Message from the President:

Hello to all. It is nearly unbelievable that our year is just about half over.

The Reverse Trade Show (RTS) for this year is behind us. At our June meeting, we can have a full discussion of what went right and what went wrong. This self analysis will help us get a start on our planning for the 2013 RTS.

The success of the RTS has put more money in our coffers to spend for the benefit of our active members. We need to develop a fair and responsible system to help those contributing members, who are looking to improve their Government purchasing careers, take advantage of the funds that are available.

Finally the FAPPO conference is in Tampa and for those planning to attend there is a no strings attached $100 in FAPPO bucks credit available. See the Editors Corner of this newsletter for more details.

Hope to see everyone at the June 8th meeting that is being hosted at the North Collier Regional Park, address, map and contact information available as an attachment to this Newsletter.

Sandra Kennedy, CPPB
slkennedy@flylcpa.com
239-590-4557
President
GCAGPO
72nd Chapter NIGP
The June meeting promises to provide you with an update on current "Hot topic" Procurement issues..

The Agenda for the June Meeting is attached.

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provides an opportunity to **Network** with your professional public procurement peers! You also benefit from the **Interaction** by comparing local information, **strategies**, thoughts, support, and **referrals** to help meet your agency needs.

We hope to **see every Member on** **June 08, 2012**

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**Don’t miss these important topics**

**Payment and Performance Bonds**

- Common perceptions of what people think bonds cover and **don't cover**

- When a bonded company begins falling behind in contract performance, **is this the time to contact the surety?**

- Bond forms that offer greater owner protection

- New trends in Bonding
<table>
<thead>
<tr>
<th>Topic</th>
<th>Date</th>
<th>City, State</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sourcing in the Public Sector</td>
<td>06/04/2012</td>
<td>Sanford, FL</td>
<td>Myra D. Smith</td>
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<tr>
<td>Ethics: A Survival Kit for Public Procurement</td>
<td>06/22/2012</td>
<td>Tampa, FL</td>
<td>Jennie E. Readey</td>
</tr>
<tr>
<td>Developing and Managing RFPs</td>
<td>07/11/2012</td>
<td>Ocala, FL</td>
<td>Bobbye L. Marsala</td>
</tr>
<tr>
<td>Performance Based Requests for Proposals</td>
<td>07/19/2012</td>
<td>Winter Park, FL</td>
<td>John R. Miller</td>
</tr>
<tr>
<td>CPPB PREP</td>
<td>08/02/2012</td>
<td>Tampa, FL</td>
<td>Sharon T. Lewis</td>
</tr>
<tr>
<td>Legal Aspects of Public Purchasing</td>
<td>08/15/2012</td>
<td>Gainesville, FL</td>
<td>C. Richard Pennington</td>
</tr>
<tr>
<td>MKT101 For the Procurement Professional</td>
<td>10/05/2012</td>
<td>Tampa, FL</td>
<td>Paul J. Brennan</td>
</tr>
<tr>
<td>Sourcing in the Public Sector</td>
<td>06/04/2012</td>
<td>Sanford, FL</td>
<td>Myra D. Smith</td>
</tr>
</tbody>
</table>

**Web-site Links:**

- **NIGP:** National Institute of Governmental Purchasing  
  website: www.nigp.org
- **DMS:** State of Florida Department of Management Services  
  website: http://dms.myflorida.com/business_operations/state_purchasing
- **CFL-NIGP:** Central Florida Chapter of NIGP  
  website: www.nigp-cfc.org
- **NFLPA:** North Florida Procurement Association Chapter of NIGP  
  website: www.nf-pa.org
- **TB NIGP:** Tampa Bay Chapter of NIGP  
  website: HTTP://www.nigp-tampabay.org/
- **FAPPO:** Florida Association of Public Purchasing Officers  
  website: www.fappo.org
- **GCAPPO:** Gulf Coast Association of Public Purchasing  
  website: www.gcagpo.org
- **SEFL NIGP:** Southeast Florida Chapter of NIGP  
  website: www.nigpsefl.org
- **MIDFL:** Mid Florida Chapter of NIGP  
  website: www.midflnigp.org
- **GMC:** Greater Miami Chapter of NIGP  
  website: www.nigpmiami.org

**If you are planning to attend any or all of the above seminars, please register early. NIGP will cancel a class 30 days from the start of the class if the minimum for the class is not met at that time.**

**Close the gap…find ways to do more with less in this economy!**
GULF COAST ASSOCIATION OF GOVERNMENTAL PURCHASING OFFICERS
72ND CHAPTER OF NIGP

QUARTERLY MEETING AGENDA

Date: June 8, 2012

PLACE: North Collier Regional Park  (directions attached)
Administrative Offices
15000 Livingston Road
Naples Florida, 34119

TOPIC: Payment and Performance Bonds

SPEAKERS: Bryce Guignard, Vice President – Guignard Company

Bryce began his surety career with Guignard Company in 1988 as an inside Underwriter, working with sureties to develop solutions to meet the bonding needs for all sizes and types of contractors.

