President’s Corner
By Lynn Kunkel

The ole saying that “as you get older, time flies” sure held true for this past year as I close out my year as Chapter President. Highlights of the year included a range of NIGP courses secured by our fabulous Pro-D duo of Mike Mullen and Greg Jackson; well-attended Chapter meetings; educational credits available to the members for keynote speaker topics at our quarterly meetings and a successful Reverse Trade Show, where even with very little advance notice our RTS Committee Chairs David Santucci and Gail Dixon pulled it off and had an all-time high member participation.

A new area the Chapter ventured into this past year included expanding our communication efforts to utilize social media, with the insight and direction of Christina Semeraro, our Communications Chair. We can now "Like" and follow the events of the Chapter on Facebook where Photos and general updates are shared. The Chapter is financially secure, providing the 2016 Board the opportunity to concentrate on new educational venues for our members and the opportunity to revamp the Scholarship program from a "$ need" basis to a "points/rewards" basis program.

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“The real opportunity for success lies within the person and not in the job.”
- Zig Ziglar
Odds & Ends

Share your ideas...
Got ideas for a great speaker/topic for an educational session? What else would you like to see in the newsletter? Share your ideas with us! Email: seflnigpnews1@gmail.com

Attention Members!
Please visit www.nigpsefl.org to ensure your profile is up-to-date and that if you are indeed an NIGP National member, that the proper box is checked. (The Chapter pays NIGP different rates based on this!)

Next Chapter Meeting:
March 3, 2016
Exact Time TBA
City of Hallandale Beach
(In conjunction with Co-op Meeting, which begins at 1:00 PM)
Register at www.nigpsefl.org so we can have an accurate head count for seating and lunch. Thank you!

Free Winter Webinars @ NIGP.org

NIGP.org offers free e-learning opportunities for NIGP National members. Webinars are a great chance to brush up on topics and understand new concepts in the field of Public Procurement. The following topics are on the horizon:

- December 16 - Warehousing 101 – Key Concepts

On-demand webinar recordings are also available for free and include a variety of critical procurement topics.

Visit www.nigp.org today to register for live webinars or download a previous webinar.
Member Agency Spotlight:
CITY OF COCONUT CREEK

1967 = Year Incorporated

City’s Population = 58,536

348 = full time employees

part-time employees = 44

3 = Purchasing Division staff

“Coconut Creek is known as the Butterfly Capital of the World and is an advocate in promoting an active interest in the environment and the beauty of the natural world around it. The City has been presented with several awards and certificates to include the Cigna Well-Being Award, Playful City USA, Tree City USA and was recently ranked by the Sun-Sentinel as one of the best mid-sized employers in the tri-county area.

The City of Coconut Creek has a decentralized purchasing operation. The Purchasing Division has three staff members and performs functions such as contract administration and negotiations as well as citywide contract management.

In the near future, the Purchasing Division will be implementing a process for managing citywide term contracts through its eBid System Contracts Management Module. The eBid System is hosted by Ion Wave Technologies, Inc. This is a huge undertaking involving the review of thousands of contracts. The buy-in was positive.”

- Linda Jeethan, CPPO, Purchasing Manager, City of Coconut Creek
At a Glance

Upcoming Events

- December 18, 2015: Deadline for submitting 2016 Forum presentation ideas (visit www.nigp.org)

- Month of March: Procurement Month

- March 16-18: SparX Conference in Herndon, Virginia - “A Procurement-exclusive educational event”
  14 credit hours | $585 for NIGP National members (visit www.nigp.org)

- May 15-18: Annual Institute For Supply Management Conference in Indianapolis, Indiana - Theme is “Elevated Learning”
  Credit Hours = depends on attendance | Cost depends on membership, date of registration and number of days (visit www.ism2016.org)

- May 22-25: 49th Annual FAPPO Conference and Trade Show in Orlando, Florida - Theme is “Proving Our Professionalism”
  Credit Hours = depends on attendance | Cost depends on membership, date of registration and number of days (visit www.fappo.org)

  Credit Hours = depends on attendance | Cost depends on membership, date of registration and number of days (visit www.nigp.org)

- October 2016: FAPPO Fall Workshop - Information TBA

- October 9-12: National Procurement Institute’s 48th Annual National Conference in Colorado Springs, Colorado - “Series of workshops, seminars and products exposition”
  Credit Hours and registration cost TBA (visit www.npiconnection.org)
Most of us have experienced that sickening moment when you realize you’ve made a serious mistake. Perhaps it was a typo that threw off a financial forecast, or maybe you forgot to reserve a venue for an important meeting that’s scheduled for the following day. The details are different for everybody, but at some point, we’ve all felt that rising tide of dread and panic. Click Here to Continue

If, like many managers, you’re gearing up for year-end performance reviews (and perhaps dreading them!), you’re probably thinking a lot about what to say. But what not to say is just as important. Here are four common traps to avoid. Click Here to Continue

A leader of hope must also deal with the negativity and pain that come with leading others. At times, leaders work with awkward and difficult employees, suffer the stress and even agony of decision-making, and face the anguish of attempting to resolve gut-wrenching situations. Click Here to Continue
This year’s Reverse Trade Show was a great success. We saw increased attendance from both vendor and agency participants. There were 25 more vendors in attendance, 166 in total. We also sold out all 12 available sponsorships. This year’s sponsors were: A1 Assets, Canon Solutions America, CrowdControlStore.com, Dade Paper Company, Expert Center, HD Supply Waterworks, Hector Turf/The Toro Company, MetLife, Northern Tool & Equipment, Seminole Tribe of Florida, SHI, Southern Computer Warehouse, and Weedoo Greenboat.

