



Florida Association of Public Purchasing Officers

February 2011

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**FAPPO 44th Annual
Conference & Trade
Show April 17-20
Peabody Hotel
Orlando Florida**

Message From the President

Happy New Year and I hope that it will be a year full of success and good fortune for all of you. As you read through this notice, you will realize that that it focuses on our upcoming 44th Annual Conference and Tradeshow. We are doing this to place the spotlight on our signature event and to get you ready for all it has to offer.

First, I want to emphasize the benefits of early registration. If you register by February 24th, you'll save \$25. While \$25 is not a huge sum, it still represents genuine savings. It also calms our nerves because it gives us an early indication on how successful we'll be in meeting our commitments to the Peabody. But I'm confident that we'll be fine.

We've been plugging away to provide you with an enjoyable and educational conference experience. The conference will kick-off on Sunday, April 17th with the golf tournament, our board meeting and a Member/Vendor Networking Session. The evening concludes with a knockout special event at a secluded Disney location.

On Monday, April 18th to set the table for an outstanding conference, our keynote speaker will be none other than Dr. Jan C. Garavaglia, the star of the Dr. G: Medical Examiner series seen weekly on the Discovery Health Channel. She is also the medical examiner for Orange and Osceola counties. She's charming, warm, funny, informative and very entertaining.

That afternoon we'll begin our trade show events with a member/vendor lunch followed by our very important trade show. The importance of this trade show cannot be overemphasized. It is the main reason FAPPO has maintained its fiscal stability and has grown its financial resources over the years. At every conference you'll hear speaker after speaker urging you to attend the conference and to visit every booth to show our appreciation for their participation. Just like all of us, the exhibitors are seeking a return on their investment which ranges from \$900 - \$5,000 depending on the arrangement they select. We must demonstrate to them that this is a worthwhile investment.

On Tuesday, April 19th, we'll start the with our second keynote speaker, Mr. Robert O'Neil, the U.S. Attorney for the Middle District of Florida. Mr. O'Neil's presentation will focus on ethics and integrity sprinkled with anecdotes on his experiences.

Our final keynote speaker will be Ms. Susan Churuti, the Co-Chair of the State and Local Practice Group of the Florida Bar Association. Her presentation will cover the recent Statewide Grand Jury Report on Public Corruption. This should be a very interesting discussion.

Our invaluable breakout sessions feature relevant subjects that will be useful to a wide range of our membership. Please ensure that you attend as many sessions as possible. And once again the presentations will be available on our website.

See you there!

FAPPO OFFICERS

**Johnny Richardson—President Mark Raiford—Vice President
Carrie Woodell—Treasurer Cheryl Shanaberger—Secretary**



REGISTRATION FORM

44th ANNUAL CONFERENCE AND TRADE SHOW • ORLANDO , FLORIDA • APRIL 17 - 20 2011

Name (last, first) _____ Certification(s) _____

Name to be printed on badge _____

Title _____ Agency/Organization _____

Guest Name _____

Mailing Address _____

Phone (_____) _____ Fax (_____) _____

E-mail Address _____

Any special dietary needs or special accommodations you may require? _____

Is this your first FAPPO Conference? Yes No

FULL REGISTRATION: Conference Program, Trade Show, Special Event and Banquet
*Cancellation Requests for Refund shall be received by FAPPO no later than MARCH 22, 2011. NO REFUNDS WILL BE ISSUED AFTER THIS DATE.

Table with 3 columns: Registration Type, Early Bird Registration Fee, Fee if Received after 3/25/2011. Rows include FAPPO Member, FAPPO Bucks (Deduct), and Non-member fee.

ONE DAY REGISTRATIONS: Includes any meals and events scheduled for that day.
FAPPO Members: Sunday (\$75), Monday (Free), Tuesday (\$175), Wednesday (\$75)
Non-Members: Sunday (\$150), Monday (Free), Tuesday (\$200), Wednesday (\$150)
TOTAL: _____ \$ _____

PAYMENT INFORMATION
*Payment shall be POSTMARKED (if mailed) or RECEIVED (if credit card) prior to the EARLY BIRD REGISTRATION DATE to receive the discounted rate. FAPPO FEIN: 59-2615678

PAYMENT BY CHECK:
 Enclosed is my check or money order, payable to FAPPO, Inc. in the amount of \$ _____

CHECK PAYABLE TO: FAPPO, Inc.
MAIL TO: FAPPO, 8875 Hidden River Parkway, Suite 330 #3059, Tampa, FL 33637

PAYMENT BY CREDIT CARD:
Charge my VISA MASTERCARD AMERICAN EXPRESS
Amount Authorized: _____ Card Number: _____ Exp. Date: _____
Name on Card: _____ Signature: _____

EMAIL COMPLETED FORM TO
execdirector@fappo.org or FAX: 813.333.1767

Conference Program

SUNDAY - APRIL 17, 2011

8:00 -
1:00 Board Meeting

1:00
Start Golf Tournament

3:00 - Member/Vendor Networking Sessions (Members and Vendors)

4:30 Cheryl Olson, C.P.M., CPM, Osceola County Schools and Rhonda Scott, C.P.M., CPPO, City of Orlando

Due to the overwhelming response of last year's Networking Session, this program will continue the lively dialogue between Purchasing professionals and suppliers.

This session will provide the forum for our FAPPO Members and suppliers the opportunity to communicate with each other regarding their business relationship expectations, the changing economy, what they have learned over the past year and how to improve business relationships over the upcoming years.

