



Florida Association of Public Purchasing Officers

October 2010

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SAVE THE DATE

**What: FAPPO FALL
WORKSHOP**

**When: November 4,
2010**

**WHERE: SONESTA
HOTEL, DOWNTOWN,
ORLANDO, FLORIDA**

Message From the President

With the weather slowly teasing us with cooler days and lower humidity, it's time for the Fall Work Shop. It's right around the corner and will be held on November 4, 2010 at the Sonesta Hotel in downtown Orlando. Russ Wetherington has developed a fine program that I am certain you will find to be interesting and informative. It's all about the green as in green procurement. Also, we have been approved to receive continuing education credits for your attendance. The attendance form will be available at the work shop and is also on our website. Hope to see you there!

A few relatively recent developments that should be of interest to you -

One is the fact that we (the board) negotiated a contract with association management firm with a performance period through December 31, 2013. This gives us stability and continuity for this important service.

You like me probably assumed that the FAPPO.org name was actually owned by FAPPO. This has not been the case but I am proud to announce that we have acquired the name and it is now where it belongs – under our ownership.

Our management association company, Real Business Solutions, inc., has assumed responsibility for the administration of our website. Please send any documents you desire to be added to the website or changes/comments to Real Business Solutions, Inc. at execdirector@fappo.org.

Lastly, we're gearing up for our 44th Annual Conference and Trade Show. Be an early bird. Registration forms will be available soon.

Johnny

FAPPO OFFICERS

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

Message from the Vice President

Greetings FAPPO! I don't know about you, but I am glad to have closed out last fiscal year for our entity, and am looking forward to a new fiscal year filled with many opportunities to support my user departments. I am sure that you are, too!

I have some great news! We have extended our due date for the **2011 Call for Presentations** so that we do not miss giving a chance to our members that have a great, exciting and informative class that they want to present to our 2011 Annual Conference attendees.

As you know, there is no substitute for the experience, knowledge and wisdom that we have within our own ranks, and we appreciate those desiring to help with the conference program. And don't forget, free registration to those who participate in the program!

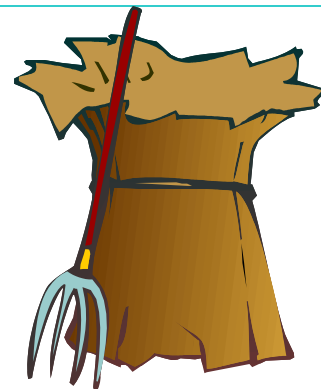
Please see the **2011 Call for Presentations** form included in this edition of our newsletter or on our website. Don't hesitate to contact me with any questions...hope to see your presentation in the program!

Mark

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FAPPO FALL WORKSHOP
November 4, 2010
Sonesta Hotel Orlando
Downtown
60 S. Ivanhoe Blvd.
Orlando, FL 32804



THURSDAY, NOVEMBER 4, 2010

<u>Time</u>	<u>Event</u>	<u>Presenter</u>
7:30 – 8:30	Registration Continental Breakfast	Cheryl Shanaberger, Secretary
8:30 – 8:45	Opening Session	Johnny Richardson, president
8:45 – 9:15	Department of Management Services State Purchasing Web Site Updates	Lyle Hackett, Chief Bureau of Technology, Office Equipment and Services
9:15 – 10:45	Department of Management Services State Contract Updates	State Purchasing Bureau Chiefs Ellen Potts, Lyle Hackett, Kelley Scott
10:45 – 11:45	Department of Management Services Legislative Updates	Tony Garcia, Director State Purchasing
12:00 – 1:15	Lunch – Business Meeting	
1:30 – 2:30	“How to get Your Entity Green Certified” ...	Colleen Byrnes, World of Green
2:35- 3:40	Office Green Behind the Scene-----	Lowry Moore, Xerox
3:45- 4:45	LEED CERTIFIED ----- “How it Applies to Purchasing”	Tim Hughes, C&S Engineers, Inc.



