President’s Message

Spring is in the Air!!

Hope everyone has had an amazing year so far! Congratulations to our chapter awardees: Member of the Year: Chris Coghill; Buyer of the Year: Ramandeep Kaur Mann; and Manager of the Year: Kristine Rodriguez. At our recent Chapter Check-in, we participated in a successful call to discuss topics such as Bay Area Schools Purchasing Consortium, Procurement Strategic Planning, Implementing ERPs, how to apply for Procurement Awards, Compensation Studies, how to utilize NSITE, and shared achievements such as Orange County Public Schools magazine debut on its Procurement staff. Unsung Heroes: Congratulations to Kristine Rodriguez & Dawn Richer, nominated by Candy Cottle, School Board of Brevard County Florida and Kisha Williams, nominated by Tabatha Freedman and Annmarie Wise, GOAA, as this years Unsung Heroes! Check out her full detailed nomination within this newsletter! Nominations are still being accepted for the 2021 OFFICER ELECTIONS through July 1st – please contact me today! This year Sulie Millan will be leading the Strategic Planning for the Chapter and more information with be sent out soon.

Wishing you a month filled with love and joy. Thank you for your support of this Chapter. Let’s continue to work together towards promoting and supporting the professional development of this diverse Chapter!

Damaris Nazario, CPPB
CFC NIGP President
Happy Spring!

The Chapter will continue virtual events for the entire year. Your attendance and participation at our virtual events is appreciated. Our next Virtual Chapter Meeting is on May 14, 2021, 12 PM. Things are changing fast, in a good way, and NIGP is continually looking to increase value to its membership. Believe it or not, there are some new opportunities and incentives to participate, volunteer, and stay on your learning journey through Pathways. Area 5 Chapter Ambassadors, Joe Benjamin and Karen Main would like to share these new initiatives that are in place and a few that are on the horizon. Remote login details will be emailed to registrants. Note: To get credit, you must login in as yourself or contact treasurer@cfcnifp.org if you log in as a group. See you online!

Register for the meeting at www.cfcnigp.org.

The updated Scholarship Log is posted on our website. Your scholarship funds may be used for education events. The Scholarship Redemption Form is located on our website, Documents and Files, Scholarships.

Tabatha Freedman, MBA, NIGP-CPP, CPPO, CPPB
CFC NIGP Vice President

“Coming together is a beginning; keeping together is progress; working together is success.” – Henry Ford

I am excited to share this newsletter with you! There are so many amazing learning opportunities available as well as highly deserved recognitions of our CFC family. I would like to extend my congratulations to Raman, Kristy, and Chris for their achievement as Buyer, Manager, and Member of the Year! I look forward to seeing many of you at our next virtual chapter meeting on May 14, 2021 as we dive into available opportunities and the value of our national membership.

As always, the Board will continue to support our members and their families and entities. I encourage everyone to stay informed on all of the new virtual opportunities available through NIGP.

Continue to stay safe and healthy!!

Katrina Ponzini
CFC NIGP Secretary
**2021 DATES TO REMEMBER**

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<thead>
<tr>
<th>Day and Date</th>
<th>Times (Tentative)</th>
<th>Event</th>
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<tr>
<td>Friday, May 14, 2021</td>
<td>12 - 2 PM</td>
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<td>Friday, July 16, 2021</td>
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<td>Friday, December 10, 2021</td>
<td>12 - 2 PM</td>
<td>Chapter Meeting</td>
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**FAPPO 54TH ANNUAL VIRTUAL CONFERENCE**

_The Next Normal – A Time for Evolution_

This year with FAPPO has looked incredibly different from years’ past and while there have been difficulties, I’m pleased that we’ve been able to provide various learning opportunities and workshops throughout the year to continue the professional development and growth of our members. And, with that in mind, I am super excited to announce the program for our 54th Annual Virtual Conference May 19-21!! While I’m sad that our conference won’t be the same as years past, I’m thrilled to be a part of bringing you this year’s lineup of presenters.

Registration is officially open, so make sure you register soon to take advantage of the early bird rate. View the information on the “Annual Conference” links. Though I wish I could see you all in person, I can’t wait to see you all there!

Your FAPPO President,

Jaime Locklear, MPA, CPPO, CPPB

**Member Registration: $300.00**

**Non-Member Registration: $450.00**
NIGP Forum 2021 offers a wholly new way for members to connect, engage, honor, and celebrate our collective accomplishments. We kick-off Forum with an all-virtual experience in August that’s open to everyone. The experience continues in September, for a smaller group of procurement thought leaders, with a socially distanced in-person gathering in sunny Anaheim for our first-ever Leadership Summit.

**NIGP Forum Virtual**
August 23 - 26

The Forum virtual event is a mix of live and pre-recorded sessions for you to hear inspiring speakers, attend thought-provoking educational sessions, engage in agency and topic-based networking, connect with suppliers, and of course to have some fun and celebrate.

**20 Contact Hours**

The NIGP Forum virtual experience is open to all public procurement practitioners, from those newly entering the profession to emerging leaders and those who are currently leading their entities and beyond.

- Plenary/Keynote Sessions
- Concurrent Sessions
- Agency-Based Networking Sessions
- Topic-Based Networking Sessions
- Daily Coffee Meetups
- Custom Conversations
- Expo Hall
- Social Events/Happy Hours

**Early Bird (through May 31)**
Member: $249
Non-Member: $397

**Standard (June 1 - August 28)**
Member: $297
Non-Member: $397
NIGP FORUM LEADERSHIP SUMMIT

September 11 - 14 | Anaheim, CA

(Registration includes full access to Forum virtual)

Our new Leadership Summit is like no other event hosted by NIGP, and another innovative offering that elevates our great profession. This inaugural meeting of the minds is designed to bring together procurement’s most ardent advocates and innovative thought leaders for three days of transformative thinking and high impact collaboration. It’s equal parts inspiration and perspiration with attendees expected to fully engage in productive dialogue and roll-up-your-sleeves working sessions.

