Message from the President

Where has the time gone? It seems like just yesterday we were gearing up for another FAPPO year, forming committees, booking locations for our Fall Workshop and Annual Conference, and establishing schedules. And now, as we wind down in our final month of the FAPPO fiscal year, I reflect back on what an amazing year this has been!

I’d like to begin by extending my deepest thanks to my fellow officers: Joe Benjamin, Diane Wetherington and Wendy Geltch. You were such an amazing team of professionals to collaborate with and I am so glad to have had that honor. To our illustrious Executive Director, Craig Rowley, your guidance and support this year has been unparalleled, and this association is made that much more valuable because you are a part of it. For each and every committee member and volunteer who gave of their time to contribute to FAPPO this year, I can’t thank you enough. It is through your hard work and dedication throughout the year that we are able to accomplish strategic objectives, increase membership and provide exceptional programming. I am so proud of the work we have accomplished this year as a team, and you all were most certainly an integral part. Congratulations to our newly elected officers, Ms. Fatima Calkins, incoming Treasurer, and Ms. Laurie Victory, incoming Secretary. I know you ladies will do an amazing job in your new roles within FAPPO.

How exciting was it that we had a record number of delegates at the Annual Conference in Orlando last month? And 70 first timers? Another record! For all who attended, I hope that you had an amazing time, learned some valuable concepts to bring back to your agencies, and expanded your professional network. Very soon we will be launching a delegate survey to receive feedback on your conference experience. I encourage you to please take the time to complete the survey; your input is extremely valuable to ensure that we continue to provide high quality programming for our attendees.

I’d like to extend my congratulations to all of our award winners who were recognized at the Annual Conference, all of which are identified throughout this newsletter. From Entity and Best Practices awards, to Essay, Trade Show, Social Media and First Timer winners, as well as those recognized at the Presidential Banquet for their individual contributions to FAPPO. Congratulations to you all!

If you have not already done so, please remember that it is time to renew your FAPPO membership. A copy of the membership renewal form is included in this newsletter and is also available online at www.fappo.org

Finally, I’d like to thank the entire membership for electing me to serve as your President this year. It truly has been my honor to serve, and I am so thankful to have had that opportunity once again. I look forward to an amazing year under the direction of your incoming President, Joe Benjamin. I am confident he will do a fantastic job as he continues to move this association in a positive direction.

Respectfully,

Carrie

Are you interested in publishing an article in our newsletter? Send it to our new Secretary at:
lvictory@cityftmyers.com
Message from the Vice President (2015-2016 President)

FAPPO Membership, it was great to see over 200 members attend the conference in May. My hope is that you enjoyed it and got as much out of it as I did. You can’t put a price on the networking with your peers and the vendor community.

I am honored and privileged to be serving as your 2015/2016 President. I’m looking forward to another great year of educational and networking opportunities that make this organization a leader in our profession. It takes a tremendous amount of work, year round to put together the Fall Workshop and the Annual Conference and it just would not be possible without the many volunteers who do the heavy lifting. With that said, I would like to thank all of the committee members and chairs for their great work this past year and welcome the new committee members and chairs to their new positions.

Believe it or not, the planning for the 49th Annual Conference and Trade Show “Proving our Professionalism” has already begun. We are lining up keynote speakers and planning for special events. The conference is scheduled to be held at the Rosen Centre Hotel Orlando, May 22nd – May 25th 2016. As I stated, this year’s committee chairs are already hard at work on the planning for another great conference.

In the next few months you will be hearing more details about our Fall Workshop, “Negotiating the Path” scheduled to be held October 16, 2015 at the Hilton Historic Bayfront in St. Augustine, FL. Our theme will be wrapped around honing our negotiation skills and we have keynote speaker, Dr. Ryan Darby, Director of Applied Sciences at EJR Insights and Assistant Professor of Psychology at Flagler College, who will be conducting 2 general sessions, one on “Improving Negotiating Skills” and the second being on “Achieving Success through Emotional Intelligence and Personality Strengths”. In addition to Dr. Darby’s 2 sessions we will be having some of our fellow practitioners sharing their expertise in this area in breakout sessions. We will wrap up the day with Attorney, David M. Snyder who will be giving us an update on Sunshine Law Case Studies pertaining to government procurement. Registration information is already available on the website. Hope to see you there!