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CALENDAR OF CURRENT EVENTS

DATES	EVENT	DESCRIPTION/INFORMATION
11/4/2010	Fall Conference	Sonesta Hotel Orlando Downtown
11/5/2010	Board Meeting	Sonesta Hotel Orlando Downtown

LOOK AHEAD

DATES	EVENT	DESCRIPTION
02/18/2011	Board Meeting	Peabody Hotel, Orlando
May 2-14 2011	UPPCC Exams	March 28, 2011

CAREER OPPORTUNITIES

TITLE	ENTITY	CLOSNG
Purchasing Analyst	State of Fl. Dept. of Management Services	10/22/2010
Purchasing Specialist	State of Fl. Dept. of Management Services	10/22/2010
Procurement Contracting Agent	Miami-Dade Expressway Authority	12/10/2010

**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 _____

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Florida Association of Public Purchasing Officers

CALL FOR PRESENTATIONS - 2011 ANNUAL CONFERENCE

“REMAINING COMMITTED TO INTEGRITY AND PROFESSIONALISM”

FAPPO is accepting proposals for presentations for the 2011 Annual Conference to be delivered to the membership during its 44th Annual Conference April 16, 2011 through April 21, 2011. **The deadline to submit proposals is extended until November 19, 2010.**

Topics for presentation should motivate, educate and challenge our members while “Remaining Committed to Integrity and Professionalism” in the workplace. Every presenter is invited to share experience, expertise, knowledge, and transferable capabilities with colleagues to offer solutions for future success.

Presentations should have high interest, quality content and delivery design. Length of presentations will be determined by the scheduling requirements. The conference will provide members with a dual track format due to its previous years.

Presenters will be required to submit their final presentations in PowerPoint format to the Program Director no later than **March 12, 2011**. This deadline is crucial to ensure proper format of material and FAPPO will upload the presentations on-line for members to download materials prior to the Conference.

Proposal/Application Guidelines:

- o Complete application
 - o Summary of presentation is limited to one paragraph of up to 150 words
 - o Objectives must be written in a measurable format
 - o Biographical information must be limited to 150 words and include a picture (.jpeg format, head and shoulders)
 - o Proposal/Application shall be submitted via email, fax, or mail
- Benefits of Presenting:
- o FREE Registration to the 44th Annual Conference

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Florida Association of Public Purchasing Officers

CALL FOR PRESENTATIONS - 2011 ANNUAL CONFERENCE *“REMAINING COMMITTED TO INTEGRITY AND PROFESSIONALISM”* APPLICATION

Name: _____ Certifications: _____

Entity: _____

Phone: (____) _____ Fax: (____) _____

Email: _____

Number of Proposals Submitted: _____

Topic(s)	Recommended Track 1 – Entry to Intermediate 2- Intermediate to Advanced
1)	1 - 2 -
2)	1 - 2 -
3)	1 - 2 -
4)	1 - 2 -

Proposals will be reviewed by the Program Director and recommendations will be submitted to the FAPPO President for approval. The Program Director will notify all selected presenters no later than September 30, 2010 of the outcome of submitted proposals.

To be completed by FAPPO:

Topic	PD recommended	President approved	Tentative Schedule
1)			
2)			
3)			
4)			

SUBMIT YOUR PROPOSALS TO:

Mark Raiford, CPPB, FCPM, FCPA – mark.raiford@lakelandgov.net
 FAPPO Vice President/Program Chair
 1140 East Parker Street, Lakeland, FL 33801

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Universal Public Procurement Certification Council

UPPCC BOARD READER – August/September 2010

Examination Registration – October 18-30, 2010

Exam registration numbers are down again for October 2010 compared to previous exam periods. The UPPCC has continued to experience modest reductions in new application and exam registration totals since the high point of May 2009.

Exam Registration Comparison

	May-09	Oct-09	May-10	Oct-10
TOTAL Registered	404	356	344	320
CPPB Registered	290	254	252	230
CPPO Registered	114	102	92	90

UPPCC Changes – Announced at the 2010 NIGP Forum

The UPPCC made several announcements at the 2010 NIGP Forum. Among the announcements were:

- the organization's name would change from Universal Public **Purchasing** Certification Council (UPPCC) to Universal Public **Procurement** Certification Council (UPPCC).
- the CPPO certification name would change from Certified Public **Purchasing** Officer to Certified Public **Procurement** Officer.
- there will be new eligibility requirements in affect for new applicants who apply 1/1/2014 and beyond.
- there will be new recertification requirements in affect for recertification beginning 1/1/2014.

A formal announcement will be made once the finer details of the new eligibility and recertification requirements are approved by the UPPCC Governing Board.

