President’s Message – December 2007

Dear Members,

As 2007 draws to a close, and 2008 is on the horizon, it’s time to reflect on our successes for the year, and look forward to our future successes in 2008! First of all, our chapter has now grown to over 300 members, and as usual, our professional development efforts have been extraordinary thanks to Karen Walbridge. Our Reverse Trade show made well over $20,000, thanks to our Vice President and Reverse Trade Show Chairperson, Holly Raphaelson and her very capable volunteers. The Chapter is moving closer to a new Strategic Plan, thanks to the efforts of Mike Walker and the Strategic Planning Committee, and I look forward to seeing this long-standing goal come to fruition sometime in 2008. We had many great speakers at our chapter meetings in March, June, September and December, and once again, we were a finalist for the NIGP Large Chapter of the Year Award, and our chapter also brought home this year’s Professional Manager of the Year Award as well.

2007 was also a challenge as well due to ever increasing pressures to operate more efficiently and effectively as a result of the property tax concerns that have impacted the entire State. While 2008 and beyond will surely have many more challenges in this area, the networking structure defined by the Chapter and the Co-op will remain intact regardless. As we move forward we will need to be looking at the sharing of even more resources with other entities, and I believe that the foundation laid in the past will give us all something to build upon for the future!
Message from the President - Continued

Besides those I’ve already named, I’d also like to recognize Maggie Palomino and Linda Jeethan who, along with Holly Raphaelson as Vice President, did a fantastic job as your Secretary and Treasurer. Thanks again to our other Committee Chairs as well. Besides Karen Walbridge and Mike Walker, the Chapter received the benefit of some great efforts on the part of the following people: Angelo Salomone, By-laws Chair, Gail Dixon, Scholarship Chair and Time and Place Co-Chair; Janice English, as our other Time and Place Chair; Leeta Hardin as our Audit Chair; Kirk Buffington as our Legislative Affairs Chair; Connie Guzzi, Membership Chair, along with the whole Margate crew of Pat Greenstein and Spencer Shambray; Dave Nash who served as our Historian and Photographer; and Mike Rath, Nominating Committee Chair, and his Co-chairs, Pam Thompson and Herb Hyman. A special thanks goes out to Yasmin Teja, our Communications/Newsletter/Website who has put this newsletter together almost single-handedly, and has made it look like a whole staff of individuals. Kudos to Yasmin as well for a fantastic job on the website, and for being there to make ALL those last minute changes to accommodate our Reverse Trade Show!

So, as we bid 2007 adieu, I am confident that our new officers will do a fantastic job! Holly Raphaelson, as President has already planned ALL of our 2008 meetings. Herb Hyman as Vice President will surely make the 11th Annual Reverse Trade Show an event to remember, and we welcome Diane LeRay as our new Treasurer, who is sure to do as good of a job watching our money as she now does for her own entity! And, welcome back to Maggie Palomino, will continue on as Chapter Secretary.

For now, please let me wish each and every one of you, and your family, a Very Happy Holiday, and a GREAT 2008

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

Dear Members,

Thank you for your participation in the 10th Annual Reverse Trade Show (RTS). This year, we had over 180 Governmental attendees representing over 41 Governmental Agencies and Subdivisions. Additionally, 242 Vendors pre-registered to attend the event and an additional 55 Vendors registered the day of the event.

Vendors were thrilled that they were able to “Get Connected” with members of governmental agencies encompassing Collier, Lee, Palm Beach, Broward and Miami-Dade Counties. The NIGP assisted us with advertising this year by posting our event on the NIGP website. Additionally, thanks to NIGP, vendors were pleased that we could accept American Express as a form of payment this year. Lastly, NIGP processed the registration and payments that saved our RTS volunteers countless hours.

Based on the results of last year’s Survey, we added a third seminar entitled “How to prepare Bids and Proposals taught by Pam Thompson, CPPO, CPPB and 2007 NIGP Manager of the Year, Keith Glatz, CPPO. All three seminars were well attended and I applaud this year’s speakers for presenting current and vital information to our vendor Community. A special thanks to Keith; Pam; Kirk Buffington, MBA, C.P.M., CPPO; Glenn “Dick” Cummings, CPPO, FNIGP; Cheryl Roberts and Yasmin Teja, CPPO, CPPB, C.P.M., A.P.P.

We raised over $24,000 for the Chapter that will be used to benefit our members by reducing fees for NIGP seminars and offering more educational scholarships in 2008. These monies will be needed now more than ever with our diminishing educational funding due to budget cuts.
Message from the Vice-President - Continued

The Reverse Trade Show consisted of a dynamic team of volunteers who each brought a special talent to make the show run so smoothly. Thanks to the organizational skills of Gail Dixon, CPPB, Volunteer Committee; the marketing skills of Karen Walbridge, C.P.M., CPPB, A.P.P., Communications; the creativity of Yasmin Teja, CPPO, CPPB, C.P.M., A.P.P., Website; the patience of Marilyn Cahill, CPPO, CPPB, Agency Registration; the geniality of Richard Ewell, CPPB, Vendor Registration; the perseverance of Roxanne Sookdeo, Surveys; the volunteer spirit of Indranie Sarju, CPPB, Door Prizes; the time management skills of Irene Costa, CPPB and Michal Durden, Directory Committee and to the boundless energy of all the volunteers who assisted with registration!

