Included Information:

Messages from the Officers
Fall Workshop Information
NIGP the Institute “Top Picks”
Scholarship Program
Question of the Day
New CPPOs & CPPBs
Membership Renewal
2018-19 Committees
Hello Friends,

Hope everyone is having a wonderful summer and able to enjoy some fun in the sun!

Over the next year, your FAPPO Board and Committees will continue to focus on education, building our membership and networking opportunities. Without the support of the members, our organization could not exist.

We are gearing up for the 2018 Fall Workshop and the committee is working hard to make it a success. The workshop will be held at the Lido Beach Resort at 700 Benjamin Franklin Drive Sarasota on Friday, November 2, 2018.

We are looking forward to a great program and our Fall Workshop Committee is working diligently to get the program posted to the website very soon.

A big thank you to all the members who have volunteered this year to be on committees for our 2018-2019 FAPPO year. For all members, there are plenty of ways to become involved, if you are interested in volunteering, please contact me.

I am still looking for a few volunteers so if you are interested, please contact me at lvictory@leegov.com

Happy New Year!

For most of us, fiscal year is just around the corner and hurricane season is upon us so it is a very busy time for us assisting our customers’ with last minute requests. However, I would like to challenge everyone to get refocused for the new FAPPO year. Don’t miss out on your chance to attend the upcoming FAPPO Fall Workshop in Sarasota. The price of $99 delivers a full day of training and information so that we are better equipped to serve our customers in the coming year. Don’t miss out on this opportunity.

Speaking of professional development opportunities, I encourage each of you to consider volunteering for one of the many opportunities available to FAPPO members. I know that everyone is very busy with all of their personal and work responsibilities. However, volunteering is not only rewarding, but you have the opportunity to make a difference. As a volunteer you can give back to the organization and help shape the future of the procurement profession. Additionally, you gain confidence and can connect and build professional relationships with colleagues from across the State.

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

Laurie Victory, CPPB
President

Theresa Webb, CPPO, CPPB, CPSM, C.P.M.
Vice President
Happy August FAPPO!!

Is it just me or has this summer just flown by in a blink?? Back-to-school fever is in high gear!

The first FAPPO Board Meeting went off without a hitch at the end of July. While we’re just getting under way, the year is off to a great start.

FAPPO has been hard at work getting things ready for the Fall Workshop. If you don’t know yet, it’ll be at the Lido Beach Resort, in Sarasota, FL on November 2nd! It’ll be $99.00 for members, which is a bargain compared to what I’m sure will be a really great program, so be sure to get your registration in! Don’t forget you can also apply for Scholarship to attend!

As always, we’re constantly on the lookout for new blood, and involvement from our membership. If you’re interested in participating, or finding out where there are opportunities to contribute, please don’t hesitate to reach out to YOUR officers!

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

Your Treasurer,

Jaime Locklear, MPA, CPPB, FCCM

Treasurer

Greeting from the Secretary

Hope everyone is enjoying his or her summer; there is no place like Florida. This is a good year for “first” timers, I am entering my first year as a FAPPO Board member, I attended and recorded my first FAPPO Board Meeting as Secretary and I published my first FAPPO newsletter.

So now, this could be the time for some of you to become “first” timers, perhaps attending the Fall Workshop in Sarasota or maybe presenting at the Fall Workshop or maybe becoming involved with the planning and execution of the Annual Conference or maybe serving as a FAPPO committee member. Nothing will take this Association further and faster than the volunteers who support it.

Hope to see you all in Sarasota!

David Santiago
CPPB, FCCN, FCCM

Secretary
CALL FOR PRESENTATIONS - 2018 FALL WORKSHOP

"DEFINING EXCELLENCE IN PROCUREMENT"

FAPPO is accepting proposals for presentations for the 2018 FALL WORKSHOP to be delivered to the membership on November 2, 2018. The deadline to submit proposals, bio, and summary is August 31, 2018.

Topics for presentation should support the above theme and motivate, educate, and challenge our members. Every presenter is invited to share experience, expertise, knowledge, and transferrable 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 Chair no later than October 5, 2018. 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 Fall Workshop.