If you haven’t yet renewed your annual membership you can process your payment via credit card directly through our website or you also have the ability to download and print the membership form if you are paying via check.

Always remember, my fellow officers and I are available to answer any questions you may have.

Thanks,

Joe
Message from the Treasurer

It was great seeing everyone who attended the 48th Annual Conference. It was an awesome conference and I hope everyone came back with some positive changes for their agencies. If you did not have the opportunity to attend the conference, you missed a really great conference and trade show.

Start planning now to attend next year’s conference.

Our membership elected Fatima Caulkins as Treasurer and Laurie Victory as Secretary. Congratulations to Fatima and Laurie. I am looking forward to working with you both as well as with our New President, Joe!

It’s been an honor and privilege to be FAPPO Treasurer this past year and I am looking forward to the coming year as Vice President. I will soon start working on the program for the 49th Annual Conference and Trade Show which will be at the Rosen Centre again next year.

We are always looking for ways to improve, so I welcome any suggestions or comments that you might have.

Diane Wetherington, CPPB, FCCM
FAPPO 2014-2015 Treasurer

Message from the Secretary

I want to thank the Board for allowing me to serve as Secretary for the balance of 2014-2015. I’ve really enjoyed the last 8 months serving you again via preparation of the Newsletters.

Congratulations to our new officers: President Joe Benjamin, Vice-President Diane Wetherington, Treasurer Fatima Calkins, and Secretary Laurie Victory. Their term will begin on July 1st, and they will each do a great job for YOU! Please consider serving the Association either by serving on a committee, as a chair, or as an officer. It truly is rewarding, and really helps to form lasting bonds with other members.

This year Warren and I will be scaling back on our volunteering, in order to more fully enjoy our retirement and three grandkids. But, we will see you in St. Augustine in the Fall, and in Orlando for the Annual Conference.

Wendy Geltch, C.P.M., CPPO, CPPB, A.P.P., FCCM, FCPM, FCPA
FAPPO 2014-2015 Secretary

“I’d rather be alone on the Isle of Integrity, than be blamed for sinking the ship.”
Special Message from the 2014/2015 Secretary:

DILBERT

THIS IS NOT THE DEAL WE AGREED ON.

I FORGOT A FEW THINGS ON THE FIRST ESTIMATE, BUT YOU NEED THEM.

I ONLY PICKED YOU BECAUSE YOU HAD THE LOWEST PRICE.

BY SCOTT ADAMS

YES, BUT NOW THE VENDOR SELECTION IS DONE AND IT WOULD BE TOO MUCH TROUBLE FOR YOU TO START OVER.

IT MIGHT EVEN DAMAGE YOUR CAREER BECAUSE YOU DELAYED THE PROJECT.

YOU COULD GO TO THE SECOND-HIGHEST BIDDER, BUT THOSE GUYS WOULD DO THE SAME THING TO YOU.

GAAA!!! I HAVE NO CHOICE! THIS IS BLACKMAIL, NOT COMMERCE!

WE CALL IT "SALES."

I’LL NEED ALL THE CASH IN YOUR WALLET, TOO.
Special Message from the 2014/2015 Secretary:
Message from the Treasurer-Elect

I am deeply honored to have been nominated and elected as the 2015-2016 Treasurer. I do not take this responsibility lightly, and recognize that I represent each one of you. I pledge to continue to do my best in serving our President, the Board and all the members of this first class professional association.

Please know that your officers are available for your recommendations or concerns. We will be happy to speak with you.

Thanks,

Fatima F Calkins
2015/2016 Treasurer

Message from the Secretary-Elect

Seventy newbies this year, wow, what an amazing conference!

