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Messages from the Officers

2017 Achievement of Excellence®

Fall Workshop Information

Scholarship Program

Question of the Day

Membership Renewal

2017 Committees
Hello FAPPO Family,

I am excited to see this new fiscal year off to an energetic start with a wide variety of opportunities available to our members and even more in development. As your FAPPO President, I remain focused on ensuring that our members are aware of the valuable tools and resources that are available to help you with your professional needs and to support your career development and advancement.

I am particularly excited about our upcoming Fall Workshop at the Marriott Pompano Beach Resort on October 27, 2017. Ms. Amy Flack and Mr. Dave Nash have been hard at work scheduling educational sessions that would be beneficial to you professionally and personally, regardless of how new or how experienced we may be. More details to follow soon.

Also, I would like to congratulate our FAPPO members who obtained their CPPO/CPPB certification this past May. Also, I would like to challenge each one of you to take the initiative to grow personally and professionally in 2017 with FAPPO by your side. FAPPO offers a wide variety of opportunities to assist our members in achieving their professional and personal goals, it is up to you to take advantage of them. I also encourage you to provide feedback to me anytime at fcalkins@goaa.org so together we can continue to make FAPPO a leading Association.

Fatima Calkins, CPPO, CPPB, FCCM
President

Hello FAPPO Family,

Hope everyone is having a wonderful summer and enjoying the sun and fun.

I would like to welcome all the new officers and committee members and send out a big thank you for stepping up and joining such a great group. We are gearing up for the 2017 Fall Workshop and the committee is working hard to make it a success.

The Fall Workshop will be held at the Fort Lauderdale Marriott Pompano Beach Resort & Spa, on October 27, 2017. The call for presentations has already been sent out and remember if you volunteer and/or present you earn Membership Participation Credits towards the 2018 Annual FAPPO Conference.

If you have not renewed your membership this year, please do so quickly. We also are still looking for volunteers to help on a few of the committees. Please contact Fatima or myself if you are interested. Look forward to seeing you at the Fall Workshop.

Laurie Victory, CPPB
Vice President
Greetings FAPPO,

I hope that everyone has been able to take some time to rest and relax this summer. Preparations for the 2017 Fall Workshop are well underway and will be a great opportunity for members to advance their knowledge base and to network with other procurement professionals. Cost is $99 per member which is a great value so make your plans now to attend. This year’s Workshop will be in Fort Lauderdale at the Marriott Pompano Beach Resort & Spa and the deadline to make reservations at the special discounted rate is September 25, 2017.

Also, don’t forget to renew your membership so that you don’t miss out on all of the benefits that FAPPO provides such as workshops and seminars at discounted rates, technical updates on Florida Legislative actions and emerging best practices, job opportunity information, educational assistance through scholarships and tuition reimbursements, technical assistance and advice, as well as participation in initiatives to support worthy charitable causes. Hope to see you in October in Fort Lauderdale.

Theresa Webb, CPPO, CPPB, CPSM, C.P.M
Treasurer

End-of-Summer Greetings FAPPO Friends!!!

We’re off to a big start for this year’s FAPPO Festivities! October is just a blink away, which means I’m getting ready for a new Fiscal Year (already?!?) AND gearing up for the Fall Workshop (of course!). Aren’t you?? It’s never a bad time of year to be in Fort Lauderdale, right?? ESPECIALLY when you’re doing your FAPPO thang!

To kick the year off, your Officers and our awesome committees are working hard to afford all of you with the most opportunity to utilize the resources FAPPO has to offer. Be sure to take a look at the information on the Scholarship Program, the FAPPO Bucks and Membership Participation Credits, and if you’re thinking about getting involved, or have questions, REACH OUT!!

I’m looking forward to seeing what the year has in store—I’ve still got that new officer smell!

Hope to see you all in October! And, if there is anything I can do, please don’t hesitate to contact me at jlocklear@sjcfl.us.

Stay cool Florida!

