Message from the President
Alan E. Weaver, CPPB

Dear Members,

The first Tuesday in May will be here before you know it. FAPPO's Annual Conference is just weeks away! The committees have pressed themselves and continue to fine-tune all of the conference and trade show details. From the President's reception on Monday night, which is being co-hosted by the City of Jacksonville and the Radisson Inn to the Closing Session on Friday at noon, everyone will come away from the conference feeling like they have been trained, educated, and fed – both professionally and physically. A copy of the conference schedule and breakout sessions is included in the newsletter. “Going the Extra Mile” is not only a theme, but also a state of mind that all of us need to live on a daily basis, professionally and personally.

For all of you golfers that are hearty and fearless enough to arrive Monday morning, we have arranged for you to play “The Slammer & Squire” at World Golf Village (just north of St. Augustine). The tournament will be played under four-person scramble format with a shotgun start at 12:30 pm. The outing will include a box lunch. The cost for green fees, cart and lunch is $70.00. Please make your check out to FAPPO and send it to: Patrick M. Sherbak, C/O St. Johns River Water Management District, 4049 Reid Street, Palatka, Florida 32177. Please complete the attached registration form and fax to Mr. Sherbak at (386) 329-4546. If we do not get at least 40 players, we may be forced to cancel the outing. FAPPO members and their immediate family may enter the tournament at the reduced rate shown above. Registration forms and entry fees are due by not later than March 31, 2005. Additional information may be obtained by emailing Mr. Sherbak at psherbak@sjrwmd.com.

Learning is fun. Finding out new things, understanding a different way, and discovering ideas that you never thought of are one of the true joys of life. I’m a strong believer that there is no reason why learning can’t be full of laughter and I think you remember it better when it’s done with humor.

The Radisson Riverwalk Hotel installed a deck on the fifth floor overlooking the St. Johns River and the city skyline for Super Bowl XXXIX festivities. We are going to take advantage of this by holding the President’s Reception there on Monday, May 2 at sunset. Check out the FAPPO Web site for some great photos of the city.

see page 2
Message from the President
(continued from page 1)

Please remember to make your reservations at the Radisson by April 15, 2005. The room rate is $109.00 per night. Also, do not forget to bring a copy of your tax exemption certificate when you check in. All taxes will be waived, including the local bed tax and amenity fee.

FAPPO’s conference registration desk will open Monday evening (5:00 – 6:30 pm) and early Tuesday morning (7:30 am). The Conference will start at 8:45 a.m., so plan accordingly by driving up on Monday or early Tuesday.

The Presidential banquet theme will be centered on the movie, “Grease.” We will be having several contests, including Sandy and Danny look-a-likes, hand jive, twist, best-dressed Pink Lady and T-Bird, and a “Grease Lightning” race that you will not want to miss. Find the key to your trunk and pull out your 50’s clothes and let’s Rock N’ Roll!

If this is your first conference, there will be a First-Timers Orientation from 8:00 – 8:45 am on Tuesday, May 2. Attendance is recommended for all first timers. We want to ensure that your week will be an enjoyable experience and make sure you are informed of all conference happenings and activities.

Our Trade Show Committee has been working hard and has lined up many new vendors eager to meet you and share information on their products and services. We will have a ribbon-cutting ceremony on Wednesday morning at 10:00 am. It’s important that all of us attend the trade show and support the vendors. By buying booths at our trade show they enable us to offer professional development seminars to our membership at below cost. The grand prize, along with other gifts and items, will be given away the Closing General Session on Friday. YOU MUST BE PRESENT TO WIN!

If you have any questions or concerns, do not hesitate to call me or e-mail me. See you this May in Jacksonville!

Alan E. Weaver
FAPPO President, 2004-05

…and a Big Welcome to our New Members!!

Ed Ames, Valencia Community College
Cheryl C. Binnall, Palm Beach County - Facilities Management
Lori Houghton, City of Tavares
Ann M. Parsons, Lee County -- Fiscal Pool
Terri L. Seely, Lee County – Fiscal
Michele Rawlins, Polk County
Tiffany Kimball, FL DOT
Christine Calhoun, Palm Beach County

Visit Our Website! www.fappo.org
...and a Big Welcome to our New Members!!

