Message from the President

In just one short month we will be holding the 48th Annual Conference and Trade Show at the Rosen Centre in Orlando. If you have not already done so, I encourage you to make plans to join us for an amazing conference! This newsletter is dedicated to the Annual Conference, to provide you with complete details on what to expect this year.

This year’s conference theme, “Elevating Our Professionalism” emphasizes the importance of striving as procurement professionals to advance ourselves and the profession to show our value to the organizations and citizens we serve. Our Annual Conference Program Chair, Joe Benjamin, CPPO, CPPB, FCCM has assembled an outstanding program with an amazing array of presenters on current topics that will encourage us all to elevate our professionalism. New to the program this year are three renowned keynote speakers, who will kick off each morning with a session that is sure to inspire and energize our attendees. Trust me...you won’t want to miss their dynamic sessions!

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.

Our hotel room block at Rosen Centre has sold out. Please check www.fappo.org for alternate hotel options for your conference stay.

Our Trade Show Chair, Zulay Millan, CPPO, CPPB, FCCM, and our Executive Director, Craig Rowley, along with our Trade Show Committee have put together an amazing Trade Show that will showcase the latest products and services available from our vendor, supplier and contractor communities. I’d like to encourage all conference attendees to dedicate yourself to visiting each and every trade show exhibitor that participates and learn about how their product or service can benefit your agency. We have included a “free admission” ticket to our Trade Show in this newsletter. Please distribute this to your end user departments and encourage them to attend the Trade Show on May 18th. They will need to bring a government ID to gain entry into the Trade Show area.

In addition to a great educational program and Trade Show, there will be several opportunities for you to socialize with friends and network with peers and vendors. DO NOT MISS our Special Event Sunday evening, a fun filled Casino Night designed to test your skills in a fun atmosphere complete with food and music. The Presidential Banquet Tuesday night will be another opportunity to dine with friends and colleagues, congratulate our award winners and make special memories.

If you will be a first timer to the Conference, we are very excited to have you in attendance and have some special surprises in store for you. Please plan on attending the First Timer’s Orientation scheduled on Sunday, May 17th. This informative session will provide valuable details on how to make the most of your Conference experience.

Remember, we have FAPPO Bucks Subsidies available to assist members in getting to the Conference. The subsidy can be applied to either Conference registration or hotel accommodations at our host hotel. The deadline to apply for a subsidy is April 17th. Complete details are included in this newsletter.

I want to encourage all attendees to stay engaged through social media during the Conference. We will have several opportunities for you to win prizes for participating. You’ll find more details on our official FAPPO social media sites and the official Conference hashtag in this newsletter.

Last, but most certainly not least, you will find details in this newsletter related to our two Officer nominees. To date we have received one nomination for Treasurer and one for Secretary for 2015/2016. The election will take place on Tuesday, May 19th at the Conference, so please take the time to review their nomination applications and learn about our candidates.

I look forward to seeing you in May in sunny Orlando!

Regards,

Carrie Woodell, MPA, CFCM, CPPO, C.P.M., FCPM
FAPPO President

April 2015

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Are you interested in publishing an article in our newsletter? Send it to wendygeltch@gmail.com

FAPPO OFFICERS

Carrie Woodell—President
Diane Wetherington—Treasurer
Joe Benjamin—Vice President
Wendy Geltch—Secretary
Message from the Vice President

As this year’s annual Conference and Trade Show approaches and we come to the close of another year, it reminds me of how much work goes into making FAPPO, the premier professional governmental procurement organization that it is. Membership value is at an all-time high and we are constantly looking for ways to make it even better. The networking and educational opportunities of the Fall Workshop and the Annual Conference & Trade Show would not be possible without all of the Committee Chairs and Committee Members that serve all year round. I’m thankful for each and every one of them and their dedicated service to our profession.

Many may not know how much we rely on the expertise of the Past Presidents of FAPPO for their support and guidance. This is a group that always steps up to the plate whenever they are called on, even though they have served the organization for many years already and their obligation has passed. Some of them are even retired and continue to serve and support FAPPO year in and year out, all of them motivated by making FAPPO the very best it can be. I’m very thankful for each and every one of them as well.

I would be remiss without recognizing our Executive Director, Craig Rowley, who always goes above and beyond the call of duty. I appreciate his professionalism, guidance and his friendship as well.

I would like to extend a special thank you to Carrie Woodell and Wendy Geltch for standing in the gap as officers for FAPPO this year. We literally could not have done it without them this year and I am very grateful for everything they bring to the table. A tremendous amount of time and effort goes into serving as President and Secretary, and knowing this, both willingly took on these tasks again for a second time and we can’t thank them enough for the great job both have done.

Last but most assuredly not least, I would like to thank my officer partner in crime, Diane Wetherington for traveling through the officer chairs with me. Diane has also willingly stood in the gap these past two years when called upon, even as she was serving as Secretary and Treasurer. She is going to make a great Vice President and President of FAPPO and I am very thankful to have the privilege of taking this journey with a friend.

Joe Benjamin, CPPO, CPPB, FCCM
Message from the Treasurer

Happy April FAPPO,

The time is getting closer to our Annual Conference. If you haven't registered there is still time. You don't want to miss it! The keynote speakers are going to be great this year! The networking opportunity with other procurement people from all over the state is invaluable. The Trade Show is going to be awesome and you should not miss it. If you are First Timer, there will be an introductory session on Sunday with a lot of information and a chance to win a registration to the 2016 conference.

REGISTER NOW!!!

See you there,

Diane Wetherington, CPPB, FCCM
FAPPO Treasurer

Message from the Secretary

We talk a lot about ending the Trade Show. But, we really can’t stress enough how important it is for you, your co-workers, and your user departments (ex: Facilities and Public Works) to attend each and every Trade Show. Therefore, I asked the best husband in the world, Warren Geltch, to write a 2-page essay giving an historical perspective of why it is imperative that our Trade Show is successful...and it can only be successful if YOU attend it! You can find it on pages 13—14 of this issue of the Newsletter. Please take a few minutes to read it.

Joe Benjamin has worked diligently to put together a great program for you. Don’t miss it!

Chris Rewis and her team (Sunny Starcher & Dorothy Gordon) will amaze you with two very special nights of entertainment. Be there!!

If you will be a First Timer at the Conference, I’m looking forward to meeting you on Sunday at 3:30 p.m. in Salon 2. You can look forward to learning more about FAPPO, the Conference & Trade Show, and meet the officers. We will have a great gift for you, too.

See you at the Rosen!

