



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	<i>Registration Sunday</i>	
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)
4:00 PM	4:45 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	<i>Registration Monday</i>	
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 - Power, a Change in Perspective	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)	
		<i>Dinner on your own</i>	

Breakout Sessions

Tuesday - May 21, 2024		Session Name	Presenter's Name
6:30 AM	3:00 PM	<i>Registration Tuesday</i>	
7:00 AM	8:10 AM	Member Networking and Entity Awards Breakfast - Entity Awards at 7:45 a.m. and UPPCC update at 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 and Jason Debrincat, P.E.
9:15 AM	10:10 AM	Achieving Excellence in Procurement (AEP Award)	Blake Skiles, Carrie Mathes, and Shawn Willett
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	Go Fish! Maximizing the Value of Cooperative Procurement	Kyle Calado (Pavilion) w/Carrie Mathes and Keith Glatz
10:15 AM	11:15 AM	Federal Grants Procurement	Magan Waltari

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11:15 AM	11:55 AM	Lunch and Awards Presentations		
11:55 AM	12:55 PM	General Session - Mastering the Art of Contract Negotiations	<i>Katie Alba (Sourcewell) and Greg Long</i>	
12:55 PM	2:25 PM	General Session - Design-Build vs. Progressive Design-Build	<i>Chris Horton and Eugene Polyak</i>	
2:25 PM	3:25 PM	Networking Facilitated by your FAPPO Board Members (Cities, Counties, and Education and Special Districts)	Board of Directors	
Breakout Sessions	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
	<i>Dinner on your own</i>			
7:00 PM	10:00 PM	Special Event! Fippo-ty Fappo-ty Foo! Bingo! Sponsored by OMNIA Partners Join your Peers for Music, Fun, Games, and even a Costume Contest!	<i>Carrie Roberts</i>	

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	<i>Carrie Mathes and Rick Grimm</i>	
8:15 AM	9:15 AM	General Session - AI in Public Procurement	<i>Zac Christensen (NASPO)</i>	
Breakout Sessions	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	Collaborative Construction Delivery Methods: How to Determine the Best Procurement Approach for Your Project	Michelle Croft and Beverly Mendez
	9:20 AM	10:20 AM	Intro to IT Procurement - Areas of contract risk and some potential solutions	Stephanie Akerley
	10:25 AM	12:00 PM	General Session - Whom Did You Leave Behind?	<i>Alan Phillips</i>
12:00 PM	12:30 PM	President's closing remarks, Past President Recognition, Passing of the plaques, and drawing for free conference registrations (must be present to win)		