Marketing/Promotion

The UPPCC paid for a premium listing in the 2011 NAEP Buyer's Guide. UPPCC name, logo, contact information and 50-word organization description will be listed under "Professional Development & Certification" and will be mailed to more than 7,500 purchasing decision makers next month.

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

Hopefully, many of you have looked at the 2011 AEP application and some of you may even have downloaded it (click here <http://www.npicconnection.org/aep/instructions.asp>). And some of you may even have started assembling the data you'll need to include in your application. One of the things we'd like to highlight this month is the need to carefully read what is being asked for in each area of the application. Not only is each requirement generally stated, but there is a separate paragraph telling you exactly what the submittal should be.

For example, the first item refers to the publishing of a "How to do business" document on the agency's website. The required submittal is as follows: Current screen shots of the link and page which directs suppliers to information on how to do business with your entity and documentation from the guide demonstrating it addresses multiple areas of procurement.

We've actually reviewed applications from last year where it was readily apparent that the agency did not read this. They merely attached a screen shot of their website that said, "How to obtain bids" or "How to register as a vendor", anything but "How to do business." Then there were some that had the first screen shot right and then did not include subsequent ones to indicate that there was any depth to the information, as required by the submittal.

The application link above also contains a sub link entitled "AEP Best Practices." Each of the 19 application criteria is included under this link and each of the criteria contains several examples of some of the better submittals used by successful AEP Award recipients. Take the time to review at least a couple of these under each of the criteria. It will really point you in the right direction in compiling your application and can make you successful as well.

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Legislative Changes

This Compliance is only for acceptance of payment on Credit Cards such as Utility bills, fines, Park & Recreation Events

PCI DSS Compliance

If you are accepting Credit Cards, you are required to comply with PCI DSS. Non-compliance can result in liability for full loss and denied the ability to accept credit/debit cards. The Credit card companies have been actively notifying merchants of their responsibilities and liability for non-compliance. **Are you PCI compliant?**

Payment Card Industry Data Security Standards (PCI DSS) are a set of comprehensive requirements for enhancing payment account data security to help facilitate the broad adoption of consistent data security measures. **The standards apply to all entities that store, process and transmit cardholder data.**

PCI DSS were developed by the PCI Security Standards Council (founded by the major card brands, i.e. Visa).

The core of the PCI DSS is a group of principles and accompanying requirements, around which specific elements of the data security standards are organized. More information on the specific goals and requirements can be found at: https://www.pcisecuritystandards.org/pdfs/pciissc_overview.pdf.

Compliance validation requires entities to verify and demonstrate their compliance status. Validation is defined by each card brand. Additional information regarding compliance validation can be found on the major card brands websites, such as: http://usa.visa.com/merchants/risk_management/cisp_merchants.html.

An entities compliance validation level (as determined by parameters established by the major card brands) will govern the steps necessary to demonstrate compliance with PCI DSS. Contact your acquirer (merchant card processor) to determine the steps necessary for your organization to demonstrate compliance.

Card companies may impose fines on the acquirers (merchant card processors) when merchants are found to be non-compliant. Acquiring banks may in turn oblige merchants to indemnify and reimburse for such fines. Worst case, merchants could also risk losing the ability to process customers' credit card transactions.

Additional information on PCI DSS and PCI DSS related topics can be found at: https://www.pcisecuritystandards.org/security_standards/pci_dss.shtml

Look for educational sessions on this issue at future FGFOA Events.

IRS Notice – Employer Sponsored Health Plans

The IRS has provided interim relief for the reporting of employer sponsored health plan information on Form W-2. The information **will not** be mandatory for Forms W-2 issued for 2011. This will provide employers with time to make changes to their payroll systems. Employers who choose to report the coverage, will do so in Box 12 using "DD" as the code. The IRS plans to issue further guidance before the end of the year.

The IRS Notice 2010-69 is shown below for your reference.

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Part III - Administrative, Procedural, and Miscellaneous
Interim Relief with Respect to Form W-2 Reporting of the Cost of Coverage of Group Health Insurance Under § 6051(a)(14)
Notice 2010-69

This notice provides interim relief to employers with respect to reporting the cost of coverage under an employer-sponsored group health plan on Form W-2, Wage and Tax Statement, pursuant to § 6051(a)(14) of the Code. Specifically, this notice provides that reporting the cost of such coverage will not be mandatory for Forms W-2 issued for 2011. The Treasury Department and the IRS have determined that this relief is appropriate to provide employers with additional time to make any necessary changes to their payroll systems or procedures in preparation for compliance with the reporting requirement.

