Hello FAPPO members!

We are just a few weeks away from the FAPPO Fall Workshop to be held on November 9, 2012 at the Hilton University of Florida Conference Center in Gainesville.

Our Fall Workshop Chair, Marian Pace, has assembled an amazing program for attendees including a State of Florida Update, concurrent workshop sessions, and a roundtable networking session. You can find complete details on the Fall Workshop including session descriptions and speaker bios in this special edition newsletter as well as on our website.

I look forward to seeing you in Gainesville next month!

Respectfully,

Carrie Woodell
Carrie Woodell, CPFM, CPPO, FCCN, FCPM
FAPPO President
## CALENDAR OF CURRENT EVENTS

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>11/08/2012</td>
<td>FAPPO Board Meeting</td>
<td>Gainesville, FL</td>
</tr>
<tr>
<td>11/09/2012</td>
<td>FAPPO Fall Workshop</td>
<td>Gainesville, FL</td>
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</tbody>
</table>

## Look Ahead

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/29-31/2012</td>
<td>Contract Administration</td>
<td>Tavares, FL</td>
</tr>
<tr>
<td>01/15/2013</td>
<td>Protests &amp; Disputes: What’s a Buyer to Do?</td>
<td>Miami, FL</td>
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<tr>
<td>01/28-30/2013</td>
<td>Strategic Procurement Planning</td>
<td>Winter Park, FL</td>
</tr>
<tr>
<td>02/12-13/2013</td>
<td>Contracting for Construction Services</td>
<td>Miami, FL</td>
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<tr>
<td>03/01/2013</td>
<td>FAPPO Board Meeting</td>
<td>Daytona Beach, FL</td>
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<tr>
<td>05/19/2013</td>
<td>FAPPO Board Meeting</td>
<td>Daytona Beach, FL</td>
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<tr>
<td>05/20-22/2013</td>
<td>FAPPO Annual Conference</td>
<td>Daytona Beach, FL</td>
</tr>
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# Career Opportunities

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ENTITY</th>
<th>CLOSNG DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property Control Agent</td>
<td>Flagler County</td>
<td>Until filled</td>
</tr>
<tr>
<td>Buyer</td>
<td>Sarasota Manatee Airport Authority</td>
<td>10/31/2012</td>
</tr>
<tr>
<td>Buyer I</td>
<td>City of Boca Raton</td>
<td>10/15/2012</td>
</tr>
<tr>
<td>Contract Manager</td>
<td>State of Florida DMS</td>
<td>10/18/2012</td>
</tr>
<tr>
<td>Procurement Contracting Officer I</td>
<td>Miami-Dade County</td>
<td>Until filled</td>
</tr>
<tr>
<td>Procurement Contracting Officer II</td>
<td>Miami-Dade County</td>
<td>Until filled</td>
</tr>
<tr>
<td>Procurement Contracting Associate</td>
<td>Miami-Dade County</td>
<td>Until filled</td>
</tr>
<tr>
<td>Senior Purchasing Clerk</td>
<td>School Board of St. Lucie County</td>
<td>Until filled</td>
</tr>
<tr>
<td>Buyer</td>
<td>Miami-Dade County Public Schools</td>
<td>10/22/2012</td>
</tr>
</tbody>
</table>
FAPPO FALL WORKSHOP
NOVEMBER 9, 2012
DEADLINE FOR REGISTRATION IS OCTOBER 19, 2012

Hilton University of Florida Conference Center Gainesville

Name: ____________________________________________
First
Last

Name for Badge: ___________________________________

Title: ____________________________

Agency: __________________________

Address: _______________________________________

City/State/Zip: __________________________

CPPO □ CPPB □ C.P.M. □

Other certification: __________________________

Phone: __________________________

Email: __________________________

□ Special dietary or ADA needs?

