Florida Association of Public Procurement Officials

October 2017 Newsletter

Included Information:

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Hello FAPPO Family,

In spite of the bumps that Mother Nature threw our way this past summer, we continue to be resilient and positive on the road to recovery.

During the first quarter, the Board was able to accomplish two major milestones of this year’s agenda. The first accomplishment is the automation of the Award application process. This new automated application will simplify the submittal and review process to the participants and reviewers. Kudos to Keith Glatz, Cheryl Olson and Monica Powery for making this happen and for bringing us to the digital era. The second accomplishment is the addition of two scholarship opportunities to use toward the Fall Workshop registration and the reimbursement of the Certification Application and Examination fees upon obtaining your certification. I want to thank the Task Force for the Budget Reserve Draw Down and Kristine Rodriguez for all the hard work that they have put into these accomplishments. Now, it is up to you to take advantage of these great opportunities to strengthen your knowledge and skills.

The Officers and the Board are now focusing toward the 51st Annual Conference. Laurie Victory, our Program Chair, is working diligently on the conference program. She has secured some amazing and energetic keynote speakers who will provide you with great information and tools to apply to your career goals.

I would like to wish the best of luck to our FAPPO members that will be taking their CPPO/CPPB certification this month. In the meantime, I continue to encourage you to provide feedback to me anytime.

Hard to believe the Holidays are almost upon us!

We will be heading out for the Fall Conference this week in beautiful Fort Lauderdale. There is a great program planned for all.

The Nomination for Officer Form has been released and we want to encourage those that are eligible to please fill out the form! It is very rewarding to be part of such a great group of individuals.

Also released are the Ninth Annual Essay Contest “Power of Performance” and the Diversity Essay Contest. Please do not wait until the last minute. The winner will receive $300 in Participation Credits that can be used towards the May Conference! Essays are due no later than February 19, 2018.

You should also be planning your submissions for the 2018 Award of Excellence in Public Procurement and/or Best Practice Award Application.

Look forward to seeing you at the Fall Workshop.
Happy New Year!

For most of us, it is the beginning of a new fiscal year. We have all been scurrying about over the past month or so taking care of hurricane related issues and our customers’ last minute requests. Now it is time for each of us to get refocused to take on the challenges of FY2018. Don’t miss out on your chance to attend the upcoming FAPPO Fall Workshop in Ft. Lauderdale. The price of $99 delivers a full day of training, information so that we are better equipped to serve our customers in FY18. The deadline has been extended so don’t delay.

Speaking of professional development opportunities, I encourage each of you to consider volunteering for one of the many opportunities available to FAPPO members. With work and families, I know that everyone is very busy. However, volunteering is not only rewarding, but can also make a difference. As a volunteer you can give back to the organization and help shape the future of the procurement profession. Additionally, you gain confidence and can connect and build professional relationships with colleagues from across the State. According to Gordon Hinckle, “One of the great ironies of life is this: He or she who serves almost always benefits more that he or she who is served”.

Fall Greetings FAPPO—Tis the Season for Pumpkin Spice!

It’s FAPPO Fall Workshop time, and Pompano Beach is calling your name! I look forward to seeing all those able to attend this week and enjoying these great speakers.

Are you making plans for the Annual Conference? Because you should be! I know Ms. Laurie is going to be putting together a fantastic program, and I am definitely looking forward to it. May sounds like a long way off, but we’ll blink it’ll be upon us, so make your plans now!! Don’t forget to use that Scholarship Program, and to get those FAPPO Bucks for your agency!! (If you’re not sure how, it’s a good thing you’re reading this newsletter, because it’s all here!!)

Stay tuned for information regarding possible changes to the FAPPO Bucks / MPC Program!!

