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SCAGPO 2015 FORUM

NOVEMBER 4-6, 2015

CHARTING THE COURSE
LEADERSHIP
37th Annual Professional Development Forum

SCAGPO South Carolina Association of
Governmental Purchasing Officials
ESTABLISHED IN 1978
**MYRTLE BEACH MARRIOTT RESORT
& SPA AT GRANDE DUNES**
8400 Costa Verde Drive
Myrtle Beach, SC 29572



Dr. Steve Swafford
Balance Warrior + CEOP
"Exploring and Charting Our
Leadership Course" (Keynote)



Jia Jiang
"Surprising Lessons
from 100 Days of
Rejection" (Keynote)



Dr. J. R. Green
"Effective Leadership
Contributing to
Organizational Change"
(Keynote)



Mack Dryden
"Laugh to the Top:
A Hilarious guide to
Achieving Your Goals"
(Keynote)

GUEST SPEAKERS

Delbert Singleton	Norma Hall	Mr. Bill Bland	Steve Harrington
Joe Tommie	Kimber Craig	Charlie Adamsmore
John Stevens	Stacy Adams	Mike Spicer	
John White	Keith McCook	Jimmy Aycock	

Go to www.scagpo.org for Forum Agenda

Also featuring

SILENT
AUCTION
& GOLF
TOURNAMENT

BOWLING
TOURNAMENT

PRE-FORUM ACTIVITIES:
Professional Development Class:
"Procurement and Contracts
Management"

INSTRUCTOR:
Michael S. Gifford
C.P.M., CPSD, Housing Agency
Procurement Assistance

**NETWORKING
OPPORTUNITIES
INCLUDE:**
Networking Luncheon
1st Timer's Orientation
Awards Banquet
Silent Auction
President's Reception
Vendor Trade Show
**VENDOR
OPPORTUNITIES
INCLUDE:**
Networking Events
Sponsorships

PRE-FORUM NETWORKING EVENTS

Pre-Forum Member/Vendor Networking Opportunities

GOLF TOURNAMENT:

Myrtlewood Palmetto Golf Course - Registration begins at 8:30 am at the clubhouse
TEE TIME 10:20



Food & Cocktail Reception 4-6 pm
Registration includes green fees, golf cart, and the opportunity to win various prizes

SCAGPO

South Carolina Association of Governmental Purchasing Officials
ESTABLISHED IN 1978



**TUESDAY
NOVEMBER
3, 2015**

BOWLING SOCIAL:

710 Bowling
Registration includes 3 games, shoe rental, and dinner
6:00 - 8:00

Random Scotch Doubles tournament
Other Gaming activities include Table Tennis, Billiards, Air Hockey, foosball, darts, and more

New Venue: <http://www.710bowling.com/>

CHARTING THE COURSE

LEADERSHIP

37th Annual Professional Development Forum

SCAGPO

South Carolina Association of Governmental Purchasing Officials
ESTABLISHED IN 1978



Message from
Stacy Gregg, CPPO, CPPB
2015 SCAGPO President

It's been such a wonderful year! And now I welcome you to a wonderful Forum. To begin, I must offer a special thank you to Nadine, Clarissa, and their committees for putting together a great Forum for you. As we progress through the week, I hope that you will feel as I that they have assembled a thought-provoking, entertaining, and well managed forum. I also hope that you leave motivated with new tools and new connections, which will further help you to be the best procurement professional possible.

As always, I cannot close without officially offering a bit of gratitude to some very important people:

To the BEST BOARD EVER: You all are the best. Thank you for making the hard decisions. Thank you for rolling your sleeves up and working so hard! And thank you for doing what you feel is best for the membership. I am amazed and humbled by your commitment to our great chapter; and it has been a pleasure working with you all.

To the BEST COLLEAGUES EVER: Thank you all for your support! My year relied heavily on how you felt about SCAGPO and our initiatives and each and every one of you embraced me, this organization, and my position and my presidency. I couldn't have asked for a better response. Further, I could never fully show my appreciation to my supervisors (Allen, Kimber, Mike, John, and Delbert) for what you have been to me and for what you have been to this organization over the course of the year. Your individual and collective support has been invaluable.

And finally,

To the members of this great organization: Thank you for a great year! Thank you for supporting our family day event, reverse trade show, training events, forum, and charitable projects! Your commitment to the Chapter and your own professional growth is astounding; and I can't wait to see how the Chapter grows because of it.





Message from
Nadine Chasteen, CPPO, CPPB
 2015 SCAGPO Vice President
 Program Committee Chair

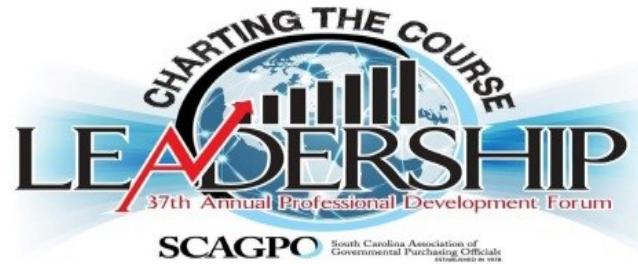
Welcome to the 37th Annual SCAGPO Professional Development Forum. The theme this year is *Leadership: Charting the Course*. Serving as your Vice President and Program Chair this year has been incredible and I have seen so many of you in your leadership roles. What better theme to touch everyone than what YOU do every day. Congratulations go to Bryan Gresham who took the theme of leadership and suggested that we are charting our course even during these few days that we have together. Thank you, Bryan!

