



The President's Corner.....

Why be a NCMA Member?

In your view, what should be the role of a procurement professional in your

organization? Is it the role of "police," making sure all procurement

policies are followed without looking for sensible alternatives? Or, even

worse, a "clerk" who does paper work for the technical customers

who have already "done the deal?"

The goal of NCMA is to provide its members with the ability to develop the skills to be a valued part of an organization by adding value at every opportunity. Procurement professionals add value by designing procurement strategies that maximize the customer's needs while complying with all applicable policies. The add value by using knowledge and expertise to achieve better than expected prices, schedule or quality from vendors.

Just look at the opportunities at the local level! Your local chapter provides regular training courses, interesting membership meetings and, networking with other professionals. These are the kinds of things that can be used to increase your opportunities to add value and be recognized as an integral part of an organization's infrastructure.

Be a NCMA Member!

Joel Pearman

NCMA MEMBERSHIP MEETING

Where: Garden Plaza Hotel

When: January 8, 2003

Social Hour begins at 11:30 a.m.
Lunch will be served at 11:45 a.m.

Cost: \$12 Members, \$15 Non-Members

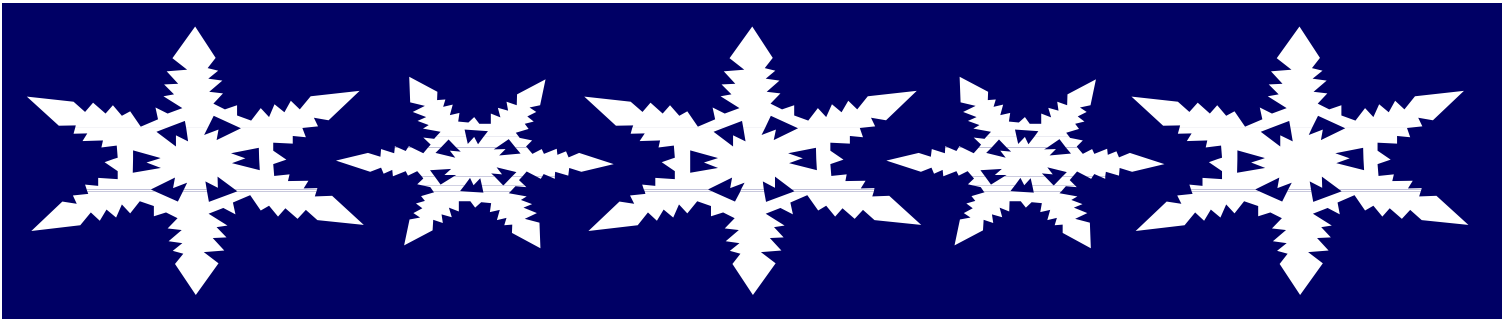
Topic: The Manhattan Project, the rest of the story....

Speaker: Mr. Will Minter and Mr. Steve Stow,
Oak Ridge National Laboratory

Menu: Fresh Tossed Garden Salad, with Ranch and Honey Dijon Dressing, Lasagna, Garlic Bread, Chef's Choice Dessert, Coffee, Decafe, Iced Tea and Water

RSVP: Call Vicki Dyer at 483-9332 or fax to 483-0241.

NOTE: Please make reservations by 5:00 p.m., Friday, January 3, 2003.



From The Newsletter.....

Don't forget... if you have articles of interest please submit them to us at (865) 482-9436 (fax), or email them to kbumgardner@scgincorp.com.

Katherine Bumgardner

NCMAJobs.com Better than Ever.....

NCMA is proud to offer you the only niche job site for the contract management profession! Job seekers and employers alike will find the resources they are looking for at our new and interactive job site. Don't miss this opportunity for career success! Log on today at www.NCMAjobs.com.

NCMA Certification Study Groups

Interested in joining a study group for the certification exams? If so, contact Nancy Harris @ 865-483-8244 , MICandy212@aol.com.

Website.....

