Florida Association of Public Procurement Officials

December 2017 Newsletter

Included Information:

- Messages from the Officers
- Message from Pro-D
- Question of the Day
- Procurement Article
- FAPPO Bucks / MPC Info
- Essay Contests
- Calling All Volunteers!
- Trade Show News
- Committee List
- Annual Conference Program & Information
- Registration Form
Greetings FAPPO Family:

Wow! 2017 has flown by in the blink of an eye! I am proud of what we have achieved in the recent months, and am very appreciative of all the hard work put in by our Board to support our organization. As we approach the New Year, the Board encourages you to submit an entry for any one or all of the award opportunities before you: the Award of Excellence in Public Procurement, the Best Practice Award, the Eighth Annual Essay Contest for “The Power of Performance”, or the Diversity Essay Contest for “Diversity—Why is it Important?”! And, don’t forget to take advantage of the scholarship and tuition reimbursement opportunities available through the Pro-D Committee!

In addition, the 2017 FAPPO Fall Workshop was a success! Kudos to Ms. Amy Flack, Fall Workshop Program Chair for putting together an amazing conference. The conference was very informative and beneficial for the members who were able to attend. There was a great mix of different topics presented that were very informative and well-structured.

Lastly, the planning for the 51st Annual FAPPO Conference and Trade Show themed “The Power of Performance” is underway. The Conference is scheduled to be held May 22nd—25th, at the Rosen Center in Orlando, FL. Laurie Victory, Vice President & Program Chair, is putting together an incredibly interesting program with top speakers from procurement, education, design-build and public/private strategic management sectors.

I would like to extend special wishes to you and your family for a Merry and Blessed Christmas and a Prosperous 2018!

Warmest Regards,
Fatima F. Calkins
President
Hello FAPPO Family,

We had a wonderful time in beautiful Fort Lauderdale for the Fall Workshop. The weather was exceptional and the program was amazing as always. Thank you to those who worked so hard to make it a success.

We have not received any Nominations for Officers at this time, so please encourage those who are eligible to fill out the form! It is very rewarding to be part of such a great group of individuals.

We are now diligently working towards the Annual Conference. The Call for Presentations was successful and you will find a draft of the Conference Program in this newsletter.

Don’t forget to work on your submissions for the 2018 Award of Excellence in Public Procurement and/or Best Practice Award Application.

Thank you for all your support and may you be blessed over the holiday season!

Laurie A. Victory, CPPB
Vice President

Holiday Greetings,

What a great year for FAPPO! In case you missed it, we celebrated our 50th Anniversary at the Spring Conference. In addition, FAPPO provided a diverse group of learning opportunities for members at both the Spring Conference and the Fall Workshop. Finally, FAPPO, through all of the members’ participation in 50/50 drawings, was able to present a monetary gift to our 2017 charity, The Ronald McDonald House, and provide additional funding for the FAPPO Norma Showley Scholarship Foundation.

Next year is looking to be even bigger and better. Your Board is hard at work putting together the program for the 2018 Spring Conference and have lined up several plenary speakers. Now is the time to start making your plans to attend.

Additionally, I encourage each of you to consider volunteering in 2018. We have several committee positions that will need to be filled and we are currently taking nominations for FAPPO Secretary. This position takes minutes of the Board Meetings, publishes the FAPPO newsletter and oversees the registration for the Conference and Workshop. If you have questions, or need more info, please contact any of the Board Members. It is my hope that each of you will have a very happy holiday season and get to take a few days off from work to spend some extra time with friends and family.

Your Treasurer

Laurie Victory, CPPB
Vice President

Theresa Webb, CPPO, CPPB, CPSM, C.P.M
Treasurer
Happy Holidays FAPPO — Tis the Season to be MERRY!!

How are we in December?!?! Didn’t the new fiscal year JUST happen?!?!

For those of you who were able to make it, I hope you enjoyed the Fall Workshop as much as we did! Your Board and Committee Members worked really hard to make it a success! Our speakers were great, the scenery was beautiful, and it really started off the ‘new year’ in the right direction.

It’s that time of year to reach out to our Executive Director, Craig Rowley to get your Agency Code and send the Vendor Registration form for the Annual Trade Show to all your vendors! It’s an easy way to earn FAPPO Bucks for your agency, and it broadens the vendor pool for everyone’s benefit!

