Message From the President

Happy New Year to all of our members! Your Board met on January 9th and we have completed almost all of our tasks to make sure that you have a great Conference and Trade Show. The conference schedule is posted in this newsletter and on the FAPPO website and Marian Pace has done an outstanding job setting up informative classes for you to choose from. This year you can also attend a State of Florida Class (at an additional charge) and also take advantage of the networking, special event, banquet and trade show at the same time.

It’s not too late to submit an essay and win $300 FAPPO “bucks” which would pay for your conference registration. See the website for details. You can also submit potential vendors to our Executive Director and if they haven’t exhibited in the last two years and they sign up for this year’s tradeshow, you would also be eligible for $100 FAPPO “bucks”. The Executive Director’s email is: execdirector@fappo.org. You need to use your FAPPO “bucks” by May 31st of this year. An updated list of FAPPO “bucks” awardees is also listed in this newsletter.

The deadline to take advantage of the Peabody Hotel special rates for the conference is March 16th. The rooms are on a first come, first serve basis so register as soon as you can to take advantage of the special rate. For the first time, you can utilize a credit card to pay for the room right from the webpage.

The theme for the Special Event and the Trade Show is Cinco de Mayo and dress for the entire conference will be business casual. We have some special entertainment planned for you on Sunday evening, and at the Banquet on Tuesday evening, we will also be enjoying Casino Night with some special door prizes and entertainment as well. This promises to be a great conference, and we hope that you can join us!

Congratulations to Cheryl Shanaberger who was appointed to the AEP committee and to Cheri Alexander who was appointed to the NCPPC committee. They will both be great representatives from FAPPO.

See you in Orlando for the Conference!

Denise
From your Vice-President

FAPPO Board is making every attempt to respond to our Member’s requests and suggestions! Several proposed enhancements are being researched and the target implementation timeline is 2009/2010. The enhancements are also in support and in response to FAPPO’s Strategic Plan. Following is a couple of the proposed enhancements:

- **Web Meetings**
  
  Board Meetings – At least two (2) board meetings will be held via web meetings. Researching the possibility of conducting on-site meetings while allowing board/committee members unable to attend to participate through the web meeting.

  Researching the possibility of LIVE STREAMING through the software to allow members to attend events through the web.

- **A CPPB Review Class** will be scheduled at the 43rd Annual Conference for May 1 through May 2, 2010. CPPB testing is scheduled for May 3, 2010 through May 8, 2010! Take the review, test and come to the conference to CELEBRATE!

The planning of the 2010 43rd Annual Conference is well underway. The conference information is included in this newsletter for preparing your budgets.

Regards,
Marian H. Pace, CPPO, CPPB

******************************************************************************************************************

Junior AEP Representative Appointment

ANNOUNCEMENT – Recruitment for Junior AEP (NPI) Appointee to Awards Committee (four-year term)

Vice President, Marian Pace will be recruiting for a Junior AEP (NPI) Representative for appointment at the June 2009 Board Meeting. Barbara Kuhl, C.P.M. currently holds this position on the AEP (NPI) Awards Committee and her term will be successfully completed on July 31, 2009. The term of this appointment is three (3) years and will begin on August 1, 2009.

Members who are interested in being considered for this position must submit their Letter of Interest and Resume no later than May 15, 2009 to the attention of Marian Pace, CPPO, CPPB, City of Punta Gorda, 326 W Marion Avenue, Punta Gorda, Florida, 33950 or mhowe@ci.punta-gorda.fl.us. Please contact Marian at (941) 575-3348 with any questions.
UPPCC BOARD READER – January 2009

Spring 2009 Testing Deadline
Interested individuals must submit completed applications to the Application Department at the UPPCC by February 2, 2009 for consideration (or by February 16 with late fee) to test May 4-9, 2009. To date we have received 93 new applications for CPPB and 44 new applications for CPPO. We anticipate that the bulk of new applications will arrive in the month of February. The deadline to register for May testing is March 30.

May 4-9, 2009 Test Development Activities
The May 2009 exam form web-based review meetings have been scheduled for next month as follows:

CPPO Team
Wednesday, February 11
11 am – 1 pm Eastern
3 pm – 5 pm Eastern

CPPB Team
Wednesday, February 18
11 am – 1 pm Eastern

Thursday, February 19
11 am – 1 pm Eastern

Item Writing Committee
Thank you to all of you who have forwarded me your suggestions for UPPCC Certified individuals to serve as item writers for UPPCC. As soon as we pass the May 2009 exam form review meetings in February, we will be contacting these individuals to schedule a training session. I’ve included the information from the December 2008 Board Reader below in case anyone is interested in sending along additional suggestions:

UPPCC is recruiting currently certified CPPOs and CPPBs to commit to a minimum of a one-year term as members of the UPPCC Item Writing Committee. These individuals will receive web-based instruction from Prometric test-development staff in early March 2009 on how to write quality, referencable application-based questions for CPPO and CPPB certification exams. Committee members will be required to produce a minimum of 80 items per year to renew their term and earn valuable recertification points at a rate of 2 points per term. Please forward your ideas for individuals that you know of that may be interested and effective in this type of role or have the individual email or call me directly.

