



S O U T H E A S T D I S T R I C T

The Communique

Southeast District Arrives!

Good Morning APICS! 2008 has arrived and with the New Year brings a new structure for you. APICS is now structured into nine (9) districts effective Jan 1, 2008. The Southeast District has been formed from all of former Region 4, Region 12 and 2/3 of Region 11. We now have the honor of stating that the newly formed district represents 11 states! For those counting; that's KY, TN, MS, LA, AL, GA, FL, SC, NC we also have a single chapter located within IN and VA. And last but most assuredly not least, our colleagues from Puerto Rico join in as well.

Whew!

So as the new Southeast District launches we find ourselves representing the largest number of APICS members out of the nine districts (almost 6,000); we also find ourselves representing the largest number of active chapters of the nine districts (53); and to top it off, we represent the largest number of states in North America (12).

Lots of numbers, lots of opportunity for change... But the message for you, the chapter volunteer, needs to be simple here: regardless of the change, the district is here to work together with you to assist in making your chapter better and ultimately

APICS better for our members. So grab your cup of java, take a few and browse through your first Southeast newsletter. See the faces of your district staff. Read up on your first district meeting. Mark your calendar for future events. The Southeast District is online for you!!



1st District Meeting: Feb 8-9

Join us for the first official Southeast District meeting in Orlando, FL.. That's right! We're live February 8th and 9th in sunny Orlando, FL. As previously announced, the Southeast District will conduct three district meetings in 2008. We are looking forward to

kicking the year off right in Orlando. The meeting will be focused on Education & Instructors. Your district management team has put together an excellent agenda starting Friday afternoon with a President's forum. The District Director (Fred Tolbert) and District Manager (Kc. Kasser-

man) will be jointly facilitating. Afterwards we hold back-to-back-to-back BOK sessions. Saturday is cram-packed with sessions dedicated to education and instructors. (see page 2 for agenda) We have a hospitality event planned for Friday night, so make your plans now! Turn the page for more details.

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Regions 4, 12 and 11 are now...

11 states and Puerto Rico now make The **SOUTHEAST DISTRICT!! Welcome to your first official newsletter and the beginning of 2008!**

Orlando District Meeting: Agenda

As of Jan 1, 2008

Friday: Feb. 8th

<i>start</i>	<i>session</i>	<i>facilitator</i>
11:45	Registration Open	Mid-Florida Chapter
12:15	Southeast District meeting Kickoff	Kc. Kasserman, CPIM, CIRM, CSCP
12:30	President's Forum	Kc. Kasserman, CPIM, CIRM, CSCP and Fred Tolbert, CPIM, CSCP, CPM
2:00	Break	All
2:15	Executive S&OP	Tom Wallace
3:15	Supply Chain Management @ Steelcase Co	Wendy Kremers, CPIM
4:15	BASF Education Program	Alan Milliken, CFPIIM, CIRM, CSCP
6:00	Hospitality	???

Saturday: Feb. 9th

<i>start</i>	<i>session</i>	<i>facilitator</i>
8:00	Registration Open	Mid-Florida Chapter
8:30	Welcome/District Introductions	Kc. Kasserman, CPIM, CIRM, CSCP
8:45	Society Speaker: Educational Development	Professional Development
10:00	Break	All
10:15	Breakout #1: SCM 2010: An E&R Project	Jerry Kilty, CFPIIM, CIRM, CSCP
	Breakout #2: Charged Up Instructors	Terry Lunn, CFPIIM, CIRM, CSCP
11:15	Breakout #1: Education Grant Money	Dwaine Raper, CPIM, CSCP, CPM
	Breakout #2: Instructor Panel - Content Q&A	Jerry Kilty, CFPIIM, CIRM, CSCP
12:15	Lunch	All
1:15	Chapter Introductions	Kc. Kasserman, CPIM, CIRM, CSCP
3:15	Breakout #1: Shared Resources	Arvil Sexton, CPIM
	Breakout #2: The Logistics of Conducting an Education Event	Denise Gillespie, CPIM CIRM
4:15	Breakout #1: Student Chapter Development	Malaina Hudson
	Instructing	Jerry Kilty, CFPIIM, CIRM, CSCP
5:15	Recognition / Wrap-up	Kc. Kasserman, CPIM, CIRM, CSCP

**Meeting Focus:
Education &
Instructors**

Registration for meeting is simple:
visit www.apicssoutheast.org.

Meeting location: Holiday Inn Select: Orlando-International Airport
5750 T.G. Lee Blvd.
Orlando, FL 32822
(800-206-2747) reservations / (407-851-6400) hotel
Rate = \$104/night (mention APICS when booking)



14 Regions make 9 Districts...

As part of the re-structuring for APICS originally proposed in 2006 and approved by the Board of Directors in January 2007, the 14 regions that represented North America have now become nine (9) districts. Below is a detailed map highlighting the geographical boundaries of the newly formed districts along with the corresponding district name. (Map courtesy of APICS as presented at the 2007 International Conference in Denver, CO).