The Program and Forum Committees have worked hard to bring you sessions led by great leaders and professionals from around the United States and South Carolina and great events throughout the week. All of the speakers and session leaders are bringing professional experiences and life lessons about leadership that hopefully will have a positive and lasting effect on your professional and personal development. There will be a couple of book signings so make sure you check those out.

Please take time to visit and thank each and every vendor for supporting our Forum. This event would not take place without their support. You will see the schedule for the Trade Show on the following pages of this book.

Finally, I want to thank you all for showing your confidence in me to serve as your Vice President and Program Chair this year. It has been a wonderful experience and one that I will never forget. *THANK YOU* for the many wonderful friends I have made and experiences I have had in SCAGPO and hope to have many more. We are family!

Now, *Set Sail, Follow Your Compass* and *Chart Your Course* for a great time of learning, networking and enjoyment! If you have questions during the week, please look for any of us and we will be there for you!



Congratulations to Bryan Gresham for winning the 2015 Forum Theme Contest with "Leadership—Charting the Course".

Each year the Theme Contest Winner receives one free night lodging at the Forum. Remember to submit your ideas during the next theme contest!! You could be our next winner!!

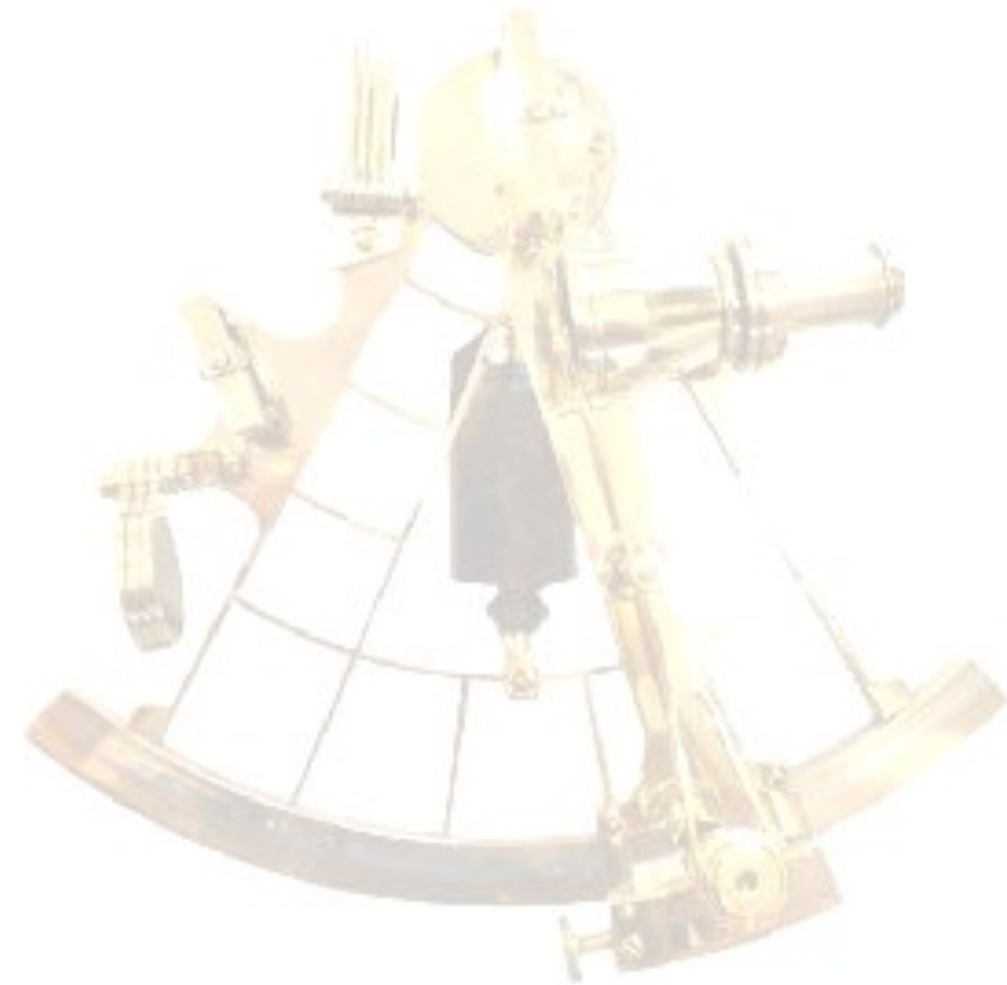
Congratulations Bryan!!

- Program
 Nadine Chasteen, Chair
 Stacy Adams
 Denise Badillo
 Robert Brewer
 Jo Marie Brown
 Clarissa Clark
 Georgia Gillians
 John Hamer
 Sam Hanvey
 Tamika Malone
 Steve Pullie
 Angela Ramsey
 Mellisa Thurstin
 Becky Vires
 Mary Ellen Williams
 Chuck Wiggins



Bryan P. Gresham
 School District of
 Newberry County

NOTES





**Message from
Clarissa Clark, CPPO, CPPB
Forum Committee Chair**

Welcome to SCAGPO's 37th Annual Professional Development Forum and Trade Show!

Our theme this year is Leadership: Charting the Course. Over the course of the year, SCAGPO members have enjoyed great Quarterly Training events as well as other Professional Development opportunities leading up to this Annual Forum. It is in that same spirit of quality training, the Program, Professional Development, and Forum Committees have collaborated to bring to you an annual forum filled with professional as well as personal development; which we know you will find to be energetic, informational, and worth every moment!

