Message From the President

Hello FAPPO!

Now that we got over another Holiday Season we continue to work on the Annual Conference! We have had several subsidy requests and the scholarship program! I believe this is the first year (that I can remember) members have taken advantage of the scholarship program.

Winners of the Valentine’s Day “Sweetest” Drawing, along with the other drawings, are available in the newsletter. A total of 40 members have received FAPPO Bucks from these drawings. Please notify Denise Schneider if you or your agency will not be using the awarded FAPPO Bucks.

REMINDER……..Have you sent an email to Craig Rowley, Executive Director, requesting an ID number to be assigned to your entity for sending out Trade Show brochures to your vendors? Take advantage of this great opportunity to earn FAPPO Bucks! Refer to the attached guidelines for how to earn FAPPO Bucks.

IMPORTANT…. Room tax will be added to your account if you use the subsidy or FAPPO Bucks for hotel accommodations because FAPPO is not tax exempt.

The 2010 Annual Conference Registration Form and Conference information is available on the website at http://fappo.org/annual_tradeshow.asp. Keep an eye on the website for additional conference information. DID YOU KNOW that FAPPO will be providing all but one meal during Conference? This meal is on Monday night, but there will be hors d’oeuvres at the Trade Show Mixer and a Fund Raising Event that evening – Dining with Norma!

It is remarkable that my four year term is almost over! It has been very rewarding serving the members, networking and learning the ropes from my predecessors. I urge all members to become involved in committees and as an officer in this premiere association. You will not regret it! FAPPO is accepting nominations for Secretary and Johnny Richardson is working on his committee list so it is not too late to get involved for next year.

Regards,
m
Marian H. Pace, CPPO, CPPB
President

Please forward page 17 of this newsletter or go to http://www.fappo.org/2010Tradeshow/pdfs/2010_tradeshow_invitation.pdf to email or print a Free Admission Ticket for distributing to your Agency Staff to attend the TRADE SHOW!
From your Vice-President

I was told that as you move through the various officer positions you really gain an appreciation for the hard work and dedication of those few individuals that keep this organization going. We have a core group of individuals, some former presidents, past and former committee chairpersons and members, who regularly volunteer to handle some of the most demanding requirements necessary for a successful conference. I applaud them for their support.

Last month, Craig Rowley, Mark Raiford and I inspected several hotels in the Orlando area to determine their suitability as future FAPPO conference sites. Our goal is to secure a venue that offers reasonable pricing and quality services for our membership. Based on what we saw, I believe you will be pleased with any of these hotels as a future FAPPO conference site.

Speaking of conferences, our May conference is right around the corner. One thing I want to underline is the importance of our trade show. With the trade show being a major contributor to our bottom line, it is incumbent upon each of us to visit each booth and to advertise it among the various departments to encourage our actual customers to benefit from this experience. Hoping your New Year is off to a great start!

Johnny Richardson
VP

Congratulations to the Hillsborough County, Fl. Procurement Services Department for earning the Pareto Award of Excellence in Procurement. They are the sixth public procurement agency to win this coveted award. You can read all about their success in the October/November 2009 issue of Go Pro Magazine at http://govpro.com/mag/pareto-award-hillsborough-200910-11/.
### CALENDAR OF CURRENT EVENTS

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<tr>
<th>DATES</th>
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<th>DESCRIPTION/INFORMATION</th>
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<tr>
<td>1/28/2010</td>
<td>FAPPO Networking Webinar Session</td>
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<tr>
<td>2/1/2010</td>
<td>Application deadline for spring UPPCC exams</td>
<td>(May 2010 testing)</td>
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<td>2/22/2010</td>
<td>Board Meeting</td>
<td>Punta Gorda, FL</td>
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<td>3/11/2010</td>
<td>FAPPO Networking Webinar Session</td>
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<tr>
<td>3/29/2010</td>
<td>Exam registration deadline for UPPCC exams</td>
<td>(May 2010 testing)</td>
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### Look Ahead

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<tr>
<td>5/2/2010</td>
<td>Board Meeting</td>
<td>Rosen Plaza, Orlando, FL</td>
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<tr>
<td>5/2-5/2010</td>
<td>Annual Conference and Trade Show</td>
<td>Orlando, FL</td>
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<tr>
<td>5/3-8/2010</td>
<td>UPPCC Testing Dates</td>
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</tr>
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</table>
Volunteer!

The success of FAPPO depends on our members volunteering their expertise and services. Contact Pam Thompson, Volunteer Coordinator if you are interested in volunteering.

