Included Information:

- Messages from the Officers
- Message from Pro-D
- Question of the Day
- FAPPO Bucks / MPC Info
- Call for Volunteers
- Essay Contests
- Trade Show News
- Professional Networking Event
- Hospitality Suite Info.
- Essay Contests
- Nomination for Officers
- Committee List
- Conference Information
Greetings FAPPO Family:

The 51st Annual Conference and Trade Show is swiftly approaching this year. I am delighted to extend a warm greeting to the FAPPO community, our Strategic Partners and guests that will be attending this year’s conference events. This year’s conference promises to be one of the most memorable and impactful yet. Participants will enjoy a varied agenda; increasing the breadth and depth of the information and material for the conference participants.

The first conference session begins on Tuesday, May 22nd and will end at 12:30 p.m. on Friday, May 25th. My suggestion is that you register early and reserve your room. The deadline for the Early Bird Registration Fee is April 6, 2018.

Our opening night event is a great professional networking opportunity (Tuesday, May 22nd) and features live musical melting pot featuring Latin, Caribbean, R&B, Blues, Jazz, Country and Motown. It will be an evening filled of “The Red Hot Rhythm”. Don’t forget to bring your dancing shoes!

Wednesday kicks off with a First Timers Orientation followed by our opening session featuring keynote speaker, Mr. Steve Morgan, and our first 3 workshop sessions. Wednesday afternoon is our Annual Tradeshow where we will network with our supplier community. Make sure to invite your end user departments to attend the Tradeshow, especially our agencies in the Orlando area! We will have a Party in the hospitality suite Wednesday Night.

Thursday morning our general session features keynote speaker, Mr. Keld Jensen, followed by 3 workshop sessions, FAPPO Best Practice/Agency Award Presentations, and 3 more afternoon workshop sessions. Thursday Night is our Presidential Banquet and Award Presentations, where we will share an amazing dinner, as we honor this year’s special award recipients.

Thursday morning kicks off with Rick Grimm, NIGP CEO followed by keynote speakers, followed by Janice McInnis and the last workshop session with SA Kyle Scheatzle, Federal Bureau of Investigation.

Look forward to seeing you at this year’s conference.

Warmest Regards,
Fatima F. Calkins, President
A Few Words from YOUR Officers....

Happy National Purchasing Month!

The 51st Annual Conference and Tradeshow is just around the corner. We have a great program set up with some fantastic speakers. It’s time if you haven’t already to get your registrations in and book your rooms as soon as possible. Early Bird Registration expires on April 6, 2018. Also please make sure you contact the hotel directly so you get the FAPPO discounted rate. Whatever you do don’t get scammed by Housing Pirates.

We have been informed that registrants are often contacted by fax, e-mail or most often by phone with offers for cut-rate housing. The intent is to convince you that the offer is made on behalf of the event organizer, or that the soliciting company is a viable alternative. This is not true. You may get to the hotel and not have a room and your money is gone!

Registration starts on Tuesday, May 22, 2018 from 10:00 a.m. to 6:00 p.m. along with a Professional Networking Event scheduled from 6:00 p.m. to 10:00 p.m.

Speakers are coming to us from all over the U.S. including Steve Morgan a Motivational Speaker engaged by several Fortune 500 companies to help motivate their employees, increase productivity and enhance communications and team building, Tammy Rimes, two professors from the University of Central Florida (UCF), Kyle Scheatzle with the Federal Bureau of Investigation, and many more.

We have extended the Nomination for Officers through March 23, 2018 and the essay contests have been extended as well through the 19th of March, 2018 so please get busy and send your contributions to me as soon as possible.

Thank you for all your support,

Laurie A. Victory, CPPB
Vice President

Laurie
Victory,
CPPB,
Vice President
Happy Procurement Month,

I’d like to take this opportunity to wish everyone a very Happy Procurement Month. I hope your organization takes time out to celebrate all the hard work of your team and your accomplishments. I’d like to quote NIGP by expressing that “When we celebrate Procurement Month, we acknowledge an elite group of professionals that have made a difference in governmental efficiency and effectiveness”. I would like to challenge each of you to take the time to meet with your governing officials, connect with the supplier community, and reach out to your administration to update them on your accomplishments and all of the positive results that you have achieved over the past year.

Also, just a reminder to get registered for the 2018 FAPPO Spring Conference in Orlando. The Board and committees have been working hard to put together a great line-up of speakers and learning opportunities, as well as fun events for relaxing and networking. I hope to see you there.

Theresa Webb, CPPO, CPPB, CPSM, C.P.M.
Treasurer
It’s looking a lot like Springtime!!

You know what’s right around the corner, right?? The Annual Conference!! It’s time to get those rooms reserved and those registration forms submitted! We want to see ALL of you there!

There will be music! There will be food! There will be professional networking! Oh, and a wonderful program that your President and Vice President have worked really hard on, to make amazing for all of you. I know I’m looking forward to it!

