Welcome to the Florida Association of Public Purchasing Officers (FAPPO). As a Member, you belong to one of the premier professional purchasing organizations in the entire country. You have access to purchasing information that will assist you with your job responsibilities as well as networking opportunities with the brightest and most capable purchasing professionals anywhere! I am honored to serve as your President this year.

FAPPO offers professional training at reduced costs, a website where you can post and review job opportunities, review state legislative issues, post surplus property, utilize the discussion forums to ask technical questions or obtain specifications, and view links to other important purchasing sites.

FAPPO sponsors an annual Conference and Trade Show each spring where you can learn about new purchasing topics or techniques and see and obtain information about the latest and greatest technology or products that our Vendor Community shares with us. There are also opportunities to volunteer to be on a committee or to assist at the Annual Conference.

New this year is the opportunity to earn FAPPO Bucks which can be used for any FAPPO sponsored event and for the 2009 Spring Conference and Trade Show. We realize that budgets are tight and are working hard to give you every opportunity possible to take advantage of our already reduced in price class offerings or the Spring Conference.

In addition we have also added the services of a paid Executive Director. Our new Executive Director, Craig Rowley, will be doing marketing and promotional activities for FAPPO as well as processing payments via checks and procurement cards (which is also a new feature this year). We continually strive to improve FAPPO and add new features that will assist all of our members. Keep an eye on our website for these additions. We always appreciate your comments and suggestions. After all, this is YOUR organization, so make it work for you. Feel free to contact any of the officers or myself at any time.

Denise
From your Vice-President

A survey was distributed to the membership requesting the projected participation level that
your entity will fund in the next couple of years. This survey was used to assist FAPPO
officers in negotiating conference contracts for the next 2 years and to determine if the
members would like to have an abbreviated conference to limit the time away from the office
and to cut the conference costs.

I received 41 responses and the outcome is summarized as: 1) Entities will support
membership fees; 2) Participation in both the events (fall and spring) will be reduced; 3) Over
50% of the responses are in favor of an abbreviated conference. The overwhelming response
requesting NIGP core classes at conferences will be considered for future events.

A request for presentations for the Spring 09 conference will be distributed in the next
newsletter. So….. get your presentations together for submission to be reviewed and
considered for the Spring conference! The following topics suggested for Spring 2009, which
are based on the Conference surveys, are Ethics, Negotiation Nightmares, Dispute Resolution,
Development of Performance Specifications, CCNA, Life Cycle Costing, Owner Direct
Purchases, Leadership, Managing A & E Firms, Internet related subjects, Best and Final Offers
(BAFO) and 2-Step Processes.

Interested in Volunteering for 2009/2010??? There are several committees available that are
calling your name! Please contact Pam Thompson if you are interested in volunteering.

Marian H Pace, CPPO, CPPB
Vice President
City of Punta Gorda

FAPPO Fall Conference

In lieu of having a fall conference, FAPPO is offering Contracting for Professional Services, an NIGP Leap series
class at the special price of $300 for FAPPO members. The class will be held on October 9 and 10 at the Peabody
Hotel on International Drive in Orlando and the special rate of $139 for rooms will apply. Reservations may be made
directly with the hotel by calling 800-732-2639 (800-PEABODY). Cutoff date for special rates is September 18,
2008. Please mention that you are eligible for the Fl. Association of Public Purchasing Officers rate. Please go to the
Professional Development link on the FAPPO website to download a class registration form.

ANNOUNCEMENT – Recruitment for Junior AEP (NPI)
Appointee to Awards Committee (four-year term)
President Denise Schneider will be replacing Bobbye Marsala, CPPO, C.P.M., on the AEP (NPI) Awards Committee
at the October 2008 Board Meeting, as Bobbye has successfully completed her four-year term. Members who are
interested in being considered for this position must submit their Letter of Interest and Resume no later than August
31, 2008 to the attention of Cheryl L. Olson, C.P.M., CPM, Director of Purchasing and Warehouse, The School District
of Osceola County, 817 Bill Beck Blvd., Kissimmee, Florida, 34744, olsonch@osceola.k12.fl.us. Please contact
Cheryl at 407-870-4620 with any questions.
## CALENDAR OF CURRENT EVENTS