Thank you all for giving me the opportunity to serve on such a great and talented Board!

As I have served on committees in the past, I know the impact the FAPPO Organization has made in my life as a procurement professional. It is evident that the more involvement you have by serving on committees and attending seminars/conferences, the more knowledge you acquire and greater asset you become to your organization.

We have all heard, “If you can bring home one idea, it’s worth it!” (Although I can’t remember a time when I came back with only one idea.) You may not be able to implement every idea nor all at once, however, you create building blocks that stay with you. No matter what your position, if you are motivated to improve yourself and advance your profession these ideas may someday become a reality. So stay involved and make those contacts!

Laurie Victory
2015/2016 Secretary
Message from the *Hospitality Chair*

“*A Day at the Races*”

All of the attendees who stopped by the Hospitality Suite during the Conference immediately saw the room decorated in a horse race theme, and in keeping with the Win, Place, and Show designations, were welcomed to sample special drinks called “Muddy Track” and “Pimlico Place”, with a “U-Call it” as a request your own beverage. The specialty drinks were the awesome concoctions of team member Marsha Mussori. All drinks were served up from hospitality team Marsha, her husband Len and yours truly, all with a smile and cordial welcome.

The hospitality suite was a place in the evenings to enjoy a beverage before or after an event or just to relax and chat with friends. Our team worked hard to prepare a great and inviting environment and was hoped to be a great success as an enjoyable benefit of this year’s FAPPO conference! Thanks again for all who came by!

-- John Schmidt, Hospitality Chair

Message from the *Norma M. Showley Memorial Scholarship Chair*

The Norma M. 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 is used to supplement the budgeted scholarship and tuition reimbursement funds so that as many members as possible will be allowed to further their education.

Prior to our annual conference, “Elevating Our Professionalism”, we had a donation balance of $8,102. Due to our member’s generosity and Trade Show committee’s support with the Silent Auction, the proceeds totaled $510 and along with the ever popular 50/50 donation (Thanks to Marian and Laurie for their hard work!) we received of $250 during this year’s annual conference. I’m pleased to let you know that we have a new donation balance over $8,862 in memory of Norma!

Thank you all for your generous support!

— Cheri Alexander, Chair
Message from the Legislative Committee Chair

UPDATE ON FLORIDA 2015 LEGISLATIVE SESSION

The Florida Legislature completed its Regular Sessions on May 1, 2015. As we have discussed in previous articles, several procurement related House and Senate Bills that would potentially affect local government procurement were reviewed and given consideration to include issues related to General Procurement, Construction, Public-Private Partnerships (P-3’s), Public Records, Trade Secrets and Small Business Participation in State contracting.

The FAPPO Advocacy Committee monitored these items as they travelled through 2015-Session. A brief summary of the items that passed and will become effective include:

⇒ HB 225, “All-American Flag Act”; effective July 1, 2015: Section 256.041 includes that U.S. flags or state flags for public use (state, county or municipality) must be made in the U.S. from articles, materials or supplies, all of which are grown, produced and manufactured in the U.S. This applies to the purchase of flags on or after January 1, 2016.

⇒ SB 778, regarding construction preferences, effective July 1, 2015: Section 255.0991 is created to include: prohibition of local government preferences in construction solicitations when 50% or more of the project is funded from state-appropriated funds for a state college, county, municipality, school district or other political subdivision of the state. Also requires disclosure in the solicitation document that any applicable local ordinance or regulation does not include any preference that is prohibited by this Section.