Wendy Geltch, C.P.M., CPPO, CPPB, A.P.P., FCCM, FCPM, FCPA
FAPPO Secretary

Visit Our Website at www.fappo.org
Suzanne D’Agresta

Suzanne D’Agresta is a shareholder with Brown, Garganese, Weiss & D’Agresta, P.A. She is certified by The Florida Bar as a specialist in City, County and Local Government Law, and has significant experience in transactional and litigation matters involving School Boards. She concentrates her practice in the area of local government law. She is the recipient of the highest rating (AV) given by Martindale-Hubbell for legal ability and ethics. Ms. D’Agresta is recognized as a Florida Super Lawyer by Law and Politics. She is a member of the Florida School Board Attorney’s Association, and served as its President in 2006. She was appointed to the City, County and Local Government Certification Committee for the maximum 6 year term and the Ninth Circuit Grievance Committee “D” for the maximum 3 year term. She is also a member of the National School Board Association/Council of School Attorneys, and The Florida Bar Education Law Committee.

Ms. D’Agresta currently serves as the school board attorney for the School Board of Indian River County, and has performed significant legal work for the School Board of Osceola County, and other school boards and cities in Florida. She is a frequent speaker on such local government issues as Sunshine Law, public records, public procurement and employment matters.

Ms. D’Agresta is admitted to practice in Florida state and federal courts. She is admitted to The Florida Bar, and the Bars of the United States District Court for the Middle District of Florida, the United States Court of Appeals for the Eleventh Circuit and the Supreme Court of the United States. She earned her law degree from the University of Florida, and received her Bachelor’s degree from the University of Central Florida.

CONTACT INFORMATION
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PO Box 2873, Orlando, FL 32802
Phone: 407-425-9566
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www.orlandolaw.net
Email: sdagresta@orlandolaw.net
At the age of 36, McHugh took over the reins at Gatorland and has since introduced over 45 new attractions and exhibits at Orlando’s only theme park with *bite and attitude*. They range from one of the world’s largest collection of giant crocodiles to free-flying birds, new shows, animal encounters, *Gator Gully Splashpark*, *White Gator Swamp*, *Panther Springs*, and the all-new *Screamin’ Gator Zip Line*. The shows and exhibits reflect his personality: engaging, exciting, and most of all, entertaining.

McHugh’s goal is to provide an up-close, personalized experience for visitors. “Gatorland is a close family of employees, and our guests recognize and appreciate that old, Florida-style hospitality. We’re one of the few theme parks where visitors can watch an exciting show, then take a leisurely stroll on one of our beautiful nature walks where thousands of wild wading birds are raising their babies,” he says. “We want our guests to experience Florida’s natural beauty, just an arm’s length away.”

Before joining Gatorland, McHugh served as animal trainer, researcher and spokesperson for Sea World. During his twelve years there, he worked with 13 different species of marine mammals, including dolphins, sea lions, and killer whales. McHugh also performed in numerous popular shows for the attraction. He appeared in Sea World films and served as spokesperson for *Shamu TV*, an educational program for children airing on hundreds of network affiliated stations nationwide.

McHugh also wrote several scientific papers on the behavior and learning of marine mammals. He now uses his animal training techniques to develop safer and more entertaining interactions with alligators and crocodiles. “Whales and dolphins respond to a variety of rewards, but the only way to train alligators is with raw meat. They’re not big on hugging,” he says of his transition from marine mammals to reptiles.

McHugh holds a Master’s degree in Business Administration from the University of Central Florida. In addition, he has a Master’s degree in Marine Science from the University of Texas at Austin, and a Bachelor of Science degree in Marine Biology from Texas State University. While at the University of Texas, he conducted one of the state’s first formal, academic research projects on marine mammals. His Master’s thesis on the population dynamics of Atlantic bottlenose dolphins provides the foundation for current marine mammal research in Texas.

Today, McHugh volunteers on numerous industry and charity boards throughout the central Florida region, and was recently inducted into the Central Florida Tourism Hall of Fame. At Gatorland, he continues the unparalleled growth of this family owned business, known internationally as the “Alligator Capital of the World.” This one-of-a-kind theme park is always growing and always changing…so when you visit Gatorland, *Expect the Unexpected*.
Simon T. Bailey, MA, CSP and Principal and Lead Consultant

As the driving force behind global business consultancy powerhouse, the Brilliance Institute, founder and CEO, Simon T. Bailey innovates and inspires organizational transformation among the world’s largest corporations. A compelling business thought leader, Simon teaches audiences how to achieve the perfect balance of leadership and organizational success by connecting the dots between individual and organizational brilliance. He challenges and teaches businesses and organizations to clear obstacles to brilliance in their cultures, processes, and people, thereby achieving higher levels of engagement, retention, productivity and a brilliant bottom line.

Simon solidified his position as a recognized sales and marketing director in experiential learning for business professionals across the globe during his leadership tenure at the world-renowned Disney Institute based at the Walt Disney World Resort. In less than ten years, his tireless pursuit to remain a step ahead of the perpetual trends and innovations of the organizational space has led to Meetings and Conventions magazine’s designation as “One of the best keynote speakers ever heard or used,” putting him in the same category as Bill Gates, General Colin Powell and Tony Robbins.

Simon has impacted the lives of more than 1 million people with his counsel and coaching from the C-Suite to the front lines for clients including Verizon, Microsoft, Wells Fargo, Met-Life, Omni Hotels & Resorts, Procter and Gamble, and Tupperware Brands Corporation through his forward-thinking, practical interactive sessions and action-oriented programs.

A bestselling author of seven books, Simon T. Bailey’s breakout masterpiece, Release Your Brilliance, published by HarperCollins, was ranked number 17 of the Top 100 books being read by Corporate America, according to 800CEORead.com. Currently it is available in English, Spanish and Portuguese, and will soon be available in other languages. His highly anticipated new book, Shift Your Brilliance – Harness the Power of You, Inc., invites readers to shift their thinking, creating a disruption from the norm that ignites creativity, drives productivity and increases accountability and profitability.

Simon holds a Master’s Degree from Faith Christian University and was inducted as an honorary member of the University of Central Florida Golden Key International Honor Society. He is a graduate of Rollins College Executive Management Certificate Program, one of the top 25 best private graduate business schools in the USA. Simon is a Certified Speaking Professional, the highest earned designation from the National Speakers Association and International Federation of Professional Speakers.
REGISTRATION FORM
48th ANNUAL CONFERENCE AND TRADE SHOW
ROSEN CENTRE HOTEL • ORLANDO, FLORIDA • MAY 17 - 20, 2015

Name (last, first) ____________________________________________________ Certification(s) _____________________________

Name to be printed on badge ____________________________________________________________________________________

Title __________________________ Agency/Organization ______________________________

Mailing Address ______________________________________________________________________________________________

Phone ( _________ ) _____________________________________ Fax ( _________ ) _____________________________________

E-mail Address _______________________________________________________________________________________________

☐ Any special dietary needs or special accommodations you may require? ______________________________________________

___________________________________________________________________________________________________________

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 3, 2015. NO REFUNDS WILL BE ISSUED AFTER THIS DATE.