Don't forget to visit your local website at <http://www.ncmaet.com> to obtain information regarding the next meeting, news and events, employment opportunities, etc.

About The Program and Speakers.....

Greetings and best wishes for a great year in 2003! For those who missed the December program, let me say you missed valuable advice and some tips that could be the difference between winning or losing your next proposal. Where better to hear tips on successful proposal writing than from the client? Charles Crowe's presentation should be an inspiration to our contracts professionals to make sure you review your company's entire proposal prior to submission.

Our January program on the 8th takes a slightly different look at contracting and procurement but provides historical data just as important to understanding our business. Will Minter and Steve Stow from ORNL take us all the way back to the beginning in "The Manhattan Project...the Rest of the Story." The story will be told in a dialogue format between the two, and will focus on the human side of the events creating what we now know as the Oak Ridge reservation.

Both our guest "performers" are with ORNL where Will Minter is manager of the Office of Small and Minority Business Outreach and Steve Stow is the ombudsman for the Laboratory.

Treat yourself to a great kick-off to a new year and come hear the rest of the story. Call 483-9332 to make reservations for this program today.

Barbara Turner

The Manhattan Project



Witness the "secret science"

An entire town rises almost overnight

Masses of people make East Tennessee home

Love stories of a wartime city

Opportunity that was not Equal

It's the incredible story of Oak Ridge

Told as you've never heard it before

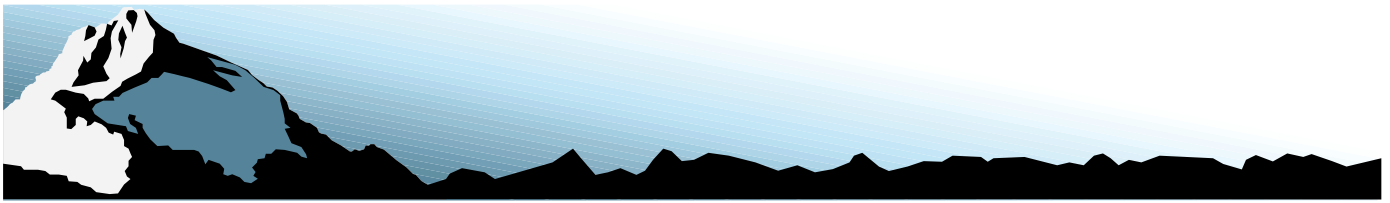
Featuring

Will Minter & Steve Stow

of the

Oak Ridge National Laboratory

the rest of the story . . .



THE GRAALMAN CORNER

Below are the ways our Chapter can earn Graalman points in the area of **PUBLICATIONS AND COMMUNICATIONS**. This category is worth 57 points (or 15%) out of maximum total points of 365 on the Graalman Application.

Performance Criteria 3: Publications and Communications (Maximum 57 Points)

Preparation and distribution of a quality newsletter that is more than a meeting notice sheet. It should include articles of general interest that may be gathered from members or nonmembers as well as input from the Chapter leaders and board members. Copies of the Chapter Year's newsletters are submitted with the Graalman Application;

Preparation and distribution of a quality annual chapter Membership Directory that consists of items such as the Code of Ethics, list of officers & committees, NCMA office numbers, chapter roster, Statements of Missions, Values and Vision, etc;

Submittal of items for the "*Chapter Bulletin Board*" section of the NCMA National magazine;

Chapter members' authored or co-authored and submitted or published a "substantive" article in NCMA periodicals or other noteworthy publication during the Chapter Year. (CM magazine, NCM Journal or Topical Issues in Procurement Series-TIPS). Credit for "submittal" is taken in the year submitted; credit for "publication" is taken in the year published;

Chapter members' published by NCMA a Career Learning Series manual, book or other substantive non-periodical publication; and

Chapter established a "home page" on the World Wide Web for electronic communications. Our Chapter website is: www.ncmaet.com.