UPPCC Agency Certification Award 2009
The 2009 application form for the UPPCC Agency Certification Award (formerly Fully Certified) program has been posted to the UPPCC Website. Agencies must apply by June 1, 2009 for recognition at the 2009 NIGP Annual Forum.
Norma Showley Scholarship Fund
By David Nash, CPPO, CPPB

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 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 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 REMEMBERENCE

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.
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.

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: __________________________________________________________
Type: ___ Visa ___ MasterCard ___ Amex
Card #: ____________________________
Expiration Date: _____________
Signature: ____________________________

Thank you
Silent Auction at the 42\textsuperscript{nd} Annual Conference

A Silent Auction will be held at the 42\textsuperscript{nd} Annual Conference. Those members interested in donating an item for auction will need to submit the following information to the Vice President no later than March 6, 2009:

- Name of person or organization making donation
- Description of the donation
- Value of the donation

In addition to the items being donated, several pieces of computer equipment will be offered by FAPPO at the silent auction. These items include a laptop computer and printers.

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In December 2008, FAPPO launched a group site on the social network Facebook. The group site will serve not only as a mechanism to introduce FAPPO to young people who may be interested in the field of public procurement, but also to allow members of FAPPO to network electronically with their peers. As an added bonus, the group site can be updated with information on events such as the upcoming 42\textsuperscript{nd} Annual Conference; it provides capabilities to upload photos and allows for posting of discussion topics among members.

For those of you who are unfamiliar with Facebook, there is no cost involved with joining the site. It is as simple as creating a user name and password and updating your profile with as much (or as little) information as you feel comfortable with. You can upload a profile picture as well, but it is not required. Once your profile is created, just type in FAPPO in the search field and you will be directed to the FAPPO group site. Once on the group site, you can click the link to join the group.

I encourage you to take the opportunity to join the FAPPO group within Facebook!
## CALENDAR OF CURRENT EVENTS

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
<th>DESCRIPTION/INFORMATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/5-8/2009</td>
<td>42nd Annual Conference and Trade Show</td>
<td>Orlando Peabody Hotel</td>
</tr>
<tr>
<td>4/6/2009</td>
<td>FAPPO Golf Tournament</td>
<td>Orange Tree Golf Club</td>
</tr>
<tr>
<td>4/8/2009</td>
<td>Trade Show</td>
<td>Orange County Convention Center</td>
</tr>
<tr>
<td>5/15/2009</td>
<td>Deadline to submit interest for Junior AEP Appointment</td>
<td></td>
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## Look Ahead

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/26/2009</td>
<td>Board Meeting</td>
<td>Tentative Web Meeting</td>
</tr>
<tr>
<td>10/22/2009</td>
<td>Board Meeting</td>
<td>Punta Gorda, FL</td>
</tr>
<tr>
<td>10/22-23/2009</td>
<td>2-Day Pro-D Event (either a 2-day NIGP or State of Florida class)</td>
<td>Punta Gorda, FL</td>
</tr>
<tr>
<td>2/19/2010</td>
<td>Board Meeting</td>
<td>Tentative Web Meeting</td>
</tr>
<tr>
<td>5/2/2010</td>
<td>Board Meeting</td>
<td>Rosen Plaza Orlando, FL</td>
</tr>
<tr>
<td>5/2-5/2010</td>
<td>43rd Annual Conference and Trade Show</td>
<td>Rosen Plaza Orlando, FL</td>
</tr>
<tr>
<td>5/1-2/2010</td>
<td>CPPB Review</td>
<td>Rosen Plaza Orlando, FL</td>
</tr>
</tbody>
</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.

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

CAREER OPPORTUNITIES

<table>
<thead>
<tr>
<th>POSITION</th>
<th>ENTITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchasing Agent</td>
<td>City of Plant City</td>
</tr>
<tr>
<td>Procurement Analyst</td>
<td>Miami-Dade County</td>
</tr>
<tr>
<td>Purchasing Administrator</td>
<td>Orange County Tax Collector</td>
</tr>
<tr>
<td>Procurement Manager</td>
<td>Palm Beach County Solid Waste Authority</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.

CURRENT COMMITTEES LIST IS AVAILABLE AT http://www.fappo.org/committee_directory.asp
NOMINATION FOR OFFICER

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 at the time of election to any office, and must retain said certification for the duration of any and all terms of office. A candidate for office must have at least an Associates Degree from an accredited college or university at the time of their election to 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 he/she has served on: Attach additional sheets and documentation as necessary.

<table>
<thead>
<tr>
<th>Year</th>
<th>Committee</th>
<th>Year</th>
<th>Committee</th>
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<td></td>
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</table>

Describe the professional accomplishments of member:

________________________________________________________________________________________

________________________________________________________________________________________

________________________________________________________________________________________

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

____ CPPO   ____CPPB   ____C.P.M.   ____A.P.P.   ____CPCM   ____CACM

Has a minimum of an Associates Degree from an accredited college or university at the time of election.

_____ Yes   ____ No

He/she has been asked if they are interested in serving as an Officer, and replied: ___Yes    ___No

Submitted By:______________________________      Date:_______________________

Candidate must have the support of their entity and a letter from their supervisor must be presented at the time of nomination submission.