BACKGROUND

Section 6051(a)(14) was added to the Code by § 9002 of the Patient Protection and Affordable Care Act of 2010, Public Law 111-148, enacted March 23, 2010.

Section 6051(a)(14) provides generally that the aggregate cost of applicable employer sponsored coverage (as defined in § 4980I(d)(1)) must be reported on Form W-2.

Section 6051(a)(14) further provides that, for this purpose, the aggregate cost is to be determined under rules similar to the rules of § 4980B(f)(4), referring to the definition of the “applicable premium” under the rules providing for COBRA continuation coverage.

Section 6051(a)(14) is effective for taxable years beginning on or after January 1, 2011.

INTERIM RELIEF

Pursuant to this notice, the reporting requirement set forth in § 6051(a)(14) is not mandatory for Forms W-2 issued for 2011. Accordingly, an employer will not be treated as failing to meet the requirements of § 6051 for 2011, and will not be subject to any penalties for failure to meet such requirements, merely because it does not report the aggregate cost of employer-sponsored coverage (as defined in § 4980I(d)(1)) on Forms W-2 issued for 2011. The Treasury Department and the IRS anticipate issuing guidance on the reporting requirement set forth in § 6051(a)(14) before the end of this year.

DRAFTING INFORMATION

The principal author of this notice is Leslie Paul of the Office of Division Counsel/Associate Chief Counsel (Tax Exempt and Government Entities) though other Treasury Department and IRS officials participated in its development. For further information on the provisions of this notice, contact Leslie Paul at (202) 622-6080 (not a toll-free number).

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CCNA REFORM UPDATE

We had our first full discussion with representatives from the A/E industry regarding CCNA reform this past Thursday. The meeting was held in St. Petersburg as a break out session within the September Florida Association of Counties Conference. Several representatives attended from various disciplines within the industry, some of whom included the following:

ARCHITECTURE

Rick Logan
Steve Jernigan
Mickey Jacob

ENGINEERING

Andy Cummings
Tom Berry

SURVEY AND MAPPING

Jack Breed
David Daniel

Those attending from the public entity side of the issue included the following:

Cheryl Shanaberger, City of Port St. Lucie
Neil Appel, Martin County Schools
Jim Ley, Sarasota County Administrator
Dave Bullock, Deputy County Administrator
Marsha Hosack, Sarasota County
Barbara Grilli, City of St. Petersburg
Cyndi Stephenson, St. Johns County Commissioner
John Wayne Smith, Florida Association of Counties
Steve Carnell, Collier County BOCC
Debbie Wight, Collier County BOCC

The discussion lasted for a good two hours as both sides exchanged formal presentations and raised and discussed issues for and against.

Among the points in favor of maintaining the status quo presented by the industry include the following:

- QBS is a tried, tested, widely accepted (47 states) procurement method
- Price “bidding” based selections could jeopardize health, safety and welfare of the public
- QBS is ethical. Price bidding is unethical.
- Elected officials and governments will want to give too much weight to price
- “Price bidding” takes more time and promotes change orders.
- Price competition could trigger bid shopping of sub-consultants
- No public outcry against the status quo
- Price bidding requires clearly written scope of services
- Price bidding thwarts the creative design process

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CCNA REFORM UPDATE

In the course of the discussion, the public group gave an initial response to most of these points and also advanced the following arguments for the reform:

- Best value alternative would not replace or eliminate QBS
- Best value competition would only occur among the most qualified firms
- Agencies don't always want to select the most qualified firm under the present QBS system
- Current law forces agencies to decide to terminate/continue negotiations without any knowledge of what competing fees are available
- Current law doesn't promote transparent competition. The public doesn't know if it is getting value for the tax dollar
- Public health and safety should not be at risk if we are only considering price in selecting from among the top firms
- Many states allow QBS and "best value" processes.

At the end of the meeting, we agreed to re-convene at a future date. Both sides seemed willing to continue the discussion. We told them that the FAC would be discussing the reform at its November Policy Conference at which time legislative priorities for the 2011 Legislative session will be set.