6:00 -
10:00 Reception & Special Event

MONDAY - APRIL 18, 2011

7:30 - First Timers

8:00 Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay

7:30 -
8:30 Breakfast

8:00 - Presidents Welcome

9:00 Johnny Richardson, CPPO, CFCM, Orange County BOCC

Nomination

Mark Raiford, CPPB, FCPM, FCPA City of Lakeland

FAPPO Updates

Mark Raiford, CPPB, FCPM, FCPA City of Lakeland

FAPPO Best Practices/Entity Awards

Keith Glatz, CPPO, City of Tamarac

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9:00 - Keynote Speaker

9:30 Jan C. Garavaglia, M.D. Chief Medical Examiner, District 9 Medical Examiner's Office, Florida

Jan C. Garavaglia, M.D., (aka "Dr. G") is the chief medical examiner for the District Nine (Orange-Osceola) Medical Examiner's Office in Florida.

A graduate of the St. Louis University School of Medicine, Dr. Garavaglia completed her fellowship in forensic pathology at the Dade County Medical Examiner's Office in Miami, Fla., and obtained certification by the American Board of Pathology in combined anatomic and clinical pathology, and by the American Board of Pathology in forensic pathology.

Dr. Garavaglia is a member of the National Association of Medical Examiners and the American Academy of Forensic Sciences, and is the recipient of the Hidalgo Award, presented by the Bexar County Commissioners Court in Texas for "outstanding work assisting agencies and providing forensic science services during a multi-jurisdictional capital murder investigation."

In addition, Dr. Garavaglia has given numerous presentations and lectures at various institutions, and has been published in media such as the Journal of Forensic Sciences and The American Journal of Forensic Medicine and Pathology.

Prior to joining the office in Florida, Dr. Garavaglia was a medical examiner at the Bexar County Forensic Science Center in San Antonio, Texas, for 10 years. She also served at the University of Texas Health Science Center at San Antonio as the clinical assistant professor for the department of pathology, and as a member of the Graduate Faculty Council for the Graduate School of Biomedical Science.

Dr. Garavaglia is married and has two sons.

9:30 - State of Florida

10:15 State of Florida DMS

10:15 - Break

10:30

10:30 -NIGP Update

10:45 Rick Grimm, NIGP CEO, CPPO, CPPB

10:45 -NPI Awards

11:15 Melissa Lee, President NPI, C.P.M., A.P.P.

12:00 -Member/Vendor Lunch

1:00 Orange Co Convention Center

1:00 - Trade Show

5:00 Orange Co Convention Center

4:30 - Trade Show Mixer

5:00 Orange Co Convention Center

TUESDAY - APRIL 19, 2011

8:00 - Continental Breakfast

9:00

9:00 - Keynote Speaker

9:30 Robert E. O'Neill, U.S. Attorney, Middle Dist. Of Florida

Robert E. O'Neill is the United States Attorney for the Middle District of Florida, Tampa, Florida. Previous positions held by Mr. O'Neill were United States Attorney; First Assistant United States Attorney; Chief, Criminal Division, U.S. Attorney's Office; Chief, Special Prosecutions Section; Assistant U.S. Attorney, MDFL (1993-Present); Deputy Chief in Charge of Litigation, Narcotics and Dangerous Drugs Section (NDDS), United States Department of Justice (1998-99); Associate Independent Counsel for Smaltz in San Francisco, CA (1997); Associate Independent Counsel for Adams, Washington, DC (1992-1993); Trial Attorney, private practice, New York (1990-1992); Assistant U.S. Attorney, Southern District of Florida, Miami (1986-1990); and Assistant District Attorney, Manhattan District Attorney's Office, New York (1982-1986). He graduated Magna Cum Laude from Fordham University, Bronx, New York with a B.A. in Political Science in 1979 and was awarded his J.D. (Cum Laude) from New York Law School in 1982.

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9:30 - Break
9:45

9:45 - Using Measurements To Drive Performance
11:15 Theresa Jordan, CPPB, C.P.M., City of St Petersburg

9:30 - Break
9:45

9:45 - Using Measurements To Drive Performance
11:15 Theresa Jordan, CPPB, C.P.M., City of St Petersburg

Overview Of IT Schedule 70 GSA Contracts
Tanika Jenkins, U.S. General Services Administration

When Opportunity Knocks, Will You Be Ready?
David Nash, CPPO, CPPB, Retired

11:15 - Break
11:30

11:30 - Business Lunch/Meeting
12:30

12:30 - Best Practices
1:30

1:30 - Break
1:45

1:45 - Outsourcing Success Story
3:15 Jud Crane, CPPO, CPPB, FCPM, FCCM, FCCN

State and Local Govt. Purchasing Coop.
Tanika Jenkins, U.S. General Services Administration

Calculating The Value Of Procurement Services
Chris Rewis, CPPB, FCCM, Polk County Purchasing

3:15 - Break
3:30

3:30 - Fair And Reasonable Pricing: What Is It And How Do You Know That You Have It!
5:00 Ray Hooper, CPCM, Seminole County BOCC

What "Procure" Means - An Interactive Panel Discussion On Why The Definition Is Changing
Duff Erholtz, National Joint Powers Alliance

Project Management - Partnership With Procurement
Mark Lovell, CPPO, CPPB, FCCN, FCPM, FCPA, FCCM, PMP, State of Florida DMS

