



Newsletter



2019 FALL WORKSHOP

The 2019 FAPPO Fall Workshop will be on Tuesday October 29, 2019 at the Tradewinds Island Resort, 5600 Gulf Blvd., St. Pete Beach (Note the date change).

Conference registration costs for the one-day workshop is \$99 for FAPPO members or \$149 for non-members.

Workshop registration deadline is October 21, 2019.

Breakfast and lunch are included in the registration costs; check-in time is after 4:00 P.M.; check out is 11:00 A.M; self-parking for one car per room is included; parking for non-overnight attendees is subject to availability at the rate of \$10 per day; valet parking is an additional \$8 fee.

For more information, go to the FAPPO website at www.fappo.org

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DID YOU KNOW?

- FAPPO has a college tuition reimbursement program.
- FAPPO has a scholarship program that reimburses costs for attending classes.
- FAPPO offers Member Participation Credits (MPCs) up to \$300 to Conference Workshop Presenters.
- FAPPO has an annual multi-media contest for members that offers winners MPCs.
- FAPPO has a member nominated awards program that recognizes members who have gone above and beyond in three respective areas.

Fall Workshop Speakers

Change Management

Presenter: Stacy Adams, CPPB, South Carolina
Deputy State Procurement Officer



Summary: As any employee can attest, change can be difficult. Regardless of whether you're operating at the state, local, or even private sector, adjusting your policies, procedures, and methodologies is one of the most challenging tasks you can encounter. But

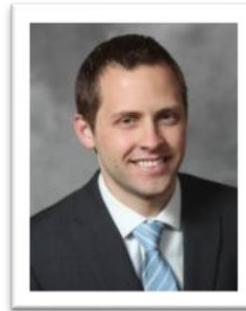
change doesn't have to be hard, and the rewards that it can lead to oftentimes makes the journey worthwhile. Stacy invites you to join and explore change management from inception to execution, discussing how even novice professionals can manage up in order make proactive changes to their entity.

Bio. Stacy Adams, CPPB, is an experienced procurement professional employed with 15+ years of governmental experience. She currently serves as the Deputy State Procurement Officer for the State of South Carolina over the State Term Contracting Teams. Stacy is an NIGP Certified Instructor and actively involved in content builds for the new NIGP Pathways program. She also instructs courses on behalf of the South Carolina State Fiscal Accountability Authority. Stacy is an active member of SCAGPO and was named the Association's Buyer of the Year for 2014 and the recipient of the B.D. Bland Distinguished Service Award in 2018. She is a Past President of SCAGPO and currently serves as a member of the Nominating Committee.

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Financial Management for the Procurement Professional

Presenter: Mike Mucha, Government Finance
Officers Association



Summary: Government accountability, transparency, effective and prudent use of public resources, and ability to maintain trust are direct results of strong financial management and strong organization-

wide collaboration. GFOA's Financial Foundations Framework will be covered, and attendees will discuss how the framework can assist procurement staff developing leadership competencies to support the long-term goals of the organization in building sustainable governments and thriving communities.

Bio: Mike Mucha GFOA's Deputy Executive Director and the Director of the Research and Consulting Center. In this role, Mike oversees GFOA consulting projects, research activities, the Government Finance Review, planning for GFOA training and conference, and other strategic initiatives for GFOA. Mike also leads GFOA's consulting practice providing guidance on how to use technology more effectively, improve business processes and administrative practices, and implement best practices in financial management. Mike regularly speaks at GFOA training events and has written numerous articles on public sector enterprise technology applications, budgeting, performance management, and strategic planning. Mike also currently serves on the NIGP Governing Board as a Thought Leader. Mike holds a Bachelor of Business Administration from the University of Iowa and a Masters' of Public Policy and Management from Carnegie Mellon University.

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One Design for All

Presenter: Meredith Stevens,
ADA Site Compliance

Summary: Creating electronic documents that are accessible to users with disabilities is not only the most cost-effective way– it’s the law. In this introductory session to digital accessibility, you’ll learn how the Americans with Disabilities Act requirements translate to online content and when, why, and how to reduce your legal risk and ensure Microsoft Office and PDF documents are accessible to all.

