President’s Corner
By Spencer Shambray, CPPB

Warm greetings Chapter members!

It is hard to believe that we are more than halfway through the year 2014. Looking back at what we as a chapter have accomplished thus far brings a smile to my face. When I look ahead to where we are going, I’m very much encouraged.

It has truly been a pleasure working with all of you on various goals and objectives. Highlighting just one, I must point out that I’m ecstatic that we were able to allocate funds for educational subsidies. At our last chapter meeting, we moved forward in laying the groundwork for those funds to be used to assist our members to continue their education in the Procurement profession.

Several members have commented to me that this year’s chapter meetings have been both enjoyable and beneficial. One of the responsibilities of the chapter President is to facilitate speakers for our chapter meetings; and as you know, things were switched up a bit this year to allow for two presentations at each chapter meeting.

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“Creativity is making regret free mistakes; Wisdom is knowing which ones have value.”
- Mark W. Boyer
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President’s Corner

Since change is sometimes good and sometimes not so good, I really appreciated the positive feedback. Feedback from our peers helps all of us to grow and develop professionally and as a person. Since I truly understand the value of feedback, please be assured that I welcome your thoughts and expressions, both commendation and suggestion.

Finally, I would like to ask all those who will be attending the Annual NIGP Forum Conference in Philadelphia this August to take advantage of as many educational opportunities as possible while there.

Also, the conference is going to be a great opportunity for those attending to meet new friends and expand their professional network. With that said, I want to encourage all of our chapter members to reach out to members of other chapters and exchange ideas with them while there. At the same time, please don’t forget to show your camaraderie with your fellow local chapter members who are also in attendance.

We have made great strides as a chapter this year. It is my pleasure to be working with you and serving as chapter President. Thank you for all that you do to make our chapter succeed.

Spencer Shambray

Register for the next Chapter meeting at www.nigpsefl.org.

Thursday, September 4th, 2014

City of Miramar

(In conjunction with the Monthly SEFL Co-Op Meeting)

More Details on Page 4.

Question of the Day

Procurement professionals who have attained professional certification report that they have been afforded increased professional recognition, personal satisfaction and new advancement opportunities. Whether a certificant stays at the same agency their entire procurement career, moves around within the U.S. or even internationally, their UPPCC credentials are portable and will continue to garner acknowledgement from peers.

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, visit http://www.goftheday.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.
Reverse Trade Show

The 2014 RTS is on the horizon... and we’re soliciting your help!

It’s almost that time again. Yes, it will soon be that morning when you wake up extra early, take a few extra shots of espresso in your coffee, arrive at the RTS venue to nibble a bagel and set up your agency’s table. You may weave your way through the other agency tables to get some ideas for future promotional products (“What! They have cell phone covers this year?”). But most of all, you are prepared to have a hoarse voice by day’s end from showing pride and speaking knowledge about your agency, expanding your contact list and pondering innovative solutions with the help of enthusiastic vendors.

To make it happen, the RTS takes considerable time and effort behind the scenes. We are in need of day-of-event help for greeting, table set-up and breakdown. Please email Chapter Vice President and Reverse Trade Show Chair Lynn Kunkel at lkunkel@ci.boca-raton.fl.us to find out how you can volunteer.

What: 2014 Annual Reverse Trade Show
When: Thursday, November 6, 2014
Where: Coral Springs Gymnasium
Pass It On!
Professionals Should Pay it Forward

Those of you who have been in our profession for any period of time have probably taken a look around at the NIGP Chapter meetings or the Co-Op meetings and noticed that the “same old faces” appear from meeting to meeting, year to year. If you have looked more carefully, however, you may have noticed the beginnings of a generational shift that will only accelerate in the near future. For those of us of a certain vintage, it appears that our children’s friends are beginning to attend our professional meetings. That may not be very far from the truth.

With this in mind, I will ask that you remember back to the time when you were the newcomer to our profession or our chapter or to the Co-Op. If you will be honest with yourself, you will admit that you were not always the knowledgeable, confident, self-assured and experienced technicians and managers that we now obviously are. During our magnificent transformation, I would wager that there was a person or persons who provided their experience, information and perspective when we needed it. One of those people for me was named Bob Butler. Bob was a Senior Purchasing Agent with Broward County when I worked there twenty-five years ago. He assisted me most in dealing with the personality types I encountered. Bob also advised me how to navigate the labyrinth of that organization. Another Senior Agent, Bob Owens, taught me how to read a construction bid document and technical specifications.

