Hello FAPPO members and welcome to a new year! It was wonderful to see 200 of our members attend the 45th Annual Conference & Trade Show in Tampa last month. Congratulations to our award winners, Steve Carnell, Cheri Alexander and Jason Ouzts for their contributions to our association.

For those who may not be aware, we have increased our social media footprint this year by launching a Blog. You can subscribe (via email) to receive Blog updates from the homepage of the website. Updates will include procurement related articles as well as discussion topics submitted by our membership in a list serve format. Please feel free to subscribe and join in the conversation. You will find more information about the Blog in this newsletter.

In the coming months we will be releasing information for the Fall Workshop scheduled on November 9, 2012 in Gainesville, Florida. Workshop agenda and registration information will be forthcoming in future newsletters as well as our website.

Planning for the 46th Annual FAPPO Conference and Trade Show themed “Reaching for Success” has already begun! The Conference is scheduled to be held on May 19 – 22 at the Hilton Daytona Beach Oceanfront Resort with the Trade Show at the Daytona Beach Ocean Center, directly across from the hotel.

I’d like to thank everyone who volunteered to serve on committees this year. Your contributions to the association help us to grow and elevate the procurement profession. Thank you for your continued support and please feel free to reach out to me or any officer at any time with comments. This is your association. Help us make it better.

Carrie

Message From the Vice President

First of all, I would like to extend a special welcome to all of the first timers. As a member of the Florida Association of Public Procurement Officials (FAPPO), you joined one of the premier professional procurement organizations in the entire country. You will have access to FAPPO professional training, website, social media sites, discussion forums and the opportunity to network with some of the most capable procurement professionals anywhere! Also, you have the opportunity to volunteer to be on a FAPPO committee and receive FAPPO Bucks. Your FAPPO bucks can be redeemed for attending the conference and with budgets still tight this is a great way to continue your education. Anyone interested please send me an email at cheryls@cityofpsl.com.

Next, congratulations to Mark Raiford, FAPPO President, the membership, Committee Chairs and Committee members for making the 2012 Annual Conference and Trade Show such a great success. A special congratulations to our Vice President Carrie Woodell who did an awesome job on the program!! Thanks to all of you that had a part in making this another memorable conference.

Continued next page

FAPPO OFFICERS
Carrie Woodell—President   Cheryl Shanaberger—Vice President
David Bennett—Treasurer   Chris Rewis—Secretary
Message From the Vice President continued

Congratulations to the Trade Show chair and now FAPPO’s newly elected Secretary Chris Rewis. The Pirate Theme was lots of fun and I look forward to working with Chris as we both move up the FAPPO chairs.

Your Board of Officers is already working diligently to make next year’s Annual conference in Daytona even better than this year. With Carrie as President I don’t see how we can fail. The 46th Annual Conference program theme is “Reaching for Success” so mark your calendars now for May 19-22. Calls for presentations will be going out soon so please don’t hesitate to respond.

It is an honor and privilege to serve as an officer. I have gained so much personally and professional from this opportunity. I encourage all of you to volunteer and become involved in some capacity. FAPPO’S continuing success depends on members volunteering!!! Contact me at cheryls@cityofpsl.com and let me know which committee you would be interested in serving on for the year 2014 and I guarantee you will not regret it!

All the officers and I always appreciate your comments and suggestions so please feel free to contract us anytime. Remember, this is YOUR organization!!!!

Vice President, FAPPO
Cheryl Shanaberger, MPA, CPPO

Message From the Treasurer

It has been my pleasure to serve the FAPPO family this past year. My time with you has provided me many opportunities to not only learn and grow professionally but personally as well. I look forward to meeting and getting to know your thoughts on how we can work together to improve upon and maintain FAPPO’s status as the premier Professional Governmental Procurement organization in the country. Never forget that the best can only get better together!

Respectfully,

David Bennett

Message From the Secretary

Hello fellow FAPPO members! It was great to see everyone last month at the 45th Annual Conference and Trade Show! I hope you had as much fun as I did from the dinner cruise to Captain Jason Sparrow, from the awesome classes to the great jazz group Tuesday night!