Early Bird Registration Fee Fee if Received
*Prior to 4/3/2015 after 4/3/2015

☐ FAPPO Member……………………………………...$300.00……………………………………...$350.00………………… $________

☐ FAPPO Bucks (Deduct)……………………………………… $________

☐ Non-member fee……………………………………...$475.00……………………………………...$500.00………………… $________

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

FAPPO Members ☐ Sunday ($50) ☐ Monday (Free) ☐ Tuesday ($175) ☐ Wednesday ($175)

Non-Members ☐ Sunday ($50) ☐ Monday (Free) ☐ Tuesday ($250) ☐ Wednesday ($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, 8875 Hidden River Parkway, Suite 300 #3059, Tampa, FL 33637

PAYMENT BY CREDIT CARD:
Charge my ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

Amount Authorized: ____________________________ Card Number: ____________________________ Exp. Date: ______________

Name on Card: __________________________________________ Signature: _______________________

EMAIL COMPLETED FORM TO
director@fappo.org or FAX: 813.333.1767

Attendee Participation Acknowledgement

Registering for the FAPPO Annual Conference and Trade Show indicates acknowledgement of participating in FAPPO events and activities at the attendee’s own free will and intentional act. Attendees should be aware that possible physical injury could occur as a result of participation in these events. Attendees acknowledge freely and knowingly that they are able to participate in FAPPO events and hereby assume responsibility for their own well-being. Attendees also agree not to allow any other individual to participate in his/her 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.
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<tr>
<th>Time</th>
<th>General Description</th>
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<td>1:00 - 4:00</td>
<td>Registration</td>
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| 2:00 - 3:30 | Member/Vendor Educational Counterpoint (Members and Vendors Invited) | Chris Rewis, CPPO, CPPB, FCCM  
Rhonda Ulmer, C.P.M., CPPO, FCCN  
Marian Pace, CPPO, CPPB, FCCM  
Fatima Calkins, CPPO, CPPB, FCCM, FCPM, FCPA |
| 3:30 - 4:30 | First Timers Orientation                                | Wendy Geltch, C.P.M., CPPO, CPPB, FCCM, FCPM, FCPA, A.P.P.             |
| 6:00 - 10:00 | Special Event Reception                                 |                                                                         |
| 7:30 - 11:00 | Registration                                             |                                                                         |
| 7:30 - 8:30 | President's Welcome and Breakfast                       | Carrie Woodell, CPPO, CFPCM, FCPM,                                     |
| 8:30 - 10:00 | Keynote Speaker                                          | Shift Your Brilliance                                                   | Simon T. Bailey |
| 10:00 - 10:15 | Break                                                  |                                                                         |
| 10:15 - 11:15 | FAPPO Best Practices/Entity Awards                      | Keith Glatz, CPPO, FCPM  
Cheryl Olson, C.P.M., CPPO  
Greg Spearman, CPPO, FCPM - NIGP Business Council  
Denise Schneider, CPPO, C.P.M., CPPB - Panelist  
Alan Weaver, CPPO, CPPB, FCCM, FCPM, FCCM - Panelist  
Theresa Webb, CPPO, C.P.M., CPPB, FCCM, Panelist  
Rod Blunier, NIGP Business Council / Caterpillar  
Paul Murphy, NIGP Business Council / Canon Solutions America  
Sheila Schnellenberger, NIGP Business Council, Chair  
HD Supply Facilities Maintenance  
Pete Whitacre, NIGP Business Council / Toro |
| 11:30 - 1:00 | Member/Vendor Lunch - Panel Discussion: Everybody Wins |                                                                         |
| 1:00 - 4:30 | FAPPO Annual Trade Show                                 |                                                                         |
| 7:30 - 4:00 | Registration                                             |                                                                         |
| 7:30 - 8:30 | Member Networking Session and Continental Breakfast      |                                                                         |
| 8:00 - 8:30 | Nathaniel's Hope: Social Awareness Campaign             | Marie Kuck, Executive Director of Nathaniel's Hope                      |
| 8:30 - 9:45 | Keynote Speaker                                          | Shift Your Brilliance                                                   | Mark McHugh - Gatorland CEO |
| 9:45 - 10:00 | Break                                                  |                                                                         |
| 10:00 - 11:30 | Local Preference - The Pros and Cons                  | Greg Spearman, CPPO, FCPM  
Marian Pace, CPPO, CPPB, FCCM  
Rhonda Ulmer, C.P.M. CPPO, FCCN |
| 11:30 - 12:30 | Lunch - Business Meeting                               |                                                                         |
| 12:30 - 1:30 | Winning Best Practices Presentations                    |                                                                         |
| 1:30 - 3:00 | From Advertisement to Award - The Legal Pitfalls in Between | Mark J. Stempler & William J. Cea Becker & Poliakoff, P.A.  
Tammy Rimes - Tammy Rimes Consulting  
David Nash, CPPO, CPPB |
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<tr>
<td>3:00 - 3:15</td>
<td>Public/Private Partnerships and the Public Procurement Process</td>
<td>Roman Martinez, CPPO, CPPB</td>
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<td>The Scoop on Scopes and Specifications</td>
<td>Theresa Webb, CPPO, CPPB, C.P.M., FCCM</td>
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<td>The Invitation to Negotiate (ITN) Process</td>
<td>Warren Geltch, C.P.M., CPPO, CPCM, Wendy Geltch, C.P.M., CPPO, CPPB, FCCM, FCPA, A.P.P.</td>
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<td>6:00 - 9:00</td>
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<td>Presidential Banquet</td>
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**WEDNESDAY - MAY 20, 2015**

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<td>Member Networking Session and Continental Breakfast</td>
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<td>8:30 - 9:00</td>
<td>NIGP Update</td>
<td>Rick Grimm, CPPO, CPPB, CEO National Institute of Governmental Purchasing</td>
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<td>9:00- 10:30</td>
<td>Can You Do That? The Ethical Issues Involved in Public Procurement From Your Local Government Employees</td>
<td>Suzanne D’Agresta, PA, Brown, Garganese, Weiss &amp; D’Agresta</td>
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<td>Break</td>
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<td>10:45 - 12:00</td>
<td>State of Florida Update</td>
<td>State of Florida DMS</td>
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<td>12:00 - 1:00</td>
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<td>Lunch</td>
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<td>1:00 - 2:30</td>
<td>The New Paradigms in Procurement</td>
<td>Althea Pemsel, MA, C.P.M., A.P.P.</td>
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<td>IT Licenses, Maintenance Agreements, Warranties, Risk, etc.</td>
<td>Tabatha Freedman, CPPO, CPPB</td>
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<td>Financial Statement and Ratio Analysis</td>
<td>Daniel O’Keefe, CPA, MBA, CFE - Moore, Stephens, Lovelace, P.A.</td>
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<td>2:45 - 4:15</td>
<td>Negotiations in the Public Sector</td>
<td>Warren Geltch, C.P.M., CPPO, CPCM, Wendy Geltch, C.P.M., CPPO, CPPB, FCCM, FCPA, A.P.P.</td>
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<td>Successful M/WBE Programs: Start with You.</td>
<td>Errick Young, MBE Manager</td>
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<td>Enterprise Resource Planning (ERP) Don’t get rattled</td>
<td>Roman Martinez, CPPO, CPPB</td>
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<td>4:15 - 4:30</td>
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<td>Closing Session</td>
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FAPPO Casino Night

When? Sunday, May 17

Where? Rosen Centre Hotel

Time? 6:00 pm – 10:00 pm

Food!