Don’t forget to submit your entries for the Awards and Essay Contests!! It’s a way to earn Member Participation Credits that you can use to offset the costs of coming to the Annual Conference in May!!

We hope to see all of you at the Annual Conference next year! I wish you all a joyous and merry holiday season, and a very happy New Year!

Warmest Regards,
Jaime T. Locklear, MPA, CPPB, FCCM
Secretary
Did You Know that the FAPPO Board allocated $25,000 to spend on College Education Reimbursement and Scholarships??!!

**College Education Reimbursement Program:**
- Member are eligible for up to $1,000 per fiscal year

**Scholarship Program** may be used for the following:
- Certification Application and Examination Fees.
- Other FAPPO sponsored course Registration Fees.
- FAPPO Fall Workshop Registration Fees.
- FAPPO sponsored NIGP specific course Registration Fees.
- Members are eligible for up to $715 per fiscal year, not to exceed $1,430 per agency.
- host an NIGP Class through FAPPO, the following benefits apply:
  - FAPPO will pay for the site coordinator to attend the class
  - FAPPO will provide up to $200 for refreshments
  - Gives Scholarship Opportunity to FAPPO members
  - Each agency may host 3 classes per year (that’s 3 FREE registrations)

View details at [FAPPO Pro-D Site](#) or by contacting:
Kristy Rodriguez 407-742-0939 Kristine.Rodriguez@osceola.org
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.
Delegating Procurement Authority with more Confidence and Less Heartburn

By: Barbara Grilli, CPPO, CPPB, C.P.M., FCCM

In a recent Government Procurement article, “Doing Delegations Right,” delegating procurement authority was discussed. Certainly, delegation goes well beyond detailed policy documents, as the article pointed out. But what are the keys to ensuring that procurement decisions delegated to outside departments are performed within those written boundaries?

The author suggested that the individuals outside of the department must be vetted for qualifications and trustworthiness, as we would do for a bidder (reputation, values, personal traits and competencies). I would agree that qualification, especially when p-card purchases are considered, is critical. Credit worthiness, through outside verifications, is an objective criteria and is extremely important when delegating under an agency-wide P-card program. But, when we consider trustworthiness as the article suggests, we are entering a more subjective area.

How can a Procurement Department determine trustworthiness, or more importantly does it have the latitude to actually choose or vet the designee? Most delegation policies are set by dollar threshold, not role or reputation. So, if we are considering a non-P-card delegated transaction (with typically no personal credit check on the employee), the role of purchaser will most likely be chosen from within the requesting department. Further, the department’s vetting of the individual may not involve any more strategy than simply assigning the source selection to the beneficiary of the buy or to the individual with the available resources to execute the buy.

Realistically, confidence with delegation begins with oversight of the program. As vetting designee trustworthiness may be outside of Procurement’s role, clear boundaries and consequences for non-compliance may be the real tools to ensure that delegation is in the right hands. The best approach may be a frequent audit of purchases through simple reporting tools. No delegation program should be initiated until these tools are in place. The weakness of these audits, of course, is that they identify non-compliance after it has occurred.

The most effective “antacid” to the heartburn of delegation is much more proactive: training. Before a delegation program is launched or the first audit report is run, comprehensive training of the designees (regardless of how they were selected) is the major key to success and compliance. Basic public procurement, ethics, and agency-specific policies must all be covered. Due to constantly changing roles in outside departments, this training must be available on an ongoing basis. Former designees training replacement designees will deteriorate compliance faster than a second generation copy blurs the small print on a contract! After the policy is carefully crafted and approved, continuous training and oversight are the primary keys to doing delegations right - and keeping them right.
Florida Members Serving NIGP in 2.0 Volunteer Roles

As the new fiscal year begins for most of us and for NIGP: the Institute for Public Procurement, new terms for volunteers within NIGP 2.0 also begins. Florida NIGP members should be proud of the representation that our state has within this community and the impact our local members are having at a national level. There are 27 Representatives from Florida on these councils, boards and committees. Below is a listing of Florida NIGP members who are currently giving back to the procurement profession through volunteerism with NIGP.

