Hello FAPPO!

On behalf of our organization, I would like to welcome you to our 45th Annual Conference and Trade Show here at The Tampa Convention Center and The Westin Tampa Harbour Island.

While at the conference, you will obtain valuable information, network with your peers and gain support that will help you become a more proficient procurement professional, build your career, and balance your work and personal goals. Your experiences here will benefit you almost immediately, with a renewed sense of your mission, and the energy and knowledge to continue to add value to your organization.

This year’s theme, “Investing in Professionalism,” emphasizes the importance of professionalism for procurement professionals which encompasses ethics, values, personal standards of performance, character, attitude, competency, appearance and conduct. An outstanding program has been assembled with the best in presenters and current topics that encourage us all to continue to invest in our professionalism.

The Trade Show will showcase the latest in products and services available for our vendor, supplier and contractor community.

In addition to a great educational program and Trade Show, there will be opportunities for you to socialize with friends and network with peers and vendors. DO NOT MISS our Special Event Sunday evening: a dinner cruise on the StarLite Majesty, as well as our Presidential Banquet Tuesday night, complete with live jazz music for your dining and dancing pleasure!

So have fun, meet and mingle, participate and enjoy your Conference!

Mark

---

45th Annual Conference and Trade Show
Committed to Integrity and Professionalism
May 12 – 16, 2012

Don’t miss this great Conference and Trade Show-Registration is open!
Register online by visiting www.fappo.org and selecting “Online Event Registration”.

In today’s challenging environment it’s critical for you to bring more value to your organization. Please join us for powerful presentations that will keep you informed of the many changes in public procurement. And there will be plenty of opportunity to network with your peers.

Gain valuable and practical tools you can use right away!

Early Registration Fee (Through March 23, 2012): $275

The Westin Tampa Harbour Island
725 South Harbour Island Boulevard
Tampa, FL 33602

Special per diem rate for FAPPO members!
$93 plus tax (single/double)

Group rate available until April 12, 2012. Subject to Availability.
To make hotel reservations, log in at www.fappo.org and follow the link on your homepage.

For more information, please visit the website www.fappo.org and click on “Conference Information and Registration”.

FAPPO OFFICERS
Mark Raiford—President     Carrie Woodell—Vice President
Cheryl Shanaberger—Treasurer  David Bennett—Secretary
What to Wear and Other Useful Information:

• Daily session dress attire is Business Casual. On Monday you will want to wear comfortable shoes for the Trade Show after the Opening Sessions.
• The Conference Registration Desk will be open beginning on Sunday. Please stop by for any assistance or if you have questions.

The Registration Desk is located outside Room 4 in the Convention Center and will be operating:

- Sunday – 7:00 am – 4:00 pm
- Monday – 7:00 am – 12:00 pm
- Tuesday – 7:00 am – 5:00 pm
- Wednesday – 7:00 am – 1:00 pm

• Please wear your badge at all times. It is also your admission to all the Special Events and Meal Functions.
• Please let the registration desk know if you will not be attending any of the special events or the Trade Show luncheon, as tickets are limited.
• Please be prompt to all classes.
• Please turn off your cell phones as a courtesy to others.
• Please invite your co-workers and other government colleagues to the Vendor Trade Show on Monday. The Trade Show is open at no charge to everyone in government.

Hospitality Suite

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

Hours of Operation:

- Sunday – 4:30 pm to 5:30 pm*
- Monday – 7 pm to 11 pm*
- Tuesday – 5 pm to 6 pm and 10 pm to Midnight*

(*tentative)

Special Event – Sunday, May 13th

Dinner, dancing, a relaxing sunset cruise on the beautiful Gulf of Mexico- what more could a group ask for? Our journey will begin with a short bus ride, departing for the Clearwater marina at 5:15 pm from the front of the Westin Hotel.

At 6:00 pm, we will board the elegant StarLite Majesty where we will be treated to an evening of food, music and relaxation on the sea. Drink tickets will be given to each cruiser.

Our adventure will end at 9:30 pm, when busses will return all cruisers to the Westin Hotel.

Dress is casual.
Monday, May 14th

Dinner on your own, so gather up your friends and enjoy one of the local eateries.