Presenters must provide their own laptops. FAPPO does not have multiple laptops available for individual use. If needed, presenters are responsible for making arrangements for this equipment.

Proposal/Application Guidelines:

Complete application
Summary of presentation is limited to one paragraph of up to 150 words
Biographical information must be limited to 150 words and include a picture (.jpeg format, head-and shoulders)
Proposal/Application shall be submitted via email to the Fall Workshop Program Chair

Benefits of Presenting:

FREE Registration to the FAPPO FALL WORKSHOP
Recertification credit may be granted in accordance with the certifying organization’s guidelines
CALL FOR PRESENTATIONS - 2018 FALL WORKSHOP

"DEFINING EXCELLENCE IN PROCUREMENT"

APPLICATION

Name: _______________________________  Certifications: __________________

Entity: ______________________________________________________________

Phone: (_____) ___________________  Fax: (_____) _____________________

Email: ______________________________________________________________

Number of Proposals Submitted: _______________

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Proposals will be reviewed by the Program Chair and recommendations will be submitted to the FAPPO President for approval. The Program Chair will notify all selected presenters of the outcome of submitted proposals.

To be completed by FAPPO:

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<th>President approved</th>
<th>Tentative Schedule</th>
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It's never too early to begin planning! The FAPPO Fall Workshop will be held at the Lido Beach Resort on November 2, 2018.

Fall Workshop Registration: $ 99.00 - Member Rate / $149.00 - Non-member Rate
Hotel: Lido Beach Resort
Hotel Rate (single/double): $149.00

Hotel accommodations:
Lido Beach Resort
700 Benjamin Franklin Drive | Sarasota, FL 34236
866.306.5457
149.00 USD per night
Hotel deadline is October 1, 2018.
Make your reservation online

Please note, the following Group Perks are included but are NOT reflected on the Reservation Website:
• Resort fee reduced to $10
• Parking fee waived
• Room rate extended 3 days pre and post meeting-call the resort directly for assistance.

Book your group rate for FAPPO Fall Workshop 2018. Reservation assistance-please call 800-441-2113.
August 21, 2018

At the 2018 NIGP Annual Forum Awards luncheon, NIGP bestowed the Anne Deatherage Meritorious Service Award to Bobbye Marsala, CPPO, CPPB, C.P.M., Chief Procurement Officer, City of Palm Bay, FL.

Speak in such a way that others love to listen to you. Listen in such a way that others love to speak to you. For over 24 years, Bobbye Marsala has been a guiding light for the City of Palm Bay. Her brilliance can be seen and felt by everyone she touches. Her passion for procurement and love of mankind shine bright. Bobbye’s beautiful mind inspires others to believe in themselves, believe in their ability to succeed and make a difference today, tomorrow and always. It’s always about others and never about Bobbye. She does things that feed the soul; not the ego.

One of her greatest passions is to help others in our procurement profession. For over two decades she has provided guidance and mentorship to peers throughout the State of Florida. She receives phone calls on a regular basis for advice on how to overcome the ‘impossible’. Understand that, in Bobbye’s eyes, anything and everything is possible. She is your biggest fan, your greatest advocate, your unflappable champion. Obstacles are only distractions you see when you take your eyes off the goal.

In her own words, “People will make mistakes, they have to learn and recover from them no matter how difficult they can be. The final outcome is what matters. Maintaining your ethics, professionalism, integrity as well as adhering to good procurement practices and procedures will get you through any situation. These are the values I try to instill in everyone I mentor.”

Throughout the last few decades, Bobbye has been a consistent contributor to public procurement organizations at the local, state and national levels. She’s been an NIGP Master Instructor, served on committees and participated in many annual Forums. She’s held several leadership positions on the Florida Association of Public Procurement Officials (FAPPO) earning their Distinguished Service Award in 2006 and Outstanding Education Award in 2016. Bobbye is also an active member of the Central Florida Chapter of NIGP.

No surprise, Bobbye is a strong supporter of professional development which she says is an essential life blood for the City. In 2010, her Purchasing & Contracts Division won the FAPPO Best Practice Award. The City is also a 6-time Excellence in Achievement recipient and a 2-time UPPCC Sterling Award recipient. She believes that it’s very important to make sure that her staff maintains their credentials.

