Message from the President

We are fast approaching our 47th Annual Conference and Trade Show at the Marriott West Palm Beach and The Palm Beach County Convention Center, April 13-16!!! You still have time to register but hurry! Your Board has been working diligently to ensure that all delegates have a great Conference experience in West Palm Beach. If you have not already done so, I encourage you to make plans to join us for an amazing conference!

Our Annual Conference Program Chair, David Bennett, CPPO, FCCN, PMP, has assembled an outstanding program with the best in presenters and current topics to get you ready for this year’s conference theme “Challenged to Change”.

Our Trade Show Chairs, Chris Rewis, CPPB, CPPO and Holly Raphaelson, CPPO CPM, and our Executive Director, Craig Rowley along with our Trade Show committee have put together a Trade Show that will showcase the latest in products and services available from our vendor community. Please encourage your end user departments to attend the Trade Show on April 14 at the Palm Beach County Convention Center. Admission is free with only a government ID to gain entry. The Trade Show is a great opportunity for you and your end user departments to learn about the new products and services available from a large group of vendors assembled all at one location.

I’d like to congratulate all the FAPPO entities that received the Award of Excellence. This is a great accomplishment and I look forward to this presentation and also the Best Practice Awards during the Presidential Banquet.

First timers we welcome you!!! Please plan on attending the First Timer’s Orientation scheduled on Monday, April 15. The session will be informative and will provide you with valuable details to assist you to make the most of your first FAPPO conference experience.

Time is running out!!!
Early registration for the conference is prior to March 21st, register online at:
https://www.fappo.org/EventPlanner/RegisterAttendee/1

I look forward to seeing all of you at the Conference!!!

Cheryl
**Vice President**

In less than two months we will be holding our 47th Annual Conference and Trade Show. If you have not already done so, I encourage you to make plans to join us at this year’s conference. This year’s conference theme is, “Challenged to Change”. Change is rarely easy so we have lined up an impressive selection of presenters who are eager to share their knowledge and recommendations with us.

We are always looking for volunteers so please let me know if you would like to serve on a committee next year. I look forward to seeing you all at the conference!

*David Bennett*

---

**Treasurer**

It’s hard to believe that we are just 6 weeks away from our Annual Conference in West Palm Beach. Major kudos to my fellow officers, our Executive Director, Craig Rowley, and especially all of the hard working Committee Chairs and Volunteers, for without them it wouldn’t be possible to put on a first class Conference and Trade Show. I’m extremely grateful for the experience and opportunity to serve and participate in this great organization. See you in West Palm Beach.

*Joe Benjamin*

---

**Secretary**

Where has the time gone? In a few weeks we will be at the Annual Conference in West Palm Beach. Much hard work goes into planning this annual conference and I would like to thank everyone involved in all the planning and volunteering. There’s still time to volunteer. I am in need of a few volunteers for the Registration Table. Contact me if you are interested. I am looking forward to seeing you in West Palm Beach next month!

Diane Wetherington
Volunteer for FAPPO…….. It is a rewarding experience!

### CALENDAR OF EVENTS

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Details</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>04/13/2014</td>
<td>FAPPO BOARD MEETING</td>
<td>WEST PALM BEACH, FL</td>
</tr>
<tr>
<td>04/13—16/2014</td>
<td>47TH ANNUAL CONFERENCE &amp; TRADE SHOW</td>
<td>WEST PALM BEACH, FL</td>
</tr>
</tbody>
</table>

### CAREER OPPORTUNITIES

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ENTITY</th>
<th>CLOSING DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROCUREMENT SPECIALIST</td>
<td>POLK COUNTY BOARD OF COUNTY COMMISSIONERS</td>
<td>3/27/14</td>
</tr>
<tr>
<td>BUYER</td>
<td>SARASOTA MANATEE AIRPORT AUTHORITY</td>
<td>4/15/14</td>
</tr>
<tr>
<td>ASSOCIATE CATEGORY MANAGER</td>
<td>STATE OF FL DEPT. OF MANAGEMENT SERVICES</td>
<td>7/3/14</td>
</tr>
</tbody>
</table>
Congratulations to This Year’s Winners!

