



# Florida Association of Public Purchasing Officers

February 2009

Message From the President

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*Happy New Year to all of our members! Your Board met on January 9<sup>th</sup> and we have completed almost all of our tasks to make sure that you have a great Conference and Trade Show. The conference schedule is posted in this newsletter and on the FAPPO website and Marian Pace has done an outstanding job setting up informative classes for you to choose from. This year you can also attend a State of Florida Class (at an additional charge) and also take advantage of the networking, special event, banquet and trade show at the same time.*

*It's not too late to submit an essay and win \$300 FAPPO "bucks" which would pay for your conference registration. See the website for details. You can also submit potential vendors to our Executive Director and if they haven't exhibited in the last two years and they sign up for this year's tradeshow, you would also be eligible for \$100 FAPPO "bucks". The Executive Director's email is: [execdiretor@fappo.org](mailto:execdiretor@fappo.org). You need to use your FAPPO "bucks" by May 31<sup>st</sup> of this year. An updated list of FAPPO "bucks" awardees is also listed in this newsletter.*

*The deadline to take advantage of the Peabody Hotel special rates for the conference is March 16<sup>th</sup>. The rooms are on a first come, first serve basis so register as soon as you can to take advantage of the special rate. For the first time, you can utilize a credit card to pay for the room right from the webpage.*

*The theme for the Special Event and the Trade Show is Cinco de Mayo and dress for the entire conference will be business casual. We have some special entertainment planned for you on Sunday evening, and at the Banquet on Tuesday evening, we will also be enjoying Casino Night with some special door prizes and entertainment as well. This promises to be a great conference, and we hope that you can join us!*

*Congratulations to Cheryl Shanaberger who was appointed to the AEP committee and to Cheri Alexander who was appointed to the NCPPC committee. They will both be great representatives from FAPPO.*

*See you in Orlando for the Conference!*

*Denise*

## FAPPO OFFICERS

**Denise Schneider—President    Marian Howe Pace—Vice President  
Johnny Richardson—Treasurer    Mark Raiford—Secretary**

## From your Vice-President

FAPPO Board is making every attempt to respond to our Member's requests and suggestions! Several proposed enhancements are being researched and the target implementation timeline is 2009/2010. The enhancements are also in support and in response to FAPPO's Strategic Plan. Following is a couple of the proposed enhancements:

- **Web Meetings**  
Board Meetings – At least two (2) board meetings will be held via web meetings. Researching the possibility of conducting on-site meetings while allowing board/committee members unable to attend to participate through the web meeting.  
  
Researching the possibility of LIVE STREAMING through the software to allow members to attend events through the web.
- A CPPB Review Class will be scheduled at the 43<sup>rd</sup> Annual Conference for May 1 through May 2, 2010. CPPB testing is scheduled for May 3, 2010 through May 8, 2010! Take the review, test and come to the conference to CELEBRATE!

The planning of the 2010 43<sup>rd</sup> Annual Conference is well underway. The conference information is included in this newsletter for preparing your budgets.

Regards,  
Marian H. Pace, CPPO, CPPB

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### Junior AEP Representative Appointment

#### **ANNOUNCEMENT – Recruitment for Junior AEP (NPI) Appointee to Awards Committee (four-year term)**

Vice President, Marian Pace will be recruiting for a Junior AEP (NPI) Representative for appointment at the June 2009 Board Meeting. Barbara Kuhl, C.P.M. currently holds this position on the AEP (NPI) Awards Committee and her term will be successfully completed on July 31, 2009. The term of this appointment is three (3) years and will begin on August 1, 2009.

Members who are interested in being considered for this position must submit their Letter of Interest and Resume no later than May 15, 2009 to the attention of Marian Pace, CPPO, CPPB, City of Punta Gorda, 326 W Marion Avenue, Punta Gorda, Florida, 33950 or mhowe@ci.punta-gorda.fl.us. Please contact Marian at (941) 575-3348 with any questions.

Visit Our Website! [www.fappo.org](http://www.fappo.org)



## **UPPCC BOARD READER – January 2009**

### **Spring 2009 Testing Deadline**

Interested individuals must submit completed applications to the Application Department at the UPPCC by February 2, 2009 for consideration (or by February 16 with late fee) to test May 4-9, 2009. To date we have received 93 new applications for CPPB and 44 new applications for CPPO. We anticipate that the bulk of new applications will arrive in the month of February. The deadline to register for May testing is March 30.

### **May 4-9, 2009 Test Development Activities**

The May 2009 exam form web-based review meetings have been scheduled for next month as follows:

#### **CPPO Team**

Wednesday, February 11  
11 am – 1 pm Eastern  
3 pm – 5 pm Eastern

#### **CPPB Team**

Wednesday, February 18  
11 am – 1 pm Eastern

Thursday, February 19  
11 am – 1 pm Eastern

### **Item Writing Committee**

Thank you to all of you who have forwarded me your suggestions for UPPCC Certified individuals to serve as item writers for UPPCC. As soon as we pass the May 2009 exam form review meetings in February, we will be contacting these individuals to schedule a training session. I've included the information from the December 2008 Board Reader below in case anyone is interested in sending along additional suggestions:

*UPPCC is recruiting currently certified CPPOs and CPPBs to commit to a minimum of a one-year term as members of the UPPCC Item Writing Committee. These individuals will receive web-based instruction from Prometric test-development staff in early March 2009 on how to write quality, referencable application-based questions for CPPO and CPPB certification exams. Committee members will be required to produce a minimum of 80 items per year to renew their term and earn valuable recertification points at a rate of 2 points per term. Please forward your ideas for individuals that you know of that may be interested and effective in this type of role or have the individual email or call me directly.*

### **UPPCC Agency Certification Award 2009**

The 2009 application form for the UPPCC Agency Certification Award (formerly Fully Certified) program has been posted to the UPPCC Website. Agencies must apply by June 1, 2009 for recognition at the 2009 NIGP Annual Forum.

## Norma Showley Scholarship Fund

By David Nash, CPPO, CPPB

For many years, FAPPO's annual budget has included money for scholarships and tuition reimbursement. These funds are available to any member who meets the requirements established by the Professional Development Committee and approved by the Board of Directors. The requests for assistance are always greater than the amount of money available.

In 2007, the Board approved the creation of the Norma Showley Scholarship Fund. This was done so that individual members of FAPPO would have the opportunity to make a donation to assist other members in the pursuit of their education. None of us has gotten where we are without the help of others and it is in this spirit that the fund was created so that we may assist as many members as possible.

