<table>
<thead>
<tr>
<th>Time</th>
<th>General Description</th>
<th>Speaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUNDAY - MAY 22, 2016</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1:00 - 4:00</td>
<td>Registration</td>
<td></td>
</tr>
<tr>
<td>6:00 - 10:00</td>
<td>Member Professional Networking Event - Motown and Mickey</td>
<td></td>
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<tr>
<td>MONDAY - MAY 23, 2016</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7:30 - 11:00</td>
<td>Registration</td>
<td></td>
</tr>
<tr>
<td>7:00 - 8:00</td>
<td>First Timers Orientation</td>
<td>Carrie Woodell, MPA, CFCM, CPPO, C.P.M. FCPM</td>
</tr>
<tr>
<td>8:00 - 8:30</td>
<td>President's Welcome and Breakfast</td>
<td>Joe Benjamin, CPPO, CPPB, FCCM</td>
</tr>
<tr>
<td>8:30 - 10:00</td>
<td>Live the Life of Your Dreams….While Working Your Day Job!</td>
<td>Tammy Rimes</td>
</tr>
<tr>
<td>10:00 - 10:15</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>10:15 - 11:45</td>
<td>Talent Management, Retention &amp; Leadership</td>
<td>Miriam Singer, CPPO, and Amos Roundtree, CPSM</td>
</tr>
<tr>
<td>10:15 - 11:45</td>
<td>Mitigating Risk in Procurement Processes</td>
<td>Carrie Woodell, MPA, CFCM, CPPO, C.P.M. FCPM; Zulay Millan, CPPO, CPPB, FCCM</td>
</tr>
<tr>
<td>12:00 - 1:00</td>
<td>Member Vendor Lunch</td>
<td>Tabatha Freedman, MBA, CPPO, CPPB</td>
</tr>
<tr>
<td>1:00 - 4:30</td>
<td>FAPPO Annual Trade Show</td>
<td></td>
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<tr>
<td>TUESDAY - MAY 24, 2016</td>
<td></td>
<td></td>
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<tr>
<td>7:30 - 4:00</td>
<td>Registration</td>
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<tr>
<td>7:30 - 8:30</td>
<td>Social Awareness Campaign</td>
<td>Give Kids the World</td>
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<tr>
<td>8:30 - 9:45</td>
<td>Keynote Speaker - Sticking Points: How to Get the 4 Generations Working Together in the 12 Places They Come Apart</td>
<td>Haydn Shaw</td>
</tr>
<tr>
<td>9:45 - 10:15</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>10:15 - 11:45</td>
<td>Shades of Grey, Passion in Purchasing?</td>
<td>Tammy Rimes</td>
</tr>
<tr>
<td>10:15 - 11:45</td>
<td>Bye Bye Local Preference, Not Buy Buy Local Preference</td>
<td>Marian Pace, CPPO, CPPB, FCCM</td>
</tr>
<tr>
<td>10:15 - 11:45</td>
<td>Introduction to Design Build</td>
<td>Joanne Flick, CPPO, CPPB</td>
</tr>
<tr>
<td>11:45 - 1:00</td>
<td>Lunch - Business Meeting</td>
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<tr>
<td>1:00 - 2:00</td>
<td>FAPPO Best Practices/Entity Award Presentations</td>
<td>Keith Glatz, CPPO, FCPM</td>
</tr>
<tr>
<td>2:00 - 3:00</td>
<td>Winning Best Practices Presentations</td>
<td>Cheryl Olson, C.P.M., CPPO</td>
</tr>
<tr>
<td>3:00 - 3:15</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>3:15 - 4:45</td>
<td>Negotiations and Renewals, Don't Leave Money on the Table</td>
<td>Ann Reeves, FCCM</td>
</tr>
<tr>
<td>3:15 - 4:45</td>
<td>Antitrust for Purchasing Professionals</td>
<td>Liz Brady, Rachel Steinman</td>
</tr>
<tr>
<td>3:15 - 4:45</td>
<td>Pros and Cons of Local Preference</td>
<td>Greg Spearman, CPPO, FCCM</td>
</tr>
<tr>
<td>6:00 - 9:00</td>
<td>Presidential Banquet</td>
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<tr>
<td>WEDNESDAY - MAY 25, 2016</td>
<td></td>
<td></td>
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<tr>
<td>7:30 - 11:30</td>
<td>Registration</td>
<td></td>
</tr>
<tr>
<td>7:30 - 8:30</td>
<td>Member Networking Session and Continental Breakfast</td>
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<tr>
<td>8:30 - 9:00</td>
<td>NIGP Update</td>
<td>Rick Grimm, CPPO, CPPB</td>
</tr>
<tr>
<td>9:00 - 10:30</td>
<td>Safeguarding the Award: From Evaluation Through Protest</td>
<td>Mark J. Stempeter &amp; William J. Cea of Becker &amp; Poliakoff, P.A.</td>
</tr>
<tr>
<td>10:30 - 10:45</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>10:45 - 12:15</td>
<td>Change Management in Purchasing</td>
<td>Mariam Singer, CPPO, and Amos Roundtreee, CPSM</td>
</tr>
<tr>
<td>10:45 - 12:15</td>
<td>Notes from a Hearing Officer</td>
<td>David Nash, CPPO, CPPB</td>
</tr>
<tr>
<td>12:15 - 1:15</td>
<td>Lunch</td>
<td></td>
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<tr>
<td>1:15 - 3:00</td>
<td>State of Florida Update</td>
<td>Roz Ingram, State of Florida DMS</td>
</tr>
<tr>
<td>3:00 - 4:00</td>
<td>Closing Session</td>
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</tbody>
</table>
Tammy Rimes
Author, Consultant, and Keynote Speaker

