



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	Room
12:00 PM	5:00 PM	Registration Sunday		South Registration
1:00 PM	2:30 PM	Pre-Con Session - Your RFP is a Road Map	Victor Leamer and Stephanie Dion (RFP Dream Team)	Fiesta 3-4
1:00 PM	2:30 PM	Pre-Con Session - Failing to Plan is Planning to Fail: Acquisition Planning and Market Research	Stacy Adams	Coronado A-B
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)	Coronado A-B
2:40 PM	4:10 PM	Pre-Con Session - Do's and Don'ts of RFPs	Victor Leamer and Stephanie Dion (RFP Dream Team)	Fiesta 3-4
4:00 PM	4:45 PM	First Timers Orientation	Joe Benjamin	Monterrey 1 - 3

Monday - May 20, 2024		Session Name	Presenter's Name	Room	
6:00 AM	2:30 PM	Registration Monday		South Registration	
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		Fiesta 5-6	
8:00 AM	9:00 AM	Keynote - Power, a Change in Perspective	Lorraine Williams	Fiesta 5-6	
Breakout Sessions	9:05 AM	10:00 AM	Build America Buy America: Is Your Local Government Agency Prepared?	Kim Abrego and Shelley Vineyard (DRS)	Coronado A-B
	9:05 AM	10:00 AM	Procurement as a Career: Getting to the Next Level	Rita Silva	Fiesta 3-4
	9:05 AM	10:00 AM	Procurement and Vendor Academies: Building Capacities	Sophia Cunningham and Christopher Grant-Henriques	Fiesta 7-8
	9:05 AM	10:00 AM	Breaking the Wheel: A Hamster's Guide to Time Management	Stacy Adams	Fiesta 9-10
	9:05 AM	10:00 AM	Strategic Partnerships: Your Key to Unlocking Facilities Excellence	Justin Olson and Jo Medelman (Gordian)	Yucatan 1-3
10:05 AM	11:30 AM	General Session - Let's Get Awkward! A Candid Look at Unpredictable Procurement Plot Twists	Zulay Millan/Carrie Mathes	Fiesta 5-6	
11:30 AM	5:30 PM	Vendor Lunch / Tradeshow / Happy Hour 4-5:30 p.m. <i>Dinner on your own</i>		Veracruz Hall	

Tuesday - May 21, 2024		Session Name	Presenter's Name	Room	
6:30 AM	3:00 PM	Registration Tuesday		South Registration	
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.		Fiesta 5-6	
8:10 AM	9:10 AM	General Session - The Future of Procurement - How to Set Yourself Up for Success	Matt Dugal (Omnia Partners)	Fiesta 5-6	
Breakout Sessions	9:15 AM	10:10 AM	Cybersecurity - If Data is Currency, How do You Know Your Money is Safe?	Nathan Dawson	Coronado A-B
	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)	Fiesta 3-4
	9:15 AM	10:10 AM	Fortifying Trust: Harnessing Electronic Surety Bonds to Safeguard Against Surety Bond Fraud	Lisa Deatherage (Surety 2000)	Fiesta 7-8
	9:15 AM	10:10 AM	The Impact of Volunteering on your Career Path	Dean Mealy	Fiesta 9-10
	9:15 AM	10:10 AM	Achieving Excellence in Procurement (AEP Award)	Blake Skiles, Carrie Mathes, and Shawn Willett	Yucatan 1-3
Breakout Sessions	10:15 AM	11:15 AM	Intro to IT Procurement - Solicitation Process (can AI Help?), demos and negotiations	Stephanie Akerley	Coronado A-B
	10:15 AM	11:15 AM	Learning Through Hurricane Ian: Successes and Struggles	Kristy Mathews and Denise Finn	Fiesta 3-4
	10:15 AM	11:15 AM	The Right Stuff: Interview Techniques	Ronald Falanga	Fiesta 7-8
	10:15 AM	11:15 AM	Go Fish! Maximizing the Value of Cooperative Procurement	Anne Jordan (Pavilion) w/Greg Long, Keith Glatz and Paige Brutus	Fiesta 9-10
	10:15 AM	11:15 AM	Federal Grants Procurement	Magan Waltari	Yucatan 1-3
	11:15 AM	11:55 AM	Lunch and Awards Presentations		Fiesta 5-6
	11:55 AM	12:55 PM	General Session - Mastering the Art of Contract Negotiations	Katie Alba (Sourcewell) and Greg Long	Fiesta 5-6
	12:55 PM	2:25 PM	General Session - Design-Build vs. Progressive Design-Build	Chris Horton and Eugene Polyak	Fiesta 5-6
	2:25 PM	3:25 PM	Networking - Cities	Denise Finn and Wanda Roop	Fiesta 3-4
2:25 PM	3:25 PM	Networking - Counties	Jennifer Hyde and Carrie Roberts	Yucatan 1-3	
2:25 PM	3:25 PM	Networking - Education	Mark Shuman	Fiesta 7-8	
2:25 PM	3:25 PM	Networking - Special Districts	Tammy Winton-Spearman	Fiesta 9-10	



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Breakout Sessions	3:30 PM	5:00 PM Public Records Compliance and the Sunshine Law	Dylan Reingold	Coronado A-B
	3:30 PM	5:00 PM Advanced Protests and Appeals	Nathan Dawson	Fiesta 3-4
	3:30 PM	5:00 PM Procurement, It's Not Just Purchasing	Danny Mays	Fiesta 7-8
	3:30 PM	5:00 PM Understanding Florida's Consultant's Competitive Negotiation Act (CCNA)	Kirk Buffington	Fiesta 9-10
	3:30 PM	5:00 PM Don't be Scared... Using AI to Assist in Building Specifications	Kristy Varda	Yucatan 1-3
<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!	Carrie Roberts	Fiesta 5-6

Wednesday, May 22, 2024		Session Name	Presenter's Name	Room
		7:00 AM	9:00 AM Registration Wednesday	South Registration
		7:00 AM	8:00 AM Member Networking Breakfast	Fiesta 5-6
		7:30 AM	8:15 AM General Session - Update from NIGP	Carrie Mathes and Rick Grimm Fiesta 5-6
		8:15 AM	9:15 AM General Session - AI in Public Procurement	Zac Christensen (NASPO) Fiesta 5-6
Breakout Sessions	9:20 AM	10:20 AM The Legislative and Legal Environment, A Closer Look	Kirk Buffington	Coronado A-B
	9:20 AM	10:20 AM Say What? Writing Clean, Straightforward and Easy to Follow Specifications	Carrie Roberts	Fiesta 3-4
	9:20 AM	10:20 AM FSA Cooperative Purchasing Program	Hugh Oliver	Fiesta 7-8
	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	Fiesta 9-10
	9:20 AM	10:20 AM Intro to IT Procurement - Areas of contract risk and some potential solutions	Stephanie Akerley	Yucatan 1-3
	10:25 AM	12:00 PM General Session - Whom Did You Leave Behind?	Alan Phillips	Fiesta 5-6
				President's closing remarks, Past President Recognition, Passing of the plaques, and drawing for free conference
	12:00 PM	12:30 PM registrations (must be present to win)		Fiesta 5-6