



**APMP**<sup>®</sup>  
PACIFIC NORTHWEST  
CHAPTER

[apmp-pacificnw.org](http://apmp-pacificnw.org)

# APMP Pacific Northwest Chapter News

December 2021

## Mission Statement

*Provide our chapter members opportunities for professional development, networking, and intellectual growth to enhance their skill sets and provide a foundation for professional success in their careers.*



### Hot Tip of the Month

When drafting proposals, do you re-use old proposals and rely on the old "copy and paste" method? Do you find yourself searching for the same material repeatedly and your quality control is less than what it should be? Maybe it's time to think about purchasing a proposal management system. There are many proposal management systems and associated software tools out there to meet a wide variety of needs.

## Upcoming Events

### Lunch & Learn Webinars

- January 20, 2022

### Coffee Talk

- January 13, 2022

### Get Your Proposal Rant On

- January 28, 2022



*Happy  
Holidays*



Thank you for a great year, PNW Chapter members. We look forward to 2022.

What's next, you say? We plan to ramp up with even more opportunities for interaction and professional development - virtual Lunch & Learns, Coffee Talks, Happy Hours, and trying something new with "Get Your Proposal Rant

On", where everyone who joins can talk shop and rant about proposals, business development, and the industry in a safe space. We are also planning some actual live, face to face events.

We are excited about the year to come and look forward to hearing from YOU! Please feel free and share your thoughts, ideas, and any feedback with us at [communications@apmp-pacificnw.org](mailto:communications@apmp-pacificnw.org). See you in 2022!



## Welcome New PNW BOD Members, 2022



**Maggie Wang, CF APMP**  
Treasurer

Maggie Wang is a Senior Bid & Proposal Specialist with Stryker and has been in that role since January 2019. Prior to this, she was a Sourcing and Vendor Manager for Australia and New

Zealand Bank (ANZ) for over four years. Welcome, Maggie!



**Sharon Miller**  
Marketing Chair

Sharon Miller currently works for Flux Resources, LLC in Portland, Oregon, where she serves as a Marketing Specialist responsible for proposal submissions. Since 1998 she has been involved in creating and submitting proposals as a prime and sub-consultant for the Architecture/Engineering/Construction industry for engineers, architects, general contractors, and mechanical/electrical/plumbing subcontractors. She joined APMP five years ago to gain more knowledge and insight into proposal management. Sharon finds the association valuable in her professional career, and looks forward to serving the Pacific Northwest Chapter. Welcome, Sharon!



**Tom Kuhn**  
Director at Large

Tom Kuhn is a veteran proposal writer and project manager with 20+ years of experience working across a range of industries including higher education, agriculture science and extension, public broadcasting, health IT and health sciences research, and public sector IT modernization. He began his career as a program officer with a private foundation in New York City running a portfolio of research project

in international finance and energy. He then worked for the University of Hawaii system on a range of education, community development, and research projects. For two years he secured federal and foundation grants for Oregon Public Broadcasting before moving to write proposals in the public health sector for the largest community health information network. He spent seven years consulting on grants for a national network of universities and community colleges with a specialization in technology transfer and commercialization. He current leads the proposal team for a fast-growing technology services consulting firm working on public sector IT modernization projects. He lives, surfs, and skis in the Pacific NW with his teenage son Tommy and friends used to travel internationally often before 2020. Welcome, Tom!



## Grammar Corner

### One Space After Periods, Please... Blame Your Typing Teacher.

Many of us learned how to type on typewriters (back in the day). Our typing teachers drilled into us the need for two spaces after a period. This was good advice then, because typewriters use monospace fonts (all characters have the same width), leading to the need for a visual clue at the end of a sentence. However, since word processors were introduced with proportional fonts (the shape of the character effects the width), the typographers agree that one space is correct. So please help your editor and join the one-space club today.

