Message from the President

Dear Members,

Something to think about. At our most recent October 6th chapter meeting, one of our colleagues suggested that we keep a close eye on the upcoming elections in light of recent developments and concerns expressed over ever-rising property taxes. I believe that all of us are vulnerable to potential cuts in our own budgets as our individual boards and commissions react to taxpayer anger, as well as possible constraints placed on us in Tallahassee in the near future. While this may seem to be a dire situation, I believe that this also presents a very unique opportunity for all of us to demonstrate our worth to our individual entities. We can be at the forefront of innovation, and cost-saving best practices that can help to cut costs upfront for our entities.

If we have the ability to add greater value to our organization through innovative solutions to cost cutting, then we become a resource as necessary to the well-being of the entity as a police or fire department. No doubt, it’s not easy to get into that type of role in the organization, but it may become a necessity in the future. We definitely need to pull together to help each other with our money-saving efforts. We’re lucky to have the SE Florida Government Purchasing Co-op associated with our Chapter, and our professional development activities and chapter meetings also help us learn about new and innovative best practices that will help us all along. Most importantly, don’t forget to “blow your own horn” when we do something that moves us all forward. Share your accomplishments, as well as the pitfalls, so we can all move forward as a Chapter!

As we enter the fall of the year, let’s begin to look forward to planning for the future as well. Mike Walker from the City of Ft. Lauderdale has accepted my appointment to act as the Chairperson of our Strategic Planning Committee, and I hope to be able to move forward with that initiative yet this year. Every ship needs a course, and a strategic plan will help us to see our destination, so that we can more pro-actively plot our course! I look forward to this effort, which has been long overdue for the chapter.
Congratulations to all of us for our great efforts last year as well. This year, we were one of three finalists for the NIGP Chapter of the Year Award presented at Forum. While we didn’t win the award again this year, we are well on our way to moving toward that goal for 2007! How many other chapters can boast having not just one great Reverse Trade Show, but TWO in one year! Congratulations to Yasmin Teja as well, who was a finalist for the national Professional Buyer of the Year award. While somebody else won this year’s award, it was wonderful to have Yasmin nominated. As far as I remember, she is the ONLY past winner of the award to ever become a finalist for a second time! I would also like to congratulate Tom Blaine, who is President of our Sister Chapter, the Greater Miami Chapter, for winning the Professional Manager of the Year Award as well. Great job Tom!

A reminder that the 9th Annual Reverse Trade Show will be coming-up on November 17th, and we need EVERYBODY to participate!!! Every agency is important to this effort, and if you haven’t already done so, sign-up now! Don’t forget as well, that THIS year, we are encouraging every agency to bring along representatives from your using departments. The November show will be that much greater, if we have representatives from our Public Works, Utilities, Fire and Police Departments available for direct one-on-one discussion with the vendors. (Remember, we plan on having a fantastic lunch too, so if you haven’t already done so, get in touch with Marilyn Cahill to register your entity. Be sure that she also has all the names for your participating department representatives as well!) A special THANKS to Joel Mariani, and his Committee, who are doing a fantastic job on the show!

Finally, as we come up to our last meeting of the year in Margate on December 1st, I would like to remind everybody that we need to think about our future leaders for the Chapter. If you would like to run for a Chapter office, please contact me, or a member of our Chapter Nominating Committee (Mike Rath, Herb Hyman and Pam Thompson). We are looking forward to another great year in 2007, and hope to recruit some interested candidates to run for office! Think about it... it’s a GREAT opportunity.

Keith K. Glatz, CPPO, President
Southeast Florida Chapter of NIGP, Inc.
Message from the Vice President

Dear Members,

The 9th Annual Reverse Trade Show is only a few weeks away. By all accounts this is shaping up to be one of our greatest events ever. If you have not registered your agency to display, there is still time. Simply complete the agency registration form on our Chapter’s website and send it to Marilyn Cahill.

This year’s event marks a significant milestone in the evolution of our show. What started from humble beginnings in Hollywood 8 years ago has become one of the largest and most successful events held by a NIGP Local Chapter. As the show has grown, our mission has also expanded. Our original objective was, and still is, to provide networking between the business community and government procurement professionals. This year we are actually expanding that role by recruiting and encouraging our agency’s end users to attend and participate in the Trade Show. This expanded mission is to put businesses face to face not only with purchasing professionals, but also with end users that can actually request their products and services.

This show will also provide an excellent opportunity for small businesses and women/ minority owned businesses to enter the government marketplace. It also provides our using agencies with new sources of small and women/minority firms to do business with.

