



Meeting Date:
December 7, 2017

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: Thursday, December 7, 2017

Time: From 4:00 PM to 4:31 PM ET

Attendees:

Twenty-five (25) people, listed below, participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Bergweiler	Martha	Murillo	Katie
Burton	Bethany	Nederhoed	John
Caceres	Olga	Parks	Michelle
Chase	Amanda	Spaits	Sharon
Feliho	Alyssa	Staver	Kenneth
Galante	Christine	Stourac	Amy
Hendricks	Josh	Suarez	Javier
Leaver	Leslie	Tibbits	Tim
Lewis	Meghann	Torley	Danielle
Lyons	Daniel	Turman	Ruth
McElman	Raven	Whitehouse	Meg
McMullen	Kristen	Williams	Diane
Mosier	Jennifer		

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 December General Chapter meeting.

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.

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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, I 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 or me. You can find our contact information on the Florida APMP website. At this time, we have approximately **190** registered members through APMP.
 4. One of the benefits of being affiliated with the **Florida** chapter is eligibility for APMP Certification rebates. This rebate is designed to help offset our member's certification training expenses or the exam fee. Our chapter provides rebates for passing the following levels of certification:
 - o \$75 toward successful Foundation Level exam; maximum 2 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. The 21st annual Southern Proposal Accents Conference (SPAC) will be held on March 22nd, 2018 at the Cobb Energy Performance Arts Center (CEPAC), Atlanta.
 6. Florida Chapter has added an additional meeting to our annual calendar for the express purpose of giving chapter members an opportunity to present a topic they are passionate about. If you're interested in presenting at a future meeting, please contact our 2018 Programs Chair, Michelle Parks.

5. Chapter Awards

Chapter Honors

Chapter Honors recognize members who have achieved advanced levels of APMP certification, certification in related disciplines (such as project and contract management), attainment of advanced academic degrees and contributions to our industry through formal presentations and proposal related publications. We are proud to announce that this year's honors cover the many of these achievements. The 2017 Chapter Honors Class includes:

Steve Hennessy, CP APMP

Certified Proposal Practitioner

Bid & Proposal Con Presenter: Are You Kidding Me... That Was a Proposal Kick-Off Meeting?

Paul Johannessen, CP APMP

Certified Proposal Practitioner

Paul Krey, CF APMP



PMI Project Management Professional Certification

Robert Mahoney, CPP APMP

Certified Proposal Professional

Javier Suarez

APMP Journal: Explain That to Me Like I'm a 5-Year-Old

Ruth Lown Turman, CP APMP Fellow

Bid & Proposal Con Panelist: Characteristics of Effective Proposal Leaders/Champions

Chapter Presenter: The Accidental Proposal Manager's Proposal Management Survival Kit

Diane Williams, CP APMP

Certified Proposal Practitioner

2017 Mentor of the Year

This year we recognize **Johnny "Bo" Hamilton** as Mentor of the Year. Bo has been a member of APMP since 2007. He currently holds APMP certification at the Practitioner level. In his role as Senior Manager of Business Development and Proposals at TRU Simulation + Training, he has encouraged not only members of his own team, but members of other business development teams within the TRU organization to join APMP, actively participate in its programs and to pursue APMP certifications. Many of you may "know Bo" in his capacity as an enthusiastic volunteer chapter ambassador at recent Bid & Proposal Con events.

2017 Stourac Award for Chapter Outreach

The Stourac Award recognizes a member for significant contributions to the international APMP organization through outstanding service, volunteering, and mentoring within APMP raising the visibility of the Florida Sunshine Chapter within the association and the business community at large. We are pleased to announce that the recipient of the 2017 Stourac Award for Chapter Outreach is **Meghann Lewis**, CPP APMP. The owner of Vidar Proposal Consulting, LLC, Meghann was recruited for the Florida Chapter board in 2011 and is currently serving her second year as our Chapter Chair. She generously and enthusiastically gives her time to anyone willing to learn about our profession and is passionate about increasing our chapter's educational programs. Meghann has the distinction of being a second generation proposal professional.

2017 Keller Award

The 2017 Keller Award is presented to **Jennifer Mosier**. Currently a Senior Proposal Manager for World BioHazTech Corporation, Jen has worked in business development since 1999 and has been a member of APMP since 2004. She holds Foundation certification from APMP. The Publicity Chair for the Florida Chapter since 2011, Jen has helped the chapter grow to nearly 200 members through her dedication to the chapter's extensive program of communications and social media. Under her guidance, our

chapter was awarded the 2015 APMP Chapter Communications Award. She is currently leading the chapter's 10th anniversary promotions and is the creative visionary behind our recently launched YouTube channel. Jen was also recognized this year as a member of APMP's inaugural class of 40 under 40

6. Presentation

We welcomed Ms. Ruth Turman, who presented "Proposal Management Survival Tool Kit."

We will post the presentation on our chapter website soon.

7. Prizes and Winners

- Proposal Managers Survival Kit – Timothy Tibbits
- SPAC 2018 Registration – Josh Nederhoed
- Amazon Gift Card (\$25) – Amanda Chase
- Proposals for Dummies – Alyssa Feliho
- Membership Renewal – Amy Stourac
- Membership Renewal – Leslie Leaver

8. Closing Reminders

1. We have a LinkedIn Group for the Florida Sunshine Chapter. The name of the Group is Florida APMP Chapter. We encourage you all to join our Group. You will find announcements, discussions and job postings. In our LinkedIn group jobs can be posted for states in the Southeast US, including GA, SC, and NC. Our chapter's LinkedIn group has 358 members now.
2. For those of you who are used to Facebook, please "like" us. Simply filter for Pages then type in APMP Florida Sunshine Chapter, or use the link to Facebook (<https://facebook.com/apmpfloridasunshinechapter>) from our website.
3. We also post announcements, presentations from previous chapter meetings, minutes and job openings on our Florida Sunshine Chapter website at www.apmpflorida.org. If you are a Florida Sunshine Chapter member who is a consultant and want to post something please contact our Publicity/Promotion Chair. Our chapter member's posting is free of charge.
4. Our mascot, Sunny the Solicitation Sea Turtle, is always on the move. If you would like Sunny to come visit you, email us at: Sunnyflapmp@gmail.com.

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5. The Board for 2018 is as follows:

Title	2018 Board
Chapter Chair	Meghann Lewis, CPP APMP
Chapter Co-Chair	Amy Stourac, CF APMP
Membership Chair	Alyssa Simpson Feliho, CP APMP
Assistant Membership Chair	Bethany Burton, CF APMP
Programs Chair	Michelle Parks, CF APMP
Assistant Programs Chair	Danielle Torley, CF APMP
Publicity Chair	Jennifer Mosier, CF APMP
Promotion Chair	Ruth Turman, CP APMP
Secretary	Martha Bergweiler, CF APMP
Treasurer	Sherry Bowles, CF APMP

6. The meeting adjourned at 4:31 PM ET.