By: Keith Glatz, CPPO, FCPM

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. This year we started the process a little earlier, and we now know the winners of both the Excellence in Public Procurement Award and the three (3) Best Practice Award winners as well. Congratulations to this year’s winners of the FAPPO Excellence in Public Procurement Award, which was awarded to sixteen (16) entities, and to our three (3) winners of the Best Practices Award, as well as the two (2) entities recognized as achieving an honorable mention status for that award.

Congratulations to the following Winners!

Entity Award Winners:

- Broward County
- City of Boca Raton
- Brevard County Schools
- Hernando County Schools
- City of Lakeland
- Lynx
- City of Miami Gardens
- Orange County
- Orange County Schools
- City of Orlando
- City of Port St. Lucie
- Polk County Schools
- Seminole County
- SFTRA – Tri Rail
- St. Johns River WMD

City of Winter Park

Best Practices Winners:

- **Broward County Board of County Commissioners Purchasing Division**

  Category: Innovation in the Purchasing Process

• The School Board of Brevard County Florida, Office of Purchasing & Warehouse Services
  
  Category: Contribution to the Advancement of Community, Your Entity or the Public Purchasing Profession


• Hillsborough County Aviation Authority Procurement Department
  
  Category: Cost Savings

  Entry: “On-line Meeting Capabilities for Pre-Bid/Proposal Meetings with Vendors”

Best Practices Honorable Mention:
• Daytona State College
  
  Entry: “Create & Maintain a ‘Cost Savings Log’ for Requisitions”

• Central Florida Regional Transportation Authority d/b/a Lynx
  
  Entry: “Progressive Design Build as an Innovative Procurement Methodology”

Members interested in viewing the Best Practices Award will soon be able to view the Best Practices essays at the FAPPO web-site, [http://www.fappo.org/awards.asp](http://www.fappo.org/awards.asp). We look forward to seeing even MORE entries next year!
All together we have a new balance of $6,959.00 ~ Outstanding!!

The Norma M. Showley Memorial Scholarship Fund was created to provide members an opportunity to donate to a separate fund in order to increase the amount of available scholarships. If you’re interested in contributing to this worthwhile cause, please be sure to make your check out to FAPPO using the form on the website and enclosed. Your generosity is greatly appreciated.

Norma Showley History
Norma Showley Memorial Scholarship Fund Donation Form

Norma Showley Scholarship Fund & Application

Thank you very much,

Cheri Alexander
cheri.alexander@srq-airport.com

We received some great ideas (Thanks Teresa and others) to include a student in high school or university that may be interested in the procurement field as a profession. More to come after some research. In the meantime the attached article is from the Sarasota Herald authored by the Washington Post, Michelle Singletary reference the Pew Research Center which centers on the rising cost of not going to college (see attached).

Cheri Alexander
A college degree can pay off, but you must be smart about it

With the rising cost of college, people have been asking if it's worth the investment.

But that might be the wrong question.

We know that many employers demand a college degree — any degree — as a requirement for someone to be considered for an interview. It's frustrating for laid-off workers without degrees to be ignored or undervalued despite their years of experience and skills.

Still, if you have to borrow to go to college, the real question is not about the degree but rather the debt. Since it will take years to pay off, is that really worth it? Now the Pew Research Center has looked at the issue in a different light — the rising cost of not going to college.

And it would appear there's hard evidence that it is worth it to get your degree, although I would still caution that you have to be careful how much you pay.

Pew found that young college graduates are outperforming their peers with less education by all sorts of measures — from poverty levels to annual income to the ability to become employed full time.

College graduates 25 to 32 — the so-called millennials — earn about $37,500 more annually than employed young adults with a high school diploma or those with an equivalent such as a General Educational Development certificate, according to Pew, which surveyed 2,002 adults and supplemented its analysis with economic data from the Census Bureau.

Pew also noted that the income gap was significantly smaller in previous generations. "In 1979, when the first wave of baby boomers were the same age that millennials are today, the typical high school graduate earned about three-quarters (77 percent) of what a college graduate made," the report said. "Today, millennials with only a high school diploma earn 62 percent of what the typical college graduate earns."

Poverty rates are higher for people with only a high school diploma or the equivalent — 22 percent compared with 6 percent of today's college-educated young adults. This is a huge difference when you consider that only 7 percent of baby boomers with just a high school diploma were living in poverty in 1979, when they were in their late 20s and early 30s.

