



Florida Sunshine Chapter

Meeting Date:
March 12, 2008

Meeting Minutes Compiled by:
Joan C. Ford, Secretary

Contents

Date & Time of Meeting	1
Attendees	1
Location	1
Call to Order	1
Website	1
Door Prize	1
Today's Program: Senior APMP Speakers	2
Dick Eassom and David Winton, International APMP Board.....	2
Keith Propst, GA APMP Chapter, Southern Proposal Accents Conference (SPAC) Representative	3
Cal Vandivier, FL Chapter Membership Chair	3
2008 General Membership Mtg. Schedule	4
Closing	4



Date & Time of Meeting

March 12, 2008
4:00 to 5:00 PM EST

Attendees

A total of 23 individuals attended the March Chapter meeting. They included a mix of returning and new members:

Returning Members:

Keller, Chuck
Hales, Jack
Easson, Dick
Ford, Joan
Cooper, Annette
Gillis, Kathy
Jablonski, Joseph
Veshosky, Gerard
Blakney, Betsy
Rogers, Bill
Elder, John
Bergweiler, Martha
Wells, Melissa
West, Brandon

Vandivier, Cal
Russell, Jennifer
Propst, Keith
Gushee, Celeste
Stourac, Amy
Winton, David

1st Time Chapter Mtg Attendees:

- Edwards, Shirl with Avaya
- Bresson, Bobbie with WilsonMiller
- Karen Hyman with National Government Services

Location

Virtual via Webinar

Call to Order

Chuck Keller, Chapter Chair, called the meeting to order and welcomed the new and returning meeting attendees to our first chapter meeting of 2008.

Website

Our new website is up and running. Check it out at apmpflorida.org. A link to our site will be added to the international APMP site.

Thanks to Bill Andre, our Webmaster.

Note to APMP members from Kentucky attending our meeting: APMP is trying to resurrect a Midwest chapter. Stay tuned!

Door Prize

Amy Stourac coordinated the phone drawing for a door prize. The winner, xxx, won a registration to 2008 SPAC. Winner: Celeste Gushee.

Today's Program: Senior APMP Speakers

Dick Eassom and David Winton, International APMP Board

- Dick and David presented a 10-minute slide show, which covered the history of APMP, its mission, growth in members and chapters over the years, corporate sponsors, APMP fellows, and more
- Today's APMP is an international org. with 4 international chapters; most recent is Germany
- APMP offers a variety of resources such as *The Journal* (magazine) and *Perspective* (newsletter)
- Web site: APMP.org (can see historical newsletters and journals), BD Knowledgebase (archives, fully searchable database, accreditation info), 2008 conference details – expecting 600+
- Soon on web site: forums or blogs, created by Board
- Reviewed the APMP Code of Ethics as well as benefits of accreditation and professional recognition
- 2008 Conference: The Tuesday before conf. starts, there will be a workshop to prepare folks to take the Foundation level exam; can sit for exam either immediately after or at a later date online.

John Elder, Editor of APMP Journal

- **Journal** – Magazine is published twice annually; mailed hard copy to members. Peer review articles, such as conference research results, submit ideas for articles to John via Publications link on web site.
- **Perspective** – Ali Paskun, editor. Request ideas for articles and be recognized for what you do. Newsletter is an online publication and is published quarterly.
- **Benefits of Publications** – Offer examples of best practices; all issues are archived for future reference; book reviews; opportunity to publish

Betsy Blakney, APMP Regional Representative for Eastern U.S.

- Discussed benefits of membership including the opportunity to serve in a leadership or public speaking role
- Forum for sharing best practices and lessons learned via regional and international conferences
- Recognition as an “APMP Fellow” (41 currently)
- Networking opportunities
- Recommended that we immediately involve new members in our chapter and get them on a committee right away.

Keith Propst, GA APMP Chapter, Southern Proposal Accents Conference (SPAC) Representative

- Great resource for our profession
- 11th annual conf. held in 2007 in Raleigh Durham (previous 10 were in the Atlanta area)
- Approximately 130 attendees; participants from 20 states
- One-day conference loosely focused around a theme
- 2008 conference slated for Atlanta in mid-October (date and venue TBD)
- Hope to host SPAC in Florida or at least lend support within next few years
- Consider being a speaker at the Oct. conference; nice stepping stone to speaking at international conference
- Monitor APMP site to consider attending other chapters' regional or chapter-based conferences

Cal Vandivier, FL Chapter Membership Chair

- Great start to new chapter – we have nearly 60 members thus far
- Need to keep momentum going via 2008 membership drive. Goal is to increase membership by 25% (i.e., 15 members)
- Looking at FL and neighboring states for member recruitment
- Submitted charter petition in Aug 2007 with 38 members; since then we've grown membership to 57 members
- Need to enlist non-affiliated members in FL and nearby states to join our chapter
- Will employ a 2-step approach:
 - Encourage unaffiliated FL and other APMP members to affiliate with us
 - Recruit new APMP members
- Growth opportunities in FL – 23 possible folks within FL; establish metro-based recruiting teams
- Looking for volunteers to support recruitment efforts; a recruiting prize program which will continue throughout 2008
- Working hard to follow-up with new members; publicize our meetings in national publications
- Recruiting prize: **Proposal Writing to Win Federal and National Laboratory Contracts**, Joseph Jablonski. Winner who provided three leads was **Terry Clayton**, with WSI in West Palm Beach



2008 General Membership Mtg. Schedule

General Membership Meetings:

Next meetings: June 2008; September 2008

May APMP Conference:

Look for information about table reservations for FL chapter members at one of the conference luncheons.

Board Meetings:

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

Closing

Please affiliate with FL chapter and join APMP if you are not a member!

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

The March chapter meeting adjourned at 5:18 PM EST.