



Florida Sunshine Chapter

Meeting Date:
May 14, 2014

Board Meeting Minutes Compiled by:
Meghann Lewis, Secretary



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1. **Date and Time of Meeting**

Date: May 14, 2014

Time: 12:13 to 12:50 PM EDT

2. **Attendees and Welcome**

The following individuals attended the May Board meeting:

Name	Title	Yes/No
<i>Martha Bergweiler</i>	<i>Chapter Co-Chair</i>	Yes
<i>Sherry Bowles</i>	<i>Treasurer</i>	Yes
<i>Gillian Dionne</i>	<i>Asst. Programs Chair</i>	Yes
<i>Sarah Freeman</i>	<i>Publicity/Promotions Chair</i>	Yes
<i>Dan Hartman</i>	<i>Membership Chair</i>	No
<i>Meghann Lewis</i>	<i>Secretary</i>	No
<i>Jennifer Mosier</i>	<i>Asst. Publicity/Promotions Chair</i>	No
<i>Alyssa Simpson Feliho</i>	<i>Asst. Membership Chair</i>	Yes
<i>Amy Stourac</i>	<i>Chapter Chair</i>	Yes
<i>Geri Veshosky</i>	<i>Programs Chair</i>	Yes

Amy Stourac welcomed officers to the second board meeting of 2014. The meeting started late because of technical difficulties with the meeting invitation.

3. **Location**

Teleconference.

4. **Programs**

Geri Veshosky, Programs Chair, and Gillian Dionne, Assistant Programs Chair, will coordinate with the presenters regarding availability. See Section 8 for specific program information. Geri and Gillian chose to offer two books for the June webinar. Howard Nutt from the BD CMMI was recommended as a future speaker. He recommends the new BD CMMI Book Version 2.

5. **Treasury Report**

Sherry Bowles discussed our current balance, \$14,516.25. Don Cooper, Bob Johns, and Jill Bartlett won the March Door prizes. Total expenses for March were \$1,042.52. We paid Bill Andres \$656.19 for the chapter website.

The Board considered avenues to spend funds on members, see Sections 6 through 9, below.

6. **Publicity and Promotions**

Sarah Freeman, Publicity/Promotions Chair, is working to boost the traffic to our Chapter Facebook, LinkedIn, and website pages. She will send the statistics via email. She will send the wording to us to officially announce that whoever gets the most "likes" on their FB Page can get a prize during the June meeting. As



soon as Amy has the info for the June meeting, she will send it to Sarah to post on the sites.

At the end of our last webinar, we awarded sponsorship to the APMP B&P Con. Kimberly Grey cannot attend, so we put that money back into the pool and we will use it at the end of the year for another APMP membership or for 2 SPAC attendees. We will offer two of each. We will hold off awarding SPAC Registration until the June meeting because we decided to offer two APMP B&P Con registrations for two people. The two people are Board Members, Alyssa and Gillian. Sherry made the motion to propose to pay for the conference registration. Jerry seconded the motion and everyone approved the motion. Alyssa and Gillian will submit their receipt for conference registration to Amy and Sherry. Gillian will attend the Chapter Chair Meeting on May 26 at conference, and Alyssa will find/recruit new members through the use of a "sun balloon" she will carry throughout the conference.

7. Membership

Dan Hartman, Membership Chair, was not in attendance. Alyssa Simpson Feliho, Assistant Chair, discussed ideas for membership. Amy Stourac confirmed that the Florida Sunshine Chapter membership total is 134 as of May 14, 2014.

Alyssa indicated that FL Sunshine Chapter members will see each other at the B&P Con and she will try to convene the group during the NCA Chapter reception on Tuesday night. Alyssa will ask the members to "like" our Chapter on Facebook or join our LinkedIn page to cross pollinate. Alyssa will email and post on the Facebook and LinkedIn sites once she's at the conference indicating that all of the FL Sunshine Chapter members should look for her carrying the "sun" balloon to draw attention to our chapter. She will inform them that "FL Sunshine Chapter gives our members what they want! The more they know about us, the more they will want to join us."

Amy discussed local get-togethers after work to meet in major cities where there are concentrations of members, i.e., Tampa, Miami, Orlando, and Jacksonville.

8. Upcoming 2014 Meetings

No changes to the remainder of meetings for the year.

2nd Quarter General Membership Meeting

Date:	June 11, 2014 from 4:00 to 5:00 PM EDT
Program:	Betsy Blakney, CPP APMP Fellow Director of Proposal Management "Getting Unstuck: How to Remain Relevant as a Proposal Professional"
Door Prizes:	Members and non-members: (1) Shipley Proposal Guide Members only: (1) SPAC registration



	<p>Non-members: (1) SPAC registration</p> <p>Suggestions from Presenter:</p> <p>Clark, Dorie. <i>Reinventing You</i>, Harvard Business School Publishing, Boston, Massachusetts, 2013.</p> <p>Joel, Mitch, <i>Ctrl Alt Delete: Reboot Your Business. Reboot Your Life. Your Future Depends on It.</i>, Hatchett Book Group, New York, 2013.</p> <p>Kaplan, Robert Steven. <i>What to Ask the Person in the Mirror: Critical Questions for Becoming a More Effective Leader and Reaching Your Potential</i>, Harvard Business School Publishing, Boston, Massachusetts, 2011.</p>
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3rd Quarter Board Meeting

Date:	August 13, 2014 from Noon to 1:00 PM EDT
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3rd Quarter General Membership Meeting

Date:	September 10, 2014 from 4:00 to 5:00 PM EDT
Program:	Chris Simmons, CF.APMP “Making Rain on a Small Business Budget”
Door Prizes:	Members and non-members: (1) Shipley Proposal Guide, (1) graphics book, and (1) capture guide;

4th Quarter Board Meeting

Date:	November 12, 2014 from Noon to 1:00 PM EST
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4th Quarter General Membership Meeting

Date:	December 10, 2014 from 4:00 to 5:00 PM EST
Program:	Howard Nutt, Executive Director and Chairman of the Board of Directors of the Business Development Institute International (BD-Institute) “Improving the Industry Standard for BD Performance: BD-CMM version 2.0”
Door Prizes:	Open to members and non-members: (1) Shipley Proposal Guide Members only: (1) Membership renewal; Capability Maturity Model for Business Development Version 2, May 2013 Non-members: (1) New membership



9. Conferences

Bid & Proposal Con—previously known as APMP International Conference—will be in Chicago, IL in 2014. It will be held on Monday, May 26, 2014 at the Sheraton Chicago Hotel & Towers.

SPAC will be held in Atlanta, GA on Friday, October 24, 2014 at the Sheraton Suites Galleria-Atlanta. Information on the conference is being posted on the website as it is confirmed. <http://www.apmp-spac.com>. The site is up and running, and as they are committed, items will be added to the site.

10. Closing

Amy Stourac thanked the board members - meeting adjourned at 12:50 pm EDT.