To see a copy of the final summary and information available please visit the FAPPO website Legislative Update page at: http://www.fappo.org/LegislativeUpdate/List

Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA
Legislative Committee Chairperson
Congratulations to the following award winners at the Annual Conference:

George H. Wolf Distinguished Service Award: Mark Raiford

Outstanding Educator Award: Wendy Geltch

Volunteer of the Year Award: Chris Rewis

Above and Beyond Award: Marian Pace
Winners of the 2015 Award for Excellence in Public Procurement

City of Boca Raton

The School Board of Brevard County

Broward County

City of Lakeland

Manatee County

City of North Miami Beach

Orange County

School Board of Orange County

City of Orlando

City of Palm Bay

City of Port St. Lucie

City of Punta Gorda

Seminole County

South Florida Regional Transportation Authority

St. Johns River Water Management District

Tampa International Airport

School District of Volusia County
Winners of the 2015 Award for Excellence in Public Procurement

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Winners of the 2015 Award for Excellence in Public Procurement

Visit Our Website at www.fappo.org
Winners of the 2015 Award for Excellence in Public Procurement

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INNOVATION IN THE PURCHASING PROCESS:

“Innovations in Technology and Web Design: Master Agreement Renewal Automation”
BROWARD COUNTY

COST SAVINGS:

“Reducing Agreement Award Time by Creating an Insurance Compliance Form”
SEMINOLE COUNTY GOVERNMENT

CONTRIBUTION TO THE ADVANCEMENT OF COMMUNITY, YOUR ENTITY, OR THE PUBLIC PURCHASING PROFESSION:

“Harnessing Electronic Communication & Making Public Procurement More Digestible for End-Users”
CITY OF NORTH MIAMI BEACH

HONORABLE MENTION

CITY OF BOCA RATON
“Purchasing Division Open House Event”

ORANGE COUNTY, PROCUREMENT DIVISION
“Insurance Certificate Tracking & Compliance Management in Public Procurement”
&
“Simplifying Price Index Analysis”

CITY OF PUNTA GORDA, PROCUREMENT DIVISION
“Construction Manager at Risk RFP & Agreement Preparation”

TAMPA INTERNATIONAL AIRPORT
“Implementation of the Oracle R12 Sourcing Module”
Winners of the 2015 Best Practice Awards in Public Procurement
Winners of the 2015 Best Practice Awards in Public Procurement
Congratulations to the following award winners at the Annual Conference:

7th Annual Essay Contest
   1st Prize: Debbie Faber, Charlotte County Public Schools
   Runner Up: Jackie Walsh, Palm Beach County Schools

Diversity Essay Contest:
   Pat Drosten, City of Edgewater

First Timers Contest:
   1st Place: Teresa Miller won free registration to the 2016 Annual Conference
   2nd Place: Ivette Santiago won free registration to the 2015 Fall Workshop
   3rd Place: Ron Rosenberry won a $50 Macy’s Gift Card
"Diversity; Why is it Important?"
By Pat Drosten

“When in the market place you toilers of the sea and fields and vineyards meet the
weavers and the potters and the gatherers of spices,

- Invoke then the master spirit of the earth, to come into your midst and sanctify the
scales and the reckoning that weighs value against value.”

- Kahlil Gibran~ The Prophet

When I was a teenager, a new student came into my junior high school. He was a
Korean boy whose father had brought his family to Florida for better employment and
educational opportunities.

I learned in class that Jae-Sun had never participated in sports in Korea and had very little
knowledge of Western music or culture, but he seemed to speak fairly good English. For
the most part, he kept to himself, not participating much in the classes we shared. As the
year went on, I noticed he normally ate lunch by himself and I would occasionally see
him walking home from school alone. There were times when some of the “jocks”
would give him a hard time and some of the “brainiacs” would make fun of his
pronunciation or misuse of words.
One day, as I was riding my bicycle to school, I saw him in an open field. He appeared to be dancing. I stopped a moment to watch him and realized he was practicing some form of martial arts. His motion was so graceful that I couldn’t take my eyes off him. Shortly he finished and made his way on to school. I didn’t speak to him that day but watched him closely as the day went on.