Pam Thompson, CPPO, CPPB
pthompson@miamigardens-fl.gov
(305) 622-8000

Membership Directory—Changes and Reminder

Our new Membership Directory Chair, Adana Lumsden, will be responsible for your membership directory for 2009-2010, and can be contacted at alumsden@tohowater.com (e-mail) or (407) 518-2522 (phone) for any changes.

Membership Directory
FAPPO Goes Green! The 2009-2010 Membership Directory is now available online! FAPPO is proud to provide your membership directory in a searchable and printable format. You can download it to your computer or a cd, or download it and print it. It is designed to be printed back to back, and can be bound or hole punched and put in a binder. It can be printed in color or black and white, and you can print the covers on heavier card stock.

CAREER OPPORTUNITIES

<table>
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<tr>
<td>Senior Procurement Analyst</td>
<td>Hillsborough County</td>
</tr>
</tbody>
</table>

Want to advertise a Career Opportunity for your Entity? Visit the FAPPO Member Center and log on using your User Name and Password. Please note that you will be responsible for updating and removing the postings.
A candidate for office must be a Regular member, in good standing, for a minimum of three (3) consecutive years. A candidate for office must hold a professional procurement, contract administration, or materials management certification from a universally recognized professional association or council and have chaired a FAPPO committee at the time of election to any office, and must retain certification for the duration of any and all terms of office. 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:__________________________________________________________________________________

Entity:__________________________________________________________________________________

Address:____________________________________ City:___________________________ Zip:_________

Phone:____________________ Fax:____________________ E-Mail:______________________________

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

List the committees candidate has served on: Attach additional sheets and documentation as necessary

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<th>Year</th>
<th>Committee</th>
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Describe the professional accomplishments of candidate:

________________________________________________________________________________________

________________________________________________________________________________________

________________________________________________________________________________________

Candidate has attained the following professional purchasing certification(s):

_____ CPPO _____ CPPB _____ C.P.M. _____ A.P.P. _____ CPCM _____ CFCM ______ (List any certifications not listed)

Candidate has confirmed interest in serving as an Officer: ___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.

Send nomination form to: Johnny Richardson CPPO, CFCM, 400 E. South Street, P.O. Box 1393, Orlando, FL 32802-1393, Fax: (407)836-5899, E-mail: Johnny.Richardson@ocfl.net

Get Involved! It’s So Rewarding
Reminder!

The College Education Reimbursement (CER) program is available to any student pursuing higher education in the procurement field. Members are eligible for up to $750.00 per fiscal year to aid in subsidizing their educational endeavors. Contact Michele Sims, Polk County Board of County Commissioners, michelesims@polk-county.net with any questions.

The Scholarship program is available to all current FAPPO members. Scholarships up to a maximum of $250.00 are available to offset the cost of any FAPPO sponsored event, including the FAPPO Spring Conference, any FAPPO sponsored NIGP seminars, and any other FAPPO sponsored educational seminars. Conference hotel accommodations are eligible for scholarship funds for 50% of the cost of the accommodations, up to a maximum of $250.00. Contact Jane Dalrymple, City of Punta Gorda, jdalrymple@ci.punta-gorda.fl.us with any questions.

Both programs are on a first-come, first-served basis so don't delay! Submit your request as soon as possible!

Update

An additional three (3) NIGP seminars have been approved by the Board. As soon as the seminars have been confirmed, the matrix will be updated. So keep an eye on the weekly email from the City of Winter Park to see what has been scheduled and when.

A course has been scheduled and confirmed by NIGP:

Introduction & Concepts of Public Procurement, March 10-12, 2010, hosted by the Sarasota Manatee Airport Authority. The course description is provided for information. Anyone interested in attending this course should visit the NIGP website to register. The web address is www.nigp.org. FAPPO members will be charged the subsidized rate of $300.00.

Happy Holidays to all of you from your Professional Development team:

Pro-D Chair: Chris Rewis, CPPB, FCCM, Polk County BoCC, chrisrewis@polk-county.net
Scholarship Program Coordinator: Jane Dalrymple, CPPB, City of Punta Gorda, jdalrymple@ci.punta-gorda.fl.us
College Education Reimbursement Coordinator: Michele Sims, CPPB, FCCM, FCPA, FCPM Polk County BoCC, michelesims@polk-county.net

Visit Our Website! www.fappo.org
FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.
PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS

CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!
For more information, please visit our Website at http://www.fappo.org/
Registration forms will be available at least 6 – 8 weeks prior to seminar dates

Course Title: INTRODUCTION TO PUBLIC PROCUREMENT
Dates: 3-DAYS – MARCH 10-12, 2010
Times: 8:00 A.M. to 5:00 P.M. Daily

Contact hours: 24 hours
UPPCC* Re-Certification points: 3
CEU Units**: 2.25

General Description:
The work of public procurement is no longer a clerical function performed independently by various people throughout different agencies or departments within a government entity. This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

Intended Audience:
This course is intended for individuals interested in an overview of procurement functions for the purpose of understanding the basic elements that underlie all areas of public procurement. Any government employee who has delegated authority to purchase good and services on behalf of the government should take advantage of this class. Discussion and content is relevant for those outside the profession, who are impacted by the public procurement environment.