Today's young adults are the best-educated generation in history and as a result are more likely to be paid more: Millennials with a bachelor's degree earn a median income of $45,500, compared with $28,000 for a high school graduate. They also are significantly less likely to be unemployed than peers with a high school diploma.

Nonetheless, a degree doesn't guarantee you won't face economic hardships, Pew points out.

"To be sure, the Great Recession and painfully slow recovery have taken their toll on the millennial generation, including the college-educated,'" the authors of the report wrote. "Young college graduates are having more difficulty landing work than earlier cohorts. They are more likely to be unemployed and have to search longer for a job than earlier generations of young adults."

Pew asked the young adults if they had major regrets while in college. In retrospect, people felt they should have prepared better for the type of job they wanted, studied harder, started their job search earlier or chosen a different major. The top regret: Half the college graduates surveyed felt that getting more work experience would have put them in a better position to enter their chosen career field.

I'm dismayed at the number of college students and graduates I talk to who tell me they failed to get even one internship related to the job they wanted while they were in school.

Pew asked the college-educated folks if college was worth it. The overwhelming majority said yes. But graduates who didn't take out education loans were more likely than those who did to say that their degree has paid off (91 percent compared with 79 percent).

So college does pay off for a lot of people. But don't confuse that with college at any cost. You need to be moneywise about what you can afford and get some work experience while you are still in school.

Contact Michelle Singletary c/o The Washington Post, 1150 15th St. N.W., Washington, DC 20071, or email singletarym@wpashost.com.
<table>
<thead>
<tr>
<th>CLASS</th>
<th>Apr-14</th>
<th>May-14</th>
<th>Jun-14</th>
<th>Jul-14</th>
<th>Aug-14</th>
<th>Sep-14</th>
<th>Oct-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alternative Dispute Resolution</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>SEFL-NIGP 5/14/14-8/15/14 (Pompano Beach)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Best Practices in Developing Construction Bid Documents</td>
<td></td>
<td></td>
<td></td>
<td>TB NIGP 6/6/14 (Tampa)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contract Administration</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>SEFL-NIGP 7/24/14-7/25/14 (Pompano Beach)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contracting with Federal Funds/Grants “Intermediate”</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>TB NIGP 9/4/14-9/5/14 (Tampa)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Effective Contract Writing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>CFC-NIGP 10/8/14-10/10/14 (Kissimmee)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Introduction to Public Procurement</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>TB NIGP 10/3/14 (Tampa)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Introduction to Public Private Partnerships (P3s)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>TB NIGP 10/3/14 (Tampa)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>“IT Sourcing &amp; Procurement Challenges” Winter Workshop</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>TB NIGP 10/3/14 (Tampa)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>When Bad Things Happen to Blds: Strategies for Ensuring a Successful Public Construction Project</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>TB NIGP 4/10/14 (Tampa)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
PROFESSIONAL DEVELOPMENT—LEGEND

CFC-NIGP: Central Florida Chapter of NIGP
website: www.nigp-cfc.org

SEFL NIGP: Southeast Florida Chapter of NIGP
website: www.nigpsefl.org

TB NIGP: Tampa Bay Chapter of NIGP
website: HTTP://www.nigp-tampabay.org/
How to Become a Host Site

If your agency is interested in hosting a FAPPO sponsored seminar, this document will provide you with the process guidelines.

Requirements

Must be a current FAPPO member to host a FAPPO sponsored seminar and serve as site coordinator. A local agency or NIGP chapter is eligible to host one (1) class per fiscal year. The site coordinator is eligible to attend one (1) seminar per year.

Responsibilities

1. Provide a seminar facility, at no cost to FAPPO, which will accommodate up to 30 attendees, as well as any equipment that is required by the instructor (i.e. easel pad, markers, projector, screen, etc.).

2. Submit request to host in writing to FAPPO ProD Chair. Provide seminar dates in request. Each seminar requires a minimum of 8 attendees for the seminar to be held. Plan seminar dates accordingly to allow enough time to reach minimum requirements. Host requests should be submitted a minimum of sixty (60) days prior to seminar date(s).

3. Provide a completed Seminar Logistics Form to the FAPPO ProD Chair when requested. This form will provide details on local hotel including address, contact number, rates and proximity to nearest airport.

4. Correspond with assigned instructor and ProD Chair to ensure proper flow of information to all parties.

5. Provide light refreshments each morning and afternoon for the duration of the seminar. FAPPO will generate a check in the amount of $200.00 to the site coordinator to cover the cost.