In conjunction with our expanded mission it is essential that agencies invite their respective agency end users to participate in the 9th Annual Reverse Trade Show. This year between 300 and 400 vendors will attend our show. By providing both educational and networking opportunities to our vendors, not only will we be adding a tremendous amount of value to our event, but we will truly be providing a public service to our community as well.

In the next few weeks the Trade Show Committee will be finalizing the details of this exciting event. We look forward to seeing all of our members at this event to welcome our vendors.

Joel Mariani, C.P.M., Vice President
2006 Reverse Trade Show Chair
Southeast Florida Chapter of NIGP, Inc.

Let’s Do Business!
Chapter Member Feature

Dr. E.R. “Bud” Roon, CPPO, NIGP Fellow

Before his globe-trotting days began, Bud Roon was raised in the small rural Mid-western town of Allegan, Michigan. At 17 years old, with World War II in progress, Bud joined the U.S. Navy serving on the U.S.S. Hornet CV 12 in the Pacific. Upon release from active duty, he enrolled at Western Michigan University and graduated with a BS in Biology. With his degree in hand, Bud began teaching High School Science and Math supplemented with coaching duties at Martin Public Schools in Michigan. Bud was promoted from teacher to High School Principal and then Superintendent of Schools in Potterville, Michigan. During this time also, Dr. Roon acquired a Masters Degree from Michigan State University.

Responding to Horace Greeley’s admonition “Go west, young man, go west”, Dr. Roon moved to Colorado where he was employed by Metropolitan State College in Denver as Director of General Services (Purchasing) as well as serving as an Assistant Professor for the college’s teacher training program. During this time, Bud also acquired his doctorate from the University of Northern Colorado.

In 1973, Bud was appointed Director of Procurement for the State of Colorado and, in this capacity, formed a committee to re-write the state’s procurement statutes. As a result of this work, Colorado was one of the first states to adapt the Model Procurement Code developed by the U.S. Department of Justice with help from NIGP and others. In 1980, Dr. Roon served as President of the National Association of State Purchasing Officials.
Chapter Member Feature
Dr. E.R. “Bud” Roon, CPPO, NIGP Fellow
(Continued)

In 1987, having retired and adding some great contributions of their own from the State of Colorado, Dr. Roon accepted the position of Purchasing Manager for the City of Fort Lauderdale, Florida. His plan initially was to spend 3 – 4 years in the position but enjoying it so much, he stayed for ten years. As Dr. Roon tells it, it was his great pleasure during that period to hire some fine purchasing professionals who are now carrying on the fine traditions he brought to the City of Fort Lauderdale Purchasing Department.

As a recent Purchasing retiree and knowing Dick Cummings who had recently come to Broward County as Purchasing Director, Dr. Roon and Dick Cummings were instrumental in establishing the Southeast Florida Chapter of NIGP. In 1997, Dr. Roon chaired the NIGP Committee organizing the National Forum which was held in Fort Lauderdale during the year of Dick Cummings’ presidency.

On May 1, 1998, Dr. Roon and his wife, Fran, left for an assignment with the U.S. Agency for International Development in Bucharest, Romania. Dr. Roon’s assignment was to help this newly-developing democracy create public procurement rules and procedures.

After returning to the U.S. upon completion of his international assignment, Dr. Roon accepted a temporary five-month assignment to help organize the Procurement Bureau at the Broward County Sheriff’s Office.

In 2004, NIGP surprised Dr. Roon with the award of their highest honor, the Albert H. Hall Memorial Award, making Dr. Roon now an NIGP Fellow to add to all his previous honors and accomplishments.

Dr. Roon has been married to his wife, Fran, for 15 years and has two daughters and two sons. Dr. Roon has been active in the U.S. Navy Reserve, attaining the rank of Captain before retiring in 1986. In his U.S. Navy Reserve career, Dr. Roon served tours at sea, at the Naval War College and in the Republic of South Korea.

In his own words, “I have had a long and rewarding career in Public Service (Purchasing). One does not enjoy every day of that type of work, but all in all it was a very satisfying and worthwhile endeavor. I have met and made many good quality people in Public Purchasing. The contribution they make to their own governments deserves much more publicity and praise that what is received”.

Winner

Albert H. Hall Award
Winner
Purchasing Agency Feature

City of Deerfield Beach Purchasing Division

Paul, Sandra, and Jessica under the direction of Donna Council, a seasoned vet with 28 yrs. governmental purchasing experience, all follow the basic operating procedures of purchasing. They are able to toss some specs together, issue formal invitation to bids and negotiate contracts with much success. These four individuals turn all of the City’s requests into purchase orders. A small but mighty Division, they get things done!