Who was Norma Showley? She was a long time member of FAPPO and twice served as its President. She passed away on July 3, 2003. At that time, a close friend of hers and Past President named Bernadette Hitchins wrote the following message for the FAPPO newsletter. This will explain better than anything who Norma was:

### MESSAGE OF LOVE AND REMEMBRANCE

When asked to write a brief message about Norma Showley I wondered how I could do her justice and keep it short. For those who had the pleasure of knowing her, there are no short descriptions of Norma. For those who did not have the opportunity to spend time with her, my lack of an author's ability to bring her to you by mere words is difficult at best. Allow me to try to give Norma to you with words from my heart.

I met Norma in 1978 when we both attended a one-day seminar offered by FAPPO. Our agencies were not inclined to provide travel money for mere purchasing people so we made deals with our respective agencies: We would share the cost of the room, meals and gas if they would pay our registration. Thus began the involvement of the most respected member of FAPPO.

She was working in Lake County under someone who encouraged her education in the purchasing field. Within a few years she was hired as Purchasing Agent for the City of Eustis, a small city in Lake County. It didn't take long for the city officials to recognize the true professional qualities in Norma and she was soon promoted to General Services Manager.

During all this time she kept her involvement in FAPPO and in 1983 was elected Treasurer of the association. In 1988 she became our 21<sup>st</sup> President. Norma has the dubious distinction of holding the Presidency twice. She was elected President again in 1995 when the then current President left office. The Board unanimously voted her in for this second term because of her competency and the professional manner in which she solved problems. That year was a real challenge, even for Norma, but she pulled the association out of what could have been a disastrous situation.

Norma went on to serve as FAPPO's Historian and as a Presidential Advisor up until her illness forced her to be less active. Still, up until her death, her love for the Association remained on her mind and in her heart.

On a personal note, Norma, was *my* rock. If ever you needed words of wisdom about a personal or professional problem, Norma could give you volumes in a few short sentences. When someone became agitated, Norma had a calming resolve about her that would dissolve situations that could potentially become uncomfortable. She gave of herself unselfishly and without hesitation. Friends like her are hard to come by. I'm sure those of you who knew her would agree. Those who did not know her can only guess at how lucky we are to have been called "friend" by her. Norma, I will always respect and love you and miss you beyond words.



# Norma W. Showley Memorial Scholarship Fund Donation Form

The Norma W. Showley Memorial Scholarship Fund was created by the Board of Directors in 2007 in order to provide FAPPO members with an opportunity to contribute directly to the scholarship needs of others in the association. Every dollar contributed will be used to supplement the budgeted scholarship and tuition reimbursement funds so that as many members as possible will be allowed to further their education.

Please check one of the following boxes to indicate your level of support:

- \$10 \_\_\_\_\_
- \$25 \_\_\_\_\_
- \$50 \_\_\_\_\_
- \$100 \_\_\_\_\_
- Other \$ \_\_\_\_\_

***FAPPO reserves the right to publish your name as a donor. However, if you would prefer not to have your name published, please check here.*** \_\_\_\_\_

Name: \_\_\_\_\_

Entity: \_\_\_\_\_

Address: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Send this form with your check or credit card information to:

**FAPPO**  
**8875 Hidden River Parkway**  
**Suite 300 #3059**  
**Tampa, FL 33637**

**Credit Card Information**

Name on Card: \_\_\_\_\_

Type: \_\_\_\_\_ Visa \_\_\_\_\_ MasterCard \_\_\_\_\_ Amex

Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Thank you

## Silent Auction at the 42<sup>nd</sup> Annual Conference

A Silent Auction will be held at the 42<sup>nd</sup> Annual Conference. Those members interested in donating an item for auction will need to submit the following information to the Vice President no later than March 6, 2009:

- Name of person or organization making donation
- Description of the donation
- Value of the donation

In addition to the items being donated, several pieces of computer equipment will be offered by FAPPO at the silent auction. These items include a laptop computer and printers.

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In December 2008, FAPPO launched a group site on the social network Facebook. The group site will serve not only as a mechanism to introduce FAPPO to young people who may be interested in the field of public procurement, but also to allow members of FAPPO to network electronically with their peers. As an added bonus, the group site can be updated with information on events such as the upcoming 42<sup>nd</sup> Annual Conference; it provides capabilities to upload photos and allows for posting of discussion topics among members.

For those of you who are unfamiliar with Facebook, there is no cost involved with joining the site. It is as simple as creating a user name and password and updating your profile with as much (or as little) information as you feel comfortable with. You can upload a profile picture as well, but it is not required. Once your profile is created, just type in FAPPO in the search field and you will be directed to the FAPPO group site. Once on the group site, you can click the link to join the group.

I encourage you to take the opportunity to join the FAPPO group within Facebook!

Visit Our Website! [www.fappo.org](http://www.fappo.org)

# CALENDAR OF CURRENT EVENTS

DATES	EVENT	DESCRIPTION/INFORMATION
4/5-8/2009	42nd Annual Conference and Trade Show	Orlando Peabody Hotel
4/6/2009	FAPPO Golf Tournament	Orange Tree Golf Club
4/8/2009	Trade Show	Orange County Convention Center
5/15/2009	Deadline to submit interest for Junior AEP Appointment	

## LOOK AHEAD

DATES	EVENT	DESCRIPTION
6/26/2009	Board Meeting	Tentative Web Meeting
10/22/2009	Board Meeting	Punta Gorda, FL
10/22-23/2009	2-Day Pro-D Event (either a 2-day NIGP or State of Florida class)	Punta Gorda, FL
2/19/2010	Board Meeting	Tentative Web Meeting
5/2/2010	Board Meeting	Rosen Plaza Orlando, FL
5/2-5/2010	43rd Annual Conference and Trade Show	Rosen Plaza Orlando, FL
5/1-2/2010	CPPB Review	Rosen Plaza Orlando, FL

Visit Our Website! [www.fappo.org](http://www.fappo.org) for  
Additional Event Information

# VOLUNTEER!

The success of FAPPO depends on our members volunteering their expertise and services. Contact Pam Thompson, Volunteer Coordinator if you are interested in volunteering.