Bernard Guida, South FL Regional Transportation Authority (Tri-Rail)

Ryan Switzer, Seminole County
Sharon A. Bates, C.P.M. -- Florida Gulf Coast University
Lisa Crone -- Lee County
Anthony Hudson, CPPB, CPM -- SW FL WMD
Michele Jones, CPPB - SW FL WMD
Edward Rader - School Board of Marion County
Jason Sheffield -- City of St. Augustine
J. Dereck Miller, City of Fernandina Beach
Andrea Park, Lake County Clerk of Courts
Rebecca Prosser, School Board of Brevard County
Andrea "Andi" Park, Lake County Clerk of Courts
Toni Holland Jacksonville Housing Authority
Tonia Lawson, Okaloosa-Walton College
Claudette E. Saunders, School Board of Miami-Dade County
Eddie R. Bailey, Broward County

...and returning members:

Mike Bowen, Seminole County
Mike Hauer, CPPO -- Collier County

WELCOME TO ALL!

We look forward to seeing you at the upcoming Annual Conference.
WHERE:  World Golf Village
        The Slammer and Squire
        2 World Golf Place
        St. Augustine, Florida

WHEN:  Monday, May 2, 2005
        11:30 am Shotgun Start

FORMAT:  4 Person Scramble, select your own foursome (if unable to organize a
          foursome we will place you with a group).

COST:  $70 per person for FAPPO members & their immediate family.
       $110 per person for vendors and other participants.
       Entry fee includes green fee, cart, driving range, prizes, 2 mulligans, entry in
       longest drive & closest to the pin, and the box lunch prior to start. Complimentary
       fruit will be provided to participants at the 1st and 10th tees.

PRIZES:  Prizes will be awarded to 1st, 2nd, & 3rd place foursomes; and miscellaneous
         door prizes.

CONTESTS:  Longest drive, closest to the pin, putting and accuracy will be held.

DEADLINE:  Friday, April 8, 2005

COMMITTEE:  Patrick Sherbak (386) 329-4451
             Sam Browning
             Ray de Lugo, Jr.

The World Golf Village’s first 18-hole course is The Slammer & Squire, named for its legendary
course consultants, Sam Snead and Gene Sarazen. With its clubhouse just yards from the World
Golf Hall of Fame, The Slammer & Squire meanders naturally through native flatwoods and hardwood

Visit Our Website! www.fappo.org
hammocks, and bordering wetland preserves and wildlife habitat. The course is nestled into the existing surroundings so as not to disturb the area’s pristine natural setting.

NAME: _________________________________

ENTITY/COMPANY: _________________________________

ADDRESS: __________________________________________

CITY: _______________ STATE: ___________ ZIP: _______

PHONE: ______________________________________________

GUESTS (The subsidized rate is available to FAPPO members and their immediate family).

1. _________________________________

2. _________________________________

3. _________________________________

TOTAL FAPPO MEMBER GOLFERS: _______ X $ 70.00 = $_______

TOTAL VENDOR & OTHER GOLFERS: _______ X $ 110.00 = $_______

Please fax this form to: Patrick Sherbak – (386) 329-4451

Mail your check or money order payable to “FAPPO” and mail it to:
Patrick Sherbak – FAPPO
P. O. Box 2553
Palatka, Florida 32178-2553

For additional information contact Mr. Sherbak at (386) 329-4451 or psherbak@sjrwmd.com.

REGISTRATION FORM AND ENTRY FEE MUST BE REMITTED BY NO LATER THAN APRIL 8, 2005.
Florida Association of Public Purchasing Officers

38th Annual Conference & Trade Show
“Going the Extra Mile”
May 3 - 6, 2005

Location: Radisson Riverwalk Hotel
1515 Prudential Drive
Jacksonville Florida 32207
Reservations: (800) 333-3333
Telephone: (904) 396-5100
Fax: (904) 396-7154

✓ The room rate is $109.00.
✓ Your reservations should be made directly with the hotel.
✓ The cutoff deadline is April 15, 2005.
✓ When making your reservation, please specify that you are with FAPPO.
✓ No refunds if cancelled after April 1, 2005.