Send nomination form to: Marian Howe-Pace, CPPO, CPPB, City of Punta Gorda, 326 W. Marion Avenue, Punta Gorda, FL 33950, Fax: (941) 575-3340, E-mail: mhowe@ci.punta-gorda.fl.us

Get Involved! It’s So Rewarding

Visit Our Website!  www.fappo.org
MESSAGE FROM THE PRO-D

Hello everyone. As you can see below, we’ve got a full schedule of seminars scheduled and I hope you will take advantage of those that are scheduled in your area. I’ve gotten several inquiries from agencies that are interested in serving as a host site for a seminar. As a result, I have created a document entitled "How to Become a Host Site" which is now posted on the Professional Development link of the website. If you are interested in hosting a seminar, I encourage you to review this document to learn about the process.

Course Title: INTRODUCTION TO PUBLIC PROCUREMENT
Dates: 3-DAYS – FEBRUARY 23- 25, 2009
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

Course Title: DEVELOPING & MANAGING RFPs
Dates: 3-DAYS – FEBRUARY 25- 27, 2009
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential.

Course Title: SOURCING IN THE PUBLIC SECTOR
Dates: 3-DAYS – MARCH 4-6, 2009
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: This course provides the participant with a comprehensive overview of the sourcing process within the public sector.

Course Title: PLANNING, SCHEDULING & REQUIREMENT ANALYSIS
Dates: 3-DAYS – MARCH 23-25, 2009
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: This course will cover strategic planning within an organization and the importance of its relationship to procurement planning.

Course Title: CONTRACT ADMINISTRATION
Dates: 3-DAYS – MARCH 23-25, 2009
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: The class provides a framework for examining contract administration by focusing on essential elements of the discipline.

(Cont.)
Course Title: CONTRACT ADMINISTRATION  
Dates: 3-DAYS – MAY 11-13, 2009  
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: The class provides a framework for examining contract administration by focusing on essential elements of the discipline.

Course Title: INTRODUCTION TO PUBLIC PROCUREMENT  
Dates: 3-DAYS – MAY 20-22, 2009  
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

Course Title: DEVELOPING & MANAGING RFPs  
Dates: 3-DAYS – JULY 20-22, 2009  
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential.

The Professional Development Team

Pro-D Training Classes  
Carrie Woodell, CFM, CPPB C.P.M., A.P.P., FCPM, FCCM, FCCN  
Telephone: 407-599-3434 & Fax: 407-599-3448  
cwoodell@cityofwinterpark.org

Scholarship Program & Norma J. Showley Scholarship Fund  
Jane Dalrymple, CPPB  
Telephone: 941-575-3368 & Fax: 941-575-3340  
jdalrymple@ci.punta-gorda.fl.us

College Education Reimbursement Program  
Chris Rewis, CPPB, FCCM  
Telephone: 863-534-5609 & Fax: 863-534-0055  
ChrisRewis@polk-county.net
## Professional Development Registration Form

<table>
<thead>
<tr>
<th>Check Desired Course(s)</th>
<th>Instructor</th>
<th>Title</th>
<th>Location</th>
<th>Dates</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>John Zeyer</td>
<td>Introduction to Public Procurement</td>
<td>Ocala, FL</td>
<td>February 23-25, 2009</td>
<td>M $300.00 N $550.00</td>
</tr>
<tr>
<td></td>
<td>Ken Hayslette</td>
<td>Developing &amp; Managing RFPs</td>
<td>Cape Canaveral, FL</td>
<td>February 25-27, 2009</td>
<td>M $300.00 N $550.00</td>
</tr>
<tr>
<td></td>
<td>Myra Smith</td>
<td>Sourcing in the Public Sector</td>
<td>Homestead, FL</td>
<td>March 4-6, 2009</td>
<td>M $300.00 N $550.00</td>
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<tr>
<td></td>
<td>Elene Fromanger</td>
<td>Planning, Scheduling &amp; Requirements Analysis</td>
<td>Ocala, FL</td>
<td>March 23-25, 2009</td>
<td>M $300.00 N $550.00</td>
</tr>
<tr>
<td></td>
<td>Roberta Bruce</td>
<td>Contract Administration</td>
<td>Viera, FL</td>
<td>March 23-25, 2009</td>
<td>M $300.00 N $550.00</td>
</tr>
<tr>
<td></td>
<td>Mark D. Hutchison</td>
<td>Contract Administration</td>
<td>Ocala, FL</td>
<td>May 11-13, 2009</td>
<td>M $300.00 N $550.00</td>
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<tr>
<td></td>
<td>D. Michael Clawson</td>
<td>Introduction to Public Procurement</td>
<td>Sarasota, FL</td>
<td>May 20-22, 2009</td>
<td>M $300.00 N $550.00</td>
</tr>
<tr>
<td></td>
<td>Bobbye Marsala</td>
<td>Developing &amp; Managing RFPs</td>
<td>Winter Park, FL</td>
<td>July 20-22, 2009</td>
<td>M $300.00 N $550.00</td>
</tr>
</tbody>
</table>

Please check one:  □ M – Member  □ N – Non-Member

Date: ________________________________

Name: __________________________________________________________________________________________

Title: _________________________________________________________________________________________

Agency Name: __________________________________________________________________________________

Address: ______________________________________________________________________________________

City: ______________________________________, FL    Zip __________________________

Telephone: (________)___________________________    Facsimile: (________)____________________________

E-mail Address: ________________________________________________________________________________

Seminar Title: ________________________________________________________________________________
Credit Card Information:

Name on Card: ____________________________________
Card #: __________________________________________ Expiration Date: __________
Authorized Signature: ____________________________

Or check payable to: Florida Association of Public Purchasing Officers, Inc.