<table>
<thead>
<tr>
<th>Committee</th>
<th>Name of Volunteer</th>
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<tbody>
<tr>
<td>Audit</td>
<td>Mary &quot;Marian&quot; Pace, CPPO,CPPB</td>
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<tr>
<td>Awards</td>
<td>Karen M. Main, CPPO,CPPB</td>
</tr>
<tr>
<td>Awards</td>
<td>Linda E. Wheat, CPPB, CPCP</td>
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<tr>
<td>Board Policy Committee</td>
<td>Ray Hooper, CPCM</td>
</tr>
<tr>
<td>Board Policy Committee</td>
<td>Teodoro E. Carrasco, CPPO, PH.D., CPPB</td>
</tr>
<tr>
<td>Board Policy Committee</td>
<td>Tabatha C. Freedman, CPPO, CPPB, MBA</td>
</tr>
<tr>
<td>Board Policy Committee</td>
<td>Kelly Loll, C.P.M.</td>
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<tr>
<td>Chapter Ambassadors</td>
<td>Joe Benjamin, CPPO, CPPB</td>
</tr>
<tr>
<td>Chapter Ambassadors</td>
<td>David E. Nash, CPPO, CPPB</td>
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<tr>
<td>Governing Board</td>
<td>Keith K. Glatz, CPPO, FCPM, FCPA</td>
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<tr>
<td>Governing Board</td>
<td>Miriam Singer, CPPO</td>
</tr>
<tr>
<td>Governing Board</td>
<td>Carrie F. Woodell, MPA, CFCM, CPPO, C.P.M., CPPB, APP</td>
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<td>Knowledge Committee</td>
<td>Christine A. Coghill, CPPO, CPPB</td>
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<tr>
<td>Knowledge Committee</td>
<td>Mina M. Kaeding, PhD CPPO, CPPB, FCCM</td>
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<td>Knowledge Committee</td>
<td>Kristine Lynn Rodriguez, CPPO, CPPB, FCCM</td>
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<td>Knowledge Committee</td>
<td>Michael R Thornton, CPPO</td>
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<td>Knowledge Committee</td>
<td>Clifford P. McCue</td>
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<tr>
<td>Legislative and Position Committee</td>
<td>Joe Benjamin, CPPO, CPPB</td>
</tr>
<tr>
<td>Legislative and Position Committee</td>
<td>Alex Denis, CPPO</td>
</tr>
<tr>
<td>Member Council</td>
<td>Amy C Flack, CPPO, CPPB</td>
</tr>
<tr>
<td>Member Council</td>
<td>Zulay Vincenty Millan, CPPO, CPPB, FCCM</td>
</tr>
<tr>
<td>Member Council</td>
<td>Denise K. Schneider, CPPO, CPPB, C.P.M.</td>
</tr>
<tr>
<td>Pipeline</td>
<td>Alex Denis, CPPO</td>
</tr>
<tr>
<td>Scholarship Committee</td>
<td>Christina K. Semeraro, CPPB</td>
</tr>
<tr>
<td>Talent Council</td>
<td>Carrie F. Woodell, MPA, CFCM, CPPO, C.P.M., CPPB, APP</td>
</tr>
<tr>
<td>Talent Council</td>
<td>Gregory K. Spearman, CPPO, FCCM</td>
</tr>
<tr>
<td>Talent Council</td>
<td>Theresa Webb, CPPO, CPPB, CPSM, C.P.M.</td>
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If you are interested in serving as a volunteer for NIGP the Institute for Public Procurement, feel free to reach out to any one of these individuals or visit: [www.nigp.org/home/about-nigp/get-involved/volunteer](http://www.nigp.org/home/about-nigp/get-involved/volunteer)
As we quickly approach our annual FAPPO Conference, do not forget to complete the redemption form for the credits that you have already earned. The deadline to complete and return your redemption form is Monday, April 9, 2018.

You want to know how you can earn FAPPO Bucks or Member Participation Credits (MPC), well let me tell you. To earn FAPPO Bucks all you need to do is recruit a vendor to be an Exhibitor at the FAPPO Conference Trade Show. Your agency will get $100 FAPPO Bucks (or percentage of registration paid) for new Exhibitors and $50 FAPPO Bucks for a returning Exhibitor. Contact Craig Rowley, Executive Director at executivedirector@fappo.org to get more information!