Bryce is a graduate of Rollins College in Winter Park and has attended numerous courses on suretyship, including the National Association of Surety Bond school, Advanced Contract Surety Analysis, Surety Claims Handling, and Joint Ventures in Construction

TIME: 9:30 – 10:00 a.m.  Registration, Coffee, etc.
10:00 – 11:00 a.m.  Speakers
11:00 – 11:15 a.m.  Break
11:15 – .  Business Meeting/Roundtable
Noon  Adjourn

RSVP by 5:00 p.m., Tuesday May 29, 2012 to Greg Herlean at Gregory_Herlean@ccps.k12.fl.us with number of people attending the meeting from your entity.
According to the NIGP Chapter Chartering Guide, the Standing Committees are to consist from 3-5 members. All Seats must be held by National Members if available within local chapter.

We can use your help!!! The following are committees that have vacancies. We are not asking for a 40 hour work week. We are asking for a few minutes of your time and talents.

Please review the following Committees and their responsibilities to see where your interest may lay for volunteer services: Vacant seats are shown in RED.

**NOMINATING COMMITTEE:**

Seats appointed by President  
Chairperson: Robert Franceschini  
Seat 2: Kathy Ciccarelli

Responsible for the recommendation ballot of officers for membership vote. The slate of candidates will be announced to full membership (30) days prior to voting date. This committee will solicit, receive and evaluate recommendations from members and any eligible and consenting member nominated from the floor for candidacy. A simple majority vote of those regular members in attendance, and by absentee ballot, will be counted for candidate election.

**MEMBERSHIP COMMITTEE:**

Chairperson: Joan M. Smith  
Seat 2:

Responsible for organizing an effective recruiting program, to prepare materials for distribution to potential members and to help familiarize them with the chapter. This committee will prepare an annual list of paid members in good standing for presentation at the first Board Meeting of the Chapter Year; this list should identify local and National Memberships and shall be submitted to NIGP according to its requirements. This committee shall also be responsible for collecting membership dues, conveying dues to the Treasurer for deposit, and sending out delinquent notices when necessary.

**PROGRAM COMMITTEE:**

Chairperson: Greg Herlean  
Seat 2

Responsible for planning, establishing, and coordinating programs for each Chapter Meeting. This committee will acquire meeting facilities and schedule speakers for meeting calendar as set by the Board. This committee is also responsible for room set-up, arranging for refreshments, instructor communications, and local contact. Meeting announcements/agendas should be developed and distributed no less than (4) weeks before scheduled date. All monetary needs shall be conveyed to the Treasurer for payment.
NEWSLETTER COMMITTEE:
Chairperson: Alberto del Valle
Seat 2

Responsible for collecting articles, preparing, editing, and publishing Chapter’s Newsletter every other month, fifteen days prior to the chapter’s regular meetings. Cultural, educational, and social events should be included in the Newsletter as available. This committee will also collect and send articles to members’ local newspaper, NIGP, etc., to publicize individual achievements, as well as those of the Chapter.

HISTORIAN:
Chairperson: Jodi Bennet
Seat 2

Responsible for recording events and activities of the Chapter and its members in both written and visual form. Historian duties include, but are not limited to: organizing Chapter Historical documents, preparing an annual scrapbook/yearbook, preserving Chapter History, researching and compiling chapter history, and giving historical presentations from time to time for members. Photos should be taken at all chapter activities; “Photo Opportunities” should be a regular item of business at chapter meetings. Photograph logs should identify a brief description of the event/or caption, the location at which the photograph was taken, the date, and names of everyone in the photograph. This committee should also arrange for an annual group photograph of chapter members each year.

PROFESSIONAL DEVELOPMENT:
Chairperson:
Seat 2

Conducts annual survey of members to learn of educational interests, schedules all NIGP classes as requested by membership, arranges for a location and site coordinator, serves as liaison between site coordinator, NIGP and instructor, maintains statewide training matrix; keeps current listing of all Florida NIGP Chapter ProDs; modifies matrix as updates are received. Time commitment varies dependent on the number of seminars scheduled, no more than 2 hours per month approximately ½ hour per week to maintain statewide training matrix. Out going Chair person shall mentor in coming Chair person through out the first year.

NIGP Chapter 72 - Volunteer Form

(Please cut this form out and give your completed copy to the Chapter President at the next meeting or e-mail the president slkennedy@flylepa.com with your interest)

I would like to assist our Chapter by serving on the following Committee:

_____________________________________________________

Your Name _____________________________ Agency ________________________

Phone: _________________________________ E-mail: __________________________
INVOICE - MEMBERSHIP DUES

1 YR MEMBERSHIP $25.00
(January 1, 2012 – December 31, 2012) (Please fill out a form for each individual member)

Member Name ___________________________ Certification ____________

Entity _____________________________________________________________

Title ______________________________________________________________

Address __________________________________________________________

Phone __________________________ Fax __________________________

E-mail address ____________________________________________________

National NIGP Member? Yes _______ No ______

PURCHASE ORDERS ARE NOT ACCEPTABLE. (Make checks payable to GCAGPO, Inc)

If you should have any questions, please contact Joan M. Smith Lee County Court Admin.

