



*Florida Sunshine Chapter*

**Meeting Date:**  
**June 10, 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:** June 10, 2015

**Time:** From 4:00 PM to 5:00 PM EDT.

### **Attendees:**

Forty-five (45) people registered. Of the 45 registered, the twenty-six (26) listed below participated in the GoToWebinar.

<b>Last Name</b>	<b>First Name</b>
1. Becker	Eddie
2. Bergweiler	Martha
3. Blakney	Betsy
4. Bowles	Sherry
5. Brueggemann	Chaz
6. Cronin	George
7. Edwards	Shirl
8. Feliho	Alyssa
9. Fowler	Debra
10. Johannessen	Paul
11. Lewis	Meghann
12. Lidberg	Melissa
13. Luttrell	Sandy
14. Mahoney	Robert
15. Mertz	Kimbra
16. Morse	Pam
17. Mosier	Jen
18. Munoz	Alan
19. Ratay	Michael
20. Scalise	Stacie
21. Spaits	Sharon
22. Stourac	Amy
23. Taylor	Susanne
24. Torley	Danielle
25. Turman	Ruth
26. Wolfe	Angie

## 2. Location

GoToWebinar



### 3. Call to Order

Chapter Co-Chair, Meghann Lewis, welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the second General Chapter meeting of 2015.

### 4. Announcements

1. Our meetings are held virtually, and anyone is welcome to attend. Membership attendance at chapter meetings counts for five (5) Continuing Education Units (CEUs) toward maintaining APMP accreditation.
2. At our Chapter meetings, we try to present information relevant to the Proposal Professional, expanding your tool kit, and sharing relevant experience from some of the leaders in the industry.
3. If you are not a member of APMP, we encourage you to join. If you already are an APMP member, but have not affiliated with a chapter or wish to affiliate with our chapter, we encourage you to let us know. We will forward your request to an APMP administrator who can help you with that request. If you have any questions on affiliation, contact any chapter officer. You can find our contact information on the Florida APMP website. At this time, we have approximately **143** registered members through APMP.
4. One of the benefits of being affiliated with the **Florida** chapter is eligibility for APMP Accreditation rebates. This rebate is designed to help offset our member's accreditation training expenses or the exam fee. Our chapter provides rebates for passing the following levels of accreditation:
  - 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.

If you are a Florida chapter member and pass your accreditation, be sure to apply to the Chapter Chair for your rebate. Simply email a copy of your certificate or the email confirming your passing. Once we verify that you were a member when you took the test, we will send you your rebate!

5. This year's International Bid and Proposal Conference was held on Tuesday, May 26 -- Friday, May 29, 2015, at the Sheraton Seattle Hotel, 1400 Sixth Ave., Seattle, WA 98101. We hope everyone enjoyed the conference this year. If anyone has stories they would like to share, please send them to us or post them on our Facebook or LinkedIn pages.
6. Our 2015 Southern Proposal Accents Conference (SPAC) is being held on Tuesday October 27 this year at the Cobb Energy Performing Arts Center. We are looking for volunteers from our chapter who are available to work with the committee to plan an excellent conference in Atlanta. It is a great deal of fun and you will earn more CEU credits with participation. Please contact Meghann Lewis, [mlewis2@kforcegov.com](mailto:mlewis2@kforcegov.com) or Amy Stourac, [amystourac@aol.com](mailto:amystourac@aol.com) if you are interested.
7. Assistant Programs Chair, Danielle Torley, announced the four (4) door prizes to be awarded at the end of Mr. Becker's presentation: The Shipley Proposal Guide, a book from the APMP Library, and two (2) SPAC registrations.



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## 5. Presentation

Mr. Eddie Becker, VP of Proposal Excellence for Serco North America, presented a briefing on “**Using Automated Source Selection Scoring for Color Reviews**”.

Mr. Becker has more than 25 years’ experience as a proposal professional in the information technology industry for federal, state, and commercial contracting opportunities. Mr. Becker’s presentation will be available on the Florida Sunshine Chapter website in just a few days.

## 6. Prizes and Winners

1. The Shipley Proposal Guide (Open to member or non-member) – Ruth Turman
2. APMP library book (Open to member or non-member) – Alyssa Feliho
3. SPAC Registration (Open to members of the Florida Chapter only) – Pamela Morse and Susanne Taylor

## 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 296 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 who are consultants can post on the site free of charge by contacting the Publicity/Program Chair. Our chapter member’s postings are free of charge.
4. The next quarterly meeting for Florida Sunshine Chapter will be held July 8, 2015. Ms. Jeannette Waldie will be giving a presentation on “**Virtual Team Management.**” Watch our website, Facebook page, and LinkedIn group, for more information.

The meeting adjourned at 5:00 PM EDT.