Florida Association of Public Procurement Officials
52ND Annual Conference and Tradeshow

Fort Lauderdale Hilton Marina
1881 SE 17th Street,
Fort Lauderdale, FL
Welcome to Fort Lauderdale!

On behalf of my fellow Commissioners and the citizens of our great city, we are proud to welcome the Florida Association of Public Procurement Officials (FAPPO) to Fort Lauderdale for the organization’s annual conference and trade show.

As the proud host city for this statewide gathering, we recognize the pivotal role that public procurement professionals play in supporting the mission, vision, and strategic goals of an organization. Today, more than ever, procurement serves as a vital management function bringing value, trust, and success to government leaders and our communities. I congratulate you on your service and offer my best wishes for a successful conference.

While you are in town, I encourage you to discover Fort Lauderdale’s myriad of opportunities for fun and excitement.

Enjoy a day at the beach where water activities abound or take in all the city sights aboard a water taxi or the legendary Jungle Queen riverboat. Great shopping awaits you on Las Olas Boulevard, while downtown’s Riverwalk offers world-class music, theatre, dance and fine arts.

When the sun goes down, our nightlife heats up with award-winning restaurants, bistros and cafes, along with clubs and venues that offer a dynamic mix of music and entertainment.

Whether its Riverwalk, Las Olas Boulevard, downtown or the beach, no other city offers you the chance to do so much or, if you prefer, so little.

Again, thank you for selecting us as your host city. We hope you enjoy your stay in Fort Lauderdale and we look forward to seeing you again soon.

Cordially,

Dean J. Trantalis
Mayor
A Message from Acting President, Theresa Webb

The FAPPO Board and Annual Conference volunteers have been hard at work planning and preparing for this year’s Annual Conference. We have a great line-up of keynote speakers and workshop instructors; an exciting adventure aboard the Catalina Yacht for the special event; and fabulous fun and games “Vegas Style” for the Trade Show. We will top off the Conference with the Presidential Banquet, a “dress-up” affair on Wednesday night in which awards will be presented and new officers installed. This special edition newsletter is chocked full of information that will help attendees navigate the conference. Oh yeah, and don’t forget to download the FAPPO App so that you have access to the conference schedule and all the workshop and event details. Information on downloading the App to your mobile devise will be sent out in about a week.

Keynote Speakers – You do not Want to Miss this!

Steve Bedwell from Perspective Power will be the keynote for our opening session on Tuesday, May 14, 2019 at the Convention Center. Steve Bedwell will enlighten us on “How to Screw Up, Stress Out & Get Nothing Done”. He is a medical doctor with research training, an obsessive streak and a knack for applying science to everyday problems. He’s traveled the world teaching and conducting research, and even found himself deep in the African jungle removing an appendix under the illumination from a car headlight! Dr. Steve is also a stand-up comedian with an unparalleled ability to present cutting-edge content while being laugh-out-loud funny. This approach, education and entertainment in equal measure, has earned him rave reviews from associations, corporations and healthcare audiences across the country.

Interested in Publishing an Article in the Newsletter?

The FAPPO newsletter is a great way to “get the word out.” Articles of general interest pertaining to the procurement profession, major accomplishments at the agency level or maybe introducing a new employee or highlighting a standout employee. Articles should be sent to the FAPPO Secretary, David Santiago, CPPB at dsantiago@ourorangecity.com.
Marlene Chism, ICARE Presentations, will be the keynote speaker for Wednesday morning’s session at the Hilton providing us with valuable information on how to “Stop Workplace Drama”. Marlene Chism is the leading authority on stopping workplace drama. She works with executives to improve leadership effectiveness and transform workplace cultures. She is the author of three commercially published books: *Stop Workplace Drama* (Wiley 2011), *No-Drama Leadership* (Bibliomotion 2015), and *Stop Drama in Your Healthcare Practice* (Greenbranch 2018). Marlene’s areas of expertise include leadership development, strategic communication skills, and stopping workplace drama. Marlene’s message of personal responsibility, accountability, and alignment is making its way around the globe at leadership academy’s corporate retreats, association meetings and the LinkedIn/Lynda.com global learning platform.