REGISTRATION - INSTRUCTIONS & POLICY

Rates
Must be a current member of FAPPO at the time of registration to take advantage of membership rate. All non-FAPPO members will be subject to the non-member rate.

Payment
Please note that payment arrangements must be made in advance. FAPPO’s Tax I.D. Number is #59-2615678. Payment can made by credit card (Visa, Mastercard, American Express) or check.

Registration
Whenever possible, please submit your registration form as soon as possible to lock in your registration for the requested course. Registrants should submit the registration form (Page 1 only) via E-Mail (preferred) or Fax, and make arrangements to mail payment to the Pro-D Chair:

Carrie Woodell, CFCM, CPPB, C.P.M., A.P.P., FCPM
Purchasing Manager
City of Winter Park
401 Park Ave. South
Winter Park, FL 32789
Office (407) 599-3434
Fax (407) 599-3448
cwoodell@cityofwinterpark.org

Schedule
Our goal is to provide further information on actual course locations, site coordinators and hotel information at least 6 – 8 weeks prior to the date of the course. FAPPO will seek to establish semi-annual schedules for courses based on its fiscal year (i.e. 6/1 – 5/31). For more information, please visit our Website at: http://www.fappo.org.

Become a Host!
FAPPO is also seeking centralized host venues to increase the accessibility to training for its members. Courses available include:

Contract Administration
Developing and Managing RFPs
Introduction to Public Procurement
Legal Aspects of Public Purchasing
Planning, Scheduling and Requirement Analysis
Sourcing in the Public Sector

As a reminder, FAPPO will sponsor the entire registration fee for the individual identified as the host for the training site. FAPPO members interested in hosting an NIGP training course, please contact FAPPO’s Professional Development (Pro-D) Chair listed above for more details on this exciting opportunity!
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 – FEBRUARY 23-25, 2009
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: FEBRUARY 23-25, 2009
LOCATION: Marion County BOCC
Purchasing Department
521 SE 26th Court
Ocala, FL 34771-9187

HOTEL: Holiday Inn Express
5360 E. Silver Springs Blvd.
Silver Springs, FL

PHONE: 352-629-7300
ROOM RATES: Call for rates
Course Title: DEVELOPING & MANAGING RFPs
Dates: 3-DAYS – FEBRUARY 25-27, 2009
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:
This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential. The class agenda will identify the process, offer a key understanding of the elements of the proposal and ascertain ways in which the document can be used to its full capability. Pitfalls and success stories will make the class relevant and applicable when planning to incorporate this type of solicitation into the government process.

Intended Audience:
Designed for procurement professionals that are entrenched in the competitive process this in-depth study of RFPs, from development through evaluation, will be enlightening. Major topics to be covered include managing the process, evaluating submissions, negotiations and an overview of the subsequent contract. Those interested in gaining a thorough understanding of the process and its implications for successful public procurement should be encouraged to attend. Team leaders, committee members, contract administrators and procurement managers and any other procurement professional interested in achieving “best value” during this acquisition process should register.

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: FEBRUARY 25-27, 2009
LOCATION: Canaveral Port Authority Maritime Center
445 Challenger Road
Cape Canaveral, FL 32920

HOTEL: Radisson Resort at the Port
8701 Astronaut Blvd.
Cape Canaveral, FL 32920

PHONE: 321-784-0000
ROOM RATES: Call for rates
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: SOURCING IN THE PUBLIC SECTOR
Dates: 3-DAYS – MARCH 4-6, 2009
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:
This course provides the participant with a comprehensive overview of the sourcing process within the public sector. Essential elements, including pre-sourcing planning, needs assessment, specifications, scope of work, deliverables, procurement strategies, value analysis, and internal control processes are explored. Determining the appropriate sourcing method, preparing the relevant sourcing invitation document, managing the acquisition process, evaluation of response submissions, and contract awards will also be explored. In addition, trends and technology developments and their effect of processes will be discussed.

Intended Audience:
Sourcing, by government organizations is a different and complex process, filled with rules, regulations, procedures, court decisions, conflict of interest prohibitions, and issues that can complicate and confound the lives of government officials charged with procurement responsibilities. This course is intended for those who want to learn how to navigate the process and increase their understanding of the critical issues that frame the concept of public sector sourcing and discusses future sourcing challenges. Procurement practitioners at all levels aspiring to public procurement professional certification, senior agency managers, suppliers, and internal customers who wish to understand their role in the public sector acquisition process are encouraged to attend.

Prerequisites:
Though no prerequisites are stipulated for this class, successful participants should have one to two years of public procurement experience prior to enrolling. Others may find completion of the NIGP Introduction to Public Procurement class, and the NIGP Planning, Scheduling and Requirements Analysis class to be of benefit.

DATE: MARCH 4-6, 2009
LOCATION: City of Homestead Senior Center
Conference Room
675 N. Homestead Blvd.
Homestead, FL 33030

HOTEL: Holiday Inn Express
35200 S. Dixie Hwy.
Florida City, FL

PHONE: 888-897-0084
ROOM RATES: $130.00
Course Title: PLANNING, SCHEDULING & REQUIREMENTS ANALYSIS
Dates: 3-DAYS – MARCH 23-25, 2009
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:
This course will cover strategic planning within an organization and the importance of its relationship to procurement planning. Planning models will be discussed as will public sector budgeting. Developing key partnerships within the organization in requirements determination will be explored, as this will lead to the development of proper specifications. Pricing strategies employed in the public sector such as cost analysis and life cycle costing will also be covered.

