



Florida Sunshine Chapter

Meeting Date:
December 9, 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: December 9, 2015

Time: From 12:00 PM to 1:00 PM EST.

Attendees:

Thirty (30) people registered. Of the 30 registered, the twenty-three (23) listed below participated in the GoToWebinar.

Last Name	First Name
1. Blakney	Betsy
2. Bowles	Sherry
3. Cronin	George
4. Edwards	Shirley
5. Evert	Dayna
6. Feliho	Alyssa
7. Fowler	Debra
8. Gordon	Dawn
9. Griffith	Barbara
10. Hamilton	Johnny "Bo"
11. Holtzclaw	Maureen
12. Johns	Bob
13. Lewis	Meghann
14. Lyons	Dan
15. Mertz	Kimbra
16. Mosier	Jennifer
17. Shattuck	Sandy
18. Stourac	Amy
19. Stukenburg	Dena
20. Taylor	Susanne
21. Torley	Danielle
22. Turkali	Jennifer
23. Turman	Ruth



2. Location

GoToWebinar

3. Call to Order

Chapter Chair, Amy Stourac, welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the final 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 **169** 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. Our 2015 Southern Proposal Accents Conference (SPAC) was held on Tuesday, October 27, at the Cobb Energy Performing Arts Center. There were several Florida Chapter members attending and we enjoyed getting to spend some time with you there. If you have any specific feedback, please contact Amy Stourac or Meghann Lewis.
6. Danielle Torley, our Chapter Programs Assistant Chair, announced the four (4) door prizes to be awarded at the end of Ms. Dena Stukenberg's presentation: One (1) Shipley Proposal Guide (open to either members or non-members), one (1) \$75.00



book store purchase (open to either members or non-members), and two (2) Renewal Registrations (open to members of the Florida Chapter only).

5. Presentation

Ms. Dena Stukenberg, Director of Proposals and Enrollment at Health Care Service Corporation (HCSC), presented a briefing on “**Driving Change From The Backseat.**” In her briefing, she addressed how to affect change within your organizations on many different levels, regardless of your professional title and rank in the organization. It is hoped that you gained a new perspective on how to improve and streamline your organization’s culture regarding change, especially in terms of winning supporters of new ideas that will improve your organizational processes.

This presentation will be posted to the APMP Florida Sunshine Chapter website very soon.

6. Prizes and Winners

1. Shipley Proposal Guide (Open to member or non-member) – Dawn Sunny
2. \$75.00 Book Store Purchase (Open to member or non-member) – Susanne Taylor
3. Renewal Registration (Open to members of the Florida Chapter only) – Daniel Lyons and Sherry Bowles

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 states in the Southeast US, to include Georgia, South Carolina, North Carolina, and Florida. The Florida APMP Chapter LinkedIn Group has **315** 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 by contacting the Publicity/Program Chair. Our chapter member’s postings are free of charge.
4. Thank you to our 2014 Board of Directors who spend a lot of time working to bring these programs to you throughout this past year. This will be Amy Stourac’s final meeting as our Chapter Chair. She has represented the Florida Sunshine Chapter for the last four years and now looks forward to representing us on the APMP International Board of Directors.

The meeting adjourned at 12:57 PM EST.