



East Tennessee Chapter
 March 2009 Board Meeting
 Scientific Sales
 March 18, 2009; 11:30 a.m. – 12:30 p.m.
 Agenda

President
 Rebecca Crowe

President-Elect
 Faye Orick

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 Kathy McMillan

Treasurer
 Laura Davis

Chapter Advisor
 Sonny Rogers

Education Chair
 Markesha McCants

NES Chair
 Faye Orick

Scholarships & Community Relations
 Rose Weaver & Tim Melton

Programs Chair
 Barbara Jackson

Membership Chair
 Jud Kingman

Newsletter Chair
 Tracie Rucker

Public Relations & Webmaster
 Stephanie Davis

Employment Chair
 Al Guidry

Social Chair
 Vicki Dyer

Nominations & Elections Chair
 Freda Hopper

Volunteer Recruiter
 Katherine Bumgardner

Honors & Awards Chair
 Donna Thompson

Presidents Report

- Contract Management Week

Finance Report

Committee Reports

Education

- Upcoming Audio Seminars
- NCMA Certification Program Study Group

NES

- NCMA Cost & Pricing Seminar
 - Volunteers
 - Ordering Materials
 - Agenda (See attached)

Scholarships & Community Relations

Programs

- Upcoming Program Speakers

Membership

Newsletter

- Submission Deadline for December Newsletter
 (March 20, 2009)

Social

Honors & Awards

- Distribution of Membership Pins
- CM Week Proclamations

From: Vicki Dyer
To: Crowe, Rebecca; "Orick, Faye"
Subject: Agenda for NES Symposium
Date: Tuesday, March 17, 2009 4:35:22 PM

To: Rebecca Crowe, President
Fay Orick, Vice-President

RE: NES, Wednesday, April 1, 2009

Please find a proposed Agenda, Breakfast and Lunch Menus, and Break Items for our Spring Symposium as shown below. Salons A, B, and C will be used for the classroom style seating where the presentation and luncheon will be held. Also, water service for tables and the speaker.

7:30 - 8:00 a.m.	Registration and Continental Breakfast
8:00 - 9:30 a.m.	Welcome by President, Introduction of Speaker and Session
9:30 - 9:45 a.m.	Break (Fruit Tray, Sodas, Coffee)
9:45 - 11:30 a.m.	Session Continues
*11:30 - 12:30 p.m.	Lunch in different Salon
12:30 - 2:00 p.m.	Afternoon Session
2:00 - 2:15 p.m.	Afternoon Break (Cookies, Sodas, and Iced Tea)
2:15 - 4:00 p.m.	Session Continues

*Our luncheon menu will include a Tossed Garden Salad with Ranch and Honey Dijon Dressings, Chicken Picata, Glazed Carrots, Wild Rice, Assorted Dinner Rolls with Butter, Coffee, Decafe, Iced Tea, Water and Chef's Choice Dessert.

I have given a headcount of 54 to the Doubletree so far and await any updates to the reservation list.

Thanks and please let me know if there is anything else you would like for me to do to prepare for the upcoming Symposium. I am sorry I will not be at the Board Meeting but I did want to get this to you.

Vicki Dyer
President
Scientific Sales, Inc.
(865)483-9332

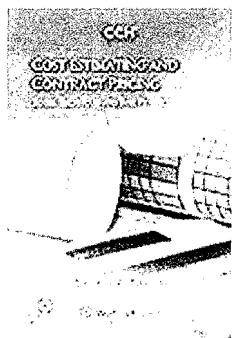


COST ESTIMATING AND CONTRACT PRICING

Presented by the

East Tennessee Chapter

ADDY 101 10101.01.



What should a product, service, or integrated business solution cost? How much is it worth to the buyer? What is the appropriate rate of return or profitability for a product or service? What constitutes a fair and reasonable price? How can buyers ensure they are not paying too much? How can sellers maximize sales, revenue, and profitability in a consistent manner? The answers to these questions range from simple to complex and are the focus of this seminar.