I am extremely humbled and honored that you have elected me Secretary for the 2012-2013 year. Showing how nervous I was to accept the position, I left out two of the most important people to me: Craig Rowley and Jason Ouzts. Those two were the reason I was able to enjoy working on the trade show! Craig is one of the most intelligent, giving people I’ve ever had the pleasure to work with and, well, Jason….what can you say about Captain Sparrow? Most people would have laughed me off the face of the planet if I asked them to parade around the trade show in a pirate costume, but not him. Not only did he say yes, he said it enthusiastically! It is true that the reason the trade show is such a success is because of the hard work and dedication those two who so willingly offer. Guys—you are the BEST!

I’m looking forward to a great experience and am ready for any suggestions, comments, advice anyone has to offer. Thanks so much!

Chris Rewis

Visit Our Website!  www.fappo.org
# CALENDAR OF CURRENT EVENTS

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
<th>DESCRIPTION/INFORMATION</th>
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<tbody>
<tr>
<td>06/29/2012</td>
<td>FAPPO Board Meeting</td>
<td>Daytona Beach, FL</td>
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<tr>
<td>11/08/2012</td>
<td>FAPPO Board Meeting</td>
<td>Gainesville, FL</td>
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<tr>
<td>11/09/2012</td>
<td>FAPPO Fall Workshop</td>
<td>Gainesville, FL</td>
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<tr>
<td>03/01/2013</td>
<td>FAPPO Board Meeting</td>
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## Look Ahead

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
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<tr>
<td>08/18-23/2012</td>
<td>NIGP Forum</td>
<td>Seattle, WA</td>
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<td>11/08/2012</td>
<td>FAPPO Board Meeting</td>
<td>Gainesville, FL</td>
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<td>11/09/2012</td>
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<td>03/01/2013</td>
<td>FAPPO Board Meeting</td>
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## Career Opportunities

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<tr>
<th>TITLE</th>
<th>ENTITY</th>
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<tr>
<td>Procurement Contracting Officer I</td>
<td>Miami-Dade County</td>
<td>11/29/2012</td>
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<tr>
<td>Senior Contracting Officer</td>
<td>Lake County</td>
<td>Until Filled</td>
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<tr>
<td>Senior Contract Specialist</td>
<td>South Florida Water Management District</td>
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<tr>
<td>Procurement Contracting Officer II</td>
<td>Miami-Dade County</td>
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Membership Application/Dues Invoice
June 1, 2012 through May 31, 2013

Name: _____________________________________________ Last Name: ____________________ First Name: ____________________ 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 (Reg/Assoc)

□ Renewal □ New Member

□ Regular □ Associate □ Honorary

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, 2012 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 #3069
Tampa, FL 33637

Internal: □ Entity Check □ Personal Check - Check Number ____________________ Date Received ____________

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Professional Development

Greetings to another new and exciting FAPPO Year:

At this time we do not have any FAPPO classes scheduled. We are in the process of revising professional development program for classes. Look for updates on the website in June. We will have more details on Professional Development offerings in the next Newsletter.

If you would like to host a class through FAPPO for the 2012-2013 year, please see the following link for more information on being a host: http://www.fappo.org/ProD/Host_Site. You may contact your Professional Development Chair, Diane Wetherington with the City Orlando for more information. We are looking at hosting 2 classes in Florida during the year.

Other Available Professional Development opportunities:

For those pursuing a college degree, the College Education Reimbursement (CER) program is for you. Tuition, books, and materials are eligible for reimbursement, up to $750.00 per fiscal year, per member. Your new CER coordinator is Kristy Bigalow with Brevard Public Schools. She will gladly assist you in requesting reimbursement for your college courses.

The Scholarship Program is designed to subsidize training for FAPPO members. We will be updating the website with a revised Scholarship Program. Your Scholarship Program Coordinator is Jane Dalrymple with the City of Punta Gorda. She is available to answer any questions you may have. Don’t miss out on your chance to receive a FAPPO Scholarship! Apply today!