The next morning I left home early, hoping to see him and his beautiful motions again. As I approached the field, I saw him again working through his movements. I was amazed at what I was seeing. For the next couple of weeks, I would make an effort to watch Jae-Sun practice. One morning, I when I stopped to watch, I noticed that a couple of the guys on the football team were in the field with him. They were laughing at him and one of them pushed him. I had been doing some reading about the martial arts and thought to myself that the jocks were about to get a big surprise. I expected Jae-Sun to fight back and knew that he would probably be able to give both a pretty good beating. Instead, he just walked away.

At lunch that day, I approached Jae-Sun. I introduced myself and apologized for not doing so earlier. I told him that I had seen him practicing in the mornings and asked him why he didn’t defend himself that morning. He replied that he felt he had much to learn about American ways and that part of his code was to never cause unneeded harm. He went on to tell me about his spiritual beliefs and how his practice of martial arts was a part of his spiritual training. He believed it was important to become one with and to flow with his surroundings.
Over the remainder of the school year and for much of the summer, Jae and I became friends. I tried to help him learn our ways and our language and in return, he taught me life lessons that I treasure to this day. I was welcomed into his family’s home for meals and got my introduction to foods and traditions different than I had ever experienced.

At the end of the summer, Jae-Sun’s father was assigned to a new position out of state and the family moved. I never kept in contact with him, but our friendship awakened in me a hunger to learn about people, places and beliefs outside my small world. That hunger has served me well over the course of my life and I will always be grateful for the spark ignited by our friendship.

Now, you may be wondering, “What does that story have to do with procurement practices as they relate to diversity?” For me, the answer is, by opening my mind and my heart to ideas different than my own, I have the opportunity to grow and experience things outside my self-defined limits. Often the best solutions come from unexpected places.

As in the lead-off quote from “the Prophet”, by stepping outside of my comfort zone, I am able to expand my world. While Standard Operating Procedure is the norm, particularly in government operations, clearly there are benefits in reaching beyond, or “outside the box”, if you will. Years ago, the “good ole’ boy” system was standard practice. Rarely was any business done with companies or people outside the local area.
When global marketing came along via the internet and big box chains, the norm changed to a “get the best price, regardless of the cost” mentality. Today, the focus is moving back to local sourcing, but with a new knowledge of the outside world. By opening ourselves up to all of these ideas, our base of information is expanded and we are capable of making more educated decisions.

The well known quote, “The good is the enemy of the best”, translates in the purchasing world as, “the way is has always been done” may not be the most efficient way, and the cheapest, may not always be the best value.

By reaching out to the unfamiliar, we afford ourselves the chance to deepen our horizons. Searching for uncommon sources and seeking new solutions can not only offer more options but may ultimately set new standards for future practices. After all, is a big world out there and the most unlikely choice may bring an amazing new experience.

Respectfully submitted by:

Patricia Drosten, Purchasing Agent
PDrosten@cityofedgewater.org
City of Edgewater, 104 N. Riverside Drive, Edgewater, FL 32132
I hereby give unrestricted publishing rights of this essay to FAPPO

_Signed_ Patricia M. Drosten
Patricia M. Drosten (electronically signed)
Elevating our Professionalism

By Debbie Faber

To know the direction in which we must go to elevate our professionalism, we must first know from where we came. In the beginning, public purchasing departments consisted of a director or manager to lead a staff of “buyers” or assistants whose job was to help those in our schools or departments in finding vendors who sold the items they needed, conduct basic price comparisons and type up (yes, on a manual typewriter) a purchase order that was passed around for approval, signed and sent to the vendor of choice. My, how things have changed! Today, most of us have advanced to using electronic purchasing systems that allow our requestors to input an electronic request to purchase an item or service. This allows for the electronic passing of the request for approval and in some instances even allows of the electronic signature and distribution of the PO. Many of us have also advanced to using electronic systems, internal or external, where our vendors are able to register, solicitations are posted, and questions are answered. Solicitations are subsequently opened and results are posted. Our vendors have also advanced to electronic systems that seek us out and as those vendors’ organizations have grown and multiplied, they have become very competitive for our business. I believe this is the root cause for our need to move from that era of paper pushers to the new era of professionals who are perceived as approachable, trustworthy, supportive, respectful, and accountable.

