



COMMITTED TO THE PURSUIT OF PROPOSAL EXCELLENCE



11th Annual SPAC October 11 in Chapel Hill



The Georgia Chattahoochee and Carolina APMP chapters will team again to present the 11th Annual Southern Proposal Accents Conference (SPAC) on Thursday, October 11, at the Friday Center in Chapel Hill, NC. Preliminary planning is underway, and the call for presenters will be released in the few weeks. Our theme this year is cinema-related, so channel a few of your creative thoughts toward a message you would like to share with your peers. Every proposal professional has stories to tell, and the SPAC is the ideal forum for presenting your unique observations and ideas. Perhaps you have had to solve a vexing RFP challenge and came up with a novel approach. Or maybe you are searching for ways to solve a proposal problem and want to solicit feedback from your peers. The SPAC is a supportive, encouraging environment for first-

time presenters, and if you want to try out your presentation in front of a live and loving audience, the chapter Program co-chairs would be open to having you speak at the July or September dinner meeting.

We are also soliciting members to work on the SPAC committees over the next few months. Among the committees needing willing hands are the Publicity/Registration, Speakers, Door Prizes, and Hospitality committees. Helping with planning and conducting the SPAC is a great way to "show your stuff" and build valuable contacts within the Georgia and Carolina chapters. Many of us can relate how important our APMP contacts have been over our professional careers. To find out more about working on a SPAC committee, please see Keith Propst at the meeting or drop me an email at keith_propst@bellsouth.net.

New and Re-newing Members

- Jerry L. Welborn, Oracle USA, Inc.
- Catherine Valerio, Computer Associates
- Tom Trent, BWXT Services, Inc.
- Harold W. Thompson, Shipley Associates
- Greg Sutton, Blue Cross Blue Shield of FL, FCL
- Thomas A. Stover, Stover & Associates, Inc.
- Robyn D. Stone, Systems & Methods, Inc.
- Alan Stewart, VT Griffin
- Kristen Stephens, Oracle USA, Inc.



Still Time to Register for APMP Annual Conference in Savannah

More than 500 proposal professionals will be gathering at the Savannah International Trade and Convention Center on Hutchison Island from Tuesday afternoon, May 29 through noon on Friday, June 1 for the 18th Annual APMP International Conference. There is still time for you to register for this exciting event. Four Georgia Chattahoochee APMP Chapter members will be presenting, and the speaker line-up includes many well known APMP presenters, including several who have presented at previous SPACs. For full conference information and registration links, visit the APMP.org conference site: <http://www.apmp.org/ca-29.aspx>.

Meeting Sponsor



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Conference Co-Chair TBD

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Report from the Treasurer – Allen Becker

First the good news. As of April 30th we have \$ 19,663.17 in the bank. That is the same amount that Bank of America thinks we have – which is good. I still am working on trying to figure out how much money we made with SPAC 2006. The good news is that we did make money. It is my fault that I have not had time to completely reconcile all the revenue and expenses. My rough estimate is that we made approximately \$13,500.00. We split that with the Carolina chapter so we should net approximately \$6,750.00. I may have better numbers by Wednesday for the May meeting. I will definitely have the final numbers by June. I also want to make a ProForma Income Statement by June and estimate our expenses for the remainder of 2007 and our income. I guess by now most of you have heard that the national association has voted to rebate additional funds to the chapters and that they also intend to make it retroactive to 2006. The bottom line is that financially we are in good shape.



Career Opportunities

Visit the chapter website (<http://www.apmpgeorgia.com/Jobs.htm>) for details on the following listings:

Glenmont Group
Marketing/Proposal Specialist
tracey.ackerly@glenmontgroup.com

Equal Business Construction Review
Company Feature Writer
Alpharetta, GA
Rob Kelly
770-516-7044
rrkelly@bellsouth.net

Ernst & Young, LLP
Senior Communications and Pursuit Strategist (Proposal Writer)
<http://www.ey.com/us/careers>