



Florida Association of Public Procurement Officials (FAPPO) 2024 Annual Conference and
Trade Show Disney's Coronado Springs Resort, May 19-22, 2024

Sunday - May 19, 2024		Session Name	Presenter's Name
8:00 AM	10:00 AM	FAPPO Board of Directors Meeting	Board of Directors
12:00 PM	5:00 PM	Registration Sunday	
1:00 PM	2:30 PM	Pre-Con Session - Leadership After Loss	Allen Hunsberger
1:00 PM	2:30 PM	Pre-Con Session - Failing to Plan is Planning to Fail: Acquisition Planning and Market Research	Stacy Adams
2:40 PM	4:10 PM	Pre-Con Session - Florida Department of Management Services and Its Benefits for You	Catherine Sanders/Ashley Sellars (Florida DMS)
2:40 PM	4:10 PM	Pre-Con Session - Do's and Don'ts of RFPs	Victor Leamer and Stephanie Dion (RFP Dream Team)
4:15 PM	5:15 PM	First Timers Orientation	Joe Benjamin
5:00 PM	7:00 PM	Sourcewell Reception Session (by Invitation)	

Monday - May 20, 2024		Session Name	Presenter's Name
6:00 AM	2:30 PM	Registration Monday	
7:00 AM	8:00 AM	President's Welcome (7:15 a.m.), Flag ceremony and K9 for Warriors (7:30 a.m.), continental breakfast	
8:00 AM	9:00 AM	Keynote - Change vs. Transition in the Workplace (and Beyond)	Lorraine Williams
9:05 AM	10:00 AM	Build America Buy America: Is Your Local Government Agency Prepared?	Kim Abrego and Shelley Vineyard (DRS)
9:05 AM	10:00 AM	Procurement as a Career: Getting to the Next Level	Rita Silva
9:05 AM	10:00 AM	Procurement and Vendor Academies: Building Capacities	Sophia Cunningham and Christopher Grant-Henriques
9:05 AM	10:00 AM	Breaking the Wheel: A Hamster's Guide to Time Management	Stacy Adams
9:05 AM	10:00 AM	Strategic Partnerships: Your Key to Unlocking Facilities Excellence	Justin Olson and Jo Medelman (Gordian)
10:05 AM	11:30 AM	General Session - Let's Get Awkward! A Candid Look at Unpredictable Procurement Plot Twists	Zulay Millan/Carrie Mathes
11:30 AM	5:30 PM	Vendor Lunch / Tradeshow / Happy Hour 4-5:30 p.m.	
		VIP Reception (by Invitation)	
		Dinner on your own	

Tuesday - May 21, 2024		Session Name	Presenter's Name
6:30 AM	3:00 PM	Registration Tuesday	
7:00 AM	8:10 AM	Member Networking and Breakfast and UPPCC update (8:00 a.m.)	
8:10 AM	9:10 AM	General Session - The Future of Procurement - How to Set Yourself Up for Success	Matt Dugal (Omnia Partners)
9:15 AM	10:10 AM	Cybersecurity - If Data is Currency, How do You Know Your Money is Safe?	Nathan Dawson
9:15 AM	10:10 AM	In a Perfect RFP World: How to Turn Out Detailed, Comprehensive Solicitations in Record Time	Thao Jones-Hill (OpenGov)
9:15 AM	10:10 AM	Fortifying Trust: Harnessing Electronic Surety Bonds to Safeguard Against Surety Bond Fraud	Lisa Deatherage (Surety 2000)
9:15 AM	10:10 AM	Stakeholder Engagement	Dean Mealy, TOPB Police Chief, PW Director
9:15 AM	10:10 AM	Achieving Excellence in Procurement (AEP Award)	Blake Skiles
10:15 AM	11:15 AM	Intro to IT Procurement - Solicitation Process (can AI Help?), demos and negotiations	Stephanie Akerley
10:15 AM	11:15 AM	Learning Through Hurricane Ian: Successes and Struggles	Kristy Mathews
10:15 AM	11:15 AM	The Right Stuff: Interview Techniques	Ronald Falanga
10:15 AM	11:15 AM	Federal Grants Procurement	Magan Waltari
10:15 AM	11:15 AM	Go Fish! Maximizing the Value of Cooperative Procurement	Kyle Calado (Pavilion) w/Carrie Mathes and Keith Glatz
11:15 AM	11:55 AM	Lunch	
11:55 AM	12:55 PM	General Session - Mastering the Art of Contract Negotiations	Katie Alba (Sourcewell) and Greg Long
12:55 PM	2:25 PM	General Session - Design-Build vs. Progressive Design-Build	Chris Horton and Eugene Polyak
2:25 PM	3:25 PM	Networking Facilitated by your FAPPO Board Members (Cities, Counties, and Education and Special Districts)	Board of Directors
3:30 PM	5:00 PM	Public Records Compliance and the Sunshine Law	Dylan Reingold
3:30 PM	5:00 PM	Bid Protests - Unique & Common Issues, and How to Avoid Them	Mark J. Stempler
3:30 PM	5:00 PM	Procurement, It's Not Just Purchasing	Danny Mays
3:30 PM	5:00 PM	Construction? You Want me to do What?	Chris Coghill
3:30 PM	5:00 PM	Don't be Scared... Using AI to Assist in Building Specifications	Kristy Varda
		Dinner on your own	
7:00 PM	10:00 PM	Special Event! Fippo-ty Fappo-ty Foo! Bingo! Sponsored by OMNIA Partners Join your Peers for Music, Fun and Games!	Carrie Roberts

Wednesday, May 22, 2024		Session Name	Presenter's Name
7:00 AM	9:00 AM	Registration Wednesday	
7:00 AM	8:00 AM	Member Networking Breakfast	
7:30 AM	8:15 AM	General Session - Update from NIGP	Carrie Mathes and Rick Grimm
8:15 AM	9:15 AM	General Session - AI in Public Procurement	Zac Christensen (NASPO)
9:20 AM	10:20 AM	The Legislative and Legal Environment, A Closer Look	Kirk Buffington
9:20 AM	10:20 AM	Say What? Writing Clean, Straightforward and Easy to Follow Specifications	Carrie Roberts
9:20 AM	10:20 AM	FSA Cooperative Purchasing Program	Hugh Oliver
9:20 AM	10:20 AM	Intro to IT Procurement - Areas of contract risk and some potential solutions	Stephanie Akerley
9:20 AM	10:20 AM	Collaborative Construction Delivery Methods: How to Determine the Best Procurement Approach for Your Project	Michelle Croft and Beverly Mendez
10:25 AM	12:00 PM	General Session - Whom Did You Leave Behind?	Alan Phillips
12:00 PM	12:45 PM	President's closing remarks, Awards, Past President Recognition, Passing of the plaques, and drawing for free conference registrations	