Thank you for supporting our signature training event. Please know that during the week, the Forum and Program committees are all working hard to make your time with us the very best it can be.

Finally, I ask that you please make plans to support next year's Forum Chairperson by returning to the beach November 9-11 2016 for next year's forum. I look forward to seeing you there as well!

- Forum Committee**
 Clarissa Clark, Chair
 Stacy Adams
 Denise Badillo
 Clarissa Belton
 Julie Boland
 Jo Marie Brown
 Dianna Cecala
 Annette Dunemayer
 Georgia Gillians
 Bryan Gresham
 Sam Hanvey
 Lind Jackson
 James de Luca
 Toni Marshall
 Robin McNeal
 LaShonda Outing
 Angela Ramsey
 Jalerie Robinson
 Melissa Thurstin
 Ashley Williams
 Mary Ellen Williams
 Chuck Wiggins

Monday November 2, 2015

Time	Description	Location
8:00 AM - 5:00 PM	Procurement & Contracts Management Seminar—Michael S. Gifford, C.P.M., CSPD, Housing Authority	Tides I

Tuesday November 3, 2015

Time	Description	Location
8:00 AM - 5:00 PM	Procurement & Contracts Management Seminar—Michael S. Gifford, C.P.M., CSPD, Housing Authority	Tides I
8:00 AM—5:00 PM	NIGP Course—Mary Sims, CPPO “Ethics: A Survival Kit for Public Procurement”	Tides 2
8:30 AM—3:00 PM	5th Annual Scholarship Golf Tournament	Myrtlewood Palmetto Golf Course
9:30 AM—2:30 PM	Technical Colleges Purchasing Peer Group Meeting	Atlantic I
1:00 PM—2:00 PM	Program Committee Meeting	Heron
2:00 PM—4:00 PM	Forum Committee Meeting	Osprey
4:00 PM—5:00 PM	Board Meeting	Heron
4:00 PM—5:00 PM	Early Registration	Main Hall
5:30 PM—9:00 PM	Forum Bowling Tournament	“710” North Myrtle Beach

2015 SCAGPO LEADERSHIP OFFICERS

Stacy Gregg, CPPO, CPPB
President

Nadine Chasteen, CPPO, CPPB
Vice President

Stacy Adams, CPPB
Treasurer

LaShonda Outing, CPPB
Secretary

Clarissa Clark, CPPO, CPPB
Database Administrator

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Region II
Mary Ellen Williams, CPPB

Region III
Geneva Jackson

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Pam Hassan, CPPO, CPPB

Region V
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Ex-Officio
Jo Marie Brown, CPPO, CPPB

Past President
Steve Pullie, CPPB

2015 SCAGPO Leadership: Committee Chairs

Clarissa Clark, CPPO, CCPB
Annual Forum

Steve Pullie, CPPB
Nominating

Clarissa Clark, CPPO, CPPB
Awards & Scholarships

Steve Pullie, CPPB
Past President's Council

Jo Marie Brown, CPPO, CPPB
Certification

Margaret Woodson
Professional Development

Sam Hanvey, CPPB, APM
Co-Sponsorship

Nadine Chasteen, CPPO, CPPB
Program

John Hamer, CPPB
Finance

Delbert Singleton
Legislative & Resolutions

Jo Marie Brown, CPPO, CPPB
Historian

Melissa Thurstin
Information & Publicity

Tamika Malone, CPPO, CPPB
Membership



National
WREATHS
Across America

JOIN US ON DECEMBER 12, 2015

AT FORT JACKSON NATIONAL CEMETERY
to remember and honor our fallen heroes

Please consider donating a \$5.00 contribution or \$15.00 to sponsor a wreath. Members may contribute online October 1, 2015 through November 6, 2015. We will also be accepting donations at the Forum. 100% of the proceeds will be presented to organizers on Veterans Day. All wreaths will be placed at Ft. Jackson Cemetery in Columbia, SC unless there is an overwhelming request from the membership to support an additional cemetery. For more information about the program, please visit www.wreathscrossamerica.org/

SCAGPO

2015 Annual Fall Forum & Vendor Trade Show

CERTIFICATION RENEWAL DOCUMENTATION FORM

This form should be kept in your files and submitted with your recertification application at the time of, not prior to, your certification expiration date. If you are attending the entire conference, November 4-6, 2015, you qualify to receive a total of 16 contact hours, equivalent to 2 points towards CPPB and/or CPPO recertification. If you are attending only a portion of the conference, your total contact hours will be prorated (see below). In this case, you will be required to specify which sessions were attended to determine your total amount of contact hours applicable towards recertification. Each eight (8) contact hours of education is equivalent to one (1) point towards CPPB and/or CPPO recertification.

For other recertification programs, submit this form to the sponsoring organization for its approval.