To start us off on Thursday morning, Rick Grimm will bring us up to date with an “NIGP Update; Lifelong Learning through new certificate programs that Aspire”. Rick has served as NIGP’s Chief Executive Officer for 21 years. Rick’s recent priorities have been the development of partnerships with universities and associations. To leverage these relationships and enhance NIGP’s role as a trusted advisor, Rick reorganized the NIGP team with a focus on content management and sustained membership growth through certificate programs for professionals entering the workplace and for seasoned professionals who seek high-level skills on procurement specialties such as technology and construction.

Immediately following Rick Grimm’s presentation, Tammy Rimes, MPA, Author, Speaker, Consultant and Executive Director of NCPP will motivate us with her keynote on “How to Dazzle; Becoming MVP of Your Organization. Tammy serves as the Executive Director of the National Cooperative Procurement Partners, the Association for Cooperative Procurement, and consults with government agencies across the country. As the author of the book, “Drink Fine Wine...Ride Fine Horses – Leading the Life of Your Dreams.” Tammy has the unique perspective of working in three different worlds – corporate, government and entrepreneurial!

To close out the 52nd Annual Conference on Thursday morning Cherlett Mcullough will present “Professional Influence Through Excellence”, presented by Cherlette McCullough, M.A., a registered marriage and family counselor and author. This presentation shows leaders the impact that their individual presence has on their organizations and how to shape it to become a powerful tool to help influence and inspire others. Participants will be given three practical strategies for enhancing and developing their personal leadership presence and enhancing communication skills for better relationships with every audience they touch.
First Timers Orientation

The First Timers session will be held on Tuesday, May 14th at 7:30 a.m. and is for members who are new to FAPPO and/or this is your first time attending the Annual Conference and Trade Show.

During the session we will briefly explore the 52-year history of FAPPO and the FAPPO Annual Conference. Additionally, we will highlight where FAPPO is today and the latest and greatest news of where it is going. This session is designed to help you to get the most out of the conference experience. We also have a contest for First Timers with the winner receiving a free conference registration to the 53rd Annual Conference and Trade Show to be held in Orlando and the runner up winning a free registration to the 2019 FAPPO Fall Workshop in St. Pete Beach.

As we wrap up the First-Timers session, each First-Timer will receive a gift from the FAPPO Officers and the Board of Directors. Be sure to check the FAPPO Conference App for the meeting room location. Hope to see you there!

Membership

Don’t loose out on all your membership benefits. Renew your FAPPO membership today.

New Members Are Joining
2019/2020 FAPPO Officer Candidate Bios

Mark has been in the procurement profession for the past 29 years with the last 12.5 years in public procurement. Currently he is the Purchasing Manager for Pinellas County Schools. Amongst his many duties as Manager, he is the P-Card Administrator for a program that currently has over 1000 purchasing cards. Mark has a Bachelor Degree in Business Management from Eckerd College and has obtained both, a CPPO and CPPB certification from the UPPCC.

Mark is a member of FAPPO, NIGP and the Tampa Bay Area Chapter of NIGP. He is currently the FAPPO Bucks/MPC Chair and serving on the Trade Show and Audio Visual/Technology Committees. Mark has been a member of FAPPO for the past 10 years and also served on many committees in the past including: Trade Show, Audio Visual, Sergeant-at-Arms and the CER Tuition Reimbursement Committee. As a member of the Tampa Bay Chapter, Mark has served on the Trade Show and Reverse Trade Show Committees and gained two years of Board experience as the Professional Development Chair.

Mark’s dedication to the continued growth and development of FAPPO and its members is exemplified through his volunteerism. His commitment to the School District and as a member of FAPPO and NIGP demonstrates his growth and professionalism as a member of the Public Procurement Community.