REMIT TO: GCAGPO, INC.
C/O Joan M. Smith – TREASURER
Lee County Justice Center
1700 Monroe Street
Fort Myers, Florida 33901
Memories of the Successful Reverse Trade Show
March 9, 2012
Debbie Faber would like to transfer this credit to anyone who is interested.

It is on a first call basis so act fast!!!

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Debbie Faber  
Purchasing Manager, CPPB, FCCM  
Charlotte County Public Schools  
941-575-5400 ext. 120  
941-575-5410 fax

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CHARLOTTE COUNTY PUBLIC SCHOOLS

<table>
<thead>
<tr>
<th>DATE</th>
<th>VENDOR REGISTRATION</th>
<th>APPROVED BY</th>
<th>XFER TO AGENCY MEMBER</th>
<th>AMOUNT XFERRED FOR CONF. REG.</th>
<th>AMOUNT XFERRED FOR HOTEL EXP</th>
<th>BALANCE</th>
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<tr>
<td>2/14/2012</td>
<td>$50.00</td>
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<td>$50.00</td>
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<td>3/14/2012</td>
<td></td>
<td>Debbie Faber</td>
<td>Debbie Faber</td>
<td>$50.00</td>
<td></td>
<td>$-</td>
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<tr>
<td>4/11/2012</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$ 150.00</strong></td>
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<td></td>
<td><strong>$50.00</strong></td>
<td><strong>$</strong></td>
<td><strong>$100.00</strong></td>
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Respectfully yours,

Fatima F Calkins,  CPPO, CPPB, FCCM, FCPM, FCPA

Sr. Purchasing Agent  
Greater Orlando Aviation Authority  
8652 Casa Verde Rd, Bldg. 811  
Orlando, FL 32827

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**IMPORTANT DATES**

<table>
<thead>
<tr>
<th>NIGP Chapter Meetings for 2012 *</th>
<th>Scheduled Newsletter Submissions</th>
</tr>
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<tbody>
<tr>
<td>June 8,</td>
<td>Cut-off Date</td>
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<tr>
<td>September 14,</td>
<td>April 20th</td>
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<tr>
<td>December 14,</td>
<td>July 23rd</td>
</tr>
<tr>
<td>* All days are Friday unless notified otherwise</td>
<td>October 22nd</td>
</tr>
</tbody>
</table>
Directions to 15000 Livingston Road, Naples, FL 34109
32.8 mi – about 38 mins

FROM
Fort Myers, FL

1. Head east on Dr Martin Luther King Blvd toward Heitman St
   About 8 mins
   go 4.2 mi
   total 4.2 mi

2. Merge onto I-75 S via the ramp to Naples
   About 24 mins
   go 25.5 mi
   total 29.7 mi

3. Take exit 111 toward Naples Park
   go 0.3 mi
   total 30.0 mi

4. Merge onto County Rd 846/Immokalee Rd
   About 1 min
   go 0.6 mi
   total 30.7 mi

5. Turn left at Livingston Rd
   About 3 mins
   go 1.5 mi
   total 32.1 mi

6. Make a U-turn
   Destination will be on the right
   About 2 mins
   go 0.7 mi
   total 32.8 mi

15000 Livingston Road, Naples, FL 34109

These directions are for planning purposes only. You may find that construction projects, traffic, weather, or other events may cause conditions to differ from the map results, and you should plan your route accordingly. You must obey all signs or notices regarding your route.

Map data ©2010 Google

Directions weren't right? Please find your route on maps.google.com and click "Report a problem" at the bottom left.
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<thead>
<tr>
<th>Step</th>
<th>Directions</th>
<th>Distance</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Head southeast on FL-45 S/S Tamiami Trail/US-41 S toward Conway Blvd</td>
<td>go 10.6 mi</td>
<td>total 10.6 mi</td>
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<tr>
<td></td>
<td>About 12 mins</td>
<td></td>
<td></td>
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<tr>
<td>2.</td>
<td>Turn left at Co Rd 762/Green Gulf Blvd/Tuckers Grade Blvd/Tuckers Grde</td>
<td>go 1.0 mi</td>
<td>total 11.6 mi</td>
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<td></td>
<td>About 3 mins</td>
<td></td>
<td></td>
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<tr>
<td>3.</td>
<td>Slight right to merge onto I-75 S</td>
<td>go 45.6 mi</td>
<td>total 57.2 mi</td>
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<tr>
<td></td>
<td>About 42 mins</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>Take exit 111 toward Naples Park</td>
<td>go 0.3 mi</td>
<td>total 57.5 mi</td>
</tr>
<tr>
<td></td>
<td>Destination will be on the right</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>Merge onto County Rd 846/Immokalee Rd</td>
<td>go 0.6 mi</td>
<td>total 58.1 mi</td>
</tr>
<tr>
<td></td>
<td>About 1 min</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td>Turn left at Livingston Rd</td>
<td>go 1.5 mi</td>
<td>total 59.6 mi</td>
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<tr>
<td></td>
<td>About 3 mins</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td>Make a U-turn</td>
<td>go 0.7 mi</td>
<td>total 60.3 mi</td>
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<tr>
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<td>Destination will be on the right</td>
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