Please Print

Name: _____ Certification: _____ CPPO _____ CPPB _____ APM
 Address: _____ _____ CPM _____ CPCP
 _____ Phone: _____
 _____ Fax: _____

Wednesday November 4, 2015

- | | |
|--|---|
| _____ SCAGPO: <i>First Timer's Orientation</i> | _____ "Federal Grants: Are you Ready?" Steve Harrington |
| _____ "Exploring and Charting our Course" Dr. Steven W. Swafford | _____ "Leading Your Customers through Better Specification Writing" Charlie Adams |
| _____ "Building Strong Relationships" Dr. Steven W. Swafford | _____ SCAGPO: <i>Trade Show</i> |
| _____ "How to Embrace the Cactus called 'Change'" John Stevens | _____ SCAGPO: Member/Vendor Networking Social (4 hrs.) |

Thursday November 5, 2015

- | | |
|--|--|
| _____ "Surprising Lessons from 100 Days of Rejection" Jia Jiang | _____ "Leading with Excellence" Norma Hall |
| _____ "Effective Leadership Skills in Public Procurement" Joe Tommie | _____ "Contract in Place...What's Next?" Delbert Singleton |
| _____ "Market Research and Acquisition Planning" Kimber Craig | _____ "Behind the Scenes with RFPs" Stacy Adams |
| _____ "Maneuvering through the Procure to Pay Process in SCEIS" Fred Pieper / Shirley Coyner | _____ South Carolina Procurement Updates |
| _____ "What is Trending in Audit Findings" Jimmy Aycock | _____ SCAGPO: <i>Trade Show</i> |

Friday November 6, 2015

- | | |
|---|---|
| _____ "Effective Leadership Contributing to Organizational Change" Dr. J.R. Green | _____ "A Hilarious Guide to Achieving Your Goals" Mack Dryden |
|---|---|

Signature _____ Date _____

By signing above, I hereby certify that I attended only a portion of the 2015 SCAGPO Conference as acknowledged above. I am claiming a total of _____ point(s).

I hereby certify that I have attended all three (3) days of the conference earning a total of 16 contact hours, or 2 points.
 Signature _____ Date _____

2015 SCAGPO Committees

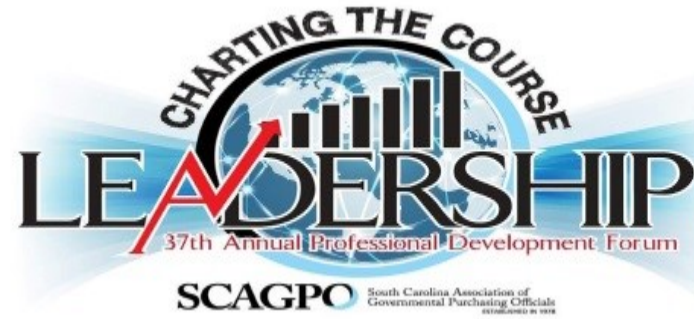
<p><u>Awards & Scholarships</u> Clarissa Clark, CPPO, CPPB, Chair Pamela Hassan, CPPO, CPPB Melissa Thurstin Kenneth Wiggins, CPPO Ashley Williams</p>	<p><u>Information & Publicity</u> Melissa Thurstin, Chair Jo Marie Brown, CPPO, CPPB Kristal Doherty, CPPO Tammy Isham, CPPB Tamika Malone, CPPO, CPPB</p>	<p><u>Certification</u> Jo Marie Brown, CPPO, CPPB, Chair Denise Badillo, CPPO, CPPB Debbie Cannon, CPPO, CPPB Mike Emory, CPPB Lind Jackson, CPPB LaShanda Outing, CPPB Kenneth Wiggins, CPPO</p>
<p><u>Membership</u> Tamika Malone, CPPO, CPPB, Chair Tammy Isham, CPPB Teresa Livingston Robin McNeal, CPPO, CPPB Cheryl Patrick, CPPB Deborah Taylor, CPPO, HDFP, MBA</p>	<p><u>Finance</u> John Hamer, CPPB, Chair Christy Davis, CPPB Sam Stephens, CPPO Nadine Chasteen, CPPO, CPPB Steve Pullie, CPPB</p>	<p><u>Nominating</u> Steve Pullie, CPPB, Chair Sam Hanvey, CPPB, APM</p>
<p><u>Historian</u> Jo Marie Brown, CPPO, CPPB, Chair Daniel Covey, CPPO, CPPB Stacy Gregg, CPPO, CPPB Mary Ellen Williams, CPPB</p>	<p><u>Bowling</u> Stacy Adams, CPPB, Chair Jo Marie Brown, CPPO, CPPB Sam Hanvey, CPPB, APM</p>	<p><u>Golf</u> Robert Lyon, Chair Sam Hanvey, CPPB, APM</p>
	<p><u>Professional Development</u> Margaret Woodson, Chair Lisa Ackerman, CPPB Jo Marie Brown, CPPO, CPPB Bryan Gresham Tammy Isham, CPPB Nan Johnson, CPPO, CPPB Kenneth Wiggins, CPPO</p>	

SCAGPO congratulates the following members who recently achieved their CPPO certification through the Universal Public Procurement Certification Council (UPPCC).

October 2014 Class
 Mrs. Julie B. Boland, CPPO, CPPB South Carolina Judicial Department
 Ms. Clarissa G. Clark, CPPO, CPPB University of South Carolina

May 2015 Class
 Mr. Robert C. Brewer, CPPO, CPPB County of Greenville
 Ms. Shannon S. Lizewski, CPPO City of Columbia