Registration for members is $50.00 (Includes lunch)

Registration for non-members is $75.00 (Includes lunch)

PAYMENT BY CREDIT CARD

Name on card: __________________________

Type: Visa □ Master Card □ Amex □

Card No. __________________________ Expiration date: __________

Authorized signature: __________________________

PAYMENT BY CHECK

Mail to:
FAPPO, 8875 Hidden River Parkway, Suite 300 #3059, Tampa, FL 33637

Hotel accommodations:
Hilton University of Florida Conference Center Gainesville
1714 SW 34th Street
Gainesville, FL 32607

Call 1-800-HILTONS and request a room out of the group block “FAPPO – Florida Association of Public Procurement Officials”.

The FAPPO rate is $139.00 per night plus 11% tax if applicable. To obtain this rate, you must book no later than October 8, 2012

Visit Our Website! www.fappo.org
<table>
<thead>
<tr>
<th>TIME</th>
<th>DESCRIPTION/PRESENTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 – 8:15</td>
<td>Opening Session – Carrie Woodell, FAPPO President</td>
</tr>
<tr>
<td>8:15 – 9:00</td>
<td>State of Florida Update – Kelly Loll, C.P.M., Director of State Purchasing and Chief Procurement Officer and David A. Bennett, MBA, CPPO, FCPM, FCCN, FCCM, PMP State of Florida Purchasing</td>
</tr>
<tr>
<td>9:00 – 9:15</td>
<td>Break</td>
</tr>
<tr>
<td>9:30 – 11:30</td>
<td>ITN Process – David Bennett, MBA, CPPO, FCPM, FCCN, FCCM, PMP State of Florida Purchasing</td>
</tr>
<tr>
<td>9:30 – 10:25</td>
<td>Construction Management at Risk – Cheryl Olson, CPPO, C.P.M., CPM, FCCN, Director of Purchasing &amp; Warehouse Services and Kristy Rumping, Supervisor, Brevard Public Schools</td>
</tr>
<tr>
<td>10:35 – 11:30</td>
<td>Law and Order: Purchasing Law – Wendy Geltch, C.P.M., CPPO, FCCM, FCPM, FCPA, Director of Purchasing, Polk State College</td>
</tr>
<tr>
<td>11:30 – 11:45</td>
<td>Break</td>
</tr>
<tr>
<td>11:45 – 1:00</td>
<td>Lunch</td>
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<tr>
<td>1:00 – 2:30</td>
<td>Round Table – Networking Session</td>
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<tr>
<td>2:30 – 2:40</td>
<td>Break</td>
</tr>
<tr>
<td>2:40 – 4:40</td>
<td>The ABCs of A/Es – Buying Services through the CCNA – Steve Carneal, Public Services Administrator, Collier County BOCC</td>
</tr>
<tr>
<td>2:30 – 3:25</td>
<td>Expand Electronic Payment to Increase Revenues – Cheryl Shanaberger, MPA, CPPO, Deputy Director OMB, City of Port St Lucie</td>
</tr>
<tr>
<td>3:35 – 4:30</td>
<td>Best Value Procurement from a User’s Perspective – Christine Rewis, CPPO, CPPB, FCCM Procurement Manager, Polk County BOCC</td>
</tr>
<tr>
<td>4:40 – 4:50</td>
<td>Break</td>
</tr>
<tr>
<td>4:50 – 5:00</td>
<td>Closing Session – Marian Pace, CPPO, CPPB, FCCM, Fall Workshop Committee Chair</td>
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</tbody>
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Visit Our Website!  www.fappo.org
CONFERENCE SESSION DESCRIPTIONS

State of Florida Update — Kelly Loll, C.P.M., Director of State Purchasing and Chief Procurement Officer and David A. Bennett, MBA, CPPO, FCPM, FCCN, FCCM, PMP®, State of Florida Purchasing

The State of Florida State of Florida has begun a statewide Procurement Transformation Initiative. The project consists of 5 strategies (Refer to last page) that will maximize and leverage the state’s collective buying power (including other eligible users’ spend) by improving procurement processes and expanding the offerings of strategically sourced state term contracts to achieve substantial savings and efficiencies.