6:00 - Banquet
10:00

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WEDNESDAY - APRIL 20, 2011

8:00 -
9:00 Breakfast

9:00 - **Keynote Speaker Staying Ahead of the Curve on Ethics and Professionalism Trends**
9:30 **Susan H. Churuti, Bryant Miller Olive**

Susan Churuti is the Co-Chair of the State and Local Government Practice Group. She worked extensively with the Pinellas County Attorney's Office, serving as the County Attorney for over twenty years. Mrs. Churuti has broad experience representing the county and its constitutional officers, which are the Clerk of the Circuit Court, Property Appraiser, Sheriff, Supervisor of Elections, and Tax Collector. Her expertise includes U.S. and state constitutional law, legislation, charters, eminent domain, elections, risk management, public construction, public finance, utilities, and procurement, as well as litigation and appellate practice. She is proficient in board representation, serving as general counsel for more than 50 boards, commissions, and special districts. She served for a long tenure as the attorney for the Pinellas County Legislative Delegation in drafting local bills and special acts. Mrs. Churuti has been active in the Florida Bar, serving as the Chair of the Eminent Domain Committee and the Chair of the City County and Local Government Law Section, which awarded her the Ralph A. Marsicano Award for significant contributions to the development of local government law in Florida. She has served as the President of the Florida Association of County Attorneys, and the President of the Clearwater Bar Association. Mrs. Churuti is a member of the Barney Masterson Inn of Court, which awarded her the Richard T. Earle Professionalism Award. She served as an adjunct professor at Stetson University College of Law for eleven semesters, and has been board certified in City, County and Local Government Law since 1996. Mrs. Churuti is active in her community, serving on the Chapter of St. Peter's Cathedral (Episcopal), on the Stuart Society of the Museum of Fine Arts, and fund-raising for the Girl Scouts of West Central Florida. She is currently the vice-chancellor of the St. Petersburg Deanery of the Diocese of Southwest Florida. She graduated from Washington and Lee University School of Law in 1979.

9:30 -
9:45 Break

9:45 - Guaranteed Performance Savings Contracts
11:15 David Bennett, CPPO, CPPB, FCN, FCCM

When Is Contract Pricing Right (Or Wrong) For Your Agency?
David Duhn, National Joint Powers Alliance

“2011 Trends in Florida Public Procurement”
Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay and Russ Wetherington, CPCM, CPPB, CPM, Flagler County BOCC

11:15 -
11:30 Break

11:30 -
1:00 Lunch

1:00 - Procurement and Maximizing Your Human Resources Potential
2:30 Cheryl Olson, C.P.M., CPM, Osceola County Schools and Rhonda Scott, C.P.M., CPPO, City of Orlando

Value Engineering - An Effective Performance & Cost Organization Tool in Today's Florida
Don H. Stafford, P.E., CVS-Life, CTM, SAVE International (The Value Engineering Professional Society)

Florida Statutes
Wendy Geltch, C.P.M., CPPO, CPPB, FCCM, Polk State College

2:30 -
2:45 Break

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2:45 - Networking Session - Cities/Counties
4:15 Networking Session - Education
Networking Session - Special Authorities
4:15 - Break
4:30 - Closing Session
5:00

2011 GET-TEED OFF GOLF CLASSIC

Sunday April 17, 2011

MetroWest Golf Club
2100 South Hiawasee Rd.
Orlando FL 32835

1:00 pm Shotgun Start
Four Person Scramble

For more information on registration, games, schedule, and contact information, click [here](#)

“REMAINING COMMITTED TO INTEGRITY AND PROFESSIONALISM” **THIRD ANNUAL ESSAY CONTEST**

Announcing FAPPO's Third Annual Essay Contest: this contest is open to all Regular FAPPO members and, of course, Officers are not eligible to compete.

Our theme emphasizes the high level of public trust we must uphold in our positions that can only be achieved through integrity and professionalism. We are buffeted by corruption charges against politicians and government personnel on a frequent basis. We must battle the public perception “that they all do it” because nothing could be further from the truth. Our Code of Ethics is the foundation of our existence.

The essay should focus on this theme and you are free to be as imaginative as you desire. I know there are some very interesting stories out there just waiting to fascinate our membership.

Contestants must submit a 900 – 1000 word essay. Five double-spaced copies of the essay plus an electronic file in MS Word (document protected) are required. Please ensure that the essay includes the author's name, entity address, phone number, email and a signed statement giving unrestricted publishing rights to FAPPO.

Essay entries must be mailed to Johnny Richardson, FAPPO President, 400 E. South St., Orlando, FL 32802-1393 and postmarked on or before March 1, 2011. Please email any questions to Johnny Richardson at Johnny.Richardson@ocfl.net.

Essays will be judged by the current FAPPO Officers based on originality, message/content focus, clarity and grammar. The winner and runners-up will be announced at the 44th Annual FAPPO Conference, April 17-20, 2011 in Orlando, FL. The winning author will receive \$300 in FAPPO Bucks which may be used to defray the costs for registration and lodging during next year's conference.

Good Luck!

Visit Our Website! www.fappo.org

**44th Annual Conference and Trade Show
Committed to Integrity and Professionalism
April 17 – 20, 2011**

The Peabody Hotel
9801 International Drive
Orlando, FL 32819

What's in a name? How The Peabody Orlando Ducks got their name...

What's in a name? Why is our hotel called "The Peabody Orlando," and why are The Peabody Orlando ducks named "Peabody?" Is there a specific "Peabody" duck species? Was there a Mr., Ms. or Mrs. Peabody?