Music!

Prizes!

Fun!
Date: Tuesday, May 19
Reception: 6:00 pm – 6:30 pm
Dinner: 7:00 pm – 8:00 pm
Program: 8:00 pm – 9:00 pm
Get your dose of Vitamin NJPA.
NJPA is happy to serve hundreds of Florida members who already understand the value of cooperative purchasing.

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Competitively Bid National Cooperative Contract Solutions
Who Needs Tradeshows?

By Warren Geltch, MBA, C.P.M., CPPO, CPCM

There are two kinds of apathy:

1. The kind where we feel our participation won't change things ... so why bother, and
2. The kind where we have indifference to what is happening ... because we feel we won't be affected regardless of the outcome.

All too often the political election process gives us two alternatives...neither of which we can get excited about. So, we're faced with voting for the lesser of two evils ... or not voting at all ... the latter being the "apathy alternative".

So, in that context, let's test the "apathy alternative" as it relates to the annual FAPPO tradeshow. But first, a bit of ancient history.

I first attended the annual FAPPO conference in 1979 in Orlando. It was held at a one-story motel off I-4. That motel has since been demolished and replaced with one of the largest hotels in all of Florida. Since my employer would not pay for an overnight stay, I drove to the conference each day from Tampa.

I was thrilled to be there. There was a great comradery among the attendees, and being new to the profession, I hung around the guys (it was 99% men then) that exchanged war stories and how they handled various types of procurements. I was in the mode of being a "sponge"... soaking up as much information as I could ... and thinking "I'll never learn as much as these guys know."

The annual conference then was more of a social event than a gathering to promote professional education. For example, the "special event" consisted of the wives making sandwiches for the members, while we socialized. Yes, we had a conference program ... with no split sessions. The conference mostly consisted of round table discussions with an occasional member willing to discuss the bidding process ... no technology ... just discussions. The RFP process was something we had heard about, but no one was using it, except for the selection of architects and engineers since CCNA’s adoption in 1973. As I recall, everyone hated the idea of the CCNA which prohibited awarding contracts on the basis of lowest qualified bidder.

The main thing I remember from that first conference was the FAPPO President standing in front of the approximately 50-60 attendees and declaring "We don't have enough money to pay the hotel for all the coffee we're drinking, so we're going to pass around the hat and ask for your donations". I was stunned ... and that was my first ethical dilemma: I never drank coffee, so should I donate or be apathetic? I grudgingly scrounged up a dollar in change and threw it in the hat ... peer pressure is strong sometimes!

That event was indicative of the evolution and revolution the FAPPO organization would deal with over the next five years. Could/should the organization: 1) continue as a mostly social organization
... living on a shoestring; or 2) become one dedicated to education and professionalism ... which would require some monetary infusion of some sort.

The first alternative was heavily favored by the "old-timers" (I can use that phrase because I AM an old-timer now!). They loved the organization and wanted it to stay exactly the way it was. Some of us younger folks wanted the second alternative ... after all, we grew up during the protests of the 1960s, so we weren't shy about voicing our opinion. Led by my good friend Ken Trufant, with Buddy Crosby, the three of us (from the Tampa area) developed a plan (some would say we conspired) to move the organization to what we called the "professional arena". This wasn't an original idea ... other organizations had done the same ... specifically NIGP ... with which Ken was heavily involved (and later became President).

Over the course of a six year period, the FAPPO Board had multiple (back and forth) discussions regarding the direction FAPPO should go. One Past President wrote a formal letter railing against any changes, calling professional certification "nothing but personal aggrandizement." But, by 1983-84, Ken was FAPPO President, Buddy Crosby was Vice President, Jeannie Minnock was Secretary, and I was Treasurer. We had all seen tradeshows raise money for the local chapters, and Jeannie was the tradeshow chair for her local NIGP chapter the year before. Now we had a potential revenue source to support a formal professional development program ... contracting with NIGP to put on courses in the state (through Ken's personal contacts there). Thus, the tradeshow became the key component to provide members all the services a professional association should have.

Fast forward to present day. As in 1979, membership dues cover some of the overhead costs of running an organization on a day-to-day basis. But the revenue from dues and conference registrations don't cover a fraction of the cost of putting on an ongoing professional development program, a spring conference and an annual conference...along with the related food and entertainment.

So, who needs a tradeshow? Well, if you've read this far, you know the answer to that. But your help is needed. No, we're not going to pass around a hat and ask you to donate! What we're asking for doesn't require money ... it requires your time. It requires you to be an active participant in the annual trade show. Attend, visit booths, gather information ... even from vendors with whom you don't normally buy products or services. If vendors don't see us ... if they don't feel it is worthwhile to pay for booths, they become apathetic ... why should they participate ... why should they bother?

By your being proactive rather than apathetic, vendors will keep coming back ... paying for tradeshow booths and acquiring sponsorships. It's safe to say that without a tradeshow in which vendors pay for booths, the organization would revert back to the days of 1979 ... a social organization, operating on a shoestring. So, the future of this organization is up to you ... is the Association worthy of your support by spending your time participating in an activity that funds all the services it provides to its' members? I hope your answer is “YES?”.

Note: Warren is a Past President of FAPPO. He received it’s Distinguished Service Award in 1997, and the Outstanding Educator of the Year Award in 2013. He retired from Orange County in 2010 after 35 years in the public sector in procurement. He also served Orange County as IT Director, Administrative Services Director, and Assistant County Administrator. He is a Certified Master Instructor for NIGP, and a Senior Consultant for NIGP Consulting.
is proud to be a Diamond Sponsor for the 2015 FAPPO Annual Conference!

FOR OVER 25 YEARS, SHI HAS HELPED CUSTOMERS IN ALL INDUSTRIES FULFILL THEIR IT GOALS THROUGH CUSTOM SOLUTIONS AND WORLD CLASS SUPPORT.