ITN Process — David Bennett, MBA, CPPO, FCPM, FCCN, FCCM, PMP®, State of Florida Purchasing

Almost every level of contracting involves negotiations, in a wide range of settings, over small and large issues. This presentation will provide attendees with a solid foundation on the use of the Invitation to Negotiate (ITN) as described in section 287.057(1)(c), F.S. and some of the processes and steps required or recommended for conducting formal negotiation processes. More specifically, this presentation will cover:
- ITN Process from Start to Finish
- Concurrent and Serial Negotiations
- Negotiation Teams
- Team Objectives
- Team Meetings
- Vendor Meetings
- Initial Offer, Intermediate Offers, Best and Final Offer
- Price, Quality and Best Value

This presentation will also provide some idea of the differences between the ITN and the other two formal solicitation types (ITB and RFP).

The ABCs of A/E – Buying Services through the CCNA – Steve Carnell, Public Services Administrator, Collier County BCC

The purchase of professional architectural, engineering, landscape architecture, surveying and mapping services is unlike any other in the State of Florida. The method of procurement is specified under section 287.055, F.S. and is applicable to state and local agencies. The breath of the law is “wide” (addresses all major phases of the procurement process; applies to everyone), but “thin” (the law does not fully detail all steps of the procurement process). Further, much of the language within the law is subject to various interpretations.

Purchasing professionals must and are becoming more knowledgeable in their use of this procurement method and the underlying law. This session will be interactive and will focus on walking through each phase of the statutory procurement process. Come prepared with your questions (and answers) regarding how the law works and how you can use the law to better meet your agency’s objectives.

Construction Management at Risk – Cheryl Olson, CPPO, C.P.M., CPM, FCCN, Director of Purchasing & Warehouse Services and Kristy Rumping, Supervisor, Brevard Public Schools

This class will provide an overview of the Construction Management at Risk process. Best practices will be discussed regarding the solicitation, evaluation and negotiation methods that are utilized to procure these services, along with the applicable legislation that governs these processes.

Law and Order: Purchasing Law – Wendy Geltch, C.P.M., CPPO, FCCM, FCPM, FCPA, Director of Purchasing, Polk State College

Did you know that there are over 50 Florida Statutes that affect you in your role as a professional public purchaser? This session will provide an overview of the various State Statutes that pertain to public procurement, with an in-depth discussion of the most relevant laws. Participants will also learn the differences between the Public Records Law and the Public Meetings laws.

Expand Electronic Payment to Increase Revenues – Cheryl Shanaberger, MPA, CPPO, Deputy Director OMB, City of Port St Lucie

This class will provide information on the different types of Electronic Payments that generate revenue for government agencies. The class will provide an overview of how each system works including the benefits and challenges of each. The class will also provide methods and procedures that agencies can implement to enhance and encourage vendor participation in the Electronic Payment selected.
Best Value Procurement from a User’s Perspective -
Christine Rewis, CPPO, CPPB, FCCM, Procurement Manager
Polk County BOC

Polk County has introduced a new method of procurement to their arsenal – namely, Best Value Procurement. Come listen as we recount the trials and tribulations experienced during our journey down “Best Value Parkway.......”

BIOGRAPHIES

David A. Bennett, MBA, CPPO, FCPM, FCCN, FCCM, PMP -
State of Florida Purchasing - David received a Bachelor’s of Science degree in Industrial Engineering with an emphasis in Operations and a MBA with an emphasis in finance both from Florida State University. David has worked for the State of Florida for 16 years. David is employed with the Department of Management Services as the Category Manager for the Information Technology Contracts within the Division of State Purchasing. As a member of State Purchasing, David has successfully negotiated many complex enterprise wide contracts for the State of Florida. Also, while in State Purchasing, David has served as the Project Manager for several multimillion dollar statewide implementation projects.