Tammy Rimes served as the Purchasing Agent for the City of San Diego, the nation’s 9th largest City, during a time of tremendous challenges - 2007 Witch Creek Fires which destroyed over 2000 homes; the Mt. Soledad landslide; and first-time centralization of all contracting operations. Two of her high profile successes were to implement the City’s first environmentally preferred purchasing polices, and she led a restructuring effort to reduce City warehousing, saving $1.4M in the first year. The City received the AEP Award during every year under her leadership.

If you think she just knows about government work, she also owns a winery and horse ranch – Hacienda de las Rosas Winery – which was featured on the front page of USA Today, and voted as one of the top 5 wineries in San Diego County in 2014. With a sales background, Tammy has the unique perspective of working in three different worlds: government, corporate and entrepreneurial.

As a keynote speaker, she energizes purchasing and government teams with inspirational ways to help motivate their teams, handle complex procurements, and be ready for emergencies.

Haydn Shaw
Author, Generation Expert, & Leadership Guru

Haydn Shaw is a leading expert on the multiple generations, leadership, change management, personal productivity, and trust.

He is the author of "Sticking Points: How to Get 4 Generations Working Together in the 12 Places They Come Apart" and Franklin Covey’s bestselling workshops "Leading Across Generations“ and "Working Across Generations". He also writes on generations and leadership for the Huffington Post.

TIME wrote, “Shaw is an expert on cultural differences at the office.” He has spoken to over 100,000 people and worked with more than 1,500 businesses (from Fortune 500 companies to start ups), not-for-profit organizations, and governmental agencies. He speaks and consults in excess of 160 days each year to clients who consistently invite him back.

Hailed as a “leadership guru” by the Washington Post, Haydn Shaw has delivered hundreds of convention keynotes or intimate off-sites. Known for taking groups from hilarity to deep reflection, he combines rich content with use-tomorrow tools. His presentations make an impact because he does his homework, designing each one for your unique needs. Having worked with hundreds of organizations, Haydn connects with virtually any group in any industry, and brings practical and inspiring examples from the boardroom and the front line.
This presentation will examine problems that frequently arise during competitive procurements, from a legal perspective. We will explore numerous areas of the process, including the drafting of the solicitation specifications, bid review authority, public records and sunshine law requirements, and challenges to preliminary and final awards. The presentation will focus on the interplay between Florida case law, local ordinances and other components of the solicitation process. We will also explain how Florida law can help guide governmental agencies at various stages to achieve a better procurement process, and insulate a governmental agency from protests.

Biographical Information

Mark J. Stempler
Mr. Stempler is an attorney with Becker & Poliakoff in West Palm Beach. He focuses his practice in the areas of public procurement and construction litigation. In the government procurement arena, Mr. Stempler primarily represents private companies doing business with government agencies during the bidding, negotiation and protest processes. He has represented companies in procurement protest disputes across Florida, and has helped clients win numerous multi-million dollar government contracts. Mr. Stempler has litigated protests in construction, transportation, professional services, public housing, vendor concessions, state court services, janitorial services, landscaping, education and airport services. Mr. Stempler also represents public bodies on a case by case basis. He has authored numerous published articles on government procurement and protest procedures. Mr. Stempler is Board Certified by the Florida Bar in Construction Law, and is certified as a LEED Green Associate by the United States Green Building Council. He represents clients in construction lawsuits involving defects, delays, contractual disputes, mold claims, bond claims, and insurance disputes.