You can also earn MPC’s by volunteering for the Conference, just contact Jaime Locklear at jlocklear@sjcfl.us and she can set you up with volunteer opportunities.

Keep in mind that the FAPPO Bucks and MPC’s you earn must be redeemed for this year’s conference or you will lose them. Your credits can be used toward your registration and/or your hotel registration. The credits cannot be carried over to another year.

Do not wait, get involved and if you already have Bucks, get your application form in before the deadline. This an excellent way to volunteer and network with other FAPPO members. You will have fun and you have the opportunity to give back to your organization.

Be involved, enjoy your membership, network with other procurement professionals, increase your procurement knowledge and have fun.

Celeste Gibbons-Peoples, CPPB, FCCM
FAPPO Bucks / MPC Chair
celeste.gibbons-peoples@tampagov.net
(813) 274-5696
FLORIDA ASSOCIATION OF PUBLIC PROCUREMENT OFFICIALS, INC.
FAPPO BUCKS & MEMBER PARTICIPATION CREDIT PROGRAM

REDEMPTION REQUEST – DEADLINE TO SUBMIT APRIL 15, 2018

Name and Title of Applicant:

Name of Agency: ____________________________ Date: ____________

Office Address: ____________________________ City, State, Zip: ______________

FAPPO Membership Date: ____________________ Telephone Number: ________

Email Address: _____________________________

☐ FAPPO BUCKS in the amount of $____________ to be applied to:

☐ Hotel Costs*  Confirmation # ______________

☐ Check-In Date: ______________  Check-Out Date: ___________

☐ I am sharing a room with: _______________________________

☐ Conference Registration Fee* in the amount of $____________

☐ MEMBER PARTICIPATION CREDITS in the amount of $____________ to be applied to:

☐ Hotel Costs*  Confirmation # ______________

☐ Check-In Date: ______________  Check-Out Date: ___________

☐ I am sharing a room with: _______________________________

☐ Conference Registration Fee* in the amount of $____________

*Attach a copy of Conference Registration and/or Hotel Confirmation

Approval:
Member is a current member in good standing for at least the entire previous FAPPO FY: Yes ☐ No ☐

______________________________  __________________________
FAPPO Bucks Chairperson Date

Submit completed form & documentation to: Celeste Gibbons-Peoples FAPPO Bucks Chair
Phone: 813-274-8834 Email: celeste.gibbons-peoples@tampagov.net
We need your help!! Volunteers are needed to assist with running the Registration Desk at the FAPPO Conference!

The Registration Desk is managed by the Secretary, and manned (or womanned) by members to check in delegates, pass out badges and program information, and assist with questions or directions for any of the attendees. Volunteers will also be helping with the 50/50 raffles, when they’re not at the registration desk.

The only way for the Registration Desk to run smoothly is with the help of our members who volunteer. It’s a great way to start getting involved, and it is a super easy way to earn $50.00 in Membership Participation Credits to be used towards your registration fees or hotel costs to attend the conference.

If you’re interested in volunteering, please contact your Secretary, Jaime Locklear, at jlocklear@sjcfl.us or (904) 209-0158.
Hello FAPPO Family,

I am back! My role this year is Chair of the 51st Annual Conference Trade Show. When we think of the “Power of Performance” as a diverse group of professionals that represent diverse cultures, we are “Learning and Networking in a World of Differences”. It’s not too early to start gathering your crew to visit the many exhibitors who will be present. We never know what we might learn or who we may meet that will benefit us in the work we perform each day. Remember there is no admittance cost to explore the Trade Show.

This year’s committee is working diligently and will have prizes and surprises for those in attendance. YOU MUST BE PRESENT TO WIN!

See you soon!

Tammy Spearman, CPPO, CPPB
Committee Chair
City of Sarasota

51st Annual Conference Trade Show Committee
Committee Co-Chair - Denise Finn, CPPO, C.P.M., CPPB, Lee County Port Authority

Committee Members:
Mark Shuman, CPPO, CPPB, Pinellas County Schools
Brenda Leo, City of Port St. Lucie
Georgia Hudson, SWFWMD
Celeste Gibbons-Peoples, CPPB, FCCM, City of Tampa
April Johnston, St. Johns County BOCC
William Hensmann, CPPB, Brevard County Public Schools
Nick Canjar, Brevard County Public Schools
DaVonda is a dynamic vocalist who has been dazzling audiences for years with her “drop dead gorgeous voice”. One who evokes a smile in your heart and caresses you with the radiant warmth of her style. Her vocal artistry and commanding stage presence colors any performance with enthusiasm and elegance.

