# Conference Information:

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<th>Conference Program</th>
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Greetings FAPPO Family,

We are two weeks away from our 51st Annual Conference and Trade Show! A Big Thank you to our Officers, Committee members and all our Volunteers for all the hard work and efforts in preparing what will be a memorable and unique Conference this Year! The FAPPO Conference will offer you a unique experience. One that will empower you with tools to enhance your performance. The sessions are designed to offer you with valuable knowledge, the great opportunity to network, fostering business partnerships, and interact with the industry expert speakers, exhibitors, colleagues, and the FAPPO Community.

Please join me in thanking our Sponsors and Exhibitors at this year's Trade Show as we have lunch with them and tour this year's trade show on Thursday, May 23, 2018.

The special edition, 51st Anniversary Conference Newsletter can be found under "What's New" on the FAPPO website.

I look forward to seeing you on such an important event!

Warmest Regards,
Fatima F Calkins, CPPO, CPPB, FCCM
2017-2018 President
51st Annual Conference & Trade Show
OFFICIAL HASHTAG!

Follow: @FAPPO_INC

#FAPPO2018
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
<th>Presenter(s)</th>
</tr>
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<tbody>
<tr>
<td>10:00 - 6:30</td>
<td>Registration</td>
<td>Registration Desk 2</td>
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<tr>
<td>6:00 - 10:00</td>
<td>Professional Networking Event</td>
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<tr>
<td>7:00 - 2:30</td>
<td>Registration</td>
<td>Registration Desk 2</td>
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</tr>
<tr>
<td>7:00 - 7:45</td>
<td>First Timers Orientation</td>
<td>Salon 12</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>Jr. Ballroom</td>
<td>Fatima F Calkins, CPPO, CPPB, CFCM, FCPM</td>
</tr>
<tr>
<td>8:30 - 10:00</td>
<td>Keynote Speaker - The 4 Phases of Attitude</td>
<td>Jr. Ballroom</td>
<td>Steve Morgan</td>
</tr>
<tr>
<td>10:00 - 10:15</td>
<td>Break</td>
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<tr>
<td>10:15 - 11:45</td>
<td>Strategies for Success - Getting Ready for Public-Private Partnerships (P3s)</td>
<td>Salon 11</td>
<td>Dr. Lawrence Martin, UCF Professor</td>
</tr>
<tr>
<td>10:15 - 11:45</td>
<td>Hurricanes, Earthquakes &amp; Tornados: Finding your Yellow Brick Road</td>
<td>Salon 12</td>
<td>Duff Erholtz &amp; Tammy Rimes</td>
</tr>
<tr>
<td>10:15 - 11:45</td>
<td>Procurement's Most Strategic Asset - It's Professional</td>
<td>Salon 13/14</td>
<td>Dr. Clifford McCue</td>
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<tr>
<td>12:00 - 1:00</td>
<td>Member Vendor Lunch</td>
<td>Jr. Ballroom</td>
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<tr>
<td>1:00 - 4:30</td>
<td>FAPPO Annual Trade Show</td>
<td>Grand Ballroom</td>
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<tr>
<td>7:30 - 1:00</td>
<td>Registration</td>
<td>Registration Desk 2</td>
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<tr>
<td>7:30 - 8:30</td>
<td>Member Networking Session and Continental Breakfast</td>
<td>Grand A B</td>
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<tr>
<td>8:00 - 8:30</td>
<td>Social Awareness Campaign - Covenant House Florida</td>
<td>Grand A B</td>
<td>Maria Shorkey</td>
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<tr>
<td>8:30 - 9:45</td>
<td>Keynote Speaker - NegoEconomics &amp; SMARTnership</td>
<td>Grand A B</td>
<td>Mr. Keld Jensen</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>Straight Talk - Communicating With Honesty &amp; Integrity</td>
<td>Salon 11</td>
<td>Larry Johnson</td>
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<tr>
<td>10:00 - 11:30</td>
<td>Shake That Money Tree - Sales tax savings through Owner Direct Purchasing</td>
<td>Salon 13/14</td>
<td>Joanne Flick</td>
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<tr>
<td>10:00 - 11:30</td>
<td>Conducting a Successful Negotiation</td>
<td>Salon 12</td>
<td>Dr. Keri Kozlowski, UCF Professor</td>
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<tr>
<td>11:45 - 1:00</td>
<td>Lunch - Business Meeting</td>
<td>Grand A B</td>
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<tr>
<td>1:00 - 2:00</td>
<td>FAPPO Best Practices/Entity Award Presentations</td>
<td>Grand A B</td>
<td>Keith Glatz, CPPO, FCPM</td>
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<tr>
<td>1:00 - 2:00</td>
<td>Winning Best Practices Presentations</td>
<td>Grand A B</td>
<td>Cheryl Olson, C.P.M., CPPO</td>
</tr>
<tr>
<td>2:00 - 3:00</td>
<td>Winning Best Practices Presentations</td>
<td>Grand A B</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>Show me the Money</td>
<td>Salon 11</td>
<td>Lourdes Coss</td>
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<tr>
<td>3:15 - 4:45</td>
<td>FAPPO - The Value of Membership</td>
<td>Salon 13/14</td>
<td>Joe Benjamin</td>
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<tr>
<td>6:00 - 10:00</td>
<td>Presidential Banquet</td>
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<tr>
<td>7:30 - 9:00</td>
<td>Registration</td>
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<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>Grand A B</td>
<td>Rick Grimm, CPPO, CPPB</td>
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<tr>
<td>9:15 - 9:30</td>
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<td>CEO National Institute of Governmental Purchasing</td>
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<tr>
<td>9:30 - 10:30</td>
<td>Janice McInnis</td>
<td>Grand A B</td>
<td>Janice McInnis</td>
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<tr>
<td>10:30 - 12:00</td>
<td>Procurement officials – The MVP’s in the fight against public corruption: Case reflections of an FBI Public Corruption Agent</td>
<td>Grand A B</td>
<td>SA Kyle Scheatzle, Federal Bureau of Investigation</td>
</tr>
<tr>
<td>12:00 - 12:15</td>
<td>Closing Session</td>
<td>Grand A B</td>
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</table>
Daily session dress attire is Business Casual. On Wednesday you’ll want to wear comfortable shoes for the Trade Show following the Opening Sessions.