We still need some volunteers at the Registration Desk!! Send me an email and let me know if you’ll be attending and can help out. It’s a great way to get immersed in the conference activities, and you earn MPC dollars at the same time! Win-Win right??!

Don’t forget, the Essay Contests are still open, as are the Nominations for Officers. Gets your submitted today!!

Also, if you’re looking to get involved, reach out to Ms. Laurie, or any of the other Officers to let us know what you’re interested in, and learn how you can contribute to this organization! We can’t be successful without input and participation from each of you.

Hope to see you in May!

Happy Procurement Month!
Jaime T. Locklear, MPA, CPPB, FCCM
March brings spring...... Spring is the season of new beginnings and growth. What will you decide to grow this spring?

Your FAPPO Board and Pro-D committee have been hard at work to provide the best possible growth opportunities for you.

View the FAPPO Pro-D Site to download the College Education Reimbursement and Scholarship Program and Application Documents. These programs are in place to help our members pursue their college, certification and training goals.

On February 23rd the Board approved the following changes:

**College Education Reimbursement Program**

- Increased member eligible reimbursement from $1,000 to $2,000 per fiscal year.

**Scholarship Program**

- Added Recertification Fees to list of eligible events.
- Increased member eligible reimbursement from $715 to $1,000, and agency reimbursement from $1,430 to $2,000.
- Application for certification related reimbursement may be submitted up to 30 days after notification of passing/certified status.
The following FAPPO sponsored NIGP classes are currently scheduled and Scholarship Opportunities:

Sourcing in the Public Sector March 14-16 in Ft. Myers
CPPB Prep April 23-24 in Ft. Myers

Classes in scheduling process:

CPPB Prep August 2-3 in West Palm Beach
Intro to Public Procurement August 22-24 in Palm Coast

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

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

Are you planning to sit for the CPPB or CPPO exams in the next twelve months? There are a number of ways to prepare for these challenging tests. Taking one of NIGP’s seminars, obtaining the PREP Guides from the NIGP bookstore, participating in a study group or reviewing the material on your own are just some of the ways to prepare.

For those of you who would like a little day to day inspiration and interaction right at your desktop, one of our members, Past President David Nash, sends out a question of the day by email. The questions come from a variety of sources and are about half multiple choice and half essay. Each person responds directly to David and no one’s answers are ever shared with anyone else. And best of all, there is no charge to participate.

If you are interested in receiving these daily questions, just go to the website qoftheday.net for complete information on the program and to register your contact information. If you have any questions after visiting the website, feel free to contact David either by email at david.nash@qotheday.net or by phone at 954-829-0421.
The deadline to submit the filled out redemption request is April 15, 2018. Please remember to submit the FAPPO registration form, and hotel confirmation along with your redemption form.

Remember that FAPPO Bucks or MPC’s are non-transferrable.

Don’t delay get your hotel and registration in Early bird registration is April 6, 2018.

Celeste Gibbons-Peoples, CPPB, FCCM
FAPPO Bucks / MPC Chair
celeste.gibbons-peoples@tampagov.net
(813) 274-8843
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
CALLING ALL VOLUNTEERS!!

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.
Enter to win prizes (Fire Sticks/Roku) and registration to next year’s conference. YOU MUST BE PRESENT TO WIN!!

Tammy Spearman, CPPO, CPPB
Committee Chair
City of Sarasota
GET READY, GET READY, GET READY, You DO NOT want to miss:

“The Professional Networking Event”
Fearturing 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!

Feel free to dress up or dress down, but the Special Event Committee has donned an *All White* theme, and would love to see all attendees in all white as well! ~ Please no shorts, hats, or flip flops~
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!

There will be no alcohol served.

More information on dates & times will be forthcoming.
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 March 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.

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.

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GOOD LUCK!
NOMINATION FOR OFFICERS

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.

<table>
<thead>
<tr>
<th>Year</th>
<th>Committee</th>
<th>Year</th>
<th>Committee</th>
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<tbody>
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</table>

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 23, 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, CPPO, C.P.M., CPM, 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
NCPC Representative
Bobbye Marsala, CPPO, CPPB, CPM, FCPM, FCPA
Parliamentarian
Rhonda Ulmer, CPP, CPPO
Yesenia Pascual
Diane Wetherington, CPPB, FCCM
Resolutions/Awards Chair
David Nash, CPPO, CPPB
Past President
Diane Wetherington, CPPB, FCCM
Presidential Advisors
Joe Benjamin, CPPO, CPPB, FCCM
Mark Raiford, CPPB, FCPM, FCPA
Denise Schneider, CPPO, C.P.M., CM, CPPB, FCPM
Carrie Woodell, MPA, CPPO, CFCC, CPPB, C.P.M., FCPM
Cheryl Olson, MBA, CPPO, C.P.M., CM, FCCN
Procedural Oversight
Chair Mariano 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, CFCC, CPPB, C.P.M., FCPM
Kim Albritton
UPPCC Representative CPPB (12/15)
Alan Weaver, CPPO, CPPB, FCCM, FCPM, FCCM
UPPCC Representative CPPB (12/15)
Carrie Woodell, MPA, CPPO, CFCC, 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
Lauteisha Strange, MPA, CPPB
David Santiago, CPPB
Leticia Figueroa
First Timers
Carrie Woodell, MPA, CPPO, CFCC, CPPB, FCPM
Hospitality
Chair Michelle Gomez
Vlad Opreanu, CPPB
Dino DeRostaing, CPPO, CPPB
Annmarie 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
51st Annual FAPPO Conference and Trade Show
May 22, 2018 through May 25, 2018
Orlando, Florida

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.