34 Contact Hours
(includes 20 hours from Forum virtual)

Early Bird (through May 31)
Member: $800
Non-Member: $1,000

Standard (June 1 - August 12)
Member: $850
Non-Member: $1,050

Late Registration (August 13 - September 12)
Member - $900
Non-Member - $1,100

NIGP Forum Leadership Summit

September 11 - 14 | Anaheim, CA
(registration includes full access to NIGP Forum virtual)

This in-person Forum experience is intended for individuals in a leadership role, or those who consider themselves a thought leader or innovator within the industry. The content is customized for this audience level, and the expectation is for all participants to contribute their insights and real-world learning during the workshops and throughout the program. This is not intended for entry-level practitioners. Registration to this event is restricted to public procurement professionals only.

- Plenary/Keynote sessions
- Think Tank sessions
- Affinity Networking sessions (NEW for this concept)
- Strategy Conversations
- Dedicated Expo hours
- Awards Celebration
- Social Happy Hour
- Registration for the in-person Leadership Summit is limited to 400 people and is offered on a first-come, first-served basis.

Anaheim Marriott

The Anaheim Marriott is the contracted hotel for NIGP Forum Leadership Summit 2021.
700 W. Convention Way
Anaheim, CA 92802
1-877-622-3056

*Please Note:
Spaces for the in-person Leadership Summit are limited and offered on a first-come first-serve basis. As always, your health and safety are our primary concern. We are taking all steps to keep you safe and healthy based on the latest CDC guidelines. Given the fluid and changing nature of the guidelines, we are taking all steps to be as flexible as possible with registrations and refunds.

For more information, visit https://www.nigp.org/events/annual-forum-and-products-exposition.
Ready to take the next step in your leadership journey? Start here.

This five-month virtual program takes participants on a journey of discovery, to gain insights about yourself and others. It gives you the tools and skillsets to build and enhance the leadership competencies for success in the profession, now and in the years to come.

Program Overview

The core competencies public procurement leaders need to succeed form the foundation of the Leaders Edge program. It is critical that public procurement leaders are part of their organization’s strategic planning team, providing expertise and value to help the overall effectiveness of any public entity. Leaders Edge provides participants the blueprint to excel in three key areas:

- Leading Self
- Leading Others
- Leading Organizations

New for 2021
Leaders Edge 2021 will be facilitated by Lourdes Coss. Ms. Coss is a former Chief Procurement Officer with over 25 years in public service. She’s an accomplished author, professional speaker, trainer and coach. Her most recent accolade is being recognized as one of the world’s top thought leaders and influencers on procurement by Thinkers 360, the world’s first open platform for talent leaders.

Participants will have access to the DiSC assessment in addition to Emotional Intelligence. This addition provides a well-rounded view for a leader of not only being able to recognize, control and express one’s emotional intelligence but also deepening their understanding of others work and communication styles to become more effective as a communicator. The two tools, when used together, provide a foundation of success both personal and professionally for leaders!
MEMBER RECOGNITIONS

BUYER OF THE YEAR

Ramandeep Mann, MBA
Toho Water Authority

“Very passionate about learning about Public Procurement and believes in giving back to the profession...she wears a winning smile...values integrity...always truthful and forthcoming in her words and actions...constantly demonstrates accountability and is very ethical in what she does...she is in constant pursuit of excellence in her professional performance”.

MANAGER OF THE YEAR

Kristy Rodriguez, MBA, NIGP-CPP, CPPO, CPPB
Brevard Public Schools

“Kristy hit the ground running...ensure the district was seeing the value Procurement added to the organization...continues to leave her mark...volunteering her time to help improve the procurement profession...brings a positive attitude, beaming smile, and amazing work ethic”.

MEMBER OF THE YEAR

Chris Coghill, NIGP-CPP, CPPO, CPPB
City of Groveland

“Members of the study groups spoke very highly of Chris’ dedication and time commitment...dedicated her service to others...she has been a personal coach and has a truly giving spirit...great efforts to increase chapter volunteerism and study group exposure”.

Congratulations
MEMBER RECOGNITIONS

SUPER DUO of Procurement!

Nominted by Candy Cottle of School Board of Brevard County Florida ::: This dynamic duo has gone above and beyond during these unprecented times of dealing with all things Covid in Procurement. Kristy and Dawn helped bring our entire department to a near perfect all electronic environment right before we were all required to work from home last year. We were one of the few departments that were ready for this transition, and we all navigated it very well with their help. We as a team were still able to run full speed ahead in our homes with our normal solicitations and agreements AND were able to still help them and our schools/depts in whatever ways we could regarding the Covid issues. It was a very uncertain and scary time for some of us. Their guidance, patience and understanding helped us all remain calm and focused, which allowed us to help our District even more.

Kristy and Dawn not only worked hand in hand to make sure everything we as a team needed in the past year, but the District and the community as a whole as well. Our senior leadership created individual teams to help in the Covid response, and they both took time to be on these committees and endured many hours in meeting after meeting to help in this crisis. Kristy led the “Work Process Modification” team and when it came time for schools to reopen Dawn sat on the “Reopening Team”. They also consulted with many other departments and schools constantly to make sure everyone had what they needed, when they needed it—even sometimes running items personally to places when everyone else was too busy with other projects. The work there is not over, and they both continue to be an vital help to our schools and departments in regard to Covid supplies and needs.

During all of this, they also worked side by side to update old and outdated policies, updated long, detailed, essential procurement manuals, and managed people being out with Covid for weeks at a time, (and still checked up on us!). Dawn is the lead in our Half Cent Sales Tax initiative and when that got renewed, had to also juggle that along with everything else that was going on. Not to mention -- they also both made sure that we as a team were recognized and awarded both the FAPPO Award for Excellence in Procurement and new to us this year- the National Procurement Institutes Excellence in Procurement Award for 2020! Both of these women are superior, smart and powerful as a duo but also individually as awesome human beings. Dawn has an enormous heart and is one of the kindest people you will ever meet. She has been taking care of her newly widowed mom, as well as helping to care for her 3 older kids and 5 grandkids whenever they need her. Kristy has 3 boys who keep her on her toes at home, and is a very caring, sweet and down to earth person who will make time to be there for anyone when you need her.

It is said that attitude reflects leadership. Having both of these women in front of us—leading the way for all of us here—has helped solidify a super procurement team that we haven’t had in many years. We are great at what we do, because they help make us great.

Kristine Rodriguez & Dawn Richer

Issue 5, Volume 26, May 2021 Newsletter
MEMBER RECOGNITIONS

Thank you Kisha for being you!