You DO NOT want to miss “The Red Hot Rhythm” One of Central Florida’s hottest performance ensembles known for bringing sizzling soul and explosive energy to any event. Savor the delectable sounds of our musical melting pot featuring Latin, Caribbean, R & B, Blues, Jazz, Country, and, of course, MoTown. You are sure to enjoy the rhythmic style of the red-hot beat!

You will love jamming to the band’s hot rhythm section as they take you on a musical voyage from memory lane to today’s hot sounds. Trivia and latest dance moves. Who knows? You may even get a chance to strut your stuff as part of the show!!

The dress for the Special Event is Casual. Just come ready to have a FANTASTIC time!

Awards Banquet Featuring Anthony McGee “DJ Lone Wolf”

You DO NOT want to miss our very own Tony, from the Tampa Chapter, with “DJ Lone Wolf Productions”! You will love jamming to the DJ musical Selections!

The dress for the Awards Banquet is “Cocktail Attire” and don’t forget your “Dancing Shoes”!!

See you at the Conference!!

Teresa Smith
Special Event & Banquet Chair
This contest is open to all Regular FAPPO members and, of course, Officers are not eligible to compete.

The FAPPO organization and its members have made a commitment to respect and to provide equitable treatment to all the procurement professionals, constituents, internal customers and external customers. FAPPO recognizes the range of differences among all those that procurement professionals have interaction including their value and contributions from each.

The Diversity Essay should address why inclusiveness and respect for diversity is important to the procurement. What are the implications of diversity for procurement; in your office, entity, vendor relations and/or customer relations?

The essay should focus on this theme and you are free to be as imaginative as you desire. I know there are some very interesting stories out there just waiting to fascinate our membership.

Contestants must submit a 900 – 1000 word essay that is double-spaced in an Adobe PDF or MS Word document. Please ensure that the essay includes the author’s name, entity address, phone number, email and a signed statement giving unrestricted publishing rights to FAPPO.

Essay entries must be submitted to Ms. Laurie Victory, CPPB, FAPPO Vice President via email lvictory204@gmail.com or mail to c/o Lee County BOCC, Procurement Management, 1500 Monroe Street, 4th Floor, Fort Myers, FL 33901 by February 19, 2018. Please email any questions to Laurie A. Victory.

The current FAPPO Officers based on originality, message / content focus, clarity and grammar will judge essays. The winner and runners-up will be announced at the 50th Annual FAPPO Conference, May 22-26, 2018 in Orlando, FL. The winning author will receive $300 in Participation Credits and runner ups will receive $25.00 in Participation Credits. Participation Credits may be used to help defray the costs for registration and lodging at the official host hotel for the current year’s conference.

FAPPO will reimburse the agency or member, who has made the payment for the awarded amount in the event your registration and/or official host hotel lodging has been paid for prior to receiving award notice.

GOOD LUCK!
“The Power of Performance”

This contest is open to all Regular FAPPO members excluding current Officers.

As in all professions, Public Procurement Officials want our industry members recognized and viewed as professionals at what we do. FAPPO as well as other Public Procurement Organizations have made great strides in promoting this effort in recent years. Moving forward, what should Public Procurement Officials be doing to make this a known reality? How should we, as government agency officials conduct ourselves within the profession? What should Public Procurement professionals be doing to demonstrate “The Power of Performance”?

The essay should focus on this theme and you are free to be as imaginative as you desire. I know there are some very interesting stories out there just waiting to fascinate our membership.

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GOOD LUCK!
A candidate for office must be a Regular member, in good standing, for a minimum of three (3) of the last five (5) years. A candidate for office must hold a professional procurement, contract administration, or materials management certification from a universally recognized professional association at the time of election to any office, and must retain said certification for the duration of any and all terms of office. A candidate must have served as Chair on one of the following FAPPO Committees: FAPPO Bucks, Finance, Professional Development, Special Event/Banquet, Trade Show and/or Fall Workshop. Candidate must have their entity's support as evidenced by a letter from their supervisor included with the nomination form. A template of the letter of support is attached. You may nominate yourself or have someone nominate you!