Intended Audience:
This introduction to the strategic planning/procurement planning process will be valuable to all public procurement professionals who are interested in developing strategic working relationships with end users in their organizations. This course will be beneficial to every public procurement professional attempting to advance in the field and develop their knowledge, skills and abilities relative to procurement’s strategic position within an organization. In light of the broad nature of the text, many of the concepts may be of special interest to the practicing public administrator and public procurement professionals.

Prerequisites:
Though no prerequisites are stipulated for this class, successful participants should have at least one year of public procurement experience prior to enrollment. Those without applicable experience may find this class more beneficial after having taken the NIGP Introduction to Public Purchasing.

DATE: MARCH 23-25, 2009
LOCATION: Marion County BOCC Purchasing Department
521 SE 26th Court
Ocala, FL 34771-9187
HOTEL: Holiday Inn Express
5360 E. Silver Springs Blvd.
Silver Springs, FL 34488
PHONE: 352-304-6111
ROOM RATES: $70.00 (government rate)
Course Title: CONTRACT ADMINISTRATION
Dates: 3-DAYS – MARCH 23-25, 2009
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 class provides a framework for examining contract administration by focusing on essential elements of the discipline. It also provides the participant with a focused look at key considerations related to important contract terms and conditions that must be enforced during contract administration. The intent is for the student to develop a strong understanding of the complexities of contract administration and recognize the importance of planning, monitoring, and proactive insight into and oversight of contract performance. This class provides a comprehensive overview of the contract administration process within the public sector along with illustrations of the various methods available. Determining the appropriate contract administration method, preparing a relevant plan, participating in the process, evaluating the success of the contract and evaluation procedures will all be addressed.

Intended Audience:
This class is designed for contract managers at every level; contract managers with significant experience will find the material to be useful, as it examines contract administration in the context of 21st century contract challenges. Material addresses contracting from a global perspective, i.e. unique statues and/or regulations may be mentioned; however the material transcends state or national level interest by offering a look at the process and best practices that have application regardless of unique laws and regulations that may govern.

Prerequisites:
Though no prerequisites are stipulated for this class, successful participants should have one to two years of public procurement experience prior to enrolling. Others may find completion of the NIGP Introduction to Public Procurement class, and the NIGP Planning, Scheduling and Requirements Analysis class to be of benefit.

DATE: MARCH 23-25, 2009
LOCATION: School Board of Brevard County
2700 Judge Fran Jamieson Way
Training Room 7
Viera, FL 32940

HOTEL: LaQuinta Inn & Suites
7200 George T. Edwards Drive
Melbourne, FL 32940

PHONE: 321-242-9400
ROOM RATE: Call for rates
Course Title: CONTRACT ADMINISTRATION
Dates: 3-DAYS – MAY 11-13, 2009
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 class provides a framework for examining contract administration by focusing on essential elements of the discipline. It also provides the participant with a focused look at key considerations related to important contract terms and conditions that must be enforced during contract administration. The intent is for the student to develop a strong understanding of the complexities of contract administration and recognize the importance of planning, monitoring, and proactive insight into and oversight of contract performance. This class provides a comprehensive overview of the contract administration process within the public sector along with illustrations of the various methods available. Determining the appropriate contract administration method, preparing a relevant plan, participating in the process, evaluating the success of the contract and evaluation procedures will all be addressed.

Intended Audience:
This class is designed for contract managers at every level; contract managers with significant experience will find the material to be useful, as it examines contract administration in the context of 21st century contract challenges. Material addresses contracting from a global perspective, i.e. unique statues and/or regulations may be mentioned; however the material transcends state or national level interest by offering a look at the process and best practices that have application regardless of unique laws and regulations that may govern.

Prerequisites:
Though no prerequisites are stipulated for this class, successful participants should have one to two years of public procurement experience prior to enrolling. Others may find completion of the NIGP Introduction to Public Procurement class, and the NIGP Planning, Scheduling and Requirements Analysis class to be of benefit.

DATE: MAY 11-13, 2009
LOCATION: Marion County BOCC
Purchasing Department
521 SE 26th Court
Ocala, FL 34471

HOTEL: Holiday Inn Express
5360 E. Silver Springs Blvd.
Silver Springs, FL 34488

PHONE: 352-304-6111
ROOM RATE: $70.00 (government rate)
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 – MAY 20-22, 2009
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 goods 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: MAY 20-22, 2009

LOCATION: Dan P. McClure Auditorium Board Room “DMA”
5900 Auditorium Lane
Sarasota, FL 34243

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

PHONE: 941-552-1100

ROOM RATES: $189.00 king; $169.00 double
EARN YOUR WAY TO FAPPO EVENTS

Starting on July 15, 2008, FAPPO members can “earn” their way to a FAPPO sponsored event. This includes the FAPPO Conference and Trade Show in April 2009, as well as any FAPPO sponsored class! This is how it works:

1. Send an email to the Executive Director to sign up a new member or agency. Include the agency or member name, email and phone number. The Executive Director will contact that agency or member and you will receive TWENTY FAPPO Bucks for each new member that joins and pays dues. Agency or member must be new to FAPPO and can not have belonged within the past two years. Maximum amount to be earned is $300.00. (You cannot sign up anyone from your own agency, but we certainly encourage all of you to belong).