6. Receive and secure all books and materials for the seminar. Upon receipt of shipments, confirm receipt of correct materials and communicate that to ProD Chair. Receive NIGP toolkit and provide to instructor at start of seminar.

7. Distribute required forms each seminar day, including registration forms, sign in sheets (each morning and afternoon), and evaluation sheets.

8. Provide attendees with a listing of nearby restaurants and be available to assist with any inquiries to ensure a positive training experience.

9. At end of seminar, ship unused materials back to NIGP within 2 days; may use portion of funds provided by FAPPO. Return required forms ONLY in pre-paid UPS envelope within 2 days.

10. Mail all receipts and unused funds back to FAPPO Executive Director for reconciliation.

In exchange for serving as the site coordinator and performing all aforementioned duties, FAPPO will pay the cost of registration for that designee.
The National Council for Public Procurement and Contracting (NCPPC) is pleased to announce its endorsement of position papers submitted by NIGP, The Institute for Public Purchasing. In a related exercise, the NCPPC is promoting white papers submitted by NASPO, the National Association of State Procurement Officials. This is the first time in its 7-year history the NCPPC has authorized its seal of approval.

In its mission to promote the value of the public procurement, earlier this year the NCPPC issued a Call for Papers to its affiliate agencies. In response, both NIGP and NASPO submitted papers to the Council seeking NCPPC endorsement.

Immediate Past Chair Cheri Alexander, who issued the initial Call for Papers stated, "This has been an eventful year for the Council and we are pleased to endorse papers that provide such value to the profession."

Denni Baumer, Chair of the NCPPC, looks forward to the future, "It has been a tremendous step forward in our overall mission and the NCPPC is focused on strengthening the high standards recognized by the public procurement industry."

The now endorsed position papers submitted by NIGP are entitled, *Outsourcing in the Public Sector* and *Transparency in Government; Transparency in Procurement*; the NASPO white papers are, *Meeting the Challenges of World-Class Procurement, In-State Preferences*, and *State Procurement Small Business Socio-Economic Consideration*. All five papers can be read by visiting the NCPPC website.

The NCPPC is comprised of eight charter associations, each with equal representation:
- California Association of Public Procurement Officers, Inc. (CAPPO)
- Florida Association of Public Procurement Officials, Inc. (FAPPO)
- National Association of Educational Procurement, Inc. (NAEP)
- National Association of State Procurement Officials (NASPO)
- National Contract Management Association (NCMA)
- National Institute of Governmental Purchasing (NIGP)
- National Procurement Institute, Inc. (NPI)
- Canadian Public Procurement Council (CPPC)/ Conseil Canadien des Marches Publics (CMMP)
On January 15, 2014, the Department of Management Services (DMS), Division of State Purchasing, released two new state term contracts to assist state agencies and other eligible users with management and financial services’ needs. The first contract has eleven available vendors and enables users to purchase Management Consulting Services (No. 973-000-14-01) including management and strategy consulting, program planning, and process improvement services. The second contract has six available vendors and covers services for Financial and Performance Audits (No. 973-000-14-02) including financial statement audits, internal controls audits, and program results and fraud audits.

Both new contracts have an initial term of three years and both contracts offer users the choice of awarding work orders based on hourly rates or project completion.

A new feature of these contracts is a requirement that customers must issue a request for quote (RFQ) to all vendors for every project before ordering services. Requiring customers to give all available vendors the opportunity to provide quotes will increase competition among the vendors for each project and give customers a better opportunity to find the best combination of services and prices to meet their needs.

These new state term contracts are available for review by clicking the links provided below.

Management Consulting Services

Financial and Performance Audits

Corina Chiorescu, the Contract Manager, is available to answer questions at Corina.Chiorescu@dms.myflorida.com.
Hello FAPPO Members! As we approach our spring conference, we remind you to continue gathering your non-cash donations for this year’s non-profit organization: the Fisher House located in West Palm Beach. Our military fights for our freedom and many come home wounded. The Fisher House program provides a home away from home for families of injured military personnel. These homes help to cover the gap beyond what is normally provided by the US Department of Defense and US Department of Veterans Affairs.

Any donations of food items, as well as, puzzle books and games are welcome.

Please see the larger list provided for more suggestions. Thank you in advance of this worthy cause.