Name:__________________________________________________________________________________

Entity:__________________________________________________________________________________

Address:____________________________________ City:___________________________ Zip:_________

Phone:____________________ Fax:____________________ E-Mail:______________________________

Number of Years with Entity:_______   Number of Years FAPPO member:_______

List the committees he/she has served on:   Attach additional sheets and documentation as necessary.

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<thead>
<tr>
<th>Year</th>
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<th>Committee</th>
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Describe the professional accomplishments of member:

________________________________________________________________________________________

________________________________________________________________________________________

________________________________________________________________________________________

He/she has attained the following professional procurement certification(s):

CPPO  CPPB  C.P.M.  A.P.P.  CFCM  Other _________________________

He/she has been asked if they are interested in serving as an Officer, and replied: Yes  No

Submitted By:______________________________ Date:______________________________

Candidate must have the support of their entity and a letter from their supervisor must be presented at the time of nomination submission. The deadline for submitting nominations is March 2, 2018.

Email, or mail nomination form to:

Laurie A. Victory, CPPB, c/o Lee County BoCC, Procurement Management,
1500 Monroe Street, 4th Floor, Fort Myers, FL 33901 OR E-Mail: lvictory@leegov.com
August XX, 2018

_________________, Vice President
Florida Association of Public Procurement Officials

Dear M_, ____________,

As the supervisor of __________ it is my pleasure to nominate him/her for the office of ______________, with the Florida Association of Public Procurement Officials (FAPPO). ______________ has been working for our agency since __________. His/Her duties with the agency include:

• __
• __
• __

We are aware of the extent of financial support and time that is required to hold office as a FAPPO Officer and our agency management staff is in total support of __________, and will endeavor to facilitate HIS/HER responsibilities in this role. It is also understood that this is a 4 year commitment as ______________ will likely move through the other Officer positions that follow.

I understand and agree that _____ must attend all Board meetings, Annual Conferences, and Fall Workshops, and that he/she will receive numerous Emails and phone calls during the work day, and will attend a weekly teleconference with the other officers for the following four years.

______________ is experienced and committed to the ideals of FAPPO, and is receiving my highest recommendation for this nomination.

Sincerely,

SIGNATURE
____________________, ____________
PRINTED NAME TITLE
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, CPPC, C.P.M., FCPM, FCCN

Keith Glatz, CPPO, FCPM, FCPA

Monica Powery, CPPB

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

Chris Coghill, 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
Chair Amy Flack, CPPB

David Nash, CPPO, CPPB

FAPPO Bucks
Chair Celeste Gibbons-Peoples, CPPB, FCCM

Mark Shuman, CPPO, CPPB

Finance Chair
Mike Pershing, CPPB

Historian
Joe Benjamin, CPPO, CPPB, FCCM

Legislative Committee
Chair Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA

