Florida Association of Public Procurement Officials

OCTOBER 2015 Newsletter

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MESSAGES FROM THE OFFICERS

Joe Benjamin, CPPO, CPPB, FCCM
FAPPO President

FAPPO Family,

Wow, thank you to all of those who were able to attend the Fall Workshop in St. Augustine. It was an amazing day of learning and networking with our peers. A special thank you to our FW Chair Mr. Alan Weaver who not only organized a great itinerary of great workshop sessions but he also organized our dinner at the Columbia Restaurant on Thursday night following the Board Meeting.

Special thanks to my fellow officers, Diane, Fatima and Laurie as well as Executive Director, Craig Rowley and our Audio Visual/Technology Chair, Angela Thomas for making the Fall Workshop a great success. Alan is busy tabulating the session surveys and we will post them as soon as they are available.

Our attentions now turn to our Annual Conference, at the Rosen Center in May where we will be “Proving our Professionalism”. I will be contacting each of the conference chairs to discuss our progress, very soon.

Our program chair, VP, Diane Wetherington has already lined up the making of a great conference program. Diane has also put out the call for presentations at the annual conference, as well as for our two annual essay contests. Mark your calendars for May 22-25, 2016, and start making your travel plans now. Hope to see you there!

Joe Benjamin, FAPPO President 2015/16

Happy Holidays FAPPO!!

It was awesome seeing so many of you at the Fall Workshop in St. Augustine. Alan Weaver did an amazing job as the Fall Workshop Program Chair! Dr. Ryan Darby was outstanding as were the other speakers.

Time is flying by and it is now time to issue the call for presentations for the Annual Conference which will be in Orlando in May 2016. Along with the call for presentation for conference we are looking for many of you to participate in our two annual essay contests. The theme for our 7th Annual Essay contest is “Proving our Professionalism” and the theme for the annual Diversity Essay Contest is “Diversity – Why is it Important?”

This is a great way to share your knowledge and experiences with other FAPPO members. Each essay winner will receive $300 Participation Credits and the runner-up will receive $25 Participation Credits.

Lastly, is our call for Nomination for FAPPO Officer. We are looking for those that would love to serve FAPPO as an officer. If you fit the criteria, please consider being nominated. The deadline for submitting nominations is March 4, 2016.

Documents for submitting annual conference presentations, entering either of the essay contests and officer nomination forms are included in this newsletter as well as posted on the FAPPO website.

Diane Wetherington, CPPB, FCCM
FAPPO Vice President
MESSAGES FROM THE OFFICERS

Fatima F. Calkins, CPPO, CPPB, FCCM
FAPPO Treasurer

Hello FAPPO Members,

Hope everyone had a fantastic summer! It was great seeing some of you at the FAPPO Fall Workshop in Saint Augustine, which by the way, it was an amazing workshop.

My favorite sessions were “Improving Negotiations through Emotional Intelligence” and “Using Strengths to Achieve Career Success” both presented by Dr. Ryan Darby. He provided us with great techniques that will help us use our individual strengths and maximize talent to reach desired performance outcome. Thanks to Mr. Alan Weaver, our Fall Workshop Coordinator, for putting on an awesome program.

I would like to wish good luck to our FAPPO members that will be taking their CPPO/CPPB exams this month.

On a side note, Holidays are approaching fast! The Board is preparing for our 2016 Annual Conference and encourages you to get involved. Start working on your award submittal or volunteer your services!

Happy Fall FAPPO Members,

Thank goodness it is finally cooling off. It just so happens the great cool off was during the Fall Workshop. The Fall Workshop was amazing and so was St. Augustine. Allen Weaver did an outstanding job at putting together the 2015 workshop. The morning session was with Ryan Darby, a Professor at Flagler College. He taught us how to use our strengths and other various techniques to use during negotiations. He literally kept the rooms attention throughout the entire morning! I spent the afternoon session with Namita Uppal, Chief Negotiator for Broward County. She really got your mind working and I was able to bring back some helpful techniques.

Please note that there are a lot of items in this months Newsletter so be vigil and don’t pass up some great opportunities!

Laurie Victory, CPPB
FAPPO Secretary
I want to thank Joe Benjamin for allowing me the opportunity to serve as the committee chair for the Fall Workshop. His strong leadership, stewardship and commitment to excellence has been a shining example to meet and exceed the goals and objectives he set for the Fall Workshop.

A deeper understanding of our emotions and personalities, and how they relate and intertwine with our day-to-day activities; all toward helping us to be successful in negotiating our way through both work and life; is a key to our reaching the upper level of Maslow’s hierarchy of needs.