Check all that apply: □ First Timer
□ Would like to be a “Welcome Buddy” for a First Timer
□ Early Registration Fee: $250 if paid on or before March 31, 2005
□ Registration Fee: $275.00 if paid after March 31, 2005
□ One-Day Registration Fee: $100

NO CONFERENCE REGISTRATION REFUNDS AFTER APRIL 15, 2005.
Guest Fee: Tickets may be purchased separately for each event at Registration:
Lunch Ticket- $20.00: Special Event Ticket-$50.00: Banquet Ticket-$50.00

Registration
(Please type or print)

Name: ___________________________   Last Name: ___________________________
First Name: ___________________________   Nickname for Badge: ___________________________

Check (If Applicable): □ CPPO □ CPPB □ C.P.M. □ A.P.P. □ CPCM

Title: ___________________________
Agency: ___________________________
Address: ___________________________
City: ___________________________, FL   Zip+4: ___________________________
Telephone: ___________________________   Fax: ___________________________
EMail: ___________________________

IMPORTANT: Please fill in form completely, and return with your check payable to:
Florida Association of Public Purchasing Officers, Inc. or FAPPO, Inc.
In care of FAPPO’s Treasurer:
David Nash, CPPO, CPPB
949 NW 38th Street, Fort Lauderdale, Florida 33309
Office: (954) 828-7816   Fax: (954) 828-7897
e-mail: dnash@fortlauderdale.gov
### MONDAY, MAY 2, 2005

<table>
<thead>
<tr>
<th>TIME</th>
<th>SUBJECT / SPEAKER</th>
<th>ROOM / LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00am – 4:00pm</td>
<td>Board of Directors Meeting</td>
<td>Board of Directors Meeting</td>
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<tr>
<td>12:30pm – Till</td>
<td>FAPPO Golf Tournament</td>
<td>FAPPO Golf Tournament</td>
</tr>
<tr>
<td>5:00pm – 6:30pm</td>
<td>Early Registration</td>
<td>Early Registration</td>
</tr>
<tr>
<td>6:30pm - 9:30pm</td>
<td>Presidential Reception</td>
<td>Presidential Reception</td>
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### TUESDAY, MAY 3, 2005

<table>
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<tr>
<th>TIME</th>
<th>SUBJECT / SPEAKER</th>
<th>ROOM / LOCATION</th>
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<tbody>
<tr>
<td>7:30am – 8:30am</td>
<td>Registration</td>
<td>Registration</td>
</tr>
<tr>
<td>8:00am – 8:40am</td>
<td>First-Timers Orientation</td>
<td>First-Timers Orientation</td>
</tr>
<tr>
<td>8:45am – 10:29am</td>
<td>Opening Ceremonies/Breakfast/Keynote Speaker</td>
<td>Opening Ceremonies/Breakfast/Keynote Speaker</td>
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</table>

**Keynote Speaker:** RICK BUTTS, a hilariously funny, motivational speaker, will provide the keynote address at the Opening Ceremonies. “In this day and age of change and uncertainty, many of us feel a lack of control on certain aspects of our lives. Rick Butts will energize and amuse you with his hilarious speech, “Kicking the Big ‘Butts’ of Life—Get off Your Excuses and Do Big Things” Rick will share with us his insights on dealing with the stress of change and taking charge of your life using control, clarity and courage. Rick has been a pig farmer, rock star, lumberjack, minister and sales trainer, just to name a few. Join Rick as he shares his many funny stories and examples for a one-of-a-kind unique look at the powerful methods he has used to do big things.”
TUESDAY, MAY 3, 2005

10:30am – 10:44am.......BREAK......................

10:45am – 11:59am.......Breakout Session: Rick Butts
“WORKS AND PLAYS WELL WITH OTHERS”
The most important Secret to Success in the world!

