



Florida Association of Public Purchasing Officers

March 2011

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

Message From the President

Dear FAPPO:

Soon it will be time to renew old acquaintances, network, increase our skills and just have a good old time at our 44th Annual Conference and Trade Show. The conference is less than a month away and we have been busy trying to make it an incredible experience for you.

And of course, I'm nervous and trying to ensure that all details will have been addressed. However, as you know, something is bound to go wrong. That's where I'm really lucky because your future presidents - Mark, Carrie and Cheryl are extremely capable, dedicated and reliable individuals who have given so much to my presidency and this conference. Give them any task and it will get done and done right.

Whatever success I have is due in large part to their hard work. FAPPO will be in great hands for years to come!

Let's have fun at the conference while also learning as much as we can. And most importantly, let's be careful and take care of each other.

Rich

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.

	Early Bird Registration Fee <small>*Prior to 2/25/2011</small>	Fee if Received <small>after 2/25/2011</small>	
<input type="checkbox"/> FAPPO Member.....	\$275.00.....	\$300.00.....	\$ _____
<input type="checkbox"/> FAPPO Bucks (Deduct).....			\$ _____
<input type="checkbox"/> Non-member fee.....	\$475.00.....	\$500.00.....	\$ _____

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.

5:15 -
9:30 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

9:45 - Solutions for State and Local Customers through GSA's Cooperative Purchasing Program
11:15 Thomas Corcoran, U.S. General Services Administration

9:45 - When Opportunity Knocks, Will You Be Ready?
11:15 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

Constructive Change in Public Procurement Law and Policy– How Purchasing Professionals Can Make a Difference
Stephen Y. Carnell, C.P.M. Collier County

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

5:15 - Banquet
9:30

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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 Optimization 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
4:30 - Closing Session
5:00

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.

Parking at the Peabody

If you have a room at the Peabody, upon approaching the parking garage you will need to take a ticket from the machine to get into the parking garage. At check in, your reservation should be noted that your self-parking charges are being paid for. Your room keys will get you in and out of the garage and you can discard the ticket you took upon entering the garage. If you have a roommate with a car you will need to tell the Peabody that there are additional people with additional cars in the room. If you do not tell the Peabody they will be able to get into the garage because they have taken a ticket but when they leave they will have no way to have their parking paid for because the Peabody will not have known they were in the room.

If you DO NOT have a room at the Peabody, upon approaching the parking garage you will need to take a ticket from the machine to get into the garage. You will need to keep that ticket all day/every day you come to the hotel.

Go to the FAPPO Registration desk each day to obtain a parking validation ticket.

Upon exiting the garage you will first use the original ticket you got upon arrival and then you will use the validation ticket FAPPO gave to you at registration. The arm will go up and you will exit with no charge to you.

The parking garage is fully automated and does not allow for in and out privileges for daily drive in guests. Only overnight guests would have in and out privileges.

FAPPO will only pay for self-parking. Valet parking will be at your own expense.

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The Florida Association of Public Purchasing Officers

Would like to invite you to join us for the

“2011 GET-TEED OFF GOLF CLASSIC”



at the
MetroWest Golf Club
2100 South Hiawasee Rd., Orlando, FL
32835

Sunday, April 17, 2011

1:00p.m. Shotgun Start

Four Person Scramble

REGISTRATION

Team Name: _____

Player #1 _____

Phone # _____ (\$75.00)

Player #2 _____

Phone # _____ (\$75.00)

Player #3 _____

Phone # _____ (\$75.00)

Player #4 _____

Phone # _____ (\$75.00)

TOTAL REGISTRATION: \$ _____

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Make Checks Payable to:
FAPPO
 P.O. Box 1480
 c/o Tony Barnes
 Fort Pierce, FL 34954-1480



Poker 50/50
 Longest Drive 50/50
 Close to Pin 50/50
 Pink Ball (Cancer Awareness)
 Mulligan & Throw
 Go to Pole
 Club Rentals

GAMES

(\$10.00) _____
 (\$10.00) _____
 (\$10.00) _____
 (\$20.00 team) _____
 (\$10.00 /per; max 4) _____
 (\$ 5.00) _____
 (\$49.00 plus \$6.25 tax) _____

TOTAL : \$ _____

Payment by Credit Card:

Amount Authorized: \$ _____
 Card Type: _____
 Credit Card Number: _____
 Expiration Date: _____
 Name on Card: _____
 Signature: _____
 Email complete form to: execdirector@fappo.org or
 Fax: 813-333-1767

SCHEDULE OF ACTIVITIES

TIME	ACTIVITIES
11:30am	Registration/Lunch
12:00pm	Practice range/putting green open
12:45pm	Report to Starter
1:00pm	Shotgun Start

CONTACT:

Tony Barnes, Co-Chair
tony@ci.fort-pierce.fl.us
 Phone: 772-460-2200 ext 125
 Cell: 772-318-8194

Ed Parker, Co-Chair
eparker@flvs.net
 Phone: 407-513-3667

George L Kallish III PGA
Gkallish@mggi.com
 Phone: 407-299-1099 ext 120
 Fax: 407-299-1205



GPS Advertising
 \$35.00 per print add
 \$40.00 per logo artwork
 Contact: George Kallish

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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
Sandra 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

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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

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 Fl 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

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March-Purchasing Month Winners

Queena Williams	South Florida Water Management District
Russ Wetherington	Flagler County
Randy Wallis	South Florida Water Management District
Susan Vitelli	City of St. Cloud
Deena Tularam	Alachua County
Karon Johnson	City of Tampa
Roxann Hesse	Palm Beach County Sheriff's Office
Sean McSweeney	Broward County
Carol McPatrick	City of Homestead
Tracey Scott	Broward County Aviation

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!

