



Florida Association of Public Procurement Officials (FAPPO) 2025 Annual Conference and Trade Show
Hyatt Regency Orlando May 11-14

The Art of Possibilities: Dare to Be Awesome! Trust intuition and collaborative experiences to stay ahead of today's threats and foresee tomorrow's challenges

Sunday, May 11		Session Name	Presenter's Name	
8:00 AM	10:00 AM	FAPPO Board of Directors Meeting	Board of Directors	
11:00 AM	5:00 PM	Registration Sunday		
12:30 PM	2:00 PM	Pre-Con Session: Leading the Procurement Team of the Future with Cooperative Procurement	Tammy Rimes (NCPP)	
12:30 PM	2:00 PM	Pre-Con Session: Write It Right: Market Research & Specs That Get Results	Stephanie Akerley/Danny Mays	
2:15 PM	3:15 PM	Pre-Con Session: Professional Judgement - Why it's Important	Victor Leamer	
3:30 PM	4:30 PM	First Timers Orientation	Joe Benjamin	
5:00 PM	7:00 PM	The Case of the Missing Compliance: a FEMA Disaster Recovery Mystery hosted by Sourcewell (Invitation only)		
Monday - May 12		Session Name	Presenter's Name	
6:00 AM	4:00 PM	Registration Monday		
7:00 AM	8:00 AM	Breakfast, President's Welcome (7:00 a.m.), Flag ceremony and Charity Presentation (7:15 a.m.)		
7:30 AM	9:00 AM	Keynote - The Art of Possibilities	Ken Hartley	
9:00 AM	1:00 PM	Trade Show and Lunch in Exhibit Hall		
Breakout Sessions	1:00 PM	2:00 PM	Leading Teams	Sophia Cunningham and Christopher Grant-Henriques
	1:00 PM	2:00 PM	CPP 102 (Florida Sheriff's Association Cooperative Purchasing Programs)	Jennifer Luckey (FSA)
	1:00 PM	2:00 PM	20 RFP Worst Practices and How to Avoid Them	Victor Leamer (RFP Dream Team)
	1:00 PM	2:00 PM	Mentoring and the Journey to Certification	Dean Mealy
	1:00 PM	2:00 PM	Beyond the Status Quo: Daring to Innovate Together	Zulay Millan and Carrie Mathes
2:10 PM	3:40 PM	General Session - The MWM Playbook: Leading Procurement with Mission, Elevating Worth, and Driving Forward Momentum	Danny Mays	
Breakout Sessions	3:45 PM	4:45 PM	Honey, I Shrunk the Requirements: Hot to Attract More Vendors to your RFPs	Blake Skiles
	3:45 PM	4:45 PM	Understanding Florida's Consultant's Competitive Negotiation Act (CCNA)	Kirk Buffington
	3:45 PM	4:45 PM	Keeping the "Pro" in Procurement	Stacy Adams
	3:45 PM	4:45 PM	The Blueprint for Cooperative Procurement Success: Insights from the Experts	Lucas Seifu (Pavilion) Carrie Mathes, Brian O'Connor
	3:45 PM	4:45 PM	AI - Friend of Foe?	Stephanie Akerley
5:00 PM	8:00 PM	VIP Reception (by Invitation) <i>Dinner on your own</i>		
Tuesday - May 13		Session Name	Presenter's Name	
6:30 AM	4:00 PM	Registration Tuesday		
7:00 AM	8:15 AM	Member Networking and Entity Awards Breakfast - Entity Awards at 7:45 a.m. and UPPCC update at 8:00 a.m.		
8:15 AM	9:15 AM	General Session - Elevating Procurement: Roadmap for Strategic Impact and Data-Driven Decisions	Matt Dugal (Omnia Partners)	
Breakout Sessions	9:20 AM	10:50 AM	Potential Perils of the Public Procurement Process	Mark Stempler
	9:20 AM	10:50 AM	Procurement Jeopardy!	Carrie Roberts
	9:20 AM	10:50 AM	Leveraging Stakeholder Relationships for Procurement Success	Victor Leamer (RFP Dream Team)
	9:20 AM	10:50 AM	Writing Prompts for AI	Stephanie Akerley
	9:20 AM	10:50 AM	Cost Methodologies 101	Zac Christensen (NASPO)
Breakout Sessions	11:00 AM	11:55 AM	Behind the Award: Real Stories, Real Strategies for AEP Success	Carrie Mathes (NPI and Orange County)+panel
	11:00 AM	11:55 AM	DMS State Purchasing: What We Offer and What We Do	Ashley Sellars/Ashley Palelis (FL Dept. of Management Svcs)
	11:00 AM	11:55 AM	Safeguarding our Digital Frontiers: The Essential Role of Cyber Insurance and Proactive Procurement for Local Governments	Kirk Buffington
	11:00 AM	11:55 AM	Unveiling the True Cost of Procurement: Maintaining Value and Efficiency	David Kidd (Govmvt)
	11:00 AM	11:55 AM	Internal Controls and Fraud Risk Vulnerabilities	Dr. Dave Ross/Juliet Misconi
	12:00 PM	12:45 PM	Lunch and Awards Presentations (Respect of FL video to start)	
Breakout Sessions	12:45 PM	2:00 PM	General Session - Optimizing your Agency's Federal Grant Potential: Essential FEMA Procurement Strategies	Jon Henke (Sourcewell) and Shelley Vineyard (DRS)
	2:10 PM	3:15 PM	Networking Facilitated by your FAPPO Board Members (Cities, Counties, and Education and Special Districts)	
	3:30 PM	4:30 PM	Electric Vehicle Funding and Procurement	Jennifer Luckey (Florida Sheriff's Association)
Breakout Sessions	3:30 PM	4:30 PM	Contract Management	Blake Skiles
	3:30 PM	4:30 PM	From Challenges to Triumph: The Art of Turning Adversity into Opportunity	Theresa Webb, Victor Leamer, Barbara Grilli
	3:30 PM	4:30 PM	Unlocking the Potential of AI in Government Procurement	Adam Brooke
	3:30 PM	4:30 PM	Weathering the Storm - Leading through the Storms of Change	Stacy Adams
	6:00 PM	8:30 PM	Special Offsite Event! Sponsored by OMNIA Partners - Dinner, Fun and Games	
Wednesday, May 14		Session Name	Presenter's Name	
7:00 AM	9:00 AM	Registration Wednesday		
7:00 AM	8:00 AM	Member Networking Breakfast, Update from NIGP at 7:30 a.m.	Rick Grimm	
8:15 AM	9:15 AM	General Session - Teamwork Makes the Dream Work: Negotiating with Teams in Public Procurement	Stacy Adams	
Breakouts	9:20 AM	10:20 AM	Transforming Florida's Construction Procurement: A Cooperative JOC Approach	Justin Olson (Gordian)
	9:20 AM	10:20 AM	Top 5 Reasons Supplier's Aren't Responding to Your Solicitations	Thao Jones-Hill (OpenGov)
	9:20 AM	10:20 AM	Trusting Intuition and Collaboration through Vulnerability and Psychological Safety	Lorraine Williams
	9:20 AM	10:20 AM	Cost Methodologies 102: Deep Dive into Tool Box and Strategies	Zac Christensen (NASPO)
10:25 AM	11:25 AM	General Session - Florida Legislation Update	Legislative Committee	
11:30 AM	12:00 PM	President's closing remarks, Past President Recognition, Passing of the plaques, and drawing for free conference registrations (must be present to win)		