Along with the re-structuring, each district is now represented by a District Manager (which is elected every two years) and each district also elects a District Director to sit on the

APICS international Board of Directors. For 2008, the BOD has nine sitting District Directors (one elected per each district) along with five Director-At-Large members, as well as the current International Chairman-of-the-Board, Secretary/Treasurer and Chair-Elect. A total of 17 elected volunteer members sit on the international BOD as voting members for APICS, Inc. To see the current members of the International Board of Directors, please visit www.apics.org and look under the Board link.

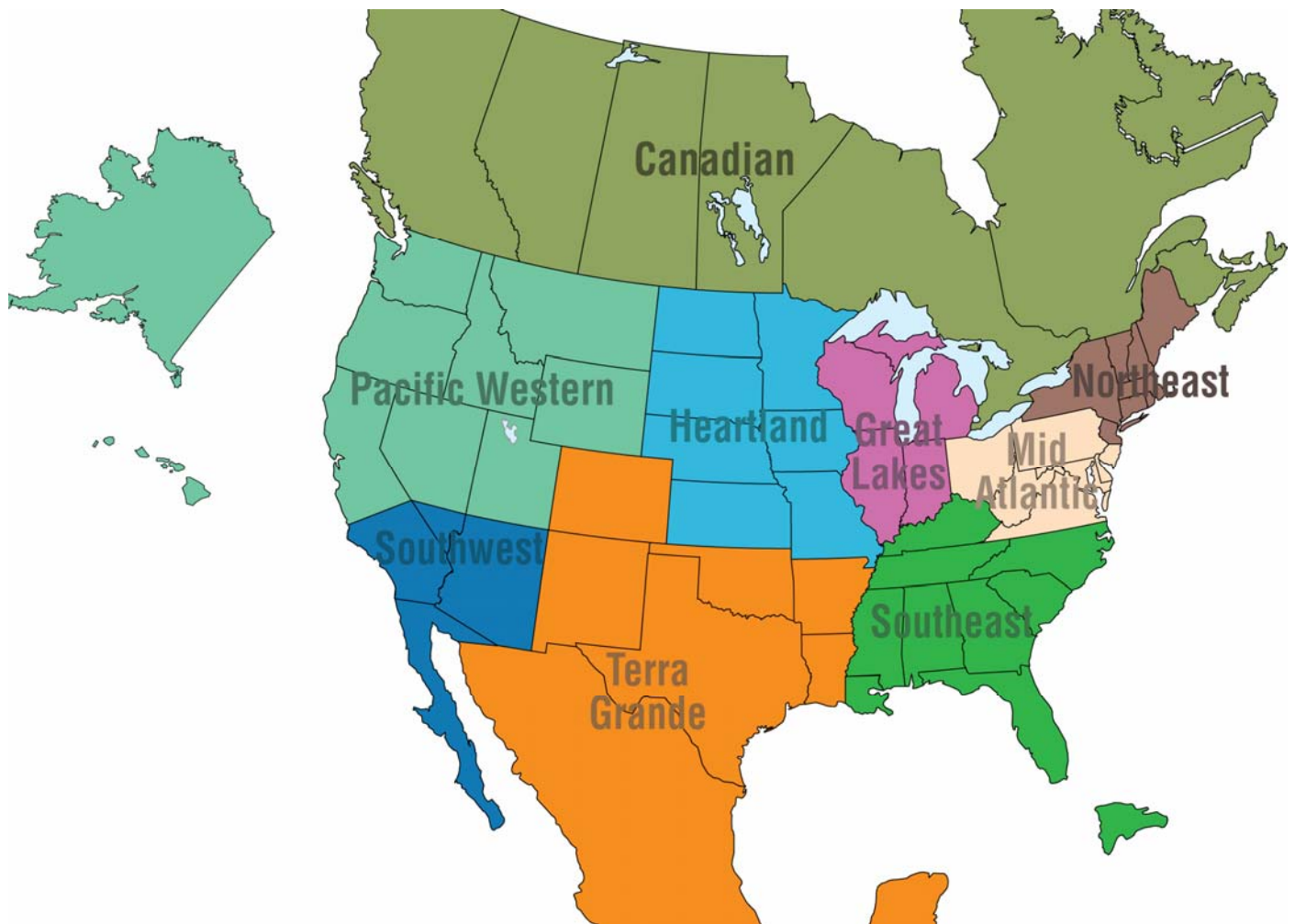
Southeast APICS

Most members @

5,812

Most chapters @ 53

Most states @ 12



Southeast District Staff—2008

We have the pleasure of introducing the 2008 Southeast District Management Team:

Starting with your District Manager:
Kc. Kasserman, CPIM, CIRM, CSCP



Director Of Education:
Jerry Kilty, CFPIM, CIRM, CSCP

Director of Strategic Planning:
Dwayne Raper, CPIM, CSCP, CPM



Director of Publicity:
Scott Campbell

Director of Chapter Management:
Alma Ballard



District Treasurer:
Randell Eldridge, CPIM, CPM

Assistant District Manager:
Bob Howell



Director of Programs:
Arvil Sexton

District Secretary/Webmaster
Deb Hansford, CPIM, CIRM, CSCP, CPM



Highlights from APICS Corporate office

Many initiatives and efforts have been underway over the past year as part of a direction to improve the overall value of APICS to its members. Starting in May of 2006, the BOD gave direction that Membership has to be a strategic priority of APICS. From this vote of confidence, APICS staff under the leadership of our Executive Director has move forward to define what was/is needed and where.