Registration Desk 2 will be open beginning on Wednesday. Please stop by for any assistance or if you have questions. Registration Desk 2 is located on the first floor near the escalators at the Hotel and will be open the following hours:

- **Tuesday – May 22nd**: 10:00 a.m. – 6:30 p.m.
- **Wednesday – May 23rd**: 7:00 a.m. – 2:30 p.m.
- **Thursday – May 24th**: 7:30 a.m. – 1:00 p.m.
- **Friday – May 25th**: 7:30 a.m. – 9:00 a.m.

Please wear your badge at all times.

Please let the folks at 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 who 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 government colleagues to the Vendor Trade Show on Monday. **The Trade Show is open at no charge to all government employees.**

Parking at the Rosen Centre will be $5 per day.

There will be 50/50 drawings throughout the conference to benefit our selected charity this year, Covenant House Florida.

**Hospitality Suite**

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

**Hours of Operation:**

- **Wednesday**: 6:00 p.m. – 11:00 p.m. **Photo booth and Games**
- **Thursday**: 9:30 p.m. – 11:00 p.m. **Games**
Professional Networking Event

Join us for a night of fun and fellowship as we dance to “The Red Hot Rhythm”. 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!

Hors d’oeuvres will be served and cash bar. Our Professional Networking Event will be held Tuesday, May 22nd, 6:00 pm – 10:00 pm.

FAPPO 51st Annual Trade Show Exposition - Grand Ballroom

- The official Hashtag for this event is #FAPPO2018. Be sure to Tweet, Face Book and Instagram!
- Wear your name badge and comfortable shoes.
- Bring your business cards.
- Lunch will be provided in Executive Ballroom 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 2019 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 Fatima F Calkins cordially invites conference delegates to the Presidential Banquet to be held Thursday, May 24th, 6:00 pm – 10:00 pm. The theme of the banquet is "All White Affair“. Colors for the night are white and gold, dress to impress attire. Reception is 6:00 pm – 7:00 pm; doors will open promptly at 7:00 pm.

Closing Session

The closing session for the 51st Annual FAPPO Conference on May 25th begins at 12:00 p.m. in Grand D/E and will include the FINAL drawing for a Grand Prize of Free Registration for the 2019 FAPPO Annual Conference at the Hilton Fort Lauderdale Marina, Ft. Lauderdale, Florida! Also, the winners for the First Timers Game will be announced. You must be present to WIN!
The Registration Desk will be open during the hours provided below for each day of the conference to assist attendees with all their conference information and needs.

Hours of Operation:

- Tuesday: 10:00am – 6:30pm
- Wednesday: 7:00am – 2:30pm
- Thursday: 7:30am – 1:00pm
- Friday: 7:30am – 9:00am

All attending delegates must report to the Registration Desk upon arrival to be checked in and receive conference-related information.

REGISTRATION DESK LOCATION: REGISTRATION DESK 2

Information provided at Registration:

- Conference Program & Schedule (w/ Locations)
- Name Tag & Lanyard
- Presidential Banquet Ticket
- Shoulder Bag for Trade Show Items & Information

The Registration Desk will be operated by your fellow members who have volunteered their time to assist all delegates throughout the Conference. We greatly appreciate their time and efforts that assist in making this conference a success!!
Steve Morgan
Four Phases of Attitude
Experience the levels of emotion and attitude change that we all go through in each and every project and relationship we enter. Learn how to identify and monitor these attitudes in ourselves and those around us.