Jaime Locklear, MPA, CPPB, FCCM
Secretary
Congratulations to the following FLORIDA agencies who were recipients of the 2017 Achievement of Excellence in Procurement® this year:

City of Fort Lauderdale
City of Miami
Central Florida Expressway Authority
City of Tampa
City of Sarasota
City of Palm Beach Gardens
City of St. Petersburg
City of Palm Bay
Palm Beach County Sheriff’s Office
Manatee County Government
Charlotte County Board of Commissioners
Seminole County Board of County Commissioners
Sarasota County Government
Orange County Board of County Commissioners
County of Volusia, FL
Pinellas County Board of County Commissioners
Florida State University
University of Florida
School Board of Orange County, FL
School Board of Palm Beach County
Duval County Public Schools
Hillsborough County Aviation Authority
Greater Orlando Aviation Authority
South Florida Regional Transportation Authority
2017 FALL WORKSHOP

“Strategies for Success”

When: October 27, 2017

Where: Fort Lauderdale Marriott Pompano Beach Resort & Spa
1200 North Ocean Boulevard, Pompano Beach, FL 33062

Why: Lots to Learn! Education Credits to Earn!
People to meet! Networking to do!
Food to Eat! Scenery to Enjoy!

It's never too early to begin planning! The FAPPO Fall Workshop will be held at the Marriott Pompano Beach Resort & Spa on October 27, 2017.

**Fall Workshop Registration:**  $99.00 - Member Rate / $149.00 - Non-member Rate

**Hotel:** Marriott Pompano Beach Resort & Spa (1200 North Ocean Blvd, Pompano Beach, FL)

**Hotel Rate (single/double):**  $149.00

**Self-Parking Rate:** $15.00 overnight valet, $6.00 per day valet.

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**Program Synopsis**

On behalf of FAPPO, we would like to encourage you to attend the 2017 Fall Workshop being held in Pompano Beach, Florida on October 27, 2017 at the Marriott Pompano Beach Resort & Spa.

The morning sessions that make up this year’s Fall Workshop theme, “Strategies for Success”, are designed to assist attendees with the 5 ‘C’ Strategies for Success: Change, Create, Collaborate, Communicate and Challenge. As you know, these C words make up the procurement profession. Processes, procedures and laws are continually changing. We create, collaborate and communicate with our stakeholders so that we can provide them with the goods and services they need, when they need them, at the right price. And the final C word, challenge.... Is there anything more challenging than public procurement?

Each of the afternoon sessions offer a deep dive into specific subject matter designed to help procurement professionals achieve success within their organizations, whether it’s working towards developing creative solutions for your procurement organization, establishing performance measurements to show value or discovering the basics of strategic planning.

The two morning sessions will be presented by our Keynote Speaker, Hardy Smith. His bio, along with a synopsis of the two morning and three afternoon sessions are below.
5 C Strategies for Success

Hardy Smith

Hardy Smith works with associations and nonprofits who want an ongoing culture of performance. His results-oriented approach is based on a career of more than 30 years in the high performance world of NASCAR racing. In addition, he has more than 10 years senior leadership experience in local government.

His extensive professional and personal involvement with associations and nonprofits has led to an in-depth understanding of the challenges these organizations face. He has held numerous local, state, and national volunteer leadership positions.

Hardy’s audiences benefit from his personable, positive, and passionate delivery style. He brings energy and enthusiasm to his presentations and to reinforce lessons being taught, he uses humor, positive motivation, personal stories, tough love, and specific how-to-take-away. To further stimulate engagement, he incorporates participation activities and other engagement techniques.

Hardy’s book which answers the compelling question, Why Don’t Board Members Do What They’re Supposed To Do? is scheduled for publication in 2018. He has a large social media following, he publishes a widely read newsletter, and his insights are shared regularly as a blogger for BoardSource. He is a member of the National Speakers Association, Association of Fundraising Professionals, BoardSource, FSAE, and ASAE. See testimonials and learn more about Hardy by visiting his website www.hardysmith.com.