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
<th>DESCRIPTION/INFORMATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>7/21/08</td>
<td>Application deadline for new exams</td>
<td>(October 2008 testing)</td>
</tr>
<tr>
<td>7/26/08-7/30/08</td>
<td>NIGP Forum</td>
<td>Charlotte, NC</td>
</tr>
<tr>
<td>7/31/08</td>
<td>Last day to take the current CPPB or CPPO written examinations</td>
<td></td>
</tr>
</tbody>
</table>

## Look Ahead

<table>
<thead>
<tr>
<th>DATES</th>
<th>EVENT</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>9/15/08</td>
<td>Exam registration deadline for new exams</td>
<td>(October 2008 testing)</td>
</tr>
<tr>
<td>9/30/08</td>
<td>Application deadline for C.P.M. to UPPCC Bridge</td>
<td></td>
</tr>
<tr>
<td>10/9/2008</td>
<td>Board Meeting</td>
<td>Orlando Peabody Hotel</td>
</tr>
<tr>
<td>10/9-10/2008</td>
<td>Contracting for Professional Services</td>
<td>Orlando Peabody Hotel</td>
</tr>
<tr>
<td>12/31/08</td>
<td>Last day to take the written exam CPPB Bridge Exam</td>
<td></td>
</tr>
</tbody>
</table>
Volunteer!

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

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

Membership Directory—Changes and Reminder

Our new Membership Directory Chair, Adana Lumsden, will be responsible for your membership directory for 2008-2009, and can be contacted at alumsden@kissimme.org (e-mail) or (407) 518-2522 (phone) for any changes.

If you would like either a hard copy or a CD of the membership directory, please remember to mark the appropriate box on your membership renewal form for 2008-2009. If you fail to mark either choice, the directory will be only available to you on the FAPPO website using your user name and password.

CAREER OPPORTUNITIES

<table>
<thead>
<tr>
<th>POSITION</th>
<th>ENTITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement Contracting Agent</td>
<td>Miami-Dade Expressway Authority</td>
</tr>
<tr>
<td>Procurement Analyst</td>
<td>Osceola County</td>
</tr>
<tr>
<td>Purchasing Agent I/II</td>
<td>Volusia County</td>
</tr>
</tbody>
</table>

Want to advertise a Career Opportunity for your Entity? Visit the FAPPO Member Center and log on using your User Name and Password. Please note that you will be responsible for updating and removing the postings.

CURRENT COMMITTEES LIST IS AVAILABLE AT http://www.fappo.org/committee_directory.asp
A candidate for office must be a Regular member, in good standing, for a minimum of three (3) consecutive years. A candidate for office must hold a professional procurement, contract administration, or materials management certification from a universally recognized professional association at the time of election to any office, and must retain said certification for the duration of any and all terms of office. A candidate for office must have at least an Associates Degree from an accredited college or university at the time of their election to office. Candidate must have their entity's support as evidenced by a letter from their supervisor included with the nomination form. You may nominate yourself or have someone nominate you!

Name:__________________________________________________________________________________
Entity:__________________________________________________________________________________
Address:____________________________________  City:___________________________ Zip:_________
Phone:____________________  Fax:____________________  E-Mail:______________________________
Number of Years with Entity:_______           Number of Years FAPPO member: ______
List the committees he/she has served on:  Attach additional sheets and documentation as necessary.

<table>
<thead>
<tr>
<th>Year</th>
<th>Committee</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____</td>
<td>___________________________</td>
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<tr>
<td>_____</td>
<td>___________________________</td>
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</tbody>
</table>

Describe the professional accomplishments of member:
________________________________________________________________________________________
________________________________________________________________________________________
________________________________________________________________________________________

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

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

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

_____ Yes _____ No

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

Submitted By:______________________________      Date:_______________________

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

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

Get Involved! It’s So Rewarding
MESSAGE FROM THE PRO-D

NEW!
FAPPO is committed to providing useful resources to its members and is in the process of upgrading its website. As part of that process, the “Professional Development” section will soon have a new look and will provide more information with regard to training and programs. Please let the Pro-D team know how we’re doing by dropping us a line via email.