Nominted by Tabatha Freedman of Greater Orlando Aviation Authority::: When we think of heroes, we sometimes think of those sitting on a grand stage, in front of the camera, but many of our unsung heroes are right next door to us: the quiet neighborhood, the co-worker who is always willing to lend a hand.

One of our unsung heroes is right here at the Greater Orlando Aviation Authority (GOAA). Her name is Kisha Williams, Purchasing Administrative Specialist. Kisha takes time out of her daily schedule to meet the needs of others by volunteering to help feed the homeless and supporting her former high school (Jones High School in Orlando, FL) as President of the Booster Club.

Kisha accomplishes these volunteer activities while being a strong supportive Mom to her three daughters in their daily activities and events inclusive of softball, volleyball, and bowling. She is also a new grandmother, affectionately “ya-ya”. She is our anchor here at GOAA, bringing order to chaos and smiles to everyone with her slogan “MCO smiles stay with the traveler for miles,” in Purchasing and all our internal customers! What keeps her grounded is her faith in God, love for family, and her fellow man. These are the reasons why Kisha is a great hero that we want to thank and acknowledge.

“MCO smiles stay with the traveler for miles”
MEMBER RECOGNITIONS

A Day in the Life Of ...
Procurement Services

With great efficiency, the Procurement Services department works to equitably secure needed services and products with vendors, contractors and businesses to keep OCPS employees and facilities working on time and within approved budgets. It also provides centralized printing; records management; mail; courier; surplus PPE supply distribution; and warehousing services to the district. During fiscal year 2019-20, the department processed more than 33,000 purchase orders totaling more than $827 million and saved the district $35 million through its actions.

On the fourth floor B side of the Ronald Blocker Education Leadership Center sits 14 of its team members. Except for Facilities Construction, this team handles everything purchased for the district – from pens and copier paper to carpet and furniture to million-dollar HVAC (heating, ventilation and air conditioning) installations and digital device needs.

Down a short corridor of four cubicles sits Susan Perry, who in less than three years with the district has risen from a clerk to an administrator/senior buyer. Her day (7:30 a.m. - 4:30 p.m.) – and that of her close-knit team responsible for maintenance – is filled with processing purchase orders over the PCard limit, approving shopping carts, answering employee and vendor requests, bid proposals, contracts and addendums, and tracking spreadsheets, Equal Level, emails and more.

“You want to buy the best product at the best value and best price. And you have to do it fairly and transparently,” she said. “We work with the end users – bookkeepers to facilities and maintenance, transportation – just about anything that’s purchased in this district comes through the Procurement department.”
Previously a purchasing manager for the Citrus County School Board, Perry took a role as a clerk to join the OCPS Procurement team in 2018 hoping to move up the ranks. The former Citrus County resident of 28 years also worked for food distribution giant Sysco for 12 years and has restaurant management experience.

Since coming to OCPS, Perry has earned the department's quarterly Silver P.R.I.D.E. award and is currently in Cohort 9 of the district's Management Leadership Academy. In her spare time, she also is studying to get her Certified Professional Public Buyer certification from the Universal Public Procurement Certification Council.

“That is my goal, to get some initials after my name,” said the widowed mother and grandmother.

Perry also is diligent about following procurement forums to learn about new ideas and resources.

“Procurement is constantly changing. Nothing is the same every day,” she said. “There are so many people, you need to be a sponge. We all are just borrowing, reviewing, learning from each other. It’s just so cool.”

14 Orange Peel
NEWS

NCPP announces ABOVE & BEYOND Winners

NEW AWARD! During the month of March 2021, the National Cooperative Procurement Partners (NCPP) recognized stars in public procurement who have gone ABOVE & BEYOND in their procurement role. Nominated by their peers, each of these winners demonstrated excellence in their roles, and took on extra responsibilities – Above & Beyond performance! Each Monday during March, three winners were announced – below are those winners listed in order of their announcement – kudos to all!

Brandy Hazel
Procurement Manager
Collier County Sheriff’s Office, FL

"Manager Brandy Hazel is an invaluable member of the Procurement Bureau and the Collier County Sheriff’s Office. Manager Hazel not only leads the charge with her Procurement Role for the agency, she also manages a large portion of the Logistics efforts as the Sourcing Manager during major events such as Hurricanes, Wildfires, and most recently COVID-19. During the agency’s COVID-19 response Brandy Hazel worked tirelessly to ensure the agency was well stocked with PPE, sanitizers, and other cleaning products for the agency. In addition to her COVID-19 response, Manager Hazel is leading her small but efficient team through the start of a record year for requisitions and Purchase orders. Since October 1, 2020 we are experiencing a 20% increase in purchase orders. Manager Hazel and her one Buyer have also taken over the procurement processes for a Mobile Command vehicle, Bomb Squad Vehicle, a Helicopter, as well as numerous outboard engines for our Marine Unit."
The elections are not over yet!

are you Ready?

Volunteering as an Officer provides an opportunity for members to support their colleagues, showcase their talents and gain valuable leadership experience.

Nominations will be accepted through July 1, 2021

Contact us today!

President@cfcnigp.org
Damaris.Nazario@osceola.org
PROGRAMMING MESSAGE

On Friday, March 5, 2021, we held our Virtual Chapter Membership Meeting and Spring Workshop - Procurement Interaction event. This FREE Professional Development Event was for three (3) contact hours and was attended by 71 members and guests! The survey results were positive with 90% of responses rating the topics as Good-Excellent or Excellent.

Leadership - Overcoming Challenges of Change Management in a Regulated Environment was presented by Christin Webb, MBA, CPPB, Administrator of Purchasing, Shelby County Government Purchasing Department

Change management is a key skill necessary for navigating individual, team, and organizational enhancements. Integrated with regulated environments and the task can sometimes seem more challenging. This session explores critical technical and non-technical components to effectively managing change in a regulated environment.

Best Practices for Effective Contract Administration was presented by Ginger Line and Jon Henke with Sourcewell,

As procurement professionals, we often focus a lot of energy on solicitations and getting contracts in place, but what happens next? This is the start of contract administration, which include activities after the contract is executed. To create high-performing contracts, you need to simultaneously engage your client relationships and business-partner relationships to help all parties achieve their goals. Our presentation to learn best practices that will ensure more effective results throughout your contract’s lifespan.