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- **Oracle**: Authorized Agent for Carahsoft under Florida COTS 43230000-14-01
- **AirWatch**: Authorized Agent for Carahsoft under Florida COTS 43230000-14-01
- **Check Point**: Authorized Agent for Carahsoft under Florida COTS 43230000-14-01
- **EMC**: Authorized by EMC under Florida State 250-000-09-1
- **NetApp**: Authorized by NetApp under Florida State 250-WSCA-10-ACS
- **Lenovo**: Authorized by Lenovo under Florida State 250-WSCA-10-ACS

SHI can also provide solutions for every aspect of your IT environment:

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For more information about the cots and all of our state contracts, contact the shi florida team at:

**FloridaTeam@SHI.com**  |  **800-543-0432 (p)**  |  **732-868-6055 (f)**

SHI International Corp.  |  888-764-8888  |  SHI.com
Join us at FAPPO’s 48th Annual Trade Show!!

May 18th, 2015  1:00 PM - 4:30 PM

2015 TRADE SHOW

- Build your Supplier Network
- Explore New Products and Services
- Learn about Procurement Strategies
- Meet Colleagues
- Invite End-Users
- Invite Suppliers to Participate

- Have fun playing Monopoly Themed Games
  Compete for a free registration to FAPPO’s
  49th Annual Conference!

- Compete to be our Hashtag Heavyweight
  and win a $25.00 gift card! #FAPPO2015
  on TWITTER or INSTAGRAM!

- Suppliers will hold drawings throughout the
  show. Be sure to supply your Mobile Number
  You must be present to win!
FAPPO 2015 CONFERENCE ATTENDEES:

PARTicipate in the monopoly money quest for a chance to win a free registration to the 2016 FAPPO conference!

Monopoly money will be scattered throughout the trade show floor. Visit all the vendor booths to obtain valuable information regarding products and services available for use in your organization. While you’re there, count all the monopoly money. After you’ve seen all vendors and counted all the money on the trade show floor, complete the Monopoly Money Game card which will be in your registration packet and drop in the designated hat at the FAPPO table. All entries with the correct dollar amount will be eligible for the drawing which will be held at 4:30pm at the close of the Trade Show. You must be present to win. Good Luck!
Florida Association of Public Procurement Officials
48th Annual Trade Show

Rosen Center Hotel, Orlando
9840 International Drive,
Orlando, Florida 32819

Florida’s Premier 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 18, 2015 1:00 P.M. - 4:30 P.M.

Do not pass go just come join FAPPO Members and Exhibitors At this Annual Event!

Bring this ticket and your government ID for FREE ENTRY!! Share with other employees at your Agency.
Congratulations to the following agencies, who have earned the 2015 FAPPO Award for Excellence in Public Procurement! Their trophies will be presented during our Annual Conference in May:

1. Brevard County Schools
2. City of Boca Raton
3. Broward Co. Board of County Commissioners
4. Hillsborough Co. Aviation Authority
5. City of Lakeland
6. Manatee County
7. City of North Miami Beach
8. Orange County BOCC
9. Orange County Schools
10. City of Orlando
11. City of Palm Bay
12. City of Port St. Lucie
13. City of Punta Gorda
15. Seminole County
16. South Florida Regional Transportation Authority (Tri-Rail)
17. Volusia County Schools

Our panel of judges have awarded the Best Practice Awards. The following 3 entities will receive $300.00 FAPPO Bucks:

1. Broward County Board of County Commissioners - Innovation in the Purchasing Process
2. Seminole County BOCC – Cost Savings
3. City of North Miami Beach – Contribution to the Advancement of Community, Your Entity, or the Public Purchasing Profession.

The following entities will receive $25.00 FAPPO Bucks:

1. City of Boca Raton
2. Hillsborough County Aviation Authority
3. Orange County BOCC
4. City of Punta Gorda
Fatima has been serving as Sr. Purchasing Agent for the Greater Orlando Aviation Authority since February, 2006. Fatima holds a bachelor’s degree in Business Administration from Florida Southern College, Lakeland, Florida. She has over 30 years’ experience in both public and private procurement. Fatima obtained her CPPB in June, 2008 and her CPPO in October, 2011. She has been serving on the FAPPO Bucks committee since 2011 and as a committee member of the Trade Show Committee since 2010. She also participated on the Technology Team as the Chairperson. She has been actively involved in various Central Florida Chapter NIGP committees since 2008. In March, 2012 she was recognized by the CFC-NIGP as “Member of the Year” and then “Buyer of the Year” in March, 2014. In April 2014, she was recognized by FAPPO as “Volunteer of the Year”.

She is deeply committed to the promotion of professional development, and fostering an environment conducive to member growth and development. Her work with various committees with FAPPO and other Purchasing Associations can attest to this.

“I am a strong believer that in order to be successful in life you have to share your knowledge and give back to others.”

Her efforts and volunteer services for FAPPO represent an on-going commitment to raise the level of interest in the profession of Public Procurement.
Laurie Victory has worked in procurement for over 33 years (private sector 9 & public sector 24).

She started working for the City of Fort Myers in 1991 and was promoted to Purchasing Director in 1998. In 2004, the Purchasing Department took over Contracts Administration bringing Procurement and Contracts under one roof. Laurie also is the Minority Business Coordinator and Asbestos Coordinator for the City of Fort Myers.

She has been a member of NIGP and FAPPO since the mid 90’s and holds a CPPB Certification through the UPPCC. She has served and volunteered on various committees and was the president of her local NIGP Chapter 72 Gulf Coast Association of Governmental Purchasing Officers in 2010.

“Procurement is my life and the City and organizations are my family. FAPPO is a strong organization that helps us all become more professional and polished. I really look forward to serving on the FAPPO Board as I know it will be one of the most rewarding positions in my life.”

Thank you for this opportunity,

Laurie A. Victory, CPPB

PROFESSIONAL
PROFICIENT
PATIENT
Are you interested in serving as a FAPPO Officer? We are seeking qualified candidates to run for the Secretary and Treasurer positions. Included in this issue of the newsletter is the Nomination Form for 2015-2016. Please consider getting involved...it is a very rewarding experience! The deadline for submitting nominations is April 15th.
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 FAPPO Committees. 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: Fatima Calkins

Entity: Greater Orlando Aviation Authority

Address: 8652 Casa Verde Rd, City: Orlando, FL Zip: 32827

Phone: 407-825-2044 Fax: 407-825-4020 E-Mail: fcalkins@gov.com

Number of Years with Entity: 9 Number of Years FAPPO member:

List the committees he/she has served on:

Year Committee Year Committee
2015 Bucks Chair 2013 Bucks Chair
2014 Bucks Chair

Describe the professional accomplishments of member:

Has served as FAPPO Bucks Chair for past 3 years. Has set up winter workshops for CFCN10P. Always willing to assist other committees and volunteer her time.