Life in the purchasing arena in the City of Deerfield Beach is splendid. The town is perhaps best known for its wondrous natural resource, the Atlantic Ocean. With 15 parks, 3 marinas, 5 golf courses, and nearly two miles of wide, sandy beach, it’s a great place to live, work and play. Residents cite the “small town feeling” that still permeates the community even though the City has approximately 78,000 residents. With more than one million visitors annually, the beach is one of the busiest in the area and also an international vacation spot.

In the past, the Purchasing Division has been very fortunate to be involved hands-on with many exciting projects including being named the nation’s first-ever Project Impact Community, assisting in the design and branding of our City logo as well as having the responsibility for the bottling and sale of their own award winning City of Deerfield Beach water. Some of the current projects under construction include a Mitigation Operations Center, which will house a state-of-the-art Emergency Operations Center and Fire Station and the construction of a new Public Works Facility. Down the road they are looking forward to their involvement in a City partnered project with FAU, FIU, the National Hurricane Center and Channel 4 on an interactive multi-media educational facility whose purpose will be to increase the level of public awareness by educating and empowering the public to react on hurricanes warnings through a future Hurricane Warning Center!

BY: Donna Council, Purchasing Agent, City of Deerfield Beach

City of Deerfield Beach Purchasing Division
Jessica Gamble, Sandra Francis, Donna Council and Paul Collette
(L to R)
Coral Springs, a city of approximately 130,000 citizens, is served by a Purchasing staff that includes four buying positions (including the Purchasing Administrator, who, like most bosses, is no help at all) and two administrative staff. We also have a Central Stores, which is staffed by a total of four personnel who are responsible for buying duties in their commodity areas and surplus goods. Our typical expenditure from purchasing each year is approximately $34,000,000, including construction, and Central Stores bills approximately $1,000,000 a year in goods to the various City departments. We continue to be extremely lucky in the amount of funding that we have obtained for training and staff development over the years. As a result, three of the four buying positions in Purchasing have obtained their CPPB Certification. (The Purchasing Administrator has been too lazy for the last ten years to go for his CPPO.) Two of the four personnel in Central Stores also have obtained their CPPB Certification. Attendance at the NIGP National Conference, the International Supply Management Conference and the FAPPO Conference is an annual event, with representatives attending each of the conferences. Appropriate staffing levels and funding for development of that staff proves an inescapable fact, the City of Coral Springs has always seen the need for and the benefit of a professional purchasing operation and has been willing to fund that need. (There is no “magic” formula, money talks and you know the rest!)
Purchasing Agency Feature
City of Coral Springs
(Continued)

With the appropriate tools to work with we have been able to accomplish a few things over the years. A great deal of time wasting small procurements were removed from the desks of the purchasing agents through the Procurement Card process, which was initiated in 1996, the second public entity in the state to do so. As a result, the number of purchase orders issued dropped dramatically and the number of contracts rose. The Request for Proposals process became a normal workday tool for the purchasing agents. The inclusion of the ultimate end user in the procurement process created a “buy-in” that had not existed with the previous exclusive use of the bid process. How, you may ask, did our using divisions feel about the changes that were made? Thirteen years ago the Purchasing Division was the first City division to survey their internal customers. We have maintained a rating of “satisfied” or “very satisfied” from better than 90% of the survey responses during that entire period. In addition to our internal customers, our professional brethren in FAPPO saw fit to award us the Small Purchasing Entity of the year in 1996. (Our collective charm and good looks only accounts for a certain amount of this recognition.)

Our staff has been active in the professional societies from that period of time forward with two NIGP Southeast Florida Chapter Presidents, a GPASE President (remember them?), a Co-op Chairman and numerous officers, committee chairs and workers during that time period (almost none of those people had their arm twisted in order to get them to volunteer, either).

City of Coral Springs Purchasing Division
Central Stores Staff
Julio Roman, Tim Planco, Allen Starsky - missing from the photo is Hector Ramos (L to R)
Purchasing Agency Feature
City of Coral Springs
(Continued)

All this is well and good, but what’s new? Well, over the past few years, purchasing staff has become more and more involved in the Capital Planning and Budgeting process. It has proven to be a very neat fit with some interesting benefits. First, surprises are kept to a minimum, since the purchasing agents work with the using departments to review budget requests, firm up the reasons why something is needed and insure that the budgeted amount is appropriate. (The using departments love the fact that someone is now checking what things really cost prior to it being approved in the budget!) So, when a requisition hits their desk for something in the Capital Improvement Program, the agent has a fairly intimate knowledge of who, what, where, why and when. Previously, the budget staff had neither the time nor the knowledge of the marketplace necessary to ask the appropriate questions. Second, the purchasing agent for any particular commodity is involved with the commodity from cradle to grave. This requires active research and makes the agent more familiar with the end-user and the marketplace. Third, it assists in our attempt to plan the workflow, as one of our group goals is to issue purchase orders on 75% of the items in the Capital Plan by March 30th of each fiscal year. (We get there, most years.) Last, being viewed as a part of the process by which the departments receive annual funding adds a management function to the purchasing process that often is not recognized by other departments.