Copy & Paste the link below to enjoy a promotional video from our Keynote! For best results, use Chrome!

https://spaces.hightail.com/receive/OKWT8GkSqz

Session Summary

Helping someone achieve professional success takes more than telling.

Showing an individual how they can reach their goals is much more likely to produce the results they are seeking.

5 C Strategies for Success will provide procurement professionals with specific how-tos for achieving their desired success.

Session participants will learn how to: Change, Create, Collaborate, Communicate, and Challenge for attaining higher levels of professional achievement.

This session is designed to create an experience that ensures lessons taught will be retained and utilized. Audience engagement will be incorporated to stimulate creative discussion.

Hardy Smith brings humor, positive motivation, personal stories, a dose of tough love, plus plenty of how-tos—to make this an educational and fun session!
USING MEASUREMENTS TO PROPEL YOUR ORGANIZATION FORWARD

Ms. Theresa Webb  
CPPO, CPPB, CPSM, C.P.M., Purchasing Manager, Southwest Florida Water Management District

Theresa Webb has over 25 years of experience in procurement in both the private and public sectors with 15 years in public sector procurement. Theresa is Purchasing Manager for the Southwest Florida Water Management District. She has a Bachelor in Business Administration and is working towards a Master Degree in Business Management. Theresa holds CPPO, CPPB, CPSM and Lifetime C.P.M. certifications. She is a current member of NIGP, Tampa Bay Area Chapter of NIGP, FAPPO and ISM. Theresa is currently serving on the NIGP Talent Council and is a member of the ISM Report on Business survey panel. Of recent, she has served on the NIGP Member Council, the NIGP Global Best Practice Task Force for Specifications, the LINCS Advisory Board for St. Pete College and the Tampa Bay Area Chapter of NIGP Board for five years (including President in 2014). Theresa was recognized by NIGP in 2013 as National ‘Buyer of the Year’.

Session Summary

“You get what you measure”…..it is an old management adage that still applies in today’s complex world. Without measurement you don’t know where you are or where you need to go and you can't manage for improvement. Successful organizations recognize that a viable program of performance measurement is integral to long term continuous improvement. When an organization focuses its resources on performance the benefits can produce successful attainment of goals and cultivate the trust and credibility that is so important in building productive relationships with customers. As leaders within our agencies, it is important that we develop strategies that communicates, mobilizes, measures and assesses the progress of performance of our departments and that we share those successes with both internal and external customers.
Developing Successful Procurement Operations

Ms. Althea Pemsel
Interim Assistant Procurement and Contracts Manager, City of Fort Lauderdale

Althea Pemsel is the Interim Assistant Procurement and Contracts Manager and leads the construction team for the City of Fort Lauderdale and has served as Purchasing Director, Manager and Procurement Officer. In 2000 Althea worked for the City of Orlando for almost a decade. Althea has been instrumental in advancing the public procurement profession to be regarded as high performance and value added divisions. Althea has written white papers and given many presentations on topics like Change Management, Strategic Procurement, and Adding Value. As an international speaker, her most recent presentation on the topic of intergenerational workforce was given in Hangzhou, China. Althea’s career in procurement began in Germany in the late 80s and she has worked in public, private, and non-profit organizations and instituted cost containment measures and process improvements. Although her educational background is a combination of business and psychology, her doctorate studies focused on philosophy. Althea has received many awards and her most treasured is the Jefferson Award for Community Service.

Session Summary

This workshop will address the strategies procurement professionals and leaders must take in an environment of shrinking budgets, reorganizations, and limited resources. Real world information will be shared on how to maintain, and if necessary, grow a dynamic procurement department that offers implementable solutions that are measurable and scalable. The session will cover doing more with less, communicating during changes, and sustaining morale and focus.