<table>
<thead>
<tr>
<th>Service</th>
<th>Rate</th>
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<tbody>
<tr>
<td>Conference Registration</td>
<td>$350.00 (Early Bird rate $300.00)*</td>
</tr>
<tr>
<td>Hotel rate (single/ double)</td>
<td>$165.00 plus hotel tax (if applicable)</td>
</tr>
<tr>
<td>Self-Parking Rate</td>
<td>$15.00</td>
</tr>
</tbody>
</table>

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.
# FAPPO Conference Program

**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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<tbody>
<tr>
<td><strong>TUESDAY - MAY 22, 2018</strong></td>
<td></td>
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<tr>
<td>10:00 - 6:00</td>
<td>Registration</td>
<td></td>
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<tr>
<td>6:00 - 10:00</td>
<td><strong>Member Professional Networking Event</strong></td>
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<tr>
<td>7:30 - 11:00</td>
<td>Registration</td>
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<tr>
<td>8:00 - 8:30</td>
<td>President's Welcome and Breakfast</td>
<td>Fatima F. Calkins, CPPO, CPBP, 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>
</tr>
<tr>
<td>10:00 - 10:15</td>
<td>Break</td>
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<tr>
<td>10:16 - 11:45</td>
<td>Financial Analysis for Procurement Professionals</td>
<td>Lourdes Coss</td>
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<tr>
<td></td>
<td>Hurricanes, Earthquakes &amp; Tornadoes: Finding Your Yellow Brick Road</td>
<td>Duff Erholtz &amp; Tammy Rimes</td>
</tr>
<tr>
<td></td>
<td>Procurement's Most Strategic Asset-It's Professional</td>
<td>Dr. Clifford McCue</td>
</tr>
<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><strong>Member Networking Session and Continental Breakfast</strong></td>
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<tr>
<td>6:00 - 8:30</td>
<td>Social Awareness Campaign</td>
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<tr>
<td>6:30 - 9:45</td>
<td>Keynote Speaker - NegoEconomics &amp; SMARTnership</td>
<td>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>Absolute Honesty</td>
<td>Larry Johnson</td>
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<tr>
<td></td>
<td>Strategies for Success-Getting Ready for Public-Private Partnerships (P3s)</td>
<td>Dr. Larry Martin, UCG Professor</td>
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<tr>
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<td>Conducting a Successful Negotiation</td>
<td>Dr. Keri Kozlowski, UCF Professor</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 - 4:15</td>
<td>Shake that Money Tree-Sales Tax Savings Through Owner Direct Purchasing</td>
<td>JoAnne Flick</td>
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<td></td>
<td>FAPPO-The Value of Membership</td>
<td>Joe Benjamin</td>
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<td>Fundamentals of Collaborative Delivery Methods</td>
<td>Robert Garland, P.E, P.G. Env. S.P.</td>
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<tr>
<td>6:00 - 9:00</td>
<td><strong>Presidential Banquet</strong></td>
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<tr>
<td><strong>FRIDAY - MAY 25, 2018</strong></td>
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<tr>
<td>7:30 - 11:30</td>
<td>Registration</td>
<td></td>
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<tr>
<td>7:30 - 8:30</td>
<td><strong>Member Networking Session and Continental Breakfast</strong></td>
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<tr>
<td>8:30 - 9:15</td>
<td>NIGP Update</td>
<td>Rick Grimm, CPPO, CPBP - CEO National Institute of Governmental Purchasing</td>
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<tr>
<td>9:15 - 9:30</td>
<td>Break</td>
<td>Janice Mcinnis</td>
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<tr>
<td>9:30 - 10:30</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>Procurement Officials-The MVPs in the Fight Against Public Corruption Case Reflections of an FBI Public Corruption Agent</td>
<td>FBI Speaker</td>
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<tr>
<td>12:15 - 12:30</td>
<td>Closing Session</td>
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</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…………………………………………………………..$300.00………………..$350.00………………..$
□ FAPPO Bucks (Deduct)…………………………………………………………..$
□ Participation Credit (Deduct)…………………………………………………………..$
□ Non-member fee…………………………………………………………..$475.00……………………$500.00………………..$

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

Attending 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 any 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:

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“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:

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**Career Opportunities:**
[www.fappo.org/CareerOpportunity/List](http://www.fappo.org/CareerOpportunity/List)