Prerequisites:
There are no prerequisites for this class. Successful participants will either be new to the profession or have less than one year of experience and anyone employed in various positions within the government.

DATE: MARCH 10-12, 2010
LOCATION: Dan P. McClure Auditorium of the Sarasota Manatee Airport Authority
Dan P. McClure Board Road
5900 Auditorium Lane
Sarasota, FL 34243

HOTEL: Hilton Garden Inn
8270 North Tamiami Trail Lane
Sarasota, FL 34243

PHONE: 941-552-1100
ROOM RATES: $169 - $189
"LEADING THE WAY THROUGH THE ECONOMIC STORM"
ESSAY CONTEST

Announcing FAPPO's Second Annual Essay Contest. This contest is open to all Regular FAPPO members and, of course, Officers are not eligible to compete. Our theme summarizes the economic conditions most of us have had to contend with in both our jobs and our personal lives. The fact that we have not only survived but continued to provide our entities with the highest level of professional contract support is a testament to our dedication and resolve.

The essay should focus on this theme and you are free to be as imaginative as you desire. I know there are some very interesting stories out there just waiting to fascinate our membership.

Contestants must submit a 900 – 1000 word essay. Five double-spaced copies of the essay plus an electronic file in MS Word or WordPerfect (document protected) are required. Please ensure that the essay includes the author's name, entity address, phone number, email and a signed statement giving unrestricted publishing rights to FAPPO.

Essay entries must be mailed to Marian Howe Pace, FAPPO President, 326 W. Marion Ave., Punta Gorda, FL 33950 and postmarked on or before February 19, 2010. Please email any questions to Marian Howe Pace at MHowe@ci.punta-gorda.fl.us.

Essays will be judged by the current FAPPO Officers based on originality, message/content focus, clarity and grammar. The winner and runners-up will be announced at the 43rd Annual FAPPO Conference, May 2-5, 2010 in Orlando, FL. The winning author will receive $300 in FAPPO Bucks which may be used to defray the costs for registration and lodging during 43rd Annual Conference at the Rosen Hotel, Orlando, FL.

Good Luck!
Congratulations!
2010 Bucks Winners-$100 each
“BUCKS” HANDED OUT TO-DATE OVER $10,000

FAPPO Bucks winners can use their FAPPO “bucks” towards the Spring Conference, hotel at the Spring Conference or for any FAPPO sponsored class. Go to “What's New” on the FAPPO website to get information on the 2010 FAPPO Bucks Program.

AUGUST Drawing
Linda Smith, SRWMD
Gale Johnson, Orange County
Caleb Fisher, City of New Smyrna Beach
Suzanne Steele, Pinellas County
Vigilia Taylor, Seminole County
Stevelee Dover, City of New Smyrna Beach Utilities
Robert Schanley, City of Sarasota
Chris Bross, SFRTA
Sheryl Bray, SJRWMD
Thomas Bartol, SJRWMD

OCTOBER Halloween Drawing
Jason Ouzts , Citizens Property Insurance
Ann Potter, City of Sunrise
Norma Armstrong, Citrus Connection
Jay Maynard, City of Ocala
Gail Banner, Broward College
Ben Scott, Columbia County
Bruce Lampman, GOAA
Ann Medina, City of Miami
James Barnhill, Palm Beach Sheriff
Shawanderlan Williams, Broward County

November “Turkey Shoot”
Joni Fox, SFWMD
Ashley Provenza, Polk County Sheriff
Danea Ebanks, Broward Co BOCC
Joyce Haney, School Board Sarasota County
Malcolm Wilson, SFWMD
Lori Deloach, City of Sarasota
Mark Foss, Fl State Purchasing
Andrew Frye, City of Tampa
Diane Koslak, City of Cocoa
Lisa Spillman, Seminole Co BOCC

February “Sweetest” Drawing
Mary Caddy, Orange County Schools
Kathy Sands, City of Ocala
Indranie Sarju, City of Aventura
Gloria Quick, Charlotte County Schools
Randall Plunkett, Broward County
Jeff Carver, Martin County Schools
Ed Parker, Florida Virtual Schools
Cynthia Bryan, Kissimmee Utility Auth.
Michelle Rivera, City of Tampa
Catherine Richards, SJRWMD

Also, YOUR agency or staff members can earn “bucks” by getting vendors to sign up for our Trade Show in May of 2010. Contact the Executive Director to get the Trade Show registration form with your special agency number on the form. For any new vendor who registers with your code, your agency will receive $100 FAPPO bucks.

