

The President's Corner

We have our planning for the NES in full swing. There is a detailed notice included in this newsletter. We expect an interesting and informative day. Our speakers are eminently qualified and we did a lot of searching to find the best. Make arrangements to be with us on April 25th.

As we plan for the next year it is time to nominate officers. If you have any suggestions or nominations, contact Ann Johnson, Nominating Committee Chair, at 481-8912 or email at ejjohnson@newsite.com.

Joel Pearman

National Education Seminar (NES) 2002.....

The East Tennessee Chapter is pleased to present this year's National Education Seminar, *Financial Analysis: Contract Management Applications*. The seminar is scheduled for April 25, 2002, at the Garden Plaza Hotel, from 8:30 a.m. to 4:30 p.m.

Professionals involved in the contract management process make important decisions that have financial consequences to their organizations. Deciding which firms are key suppliers, which potential customers should be extended credit terms, and the impact of payment terms, are all typical decisions requiring fundamental financial analysis skills.

Gain insights from the contract management perspective and better understand how the discipline draws on different areas of expertise in key decision making issues. Professionals on the selling side of the business transaction involved in price-setting and payment terms, procurement personnel involved in analyzing pricing terms or assessing the viability of a supplier, business managers involved in planning the cash needs of their company, and program managers planning a program budget will all benefit from this program.

Serving as a refresher for experienced professionals or for people who have completed a financial management course in college, this course also can meet the needs for less experienced professionals. The material will be presented from the commercial perspective, without industry specific biases.

National Education Seminar

- When: April 25, 2002, Registration begins at 7:45 a.m.
- Where: Garden Plaza Hotel
- Speakers: Ms. Diane Whitmoyer, and Laura Davis
- Topic: Financial Analysis: Contract Management Applications (See NES article for additional information)
- Continental Breakfast: Coffee, Orange Juice, Assorted Pastries
- Lunch Menu: Tossed Salad with Choice of Dressings, Beef Kabobs, Red Bliss Potatoes, Grilled Vegetables, Chef's Choice Dessert, Assorted Dinner Rolls and Butter, Iced Tea, Coffee, Decafe and Water

Afternoon Refreshments include Cookies and Soft Drinks.

Registration should be sent to Penne Howard at 574-3803 or email at howardpg@y12.doe.gov by close of business April 22, 2002.

Government (federal, state, and local) and international contracting representatives also will find the information relevant to their needs.

Instructors for the seminar are Diane Whitmoyer and Laura Davis. Biographies for each speaker follow this article. Ms. Whitmoyer will cover the contracts management perspective, while Ms. Davis will focus on financial and accounting topics.

For registration forms and prices, see the NCMA-ET website: www.ncmaet.com or contact Penne Howard howardpg@y12.doe.gov (865-574-3803) for registration information or Joel Pearman pearmanje@ornl.gov (865-241-5305) for other information. Course outline can be viewed at www.ncmahq.org

NES 2002 Agenda.....

7:45 - 8:30 a.m.	Registration and Refreshments
8:30 - 10:00 a.m.	Welcome, Introductions, Session Begins
10:00 - 10:15 a.m.	Break with Refreshments
10:15 - 11:50 a.m.	Morning Session Continues
12:00 - 1:00 p.m. (provided)	Lunch at Garden Plaza
1:00 - 2:45 p.m.	Afternoon Session
2:45 - 3:00 p.m.	Break
3:00 - 4:30 p.m.	Afternoon Session Concludes

About the NES Speakers.....

Ms. Diane Whitmoyer, CPCM, has over 18 years of experience in contracting, primarily with the federal government, for DOD, NASA, and FAA customers. Areas of expertise include pricing and fixed price contracting. She is currently the Vice President, Contracts and Procurement, for the Technologies Services Sector of BAE SYSTEMS, one of the largest defense contractors in the world.

Ms. Whitmoyer graduated with honors to receive her Bachelor's degree in Applied Behavioral Science. She obtained both her CPCM and Fellow status from NCMA in 1995. She immediately continued her formal education and went on to earn her Master's in Business Administration in 1998 with a 4.0 GPA from Shenandoah University. Ms. Whitmoyer was a member of the teaching staff in the certificate program for "Procurement and Contracting" at the University of Virginia.