Warm Regards,

The Professional Development Committee

Pro-D Chair: Diane Wetherington, CPPB, FCCM, City of Orlando, diane.wetherington@cityoforlando.net

Scholarship Program Coordinator: Jane Dalrymple, CPPB, City of Punta Gorda, jdalrymple@ci.punta-gorda.fl.us

College Education Reimbursement Coordinator: Kristy Bigalow, CPPB, FCCM, Brevard Public Schools, biga-low.kristine@brevardschools.org
# June Training Matrix

<table>
<thead>
<tr>
<th>CLASS</th>
<th>Jun-12</th>
<th>Jul-12</th>
<th>Aug-12</th>
<th>Sep-12</th>
<th>Oct-12</th>
<th>Nov-12</th>
<th>Dec-12</th>
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<td>Contracting for Construction Services</td>
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<td>GMC 2/12/13 (Miami)</td>
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<td>CPPB Review</td>
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<td>TB NIGP</td>
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<td>9/27-28/12</td>
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<td>Developing and Managing RFPs</td>
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<td>Ethics: A Survival Kit for Public</td>
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<td>6/22/12 (Tampa)</td>
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<td>Get What You Need Through Successful Negotiation Strategies</td>
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<td>GMC 11/8/12 (Miami)</td>
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<td>MKT101 For the Procurement Professional</td>
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<td>TB NIGP 10/5/12 (Tampa)</td>
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<td>Performance Based Requests for Proposals</td>
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<td>CFC NIGP 7/19-20/12 (Winter Park)</td>
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<td>Protests &amp; Disputes: What’s a Buyer to do?</td>
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<td>GMC 1/15/13 (Miami)</td>
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<td>Sourcing in the Public Sector</td>
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<td>6/4-6/12 (Sanford)</td>
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Visit Our Website!  www.fappo.org
LEGEND:

DMS: State of Florida Department of Management Services  
website: http://dms.myflorida.com/business_operations/state_purchasing

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

FAPPO: Florida Association of Public Purchasing Officials  
website: www.fappo.org

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

NFLPA: North Florida Procurement Association Chapter of NIGP  
website: www.nf-pa.org

NIGP: National Institute of Governmental Purchasing  
website: www.nigp.org

MIDFL: Mid Florida Chapter of NIGP  
website: www.midflnigp.org

TB NIGP: Tampa Bay Chapter of NIGP  
website: HTTP://www.nigp-tampabay.org/

GMC: Greater Miami Chapter of NIGP  
website: www.nigpmiami.org

GCAGPO: Gulf Coast Association of Governmental Purchasing Officers  
website: www.gcagpo.org

NCFCNIGP: North Central FL Chapter of NIGP  
website: 

SBAC NIGP: Sarasota Bay Area Chapter of NIGP  
website: http://204.193.113.204/PurchasingPartners/SarasotaAreaChapterNIGP.aspx
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.
President Carrie Woodell is starting a new feature in this newsletter entitled “Member Spotlight”. Your FAPPO Officers want to take a moment to introduce individuals from our membership as a way of saying thank you for your support.

Our Member Spotlight is being shined on Patty Davis, Contractual Services Analyst with Citizens Property Insurance. Patty was a first timer at the 45th Annual Conference and Trade Show last month. Here’s the 4-1-1 on Patty:

⇒ What year did you join FAPPO? 2008

⇒ How long have you been in the public procurement profession? I started working as a contract and grants manager in 2003, but moved to the Purchasing office in 2005 to begin processing solicitations and also became the agency contract administrator.

⇒ What professional certifications do you hold? FCCM, FCCN

⇒ What is your most memorable procurement transaction? That’s a hard one… I have worked on solicitations for everything from health insurance, O/M of private prisons, real estate brokers and various banking services. Each has its own kinks and quirks. You always learn something with each solicitation – that’s what makes purchasing interesting.

⇒ What is your most memorable FAPPO experience? By far I would say it was this year’s annual conference. The overall experience was great – and making so many new friends was invaluable. It was really the most fun I have ever had at a conference!

⇒ What are your future goals? Currently I am working toward the CPPB and hope to also move into a role that focuses more on training and/or mentoring new procurement professionals.

⇒ Tell us one little known fact about yourself........... Most people assume that I am originally from Tallahassee (I did graduate high school here), but I was born in Forsyth, Georgia. As a kid, my family moved quite a bit due to job transfers. However, we lived in Georgia just long enough that the accent stuck.