SMARTnership Negotiation Strategies
Come and meet one of the leading speakers and advisors on negotiators, a frequent speaker at IACCM conference, now available for a more indebt workshop.

Why don’t more businesses work together, for mutual benefit? Why don’t politicians share great ideas and support each other for the common good, instead of constantly battling? What is everyone so afraid of? Why do we see increased isolationism? Not only are we not getting the best results – we are potentially losing up to 42% of the profit potential.

By applying the principles of SMARTnership, companies and political factions could instead work out the asymmetric values between them and create far greater value – mutual value – with the lowest costs and highest profits.

Janice McKinnis
Whether it’s going green or the myriad of new rules that govern the industry, we are constantly reacting to a new playing field. From reform to the new industry rules and regulations that are being developed, professionals are routinely having to reassess and re-evaluate their practices.

And all of this change causes fear, tension and miscommunications!

This is Jan’s most popular keynote, because she combines her hilarious comedy with PRACTICAL tips on dealing with change through using humor.

Jan will show you how to: diffuse tension instantly, kick off tough conversations, and facilitate communications.
51st Annual Trade Show

Mardi Gras Carnivalesque
“Power of Performance”

*Brought to you by your Trade Show Committee!* 

Visit with the Exhibitors; engage in conversation; explore new products and services. Grow your supplier database.

DON’T FORGET YOUR BUSINESS CARDS!!

We will have plenty of drawings for prizes. This year, in addition to a chance to win gift cards and a registration to next year’s conference, you will have the chance to win one of three Fire TV Sticks with Alexa Voice Remote!!

BUT YOU MUST BE PRESENT TO WIN!

Free Admission
Come join Members and Exhibitors at this Annual Event!
Share with other employees at your Agency

**Delegates will receive a Purple Organza Gift Bag at Registration. Bring it with you to the Trade Show!!
The FAPPO Hospitality Suite will be open to all conference attendees and their guests.

This year’s theme is “diversity.” This will be a great gathering spot for meeting new friends and for networking.

There will be lots of games, food and even a photo booth!

**Hours of Operation:**

Wed. 5/23: 6pm – 11pm  
Food, Games, Photo Booth

Thurs. 5/24: 9:30 pm – 11pm  
Light Snacks, Games
The Covenant House

The 2017-18 FAPPO Board and the Social Responsiveness Committee have chosen Covenant House Florida as this year’s charity to promote and support. Covenant House Florida is one of the largest, private faith-based agencies serving at-risk and homeless youth in the state of Florida. The agency reaches homeless youth between the ages of 18 through 20. On average, Covenant House Florida Orlando serves over 300 young adults a year (from FY2016 Annual Report).

Not only does Covenant House Florida provide young adults with a safe place to sleep, but Covenant House Florida offers other programs focusing on youth transitioning to independency. The Community Service Center (CSC) is a drop-in center for ages 18-20 in need of basic services such as a meal or clothing. The Rights of Passage program (ROPAL) is a scattered site apartment living program for ages 18-24. Youth who are attending college and/or working are accepted in this program and have a case manager to guide them through the necessary stepping stones of independent living. The Street Outreach program involves two street outreach case managers who find homeless young adults on the streets and in the woods of Orange, Osceola, and Seminole Counties. As the number of homeless youth continues to increase, so does the number of unaccompanied youth coming to the doors of Covenant House Florida.

You too can make a difference in the lives of homeless youth. We encourage you to get involved! Learn, volunteer, and invest in the future of Central Florida’s homeless youth.

Want to get involved? Whether it is a monetary gift or an in-kind donation, you can help support our youth at Covenant House Florida. Covenant House Florida relies primarily on the love and support of individual donors, foundations, corporations and community groups — not on tax dollars — to serve the desperate kids who come to us twenty-four hours a day, seven days a week. One dollar provides a bag meal to a kid on the street (two peanut butter and jelly sandwiches, juice, fruit, and cookies). Every dollar makes a difference.

Contributions/Donations will be accepted at the FAPPO Conference and Trade Show registration desk each morning and throughout the event. Donations can also be made online: https://www.blacktie-southflorida.com/online_sales/nonprofit_donation.cfm?id=35511.

Please be sure to notate “FAPPO 2018” in the comments section.

Thank you in advance for your support of this incredible program!