In our public purchasing offices today our staff of buyers, agents, specialists, managers, negotiators, and directors are not merely soliciting bids for specific products. We are more often than not, soliciting for very complex services that involve working with our counterparts.
in other departments to gain a knowledge of the product that is needed, checking with fellow agencies to see if they have done any similar solicitations, researching cooperatives for similar work, and if no previous work has been done building a complex ITB, RFP, or ITN for these products or services. The behavior we have when working with these people, the respect we show for them and their knowledge, our know-how, responsibility and problem solving perseverance are all indicators of our professionalism. We are viewed and judged by our attitude, ability to avoid conflict, our approach, and our communication style. Our professionalism resides in the eye of the beholder.

In order for us to attain these levels of professionalism we must start with self-respect. We must be mindful of our personal feelings and interests and keep them separated from our work. We must be able to maintain a work life balance and leave our personal feelings at the door. We must pay attention to the way in which we communicate and always be as clear as possible. Our relationships with each other and those we work for and with are everything.

To help us achieve those levels of professionalism, groups like The Universal Public Procurement Certification Council (UPPCC) have evolved. Their examinations measure professional competence and the understanding of the body of knowledge surrounding public procurement. The UPPCC offers both the Certified Professional Public Buyer (CPPB) and the Certified Public Procurement Officer (CPPO) designations. The UPPCC is accredited by the International Federation of Purchasing and Supply Management. Many state and local
governments formally recognize the CPPB and CPPO designations as meaningful standards for employment and advancement of public purchasing personnel. These certifications communicate to the taxpayer that the public employee who manages tax dollars has reached a specific level of education and experience and is knowledgeable about government purchasing.

These certifications alone do not bring about our professionalism; however, combined with education, job satisfaction and ethical codes they become a building block that is becoming in some organizations either preferred or required to become a procurement agent. In the past, education in the area of purchasing has been neglected. Today, there are more and more professional trainings and courses in this area. The National Institute of Governmental Purchasing (NIGP) is one of those organizations offering trainings in the disciplines required to pass the UPPCC exams as well as other areas of interest in public purchasing. These courses can be taken face to face as well as online. Some topics are offered via webinars which may be viewed alone or by groups. Members of NIGP may view many of the webinars free of charge and participate in courses at a reduced rate. However, like any other organization there is a cost for membership. It is critical that the agencies we work for recognize the value of these trainings, certifications, etc. and support their purchasing staffs with training and membership dollars to allow participation by their staff. If agencies are not able train and keep abreast of new laws and trends that often come to light when there is a sharing of knowledge, then those agencies will fall short in the public purchasing arena. It is through these trainings, meetings, etc. that we as public purchasing agents grow and increase our knowledge base to become better and therefore more professional procurement officers or agents.
Elevating our professionalism means increasing our functionality, improving our transparency and providing significant savings in public expenditures. We do this by increasing our knowledge base; working with others, modernizing procedures, exhibiting self-respect, building relationships, communicating clearly, keeping a work-life balance, continuing our education, being ethical and striving for satisfaction in our jobs. Procurement plays a critical role in public organizations and our professionalism is the key to procurements success.

Debbie Faber, CPPB, FCCM
Purchasing Manager
Charlotte County Public Schools
When asked at a young age, “What do you want to be when you grow up?” the answer is often a teacher or policeman, or maybe a doctor. The answer “I want to be a Public Procurement Buyer” is not a common response.

In those cases where the desire to become a Public Procurement Buyer is the goal of a person entering college, a Public Procurement degree is seldom an option. The field of study nearest this profession is usually in the field of business or finance where universities will touch on the subject of procurement and consequently Public Procurement skills are generally learned “on the job”.

Now, more than ever, public procurement officials are required to manage increasingly complex procurement projects and the lack of formal education opportunities in public procurement often creates challenges to the Purchasing staff. To help meet these challenges, many organizations encourage their staff to take the necessary steps to gain a procurement certification.