Bio: Meredith Stevens is a seasoned strategist in the world of accessibility and user-centered design, with a strong focus on producing positive user experiences for everyone, regardless of their ability. Her beliefs on making the world accessible started at age four, when she learned American Sign Language. Since then, every professional position she’s held has impacted users with disabilities in some way. For the last 20 years, Meredith has provided strategic planning, leadership, training, and subject matter expertise to government agencies and commercial clients in preventing and resolving issues related to the Americans with Disabilities Act (ADA), civil rights for people with disabilities, and Section 508 of the Rehabilitation Act. When she is not writing, listening to Audible books, designing, traveling, or running half-marathons, you’ll find Meredith hanging out with her kids and their pack of German Shepherds.

Managing your Purchasing Card Program Electronically

Presenter: Dean Mealy, II, CPPO, Town of Palm Beach

Summary: Perhaps the number one audit issue for any Purchasing Department or Division is oversight of the purchasing card program. Just recently, the City of West Palm Beach was audited by the OIG for \$777,000 worth of questionable charges made on purchasing cards. What tools do you have as a Purchasing Director/Manager to mitigate misuse of the purchasing card by those assigned to have one? Does your P-card program provide the tools to

reflect purchases made against commodities such as travel, perhaps the biggest headache of them all? The goal of the Workshop is to reflect on tools available for the Purchasing Division to monitor purchases being made, as well as the attempt to police activities of the cards assigned. How to train your purchasing card holders, make them responsible for reconciliation and review are they making split purchases.

Moving from Tactical to Strategic Procurement - A Practical Guide

Presenter: Jane Benton
VP Government Sourcing Solutions

Summary: At almost every public procurement meeting, peers discuss becoming more strategic in the purchase of commodities and services.



However, no one ever provides a roadmap to get there. Learn step-by-step instruction to move your organization toward strategic thinking and buying. Let’s have a candid

discussion of how to think smarter, not work faster.

Bio: Jane is the Vice President of Government Sourcing Solutions, a company whose mission is to help America's state and local procurement managers. She brings 30+ years of public sector experience and a diverse understanding of the challenges facing today's procurement professionals. Jane was the Chief Procurement Officer (CPO) for the State of Arkansas and has extensive experience in higher education.

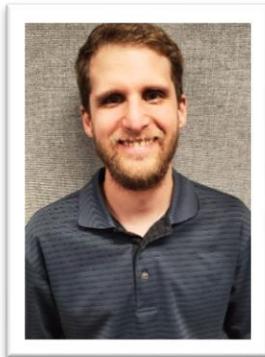
Jane graduated from Delta State University in Cleveland, Mississippi with an undergraduate degree in marketing and a Masters’ of Business Administration degree. She conducts workshops and presentations for NIGP, NAEP (National Association of Educational Procurement) and NASPO (National Association of State Procurement Officials).

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Electronic Organizational Efficiencies

Presenters: Sean Hynes and Nick Canjar,
Brevard Public Schools

Summary: Technology is constantly moving forward, are you keeping up? It's important that our entities gain the benefits of technological improvements to help increase operational efficiency and reduce costs. There is no better way to do this than move your Procurement office into the age of electronic filing, electronic solicitation submittals and electronic contract management. Electronic filing helps reduce printer and paper costs while increasing accessibility and search functions. An electronic solicitation process has multiple benefits to both the entity and the vendors by reducing administrative costs, increasing competition, and streamlining the process from specification development to contract approval. Electronic contract management allows for easier collaboration, real time updates, and decreases contract turnaround time.