March 2011 "BUCKS" Update

Greetings and I hope to see you at the April FAPPO Conference. To date, FAPPO has given away over \$22000 in BUCKS for FAPPO members to attend the Spring Conference or a FAPPO sponsored class. This doesn't include any of the award winners who will be notified shortly that they will be receiving \$300 in BUCKS for their Agency! With the shortfall in everyone's budget, hopefully you were able to use this money so that you or members of your staff could attend the Spring Conference. In addition, we added the scholarship money to the BUCKS money and gave away an additional \$8300 in BUCKS! Each Agency was eligible for two \$275 scholarships, so if your agency didn't take advantage of the scholarships this year, make sure you apply for next year. Of all of the BUCKS money given away and spent by members, it is a 50-50 split between conference registrations and hotel costs.

This is my last year as the BUCKS Chairperson. Fatima Calkins, a member of my staff, will be taking over the duties. I'll be here to assist her. It has been a blast creating, implementing and with assistance from a whole lot of people, improving the BUCKS program. A big thank you to FAPPO for having this program! I'm quite sure a lot of our members have really appreciated the assistance!

Denise Schneider
2009 FAPPO President/BUCKS Chair

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**. 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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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
04/18/2011	Board Meeting	Peabody Hotel, Orlando
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 17-19 2011	UPPCC Exams	Sept, 12, 2011

CAREER OPPORTUNITIES

TITLE	ENTITY	CLOSNG

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



Membership Application/Dues Invoice

June 1, 2011 through May 31, 2012

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 a downloadable PDF file.

Payment for membership fees must be received prior to September 1, 2011 for your information to be included in the membership directory.

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

MAIL CHECK AND APPLICATION TO:

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 _____

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Proposed Name Change: Florida Association of Public Procurement Officials

By Carrie Woodell, CFCM, CPPO, C.P.M., FCPM, Treasurer

Every profession progresses and evolves over time and our profession is no different. Is the Florida Association of Public Purchasing Officers, Inc. (FAPPO) keeping up with that progression? To answer this question, let's take a journey back in time to reflect on why FAPPO was founded back in 1968.

On July 10, 1967, twelve public purchasing agents in southeast Florida formed a committee to establish a formal association. The Florida Association of Governmental Purchasing Officers (FAGPO) was officially formed in 1968 and adopted By-Laws the following year. FAPPO became incorporated under the laws of the State of Florida in 1985. In 1994, FAPPO officially changed its name to the Florida Association of Public Purchasing Officers, Inc. (FAPPO).

FAPPO's mission is *"to promote the achievement of excellence in public procurement through education, certification, professional development and networking of its membership"*. The vision is *"to be the leading professional association promoting the best practices in public procurement"*.

Purchasing to Procurement

This isn't a game of semantics or puffery. We hold positions of trust and have a fiduciary responsibility to question assumptions and drive down the total cost of ownership. CEOs across the nation are realizing the impact that procurement professionals have on their organization's bottom line/profit and they are finally making room for us at the table. The utilization of key performance indicators and metrics drive our decision and lead to organizational success. It is clear that we add measurable value and impact the bottom line. Shouldn't our name do the same? FAPPO President Johnny Richardson explains "on the surface this proposed change to the name of our organization may not appear to be significant, the change from "Purchasing" to "Procurement" implies a broader and more comprehensive scope of responsibilities. While a reference to "Purchasing" construes a limited definition with a total focus on buying, a reference to "Procurement" includes the full range of technical and management activities required to fulfill an agency's needs by contract. It is much more reflective of the services we deliver on an ongoing basis. Consequently, I strongly recommend that this change be adopted".

Officers to Officials

The FAPPO membership ranges from support staff to decision makers – Assistants to Directors. We educate brand new buyers and challenge the seasoned. By this simple change in our name from Officers to Officials, "FAPPO" will encompass us all.

The proposed name change is consistent with the changes going on throughout our profession. On November 15, 2010, the Universal Public Purchasing Certification Council (UPPCC) announced that it changed its name to the Universal Public Procurement Certification Council. It further changed the CPPO certification to "Certified Public Procurement Officer". In January 2011, the California Association of Public Purchasing Officers, Inc. (CAPPO) voted to change its name to the California Association of Public Procurement Officers, Inc.

At the 44th Annual FAPPO Conference and Trade Show, the FAPPO Board will introduce a proposed change to the By-Laws to change the FAPPO name. I urge our membership to approve this change to reflect the procurement professionals we are:

Florida Association of Public Procurement Officials, Inc.