Pamila Thompson, CPPO, CPPB  
[pthompson@miamigardens-fl.gov](mailto:pthompson@miamigardens-fl.gov)  
(305) 622-8000

# Be a Volunteer!

## CAREER OPPORTUNITIES

POSITION	ENTITY
Purchasing Agent	City of Plant City
Procurement Analyst	Miami-Dade County
Purchasing Administrator	Orange County Tax Collector
Procurement Manager	Palm Beach County Solid Waste Authority

Want to advertise a Career Opportunity for your Entity? Visit the [FAPPO Member Center](#) and log on using your User Name and Password. Please note that you will be responsible for updating and removing the postings.

CURRENT COMMITTEES LIST IS AVAILABLE AT  
[http://www.fappo.org/committee\\_directory.asp](http://www.fappo.org/committee_directory.asp)



# NOMINATION FOR OFFICER

A candidate for office must be a Regular member, in good standing, for a minimum of three (3) consecutive years. A candidate for office must hold a professional procurement, contract administration, or materials management certification from a universally recognized professional association at the time of election to any office, and must retain said certification for the duration of any and all terms of office. A candidate for office must have at least an Associates Degree from an accredited college or university at the time of their election to office. Candidate must have their entity's support as evidenced by a letter from their supervisor included with the nomination form. You may nominate yourself or have someone nominate you!

Name: \_\_\_\_\_

Entity: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Number of Years with Entity: \_\_\_\_\_ Number of Years FAPPO member: \_\_\_\_\_

List the committees he/she has served on: \_\_\_\_\_ Attach additional sheets and documentation as necessary.

Year	Committee	Year	Committee
_____	_____	_____	_____
_____	_____	_____	_____

Describe the professional accomplishments of member:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

He/she has attained the following professional purchasing certification(s):  
 CPPO  CPPB  C.P.M.  A.P.P.  CPCM  CACM

Has a minimum of an Associates Degree from an accredited college or university at the time of election.  
 Yes  No

He/she has been asked if they are interested in serving as an Officer, and replied:  Yes  No

Submitted By: \_\_\_\_\_ Date: \_\_\_\_\_

**Candidate must have the support of their entity and a letter from their supervisor must be presented at the time of nomination submission.**

Send nomination form to: Marian Howe-Pace, CPPO, CPPB, City of Punta Gorda, 326 W. Marion Avenue, Punta Gorda, FL 33950, Fax: (941) 575-3340, E-mail: mhowe@ci.punta-gorda.fl.us

***Get Involved! It's So Rewarding***

## MESSAGE FROM THE PRO-D

Hello everyone. As you can see below, we've got a full schedule of seminars scheduled and I hope you will take advantage of those that are scheduled in your area. I've gotten several inquiries from agencies that are interested in serving as a host site for a seminar. As a result, I have created a document entitled "**How to Become a Host Site**" which is now posted on the Professional Development link of the website. If you are interested in hosting a seminar, I encourage you to review this document to learn about the process.

**Course Title: INTRODUCTION TO PUBLIC PROCUREMENT**

**Dates: 3-DAYS – FEBRUARY 23- 25, 2009**

**Times: 8:00 A.M. to 5:00 P.M. Daily**

**General Description:** This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

**Course Title: DEVELOPING & MANAGING RFPs**

**Dates: 3-DAYS – FEBRUARY 25- 27, 2009**

**Times: 8:00 A.M. to 5:00 P.M. Daily**

**General Description:** This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential.

**Course Title: SOURCING IN THE PUBLIC SECTOR**

**Dates: 3-DAYS – MARCH 4-6, 2009**

**Times: 8:00 A.M. to 5:00 P.M. Daily**

**General Description:** This course provides the participant with a comprehensive overview of the sourcing process within the public sector.

**Course Title: PLANNING, SCHEDULING & REQUIREMENT ANALYSIS**

**Dates: 3-DAYS – MARCH 23-25, 2009**

**Times: 8:00 A.M. to 5:00 P.M. Daily**

**General Description:** This course will cover strategic planning within an organization and the importance of its relationship to procurement planning.

**Course Title: CONTRACT ADMINISTRATION**

**Dates: 3-DAYS – MARCH 23-25, 2009**

**Times: 8:00 A.M. to 5:00 P.M. Daily**

**General Description:** The class provides a framework for examining contract administration by focusing on essential elements of the discipline.

(Cont.)

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(Cont.)

**Course Title: CONTRACT ADMINISTRATION**

**Dates:** 3-DAYS – MAY 11-13, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**General Description:** The class provides a framework for examining contract administration by focusing on essential elements of the discipline.

**Course Title: INTRODUCTION TO PUBLIC PROCUREMENT**

**Dates:** 3-DAYS – MAY 20- 22, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**General Description:** This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

**Course Title: DEVELOPING & MANAGING RFPs**

**Dates:** 3-DAYS – JULY 20- 22, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**General Description:**

This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential.

The Professional Development Team

**Pro-D Training Classes**

Carrie Woodell, CFCM, CPPB C.P.M., A.P.P., FCPM, FCCM, FCCN

Telephone: 407-599-3434 & Fax: 407-599-3448

[cwoodell@cityofwinterpark.org](mailto:cwoodell@cityofwinterpark.org)

**Scholarship Program & Norma J. Showley Scholarship Fund**

Jane Dalrymple, CPPB

Telephone: 941-575-3368 & Fax: 941-575-3340

[jdalrymple@ci.punta-gorda.fl.us](mailto:jdalrymple@ci.punta-gorda.fl.us)

**College Education Reimbursement Program**

Chris Rewis, CPPB, FCCM

Telephone: 863-534-5609 & Fax: 863-534-0055

[ChrisRewis@polk-county.net](mailto:ChrisRewis@polk-county.net)

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# Florida Association of Public Purchasing Officers

## PROFESSIONAL DEVELOPMENT REGISTRATION FORM

Check Desired Course(s)	Instructor	Title	Location	Dates	Cost
	John Zeyer	Introduction to Public Procurement	Ocala, FL	February 23-25, 2009	M \$300.00 N \$550.00
	Ken Hayslette	Developing & Managing RFPs	Cape Canaveral, FL	February 25-27, 2009	M \$300.00 N \$550.00
	Myra Smith	Sourcing in the Public Sector	Homestead, FL	March 4-6, 2009	M \$300.00 N \$550.00
	Elene Fromanger	Planning, Scheduling & Requirements Analysis	Ocala, FL	March 23-25, 2009	M \$300.00 N \$550.00
	Roberta Bruce	Contract Administration	Viera, FL	March 23-25, 2009	M \$300.00 N \$550.00
	Mark D. Hutchison	Contract Administration	Ocala, FL	May 11-13, 2009	M \$300.00 N \$550.00
	D. Michael Clawson	Introduction to Public Procurement	Sarasota, FL	May 20-22, 2009	M \$300.00 N \$550.00
	Bobbye Marsala	Developing & Managing RFPs	Winter Park, FL	July 20-22, 2009	M \$300.00 N \$550.00

Please check one:     M – Member     N – Non-Member

Date: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_, FL    Zip \_\_\_\_\_

Telephone: (\_\_\_\_\_) \_\_\_\_\_    Facsimile: (\_\_\_\_\_) \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Seminar Title: \_\_\_\_\_

**Credit Card Information:**

Name on Card: \_\_\_\_\_

Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Or check payable to: **Florida Association of Public Purchasing Officers, Inc.**

## REGISTRATION - INSTRUCTIONS & POLICY

### Rates

Must be a current member of FAPPO at the time of registration to take advantage of membership rate. All non-FAPPO members will be subject to the non-member rate.