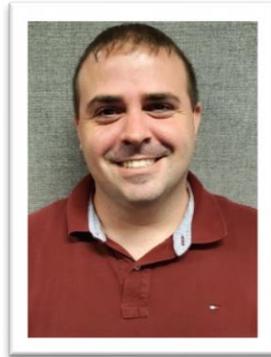


Sean's Bio: Sean Hynes is a Buyer II with the School Board of Brevard County and has worked in Procurement since December 2016. He is currently working towards his bachelor's degree in

Organizational Management and

hopes to earn the CPPB certification next year. His passion for technology initiated a plan to move the Purchasing Department to more electronic and collaborative processes. More than just "going paperless," Sean most wanted to increase efficiency, productivity and organization, not only within the Purchasing Department, but also in how departments and schools within the District interact with Purchasing. Sean recently implemented a district-wide collaborative workflow management process utilizing Smartsheet. He

also played an integral role in the implementation of a new electronic solicitation submission process via VendorLink. Outside of work, Sean enjoys camping, computer gaming and playing Pokémon Go with his wife and two daughters.



Nick's Bio: James (Nick) Canjar has worked for The School Board of Brevard County for eight years, with the past three in the Procurement field. He holds a bachelor's degree in Event Management from the University of

Central Florida and is currently attending Eastern Florida State College for a second bachelor's degree in Business Organizational Management. He is certified in all areas of Microsoft Office and enjoys the challenges that the Procurement office brings. One of his proudest achievements is creating a training that brought together five different departments to assist end users in understanding the Procurement process from start to finish. Nick is best known in the office for his event planning that promotes team building, all year round. Outside of work, Nick enjoys traveling and anything Disney related and is well known for his love of Christmas and everything that goes along with it!

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WHAT IS ORGANIZATIONAL SUSTAINABILITY?

Developing strategies by which our organizations can thrive and sustain into the future; evolving and implementing innovative ways to interact and deliver our services that meet the changing requisites.

**Software, Technology, Security and Beyond –
Protecting your Organization in Today’s Cyber
World**

Presenters: Cheryl Olson, MBA, CPPO, C.P.M.,
CPM, Seminole County Public Schools Rhonda
Ulmer, CPPO, C.P.M., City of Casselberry

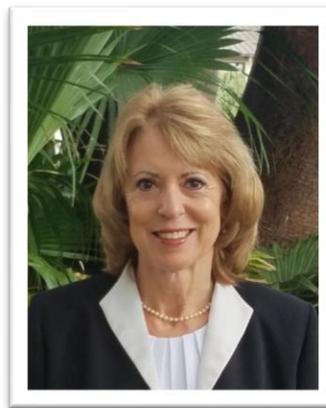
Summary: In today’s world of technology and automation, procurement professionals are regularly tasked with preparing solicitations, reviewing contract provisions, performing research and negotiating contracts that impact their organization’s security and compliance with applicable Federal, State and local laws and policies. This interactive workshop will identify the major areas of risk and solutions that have been successfully implemented.



Cheryl’s Bio: Cheryl Olson has been the Director of Purchasing and Distribution Services for The School District of Seminole County, Florida since August 2014. She has over 32 years of public procurement

management experience, which spans Federal contracts/grants, centralized school districts, county governments, and related activities. In addition, she has over five years of experience in the private sector financial and technology areas. Cheryl obtained a Business Administration Degree from William Jennings Bryan College in 1981, a Certified Public Manager designation in 2001, her Lifetime Certified Purchasing Manager designation in 2007, the Florida Certified Contract Negotiator designation in 2008, the Certified Public Purchasing Officer designation in 2009, and her MBA in Public Administration in 2014. Cheryl served as President of the Florida Association of Public Procurement Officials (FAPPO) in 1999 and President of the Central Florida Chapter of the National Institute of

Governmental Purchasing (NIGP) from 2004 through 2006. She currently serves as Parliamentarian for the Central Florida Chapter of NIGP, and as the Appointments Chair and Board Member for FAPPO. Cheryl has a passion for procurement and understands the value of training and mentoring others who have a desire to learn and grow in this exciting profession. Her goal is to look for ways to offer continuous process improvements for her agency and to engage her staff in the adventure. Cheryl was born in Indianapolis, Indiana. Her Special Interests/Hobbies include: scuba diving/snorkeling, travel, physical fitness/health and raising three miniature dachshunds.