Questions?? Comments?? Requests?? Just want to say “Hi”? - Reach out! (904) 209-0158 or jlocklear@sjcfl.us
You may recall that the FTC blocked the merger of Office Depot and Staples a little over a year ago. The basis for the decision was that the merger would create a monopoly for businesses, as opposed to consumers. Both firms are at the B2B forefront with powerful e-commerce portals that guide a complex agency’s purchasers to favorites, block unauthorized SKUs, consolidate shipping and invoicing, and provide useful spend reports. There is little differentiation in the supplies they provide. If only one master distributor remained with this capability, they could potentially control B2B office supply pricing at a national level and beyond.

Meanwhile, in 2015 Amazon launched their B2B marketplace program and it continues to grow rapidly in providing office and industrial basics. This was a pretty natural progression for the online bookseller, which became a mega source for food, clothing, household and other popular consumer goods. Recently, a watchdog group known as the Institute for Local Self Reliance (ILSR) has published claims that Amazon is stifling competition, eroding jobs and threatening communities. If you receive a public records request for your Amazon spend details, they are most likely from this requestor. They claim that Amazon will become a single source for most all goods and supplies by driving their marketplace partners out of business, or simply purchasing them outright.

Certainly, when you query a product in Amazon’s Marketplace, a list results with pricing from the partners as well as from Amazon. ILSR asserts that this presents as an opportunity for Amazon to openly study their competition and undercut their pricing to “rig” the source selection. But is Amazon’s strategy to become the world’s sole distributor of goods through leverage and acquisition of businesses, or to be the number one “pay to play” e-commerce service portal for these businesses?

True, Amazon has purchased some companies in niche areas, but it is very difficult and costly to dominate a near infinite range of supplies. For example, Home Depot purchased Hughes Supply, and National Waterworks in 2006, but has subsequently gotten “back to basics.” Contrary to ILSR, there is strong evidence that Amazon intends to dominate as an e-commerce service provider. Amazon continues to develop a portal which includes reporting, user authorization and grouping, punch-out capability, approval workflows and the ability to move your current suppliers and pricing agreements to the Amazon platform. (Therefore potentially other office supply sources could compete online with Staples and Office Depot). But so far the Amazon portal lacks the sophistication of SKU blocking, complex favorites lists and redirects to “greener” products that portals such as Office Depot and Staples have. Oversight of individual purchases is primarily through workflow approval, which is a weakness, but if they can develop automated product selection controls, they may be positioned to “monopolize” B2B e-commerce services.

ILSR claims that Amazon is a deterrent to small business, however it also enables small distributors of commodity goods to eliminate costly brick and mortar storefronts and reach a larger audience without having to create individual e-commerce sites that are buried deep in the web. (Bad news for web developers, good news for warehouse and logistics careers.) Local same day delivery services could help differentiate businesses from vast national e-competition. In addition, this type of platform could someday aggregate an agency’s diverse shopping cart across many suppliers into a single p-card check-out transaction through Amazon.

Experts say that public purchasers’ work is becoming mostly focused on construction, service and technology buys so, strangely enough, automating goods and supply purchases through a major portal may be a timely development. Food for thought.
2017 FALL WORKSHOP

“Strategies for Success”

When: October 27, 2017

Where: Fort Lauderdale Marriott Pompano Beach Resort & Spa
1200 North Ocean Boulevard, Pompano Beach, FL 33062
It's never too early to begin planning! The FAPPO Fall Workshop will be held at the Marriott Pompano Beach Resort & Spa on October 27, 2017.

**Program Synopsis**

On behalf of FAPPO, we would like to encourage you to attend the 2017 Fall Workshop being held in Pompano Beach, Florida on October 27, 2017 at the Marriott Pompano Beach Resort & Spa.

The morning sessions that make up this year’s Fall Workshop theme, “Strategies for Success”, are designed to assist attendees with the 5 ‘C’ Strategies for Success: Change, Create, Collaborate, Communicate and Challenge. As you know, these C words make up the procurement profession. Processes, procedures and laws are continually changing. We create, collaborate and communicate with our stakeholders so that we can provide them with the goods and services they need, when they need them, at the right price. And the final C word, challenge…. Is there anything more challenging than public procurement?