From this direction, APICS has conducted many surveys with members (some of you participated), external research has been conducted as well as direct feedback from volunteer leaders and customers of APICS. This has led to various committees on strategic direction throughout 2007 with the goal of laying the foundation for the future of APICS.

These efforts have laid out several key strategic priorities for APICS. These priorities are now supported with an Integrated Planning Model (utilized fully for the first time in 2007), that allows for program/initiative review by committees, evaluation against strategic priorities, analysis of needed funding to meet those priorities, review by the Finance Committee to ensure the funding and strategic priorities are aligned for bud-

eting and finally gives the ultimate approval to the BOD for performance and monitoring.

The goal here is to understand what is needed for APICS, assess the funding needed to meet those needs, determine if APICS can afford those costs, develop fiscally sound budget to meet agreed upon objectives and finally allow our volunteer BOD to make the decision to move forward for the best interest of APICS.

Now what are these 'strategic priorities' for APICS? As developed and approved by the 2007 BOD:

- Membership
- Financial
- Products
- BOK
- Internationalization
- Awareness

Each priority has key goals to ensure we are moving in the right direction. For example: Financial — A set of Key Performance Indicators has been developed to provide visibility into APICS' financial standing (including benchmarks against other associations).

Goals for Membership — Increase membership retention to 80% (currently ~75%). Grow total membership to 53,000 total members by 2010.

Goals for Products — Increase CPIM exams by 2%/year. Increase CSCP exams by 5%/year. P&IM Journal subscriptions to 12,000.

Goals for Internationalization — Increase volunteer participation outside of North America 30% by 2010. Increase number of exams take outside of North America by 15%/year.

These are just some examples of the many APICS and your BOD have been developing over the past 18 months. As chapter volunteers you are starting to see some of individual actions come to play now:

- Aberdeen Research services now available to members
- Field staff for Districts to support chapter/district leadership
- Upgrades to CPIM/CSCP
- TTT/LDI revamped

More coming, so stay tuned! To learn more on Membership Strategy, check out the webinar presented by Henri Wingfield and Abe Eshkenazi under Volunteer Resources on apics.org.



International Conference: Kansas City — Sept 14-16, 2008!!!

Do you know where the 2008 International APICS Conference is going to be held?

Seems like a weird question to ask given the title of the spot, but the point here is to make you remember; KANSAS CITY, Missouri. And make sure if you didn't catch the dates, this conference is NOT in October. It's in September this year...

So in case you haven't picked up on it yet—this year's conference will be different! The theme this year is "Hot Issues, Cool Solutions." The Conference Committee this year has been hard at work since before the snow melted in Denver for the 2007 conference to make sure Kansas City was cooking up something special for you.

Already announced is the 2008 keynote speaker: Mr. John Replogle,

CEO of Burt's Bees in Raleigh, NC. More coming, of which, if you are interested yourself in presenting in Kansas City, now is your chance. Checkout apics.org under the conference link. If you have thought about presenting at conference, but weren't sure—take a gander.

For now—mark your calendar! Sept 14-16, 2008! Look forward to seeing in you Kansas City!!

SOUTHEAST DISTRICT

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APICS and the 2nd Harvest Food Bank wants to thank all those that participated in the 2007 Supply Chain Contest against Hunger! Region 4 raised the most donations collectively!! And, the Central Georgia chapter was recognized as the chapter with the most donations of any APICS chapter!!

Congratulations!!!

We're on the web!

www.apicssoutheast.org



Mark Your Calendar Now! 2008 District Events...

Your District Management Team has prepared the following events for the chapters:

District meetings as follows -

Feb 8-9: Orlando, FL

Meeting Focus: Education and Instructors

Jun 6-7: Raleigh, NC

Meeting Focus: Strategic and Chapter Management

Oct 17-18: Chattanooga, TN

Meeting Focus: Volunteer Leadership

Stay tuned to district website for agenda and registration details.

In addition to the district meetings, we have put together monthly webinars to share information/best practices for all. The webinars are free to the chapters and are scheduled at various times to allow all volunteers the opportunity to attend. (all times EST)

Jan 8th: Thanks for attending the 1st!

Mar 11th @ 5:30p

Apr 8th @ noon

May 13th @ 5:30p

Jul 8th @ noon

Aug 12th @ 5:30p

Sep 9th @ noon

Nov 11th 5:30p

Dec 9th @ noon

We want YOU!
Your suggestions
for meeting
sessions and
webinar topics. Let
us know—any staff
or email Kc.