Mark is originally from Boston and currently lives in Palm Harbor, Florida with his wife and cat. Mark has numerous hobbies including being an avid Boston sports fan. Mark and his wife enjoy participating in charity classic car shows with their 1969 Camaro. He is a member of the 300 club and currently bowls in two leagues.

Tammy has been a FAPPO Member for many years and has been active with committees for the past 5 years. She is excited to serve the Chapter through her participation on multiple committees (Annual Conference Trade Show and Social/Banquet Committees) and would like to further that participation as Secretary.

Tammy enjoys the procurement profession and is interested in volunteering her time in furthering the knowledge platform for her peers. She was recently part of NIGP’s task force in preparing a white paper for Procurement’s Role in United States Federal Emergency Compliance.

Tammy’s service record demonstrates her desire to lead and positively impact the procurement profession. She is passionate about service and embraces mentoring through her advocacy and commitment to being a compassionate, thoughtful, active, and productive member of the procurement profession.

Tammy is currently working as a Professional Buyer for the City of Sarasota and is the newly appointed City’s Diversity Procurement Program Liaison. She has proven herself to be a highly motivated Contracts Manager and Negotiator with a comprehensive knowledge of and extensive experience with complex contract drafting and negotiations in public procurement; quickly masters’ new roles, responsibilities, technologies and environments; reputation for high integrity, excellent problem-solving ability, strong work ethic and excellent analytical skills. She obtained her CPPB in December 1999 and CPPO in May 2014. She believes it is important as ever to ensure the continuation of this professional organization to meet the needs of its members in the areas of training, leadership and support.

She enjoys volunteering in her church, staycations, and spending time with her two fur babies Bella and Jazz.
Helping those in Need

FAPPO takes its responsibility to give back to its members and the communities we serve, not only as a privilege, but an obligation. Each year the Executive Board selects an organization to support that provide resources and assistance for those impacted by social issues.

The 2019 FAPPO social responsible selection is the Habitat for Humanity. Since its founding in 1976 by Millard and Linda Fuller, the grassroots movement of Habitat for Humanity has grown from improving the housing conditions on a small Georgia farm to empowering nearly 10 million people worldwide to meet their housing needs.

The Jimmy & Rosalynn Carter Work Project has helped to elevate this international housing organization to become Brand of the Year, Most Loved and Most Trusted brand in the social services nonprofit category in the 2016 Harris Poll EquiTrend® Study.

Using Habitat for Humanity’s proven and sustainable partnership housing model, Habitat Broward addresses the critical need for housing in Broward County by bringing every community sector together to build and renovate 20-25 homes per year alongside people in need of decent, affordable housing. To date, Habitat Broward and its community partners have empowered over 400 hardworking families to build strength, stability and self-reliance through affordable homeownership. Conference attendees, be sure to buy your 50/50 tickets and be eligible to win. Fifty percent goes to the person holding the winning ticket and fifty percent goes to Habitat. Drawings will be held on Tuesday, and Wednesday.

NEW FOR 2019
MEMBER NOMINATED AWARDS

We are proud to announce the 2019 Member Recognition Awards. A select group of three awards will recognize the exemplary service of FAPPO members who give their time and talents to promote the public procurement profession, serve FAPPO, enhance our shared community, and inspire us all to follow in their footsteps. The nominations for these awards come from you, the membership of FAPPO. The winners are selected by the FAPPO Officers and announced at the Annual Conference.

These Awards recognize members who have shown leadership, engaged in activities that had a positive impact, and who have gone above and beyond in one of the award categories; the Rising Star Award (for members under the age of 35), the Outstanding Educator Award and the Community Leadership & Volunteer Awards.
Conference Mobile App

This year, FAPPO is going totally electronic. Rather than the traditional printed Conference magazine, all the information related to Conference will be available on the FAPPO Conference Mobile App. Be on the look-out for an eblast prior to the Conference with notice that the App is live and for instructions on how to download. Here are just a few of the App benefits:

1. Conference schedule with details on the speakers, their presentations, and the locations of workshops and events on your personal mobile device.
2. Info on all the Conference sponsors and tradeshow exhibitors, including their tradeshow booth number for ease of locating.
3. Private social network so attendees can communicate during the event.
4. Survey tool for input from attendees and exhibitors on their Conference experience.
5. Survey tool for input from attendees on workshops they attend making it super easy and convenient to provide your feedback.
6. App is available for Apple and Android devices.