Creativity at Work; Transforming Culture Through Design Thinking and Innovation Labs was presented by Carrie Mathes, Zulay Millan, and Nury Alers.

Often when faced with a problem, our brains are programmed to find a good enough solution right away and act upon it, but those seeking excellence must study problems and build a deeper understanding of them to develop valuable insights and effective solutions.

Design Thinking is a non-linear iterative process that facilitates exploring problems, inefficiencies and opportunities by soliciting collaborative input and challenging assumptions in an attempt to identify alternative strategies and solutions that might not be instantly apparent with our initial perceptions and understanding.

How might we use design thinking to advance innovation in Public Procurement? Join us as we share our experience developing a Procurement Innovation Lab and using design thinking strategies to cultivate solutions, build from collective experiences, and strengthen relationships with stakeholders.

Thank you,

Tabatha Freedman

Tabatha Freedman, MBA, NIGP-CPP, CPPO, CPPB
CFC NIGP Vice President
C: 407-840-3348 E: Vicepresident@cfcnigp.org
On Thursday, March 25, 2021, we held a Virtual Chapter Check-In event. This networking event was attended by 27 members. Various topics were discussed and members offered their contact information for additional topic discussion. See below.

- Orange County Public Schools magazine debut: Susan.Perry@ocps.net
- Bay Area Schools Purchasing Consortium contact: david.wheeler@ocps.net
- Strategic Planning advice: Hynes.Sean@Brevardschools.org
- ERP advice: rfalanga@lakecountyfl.gov
- Chapter newsletter contact: katrina.ponzini@osceolaschools.net
- FAPPO agency award info: https://www.fappo.org/Content/Award%20for%20Excellence%20in%20Public%20Procurement%20and%20Best%20Practice%20Award [fappo.org]
- Compensation Study advice: rfalanga@lakecountyfl.gov and rmann@tohowater.com
- Remember to use NSITE for advice from NIGP members from all over the US/Canada
- Salary Survey conducted by the City of Sebastian: AFraser@cityofsebastian.org

Thank you to our members that were able to participate!

Thank you,

Tabatha Freedman

Tabatha Freedman, MBA, NIGP-CPP, CPPO, CPPB
CFC NIGP Vice President
C: 407-840-3348 E: Vicepresident@cfcnigp.org
The Florida Legislature wraps up on April 30, 2021. The Task Force will be reviewing the bills the first week of May to evaluate the final actions and track whether the Governor signs them into law. In the meantime, a list of the bills that the Task Force is tracking and a summation of their impact at the time of this writing can be found on the Chapter’s Website under Documents and Files, Legislative Updates. At the time of this writing (mid-April), the Task Force is tracking the following bills:

- HB 439 & SB 810 - Prohibited Governmental Transactions with Technology Companies and for Chinese Products
- HB 331 & SB 694 - Displacement of Private Waste Companies
- HB 57, SB 1194, SB 1500 - Transportation
- HB 53 & SB 1076 - Public Works Projects
- HB 585 & SB 378 - Payment for Construction Services
- HB 35 & SB 402 - Legal Notices
- HB 1055 & SB 1446 - Public Records/Trade Secrets
- SB 7050 - Unsolicited Proposal
- HB 1217 & SB 1494 - Meetings of Political Subdivisions During Declared Emergencies
- HB 7017 & SB 2010 - Foreign Influence

Watch the website in mid-May for an updated, final list of which bills, if any, became law, their effective dates, and a summation of the impact.
ONBOARDING TO THE PUBLIC PROCUREMENT INDUSTRY

Public Procurement Associate Designation

Hit the ground running and show everyone how invested you are in your career with the NIGP Public Procurement Associate Designation. You build the foundational competencies and get actionable learning to make more effective decisions in your day to day. It’s a great way for newly entering professionals to map out your professional development in a structured way but with the options and flexibility to suit any schedule.

3 ways to earn this designation:

- NEW - Intensive
- Bundle
- Pay-As-You-Go
# RFP Learning Lab Series

This 10-part Learning Lab series is based on the recently revised Global Best Practice (GBP) Request for Proposals and delves into each of the elements in the GBP. Participants can expect handouts and detailed discussion on practical application, including case studies and guidance on best practices.

**INSTRUCTORS:** Stéphanie Dion, CPPB, Manitoba Hydro, Victor Leamer, CPPB Spokane County, WA, Michael Thornton, CPP, City of Leesburg, FL

Each two-hour Zoom webinar uses the Zoom breakout function for collaborative learning and instructor participation. Upon completion, participants earn Contact Hours 2.0 | CEUs: 2.

Registration is first come, first serve and space is limited to 45 participants to ensure a focused one-on-one social learning experience.

**Price:** $79 Member | $179 Non-Member

Register today.

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<td>July 1</td>
<td>Learning Lab - Stop Wasting Time in Excel! Tips and Shortcuts to Be More Productive</td>
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<td>August 11</td>
<td>Learning Lab - Adobe Acrobat: How to Create Interactive Forms to Streamline Workflow</td>
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<td>October 5</td>
<td>Learning Lab 1 - Introduction to Request for Proposals</td>
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<td>Learning Lab 3 - Communication/Engagement with Suppliers</td>
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<td>Learning Lab 5A - Responsiveness, Compliance, and Responsibility</td>
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<td>November 2</td>
<td>Learning Lab 6A - RFP: A Treasure Map for Suppliers</td>
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“WIN-WIN” Incentive for Chapters EXTENDED

Don’t let budget cuts stop your professional development. Continue on your path towards growth, save big and help your chapter earn money!

Our partnership with NIGP and its support of chapters is stronger than ever. To ease the financial impact of COVID, NIGP is offering a special “WIN-WIN” incentive for chapters and our members to win big.

How it Works

1. **Members win** by saving 30% on select virtual offerings
2. **Chapters win** by getting a 15% rebate for every member who registers before June 30, 2021
3. Your members must identify the chapter affiliation during registration

Let’s make this program a “WIN-WIN” for you and our chapter.

View Offerings and Register Today

“WIN-WIN” Incentive for Chapters EXTENDED through June 30, 2021
Don't miss these virtual courses coming soon!