I believe that we were successful on two fronts in this meeting:

We were able to explain the concept to the industry in a constructive setting that *may* ultimately reduce some of the resistance to the issue.

We had a sufficient showing of force from our side that I believe communicated that we are serious about the reform issue and aren't going away.

I want to encourage each of you to continue to look for ways to help this cause. The more participation we have, the more we can leverage resources such as FAC, the Florida League of Cities and other like associations to assist in the cause.

We will keep you posted and invite participation in future events.

Steve Carnell

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CCNA REFORM UPDATE

Volunteers Needed!!!!

The time to make a difference is now! This is an issue that is not only in the best interest of the Citizens of Florida but also for the entire procurement profession. As a profession this provides an opportunity to change a methodology in a industry that has the potential to save millions to the tax payers. The current economic situation is providing a window of opportunity to make this happen. However, that window will not last forever and it is incumbent upon all of us to keep this issue alive. All of us are very busy and most have lost staff but each of you can help in many ways that will move this along. Below are some ideas and please let Steve Carnell know what you can do to lead in this area for a positive result. Just 1 hour a week can do wonders and if it is just 1 hour a month it will still help!!!

- Identify real life examples of the problems with using QBS exclusively and share with Steve
- Find “friendly” platforms (such as the League of Cities, the School Board Superintendents Association, etc.) to appear before and share.
- Meet with professional A/E associations to find common ground and educate them as to purpose and value of reform.
- Identify members of legislature and seek their sponsorship. We will contact if you send us the information.
- Obtain a resolution of support from your respective board (samples available & attached). **We have about 10 agencies so far. Contact Steve when your board has approved the resolution and keep the list growing!!!**
- Offer to help Steve with research on points to counter the industry
- Conduct dialogue with your professional A/E service group and enlist their support and share their concerns with Steve so we can find a solution
- Get your in-house professional engineering and architect staff involved
- Open to any ideas to keep this topic alive and moving!!

Steve has a powerpoint presentation and suggested language for the statue change so no one has to re-invent the wheel.

Steve Carnell C.P.M.
Purchasing/General Services Director
Collier County
stevecarnell@colliergov.net

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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:



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

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!

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EARN YOUR WAY TO FAPPO EVENTS

\$ FAPPO BUCKS 2011 \$

Starting on July 1, 2010, FAPPO members can “earn” their way to a FAPPO sponsored event. This includes the FAPPO Conference and Trade Show in April 2011, as well as any FAPPO sponsored class!! FAPPO has budgeted \$25,000 for the FAPPO BUCKS program, plus another \$5000 from the Conference Speakers budget. This is how it works:

1. Send an email to the Executive Director to register: a new individual member or member(s) of an Agency who have had no previous FAPPO membership. Include the agency or member name, email and phone number.
The Executive Director will contact that agency or member and you will receive **TWENTY-FIVE FAPPO Bucks** for each new member that joins and pays dues. Agency or member must be new to FAPPO and cannot have belonged within the past two years. (You cannot sign up anyone from your own agency, but we certainly encourage all of you to belong).
- 2a. Starting on August 24, 2010 contact the Executive Director if you would like to email “blast” your vendors the FAPPO Exhibitors Application. He will set up a special number for your agency on the application that you “blast” that will identify the Exhibitors Applications as they come in as being recruited by your agency for credit. Vendor applications that come in with your number will earn **ONE HUNDRED FAPPO BUCKS** or **10%** of their registration if they sign up as gold or platinum exhibitors for your Agency. (Applicable only to vendors who haven’t exhibited in the past two years).
- 2b. Vendors who signed up last year due to the Bucks Program and who sign up again to participate in the Trade Show will earn their recruiting Agency **FIFTY FAPPO BUCKS**.
3. Serve as a Committee Chairperson-**ONE HUNDRED FAPPO BUCKS**; serve on the Committee-**FIFTY FAPPO BUCKS**.

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4. Submit an application for the FAPPO Awards (Essay-Member, Best Practices) and receive **TWENTY-FIVE FAPPO Bucks**. Win the award and receive **THREE HUNDRED FAPPO BUCKS**.