Procurement managers and professionals can leverage the changes and make a positive impact by doing the following:

1. Seek and develop creative solutions to executive problems (without being asked).
2. Communicate via internal and external media outlets and minimize misinformation.
3. Increase team building and other incentives to stay motivated and focused.
The Basic Elements of Strategic Planning

David Nash, CPPO, CPPB

David Nash retired as a Chief Warrant Officer Three from the United States Army in 1988 after twenty years of service in inventory management. He retired from the City of Fort Lauderdale in 2007 after eighteen years of service as a Police Supply Supervisor, Central Stores Supervisor and Procurement Specialist.

David holds a Master of Science in Business Administration degree from Boston University and a Bachelor of Business Administration degree from the University of Miami, where he graduated cum laude. He was the last president of the Governmental Purchasing Association of Southeast Florida, having led a successful merger with the Southeast Florida Chapter of NIGP in 2001. He was also the president of the Florida Association of Public Procurement Officials in 2006-2007 and was presented with the "George H. Wolfe Distinguished Service Award" in 2010. David also received the "Educator of the Year Award" from FAPPO in 2014.

David is a certified instructor for NIGP and teaches all six of the core, 3-day LEAP courses. He has created and written other presentations on a variety of topics, which have been given to various procurement organizations across the United States.

From 2010 to 2013, David served on the Evaluation Committee for the National Procurement Institute's Award of Excellence in Procurement. Since creating the online "Question of the Day" in 2007, he has helped over a thousand procurement professionals prepare for their CPPB and CPPO exams. For this contribution, he was presented with the "Spirit of NIGP Award" at the NIGP Forum in 2013. David continues to serve on a number of committees for FAPPO and his local NIGP chapter, as well as serving NIGP as a Chapter Ambassador for Area 5.

Session Summary

Procurement is often a reactive business. We are bombarded with emails, phone calls and drop-ins to our offices. We’d like to be more proactive, but setting aside time to actually plan anything can be troublesome. However, strategic planning can really help us to identify where the organization needs to go and how to get there. Important considerations like mission and vision statements, timing, internal support and resistance, as well as how to set goals and objectives will be discussed. Additionally, we will cover the all important aspect of SWOT analysis and how it helps us in defining the items above. If you are looking for some tips on how to improve your planning, this session may be just the one for you.

By participating in this workshop, the participant will be able to:

- Identify the critical factors in developing a strategic plan
- Discuss the elements involved in conducting a SWOT analysis
- Identify the elements of a good mission and vision statement
- Discuss the process of developing goals and objectives
On July 28, 2017, the FAPPO Board approved updates to the Scholarship Program that allow scholarships for the following events:

- FAPPO sponsored NIGP specific course Registration Fees
- Other FAPPO sponsored course Registration Fees
- FAPPO Fall Workshop Registration Fees NEW!!
- Certification Application and Examination Fees NEW!!

Members may be granted up to $715 per fiscal year and an agency may be granted up to $1,430 per fiscal year. The revised program documents are available on the Pro-D website:

www.fappo.org/Content/Professional%20Development

Pro-D Chair: Kristy Rodriguez 407-742-0939
Kristine.Rodriguez@osceola.org

CER/Scholarship Coordinator: Jessica Graham 407-317-3700 Ext 202-5284
Jessica.Graham@ocps.net
Are you planning to sit for the CPPB or CPPO exams in the next twelve months? There are a number of ways to prepare for these challenging tests. Taking one of NIGP’s seminars, obtaining the PREP Guides from the NIGP bookstore, participating in a study group or reviewing the material on your own are just some of the ways to prepare.

For those of you who would like a little day to day inspiration and interaction right at your desktop, one of our members, Past President David Nash, sends out a question of the day by email. The questions come from a variety of sources and are about half multiple choice and half essay. Each person responds directly to David and no one’s answers are ever shared with anyone else. And best of all, there is no charge to participate.

