

45th ANNUAL FAPPO CONFERENCE & TRADE SHOW - TAMPA, FL		
Time	General Description	Speaker
SUNDAY - MAY 13, 2012		
9:30 - 2:00	Golf Tournament	
9:00 - 1:00	Board Meeting	
1:00 - 2:30	NCPPC Meeting	
3:00 - 4:30	Member/Vendor Networking Sessions (Members and Vendors)	Cheryl Olson, CPPO, C.P.M., FCCN, Osceola County Schools and Rhonda Scott, CPPO, C.P.M, FCCN City of Orlando
6:00 - 10:00	Reception & Special Event	
MONDAY - MAY 14, 2012		
7:30 - 8:00	First Timers	Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay
7:45 - 8:45	Breakfast	
8:15 - 9:15	Presidents Welcome	Mark Raiford, CPPB, FCPM, FCPA City of Lakeland
	Nominations	Carrie Woodell, CPPO, CFCM, FCPM, City of Winter Park
	FAPPO Updates	Carrie Woodell, CPPO, CFCM, FCPM, City of Winter Park
	FAPPO Best Practices/Entity Awards	Keith Glatz, CPPO, City of Tamarac
9:15 - 9:45	Keynote Speaker	Jack Miles, DMS Secretary, State of Florida
9:45 - 10:30	State of Florida	State of Florida DMS
10:30 - 10:45	Break	
10:30 - 11:30	Vendor/State Networking Session (Vendors Only)	Jack Miles, DMS Secretary, State of Florida
10:45 - 11:15	NPI Awards	Christine Green, AEP Chair
12:00 - 1:00	Member/Vendor Lunch	Tampa Convention Center
1:00 - 5:00	Trade Show	Tampa Convention Center
TUESDAY - MAY 15, 2012		
8:00 - 9:00	Continental Breakfast	
9:00 - 9:30	Keynote Speaker	Attorney General's Office
9:30 - 9:45	Break	
9:45 - 11:15	Case Law Affecting Procurement	Kirk Buffington, CPPO, C.P.M., City of Ft. Lauderdale
	GSA Speical Purchasing Programs for State and Local Governments	Anthony Cox, U.S. General Services Administration
	Is an RFP in Your Future?	David Nash, CPPO, CPPB, Retired
	Procurement Innovations for the Future	David Kidd, US Communities
11:15 - 11:30	Break	
11:30 - 12:30	Business Lunch/Meeting	
12:30 - 1:30	Best Practices	
1:30 - 1:45	Break	
1:45 - 3:15		Warren Geltch, CPPO, Retired
	CCNA Reform Update	Stephen Y. Carnell, C.P.M., Collier County
	Taking the Mystery Out of the Contracting Process	Suzanne D'Agresta, Brown, Garganese, Weiss & D'Agresta, PA
	Negotiation is Not Confrontation	Theresa Jordan Webb, CPPO, CPPB, C.P.M., FCCM, Hillsborough County Aviation Authority
3:15 - 3:30	Break	
3:30 - 5:00	RFP Evaluation Process - Is There a Right Way?	Chris Rewis, CPPB, FCCM, Polk County Purchasing
	Buying Into the Investment...	David Duhn, National Joint Powers Alliance
	Deterring and Detecting Procurement Fraud	Ray Hooper, CPCM, Seminole County
6:00 - 10:00	Banquet	
WEDNESDAY - MAY 16, 2012		
8:00 - 9:00	Breakfast	
9:00 - 9:30	Keynote Speaker	Rick Grimm, NIGP CEO, CPPO, CPPB
9:30 - 9:45	Break	
9:45 - 11:15	Negotiating Contracts in Florida	David Bennett, CPPO, CPPB, FCCN, FCCM, FCPM, PMP, State of Florida DMS
	Confessions of an Overachiever - Strategies for Success	Carrie Woodell, CPPO, CFCM, FCPM, City of Winter Park
	Statutes on Procurement for Local Governments	Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay
11:15 - 11:30	Break	
11:30 - 1:00	Lunch	
1:00 - 2:30	Who is Evaluating This Solicitation	Marian Pace, CPPO, CPPB, City of Punta Gorda
	Using Research to Build Better Bids/RFPs	Theresa Jordan Webb, CPPO, CPPB, C.P.M., FCCM, Hillsborough County Aviation Authority
	UPPCC Certification	Wendy Geltch, C.P.M.,CPPO, CPPB, FCPM, Polk State College
2:30 - 2:45	Break	
2:45 3:45	Networking Session - Cities/Counties	Chris Rewis, CPPB, FCCM, Polk County Purchasing and Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay
2:45 3:45	Networking Session - Education	Wendy Geltch, C.P.M.,CPPO, CPPB, FCPM, Polk State College
2:45 3:45	Networking Session - Special Authorities	Cheri Alexander, C.P.M., CPPB, SRQ Sarasota Bradenton International Airport and Chris Bross, South Florida Regional Transportation Authority
3:45 - 4:00	Break	
4:00 - 4:30	Closing Session	