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

☐ CPPO ☐ CPPB ☐ C.P.M. ☐ A.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: 3/20/15

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 April 15, 2015.

Email, or mail nomination form to: Joe Benjamin, CPPO, CPPB, FCCM c/o City of Plant City, 302 W. Reynolds Street, Plant City, FL 33563 E-Mail: jbenjamin@plantcitygov.com

Get Involved! It’s So Rewarding
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.

Signature of Candidate: [Signature] Date: 3/24/15

Review of the Officer Nomination Tutorial with candidate occurred:

3/27/2015 Joe Benjamin
Date Vice President Signature
March 20, 2015

Nomination Letter of Support

Carrie Woodell, President-FAPPO
Joe Benjamin, Vice President-FAPPO

Dear Ms. Woodell and Mr. Benjamin,

The Greater Orlando Aviation Authority fully supports Fatima Calkins to run for the position of Treasurer for the Florida Association of Public Procurement Officials (FAPPO). We are aware of the extent of financial support and time that is required to hold office as a FAPPO Officer and our agency is in total support of Fatima, and will endeavor to facilitate her responsibilities in this role. We also understand that this will be a three year commitment and that Fatima will be required to attend FAPPO functions.

Fatima has worked for the Authority since 2006, and is a Senior Purchasing Agent responsible for the procurement and contract management of numerous contracts for the Authority.

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

Sincerely,

Denise K Schneider, CPPO, CPPB, C.P.M., C.M.
Assistant Director Purchasing and Material Control

and:

Dolly Daniel, Senior Director Administration and Technology
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 for one of the following FAPPO Committees: FAPPO Bucks, Finance, Professional Development, Special Event/Banquet, Trade Show. Candidate must have their entity’s support as evidenced by a letter from their supervisor included with the nomination form. You may nominate yourself or have someone nominate you!

Name: Laurie Victory - Nomination for Secretary
Entity: City of Fort Myers
Address: 2600 Martin Luther King Blvd City: Fort Myers Zip: 33901
Phone: 239-321-7232 Fax: E-Mail: lvictory@cityftmyers.com
Number of Years with Entity: 1991 Number of Years FAPPO member: 1992

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>06/07</td>
<td>Ed Com/Scholarships</td>
<td>09/10</td>
<td>Hospitality</td>
</tr>
<tr>
<td>07/08</td>
<td>Professional Dev Chairperson</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Describe the professional accomplishments of member:

Has worked at the City of Fort Myers since 1991. Advanced to Purchasing Director in 1998 and took over the Contracts Administration Division in 2004 bringing all contracts under one roof. Obtained a CPPB Certification in 1999, served as president for the NiGP Chapter - Gulf Coast Association of Public Procurement Officers in 2010, and served as "Secretary" during the same time for a period of 6-months. Establishment of a new Minority Business Ordinance/Program and manages the program. Established the asbestos operations and maintenance program and manages the program. Has been a FAPPO Member since the mid 90's.

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: [x] Yes [ ] No

Submitted By: Marian Pace Date: 3/19/2015

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 is March 13, 2015.

Email or mail nomination form to: Joe Benjamin, CPPO, CPPB, FCCM c/o City of Plant City
302 W. Reynolds Street, Plant City, FL 33563 E-Mail: jbenjamin@plantcitygov.com

Get Involved! It’s So Rewarding
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: 

Signature of Candidate: 

Date: 3/18/15

Review of the Officer Nomination Tutorial with candidate occurred:

3/27/2015

Date

Joe Benjamin

Vice President Signature
March 24, 2015

Joe Benjamin, Vice President
Florida Association of Public Procurement Officials

Re: Nomination of Laurie Victory for the office of Secretary with the
Florida Association of Public Procurement Officials (FAPPO).

Dear Mr. Benjamin:

As the supervisor of Laurie Victory, it is my pleasure to approve the nomination of her for the office of Secretary with the Florida Association of Public Procurement Officials (FAPPO).

Laurie has been working for the City of Fort Myers since 1991. Her duties with the City include:

- Purchasing and Contracts Administration Managerial duties.
- Coordinator of the Minority Business Program
- Coordinator of the Asbestos Operations and Maintenance Program.

We are aware of the extent of financial support and time that is required to hold office as a FAPPO Officer and the City’s management staff supports Laurie, and will endeavor to facilitate her responsibilities in this role. It is also understood that this is a 4 year commitment as Laurie will likely move through the other Officer positions that follow.

I understand and agree that Laurie must attend all Board meetings, Annual Conferences, and Fall Workshops, and that 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.

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

Sincerely,

Maria Joyner
Director of Finance
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 FAPPO Committees. 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.

Year Committee Year Committee
_____ ___________________________ _____ _____________________________
_____ ___________________________ _____ _____________________________

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 April 15, 2015.

Email, or mail nomination form to: Joe Benjamin, CPPO, CPPB, FCCM c/o City of Plant City, 302 W. Reynolds Street, Plant City, FL 33563 E-Mail: jbenjamin@plantcitygov.com

Get Involved! It’s So Rewarding
August XX, 20XX

___________, 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
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.

Signature of Candidate: ________________________________ Date: ______________

Review of the Officer Nomination Tutorial with candidate occurred:

________________________________________
Date       Vice President Signature
**Definition:** Money earned via service to the Association. They can only be used to cover expenses for attending the Annual Conference. FAPPO Bucks (bucks) were established to financially assist members to attend the Annual Conference.

**Earn your way to the FAPPO Annual Conference & Tradeshow!**

Volunteers who work a minimum of four (4) hours at the Annual Conference will earn $100 bucks. Each time you serve on a committee earns you $50 bucks!

Registration forms are available on our website. The deadline to register as a volunteer is **April 17, 2015.**

Bucks earned for each Fiscal Year MUST BE USED for the that year’s Annual Conference. Bucks do not rollover to the next year.

Submit your request to your FAPPO Bucks Committee members:

- **Fatima F. Calkins**
  - FAPPO Bucks Chair
  - fcalkins@goaa.org
  - 407-825-2044

- **Lanaee Gilmore**
  - FAPPO Bucks Co-Chair
  - lgilmore@melbourneflorida.org
  - 321-608-7065

Additional information is available in our Policies and Procedures Manual.
FAPPO BUCKS 2015

***IT’S TIME TO REDEEM YOUR FBUCKS ***

- Still time to obtain a special number for your Agency and send a blast e-mailing the application to your vendors. For more information, please email: 
  execdirector@fappo.org

- FBucks earned for this Fiscal Year MUST BE USED for the 48th Annual Conference in Orlando. FBucks will not rollover to the next year.

