Check out our new Chapter logo. Thank you to Chad Lawson for his design.

Big SHOUT OUT to Escambia County School District, John Dombroskie and his amazing staff for hosting our NIGP class "Making the Contract Fit the Purchase". And let’s not forget to thank Lisa Dombroskie for handling food logistics.

Choosing the right contract is as important as choosing the right commodity. Targeting the purchase to the contract type can protect the agency and improve outcome results. This course addressed the principles and techniques for developing contracts which are appropriate and targeted to the particular purchase being made. Participants learned how to:

- Identify the different contract types.
- Select the appropriate format for a procurement.
- Determine a supplier’s contract objectives.
- Modify a standard contract with customized language that mitigates risks and improves results.

Our NIGP instructor, Omid Ghamani, MBA, CPSCM is a purchasing and negotiations author, speaker, executive/professional coach, trained, consultant, and longtime Fortune 50 executive. He has 18 years’ experience with Intel Corp, where he moved up the ranks to run Intel’s Global Corporate Purchasing Operations with a $16 Billion scope. He was also responsible for the end to end negotiation planning, execution, and training processes for Intel’s global procurement organization, whom named him the Godfather of Negotiation Planning.

He is the President of Purchasing Advantage, a leading global purchasing and sales solutions provider. Since 1995, he has had lead thousands of hours of conference keynote, courses, workshops, seminars, corporate consulting assignments, conference presentations, and executive leadership sessions in 19 countries on the entire spectrum of Purchasing, Public Procurement, Supply Chain Management, Purchasing/Sales Contract Law, TCO Analysis, Contract Negotiations, and Supplier Management.
Omid has a MBA from the University of California, Riverside and is an Adjunct Professor of Purchasing at Folsom Lake College.

He is the author of two purchasing books and has authored a myriad of articles in global procurement journals. He has over 50 hours of TV appearances as a purchasing industry expert. He has spoken at numerous public procurement conference and has also done many public agency specific seminars. He also has done training for public sector cooperative purchasing organizations.

Purchasing Advantage - Running a World Class Purchasing Organization

World Class Contract Management - The Ultimate Reference Guide for Purchasing Professionals

Thursday Night Reception
MEET-N-GREET MAY 2ND AT 6:00PM

The Meet-N-Greet reception was held at New World Landing, Thursday, May 2nd 6-8 pm. Light hors d’oeuvres and refreshing beverages were enjoyed by all.

New World Landing is a complex located at 600 South Palafox Street that includes several meeting rooms and an inn. It was restored from a former box factory in 1983 by Arden and Kay Anderson. In late 2006, 600 South of Pensacola, a partnership of Jim Homyak, Matt Balka and Julie Lawson, purchased the complex from then-owner Jim Bachus. They added a wine and martini bar, 600 South, in 2007 and a renovated courtyard for live music and events in 2008.

The establishment has three main banquet rooms on the north side of the New World Landing complex (adjacent to the parking lot).

- **Spanish Room** - largest space in New World Landing, the Spanish Room is 4500 sq. ft., seats about 350.
- **British Room** – is accessible from the parking lot on the north side, is 2750 sq. ft., seats about 150.
- **American Room** – is 2750 sq. ft., seats about 150.

**WHAT'S A REVERSE TRADE SHOW?** It’s the opposite of a regular trade show!

Representatives of government purchasing departments staff their tables with information about their agencies, and vendor (attendees) move from booth to booth making new contacts and explaining their products and services.

Shout outs to our wonderful sponsors.

**Diamond Sponsorship**
- CPC Office Technologies
- Florida Auction Network, LLC
- REMCO

**Silver Sponsorship**
- Porter Roofing Contractors, Inc.
- RJ Young

**Bronze Sponsorship**
- Emerald Coast Office Products, Inc.
- KI
- Office Depot
- Playmore Recreational Products & Services
- VIRCO, Inc.
The VOTES are in ......

CONGRATULATIONS to Jeff Hyde for being awarded the Manager of the Year!

Jeff is employed with Okaloosa County as a Purchasing Manager.

This award recognizes the outstanding professional achievements, developments and contributions to the advancement of the purchasing profession at the Chapter Level. Jeff will be recognized at the National Forum in Austin, TX.

CONGRATULATIONS to Kristin Smith for being awarded the Buyer of the Year!

Kristin is employed with Escambia County School District as a Purchasing Agent.

This award recognizes the outstanding professional contributions, achievements and developments to the advancement of the purchasing profession at the Chapter Level. Kristin will be recognized at the National Forum in Austin, TX.

Friday’s RTS Event

Selfie Station – Our members got involved with the fun.
We had a large number of participates attend our event with government agencies maning booths from Bay County to Escambia County. This event always provides many networking opportunities to partner with Vendors.

Lunch was enjoyed by all.
PAWSOME!! Our New Charity Partnership for this year is Pensacola Humane Society.

Portions of CGCC fundraisers, donations and/or goods will benefit the Pensacola Humane Society.

Representation from PHS was in attendance at our RTS, May 3rd.

The Pensacola Humane Society is committed to improving the lives of companion animals in our community through advocacy, adoption, education and sanctuary.

The Pensacola Humane Society is an organization comprised of passionate advocates that love animals as much as they love us: unconditionally.

We are a unique mix of dreamers, idealists, and optimists grounded in reality and fueled by an overwhelming commitment to the wellbeing and care of all animals within our community. We are known both within our community and nationally as an exemplar animal agency. We are the Pensacola Humane Society, changing our community four paws at a time.

Make sure to check out our video spots below!

Please visit their website for upcoming events: www.pensacolahumane.org/.

Thank you to Student Transportation of America for your donations benefiting our partners with the Pensacola Humane Society.

Thank you to our members that participated in this year’s RTS. Thank you to our vendors that attended. Thank you to our Board and volunteers for the hard work that you put into making this event a great success.

- 66% increase of individual vendor attendance
- 21% increase of number of companies
- 42% increase in sponsors
- 36% increase of individual member attendance

This event increases our supplier awareness and hopefully new partnerships were formed.

I’m looking forward to RTS 2020!!!