Brenda Leo, CPPB
FAPPO Social Responsiveness Committee Chair
FAPPO
51st Annual Conference and Trade Show

50/50 Raffle to Benefit:

Covenant House Florida

Each Winner will win half of the $CASH$$$
Jackpot that is collected leading up to each drawing! The other half will be donated to:

Covenant House Florida

Three Drawings

• Wednesday, May 23rd - Opening Session. Drawing at the conclusion of the keynote speaker's time.
• Wednesday, May 23rd - Tradeshow Lunch. Drawing right before being dismissed to the tradeshow.
• Thursday, May 24th - Morning General Session. Drawing at the conclusion of the keynote speaker’s time.

Ticket Prices: $1 or 6 for $5
### ORDER FORM – TICKETS ARE PRICED PER PERSON

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<thead>
<tr>
<th>Event</th>
<th>Adult</th>
<th># Tickets</th>
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<tr>
<td><strong>Tuesday, May 22</strong>&lt;sup&gt;nd&lt;/sup&gt;</td>
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<tr>
<td>Professional Networking Event</td>
<td>$50.00</td>
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<tr>
<td><strong>Thursday, May 24</strong>&lt;sup&gt;th&lt;/sup&gt;</td>
<td></td>
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<tr>
<td>Presidential Banquet</td>
<td>$75.00</td>
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**Total Amount of Order:**

__________

**Payment Information (All charges in US Dollars)**

Date: ________________

Check# AMEX VISA MasterCard

Card No. _______________________________ Expiration Date: ________________

Name on Card: ________________________________

Signature: ________________________________

Registered Attendee Name: ________________________________

Guest Name: ________________________________

Phone: ________________________________ email: ________________________________

To prepay please email to: execdirector@fappo.org

PO Box 622612
Orlando, FL 32862-2612
813-435-3109
GET READY, GET READY, GET READY, You DO NOT want to miss:

“The Professional Networking Event”
Featuring DaVonda Simmons and Eclectic Soul:

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.

“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 a part of the show!

The Professional Networking Event will certainly be an evening filled with fun, excitement and enjoyment for all!

The suggest dress attire is “Business Casual”. (No hats or tennis shoes)

See you at the Conference!
Featuring our very own Anthony “Tony” McGee with “DJ Lone Wolf McGee Productions”

You will love jamming to the DJ musical selections.

The Presidential Banquet will certainly be an evening filled with fun, excitement and enjoyment for all.

The suggested dress attire is an “All White Affair - Dress to Impress”

(Please No hats or tennis shoes)

See you at the conference!
The 2018 Florida Legislative Regular Session ran from January 9th through March 9, 2018. During that time frame, the FAPPO Legislative Committee monitored the progression of 42 House and Senate bills that were related to functions reflective of various procurement responsibilities for State and local government professionals in Florida. Of those 42 bills, only 2 were approved and enacted into law.

A brief description of each is as follows:

**House Bill 411**: as it relates to Public Records and Public Meetings regarding Fire Safety Systems; and provides exemption from public records requirements for fire safety system plans held by agency, exemption from public records & public meetings requirements for information relating to fire safety systems for certain properties & meetings regarding such systems & information, & exemption from public meetings requirements for portions of meetings that would reveal such plans held by agency; provides for retroactive application, for future legislative review & repeal, & statement of public necessity. The effective date is April 6, 2018.

**House Bill 545**: as it relates to Prohibition Against Contracting with Scrutinized Companies who do business with Israel. With an effective date of July 1, 2018; This legislation prohibits a company that is on Scrutinized Companies that Boycott Israel List or that is engaged in boycott of Israel from bidding on, submitting proposal for, or entering into or renewing contract with agency or local governmental entity for goods or services REGARDLESS OF DOLLAR VALUE (strikes the $1,000,000 minimum currently in place in 287.135 but only for companies that Boycott Israel).

I encourage you to review the content of these bills. The Committee has created the final list with a summary of the impact. The list can be viewed on the FAPPO Legislative Committee website under the Members Only page: [http://www.fappo.org](http://www.fappo.org). We have also posted the pdf versions of the House and Senate bills which provides more specific detail.

I would like to express a special “thank you” to the FAPPO Legislative Committee members who took time to monitor the progression of all of the proposed items throughout the 2018-Legislative Session.

Bobbye Marsala, CPPO, CPPB, C.P.M.
Legislative Committee Chair
CONGRATULATIONS!

Amber Hamilton

This year’s winner of the Diversity Essay Contest!!
Amber’s entry entitled “Diversity—Why is it Important” earned her $300 in MPCs for her to use to attend this year’s Conference. If you see Amber at the Conference, make sure to congratulate her!!
“Diversity-Why is it Important?”

Submitted by: Amber Hamilton, Senior Buyer
City of Gainesville
Purchasing Division
P.O. Box 490
Station 32
Gainesville, FL 32627-0490
(352) 393-8771
HamiltonAM@cityofgainesville.org

When you first hear the word Diversity, notable historical changes such as race segregation, women’s rights, and cultural diversity are the most common thoughts that come to mind. However, there are other types of diversity that should be considered and challenges to overcome when dealing with diversity. Specifically within the Procurement profession, diversity in the workplace as well as diversity as it applies to suppliers is very important.