Up to this point, public entities have been fortunate to have agencies such as the National Institute of Governmental Purchasing (NIGP) and the Universal Public Purchasing Certification Council (UPPCC) pave the way for professional recognition by educating and certifying Public Procurement officials who have met the required standards and competencies. But the requirement for being certified as a Public
Procurement official is becoming more stringent. Effective January 1, 2014, the UPPCC requires an Associate Degree with procurement related course work plus a minimum of three years public procurement experience to apply for certification as a Certified Professional Public Buyer. Fortunately, a few states have recognized the need for this course work and have begun to offer Associate and Bachelor degrees for individuals seeking a career in public procurement.

I cannot think of any department within a Public Entity that needs to be more transparent than the Purchasing Department and, for good reason. The public entrusts Procurement Professionals to spend tax dollars wisely. All available resources must be used to ensure best pricing possible. In the public agency I work for we have a mission statement: “The Purchasing Department is dedicated to providing professional and efficient procurement services and supports the activities of the School District, which includes: education, financial responsibility and community service, through contracting for all commodities and services; by maintaining procedures which foster fair and open competition, inspiring public confidence that all contracts are awarded equitably and economically; and by acquiring the greatest possible value and quality in the services and products purchased, with a timely delivery.” Before awarding a new contract, staff conducts a thorough Industry Standard Review to verify we are obtaining the best possible pricing for the goods and services we seek to procure. An Industry Standard review is also conducted prior to renewing a current contract to ensure pricing and terms initially agreed to still qualify as best pricing for that commodity. If not, we give the awarded vendor the opportunity to reduce their pricing and if they choose not to, a new solicitation is issued.

Although mandated by Florida Statutes to ensure transparency, the department I am privileged to be a part of has checks and balances in place to ensure all rules are followed and we work hard to give the public easy access to any of our files, even encouraging the public to review our records. These processes are in place due to the fact that the Director is a Certified Purchasing Manager (C.P.M.) and our Manager is a Certified Professional Public Officer (CPPO). Their knowledge and education through certification,
their support of staff taking advantage of continuing education webinars and their forward thinking vision helps to define our organization as a Professional Environment. The department also has a very detailed Purchasing Department website that outlines how we conduct business, listings of all awarded solicitations, pricing associated with the contracts and the procedures that must be followed by the end users to ensure they take advantage of the pricing and use only bid awarded vendors. With all of this information available with the click of a button, the website reiterates our mission statement regarding “maintaining procedures which foster fair and open competition, inspiring public confidence that all contracts are awarded equitably and economically; and by acquiring the greatest possible value and quality in the services and products purchased, with a timely delivery”.

So, a foundation has been provided by organizations such as NIGP and UPPCC and some of us work in an atmosphere that values the importance of elevating the Profession of Public Procurement, what more as an organization can we do?

You would not want someone without a medical degree performing surgery on you or allow someone without an electrical contracting license to fix your electrical problems. So why do public agencies allow someone without certification to procure goods and services and spend taxpayer dollars? I believe the time has come for all public agencies to review their Purchasing Agent job descriptions and consider revising those job descriptions to ensure that any future Purchasing Agents hired have a certificate from an industry leader in Public Procurement Certification or that the applicant agrees to do what is necessary to obtain certification within the first two years of employment.

According to author BJ Thornton “Every great change starts like falling dominoes.” If you have played dominos you know it takes a long time to set up the pieces but it only takes seconds for them all to fall. That domino theory can lead to change if each agency becomes one of the dominos creating a pattern of requiring certification. I strongly believe that by revising job description requirements to ensure all
Public Procurement buyers are certified, the dominoes will be set in motion to create the professional level we strive to achieve.

