



*Florida Sunshine Chapter*

**Meeting Date:**  
**June 12, 2013**

**General Meeting Minutes Compiled by:**  
**Meghann Lewis**



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## 1. Date and Time of Meeting

**Date:** June 12, 2013

**Time:** 4:00 to 5:06PM EDT

## 2. Attendees

30 attendees participated in the Webinar worth 5CEUs.

**Megan Armstrong**  
**Pearl Barrientos**  
**Martha Bergweiler**  
**Lauren Cates**  
**Dawn Cooper**  
**Philip Cruz**  
**Meg Dwyer**  
**Alyssa Feliho**  
**Marion Freymann**  
**Beth Griffey**  
**Celeste Gushee**  
**Marino Hair**  
**Jennifer Hamaker**  
**Kathe Jackson**  
**Janet Lairet**  
**Meghann Lewis**  
**Melissa Lidberg**  
**Dan Lyons**  
**Nancy Marcoux**  
**Kimbra Mertz**  
**Marion Minke**  
**William Oropallo**  
**Katharine Osborne**  
**Courtney Padgett**  
**Shirley Palmieri**  
**John Robbins**  
**Connie Sanford**  
**Sandra Shattuck**  
**Amy Stourac**  
**Geri Veshosky**



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### 3. Location

GoToWebinar

### 4. Call to Order

*Chapter Chair, Amy Stourac, welcomed Florida Sunshine Chapter members and visitors to the second General Chapter meeting of 2013.*

### 5. Announcements

- a) *Our chapter was chartered in September 2007 with 38 members. Our Chapter membership has climbed to over 120 members*
- b) *Amy Stourac informed attendees of a few of the benefits of Sunshine Chapter affiliation with regard to rebates toward APMP certification through 2013, and encouraged unaffiliated members to contact her or any other chapter officer for more information.*
  - 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*
- c) *To ensure general announcements and renewal notices are received, Amy Stourac encouraged members to update their APMP.org profiles if they have moved, changed jobs, etc.*
- d) *Amy Stourac announced APMP's Bid & Proposal Con 2013 was 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.*
- e) *Amy Stourac informed the chapter that this year's Southern Proposal Accent Conference (SPAC) is also scheduled to be held in Atlanta this year. It will be held at the Hyatt Regency Atlanta on Wednesday, October 2, 2013. Information for exhibitors and potential presenters is already been posted on the website, which is <http://www.apmp-spac.com/>*
- f) *The GeorgiaChattahoochee Chapter will be having a celebration of their 20th anniversary the night before SPAC this year and they will be inviting all active members of APMP to join them for a nominal fee. If you are a member of the Sunshine Chapter, we will reimburse \$15 for the cost of attending that celebration.*
- g) *Amy Stourac informed members that our colleagues from Alabama will be forming their own chapter soon, and extended the good wishes of the Sunshine Chapter.*
- h) *Amy Stourac encouraged everyone to join the Florida Sunshine Chapter LinkedIn Group: Florida APMP Chapter. Everyone can find*



announcements, discussions, and job postings. Available jobs can be posted for states in the Southeast U.S., including Georgia, South Carolina, and North Carolina. The Chapter's LinkedIn group has approximately 245 members.

- i) Attendees were informed that announcements, presentations from previous chapter meetings, minutes, and job openings on the Florida Sunshine Chapter website at [www.apmpflorida.org](http://www.apmpflorida.org). For job seekers in the Chapter's geographic area (FL, TN, KY, MS, and LA) or in Georgia, check our LinkedIn and website. There is also a section for consultants on the website. If you are a Florida Sunshine Chapter member who is a consultant and want to post something, please contact our Publicity/Promotion Chair. Florida Sunshine Chapter member postings are free of charge.
- j) For those used to Facebook, Amy Stourac announced the recently launched Facebook page so please "like" us. Simply filter for Pages then type in APMP Florida Sunshine Chapter.
- k) Assistant Programs Chair, Geri Veshosky, announced the door prizes to be won at the end of the presentation.

## 6. Presentation

Mr. Kevin Jans, President and Founder of Skyway Acquisition Solutions ("Skyway"), presented "In With Both Feet ...eventually"; it is all about Entrepreneurship and navigating the increasingly complex process of competing for Federal contracts.

Notes:

- a) Mr. Jans' slides will be available on the Sunshine Chapter website in a few days.

## 7. Prizes Drawing Winners

Shipley Proposal Guide:

- Alyssa Feliho

2013 SPAC Registration (1 of 2):

- Pearl Barrientos

SPAC Registration (2 of 2):

- Meghann Lewis

## 8. Closing

Amy Stourac announced the next Florida Sunshine Chapter meeting will be in September 11, 2013, thanked all attendees, and our presenter, Mr. Kevin Jans.



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***Suggestions for Chapter programs and events were welcomed. Attendees were encouraged to reach the Officers via the Feedback form on our Chapter website, or under the Linked In or Facebook pages.***