NIGP is here to support your learning journey. For your convenience we are now offering courses virtually along with a live instructor who guides you through the content and exercises. All materials are available digitally and courses are scheduled across different time zones! Virtual courses are being delivered through Zoom. Instructions for joining are provided in advance of the course start date.

3 Days Courses

Core Certificate: Foundations of Sourcing and Contracting  05/10 - 05/12, 2021  VIRTUAL
Core Certificate: Foundations of Sourcing and Contracting  05/10 - 05/12, 2021  VIRTUAL
Specialization Certificate: Technology Procurement  05/17 - 05/19, 2021  VIRTUAL (CT)

2 Days Courses

CPPB Prep  05/10 - 05/11, 2021  VIRTUAL
Effective Contract Writing  05/12 - 05/13, 2021  VIRTUAL (CT)
Contracting with Federal Funds/Grants "Advanced"  05/17 - 05/18, 2021  VIRTUAL (CT)
Effective Contract Writing  05/19 - 05/20, 2021  VIRTUAL (MT)
Core Certificate: Warehousing and Inventory Management  05/24 - 05/25, 2021  VIRTUAL

1 Day Courses

Competency Module: Cost, Price, and Value Analysis  05/21, 2021  VIRTUAL (CT)

1/2 Day Courses

Competency Module: Ethics, Integrity, and Transparency  05/13, 2021  VIRTUAL
Competency Module: Enabling Regulations and Compliance  05/19, 2021  VIRTUAL (CT)

If you have any questions, please contact Events@nigp.org
SARASOTA BAY NIGP SPEAKER EVENT

Summer Speaker
Dr. Dean Kashwagi

Procurement in the Age of Artificial Intelligence & Automation

Join SARASOTA BAY CHAPTER OF NIGP for an afternoon of learning, fellowship and fun

FEATURE SPEAKER: “Dr. Dean” AKA Dr. Dean Kashwagi, PhD, PE, IFMA Fellow, Director, Adjunct Professor, Retired Full Professor

FRIDAY 14 MAY, 2021 11:00AM - 2:00PM

ZOTA BEACH RESORT
4711 Gulf of Mexico Drive
Longboat Key, Fl. 34228

Complimentary Valet Parking
Discounted Rooms Available For Travelers

Florida Chapter Members - $30.00
Non-Chapter Members - $50.00

Includes speaker event, hot lunch, networking session, basket raffle and a bonus surprise from Dr. Dean

Registration & payment:
www.sarasotabaynigp.org/meetings

Scan QR Code for fun details.
SARASOTA BAY NIGP SPEAKER EVENT (continued)

SPEAKER BIOGRAPHY

Dean T. Kashiwagi, PhD, PE, IFMA Fellow,
Director, Adjunct Professor, Retired Full Professor
Performance Based Studies Research Group (PBSRG)
Kashiwagi Solution Model, Inc. (KSM)
SKEMA Business School
CIB W117 Performance Measurement in Construction
Editor of W117 Journal “Advancement of Performance Information and Value”
Contact info: (480) 313-4488 | josephkashiwagi@ksm-inc.com

Dr. Dean Kashiwagi is an innovator and a researcher of “cutting edge technology” in the areas of project management, risk management, procurement, and performance information. His accomplishments include:

- Most prolific researcher that at the Del E. Webb School of Construction at Arizona State University (ASU) with $18M of research funding solely from the private sector.

- Author of the Information Measurement Theory (IMT), Performance Information Procurement System (PIPS), the Best Value Approach (BVA), and the Performance Information Risk Management System (PIRMS), which has been used in 2,000 tests in 9 different countries delivering $6.6B of services in construction, services and information technology.

- Responsible for the licensing of the Best Value Approach (BVA) intellectual property (IP) at Arizona State University (ASU), which is the most licensed IP at ASU in the history of ASU [64 licenses].

- Owner of the Performance Based Studies Research Group (PBSRG).

- Performed research at ASU College of Engineering, at the SKEMA Business School Project Management DBA program, and with the CIB W117 working commission.

- Creator of Barrett, The Honors College’s most successful and popular class, “Deductive Logic and Leadership”. The principles of the class teach students to minimize thinking, decision making and complexity to increase understanding of reality.

Dr. Dean Kashiwagi’s research area is a technology made for the future. It replaces the human cognitive process (thinking and decision making) of project/facilityupply chain managers with a simple structure of alignment rules. The BVA allows project/facilitysupply chain managers to increase their responsibilities and create value, while reducing their workload and cost.

SPEAKER YOUTUBE CHANNEL: CLICK HERE
SARASOTA BAY NIGP SPEAKER EVENT (continued)

SPEAKER KEYNOTES

Topic 1: Procurement in the Age of Artificial Intelligence and Automation

The world is fast-changing. Artificial intelligence, automation, and robotics are infiltrating every sector of the supply chain in our “information world”. Over the next 30 years, the procurement white collar jobs are more at risk to be automated. There is a movement to increase the value of procurement services, by increasing their efficiency and effectiveness. The workers of the future who will not be automated, are procurement professionals who can identify and utilize expertise. These are the “Procurement Professionals of the Future”. They must adapt to the new age of artificial intelligence, information systems and automation. Dr. Dean proposes that identifying and utilizing expertise to cut cost and dominantly increase performance is the only way to secure their future positions. The way to do this is called the Best Value Approach. He proposes procurement professionals need to increase their responsibilities and minimize their workload. The “Procurement Professionals of the Future” is a different paradigm from the traditional procurement professional. They will use simplicity instead of technical complexity and utilize the language of metrics to simplify. They affect the entire supply chain by bringing efficiency, simplicity, and transparency. The “Procurement Professionals of the Future” must learn this new paradigm, vocabulary, and actions to be successful and sustainable in the future.

Learning Objectives:

- Learn the latest on artificial intelligence and automation trends of the future.
- Learn how to shift from a technical role to a leadership role in a company.
- Learn how to reduce organizational costs by up to 30%, while increasing the value and quality of services received.
- Learn how to use performance information to ensure buy-in at all levels of an organization.
- Learn how to increase impact on your organization, by minimizing the amount of info you need to know.
PROFESSIONAL DEVELOPMENT OPPORTUNITIES

Certification

Upcoming Examination dates. For those that are looking to test, some important dates are mentioned below in the table that might be useful. For more details on certification, visit the Universal Public Procurement Certification Council (UPPCC) website at https://uppcc.org/.

