



Florida Sunshine Chapter

Meeting Date:
March 11, 2015

General Meeting Minutes Compiled by:
Debra J.F. Fowler, CPP APMP, Secretary



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1. Date and Time of Meeting

General Membership Meeting was held on:

Date: March 11, 2015

Time: From 4:00 PM to 5:00 PM EST.

Attendees:

Sixty-two (62) people registered. The thirty-six (36) listed below participated in the GoToWebinar.

- | | | |
|-----|------------|-----------|
| 1. | Banks | Donyale |
| 2. | Barrientos | Pearl |
| 3. | Bowles | Sherry |
| 4. | Bradford | Ashley |
| 5. | Byrd | Donna |
| 6. | Dicus | Chelsea |
| 7. | Dionne | Gillian |
| 8. | Drazich | Pamela |
| 9. | Feliho | Alyssa |
| 10. | Fletcher | Greg |
| 11. | Fowler | Debra |
| 12. | Galante | Christine |
| 13. | Gordon | Dawn |
| 14. | Hamilton | Johnny |
| 15. | Hsu | Julia |
| 16. | Hunt | Brent |
| 17. | Katz | Robert |
| 18. | Lewis | Meghann |
| 19. | Lidberg | Melissa |
| 20. | Lohfeld | Robert |
| 21. | Luttrell | Sandy |
| 22. | McCann | Steve |
| 23. | Mertz | Kimbra |
| 24. | Miller | Althea |
| 25. | Mosier | Jennifer |
| 26. | O'Brien | Bobbie |
| 27. | Sackett | Richard |
| 28. | Santos | Igor |



29.	Smith	Lori
30.	Spaits	Sharon
31.	Staffeld	Joanna
32.	Stanley	Elisabeth
33.	Stourac	Amy
34.	Taylor	Susanne
35.	Torley	Danielle
36.	Veshosky	Geri

2. Location

GoToWebinar located at:

<https://attendee.gotowebinar.com/register/5879555231290227713>

3. Call to Order

Chapter Chair, Amy Stourac, welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the first General Chapter meeting of 2015.

4. Announcements

1. Chapter webinars count as five (5) Continuing Education Units (CEUs) toward maintaining APMP accreditation, so be sure to let us know that you attended if you are watching the GoToWebinar on someone else's computer or just listening in.
2. At our Chapter meetings, we present information that is relevant to the Proposal Professional, strive to expand your proposal tool kit, and share relevant experiences from some of the best leaders and experts in the industry.
3. Chapter affiliation membership has reached 140 registered members.
4. Attendees were encouraged to join APMP (if not already members) and to affiliate with the Florida Sunshine Chapter. To affiliate, refer to our contact information on the Florida APMP website and contact any Chapter Officer.
5. 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.
6. There is one position still vacant on the 2015 APMP Florida Chapter Board of Directors. This billet is for the Assistant Membership Chair position. If you are interested in serving please contact Meghann Lewis or Amy Stourac. We are looking for someone that would like to bring fresh ideas to our chapter.
7. This year's International Bid and Proposal Conference is being held on:
 - o Tuesday, May 26 through Friday, May 29, 2015It will be held at:
 - o Sheraton Seattle Hotel, 1400 Sixth Ave., Seattle, WA 98101.



8. We are beginning to plan for the 2015 Southern Proposal Accents Conference (SPAC). We are looking for new volunteer from our chapter who are available to work with the committee to plan an excellent conference in Atlanta, GA. This year's conference will be held on Tuesday, October 27th. Please contact Meghann Lewis or Amy Stourac if you are interested. You will earn more CEUs with participation.
9. Assistant Programs Chair, Danielle Torley, announced the three (3) door prizes to be awarded at the end of Mr. Lohfeld's presentation: The Shipley Proposal Guide, Wordman Software, and Registration for the APMP International Conference.

5. Presentation

Mr. Bob Lohfeld, CEO and President of Lohfeld Consulting Group, presented a briefing on the Government's shrinking budget, enhanced competing to increase corporate revenues and maintain profits, and fierce competition in smaller markets raising competitiveness standards for all bidders. Bob also explored objectives of winning proposals, critical evaluation factors, how you should look at your proposals for competitiveness, and a new standard for excellence with your proposals.

Mr. Lohfeld has more than 30 years' experience winning contracts in the Government market and is recognized consistently for leadership in business development, capture management, and winning proposals development. He teaches Capture Management and writes the Capture Management column in Washington Technology magazine.

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

6. Prizes and Winners

1. The Shipley Proposal Guide (Open to member or non-member)–Kimbra Mertz
2. Wordman Software (Open to member or non-member)–Melissa Lidberg
3. Registration for the APMP International Conference (Open to members of the Florida Chapter only) – Alyssa Felihó

7. Closing Reminders

1. Our LinkedIn Group for the Florida Sunshine Chapter is named "Florida APMP Chapter." All attendees were encouraged to join our Group. Our Group posts announcements, professional discussions, and industry-related job postings for the Southeastern states, to include Georgia, South Carolina, North Carolina, and Florida. The Florida APMP Chapter LinkedIn Group has more than 285 members now.
2. We also have an "APMP Florida Sunshine Chapter" Facebook page. If you wish, you may "Like" our Facebook page 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 APMP 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. The next quarterly meeting for Florida Sunshine Chapter will be held June, 10, 2015. Mr. Eddie Becker will be providing a presentation on "Using Automated Source Selection Scoring for Color Reviews". Watch our website, Facebook page, and LinkedIn group, for more information.

The meeting adjourned at 5:00 PM EST.