Conference and Tradeshow Shuttle Bus Schedule

Florida Tours will be running shuttle bus services on Tuesday, May 14th between the Hilton Hotel and Convention Center. Buses will run from 6:30 – 11:30 a.m., to the Convention Center and from 4:00 – 6:00 p.m. back to the Hilton Hotel.

For those who care to hoof it, there will be FAPPO “flip flops” along the walkways to guide you between the two locations.

Member Recognition Awards

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The Rising Star Award is intended to recognize an emerging leader in government procurement whose record reflects ongoing and exceptional growth in contributions to the profession and increased levels of leadership and responsibility. Nominees have a
track record that reflects leadership potential. Nominees must have demonstrated exceptional and ongoing achievements and made demonstratable contributions to their agency(s) and the profession.

The **Community Leadership and Volunteerism Award** recognizes members for their roles as community leaders and active volunteers. This may be demonstrated in a variety of ways including appointed, elected or volunteer positions with other organizations and associations that serve the community at large. Nominees should have substantive volunteer participation and/or leadership roles that have had a positive impact. These individuals exemplify dedication, integrity, and honorable service to their respective community.

The **Outstanding Educator Award** is to recognize members who are committed to the FAPPO mission and the education and development of procurement professionals. This individual has exhibited exceptional knowledge of the procurement profession and has committed themselves to sharing that knowledge with others in the profession through conducting educational sessions for procurement associations on a national, state and local level. This individual inspires an enthusiasm for learning in others through their work and actions in developing and/or presenting learning opportunities, providing coaching and mentoring to others, and challenging others to expand their skills and abilities through continued learning.

For more details and to download the nomination form go to the FAPPO website at [www.fappo.org](http://www.fappo.org) and click on “What’s New”.

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**Silent Auction**

Items for the silent auction will be available for bidding in the Registration area on Wednesday, May 15, from 07:30 until 3:15 p.m. Auction winners are requested to pick up and settle accounts at the Registration desk by 5:00 p.m. All proceeds from the auction will be donated to Habitat for Humanity.

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**GET READY FOR CASTING OFF, You do not want to miss the Boat!**

The “Dress Attire” is “Casual” for the “Special Event” Dinner Cruise on May 13, 2019, from 6:00 p.m. to 10:00 p.m. We will be boarding from the Hilton Marina at 5:45 p.m. The vessel will return to the Hilton at 9:45 p.m., at that time all beverage service and entertainment will be discontinued in order to comply with alcoholic beverage and sound ordinances.

We will have a buffet style menu with a cash bar. If you plan to bring a guest, the cost is $70.00 per person paid in advance. Payment must be made by credit card using the link on the FAPPO website, Annual Conference Tab, Delegate Registration link. Tickets are non-refundable. The cost covers food, soft drinks, entertainment, tax and gratuity.

**Do not be late or you can say,**

*the boat’s NOT waiting!!!!*
The Presidential Awards Banquet

The “Dress Attire” is “Dress to Impress” for the “Presidential Awards Banquet” on Wednesday, May 15, 2019; from 6:00 p.m. to 10:00 p.m., featuring our very own DJ Vlad Opreanu from the Orlando Chapter. (Please No hats or tennis shoes).

The menu choice is (Vegetarian, Mahi or Chicken) and must be made at registration. There will also be a cash bar. If you plan to bring a guest, the cost is $70.00 per person in advance to guarantee a spot, or get on the ‘waiting list’. Extra tickets for those registered members who do not plan to attend the banquet will be distributed to those on the ‘wait list’ on a first come first service basis, while supply lasts.

Both events the Special Event Dinner Cruise and the Presidential Awards Banquet will certainly be an evening filled with fun, excitement and enjoyment for all.