



Meeting Date:
June 9, 2016

General Meeting Minutes Compiled by:
Meghann Lewis, CPP APMP, Chapter Chair

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1. Date and Time of Meeting

General Membership Meeting was held on:

Date: June 9, 2016

Time: From 4:00 PM to 5:01 PM EDT

Attendees:

Forty-three (43) people, listed below, participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Abreu	Alexandre	Medina	Julian
Barrientos	Pearl	McGlothlin	Amber
Bergweiler	Martha	Mix	Mary
Bilbrey	Shara	Mosier	Jennifer
Bowles	Sherry	Murillo	Katie
Brockley	Amy	Olson	Jen
Burton	Bethany	Pavao	Elcio
Cronk	Justine	Pettit	V
De Freitas	Carlos	Smith	Cynthia
Dragseth	Carolyn	Smotrova- Taylor	Olessia
Evert	Dayna	Spaits	Sharon
Feliho	Alyssa	Squires	Nick
Fowler	Debraq	Stavaer	Kenneth
Garcia	Lauro	Stourac	Amy
Galante	Christine	Taylor	Susanne
Gammons	Al	Tibbits	Tim
Hogan	William	Torley	Danielle
Laubacker	Emilie	Wehde	Rich
Lewis	Meghann	Yourchisin	Mary Allison
Lidberg	Melissa	Zuzack	Thomas
Lyons	Libba	Fernandez	Nancy
Lyons	Dan		

2. Location

GoToWebinar

3. Call to Order

Chapter Chair, Meghann Lewis, welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the second General Chapter meeting of 2016.

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 certification.
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 **180** registered members through APMP.
4. One of the benefits of being affiliated with the **Florida** chapter is eligibility for APMP Certification rebates. These rebates are designed to help offset our members' certification training expenses or the exam fee. Our chapter provides rebates for passing the following levels of certification:
 - 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 certification, 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. Danielle Torley announced the three (3) door prizes to be awarded at the end of the webinar: One (1) Shipley Proposal Guide, one (1) Chapter Member Registration for the Southern Proposal Accents Conference (SPAC) in 2017, and one (1) Non-member Registration for SPAC in 2017.
6. Alyssa Feliho made the following remarks about Bid and Proposal Con 2016 held May 25-28 at the Sheraton in Boston, Massachusetts.
 - o We had 23 attendees from our chapter including three board members (Amy, Alyssa and Ruth)

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- Florida Sunshine Chapter won the Chapter Communications Award 2016 out of six nominated chapters
 - Highest attendance to date: 873 of which 88% = APMP Members and 12% = non-members
 - 25 of 26 chapters were represented including Korea and Japan
 - 20 countries represented - Argentina, Australia, Canada, Germany, Spain, Great Britain, Hong Kong, Ireland, Israel, Japan, South Korea, Lebanon, Mexico, Netherlands, Portugal, Saudi Arabia, Unites States, Venezuela, South Africa

5. Presentation

Olessia Smotrova-Taylor from OST Global Solutions, Inc. (OST) presented “Getting Winning Prose from Non-Professional Writers.”

6. Prizes and Winners

1. Shipley Proposal Guide: Bethany Burton
2. Member SPAC Registration: Susanne Taylor
3. Non-Member SPAC Registration: Melissa Lidberg

7. Closing Reminders

Slides from Olessia’s presentation will be posted on the APMP Florida Sunshine Chapter website. Our next 2016meeting will be held on September 8th, when we will have Melanie White, presenting on “Personal Development Planning.”

The meeting adjourned at 5:01 PM EDT.