



Florida Association of Public Purchasing Officers

June 2010

Message From the President

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It's hard to believe that this four year process has entered its final year. As I've moved through the various officer positions, I've developed a great appreciation and understanding of the responsibilities and hard work required to be an effective secretary, treasurer or vice president. Elevation to the presidency increases your responsibilities even more. That is why I marvel at our past presidents who did not have the support of an outstanding executive director nor the procedures and processes Marian developed that will be used to guide future officers for years to come.

Speaking of Marian. One word - WOW! She was a tremendous president and an even greater person. FAPPO is a better organization because of her commitment and dedication.

For this year, I will continue to do all that we can to support our membership and the purchasing profession. To this end, we remain focused on the professional development of our members and will make all reasonable efforts to facilitate their attendance at the conference and at the various educational opportunities offered throughout the year.

Denise, thank you for again agreeing to manage the FAPPO BUCKS program. Major kudos to Denise for developing and implementing this program. It has been such a huge success that it has been adopted by other professional organizations. Denise will launch an aggressive marketing campaign to ensure that all of our members are aware of its benefits. My intention is that this program will continue to be so successful that our membership will demand more and more.

On the heels of Marian's hugely successful conference and trade show, we will be hard pressed to surpass her totals in attendance and trade show sales. However, if we can come within range of her numbers, it will be successful.

With Mark, Carrie and Cheryl, we have a great core of leaders who love this organization and will work hard for you. Thank you for this opportunity!

Johnny Richardson

FAPPO OFFICERS

**Johnny Richardson—President Mark Raiford—Vice President
Carrie Woodell—Treasurer Cheryl Shanaberger—Secretary**

From your Vice-President

Hello FAPPO! Congratulations go to the membership for making our 2010 Annual Conference and Trade Show such a great success --- from the Board of Officers, Executive Director, Committee Chairs and Committee members who each did a tremendous job in planning and executing, to the delegates who attended --- you all had a part in making a memorable and sensational time!

And congratulations to Cheryl Shanaberger, our newly elected Secretary! Her leadership is well known throughout our membership, and with the huge success of this year's Trade Show, I cannot wait to see what she has in store for us in the next few years!

As always, we are here to serve you, so if there is anything that you need, or if you have any questions, comments or words of wisdom --- offer them up because we always want to know what we can do to continue to make our professional organization second to none!

Mark Raiford

From your Treasurer

It was great to see so many FAPPO members attending the Annual Conference in Orlando! Congratulations to Marian Pace for her excellent leadership and a wonderful conference. I can promise that your Board will be working diligently throughout the year to ensure an equally fantastic conference next year.

As I assume the office of Treasurer this year, I reflect back on those that have blazed the path before me and the many changes that have transpired over the years which have allowed FAPPO to evolve. It is such an honor to be a part of this premier professional association and it truly is my privilege to serve as an officer. I encourage all of you to become involved in some capacity, as it is so fulfilling to give back to this profession whenever possible.

Please know that your officers are here for you and if you have any recommendations or concerns, we will be happy to speak with you.

Carrie Woodell

Treasurer

From your Secretary

Wow!! I really got elected to serve on the board of FAPPO!! It is such an honor and I am proud to represent one of the finest body of contracting professionals in the country. I have some very big "shoes" to follow but I am dedicated to do my best. I am looking forward to an exciting year in serving our President, the board and all the members of our outstanding organization.

Please contact me with any news or articles for the newsletter and let me know if I can be of service to you in any way.

Cheryl Shanaberger
Secretary

CALENDAR OF CURRENT EVENTS

DATES	EVENT	DESCRIPTION/INFORMATION
6/18/2010	Board Meeting	Rosen Plaza Hotel, Orlando
7/19/2010	UPPCC Exams	Must apply by July 19th, 2010, late fee Aug 2
8/12-17/2010	NIGP Forum	San Antonio, Texas

LOOK AHEAD

DATES	EVENT	DESCRIPTION
9/13/2010	UPPCC Exams	Register for exam for Oct 18-20, 2010
11/4/2010	Board Meeting	Peabody Hotel, Orlando
11/5/2010	Fall Conference	Peabody Hotel, Orlando
02/18/2011	Board Meeting	Peabody Hotel, Orlando

***Visit Our Website! www.fappo.org for
Additional Event Information***



Membership Application/Dues Invoice

June 1, 2010 through May 31, 2011

Please complete this form and return with your check payable to Florida Association of Public Purchasing Officers, Inc. (FAPPO Inc.) or enter your credit card information and signature for processing.