This paper will demonstrate why inclusiveness and respect for diversity in the workplace and suppliers is important to the procurement profession. This paper will also identify implications of diversity for procurement; within the office, entity, vendor relations and/or customer relations.

Diversity in the workplace is “the attempt by organizations to recruit and retain a multicultural, multi-talented workforce.” (NIGP: The Institute for Public Procurement, 2012) Today’s increasing globalization increases the need for better communication among people from diverse cultures, beliefs, and backgrounds. In procurement we no longer work in a one dimensional marketplace, but are now part of a worldwide economy with global competition. The procurement profession needs diversity in order to become more creative and demonstrate that it is open to change. If Procurement individuals respect diversity in the workplace, the profession could see an increase in productivity. In Procurement, we advertise and promote competitiveness in our suppliers, so having diversity in the workplace increases market opportunities and promotes competitiveness.
There is still a challenge in Procurement when it comes to diversity. Each professional should learn the skills of the multicultural work environment. Managers need to be open to and prepare themselves for leveraging the multicultural differences in their employees and their customers.

Procurement professionals need to focus on not just traditional diversity like race, gender and ethnicity, but take a deeper look into diversity that would benefit procurement when it allows an individual to come to work and function at their full capacity because they are at ease being themselves within the work environment. The procurement profession needs to embrace diversity of thought, diversity of background, diversity of experience, and diversity in education—not just the traditional aspects of diversity.

Additionally, there is also wide variety of generations in the workplace. In the Procurement profession you will commonly see professionals who are just starting out as well as those nearing retirement. Building diverse and collaborative teams with multiple generations can be a challenge. Haydn Shaw spoke at the 49th Annual FAPPO Conference in 2016 on the topic “Sticking Points: How to Get 4 Generations Working Together in the 12 Places They Come Apart”. His talk focused on the newest generation entering in the workplace, the Millennials. But all four current generations have their own priorities and viewpoints. Mr. Shaw’s funny and informative presentation highlighted the need to embrace Millennials in the workplace. Millennials are recognizing that they are different and organizations need to learn new ways to work with them. In procurement, the success and competitiveness of organizations depends, in part, on the ability to embrace diversity such as different generations in the workplace, and then optimizing the benefits of these different generations’ contributions.

Another important facet of diversity is Supplier diversity. This is a strategy that ensures a diverse supplier base in the procurement of goods and services. It emphasizes the creation of a diverse supply chain that works to secure the inclusion of diverse groups in the procurement plans. As part of the focus
of making the supply chain more competitive Procurement professionals should be seeking new suppliers, including those from different backgrounds and cultures. Innovation and flexibility often doesn’t come from larger companies, but from smaller and more diverse companies, such as Minority-Owned Enterprise (MBE), Small Business Enterprise (SBE) and Women’s Business Enterprise (WBE) suppliers. Supplier diversity is important because it can promote innovation through the introduction of new products, services, and solutions. Diversity in our Suppliers reinforces competition between the company’s existing and potential vendors. It also illustrates the company’s interest in and commitment to the economic growth of all communities. While diverse businesses can sometimes face barriers that challenge their start-up and sustainability, such as access to capital and networking opportunities, supplier diversity plans can ease these pain points.

A well thought-out supplier diversity plan benefits everyone, because it provides a place for sharing information, resources, tools, methodologies, and experiences to assist in the growth, expansion, and development of the industry. It is also important because it provides information to companies that are attempting to develop their own effective supplier diversity plan. As organizations share their experiences, they support success within other organizations and, in turn, build a stronger industry and stronger communities with stronger diverse businesses.

In conclusion, Diversity in the workplace and in suppliers is not only good for employers and employees, but also good for the welfare of the company. Having a diverse workplace allows for more open-minded co-workers. Also, having diverse workers benefits the company because they are the ones who can make positive connections with other companies and bring in new customers.

Supplier diversity programs can help to connect an organization more closely with its Suppliers and make them partners in the advancement of future projects. Supplier Diversity programs can help create new jobs and opportunities for minority and women owned businesses, which in turn helps us as Procurement professionals to connect our projects to the communities where they are placed. When we
strengthen those relationships with diverse-owned businesses, we as procurement professionals create
drive for our organizations.

Works Cited
CONGRATULATIONS!