### Payment

Please note that payment arrangements must be made in advance. FAPPO's Tax I.D. Number is #59-2615678. Payment can be made by credit card (Visa, Mastercard, American Express) or check.

### Registration

Whenever possible, please submit your registration form as soon as possible to lock in your registration for the requested course. Registrants should submit the registration form (Page 1 only) via E-Mail (preferred) or Fax, and make arrangements to mail payment to the Pro-D Chair:

Carrie Woodell, CFCM, CPPB, C.P.M., A.P.P., FCPM  
Purchasing Manager  
City of Winter Park  
401 Park Ave. South  
Winter Park, FL 32789  
Office (407) 599-3434  
Fax (407) 599-3448  
cwoodell@cityofwinterpark.org

### Schedule

Our goal is to provide further information on actual course locations, site coordinators and hotel information at least 6 – 8 weeks prior to the date of the course. FAPPO will seek to establish semi-annual schedules for courses based on its fiscal year (i.e. 6/1 – 5/31). For more information, please visit our Website at: <http://www.fappo.org>.

### Become a Host!

FAPPO is also seeking centralized host venues to increase the accessibility to training for its members. Courses available include:

Contract Administration  
Developing and Managing RFPs  
Introduction to Public Procurement  
Legal Aspects of Public Purchasing  
Planning, Scheduling and Requirement Analysis  
Sourcing in the Public Sector

As a reminder, FAPPO will sponsor the entire registration fee for the individual identified as the host for the training site. FAPPO members interested in hosting an NIGP training course, please contact FAPPO's Professional Development (Pro-D) Chair listed above for more details on this exciting opportunity!

FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.

**PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS**

**CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!**

*For more information, please visit our Website at <http://www.fappo.org/>*

*Registration forms will be available at least 6 – 8 weeks prior to seminar dates*

**Course Title:** INTRODUCTION TO PUBLIC PROCUREMENT

**Dates:** 3-DAYS – FEBRUARY 23-25, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**Contact hours:** 24 hours

**UPPCC\* Re-Certification points:** 3

**CEU Units\*\*:** 2.25

**General Description:**

The work of public procurement is no longer a clerical function performed independently by various people throughout different agencies or departments within a government entity. This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

**Intended Audience:**

This course is intended for individuals interested in an overview of procurement functions for the purpose of understanding the basic elements that underlie all areas of public procurement. Any government employee who has delegated authority to purchase good and services on behalf of the government should take advantage of this class. Discussion and content is relevant for those outside the profession, who are impacted by the public procurement environment.

**Prerequisites:**

There are no prerequisites for this class. Successful participants will either be new to the profession or have less than one year of experience and anyone employed in various positions within the government.

**DATE:** FEBRUARY 23-25, 2009

**LOCATION:** Marion County BOCC  
Purchasing Department  
521 SE 26<sup>th</sup> Court  
Ocala, FL 34771-9187

**HOTEL:** Holiday Inn Express  
5360 E. Silver Springs Blvd.  
Silver Springs, FL

**PHONE:** 352-629-7300

**ROOM RATES:** Call for rates

**FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.**

**PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS**

**CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!**

*For more information, please visit our Website at <http://www.fappo.org/>*

*Registration forms will be available at least 6 – 8 weeks prior to seminar dates*

**Course Title:** DEVELOPING & MANAGING RFPs

**Dates:** 3-DAYS – FEBRUARY 25-27, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**Contact hours:** 24 hours

**UPPCC\* Re-Certification points:** 3

**CEU Units\*\*:** 2.25

**General Description:**

This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential. The class agenda will identify the process, offer a key understanding of the elements of the proposal and ascertain ways in which the document can be used to its full capability. Pitfalls and success stories will make the class relevant and applicable when planning to incorporate this type of solicitation into the government process.

**Intended Audience:**

Designed for procurement professionals that are entrenched in the competitive process this in-depth study of RFPs, from development through evaluation, will be enlightening. Major topics to be covered include managing the process, evaluating submissions, negotiations and an overview of the subsequent contract. Those interested in gaining a thorough understanding of the process and its implications for successful public procurement should be encouraged to attend. Team leaders, committee members, contract administrators and procurement managers and any other procurement professional interested in achieving “best value” during this acquisition process should register.

**Prerequisites:**

There are no prerequisites for this class. Successful participants will either be new to the profession or have less than one year of experience and anyone employed in various positions within the government.

**DATE:** FEBRUARY 25-27, 2009

**LOCATION:** Canaveral Port Authority  
Maritime Center  
445 Challenger Road  
Cape Canaveral, FL 32920

**HOTEL:** Radisson Resort at the Port  
8701 Astronaut Blvd.  
Cape Canaveral, FL 32920

**PHONE:** 321-784-0000

**ROOM RATES:** Call for rates

FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.

**PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS**

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*For more information, please visit our Website at <http://www.fappo.org/>*

*Registration forms will be available at least 6 – 8 weeks prior to seminar dates*

**Course Title:** SOURCING IN THE PUBLIC SECTOR

**Dates:** 3-DAYS – MARCH 4-6, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**Contact hours:** 24 hours

**UPPCC\* Re-Certification points:** 3

**CEU Units\*\*:** 2.25

**General Description:**

This course provides the participant with a comprehensive overview of the sourcing process within the public sector. Essential elements, including pre-sourcing planning, needs assessment, specifications, scope of work, deliverables, procurement strategies, value analysis, and internal control processes are explored. Determining the appropriate sourcing method, preparing the relevant sourcing invitation document, managing the acquisition process, evaluation of response submissions, and contract awards will also be explored. In addition, trends and technology developments and their effect of processes will be discussed.