SCAGPO 37th Annual Forum 2015



Wednesday November 4, 2015

Time	Description	Location
7:00 AM– 8:30 AM	<i>Ships Ahoy!!</i> Member Breakfast	Oleander
8:00 AM – 11:00 AM	Procurement & Contracts Management Seminar—Michael S. Gifford, C.P.M., CSPD, Housing Authority	Tides I
8:00 AM – 5:00 PM	Member & Vendor Registrations	Main Hall
8:00 AM – 8:30 AM	First Timers Orientation – Facilitated by Steve Pullie, CPPB	Tides 2
8:45 AM – 9:00 AM	President's Welcome	Oleander
9:00 AM – 10:30 AM	Leadership Outfitters Plenary Session: Dr. Steven W. Swafford, CEO "Exploring and Charting our Course"	Oleander
10:45 AM – 11:45 AM	Concurrent Session: - Dr. Steven W. Swafford "Building Strong Relationships - Individual Lenses and Filters"	Oleander A
10:45 AM – 11:45 AM	Concurrent Session: – John Stevens "How to Embrace the Cactus called 'Change'"	Osprey
10:45 AM – 11:45 AM	Concurrent Session: - Steve Harrington "Federal Grants: Are You Ready?"	Tides 2
10:45 AM – 11:45 AM	Concurrent Session: – Charlie Adams "Leading Your Customers through Better Specification Writing"	Oleander B
9:00 AM – 1:00 PM	Trade Show Set-Up by Vendors	Atlantic Ballroom
11:45 PM – 1:15 PM	Lunch on Your Own	
1:15 PM – 5:00 PM	Vendor Trade Show	Atlantic Ballroom
2:00 PM – 5:00 PM	Silent Auction: Headshot Photo Session 2:00—4:00 PM (see page 29)	Tides I
5:00 PM – 6:30 PM	Dinner On Your Own	
6:30 PM – 7:00 PM	President's Reception – <i>Light Refreshments to be served</i>	Oleander
7:00 PM – 11:00 PM	Networking Social – <i>Election Results Announced at 7:30</i>	Oleander

SPECIAL SPONSORSHIPS

MEMBER BAGS



BANNERS



BADGES



PRESIDENT'S RECEPTION



Need a New or Updated Headshot?

SCAGPO can help you with that! Come dressed for success and let JMB Photography do the rest. November 4th from 2:00pm-4:00pm in Tides I (Silent Auction Room)

\$15.00 for two digital photos on a first come, first serve basis. Each session will take approximately 5 minutes! You can pay online at: http://scagpo.org/form.php?form_id=33&c=1. Images will be emailed within 2 weeks of the forum. Proceeds from headshots will go towards the Certification Committee Scholarships.

BRONZE PARTNERS



Steve Swafford, Ed. D., Balance Warrior

Steve has worked 25 years for and with corporations, small businesses, and non-profits in the areas of strategic planning, leadership development, leadership facilitation, communication, and general management. He brings a practical management expertise with a variety of trade associations as well as a small business owner. He is active in California Society of Association Executives (CalSAE) leadership and served three-terms as an officer on the Board of Directors. He has served as Membership Committee Chair and Professional Development Chair for both CalSAE and the American Society of Association Executives (ASAE). He was recognized as CalSAE's Associate Member of the Year in 2006. Steve is also a frequent content leader for ASAE/Center for Association Leadership and CalSAE. For the past 10 years, Steve has been a faculty member for the U.S. Chamber of Commerce's Institute of Management Institute locations in Tucson, AZ and Los Angeles, CA. A native of Kansas, Steve has a B.S. from Kansas State University; M.Div. from Wesley Theological Seminary in Washington, DC; and Doctorate from Pepperdine University School of Education & Psychology in Organization Change. Steve is the co-founder of Leadership Outfitters.

NOTES

SCAGPO 37th Annual Forum 2015



Thursday - November 5, 2015

Time	Description	Location
7:00 AM – 8:30 AM	<i>Follow Your Compass!</i> Member Breakfast	Oleander
8:30 AM – 1:00 PM	Silent Auction – (Certification Committee)	Tides 1
8:30 AM – 5:00 PM	Member & Vendor Registration	Main Hall
9:00 AM – 10:15 AM	Plenary Session: Jia Jiang "Surprising Lessons From 100 Days of Rejection" Book Signing Follows	Oleander
10:15 AM – 10:30 AM	Break	
10:30 AM – 11:15 AM	Concurrent Session: Joe Tommie "Effective Leadership Skills in Public Procurement"	Oleander A
10:30 AM – 11:15 AM	Sponsor Session: U.S. Communities—Local Government Agencies	Oleander B
10:30 AM – 11:15 AM	Concurrent Session: Kimber Craig "Market Research and Acquisition Planning"	Tides 2
10:30 AM – 11:15 AM	Concurrent Session: Fred Pieper and Shirley Coyner "Maneuvering through the Procure to Pay Process in SCEIS"	Osprey
11:30 AM – 12:15 PM	Concurrent Session: Jimmy Aycock "What is Trending in Audit Findings"	Oleander A
11:30 AM – 12:15 PM	Concurrent Session: Norma Hall "Leading with Excellence"	Oleander B
11:30 AM – 12:15 PM	Concurrent Session: Delbert Singleton "Contract in Place...What's Next?"	Tides 2
11:30 AM – 12:15 PM	Concurrent Session: Stacy Adams "Behind the Scenes with RFPs"	Osprey
12:30 PM – 1:45 PM	Networking Luncheon	Oleander
1:00 PM	Silent Auction Closes – <i>Winners Announced at Luncheon</i>	
2:00 PM - 2:30 PM	Sponsor Session: eBridge	Oleander
2:45 PM – 3:30 PM	Session: Facilitated by Delbert Singleton - Mike Spicer, John White, Kimber Craig "South Carolina Procurement Updates "	Oleander
3:45 PM – 5:30 PM	Vendor Trade Show	Atlantic Ballroom
3:30 PM – 4:15 PM	Silent Auction Pick-Up	Tides 1
5:30 PM – 6:30 PM	Trade Show Drawing	Atlantic Ballroom
7:00 PM – 7:30 PM	<i>Captain's</i> Reception	Oleander Lobby
7:30 PM – 9:00 PM	<i>Captain's Dinner Event</i> – (Cocktail/Gala attire)	Oleander

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Jia Jiang

Leading Authority on Rejection and its Role in the Pursuit of Happiness, Founder of Fearbuster, Entrepreneur and Author.