So FAPPO members, the next time you see Patty, whether it is at a training event, a conference, or some other fun place, be sure to stop and say hi!
It was a great pleasure to meet so many of our members at the 2012 Annual Conference and we hope everyone had a great time at the Conference! The FAPPO BUCKS Program was a huge success again this year! FAPPO gave away approximately forty-three thousand dollars for FAPPO members to attend the conference or help with hotel costs. Bucks were given away for Committee Participation, Trade Show recruitment, being a conference speaker, winning any of the FAPPO awards or volunteering at the Conference. Bucks used were pretty evenly distributed between Conference Registration and hotel. Approximately 94 members were able to attend the conference due to the FAPPO Bucks Program.

Pay your dues by **July 31, 2012** and ten lucky FAPPO members will have a chance to win $300 FAPPO Bucks to use for any sponsored FAPPO event.

All members who pay their dues by July 31st will go on a numbered list, and President Carrie Woodell will pick ten numbers, and we will match them up with the numbered list and voila, we will have ten winners! We will notify the winners on August 15, 2012. All paid members are eligible.

Next year the Annual Conference will be in Daytona, so now is the time to volunteer to be on a Committee, put together a class for the Conference, start working on your award submittal or volunteer your services. We are currently updating the Bucks program to give you even more opportunities to earn FAPPO Bucks. Check out the 2013 Bucks Program information in this newsletter and feel free to contact any of your officers to volunteer.

To learn more about the FAPPO Bucks Program, go to the FAPPO website and look under “What’s New”. You can also call or email us. Look for more ways to win FAPPO Bucks in upcoming editions of the newsletter!

Fatima F Calkins
FAPPO Bucks Chair  
fcalkins@goaa.org  
407-825-2044

Robert Hunter  
FAPPO Bucks Co-Chair  
bhunter@seminolecountyfl.gov  
407-665-7119
FAPPO BUCKS
START FILLING YOUR BUCKET!

EARN YOUR WAY TO 2013 FAPPO CONFERENCE & TRADE SHOW!

As of July 1, 2012, FAPPO members are eligible to “earn” their way to the FAPPO Conference and Trade Show in May 2013!! FAPPO has budgeted $25,000 for the FAPPO BUCKS program, $5000 for Conference Speakers and awards, and $10,000 in scholarship BUCKS.

WAYS TO EARN $$ FAPPO BUCKS $$:

1. **Register a new member(s) of an Agency who have had no previous FAPPO membership** - Send an email to the Executive Director with the agency or member name, email and phone number. The Executive Director will contact that agency or member and you will receive **TWENTY-FIVE FAPPO Bucks** for each new member that joins and pays dues. Agency or member must be new to FAPPO and cannot have belonged within the past two years. (You cannot sign up anyone from your own agency, but we certainly encourage all of you to belong).

2. **FAPPO Exhibitor Application** - Starting on September 1st, contact the Executive Director to obtain a special number for your Agency and send a blast e-mail to your vendors the application. The special number for your agency on the application will identify the Exhibitors Applications as they come in as being recruited by your agency for credit. Vendor applications that are received with your Agency number will earn **ONE HUNDRED FAPPO Bucks** or 10% of their registration fee if they sign up as gold or platinum exhibitors for your Agency. (Only Applicable to vendors who haven’t exhibited in the past two years).

3. **Returning Vendors**: The recruiting Agency will earn **FIFTY FAPPO Bucks** if their vendor signed up in the previous year.

Visit Our Website! www.fappo.org
4. **Serve in a Committee:** Earn **ONE HUNDRED FAPPO Bucks** if you serve as a Chairperson or **FIFTY FAPPO Bucks** if you serve as a committee member.

5. **FAPPO Best Practices Awards:** Submit a qualify entry and win, receive **THREE HUNDRED FAPPO Bucks.** Receive an honorable mention, win **Twenty Five FAPPO Bucks.** One award per entity please!

6. **FAPPO Award of Excellence:** Submit a qualified entry and receive the award, win **THREE HUNDRED FAPPO Bucks.**

7. **Essay Contest:** Submit an Essay and win, receive **THREE HUNDRED FAPPO Bucks.**

8. **Instruct a class at the FAPPO Conference:** Receive **THREE HUNDRED FAPPO Bucks** (divided among the instructors per class). Facilitate a networking session and receive **FIFTY FAPPO Bucks.**

9. **Volunteer:** The President can assign BUCKS to those members that volunteer to help for duties not assigned to any committees.