More importantly, we had 7 more agency tables this year, totaling 52. The success of the Reverse Trade Show is predicated on the involvement and participation of the Chapter membership, and the agency and volunteer turnout this year was something to be proud of. This year’s Reverse Trade Show would not have been possible if it weren’t for the generous contributions of so many. A special thanks is owed to the City of Coral Springs for providing such a terrific venue and to the City of Coral Springs staff who provided logistical assistance before, during, and after the event. Thank you to Keith Glatz and Brian O’Connor for facilitating the panel portion of the show. Last but certainly not least, thank you to all of the volunteers on the Reverse Trade Show Committee who dedicated their time and put forth so much effort in making this year’s reverse trade show a success: Christine Miller, Michelle LeWay, Diane LoPresti, Christina Semeraro, Lynne Piper, Diane LeRay, Karen Walbridge, Rob Lowery, Irene Costa, and Lynn Kunkel.

Sincerely,

David & Gail

Reverse Trade Show Co-Chairs
David Santucci CPPO, CPPB
Gail Dixon, CPPB
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It has been such a pleasure working with all of the various Committee Chairs, Committee Members and Board Members during the year and many thanks for your time and dedication to the Chapter.

Happy Holidays -

*Lynn*

2015 Reverse Trade Show
View more pictures @ the Chapter’s Facebook page!

Search for: SE Florida Chapter of NIGP, Inc.

Above: Dave Nash swears in the new 2016 Chapter Board; President: David Santucci, CPPO, CPPB; Vice Pres.: Brian O’Connor, C.P.M., A.P.P.; Secretary: Cassandra LeMasurier; Treasurer: Irene Costa, CPPO, CPPB; Past President: Lynn Kunkel, CPPB. Below: Dave Nash presents “NIGP 2.0” to the Chapter for December’s educational component.

Above: Outgoing Chapter President Lynn Kunkel recognizes Co-op Chair Indra Sarjui.

Left: Herb Hyman delivers closing words to the Chapter at his last meeting before retirement from the Town of Davie.
2015 Chapter Officers and Appointed Committee Chairpersons

**OFFICERS**

**Lynn Kunkel, CPPB**  
President

**David Santucci, CPPO, CPPB**  
Vice President

**Brian K. O’Connor, CPM, APP**  
Secretary

**Irene Costa, CPPO, CPPB**  
Treasurer

**COMMITTEE CHAIRS**

**Michal Durden, CPPB**  
Membership Committee Chair

**Ivelsa Guzman**  
Time and Place Committee Chair

**Keith K. Glatz, CPPO**  
Legislative Affairs Committee Chair

**David Santucci, CPPO, CPPB**  
Reverse Trade Show Committee Co-Chairs

**Dave Nash, CPPO**  
Historian / Photographer

**Lynne Piper**  
Website Liaison Chair

**Angelo Salomone, CPPO**  
By-Laws Committee Chair

**Christina Semeraro, CPPO**  
Communications / Newsletter Committee Chair

**Ilyse Valdivia, CPPO, CPPB**  
Awards Committee Chair

**Michael Mullen, CPPB**  
Professional Development Committee Co-Chairs

**Herb Hyman**  
Audit Committee Co-Chairs

**Rick Torres**  
Audit Committee Co-Chairs

Contact info for Officers and Chairpersons can be found at [www.nigpsefl.org](http://www.nigpsefl.org).

Are you planning to sit for the CPPB or CPPO exams in the near future? There are a number of ways to prepare for these challenging tests. Taking LEAP courses, obtaining the PREP Guides from the NIGP bookstore, participating in a study group or reviewing the material on your own are just some of the ways to prepare. For those of you who would like a little day to day inspiration and interaction right at your desktop, one of our members, David Nash, formerly with the City of Fort Lauderdale, sends out a Question of the Day by email. The questions come from a variety of sources and are half multiple choice and half essay. Each person responds directly to David and no one’s answers are ever shared with anyone else. And best of all, there is no charge to participate.

If you are interested in receiving these daily questions, make some time to visit the website at [http://www.qoftheday.net](http://www.qoftheday.net) for complete information on the program and to register your contact information. If you have any questions after visiting the website, feel free to contact David by phone at 954-829-0421.

#ExamReady
Thank you for reading!

Submit news items, articles or photos for the next newsletter or Facebook page to SEFLNIGPNews@gmail.com.