Brooke Green

This year’s winner of the Ninth Annual Essay Contest!!
Brooke’s entry entitled “Power of Performance in Procurement” earned her $300 in MPCs for her to use to attend this year’s Conference. If you see Brooke at the Conference, make sure to congratulate her!!
FAPPO

“The Power of Performance in Procurement”

By Brooke Green
Lee County Port Authority
11000 Terminal Access Road Ste # 8671
Fort Myers, Florida 33913
(239) 590-4556, bagreen@flylcpa.com

Word Count: 942

Public procurement plays a key role in organizations achieving their objectives, adhering to guidelines and planning for uncertainty. With that comes an increased requirement for public procurement professionals to demonstrate a high level of integrity, ethics and communication. To help establish recognition for professionalism within the public procurement industry it is fundamental to first look at how officials should conduct themselves to set the standards. Although within the business field and most professions there are unspoken standards of how someone shall conduct themselves professionally, there are a few key aspects for demonstrating professionalism within public procurement.

Communication is imperative within the public procurement profession. Procurement is the central hub of all communication between not just the suppliers and internal clients but also across all departments within the organization as well. Organizations look to procurement professionals to be involved with all internal department purchases and being able to communicate effectively and efficiently is crucial. As procurement professionals within an organization the ability to uphold and consult on all guidelines,
policies and government statues to be sure that all transactions and interactions are done appropriately to help protect internal clients, suppliers and the organization itself. The ability to effectively communicate within this industry is also balanced with the necessity to be properly educated and trained.

Continual education and training within the public procurement field is absolutely necessary and imperative to one's success in being a great procurement professional. There is a vast array of seminar, classes, conferences and webinars offered to educate new and seasoned procurement professionals. Once the procurement professional has met the minimum required experience, achieved a higher education degree and attended direct procurement training contact hours they have the option to study and test to become certified within this field with such certifications as a Certified Professional Public Buyer (CPPB) or Certified Public Procurement Officer (CPPO) through the Universal Public Procurement Certification Council (UPPCC) or the Certified Professional in Supply Management (CPSM) through the Institute of Supply Management (ISM) to name a few. These and many other certifications help to enhance your knowledge and experience and increase your value and respect within your organization.

What makes the public procurement profession so great is the amount of networking, sharing and sense of community within its members. Everyone is happy to encourage, educate and share ideas for the greater good. This is what makes procurement professionals not just great for their organizations but for the community as a whole.

The procurement professional community is a great source of information and learned experience for all within the field. This sense of “all for one” mentality is what makes this industry grow and thrive. Being able to learn from others who have experienced real life situations helps everyone establish a great
sense of professional standard. The ability to gain knowledge about how to write solicitations or understand statues, regulations, policies and procedures helps the greater good of all who are involved within procurement. By sharing our knowledge and working as a whole we are able to truly create a rippling effect that is not just felt by those within the profession but also by others outside of procurement such as our suppliers and internal clients. This demonstrates the true magnitude and value that procurement brings and will continue to provide to all organizations. Along with communication, education and community within procurement there is an integral importance to act ethically in order to uphold standards.

The ability of public procurement professionals to act ethically is fundamental to not just their organization but their career within the industry. Organizations, internal clients and suppliers rely on public procurement professionals to act ethically and impartial in order to uphold statues, guidelines and policies that protect from unfavorable impact or implications. Acting ethically within the public procurement profession is vital to increasing accountability, improving transparency and promoting respect and fairness for all involved. It is the responsibility of procurement to not participate in bribery, coercion, extortion, favoritism, illegal sourcing or traffic influence to help protect themselves, their organization and everyone involved in transactions. These ethics help to prevent adverse impact on those involved within or outside of public procurement. After discussing all of these standards that are necessary to being a public procurement professional it is important to point out that the role of those at the top plays a vital role to those within procurement and their organization.

Like many other professions and aspects of management the example is set from top management. This is why it is fundamental that all senior management exemplifies fairness, transparency and with
the highest standards of ethics and professionalism. The behavior of those in upper management and Board positions will affect those in lower positions as well. The ability of management to work cohesively and be clear and concise is what helps procurement team members be the best within their organization and profession. Top management sets the example and standard for all to follow within their organization. This is why it is imperative that all the standards and qualities discussed be demonstrated from management and below.

Overall the ability for those within the public procurement professional to practice effective communication, fairness, impartiality and ethics while being educated and knowledgeable is what will help set the standard for now and in the future. Sharing our experience and knowledge within the profession will help all within public procurement know how to conduct themselves to be able to provide value to their organization and professional community. It is our responsibility to be the best public procurement professionals we can be to help set the standard and raise the bar for the future of procurement.
Nominations for Officers

FAPPO has received two (2) nominations for Officer from:

- Tammy Spearman
- David Santiago

The submitted nomination packages are on the following pages.