For answers to these questions, or to make a reservation, call 1-800-PEABODY (1-800-732-2639) and let them know you are attending the Florida Association of Public Purchasing Officers (FAPPO) 44th Annual Conference.

Guestroom Rates:

Single \$137

Double \$175

Subject to applicable taxes and surcharges.

These special room rates include unlimited local and 800 calls, use of the Peabody Athletic Club, two bottles of water per day, two I-Ride tickets per room per day, lobby coffee service 5:30am-8:30am, shoe shine service, and access for one guest to the hotel's wireless high-speed Internet service.

Click [here](#) to reserve your room online.

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Update on FAPPO “Bucks”

Congratulations to the following ten FAPPO members who registered early and have won \$100 in FAPPO Bucks in the September Drawing:

Linda R. Smith	Suwanee River Water Management District
Richard Norris	Okaloosa County School District
Gladys Marrozos	Seminole County BOCC
Angela Hawkins	School Board of Polk County
Saundra Brady	Palm Beach County Solid Waste Authority
Brenda Billingsley	Broward County
Amanda Bass	Toho Water Authority
Michael Attisana	Broward County
Deborah Adams	City of Punta Gorda
Conrad Ailstock	Palm Beach County

Happy Thanksgiving! The following ten FAPPO members have won \$100 in FAPPO Bucks in the Turkey Day Drawing:

Cheryl Atkins	Islamorada, Village of Islands
Dottie Au	Lake County Clerk of Court
Maria Alvarez	Orange County
Norma S Armstrong	Lakeland Area Mass Transit
Rebecca Begley	City of Stuart
Jodi Bennett	Lee County Purchasing
Lonyell Black	Gadsden County BOCC
Stacy Dunn	Miami Date Expressway Authority
Andrew Kevin Frye	City of Tampa
MarcAnthony Tulloch	City of North Miami

Happy Holidays! The following ten FAPPO members have won \$100 in FAPPO Bucks in the 2010 Holiday Drawing:

Lucille Anken	Alachua Co. Health Dept.
Debbie Faber	Charlotte Co. Public Schools
Juanita Barden	City of Palm Bay
Maria Alvarez	Orange Co.
Cathy Morgan	City of Tarpon Springs
Ramon Berges	City of Miami
Arlene Zimney	School Board Pasco Co.
Deltecia Jones	Tampa Sports Authority
Fatima Calkins	GOAA
Marilyn Cahill	Broward Co. Water & Wastewater

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Happy New Year! The following ten FAPPO members have won \$100 in FAPPO Bucks in the January Drawing:

Edward Luning	Lake County
Gary Barber	City of Melbourne
Stephen Joe Benjamin	City of Tampa
Shellie Adams	Seminole County
Greg Spearman	City of Tampa
Lori Potts	Department of Management Services
Laurette Burks	City of Lake City
Michael Clapsaddle	City of Jacksonville
Penny Burger	South FI Water Mgmt District
Sheryl Bray	St. Johns River Water Mgmt District

Happy Valentine's Day! These are the last ten names drawn for FAPPO bucks this year.

Jill Williams	SJRWD
Donna Smith	DMS
Sally Rankhalawan	City of Coconut Creek
Mary McGowan	Flagler County
Donna Blizzard	Duval Co Public Schools
Connie Baker	Palm Beach County
John Benson	Hillsborough County
Kirk Buffington	City of Ft. Lauderdale
Terry Bynes	City of Miami
Mary Combee	Polk County

You can use your FAPPO Bucks for any sponsored FAPPO event including registration or hotel for the Spring Conference. If you personally cannot use your Bucks, you can pass them on to another FAPPO member. All Bucks must be used by May 31, 2011. Contact Denise Schneider at dschneider@goaa.org and let her know how YOU will be using your Bucks!

FAPPO Scholarship Program

Need additional financial assistance to attend the Conference other than FAPPO Bucks? Apply for the FAPPO Scholarship Program up to \$250.00 on a "first-come, first-served" basis until appropriated funds are exhausted or the fiscal year has ended. Members will be granted only one(1) scholarship per fiscal year, the agency will be granted no more than two (2) scholarships per fiscal year.

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Not sure if you should
register for the 2011 FAPPO
Annual Conference??

Here are two reasons you
should not miss it:



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LOOK AHEAD

DATES	EVENT	DESCRIPTION
02/18/2011	Board Meeting	Peabody Hotel, Orlando
03/03/2011	AEP Webinar	http://www.nigp.org/eweb/DynamicPage.aspx?
April 17-20, 2011	44th FAPPO Annual Conference & Trade Show	Peabody Hotel, Orlando
May 2-14 2011	UPPCC Exams	March 28, 2011
August 1-3, 2011	Planning, Scheduling & Requirement Analysis	Marion County, Ocala Florida
Oct 17-29 2011	UPPC Exams	Sept, 12, 2011

CAREER OPPORTUNITIES

TITLE	ENTITY	CLOSNG
Assistant Director Purchasing	Broward County Board of County Commissioner	Until filled
Contracted Procurement Specialist	City of Port St. Lucie	Until filled

**Visit Our Website! www.fappo.org for
Additional Event Information**



Membership Application/Dues Invoice

June 1, 2010 through May 31, 2011

Please complete this form and return with your check payable to Florida Association of Public Purchasing Officers, Inc. (FAPPO Inc.) or enter your credit card information and signature for processing.

Name: _____
Last First M.I.