2. Send an email to the Executive Director to sign up a Vendor for the 2009 Conference and Trade Show to be held on April 8, 2009 at the Orange County Convention Center. Include the Vendor name, contact name, telephone number, mailing address, fax number and email address. The Executive Director will Contact the Vendor and if the Vendor signs up and pays to participate in the 2009 Trade Show, you will receive ONE HUNDRED FAPPO Bucks. (Vendor cannot have participated in a FAPPO Trade Show within the past two years). Maximum amount that can be earned is $300.00 and you can use your FAPPO Bucks for a FAPPO sponsored event, or, you can trade in your Bucks for Ducks, and use towards your stay at the Peabody Hotel for the 2009 Conference and Trade Show.


To be eligible you must have paid your dues for 2008/2009 by the posted deadline. FAPPO Bucks are not redeemable for cash, can only be used towards FAPPO sponsored events and must be used by April 30, 2009 (no exceptions). Maximum amount that a FAPPO member can earn cumulative is $450.00 and Officers are not eligible for FAPPO Bucks. You can pass your FAPPO Bucks on to another FAPPO member, and the same rules will apply. First come, first serve on names, agencies or vendors submitted to the Executive Director. This will be tracked by email dates and times. The email address for the Executive Director is: execdirector@fappo.org. Good Luck! Watch for additional opportunities in future newsletters to earn FAPPO Bucks.
Here are our FAPPO Awardees, so far:

<table>
<thead>
<tr>
<th>Name</th>
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<td>Sally Bergman</td>
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</tr>
</tbody>
</table>
**Officers**

**President** Denise Schneider, CPPO, CPPB, C.P.M., FCPM  
Asst. Director— Purchasing & Material Control  
Greater Orlando Aviation Authority  
dschneider@goaa.org  
Phone 407-825-3843  Fax 407-825-4020

**Vice President** Marian Howe Pace, CPPO, CPPB  
Procurement Manager  
City of Punta Gorda  
mhowe@ci.punta-gorda.fl.us  
Phone 941-575-3348  Fax 941-575-3340

**Treasurer** Johnny Richardson, CPPO, CFCM  
Purchasing and Contracts Manager  
Orange County Board of County Commissioners  
johnny.richardson@ocfl.net  
Phone 407-836-5633  Fax 407-836-5899

**Secretary** Mark Raiford, CPPB, FCPM, FCPA  
Purchasing Manager  
City of Lakeland  
mark.raiford@lakelandgov.net  
Phone 863-834-6780  Fax 863-834-6777

**Committee Members**

**AEP Awards Com. Sr.**  
Bobbye Marsala, CPPO, C.P.M., CPPB

**AEP Awards Com. Jr.**  
Barbara Kuhl, C.P.M.

**AV COM. Chair (Audio Visual)**  
Mark Lovell, PMP, CPPB

**Advert. / Sponsor Chair**  
Craig Rowley, Exec. Dir.

**Banquet Com. Chair**  
Bobbi Palmer, CPPB

**By-Laws Com. Chair**  
Wendy Geltch, C.P.M., CPPB

**Credit Card Committee Chair**  
Nora Laudermilk, CPPB

**Education Committee-**  
Chair Pro-D-Carrie Woodell, CFCM, C.P.M., A.P.P., FCCN  
Scholarship Coord. - Jane Dalrymple, CPPB  
College Ed. Coord. - Chris Rewis, CPPB

**Entity Awards**  
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Co-Chair-Cheryl Olson, C.P.M., CPM

**Fall Workshop Chair**  
Denise Schneider, C.P.M., CPPB

**Finance Committee**  
Chair - John Klatt, C.P.M., CPPB, FCPM  
Wendy Miller, CPPB

**First Timers Com. Chair -** Bobbye Marsala, CPPO, C.P.M., CPPB

**Food Service**  
Chair—Tammy Hodgkins, CPPB, FCPA  
Denise Lipscomb

**Golf Tournament Chair**  
Alan Weaver, CPPB, CPPO

**Historian -** Wendy Geltch, C.P.M., CPPO

**Hospitality Committee**  
Chair - Ray Hooper, CPPB, CPCM  
Seminole Co. Purchasing Staff

**Legislative Affairs Chair -**  
Kirk Buffington, C.P.M., CPPB, MBA

**Membership Directory**  
Chair - Adana Lumsden

**Membership Recruiting**  
Holly Raphaelson, CPPO, CPPB

**Nominating Chair**  
Marian Howe-Pace, CPPO, CPPB  
Parliamentarian - Warren Geltch, C.P.M., CPPB, CPCM

**Past President**  
Cheri Alexander, C.P.M., CPPB

**Photography Chair—** Chris Rewis, CPPB

**Presidential Advisors**  
Cheri Alexander, C.P.M., CPPB  
Bobbye Marsala, CPPO, CPPB  
Cheryl Olson, C.P.M., CPM  
Rhonda Scott, CPPO, C.P.M.  
Kirk Buffington, CPPO, C.P.M., MBA  
Nora Laudermilk, CPPB