<table>
<thead>
<tr>
<th>Exam App Window Opens</th>
<th>Apply By</th>
<th>Apply w/ Late Fee By</th>
<th>Schedule Exam By*</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 1</td>
<td>Jul 12</td>
<td>Jul 26</td>
<td>Sep 20</td>
</tr>
</tbody>
</table>

Fall Exams: Oct 18-30, 2021

Hosting a Seminar

Interested in hosting a virtual class? Contact Lisa Kesecker at (407)870-4622 with any further questions or to begin the seminar scheduling process. With a variety of classes to choose from, visit the NIGP website for course information at: NIGP.ORG

Do you want to start earning your Pathway’s badges and certificates? Go to the NIGP’s website and lookup the various classes so you can start earning your badges!

Looking for CFCNIGP Sponsored Classes?

Check out our Website CFCNIGP.ORG

Contact: Lisa Kesecker, CPPB - Pro-D Chair lisa.kesecker@osceolaschools.net

EDUCATIONAL OPPORTUNITIES

2021 Spring CPPB and CPPO Exam Prep Course

Registration for the Spring 2021 prep courses is now closed. Check back later for registration to open for Fall 2021! These courses are designed as a self-study tool intended to assist any public procurement professional that is preparing to take the certification exams.

These web-based, instructor-led courses can be accessed through the Procurement U Learning Management System (LMS) and are offered each spring and fall.
Hello friends! Our CPPB study group is over 30 members from across the nation and we are studying hard for the May window. We have moved to Microsoft Teams and the prospective testers are nothing short of amazing! We will be taking the practice exam this weekend as we have test dates as early as the beginning of May. Good luck to those of you preparing to test; we are rooting for you!

Feel free to reach out if you’d like to join us; we meet every Sunday at 9:00 for an hour. And feel free to share my contact information if you hear of anyone that is looking for a study group. Chris.coghill@groveland-fl.gov.
EDUCATIONAL OPPORTUNITIES

Certification Study Group 2021

New Exams for October 2021

The Universal Public Procurement Certification Council (UPPCC), the recognized leader in universal public procurement certification, announced new examinations for both the Certified Public Procurement Officer® (CPPO®) and Certified Professional Public Buyer® (CPPB®) effective with the October 18 – 30, 2021, examination window.

The change to the examinations comes after the completion of the most recent universal Job Analysis in June 2020. The examinations are based on the competencies that underpin the profession of public procurement.

The CPPO exam focuses on all competencies needed to demonstrate leadership in the six domain areas, while the CPPB exam focuses on the practice-level knowledge required to be proficient in this important work.

The six new major domain headings and associated weightings for each examination are provided in the UPPCC Body of Knowledge & Competency (BoK-C) summary table below.

<table>
<thead>
<tr>
<th>UPPCC Body of Knowledge &amp; Competency (BoK-C) Domain Areas</th>
<th>2021 UPPCC BoK-C: CPPO</th>
<th>2021 UPPCC BoK-C: CPPB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal Framework</td>
<td>15%</td>
<td>14%</td>
</tr>
<tr>
<td>Procurement Planning and Analysis</td>
<td>17%</td>
<td>18%</td>
</tr>
<tr>
<td>Sourcing and Solicitation</td>
<td>20%</td>
<td>23%</td>
</tr>
<tr>
<td>Contract Development and Management</td>
<td>17%</td>
<td>21%</td>
</tr>
<tr>
<td>Leadership</td>
<td>18%</td>
<td>11%</td>
</tr>
<tr>
<td>Business Principles</td>
<td>13%</td>
<td>13%</td>
</tr>
</tbody>
</table>

If you are interested in pursuing the NIGP:CPP but have questions, please feel free to contact me at chris.coghill@govand-fl.gov.

Log on here for more information: https://www.nigp.org/certification/nigp-cpp-and-cppb-cppo
INVEST IN YOUR LONG-TERM CAREER GROWTH

NIGP Certified Procurement Professional (NIGP-CPP)

FOCUS AREAS:
- Strategy
- Policy & Legislation
- Planning & Analysis
- Contract Administration
- Sourcing & Solicitation
- Leadership
- Business Principles

The NIGP-CPP is quickly becoming the certification to get if you’re a mid to executive level leader in public procurement. Since launching this program in March of 2020, we’ve already had hundreds of people apply and take the exam. Join them and invest in the growth and longevity of your career.

INVEST IN YOUR LONG-TERM CAREER GROWTH

NIGP-CPP and the CPPO and CPPB

NIGP-CPP Complements the CPPO and CPPB

The differences that distinguish the NIGP-CPP from the current CPPO and CPPB programs should guide potential candidates as they consider their pathway to attaining the NIGP certification. Understand the differences in exam content and learn more about the UPPCC Body of Knowledge Alignment.

NIGP launched a brand new procurement certification in 2020, NIGP-CPP. Several of our members have achieved this and, with March being Procurement Month, we celebrate their achievement! If you are interested in the NIGP-CPP, please send me an email at chris.o'gill@groveland-fl.gov. I’ll be glad to answer questions and try to help plan your NIGP-CPP certification route.

Log on here for more information: https://www.nigp.org/certification/nigp-cpp-and-cppo-cppb
EDUCATIONAL OPPORTUNITIES

Eligibility Requirements

Choose your path…

* Pathway A *
- Graduate degree related to public administration, public policy, supply chain, procurement, or economics
- 2 years (24 months) relevant work experience involved with procurement (public or private, purchaser or seller) within the past 10 years

* Pathway B *
- Bachelors or higher degree (any discipline) and a graduate level certificate in public administration, public policy, supply chain, or procurement
- 3 years (36 months) relevant work experience involved with procurement (public or private, purchaser or seller) within the past 10 years

* Pathway C *
- Bachelors or higher degree (any discipline)
- 4 years (48 months) relevant work experience involved with procurement (public or private, purchaser or seller) within the past 10 years

* Pathway D *
- Two-year post-secondary diploma (or associate degree (any discipline) (or) a NIGP “Public Procurement Associate” Designation
- 6 years (72 months) relevant work experience involved with procurement (public or private. Purchaser or seller) within the past 10 years

* Pathway E *
- No Post Secondary Diploma
- 8 years (96 months) relevant work experience involved with procurement (public or private, purchaser or seller) within the past 10 years

* Pathway F *
- Current CPPO or CPPB or lapsed within one year of expiration date of certification
- Proof of formal education or relevant work experience is not required

NIGP’s “Public Procurement Associate” Designation is achieved by obtaining the following Core Certificates:
- Foundations of Strategy & Policy
- Foundations of Planning & Analysis
- Foundations of Sourcing & Contracting

NIGP’s Certification Program is comprised of four (4) components: Three (3) Tiers and NIGP’s Certification

Tier 1—Competency Badges
There are 33 competency modules that are laser focused on a specific topic.