*- contribution to Grammar Corner by Roger Campbell PNW Events Chair*



## Networking and Learning

In an effort to provide our members with multiple opportunities to connect, network and learn from each other, we are adding additional virtual events (Coffee Talks, Happy Hours) throughout 2022 and will continue to offer our **Lunch & Learn Webinars**. While the Lunch & Learns will feature presentations by industry recognized experts, the Coffee Talks, Happy Hours, and other events are designed to be more informal and provide an avenue for us to get to know each other better.

You don't want to miss out, so, mark the following dates on your calendar. We look forward to meeting with you soon!



As an added bonus, after each **Lunch & Learn**, we will be randomly selecting one attendee to receive a prize for their attendance.



### Lunch & Learn

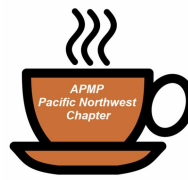
January 20, 2022  
12:00pm PST  
Lean Processes in RFPs

### Coffee Talk

January 13, 2022  
10:00am PST  
Open Discussion



The PNW BOD is pleased to welcome Kelly Thomas, CP APMP, Commercial Operations Leader & Women's Network Co-Chair at GE Digital to present *Lean Processes in RFPs*.



Join your peers for an open discussion on the industry (or a good old fashioned "shop talk" session). Feel free to share frustrations, tips, requests for help, etc.

Click [here](#) to join the Coffee Talk.

Ms. Thomas is an active member of APMP Canada - Maple Leaf Chapter.

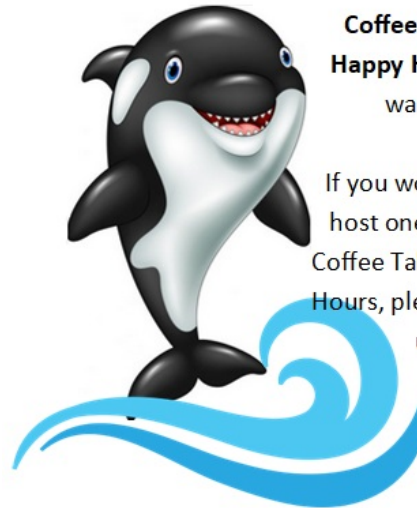
Click [here](#) to join the Lunch & Learn.

## Get Your Proposal Rant On



January 28, 2022  
3:00pm PST

Need to rant? You've come to the right place. Join your peers and rant away regarding proposals, business development, and the industry in general. You will be in good company! Get Your Proposal Rant On is a safe space where everybody can rant away about proposals and related things and there will be a sympathetic ear (and more) to listen.



**Coffee Talk and Happy Hour** hosts wanted!

If you would like to host one of PNW's Coffee Talks or Happy Hours, please contact us!

Click [here](#) to join the Rant.



Missed a Lunch & Learn? Go to APMP PNW's [website](#) to access the recording.

Interested in sharing your own expertise with the chapter? We would love to hear from you. [CONTACT US](#) today and let us know what is most important to you!



## Job Postings



Do you have a proposal or business development position to fill? Let our members know. Send an email with job information to [communications@apmp-pacificnw.org](mailto:communications@apmp-pacificnw.org), and we will post it to our [website](#).



## Benefits of Membership



### Certification Opportunities

APMP offers the world's first, best and only industry-recognized certification program for professionals working in a bid and proposal environment. APMP certification is the global standard for developing and demonstrating proposal management competency.

**Achieving APMP Certification:**

- Demonstrates a personal commitment to a career and profession.
- Improves business development capabilities.
- Creates a focus on best team practices.
- Gains the respect and credibility of peers, clients and organizational leaders.
- May result in additional compensation.
- Reinforces bid/proposal management as an important role within an organization and not as an ad hoc function that anyone can perform.

Visit the [APMP Website](#) to Learn More!



**PNW Chapter - Join our mailing list today!**

Just send us your email address by text message:

Text  
**JOINPNWAPMP**  
to **22828** to get started.



Message and data rates may apply.