**Intended Audience:**

Sourcing, by government organizations is a different and complex process, filled with rules, regulations, procedures, court decisions, conflict of interest prohibitions, and issues that can complicate and confound the lives of government officials charged with procurement responsibilities. This course is intended for those who want to learn how to navigate the process and increase their understanding of the critical issues that frame the concept of public sector sourcing and discusses future sourcing challenges. Procurement practitioners at all levels aspiring to public procurement professional certification, senior agency managers, suppliers, and internal customers who wish to understand their role in the public sector acquisition process are encouraged to attend.

**Prerequisites:**

Though no prerequisites are stipulated for this class, successful participants should have one to two years of public procurement experience prior to enrolling. Others may find completion of the NIGP Introduction to Public Procurement class, and the NIGP Planning, Scheduling and Requirements Analysis class to be of benefit.

**DATE:** MARCH 4-6, 2009

**LOCATION:** City of Homestead Senior Center  
Conference Room  
675 N. Homestead Blvd.  
Homestead, FL 33030

**HOTEL:** Holiday Inn Express  
35200 S. Dixie Hwy.  
Florida City, FL

**PHONE:** 888-897-0084

**ROOM RATES:** \$130.00

FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.

**PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS**

**CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!**

*For more information, please visit our Website at <http://www.fappo.org/>*

*Registration forms will be available at least 6 – 8 weeks prior to seminar dates*

**Course Title:** PLANNING, SCHEDULING & REQUIREMENTS ANALYSIS

**Dates:** 3-DAYS – MARCH 23-25, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**Contact hours:** 24 hours

**UPPCC\* Re-Certification points:** 3

**CEU Units\*\*:** 2.25

**General Description:**

This course will cover strategic planning within an organization and the importance of its relationship to procurement planning. Planning models will be discussed as will public sector budgeting. Developing key partnerships within the organization in requirements determination will be explored, as this will lead to the development of proper specifications. Pricing strategies employed in the public sector such as cost analysis and life cycle costing will also be covered.

**Intended Audience:**

This introduction to the strategic planning/procurement planning process will be valuable to all public procurement professionals who are interested in developing strategic working relationships with end users in their organizations. This course will be beneficial to every public procurement professional attempting to advance in the field and develop their knowledge, skills and abilities relative to procurement's strategic position within an organization. In light of the broad nature of the text, many of the concepts may be of special interest to the practicing public administrator and public procurement professionals.

**Prerequisites:**

Though no prerequisites are stipulated for this class, successful participants should have at least one year of public procurement experience prior to enrollment. Those without applicable experience may find this class more beneficial after having taken the NIGP Introduction to Public Purchasing.

**DATE:** MARCH 23-25, 2009

**LOCATION:** Marion County BOCC  
Purchasing Department  
521 SE 26<sup>th</sup> Court  
Ocala, FL 34771-9187

**HOTEL:** Holiday Inn Express  
5360 E. Silver Springs Blvd.  
Silver Springs, FL 34488

**PHONE:** 352-304-6111

**ROOM RATES:** \$70.00 (government rate)

**FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.**

**PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS**

**CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!**

*For more information, please visit our Website at <http://www.fappo.org/>*

*Registration forms will be available at least 6 – 8 weeks prior to seminar dates*

**Course Title:** CONTRACT ADMINISTRATION

**Dates:** 3-DAYS – MARCH 23-25, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**Contact hours:** 24 hours

**UPPCC\* Re-Certification points:** 3

**CEU Units\*\*:** 2.25

**General Description:**

The class provides a framework for examining contract administration by focusing on essential elements of the discipline. It also provides the participant with a focused look at key considerations related to important contract terms and conditions that must be enforced during contract administration. The intent is for the student to develop a strong understanding of the complexities of contract administration and recognize the importance of planning, monitoring, and proactive insight into and oversight of contract performance. This class provides a comprehensive overview of the contract administration process within the public sector along with illustrations of the various methods available. Determining the appropriate contract administration method, preparing a relevant plan, participating in the process, evaluating the success of the contract and evaluation procedures will all be addressed.

**Intended Audience:**

This class is designed for contract managers at every level; contract managers with significant experience will find the material to be useful, as it examines contract administration in the context of 21st century contract challenges. Material addresses contracting from a global perspective, i.e. unique statutes and/or regulations may be mentioned; however the material transcends state or national level interest by offering a look at the process and best practices that have application regardless of unique laws and regulations that may govern.

**Prerequisites:**

Though no prerequisites are stipulated for this class, successful participants should have one to two years of public procurement experience prior to enrolling. Others may find completion of the NIGP Introduction to Public Procurement class, and the NIGP Planning, Scheduling and Requirements Analysis class to be of benefit.

**DATE:** MARCH 23-25, 2009

**LOCATION:** School Board of Brevard County  
2700 Judge Fran Jamieson Way  
Training Room 7  
Viera, FL 32940

**HOTEL:** LaQuinta Inn & Suites  
7200 George T. Edwards Drive  
Melbourne, FL 32940

**PHONE:** 321-242-9400

**ROOM RATE:** Call for rates

**FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.**

**PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS**

**CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!**

*For more information, please visit our Website at <http://www.fappo.org/>*

*Registration forms will be available at least 6 – 8 weeks prior to seminar dates*

**Course Title:** CONTRACT ADMINISTRATION

**Dates:** 3-DAYS – MAY 11-13, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**Contact hours:** 24 hours

**UPPCC\* Re-Certification points:** 3

**CEU Units\*\*:** 2.25

**General Description:**

The class provides a framework for examining contract administration by focusing on essential elements of the discipline. It also provides the participant with a focused look at key considerations related to important contract terms and conditions that must be enforced during contract administration. The intent is for the student to develop a strong understanding of the complexities of contract administration and recognize the importance of planning, monitoring, and proactive insight into and oversight of contract performance. This class provides a comprehensive overview of the contract administration process within the public sector along with illustrations of the various methods available. Determining the appropriate contract administration method, preparing a relevant plan, participating in the process, evaluating the success of the contract and evaluation procedures will all be addressed.

**Intended Audience:**

This class is designed for contract managers at every level; contract managers with significant experience will find the material to be useful, as it examines contract administration in the context of 21st century contract challenges. Material addresses contracting from a global perspective, i.e. unique statutes and/or regulations may be mentioned; however the material transcends state or national level interest by offering a look at the process and best practices that have application regardless of unique laws and regulations that may govern.