- For more information about FAPPO Bucks, please visit the website: 
  http://www.fappo.org/Content/Professional%20Development

Your FAPPO Bucks Committee,

Fatima F Calkins
FCalkins@goaa.org

Lanaee Gilmore
lgilmore@melbourneflorida.org
FLORIDA ASSOCIATION OF PUBLIC PROCUREMENT OFFICIALS, INC.
FAPPO BUCKS SUBSIDY PROGRAM

DEADLINE TO SUBMIT SUBSIDY REQUEST IS APRIL 17, 2015

Eligibility Requirements:
A. Must be eligible to receive FAPPO Bucks
B. Only 2 subsidies awarded per Agency
C. Members will not qualify for a subsidy if their entity will reimburse registration or official host hotel accommodation expenses.
D. A written statement form the Chief Purchasing Official or Human Resources Director stating your Agency will not pay for nor reimburse the member for the cost associated with conference registration or official host hotel.
E. Subsidy may be utilized for either Conference Registration or hotel accommodations at the Official Host Hotel for the Conference.
F. Members receiving the Subsidy will be required to volunteer four (4) hours at the Conference.

Name and Title of Applicant:

Name of Agency: Date:

Office Address: City, State, Zip:

Telephone Number: Email Address:

Subsidy in the amount of early-bird conference registration to be applied to:

☐ Hotel Costs* in the amount of $___________ Confirmation # _____________
  Check-In Date: ___________ Check-Out Date: ____________
  I am sharing a room with: ______________________________________

☐ Conference Registration - Attending ☐ Full Conference or ☐ Daily (State Days): _____________________

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

Approval:

__________________________________________________________  ________________
FAPPO Bucks Chairperson                                Date

Submit completed form & documentation to: Lanaee Gilmore – 321-608-7065
lgilmore@melbourneflorida.org
Who is Norma M. Showley, C.P.M.?

Norma was the most gracious lady we’ve ever met. She never said a harsh word to, or about, anyone. Everyone loved Norma, and Norma loved everyone. Especially FAPPO.

Norma was the heart and sole of the Association for many years. She served as President on two separate occasions. Her second term was due to the abrupt resignation of the President Elect immediately before the 1994 Annual Conference. She served us as President in 1987-88 and 1994-95. Norma was unanimously elected to fill the vacancy. Norma passed in July 2003 after a long fight with cancer. We honor her with naming this important scholarship fund for her.

Why was the fund created?

The Norma M. 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.

Can I donate to the fund?

If you’re interested in contributing to this worthwhile cause, please be sure to make your check out to FAPPO using the form on the website. Your generosity is greatly appreciated.

How much is currently in the scholarship fund?

Currently we have a new balance of $8,102.00!!

How do I request a scholarship from the fund?

Complete and submit an Application, along with all required documentation.

Additional information is available at:
- Norma Showley Scholarship Fund general information
- Norma Showley History
- Scholarship Fund Donation Form
- Application
Introduction:

The Florida Association of Public Purchasing Officers, Incorporated (FAPPO) understands that public entities are continually challenged to do more with less, while maintaining a professional trained and certified staff.

FAPPO has established the Norma M. Showley Memorial Scholarship Fund. Recipients will be chosen by their demonstration the skills and values of the FAPPO organization as demonstrated by Mrs. Norma Showley, one of FAPPO’s most cherished and supportive members.

Purpose:

The purpose of the fund is to provide FAPPO members with flexible training option to pursue other training that is beneficial for continued professional growth, but may not be degree-seeking or core NIGP classes.

Intent:

It is the intent of the FAPPO organization to provide a new funding opportunity for its members who are interested in furthering the development of their procurement skills and professionalism.

The organization plans to consider up to five (5) recipients each fiscal year for a maximum fund disbursement of $500 each.

Note: Race, creed, color, national origin, gender, age, or the employment status of the applicant (other than within public purchasing) will not be considered in awarding scholarships.

Application Process:

All applications for Norma M. Showley Memorial Scholarship Fund shall be submitted to the Scholarship Program Administrator at least forty-five (45) days in advance of the scheduled event. The Scholarship Program Administrator shall review the applications received and ensure that they are complete.

Before distributing applications to the Educational Committee, the Scholarship Program Administrator will share the list of applicant names with the Committee to determine if any conflicts of interest exist. The Scholarship Program Administrator will then remove any identifying information about the applicant from the applications and distribute them to the members of the Educational Committee for evaluation and recommendations.
Applicants will be measured on their demonstrated commitment to the Core Values of FAPPO’s Leadership for the areas of ethics, integrity, professionalism, diversity, education, growth and commitment to customer service.

Fund recipients will be announced as soon as practical after each selection. The announcement will identify the recipients and will be posted on the FAPPO website with a copy of the approved application will be mailed to the recipient(s).

**SELECTION CRITERIA**

The Committee will review all scholarship requests and award a scholarship based on the applicant’s submittal.

**Payment Process:**

The Educational Committee will review the application & receipts for reimbursement. If a reimbursement is denied the applicant will be notified with an explanation of the denial.

**Submittal Requirements:**

See the FAPPO website for the most current version of the Scholarship Program Application for submittal requirements.

**Program Guidelines for Donations to the Fund:**

1. FAPPO members can donate to a separate fund in order to increase the amount of funds available to all members for training opportunities.

2. Suggested minimum individual donation is $5.00, and these donations can be made at any time to the Scholarship Program Administrator.

3. These donations are requested from individuals; no agency donations would be solicited or accepted.
Name and Title of Applicant:  

Name of Agency:  
Date:  

Office Address:  
City, State, Zip:  

FAPPO Membership Since:  
Telephone Number:  

Email Address:  

Applicants will be measured on their demonstrated commitment to the Core Values of FAPPO’s Leadership for the areas of ethics, integrity, professionalism, diversity, education, growth and commitment to customer service.

I request approval of an educational reimbursement for __________________________ (Course Title)  
Beginning on __________________________ as follows:  
Tuition: $_________  Books: $_________  Materials: $_________  Total: $_________  

The reason for enrolling in this course of study (check one):

Prerequisite towards earning a degree in __________________________

College Level Courses – to enhance my skills for my present position.  

Other (specify):  

I have read, understand, and agree to comply with the provisions of the Florida Association of Public Purchasing Officers (FAPPO) Norma M. Showley Scholarship Fund. I specifically understand and agree that if I receive an educational reimbursement through other sources or programs, FAPPO will refund only those costs not funded by said other programs, provided I receive a grade of “C” or better on undergraduate work or grade “B” or better on post graduate work. I further certify that I am paid member in good standing and have been such for at least one year prior to the date of this application.