10. **Pay your dues by July 31st:** You will be eligible to participate on the August 15th and November 15th drawing. Ten names will be drawn on each drawing and each member will receive **$300 FAPPO Bucks** to be used for the Annual Spring Conference (to be used only for registration or the official host hotel).

To be eligible you must have paid your annual dues for the current year by the posted deadline (Sept. 1, 2012). FAPPO Bucks are not redeemable for cash, can only be used towards FAPPO Annual Conference including conference registration and hotel costs and **must be redeemed 30 days prior to the Annual Conference.** FAPPO Award winners (Award of Excellence, Best Practice, and Essay) will be able to use their FAPPO Bucks in the current year or opt to use them in the year immediately following the Annual Conference. **Maximum amount that a FAPPO member can earn cumulative is $1000.00; Officers are not eligible for FAPPO Bucks.** You can transfer 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! For more information, please visit us at:


**Be on the lookout for our first drawing August 15!!!**
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Will Call
Product Training
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Tool Repair
Solar Products
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Inventory Management
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Jacksonville Orlando W Palm Bch
Kissimmee Pompano
Miami (Doral) Sarasota Toll Free: 800-351-3240

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What is Professionalism
...and how does it apply to procurement?

Theresa Jordan Webb, CPPO, C.P.M., CPPB, FCCM

Project Manager II
Hillsborough County Aviation Authority
Tampa International Airport
PO Box 22287
Tampa, FL 33622
Ph: 813-870-8736
Email: twebb@TampaAirport.com
What is Professionalism... and how does it apply to Procurement

Professionalism according to the Merriam-Webster Dictionary is the conduct, aims or qualities that characterize or mark a profession. I believe that professionalism in today’s work place refers to a broader definition that encompasses ethics, values, personal standards of performance, civic responsibility, character, attitude, competency, appearance and conduct of the individual.

How does professionalism apply to procurement professionals? As procurement professionals are regularly besieged by circumstances that test our values, standards, conduct, ethics and character. It is the ability to live up to the high standards that govern our profession that differentiates a true professional from an amateur and it is these distinguishing qualities that impacts the image we portray and are perceived by on a day-to-day basis.

First, let’s focus on the matter of professional ethics. Much has been written on the subject of ethics and as members of procurement professional organizations such as the National Institute of Governmental Purchasing (“NIGP”), we each subscribe to the principle of “upholding high standards of job performance and ethical behavior....”. However, it is our personal standards and values that ultimately guide our actions. Therefore, we as professionals must evaluate what drives us and consider options that help us not only nod our heads in agreement that ethical behavior is critical to our success, but moves our point of reference so that unethical actions, that not only ruin personal careers but also blemish the entire profession, are immediately dismissed from consideration. I highly recommend that procurement professionals regularly attend classes, seminars, and workshops that deal with the legal aspects of procurement and ethical conduct. By doing so, we receive positive reinforcement on how to handle situations and are reminded of the consequences that come from making poor choices.

Let’s continue with some components of professionalism that deal with how we relate to others; attitude, conduct and social responsibility. These characteristics have generally developed over the course of our lives, but that doesn’t mean we can’t grow, cultivate, and progress in these areas as we mature in our professional development. It is critically important in our professional walk to make continuous, conscious efforts so that our attitude, conduct and social perspective projects a professional image, illustrates our commitment to our organization and the communities we support, and conveys energy and enthusiasm for what we do. I am not implying that we have to agree with every determination, like every decision or person, or participate in unending community service projects; just that our interactions be focused on the global picture, looking for positive solutions rather than fostering negativity. We must be people of integrity, keep our commitments, and deliver quality in everything we do. It is these positive attitudes and conduct that will allow us to shine and demonstrate our professionalism.
I have long heard it said that if you want to be a big business, you have to act like a big business. I believe this translates into professionalism as well. If we want to be viewed as a professional, we have to look like a professional. That means we have to give serious consideration to our appearance. Every organization has its own standards for what is acceptable dress in the workplace. However, with respect to all the varying definitions of what is appropriate, there should be an overriding standard that is universal to all. It should be evident that we have good hygiene and our clothes should be wrinkle-free, clean, and business appropriate. How do you determine what is appropriate? I have personally tried to adhere to the following standard; look to the chief executive of the organization and take your dress queue from that individual. If they are generally in a suit, dress shirt, or dress slacks then formal business attire is the most suitable. If their wardrobe consists of slacks and pull-over shirts then business casual is acceptable. In order to be viewed as an individual with professionalism we must portray that in an outward reflection to those around us. Our personal standards for quality and attention to detail in our appearance can be translated by others as our desire to achieve professional excellence in other aspects of our performance.