Each of the afternoon sessions offer a deep dive into specific subject matter designed to help procurement professionals achieve success within their organizations, whether it’s working towards developing creative solutions for your procurement organization, establishing performance measurements to show value or discovering the basics of strategic planning.

The two morning sessions will be presented by our Keynote Speaker, Hardy Smith. His bio, along with a synopsis of the two morning and three afternoon sessions are below.
Hardy Smith works with associations and nonprofits who want an ongoing culture of performance. His results-oriented approach is based on a career of more than 30 years in the high performance world of NASCAR racing. In addition, he has more than 10 years senior leadership experience in local government.

His extensive professional and personal involvement with associations and nonprofits has led to an in-depth understanding of the challenges these organizations face. He has held numerous local, state, and national volunteer leadership positions.

Hardy’s audiences benefit from his personable, positive, and passionate delivery style. He brings energy and enthusiasm to his presentations and to reinforce lessons being taught, he uses humor, positive motivation, personal stories, tough love, and specific how-to-take-away. To further stimulate engagement, he incorporates participation activities and other engagement techniques.

Hardy’s book which answers the compelling question, Why Don’t Board Members Do What They’re Supposed To Do? is scheduled for publication in 2018. He has a large social media following, he publishes a widely read newsletter, and his insights are shared regularly as a blogger for BoardSource. He is a member of the National Speakers Association, Association of Fundraising Professionals, BoardSource, FSAE, and ASAE. See testimonials and learn more about Hardy by visiting his website www.hardysmith.com.

Copy & Paste the link below to enjoy a promotional video from our Keynote! For best results, use Chrome!

https://spaces.hightail.com/receive/OKWT8GkSqz

Session Summary

Helping someone achieve professional success takes more than telling.

Showing an individual how they can reach their goals is much more likely to produce the results they are seeking.

5 C Strategies for Success will provide procurement professionals with specific how-tos for achieving their desired success.

Session participants will learn how to: Change, Create, Collaborate, Communicate, and Challenge for attaining higher levels of professional achievement.

This session is designed to create an experience that ensures lessons taught will be retained and utilized. Audience engagement will be incorporated to stimulate creative discussion.

Hardy Smith brings humor, positive motivation, personal stories, a dose of tough love, plus plenty of how-tos—to make this an educational and fun session!
Ms. Theresa Webb
CPPO, CPPB, CPSM, C.P.M., Purchasing Manager, Southwest Florida Water Management District

Theresa Webb holds CPPO, CPPB certifications from UPPCC and CPSM and Lifetime C.P.M. certifications from ISM. Theresa is a current member of the NIGP; the Institute for Public Procurement, member of the NIGP Talent Council, and serves as the Treasurer for the Florida Association of Public Procurement Officials and as a member of the ISM Survey on Business Survey Panel. Of recent, she has served on the NIGP Global Best Practice Task Force for Specifications, on the LINCS Advisory Board for the St. Pete College supply management certification program, on the Board of the Tampa Bay Area Chapter of NIGP including President in 2014, On the Board of the Airport Purchasing Group, and on the NIGP Research Committee. Theresa has a Bachelor degree in Business and is currently working towards her Master degree in Business Management. Theresa has numerous published articles and has taught professional development classes and workshops at the local, state and national level.

She has over 25 years experience in procurement. Over her career, she has served in various capacities within the procurement profession in the private sector in the retail, sporting goods, aerospace, and chemical industries and has over 15 years in public sector procurement. Theresa is Procurement Official for Manatee County (Florida) with leadership responsibilities over the procurement of all goods, services, capital improvement and construction.