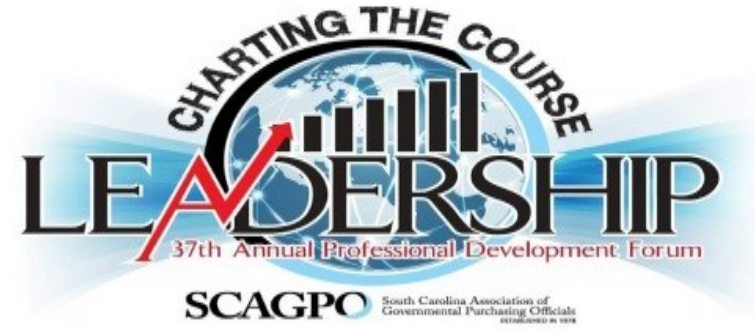
Jiang is the founder of FearBuster, a keynote speaker and author of a book on how to overcome rejection, *Rejection Proof*. Several years after Jiang began his career in the corporate world, he took a life-altering risk and stepped into the unknown world of entrepreneurship. His result was everyone's biggest fear - rejection. This became the catalyst that set Jiang on the path to his true calling. To conquer the fear of rejection, Jiang embarked on a personal quest and started a blog to face 100 Days of Rejection. His journey revealed a world that was hidden in plain sight; a world where people are much kinder than we imagine. He discovered that rejection can be much less painful than we believe, and that the fear of rejection is much more destructive than we know.



Jiang has taken his message to the stage and is now a highly sought-after keynote speaker. His story has been profiled in *Bloomberg BusinessWeek*, *Yahoo News*, *Forbes*, and *The Huffington Post*. Jiang takes his audience on a journey of triumph and self-discovery, and leaves them with actionable teaching skills and a better understanding of the impact of social media in our new world order.

NOTES

SCAGPO 37th Annual Forum 2015



Friday - November 6, 2015

Time	Description	Room
7:45 AM – 8:30 AM	Turn in Badges	Oleander
8:00 AM—8:45 AM	<i>Set Sail For Success!</i> Breakfast	Oleander
9:00 AM – 10:00 AM	Session: Dr. J. R. Green “Effective Leadership Contributing to Organizational Change”	Oleander
10:15 AM – 11:30 AM	Closing Session : Mack Dryden “A Hilarious Guide to Achieving Your Goals” Book Signing Follows	Oleander
11:45 AM – 12:00 PM	Gift Drawing & Adjournment	Oleander

“It is reassuring for people to feel they have a boss, someone who knows the answers and has charted the course.”
George Cukor

“A leader is one who knows the way, goes the way, and shows the way.”
John C. Maxwell

“The task of the leader is to get his people from where they are to where they have not been.”
Henry A. Kissinger

“It is not the ship so much as the skillful sailing that assures the prosperous voyage.”
George William Curtis

“If one does not know to which port one is sailing, no wind is favorable.”
Lucius Annaeus Seneca

BRONZE PARTNERS



SILVER PARTNERS

RICOH

imagine. change.

BRONZE PARTNERS



BARNES & NOBLE

COLLEGE



Dr. J. R. Green

Dr. Green currently serves as the Superintendent of Schools for the Fairfield County School system. Prior to this assignment he held the position of Assistant Superintendent for Curriculum @ Instruction with the Chesterfield County School District. He also served as principal of the Palmetto Gold Award winning Central High School in Pageland South

Carolina from 2004-2008. He is a 1987 graduate of Bishopville High School, and a 1991 graduate of the University of South Carolina in Columbia. His academic accomplishments include a Bachelor of Science in Business Administration, a Master's of Art in Teaching Business Education, and a Master's in Education Administration. In 2014, Dr. Green was awarded a PhD. in Educational Leadership from the University of South Carolina.

Dr. Green is married to Tonya Green and they have been blessed with 3 children. (Jamara, Janelle, & Jacia). J.R. was a 1989 initiate into the Theta Nu Chapter of Alpha Phi Alpha and is currently a member of the Omicron Iota Lambda graduate chapter.

Dr. Green is doing what he feels he was born to do; which is to work with and inspire young people. He constantly impresses upon his students that education is the foundation of their future. His philosophy is that through "teamwork" we can maximize the academic and personal potential of every student.

Dr. Green, who is completing his 4th year as the Superintendent of Schools in Fairfield County, will share his perspective on how "Effective Leadership Contributes to Organizational Change." His leadership style is guided on his belief that in order for one to be a leader, he or she must first have followers, and following is always a voluntary action. Ineffective leaders often fail to inspire of sense of purpose and trust with those they are charged with leading, and therefore confuse their role as an "authority" with that of a "leader."



NOTES

Mack Dryden

Comedic Motivator and Emcee

Whether you're looking to inspire the troops or just make them laugh 'til they hurt, Mack is a guaranteed hit, as hundreds of thrilled clients are happy to attest. He's been delighting audiences for years with his relaxed stage presence, hilarious material, and uniquely engaging delivery. As a comedian he's performed on dozens of TV shows, including *The Tonight Show* with both Johnny Carson and Jay Leno. As an actor he's appeared in several movies and on many other TV shows, including *JAG* and a recurring role as a judge on ABC's *The Guardian*.