Name: _____
Last First M.I.

Previous Last Name, if any: _____

Certification: CPPO CPPB C.P.M. A.P.P. Other: _____

Title: _____

Entity: _____

Address: _____

City: _____, FL Zip+4: _____

Telephone: (_____) _____ Fax: (_____) _____

E-Mail: _____

Website: _____

Include Entity's Purchasing Home Page, if applicable

Check all that apply:

Renewal New Member

Type of Membership: \$50.00 (Reg/Assoc)

Regular Associate Honorary

Credit Card Information

Name on Card: _____

Type: Visa MasterCard Amex

Card #: _____

Expiration Date: _____

Authorized Signature: _____

*Your annual copy of the Membership Directory will be available in December
from the FAPPO website as downloadable PDF files.*

*** Payment for membership fees must be received prior to September 1, 2010 for your
information to be included in the membership directory.**

www.fappo.org - FAPPO's FEIN: 59-2615678

MAIL CHECK AND APPLICATION TO FAPPO'S NEW ADDRESS:

FAPPO
8875 Hidden River Parkway
Suite 300 #3059
Tampa, FL 33637

OR FAX TO **813-333-1767**

Internal:	Entity Check	Personal Check - Check Number _____	Date Received _____
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Professional Development

Greetings fellow FAPPO members!

The Professional Development team is here to assist our membership in achieving their educational goals. As such, the Board has given us direction and authorized four (4) NIGP classes for the 2010/2011 fiscal year, beginning June 1.

We have received one request to date, an Introduction to Public Procurement to be hosted by the City of New Smyrna Beach. An instructor has not yet been confirmed so we will keep you updated once this class has been scheduled.

We are interested in hosting two (2) classes in the Central Florida region and two (2) classes in the South Florida region. Please contact Chris Rewis, Polk County BoCC, at chrisrewis@polk-county.net if you are interested in acting as a site coordinator. Remember – the site coordinator gets to attend the class for free!

Other opportunities available:

Currently, there are two opportunities available for members to help offset the cost of their coursework. For those pursuing a college degree, the College Education Reimbursement program is designed for you! Tuition, books, and materials are eligible for reimbursement, up to \$750.00 per fiscal year, per member. Diane Wetherington, City of Winter Park, is the CER Coordinator; she will be glad to assist you in requesting reimbursement for college courses.

The other opportunity available is the Scholarship Program. This program is designed to subsidize training for FAPPO members. Scholarships up to a maximum of \$250.00 are available to offset the cost of any FAPPO sponsored event, including the FAPPO Spring Conference, any FAPPO sponsored NIGP seminars, and any other FAPPO sponsored educational seminars. Conference hotel accommodations are eligible for scholarship funds for 50% of the cost of the accommodations, up to a maximum of \$250.00. In these tough economic times, with travel budgets receiving little to no funding, it is important to take advantage of the scholarship programs many of the Purchasing organizations have available.

Scholarships are awarded on a first-come, first-served basis until the allocated funds have been exhausted. Each FAPPO member that completes the application and is approved for a scholarship can receive one (1) award for up to \$250.00. Each agency is entitled to no more than two (2) scholarships per year. The scholarship can be requested in advance of the training course or as a reimbursement of fees expended. Several members took advantage of this offer and were able to offset the cost of attending the Spring Conference held last month.

Jane Dalrymple with the City of Punta Gorda is the Scholarship Program Coordinator and is available to answer any questions you may have prior to submitting your application for scholarship; a copy of the Scholarship Program is attached as well. Don't miss out on your chance to receive a FAPPO scholarship! Apply today!

With Warm Regards,

The Professional Development Committee

Pro-D Chair: Chris Rewis, CPPB, FCCM, Polk County BoCC, chrisrewis@polk-county.net

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

College Education Reimbursement Coordinator: Diane Wetherington, CPPB, City of Winter Park, dwetherington@cityofwinterpark.org



EARN YOUR WAY TO FAPPO EVENTS

\$ FAPPO BUCKS 2011 \$

Starting on July 1, 2010, FAPPO members can “earn” their way to a FAPPO sponsored event. This includes the FAPPO Conference and Trade Show in April 2011, as well as any FAPPO sponsored class!! FAPPO has budgeted \$25,000 for the FAPPO BUCKS program, plus another \$5000 from the Conference Speakers budget. This is how it works:

1. Send an email to the Executive Director to register: a new individual member or member (s) of an Agency who have had no previous FAPPO membership. Include the agency or member name, email and phone number.
The Executive Director will contact that agency or member and you will receive **TWENTY-FIVE FAPPO Bucks** for each new member that joins and pays dues. Agency or member must be new to FAPPO and cannot have belonged within the past two years. (You cannot sign up anyone from your own agency, but we certainly encourage all of you to belong).
- 2a. Starting on August 24, 2010 contact the Executive Director if you would like to email “blast” your vendors the FAPPO Exhibitors Application. He will set up a special number for your agency on the application that you “blast” that will identify the Exhibitors Applications as they come in as being recruited by your agency for credit. Vendor applications that come in with your number will earn **ONE HUNDRED FAPPO BUCKS** or **10%** of their registration if they sign up as gold or platinum exhibitors for your Agency. (Applicable only to vendors who haven’t exhibited in the past two years).
- 2b. Vendors who signed up last year due to the Bucks Program and who sign up again to participate in the Trade Show will earn their recruiting Agency **FIFTY FAPPO BUCKS**.
3. Serve as a Committee Chairperson-**ONE HUNDRED FAPPO BUCKS**; serve on the Committee-**FIFTY FAPPO BUCKS**.

4. Submit an application for the FAPPO Awards (Essay-Member, Best Practices) and receive **TWENTY-FIVE FAPPO Bucks**. Win the award and receive **THREE HUNDRED FAPPO BUCKS**.

5. Submit a FAPPO Award of Excellence application and receive the award, win **THREE HUNDRED FAPPO BUCKS**.

6. Instruct a class at the FAPPO Conference and receive **THREE HUNDRED FAPPO BUCKS** (divided among the instructors per class). Facilitate a networking session and receive **FIFTY FAPPO BUCKS**.

7. The President can assign BUCKS to those members that volunteer to help for duties not assigned to any committees.

8. Pay your dues by July 31st, 2010 and on August 9, we will draw 10 names who will each receive **\$100 FAPPO BUCKS!** Additional drawings will be held during the year for those members who have paid their FAPPO dues.

To be eligible you must have paid your dues for 2010/2011 by the posted deadline (Sept. 1, 2010). FAPPO Bucks are not redeemable for cash, can only be used towards FAPPO sponsored events including conference registration and hotel costs for the Conference and must be used by May 31, 2011 (no exceptions). **Maximum amount that a FAPPO member can earn cumulative is \$1000.00 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.

Questions? Call Denise Schneider, FAPPO Bucks Chairman at 407-825-3843 or email dschneider@goaa.org. by email dates and times.

Watch for additional opportunities in future newsletters to earn FAPPO Bucks. Questions? Call Denise Schneider, FAPPO Bucks Chairman at 407-825-3843 or email dschneider@goaa.org.

Howdy Partners,

I would like to extend my gratitude to all the FAPPO delegates that attended the 2010 FAPPO Tradeshow. **You** made the Tradeshow a success by taking time to attend and spending quality time with our exhibitors.

Don't forget to check the monthly newsletter for upcoming events and to stay informed on all the FAPPO news.

Thank you,

Cheryl Shanaberger



Congratulations to This Year's Winners!

By: Keith Glatz, CPPO, FCPM

The Excellence in Public Procurement and Best Practices Awards Program was established to recognize agencies that meet/exceed benchmarks and best practices in the Procurement Profession. Congratulations to this year's winners of the FAPPO Excellence in Public Procurement Award, which was awarded to twelve (12) entities, and to our three (3) winners of the Best Practices Award, as well as the three (3) entities recognized as achieving an honorable mention status for that award.

Congratulations to the following Winners!

Entity Award Winners:

- Broward County Board of County Commissioners Purchasing Division
- City of Boca Raton Purchasing Division
- City of Lakeland Purchasing & Stores Division
- City of Miami Gardens Purchasing Division
- City of Orlando Purchasing & Materials Management Division
- City of Palm Bay Purchasing & Contracts Division
- City of Port St. Lucie Office of Management & Budget
- Polk County Board of County Commissioners Purchasing Division
- Polk State College Purchasing Department
- School District of Volusia County Purchasing & Warehousing Services
- Seminole County Purchasing & Contracts Division

South Florida Regional Transportation Authority

Best Practices Winners:

Broward County Board of County Commissioners Purchasing Division

Best Contributions to the Community or the Public Procurement Profession – *“Enhancing Transparency and Vendor Outreach by Webcasting the Public Bid Opening”*.