Signature __________________________
**Submittals:**

1) A written statement from the Chief Purchasing Official or Human Resources Director whether your entity will reimburse the costs associated with this course, and details thereof.

2) Provide a complete description and cost of the workshop/seminar the applicant is applying for (See Page 1).

3) Current resume, which reflects professional experience, education and other affiliations.

4) Is the applicant a member in good standing with FAPPO?

5) Documentation verifying applicant is currently employed in public purchasing profession and has been in a governmental purchasing atmosphere for a minimum of two (2) years.

6) Financial Needs Statement: The request shall provide a statement of the financial need for financial assistance. The statement should state that the requestor or their entity, due to lack of funding is unable to pay for the costs of attendance to the requested workshop.

7) Provide a one page summary that lists your goals in procurement profession, how you see the membership helping you obtain your goals, the value that this training will provide to your entity and for your professional development.

8) Does this request qualify for certification or recertification points?

9) Provide a complete list of all professional development courses, which you have completed.

10) Contributions to procurement organizations. The request should contain information that shows contributions the individual has made to the procurement profession.  

    *Examples of these contributions are, but not limited to the following:*

    - Serving on task forces or committee related to public procurement;
    - Writing policies or procedures for effective and efficient public procurement;
    - Writing and sharing of training materials;
    - Development of websites for posting public contract opportunities;
    - Serves as speaker at a purchasing related function.

**NOTE:** If you do not receive a written notice of approval within three (3) weeks after submission, contact the Professional Development Chairperson. Reimbursement approval is required from the FAPPO Professional Development Chairperson BEFORE THE COURSE BEGINS. FAPPO members are eligible for reimbursement each fiscal year (June 1 – May 31) as determined by the Board of Directors.
Nathaniel’s Hope

Nathaniel’s Hope is dedicated to sharing hope with kids with special needs (VIP kids) and their families.

• **Contributions/Donations will be accepted at the registration desk each morning.** There are a number of ways to give a tax deductible gift on their website by either Personal or business checking account, Visa, MasterCard, Discover, PayPal or American Express. You can also mail your check or money order (made out to Nathaniel’s Hope) to: Nathaniel’s Hope 2300 Jetport Drive Orlando, FL 32809.

• Make sure you notate “FAPPO 2015” on your check or credit card donation so we can track the Agency total. If you would like to designate your donation to a particular program, please include the program name (i.e. Buddy Break, Make ‘m Smile, etc.) in the memo line.

• **Are they seeking things other than monetary donations?** Yes, you may volunteer to do caroling for kids at hospitals and/or sign up to be a Buddy for a VIP kid at BuddyBreak.org. To register, select “I want to be a Buddy.” Volunteers can also visit the buddy break events every month ([Info@NathanielsHope.org](mailto:Info@NathanielsHope.org)).

• A Nathaniel’s Hope Coordinator will be speaking about their program on Tuesday May 19th during the morning breakfast and right before our keynote speaker.
Thank you for the card you sent us! When we read it, we felt that we...
Buddy Break is a FREE Parent’s Day Out program where kids with all types of special needs (VIP kids) make new friends, have fun playing games, hear and see great children’s stories, videos, music and more! Siblings have fun too! Meanwhile, their caregivers get a break from their ongoing care-giving responsibilities, usually for three hours on a Friday night or Saturday morning. This program is done in partnership with local churches and is for VIP children ages 2-16 years old and their siblings, who are ages 4 years old to 18 years old. Some Buddy Break locations have expanded their program based on the need in their community to serve a wider age range.

What is Buddy Break?

Buddy Break is a FREE Parent’s Day Out program where kids with all types of special needs (VIP kids) make new friends, have fun playing games, hear and see great children’s stories, videos, music and more! Siblings have fun too! Meanwhile, their caregivers get a break from their ongoing care-giving responsibilities, usually for three hours on a Friday night or Saturday morning. This program is done in partnership with local churches and is for VIP children ages 2-16 years old and their siblings, who are ages 4 years old to 18 years old. Some Buddy Break locations have expanded their program based on the need in their community to serve a wider age range.

Why is there a need for Buddy Break?

The weight and stress of finding proper doctors, teachers, financial resources, etc. for a VIP child’s care can be overwhelming for caregivers. Those responsibilities, as well as the never-ending demands for the daily care of their child, are squeezed into days already filled with the usual routine of caring for a household, siblings, and self. Opportunities to get a break are rare, yet desperately needed to survive. Buddy Break provides a safe place for VIPs and their siblings to have fun while their caregivers get a break.

How do I find a Buddy Break in my area?

New Buddy Break locations are posted at BuddyBreak.org each month—be sure to visit our site to find the closest location to you.

How Do I Sign Up to be a Buddy?

No previous experience with VIP kids is necessary to be a Buddy. Just a loving heart, open arms, and a willingness to learn. Each VIP kid is paired one-on-one with a screened volunteer Buddy who has completed a two-hour Buddy Training 101 class. Doctors, nurses, therapists, and special education teachers are also encouraged to participate.

1. Complete the Buddy application form at BuddyBreak.org. Select “I want to be a Buddy.”
2. Identify and contact the Buddy Break location where you would like to serve. Reserve a spot at the next Buddy Training 101 class. Your chosen location will also administer your background check.
3. After you have completed your training and passed your background check, you are ready to serve at any Buddy Break location in your network.

How do I start a Buddy Break?

Nathaniel’s Hope is building a national network of churches and Buddies to serve VIP’s and their families. We currently have trained over 25 Buddy Break locations in Central Florida and 17 other States, and are expanding nationally. If you would like to help us start a Buddy Break in your area, please contact our office and we can provide your church with the training and tools through our BFT. Basic Leadership Training to make Buddy Break a fun, safe and successful program in your area! Our Goal is to partner with 1,000 churches to offer 1,000 Buddy Breaks by 2020!

If you have any questions, want more information or would like to financially support the expansion of Buddy Break, please contact us!

Contact Information:

Phone: 407-857-8222
Email: Info@NathanielsHope.org

Buddy Break is such a gift for my family! My kids have found a place where they fit right in, are cared for, and loved in ways that sometimes I, as an exhausted mom, just can’t do. My son with special needs has a wonderful time playing with his Buddy and his sibling gets to talk to other children ‘like me, with a special brother or sister.’ Meanwhile, I have time to get a few things done, reconnect with friends, or even just sit still with a sense of peace so that I can be a stronger and better parent. Thank you so much for all you do. I am incredibly grateful!

—Lucy, VIP Parent
Get Connected!
Here's how **YOU** can join the conversation:

Follow [@FAPPO_Inc](https://twitter.com/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.
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• Chair
• Committee Member

Are you interested in serving on a committee?
Contact an Officer or Committee Chair for information.