success

“Cutting Back the Kudzu” was the theme for the 8th annual Southern Proposal Accents Conference (SPAC) held November 5, 2004 at the Cobb Galleria Conference Centre in Atlanta Georgia. This year’s conference, co-hosted again by the Georgia Chattahoochee and Carolina chapters, continued a tradition of success by attracting an international audience of proposal professionals, with one attendee who flew through five time zones to attend.

With the advantage of a new a larger venue, registration for this year’s conference exceeded 140—a new record. The Georgia and Carolina chapters were joined by members of the APMP National Board of Directors in welcoming the large group of attendees.

The conference chairs this year were Kathy Johnston and Mary Anne Kristan from the Georgia Chattahoochee chapters, and Kristen Mackenzie from the Carolina chapter. “The co-chairs worked well together and did an extraordinary job in organizing this year’s conference,” noted Keith Propst, Chair of the Georgia Chattahoochee chapter.

This year’s presenters spoke on a variety of topics relating to best practices and processes in proposal development. In keeping with the “Cutting Back the Kudzu” theme, presenters focused on minimizing bad practices that can easily take over the proposal development process if given the opportunity—just like kudzu takes over roadside vegetation.

The theme was tied to life outside of work by the keynote speaker, Kirste Ross of Tetra Tech FW, in her presentation on “Winning and Living... Achieving the Balance.” A former APMP CEO, Ross is the conference chair for next year’s annual APMP conference, planned for Phoenix, Arizona. “Through effective time management, planning, and organizing, we can actually have a life AND win at work,” Ross said. She also noted the importance of taking breaks, whether for a hike outside, some ice cream, or a breakfast with other proposal team members at the start of an early day. The setting for the 2005 APMP Annual Conference fits with the theme because it is “a quiet spot where everyone should be able to relax and enjoy,” Ross said.

A total of eight sessions were available to attendees. Georgia Chattahoochee Board Members Keith Propst (Chapter Chair) and Chuck Keller (outgoing Promotions Chair) presented *Networking (and Finding Work) as a Proposal Consultant / Contractor*. Chuck Keller also presented *Using Newspaper Techniques for Proposal Development*.

Conference attendees also had the opportunity to interact with vendors represented at the conference to learn about the latest proposal technology, products, and services available in the marketplace. The Georgia Chattahoochee and Carolina APMP chapters extend thanks to the following vendors that helped sponsor this year’s SPAC: Mimeo, Dave Shapiro Enterprises, Information Mapping, Inc., Pragmatech Software, Westport Software Group, Inc., Shipley Associates

### Help Wanted

#### **Co-chair for the Southern Proposal Accents Conference (SPAC)**

Will work with a co-chair from the Georgia Chattahoochee APMP chapter and a co-chair from the Carolina APMP chapter to plan, organize, and manage the 2005 SPAC, which will be held in Atlanta on 10/21/05. Rewarding work and great professional experience and exposure

## 2005 Georgia Chattahoochee Chapter Officers

Chapter Chair	Keith Propst propst_k@bellsouth.net
Vice Chapter Chair	Michelle Norman michellenorman@bellsouth.net
Program Co-chair	Hamby Groover hamby.groover@cendian.com
Program Co-chair	Cindy Hunter cmhunter5@bellsouth.net
Treasurer	Doris Viall dorisv@edify.com
Secretary	Moumita Roy moumita.roy@cingular.com
Membership Chair	Judy Shaw judy.shaw@workscape.com
Webmaster	Bill Andre billa@comcast.net
Promotion Chair	Laura Novak laura.novak@cingular.com
Job Opportunity Chair	Jennifer Durchin jennifer.durchin@sciatl.com
Conference Co-Chair	Michelle Norman michellenorman@bellsouth.net
Conference Co-Chair	TBD

## Job Opportunities

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

Company	Position Title / Location
Griffin Services Inc.	Proposal Writer - Atlanta, Ga.
AMEC	Manager, Marketing Services - Tucker, Ga.
Futurestep (A Korn/Ferry Company)	Manager, Sales and Marketing Proposals - New York, N.Y.
Weston Solutions, Inc	Proposal Manager - West Chester, Pa.
OIC	Proposal Writer (two positions) - Annandale, Va.
OIC	Sr. Proposal Process Coordinator - Fairfax, Va.
OIC	Sr. Technical Writer - Burlington, Mass.
Business Development Institute International	Director of Appraisal Services - Phoenix, Ariz.