Public Procurement buyers are set apart from the private sector buyers in many ways but because we are responsible tax payers hard earned dollars, Public Procurement buyers are held to a higher standard and that can only mean elevation!
When I read about the opportunity to win FAPPO Bucks for writing an essay regarding diversity, I immediately thought about what that word related to in my life. There were so many experiences I could recall where different cultures, foods, lifestyles, etc. crossed my path, but the one that stood out was meeting Jae-Sun. That time opened my eyes to see things beyond my small world and I knew that knowing him changed how I thought and felt about people and things around me.

My road to public procurement was not planned. I have worked for government entities since the age of 15. Starting with a job at the local Naval Training Center in the galley and then enlisting in the US Air Force at the age of 17. After serving 5 ½ years, I got out of the A.F. and went to work for the US Postal Service. I stayed with the P.O for 10 years, but never felt any fulfillment in my job. After 10 years I quit and took a year off work, traveling a bit and generally having a good time. I soon discovered that I needed to go back to work, not only for financial reasons, but also to find a purpose.

I went to work for Seminole County in their Road Department. While there, I helped start an on the job training program which later became the Public Works Academy. I got married and my husband’s job brought us to Southeast Volusia County. The commuting was getting to me, so I applied for a job with the City of Edgewater and started in their Stormwater Department. I quickly moved on to the Planning and Zoning Department and worked there for 8 years. The City was undergoing reorganization and I was told I was being transferred to the Finance Department. At first, I wasn’t thrilled with the change, but I soon found out that the challenges of learning a new field had a great many benefits. Before long, I was appointed the role of purchasing technician. Having no experience in that area was a significant obstacle, but my director, John McKinney, showed me the ropes. He particularly showed how to find my way around the daily issues and where to go to find answers to my many questions. Enter FAPPO!

Since that time, in addition to helping to update our Policies and Procedures manual, I was tasked with assisting our neighboring city, in creating a centralized purchasing department. Again, there were many challenges, but I learned to rely heavily on the wonderful network that FAPPO has provided. I am currently working on my CPPB certification and would be remiss if I didn’t send a special thank you to David Nash. His question of the day program has given me so much information and he has been incredibly responsive when I have questions regarding standard procedures and other issues.

My goal is to complete my Associates Degree (only 9 credits left to go!) and then sit for the CPPB certification exam. I am grateful for all the encouragement and insight I have received from FAPPO membership and thankful that my essay was selected, which allowed me to attend the FAPPO conference in Orlando this year. I look forward to continuing my career in public procurement and hope one day to be able to give back just a little of what I have received from FAPPO.
A Big Thank You to our Registration Desk Volunteers:

- Pat Drosten
- Anne Heinen
- Cheryl Jessee
- Gina Jolly
- Lisa Kesecker
- Tammy Ma
- Cheryl Olson
- Marian Pace
- Jillian Ragia
- David Rounds
- Maureen Straughn
- Toni Zills

And, of course, to our Executive Director, Craig Rowley

-- Wendy Geltch, Registration Desk Chair
Sessions
Committees
Banquet
Banquet
Awards
Election
Election
Trade Show
Norma M. Showley Memorial Scholarship Fund

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.
FLORIDA ASSOCIATION OF PUBLIC PROCUREMENT OFFICERS, INC.  
NORMA M. SHOWLEY SCHOLARSHIP FUND

<table>
<thead>
<tr>
<th>Name and Title of Applicant:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of Agency:</td>
</tr>
<tr>
<td>Office Address:</td>
</tr>
<tr>
<td>FAPPO Membership Since:</td>
</tr>
<tr>
<td>Email Address:</td>
</tr>
</tbody>
</table>

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.
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SHI International Corp.  |  888-764-8888  |  SHI.com
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.
Thank you to our 2014-2015 Officers:

President - Carrie Woodell, MPA, CFCM, CPPO
Administrator
Orange County Procurement Division
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Phone: 407.836.5664

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Polk State College
wendygeltch@gmail.com
Phone: 407.963.6510

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   • Sunny Starcher
   • Dorothy Gordon
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❖ Gregory Spearman
❖ Neil Appel
❖ Juliet Misconi

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❖ Cheri Alexander

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❖ Committee Member

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