Passing on the information we have obtained from others, or through our own efforts is, I believe, an obligation that we owe to the people who pay our salaries. It is also a repayment of the debt to those that took the time to walk us through our learning process. Sharing information, experience, and, most importantly, our mistakes and fumbles can be extremely valuable to the person just starting out. Providing that help is one of the best ways that we serve our profession and the taxpayers. Giving this information with a positive attitude and the appropriate dose of humility can be an extremely positive transaction for both parties. Think about it, this transference may be repeated somewhere around the year 2039, with that assistance passed down yet again.

Angelo Salomone, CPPB
Purchasing Administrator
City of Coral Springs

HURRICANE SEASON
In the event of a disaster... Is your agency ready?

It's been nine years since the last major storm passed through South Florida. But we all know this lucky streak won’t last forever.

The speaker portion of the upcoming Chapter meeting on September 4th will highlight critical information that public procurement professionals should be aware of in the event of natural disasters and emergencies. From pre-storm safeguards to FEMA to dramatic post-storm anecdotes, the stories you will hear may be just the wake up call you need to get your ducks in a row before the next big emergency. Mr. Stephen R. Garten, Broward County Special Projects Coordinator will be discussing federal reimbursement, followed by a panel discussion featuring storm-seasoned local procurement managers.

The meeting will be held at the City of Miramar Civic Center.

Please visit www.nigpsefl.org to RSVP for this beneficial learning opportunity!
Upcoming Pro-D Opportunities

Brought to you by the Professional Development Committee

The Professional Development Committee has several exciting seminars scheduled in coming months:

• **Alternative Dispute Resolution** - August 14 and 15, 2014 - $480 for NIGP Members

• **Power Series – Construction Procurement including CCNA Statute requirements** - October 17, 2014 - $50 for Southeast Florida NIGP Chapter members

• **Introduction to Public Private Partnerships** - November 20, 2014 - $295 for NIGP Members

• **Legal Aspects of Purchasing** - January 21-23, 2015 - $670 for NIGP Members

• **CPPB Exam Preparation** - February 19 and 20, 2015 - $480 for NIGP Members

• **Introduction to Public Procurement** - April 22 – 24, 2015 - $670 for NIGP Members

• **Get What You Need Through Successful Negotiation Strategies** - May 14 and 15, 2015 - $480 for NIGP Members

At this time, seminars through the end of October are listed on both the Southeast Florida NIGP Chapter and the NIGP National websites for registration. The remaining seminars are pending posting to both websites.

If you have a particular seminar in which you would like us to schedule, please contact us at kwalbridge@broward.org or at (954) 357-7306.
Rarely do I respond to the many procurement issues I have seen over the past 35 years, but this issue has the ability to significantly adversely impact the integrity of public procurement, and I would like to pass along my thoughts based on my years in our profession as I believe this is a critical issue we should all be aware of.

The purpose of piggybacking other public entity contracts – which long predates the existence of purchasing cooperatives – was written into many public entities' procurement-enabling legislation so that smaller public entities could attempt to take advantage of the purchasing power of larger public entities. The requirements for piggybacking were very clear in that the piggyback must be under the same terms and conditions and pricing as the contract being accessed. Under no circumstances should this change even if the terms and conditions or pricing are minutely modified they result in a material change to the existing contract and therefore you are no longer piggybacking an existing contract. Effectively, you have now negotiated a new contract and with most public entities a negotiated contract would require a waiver of the typical procurement process.

While the Town of Miami Lakes (Town) has not encountered this issue, that which has been recently encountered by other agencies is completely contrary to the concept of accessing other public entity contracts, including purchasing cooperative contracts, which is typically referred to as "piggybacking".

I am not referring to an immaterial change such as updating the points of contact, or the agency name to appear as an additional insured, etc. I also can understand instances where a vendor will not allow a piggyback.

As an example, if there is a contract available for asphalt road patching and the contractor is in Pompano Beach and the Town of Miami Lakes want to piggyback. The contractor may not be able to perform the services as the same cost due to the increased travel distance so it is reasonable that they have the opportunity to say sorry, but we just can’t do it.

This to me is an issue that threatens the integrity of the procurement process. The minute you negotiate the terms and conditions or cost of a piggyback contract you now have an entirely new contract and are no longer piggybacking the available contract. No contract that is to be made available through a purchasing cooperative should allow the vendor to negotiate terms and conditions and pricing. These types of contracts should be unacceptable to every public procurement professional, NIGP, and any other public purchasing organization.