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Award of Excellence in Procurement

Cheryl Shanaberger, MPA, CPPO
David Nash, CPPO, CPPB

This month's article focuses on Item 4 of the criteria listed in the AEP application: maintained a continuous improvement program. There are five sub sections to this criteria and each of them is worth 5 points. That's a whopping 25 points, a full 25% of the point total needed to achieve the Award of Excellence in Procurement.

One of our ministers likes to remind the congregation on Sunday that "nothing changes if nothing changes." If we continue to do the same things in the same ways over time, we can actually fall behind. This criterion gives us some methods to not only improve ourselves, but to improve our relationships with our customers.

The first item is an internal customer survey. This can be something as simple as a form letter sent to the using department at the completion of a procurement transaction that we've performed for them. It can be filled out and returned by interoffice mail. However, to insure more honest feedback, it is often better to allow anonymous responses.

There are online tools such as Survey Monkey <http://www.surveymonkey.com/> in which you can create a questionnaire for free. A link is then emailed to a customer for them to open and respond to. They can choose to add their contact information or remain anonymous. This type of survey can be done on a quarterly, semi-annually or annual basis. But, remember, the more frequent the feedback, the more quickly we can respond to issues of which we may be totally unaware.

The external customer survey pertains to our vendors. Again, Survey Monkey can be used to create a questionnaire to be sent to a representative grouping of vendors from our database. By using smaller groupings, we can send out surveys more often to different vendors and react to issues that may be affecting our bid responses in general.

Most of us would agree that internal customer training is something that is ongoing, but often handled one on one by individual buyers or procurement specialists with their using departments. However, this AEP criterion forces us to formalize this process and make it a continuous part of our department's outreach to its customers. Achieving these 5 points may be a bit more difficult in that someone in the department is going to have to put together a lesson plan and schedule these sessions.

The same can be said for external customer training. Many agencies are now participating in Reverse Trade Shows that feature a session on "How to do Business." But, this is not agency specific so it does not meet the criterion. While we may also have vendor brochures and links on our websites, this does not qualify either. Someone in the agency must put a program together that addresses procurement and present it to the vendor community.

Lastly, there is the matter of performance measures. Some time and effort must be put into identifying how the procurement department is performing currently and how it wants to improve. There are all manner of benchmarks available against which we can score ourselves. Then it's a matter of putting a plan in place to accomplish the desired changes.

The first two of the five sub sections discussed may be easier to accomplish in the short term in order to achieve the corresponding points. However, working on some changes to make us better in the long run will necessitate our beginning to focus on the other three as well.

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

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CCNA REFORM UPDATE

Help-Reform needs support!!!!

Several 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.

Citizens, Government Agencies, Government Employees and Legislative Boards that support the concept **that taxpayers have the right to know the value of the services** they are receiving when selecting an architect, landscape architect, engineer, mapper, surveyor, planner or conducting a planning study need to inform the State of Florida legislative body.

We need your support !!! We need your voice!! What can you do?

- 1. Send in the attached letter of support to your local State Representative**
- 2. Encourage your legislative board to send attached letter of support**
- 3. Encourage citizens to send attached letter of support**
- 4. Implement dialogue with your boards, associations, everyone on the CCNA Reform.**

Also, please send examples of problems that you have encountered with the Statue to Cheryl Shanaberger at cheryls@cityofpsl.com or Steve at SteveCarnell@colliergov.net.

Our issue is only one of many so we need support in this endeavor!!!!

Contract Information:

www.flsenate.gov/senators
www.myfloridahousegov

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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March , 2011

The Honorable/Senator

Re: Support of Senate Bill 276 & House Bill 135

Dear Representative/Senator,

Senate Bill 276 and House Bill 135 have been introduced for consideration in the 2011 Legislative Session to amend the Consultants Competitive Negotiation Act (CCNA). The proposed legislation would give public agencies the ability to competitively compare both qualifications and price among professional services consultants at the time that a firm is selected. The current law strictly prohibits direct price competition for these services during the selection process.

The proposed legislation gives agencies more discretion and greater “home rule” power. It would allow them to continue to use the existing “qualifications based” process or the proposed alternative “best value” approach on a contract by contract basis.

Similarly, the Florida Association of Counties (FAC), the Florida League of Cities (FLC) and the Florida Association of Public Purchasing Officers (FAPPO) are supportive of amending the law to allow agencies to have the choice of procuring professional services through a “best value” process where price would be considered along with the qualifications of the competing firms.

In these times of constricted revenues, it is absolutely critical that local and state agencies deploy all possible measures to increase value for the tax dollar. This proposed change offers the public sector throughout Florida the opportunity to lower costs and increase return on our citizens’ tax dollars.

The _____ supports the efforts of Senator Mike Bennett, Senator Evelyn Lynn, Representative Fred Costello, Representative Clay Ford, FAC, FLC, FAPPO and others to implement legislative changes to the Consultants Competitive Negotiation Act. The _____ urges your support of Senate Bill 275 and House Bill 135.

Sincerely,

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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. _____

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