You may still be asking what professionalism has to do with procurement professionals on a day-to-day level. With the current economic climate and talk of further reductions of departmental resources, the importance of professionalism cannot be overlooked as a key to continued employment and/or placing ourselves in an optimal position for re-employment, career advancement, and continued success. How we dress, speak, act, write and work determines whether we are viewed in a professional manner. In the long-term, those who conduct themselves in a professional manner and exude professionalism in their work habits and personal standards will position themselves to come out on top.

Finally, a very visible way of demonstrating to the world and proving to ourselves that professionalism is important to us and our profession, is through education/training/professional development and professional certification. Public procurement professionals should aspire to achieve certification such as the three levels of internationally recognized and highly desirable professional certifications offered by NIGP; the CPPB, CPPO and the Executive Certificate². Through these avenues of training and certification we validate our personal commitment to professionalism.

Professionalism isn’t an entitlement and doesn’t happen by chance. Rather, it is a determined and intense effort by procurement professionals. Professionalism is highly desirable and it is up to us to achieve. We should individually invest in developing the competencies to establish ourselves as true professionals. It is only in doing so that we can earn respect and prove ourselves worthy to become integral within the strategic leadership core of our respective organizations and be recognized by those we serve as people of integrity.

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

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NOVEMBER 9, 2012
DEADLINE FOR REGISTRATION IS OCTOBER 19, 2012

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□ Special dietary or ADA needs?

□ Registration for members is $50.00 (Includes lunch)

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

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

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

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

Visit Our Website!  www.fappo.org
Norma W. Showley Memorial Scholarship Fund

Once again, another great FAPPO conference in the history books and we enjoyed seeing old friends and making new ones! A huge Thank you to all, including our suppliers and vendors during the luncheon, for your support of the Norma W. Showley Memorial Scholarship Fund through the Silent Auction, 50/50 and donations during the annual conference, especially the Trade Show Committee members, Chair - Chris Rewis, Tammy Ma, Toni Zills, Lisa Lawrence, Helen Quintana, Allison Norman, and Teddi McCorkle. A Special Thank you to our very own Captain Jack Sparrow aka Jason Ouzts for his enthusiastic and personal goal to exceed, and break all previous records!!

The proceeds include:
50/50 $608
Silent Auction $1,176

All together we have a new balance of $5,049.00 ~ Outstanding!!

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

Thank you very much,

Cheri Alexander
cheri.alexander@srq-airport.com
Norma W. Showley
Memorial Scholarship Fund
Donation Form

The Norma W. Showley Memorial Scholarship Fund was created by the Board of Directors in 2007 in order to provide FAPPO members with an opportunity to contribute directly to the scholarship needs of others in the association. Every dollar contributed will be used to supplement the budgeted scholarship and tuition reimbursement funds so that as many members as possible will be allowed to further their education. So far, we have received over $3,102.00 in memory of Norma!
Thank YOU to all for your generous support! 

Cheri

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

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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. _____

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FAPPO launches Blog

On June 1, 2012 the Florida Association of Public Procurement Officials launched its official Blog. The Blog will be updated periodically with procurement related articles and information and distributed to subscribers via their email address. Additionally, the Blog features a “Discussion Topic” area, which can be utilized as a list serve, allowing subscribers to post procurement related topics for discussion, or post inquiries for information such as policies or formal solicitation sample documents.

All postings to the Blog will automatically be sent through an RSS Feed to our FAPPO Facebook Fan Page, Linkedin Group, Twitter and GovLoop Group.

To subscribe, visit the FAPPO website and click on the “Visit Our Blog” link as shown below.
View from Inside the State of Florida Division of State Purchasing

Procurement Training Update

The Florida Department of Management Services’ Division of State Purchasing formed a Training Focus Group with both state agency and local government representation to conduct a comprehensive review of the DMS training program for public procurement professionals. To date, the group has developed and outlined requirements, made an initial identification of topics to address and objectives to achieve. The group is now overlaying those requirements with existing training at all levels to identify needs and prioritize further development needs. The goal is to develop a comprehensive, standardized training program that offers value across all state agencies and local governments. This standardized approach can reduce the cost of training, both financially and administratively, and provide a clear, achievable path toward professional development.