**Program Chair**  
Marian Howe-Pace, CPPO, CPPB

**Public Relations/Marketing Chair**  
Craig Rowley, Exec. Dir.

**Resolution/Awards Chair**  
David Nash, CPPO, CPPB

**Sergeant-at-Arms**  
Mike Rath, CPPO, CPPB

**Special Events -** Bobbi Palmer, CPPB

**State Procurement/DMS Rep**  
David Bennett, MBA, CPPO, CPPB, PMP

**Strategic Planning Coordinator**  
Warren Geltch, C.P.M., CPPO, CPCM

**Trade Show Committee**  
Chair – Linda Smith, CPPB, FCPA  
Ranae Smith  
Baron Greenwade  
Photographer-Holly Raphaelson, C.P.M., CPPB

**Transportation Chair - Vacant**

**UPPCC Committee Chair -**  
Rhonda Scott, C.P.M., CPPB

**Volunteer Coordinator**  
Pamila Thompson, CPPO, CPPB

**Website Liaison -** Bruce Gant, C.P.M., CPPB

Are you interested in serving on a committee?  
Contact an Officer or Committee Member for information.
“PROCUREMENT’S STRATEGIC EFFORTS FOR PRODUCING SAVINGS IN DEFICIENT TIMES” ESSAY CONTEST

FAPPO is proud to sponsor the 1st Annual Essay Contest. **Regular** FAPPO members are eligible to participate in the contest. (Officers are not eligible).

Individuals who are interested in participating in this contest must submit a 1000-word essay that focuses on their personal views and Agency efforts in producing saving or deferring costs to their Agency. Five (5) typed double-spaced copies of the essay plus a disk copy in MS Word or WordPerfect (document protected) are required. The essay must have the author's name, address, phone number, and a signed statement giving FAPPO the right to publish the essay in FAPPO literature and on the website. The signed statement must appear on the essay's cover page.

Essay entries must be postmarked on or before February 20, 2009 and sent to Denise Schneider, FAPPO President, c/o the Greater Orlando Aviation Authority, 8652 Casa Verde Rd. Bldg 811, Orlando Florida 32827. Questions should be emailed to Denise Schneider at: dschneider@goaa.org

The current FAPPO Officers will judge the essays based on originality, message/content focus, clarity and grammar.

The winner and runners-up of the essay contest will be announced at the 42nd Annual FAPPO Conference, April 5th through April 8th, 2009 in Orlando, FL and via mail. The winning author will receive $300 FAPPO BUCKS to attend the 42nd Annual Conference, which may be used for Registration or towards the hotel stay at the Peabody. The winning essay will be published in the FAPPO newsletter and reproduced on the FAPPO web site.
# FAPPO 42nd Annual Conference and Trade Show

## “Strategize to Overcome Deficiencies”

**April 5 Thru April 8, 2009**

### Registration Form

<table>
<thead>
<tr>
<th>Name: ________________________________</th>
<th>FAPPO Member</th>
<th>Yes</th>
<th>No</th>
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<td>Name for Badge: __________________________</td>
<td>CPPO __ C.P.M. __ CPPB __ A.P.P. __</td>
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<td>Title: ________________________________</td>
<td>Other Certification:</td>
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<td>Agency: ________________________________</td>
<td>This is my first FAPPO Conference</td>
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<td>Guest ___ Yes - Name: __________</td>
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<td>Email Address:</td>
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<td>Phone: ________________________________</td>
<td>Special Dietary needs or ADA needs?</td>
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### Conference Programs and Fees

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<thead>
<tr>
<th>Full Registration – Includes Conference Program or Public Purchasing in the State of Florida Class (Add’l Cost), Trade Show, Breakfast (Mon, Tues, Wed), Lunch (Sun, Mon, Tue, Wed), Dinner (Sun, Tues)</th>
<th>Early Bird Registration – *Prior to 2/13/09 Conference Program</th>
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<td>Indicate Program Selected: □ Conference Program ONLY</td>
<td>Early Bird Registration – *Prior to 2/13/09 State of Florida Class and all FAPPO events and meals provided.</td>
<td>$645</td>
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<td>□ Public Purchasing in the State of Florida (4 day class and All conference activities &amp; meals.</td>
<td>Regular Registration – Conference Program</td>
<td>$325</td>
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<td>Regular Registration – State of Florida Public Class and all FAPPO events and meals provided.</td>
<td>One Day Registration includes any meals and events scheduled for that day. (NOTE: Trade Show with Lunch is FREE)</td>
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<tr>
<td>□ Sunday</td>
<td>□ Monday</td>
<td>□ Tuesday</td>
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### 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.

Registration Deadline is March 20, 2009.