**Prerequisites:**

Though no prerequisites are stipulated for this class, successful participants should have one to two years of public procurement experience prior to enrolling. Others may find completion of the NIGP Introduction to Public Procurement class, and the NIGP Planning, Scheduling and Requirements Analysis class to be of benefit.

**DATE:** MAY 11-13, 2009

**LOCATION:** Marion County BOCC  
Purchasing Department  
521 SE 26<sup>th</sup> Court  
Ocala, FL 34471

**HOTEL:** Holiday Inn Express  
5360 E. Silver Springs Blvd.  
Silver Springs, FL 34488

**PHONE:** 352-304-6111

**ROOM RATE:** \$70.00 (government rate)

**FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.**

**PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS**

**CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!**

*For more information, please visit our Website at <http://www.fappo.org/>*

*Registration forms will be available at least 6 – 8 weeks prior to seminar dates*

**Course Title:** INTRODUCTION TO PUBLIC PROCUREMENT

**Dates:** 3-DAYS – MAY 20-22, 2009

**Times:** 8:00 A.M. to 5:00 P.M. Daily

**Contact hours:** 24 hours

**UPPCC\* Re-Certification points:** 3

**CEU Units\*\*:** 2.25

**General Description:**

The work of public procurement is no longer a clerical function performed independently by various people throughout different agencies or departments within a government entity. This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

**Intended Audience:**

This course is intended for individuals interested in an overview of procurement functions for the purpose of understanding the basic elements that underlie all areas of public procurement. Any government employee who has delegated authority to purchase goods and services on behalf of the government should take advantage of this class. Discussion and content is relevant for those outside the profession, who are impacted by the public procurement environment.

**Prerequisites:**

There are no prerequisites for this class. Successful participants will either be new to the profession or have less than one year of experience and anyone employed in various positions within the government.

**DATE:** MAY 20-22, 2009

**LOCATION:** Dan P. McClure Auditorium Board Room “DMA”  
5900 Auditorium Lane  
Sarasota, FL 34243

**HOTEL:** Hilton Garden Inn  
8270 N. Tamiami Trail Lane  
Sarasota, FL 34243

**PHONE:** 941-552-1100

**ROOM RATES:** \$189.00 king; \$169.00 double



## EARN YOUR WAY TO FAPPO EVENTS

Starting on July 15, 2008, FAPPO members can “earn” their way to a FAPPO sponsored event. This includes the FAPPO Conference and Trade Show in April 2009, as well as any FAPPO sponsored class!! This is how it works:

1. Send an email to the Executive Director to sign up a new member or agency. Include the agency or member name, email and phone number. The Executive Director will contact that agency or member and you will receive **TWENTY FAPPO Bucks** for each new member that joins and pays dues. Agency or member must be new to FAPPO and can not have belonged within the past two years. Maximum amount to be earned is \$300.00. (You cannot sign up anyone from your own agency, but we certainly encourage all of you to belong).
2. Send an email to the Executive Director to sign up a Vendor for the 2009 Conference and Trade Show to be held on April 8, 2009 at the Orange County Convention Center. Include the Vendor name, contact name, telephone number, mailing address, fax number and email address. The Executive Director will Contact the Vendor and if the Vendor signs up and pays to participate in the 2009 Trade Show, you will receive **ONE HUNDRED FAPPO Bucks**. (Vendor cannot have participated in a FAPPO Trade Show within the past two years). Maximum amount that can be earned is \$300.00 and you can use your FAPPO Bucks for a FAPPO sponsored event, **or**, you can trade in your Bucks for Ducks, and use towards your stay at the Peabody Hotel for the 2009 Conference and Trade Show.
3. Serve as a Committee Chairperson-**FIFTY FAPPO Bucks**, serve on the Committee-**TWENTY-FIVE FAPPO Bucks**.

To be eligible you must have paid your dues for 2008/2009 by the posted deadline. FAPPO Bucks are not redeemable for cash, can only be used towards FAPPO sponsored events and must be used by April 30, 2009 (no exceptions). **Maximum amount that a FAPPO member can earn cumulative is \$450.00 and Officers are not eligible for FAPPO Bucks.** You can pass your FAPPO Bucks on to another FAPPO member, and the same rules will apply. First come, first serve on names, agencies or vendors submitted to the Executive Director. This will be tracked by email dates and times. The email address for the Executive Director is: [execdirector@fappo.org](mailto:execdirector@fappo.org). Good Luck! Watch for additional opportunities in future newsletters to earn FAPPO Bucks.

Visit Our Website! [www.fappo.org](http://www.fappo.org)



## Here are our FAPPO Awardees, so far:

Name	Agency	Total	Name	Agency	Total
Adana Lumsden	Toho Water	50	John Klatt	SJRWMD	100
Alan Weaver	SJRWMD	50	Julie Ackley	Orange Co.	25
Audry Reeves	Polk County BOCC	300	Keith Glatz	City Tamarac	350
Barbara Kuhl	Pinellas Co	25	Kellen Erlandson	Seminole Co	25
Baron Greenwade	Jacksonville Beach	25	Kirk Buffington	City Ft Lauderdale	375
Bobbi Palmer	City Port Orange	100	Linda Smith	Suw River WMD	100
Bobbye Marsala	City Palm Bay	425	Lisa Spillman	Seminole Co	25
Bruce Gant	GOAA	25	Malcolm Wilson	sflwmd	25
Buddy Storey	Polk County BOCC	300	Maria Alvarez	Orange County	25
Carrie Woodell	City Winte Park	250	Mark Lovell	Dept Mgmt Svc	50
Charles Covington	State of FL	50	Melisa Rivera	Orange Co.	25
Cheri Alexander	Sarasota Airport	50	Mike Rath	City Miami	25
Cheryl Olson	Osceola Schools	275	Nora Laudermilk	City West Palm	75
Cheryl Shanaberger	City of Port St Lucie	325	Pam Thompson	Miami Gardens	25
Chris Bross	S FI Regional Transportation Authority	50	Patty Hobbs	Orange Co.	25
Chris Rewis	Polk Co	75	Ranae Smith	SJRWMD	25
City of Orlando		500	Ray Hooper	Seminole Co	550
Dave Nash	retired	350	Rhonda Scott	Osceola Co	375
David Bennett	Dept Mgmt Svc	500	S FI Chapter NIGP		700
Debbie Lambert	Brevard Fire	50	Sally Bergman	Orange Co.	25
Denise Lipscomb	Sem Co Health	25	Steve Carnell	Collier County BOCC	300
Diane Reed	Seminole Co	25	Tammy Hodgkins	Sem Co Health	50
Dottie Au	Lake Co Court	50	Tammy Ma	GOAA	25
Elia Zayas	Orange Co.	25	Teresa Smith	GOAA	25
Gale Johnson	Orange Co.	25	Theresa Jordan	City of St Petersburg	300
GOAA		2350	Warren Geltch	Orange Co	400
Holly Raphaleson	City Sunrise	75	Wendy Geltch	Polk Com Coll	150
Jane Dalyrmples	City Punta Gorda	25	Wendy Miller	SJRWMD	25
Jim Schell	Orange Co.	25	Zulay V. Millan	Orange Co.	25
			Neil Appel	Martin Co.	750
			Danielle Gilbert	Highlands Co.	850
			Osceola County		200