USING MEASUREMENTS TO PROPEL YOUR ORGANIZATION FORWARD

Session Summary

“You get what you measure”…..it is an old management adage that still applies in today’s complex world. Without measurement you don’t know where you are or where you need to go and you can’t manage for improvement. Successful organizations recognize that a viable program of performance measurement is integral to long term continuous improvement. When an organization focuses its resources on performance the benefits can produce successful attainment of goals and cultivate the trust and credibility that is so important in building productive relationships with customers. As leaders within our agencies, it is important that we develop strategies that communicates, mobilizes, measures and assesses the progress of performance of our departments and that we share those successes with both internal and external customers.
Developing Successful Procurement Operations

Ms. Althea Pemsel
Interim Assistant Procurement and Contracts Manager, City of Fort Lauderdale

Althea Pemsel is the Interim Assistant Procurement and Contracts Manager and leads the construction team for the City of Fort Lauderdale and has served as Purchasing Director, Manager and Procurement Officer. In 2000 Althea worked for the City of Orlando for almost a decade. Althea has been instrumental in advancing the public procurement profession to be regarded as high performance and value added divisions. Althea has written white papers and given many presentations on topics like Change Management, Strategic Procurement, and Adding Value. As an international speaker, her most recent presentation on the topic of intergenerational workforce was given in Hangzhou, China. Althea’s career in procurement began in Germany in the late 80s and she has worked in public, private, and non-profit organizations and instituted cost containment measures and process improvements. Although her educational background is a combination of business and psychology, her doctorate studies focused on philosophy. Althea has received many awards and her most treasured is the Jefferson Award for Community Service.

Session Summary

This workshop will address the strategies procurement professionals and leaders must take in an environment of shrinking budgets, reorganizations, and limited resources. Real world information will be shared on how to maintain, and if necessary, grow a dynamic procurement department that offers implementable solutions that are measurable and scalable. The session will cover doing more with less, communicating during changes, and sustaining morale and focus.

Procurement managers and professionals can leverage the changes and make a positive impact by doing the following:

1. Seek and develop creative solutions to executive problems (without being asked).
2. Communicate via internal and external media outlets and minimize misinformation.
3. Increase team building and other incentives to stay motivated and focused.
The Basic Elements of Strategic Planning

David Nash, CPPO, CPPB

David Nash retired as a Chief Warrant Officer Three from the United States Army in 1988 after twenty years of service in inventory management. He retired from the City of Fort Lauderdale in 2007 after eighteen years of service as a Police Supply Supervisor, Central Stores Supervisor and Procurement Specialist.

David holds a Master of Science in Business Administration degree from Boston University and a Bachelor of Business Administration degree from the University of Miami, where he graduated cum laude. He was the last president of the Governmental Purchasing Association of Southeast Florida, having led a successful merger with the Southeast Florida Chapter of NIGP in 2001. He was also the president of the Florida Association of Public Procurement Officials in 2006-2007 and was presented with the "George H. Wolfe Distinguished Service Award" in 2010. David also received the "Educator of the Year Award" from FAPPO in 2014.

David is a certified instructor for NIGP and teaches all six of the core, 3-day LEAP courses. He has created and written other presentations on a variety of topics, which have been given to various procurement organizations across the United States.

From 2010 to 2013, David served on the Evaluation Committee for the National Procurement Institute's Award of Excellence in Procurement. Since creating the online "Question of the Day" in 2007, he has helped over a thousand procurement professionals prepare for their CPPB and CPPO exams. For this contribution, he was presented with the "Spirit of NIGP Award" at the NIGP Forum in 2013. David continues to serve on a number of committees for FAPPO and his local NIGP chapter, as well as serving NIGP as a Chapter Ambassador for Area 5.

Session Summary

Procurement is often a reactive business. We are bombarded with emails, phone calls and drop-ins to our offices. We'd like to be more proactive, but setting aside time to actually plan anything can be troublesome. However, strategic planning can really help us to identify where the organization needs to go and how to get there. Important considerations like mission and vision statements, timing, internal support and resistance, as well as how to set goals and objectives will be discussed. Additionally, we will cover the all important aspect of SWOT analysis and how it helps us in defining the items above. If you are looking for some tips on how to improve your planning, this session may be just the one for you.