I must admit it has been fun bragging to all my peers in this newsletter. If you would like to hear more bragging, feel free to contact me. My number is in the book.

BY: Angelo Salomone, CPPB, Purchasing Administrator, City of Coral Springs
Learning and networking at the Chapter Meeting held on October 6, 2006 at the Coconut Creek Community Center
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## 2006 PROFESSIONAL DEVELOPMENT REGISTRATION FORM

### Page 2

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<td>Adding Value to the Procurement Process</td>
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<td>December 12, 2006</td>
<td>Apply directly to NIGP</td>
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2006 PROFESSIONAL DEVELOPMENT REGISTRATION FORM
Page 3

☐ N - National NIGP Member**  ☐ C - Chapter Member  ☐ NM - Non-member

**If National NIGP Member, please state your National NIGP Member Number _____

Name: __________________________________________________________________
Entity: __________________________________________________________________
Address: __________________________________________________________________
City: _________________________, FL. Zip: __________________
Telephone: (        ) _____________ Facsimile: (        ) __________________
E-mail Address: __________________________________________________________________
Course Desired: __________________________________________________________________
Date of Course: __________________________________________________________________

Payment arrangements must be made in advance.

Make checks payable to:
Southeast Florida Chapter of NIGP, Inc.

Mail registration form and payment (No Purchase Orders) to:

Ronnie Escano, CPPO, C.P.M., CPCM  Telephone: (954) 357-7306
Broward County Purchasing Division  Fax: (954) 357-6280
115 South Andrews Avenue, Room 301  E-mail: rescano@broward.org
Fort Lauderdale, FL 33301

Credit Card payments are also accepted:
Name of Card Holder: ____________________________
Type of Credit Card: Visa __________ MasterCard _______
Credit Card Number: ____________________________
Expiration Date: ____________________________

• For State of Florida Certification Classes, please complete the attached State of Florida Certification Class Application.
9th Annual
Reverse Trade Show
November 17th, 2006 9:30 AM to 3:00 PM
Broward County Convention Center

- **Meet face to face** with hundreds of government purchasing professionals from South Florida. Visit their information booths and learn how to do business with their agencies.

- **Attend** one of two informative workshops on how to do business with government.

- **Network** at the Business Luncheon.

- **Place an advertisement** for your company in the Trade Show Directory and see your business ad prominently displayed.

*For more information*

Website: www.nigpsefl.org  Email: jmariani@broward.org

LET’S DO BUSINESS!
Interested in doing business with government agencies in South Florida?

Purchasing professionals from South Florida’s counties, municipalities, port authorities, school boards and sheriff’s offices as well as the state of Florida will gather at the beautiful Broward County Convention Center in Fort Lauderdale, Florida NOVEMBER 17th, 2006, with information booths on how to do business with their agencies and much more!

This year our purchasing agencies will be joined by using agencies such as Information Technology, Parks, Public Works, Utilities, and more…

Let’s Do Business!

The admittance fee of $150 per person gives you the opportunity to:

♦ Meet face to face with government purchasing professionals - no cold calls, telephone recordings, Internet surfing or separate appointments

♦ Gather each agency’s vendor applications, current contract/bid solicitations and business cards

♦ Learn each agency’s process to register, solicit bids and award contracts

♦ Attend an informative seminar of your choice - 2 from which to choose, presented by top speakers
1. “How to do Business with Government”, presented by Kirk Buffington, C.P.M., MBA, City of Fort Lauderdale Director of Procurement Services. At the conclusion of this informative presentation you will have the opportunity to participate in a panel discussion with the Directors of some of South Florida’s largest Purchasing Departments.
2. “Small Business and Women / Minority Business Opportunities”. Presented by Jeff Smith, Small Business Development Specialist. This presentation will outline the procedures for certification as well as providing insights as to participate in small business and women / minority business opportunities.

♦ Network at the Business Luncheon

With the government agency representatives and other business vendors.

