



*Florida Sunshine Chapter*

**Meeting Date:**  
December 2, 2009

**Meeting Minutes Compiled by:**  
Joan C. Ford, Secretary



# Contents

Date & Time of Meeting .....1  
Attendees .....1  
Location .....1  
Call to Order .....2  
Today’s Door Prizes.....2  
New Officers .....2  
SPAC 2009 Key Contributors.....2  
Chapter Meeting Program .....3  
2010 General Membership Meeting Schedule.....3  
Closing .....3

## Date & Time of Meeting

The fourth and final virtual chapter meeting of the year was held on December 2, 2009 from 4:00 to 5:08 PM ET.

## Attendees

A total of 61 individuals attended the September chapter meeting via the on-line Live Meeting conference/call connection, as noted below:

*Albin, Ginger  
Beaulac, Maureen  
Blitstein, Ron  
Bock, Jim  
Booker, Erika  
Bowles, Sherry  
Breedlove, Billie  
Brown, Marcia  
Campbell, Bill  
Cantrell, Gretchen  
Cooper, Dawn  
Edwards, Shirl  
Favia, Sharon  
Fellhoelter, Beth  
Fletcher, Bruce  
Ford, Joan  
Fowler, Debra  
Gallagher, Katherine  
Gardner, Anton S.  
Gibson, Jackie  
Goins, Rebeca  
Gorman, Clare  
Graumann, David  
Gushee, Celeste  
Hales, Jack  
Hersh, Wendy  
Holtzclaw, Maureen  
Hornsby, Mari  
Howard, Tom  
Hurrell, Lois  
Hyde, Jennifer*

*Jacob, Paul  
Jones, Lorrie  
Keck, Sharon  
Keller, Chuck  
Kerns, Kathy  
Manning, Mary  
Minke, Marion  
Mino, Gary  
Molz-Slone, Kitt  
Moore, Judy  
Morris, Charles  
Noble, Sandra  
Oliver, Alice  
Orcino, Becky  
Peterson, Eric  
Propst, Keith  
Rashkovsky, Yulia  
Sanford, Connie  
Sheehan, Doris  
Smilnak, Mike  
Smith, David  
Sparacio, Francesca  
Stern, Mark  
Taylor, Lisa  
Tibble, Jaime  
Viera, Rosemary  
White, Michael  
Warren, Tracy  
Woodward, Michelle  
Yeatman, Joseph*

**Speakers: Tracy Warren at McKesson Health Solutions and Carey Potter at McKesson Specialty Care Solutions**

## Location

**Virtual via Webinar (Live Meeting) and conference call line.**

## Call to Order

Chuck Keller, Chapter Chair, called the meeting to order and welcomed new and returning meeting attendees to the fourth and final virtual general membership meeting of 2009.

Chuck encouraged non-APMP members to join APMP and to affiliate with our Florida chapter. Go to [www.apmp.org](http://www.apmp.org) to learn more and join online; go to the FL chapter website at: [www.apmpflorida.org](http://www.apmpflorida.org).

Chuck noted that our chapter averages 53 attendees at the quarterly general membership meetings.

## Today's Door Prizes

Sherry Bowles announced the following three door prize winners:

1. **APMP 2008 Salary Survey Report:** Katherine Gallagher, Oracle
2. **APMP Membership Renewal:** Dawn Cooper, Verizon Business
3. **APMP New Membership:** Becky Orcino, PBSJ

## New Officers

<b>Chapter Chair:</b>	<b>Jack Hales (St. Petersburg)</b>
<b>Chapter Co-Chair:</b>	<b>Sherry Bowles (Fort Walton Beach)</b>
<b>Membership:</b>	<b>Mike Smilnak (Tampa)</b>
<b>Programs:</b>	<b>Amy Stourac (St. Petersburg)</b>
<b>Publicity/Promotion:</b>	<b>Chuck Keller (Pensacola)</b>
<b>Secretary:</b>	<b>Joan Ford (Tampa)</b>
<b>Treasurer:</b>	<b>Martha Bergweiler (West Palm Beach)</b>

New Chapter Chair, Jack Hales, thanked outgoing Chapter Chair, Chuck Keller, for his fine work as Chapter Chair over the last two years and for growing our chapter from a few charter members to over 100 members.

Jack shared his hopes for the future, including:

- Recruiting new members in FL and surrounding areas
- Announcement of appointed positions in January
- Our chapter's support of regional activities such as SPAC (October 29, 2010)
- Our chapter's support of the APMP annual conference at Walt Disney's Dolphin Resort (June 1-4 in Orlando)
- Appointment of assistants to elected officers
- Hosting the Foundation level APMP accreditation exam through an approved training organization in a central location (as the chapter did in 2009)

## SPAC 2009 Key Contributors

Chuck recognized key contributors for the October SPAC. The conference drew about 115 registrations:

- **Jack Hales** – Special Events Chair
- **Terry Clayton** – Survey Feedback Chair

- **Amy Stourac** – Photographer

## **Chapter Meeting Program**

**Chuck introduced our speakers, Carey Potter and Tracy Warren, with McKesson Specialty Care Solutions and McKesson Health Solutions respectively. Carey and Tracy gave this presentation in June at APMP's 2009 annual conference.**

### **Topic: It's OK to Have a Career in Proposals**

**Synopsis: As a proposal professional, you've no doubt heard the snickers and sneers of those who can't possibly fathom a satisfying career in proposals. Carey & Tracy reassure you that it's OK to have a career in proposals!**

### **Key Concepts**

- **Conducted a survey to determine how proposal professionals felt about their career; their skill sets**
- **38 respondents representing a variety of companies**
- **78% reported being satisfied or very satisfied with their positions**
- **Career path: tech writing, marketing, accident and on purpose, role migration**
- **Job or career question: 51% considered proposal work a career vs. 32% who deemed it a job**
- **Key PM skills: project management; writing/editing; multi-tasking; collaboration w/ teams; managing teams; problem solving**
- **5 years from now? Many did not feel they'd be in proposal work**
- **Summary: Proposal work provides tangible, transferrable skills**
- **Degrees – all over map, with some professionals non-degreed**
- **Gender observations: There are more women in healthcare; more men in Federal**

## **2010 General Membership Meeting Schedule**

### **1<sup>st</sup> General Membership Meeting**

**Next meeting: March 10, 2009**

**Program: Hide & Seek – Keeping Proposal Monsters at Bay, by Wendy Hersh**

**Door prize: Extremely discounted registration to the APMP annual conference to be held in Orlando, FL in 2010.**

## **Closing**

**Chuck thanked our speakers for a terrific program and our participants for their attendance. We will post the presentation on our website.**

**Chuck congratulated the 2010 officers and encouraged other chapter members to consider serving as assistants to officer team.**

**The December chapter meeting adjourned at 5:08 PM ET.**