Previous Last Name, if any: _____

Certification: CPPO CPPB C.P.M. A.P.P. Other: _____

Title: _____

Entity: _____

Address: _____

City: _____, FL Zip+4: _____

Telephone: (_____) _____ Fax: (_____) _____

E-Mail: _____

Website: _____

Include Entity's Purchasing Home Page, if applicable

Check all that apply:

Renewal New Member

Type of Membership: \$50.00 (Reg/Assoc)

Regular Associate Honorary

Credit Card Information

Name on Card: _____

Type: Visa MasterCard Amex

Card #: _____

Expiration Date: _____

Authorized Signature: _____

*Your annual copy of the Membership Directory will be available in December
from the FAPPO website as downloadable PDF files.*

*** Payment for membership fees must be received prior to September 1, 2010 for your
information to be included in the membership directory.**

www.fappo.org - FAPPO's FEIN: 59-2615678

MAIL CHECK AND APPLICATION TO FAPPO'S NEW ADDRESS:

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

OR FAX TO 813-333-1767

Internal: Entity Check Personal Check - Check Number _____ Date Received _____

Visit Our Website! www.fappo.org

Prove Your Value – Participate **in the 2011 Entity Awards & Best Practice Awards Program**

By Keith Glatz, CPPO, FCPM, FCPA

Have you ever measured the value of what you do as a public procurement official? Have you created a fabulous new Best Practice that you would like others to know about? Are you interested in comparing best practices used in your agency with current standard best practices? If your answer is YES to any of those questions, you may want to participate in the 2011 FAPPO Achievement of Excellence Award Program and consider sharing your innovative best practices with others through the FAPPO Best Practice Award Program.

FAPPO is providing a showcase to help you validate the value of your contribution to your entity, and it demonstrates to your colleagues that you are up-to-date with the deployment of best practices in your organization! As the competition for dollars in our budgets becomes more heated, we need to find better ways to demonstrate our value, and winning the award provides you with an edge by heralding your successes to your superiors. Additionally, our Best Practice award allows you to share innovative methods that you have developed to meet the daily challenges that we all face in trying to improve the efficiency and effectiveness of our organization to obtain bottom line results.

How do you get started? That's the easy part. Just visit the FAPPO Home Page and you will find the 2011 application on-line, along with instructions ready to download. Don't forget that you can also receive FAPPO bucks by participating in the program. (Eligibility for the Entity Awards program will require that you either win the award, or receive a score that falls within 90% of the minimum required score for the program. FAPPO Bucks eligibility for the Best Practice Award will require winning the award, or the receipt of an "Honorable Mention" designation.)

This year, in order to achieve recognition as a winner of the Achievement in Excellence Award, there is the potential to score up to a total of 166 points, with a minimum score of 124 points (75%) required to qualify in seven different areas, and since best practices can fall into many categories, there are three (3) separate categories for winners:

Innovation in the Purchasing Process – This award will spotlight a unique achievement in how we do our job. Applicants should provide information relating to new innovations in practices, technology, creative use of existing technology, and /or best practices that promote effectiveness or a positive change or impact in the procurement process. This category is for "out of the box" innovation.

Cost Savings – Best practices that promote cost savings for the Entity, either in terms of lower product/service costs, or lower administrative costs. Innovative techniques that improve the level of economy for the entity, or promote greater efficiency for the entire purchasing process will be considered in this area.

Contribution to the Advancement of Community, your Entity, or the Public Purchasing Profession – This award will focus on best practices that contribute to the overall social good, or promote professionalism in public procurement. This category reflects those practices that add value to the overall procurement process and contribute to the overall good of the community or towards the achievement of the goals of the entity.

Visit Our Website! www.fappo.org

**Prove Your Value – Participate in the 2011
Entity Awards & Best Practice Awards Program Continued:**

You do NOT have to specify a category when submitting your essay. Entries will be judged, and placed into the most appropriate categories.

This year's winners of the FAPPO Entity Award and the Best Practices Award will be recognized at the opening ceremonies of the FAPPO conference in Orlando, to provide an opportunity for all members attending to view the winning entries, or talk with the award winners.

Time is marching forward, so get started on your application today! Applications for the FAPPO Award of Excellence and Best Practice Awards must be submitted by no later than **March 10, 2011 at 5:00 p.m.** to Keith Glatz, CPPO, FCPM, FCPA, Purchasing and Contracts Manager for the City of Tamarac Purchasing Division, 7525 NW 88th Avenue, Tamarac, Florida 33321.

Anyone interested in applying for a FAPPO entity award may obtain the application on-line at the FAPPO web-site, www.fappo.org , where the application is available in both word and pdf formats right on the home page. Questions may be addressed directly to Keith Glatz at 954-597-3567, or e-mail, keithg@tamarac.org .

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A Legend Has Left Us

By David E. Nash, CPPO, CPPB

Dr. E.R. “Bud” Roon passed away on January 3, 2011 at his home in Parkland, FL. His heart finally gave out. For those who knew him, this does not seem possible, for Bud had so much heart. He always seemed larger than life and willing to share a laugh or two, or offer guidance on some problem with which we were dealing.

Bud grew up in Michigan and was called to duty toward the end of WW2 where he served with the Navy. This association led him to spend 30 years in the Naval Reserve, retiring as a Captain. When I would regale him with stories of my life in the trenches with the U.S. Army, he would smile and say, “Well, someone had to sleep under those clean sheets in the U.S. Navy.”