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# OFFICERS

**President Denise Schneider, CPPO, CPPB, C.P.M., FCPM**

Asst. Director— Purchasing & Material Control  
Greater Orlando Aviation Authority  
dschneider@goaa.org  
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**Vice President Marian Howe Pace, CPPO, CPPB**

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mhowe@ci.punta-gorda.fl.us  
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**Treasurer Johnny Richardson, CPPO, CFCM**

Purchasing and Contracts Manager  
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Phone 407-836-5633 Fax 407-836-5899

**Secretary Mark Raiford, CPPB, FCPM, FCPA**

Purchasing Manager  
City of Lakeland  
mark.raiford@lakelandgov.net  
Phone 863-834-6780 Fax 863-834-6777

# COMMITTEE MEMBERS

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**AEP Awards Com. Jr.**

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Mark Lovell, PMP, CPPB

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College Ed. Coord. - Chris Rewis, CPPB

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Co-Chair-Cheryl Olson, C.P.M., CPM

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**Finance Committee**

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Wendy Miller, CPPB

**First Timers Com. Chair - Bobbye**

Marsala, CPPO, C.P.M., CPPB

**Food Service**

Chair—Tammy Hodgkins, CPPB, FCPA

Denise Lipscomb

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**Historian - Wendy Geltch, C.P.M. CPPO**

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**Legislative Affairs Chair -**

Kirk Buffington, C.P.M., CPPO, MBA

**Membership Directory**

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**Membership Recruiting**

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**Parliamentarian - Warren Geltch, C.P.M., CPPO, CPCM**

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Nora Laudermilk, CPPB

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Marian Howe-Pace, CPPO, CPPB

**Public Relations/Marketing Chair**

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**Resolution/Awards Chair**

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**Sergeant-at-Arms**

Mike Rath, CPPO, CPPB

**Special Events - Bobbi Palmer, CPPB**

**State Procurement/DMS Rep**

David Bennett, MBA, CPPO, CPPB, PMP

**Strategic Planning Coordinator**

Warren Geltch, C.P.M., CPPO, CPCM

**Trade Show Committee**

Chair – Linda Smith, CPPB, FCPA

Ranae Smith

Baron Greenwade

Photographer-Holly Raphaelson, C.P.M., CPPO

**Transportation Chair - Vacant**

**UPPCC Committee Chair -**

Rhonda Scott, C.P.M., CPPO

**Volunteer Coordinator**

Pamila Thompson, CPPO, CPPB

**Website Liaison - Bruce Gant,**

C.P.M., CPPB

Are you interested in serving on a committee?  
Contact an Officer or Committee Member for information.



# Florida Association of Public Purchasing Officers

## “PROCUREMENT’S STRATEGIC EFFORTS FOR PRODUCING SAVINGS IN DEFICIENT TIMES” ESSAY CONTEST

FAPPO is proud to sponsor the 1<sup>ST</sup> Annual Essay Contest. **Regular** FAPPO members are eligible to participate in the contest. (Officers are not eligible).

Individuals who are interested in participating in this contest must submit a 1000-word essay that focuses on their personal views and Agency efforts in producing saving or deferring costs to their Agency. Five (5) typed double-spaced copies of the essay plus a disk copy in MS Word or WordPerfect (document protected) are required. The essay must have the author's name, address, phone number, and a signed statement giving FAPPO the right to publish the essay in FAPPO literature and on the website. The signed statement must appear on the essay's cover page.

Essay entries must be postmarked on or before February 20, 2009 and sent to Denise Schneider, FAPPO President, c/o the Greater Orlando Aviation Authority, 8652 Casa Verde Rd. Bldg 811, Orlando Florida 32827. Questions should be emailed to Denise Schneider at: [dschneider@goaa.org](mailto:dschneider@goaa.org)

The current FAPPO Officers will judge the essays based on originality, message/content focus, clarity and grammar.

The winner and runners-up of the essay contest will be announced at the 42<sup>nd</sup> Annual FAPPO Conference, April 5<sup>th</sup> through April 8<sup>th</sup>, 2009 in Orlando, FL and via mail. The winning author will receive \$300 FAPPO BUCKS to attend the 42<sup>nd</sup> Annual Conference, which may be used for Registration or towards the hotel stay at the Peabody. The winning essay will be published in the FAPPO newsletter and reproduced on the FAPPO web site.



FAPPO 42nd ANNUAL CONFERENCE “Procurement Strategies to Overcome Deficiencies!”