Rhonda’s Bio: Rhonda Ulmer has over thirty-five years’ experience in public sector procurement working with cities, school boards, and county government. She began her procurement career in 1973

working for General Dynamics Corporation before entering the public sector. Rhonda earned her B.A. Degree from the University of Central Florida. She holds a lifetime certification as a Certified Purchasing Manager; obtained her CPPO in 1994 and is a Florida Certified Negotiator. In 2008, she received the FAPPO Distinguished Service Award in 2011. Rhonda served as President of the Florida Association of Public Purchasing Officers in 2000 and President of the Central Florida Chapter of NIGP in 1992. Rhonda continues to support several professional organizations, through speaking engagements and working on various committees. She has served on the Governor’s Task Force, NIGP Research Committee, and the UPPCC Board of Examiners. Currently, she works for the City of Casselberry, as Procurement Manager.



**FAPPO Fall Workshop
 “Organizational Sustainability”
 Tradewinds Resort, 5600 Gulf Blvd., St. Pete Beach, FL
 Tuesday, October 29, 2019**

7:45-8:30	Welcome & Breakfast President, Theresa Webb	
8:30 – 9:45	Limitless Possibilities: Exploring the Pressures and Opportunities in Change Management Presenter: Stacy Adams, CPPB, South Carolina Deputy State Procurement Officer	
9:45 - 10:00	Break	
10:00 – 11:15	Financial Management for the Procurement Professional Presenter: Mike Mucha, Government Finance Officers Association	
11:15 – 11:30	Break	
11:30 – 12:30	One Design for All Presenter: Meredith Stevens, ADA Site Compliance	
12:30 – 1:30	Business Meeting Lunch	
1:30 – 2:30	Managing your Purchasing Card Program Electronically Presenter: Dean Mealy, II, CPPO, Town of Palm Beach	Moving from Tactical to Strategic Procurement - A Practical Guide Presenter: Jane Benton, Government Sourcing Solutions
2:30 – 2:45	Break	
2:45 – 3:45	Electronic Organizational Efficiencies Presenters: Sean Hynes, Brevard Public Schools Nick Canjar, Brevard Public Schools	Software, Technology, Security and Beyond – Protecting your Organization in Today’s Cyber World Presenters: Cheryl Olson, MBA, CPPO, C.P.M., CPM, Seminole County Public Schools Rhonda Ulmer, CPPO, C.P.M., City of Casselberry
3:45 – 4:15	FAPPO Strategic Plan Update Closing President, Theresa Webb	

CALL FOR PRESENTATIONS FAPPO 2020 ANNUAL CONFERENCE

FAPPO is accepting applications for presentations for the FAPPO Annual Conference May 17-19, 2020 in Orlando Florida. **DEADLINE to submit your application to present is November 15, 2019.**

The Board is looking for presentations with fresh ideas and innovative concepts; presentations that have not previously been offered at a FAPPO conference. Topics should be relevant to today's procurement professional, high quality, and designed to inform and engage. The time allotted for the presentations is 60 minutes long and the workshop can include a participant exercise.

Presenters will receive 300 Member Participation Credits (MPCs) that can be used to offset the registration cost to attend the 2020 Annual Conference. Non-member presenters will receive a one-day free registration to the 2020 Conference.

For More Information: go to the FAPPO Website at www.fappo.org, "What's New" section and click on the link to the application.

NOMINATIONS FOR MEMBER RECOGNITION AWARDS

We are proud to announce the 2020 Member Recognition Awards. A select group of three awards, **the Rising Star, Community Leadership & Volunteer and the Outstanding Educator**, will recognize the exemplary service of FAPPO members who give their time and talents to promote the public procurement profession, serve FAPPO, enhance our shared community, and inspire us all to follow in their footsteps.

The nominations for these awards come from you, the membership of FAPPO. **DEADLINE for nominations is January 30, 2020.**

The process is relatively simple, just complete the short Nomination Form and submit with a one-page narrative supporting your nomination.

For more information, and to download the guidelines and form, go to the FAPPO website at www.fappo.org > What's New section.