Sharing knowledge, learning new processes and techniques from others, meeting people, creating long term relationships and lifelong friends, working with peers… that’s a day in the life of Bobbye Marsala. When Bobbye’s not in the office she’s enjoys the fresh air on her face and the feel of the road - literally, the feel of the road - as she rides her motorcycle into the sunset with her husband.

Bobbye Marsala has a zest for life and a passion for procurement that inspires us to believe that we are stronger than we know and more capable than we dreamed.
August 21, 2018

At the 2018 NIGP Annual Forum Awards luncheon, NIGP bestowed the Distinguished Service Award to Mr. David E. Nash, CPPO, CPPB, Procurement Specialist – Retired, City of Fort Lauderdale, FL.

Maya Angelou once wrote … “Life is not measured by the number of breaths we take, but by the moments that take our breaths away.”

For over 40 years, David Nash has been leaving us breathless! His exuberance and contributions to the public procurement profession are unequaled. He is a pillar in the field of public procurement and a celebrity of sorts with his infamous “Question of the Day” which to date has helped over 4,000 public procurement professionals prepare for the CPPO and CPPB exams – one question at a time.

However, it’s David’s warmth and kindness that sets him apart and makes a lasting impression on you. He knows that giving is one of the most wonderful things in the world. Making someone happy is worth more than words can say. When you are with David, you feel accepted just the way you are. He doesn’t judge. If you have a problem, you know you can call David because you know he will be there. Kindness comes naturally and that’s how he speaks to you. He is a genuine, loving and caring person.

David served 20 years in the United States Army in the field of logistics. He retired in 1988 as a Chief Warrant Officer 3. David then went to work for the City of Fort Lauderdale where during his 18-year career he served as a Police Supply Supervisor, Central Stores Supervisor and Procurement Specialist. In 2007 David retired.

He holds a Master of Science in Business Administration degree from Boston University and a Bachelor of Business Administration degree from the University of Miami. Go Canes!

Over the years David has been an active member and held leadership positions at the Florida Association of Public Procurement Officials as well as the Southeast Florida Chapter of NIGP. In 2010 he was presented with FAPPO’s George H. Wolfe Distinguished Service Award and Instructor of the Year Award in 2014. He’s a certified NIGP instructor and has taught over 60 classes to practitioners across the United States and Canada. David is also a regular workshop presenter at NIGP’s Forum. Attendee favorites include “Certification Jeopardy” and “Contract Administration: Beginning with the End”. In 2013, David received NIGP’s Spirit Award for his Question of the Day.

Retirement hasn’t slowed David down, quite the opposite, he’s entered a new adventure in his life which includes more learning, more giving, more dancing with his beloved wife Beverly, and more possibilities. David doesn’t count the days – he makes the days count.
August 20, 2018

At the 2018 NIGP Annual Forum, NIGP bestowed the Young Professional Award to Ms. Zulay Vincenty Millan, CPPO, CPPB, FCCM, Procurement Administrator, Orange County, FL.

The Institute is strongly committed to engage young professionals who desire to make positive contributions to their communities. To encourage involvement and leadership, NIGP hosts an informal Young Professional Council through NSite, we provide scholarships to attend the annual Forum, and we have designated at least two seats on the Member Council for Young Professionals under the age of 40. We have also created an annual Young Professional Award to publicly recognize a top leader. As Chair of the Member Council, I am privileged to present the 2018 Young Professional Award to Zulay Millan.

Arthur Balfour once wrote “Enthusiasm moves the world.” Well, Zulay has been moving and shaking the world of public procurement for over 16 years. Her own zest and enthusiasm generates zest and enthusiasm within others. It’s like electricity. You cannot see it, but you feel it’s power and see the results of her energy. Everyone is irresistibly attracted to this young professional. When you work with Zulay, you mimic her mood and behavior. Followers automatically want to be on Team Zulay. Her passion, motivation and intense enjoyment for what she does stimulates and inspires all of us. When you’re excited about what you do, you become more animated and energetic – you become unstoppable. Zulay Millan is unstoppable.