With regard to the various presentations, all of the workshops were well-attended and conducted by engaging speakers. The evaluations submitted by the attendees strongly show that they were thoroughly engaged and entertained by Dr. Ryan Darby. By an almost unanimous affirmation, attendees overwhelmingly support hearing from Dr. Darby again in the future and delving deeper into the areas of improving both their negotiations through emotional intelligence and their strengths to enhance their careers. Dr. Darby told me that he enjoyed our warmth and acceptance, and appreciated our engaging with him. He also assured me that he is willing to come and will help us explore our inner strengths and abilities in future workshops.

I will be collating the information on the evaluation forms in the near future and presenting it to FAPPO’s Board for their review and consideration in making future workshops even better. Kudos to those attendees who took the time to provide additional comments and criticisms. It is important that FAPPO’s Board of Directors hear and see your opinions and thoughts on such educational opportunities. One of the more interesting questions on the overall Workshop Evaluation Form dealt with soliciting your opinions on one-day workshops and their value to you. Of the 60 attendees present, 31 submitted evaluation forms, and of those, 28 supported FAPPO holding more one-day workshops during the year.

If anyone has any questions or comments they wish to share with me about the Fall Workshop or improving it for next year, please feel free to email or call me at aweaver@sjrwmd.com or (386) 329-4271.

MARK YOUR CALENNDER

49th Annual Conference and Trade Show
May 22nd - May 25th, 2016

REMINDER
Encourage your Network to Become New Members!

“Today knowledge has power.
It controls access to opportunity and advancement.”

- Peter Drucker
Ready, Set, Go!
Presentations, Contests, Elections, & Involvement

CALL FOR PRESENTATIONS – 2016 ANNUAL CONFERENCE
“PROVING OUR PROFESSIONALISM”
2016 Conference Call for Presentations

2016 Diversity Essay Contest
Diversity - Why is it Important
2016 Diversity Contest

Seventh Annual Essay Contest
“Proving our Professionalism”
2016 Program Essay Contest

Nomination for Officer
2016 Nomination for Officer

UPPCC Call for Representatives
Call for Representative CPPO
Call for Representative CPPB

Call for AEP Senior Representative
Call for Representative

Get Involved!
It is Educational and So Rewarding.
On September 30, 2015, the state’s rental car services transitioned from Avis Rental Car to Enterprise Rent-A-Car and National Car Rental under the parent company EAN Services, LLC.

Customers will receive services from both brands at the same contract rates and terms. For more information, please visit the contract webpage at the link provided below where you can find information about the new contract.

http://www.dms.myflorida.com/flrentalcarcontract

Should you have any questions about the new contract, please contact Trey Collins with the Florida Department of Management Services' Division of State Purchasing at 850-488-9996 or trey.collins@dms.myflorida.com.
Hello FAPPO and welcome to the New Year. Don’t forget it is time to renew your membership!

Renewals may be processed on-line through http://www.fappo.org:

- Log-in as a member
- It is a great time to verify your membership record is accurate - Use the link to “Update Your Member Information” to verify and update
- Click on the line “Renew Your Membership” or print a manual renewal form to pay by check

Membership FAQ’s

- When does my membership expire?
  - Memberships not renewed and paid by September 1st are expired

- Why am I considered a “new member” when I have been a previous member?
  - Those whose membership expire for a full fiscal year will be considered a “new member” the next time they register for membership

- What are the negative impacts of not renewing a FAPPO membership?
  - FAPPO benefits are forfeited if a member does not pay their dues by September 1 for the current year.
  - The Scholarship programs require that you must be a current member in good standing for 1 year prior to submitting for a scholarship. This would also include scholarship requests for NIGP classes.
  - FAPPO Bucks – Membership must have paid their dues for the current year by September 1st to qualify for redeeming FAPPO Bucks.
  - If a member renews and pays for membership after September 1st and was offered a transfer of FAPPO Bucks by another member they would not be qualify to use the transferred FAPPO Bucks.

Check out the NEW Membership Guide at https://www.fappo.org/docs/MemberGuide0415.pdf for member benefits and information.

Please contact your membership chair, Marian Pace, if you have any questions about your FAPPO Membership at mpace@pgorda.us or 941-575-3348.
Additional information is available at:

- Norma Showley Scholarship Fund general information
- Norma Showley History
- Scholarship Fund Donation Form
- Application

“There are those who give with joy, and that joy is their reward.”

- Kahlil Gibram
GET CONNECTED!

Here’s how YOU can join the conversation:

Follow @FAPPO_Inc for news, resources and updates about FAPPO and engage in the conference discussion using #FAPPOConf.

“Like” the FAPPO fan page on Facebook to see how others are discussing, teaching and sharing procurement news.

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

Join the FAPPO group on GovLoop for additional interaction with government procurement professionals.

Subscribe to the official FAPPO Blog for access to procurement articles and updates or to submit a list serve inquiry.

Don’t forget to visit our website at:

www.fappo.org

Calendar of Events:
www.fappo.org/CalendarEvent/List

Career Opportunities:
www.fappo.org/CareerOpportunity/List