For additional information, contact Denise Schneider, FAPPO Bucks Chairperson at dschneider@goaa.org or at 407-825-3843.

How to use your FAPPO “Bucks”

You may use your FAPPO “Bucks” to defray your Conference Registration or hotel costs. Please email dschneider@goaa.org and let her know how you will be using your bucks. If you are not able to use your bucks, you can pass them on to another member within your own agency or any other member of FAPPO. Reminder: if you are using your bucks to help defray the hotel costs, you will still be responsible for any taxes or other charges at the hotel. Questions? Please call Denise at 407-825-3843.
FAPPO Bucks 2010

The following pages reflect a listing of 2010 awarded FAPPO Bucks as of January 30, 2010. Congratulations!

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<tr>
<th>Name</th>
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<td>SJRWMD Admin</td>
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Purchasing Case Law

WHAT IS A MINOR IRREGULARITY AND VARIANCE – the courts have held that government entities have wide discretion in the determination of irregularities and variances.

By Kirk Buffington, CPPO, C.P.M., MBA

Robinson Electric, Co., v. Dade County, (417 So.2d. 1032) 1982

In this case, the Dade County Housing Authority had issued a bid for renovation of a housing project. Part of the bid specifications required the submission of a bid bond OR a certified check OR bank draft, in the amount of 5% of the total bid. In a subsequent addendum, it was stated that security shall be in the form of 5% bid bond.

At time of bid opening Robinson was the apparent low bidder, and had submitted his bid security in the form of a cashier’s check (not in accordance with the instructions of the addendum).

The County Commission awarded the contract to Robinson. However, the number three bidder, Markowitz, filed for injunction (withhold award), arguing that Robinson’s bid could not be accepted because the bond supplied by Robinson was not the proper form as required by the addendum.

The trial court agreed with Markowitz and the County, finding Robinson’s bid was non-responsive because it lacked the required form of security. The court ordered the county to reissue the bid.

At issue is whether the housing authority is able to waive the requirement of the form of the bid bond as being a minor technicality.

Findings:
The appeals court reversed the trial court and ordered the award be reinstated to Robinson, stating: "Finding that Robinson’s bid substantially complied with the County’s Advertisement for Bid, we reverse the trial court’s order vacating the award of contract to Robinson and reinstate the award."

The appeals court found that although a bid containing a material variance is unacceptable, not every deviation from the invitation is material.

In determining whether a specific non-compliance constitutes a substantial and hence nonwaivable irregularity, the courts have historically applied two criteria, as follows:

First, whether the effect of a waiver would be to deprive the City of its assurance that the contract will be entered into, performed and guaranteed according to its specified requirements, and second, whether it is of such a nature that its waiver would adversely affect competitive bidding by placing a bidder in a position of advantage over other bidders or by otherwise undermining the common standard of competition.

In this context a variance is material if it gives the bidder a substantial advantage over the other bidders, and thereby restricts or stifles competition.

The courts concluded that no irregularity had existed, and it was apparent that competitive bidding was not in any way affected. It prevented no one from bidding, and all those who did bid were on equal footing, having the same opportunities to read and utilize the instructions.
FAPPO 43rd Annual Conference
Leading the Way Through an Economic Storm

May 2—May 5, 2010
Rosen Plaza ~ Orlando, Florida

Conference Registration Fees: Early Bird Registration $275.00 / Regular $300.00

Hotel Accommodations: Single/Double Occupancy $125.00 per night and includes free self parking
Triple Occupancy $145.00 and includes FREE self parking
Overnight Valet Parking available at $12.00 per day

FAPPO Group Rate Code will be released when issued

Schedule Summary: May 2, 2010 — Board Meeting, Golf Tournament, Sessions,
RECEPTION AND SPECIAL EVENT
May 3, 2010 — Opening Session & TRADE SHOW
May 4, 2010 — Sessions & BANQUET
May 5, 2010 — Sessions and Closing of Conference

MEALS INCLUDED IN YOUR REGISTRATION FEE
Breakfast (Continental, Sit Down, or Buffet): Monday through Wednesday
Lunch: Monday through Wednesday
Special Event: Heavy Hors d’Oeuvres
Trade Show Mixer: Appetizers
Dinner: Tuesday night at the Banquet

Visit Our Website! www.fappo.org
REGISTRATION FORM

43rd ANNUAL CONFERENCE AND TRADE SHOW • ORLANDO, FLORIDA • MAY 2 - 5, 2010

Name (last, first) ___________________________________ Certification(s) __________________________

Name to be printed on badge ________________________________________________________________

Title __________________________________ Agency/Organization _________________________________

Guest Name ____________________________________________________________

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, Breakfast (Mon, Tues, Wed), Lunch (Mon, Tue, Wed), Dinner (Sun-Heavy Hors d’Oeuvres Tue).

