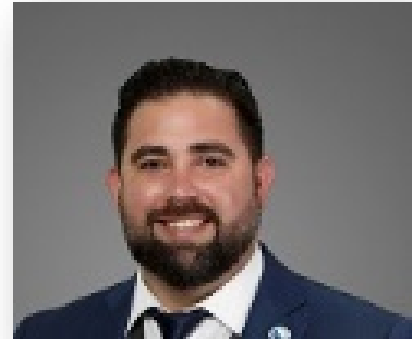


## Pro-D Chairman's Message

As Pro D Chairman, the main goal is to achieve unparalleled customer service for our Members and Board. This means being there on a one-on-one basis, addressing any questions, and understanding their goals to structure seminars and power series to reach their goals. One way this is accomplished is by relieving them of unnecessary stress when it comes to test prepping. Our Members and Board know that when they are ready to test for the CPPB or CPPO exams that there are free Power Series CPPB/CPPO Prep Course scheduled in April and September in order to better prepare them for the exams. We also provide other opportunities, such as, specialized power series that help their entity on specific issues they might be having, power series for the entire entity with the option to create specific entity curriculum, or NIGP seminars for entire entities in order to save funds. Student scholarships, hosting scholarships, and the ability to meet with their Pro D to design their curriculum to reach their goals effectively are also provided to ensure the most beneficial experience for our Members and Board.



### NIGP Educational Curriculum Offered to Members

One of the more effective approaches to achieving the Chapter's education initiative is to arrange NIGP courses for current Members and the general public. These courses are promoted by the Chapter not only as educational events but as necessary steps for Members to earn their certifications or recertifications.

The Greater Miami Chapter of NIGP's approach towards Member's educational curriculum is the UPPCC Knowledge Domains. We ensure all Domains are offered throughout the year to prepare our Members for the CPPB/CPPO exam. We also have monthly seminars when needed for rapid completion of Domains.

The Chapter also offers regular scholarships, host scholarships, and group registrations to education events that allowed organizations more flexibility to budget and schedule these events, as well as, increase participation and attendance. The following is a listing of the courses offered in 2019:

Event	Event Dates	Registrants
NIGP – Intro to Public Procurement	January 9 – 11	18
NIGP – Developing & Managing Request for Proposals	March 6 – 8	22
NIGP – Sourcing in the Public Sector	May 8 – 10	14
NIGP – Legal Aspects of Public Procurement	August 7 - 9	15
NIGP – Strategic Procurement Planning in the Public Sector	September 11 - 13	7
NIGP – Contract Administration in the Public Sector	October 9 - 11	13
<b>Total Registrants</b>		<b>89</b>

### Conferences and Trade Shows

These unique events create an opportunity for vendors and public procurement professionals to meet face-to-face and discuss opportunities for conducting business with public agencies, as well as, allow vendors to present their products and solutions alike to the agencies. Both the public agencies and vendors alike receive a benefit from attending such events. Members participated in the 13<sup>th</sup> Annual ASPA Best Practices Conference in February 2019 and the Miami-



Dade County 2<sup>nd</sup> Annual Procurement Expo in November 2019. Marianela Betancourt was also on the Strategic Procurement: Transforming the Way We Spend Panel.

**Chapter Professional Development Opportunities**

In addition to the NIGP courses, the Chapter hosted several Power Series events that provided an additional opportunity for Members seeking educational opportunities beyond the standard NIGP courses to discuss current topics and trends with other local officials. These courses provided a primer to contract negotiations and administration. It also promoted steps for critical thinking and a discussion on managing risk and failure in public procurement. This also provided a forum for specific topics entities needed for their staff, such as FEMA related topics, specific entity procedures and guidelines training, and specific entity position training.

