



**Meeting Date:**  
**June 04, 2020**

**General Meeting Minutes Compiled by:**  
**Daniellet Torley CP APMP, Chapter Secretary**

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## 1. Date and Time of Meeting

General Membership Meeting was held on:

**Date:** Thursday, June 04, 2020

**Time:** From 12:00 PM to 12:48 PM ET

### Attendees:

38 people participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Bach	Sherry	Miller	Jodi
Barker	Sherry	Nesemeier	Amy
Barrett	Taylor	Rhodes	Amanda
Beall	Hope	Roberson	Beth
Bowles	Sherry	Rogowski	Ryan
Burke	Thomas	Shattuck	Sandra
Burton	Bethany	Siler	Jen
Byrd	Lynn	Stage	Lesla
Daley	Leigh-Ann	Stone	Christine
Damiano	Christina	Stourac	Amy
Evert	Dayna	Suarez	Javier
Freitas	Carlos	Swank	Tracy
Frey	Bob	Taylor	Susanne
Gittens Fiddler	Tracie	Tibbits	Tim
Green	Erin	Torley	Danielle
Hendricks	Josh	Turman	Ruth
Lee	Carmel	Viscontini	Karen
Lewis	Meghann	Walker	Daniel
Malcolm	Angela	Zaher	Paula
Mayer	Susan	Feliho	Alyssa

## 2. Location

GoToWebinar

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### 3. Call to Order

Meghann Lewis, Chapter Chair welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the June 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 247 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. Presentation

Today we welcomed Dr. Robert "Bob" Frey, who presented ***Paradigm Shifts in Proposal Development***

We will post the presentation on our chapter website soon.

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## 6. Prizes and Winners

- (1) “Government Contracts in Plain English: What You Need to Know About the FAR (Federal Acquisition Regulation), DFARS, Subcontracts, Small Business Set-Asides, GSA Schedules, Bid Protests, and More” by Christoph Minarchik - Amanda Rhodes
- (1) APMP Glossary of Terms – Wendy Aguilar

## 7. 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 **412** 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](http://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. If you would like to host Sunny, the Solicitation Sea Turtle, please email us at [Sunnyflapmp@gmail.com](mailto:Sunnyflapmp@gmail.com)

The meeting adjourned at 12:48 PM ET.