Tier 2—Core Certificates
Specific badges when bundled together will earn you a Core Certificate.

Tier 3—Designations
The First Designation available is the “Public Procurement Associate” which consists of three (3) Core Certificates.

NIGP’s “CPP” Certified Procurement Professional Certification

Interested in scheduling a Virtual class so you can start earning your Badges? Contact Lisa Kesecker, Pro-D Chair for more information by phone at (407) 870-4622 or by email at lisa.kesecker@osceolaschools.net
As the creator and operator of the Question of the Day online study assistance for public procurement certification exams, I had intended to add a session for the new NIGP-CPP certification in January. However, I now have a list of appropriate questions and a separate list for those sitting for the exam this November and through August of next year. If anyone fits that time frame and wishes to join, please go to qoftheday.net and submit a contact form. I would appreciate the widest dissemination of this message by my procurement colleagues out there. Thank you.
MENTORING OPPORTUNITIES

Some of the Benefits:

⇒ Guidance to the Mentee.
⇒ Share knowledge and experience
⇒ Customize plan to meet Mentee’s goals.
⇒ Assist Mentee thru certification process
⇒ Scholarship points
⇒ Mentee Learns the NIGP nuances
⇒ Mentor gives feedback for progress and assessment
⇒ Mentor feels sense of achievement by “giving back”

Mentors needed.

Contact Info: Kristine Rodriguez, Director
Rodriguez.Kristine@Brevardschools.org
MENTORING OPPORTUNITIES

NIGP (National) is starting a recruitment effort for the next round of Mentor recruiting.

The application is currently available for interested candidates at the following link: https://www.nigp.org/events/mentorship [nigp.org].

NIGP had a great response from potential Mentees, which was greater than the number of available Mentors, so this new round of recruitment provides an exciting opportunity to grow the potential list of Mentors available to work with those Mentees. NIGP is approaching potential Mentors first because of the need to accommodate the Mentees who were not able to be matched in the first round. One required qualification for Mentors is that they are members of NIGP (National). Becoming an NIGP Mentor allows you to:

- Create strong professional networks by encouraging Mentees to get involved with the profession, NIGP and NIGP Chapters
- Help Mentees develop leadership skills which in turn will contribute to the sustainability of the Public Procurement Profession
- Share Best Practices with newer Public Procurement Professionals to establish a more professional environment
- Promote diversity of thought and critical thinking skills
- Provide coaching experience and tools
- Provide supplemental learning channels
- Share lessons learned from your years of experience in the Public Procurement Profession
- Promote an environment where the learner feels empowered, confident, and equipped to perform
- Give back to the organization that has helped all of us to succeed in the profession

If you have any questions, please contact Keith. K. Glatz, CPPO, Purchasing and Contracts Manager, City of Tamarac Purchasing & Contracts Division, Tel: 954-597-3567, E-mail: keith.glatz@tamarac.org.
CFC – NIGP Internship/Externship Committee Update
UCF Job Shadow Program – Spring 2021
April 20, 2021

As mentioned during the December 11, 2020 Chapter meeting, the University of Central Florida offered area employers and organizations a one-day Job Shadow opportunity for interested students. The job shadow program was offered through UCF’s Career Services and Experiential Learning Department as either an on-site or virtual experience and was scheduled during UCF’s week of Spring Break. John Schmidt volunteered to host students for an on-site event at the Orange County Convention Center where the students would job shadow him for the day to learn about his role as Contract Management Administrator.

Nearly a dozen students registered, and following a brief vetting and orientation step through UCF and the Convention Center, three students were selected and were able to participate in the day-long event. Protocols including masks, temperature checks and social distancing were strictly followed due to current pandemic conditions. Through a number of presentations, walking tours and meetings with other section managers and contractors’ staff, the students were given a comprehensive experience and introduced to a wide variety of procurement-related functions of the contract management role, and how this role is integrated in the success of overall operations at the Convention Center.

Made possible by the combined involvement and efforts of the Central Florida Chapter of NIGP, the University of Central Florida, and the Orange County Convention Center, the success of this type of job shadow event could be applied in other purchasing and contracting related departments in other Chapter member organizations as well. Based on the students’ very positive feedback, and the new trend of universities in promoting short-term job shadow events in addition to traditional long-term internships, this type of opportunity may provide our Chapter with another viable avenue to encourage students preparing to enter the workforce with some added interest in the world of public procurement and contracting. So if this kind of event interests you, be on the lookout for notice of future similar opportunities in the months ahead.

Respectively submitted,
John Schmidt
Chair, Internship/Externship Committee
Here is a list of a few Central Florida Charities that mainly focus on people and their needs. Please make your voice heard and indicate which, if any, you would like to see our Chapter support. You can choose as many as you would like, but please be sure to indicate the frequency our support should take.

The Chapter is always looking for innovative ways to give back to the community. If anyone has a suggestion for a worthwhile charity, let me know.

Send your choices and any suggestions to chris.coghill@groveland-fl.gov.

Thanks to all for responding!