Juliet Misconi, CPPB

Barbara Grilli, CPPO, CPPB, C.P.M., FCCM

Gregory Spearman, CPPO, FCCM

Neil Appel

Christine Coghill, CPPO, CPPB

Meeting Coordinator
Fatima Calkins, CPPO, CPPB, FCCM

Membership/Outreach
Chair Marian Pace, CPPO, CPPB

Rebecca Ann Wells

Patricia Guthrie, CPPB

Nominating
Laurie Victory, CPPB

NCPPC Representative
Bobbye Marsala, CPPO, CPPB, CPM, FCPM,

Parliamentarian
Rhonda Ulmer, CPM, CPPO

Yesenia Pascual

Diane Wetherington, CPPB, FCCM

Resolutions/Awards Chair
David Nash, CPPO, CPPB

Past President
Diane Wetherington, CPPB, FCCM

Presidental Advisors
Joe Benjamin, CPPO, CPPB, FCCM

Mark Raiford, CPPB, FCPM, FCPA

Denise Schneider, CPPO, C.P.M., CM, CPPB, FCPM

Carrie Woodell, MPA, CPPO, CFCCM, CPPB, C.P.M., FCPM

Cheryl Olson, MBA, CPPO, C.P.M., CM, FPGA, FCCN

Procedural Oversight
Chair Marian Pace, CPPO, CPPB

Mike Pershing, CPPB

Anne Heinen

Sergeant-at-Arms
David Santiago, CPPB

Social Responsive
Robyn Holder

State Procurement/DMS Representative
Rosalyn Ingram

Strategic Plan Coordinator
Zulay Millan, CPPO, CPPB, FCCM

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

April Johnston

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

Carrie Woodell, MPA, CPPO, CFCCM, CPPB, C.P.M., FCPM

Kim Albritton

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

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

ANNUAL CONFERENCE COMMITTEES

Audio Visual/Technology
Chair Vlad Opreanu, CPPB

Co-Chair Jason Bezak

Banquet/Special Event Committee
Chair Theresa Smith, FCCM

Anthony McGee, MBA, CPPB

Walesca “Roxana” Siaca

Lautesha Strange, MPA, CPPB

David Santiago, CPPB

Leticia Figueroa

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

Hospitality
Chair Michelle Gomez

Vlad Opreanu, CPPB

Dino DeRostaing, CPPO, CPPB

Annamarie Wise

Celeste Gibbons-Peoples, CPPB, FCCM

Deanna Marshall

Photography

Diane Wetherington, CPPB, FCCM

Program Chair
Laurie Victory, CPPB

Trade Show
Chair Tammy Spearman, CPPO, CPPB

Denise Finn, CPPO, C.P.M., CPPB

Mark Shuman, CPPO, CPPB

Brenda Leo

Celeste Gibbons-Peoples, CPPB, FCCM

April Johnston

William Hensmann, CPPB

Nick Canjar

VIP Coordinator
Cheri Alexander, C.P.M., CPPB

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April Johnston

William Hensmann, CPPB

Nick Canjar

VIP Coordinator
Cheri Alexander, C.P.M., CPPB
It’s never too early to begin planning! The 51st Annual FAPPO Conference and Trade Show will be held at the Rosen Centre, Orlando.

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)**: $165.00 plus hotel tax (if applicable)
- **Self-Parking Rate**: $15.00

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.
# 51st ANNUAL FAPPO CONFERENCE & TRADE SHOW - ORLANDO, FL