As we look forward to the 11th Annual Reverse Trade Show on Thursday, November 13, 2008 at the Greater Ft. Lauderdale-Broward County Convention Center we anticipate the need for more volunteers to make this event a huge success, please contact Herb Hyman at herb_hyman@davie-fl.gov to help out.

It has been my pleasure and privilege to serve on the Board of Directors for the last two years and I appreciate the confidence and trust you have placed in me by electing me Chapter President. I eagerly anticipate this opportunity to serve as President and to lead our Chapter through 2008.

Please contact me if you are interested in contributing to your profession by sharing your talents and volunteering some time to the NIGP Southeast Florida Chapter, 2005 Best Large Chapter of the Year. Several big hearted and gracious volunteers are still needed to serve on committees including: Awards, Nomination, Website and Newsletter.

Wishing you a Safe and Happy Holiday Season!

Holly Raphaelson, MBA, C.P.M., FCPM, CPPO, Vice-President
Southeast Florida Chapter of NIGP, Inc. and 2007 Reverse Trade Show Chair
10th Annual Reverse Trade Show (RTS)
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## 2008 Chapter Meeting Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Place</th>
<th>Speaker</th>
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<tbody>
<tr>
<td><strong>Thursday, March 27, 2008</strong></td>
<td>8:00 AM–1:00 PM</td>
<td>City of Hallandale Beach Cultural Community Center, 410 SE 3 Street, Hallandale Beach, FL 33009</td>
<td>Edmund J. Grant, CPPO, CPPB, RPPO, Chief Financial Officer/Program Administrator, Cape May County, NJ</td>
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<tr>
<td><strong>Wednesday, June 4, 2008</strong></td>
<td>8:00 AM –1:00 PM</td>
<td>City of Hollywood Beach Culture &amp; Community Center, 1301 S Ocean Drive, Hollywood, FL 33019</td>
<td>Jean Wells, Office Depot; Steve McFarland, GSA; Loy Sparks, Home Depot; Jim Hardin, HP; Allan Sussberg, Zep Manufacturing</td>
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<tr>
<td><strong>Wednesday, September 10, 2008</strong></td>
<td>8:00 AM–1:00 PM</td>
<td>City of Boca Raton Sugar Sand Community Center, 300 S Military Trail, Boca Raton, FL 33486</td>
<td>Kenneth Hayslette, CPPO, CPM, CPCM, Consultant, Hayslette &amp; Associates</td>
</tr>
<tr>
<td><strong>Thursday, November 13, 2008</strong></td>
<td>7:00 AM –1:00 PM</td>
<td>Fort Lauderdale/Broward County Convention Center, 1950 Eisenhower Boulevard, Fort Lauderdale, FL 33316</td>
<td>Reverse Trade Show</td>
</tr>
<tr>
<td><strong>Wednesday, December 3, 2008</strong></td>
<td>8:00 AM –1:00 PM</td>
<td>FAU Campus, 111 E Las Olas Boulevard, Fort Lauderdale, FL 33301</td>
<td>Dr. Clifford P. McCue, Associate Professor, Director, Public Procurement Research Center</td>
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Message from the ProD Chair — Karen Walbridge
C.P.M., CPPB, FCPM, PCPA

2007 has been a great year for educational opportunities in the Southeast Florida NIGP Chapter! We have conducted ten (10) seminars, concentrating primarily on the LEAP Series for professional certification but also bringing in subject matter experts to teach a Power Series Seminar on Design-Build Construction Procurement. Total registrants for all ten seminars was 184. We are especially grateful to Keith Glatz for making room in his schedule to teach two of the LEAP Series Seminars for us.

The demand for Contract Administration seminars brought by Broward County’s emphasis on understanding the elements of contract administration certainly kept us busy this year. There are additional Contract Administration seminars that will be offered next year depending upon demand.