Creating hilarious custom humor for each client comes naturally to the former staff writer for *Politically Incorrect with Bill Maher*, and his stories of surviving two battles with cancer, a stay in an African prison, "sharks in showbiz who stab you in the front," and one "near-fatal marriage" are as inspiring as they are laugh-out-loud funny.

Several years ago, after hearing of Mack's harrowing survival stories, a friend asked him to speak to a group of graduating students. Mack's presentation was so moving and funny that he was asked to speak to other groups, and since then has shared his inspiring story and unique, clean humor with thousands at corporate and association meetings nationwide. His ability to create custom comedy constantly amazes. As one client put it,

"You took a dry subject like manufacturing software and made it funny, like you'd been in the industry yourself!"

From humble beginnings as "the funniest paper mill employee in Mississippi," Mack earned a black belt in karate even as he was earning his Masters in Creative Writing. He won two Associated Press writing awards as a reporter in his home state, and finally became a professional comedian whose talent and perseverance landed him numerous TV appearances and got him hand-picked by Bill Maher to write on the acclaimed show. Now based in Louisville, KY, he spends his time writing and traveling the country bringing his special brand of Motivation,

NOTES

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Charlie Adams, CPPO

Charlie is a 21 year veteran of the United States Army serving in Hawaii, Germany and Panama. He is an accomplished procurement officer serving the public sector at The Medical University of South Carolina and currently the private sector at SCANA Corporation, VC Summer Nuclear Station, as Manager, Strategic Sourcing, Nuclear. He also served as Director of Auxiliary Services for the Citadel. Charlie holds a Bachelor's of Science in Business Administration with a Project Management concentration. He is married to Stacy Adams and they have 4 "adult" and 1.5 grandchildren. They currently reside in Columbia, SC.



Stacy Adams, CPPB

Stacy Adams, CPPB is an experienced procurement professional employed with the State of South Carolina's State Procurement Office. Her 13 years of governmental experience ranges from County, Agency and State purchasing.

Stacy instructs courses on behalf of the Materials Management Office helping procurement professionals learn how to do business with the State. She has also developed and presented "The Pro Way" at SCAGPO's Annual Forum in 2014 and again for a Quarterly Training Event in 2015. She presented "Keeping the Pro in Procurement" at NIGP's Annual Forum in Kansas City, MO in 2015.

After serving in various capacities for SCAGPO over the years, to include serving as Director at Large for several consecutive terms, she now serves as Treasurer for the organization. She was awarded the distinction of being the SCAGPO Buyer of the Year for 2014 and was one of three finalists for the NIGP Buyer of the Year for 2015.



Jimmy Aycock, CPM

Jimmy is a graduate from The University of South Carolina with a Bachelors of Science in Business Administration with a major in Accounting. Married to Jenny Johnson Aycock since 1988, they have two children ages 23 and 20. He has worked with the State Auditor's Office and the Office of Audit and Certification. In 2008 he was promoted to manager of the Office of Audit and Certification.

Jimmy enjoys RVing, Ham radio, amateur astronomy and off road motorcycles. His off-road motorcycle club in Sumter, for the sixth time, will host the opening round of the National Enduro Championship Series for off road motorcycle racing this January. The event is the largest of its kind in the country with over 700 racers participating.



SCAGPO HALL OF FAME

Tony Ellis, CPPPO



2015 Hall of Fame Inductee

Tony retired in 2007 from State Government after 38 years of service, and continues to work as an instructor and consultant. He began his career as a purchasing agent and was promoted to State Purchasing Director. Later he became the first State Materials Management Officer and subsequently appointed Director of General Services. Tony worked with the State Legislature to enact the first comprehensive state procurement code and regulations in 1980. He implemented statewide training for all public procurement officials and has the distinction of being the first person in South Carolina to hold UPPCC certification receiving the CPPO certification.

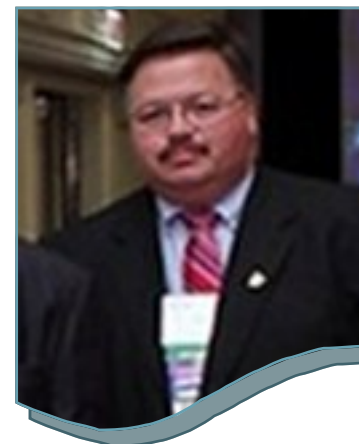
Tony has received the Distinguished Service award from NIGP and numerous other awards during his career. Tony has served in many capacities for NIGP from writing text, serving as a board member to teaching. He is designated as a Master Instructor. He earned a BS in Marketing from the University of South Carolina and a MA in Management from Central Michigan University. Tony is a lifetime member of SCAGPO.

Norma Hall, FNIGP, CPPO, CPPB, CPM

Norma has worked for South Carolina for 40 years. She is currently the SC Department of Transportation's Procurement Director for Commodities and Services. She is a Governing Board member and Past Chair of the Universal Public Procurement Certification Council.

Norma was the 1998 Purchasing Manager of the Year for NIGP, served on the NIGP Board of Directors 1999-2008, is the 2005-2006 Past President, and in 2009 was awarded NIGP's highest honor, the Albert H. Hall Memorial Award for Procurement Excellence, becoming a Fellow of NIGP (FNIGP). She is an NIGP Master Instructor, teaching since 1986.

Norma is the 1989 Past President of the South Carolina Association of Governmental Purchasing Officials and was awarded the James H. Barnes Award in 1991. Norma is a member of NASPO, is on the Executive Strategy Team for the Procurement University Project, and Chair of the Body of Knowledge Workgroup.