Steve Carnell, Public Services Administrator, Collier County BOC - Steve Carnell has been serving as the Interim Public Services Administrator for Collier County since March, 2012. Prior to that time, he served as the director of the Collier County Purchasing Department for more than 25 years. Prior to that time, Steve worked as a budget analyst for Collier County; a contract and grants administrator with the City of Gainesville; and a news reporter in Gainesville and Vero Beach.

Steve holds a bachelor’s degree in Journalism and a Masters degree in Public Administration from the University of Florida. He is a Certified Public Manager through the Florida Certified Public Manager program at the Florida State University. He has been active within the Gulf Coast Chapter of NIGP and helped form the Southwest Florida Purchasing Consortium.

Wendy Geltch, C.P.M., CPPO, FCCM, FCPM, FCPA, Director of Purchasing, Polk State College - Wendy earned her bachelor’s degree in Business Administration/Human Resource Management from Barry University. She also has an associate degree in Business Administration and Management from Palm Beach State College. She graduated from Lathrop High School in Fairbanks, Alaska. She holds seven professional procurement certifications; CPPO, CPPB, Lifetime C.P.M., Lifetime A.P.P.; FCCM, FCPM and FCPA. She has instructed numerous procurement, contract administration, and certification seminars for NAEP-Florida, FAPPO and as a Master Instructor for NIGP, in addition to presenting sessions at numerous annual conferences.

Kelly Loll, C.P.M., Director of State Purchasing and Chief Procurement Officer - Kelly Loll, State of Florida Chief Procurement Officer and State Purchasing Division Director, has more than 25 years’ procurement experience. As she did previously for the State of Georgia, Ms. Loll is leading procurement transformation in Florida that she initiated with the procurement process improvement project. The procurement transformation will maximize and leverage the state’s collective buying power through improved procurement processes and measures, increased spend under management, and expanded state term contracts offerings. Ms. Loll is a FAPPO Past President, Vice President, Secretary, and Treasurer; Past President, Greater Florida Minority Development Council, Space Coast Chapter; and Past President, Six County Cooperative.

Cheryl Olson, CPPO, C.P.M., CPM, FCCN, Director of Purchasing & Warehouse Services - Cheryl Olson is the Director of Purchasing and Warehouse Services for Brevard Public Schools. Cheryl has over 25 years of public procurement/materials management experience and has dedicated her career to the implementation of best practices and continuous process improvements in county government, K-12 education and secondary education research institutions. She holds a Business Administration Degree and is currently working on her MBA Degree in Public Administration. Cheryl served as President of FAPPO 1998 - 1999 and President of the Central Florida Chapter of NIGP 2004 - 2006. Currently she is a member of the State of Florida’s Florida Professionals for Public Procurement Team.
Kristy Rumping, Supervisor, Brevard Public Schools—
Kristine is the Purchasing Supervisor for Brevard Public Schools. Preceding her career with Brevard Public Schools, Kristine held various positions over a six year period in the Purchasing Department within Osceola County Schools including; Purchasing Clerk, Buyer 1 and Senior Buyer. Kristine obtained an AA Degree in Business Administration from Valencia Community College, CPPB and FCCM designations and will obtain her BA in Business Administration Degree with a minor in Legal Studies in December 2012. Kristine intends to pursue a MBA Degree thereafter. In addition, Kristine serves as the CER Coordinator for FAPPO and Chair of the Nominating Committee for the CFC of NIGP for 2012. She has also served as the Co-Chair of the Nominating Committee and Chapter Photographer for 2011 and Chapter Photographer for 2010 for the CFC of NIGP.

Cheryl Shanaberger, MPA, CPP, Deputy Director OMB, City of Port St Lucie - Cheryl Shanaberger is the Deputy Director of the Office of Management and Budget for the City of Port Saint Lucie. Cheryl, as Deputy Director since 1997. She is a graduate of Barry University with a degree in Public Administration and a Masters from Nova Southeastern University. In 1997 Cheryl was certified from NIGP as a Certified Public Purchasing Officer.