<b>Event</b>	<b>Event Dates</b>	<b>Registrants</b>
Power Series – Procurement Under FEMA Awards Seminar	February 1	94
Power Series – Negotiations Training 360 Seminar	April 12	16
Power Series – CPPB Prep Spring Seminar	April 26	16
Power Series – SPM RFP Seminar	June 20	30
Power Series – CPPB Prep Fall Seminar	September 20	11
<b>Total Registrants</b>		<b>167</b>

**CPPB/CPPO Prep Classes, Study Groups, and Recognitions**

While the Chapter’s general meetings are excellent opportunities to network, share ideas, and reunite with other procurement professionals, it is also an opportunity to discuss current procurement trends and issues, as well as, promote public procurement principles through keynote speeches. At these meetings, we do also take the time to recognize Members that had recently earned their CPPB and/or CPPO certifications and recertifications while promoting upcoming certification exams by sponsoring study groups and sharing books and notes from those that had previously taken the certification exams.

The Chapter conducted two CPPB prep courses in advance of both certification testing deadlines. Both sessions benefitted from good attendance and excellent instruction that allowed our professionals to achieve their certifications or recertifications.

**Educational Events and Seminars**

The lecture series provided during the Chapter’s general meetings offers Members an opportunity to learn from and discuss current issues with local prominent procurement professionals. The Chapter utilizes the quarterly opportunities to discuss any topics Members wanted to present for open discussions with other Members as a more effective and productive alternative.

In 2019, the Chapter elected “Innovation” as the annual theme. The Chapter hosted speakers like Michael Sarasti, CIO/Director of Innovation and Technology at City of Miami to highlight the accomplishments of the Miami Innovation Academy and Steven Rondone from the U.S. Department of Labor and Statistics to discuss topics related to Consumer Price Index. David Alba, Master Facilitator, provided insight on Emotional Intelligence (EQ) and how to achieve peak performance. Finally, Alina Tejada Hudak, former Miami-Dade County Deputy Mayor, spoke about her career in local government and the role procurement plays in government.

**Formal Higher-Education Partnership**



One of our Chapter's main educational goals has been to develop a strong relationship with local colleges and universities to educate students and promote the public procurement industry as a potential career choice upon graduation. The Chapter continued to strengthen its relationships with institutions such as Miami-Dade College and Florida International University by having our student Members attend our general meetings and participate in our internship program. Also, one of the Chapter's Executive Board Members served as an adjunct professor at Florida International University teaching PAD 6855 Intro to Public Procurement and PAD 6858 Contract Management at the graduate level as part of FIU's graduate public procurement certificate program.

### **Scholarship Program**

The Chapter offers a \$1,000 scholarship whereby local college students participate in an essay contest explaining why they selected a collegiate public procurement program as part of major. Also, in an effort to promote membership participation and educational opportunities, the Chapter, through its Honors and Awards Committee, offered \$250 vouchers to Members seeking financial assistance to cover expenses for NIGP course or Forum registrations, as well as, CPPO and/or CPPB certifications/recertifications. The Chapter also awarded a full conference pass to the 2019 NIGP Forum and three-day and two-day NIGP courses to Members as part of a contest based on their volunteer hours to the Chapter and professional procurement achievements.

### **Career Fairs**

The Chapter has emphasized the importance of attracting new professionals into public procurement mainly through college students in the local area. As a result, its outreach has focused primarily on establishing its relationships with local academic institutions which allowed students to attend general meetings and participate in the Chapter's internship and scholarship program. The Chapter also took time to visit with students at Florida International University to provide information on the benefits of joining the Chapter.

Aside from college students, the Chapter also engaged new professionals by providing information on its website on current job postings, educational events, public meetings, and a Member directory in case anyone wished to inquire about what a career in public procurement entails or any news or issues affecting the local public procurement industry. Chapter Members also visited entities, engaged new and old employees, and attended numerous events through the Greater Miami Chamber of Commerce Leadership Miami Program to spread awareness of the Chapter and the profession.

### **Internship and Work-Study Program**

The Chapter's internship program has been beneficial in giving prospective procurement professionals the opportunity to attain valuable experience and network with other procurement professionals. For instance, through the Chapter's internship efforts, the City of Miami Beach has hired several interns from Miami-Dade College and has praised its interns for their help and professionalism. The Chapter also established a working relationship with Florida International University to offer its graduate students in the Master and Executive Public Administration Programs similar intern and professional opportunities. The Chapter has been able to place interns in various organizations throughout the region that ultimately led to permanent positions in public procurement.