Submitted by: Mark Raiford / Susan Blair
WPB VAMC Fisher House Wish List

If your organization or friends & family would like to collect and donate items for families staying at the Fisher House, the following is a list of the most requested items:

**Staple Foods:**
Individual snacks (cracker pack, snack cakes, pudding, applesauce, chips), crackers, ravioli/pasta, soups, sodas, juice, cereal, spices, condiments, K-Cups (coffee & tea), eggs, creamer, milk, sugar, etc.

**Miscellaneous Items:**
Blue-Rays/DVDs, X-Box games, Wii games, toys (ages newborn – 7rs), Gift Cards (grocery, retail (Wal-Mart, Target), phone, gas). (no stuffed animals please)

**Household Products:**
Batteries, paper towels, facial tissue, liquid dish soap, dishwasher detergent, laundry detergent, fabric softener, fabric softener sheets, paper coffee cups, coffee stirrers, paper plates, napkins, plastic eating utensils, disposable cups. (no Styrofoam products please)

**Office Supplies:**
Stationery, sticky notes, printer ink (Epson T273120 black and color), black markers (Sharpies)

**Facts and Figures:**
- Opened to serve veterans and their families in September 1995
- An 8 bedroom home, centrally located on the West Palm Beach Veteran Affairs Medical Center Campus.
- Divided into two stories, with a living room, dining room, laundry room and fully equipped kitchen, small sitting room.
- In 2011 we accommodated 1279 guests with an average length of stay of 4 days.
- Our average occupancy rate is 97%.
- To date, over 10,835 families have stayed at our house.

If you would like to find out more about the West Palm Beach VA Medical Center Fisher House, please contact the Fisher House Manager at 561-422-5554.
The Office of Legal Affairs (OLA) of the Department of Social Services (Agency) is soliciting proposals for the provision of properly qualified process service in accordance with any and all regulatory and statutory requirements for

BOY! IT SEEMS LIKE THEY TRY TO SOLVE PROBLEMS BY CREATING NEW PROBLEMS!

GREG NORT WALKER
FAPPO BUCKS 2013

***THE FAPPO BUCKS HAVE BEEN REVISED***

IMPORTANT THINGS TO REMEMBER:

- Still time to obtain a special number for your Agency and send a blast e-mailing the application to your vendors. For more information, please email: execdirector@fappo.org
- FBucks earned for this Fiscal Year MUST BE USED for the 47th Annual Conference in West Palm Beach. FBucks will not rollover to the next year.
- Members receiving the Subsidy will be required to volunteer four (4) hours at the Conference.
- For more information about FAPPO Bucks, please visit the website: http://www.fappo.org/Content/Professional%20Development

Your FAPPO Bucks Committee,
Fatima F Calkins
FCalkins@goaa.org

Linda Hubbart-Williams
linda.hubbart-williams@unf.edu
2014 Countdown to Kickoff – “Challenged to Change”
Annual Trade Show
Monday, April 14, 2014
1:00 p.m. – 5:00 p.m.

Raffle / Silent Auction
Exhibitor Prize Donations

Our esteemed Officers and Trade Show Committee would like to thank you in advance for your participation in our 47th Annual Conference and Trade Show being held here in lovely West Palm Beach!

For those interested, FAPPO will accept donations for distribution via Silent Auction. These donations are separate from your registration and will increase your exposure during the show. Your company will be identified as donating the Silent Auction item and, if you are interested, you are welcome to provide an advertisement (8” x 10”) of your choosing for placement on the table. Please bring donations to the Trade Show on Monday, April 14, 2014, the items will be picked up from your booth between 9 AM and 11 AM.

Exhibitors are welcome to raffle items at their individual booths.

The Silent Auction will be held throughout the Trade Show arena, guaranteeing plenty of foot traffic and items will be closed at various times throughout the show. All proceeds from the auction benefit the Norma Showley Scholarship Fund, which is dedicated to professional educational assistance for the FAPPO membership.

ITEMS ARE TO BE DONATED ON A VOLUNTARY BASIS; this is not a requirement of your participation in our Trade Show.