**Payment by Check**

Check Payable to: FAPPO

Mail to:

FAPPO

8875 Hidden River Parkway

Suite 300 #3059

Tampa, FL 33637

**Payment by Credit Card**

Name on Card: ________________________________

Type: Visa □ MasterCard □ AmEx □

Card #: ________________________________

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<th>Ed Hrs</th>
<th>Date</th>
<th>Day</th>
<th>Time</th>
<th>Session Description</th>
<th>Presenter</th>
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<tr>
<td></td>
<td>4/5/2009</td>
<td>Sunday</td>
<td>8 - 12</td>
<td>Public Purchasing in Florida</td>
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<td></td>
<td>4/5/2009</td>
<td>Sunday</td>
<td>9 - 12</td>
<td>Board Meeting</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>12 - 3</td>
<td>Opening Session</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>12 - 1</td>
<td>Lunch</td>
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<td></td>
<td>4/5/2009</td>
<td>Sunday</td>
<td>12:45 - 1:00</td>
<td>President's Welcome</td>
<td>Denise Schneider, CPPO, CPPB, C.P.M., FCPM, Greater Orlando Aviation Authority</td>
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<td>1</td>
<td>4/5/2009</td>
<td>Sunday</td>
<td>1 - 2:00</td>
<td>TBD</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>2 - 2:15</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>2:15 - 2:45</td>
<td>FAPPO Updates</td>
<td>Marian H Pace, CPPO, CPPB, City of Punta Gorda</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>2:45 - 3:00</td>
<td>Nominations</td>
<td>Marian H Pace, CPPO, CPPB, City of Punta Gorda</td>
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<td>3:30 - 3:45</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>3:45 - 5</td>
<td>Overview of the Antitrust Statutes and Bid Rigging Detection</td>
<td>Laura Daugherty and Lizabeth Leeds, Office of the Attorney General</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>5 - 5:30</td>
<td>First Timers Welcome</td>
<td>Bobbye Marsala, CPPO, C.P.M., CPPB, City of Palm Bay</td>
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<td>4/5/2009</td>
<td>Sunday</td>
<td>6 - 10</td>
<td>Special Event</td>
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<td>4/6/2009</td>
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<td>7:30 - 8:30</td>
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<td>4/6/2009</td>
<td>Monday</td>
<td>8:30 - 10</td>
<td>Networking - City/Cty</td>
<td>Dick Cummings, FNIGP, City of Sunrise</td>
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<td>Networking - Schools</td>
<td>Cheryl Olson, C.P.M., CPM, School District of Osceola County, &amp; Wendy Geltch, C.P.M., CPPO, Polk Community College</td>
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<td>Networking - Spec Dist</td>
<td>John Klatt, C.P.M., CPPO, FCPM, St Johns River WMD &amp; Chris Bross, CPPO, FCPM, S FL Regional Transportation Authority</td>
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<td>Charles Covington, CPPB, Director of State Purchasing &amp; David Bennett, CPPO, CPPB, State Purchasing</td>
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<td>4/6/2009</td>
<td>Monday</td>
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<td>Monday</td>
<td>10:15 - 10:45</td>
<td>Are Your Achieving Success? Achievement in Excellences In Procurement Program (AEP)</td>
<td>Beth Fleming, C.P.M., CPPO, A.P.P., Denton County, Texas</td>
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<td>UPPCC Update</td>
<td>Cheryl Olson, CPPB, School Board of Osceola County</td>
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<td>11 - 11:45</td>
<td>Best Practices</td>
<td>WINNERS!!</td>
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<td>CCNA Reform - What Purchasing Professional Can Do To Gain Leverage and Save Their Agencies Money</td>
<td>Steve Carnell, CPM, Collier County Board of County Commissioners</td>
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<td>Kirk Buffington, C.P.M., CPPO, MBA, City of Fort Lauderdale</td>
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<td>4/6/2009</td>
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<td>Consultant's Competitive Negotiations Act (CCNA)</td>
<td>Cheryl Shanaberger, CPPO, Deputy City of Port St Lucie</td>
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<td>Ray Hooper, CPCM, Seminole County Government</td>
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<td>Request for Proposals - The Two-Step Method</td>
<td>Bobbye Marsala, CPPO, C.P.M., CPPB, City of Palm Bay</td>
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<td>A Brief on Debriefing</td>
<td>Theresa Jordan, C.P.M., CPPB, City of St Petersburg</td>
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<td>Local Vendor Preference, The Debate Continues</td>
<td>Rhonda Scott, C.P.M., CPPO, Osceola County BOCC</td>
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<td>4/7/2009</td>
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<td>Evaluating Responsive Bids</td>
<td>Eileen Youens, UNC</td>
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<td>Luck is NOT a Four Letter Word</td>
<td>David E. Nash, CPPO, CPPB, Retired</td>
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<td>Public Scrutiny - Life in Purchasing When Everyone Really is Watching</td>
<td>Steve Carnell, CPM, Collier County Board of County Commissioners</td>
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<td>4/7/2009</td>
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<td>Life Cycle Costing - Principals &amp; Applications</td>
<td>Keith Glatz, CPPO, City of Tamarac</td>
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<td>Navigating Bid Protests</td>
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<td>Art Adams, Capital Insurance Agency, Inc.</td>
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<td>4/7/2009</td>
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<td>Best Value Procurement</td>
<td>Buddy Storey, CPPB, FCCM, Polk County BOCC</td>
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<td>Innovative Procurement Construction Methods</td>
<td>Rhonda Scott, C.P.M., CPPO, Osceola County and Cheryl Olson, C.P.M., CPM, School District of Osceola County</td>
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<td>Leadership: How to Say No and Still Keep Your Job and Case Studies in Leadership</td>
<td>Warren Geltch, C.P.M., CPPO, CPCM, Orange County FL</td>
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<td>Chris Rewis &amp; Audry Reeves, CPPB, CPPO, FCCM, CPM, Polk County BOCC</td>
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<td>4/8/2009</td>
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<td>3 - 4 Closing Session</td>
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