Cheryl has been a FGFOA, FAPPO, NIGP and Treasure Coast NIGP, Treasure Coast FGFOA member for many years. She is a past president of the Treasure Coast. Cheryl has presented at the NIGP Forum and many other organizations. Cheryl also served on the Local Government Agency group for the ratification of the Bulgaria constitution in 1999. Cheryl has also presented on procurement and budgeting process to Brazil and Argentine government conferences.

Christine Rewis, CPP, CPB, FCCM, Procurement Manager, Polk County BOC—Chris is the Procurement Manager for the Polk County Board of County Commissioners and has nine years' experience in the procurement field including "cradle to grave" handling of construction projects, solicitation of professional engineering services under CCNA, involvement in several Construction Manager-at-Risk projects, as well as the Best Value Process developed by Arizona State University.

Chris holds a Bachelor of Arts degree from the University of South Florida and is the FAPPO Secretary.
STATEWIDE ENTERPRISE EFFICIENCY INITIATIVES
PROCUREMENT TRANSFORMATION INITIATIVE

The State of Florida has begun a statewide Procurement Transformation Initiative. The project consists of 5 strategies that will maximize and leverage the state’s collective buying power (including other eligible users’ spend) by improving procurement processes and expanding the offerings of strategically sourced state term contracts to achieve substantial savings and efficiencies.

1. Spend Visibility
   Conduct Spend Analysis and Opportunities Assessment
   • Examine baseline spending by category
   • Review, cleanse, categorize, and analyze state spend
   • Majority of flow through MFMP will make future analyses more efficient and accurate

2. Conduct Sourcing Events
   Develop a Sourcing (Buying) and Spending Opportunity Plan
   • Identify appropriate categories for strategic sourcing and spend management
   • Identify and prioritize savings opportunities
   Implement Sourcing and Spending Opportunity Plan
   • Develop category work plans
   • Conduct sourcing events and renegotiate existing state term contracts
   • Track savings

3. Standardize Process
   Complete the Procurement Process Improvement Project
   • Standardize sourcing processes, templates and forms
   • Roll out the Procurement Guidebook by November 15, 2012
   • Train procurement professionals on “best in class” processes

4. Use and Compliance
   • Monitor MyFloridaMarketPlace (MFMP) use across all agencies to maximize the system’s comprehensive procure-to-pay capabilities
   • Track spend that should be purchased off state term contract

5. Administrative Efficiency
   Assist agencies with expanding the use of automation and self-service functions in the MyFloridaMarketPlace system to achieve time-savings and increase competition
   • Conduct eQuote pilot program and user group
   • One-on-one workflow consults as needed
Fall Workshop—Hotel accommodations:
Hilton University of Florida Conference Center
Gainesville
1714 SW 34th Street
Gainesville, FL 32607
Website is located on FAPPO’s website

Mark Your Calendar!

46th Annual Conference and Trade Show
May 19 – 22, 2013
Conference and Host Hotel
The Hilton Daytona Beach Oceanfront Resort
100 N. Atlantic Ave
Daytona Beach, FL 32118
Trade Show
Ocean Center Daytona Beach
101 N. Atlantic Ave

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

Here’s how YOU can join the conversation:

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

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

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

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

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

President - Carrie Woodell, CPPO CFCM, CPPB, FCPM  
Purchasing Manager  
City of Winter Park  
Cwoodell@cityofwinterpark.org  
Phone: 407-599-3434

Vice President - Cheryl Shanaberger, MPA, CPPO  
Deputy Director of OMB  
City of Port St. Lucie  
cheryls@cityofpsl.com  
Phone: 772-871-7390

Treasurer - David A. Bennett, MBA, CPPO, PMP  
Category Manager, Commercial Services  
State Purchasing, State of Florida  
david.bennett@dms.myflorida.com  
Phone: 850-921-4072

Secretary - Chris Rewis, CPPO, CPPB, FCCM  
Procurement Manager  
Polk County BoCC  
chrisrewis@polk-county.net  
Phone: 863-534-6706

Committee Members

Advertising/Sponsor  
Craig Rowley, C.P.M.