By participating in this workshop, the participant will be able to:

- Identify the critical factors in developing a strategic plan
- Discuss the elements involved in conducting a SWOT analysis
- Identify the elements of a good mission and vision statement
- Discuss the process of developing goals and objectives
FAPPO is accepting proposals for presentations for the 2018 Annual Conference to be delivered to the membership during its 51st Annual Conference May 22, 2018 through May 25, 2018. The deadline to submit proposals is November 17, 2017.

Topics for presentation should motivate, educate and challenge our members. 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 90 minutes in length. The conference will provide members with a multi-track format.

Presenters will be required to submit their final presentations in PowerPoint format to the Program Chair no later than March 28, 2018. 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 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

Benefits of Presenting Member will receive $300.00 in Participation Credit for presenting, or if co-presenting, $150.00 per person in Participation Credit will be awarded. Non-Members will receive complimentary registration to the conference.
October…. Already…. 2017 is almost over…. Where did it go? Did you accomplish all your goals? We hope so! It’s a great time to start thinking about your professional and personal development goals for 2018. FAPPO wants to help you achieve your goals for education and certification by offering you the following opportunities:

Scholarship Program
- Members are eligible for up to $715 per fiscal year, agencies, not to exceed $1,430 per agency.
- FAPPO sponsored NIGP specific course Registration Fees
- Other FAPPO sponsored course Registration Fees
- FAPPO Fall Workshop Registration Fees
- Certification Application and Examination Fees

College Education Reimbursement (CER) Program
- Member are eligible for up to $1,000 per fiscal year

Host an NIGP Class through FAPPO
- Each agency can host one class per year
- FAPPO will pay for the site coordinator to attend the class
- FAPPO will provide up to $200 for refreshments

View details at FAPPO Pro-D Site or by contacting:
Kristy Rodriguez 407-742-0939 Kristine.Rodriguez@osceola.org
Jessica Graham 407-317-3700 Ext 202-5284 Jessica.Graham@ocps.net
On July 28, 2017, the FAPPO Board approved updates to the Scholarship Program that allow scholarships for the following events:

- FAPPO sponsored NIGP specific course Registration Fees
- Other FAPPO sponsored course Registration Fees
- FAPPO Fall Workshop Registration Fees NEW!!
- Certification Application and Examination Fees NEW!!

Members may be granted up to $715 per fiscal year and an agency may be granted up to $1,430 per fiscal year. The revised program documents are available on the Pro-D website:

www.fappo.org/Content/Professional%20Development

Pro-D Chair: Kristy Rodriguez 407-742-0939
Kristine.Rodriguez@osceola.org

CER/Scholarship Coordinator: Jessica Graham 407-317-3700 Ext 202-5284
Jessica.Graham@ocps.net
Are you planning to sit for the CPPB or CPPO exams in the next twelve months? There are a number of ways to prepare for these challenging tests. Taking one of NIGP’s seminars, obtaining the PREP Guides from the NIGP bookstore, participating in a study group or reviewing the material on your own are just some of the ways to prepare.

For those of you who would like a little day to day inspiration and interaction right at your desktop, one of our members, Past President David Nash, sends out a question of the day by email. The questions come from a variety of sources and are about half multiple choice and half essay. Each person responds directly to David and no one’s answers are ever shared with anyone else. And best of all, there is no charge to participate.

If you are interested in receiving these daily questions, just go to the website qoftheday.net for complete information on the program and to register your contact information. If you have any questions after visiting the website, feel free to contact David either by email at david.nash@qotheday.net or by phone at 954-829-0421.
Would you like to earns FAPPO Bucks for your Agency for the Annual Conference??

⇒ Request a Vendor Registration Form from Craig Rowley (execdirector@fappo.org) and forward to your vendor list. Any vendors that register under your agency’s code, earns your agency $$$$  

⇒ Earn an Award! Winning an award earns your agency FAPPO Bucks to be used towards members’ attendance at the Annual Conference!!

Would you like to earn Membership Participation Credit dollars for your use at the Annual Conference, or, possibly, next year’s Fall Workshop??

⇒ Volunteer! Volunteer! Volunteer! Our organization is only successful with the help from its members. Participation with Committees, at the Conference Registration Desk, or in other ways is a great way to get involved AND earn dollars for your attendance!!!  