2008 is going to be another great year! In addition to Contract Administration classes, you will find an exciting new Seminar Schedule in this newsletter and posted on the Southeast Florida NIGP Chapter website. NIGP has developed a number of exciting classes and we are taking advantage of them!!
<table>
<thead>
<tr>
<th>Check Desired Course</th>
<th>Title</th>
<th>Location</th>
<th>Date/Time</th>
<th>Cost</th>
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<tbody>
<tr>
<td>Introduction to Public Procurement – LEAP Series</td>
<td>Hollywood Beach Culture and Community Center- 1301 S. Ocean Drive, Hollywood, FL.</td>
<td>January 16- 18, 2008</td>
<td>N - $300.00  C - $400.00  NM- $750.00</td>
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<tr>
<td>Effective Management of Construction Contracts</td>
<td>Coconut Creek Community Center - 1100 Lyons Road Coconut Creek. FL 33063</td>
<td>January 25, 2008</td>
<td>N - $100.00  C - $150.00  NM- $200.00</td>
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<tr>
<td>Negotiate to Win-Win Solutions</td>
<td>Hollywood Beach Culture and Community Center- 1301 S. Ocean Drive, Hollywood, FL.</td>
<td>February 6 – 8, 2008</td>
<td>N - $300.00  C - $400.00  NM- $750.00</td>
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<tr>
<td>Legal Aspects of Purchasing- LEAP Series</td>
<td>Hollywood Beach Culture and Community Center- 1301 S. Ocean Drive, Hollywood, FL.</td>
<td>February 20 – 22, 2008</td>
<td>N - $300.00  C - $400.00  NM- $750.00</td>
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<tr>
<td>World Class Procurement Practices</td>
<td>Coconut Creek Community Center - 1100 Lyons Road Coconut Creek. FL 33063</td>
<td>March 28, 2008</td>
<td>N - $100.00  C - $150.00  NM- $200.00</td>
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<td>Sourcing in the Public Sector – LEAP Series</td>
<td>Hollywood Beach Culture and Community Center- 1301 S. Ocean Drive, Hollywood, FL.</td>
<td>March 12– 14, 2008</td>
<td>N - $300.00  C - $400.00  NM- $750.00</td>
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<tr>
<td>Change Management for the Procurement Professional</td>
<td>Coconut Creek Community Center - 1100 Lyons Road Coconut Creek. FL 33063</td>
<td>April 3 and 4, 2008</td>
<td>N - $200.00  C - $300.00  NM - $400.00</td>
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<tr>
<td>Get What You Need Through Successful Negotiation Strategies*</td>
<td>Coconut Creek Community Center - 1100 Lyons Road Coconut Creek. FL 33063</td>
<td>April 24 and 25, 2008</td>
<td>N - $200.00  C - $300.00  NM - $400.00</td>
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Professional Development

Payment arrangements must be made in advance.

2007 PROFESSIONAL DEVELOPMENT REGISTRATION FORM

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: _________ _______________________________________

Make checks payable to:

Southeast Florida Chapter of NIGP, Inc.

Mail registration form and payment (No Purchase Orders) to:
Karen Walbridge, C.P.M., CPBP, FCMM, PCPA  Phone: (954) 357-7306
Broward County Purchasing Division  Fax: (954) 357-6280
115 South Andrews Avenue, Room 212  E-mail: kwalbridge@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: ________________________________

*This 2-Day NIGP Negotiation Seminar is no longer scheduled in combination with the State of Florida 1-Day Negotiation Seminar in order to obtain the Florida Certified Negotiator (FCN) professional certification. There is now a 4-Day George Washington University Seminar which is now combined with the State of Florida 1-Day Seminar.

The Southeast Florida NIGP Chapter will be arranging for both seminars to be conducted in the Southeast Florida area in 2008.
Pictures from Professional Development Seminar
Pictures from Professional Development Seminar
December Chapter Meeting
December Chapter Meeting
December Chapter Meeting
December Chapter Meeting
SouthEast Florida Chapter of NIGP, Inc.

INVOICE

2008 ANNUAL MEMBERSHIP DUES

Annual Membership Dues for the year 2008 (January through December) are now due in the amount of $25.00 from all regular members.

Please make checks payable to: SouthEast Florida Chapter of NIGP, Inc.

Please complete this form and return it with your check to:

SouthEast Florida Chapter of NIGP, Inc.

City of Lauderdale Lakes

Purchasing & Contracts Manager

4300 NW 36th Street

Lauderdale Lakes, FL 33319

Check One: New Member _____ Renewal ______ Honorary ______

NAME:__________________________________________________

TITLE:__________________________________________________

Check if Applicable: CPPO_____ CPPB____ C.P.M.____ A.P.P._____ OTHER_____

AGENCY:_________________________________________________________________

ADDRESS:________________________________________________________________

CITY/STATE :_______________________________________________ZIP ___________

PHONE #:_____________________________________________________

FAX #:________________________________________________________

E-MAIL ADDRESS:_____________________________________________________

Please indicate by placing a check mark below if your E-Mail address has changed or if this is a new E-Mail address. E-Mail Change:_________ New E-Mail:__________

Are you or your agency a member of national NIGP? YES_____ NO_______

CREDIT CARD PAYMENTS: ___MC ___VISA

Card Number: _____________________________________ Exp Date: _______________

Name (as it appears on card): _______________________________________________

Signature: ________________________________________________________________
2008 Officers

NIGP OFFICERS 2008

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For additional information contact:
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Broward County Purchasing Division
Email: kwalbridge@broward.org
yteja@broward.org

Chief Editors
Karen Walbridge and Yasmin Teja
Best wishes for peace, health and happiness!