City of Palm Bay Purchasing & Contracts Division:

Potential Cost Savings for *“Improving Contract Administration; Creation of an In-House / Agency Designed Contract Data Base”*.

City of West Palm Beach Purchasing Division

“Out of the Box” award for their Proposal Evaluation Committee Video showing what NOT to do as a member of an Evaluation Committee

Congratulations to This Year's Winners!

Best Practices Honorable Mention:

Polk County Board of County Commissioners Purchasing Division for their entry "*Women/Minority Business Enterprise and Small Business Enterprise Vendor Day*".

City of Port St. Lucie Office of Management & Budget for their entry regarding their efforts to increase vendor participation in their federal grant funded Neighborhood Stabilization Program, titled "*Improve Neighborhoods and Stimulate the Economy*".

Seminole County Purchasing & Contracts Division for submittal titled "*Electronic Evaluations*" (for RFP's).

Members interested in viewing the Best Practices Award will soon be able to view the Best Practices essays at the FAPPO web-site, <http://www.fappo.org/awards.asp>. We look forward to seeing even MORE entries next year!

Norma W. Showley Memorial Scholarship Fund

Thank you for your support of the *Dining for Norma*, *Silent Auction*, *50/50* and *donations* during the annual conference:

50/50 \$203

Silent Auction \$502

Donations \$121

All together we have a new balance of \$2040.50 ~ Way to go!!

FAPPO currently has a scholarship and tuition reimbursement fund of \$5000. The Norma W. Showley Memorial Scholarship Fund was created to provide members an opportunity to donate to a separate fund in order to increase the amount of available scholarships. We hope to double this amount through member donations. If you're interested in contributing to this worthwhile cause, please be sure to make your check out to FAPPO using the form enclosed. Your generosity is greatly appreciated.

Thank you very much,

Cheri Alexander

cheri.alexander@srq-airport.com



Left: Nora Lauder milk

Right: Norma Showley



Norma W. Showley Memorial Scholarship Fund Donation Form

The Norma W. Showley Memorial Scholarship Fund was created by the Board of Directors in 2007 in order to provide FAPPO members with an opportunity to contribute directly to the scholarship needs of others in the association. Every dollar contributed will be used to supplement the budgeted scholarship and tuition reimbursement funds so that as many members as possible will be allowed to further their education. So far, we have received over \$2,000.00 in memory of Norma!
Thank YOU to all for your generous support,

Cheri

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

\$10	_____
\$25	_____
\$50	_____
\$100	_____
Other \$ _____	_____

FAPPO reserves the right to publish your name as a donor. However, If you would prefer not to have your name published, please check here. _____

Name: _____

Entity: _____

Address: _____

State: _____ Zip: _____ E-mail: _____

Phone: _____ Fax: _____

Send this form with your check or credit card information to:

FAPPO
8875 Hidden River Parkway
Suite 300 #3059
Tampa, FL 33637

Credit Card Information

Name on Card: _____
Type: _____ Visa _____ MasterCard _____ Amex
Card #: _____



Florida Association of Public Purchasing Officers

CALL FOR PRESENTATIONS - 2011 ANNUAL CONFERENCE *“REMAINING COMMITTED TO INTEGRITY AND PROFESSIONALISM”*

FAPPO is accepting proposals for presentations for the 2011 Annual Conference to be delivered to the membership during its 44th Annual Conference April 16, 2011 through April 21, 2011. **The deadline to submit proposals is September 15, 2010.**

Topics for presentation should motivate, educate and challenge our members while “Remaining Committed to Integrity and Professionalism” in the workplace. Every presenter is invited to share experience, expertise, knowledge, and transferable capabilities with colleagues to offer solutions for future success.

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

Presenters will be required to submit their final presentations in PowerPoint format to the Program Director no later than **March 12, 2011**. 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.