MULTI-MEDIA CONTEST

Based on the theme of the 2020 Annual Conference, use your imagination and creativity to determine the message and the method to define *Organizational Sustainability*. Traditional essay, a poem, an audio or video recording, a photo collage, an illustrated story book or other medium of your choosing. Winner receives 300 MPCs Credits that can be used to offset the registration cost to attend the 2020 Annual Conference. First runner up receives 150 MPCs and second runner up receives 75 MPCs.

Entries must be submitted no later than January 30, 2020.

For more information log in to the FAPPO website and click on the link to What's New.

2019 Achievement of Excellence in Procurement Awards Update

CORRECTION: The FAPPO Board is proud to announce the following 2019 Achievement of Excellence in Procurement Award Winner. The Award recognizes agencies for setting the bar high and achieving excellence in public procurement in their respective agency. This agency was inadvertently omitted from the recognition list announced earlier this year. We apologize for the oversight.

CHARLOTTE COUNTY BCC PURCHASING DIVISION



David Nash Says Goodbye to FAPPO

Most of us have probably heard the expression, “all good things must come to an end,” and in my case the moment for me to say goodbye to the FAPPO

membership has finally arrived. A number of factors have brought me to this decision: my age, my 25th anniversary as a member; this year’s annual conference being held in Fort Lauderdale where I worked for 18 years; and my desire to cut back on things and do more fishing. So our most recent annual conference was my last one with FAPPO. However, I will continue to teach for NIGP and send out the Questions of the Day as long as I am able.

At any FAPPO event, I have always looked forward to seeing old friends and making new ones. As a baby-boomer now some eleven years out of the work force, I have been fortunate in both this organization and

my teaching efforts around the state to come in contact with a lot of very talented people. They give me hope and confidence that FAPPO will go forward successfully without me and that’s how it should be.

FAPPO offers a lot of opportunities to serve and as many of you know, we slowly get dragged in. We volunteer to help a friend or a colleague. My love of photography got me taking pictures at conferences. My boss, Kirk Buffington, put the 2000 conference program together and needed help with the binders. I also worked on a trade show; packed and mailed the membership directory; and co-chaired the banquet committee.

Then an odd thing happened in 2001 when FAPPO President Kirk Buffington suggested that I run for secretary. Until that moment, I’d never even entertained the thought of holding office in FAPPO. Our presidents were all managers and directors. Not me. Kirk assured me that I could do it, but I needed to chew on the idea for a while. Finally, in 2003 I threw my hat in the ring. I had fliers and stickers and bought people drinks and the next thing I knew, I’d won.

I had those years of doing the minutes and the newsletter as Secretary; dealing with hundreds of checks a week as Treasurer; putting the conference program together as Vice President; and finally taking the gavel as President in 2006. I feel extremely honored to have been the President of FAPPO. While it is probably the hardest thing I've ever done - even with more than 40 committees of volunteers to assist me – it was also the most rewarding. Aside from having the usual things go well – Fall Workshop, trade show, annual conference - I arranged for FAPPO's first strategic planning session that was held in Orlando in 2007.

To be a member of this organization has been the ultimate growth experience since I believe it has made me more successful than I otherwise would have been without it. Credit for that success also goes to NIGP, my local chapter and the former organization known as GPASE that, as its President, I merged with the chapter in 2001, but I believe my heart belongs to FAPPO. So much so that I have had the word FAPPO on my license plate for so many years now that I can't actually remember how long it's been - perhaps ten years or more.

Just before the doors opened for this year's conference banquet, I was surprised by my wife, Beverly with a lapel pin that was a copy of that license plate. Then I was amazed to find that each place setting inside was graced with the same pin. And as the evening wound down to the passing of the plaques between the officers, President Past President, 2006-2007

Theresa Webb further astounded me with my second FAPPO Distinguished Service Award. What I wished I could have said to the audience that night, you are reading now.

So many talented people have served this organization and it has been a pleasure to work with all of them. I leave with a great many memories of trials and tribulations, as well as successes and laughter. I will cherish and maintain my honorary membership, read the newsletter and stay in touch now and then, but I will not be attending any more workshops, conferences or board meetings with you. It will not be easy and I shall miss you all, but it is time. Bless you all and I trust that you will continue to make this organization the best that it can be.

David E. Nash, CPPO, CPPB

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