Ed Hrs	Date	Day	Time	Session Description	Presenter
	4/5/2009	Sunday	8 - 12	Public Purchasing in Florida	State of Florida
	4/5/2009	Sunday	9 - 12	Board Meeting	
	4/5/2009	Sunday	12 - 3	Opening Session	
	4/5/2009	Sunday	12 - 1	Lunch	
	4/5/2009	Sunday	12:45 - 1:00	President's Welcome	Denise Schneider, CPPO, CPPB, C.P.M., FCPM, Greater Orlando Aviation Authority
1	4/5/2009	Sunday	1 - 2:00	TBD	Keynote Speaker
	4/5/2009	Sunday	2 - 2:15	Break	
0.5	4/5/2009	Sunday	2:15 - 2:45	FAPPO Updates	Marian H Pace, CPPO, CPPB, City of Punta Gorda
	4/5/2009	Sunday		Nominations	Marian H Pace, CPPO, CPPB, City of Punta Gorda
0.25	4/5/2009	Sunday	2:45 - 3:00	Awards	Denise Schneider, CPPO, CPPB, C.P.M., FCPM, Greater Orlando Aviation Authority
0.25	4/5/2009	Sunday	3 - 3:15	AEP Awards	Beth Fleming, C.P.M., CPPO, A.P.P., Denton County, Texas
0.25	4/5/2009	Sunday	3:15 - 3:30	NIGP Update	Rick Grimm, CPPO, CPPB, NIGP Executive Director
	4/5/2009	Sunday	3:30 - 3:45	Break	
1.25	4/5/2009	Sunday	3:45 - 5	Overview of the Antitrust Statutes and Bid Rigging Detection	Laura Daugherty and Lizabeth Leeds, Office of the Attorney General
	4/5/2009	Sunday	5 - 5:30	First Timers Welcome	Bobbie Marsala, CPPO, C.P.M., CPPB, City of Palm Bay
	4/5/2009	Sunday	6 - 10	Special Event	
<b>3.5</b>	<b>ED Hrs</b>				
	4/6/2009	Monday	7:30 - 8:30	Cont Breakfast	
	4/6/2009	Monday	8 - 5	Public Purchasing in Florida	State of Florida
1.5	4/6/2009	Monday	8:30 - 10	Networking - City/Cty	Dick Cummings, FNIGP, City of Sunrise
				Networking - Schools	Cheryl Olson, C.P.M., CPM, School District of Osceola County, & Wendy Geltch, C.P.M., CPPO, Polk Community College
				Networking - Spec Dist	John Klatt, C.P.M., CPPO, FCPM, St Johns River WMD & Chris Bross, CPPO, FCPM, S FL Regional Transportation Authority
				Networking - Special District	Charles Covington, CPPB, Director of State Purchasing & David Bennett, CPPO, CPPB, State Purchasing
	4/6/2009	Monday	10 - 10:15	Break	

## FAPPO 42nd ANNUAL CONFERENCE "Procurement Strategies to Overcome Deficiencies!"

Ed Hrs	Date	Day	Time	Session Description	Presenter
1	4/6/2009	Monday	10:15 - 10:45	Are Your Achieving Success? Achievement in Excellences In Procurement Program (AEP)	Beth Fleming, C.P.M., CPPO, A.P.P., Denton County, Texas
				UPPCC Update	Cheryl Olson, CPPB, School Board of Osceola County
				Strategic Plan Update	Warren Geltch, C.P.M., CPPO, CPCM, Orange County FL
	4/6/2009	Monday	10:45 - 11	Break	
0.5	4/6/2009	Monday	11 - 11:45	Best Practices	WINNERS!!
	4/6/2009	Monday	12 - 1:15	Lunch	
2	4/6/2009	Monday	1:15 - 3:15	Performance-Based Contracting: "Who's Doing What Nationally"	Dr. Lawrence L. (Larry) Martin, Professor of Public Affairs, University of Central Florida
				CCNA Reform - What Purchasing Professional Can Do To Gain Leverage and Save Their Agencies Money	Steve Carnell, CPM, Collier County Board of County Commissioners
				Case Law Studies	Kirk Buffington, C.P.M., CPPO, MBA, City of Fort Lauderdale
	4/6/2009	Monday	3:15 - 3:30	Break	
1.5	4/6/2009	Monday	3:30 - 5:00	Consultant's Competitive Negotiations Act (CCNA)	Cheryl Shanaberger, CPPO, Deputy City of Port St Lucie
				Negotiation	Warren Geltch, C.P.M., CPPO, CPCM, Orange County FL
				Ethics and Procurement Integrity	Ray Hooper, CPCM, Seminole County Government
<b>6.5</b>	<b>ED Hrs</b>				
	4/7/2009	Tuesday	7:30 - 8	Cont Breakfast	
	4/7/2009	Tuesday	8 - 5	Public Purchasing in Florida	State of Florida
1.5	4/7/2009	Tuesday	8 - 9:30	Request for Proposals - The Two-Step Method	Bobbye Marsala, CPPO, C.P.M., CPPB, City of Palm Bay
				A Brief on Debriefing	Theresa Jordan, C.P.M., CPPB, City of St Petersburg
				Local Vendor Preference, The Debate Continues	Rhonda Scott, C.P.M., CPPO, Osceola County BOCC

FAPPO 42nd ANNUAL CONFERENCE “Procurement Strategies to Overcome Deficiencies!”

Ed Hrs	Date	Day	Time	Session Description	Presenter
	4/7/2009	Tuesday	9:30 - 9:45	Break	
1.5	4/7/2009	Tuesday	9:45 - 11:15	Evaluating Responsive Bids	Eileen Youens, UNC
				Luck is <u>NOT</u> a Four Letter Word	David E. Nash, CPPO, CPPB, Retired
				Public Scrutiny - Life in Purchasing When Everyone Really is Watching	Steve Carnell, CPM, Collier County Board of County Commissioners
	4/7/2009	Tuesday	11:15 - 11:30	Break	
	4/7/2009	Tuesday	11:30 - 1	Business Lunch	
1.5	4/7/2009	Tuesday	1:15 - 2:45	Life Cycle Costing - Principals & Applications	Keith Glatz, CPPO, City of Tamarac
				Navigating Bid Protests	Eileen Youens, UNC
				Florida Retirement System	Art Adams, Capital Insurance Agency, Inc.
	4/7/2009	Tuesday	2:45 - 3:00	Break	
2	4/7/2009	Tuesday	3:00 - 5:00	Best Value Procurement	Buddy Storey, CPPB, FCCM, Polk County BOCC
			3:00 - 4:30	Innovative Procurement Construction Methods	Rhonda Scott, C.P.M., CPPO, Osceola County and Cheryl Olson, C.P.M., CPM, School District of Osceola County
			3:00 - 5:00	Leadership: How to Say No and Still Keep Your Job and Case Studies in Leadership	Warren Geltch, C.P.M., CPPO, CPCM, Orange County FL
			4:30 - 5:15	Owner Direct Purchases	Chris Rewis & Audry Reeves, CPPB, CPPO, FCCM, CPM, Polk County BOCC
<b>6.5</b>	<b>ED Hrs</b>				
	4/8/2009	Wednesday	9 - 3	Tradeshow	
			3 - 4	Closing Session	
			8:00 - 12:00	Public Purchasing in Florida	State of Florida
	4/9/2009	Thursday	8:00 - 5:00	Public Purchasing in Florida	State of Florida
<b>16.5</b>	<b>CONFERENCE TOTAL ED HOURS</b>				