*Cancellation Requests for Refund shall be received by FAPPO no later than APRIL 16, 2010. NO REFUNDS WILL BE ISSUED AFTER THIS DATE.

☐ FAPPO Member ___________________________ $275.00 ___________________________ $300.00 $ ___________

☐ FAPPO Bucks (Deduct) ___________________________ $ ___________

EMAIL executor@fappo.org

FOR AVAILABILITY OF SUBSIDY PRIOR TO SUBMITTING PAYMENT

☐ Subsidize - Conference ___________________________ $125.00 ___________________________ $ ___________

☐ Subsidize - Hotel (Taxes will still apply) ___________________________ $ ___________

Insert Subsidy Authorization Code ______________________________________________________

☐ Non-member fee ___________________________ $475.00 ___________________________ $500.00 $ ___________

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

FAPPO Members ☐ Sunday ($75) ☐ Monday (Free) ☐ Tuesday ($75) ☐ Wednesday ($75)

Non-Members ☐ Sunday ($150) ☐ Monday (Free) ☐ Tuesday ($200) ☐ Wednesday ($150)

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: 59-2635678

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 330 #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

executor@fappo.org or FAX: 813-333-1767
<table>
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<tr>
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<th>Day</th>
<th>Time</th>
<th>General Description</th>
<th>Meals Included in Registration</th>
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<td>SUNDAY</td>
<td>9:30 - 2:00</td>
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<td>6:00 - 8:30</td>
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<td>Lunch</td>
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<td>2:00 - 3:30</td>
<td>Stormin’ Networking Session</td>
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<td>Vendor Session</td>
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<td>6:00 - 10:00</td>
<td>Reception &amp; Special Event</td>
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<td>8:00 - 8:30</td>
<td>Presidents Welcome</td>
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<td>Trade Show Mixer w/appetizers</td>
<td>Free Night</td>
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<td>Banquet (Plated)</td>
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<td>General &amp; Closing Session</td>
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Exciting News: Trade Show Exhibitor Value!!!!

FAPPO, in response to vendor request, is expanding the exhibitor value for the 43rd Annual Conference and Trade Show on May 3, 2010, at the Orange County Convention Center. Below is the list of enhancements:

Exhibit Package:
- NEW - Website Link on FAPPO to Vendor site upon signing and until 1 month post conference
- NEW - Sunday afternoon Vendor Sessions

Gold: (All the above NEW benefits +)
- Conference Sessions May 4 – 5
- Breakfast May 4 – 5

Platinum: (All the above NEW benefits +)
- Two Tickets to either the golf tournament or special event or combination thereof.
- FAPPO provided Trade Show giveaways through special drawings

Diamond: (All the above NEW benefits +)
- Six Tickets to either the golf tournament, special event, banquet or combination thereof.
- Advertisement in the newsletter upon signing and until the 1st newsletter post conference
- FAPPO’s Hospitality Suite on Sunday and Monday night
- FAPPO’s Breakfast and Opening Session on Monday morning

FAPPO members and vendors will have an opportunity to mix during a buffet lunch served at noon before the Trade Showing Opening at 1:00 pm.

A Trade Show Mixer will be from 4:30 to 6:00 with appetizers located throughout the Exhibitor Booths.

Members get ready to earn FAPPO Bucks by contacting Craig Rowley, C.P.M., at execdirector@fappo.org starting August 24, 2009 for your agency number to receive credit for signing up your vendors as exhibitors. Your agency will receive One Hundred FAPPO Bucks for exhibitor’s who have not participated in the past two years that register with your agency code. Exhibitors who signed up last year due to the FAPPO Bucks Program and who sign up again to participate in this years Trade Show will earn your Agency Fifty FAPPO Bucks.

Promote exhibitor registration by sending an email “blast” of the Trade Show Application to your vendors. The application will include your agency special number. Also, include a link on your agency web site to FAPPO for the exhibitor application. Attend the 43rd Annual Conference using FAPPO bucks not your agency budget!!!!
43rd ANNUAL
FAPPO TRADE SHOW

You are cordially invited to attend the 43rd Annual FAPPO (Florida Association of Public Purchasing Officers) Trade Show.