HOW ARE WE PERFORMING TO DATE? – The following are the "stats" to date for this Chapter Year, for Criterion 1 and 2. The stats are provided first, in bold print and the performance criteria follow in italics.

Performance Criteria 2: Professional Activities (Maximum 63 Points)

TBD: *Members sitting for the CPCM/CACM exam(s); members who re-certify their CPCM/CACM designation;*

TBD: *Members engaged in universities or colleges; scholarship fund;*

TBD: *Members who participate as instructors in any program relating to contract management which was not part of the chapter-sponsored activities, not for the university community and not as part of regular employment duties; etc.;*

TBD: *Chapter submits a "questions and answers set" for the CPCM exam and they are accepted for*

inclusion in the exam questions pool;

TBD: *Chapter participates in the CPCM grading process by providing a team of 2 persons to grade the exam answers; both evaluators must be CPCMs;*

TBD: *Chapter submitted “questions and answers set” for the CACM exam and they are accepted for inclusion in the exam questions pool;*

TBD: *Members proctor CPCM/CACM exam sessions;*

TBD: *Chapter participation in any activities furthering career development in the contracting or acquisition career field; and*

TBD: *Member participation in working groups updating the NCMA Body of Knowledge.*

Performance Criteria 1: Education and Training (Maximum 80 Points)

TBD: *Conducting or co-conducting one-day conferences or seminars, that are a minimum of 4 hours each; (other than NES which is covered elsewhere);*

3 points for: the 9/04/02 membership meeting workshop “Update on SBA and DOE Small Business Programs”; the 11/05/02 membership meeting workshop “Are You Imposing Or Accepting Too Many Flow-Down Clauses?” and the 12/04/02 membership meeting workshop “marketing Behind the Y-12 Fence”. Conducting or co-conducting workshops that are educational events of 1 to 4 hours on contract management related topics;

TBD: *Conducting or co-conducting certification training/tutorial for CPCM candidates and CACM candidates;*

TBD: *Certification of 10% of year-end chapter membership;*

TBD: *Host or co-host a National Education Seminar (NES);*

TBD: *Host or co-host any other NCMA seminar originated by NCMA National; and*

TBD: *Chapter sponsoring an Education Track at the NCMA World Congress.*

Feel free to contact me directly if you are available to assist in the furthering of our members’ education and/or have any professional activities where credit can be acknowledged for your contributions in the areas noted above.

Future newsletters will continue to address the specific evaluation criterion associated with each performance area and provide an overview of where we are in the current Chapter Year (July 01, 2002 thru June 30, 2003).

Debra Hickman

Email: debra.hickman@jacobs.com

Upcoming Events

2003 Program Schedule	
January 8, 2003	Membership Meeting, 11:30 a.m., Garden Plaza Speakers Will Minter and Steve Stow, Featuring The Manhattan Project – The Rest of the Story....
February 5, 2003	Workshop: Preparing for a DCAA Audit, Speaker Bruce Bowland. Membership Meeting, 11:30 a.m., Garden Plaza: Cost and Pricing Analysis, Speaker Carol Anderson, Manager, Procurement BWXT Y-12
March 5, 2003	Workshop: TBA – e-Procurement Systems or Selecting a Financial/Accounting System, Speaker TBA. Membership Meeting, 11:30 a.m., Garden Plaza, Speaker Wendy Bryant, DOE, Topic: Cost and Pricing Analysis
April, 2, 2003	NES Speakers TBD.
May 7, 2003	Workshop: Writing a Resume for a Career in Transition, Speaker, Phil Graves, 1-Day Resume. Membership Meeting, 11:30 a.m., Garden Plaza, Speaker Steve Buckley, Director, Y-12 Business Systems, Topic: Knowledge Management – How to Preserve the Corporate Knowledge
June 4, 2003	Workshop: Meet the Speaker, Speaker, Sam Venable. Membership Meeting, 11:30 a.m., Garden Plaza, Speaker, Sam Venable, Topic: The Crazy Language of Warning Labels