12:00pm – 1:00pm.........Lunch (Provided)

1:00pm- 2:15pm ..........Updates
STATE Update-Fred Springer
NIGP Update-Rick Grimm
NPI Update-Wayne Casper

2:15pm- 3:45pm ..........“MAINTAINING ‘POSTIVITY’ NO MATTER WHAT HAPPENS TO YOU”
Carolyn Thompson, President,
Training Systems, Inc., Frankfort, IL

2:15pm- 3:45pm ..........”EXCELLENCE IN PUBLIC PROCUREMENT”
Wayne A. Casper, C.P.M.,
Achievement of Excellence in Procurement Committee Chair and
Director of Procurement, City of Tucson, AZ

3:46pm-3:59pm .........BREAK......................

4:00pm –5:30pm.........“LEADING AND FACILITATING GROUP DISCUSSIONS”
Carolyn Thompson, President,
Training Systems, Inc., Frankfort, IL

4:00pm –5:30pm.........Roundtable Discussion –
“HURRICANES ARE YOU PREPARED – DISASTER PREPAREDNESS”
Co-Moderators:
Marian Howe, CPPO, CPPB, Procurement Manager, City of Punta Gorda,
Nora Laudermilk, CPPB, Procurement Official, City of West Palm Beach

6:30pm – Till...............SPECIAL EVENT ............... Sea Turtle Inn, Jacksonville Beach, Transportation provided
**WEDNESDAY, MAY 4, 2005**

**TRADE SHOW**

**THURSDAY, MAY 5, 2005**

<table>
<thead>
<tr>
<th>TIME</th>
<th>SUBJECT / SPEAKER</th>
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<tbody>
<tr>
<td>8:00 – 8:30am</td>
<td>Continental Breakfast</td>
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<tr>
<td>8:30 – 9:45am</td>
<td>“EMBRACING A COMPETITION CULTURE: THE SOLE SOURCE DILEMMA”</td>
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<tr>
<td></td>
<td>Theodore G. Lucas, CPPO, Director of Procurement, Miami-Dade County,</td>
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<td></td>
<td>Amos C. Roundtree, Competition Advocate, Miami-Dade County,</td>
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<td></td>
<td>Andrew S. Zawoyski, CPPO, CPPB, Chief Negotiator, Miami-Dade County</td>
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<td>8:30 – 9:45am</td>
<td>“CASE LAW”</td>
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<td></td>
<td>Kirk W. Buffington, MBA, C.P.M., Assistant Director,</td>
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<td></td>
<td>Administrative Services, City of Fort Lauderdale, Fl</td>
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<tr>
<td>9:46 – 9:59am</td>
<td>Break</td>
</tr>
<tr>
<td>10:00 – 11:30am</td>
<td>TBD</td>
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<td></td>
<td>Judy Bailey, President, PtdBailey, Inc., Seminole Fl</td>
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<tr>
<td>10:00 – 11:30am</td>
<td>TBD</td>
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<tr>
<td>11:31am – 1:00pm</td>
<td>BUSINESS MEETING..................(Lunch Provided)</td>
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**THURSDAY, MAY 5, 2005**