Members will cast their vote for the incoming 2018 - 2019 FAPPO Secretary at Thursday’s Business Meeting at the Conference.
NOMINATION FOR OFFICER

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: David Santiago

Entity: City of Orange City

Address: 205 E. Graves Avenue City: Orange City Zip: 32763

Phone: (386) 775-5440 Fax: (386) 775-5435 E-Mail: dsantiago@ourorangecity.com

Number of Years with Entity: 4 Number of Years FAPPO member: 20

List the committees he has served on:

<table>
<thead>
<tr>
<th>Year</th>
<th>Committee</th>
<th>Year</th>
<th>Committee</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>Sargent at Arms</td>
<td>2017</td>
<td>Special Event Committee</td>
</tr>
<tr>
<td>2017</td>
<td>Banquet Committee</td>
<td>2017</td>
<td>FAPPO Presenter</td>
</tr>
<tr>
<td>2016</td>
<td>Fall Workshop Chair (Sarasota)</td>
<td>2016</td>
<td>Special Event Committee</td>
</tr>
<tr>
<td>2016</td>
<td>Banquet Committee</td>
<td>2015</td>
<td>FAPPO Presenter (Young Professional's Panel)</td>
</tr>
</tbody>
</table>

Describe the professional accomplishments of the member: David has consistently provided this agency with procurement and contracting expertise since 2014. As the only procurement professional for a City of 12,000 residents, he is responsible for the oversight and compliance of the City's daily procurement and contract actions. In 2014, David was nominated and appointed the position of Secretary by a vote of the general membership. Unfortunately, due to an agency change, David realized he would be unable to dedicate the time and energy that is required to be a successful board member and reluctantly resigned his position. Since then, he has made every effort to stay active as part of FAPPO through committee work, and has proven to this agency that he is both dedicated and ready to become the next FAPPO Secretary. David was the recipient of the 2017 Above and Beyond Award.

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

☐ CPPO  ☑ CPPB  ☐ C.P.M.  ☐ A.P.P.  ☐ CFCM  ☐ Other FCCN, FCCM

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

Submitted By: Christine Davis, Finance Director  Date: 02/22/2018

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
February 22, 2018

Ms. Laurie A. Victory, CPPB  
Vice President  
Florida Association of Public Procurement Officials (FAPPO)  
c/o Lee County BoCC, Procurement Manager  
1500 Monroe Street  
4th Floor  
Ft. Myers, Florida 33901

Dear Ms. Victory:

Subject: 2018 FAPPO Nomination Endorsement for David Santiago, CPPB

As David’s supervisor, it is my pleasure to nominate him for the office of secretary, with the Florida Association of Public Procurement Officials (FAPPO). David has worked for our agency since 2011. His duties with the agency include:

- Management and oversight of the City’s purchasing and contract policies and procedures.
- Chairs all City evaluation committees.
- Ensures procurement and contract grant compliance including, ECHO, CDBG, SRF, FDOT, FDEP and FEMA.

The City is 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 David, and will endeavor to facilitate his responsibilities in this role. It is also understood that this is a 4-year commitment, as he will likely move through the other Officer positions that follow.

We understand and agree that as a FAPPO board member, he must attend all Board meetings, Annual Conferences, and Fall Workshops, and that he may receive numerous Emails and phone calls during the workday, and will attend a weekly teleconference with the other officers for the following 4 years.

David is an experienced procurement professional and is committed to the ideals of FAPPO and is receiving our highest recommendation for this nomination.

Sincerely,

[Signature]
Christine Davis  
Finance Director
CANDIDATE CERTIFICATION

I certify that all statements made in this application are true and complete.

I further certify that I meet all of the eligibility requirements as outlined in the Nomination for Officer Form.

I further certify that I agree to comply with all requirements to fulfill the position of Officer for the Florida Association of Public Procurement Officials, Inc. (FAPPO), as outlined in the Bylaws, Officers and Committees Manual, and Policies and Procedures Manual.

I further certify and acknowledge, through my signature below, that I am responsible for all expenses related to my service as a FAPPO Officer, for the entire duration of my tenure.

Name of Candidate: David Santiago, CPPB

Signature of Candidate: ___________________________ Date: March 12, 2018

Review of the Officer Nomination Tutorial with candidate occurred:

________________________  __________________________
Date  Vice President Signature
NOMINATION FOR OFFICER

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: Tammy G. Spearman

Entity: City of Sarasota

Address: 1565 1st Street, Room 205 City: Sarasota Zip: 34236

Phone: 941-926-6444 Fax: 941-954-4157 E-Mail: Tammy.Spearman@sarasotafl.gov

Number of Years with Entity: 8 mths Number of Years FAPPO member: 8

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Committee</th>
<th>Year</th>
<th>Committee</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>Special Event/Banquet</td>
<td>2015</td>
<td>NIGP Commodity/Service Update Project Committee</td>
</tr>
<tr>
<td>2017</td>
<td>Trade Show</td>
<td>2011</td>
<td>Tampa Bay Chapter NIGP ProD Chair</td>
</tr>
</tbody>
</table>

Describe the professional accomplishments of member:

Although Tammy has been with the City for 8 months, she has been a public procurement professional for thirty years. She has and continues to mentor new procurement professionals.