FAPPO 45th Annual Trade Show Exposition

• Wear your name badge and comfortable shoes.
• Bring your business cards.
• Lunch will be provided at the Convention Center from 12-1 pm.
• Prizes drawings will happen during the Trade Show.
There will also be a silent auction during the Trade Show. Proceeds will benefit the Norma Showley Scholarship Fund.

One of the prize drawings will be for a Grand Prize of Free Registration and Hotel Accommodations for the 2013 FAPPO Conference.

Presidential Banquet – Tuesday, May 15th

Join us for an evening of dining and music as we celebrate at the Presidential Banquet.

Cash bar reception: 6:00 – 6:30pm
Dinner: 6:30 – 10:00pm

Presentations will include the Above and Beyond Award; Volunteer of the Year Award; Distinguished Service Award and the Passing of the Plaques.

Live jazz music will be provided by Rita Wilson and Friends for your listening and dancing pleasure.

Dress is semi-formal.

Closing Session

The closing session for the 45th Annual FAPPO Conference on May 16th beginning at 4:00 and will include the FINAL Drawing for a Grand Prize of Free Registration and Hotel Accommodations for the 2013 FAPPO Annual Conference! The drawing will be made from the members tickets dropped in the hat at the Trade Show.
Don’t Miss Out!

press release

Contact: Fred Skinner
Phone: (239) 898-8773

FOR IMMEDIATE RELEASE
9 A.M. EDT, March 28, 2012

WORLD ELECTRIC SUPPLY SPONSORS REBATE INCENTIVE PROGRAM

JACKSONVILLE, FL, MARCH 28, 2012: World Electric Supply, a part
of the Sonepar USA team of distributors, has announced their
primary sponsorship in an independent rebate incentive program
in the state of Florida, for energy saving electrical products.

www.a-greener-world.com

The program that they support is intended to rebate the final
end user of the product for choosing electrical products that
save/reduce energy, and decrease the demand of our natural
resources. Currently the public utilities in Florida have
limited programs in place, and this incentive program is seen as
a much needed stimulus to help the right products, be installed
in the right places.

Starting May 21st, 2012 the web site will be accepting
applications from Florida customers, who wish to apply for a
specific product rebate from an offering of several
manufacturers. Funds are limited (as they are in most other
utility programs) and will be allocated while they last. It is
advised that any interested party act quickly, to lock in and
secure their desired incentive(s).
Florida Association of Public Procurement Officials
45th Annual Trade Show

Tampa Convention Center

Florida’s most important public sector trade show, FAPPO’s annual event engages the vendor community, procurement professionals, and end users. Visit www.fappo.org for additional information.

Monday, May 14, 2012
1:00 PM - 5:00 PM

Come join Captain Jack Sparrow and the crew set sail for hi-jinks and hilarity! Don’t get caught walking the plank!

ATTEND AT NO CHARGE!

This invitation is valid for procurement professionals, specification writers, end users and approving officials! Visit over 180 exhibitors all in one location!

Visit Our Website! www.fappo.org
Get Connected!

Here’s how YOU can join the conversation:

Follow @FAPPO_Inc for news, resources and updates about FAPPO and engage in the conference discussion using #FAPPOConf.

“Like” the FAPPO fan page on Facebook to see how others are discussing, teaching and sharing procurement news.

Join the FAPPO group on LinkedIn to participate in procurement discussions and information exchange opportunities.

Join the FAPPO group on GovLoop for additional interaction with government procurement professionals.

Subscribe to the official FAPPO Blog for access to procurement articles and updates or to submit a list serve inquiry.

Click here to access FAPPO’s new Attendee mobile device website. A great way to access all your conference information on the go.

Visit Our Website! www.fappo.org
Freshly squeezed & competitively bid for YOU.

With 130+ industry-leading Vendors, National Joint Powers Alliance® (NJPA) provides YOU with the opportunity to purchase through nationally leveraged, competitively bid contracts.

All NJPA contracts provide national volume discounts and satisfy municipal contracting laws. Membership is 100% no-cost, no-obligation or liability.