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<tr>
<th>TIME</th>
<th>SUBJECT / SPEAKER</th>
<th>ROOM / LOCATION</th>
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<tbody>
<tr>
<td>1:15pm - 2:45pm</td>
<td><strong>“GOD IS FORGIVING. CONTRACTS AREN’T”</strong>&lt;br&gt;The Ultimate success or failure of a contract depends on how it is monitored and administered. “It is hard to administer a poorly written contract, but it is all too easy to administer a well-written contract poorly”&lt;br&gt;Beau Grant, President, Beau-Geste Enterprises, Inc.</td>
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<td>1:15pm - 2:45pm</td>
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<tr>
<td>2:46pm – 2:59pm</td>
<td>BREAK</td>
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<tr>
<td>3:00pm - 4:30pm</td>
<td><strong>“ON LINE SURPLUS PROPERTY MANAGEMENT SYSTEM”</strong>&lt;br&gt;Donna Wagner, Senior Purchasing Agent, County of Volusia</td>
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<tr>
<td>3:00pm - 4:30pm</td>
<td><strong>“CHANGE, CHALLENGES AND CHOICES”</strong>&lt;br&gt;Change happens whether we want it to or not. Find out how to identify the changes taking place in your procurement environment, evaluate the challenges (and opportunities) they present to you and then make your choices and develop a realistic plan of action.&lt;br&gt;Beau Grant, President, Beau-Geste Enterprises, Inc.</td>
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<tr>
<td>6:30pm – Till</td>
<td><strong>RECEPTION/DINNER/BANQUET</strong></td>
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<tr>
<td>TIME</td>
<td>SUBJECT / SPEAKER</td>
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<tr>
<td>7:45am - 8:25am</td>
<td>Breakfast Buffet with Morning Session</td>
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<tr>
<td>8:30am – 9:40am</td>
<td>ROUNDTABLE DISCUSSION- CITIES AND COUNTIES</td>
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<td></td>
<td>Co-Moderators:</td>
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<td></td>
<td>Theodore Lucas, Director of Procurement, Miami-Dade County;</td>
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<td>Dick Cummins, Director, Broward County</td>
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<tr>
<td>8:30am – 9:40am</td>
<td>ROUNDTABLE DISCUSSION-SCHOOLS/UNIVERSITIES/OTHER</td>
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<td></td>
<td>Co-Moderators:</td>
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<td></td>
<td>Wendy Geltch, C.P.M., CPPO, CPPB, CPCM,</td>
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<td>Purchasing Agent, Polk Community College, Winter Haven, Fl</td>
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<td>John Klatt, C.P.M., CPPO, Director of Purchasing &amp; Warehousing</td>
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<tr>
<td>9:45am - 11:00am</td>
<td>”SUNSHINE LAW”</td>
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<td></td>
<td>Kirk W. Buffington, MBA, C.P.M.,</td>
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<td></td>
<td>Assistant Director, Administrative Services, City of Fort Lauderdale, Fl</td>
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<td>9:45am - 11:00am</td>
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<td></td>
<td>Kenneth D. Hayslette, C.P.M., CPPO, CPCM,</td>
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<td>Director of Procurement, Lake County, Fl</td>
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<tr>
<td>11:00am – 12:00</td>
<td>Closing General Session</td>
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</table>
RECENT CERTIFICATIONS

February 2005

CPPB’s

Rosalyn McIntosh, CPPB
Senior Procurement Analyst
Hillsborough County Purchasing Department

Nancy Squires, CPPB
Contract Services Specialist
Pinellas County Utilities

CONGRATULATIONS !!!!

Rebecca Jones, CPPB, and Barbara Carter, CPPB, Osceola County Florida BOCC
Procurement Services Office on their respective promotions! Rebecca Jones has been promoted to the Contract Manager position and Barbara Carter is now Procurement (Purchasing) Supervisor.

And…..

Congratulations to Russ Wetherington, CPPB, CPCM, FAPPO Vice President, on his new position as the Deputy Director, Central Services at Polk County Sheriffs Office on January 24, 2005. Russ can be reached at his new phone number: 863-413-2882, Fax#: 863-413-2918 email: rwetherington@polksheriff.org
## 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>Joe Tommie</td>
<td>Sourcing in the Public Sector</td>
<td>School District of Osceola County, 817 Bill Beck Blvd Bldg 200, Instructional Media Centre Classroom Kissimmee, FL 34744</td>
<td>April 6-8, 2005 8:00 AM-5:00 PM</td>
<td>M $250.00</td>
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<td>N $470.00</td>
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<td></td>
<td>Tony Ellis</td>
<td>Get What You Need Through Successful Negotiation Strategies</td>
<td>City of Greenacres Community Center 501 Swain Blvd Greenacres, FL 33463</td>
<td>May 26-27, 2005 8:00 AM-5:00 PM</td>
<td>M $225.00</td>
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<td>N $330.00</td>
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</tbody>
</table>

Please circle one:  

- **M** -- Member  
- **N** -- Non-Member

Name: ____________________________________________

Entity: ___________________________________________

Address: ________________________________________________________________________________

City: ____________________________________________, FL Zip________________________

Telephone: (_____)(___________________________) Facsimile: _(_____)(________________)

Payment arrangements must be made in advance.