EXHIBITOR NAME: ____________________________

CONTACT NAME: ____________________________

BOOTH NUMBER: ________________

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Booth No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td></td>
</tr>
</tbody>
</table>

Forms should be returned to Holly Raphaelson at hraphaelson@sunrisefl.gov.
2014 FAPB CONFERENCE SPECIAL EVENT  
SUNDAY, MARCH 13, 2014 AT 6:00 P.M.  
DON’T MISS!

DaVonda Simmons and Eclectic Soul presents...  
“The Motown Powerhouse Review”

...featuring the music of some of the most notable Motown favorites including The Supremes, Gladys Knight, Chaka Khan, The Temptations, Four Tops, and more! Get your dance moves ready; you may be chosen to be a part of the show! Come join the fun!

DaVonda Simmons and Eclectic Soul...One of Central Florida’s hottest musical groups known for bringing sizzling soul and explosive energy to any event. The band features the dynamic vocals of Ms. DaVonda Simmons, who has been dazzling audiences worldwide for years with her “drop dead gorgeous voice”, commanding stage presence, and melodic versatility. From the sounds of smooth jazz to the soulful beats of R&B, this energetic ensemble will have you dancing on the floor and in your seats. And you’ll love jamming to the band’s hot rhythm section as they take you on a musical voyage from memory lane to today’s hot sounds. The incredible ensemble of DaVonda Simmons and Eclectic Soul will have you musically captivated and begging more...more...more!!!! You don’t want to miss it.

2014 FAPPO CONFERENCE AWARD BANQUET  
TUESDAY, MARCH 15, 2014 AT 6:00 P.M.  
DON’T MISS!

ATTIRE: DRESS TO IMPRESS  
COLORS: BLACK, WHITE & RED
Name: 

Crossword Puzzle For Exam Prep

Complete the crossword below with terms common to the public procurement profession.

1   2   3

4   5   6   7

8   9   10

11  12  13

14  15  16  17

18  19

20  21

22

23

24

Created on TheTeachersCorner.net Crossword Maker
Across  
1. A type of solicitation that must be returned in a sealed envelope.  
3. Term describing products offered without guarantee or warranty.  
4. The transfer of performance of some function to a third party external to an agency.  
10. Protection afforded an agency for non-performance by a contractor.  
12. The Statute of Frauds lists six contracts that should be evidenced in _______.  
14. The laws of counties and municipalities.  
19. A payment due for delay or detention of shipping equipment or in claiming goods shipped.  
22. The protection afforded an agency against acts of a vendor.  
23. A method of solicitation that uses the concept of best value, rather than lowest cost.  
24. Supplies that are out of date.  

Down  
2. Allows a principal to appoint a representative and yet be responsible for his actions.  
3. A detailed review and examination of records, documents and business processes.  
5. A social responsibility effort tied to the environment.  
6. An amount held back on a construction contract until successful completion of a project.  
7. A warranty that can be written or oral.  
8. Materials owned in transit by the procuring agency.  
11. Rules, regulations, policies and procedures are forms of this type of law.  
13. A common code adopted by all 50 states relating to the sale of goods.  
15. Statutes, ordinances and charters are forms of this type of law.  
16. The specific details and requirements to be performed in a contract.  
17. Buildings, land, equipment or any tangible capital asset.  
18. An item of more than nominal value given with the hope of obtaining influence.  
21. The Institute for public procurement.
Crossword Puzzle For Exam Prep

Complete the crossword below with terms common to the public procurement profession.

Created on TheTeachersCorner.net Crossword Maker
**Across**

1. A type of solicitation that must be returned in a sealed envelope. (formal)
3. Term describing products offered without guarantee or warranty. (asis)
4. The transfer of performance of some function to a third party external to an agency. (outsourcing)
9. Minor errors made in bidding. (mistakes)
10. Protection afforded an agency for non-performance by a contractor. (surety)
12. The Statute of Frauds lists six contracts that should be evidenced in ______________. (writing)
14. The laws of counties and municipalities. (ordinances)
19. A payment due for delay or detention of shipping equipment or in claiming goods shipped. (demurrage)
20. A public method of disposing of surplus property. (auction)
22. The protection afforded an agency against acts of a vendor. (indemnification)
23. A method of solicitation that uses the concept of best value, rather than lowest cost. (rfp)
24. Supplies that are out of date. (obsolete)