Stop by BOOTH 300 and learn more.

www.njpacoop.org

Visit Our Website! www.fappo.org
Membership Application/Dues Invoice
June 1, 2012 through May 31, 2013

Name: ___________________________________________    ____________________________________________    _________
Last                                                      First                                       M.I.
Previous Last Name, if any: _________________________________________________________________________________
Certification: ☐ CPPO   ☐ CPPB   ☐ C.P.M.   ☐ A.P.P.   ☐ Other: _______________________________
Title: __________________________________________________________________________________________________
Agency: ____________________________________________ ________________________________________________________
Address: ___________________________________________________________________________________________________
City: ________________________________________________________, FL        Zip: ____________________________
Telephone: (__________)________________________________      Fax: (__________)__________________________________
EMail: ____________________________________________________________________________________________________
Website: _____________________________________________________________________________________________

Include Entity’s Purchasing Home Page, if applicable

Check all that apply:
☐ Renewal   ☐ New Member

Type of Membership: $50.00 (Reg/Assoc)
☐ Regular   ☐ Associate   ☐ Honorary

Please complete this form and return with your check payable to Florida Association of Public Procurement Officials, Inc. (FAPPO Inc.)

To Renew your membership online, please visit www.fappo.org, log in and select “Renew Your Membership” from your membership page.

For New members, visit www.fappo.org, and select “Membership Information/Membership Application” from the menu on the left.

Your annual copy of the Membership Directory will be available in December from the FAPPO website as a downloadable PDF file.

Payment for membership fees must be received prior to September 1, 2012 for your information to be included in the membership directory.

www.fappo.org - FAPPO’s FEIN: 59-2615678

MAIL CHECK AND APPLICATION TO:
FAPPO
8875 Hidden River Parkway
Suite 300 #3059
Tampa, FL 33637

Internal: ☐ Entity Check   ☐ Personal Check - Check Number __________________ Date Received ________________

Visit Our Website! www.fappo.org
Proud to Support the FAPPO Annual Conference
AND YOUR IT INITIATIVES

A complete provider of technology products and services, SHI has supported IT organizations in Florida and around the world for 23 years with dynamic, scalable, innovative solutions delivered with world class customer support.

SHI offers the full range of HP products, from desktops and printers to industry standard servers, tablets, networking products and HP’s award winning software. Through partnership with HP, SHI has invested in the training and expertise to leverage these HP technologies to customize complete, efficient and cost-effective solutions for your IT environment.

Contact SHI to discuss HP solutions for your organization!
888-764-8888 • www.publicsector.shidirect.com/HP

Innovative Solutions. World Class Support.