William J. Cea
Bill Cea is a Board Certified Construction Attorney and Certified Circuit Court Mediator. Mr. Cea concentrates his practice in the areas of public procurement and construction defects litigation. He has served as lead counsel in high-profile bid protest cases and routinely represents Private companies doing business with government agencies during the RFP, bidding, and negotiation and selection process. He has handled federal, state and local bids in construction, design build and construction management, transportation, professional services, food and vendor concessions, towing, information technology, landscaping and property management, airport services, public-private partnerships and developments, veterans services, public housing, traffic cameras, and office services and equipment projects throughout Florida.
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NJPA is happy to serve hundreds of Florida members who already understand the value of cooperative purchasing.

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OFFICE DEPOT PRESENTS

FAPPO’S 49TH ANNUAL CONFERENCE AND TRADESHOW
MEMBER NETWORKING SOCIAL EVENT
“MOTOWN AND MICKEY”
DISNEY’S GRAND FLORIDIAN

FEATURING DAVONDA SIMMONS AND ECLECTIC SOUL

Sunday, May 22nd
6:00 p.m. – 10:00 p.m.
TRANSPORTATION TO AND FROM THE EVENT WILL BE PROVIDED
On behalf of President Joe Benjamin, conference delegates are cordially invited to the Presidential Banquet. The theme of the banquet is “Professionalism...No Masquerade”; an event celebrating unmasking our professional service in public procurement.

Attire is black and white business casual and we will provide the masque. Entertainment will be provided by none other than our own DJ extraordinaire, “Lone Wolf” Anthony McGee, Ah-Oooo!

So don’t procrastinate get those early bird registrations in today!

Tammy Spearman, Banquet and Special Event Chair
**What to Wear and Other Useful Information:**

- Daily session dress attire is Business Casual. On Monday you’ll want to wear comfortable shoes for the Trade Show following the Opening Sessions.

- The Conference Registration Desk will be open beginning on Sunday. Please stop by for any assistance or if you have questions.

The Registration Desk is located at the Hotel and will be open the following hours:

- **Sunday** – 1:00 p.m. – 4:00 p.m.
- **Monday** – 7:30 a.m. – 11:00 a.m.
- **Tuesday** – 7:30 a.m. – 4:00 p.m.
- **Wednesday** – 7:30 a.m. – 11:30 a.m.

- Please wear your badge at all times.
- Please let the registration desk know if you will not be attending any of the special events or the Trade Show luncheon, as tickets are limited and there are others that may be interested in using your ticket/s.
- Please be prompt to all classes.
- Please turn off your cell phones as a courtesy to others.
- Please invite your co-workers and other government colleagues to the Vendor Trade Show on Monday. **The Trade Show is open at no charge to all government employees.**

**Hospitality Suite**

The FAPPO Hospitality Suite is open to all conference attendees and their guests. The suite is staffed by FAPPO members who serve drinks and light snacks. This is a great gathering spot for meeting new friends and for networking. Please respect the hours of operation and drink responsibly.

**Hours of Operation:**

- **Sunday:** 4:30 p.m. – 5:30 p.m.
- **Monday:** 7:00 p.m. – 11:00 p.m. **KARAOKE NIGHT**
- **Tuesday:** 5:00 p.m. to 6:00 p.m. and 9:30 p.m. to 11:00 p.m.

**Office Depot presents FAPPO’s Member Networking Social Event “Motown and Mickey”**

Motown and Mickey! Join us for a night of fun and fellowship as we dance and sing away the evening with our special guest DaVonda Simmons & Eclectic Soul one of Central Florida’s premiere Jazz/Dance Ensembles, they bring the soul to any event. Our Special Event will be held at Disney’s Grand Floridian Sunday, May 22nd, 6:00 pm – 10:00 pm. Food and drinks will be served throughout the night. Transportation to and from the event will be provided.
**FAPPO 49th Annual Trade Show Exposition - Grand Ballroom**

- The official Hashtag for this event is #FAPPO2016, be sure to Tweet, Face Book and Instagram!
- Wear your name badge and comfortable shoes.
- Bring your business cards.
- Lunch will be provided in Junior Ballroom G from 11:30am-1:00pm.
- Prize drawings will happen throughout the Trade Show and you must be present to win!

One of the prize drawings will be for a Grand Prize of Free Registration for the 2016 FAPPO Conference! Winner will be announced at the Trade Show.