Tammy received her CPPO in May 2014 and her CPPB in 1999.

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: [Signature] Date: 2/28/2018

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
February 28, 2018

Laurie Victory, Vice President
Florida Association of Public Procurement Officials

Dear Mrs. Victory,

As a former coworker of Tammy Spearman, it is my pleasure to nominate her for the office of secretary or other officer positions of her choice, with the Florida Association of Public Procurement Officials (FAPPO). I had the privilege of working with Tammy during her tenure at the Southwest Florida Water Management District. Tammy performed in the position of Senior Procurement Specialist that including the duties of:

- Served as a point of contact and provided guidance as needed for employees, customers and stakeholders on contractual and procurement matters;
- Performed as lead for more junior procurement staff and served as back up to the Procurement Manager;
- Formed or lead teams in matters requiring procurement expertise;
- Established and maintained relations with suppliers and internal customers exercising personal initiative and sound business judgment and employ process quality improvement and cost reduction efforts; and
- Oriented, trained and advised staff, vendors and other government of District policies, procedures and current solicitations.

Tammy is aware of the extend of financial support and time that is required to hold office as a FAPPO Officer and has or will receive her current agency management staff’s support in her endeavor to facilitate her responsibilities in her FAPPO role. Tammy has expressed her awareness and understanding of the 4-year commitment to FAPPO in the Officer positions.

Tammy understands and agrees that she must attend all Board meetings, Annual Conferences, and Fall Workshops, and that she will receive numerous Emails and phone calls during the workday and will attend a weekly teleconference with the other officers for the following four years. Tammy is experienced and committed to the ideals of FAPPO and is receiving my highest recommendation for this nomination.

Sincerely,

Georgia S. Hudson
CANDIDATE CERTIFICATION

I certify that all statements made in this application are true and complete.

I further certify that I meet all of the eligibility requirements as outlined in the Nomination for Officer Form.

I further certify that I agree to comply with all requirements to fulfill the position of Officer for the Florida Association of Public Procurement Officials, Inc. (FAPPO), as outlined in the Bylaws, Officers and Committees Manual, and Policies and Procedures Manual.

I further certify and acknowledge, through my signature below, that I am responsible for all expenses related to my service as a FAPPO Officer, for the entire duration of my tenure.

Name of Candidate: Tammy Winter Spearman

Signature of Candidate: [Signature]
Date: 3/13/18

Review of the Officer Nomination Tutorial with candidate occurred:

__________
Date

Vice President Signature
COMMITTEES—2017-2018

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

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

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

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

Chris Coghil, 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 Coghil, CPPO, CPPB

Meeting Coordinator
Fatima Calkins, CPPO, CPPB, FCCM

Membership/Outreach
Chair Marian Pace, CPPO, CPPB

Patricia Guthrie, CPPB

Nominating
Laurie Victory, CPPB

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

Parliamentarian
Rhonda Ulmer, CPM, CPPO

Yesenia Pascual

Diane Wetherington, CPPO, FCCM

Resolutions/Awards Chair
David Nash, CPPO, CPPB

Past President
Diane Wetherington, CPPO, FCCM

Presidential Advisors
Joe Raiford, CPPO, CPPB, FCPM

Mark Raiford, CPPP, FCPM, FCPA

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

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

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

Procedural Oversight
Chair Marian Pace, CPPO, CPPB

Mike Pershing, CPPB

Anne Heinen

Sergeant-at-Arms
David Santiago, CPPB

Social Responsive
Chair Brenda Leo, CPPB

Co-Chair Robyn Holder, CPPB

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, CFM, CPPB, C.P.M., FCPM

Kim Albritton

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

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

ANNUAL CONFERENCE COMMITTEES

Audio Visual/Technology
Chair Vlad Oprenau, CPPB

Co-Chair Mark Shuman

Banquet/Special Event Committee
Chair Teresa Smith, FCCM

Anthony McGee, MBA, CPPB

Walesca “Roxana” Siaca

Lautesha Strange, MPA, CPPB

Ashley Jones

David Santiago, CPPB

Leticia Figueroa

First Timers
Carrie Woodell, MPA, CPPO, CFM, CPPB, CPB, FCPM

Hospitality
Chair Michelle Gomez

Vlad Oprenau, CPPB

Dino DeRostaing, CPPO, CPPB

Annmarie Wise

Celeste Gibbons-Peoples, CPPB, FCCM

Deanna Marshall

Photography
Diane Wetherington, CPPO, 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, CPPB

Georgia Hudson

Celeste Gibbons-Peoples, CPPB, FCCM

April Johnston

William Hensmann, CPPB

Nick Canjar

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

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