**Down**

2. Allows a principal to appoint a representative and yet be responsible for his actions. (lawofagency)
3. A detailed review and examination of records, documents and business processes. (audit)
5. A social responsibility effort tied to the environment. (greenprocurement)
6. An amount held back on a construction contract until successful completion of a project. (retainage)
7. A warranty that can be written or oral. (express)
8. Materials owned in transit by the procuring agency. (foborigin)
11. Rules, regulations, policies and procedures are forms of this type of law. (administrative)
13. A common code adopted by all 50 states relating to the sale of goods. (ucc)
15. Statutes, ordinances and charters are forms of this type of law. (legislative)
16. The specific details and requirements to be performed in a contract. (definiteness)
17. Buildings, land, equipment or any tangible capital asset. (facilities)
18. An item of more than nominal value given with the hope of obtaining influence. (gratuity)
21. The Institute for public procurement. (nigp)
Membership Application/Dues Invoice
June 1, 2013 through May 31, 2014

Name: ____________________________________________________________________________________________

Last                                                               First                                                    M.I.

Previous Last Name, if any: ___________________________________________________________________________

Certification:   CPPO  CPPB  C.P.M.  A.P.P.  Other: _______________________________________________

Title: _____________________________________________________________________________________________

Agency: ___________________________________________________________________________________________

Address: __________________________________________________________________________________________

City: ____________________________________________________________, FL      Zip: ________________________

Telephone: (________)_______________________________  Fax: (________)__________________________________

EMail: ____________________________________________________________________________________________

Website: __________________________________________________________________________________________

Include Entity’s Purchasing Home Page, if applicable

Type of Membership:  $50.00 (Re/Assoc)

□ Renewal  □ New Member          □ Regular □ Associate □ Honorary

Late Fee (after Sept. 1) $10

To Renew your membership online, please visit www.fappo.org, log in and select “Renew Your Membership” from your membership page.

For New members, visit www.fappo.org, and select “Membership Information/Membership Application” from the menu on the left.

For multiple renewals, or if you need assistance, please contact us at execdirector@fappo.org

To Join or Renew by check, please complete this form and return with your check payable to Florida Association of Public Procurement Officials, Inc. (FAPPO Inc.)

Your annual copy of the Membership Directory will be available in December
from the FAPPO website as a downloadable PDF file.

Payment for membership fees must be received prior to September 1, 2013 for your information to be included in the membership directory.

www.fappo.org - FAPPO’s FEIN:  59-2615678

MAIL CHECK AND APPLICATION TO:

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

Internal:  □ Entity Check  □ Personal Check - Check Number __________________  Date Received __________
OFFICERS

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

Vice President - David A. Bennett, MBA, CPPO, PMP
dab7199@gmail.com

Treasurer - Joe Benjamin, CPPO, CPPB, FCCM
Purchasing Manager
City of Plant City
jbenjamin@plantcitygov.com
Phone: 813-659-4270

Secretary - Diane Wetherington, CPPB, FCCM
Purchasing Agent III
City of Orlando
diane.wetherington@cityoforlando.net
Phone: 407-246-3633