Zulay leads with intuition and intelligence. She’s engaging, yet fearless. She is brave in her thinking and daring in her desire to accomplish anything. Whether she’s purchasing commodities, heading a task force, leading the Central Florida Chapter, or mentoring colleagues – the end result is success. Her progressive ideas challenge and inspire others in the profession to grow. Through her enthusiasm and sound project management a concept can quickly transition from a spark to a fire.” She’s a procurement powerhouse.

Zulay currently serves as Procurement Division Administrator for Orange County, Florida. For the past 16 years, her career focus has been in procurement and process engineering/improvement. Zulay holds a Bachelor’s degree in Business Administration, an Executive Certificate in Public Procurement, a Management Certificate in Public Procurement and has earned her CPPO, CPPB and FCCM certifications. She has held leadership roles in the Central Florida Chapter of NIGP and has been a member of NIGP since 2007. She is also actively engaged with the Florida Association of Public Procurement Officials.

This 34-year old has a fierce passion to help others, a hunger to do more, and the power to make an incredible difference to the public procurement profession. With Zulay’s enthusiasm, optimism and motivation, we can move mountains and move the world.
Happy August FAPPO! 2018 is more than half way over! How are you doing on your professional and personal development goals? FAPPO wants to help you achieve your goals for education and certification by offering you the following opportunities:

**College Education Reimbursement Program**
Members are eligible for up to $2,000 reimbursement per fiscal year for tuition, books and materials for coursework leading to a degree in BA, PA or other degree related to Procurement. Submit application at least two working days prior to start of course.

**Scholarship Program**
Members are eligible for reimbursement up to $1,000 and agencies are eligible for reimbursement up to $2,000.
Eligible events include registrations fees for FAPPO sponsored NIGP courses, other FAPPO sponsored courses, FAPPO Fall Workshop registration, Certification application, examination and recertification fees.
Submit application for FAPPO sponsored course or Fall workshop at least ten working days prior to event.
Submit application for certification related reimbursement up to 30 days after notification of passing/certified status.

**Host an NIGP Class through FAPPO**
Each agency can host three classes per year
FAPPO will pay for the site coordinator to attend the class
FAPPO will provide up to $200 for refreshments

View the [FAPPO Pro-D Site](#) to download Program and Application Documents. These programs are in place to help our members pursue their college, certification and training goals.
Scholarship Opportunities

FAPPO Sponsored NIGP Courses Currently Scheduled:

- Intro to Public Procurement
  - 8/22-8/24 Palm Coast
- Legal Aspects of Public Procurement
  - 8/29-8/31 Tampa
- FAPPO Fall Workshop 11/2
- UPPCC October Testing

If you don’t see the class you need, reach out to us so we can help you host the class and attend for FREE!

Kristy Rodriguez 407-742-0939 Kristine.Rodriguez@osceola.org
Jessica Graham 407-317-3700 Ext 202-5284 Jessica.Graham@ocps.net
Study Assistance for Exam Preparation - Receiving the Question of the Day

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@qotheday.net or by phone at 954-829-0421.
The Universal Public Procurement Certification Council (UPPCC) is pleased to announce that 106 individuals successfully completed the spring 2018 UPPCC certification examinations administered May 7-19, 2018. The coveted Certified Public Procurement Officer (CPPO) and Certified Professional Public Buyer (CPPB) credentials, recognized throughout the public procurement profession, demonstrate an individual's comprehensive knowledge of public procurement.

Obtaining either UPPCC certification requires the candidate to demonstrate through an application process, that they meet specific requisites; including formal education, procurement related coursework/training and public procurement employment experience. A comprehensive written examination (specific to each certification) is required to confirm the candidate's mastery of a variety of public procurement concepts found in the UPPCC Body of Knowledge.

Congratulations to our State of Florida counterparts in this great achievement!