FAPPO SPONSORED SEMINARS
The following list includes current opportunities within the 08/09 fiscal year:

Course Title: CONTRACT ADMINISTRATION
Dates: 3-DAYS – AUGUST 27, 28, 29, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

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

Course Title: INTRODUCTION TO PUBLIC PROCUREMENT
Dates: 3-DAYS – SEPTEMBER 15, 16, 17, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

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

Course Title: CONTRACTING FOR PUBLIC SECTOR SERVICE
Dates: 2-DAYS –OCTOBER 9, 10, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

General Description: This course examines the process beginning from the decision whether to “make or buy” through the special considerations of the services RFP, the contract award and contract administration.

Course Title: SOURCING IN THE PUBLIC SECTOR
Dates: 3-DAYS – OCTOBER 15, 16, 17, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

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

Course Title: INTRODUCTION TO PUBLIC PROCUREMENT
Dates: 3-DAYS – FEBRUARY 23, 24, 25, 2009
Times: 8:00 A.M. to 5:00 P.M. Daily

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

Course Title: PLANNING, SCHEDULING & REQUIREMENT ANALYSIS
Dates: 3-DAYS – MARCH 23, 24, 25, 2009
Times: 8:00 A.M. to 5:00 P.M. Daily

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

(Cont.)
I'd like to announce the Program Coordinators for the FAPPO 2008/2009 Professional Development Committee. **Jane Dalrymple**, CPPB of the City of Punta Gorda will oversee the responsibilities of the Scholarship Program and the Norma J. Showley Scholarship Fund.

**Chris Rewis**, CPPB, FCCM of Polk County will oversee the responsibilities of the College Education Reimbursement Program.

I am excited to announce that FAPPO will now accept p-cards as a form of payment for seminar registrations. The registration application has been revised to reflect the new payment option.

Updated forms for each of the Professional Development programs have recently been placed on the website.

All our best,

The Professional Development Team

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

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

**College Education Reimbursement Program**
Chris Rewis, CPPB, FCCM
Telephone: 863-534-5609 & Fax: 863-534-0055
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>
</table>
|                         | Mark D. Hutchison, Sr.      | Contract Administration                    | Winter Park, FL| August 27-29, 2008   | M $300.00  
|                         |                             |                                            |                |                      | N $550.00 |
|                         | Alan C. Bodine              | Introduction to Public Procurement         | Punta Gorda, FL| September 15-17, 2008| M $300.00  
|                         |                             |                                            |                |                      | N $550.00 |
|                         | Ken Hayslette               | Contracting for Public Sector Services     | Orlando, FL    | October 9-10, 2008   | M $300.00  
|                         |                             |                                            |                |                      | N $375.00 |
|                         | John Zeyer                  | Sourcing in the Public Sector              | Ocala, FL      | October 15-17, 2008  | M $300.00  
|                         |                             |                                            |                |                      | N $550.00 |
|                         | John Zeyer                  | Introduction to Public Procurement         | Ocala, FL      | February 23-25, 2009 | M $300.00  
|                         |                             |                                            |                |                      | N $550.00 |
|                         | Elene Fromanger             | Planning, Scheduling & Requirements Analysis| Ocala, FL     | March 23-25, 2009   | M $300.00  
|                         |                             |                                            |                |                      | N $550.00 |

Please circle one:   M - Member   N - Non-Member

Date:_____________________________

Name:__________________________________________________________________________

Title:_________________________________________________________________________

Agency Name:___________________________________________________________________

Address: ______________________________________________________________________

City: ________________________________________________________________________  FL  Zip____________

Telephone: (____)_________________________ Facsimile: _(______)__________________

E-mail Address:________________________________________________________________________

Seminar Title:______________________________________________________________________
**Credit Card Information:**

Name on Card: ______________________________

Card #: ____________________________________ Expiration Date: _________

Authorized Signature: _________________________

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

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**REGISTRATION - INSTRUCTIONS & POLICY**

**Payment**

Please note that payment arrangements must be made in advance. FAPPO's Tax I.D. Number is #59-2615678. Payment can be made by credit card or check.

**Registration**

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

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

**Schedule**

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

**Become a Host!**

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

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

As a reminder, FAPPO will sponsor the entire registration fee for the individual identified as the host for the training site. FAPPO members interested in hosting an NIGP training course, please contact FAPPO’s Professional Development (Pro-D) Chair listed above for more details on this exciting opportunity!
FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.

PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS

CHECK OUT THE SEMINARS WE HAVE IN STORE FOR YOU!

For more information, please visit our Website at http://www.fappo.org/

Registration forms will be available at least 6 – 8 weeks prior to seminar dates

Course Title: CONTRACT ADMINISTRATION
Dates: 3-DAYS – AUGUST 27, 28, 29, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

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

General Description:
The class provides a framework for examining contract administration by focusing on essential elements of the discipline. It also provides the participant with a focused look at key considerations related to important contract terms and conditions that must be enforced during contract administration. The intent is for the student to develop a strong understanding of the complexities of contract administration and recognize the importance of planning, monitoring, and proactive insight into and oversight of contract performance. This class provides a comprehensive overview of the contract administration process within the public sector along with illustrations of the various methods available. Determining the appropriate contract administration method, preparing a relevant plan, participating in the process, evaluating the success of the contract and evaluation procedures will all be addressed.

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

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

DATE: AUGUST 27, 28, 29, 2008
LOCATION: Rachel D. Murrah Civic Center
1050 W. Morse Blvd.
Winter Park, FL 32789

HOTEL: Best Western/Mt. Vernon Inn
110 S. Orlando Avenue
Winter Park, FL 32789

PHONE: 407-647-1166
ROOM RATE: Rates vary throughout the season.
PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS

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

Course Title: INTRODUCTION TO PUBLIC PROCUREMENT
Dates: 3-DAYS – SEPTEMBER 15, 16, 17, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

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

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

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

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

DATE: SEPTEMBER 15, 16, 17, 2008
LOCATION: Laishley Park Marina (meeting room)
100 E. Retta Esplanade
Punt Gorda, FL 33950

Directions: From I-75, exit 164 (US 17) west to Nesbit. (Nesbit is the 2nd light after getting on US 17) Right on Nesbit, left on E. Retta. Marina on right.

HOTEL: Best Western Waterfront
300 W. Retta Esplanade
Punta Gorda, FL 33950

PHONE: 941-639-1165

ROOM RATES: Rates vary throughout the season.
FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.

PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS

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

Course Title: CONTRACTING FOR PUBLIC SECTOR SERVICE
Dates: 2-DAYS – OCTOBER 9-10, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

Contact hours: 16 hours
UPPCC* Re-Certification points: 2
CEU Units**: 1.5

General Description:
Faced with the challenge of identifying best value, can the public procurement professional successfully engage partners to achieve efficiency, effectiveness and the social goals of the community? Call it privatization, outsourcing, competitive tendering, or alternative service delivery, contracting for public sector services dominates contract spending at all levels of government in countries around the world. This course examines the process beginning from the decision whether to “make or buy” through the special considerations of the services RFP, the contract award and contract administration.

Intended Audience:
Procurement Officials, senior buyers, public administrators, and contract managers involved in the procurement of services.

Prerequisites: None

DATE: OCTOBER 9-10, 2008

LOCATION: Peabody Hotel
9801 International Drive
Orlando, FL 32819

HOTEL: Peabody Hotel
9801 International Drive
Orlando, FL 32819

PHONE: 800-732-2639
407-352-4000

ROOM RATES: Rates vary throughout the season.
FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.

PROFESSIONAL DEVELOPMENT (PRO-D) SEMINARS

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

Course Title: SOURCING IN THE PUBLIC SECTOR
Dates: 3-DAYS – OCTOBER 15-17, 2008
Times: 8:00 A.M. to 5:00 P.M. Daily

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

General Description:
This course provides the participant with a comprehensive overview of the sourcing process within the public sector. Essential elements, including pre-sourcing planning, needs assessment, specifications, scope of work, deliverables, procurement strategies, value analysis, and internal control processes are explored. Determining the appropriate sourcing method, preparing the relevant sourcing invitation document, managing the acquisition process, evaluation of response submissions, and contract awards will also be explored. In addition, trends and technology developments and their effect of processes will be discussed.