A piggyback is a piggyback with the same terms and conditions, not a newly negotiated agreement. This is creating a very slippery slope.

While I sometimes wish we could simply purchase and contract as is done in the private sector, we are not the private sector and there are very specific reasons why there are differences. As the Chief Procurement Officer, I will never negotiate a piggyback contract and recommend that my jurisdiction award it.

Gary Fabrikant
Procurement Manager
Town of Miami Lakes
Our Chapter said goodbye to a dear friend and colleague last month. Rick Andrews was a Procurement Specialist II at the City of Fort Lauderdale for over eight years working with Engineering as a Construction Specialist. Prior to that, he was trained in Construction by the infamous Larry Barden at Broward County. He also handled the chapter newsletter in recent years.

He is survived by his beautiful wife Connie, two daughters and twin sons.

We will miss you, Rick.
2014 Chapter Officers and Appointed Committee Chairpersons

OFFICERS

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Lynn Kunkel, CPPB
Vice President

Randy Cross, CPPO
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Pam Thompson, CPPO
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Pam Thompson, CPPO
Nominations Committee Chair

Herb Hyman, CPPO
David Santucci, CPPO
Rick Torres
Audit Committee

Karen Walbridge, CPPB
Professional Development Committee Chair

Michael Walker, CPPB
Strategic Planning Committee Chair

Quick Bites

• The 2014 NIGP Annual Forum is just weeks away in Philly! Please send your pictures and captions to SEFLNIGPNews@gmail.com for the upcoming newsletter.

• The 2014 SEFL Chapter Reverse Trade Show is Thursday, November 6th at the Coral Springs Gymnasium. Contact Lynn Kunkel if you are able to assist with day-of needs and set-up.

• NIGP Webinars are now free for members! That is a $185 value per course. Visit www.nigp.org for registration info.

• Submit articles, events, essays, notices or photos you would like to see in an upcoming newsletter to SEFLNIGPNews@gmail.com.

Contact info for Officers and Chairpersons can be found at www.nigpsefl.org.
Thank you for reading!

Submissions for the next newsletter are due by October 1st.
Submit items, ideas or photos to SEFLNIGPNews@gmail.com.

Photos from the June 2014 Chapter meeting at the beautiful Broward County Long Key Nature Center
REGISTRATION IS NOW OPEN FOR THE 17TH ANNUAL REVERSE TRADE SHOW

When: November 6, 2014, 8:30 a.m. to 12:30 p.m.
* Agency set-up starts at 8:00 a.m. with breakfast for agencies
* Registration for vendors starts at 8:30 a.m.
* Trade-show opens at 9:00 a.m. and closes at approximately noon
* Lunch will be served after tradeshow closes/breakdown of tables

Where: Coral Springs Gymnasium, 2501 Coral Springs Drive, Coral Springs, FL

Why We Need Your Agency to Attend:

- **Support**
  We need your participation! With the support and attendance of many government agencies, we can attract more vendors to attend the Reverse Trade Show. The funds raised from the Reverse Trade Show are budgeted by the NIGP SE FL Chapter in the form of subsidized costs for NIGP classes and/or Scholarship Funds for our members. This is our primary fund raiser for the year.

- **Outreach**
  The Reverse Trade Show is an event that allows local businesses the opportunity to meet with procurement professionals from government agencies throughout the Tri-County area at one time, in one location. Attendance at this show displays your agencies’ commitment to outreach to the local business community.

- **Promote**
  The SEFL Chapter of NIGP enables members to network, train and advance the purchasing profession. Promote your local Chapter by telling vendors about this fantastic opportunity to attend, or that they can be a Sponsor of the Reverse Trade Show!

- **Commit**
  We implore you to make the commitment and send at least one person from Purchasing and other departments such as Information Technology, Parks, Public Works, Utilities, etc. to help us welcome hundreds of local business representatives from the Tri-County area. Remember, there is no cost to your entity for this event. For the event to be successful we need full participation from all of the SEFL Chapter members. At time of registration, it is not required to identify who from your entity is participating. This information can be provided later. RSVP details for lunch will be provided in October.

**Please register your entity and reserve your table by August 22, 2014.**

To register visit [www.nigpsefl.org](http://www.nigpsefl.org)
Click on “ENTITY REGISTRATION”