



**Meeting Date:**  
December 03, 2020

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

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# Contents

1.	Date and Time of Meeting.....	1
2.	Location .....	1
3.	Call to Order.....	1
4.	Announcements.....	1
5.	Presentation .....	2
6.	Prizes and Winners.....	2
7.	Closing Reminders .....	2

## 1. Date and Time of Meeting

General Membership Meeting was held on:

**Date:** Thursday, December 03, 2020

**Time:** From 12:00 PM to 12:38 PM ET

### Attendees:

19 people participated in the GoToWebinar.

Last Name	First Name
Lewis	Meghann
Hendricks	Josh
Stage	Steve
Bowles	Sherry
Byrd	Lynn
Dohack	Jaime
Evert	Dayna
Fei	Diane
Feliho	Alyssa
Freitas	Carlos

Last Name	First Name
Gessling	Cheryl
Gittens Fiddler	Tracie
Kellman	Lydia
Stage	Lesla
Stone	Christine
Stourac	Amy
Tinsley	Lisa
Torley	Danielle
Parks	Michelle

## 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.

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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 **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:
    - \$75 toward successful Foundation Level exam; maximum 5 members.
    - \$150 toward successful Practitioner Level exam, maximum 8 members.
    - \$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 Steve Stage, who presented "**Why Have a BOE?**"

We will post the presentation on our chapter website soon.

## 6. Prizes and Winners

- (1) Shipley Capture Guide – Alyssa Feliho
- (1) Shipley "Winning in the Cost Volume" – Lydia Kellman
- (4) New memberships or membership renewals – Meghann Lewis, Amy Stourac, Dayna Evert, Helen Pantuso

## 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 **419** 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).



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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)
6. From the Board: we have been honored to serve you this year.

Title	2021 Board
Chapter Chair	Meghann Lewis, CPP APMP chair@apmpflorida.org
Chapter Co-Chair	Lesa Stage, CF APMP Lesa.stage@iapws.com
Membership Chair	Bethany Burton, CF APMP bburtonapmp@gmail.com
Assistant Membership Chair	Amy Stourac, CF APMP amystourac@aol.com
Programs Chair	Danielle Torley, CF APMP danielletorley@yahoo.com
Assistant Programs Chair	TBD
Publicity Chair	Jennifer Mosier, CF APMP jmkingjm@yahoo.com
Promotions Chair	Ruth Turman, CP APMP Fellow RUTH.TURMAN@companiondataservices.com
Secretary	Alyssa Feliho, CP APMP asfeliho@gmail.com
Treasurer	Sherry Bowles, CF APMP SBowles@indyneinc.com

The meeting adjourned at 12:38 PM ET.