Bud obtained his masters degree from Michigan State University and at some point became a regional manager for a corporation in the Midwest. One day he summoned his sales staff to Chicago for a meeting. Included among this group was a man whose statistics hadn't been too good for a few months in a row. Bud met him for breakfast one morning and told him he was being dismissed. The guy had driven all the way up from Ohio in a company car. He had to leave the vehicle in Chicago and fly home. Several months later, a new salesman was hired and when he asked one of his new co-workers what it was like to work for Bud the man replied, "Well, he's not too bad. Just don't ever have breakfast with him."

Bud moved on to Colorado; obtained a doctorate; taught college for a while; and eventually went to work for the State of Colorado, where he became the Director of Purchasing. He joined the National Association of State Procurement Officials (NASPO) and eventually served as President.

In 1987, the City of Fort Lauderdale asked Bud to come to Florida and help turn around the purchasing department. They asked for five years and Bud stayed ten, not long enough to be convinced to wear a tie anymore. In 1990, Bud was instrumental in reactivating the NIGP chapter in Southeast Florida and served as President for the first two years. He was also a supporter of FAPPO and attended many of their conferences.

Bud chaired the host committee for the NIGP Forum in Fort Lauderdale in 1997, which was a great success. With no other mountains to climb, Bud retired in December 1997. He continued to attend chapter meetings and teach for NIGP. In 2004, at the NIGP Forum in Biloxi, MS, Bud received the Albert H. Hall Award, the highest accolade that NIGP can bestow. I was privileged to be sitting across the table from him when the award was announced and he was genuinely surprised.

I was fortunate to have worked for Bud; to have sat in one of his classes; to have attended chapter meetings with him; to have played golf with him; to have heard his many jokes – good and bad. He was an inspiration to me and many others. Legends are few in our profession and Bud was definitely one of them. May we hope to serve as well as he did.

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2011 FAPPO SURVEY – SOON TO BE RELEASED!

In the fall of 2009, over 140 of FAPPO member agencies participated in a survey which measured current trends and methods of local government procurement operations throughout the State of Florida. The survey was released through SurveyMonkey.com. Topics surveyed consisted of common practices such as general agency information and demographics, electronic procurement, CCNA, construction procurement, P-Card programs, revenue contracts and preferences in procurement. Valuable information was obtained and is currently posted to the website under the Members Only section.

Within the next few weeks, FAPPO will be releasing an updated 2011 version of this survey for member agency participation. Improvements to the 2009 format will be incorporated along with measurements for additional information to include salaries, job classifications and certification information will be included. The invitation to participate in the 2011 survey will be sent through the FAPPO notification system. Those who are not interested in participating may simply opt-out. Results of the completed survey will be presented at the 2011 FAPPO Annual Conference in Orlando. If you have any questions or would like to receive additional information, please contact Bobby Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA at (321) 952-3424, or marsab@pbfl.org.

WANTED 3 KEY TOPICS FACING THE PUBLIC PROCUREMENT PROFESSION TODAY

Greetings to all:

On Wednesday, October 27, 2010 the NCPPC Council met for one day during NPI's Annual Conference.

The NCPPC is recognized as the collective voice for public procurement and contracting in North America. Your brochure is included with this newsletter; please pass along to those without email.

I'm asking each FAPPO member if they can identify 3 key topics facing the public procurement profession today, develop a balanced position paper on the subject by February 25th and we will review at the NCPPC Spring meeting in Memphis on April 7th. From there, NCPPC will endorse, publish and distribute to member associations and key stakeholders.

If you have a recent article already submitted for the FAPPO newsletter that is in our collective library of recent writings that you wish NCPPC to consider, please forward to me at cheri.alexander@srq-airport.com

Remember; please forward your paper to me no later than February 25, 2011.

Look forward to seeing our talented FAPPO member's writings!

Cheri Alexander

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GOVERNMENT PROCUREMENT AND CONTRACTING PROFESSIONALS

*Serving governments and communities
through a unique combination of legal,
financial and program management,
and negotiation expertise.*

Given the broad responsibilities that come with the authority to spend taxpayer dollars, government agencies increasingly require certified professionals to lead their procurement and contract management operations. Those agencies – and their political and institutional leaders – that have not yet committed to professional staffing in their procurement operations expose themselves to the increased costs associated with inefficiencies, contractor mismanagement and disputes, and in some cases legal action.



GOVERNMENT PROCUREMENT AND CONTRACTING

*Bringing best value to our communities
through the highest standards of ethics,
transparency and professionalism.*



**PUBLIC ENTITIES
ANNUALLY SPEND
AN ESTIMATED
\$5.2 TRILLION*.**

*Who ensures those dollars are
spent appropriately?*

**NCPPC IS THE
NATIONAL COUNCIL
FOR PUBLIC
PROCUREMENT AND
CONTRACTING.**

ABOUT NCPPC

Formed in 2005, the Council is a consortium of seven non-profit associations that together provide a unified voice for over 37,000 dedicated procurement and contracting professionals in government service. The Council provides a unified voice to members of this profession whose effectiveness often goes unrecognized simply because of their success.