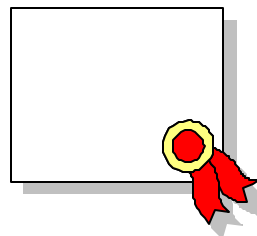
Ms. Laura Davis is an independent local consultant providing accounting and compliance support to government contractors. She combines more than 10 years experience in government cost accounting, with five years supervising various accounting functions. Her government cost accounting experience includes the design, implementation, and administration of new accounting job cost systems, specifically Deltek® Costpoint and System1 (GCS Premiere), JAMIS, and Solomon IV. Her background also includes assisting contractors in DCAA compliance issues and preparing related reports.

Ms. Davis holds a Master of Accountancy degree from the University of Tennessee and a Bachelor's degree in Business Administration from Lincoln Memorial University. She is a Certified Public Accountant (CPA) and a member of the American Institute of CPAs, the Tennessee Society of CPAs, and NCMA. She has co-authored two recent articles published in Contract Management, 'Strategies for Implementing Accounting Software', June 2001, and 'Successfully Using Accounting Software', November 2001.

Congratulations.....

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Congratulations to Christine Bond of Alstom Power, Rhonda Thomas of SEC, and Faye Orick of Foster Wheeler on passing their CPCM Exams!





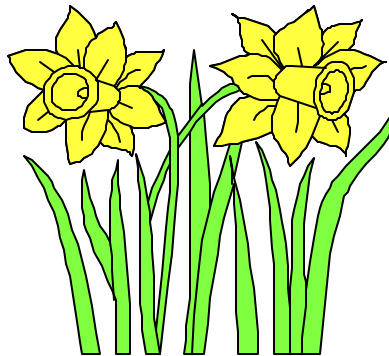
From Scholarship.....

The East Tennessee Chapter of the National Contract Management Association (NCMA) is seeking candidates to award three scholarships. One scholarship of \$1,000 will be awarded to a high school senior who plans to enter a college or university in the East Tennessee area with either acquisitions, contracts, logistics, procurement management, or a related field as a major or minor. The Mark Williams scholarship for \$2,000 will be awarded to a college student in the East Tennessee area who is already pursuing the above curriculum. A third \$500 scholarship may be awarded in one of the above categories. Completed applications are due by April 15, 2002. For additional guidelines and applications, please refer to the attachment included with this newsletter, or interested individuals should contact McArthur Moore, scholarship chairperson at 576-3847 phone, 241-2558 fax, or via e-mail at mzo@bechteljacobs.org.

McArthur Moore

Upcoming Events.....

2002 Program Schedule	
April 25, 2002	NES
April 17, 2002	Board Meeting, 12:00 p.m., Location TBD
May 1, 2002	Membership Meeting, 11:30 a.m., Garden Plaza
May 15, 2002	Board Meeting, 12:00 p.m., Location TBD
June 5, 2002	Membership Meeting, 11:30 a.m., Garden Plaza



2001/2002 Officers and Chairs

Position	Name	Telephone Number (Area Code 865)	E-mail
President	Joel Pearman	241-5305	pearmanje@sns.gov
Vice President	Bob Lynch	241-1135	O3n@bechteljacobs.org
National Director	David Wallace	482-1066, x 316	wallacedw@cdm.com
Secretary	Katherine Bumgardner	482-7440 x 128	kbumgardner@scgincorp.com
Treasurer	Seaira Stephenson	481-6546	seaira@bellsouth.net
Education	Mary Berry Barbara Turner	220-4959 717-3216	mary.berry@jacobs.com
Employment	Al Guidry	241-4161	guidrya@sns.gov
Graalman	Vacant		
Membership	Yvette Cantrell Gina Thomas	481-4603 481-4637	yvette.a.cantrell@saic.com regina.d.thomas@saic.com
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Program	Christine Bond	560-1372	christine.bond@power.alstom.com
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