Every attendee will receive a copy of *Cost Estimating and Contract Pricing* and workbooks of the same title.

Earn 7 continuing education hours by attending this one full-day seminar!

Course Outline

- Chapter 1: Cost Estimating: Methods, Processes, and Sources of Risk
- Chapter 2: Cost Estimating Fundamentals
- Chapter 3: Cost Accounting Standards
- Chapter 4: Cost Analysis: Tools and Techniques
- Chapter 5: Profit Analysis: Tools and Techniques
- Chapter 6: Contract Pricing Strategies, Methods, and Best Practices
- Chapter 7: Fixed-Price and Cost-Reimbursement Pricing Arrangements
- Chapter 8: Time-and-Materials and Labor-Hour Pricing Arrangements
- Chapter 9: Price Analysis: Tools, Techniques, and Best Practices
- Chapter 10: Total Ownership Cost in the Department of Defense
- Chapter 11: A Guide to Earned Value Management Systems

The process of estimating the cost for the development and delivery of a product, service, or integrated solution can range from simple to complex based upon numerous factors. In this highly interactive one-day seminar you will receive:

1. comprehensive discussion of cost estimating and contract pricing with extensive use of tools,
2. techniques, and
3. best practices from both the public and private sectors.

Location: The Doubletree Hotel, Oak Ridge, TN

Date: April 1, 2009

Duration: 8:00 am – 4:00 pm, Check-in 7:30 am

Please contact the NCMA Chapter Registrar Faye Forick for more information.



(865) 813-0276
Forick@roe.com





NCMA
East Tennessee Chapter
"Contracting Excellence through Professionalism"

Seminar Registration Form and NCMA Membership Application

Submit the completed form to the National Education Seminar Registrar for the East Tennessee Chapter

NES Topic: Cost Estimating and Contract Pricing

Attendance will earn 7 CEU or 7 CLP

April 1, 2009, at the DoubleTree, 215 South Illinois Ave, Oak Ridge, Tennessee

Hotel Room Reservations: (865) 481-2468

Registration: 7:30 – 8:00am / Seminar 8:00am - 4:00pm

Continental Breakfast, Snacks with Beverages, and Lunch will be provided

Registrant Information

Name: _____ Underline: CPCM CACM SAS CPM

Title: _____ Organization: _____

Business Address: _____

City/State/ZIP: _____

Daytime Phone () _____ Fax () _____ E-mail Address: _____

If you require special accommodations to fully participate, please contact Vicki Dyer at (865) 483-9932.

Early Discount Registration (on or before March 18, 2009)

Member \$250.00 Membership Number (must provide) _____ Nonmember Registration \$300.00

New Membership with Registration \$360.00

Registration after March 18, 2009

Member \$275.00 Membership Number (must provide) _____ Nonmember Registration \$325.00

New Membership with Registration \$385.00

Companies with 20 or more registrants will receive a flat registration rate of \$240 per attendee (\$110 membership fee is not included in this rate.)

Please let us know how you learned of this seminar. _____

Payment Information

National Education Registration Fee Includes
Refreshments, Lunch, and a copy of the book *Cost Estimating and Contract Pricing*

No Credit Cards Accepted

Make checks payable to:

NCMA-East Tennessee, P.O. Box 5234, Oak Ridge, TN 37831-5234

******* 2009 NES Payment and NCMA Membership Application *******

Sponsor Name: _____

Checks in the amount of \$ _____ Purchase Order No. _____

For electronic payments, please call Laura Davis at (865) 599-7986

Preferred Mailing Address:

Home Business Address: _____

City/State/ZIP: _____

Home Business Phone: (____) _____

If you have registration questions, contact Faye Orick at (865) 813-0276

Email or Fax Application to: Faye Orick; Email: FOrick@roe.com; Fax: (865) 813-0279