May 3, 2010
Orange County Convention Center Hall WE1
1pm to 6pm
Park at the Convention Center ($11) or at the Rosen Plaza Hotel

Please bring this invitation and your business card to the registration desk for admittance.

Find out first hand about new products and services from over 200 exhibitors.

Attendance is FREE and is open to governmental purchasing employees, end users, approving authorities and elected officials.

For more information about FAPPO, the 2010 Trade Show, and to download additional invitations, visit www.fappo.org.

Bring your business cards to qualify for exhibitor drawings

Visit Our Website! www.fappo.org
FAPPO NETWORKING WEBINAR SESSION
REGISTRATION FORM
www.fappo.org – FAPPO FEIN: 59-2615678

SELECT THE SESSION FOR REGISTERING (ONE PER FORM)

☐ MARCH 11, 2010

Name: ___________________________ FAPPO Member ___Yes___No
     Last                      First

CPPO □ C.P.M. □ CPPB □ A.P.P □ Other Certification: ___________________________

Title: ___________________________ Agency: ___________________________

Address: _________________________ City, State, Zip: _________________________

Email Address: ___________________ Phone: ___________________________

NETWORKING SESSION AND FEES

REGISTRATION INFORMATION – FAPPO MEMBERS - FREE

1) DEADLINE FOR REGISTRATION: MARCH 10, 2010
2) FAX OR EMAIL COMPLETED REGISTRATION TO: Fax 941.575.3340 or dadams@ci.punta- gorda.fl.us

REGISTRATION INFORMATION – NON-FAPPO MEMBERS - $25.00 PER ATTENDEE

1) DEADLINE FOR REGISTRATION AND PAYMENT: MARCH 10, 2010
2) MAIL COMPLETED REGISTRATION AND PAYMENT TO:

FAPPO, c/o Deb Adams, 326 W. Marion Avenue, Punta Gorda, FL 33950

PAYMENT BY CHECK – MAKE CHECKS PAYABLE TO: FAPPO

PAYMENT BY CREDIT CARD – Name on Card: ___________________________

Type: Visa □ MasterCard □ AmEx □ Card # ___________________________

Expiration Date: ___/___ Security Code: _______ Authorized Signature: ___________________________

NETWORKING DISCUSSION TOPICS – Please provide requested topics for discussion*

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* The topics will be reviewed and prioritized by frequency of request. Attendees will be notified prior to the conference of the primary topics. If time allows additional topics will be discussed. It is requested to keep each topic discussion to 15-20 minutes in length.

Visit Our Website! www.fappo.org
UPDATE FROM THE DEPARTMENT OF MANAGEMENT SERVICES’ DIVISION OF STATE PURCHASING

The Department of Management Services’ Division of State Purchasing would like to thank all of the eligible users of statewide agreements (e.g., state term contracts, alternate contract sources and state purchasing agreements) who responded to our recent survey. Your responses helped us to better understand the awareness, use, and perceived value of current statewide agreements, opportunities for improvements, and ideas for new statewide agreements.

Based on the feedback, State Purchasing will focus on following opportunities for improvement:

- Increase the level and timeliness of communications regarding statewide agreements
- Improve the State Purchasing website to include enhanced agreement search capabilities and develop clear presentation of critical information needed to make purchases
- Increase collaboration with eligible users during the sourcing process for statewide agreements
- Pursue several opportunities for new statewide agreements for categories identified through the survey

We also want to make you aware of several requested capabilities that are already available on State Purchasing’s current website:

- Sign up to receive email notifications of changes made to State Purchasing’s website. For instructions visit http://dms.myflorida.com/media/notification_guide.


- Utilize the sort feature on the list of state term contracts by clicking on column headings to sort in ascending or descending order. Visit http://dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and_price_lists/state_term_contracts to view the full list of state term contracts.

- Contact a State Purchasing professional if you have questions. Visit http://dms.myflorida.com/business_operations/state_purchasing/doing_business_with_the_state_of_florida/contact_a_purchasing_professional/dms_state_purchasing_staff_doc to view the list of State Purchasing professionals and the statewide agreements they manage.

Again, THANK YOU! to those who were able to dedicate a few moments of their time to participate in this survey. If you have any questions or would like to get more information, please contact purchasingcustomerservice@dms.myflorida.com.
Entity Awards & Best Practices Awards

Coping with today’s economic perils provides a great challenge to all of us in the public sector. Today, we find that we have new demands for increased levels of service coupled with a shrinking tax base, which has created new challenges that we never thought possible! There is one sure thing in these trying times, however – members of the public purchasing profession are problem solvers and innovators, and these talents have always yielded positive results for our individual entities.