Make checks payable to: Florida Association of Public Purchasing Officers, Inc.

Tax I.D. Number 59-2615678

Mail registration form and payment (No Purchase Orders/Credit Cards) to:

Debra J. Stratton, CPPO  
Contracts/Procurement Analyst  
St. Johns River Water Management District  
4049 Reid Street  
Palatka, Florida 32177  
FAX: (386) 329-4546  
e-mail: dstratto@sjrwmd.com

Visit Our Website! www.fappo.org
MEMBERSHIP PHOTOS!

It has been suggested that FAPPO should provide the means to include a picture along with the member profile information in FAPPO’s database. To this end, our fellow members would be able to connect a face with the name. Our website administrator has advised me that our database structure can be modified for a small fee. I have given the go ahead to modify the database to include a digital picture. Please forward your most complimentary mug shot and we will post it along with your name. The pictures, along with member information, will only be available to fellow FAPPO members.

Upcoming Events

FAPPO Board Meeting May 2, 2005

Annual Spring Conference May 3, 2005

Trade Show May 4, 2005

!! Mark your calendars and register now for the Spring Conference !!

Theme for the Banquet is “The 50’s”

– Get Ready to Rock and Roll!!!
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:_________________________________________________________________________

Street Address:_____________________ City:_____________________

Phone:_____________________ Fax:_____________________ E-Mail:_____________________

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

List the committees he/she has served on:

Year   Committee
____   ____________________________
____   ____________________________
____   ____________________________
____   ____________________________
____   ____________________________

Describe the professional accomplishments of member:

______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________

Continued on page 16
He/she has attained the following professional purchasing certification(s):

____ CPPO ______CPPB _____C.P.M. _____A.P.P. _____CPCM _____CACM

He/she 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:_______________________

Please feel free to attach additional sheets and documentation as necessary.

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

Mail nomination form to:

Russ Wetherington, CPPB, CPCM
P.O. Box 1992
Apopka, FL  32704

Phone: (863) 413-2882   Fax: (863) 413-2918   E-Mail: rwetherington@polksheriff.org

Get involved!   It’s so rewarding.
**Membership Application / Dues Invoice**

*Please type or print*

Name: _______________________________ Last ___________________________ First ___________________________ M.I. ___________________________

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

Title: __________________________________________

Entity: _________________________________________

Address: _______________________________________

City: ___________________________ FL Zip+4: __________

Telephone: (______) __________________ Fax: (______) __________________

EMail: _________________________________________

Website: _______________________________________

*Include Entity’s Purchasing Home Page, if applicable*

---

*Check all that apply:* □ Renewal □ Institutional Membership / Entity Check □ New Member □ Personal Membership / Personal Check

□ Regular or Associate Member: $ 30.00

□ Late Fee (after Sept. 1*): $ 10.00

* Late Fees do not pertain to New Members

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□ Membership Directory on CD □ Membership Directory in Hard Copy

Your annual copy of the Membership Directory will be available in December from the FAPPO website as downloadable PDF files, unless you mark a box (above) for a CD or a hard copy version.

For information, contact the Membership Directory Chairman:

Wendy Geltch, C.P.M., CPPB / 863-297-1083 / wgeltch@polk.edu

www.fappo.org

FAPPO’s FEIN: 59-2615678

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Please fill in this form completely, and return with your check (no credit cards) payable to …

Florida Association of Public Purchasing Officers, Inc. or FAPPO, Inc. to:

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Cheri Alexander, C.P.M., CPPB
Sarasota Manatee Airport Authority
6000 Airport Circle
Sarasota, FL 34243-2105
FAPPO OFFICERS, 2004-2005

President
Alan Weaver, CPPB
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