⇒ Write an Essay!! Winning an essay contest earns you MPC dollars to apply towards your attendance at the Annual Conference!

Would you like to learn more about the FAPPO Bucks / MPC Program?? Contact your committee Chair!

⇒ Celeste Gibbons-Peoples, CPPB, FCCM  
⇒ celeste.gibbons-peoples@tampagov.net  
⇒ (813) 274-5696
“Diversity – Why is it Important?”

This contest is open to all Regular FAPPO members and, of course, Officers are not eligible to compete.

The FAPPO organization and its members have made a commitment to respect and to provide equitable treatment to all the procurement professionals, constituents, internal customers and external customers. FAPPO recognizes the range of differences among all those that procurement professionals have interaction including their value and contributions from each.

The Diversity Essay should address why inclusiveness and respect for diversity is important to the procurement. What are the implications of diversity for procurement; in your office, entity, vendor relations and/or customer relations?

The essay should focus on this theme and you are free to be as imaginative as you desire. I know there are some very interesting stories out there just waiting to fascinate our membership.

Contestants must submit a 900 – 1000 word essay that is double-spaced in an Adobe PDF or MS Word document. Please ensure that the essay includes the author’s name, entity address, phone number, email and a signed statement giving unrestricted publishing rights to FAPPO.

Essay entries must be submitted to Laurie A. Victory, FAPPO Vice President via email lvictory204@gmail.com or mail to c/o Lee County BOCC, Procurement Management, 1500 Monroe Street, 4th Floor, Fort Myers, FL 33901 by February 19, 2018. Please email any questions to Laurie A. Victory.

The current FAPPO Officers based on originality, message / content focus, clarity and grammar will judge essays. The winner and runners-up will be announced at the 50th Annual FAPPO Conference, May 22-26, 2018 in Orlando, FL. The winning author will receive $300 in Participation Credits and runner ups will receive $25.00 in Participation Credits. Participation Credits may be used to help defray the costs for registration and lodging at the official host hotel for the current year’s conference.

FAPPO will reimburse the agency or member, who has made the payment for the awarded amount in the event your registration and/or official host hotel lodging has been paid for prior to receiving award notice.

GOOD LUCK!
“The Power of Performance”

This contest is open to all Regular FAPPO members excluding current Officers.

As in all professions, Public Procurement Officials want our industry members recognized and viewed as professionals at what we do. FAPPO as well as other Public Procurement Organizations have made great strides in promoting this effort in recent years. Moving forward, what should Public Procurement Officials be doing to make this a known reality? How should we, as government agency officials conduct ourselves within the profession? What should Public Procurement professionals be doing to demonstrate “The Power of Performance”?

The essay should focus on this theme and you are free to be as imaginative as you desire. I know there are some very interesting stories out there just waiting to fascinate our membership.

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GOOD LUCK!
It is that time of year again to renew your Agency’s membership to FAPPO.

Please renew on-line at www.fappo.org by:
- Log in—any member of the agency may start the renewal process
- Select the “Renew Memberships for Your Entire Agency” Link

Review the current members listed for your Agency - if any current members are not in the list, please contact Marian Pace (mpace@pgorda.us) or Craig Rowley (execdirector@fappo.org).

Select the members to renew

You may add additional staff to the membership by clicking on “Add A Member”

For payment of your Agency Membership by check you may download the renewal form, complete and submit with a check.

Do you know what your FAPPO member benefits are? Check out the new FAPPO Member Benefits Guide. This guide highlights the benefit offerings for our members. Take a moment to see all the benefits.

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 and Member Participation Credits – Membership must have paid their dues for the current year by September 1st to qualify for FAPPO Bucks or Member Participation Credits. Please contact the Marian Pace (941-575-3348 or mpace@pgorda.us), Membership Chair, if you have any questions regarding membership or benefits.

If you have already renewed, thank you.