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 picture

Proposal/Application shall be submitted via email, fax, or mail

Benefits of Presenting:

FREE Registration to the 44th Annual Conference



Florida Association of Public Purchasing Officers

CALL FOR PRESENTATIONS - 2011 ANNUAL CONFERENCE “REMAINING COMMITTED TO INTEGRITY AND PROFESSIONALISM” APPLICATION

Name: _____ Certifications: _____

Entity: _____

Phone: (____) _____ Fax: (____) _____

Email: _____

Number of Proposals Submitted: _____

Topic(s)	Recommended Track 1 – Entry to Intermediate 2- Intermediate to Advanced	
1)	1 -	2 -
2)	1 -	2 -
3)	1 -	2 -
4)	1 -	2 -

Proposals will be reviewed by the Program Director and recommendations will be submitted to the FAPPO President for approval. The Program Director will notify all selected presenters no later than September 30, 2010 of the outcome of submitted proposals.

To be completed by FAPPO:

Topic	PD recommended	President approved	Tentative Schedule
1)			
2)			
3)			
4)			

SUBMIT YOUR PROPOSALS TO:
Mark Raiford, CPPB, FCPM, FCPA – mark.raiford@lakelandgov.net
FAPPO Vice President/Program Chair
1140 East Parker Street, Lakeland, FL 33801

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Purchasing Manager
City of Lakeland
mark.raiford@lakelandgov.net
Phone 863-834-6780 Fax 863-834-6777

**Treasurer Carrie Woodell, CPPO CFCM, CPPB
CPM, FCPM**
City of Winter Park
Cwoodell@cityofwinterpark.org

Secretary Cheryl Shanaberger, MPA, CPPO
Deputy Director of OMB City of Port St. Lucie
cheryls@cityofpsl.com
Phone 772-871-7390 Fax 772-871-7337

COMMITTEE MEMBERS

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AEP Awards Com. Sr.

Cheryl Shannaberger, CPPO

AEP Awards Com. Jr.

David Nash, CPPO, CPPB

Appointment/Awards Entity

Cheryl Olson, CPPO, C.P.M., CPM

FAPPO Awards

Keith Glatz, CPPO

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FCPM

Jason Ouzts, FCCM

Banquet Com.

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Co-Chair Denise Lipscomb

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Wendy Geltch, C.P.M., CPPO, CPPB,

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Malcolm Wilson, CPPO, MPA

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FCCM

Scholarship Coord. - Jane Dalrymple,
CPPB

CER Coord- Diane Wetherington

Fall Workshop Chair

Russ Wetherington, CPCM, CPPV,
CPM

Food Service

Gale Johnson, CPPB

Facilities

Patti Hobbs, CPPB

FAPPO Bucks Chair

Denise Schneider, CPPO, CPPB

Finance Chair

David Bennett, CPPO, CPPB, PMP

Finance Committee

John Klatt, C.P.M., CPPO

First Timers Com. Chair - Bobbye
Marsala, CPPO, CPPB, C.P.M.

Golf Tournament

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Co-Chair Ed Parker

Historian - Wendy Geltch, CPPO,
C.P.M., FCCM, FCPM, FCPA

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FCPA

Patty Hobbs, CPPB

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CPM, CPPO

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FCPM, FCPA

Wendy Geltch, CPM, CPPO, FCCM,
FCPM, FCPA

Russ Wetherington, CPCM, CPPB,
C.P.M.

Rhonda Scott, CPPO, C.P.M.

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Cheryl Olson, C.P.M., CPM

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FCPM

Public Relations/Marketing Chair

Craig Rowley, Exec. Dir.

Resolution/Awards Chair

David Nash, CPPO, CPPB

Sergeant-at-Arms-Ed Parker, CPPO,
CPPB

Special Events -

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Co-Chair Denise Lipscomb

State Procurement/DMS Rep

David Bennett, CPPO, CPPB, PMP

Strategic Planning Coordinator

Warren Geltch, C.P.M., CPPO, CPCM

Survey/Research Chair

Bobbye Marsala, CPPO, CPPB

Trade Show Committee Chair

Malcolm Wilson, CPPO, MPA

Jason Ouzts, FCCM, Ranae Smith

Linda Smith CPPB, FCPA

Tammy Ma, C.P.M., CPPB, FCPA

Lora Martin, CPPB, FCPA, FCPM,
FCCM

UPPCC Rep CPPO (1/10)-Ronda
Scott, C.P.M., CPPO

UPPCC Rep CPPB (tbd)- David Nash,
CPPO, CPPB

VIP Coordinator— Wendy Geltch,
C.P.M, CPPo, FCCM, FCPM, FCPA

Website Liaison - Lora Martin, CPPB,
FCPA, FCPM, FCCM

Are you interested in serving on a committee?