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<thead>
<tr>
<th>Full Name</th>
<th>Certification</th>
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<td>Kristy Bada, CPPB</td>
<td>CPPB</td>
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<td>Lindsay Cepero, CPBB</td>
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<td>LeNedda D. Edwards, CPPB</td>
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<td>Travis M. Fulton, CPPB</td>
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<tr>
<td>Sandra Herrera, CPPB</td>
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<td>Fort Myers</td>
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<td>Aneta Fryt, CPPB</td>
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<td>Regina A. Kavanagh, CPPB</td>
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<td>Largo</td>
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<td>Sabrina Kimball, CPPB</td>
<td>CPPB</td>
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<td>Maureen Lewis, CPPB</td>
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<td>Lisa M. Osha, CPPB</td>
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<td>Sebring</td>
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<td>Laurie D. Platkin, CPPB</td>
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<td>Jill Marie Poolman, CPPB</td>
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<td>Waleska Roxana Siaca, CPPB</td>
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<td>Brad Skinner, CPPB</td>
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<td>John Spence, CPPB</td>
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<tr>
<td>Wylene Sprouse, CPPB</td>
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<tr>
<td>Stephanie N. Swinson, CPPB</td>
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<td>Nicole Marie Turner, CPPB</td>
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<td>Ronald A. Falanga, CPPO, CPPB</td>
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<td>DeLand</td>
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<tr>
<td>Dean Mealy, II, CPPO</td>
<td>CPPO</td>
<td>Jupiter</td>
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<tr>
<td>Brian A. Webster, CPPO</td>
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<td>Miami</td>
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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, 2018 - June 30, 2019

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>3-6 Members</td>
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<td>7-10 Members</td>
<td>$450</td>
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<tr>
<td>11-20 Members</td>
<td>$750</td>
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<td>21-25 Members</td>
<td>$1000</td>
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<tr>
<td>26+ Members</td>
<td>$2000</td>
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Other Memberships
Individual □ $120

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:

WE’VE MOVED - PLEASE UPDATE YOUR RECORDS
FAPPO
P. O. Box 622612
Orlando, FL 32862-2612
Fax: 813-333-1767  Email: execdirector@fappo.org

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COMMITTEES—2018-2019

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

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

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

By-Laws
Fatima Calkins, CPPO, CPPB, FCCM

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

CER Tuition Reimbursement/Scholarships
Jessica Graham, CPPB

Executive Director
Craig Rowley, C.P.M.

Fall Workshop Program
Chair Kristine Rodriguez, CPPO, CPPB, FCCM
Cheryl Olson, MBA, CPPO, C.P.M., CPM

FAPPO Bucks
Chair Mark Shuman, CPPO, CPPB
Kimberly Albritton
Fatima Calkins, CPPO, CPPB, FCCM

Finance Chair
Diane Wetherington, CPPO, FCCM

Historian
Joe Benjamin, CPPO, CPPB, FCCM

Legislative Committee
Chair Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA
Juliet Misconi, CPPB
Barbara Grilli, CPP, CPPB, C.P.M., FCCM
Gregory Spearman, CPPO, FCCM
Mary Tucker
Christine Coghill, CPPO, CPPB

Meeting Coordinator
Laurie Victory, CPPB

Membership/Outreach
Chair Marian Pace, CPPO, CPPB
Rebecca Ann Wells
Patricia Guthrie, CPPB

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

NCPCC Representative
Bobbye Marsala, CPPO, CPPB, CPM, FCPM, FCPA

Parliamentarian
Rhonda Ulmer, C.P.M., CPPO
Yesenia Pascual
Diane Wetherington, CPPO, FCCM

Resolutions/Awards Chair
David Nash, CPPO, CPPB

Past President
Fatima Calkins, CPPO, CPPB, FCCM

Presidential Advisors
Joe Benjamin, CPPO, CPPB, FCCM
Diane Wetherington, CPPO, FCCM
Mark Raiford, CPPO, FCPM, FCPA
Bobbye Marsala, CPPO, CPPB, CPM, FCPM, FCPA
Marian Pace, CPPO, CPPB
Cheri Alexander, C.P.M., CPPB

Procedural Oversight
Chair Marian Pace, CPPO, CPPB
Mike Pershing, CPPB
Anne Heinen

Sergeant-at-Arms
Anthony McGee, MBA, CPPO

Social Responsive
Vacant
Vacant

State Procurement/DMS Representative
Rosalyn Ingram

Strategic Plan Coordinator
Monica Powery, CPPB

Survey/Research Coordinator
Fatima Calkins, CPPO, CPPB, FCCM
April Johnston

Technology/Website
Chair Zulay Millan, CPPO, CPPB, FCCM
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