Once again, FAPPO is providing a showcase to help you validate to your entity and colleagues that you are already using sound procurement best practices. The FAPPO Entity Award and Best Practice Awards program is that showcase, and once again, we are providing you with a great opportunity to herald your successes! Additionally, our Best Practice award allows you to share innovative methods that you have developed to meet with the daily challenges that we all face each day. The FAPPO Entity Awards program recognizes Achievements in Excellence and Best Practices by any member public procurement agency. If your entity wants to apply, simply download the application located on the FAPPO Home Page, and then document your answers to each of the questions per the instructions.

This year, entities submitting Entity Award or Best Practice Award applications will be eligible for FAPPO Bucks, however, please remember that only serious submittals will be eligible. Eligibility for the Entity Awards program will require that you either win the award, or receive a score that falls within 90% of the minimum required score for the program. FAPPO Bucks eligibility for the Best Practice Award will require winning the award, or the receipt of an “Honorable Mention” designation.

This year, in order to achieve recognition as a winner of the Achievement in Excellence Award, there is the potential to score up to a total of 166 points, with a minimum score of 124 points (75%) required to qualify in seven different areas, and since best practices can fall into many categories, there are three (3) separate categories for winners:

Innovation in the Purchasing Process – This award will spotlight a unique achievement in how we do our job. Applicants should provide information relating to new innovations in practices, technology, creative use of existing technology, and/or best practices that promote effectiveness or a positive change or impact in the purchasing process. This category is for “out of the box” innovation.
Entity Awards & Best Practices Awards (cont’d).

Cost Savings – Best practices that promote cost savings for the Entity, either in terms of lower product/service costs, or lower administrative costs. Innovative techniques that improve the level of economy for the entity, or promote greater efficiency for the entire purchasing process will be considered in this area.

Contribution to the Advancement of Community, your Entity, or the Public Purchasing Profession – This award will focus on best practices that contribute to the overall social good, or that promote professionalism in public purchasing. This category reflects those practices that add value to the overall purchasing process and contribute to the overall good of the community or towards the achievement of the goals of the entity.

You do NOT have to specify a category when submitting your essay. Entries will be judged, and placed into the most appropriate categories.

This year’s winners of FAPPO Entity Awards, and the Best Practices Awards will be recognized at the opening ceremonies of the FAPPO conference in Orlando, to provide an opportunity for all members attending to view the winning entries, or talk with the award winners.

Time is marching forward, so get started on your application today! Applications for the FAPPO Award of Excellence and Best Practice Awards must be submitted by no later than Wednesday, March 10, 2010 at 5:00 p.m. to Keith Glatz, CPPO, Purchasing and Contracts Manager for the City of Tamarac Purchasing Division, 7525 NW 88th Avenue, Tamarac, Florida 33321.

Anyone interested in applying for a FAPPO entity award may obtain the application on-line at the FAPPO web-site, www.fappo.org, where the application is available in both word and pdf formats right on the home page. Questions may be addressed directly to Keith Glatz, CPPO, or at 954-597-3567, or e-mail, keithg@tamarac.org.
The Excellence in Public Procurement and Best Practices Awards Program was established to recognize agencies that meet/exceed benchmarks and best practices in the Procurement Profession. Each year your Entity Awards Committee reviews the program and revises the application’s criteria to ensure that it reflects the current benchmarks and best practices and encourages our members to keep improving within their organizations/agencies. In 2009, we presented 8 Entity Awards and 2 Best Practices Awards to the agencies listed below. Our best practice award winners will also be asked to provide a presentation to the full membership at the FAPPO Spring Conference in order to share their successes with their colleagues! I encourage you to review the winning applications/best practice submittals and apply next year. Congratulations to our winners, and I look forward to seeing next year’s winners as well!

Sincerely,

Keith K. Glatz, CPPO, FCPM, FCPA

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2009 FAPPO AWARD OF EXCELLENCE IN PUBLIC PROCUREMENT

Broward County Board of County Commissioners Purchasing Division
City of Miami Purchasing Department
City of Palm Bay Purchasing & Contracts Division
City of Port St. Lucie Office of Management & Budget
Polk Community College Purchasing Department
Polk County Board of County Commissioners Purchasing Division
School District of Volusia County Purchasing & Warehousing Services
Seminole County Purchasing & Contracts Division
Dining For Norma

On Monday, May 3rd, this is a free night for everyone and most people find dinner somewhere with a group of friends, but…

It could be a chance to go to dinner together somewhere near the hotel! There will be a flat rate charged each person, with an extra ten or twenty dollar donation tacked on for the Norma Showley Scholarship Fund - hence the name “Dining for Norma” with a choice of three entrees, dessert and a soft drink. There will be one price that includes tax and tip; any alcohol will be at each person’s own cost.