<table>
<thead>
<tr>
<th>Name of Charity</th>
<th>Category</th>
<th>Support</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ronald McDonald House</td>
<td>Health and welfare of sick children and their families</td>
<td>Yes</td>
<td></td>
</tr>
<tr>
<td>Make-A-Wish Foundation of Central and North Florida</td>
<td>Terminally ill children</td>
<td>No</td>
<td></td>
</tr>
<tr>
<td>Special Olympics Florida</td>
<td>Handicapped</td>
<td>No</td>
<td></td>
</tr>
<tr>
<td>One Heart for Women and Children</td>
<td>Women and children</td>
<td>No</td>
<td></td>
</tr>
<tr>
<td>Gary Sinise Foundation</td>
<td>Military and first responders</td>
<td>Yes</td>
<td></td>
</tr>
</tbody>
</table>
Remember to include a Community Donation form in order to receive credit for your donation to Chapter sponsored community service events. Thank you for your continue support to our Central Florida families and community.

Any questions, contact Chris Coghill at chris.coghill@groveland-fl.gov.

** AREA BELOW FOR COMMITTEE CHAIRS USE ONLY **

COMMUNITY SERVICES CHAIR

Approved by / Date

SCHOLARSHIP CHAIR

Accepted by / Logged / Date:

Not eligible for scholarship points unless signed by Community Services & Scholarship Chairs

Thank you for your generosity. We appreciate your support!
Membership Meeting Minutes
March 5, 2021

Start: 9:17 AM          Ended: 9:47 AM

Welcome – Damaris Nazario, President

Old Business
  • Secretary’s Report and Approval of Previous Minutes – Katrina Ponzini
    ➢ Motion to approve by ChrisCoghill, Seconded by Silvia Coste
    ➢ No Discussion
    ➢ Motion Passed

  • Treasurer’s Report and Approval – Ramandeep Nijjer
    Reconciled Statement for January 2021
    ➢ Motion to approve by Annmarie Wise, Seconded by John Schmidt
    ➢ No Discussion
    ➢ Motion Passed

  • Vice President’s Report – Tabatha Freedman
    ➢ Programming Updates
      1. May 14, 2021 Chapter Meeting
         NIGP Chapter Ambassador Joe Benjamin
      2. July 16, 2021 Chapter Meeting
         Guest Speaker Stacy Gregg, CPPO, CPPB, Procurement Manager, South Carolina State Fiscal Accountability Authority
      3. September 24, 2021 Workshop
         Spectacular Specifications: the Art of Getting What We Want? Presented by David Nash, worth 4 Non-Accredited Contact Hours
      4. December 10, 2021 Chapter Meeting
         State of the Chapter and Community Service Presentation

    ➢ Scholarship Updates
      1. Scholarship Uses
         • Any procurement related function (including travel costs), educational material or recertification.
         • Functions may include classes, testes, conferences, seminars, educational materials, tradeshows, etc.
         • Travel costs may include hotel, mileage, airfare, rental car, per diem, etc. Reimbursement for travel items such as mileage and per diem shall be determined by the current Federal GSA rate schedule. Rates will be based on location of the event.

  • President’s Report – Damaris Nazario
    ➢ Committee Chairman Appointment and Volunteer Opportunities
      1. Nominations Committee
         Cheryl Olson, Kristy Rodriguez, and David Billingsley
         Slate will be presented at the September 24, 2021 Chapter Meeting
      2. RTS Committee
         Volunteer opportunities are available, please reach out to Damaris of members of the Board if interested in participation
3. Marketing Committee
   Unsung Heroes Campaign, asking each agency to share a story about an individual learning to collaborate from afar, supporting the local Covid-19 response or those juggling full-time work-from-home and homeschool, please email nominations and photos to president@cfmgpp.org

4. Family Day Committee
   Information will be sent out on Monday, March 8, 2021 regarding a Chapter Check-In event.

- Awards
  1. Buyer of the Year
     Ramandeep Mann, nominated by Fatima Calkins
  2. Manager of the Year
     Kristy Rodriguez, nominated by Sean Hynes
  3. Member of the Year
     Chris Coghill

New Business
- Committee/Task Force(s) – Updates from Chairs

- Pro-D
  - No classes scheduled at this time
  - Survey will be sent to poll interest
  - Virtual class platforms available to host, contact Lisa Kesecker for more information

- Study Groups
  - 2021 study group is held virtually on Sundays at 9:00 AM
  - Sessions are being recorded as sent to 27 participants
  - Facebook page has been created, please hit the “Like” button

- Internship/Externship
  - The committee’s goal is to deliver information regarding the procurement profession to college-level students in the hopes for recruitment
  - John Schmidt was approved to host a job shadow event/program through UCF
  - If interested in the internship/externship program, please reach out to John Schmidt

- Mentoring
  - Received two complete agreements that will allow two mentors and two mentees to continue/establish a relationship
  - If interested in the mentorship program, please reach out to Kristy Rodriguez

- Community Services
  - Stay tuned for up and coming events
  - If interested in the Community services program or if you have ideas/suggestions for charitable organizations, please reach out to Chris Coghill

- Job Postings
  - Procurement Agent III, School Board of Seminole County, closes March 19, 2021
  - Senior Buyer, Polk County BOCC

- Announcements
  - Retired (last day March 5, 2021), Karen Elzy, City of Orlando

Chapter Meeting Is Adjourned, 9:47 AM
- Motion to approve by Cheryl Olson, Seconded by Tabatha Freedman
Membership Meeting Agenda
May 14, 2021

12:00 PM, Chapter Business Meeting
12:30 PM, Guest Speaker, Joe Benjamin, NIGP Chapter Ambassador

Welcome – Damaris Nazario, President
Introductions, Welcome Guests & Recognition of New Members

Old Business
Secretary’s Report and Approval of Previous Minutes – Katrina Ponzini
Treasurer’s Report and Approval – Ramandeep Nijjer
Vice President’s Report – Tabatha Freedman
  Programming Updates
  President’s Report – Damaris Nazario
  RTS Updates
  Chapter Check-Ins
  Strategic Planning Update
  By-Laws
  Unsung Heroes
  Elections

New Business
Committee/Task Force(s) – Updates from Chairs
  Legislative
  Pro-D
  Study Groups
  Internship/Externship/Mentoring
  Community Services
  Open Floor
Recognition of New Certifications
Job Postings, Announcements, New Positions, Purchasing News
Other New Business

Chapter Meeting Is Adjourned

The Central Florida Chapter of NIGP works to promote and support the professional development of its diverse membership and strives to maintain the highest standard of ethics, integrity, public trust and awareness in the public procurement profession.