



Meeting Date:
December 12, 2019

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

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1. Date and Time of Meeting

General Membership Meeting was held on:

Date: Thursday, December 12, 2019

Time: From 12:00 PM to 12:43 PM ET

Attendees:

39 people participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Bach	Sherry	Mayer	Susan
Barker	Sherry	Millan	Aubrey
Beall	Hope	Mitravich	Courtney
Burton	Bethany	Mosier	Jennifer
Coffae	Lori	Murillo	Katie
Damiano	Christina	Nederhoed	John
Dohack	Jaime	Orovich	Anna
Evert	Dayna	Overmyer	Vincent
Feliho	Alyssa	Poyant	Jill
Gittens Fiddler	Tracie	Rogers	Alicia
Goodwin	Angelique	Siler	Jennifer
Gordon	Dawn	Stage	Lesa
Gorman	Ashley	Stone	Christine Stone
Hendricks	Josh	Stourac	Amy
Holmes	Stacy	Suarez	Javier
Jordan	Tamara	Taylor	Susanne
Kenady	Hazel	Torley	Danielle
Lewis	Meghann	Turman	Ruth
Lyons	Daniel	Wieseler	Sarah
Malcolm	Angela		

2. Location

GoToWebinar

3. Call to Order

Meghann Lewis, Chapter Chair 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.
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 249 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 5 members.
 - o \$150 toward successful Practitioner Level exam, maximum 8 members.
 - o \$200 toward successful Professional Level exam, maximum 2 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. Chapter Honors

The APMP Florida Sunshine Chapter initiated our Chapter Honors program in 2016 to publicly recognize chapter members who have raised the level of proposal professionalism, contributed to our organization and advanced the arts and sciences of our industry. In addition to acknowledging the accomplishments of our colleagues, the program also raises public awareness of the proposal profession within the business community at large.

Our 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 Chapter Honors Class includes:

1. Melinda Antonious, CPP APMP
Certified Proposal Professional

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2. Gillian Dionne, CP APMP
Certified Proposal Practitioner
 3. Dayna Evert, CP APMP
Certified Proposal Practitioner
 4. Michele Finn, CP APMP
Certified Proposal Practitioner
 5. Katie Murillo, CP APMP
Certified Proposal Practitioner
 6. Vincent Overmyer, CP APMP
APMP's 2019 "40 under 40" recognition
 7. Matthew Schramm, CP APMP
Certified Proposal Practitioner
 8. Sandra Shattuck, CP APMP
Certified Proposal Practitioner
 9. Karma Temple, CP APMP
Certified Proposal Practitioner
 10. Krystal Volcy, CP APMP
Certified Proposal Practitioner

This year we recognize **Ruth Turman as Mentor of the Year**. Ruth currently holds APMP certification at the Practitioner level. A long-term advocate of the APMP certification program, this year she answered the call to mentor a fellow chapter member through the process of obtaining their certification at the professional level, a feat Ruth has yet to undertake herself. A charter member of the APMP Professional Development Committee, Ruth actively works toward advancing the level of professionalism within our industry. As a Senior Proposal Developer for Companion Data Services for 16 years, Ruth has demonstrated to her executive leadership the value of having formally accredited resources on their team and the benefits of following industry best practices. This year marks the first year that her entire team holds APMP certifications.

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 **2019 Stourac Award for Chapter Outreach is Javier Suarez**. A Corporate Marketing Manager for Geosyntec Consultants, Javier has been a regular contributor to APMP's evolving body of knowledge as both an author and a presenter. Javier's insights into our industry have been published by APMP International in The Journal and Winning the Business and he has presented at our regional Southern Proposal Accents Conference

Finally, we are pleased to announce the recipient of our chapter's highest honor, the Keller Award. This award recognizes outstanding commitment and contribution to the growth and reputation of the Florida Sunshine Chapter and to expanding the value of chapter participation to its members. **The 2019 Keller Award for Chapter Service**

is presented to Bethany Burton. Currently a Business Development Specialist for Evergreen Fire and Safety, Bethany is certified at the foundation level, and has actively served on the APMP Florida Sunshine Chapter for three years. During her tenure as our membership chair Bethany has turned the role into one of proactive management of our most critical resource – our members! Bethany’s enthusiasm for our industry is evident to everyone who meets her, which many of you did as she played the role of our mascot Sunny at Bid and Proposal Con in Orlando this past spring.

On behalf of the entire chapter board, we'd like to congratulate this year's entire class of honorees. If you would like additional information about our Chapter Honors program or would like to nominate a colleague (or yourself) for future consideration, contact our Promotions Chair [Ruth Turman](#).

6. Presentation

Today we welcomed Bethany Burton, who presented *Building Your Competitive Intelligence Goldmine*

We will post the presentation on our chapter website soon.

7. Prizes and Winners

- Shipley Proposal Guide – Katie Murillo
- Capability Maturity Model for Business Development – Jen Siler
- Membership Renewal – Christine Stone
- New Membership – Hope Beall
- Member SPAC registration – Alyssa Feliho
- Member SPAC registration * – John Nederhoed

* There were no respondents for the non-member SPAC registration.

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. We have **403** members on LinkedIn.
2. For those of you who are used to Facebook, we have a Facebook page so please "like" us. Simply filter for pages then type in APMP Florida Sunshine Chapter.
3. We also have a YouTube channel
4. We 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.

5. The 2020 Florida Sunshine Chapter Board of Directors:

Title	2020 Board
Chapter Chair	Meghann Lewis, CPP APMP
Chapter Co-Chair	Lesa Stage, CF APMP
Membership Chair	Josh Hendricks
Assistant Membership Chair	Alyssa Feliho, CP APMP
Programs Chair	Michelle Parks, CF APMP
Assistant Programs Chair	Bethany Burton, CF APMP
Publicity Chair	Jennifer Mosier, CF APMP
Promotions Chair	Ruth Turman, CP APMP Fellow
Secretary	Danielle Torley, CF APMP
Treasurer	Sherry Bowles, CF APMP

The meeting adjourned at 12:43 PM ET.