AEP Awards Com. Sr.  
Joe Benjamin, CPPO, CPPB, FCCM

David Nash, CPPO, CPPB

Appointment/Awards Entity  
Cheryl Olson, CPPO, C.P.M., CPM

FAPPO Awards  
Keith Glatz, CPPO

AV (Audio Visual)  
Danny Rodriguez

Banquet  
Carrie Roberts, CPPO, C.P.M.

By-Laws  
Wendy Geltch, C.P.M., CPPO, CPPB

Education  
Chair Pro D-Diane Wetherington, CPPB, FCCM  
Scholarship Coord.-Jane Dalrymple, CPPB  
CER Coord–Kristy Rumping, CPPB, FCCM

Fall Workshop  
Marian Pace, CPPO, CPPB, FCCM

FAPPO Bucks  
Co-Chair-Fatima Calkins, CPPO, CPPB, FCCM, FCPA  
Co-Chair-Bob Hunter, CPCM, C.P.M., CPPB

Historian  
Wendy Geltch, C.P.M., CPPO, CPPB

Hospitality  
Chair-Diane Reed, CPPO  
Lisa Spillman, CPPB  
Gladys Marrozos  
Ed Parker, CPPO, CPPB  
Anthony Maldonado

Legislative Affairs  
Chair-Steve Carnell, C.P.M  
Gregory Spearman, CPPO, FCCM

Meeting Coordinator  
Jennifer Jones, CPPB, FCCM

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NCPPC Representative  
Cheri Alexander, C.P.M., CPPB

Nominating  
Cheryl Shanaberger, MPA, CPPO

Parliamentarian  
Rhonda Ulmer, C.P.M., CPPO

Past President  
Mark Raiford, CPPB, FCCM

Photography  
Jennifer Jones, CPPB, FCCM

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Wendy Geltch, C.P.M, CPPO, CPPB  
Marian Pace, CPPO, CPPB, FCCM  
Cheryl Olson, CPPO, C.P.M., CPM  
Denise Schneider, C.P.M., CPPO, CPPB

Printing  
Craig Rowley, C.P.M.

Procedural Oversight  
Chair-Marian Pace, CPPO, CPPB, FCCM  
Rhonda Ulmer-C.P.M., CPPO  
Deb Adams

Program  
Cheryl Shanaberger, MPA, CPPO

Public Relations/Marketing  
Craig Rowley, C.P.M.

Resolution/Awards  
David Nash, CPPO, CPPB

Sergeant-at-Arms  
Ed Parker, CPPO, CPPB

Special Events  
Carrie Roberts, CPPO, C.P.M.

State Procurement/DMS Rep  
Kelly Loll, C.P.M.

Strategic Planning Coordinator  
Denise Schneider, C.P.M., CPPO, CPPB

Survey/Research  
Chair-Bobbie Marsala, CPPO, CPPB, C.P.M.

Trade Show  
Chair-Jason Ouzts, FCCM  
Committee Lead-Allison Norman, FCCM  
Tammy Ma, C.P.M., CPPB, FCPA  
Toni Zills, CPPB, FCCM  
Charles Rivera, CPPB, FCCM, FCPA  
Robyn Holder, CPPB  
Lisa Lawrence  
Gina Jolly

UPPCC Rep CPPB  
Wendy Geltch, C.P.M., CPPO, CPPB

UPPCC Rep CPPB  
Linda Balcombe, CPPO, CPPB

VIP Coordinator  
Teresa Smith, FCCM

Website Liaison  
Mary Combee, CPPB, CPCP, FCCM

Are you interested in serving on a committee?