Agenda

8:30 AM – 9:30 AM
Vendor Registration/Sign-In

9:30 AM – 1:00 PM
REVERSE TRADE SHOW

11:30 AM – 1:00 PM
Buffet Luncheon (inside trade show)

1:00 PM – 3:00 PM
Concurrent Seminars / Workshops
Looking for a tax write-off?

Want to increase your company’s name recognition among South Florida government purchasers?

Place an advertisement for your company in the Southeast Florida Purchasing Professionals Trade Show Directory and see your business ad prominently displayed.

The spiral bound resource directory has laminated covers for year-round use and lists all agency representatives attending the Trade Show as well as the 2006/2007 SE FL Chapter of NIGP Membership.

All government and business attendees will receive a free copy.

Your company benefits, and proceeds provide professional and educational development for NIGP Chapter members.

Ads are due SEPTEMBER 30th, 2006.

Send ads to Joel Mariani at jmariani@broward.org or contact him at ☎ (954) 537-2850.

Show your support for the organization that makes this gathering possible.

**Place an ad in the Directory!**

Receipts provided for tax-deductible purposes upon request. Consult your tax preparer for eligibility.

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**DIAMOND SPONSORSHIP: $1,200**

Opportunity Limited to Three Vendors – First Come, First Check Received Basis

♦ Full Page Full Color Inside Front, Inside Back or Back Cover Ad

**PLATINUM SPONSORSHIP: $500**

♦ Full Page Full Color Ad

**GOLD SPONSORSHIP: $250**

♦ Half Page Full Color Ad

**SILVER SPONSORSHIP: $150**

♦ Half Page Black & White Ad

**BRONZE SPONSORSHIP: $100**

♦ Business Card size, Black & White Ad

*Sponsorship ads DO NOT include paid attendance*

**Sponsorship Contacts:**

Joel Mariani
☎ (954) 537-2850
✉ jmariani@broward.org

or

Yasmin Teja
☎ (954) 537-2850
✉ yteja@broward.org

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**LET’S DO BUSINESS!**
VENDOR REGISTRATION FORM

FOR ONLINE INFO: www.nigpsefl.org

COMPANY NAME _________________________________________________
MAILING ADDRESS ________________________________________________
CITY/STATE/ZIP _________________________________________________

ATTENDEE NAME                 PHONE                     E-MAIL
1. ___________________________________________ ___________________ 
2. ___________________________________________ ___________________ 
3. ___________________________________________ ___________________ 
4. ___________________________________________ ___________________ 

DOOR PRIZES ARE GLADLY ACCEPTED. Prizes will be distributed through a drawing of business cards during the Trade Show. You must be present to win.

☐ YES, I intend to contribute a Door Prize. I will donate (describe item or items):_________________
_______________________________________________________________________________

SPONSORSHIP ADS                  ADS DUE to jmariani@broward.org by SEPTEMBER 30th, 2006

☐ YES, I'd like to place an ad in the Directory and receive recognition as a sponsor! My sponsorship level is:

☐ Diamond: $1,200 (Full page color inside or back cover) ☐ Platinum: $500 (Full page full color)
☐ Gold: $250 (Half page full color) ☐ Silver: $150 (Half page black & white)

PAYMENT INFORMATION

Note: Sponsorship ads DO NOT include paid attendance

☐ By CREDIT CARD: MAIL or FAX REGISTRATION TO Pam Thompson ☏ (305)-622-8001
CREDIT CARD PAYMENTS: ☐ MC ☐ VISA
Card Number ___________________________________________ Exp Date ______________
Name (as it appears on card) _____________________________________________________
Signature ___________________________________________ ☐ By CHECK: MAIL PAYMENT & REGISTRATION TO Pam Thompson, City of Miami Gardens, 1515 NW 167th Bldg 5, Suite 200, Miami Gardens, FL 33169

$125.00 x ________ # of attendees paid BEFORE Sept. 30, 2006  = ____________
$150.00 x ________ # of attendees paid AFTER Sept. 30, 2006 = ____________
Sponsorship Level = ____________
TOTAL PAYMENT = ____________

Please make check or money order payable to SOUTHEAST FL CHAPTER OF NIGP, INC.
**NIGP OFFICERS 2006**

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**CO-OP OFFICERS 2006**

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**Secretary**
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For additional information contact:  
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Email: kwalbridge@broward.org  
yteja@broward.org

Chief Editors  
Karen Walbridge & Yasmin Teja

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**NIGP**  
Excellence in Public Procurement

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**NIGP SOUTHEAST FLORIDA CHAPTER**