



Florida Sunshine Chapter

Meeting Date:
December 6, 2007

Meeting Minutes Compiled by:
Joan C. Ford, Secretary

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Date & Time of Meeting

December 6, 2007
4:00 to 5:00 PM EST

Attendees

A total of 35 individuals attended the December Chapter meeting. They included a mix of returning and new members:

Returning Members:

Chuck Keller
Sherry Bowles
Rich Worsham
Joan Ford
 Annette Cooper
Kathy Gillis
Celeste Gushee
Ramon Rios
Alonzo Smith
Christine Galante
Tonia Roark
Dawn Gordon
Jaclyn Tallant
Terry Clayton
Martha Bergweiler
Var White
Janel Patterson
Jennifer Russell
Rosie Tillan-Pruitt
Kari Lawrence

Cal Vandivier
Jack Hales
Connie Sanford
Paula Jennings
Mark Letavish
Don Davenport
Rainey Yaras
Marino Hair
Kimberly Stelly
Amy Stourac

First Time Chapter Meeting

Attendees:

- Cynthia Lowery, Ocala, FL
- Anita Floyd, Huntsville, AL
- Bobbie Lee Saccuzzo, Fort Walton Beach, FL
- Dr. Michael Smilnak, Dunedin, FL
- Bill Andre, Atlanta, GA

Location

Virtual via Webinar

Call to Order

Chuck Keller, President, called the meeting to order and welcomed the new and returning meeting attendees to our chapter meeting.

2008 Officers

All ran unopposed; meaning all, in fact, are elected. 2008 FL Chapter officers are:

- **Chuck Keller**, President; Keller Proposal Development & Training, Pensacola, FL
- **Rich Worsham**, Chapter Co-Chair; Worsham Associates Inc., Niceville, FL
- **Connie Sanford**, Membership Chair; Kforce Inc., Riverview, FL
- **Amy Stourac**, Programs Chair; General Dynamics - OTS, St. Petersburg, FL



- **Cal Vandivier**, Publicity/Promotion Chair; Vandivier & Associates Management Group, Melbourne, FL
- **Joan Ford**, Secretary; Verizon Business, Tampa, FL
- **Sherry Bowles**, Treasurer, TYBRIN Corp., Fort Walton Beach, FL

Chuck announced that the officers are firming up the chapter by-laws. We will finalize the by-laws soon and publish to all members.

Chapter Web Site

At the November meeting, the members approved development of a Web site for our new chapter. Bill Andre will be our Webmaster. Bill announced that content is still being developed. Please send any site ideas to Bill at billandre@comcast.net

We welcome input from all! Our Web site will be key as we are a virtual chapter.

We are also setting up a Yahoo site to serve as a secondary communication mechanism.

We now have 55 members affiliated with the Florida chapter. We are making efforts to gain additional APMP members in FL to affiliate with our chapter; so far we've received one person to affiliate. William Brown, from Altamonte Springs, affiliated and will receive a copy of the Shipley Proposal Guide.

Shipley Program Announcement

Attention Central FL members! Shipley is hosting a workshop in Tampa on December 11-13. The topic will be "How to Write Federal Proposals".

The Point of Contact is Amy Caldwell. Contact Amy at acaldwell@shipleywins.com or 801.218.3022.

2008 Programs

Amy Stourac discussed our program schedule for 2008. Meetings are slated for the months of March, June, and Sept.

There will be a membership drive kickoff in March. Door prizes will be given, including a free registration for the 2008 SPAC in Atlanta, GA. If you might be able to provide door prizes, please contact Amy.

Additionally, please contact Amy or Chuck with ideas for future mtgs.

Today's Program: Purging Proposal Demons

Chuck Keller presented an excellent program, titled "Purging Proposal Demons". If you'd like to review the program, it is available on Chuck's site, proposalcafe.com, in PDF format.

Listed below are the 10 main tenants of Chuck's presentation:

- [Demon #1: Writer's Block](#)**
- [Demon #2: Lazy Man's List](#)**



Demon #3: Passing the “So What” Question
Demon #4: Dealing with Skeletons
Demon #5: Busy, Weak Writing SMEs
Demon #6: Winning as the Incumbent
Demon 7: The L&M Disconnect
Demon #8: So Much to Write, So Little Space
Demon #9: Every Picture Doesn’t Tell a Story
Demon #10: Red Team Accountability Blues

Door Prize Winner: Jennifer Russell (Jennifer received a copy of Chuck’s book)

2008 General Membership Mtg. Schedule

General Membership Meetings:

December 2007; March 2008; June 2008; September 2008

Board Meetings:

2008 board meetings will be held one month before each membership meeting.

Closing

Chuck encouraged all attendees to support our upcoming membership drive. And he encouraged non-chapter members to join the FL chapter.

The December chapter meeting adjourned at 5:02 PM EST.