**DON’T FORGET TO INVITE YOUR END USER DEPARTMENTS TO ATTEND THE TRADESHOW! You can use the flyer here in the newsletter as an invitation.**

**Presidential Banquet**

President Joe Benjamin cordially invites conference delegates to the Presidential Banquet to be held **Tuesday, May 24, 6:00 pm – 9:00 pm.** The theme of the banquet is "Professionalsm...No Masquerade". Colors for the night are black and white, business casual. Reception is 6:00 pm – 6:30 pm; doors will open promptly at 6:30 pm. Entertainment will be provided by none other than our own DJ extraordinaire, "lone Wolf" Anthony McGee, a cash bar will be open and pouring to your heart’s content. Join us in Junior Ballroom G.

**Closing Session**

The closing session for the 49th Annual FAPPO Conference on May 25th begins at 3:00 p.m. in Junior Ballroom G and will include the FINAL drawing for a Grand Prize of Free Registration for the 2017 FAPPO Annual Conference at the Rosen Centre Orlando, Florida! Also, the winners for the First Timers Game will be announced. **You must be present to win!**
2016 Annual Conference & Trade Show
Order your conference attire before May 1, 2016.
Order online and your shirt will be waiting for you at

Stain Resistant Polo
Ladies Sizes XS-4X

Stain Resistant Pocket Polo
Men's Sizes XS-4X

$29.50 Each

ORDER TODAY!

https://www.customink.com/g/wxe0-00ad-m4k5
“Come One, Come ALL!!”

A visit to every booth ensures we show our support to all exhibitors and our sponsors.

Take your time and meet a new vendor, say “hi” to an old vendor, and show your coworkers who are new to the Trade Show all the benefits of this event!

End user departments can truly benefit from the Trade Show. Remember to extend the invite and bring them along!
The more tickets sold, the more the jackpot grows!

Ticket Price: $1 or 6 for $5
The Social Responsive Committee has completed its search and is pleased to announce that Give Kids The World, Inc. has been selected as the charitable organization for the Association to support in 2016.

Give Kids The World Village is a 79 acre resort located in Kissimmee, Florida that has welcomed more than 143,000 families from all 50 states and 75 countries. Give Kids The World, Inc. provides weeklong, cost-free vacations to children with life-threatening illnesses and their families. The village and its community partners provide children and their families accommodations in fully-furnished villas, transportation, tickets to theme parks, meals, daily entertainment, and much more.

Information on how you can contribute to this year’s social awareness campaign will be made available at the conference.

Perry Davis – Social Responsive Committee Chair
49th Annual Conference & Trade Show
OFFICIAL HASHTAG!

Follow: @FAPPO_INC

#FAPPO2016
REGISTRATION FORM
49th ANNUAL CONFERENCE AND TRADE SHOW
ROSEN CENTRE HOTEL • ORLANDO, FLORIDA • MAY 22 - 25, 2016

Name (last, first) ____________________________ Certification(s) ________________
Name to be printed on badge ____________________________
Title ____________________________ Agency/Organization ____________________________
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 APRIL 8, 2016. NO REFUNDS WILL BE ISSUED AFTER THIS DATE.

☐ FAPPO Member……………………………………………………………………………….. $300.00………………………………………. $_______
☐ FAPPO Bucks (Deduct) ………………………………………………………………………………….. $350.00………………………………………. $_______
☐ Participation Credit (Deduct) ………………………………………………………………………………….. $………………………………………. $_______
☐ Non-member fee ……………………………………………………………………………………………………….. $475.00………………………………………. $_______

ONE DAY REGISTRATIONS: Includes any meals and events scheduled for that day.
FAPPO Members  ☐ Sunday ($50)  ☐ Monday (Free)  ☐ Tuesday ($175)  ☐ Wednesday ($175)
Non-Members  ☐ Sunday ($50)  ☐ Monday (Free)  ☐ Tuesday ($250)  ☐ Wednesday ($250)

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 300 #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

Attendee Participation Acknowledgement
Registering for the FAPPO Annual Conference and Trade Show indicates acknowledgement of participation in FAPPO events and activities at the attendee’s own risk and intentional act. Attendees should be aware that possible physical injury could occur as a result of participation in these events. Attendees acknowledge freely and knowingly that they are able to participate in FAPPO events and hereby assume responsibility for their own well-being. Attendees also agree not to allow any other individual to participate in these events without written notification to FAPPO.