Any questions or interest, please contact Cheri Alexander @ cheri.alexander@srg-airport.com
We'll send out a notice with a reminder and sign-up sheet prior to the conference.
Please join us; we look forward to seeing you,

Cheers!

Cheri

Norma W. Showley Memorial Scholarship Fund

FAPPO currently has a scholarship and tuition reimbursement fund of $5000. The Norma W. Showley Memorial Scholarship Fund was created to provide members an opportunity to donate to a separate fund in order to increase the amount of available scholarships. We hope to double this amount through member donations.

Left: Nora Laudermilk  Right: Norma Showley
The Norma W. Showley Memorial Scholarship Fund was created by the Board of Directors in 2007 in order to provide FAPPO members with an opportunity to contribute directly to the scholarship needs of others in the association. Every dollar contributed will be used to supplement the budgeted scholarship and tuition reimbursement funds so that as many members as possible will be allowed to further their education. So far, we have received over $1000.00 in memory of Norma!
Thank YOU to all for your generous support,
Cheri

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

- $10  
- $25  
- $50  
- $100  
- Other $________

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

Name: _____________________________________________________________________
Entity: ____________________________________________________________________
Address: __________________________________________________________________
State: ____  Zip: _________  E-mail: ____________________________________________
Phone: _____________________________  Fax: __________________________

Send this form with your check or credit card information to:

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

Credit Card Information
Name on Card: ________________________________________________
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Norma W. Showley Scholarship Fund

For many years, FAPPO’s annual budget has included money for scholarships and tuition reimbursement. These funds are available to any member who meets the requirements established by the Professional Development Committee and approved by the Board of Directors. The requests for assistance are always greater than the amount of money available.

In 2007, the Board approved the creation of the Norma W. Showley Scholarship Fund. This was done so that individual members of FAPPO would have the opportunity to make a donation to assist other members in the pursuit of their education. None of us has gotten where we are without the help of others and it is in this spirit that the fund was created so that we may assist as many members as possible.

Who was Norma W. Showley? She was a long time member of FAPPO and twice served as its President. She passed away on July 3, 2003. At that time, a close friend of hers and Past President named Bernadette Hitchins wrote the following message for the FAPPO newsletter. This will explain better than anything who Norma was.

MESSAGE OF LOVE AND REMEMBRANCE

When asked to write a brief message about Norma Showley I wondered how I could do her justice and keep it short. For those who had the pleasure of knowing her, there are no short descriptions of Norma. For those who did not have the opportunity to spend time with her, my lack of an author’s ability to bring her to you by mere words is difficult at best. Allow me to try to give Norma to you with words from my heart.

I met Norma in 1978 when we both attended a one-day seminar offered by FAPPO. Our agencies were not inclined to provide travel money for mere purchasing people so we made deals with our respective agencies: We would share the cost of the room, meals and gas if they would pay our registration. Thus began the involvement of the most respected member of FAPPO.

She was working in Lake County under someone who encouraged her education in the purchasing field. Within a few years she was hired as Purchasing Agent for the City of Eustis, a small city in Lake County. It didn’t take long for the city officials to recognize the true professional qualities in Norma and she was soon promoted to General Services Manager.

During all this time she kept her involvement in FAPPO and in 1983 was elected Treasurer of the association. In 1988 she became our 21st President. Norma has the dubious distinction of holding the Presidency twice. She was elected President again in 1995 when the then current President left office. The Board unanimously voted her in for this second term because of her competency and the professional manner in which she solved problems. That year was a real challenge, even for Norma, but she pulled the association out of what could have been a disastrous situation.

Norma went on to serve as FAPPO’s Historian and as a Presidential Advisor up until her illness forced her to be less active. Still, up until her death, her love for the Association remained on her mind and in her heart.

On a personal note, Norma, was my rock. If ever you needed words of wisdom about a personal or professional problem, Norma could give you volumes in a few short sentences. When someone became agitated, Norma had a calming resolve about her that would dissolve situations that could potentially become uncomfortable. She gave of herself unselfishly and without hesitation. Friends like her are hard to come by. I’m sure those of you who knew her would agree. Those who did not know her can only guess at how lucky we are to have been called “friend” by her. Norma, I will always respect and love you and miss you beyond words.
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