



The President's Corner

NES is just around the corner. This year the East Tennessee Chapter will present Contract Negotiations. The course is based on Gregory Garrett's newest publication "Contract Negotiation-Skills, Tools, and Best Practices." This course will be taught by Ms. Christine Hazlett, Deputy Director, Air Force District of Washington and 11th Wing Contracting, Bolling Air Force Base, Washington, D.C. This intense one-day seminar is intended for those in both Government and commercial contracting and project management.

The seminar will be held Wednesday, April 20, 2005 at the Double Tree Hotel. Lunch will be provided. Registration information will be released soon.

Remember to reserve this important date on your calendar.

Barbara Jackson



WORKSHOP

Where: DoubleTree Hotel, Board Room
When: March 9, 2005
10:30 a.m. - 11:30 a.m.
Topic: How Affiliations Can Effect A
Small Business Status
Speaker: Saundra A. Jackson

MEMBERSHIP MEETING

Where: DoubleTree Hotel
When: March 9, 2005
Social begins at 11:30 a.m.
Lunch will be served at
11:45 a.m.
Speaker: Saundra A. Jackson, Assistant
District Director, U. S. Small
Business Administration
Tennessee District Office
Topic: Overview of the Small Business
Program
Cost: \$14 Members, \$15 Non-Members
Menu: Fresh Garden Salad with assorted
Dressings, Rolled Roast Beef with
Mushroom Gravy, Green Beans
Almandine, Horseradish Mashed
Potatoes, Assorted Rolls and
Butter, Chef's Choice of Dessert,
Iced Tea, Coffee, Decafe, and
Water.

Please pay at the door with cash, personal check, or company check only.

RSVP: Call Vicki Dyer at 483-9332 or fax to 483-0241 by COB March 4,

From Employment.....

WHAT A DEAL: ABSOLUTELY FREE ADVERTISEMENT

Advertise your vacant contracting position absolutely free of charge to your company. Just send the job description to Al Guidry, the ET NCMA Chapter Employment Chairperson at guidrya@ornl.gov or call him at 865-241-4161. Please inform your company's Human Resources Representative about this GREAT DEAL. Postings may be found at www.ncmaet.com, employment link.

Al Guidry

About the Speaker.....

Ms. Saundra Jackson began her career with the U. S. Small Business Administration in January of 1987 as a Business Development Specialist. She became a Contract Officer for the Agency in 1993 and has a Warrant Authority of \$5 Million. Currently, she serves as Assistant District Director of 8(a) Business Development, manages the 8(a) Division, Marketing and Outreach Activities in West Tennessee, and serves as HUB Zone Liaison for the State.

Ms. Jackson has worked in small business development for over 30 years and received many commendations for her efforts from private, local, state and national dignitaries. She is a graduate of Tennessee State University in Business Administration.

Although part of the Tennessee District Office of the SBA, she is located in the only Alternate Work Site in Memphis, Tennessee.

Freda Hooper

From The Newsletter.....

Please submit any articles of interest to the following email address: kbumgardner@scgincorp.com.

Katherine Bumgardner

Upcoming Events.....

2005 Program Schedule		
March 9, 2005	Workshop, 10:30 a.m. Topic: Affiliation, DoubleTree	Ms. Saundra Jackson, Assistant District Director, U. S. Small Business Administration, Tennessee District Office
March 9, 2005	Membership Meeting, 11:30 a.m., Topic: Overview of the Small Business Program, DoubleTree	Ms. Saundra Jackson, Assistant District Director, U. S. Small Business Administration, Tennessee District Office
March 23, 2005	Board Meeting, 11:30 a.m., Scientific Sales	
April, 20,2005	National Education Seminar (NES), Topic: Contract Negotiations	Ms. Christine Hazlett, Deputy Director, Air Force District of Washington and 11th Wing Contracting, Bolling Air Force Base, Washington, D.C.
April, TBA	Board Meeting, 11:30 a.m., Scientific Sales	
May 10, 2005	Membership Meeting, 11:30 a.m., DoubleTree	Mr. Gerald Boyd, Manager, DOE-Oak Ridge Office
May 18, 2005	Board Meeting, 11:30 a.m., Scientific Sales	
June 1, 2005	Membership Meeting, 11:30 a.m., DoubleTree	Speaker, TBA

From The February Meeting.....