5. Submit a FAPPO Award of Excellence application and receive the award, win **THREE HUNDRED FAPPO BUCKS**.

6. Instruct a class at the FAPPO Conference and receive **THREE HUNDRED FAPPO BUCKS** (divided among the instructors per class). Facilitate a networking session and receive **FIFTY FAPPO BUCKS**.

7. The President can assign BUCKS to those members that volunteer to help for duties not assigned to any committees.

8. Pay your dues by July 31st, 2010 and on August 9, we will draw 10 names who will each receive **\$100 FAPPO BUCKS!** Additional drawings will be held during the year for those members who have paid their FAPPO dues.

To be eligible you must have paid your dues for 2010/2011 by the posted deadline (Sept. 1, 2010). FAPPO Bucks are not redeemable for cash, can only be used towards FAPPO sponsored events including conference registration and hotel costs for the Conference and must be used by May 31, 2011 (no exceptions). **Maximum amount that a FAPPO member can earn cumulative is \$1000.00 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. Good Luck! Watch for additional opportunities in future newsletters to earn FAPPO Bucks.

Questions? Call Denise Schneider, FAPPO Bucks Chairman at 407-825-3843 or email dschneider@goaa.org. by email dates and times.

Watch for additional opportunities in future newsletters to earn FAPPO Bucks. Questions? Call Denise Schneider, FAPPO Bucks Chairman at 407-825-3843 or email dschneider@goaa.org.

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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. _____

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 #: _____

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Florida State Term Contracts

We are pleased to announce the State of Florida has a new statewide contract with Wright Express Financial Services Corporation. As a government entity, you are eligible to participate in the Wright Express Government Fleet Program. Your fleet will be able to take advantage of the special terms the State of Florida has contracted with Wright Express Financial Services. Wright Express will waive the setup fee and monthly card fees normally charged to new fleet accounts.

I encourage you to take a look at how the Wright Express Government Fleet Program can help you save time and money:

- **Acceptance** at more than 8,500 gas stations and more than 3,000 service locations in the State of Florida
- **Earn 1.45%** off all retail transactions charged to your account
- **Online Account Access** to control and manage fleet purchases
- **Tax Exemption and Reporting** for qualified fleets to significantly reduce administrative time
- **Roadside Assistance** to keep your fleet covered while they are on the road 24 hours a day
- **Fuel Site Mapping Mobile Application** allows your drivers to find a convenient fuel station based on their current location
- **Customer Service** is available 24 hours a day, 7 days a week, 365 days a year

For additional information please contact Larry Tracey:

Wright Express
(813-657-8575 | Cell 813-468-3773 | 7 Fax 207-791-1618 |

ACS Spotlight: Need food or delivery services?

New! Florida ACS 387-000-10: *Food Services* includes the purchase and delivery of a wide variety of food products, including fresh, frozen, canned, perishable, and powdered items. This contract also includes dairy, produce, meats, and bakery items. To date, meal contract savings average more than 13 percent per diem, per person.

Eligible users can establish and maintain their own master product listing with the vendor as well as take advantage of the Florida Department of Corrections' master product list of more than 200 items.

For more information, please visit <http://dms.MyFlorida.com/contracts> and select ACS 387-000-10: *Food Services*.

Questions? All eligible users may also contact the DMS State Purchasing Contract Administrator:

Mark.Hernandez@dms.MyFlorida.com

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STC Spotlight: Save money on shipping and courier costs!

Florida STC 991-160-11: *Courier Services* offers shipping and courier services at huge discounts throughout the state. The new contract now includes freight (box trucks) and breaks statewide coverage down by county and vendor. For each county, at least two local courier companies are available!

In addition, the cap on fuel surcharges is a decrease from the previous contract, by 2 percent.

Awarded vendors include:

Statewide, National and International	Federal Express (FedEx)
Local, Regional and Statewide	Provest dba PVX, Velocity Express, Boyett Enterprise dba Blue Streak, Culpepper LLC, Professional Now, Zap Courier and Messenger Services, Quality Transportation, Comet Courier Corp

A complete listing of services by county is available in MyFloridaMarketPlace.

For more information, please visit <http://dms.MyFlorida.com/contracts> and select STC 991-160-11: *Courier Services*.

Questions?

All eligible users may also contact the DMS State Purchasing Contract Administrator:
Angela.Caldwell@dms.MyFlorida.com

Division of State Purchasing
(850) 488-4946

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