Visit Our Website! www.fappo.org
<table>
<thead>
<tr>
<th>SUNDAY</th>
<th>TUESDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>7:30 am - 2:00 pm</strong></td>
<td><strong>8:00 am - 9:00 am</strong></td>
</tr>
<tr>
<td>Golf Tournament</td>
<td>Continental Breakfast</td>
</tr>
<tr>
<td><strong>9:00 am - 1:00 pm</strong></td>
<td><strong>9:00 am - 9:30 am</strong></td>
</tr>
<tr>
<td>Room 10</td>
<td>Room 13, 14</td>
</tr>
<tr>
<td>Board Meeting</td>
<td>Keynote Speaker - “What Does the Florida Attorney General’s Office Do? And Why Does it Matter to Me?”</td>
</tr>
<tr>
<td><strong>1:00 - 2:30</strong></td>
<td><strong>9:30 am - 9:45 am</strong></td>
</tr>
<tr>
<td>Room 10</td>
<td>Liz Brady, Attorney General’s Office</td>
</tr>
<tr>
<td>Florida Professionals for Public Procurement</td>
<td>Ms. Brady will provide insight into the role of the Attorney General’s office in Florida Government. She will discuss the various units and programs within the Agency. Special emphasis will be placed on those that specifically impact public procurement professionals.</td>
</tr>
<tr>
<td><strong>3:00 - 4:30</strong></td>
<td><strong>9:45 am - 11:15 am</strong></td>
</tr>
<tr>
<td>Room 18</td>
<td>“Case Law Affecting Procurement”</td>
</tr>
<tr>
<td>Member/Vendor Networking Sessions (Members and Vendors)</td>
<td>Kirk Buffington, CPPO, C.P.M., City of Fort Lauderdale</td>
</tr>
<tr>
<td>Cheryl Olson, CPPO, C.P.M., FCCN, Brevard Public Schools and Rhonda Ulmer, CPPO, C.P.M., FCCN City of Orlando</td>
<td>Participants will have the opportunity to view and discuss cases from across the country that deal with common challenges made to our bidding process and procedures; dealing with late bids; mandatory pre-bids; changes of bids; what is and isn’t a minor technicality; and just what is standing of protestor.</td>
</tr>
<tr>
<td>Due to the overwhelming response of last year’s Networking Session, this program will continue the lively dialogue between Purchasing professionals and suppliers. This session will provide the forum for our FAPPO Members and suppliers the opportunity to communicate with each other regarding their business relationship expectations, the changing economy, what they have learned over the past year and how to improve business relationships over the upcoming years.</td>
<td></td>
</tr>
<tr>
<td><strong>5:00 - 10:00</strong></td>
<td><strong>10:00 - 10:45</strong></td>
</tr>
<tr>
<td>Cruise</td>
<td>State of Florida Update</td>
</tr>
<tr>
<td>Reception &amp; Special Event</td>
<td>Kelly Loll, State of Florida DMS</td>
</tr>
<tr>
<td>**MONDAY</td>
<td><strong>10:45 - 11:15</strong></td>
</tr>
<tr>
<td>7:30 am – 8:00 am</td>
<td>State of Florida Update</td>
</tr>
<tr>
<td>Rooms 13, 14</td>
<td>Room 13, 14</td>
</tr>
<tr>
<td><strong>First Timers</strong></td>
<td>Achievement of Excellence in Procurement Awards</td>
</tr>
<tr>
<td>Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay</td>
<td>Christine Green, AEP Chair</td>
</tr>
<tr>
<td><strong>7:45 - 8:45</strong></td>
<td><strong>11:15 - 12:00</strong></td>
</tr>
<tr>
<td>Ballroom B</td>
<td>Break</td>
</tr>
<tr>
<td>Breakfast</td>
<td><strong>12:00 - 1:00</strong></td>
</tr>
<tr>
<td><strong>8:15 - 9:15</strong></td>
<td>Room 13, 14</td>
</tr>
<tr>
<td>Ballroom B</td>
<td>Member/Vendor Lunch</td>
</tr>
<tr>
<td>President’s Welcome</td>
<td><strong>1:00 pm - 5:00 pm</strong></td>
</tr>
<tr>
<td>Mark Ralford, CPPB, FCPM, FCPA City of Lakeland</td>
<td>West Hall</td>
</tr>
<tr>
<td><strong>Conference Agenda</strong></td>
<td><strong>Trade Show</strong></td>
</tr>
<tr>
<td><strong>Nomination</strong></td>
<td><strong>Visit Our Website! <a href="http://www.fappo.org">www.fappo.org</a></strong></td>
</tr>
<tr>
<td>Carrie Woodell, CPPO, CFCM, C.P.M., City of Winter Park</td>
<td>FAPPO Updates Carrie Woodell, CPPO, CFCM, C.P.M., City of Winter Park</td>
</tr>
<tr>
<td><strong>FAPPO Updates</strong></td>
<td>FAPPO Best Practices/Entity Awards</td>
</tr>
<tr>
<td>Carrie Woodell, CPPO, CFCM, C.P.M., City of Winter Park</td>
<td>Keith Glatz, CPPO, City of Tamarac</td>
</tr>
<tr>
<td><strong>FAPPO Best Practices/Entity Awards</strong></td>
<td><strong>9:15 - 9:30</strong></td>
</tr>
<tr>
<td>Keith Glatz, CPPO, City of Tamarac</td>
<td><strong>Break</strong></td>
</tr>
<tr>
<td><strong>9:30 - 10:00</strong></td>
<td><strong>10:00 - 10:45</strong></td>
</tr>
<tr>
<td>Room 13, 14</td>
<td>State of Florida Update</td>
</tr>
<tr>
<td>Keynote Speaker - The Supply Chain Management Public and Private Sector Value Proposition</td>
<td>Kelly Loll, State of Florida DMS</td>
</tr>
<tr>
<td>Mr. Miles will be sharing his 30 plus years of public and private sector experience in Supply Chain Management (SCM). He will discuss the evolution of SCM and its benefits and challenges in both the public and private sector. Mr. Miles will also share his thoughts regarding the continued evolution of SCM in the public sector and the challenges that must to be addressed.</td>
<td></td>
</tr>
<tr>
<td><strong>10:30 - 11:30</strong></td>
<td><strong>10:45 - 11:15</strong></td>
</tr>
<tr>
<td>Ballroom A</td>
<td>State of Florida Update</td>
</tr>
<tr>
<td>Vendor/State Networking Session (Vendors Only)</td>
<td>Room 13, 14</td>
</tr>
<tr>
<td>State of Florida DMS</td>
<td>Achievement of Excellence in Procurement Awards</td>
</tr>
<tr>
<td>William Woolf, U.S. General Services Administration</td>
<td>Christine Green, AEP Chair</td>
</tr>
<tr>
<td>Through this presentation on GSA's Special Purchasing Programs for state and local governments, state and local government officials attending the GSA workshop will be able to identify specific GSA state and local special purchasing programs and understand the basic processes associated with each for identifying and purchasing the solutions authorized under their purview.</td>
<td></td>
</tr>
</tbody>
</table>
“Negotiation is Not Confrontation”  
Theresa Jordan Webb, CPPO, CPPB, C.P.M., FCCM, Hillsborough County Aviation Authority