If you are interested in receiving these daily questions, just go to the website qoftheday.net for complete information on the program and to register your contact information. If you have any questions after visiting the website, feel free to contact David either by email at david.nash@qoftheday.net or by phone at 954-829-0421.
It is that time of year again to renew your Agency’s membership to FAPPO.

Please renew on-line at www.fappo.org by:
  Log in—any member of the agency may start the renewal process
  Select the “Renew Memberships for Your Entire Agency” Link

Review the current members listed for your Agency - **if any current members are not in the list, please contact Marian Pace (mpace@pgorda.us) or Craig Rowley (execdirector@fappo.org).**

Select the members to renew

You may add additional staff to the membership by clicking on “Add A Member”

For payment of your Agency Membership by check you may download the renewal form, complete and submit with a check.

Do you know what your FAPPO member benefits are? Check out the new FAPPO Member Benefits Guide. This guide highlights the benefit offerings for our members. Take a moment to see all the benefits.

FAPPO benefits are forfeited if a member does not pay their dues by September 1 for the current year.

The Scholarship programs require that you must be a current member in good standing for 1 year prior to submitting for a scholarship. This would also include scholarship requests for NIGP classes.

FAPPO Bucks and Member Participation Credits – Membership must have paid their dues for the current year by September 1st to qualify for FAPPO Bucks or Member Participation Credits. Please contact the Marian Pace (941-575-3348 or mpace@pgorda.us), Membership Chair, if you have any questions regarding membership or benefits.

If you have already renewed, thank you.

Many thanks to all our members for another successful year!
MEMBERSHIP APPLICATION

FAPPO Membership Application
July 1, 2017 - June 30, 2018

Agency Information: (Please print.)

Agency Name: __________________________________________________________

Full Address: __________________________________________________________

City: __________________________ State: _____ Zip: _______________________

Phone: (__________) ___________________ Fax: (__________) ___________________

Email: __________________________ Web Address: __________________________

Membership Types and Fees:
Select Type: □ Agency/Organization  □ Individual/Associate

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<td>11-20 Members</td>
<td>$750</td>
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<td>$1000</td>
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<td>26+ Members</td>
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<tbody>
<tr>
<td>Individual</td>
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Payment Information:

NOTE: Annual membership dues are payable in advance.

☐ Check Enclosed  ☐ Purchase Order Enclosed

Credit Card Payment: ☐ American Express  ☐ Master Card  ☐ Visa

Account Number: ___________________________ CVV Code: __________________

Expiration Date: (mm/yyyy) ______/______

Card Holder Name: (Print) ___________________________  ___________________________

Card Holder Signature: ___________________________  ___________________________

Please complete all pages of this membership application and return to:

FAPPO
P.O. Box 622612
Orlando, FL 32862-2612
Fax: 813-333-1767  Email: execdirector@fappo.org
COMMITTEES—2017-2018

AEP Sr. Representative
Mark Raiford, CPPB, FCPM, FCPA

AEP Jr. Representative
Barbara Grilli, CPPO, CPPB, C.P.M., FCCM

Appointments/Awards Entity
Chair Cheryl Olson, MBA, CPPO, C.P.M., CPPM, FCCN
Keith Glatz, CPPO, FCPM, FCPA
Monica Powery, CPPB

By-Laws
Kelly Loll, C.P.M.
ChrisCoghill, CPPB

Education/Pro-Dev
Chair Kristine Rodriguez, CPPO, CPPB, FCCM

CER Tuition Reimbursement/Scholarships
Jessica Graham

Executive Director
Craig Rowley, C.P.M.

