

The President's Corner.....



NCMA's National President, Gary Zura on January 20, 2004, provided a progress report on the changes in NCMA governance and meeting "customer needs.

Governance: With the change in the governance structure reported in December (see January Voice), the national leadership is about to execute a transition plan to ensure the "new Board is in place for the upcoming program year. In summary, the election process will have three components: elect National Officers, elect Regional Directors, elect At-Large Directors. These components will be run in close sequence but will overlap in at least one case. Chapter Presidents will be involved in the elections for NEOs and Regional Directors. Tom Kelkis, as the Chair of the Nominating Committee, will manage all three components and the entire process should culminate by the end of April.

Understand and Meet Customer Needs:

(a) Build understanding of the Association's membership with market demographics & research

The 'long awaited' improved membership database is up and running with improvements and de-bugging now taking place. Membership Chairs now have a new tool to analyze membership data for your chapter.

Serious consideration is being given to creating a "Presidents Council" as another forum for communication between national leadership and chapter leadership. The Chapter has a dual role as organizational unit and customer of the Association; therefore, it is important to provide as many opportunities as possible to the Chapters to bring ideas and concerns forward to the national leadership. A decision on this will be made shortly.



The Chapter Advocacy program has been re-evaluated. Ultimately, we would envision a full time staff member supported by a swat team of traveling volunteers to look after and assist the chapters in running successful programs. Sheila Miller is the Functional Director for Chapter Advocacy and recently we announced that Heidi Salkeld has been appointed

NCMA MEMBERSHIP MEETING

Where: DoubleTree

When: February 4, 2004

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

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

Topic: Teaming Arrangements

Speaker: Mr. Steve Buckley, Bechtel Jacobs Company, LLC

Menu: Fresh Tossed Garden Salad, with Ranch or Honey Dijon Dressing, Chicken Almandine, Southern Green Beans, Wild Rice, Assorted Rolls and Butter, Chef's Choice Dessert, Coffee, Decafe, Iced Tea and Water

RSVP: Call Vicki Dyer at 483-9332 or fax to 483-0241 by COB Friday, January 30, 2004.

Director of Member and Chapter Relations. With the hiring of Karen Wilson, our new Marketing Director, we were able to free up Heidi to bring more focus to chapter support. We have not achieved our ultimate goal yet, but we are beginning to build a more robust service for our Chapters.

(b) Develop an Integrated Marketing Plan to ensure that we deliver value in everything that we do, to attract new members and sustain the loyalty of our current ones.

As mentioned, we hired Karen Wilson, Director of Marketing effective 1 January. The intent to having a “stand alone marketing function is to devote resources to better understand our current and potential membership and to reach the “right audience, with the “right service or product.



(c) Understanding and meeting stakeholder needs is of equally important priority in achieving this objective.

Many engagements with members of our Board of Advisors have found nothing but unequivocal support. Executive Round tables (we’ve held two so far) and Stakeholder Visits have imparted invaluable wisdom, insights and advice on the health of the profession as well as the Association. Remember that most of the membership of the association is the work force of the members of the BOA. Meeting stakeholder needs means providing support to the membership.

Zura asks for our help in pursuing these goals by “leading from where you are, beating the drum for members, supporting national conferences, promoting certification, conferring with local leaders, and building stronger chapters.

We in the East Tennessee Chapter can do our part to be advocates for our profession and the Association by reaching out to members, potential members and business leaders. For Zura’s part, he will be addressing the American Bar Association, Contract Law Section and the GSA Procurement Guild in February and a Federal Health Care Conference in April. It’s an exciting time to be a member of NCMA!

Bob Lynch

NCMA is the leading association for contract management professionals. Discover what membership can do for you!

Visit our Website at <http://www.ncmahq.org>



Register NOW to attend World Congress 2004 the leading event in the contract management community. April 26-28, 2004, in Orlando, Florida <http://www.ncmahq.org/meetings/WC04>

About The Speaker.....

Mr. Steve Buckley is Vice President and Deputy General Manager of Bechtel Jacobs Company LLC, which is performing the \$1.8 billion target cost/schedule accelerated cleanup contract for DOE. Prior to this position,

Steve served as Vice President and Chief Administrative Officer of BWXT Y-12 LLC.

Steve previously managed Bechtel's Oak Ridge office while also serving as President of Bechtel Jacobs Development Company where he fulfilled the contractual commitment to help create \$427 million of non-DOE payroll in the local area. He has been with Bechtel for over 31 years, where he has managed numerous successful business development and project management efforts.

Steve is chairman of the Oak Ridge Economic Partnership, and serves on the boards of Technology 2020, Nine Counties-One Vision, the Knoxville Area Chamber Partnership, the Oak Ridge Chamber of Commerce, the East Tennessee Economic Council, the Community Reuse Organization of East Tennessee, the Greater Knoxville Sports Hall of Fame, the Great Smoky Mountain Council of Boy Scouts of America, the Oak Ridge Public Education Foundation, and has served on campaign cabinets for United Way of Knoxville and Anderson County. He also co-chaired the JOBS NOW! Campaign.

About The Program.....

Our February program topic is a must for any company that is considering teaming to bid on federal contracts and it is a timely topic since many of our members are planning to bid on current DOE small business procurements, particularly the Portsmouth and Paducah set-asides.

What factors should one consider when choosing a teaming partner? How will you sell your company capabilities to your would-be large business, would-be subcontractors or teaming partners? What factors will your teaming partners be evaluating before making a commitment to join your team?

These questions and many more will be addressed by Steve Buckley, currently Vice President and General Manager of Bechtel Jacobs Company LLC and who previously held a key business development executive position with Bechtel National, Inc.

Whether you are a contracts/procurement professional, a company owner or a marketing executive for your company, you will want to make sure you reserve your space early for this timely topic. Call Vicki today at 483-9332 to reserve your spot.

Barbara Turner

Upcoming Events

2004 Program Schedule	
February 4, 2004	Membership Meeting, 11:30 a.m., Double Tree: Speaker Steve Buckley, BJC, LLC, Topic: Teaming Arrangements
February 18, 2004	Board Meeting, 11:30 a.m., at Scientific Sales
March 3, 2004	Membership Meeting, 11:30 a.m., Double Tree
March 24, 2004	Board Meeting, 11:30 a.m., at Scientific Sales
April, 7, 2004	NES, TBA, Double Tree

May 12, 2004	Membership Meeting, 11:30 a.m., Double Tree
May 19, 2004	Board Meeting, 11:30 a.m., at Scientific Sales
June 2, 2004	Membership Meeting, 11:30 a.m., Double Tree

Last Meeting

Does anyone see the common denominator here? Someone sure makes pretty pictures!



NCMA's Sets of Three.....

