



Florida Sunshine Chapter

Meeting Date:
March 13, 2013

General Meeting Minutes Compiled by:
Dan Hartman and Meghann Lewis



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1. Date and Time of Meeting

Date: March 13, 2013

Time: 4:00 to 5:00 PM EST

2. Attendees

Twenty-nine (29) attendees participated in the Webinar worth 5 CEUs.

Megan	Armstrong
Pearl	Barrientos
Sherry	Bowles
Bob	Brown
Philip	Cruz
Shirl	Edwards
Debra	Fowler
Sarah	Freeman
Marion	Freymann
Celeste	Gushee
Marino	Hair
Jennifer	Hamaker
Johnny	Hamilton
Dan	Hartman
Bryan	LeBlanc
Melissa	Lidberg
Dan	Lyons
Kimbra	Mertz
Matthew	Mockerman
Joseph	Oblak
William	Oropallo
Michelle	Palasek
Donna	Quesinberry
Deb	Sherman
Amy	Stourac
Connie	Sanford
Ruth	Turman
Laura	Valente-Johnson
Geri	Veshosky



3. Location

GoToWebinar

4. Call to Order

Chapter Chair, Amy Stourac, welcomed Florida Sunshine Chapter members and visitors to the first chapter meeting of 2013.

5. Announcements

- a) *Our chapter was chartered in September 2007 with 38 members. Our Chapter membership has climbed to over 115 members*
- b) *Amy Stourac announced APMP's Bid & Proposal Con 2013 will be held May 28 – 31, 2013 at the Westin Peachtree Plaza in Atlanta, GA this year. Remember - CEU credits can be earned for attending APMP conferences. Early Bird Registration ends March 29, 2013.*
- c) *Amy Stourac informed the chapter that this year's Southern Proposal Accent Conference (SPAC) committee has started meeting to plan this year's conference and we are looking for volunteers. If you are interested, please contact Dawn Dalton at ddalton@rti.org. SPAC is scheduled to be held at the Hyatt Regency Atlanta on 10/2/13*
- d) *Assistant Programs Chair, Geri Veshosky, announced the door prizes to be won at the end of the presentation.*
- e) *Amy Stourac informed attendees of a few of the benefits of Sunshine Chapter affiliation with regard to rebates toward APMP accreditation through 2013*
 - i. *\$50 toward successful Foundation Level exam; maximum 10 members*
 - ii. *\$100 toward successful Practitioner Level exam, maximum 10 members*
 - iii. *\$150 toward successful Professional Level exam, maximum 1 members*

6. Presentation

Mr. Geren Williams, presented "Super Tools for Capture: Three super tools to construct market landscapes, identify and assess key competitors, and predict competitor actions"; this introduces a trio of analytical methods.

Notes:

- a) *Mr. Williams' slides will be available on the Sunshine Chapter website in a few days.*
- b) *Templates available from presenter upon request via email; gerwilliams@caci.com*



7. Prizes Drawing Winners

Shipley Proposal Guide:

- **Dan Hartman**

2013 International Conference Registration:

- **Joe Oblak**

8. Closing

Amy Stourac announced the next Florida Sunshine Chapter meeting will be in June 2013, thanked all attendees, and our presenter, Mr. Geren Williams.