Fall Workshop Program
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David Nash, CPPO, CPPB

FAPPO Bucks
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Mark Shuman, CPPO, CPPB

Finance Chair
Mike Pershing, CPPB

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Joe Benjamin, CPPO, CPPB, FCCM

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Juliet Misconi, CPPB
Barbara Grilli, CPPO, CPPB, C.P.M., FCCM
Gregory Spearman, CPPO, FCCM
Neil Appel
Chris Coghill

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Fatima Calkins, CPPO, CPPB, FCCM

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Nominating
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Carrie Wodell, MPA, CPPO, CFCM, CPPB, C.P.M., FCPM
Cheryl Olson, MBA, CPPO, C.P.M., CPPM, FCPM

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Chair Marian Pace, CPPO, CPPB

Sergeant-at-Arms
David Santiago, CPPB

Social Responsive
Gina Jolly
Brenda Leo

State Procurement/DMS Representative
Rosalyn Ingram

Strategic Plan Coordinator
Zulay Millan, CPPO, CPPB, FCCM

Survey/Research Coordinator
Kelly Loll, C.P.M.

Technology/Website
Chair Zulay Millan, CPPP, CPPB, FCCM
Carrie Woodell, MPA, CPPO, CFCM, CPPB, C.P.M., FCPM
Kim Albright

UPPCC Representative CPPB (12/15)
Alan Weaver, CPPO, CPPB, FCCN, FCPM, FCCM

UPPCC Representative CPPB (12/15)
Carrie Woodell, MPA, CPPO, CFCM, CPPB, C.P.M., FCPM

ANNUAL CONFERENCE COMMITTEES

Audio Visual/Technology
Chair Angela Thomas, MBA, CPPB, FCCM
Co-Chair Brenda Leo
Jason Bezak

Banquet/Special Event Committee
Chair Theresa Smith, FCCM
Anthony McGee, MBA, CPPB
Walesca “Roxana” Siaca
Lautesha Strange, MPA, CPPB
David Santiago, CPPB
Ashley Jones, FCCM

First Timers
Carrie Woodell, MPA, CPPO, CFCM, CPPB, CPM, FCPM

Hospitality
Chair Michelle Gomez
Vlad Opreatu, CPPB
Dino DeRostaing, CPPO, CPPB
Annmarie Wise
Celeste Gibbons-Peoples, CPPB, FCCM
Deanna Marshall

Photography
Diane Wetherington, CPPB, FCCM

Program Chair
Laurie Victory, CPPB

Trade Show
Chair Robyn Holder, CPPB
Denise Finn
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Brenda Leo
Gina Jolly
Celeste Gibbons-Peoples, CPPB, FCCM
April Johnston
William Hensmann, CPPB
Nick Canjar

VIP Coordinator
Cheri Alexander, C.P.M., CPPB
51st Annual FAPPO Conference and Trade Show
May 22, 2018 through May 25, 2018
Orlando, Florida

It’s never too early to begin planning! The 51st Annual FAPPO Conference and Trade Show will be held at the Rosen Centre, Orlando on **May 22-25, 2018**.

As you begin the budget process for next fiscal year, the following rate schedule should be used for calculating conference attendance expenses.

<table>
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<td>Conference Registration</td>
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<td>Hotel rate (single/ double)</td>
<td>$165.00 plus hotel tax (if applicable)</td>
</tr>
<tr>
<td>Self-Parking Rate</td>
<td>$15.00</td>
</tr>
</tbody>
</table>

Please be sure to include your conference registration fee in your budget. We cannot guarantee that a subsidy will be available for you to utilize at the Conference.
Here’s how **YOU** can join the conversation:

Follow @FAPPO_Inc for news, resources and updates about FAPPO and engage in the conference discussion using #FAPPOConf.

"Like" the FAPPO fan page on Facebook to see how others are discussing, teaching and sharing procurement news.

Join the FAPPO group on Linkedin to participate in procurement discussions and information exchange opportunities.

Subscribe to the official FAPPO Blog for access to procurement articles and updates or to submit a list serve inquiry.

Don’t forget to visit our website at:

[www.fappo.org](http://www.fappo.org)

**Calendar of Events:**
[www.fappo.org/CalendarEvent/List](http://www.fappo.org/CalendarEvent/List)

**Career Opportunities:**
[www.fappo.org/CareerOpportunity/List](http://www.fappo.org/CareerOpportunity/List)