Negotiation is about getting a good deal. Winning negotiations are about building relationships that produce long-term benefits. Though we and our suppliers may have opposing interests, negotiation should not be confrontational. By breaking down negotiation into its key components, this workshop presents a straightforward approach and provides valuable insights for enhancing negotiation skills.

Room 10  
“Procurement Innovations for the Future”  
David Kidd, US Communities

Learn of innovations that are emerging in procurement to help discover new gateways to procurement; efficiency enhancing negotiation skills.

11:15 am - 11:30 am
Break

11:30 am - 12:30 pm
Ballroom D  
Business Lunch/Meeting

12:30 pm - 1:30 pm
Ballroom D  
Best Practices

1:30 pm - 1:45 pm
Break

1:45 pm - 3:15 pm
Room 5  
“Influence” - the Key to Leadership in Procurement  
Warren Geltch, CPPO, CPCM, C.P.M., Retired

Continuation of the “Leadership Series” presented over the last six years. Leadership is defined as “influencing others to make positive changes.” This session will discuss the methods and means that leaders (and team members) should understand and be able to apply in the workplace to effectuate positive change.

Room 9  
CCNA Reform Update  
Stephen Y. Carnell, C.P.M., Collier County

Room 13, 14  
“Taking the Mystery Out of the Contracting Process”  
Suzanne D’Agresta, Brown, Garganese, Weiss & D’Agresta, PA

This presentation will review the elements of a legally enforceable contract and provide tips or best practices in order to negotiate a good contract which protects the local government. Post contract execution issues will also be covered.

Room 10  
“Is an RFP in Your Future?”  
David Nash, CPPO, CPPB, Retired

Bids are what we know. They are what we are comfortable with. But the needs of our department cannot always be met by the simple writing and issuing of an Invitation to Bid. Departments may not know exactly what they need. We may need flexibility in the award process to achieve best value. The Request for Proposal is a useful sourcing method that allows these and many other issues to be addressed.

3:15 pm - 3:30 pm
Break

3:30 pm - 5:00 pm
Room 5  
“RFP Evaluation Process - Is There a Right Way?”  
Chris Rewis, CPPB, FCCM, Polk County Purchasing

All local government procurement professionals are faced with the dilemma regarding evaluation of submittals received during the RFP process. Objectivity is crucial during this process, never more so than in today’s economic climate. This session is designed to discuss and debate the various methodologies utilized within the procurement profession when an RFP has been issued.

Room 9  
“Buying into the Investment…”  
David Duhn, National Joint Powers Alliance

During this session, learn how other organizations are implementing and investing in the internal processes to communicate the value of strategic procurement. Understand how the business community has invested in the embracement and value of professional procurement as it relates to the procurement of their goods and services. We will explore how other agencies across the nation are investing in and benefiting from this vital initiative…and the tremendous results they are enjoying.

Room 10  
“Negotiating Contracts in Florida”  
David Bennett, CPPO, FCCN, FCCM, FCPM, PMP, State of Florida DMS

Almost every level of contracting involves negotiations, in a wide range of settings, over small and large issues. This presentation will provide attendees with a solid foundation on the use of the Invitation to Negotiate (ITN) as described in section 287.057(1)(c), F.S. and some of the processes and steps required or recommended for conducting formal negotiation processes.

