



Florida Sunshine Chapter

Meeting Date:
December 17, 2014

General Meeting Minutes Compiled by:
Gillian Dionne



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1. Date and Time of Meeting

Original meeting date was December 10. Meeting was rescheduled to new date of December 17 due to an unscheduled proposal emergency.

Date: December 17, 2014

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

2. Attendees

Twenty-four people registered. The 18 listed below participated in the webinar.

1. Martha Bergweiler
2. Gillian Dionne
3. Alyssa Feliho
4. Gregory Fletcher
5. Debra Fowler
6. Dawn Gordon
7. Johnny Hamilton
8. Diane Hicks
9. Daniel Lyons
10. Patrick McGinley
11. Jennifer Mosier
12. Alan Munoz
13. Howard Nutt
14. Michelle Palasek
15. Susanne Taylor
16. Laura Valente-Johnson
17. Sharon Spaits
18. Amy Stourac

3. Location

GoToWebinar

4. Call to Order

Chapter Chair, Amy Stourac, welcomed Florida Sunshine Chapter members and visitors to the fourth and final General Chapter meeting of 2014.

5. Announcements

1. Chapter webinars count as 5 CEUs toward maintaining APMP accreditation so be sure to let us know that you attended if you are watching the webinar on someone else's computer or just listening in.
2. Chapter affiliation membership has reached 130 members.
3. Attendees were encouraged to join APMP if not already members, and to affiliate with FL Sunshine Chapter if not already affiliated. To affiliate, contact Amy Stourac.



4. Attendees were reminded of the Chapter's affiliation APMP certification rebate program. Chapter members who successfully pass the accreditation exam should email a copy of their certificate or the email confirming accreditation to the Chapter Chair, Amy Stourac. Once affiliation is confirmed, the following rebate will be approved:
 - o \$50 toward successful Foundation Level exam; maximum 5 members.
 - o \$150 toward successful Practitioner Level exam, maximum 8 members.
 - o \$200 toward successful Professional Level exam, maximum 4 members.
5. Non-members of FL Sunshine were asked to raise their hands (virtually) or comment. There were no non-members identified.
6. MeetUp group was announced: <http://www.meetup.com/APMP-Florida-Sunshine-Chapter/>. This group is free.
7. FL Chapter is looking for volunteers to join the Board of Directors for 2015. Contact Martha Bergweiler or Amy Stourac for more information on the two open positions—Assistant Membership and Assistant Publicity/Promotions.
8. Assistant Programs Chair, Gillian Dionne, announced the four door prizes to be awarded at the end of Mr. Nutt's presentation.

6. Presentation

Howard Nutt presented on *Improving the Industry Standard for BD Performance: BD-CMM Version 2.01*.

Mr. Nutt has been a BD professional for more than 30 years and is currently Director of the APMP Center for Business Development Excellence, which is dedicated to BD excellence through the BD-CMM and continuing research and development on BD best practices. He was one of the original APMP organizers, prepared the association's strategic plan as an early board member, and continues as an APMP fellow. In his career, Howard has worked both within industry and as an executive consultant with both large and small corporations in the USA, Canada, Mexico, Europe, India, and the Asia Pacific.

Mr. Nutt's presentation will be available on the Sunshine Chapter website in a few days.

A free download of condensed edition of the Capability Maturity Model for BD is available at <http://www.apmp.org/?page=BDCMM>

Mr. Nutt is available at howard.nutt@apmp.org or 602.502.5100 for questions.

7. Prizes and Winners

1. BD Guide, version 2 (member or non-member)—Susanne Taylor.
2. APMP Membership Renewal, valued at \$150, for 2015 (member only)—Alan Munoz.
3. APMP New Membership, valued at \$150, for 2015 (non-member only). As there were no non-members on the call, the prize was amended to be a membership renewal —Diane Hicks.
4. Copy of Howard Nutt's book "Capability Maturity Model for Business Development, Version 2" (member only) – Michelle Palasek.

8. Closing Reminders

1. LinkedIn group for FL Sunshine Chapter is named "Florida APMP Chapter." All attendees were encouraged to join the Group. The Group has announcements,



discussions, and job postings for southeastern states, including Georgia, South Carolina, North Carolina, and Florida. The LinkedIn Group has more than 280 members now.

2. Facebook page can be “Liked” by using the filter for Pages then typing in “APMP Florida Sunshine Chapter.”
3. Announcements, presentations from Chapter meetings, meeting minutes, and job openings are posted on the Florida Sunshine Chapter website located at <http://www.apmpflorida.org>. Florida Sunshine Chapter members can post on the site free of charge by contacting the Publicity/Program Chair.
4. Next meeting for Florida Sunshine Chapter will be in 2015 – and announced shortly. Watch our Facebook page, LinkedIn group, and website for more information.