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

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

DATE: OCTOBER 15-17, 2008
LOCATION: Marion County BOCC
Purchasing Department
521 SE 26th Court
Ocala, FL 34771-9187

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

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

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

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

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

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

DATE: FEBRUARY 23-25, 2009
LOCATION: Marion County BOCC
         Purchasing Department
         521 SE 26th Court
         Ocala, FL 34771-9187

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

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

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

General Description:
This course will cover strategic planning within an organization and the importance of its relationship to procurement planning. Planning models will be discussed as well as public sector budgeting. Developing key partnerships within the organization in requirements determination will be explored, as this will lead to the development of proper specifications. Pricing strategies employed in the public sector such as cost analysis and life cycle costing will also be covered.

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

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

DATE: MARCH 23-25, 2009
LOCATION: Marion County BOCC Purchasing Department
521 SE 26th Court
Ocala, FL 34771-9187

HOTEL: TBA
PHONE: TBA
ROOM RATES: TBA
EARN YOUR WAY TO FAPPO EVENTS

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

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

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

3. Serve as a Committee Chairperson—FIFTY FAPPO Bucks, serve on the Committee—TWENTY-FIVE FAPPO Bucks.

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

AEP Awards Com. Sr.
Bobbye Marsala, CPPO, C.P.M., CPPB
Barbara Kuhl, C.P.M.
AV COM. Chair (Audio Visual)
Mark Lovell, PMP, CPPB
Advert. / Sponsor Chair
Mark Raiford, CPPB, FCPM, FCPA
Adver. / Sponsor Com.
Craig Rowley, Exec. Dir.
Banquet Com. Chair
Wendy Geltch, C.P.M., CPPB
Credit Card Committee Chair
Nora Laudermilk, CPPB
Education Committee-
Chair Pro D-Carrie Woodell, CFCM, C.P.M., A.P.P., FCCN
Scholarship Coord. - Jane Dalyrimple, CPPB
College Ed. Coord. - Chris Rewis, CPPB
Entity Awards
Co-Chair-Keith Glatz, CPPO
Co-Chair-Cheryl Olson, C.P.M., CPM
Fall Workshop Chair
Denise Schneider, C.P.M., CPPB
Finance Committee
Chair - John Klatt, C.P.M., CPPB, FCPM
Wendy Miller, CPPB
First Timers Com. Chair - Nora Laudermilk, CPPB
Food Service
Chair—Tammy Hodgkins, CPPB, FCPA
Denise Lipscomb
Golf Tournament Chair
Alan Weaver, CPPB, CPPO
Historian - Wendy Geltch, C.P.M.
CPPO
Hospitality Committee
Chair - Ray Hooper, CPPB, CPCM, Seminole Co. Purchasing Staff
Legislative Affairs Chair -
Kirk Buffington, C.P.M., CPPO, MBA
Membership Directory
Chair - Adana Lumsden
Membership Recruiting
Adana Lumsden
Nominating Chair
Marian Howe-Pace, CPPO, CPPB
Parliamentarian - Warren Geltch, C.P.M., CPPO, CPCM
Past President - Cheri Alexander, C.P.M., CPPB
Photography Chair—Chris Rewis, CPPB
Presidential Advisors
Cheri Alexander, C.P.M., CPPB
Bobbye Marsala, CPPO, CPPB
Cheryl Olson, C.P.M., CPM
Rhonda Scott, CPPO, C.P.M.
Kirk Buffington, CPPO, C.P.M., MBA
Nora Laudermilk, CPPB
Program Chair
Marian Howe-Pace, CPPO, CPPB
Public Relations/Marketing Chair
Craig Rowley, Exec. Dir.
Resolution/Awards Chair
David Nash, CPPO, CPPB
Sergeant-at-Arms
Mike Rath, CPPO, CPPB
Special Events - Carrie Miller, C.P.M.
State Procurement/DMS Rep
David Bennett, MBA, CPPO, CPPB, PMP
Strategic Planning Liaison
Warren Geltch, C.P.M., CPPO, CPCM
Trade Show Committee
Chair – Linda Smith, CPPB, FCPA
Ranae Smith
Baron Greenwade
Photographer-Holly Raphaelson, C.P.M., CPPO
UPPCC Committee Chair -
Rhonda Scott, C.P.M., CPPO
Volunteer Coordinator
Pamila Thompson, CPPO, CPPB
Website Liaison - Bruce Gant, C.P.M., CPPB

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