Room 9  
“Confessions of an Overachiever - Strategies for Success”  
Carrie Woodell, CPPO, CFPCM, C.P.M., City of Winter Park

In keeping with the age old adage that “you’re never too old to learn”, this session is designed to provide procurement professionals at all levels with strategies.

Visit Our Website! www.fappo.org
for identifying and capitalizing on opportunities for growth. Do you know your worth as a procurement professional? Have you established goals for your professional growth? Have you identified resources to help you achieve those goals? If you answered no to any of these questions, this session is for you!

Room 10

“Statutes on Procurement for Local Governments”
Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay

Often times, local government procurement professionals utilize the Florida Statutes as a source of reference and guidance to perform their day to day responsibilities. Not all state statutes apply to local governments. So, how does the procurement official know which Statutes apply to their particular type of entity? Local governments are referenced in the statutes under various definitions to include: political subdivision, eligible user, agency, public entity, educational units, governmental units, etc., etc., etc. This session will review the various definitions for local governments, and review many of the Florida State Statutes that apply to local procurement functions.

11:15 am - 11:30 am
Break

11:30 am - 1:00 pm
Ballroom D
Lunch

1:00 pm - 2:30 pm
Room 5

“Who is Evaluating This Solicitation?”
Marian Pace, CPPO, CPPB, City of Punta Gorda

Does the prequalification process start with the Procurement Office in your Agency? If not, can you be assured the evaluators are conducting this review? It is crucial for prequalification efforts to be conducted within Procurement to assure fair and impartial treatment of Bidders and to make sure you have a responsive bidder. There are several resources available to the Procurement Professional to aid in providing data to the evaluators to assist them in the evaluation of their qualifications. How do you proactively deal with different evaluating personalities and potential skewing of scores? Evaluators may not purposely score to skew rankings but sometimes it happens. The implementation of an ordinal score method helps solve this potential pitfall in your evaluation process achieves the ultimate goal of the independent evaluation.

2:30 pm - 2:45 pm
Break

2:45 - 3:45
Room 5
Networking Session - Cities/Counties
Chris Rewis, CPPB, FCCM, Polk County Purchasing and Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA, City of Palm Bay

Room 9

Networking Session - Education
Wendy Geltch, C.P.M., CPPO, CPPB, FCPM, Polk State College

Room 10

Networking Session - Special Authorities
Cheri Alexander, C.P.M., CPPB, Sarasota Bradenton International Airport and Chris Bross, CPPO, FCPM, FCPA, South Florida Regional Transportation Authority

3:45 - 4:00
Break

4:00 - 4:30
Room 13, 14
Closing Session
The Florida Association of Public Procurement Officials

Would like to invite you to join us for the

"2012 GET-TEED OFF GOLF CLASSIC"

At the
Westchase Golf Club
11602 Westchase Golf Drive., Tampa,
FL 32835
Sunday, May 13, 2012

8:30 AM Double Tee Times
Four Person Scramble

SPONSORSHIP LEVELS
Please select a sponsorship level in the space provided

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Sponsorship Amount</th>
<th>Check Here</th>
<th>Sponsorship Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>PLATINUM</td>
<td>$1,000</td>
<td></td>
<td>Co-Sponsor Event: Sign w/CO Logo; Foursome in Event; 2 Tee &amp; Green Signs; 2 Practice Range/Putting Green Signs</td>
</tr>
<tr>
<td>GOLD</td>
<td>$500.00</td>
<td></td>
<td>Foursome in the Event; 1 Tee/Green Sign; 1 Practice Range/Putting Green Sign</td>
</tr>
<tr>
<td>BREAKFAST</td>
<td>$350.00</td>
<td></td>
<td>Co-Sponsorship; Two Golfers in Event</td>
</tr>
<tr>
<td>LUNCH</td>
<td>$350.00</td>
<td></td>
<td>Co-Sponsorship; Two Golfers in Event</td>
</tr>
<tr>
<td>TEE/GREEN (36)</td>
<td>$100.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRIZE/DONATION</td>
<td>$20.00 Minimum</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Visit Our Website! www.fappo.org
REGISTRATION