*The NCPPC influences and promotes the
value and recognition of government
procurement and contracting professionals
through the collective effort of the
Council's member associations.*

**NCPPC is a collaborative network that
strengthens the work of each member
association through:**

- Advocacy of public procurement principles
- Education, training and professional certification
- Applied research studies and activities
- Strategic marketing of the profession

Learn more about the value public procurement
and contracting professionals bring to their
agencies and the publics they serve. Visit

www.goncppc.org

Charter associations:

- California Association of Public Purchasing
Officers (CAPPPO)
www.capppo.org
- Florida Association of Public Purchasing
Officers (FAPPO)
www.fappo.org
- National Association of Educational
Procurement, Inc. (NAEP)
www.naepnet.org
- National Association of State Procurement
Officials (NASPO)
www.naspo.org
- National Contract Management Association
(NCMA)
www.ncmahq.org
- National Institute of Governmental Purchasing
(NIGP)
www.nigp.org
- National Purchasing Institute (NPI)
www.npicconnection.org



*U.S. Commerce Dept. FY2005 National Governmental Procurement and Contracting Statistics



**CONGRATULATIONS NEWLY UPPCC CERTIFIED
FAPPO MEMBERS!!!!**



New CPPO's

Mr. Maciej Radoslaw Kadzinski, CPPO, CPPB
Solid Waste Authority of Palm Beach County

Ms. Barbara A. Grilli, CPPO, CPPB, C.P.M., FCCM
City of St. Petersburg

Mr. Mark D. Shuman, CPPO, CPPB
Pinellas County School Board

Ms. Patricia L. Morning-Lewis, CPPO
Broward County Board of County Commissioners



New CPPB's

Ms. Jennifer L. Jones, FCCM, CPPB
School Board of Brevard County

Mr. David R. Santucci, Jr., CPPB
City of Coconut Creek

Ms. Cheryl M. Jessee, CPPB
School District of Osceola County

Ms. Debbie M. Moore, CPPB
City of Homestead

Mr. Neil D. McDonald, CPPB
School District of Osceola County

Mr. Pablo R. Velez, Esq., CPPB
City of South Miami-Central Services

Mr. Brain Rothwell, CPPB
City of Palm Coast

Ms. Deborah S. Faber, CPPB
Charlotte County Public Schools

Mrs. Gladys Marrozos, CPPB
Seminole County

Ms. Melessia (Lisa) J. Spillman, CPPB, FCN, FCCM
Seminole County

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Professional Development

Happy New Year FAPPO!

Here's an update to your professional development opportunities:

Planning, Scheduling and Requirement Analysis has been scheduled for August 1 – 3, 2011 and is being hosted by the City of Ocala. Information and registration are available on the NIGP website:

Planning, Scheduling and Requirement Analysis

Date and time: August 1-3, 2011; 8AM - 5PM

Seminar Location: Marion County Emergency Management; 629 NW 30th Ave., Ocala, FL 34475

Presented by: Sharon Lewis

Contact hours: 24

UPPCC recertification points: 3

This course is hosted by FAPPO.

FAPPO has entered into a contract training agreement with the National Institute of Governmental Purchasing (NIGP) to offer courses to their members. In addition, the agency has opened the class to other professionals in the area. **Please Note: As this is a contracted training course, the fees are different than the standard registration fees.**

3 day seminar

\$300 - FAPPO Member

***PAYMENTS MUST BE RECEIVED TWO (2) WEEKS BEFORE THE SEMINAR START DATE**

Other opportunities available:

For those pursuing a college degree, the College Education Reimbursement program is designed for you! Tuition, books, and materials are eligible for reimbursement, up to \$750.00 per fiscal year, per member. Diane Wetherington, City of Orlando, is the CER Coordinator; she will be glad to assist you in requesting reimbursement for college courses.

To date, a total of four (4) college reimbursement requests have been granted with an additional three (3) requests pending completion of courses. If you are planning to enroll in college-level courses, please submit your application!

And don't forget about the Scholarship Program!

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Professional Development Continued:

So far, FAPPO has awarded five (5) scholarships for use at the annual Spring Conference. Scholarships are still available so apply soon for your chance for \$250.00 to apply towards registration or hotel costs! Scholarships are available for other FAPPO sponsored events as well.

Jane Dalrymple with the City of Punta Gorda is the Scholarship Program Coordinator and is available to answer any questions you may have prior to submitting your application for scholarship. Don't miss out on your chance to receive a FAPPO scholarship! Apply today!

With Warm Regards,

The Professional Development Committee

Pro-D Chair:

Chris Rewis, CPPB, FCCM, Polk County BoCC, chrisrewis@polk-county.net

Scholarship Program Coordinator:

Jane Dalrymple, CPPB, City of Punta Gorda, jdalrymple@ci.punta-gorda.fl.us

College Education Reimbursement Coordinator:

Diane Wetherington, CPPB, City of Orlando, diane.wetherington@cityoforlando.net

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Award of Excellence in Procurement
Cheryl Shanaberger, MPA, CPPO
David Nash, CPPO, CPPB

This month's article focuses on Item 5 of the criteria listed in the AEP application: Centralized procurement authority. This item is worth 10 points and, at first glance, would seem easy enough to address. However, in reviewing some of the submittals last June, it appears that some agencies stopped after the first sentence and did not read what the necessary submittal should be. Simply copying the statute, ordinance or charter and adding it to the application may not be sufficient.

The agency's governing law must clearly state that the organization is "centralized." The word should be highlighted in some manner so that it is readily noticeable. If there is any ambiguity at all, then take a few moments to compose a narrative that explains how the law satisfies the requirement. If there is an additional resolution or some other document that fills in the blanks or makes the connection, this should be submitted as well.

It must be clear to the committee that if you are claiming ten points for being centralized, the supporting documentation bears this out. Otherwise, the points cannot be awarded and it may mean the difference in achieving the 100 points necessary to receive the AEP Award. Please review all criteria with like thoroughness.