Many thanks to all our members for another successful year!
MEMBERSHIP APPLICATION

FAPPO Membership Application
July 1, 2017 - June 30, 2018

Agency Information: (Please print.)
Agency Name: ________________________________________________________________
Full Address: ______________________________________________________________________
City: __________________________ State: _______ Zip: ______________
Phone: __________________________ Fax: __________________________
Email: __________________________ Web Address: ______________________________________

Membership Types and Fees:
Select Type:  □ Agency/Organization  □ Individual/Associate

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Other Memberships
Individual  □ $120

Payment Information:
NOTE: Annual membership dues are payable in advance.

□ Check Enclosed  □ Purchase Order Enclosed
Credit Card Payment:  □ American Express  □ Master Card  □ Visa
Account Number: ___________________________  CVV Code: ____________________
Expiration Date: (mm/yyyy) _______/_______
Card Holder Name: (Print) ______________________________________________________
Card Holder Signature: ________________________________________________________

Please complete all pages of this membership application and return to:

FAPPO
P.O. Box 622612
Orlando, FL 32862-2612
Fax: 813-333-1767  Email: executivedirector@fappo.org
### COMMITTEES—2017-2018

**AEP Sr. Representative**  
Mark Raiford, CPPB, FCPM, FCPA  
**AEP Jr. Representative**  
Barbara Grilli, CPPO, CPPB, C.P.M., FCCM  
**Appointments/Awards Entity**  
Chair Cheryl Olson, MBA, CPPO, C.P.M., CPM, FCCN  
Keith Glatz, CPPO, FCPM, FCPA  
Monica Powery, CPPB  
**By-Laws**  
Kelly Loll, C.P.M.  
Chris Coghill, CPPB  
**Education/Pro-Dev**  
Chair Kristine Rodriguez, CPPO, CPPB, FCCM  
**CER Tuition Reimbursement/Scholarships**  
Jessica Graham  
**Executive Director**  
Craig Rowley, C.P.M.  
**Fall Workshop Program**  
Chair Amy Flack, CPPB  
David Nash, CPPO, CPPB  
**FAPPo Bucks**  
Chair Celeste Gibbons-Peoples, CPPB, FCCM  
Mark Shuman, CPPO, CPPB  
**Finance Chair**  
Mike Pershing, CPPB  
**Historian**  
Joe Benjamin, CPPO, CPPB, FCCM  
**Legislative Committee**  
Chair Bobbye Marsala, CPPO, CPPB, C.P.M., FCPM, FCPA  
Juliet Misconi, CPPB  
Barbara Grilli, CPPO, CPPB, C.P.M., FCCM  
Gregory Spearman, CPPO, FCCM  
Neil Appel  
Chris Coghill  
**Meeting Coordinator**  
Fatima Calkins, CPPO, CPPB, FCCM  
**Membership/Outreach**  
Chair Marian Pace, CPPO, CPPB  
Rebecca Ann Wells  
Patricia Guthrie, CPPB  
**Nominating**  
Laurie Victory, CPPB  
**NCPCC Representative**  
Bobbye Marsala, CPPB, CPPP, CPMP, FCPA  
**Parliamentarian**  
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It’s never too early to begin planning! The 51st Annual FAPPO Conference and Trade Show will be held at the Rosen Centre, Orlando on **May 22-25, 2018**.

As you begin the budget process for next fiscal year, the following rate schedule should be used for calculating conference attendance expenses.

<table>
<thead>
<tr>
<th>Service</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Conference Registration</strong></td>
<td>$350.00 (Early Bird rate $300.00)*</td>
</tr>
<tr>
<td><strong>Hotel rate (single/double)</strong></td>
<td>$165.00 plus hotel tax (if applicable)</td>
</tr>
<tr>
<td><strong>Self-Parking Rate</strong></td>
<td>$15.00</td>
</tr>
</tbody>
</table>

Please be sure to include your conference registration fee in your budget. We cannot guarantee that a subsidy will be available for you to utilize at the Conference.
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 re discussing, teaching and sharing procurement news.

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

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