Team Name: _______________________________________________

Player #1______________________    Phone#________________ ($75.00)
Player #2______________________    Phone#________________ ($75.00)
Player #3______________________    Phone#________________ ($75.00)
Player #4______________________    Phone#________________ ($75.00)

GAMES

<table>
<thead>
<tr>
<th>Game</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Poker 50/50</td>
<td>$10.00</td>
</tr>
<tr>
<td>Longest Drive 50/50</td>
<td>$10.00</td>
</tr>
<tr>
<td>Close to Pin 50/50</td>
<td>$10.00</td>
</tr>
<tr>
<td>Pink Ball</td>
<td>$10.00</td>
</tr>
<tr>
<td>Mulligan &amp; Throw</td>
<td>$10.00/ per; Maximum 4</td>
</tr>
<tr>
<td>Go to Pole</td>
<td>$5.00</td>
</tr>
<tr>
<td>Club Rentals</td>
<td>$40.00 plus $6.25 tax</td>
</tr>
</tbody>
</table>
| Total (Registration & Games and Sponsorships) | $_________________________

Make Check Payable to:
FAPPO
P.O. Box 5004
C/o Jay Jackus
Tarpon Springs, FL 38688-5044

SCHEDULE OF ACTIVITIES

<table>
<thead>
<tr>
<th>TIME</th>
<th>ACTIVITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 A.M.</td>
<td>Registration/Breakfast</td>
</tr>
<tr>
<td>7:30 A.M.</td>
<td>Practice range/putting green open</td>
</tr>
<tr>
<td>8:15 A.M.</td>
<td>Report to Starter</td>
</tr>
<tr>
<td>8:30 A.M.</td>
<td>Double Tee Times</td>
</tr>
<tr>
<td>12:30 – 2:00 P.M.</td>
<td>Awards Ceremony at Golf Course</td>
</tr>
</tbody>
</table>

CONTACTS:

Jay Jackus, Co-Chair
jjackus@ctsfl.us
Phone: 727-943-4871
Cell: 727-389-4785

Ed Parker, Co-Chair
EParker@flus.net
Phone: 407-513-3667

Richard Veghte, PGA
rveghte@westchasegc.com
West Chase Golf Club
Phone: 813-854-2331 ext. 227
Norma W. Showley Memorial Scholarship Fund

Thank you for your support of the *Dining for Norma, Silent Auction, 50/50* and *donations* during the annual conference:

All together we have a new balance of $3,102.00 ~ Way to go!!

The Norma W. Showley Memorial Scholarship Fund was created to provide members an opportunity to donate to a separate fund in order to increase the amount of available scholarships. We hope to double this amount through member donations. If you’re interested in contributing to this worthwhile cause, please be sure to make your check out to FAPPO using the form enclosed. Your generosity is greatly appreciated.

Thank you very much,

Cheri Alexander
cheri.alexander@srq-airport.com

Left: Nora Laudermilk
Right: Norma Showley

Norma W. Showley
Norma W. Showley
Memorial Scholarship Fund
Donation Form

The Norma W. Showley Memorial Scholarship Fund was created by the Board of Directors in 2007 in order to provide FAPPO members with an opportunity to contribute directly to the scholarship needs of others in the association. Every dollar contributed will be used to supplement the budgeted scholarship and tuition reimbursement funds so that as many members as possible will be allowed to further their education. So far, we have received over $3,102.00 in memory of Norma!
Thank YOU to all for your generous support;

Cheri

Please check one of the following boxes to indicate your level of support:

$10
$25
$50
$100
Other $_____

FAPPO reserves the right to publish your name as a donor. However, if you would prefer not to have your name published, please check here.____

Name:__________________________________________

Entity:__________________________________________

Address:__________________________________________

State:____ Zip:_________ E-mail:__________________________

Phone:________________________ Fax:_____________________

Send this form with your check (made out to FAPPO) or credit card information to:

FAPPO
8876 Hidden River Parkway
Suite 300 #3059
Tampa, FL 33637

Credit Card Information

Name on Card:______________________________

Type: __ Visa __ MasterCard __ Amex

Card #:______________________________

Expiration Date:_________________________

Signature: ________________________________

Visit Our Website! www.fappo.org