For further information, go to <http://www.npiconnection.org/aep/instructions.asp>).

You are invited to attend the "How to Apply for the 16th Annual Achievement of Excellence in Procurement Award" webinar.

Webinar is Thursday, March 3, 2010 <http://www.nigp.org/eweb/DynamicPage.aspx?Site=NIGP&WebCode=InstEvent&Reg_evt_key=ca9eff3a-7a52-401a-ae48-faafd6c0592f> from 1:00 p.m. to 2:30 p.m. EST.

This is a great opportunity to learn more about the electronic submission process and to have any questions answered about the program!

Registration for this event is only \$25.00 (no charge to NPI members).

To register, or if you have any questions please contact us by visiting www.npiconnection.org.

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CCNA REFORM UPDATE

Great News: Progress!!!!

Companion bills have been introduced in the Florida House and Senate to amend the Consultants Competitive Negotiation Act (or CCNA) governing the purchase of Architectural/Engineering Services by local and state agencies. The proposed bills (Senate Bill 276 and House Bill 135), which have identical language, would remove the existing language prohibiting the consideration of price during the competitive selection phase (or section IV of the statute). Additionally, the bill amends the competitive negotiation section to allow agencies to re-open negotiations with a firm that they had previously terminated negotiations with for that contract.

The Senate bill has been filed by Senator Mike Bennett of Bradenton. The House bill has been filed by Representative Fred Costello of Ormond Beach.

The proposed language does not require that price be considered, but merely eliminates the prohibition against doing so. Agencies would have the discretion to include or exclude price considerations during the competitive selection phase.

The proposed legislation does not specifically mention the “best value” alternative procurement method proposed by and supported by FAPPO, FAC and NIGP, but **it** would appear to clear the way for agencies to implement best value (or other alternative methods inclusive of price) when procuring CCNA-covered services.

Representatives from the Florida Association of Counties and the Florida League of Cities have been in contact with the respective bill sponsors on this issue and FAPPO intends to lend support to their efforts. If you haven't already, please advise your chief executive and elected officials of this legislation and encourage them to notify your legislative delegation that your agency supports CCNA reform.

We need your support !!! What can you do? Implement dialogue with your boards on the CCNA Reform. Also, please send examples of problems that you have encountered with the Statue to Cheryl at cheryls@cityofpsl.com or Steve at SteveCarnell@colliergov.net. Our issue is only one of many so we need support in this endeavor.

If you have any questions about the proposed legislation or any suggestions for advancing this reform, please contact Cheryl Shanaberger or Steve Carnell.

Thank you,

Cheryl Shanaberger, City of Port St. Lucie
Neil Appel, Martin County Schools
Steve Carnell, Collier County BOCC

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RESOLUTION NO. _____

A RESOLUTION OF ----- FLORIDA DECLARING SUPPORT FOR PROPOSED CHANGES TO SECTION 287.055, F.S., ALSO KNOWN AS "THE CONSULTANT'S COMPETITIVE NEGOTIATION ACT" or "CCNA".

WHEREAS, local and state agencies through out Florida are experiencing severe and significant reductions in revenue; and

WHEREAS, professional services agreements constitute a significant public expenditure; and

WHEREAS, many local and state agencies through out the United States routinely compare fees among competing firms before selecting an architect or engineer; and

WHEREAS, current Florida law prohibits local and state agencies from competitively comparing architectural/engineering fees and related costs; and

WHEREAS, current Florida law limits the ability of local and state agencies ability to conduct competitive negotiations; and

WHEREAS, several public organizations including the Florida Association of Counties, the Florida Governmental Finance Officers Association, the Florida Association of Public Procurement Officers, the National Institute of Government Purchasing, Florida League of Cities, and Florida League of Counties support the use of alternative procurement methods for the acquisition of professional services; and

WHEREAS, the enclosed proposed language would modify the existing state law and would give local and state agencies the discretion to competitively compare fees and make a best value selection that considers qualifications and price among pre-qualified firms.

NOW, THEREFORE, BE IT RESOLVED BY THE _____, _____, FLORIDA, to support the proposed changes to the Consultant's Competitive Negotiation Act to allow local and state agencies to procure professional services on a "best value basis" as set forth in the enclosed language.

This Resolution adopted this ____ day of _____, 2010 after motion, second and majority vote.

Attest: _____

Name:

Attesting Signature

By : _____

Board Chairman

Approved as to form and legal sufficiency:

Norma W. Showley Memorial Scholarship Fund

Thank you for your support of the *Dining for Norma*, *Silent Auction*, *50/50* and *donations* during the annual conference:

50/50 \$203

Silent Auction \$502

Donations \$121

All together we have a new balance of \$2040.50 ~ Way to go!!

FAPPO currently has a scholarship and tuition reimbursement fund of \$5000. The Norma W. Showley Memorial Scholarship Fund was created to provide members an opportunity to donate to a separate fund in order to increase the amount of available scholarships. We hope to double this amount through member donations. If you're interested in contributing to this worthwhile cause, please be sure to make your check out to FAPPO using the form enclosed. Your generosity is greatly appreciated.

Thank you very much,

Cheri Alexander

cheri.alexander@srq-airport.com



Left: Nora Lauder milk

Right: Norma Showley

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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. So far, we have received over \$2,000.00 in memory of Norma!
Thank YOU to all for your generous support,

Cheri

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:

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CPPO

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