FAPPO plans to take photographs at the Annual Conference and Trade Show and reproduce them in FAPPO educational, news or promotional material, whether in print, electronic or other media, including the FAPPO website. By participating in the Annual Conference and Trade Show, you grant FAPPO the right to use your name, photograph and biography for such purposes. All postings become the property of FAPPO. Postings may be displayed, distributed or used by FAPPO for any purpose.
“New Rates - May 1, 2016”

2016-2017 Agency Membership Structure

The membership structure for this current year is based on individual membership. However, if the membership is paid by the AGENCY the membership belongs to the AGENCY.

The new membership structure, which begins on July 1, 2016, will be an Agency Group based structure.

<table>
<thead>
<tr>
<th>Tier</th>
<th># of Members</th>
<th>Annual Fee</th>
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<tbody>
<tr>
<td>1</td>
<td>1—2</td>
<td>$120.00</td>
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<tr>
<td>2</td>
<td>3—6</td>
<td>$275.00</td>
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<tr>
<td>3</td>
<td>7-10</td>
<td>$450.00</td>
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<tr>
<td>4</td>
<td>11-20</td>
<td>$750.00</td>
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<tr>
<td>5</td>
<td>21-25</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>6</td>
<td>26+</td>
<td>$2,000.00</td>
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FAPPO allows agencies to transfer membership among staff to address turn-over in staff.

Who qualifies for FAPPO membership?

⇒ All employees of a FLORIDA governmental agency
CLASS DETAILS

Title: Developing and Managing Requests for Proposals
Date: April 11, 2016—April 13, 2016
Time: 8AM-5PM
Location: Tampa Int’l Airport Boardroom
        4100 George J. Bean Parkway
        Tampa, FL 33607
Instructor: Mr. David E. Nash, CPPB, CPPO
Course Overview: This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential. The class agenda will identify the process, offer a key understanding of the elements of the proposal and ascertain ways in which the document can be used to its full capability. Pitfalls and success stories will make the class relevant and applicable when planning to incorporate this type of solicitation into the government process.
Registration Fee: $670.00
For Questions Contact:
    Kristy Rodriguez, Pro-D Chair Kristine.Rumping@ocps.net
    Tara Walls, College Education Reimbursement Program Coordinator/Scholarship Program Coordinator & Norma M. Showley Scholarship Tara.Walls@lakelandgov.net

REGISTER TODAY!
Hello FAPPO and welcome to the New Year. Don’t forget it is time to renew your membership!

Renewals may be processed on-line through http://www.fappo.org:

- Log-in as a member
- It is a great time to verify your membership record is accurate - Use the link to “Update Your Member Information” to verify and update
- Click on the line “Renew Your Membership” or print a manual renewal form to pay by check

Membership FAQ’s

- When does my membership expire?
  - Memberships not renewed and paid by September 1st are expired

- Why am I considered a “new member” when I have been a previous member?
  - Those whose membership expire for a full fiscal year will be considered a “new member” the next time they register for membership

- What are the negative impacts of not renewing a FAPPO membership?
  - 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 – Membership must have paid their dues for the current year by September 1st to qualify for redeeming FAPPO Bucks.
  - If a member renews and pays for membership after September 1st and was offered a transfer of FAPPO Bucks by another member they would not be qualify to use the transferred FAPPO Bucks.

Check out the NEW Membership Guide at https://www.fappo.org/docs/MemberGuide0415.pdf for member benefits and information.

Please contact your membership chair, Marian Pace, if you have any questions about your FAPPO Membership at mpace@pgorda.us or 941-575-3348.
Here’s how **YOU** can join the conversation:

Follow [@FAPPO_Inc](https://twitter.com/FAPPO_Inc) for news, resources and updates about FAPPO and engage in the conference discussion using #FAPPOConf.

“Like” the [FAPPO](https://www.facebook.com/fappo) fan page on Facebook to see how others are discussing, teaching and sharing procurement news.

Join the [FAPPO group on LinkedIn](https://www.linkedin.com/groups) to participate in procurement discussions and information exchange opportunities.

Join the [FAPPO group on GovLoop](https://www.govloop.com/groups) for additional interaction with government procurement professionals.

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)
50th Annual FAPPO Conference and Trade Show
May 24-27, 2017
Orlando, Florida

It’s never too early to begin planning! The 50th Annual FAPPO Conference and Trade Show will be held at the Rosen Centre, Orlando on **May 24-27, 2017**.

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

- **Conference Registration**: $350.00 (Early Bird rate $300.00)*
- **Hotel rate (single/double)**: $149.00 plus hotel tax (if applicable)
- **Self-Parking Rate**: $15.00

**Memorial Weekend Special**: **May 27-30, 2017 $109.00 plus hotel tax**

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.

*Subject to Board approval in May 2016.*