Please forward your suggestions and ideas about how to improve training to Richard Chatel at Richard.Chatell@dms.MyFlorida.com.

State Purchasing Leadership Welcomes New Team Members

Kelly Loll, Chief Procurement Officer and Director of State Purchasing, recently announced three new leaders within the Division of State Purchasing. Kevin Brown joined the division in mid-March as the Group Category manager and bureau chief of the Goods Group. Kevin comes from the private sector with extensive supply management experience as well as supplier diversity background. Because the Office of Supplier Diversity is within State Purchasing, Kevin is working with that team to continue to advance its important work. Marjorie Rubenstein joined the division in early April. She comes to us from California state government and is the group category manager of the Information Technology / Telecommunications group. Finally, Wayne Mitchell joined State Purchasing in mid-April as the governance manager, which includes his role as project manager of the Procurement Process Improvement Project.

Explore Available State Term Contracts

Both State of Florida agencies and Florida local governments can make purchases using state term contracts and alternate contract source contracts awarded by the Florida Department of Management Services. The Division of State Purchasing leverages the aggregate spending of all buyers to negotiate pricing that delivers best value for taxpayers’ dollars.

Bookmark these websites for quick access to information about:

- State term contracts:
  http://www.dms.myflorida.com/contract_search/(contractType)/4110
- Alternate contract source contracts
  http://www.dms.myflorida.com/contract_search/(contractType)/4578

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CALL FOR PRESENTATIONS - 2013 ANNUAL CONFERENCE
“REACHING FOR SUCCESS”

FAPPO is accepting proposals for presentations for the 2013 Annual Conference to be delivered to the membership during its 46th Annual Conference May 19, 2013 through May 22, 2013. The deadline to submit proposals is November 15, 2012.

Topics for presentation should motivate, educate and challenge our members who are “Reaching for Success”. Every presenter is invited to share experience, expertise, knowledge, and transferrable capabilities with colleagues to offer solutions for future success.

Presentations should have high interest, quality content and delivery design. Length of presentations will be determined by the scheduling requirements. The conference will provide members with a dual track format due to its previous years.

Presenters will be required to submit their final presentations in PowerPoint format to the Program Director no later than April 1, 2013. This deadline is crucial to ensure proper format of material and FAPPO will upload the presentations on-line for members to download materials prior to the conference.

Presenters must provide their own laptops. FAPPO does not have multiple laptops available for individual use. If needed, presenters are responsible for making arrangements for this equipment.

Proposal/Application Guidelines:
- Complete application
- Summary of presentation is limited to one paragraph of up to 150 words
- Objectives must be written in a measurable format
- Biographical information must be limited to 150 words and include a picture (.jpeg format, head- and shoulders)
- Proposal/Application shall be submitted via email, fax, or mail

Benefits of Presenting:
- FREE Registration to the 46th Annual Conference
CALL FOR PRESENTATIONS - 2013 ANNUAL CONFERENCE
"REACHING FOR SUCCESS"
APPLICATION

Name: ______________________________ Certifications: ________________________

Entity: ______________________________

Phone: (___)________________ Fax: (___)________________

Email: ______________________________

Number of Proposals Submitted: _______________

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Proposals will be reviewed by the Program Director and recommendations will be submitted to the FAPPO President for approval. The Program Director will notify all selected presenters no later than December 3, 2012 of the outcome of submitted proposals.

To be completed by FAPPO:

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SUBMIT YOUR PROPOSALS TO:
Cheryl Shanaberger, MPA, CPPO – cheryls@cityofpsl.com
FAPPO Vice President/Program Chair
121 SE Port St. Lucie, Blvd., Port St. Lucie, FL 34951

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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.

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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  ______ CFCM

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.

Mail, E-mail or fax nomination form to: Cheryl Shanaberger, MPA, CPPO, c/o City of Port St. Lucie
121 SW Port St. Lucie Blvd., Port St. Lucie, FL 34984  Fax: (772) 871.7337 E-Mail: cheryls@cityofpsl.com

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