<table>
<thead>
<tr>
<th>Time</th>
<th>General Description</th>
<th>Speaker</th>
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</thead>
<tbody>
<tr>
<td><strong>TUESDAY, MAY 22, 2018</strong></td>
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</tr>
<tr>
<td>10:00 - 6:00</td>
<td>Registration</td>
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<tr>
<td>6:00 - 10:00</td>
<td>Special Event</td>
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<tr>
<td><strong>WEDNESDAY, MAY 23, 2018</strong></td>
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<tr>
<td>7:30 - 11:00</td>
<td>Registration</td>
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<tr>
<td>7:00 - 7:45</td>
<td>First Timers Orientation</td>
<td>Carrie Woodell, MPA, CFCM, CPPO, C.P.M, FCPM</td>
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<tr>
<td>8:00 - 8:30</td>
<td>President's Welcome and Breakfast</td>
<td>Fatima F Calkins, CPPO, CPPB, CFCM, FCPM</td>
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<tr>
<td>8:30 - 10:00</td>
<td>Keynote Speaker - The 4 Phases of Attitude</td>
<td>Steve Morgan</td>
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<tr>
<td>10:00 - 10:15</td>
<td>Break</td>
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<tr>
<td>10:15 - 11:45</td>
<td>Dr. Larry Martin, UCF Professor</td>
<td>Strategies for Success - Getting Ready for Public-Private Partnerships (P3s)</td>
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<tr>
<td>10:15 - 11:45</td>
<td>Duff Erholtz &amp; Tammy Rimes</td>
<td>First Aid Kit Emergency Preparedness Presentation</td>
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<td>Dr. Clifford McCue</td>
<td>Procurement's Most Strategic Assets - It's Professional</td>
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<tr>
<td>12:00 - 1:00</td>
<td>Member Vendor Lunch</td>
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<tr>
<td>1:00 - 4:30</td>
<td>FAPPO Annual Trade Show</td>
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<tr>
<td><strong>THURSDAY, MAY 24, 2018</strong></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>Member Networking Session and Continental Breakfast</td>
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<tr>
<td>8:00 - 8:30</td>
<td>Social Awareness Campaign - Covenant House Florida</td>
<td>Maria Shorkey</td>
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<tr>
<td>8:30 - 9:45</td>
<td>Mr. Keld Jensen</td>
<td>Keynote Speaker - NegoEconomics &amp; SMARTnership</td>
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<tr>
<td>9:45 - 10:00</td>
<td>Break</td>
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<tr>
<td>10:00 - 11:30</td>
<td>Larry Johnson</td>
<td>There Is No They</td>
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<tr>
<td>10:00 - 11:30</td>
<td>Joanne Flick</td>
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<tr>
<td>10:00 - 11:30</td>
<td>Dr. Keri Kozlowski, UCF Professor</td>
<td>Conducting a Successful Negotiation</td>
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<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>
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<tr>
<td>2:00 - 3:00</td>
<td>Winning Best Practices Presentations</td>
<td>Cheryl Olson, C.P.M., CPPO</td>
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<tr>
<td>3:00 - 3:15</td>
<td>Break</td>
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<tr>
<td>3:15 - 4:45</td>
<td>Joe Benjamin</td>
<td>FAPPO - The Value of Membership</td>
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<tr>
<td>3:15 - 4:45</td>
<td>Lourdes Coss</td>
<td>Financial Analysis for Procurement Professionals</td>
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<tr>
<td>6:00 - 9:00</td>
<td>Presidential Banquet</td>
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<tr>
<td><strong>FRIDAY, MAY 26, 2018</strong></td>
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<tr>
<td>7:30 - 11:30</td>
<td>Registration</td>
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<tr>
<td>7:30 - 8:30</td>
<td>Member Networking Session and Continental Breakfast</td>
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<tr>
<td>8:30 - 9:15</td>
<td>NIGP Update</td>
<td>Rick Grimm, CPPO, CPPB CEO National Institute of Governmental Purchasing</td>
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<tr>
<td>9:15 - 9:30</td>
<td>Break</td>
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<tr>
<td>9:30 - 10:30</td>
<td>Janice McInnis</td>
<td>Finding the Funny in Change</td>
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<tr>
<td>10:30 - 10:45</td>
<td>Break</td>
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<tr>
<td>10:45 - 12:15</td>
<td>SA Kyle Scheatzle, Federal Bureau of Investigation</td>
<td>Procurement officials – The MVP's in the fight against public corruption: Case reflections of an FBI Public Corruption Agent</td>
</tr>
</tbody>
</table>
REGISTRATION FORM
51st ANNUAL CONFERENCE AND TRADE SHOW
ROSEN CENTRE HOTEL • ORLANDO, FLORIDA • MAY 22 - 25, 2018

Name (last, first) .................................... Certification(s) ....................................

Name to be printed on badge ....................................

Title .................................... Agency/Organization ....................................

Mailing Address ....................................

Phone (_____) .................................... Fax (_____) ....................................

E-mail Address ....................................

Banquet Meal Selection - Thursday May 24: ☐ Chicken ☐ Salmon ☐ Vegetarian

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 6, 2018. NO REFUNDS WILL BE ISSUED AFTER THIS DATE.

☐ FAPPO Member.................................... Early Bird Registration Fee ....................................

☐ FAPPO Bucks (Deduct) .................................... $300.00.................................... $350.00.................................... $

☐ Participation Credit (Deduct) .................................... $475.00.................................... $500.00.................................... $

☐ Non-member fee.................................... Fee if Received after 4/6/2018

ONE DAY REGISTRATIONS: Includes any meals and events scheduled for that day.

FAPPO Members ☐ Tuesday ($50) ☐ Wednesday (Free) ☐ Thursday ($175) ☐ Friday ($175)
Non-Members ☐ Tuesday ($50) ☐ Wednesday (Free) ☐ Thursday ($250) ☐ Friday ($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, PO Box 622612, Orlando, FL 32862

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

Attendee Participation Acknowledgement
Registering for the FAPPO Annual Conference and Trade Show indicates acknowledgement of participating in FAPPO events and activities at the attendee's own free will 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 their place 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.
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)