



Florida Sunshine Chapter

Meeting Date:
May 13, 2009

Meeting Minutes Compiled by:
Joan C. Ford, Secretary



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Date & Time of Meeting

May 13, 2009

4:00 to 5:05 PM ET

Attendees

A total of 59 individuals attended the May chapter meeting via the on-line Live Meeting conference/call connection, as noted below:

*Addison, Willie
Beal, Ann
Beaulac, Maureen
Bergweiler, Martha
Blakney, Betsy
Bock, Jim
Bowles, Sherry
Brokeshoulder, Sherri
Brooks, Deborah
Carroll, Darren
Collinson, Chris
Cotterman, Drew
Dalton, Dawn
Ertsgaard, Roger
Favia, Sharon
Floyd, Anita
Ford, Joan
Gallagher, Katherine
Gardner, Susan
Gillis, Kathryn
Glibert, Jill
Grunder, Jami
Hamby, Donna
Hales, Jack
Hamilton, Bo
Hornsby, Mari*

*Hurrell, Lois
Jones, Lorrie
Keck, Sharon
Keller, Chuck
Kerns, Kathy
Kned, Klainie
Maddox, Natallia
Merwin, Ken
Michael, Carlton
Minke, Marion
Mino, Gary
Moore, Greg
Moore, Judy
Morris, Charles
Mwebaza, Justine
Oliver, Alice
Patin, Max
Rashkovsky, Yulia
Roberts, Kevin
Sanford, Connie
Sheehan, Doris
Speights, Richard
Stern, Mark
Stourac, Amy
Woodward, Michelle
Yaras, Rainney*

Note: In addition to the above names, six 'piggy backers' attended with Mike Smilnak.

Speaker: Sotolongo, David

Location

Virtual via Webinar (Live Meeting) and conference call line.

Call to Order

Chuck Keller, Chapter Chair, called the meeting to order and welcomed new and returning meeting attendees to our second virtual general membership meeting of 2009.

Chuck encouraged non-APMP members to join APMP and to affiliate with our Florida chapter. Go to www.apmp.org to learn more and join online. Go to the FL chapter site at: <http://apmpflorida.org>



Chapter Announcements

Chuck explained that the scope of our Florida chapter is not confined to Florida; it extends to neighboring states (excluding GA). Chuck reinforced that our meetings are open to all, APMP members and non-members.

Chuck encouraged those who are sharing computers or piggybacking to email Sherry Bowles w/ their attendee information, to help us track attendance properly.

The Florida Chapter co-sponsored an accreditation session in Orlando, FL in April. Shipley facilitated the session of 11 attendees; a total of 10 out of 11 passed the exam.

We are sponsoring SPAC in October with the GA and Carolina chapters.

The Florida chapter has submitted nominations for two awards to be given at the June APMP conference. The categories are chapter membership and programs.

September Meeting

Amy Stourac announced our speaker for the September meeting - Olessia Smotrova-Taylor, President of OST Global Solutions, Inc. Her topic will be: Getting Winning Prose from Non-Professional Writers.

At the September meeting, we will offer a free registration to the October SPAC as the door prize.

Today's Door Prizes

Amy announced the following books being offered as door prizes:

- Selected Viewgraphs from the Proposal Win Strategy Workshop by Dick Close*
- Getting in the Winner's Circle – Creating Winning Proposals by Dick Close*

Winner: Drew Cotterman



Chapter Meeting Presentation

David Sotolongo presented “Meet the New Boss: Talking ‘bout my Generation!” David is a Vice President of Business and Proposal Development at RTI International. He is also a past Chair of SPAC and an APMP Fellow. David will present today’s program at the national conference.

David has long held a fascination about the topic of the generation gap; he draws on his experiences as a parent and as a manager of a very large team.

Key Concepts

Generations: Baby Boomers, Gen X, Gen Y, Millenias

Boomers are trying to hold on to old management methods. Gen Y & Millenias need constant feedback; comfortable w/ technology, instant gratification

Gen X can span boomers and Gen Y/Millenia

Need to strike a balance between work and family life

Motivators for Boomers: Achievement, Affiliation, and Influence/Power

Understand the differences in generations

Flexibility, freedom, input into direction are all attractive to staff

Note: David’s presentation will be posted to our website after the national conference (as he is presenting this topic again in June).

2009 General Membership Meeting Schedule

General Membership Meetings

Next meeting: September 23, 2009

Program: Getting Winning Prose from Non-Professional Writers

2009 APMP Conferences

International: June 9-12 APMP Conference in Chandler, AZ

Regional: Southern Proposal Accents Conference (SPAC) on October 30 in Atlanta, GA. The Florida Chapter will sponsor the conference with the Georgia and Carolina chapters.

Closing

Chuck thanked our speaker, David Sotolongo for a terrific program and our participants for their attendance.

Look for Florida attendees at the June conference and make plans to attend the SPAC in October.

The May chapter meeting adjourned at 5:05 PM ET.