COMMITTEE MEMBERS

Advertising/Sponsor
Craig Rowley, C.P.M.
Advocacy Committee
Steve Carnell, C.P.M.
Gregory Spearman, CPPO, FCCM
Neil Appel, C.P.M.
Bobbie Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA
AEP Awards Com. Sr.
Joe Benjamin, CPPO, CPPB, FCCM
Barbara Grilli, CPPO, CPPB, C.P.M., FCCM
Appointment/Awards Entity
Cheryl Olson, CPPO, C.P.M., CPM
FAPPO Awards
Keith Glatz, CPPO
By-Laws
Wendy Geltch, C.P.M., CPPO, CPPB
Contract Task Force Co-Chairs
Denise Schneider, C.P.M., CPPO, CPPB
Marian Pace, CPPO, CPPB, FCCM
Education
Chair Pro D-Ommet Mbiza
Scholarship Coord.-Mina Kading, Ph.D, CPPO, CPPB
CER Coord–Mark Shuman, CPPO, CPPB
Executive Director
Craig Rowley, C.P.M
Fall Workshop
Co-Chair Gina Jolly
Co-Chair Robyn Holder, CPPB
FAPPO Bucks
Chair-Fatima Calkins, CPPO, CPPB, FCCM, FCPM, FCPA
Co-Chair-Linda H. Williams
Finance
Cliff C. Chroust, MBA, PMP
Historian
Wendy Geltch, C.P.M., CPPO, CPPB
Meeting Coordinator
Pam Thompson, CPPO, CPPB
Membership/Outreach
David Santiago, CPPB, FCCN, FCPM, FCCM, FCPA
Marian Singer, CPPO, FCPM, FCPA
NCPPC Representative
Cheri Alexander, C.P.M., CPPB
Nominating
David Bennett, MBA, CPPO, FCCN, PMP
Parliamentarian
Rhonda Ulmer, C.P.M, CPPO
Past President
Carrie Woodell, CPPO, CFCCM, CPPB, CPM, FCPM
Photography
Jennifer Jones, CPPB, FCCM
Presidental Advisors
Wendy Geltch, C.P.M., CPPO, CPPB
Marian Pace, CPPO, CPPB, FCCM
Cheryl Olson, CPPO, C.P.M., CPM
Mark Raiford, CPPB, FCPM
David Nash, CPPO, CPPB
Procedural Oversight
Chair-Marian Pace, CPPO, CPPB, FCCM
Deb Adams, CPPB
Mike Pershing
Program
David Bennett, CPPO, CPPB, PMP, FCC
Wendy Geltch, C.P.M., CPPO, CPPB
Resolution/Awards
David Nash, CPPO, CPPB
Social Responsive Chair
Mark Raiford, CPPB, FCPM
Susan Blair, CPPB, CFCCM, FCPA co-
chair
Strategic Planning Coordinator
Denise Schneider, C.P.M., CPPO, CPPB
Survey/Research
Chair-Bobbye Marsala, CPPO, CPPB, C.P.M.
Lindell Miller, CPPO, MBA
Technology Chair/website
Carrie Woodell, CPPO, CFCCM, CPPB, CPM, FCPM
Blog Liaison
Zulay Millan, CPPB
Social Media Liaison
Carrie Woodell, CPPO, CFCCM, CPPB, CPM, FCPM
UPPCC Rep CPPB
Wendy Geltch, C.P.M., CPPO, CPPB
UPPCC Rep CPPB
Linda Balcombe, CPPO, CPPB
ANNUAL CONFERENCE
Audio Visual/Technology Chair
Danny Rodriguez
Banquet Committee
Teresa Smith, FCCM
First Timers
Wendy Geltch, CPM, CPPO, FCCM, FCPM, FCPA
Food Services (Brd/Conf) Chair
Teresa Smith, FCCM
Teresa Moultire-Moore

Are you interested in serving on a committee? Contact an Officer or Committee Member for information.
COMMITTEE MEMBERS CONT.

Hospitality Chair
Wendy Geltch, CPM, CPPO, FCCM, FCPM, FCPA
Committee
Nora Laudermilk
Glenn (Dick) Cummings
Lynda Cummings, CPPB, FCPM, FCPA
Mark Lovell, PMP, CPPO, CPPB

Trade Show
Chris Rewis
Committee -Holly Raphaelson, CPPO, CPM, FCPA

Special Events
Teresa Smith, FCCM

Are you interested in serving on a committee?
Contact an Officer or Committee Member for information.
Get Connected!

Here’s how **YOU** can join the conversation:

Follow [@FAPPO_Inc](https://twitter.com/FAPPO_Inc) for news, resources and updates about FAPPO and engage in the conference discussion using [#FAPPOConf](https://twitter.com/hashtag/FAPPOConf).

“Like” the [FAPPO](https://www.facebook.com/FAPPO) fan page on Facebook to see how others are discussing, teaching and sharing procurement news.

Join the [FAPPO](https://www.linkedin.com/groups) group on LinkedIn to participate in procurement discussions and information exchange opportunities.

Join the [FAPPO](https://govloop.com) group on GovLoop for additional interaction with government procurement professionals.

Subscribe to the [official FAPPO Blog](https://www.fappo.org/blog) for access to procurement articles and updates or to submit a list serve inquiry.
Get your dose of Vitamin NJPA.
The National Joint Powers Alliance® (NJPA) is happy to serve hundreds of Florida Members who already understand the value of Contract Purchasing.

All NJPA contracts are competitively bid to provide national volume discounts and satisfy municipal contracting laws. It takes only five minutes to expand your purchasing options and Membership is at absolutely no cost or obligation.

www.njpacoop.org

Competitively Bid Contract Purchasing Solutions