Steve Harrington, GPC

Steve has more than 25 years of experience in identifying competitive funding opportunities as well as writing, securing, and managing federal, state, and foundation grants.

He has earned a Bachelor's of Arts in Political Science in 1985 and a Masters in Library and Information Science in 1994 from the University of South Carolina. He is one of only 350 grant professionals in the nation to have attained Grant Professional Certification for the Grant Professional Certification Institute and was in the first group to sit for the exam.

Steve formerly served as Grant Services Director for Nelson Mullin Riley and Scarborough, LLP in Columbia, SC and Washington, DC, where he assisted the firm's clients with all of their grant related needs. He also served as Grants Administrator for Clarendon County, SC, where he administered over 60 million dollars in project funding. He served as Grants

Officer for the Charleston County, SC School District and was Grants Coordinator for the South Carolina Department of Public Safety/South Carolina Department of Highways and Public Transportation.

Steve is a member of the Grant Professionals Association. He is a founding member of the Board of Directors for the Grant Professionals Association Foundation. He is also President of the South Carolina Chapter of the Grant Professionals Association.

Fred Pieper

Fred has a twenty-three year history of experience with state government procurement and materials management functions. Fred has served as an Inventory Manager, Networks Special Projects Manager, Procurement Officer for ITMO and a Program Manager for SCEIS managing the Material Master, Contracts and Bidding and the Purchasing modules.

Fred believes in continued professional education. This evidenced by Fred's three Associate Degrees and his professional/SAP certifications: Associate Degree from the United States Air Force in Material Management, Associate Degree in Air Traffic Control, Associate Degree in Liberal Arts, Certified Public Manager Credential, Universal Public Purchasing Certification Council's Certified Professional Public Buyer, SAP MDM Catalog certification, SAP PLM100 Business Processes Life-Cycle Data Management Certification, SAP Material Management Overview, SAP Material and Service Master Data



Fred wishes all attendees the best with their pursuit of professional education.

Mary L. Sims, CPPO

Mary LaBord Sims, CPPO, MBA has over 20 years experience in public procurement including the acquisition of complex goods and services. Mary's supervisory experience includes over 17 years of management and oversight procurement at the state agency level and institution of higher education. Her work responsibilities include procurement, inventory, surplus shipping and receiving. Mary is a long time member and Past President of the South Carolina Association of Governmental Purchasing Officials (SCAGPO) as well as many other committees. Mary is also recipient of the James H. Barnes Award, the Chapter's highest prestigious award.



John Stevens, CPPB, CPM

John is a veteran procurement professional with over 28 years in purchasing and contracts, experience in both private sector and public procurement, nearly 25 years in State Government, 10 years as the State Procurement Officer managing multi-billions in total contract values, and current Division Director responsible for Procurement and Contracts at the Department of Health & Human Services, a \$7 billion dollar a year agency.

Joe Tommie, CPPO

Joe has over 34 years experience in the public procurement field. Currently the Director of Purchasing for Cobb County Government, he also has extensive experience in the K-12 sector and has worked for the School District of Pickens County, School District Five of Lexington and Richland Counties, and Greenwood Scholl District 50.

Joe holds a BS Degree in Biology from Lander University and a Masters Degree in Personnel Services from Clemson University. He holds a CPPO designation from the UPPCC; and has been a Certified Master Instructor for NIGP since 1996

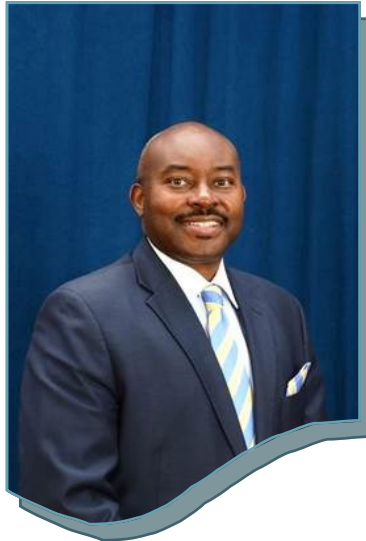
Joe is a Charter Member and Past President of SCAGPO. He was a finalist for NIGP's Manager of the Year Award in 2003 and also honored as Manager of the Year for SCAGPO in 2003 and 2007.



Delbert Singleton

Delbert H. Singleton, Jr., Esq., received his Bachelor of Science degree in Criminal Justice from the University of South Carolina in 1983 and his Juris Doctorate from the University of South Carolina School of Law in 1987. He has worked as an Assistant Attorney General for the State of South Carolina and as Assistant General Counsel for the South Carolina Budget and Control Board.

He presently serves as Secretary for the State Fiscal Accountability Authority (formerly the Budget and Control Board) and as an Assistant Executive Director for the Authority. Mr. Singleton also serves as the Director of the Authority's Division of Procurement Services. He has also served as the Interim Commissioner for the South Carolina Commission for the Blind.



Mike Spicer

Involved with technology for over thirty-five years, Mike Spicer's technical experience spans a wide range of applications including helicopter navigation, control and instrument systems, typewriters, personal computers, typesetters, copiers, and printers. During eighteen years purchasing information technology for the State, Mike awarded contracts for many complex systems that affect the daily lives of the citizens of the State including electronic food stamps, online lotteries, fingerprint identification systems, library automation systems, financial management systems, mainframe computers, court case management systems, electronic parent locator network, and more. Mike's experiences with technology and contracting led to the introduction of service level agreements between his office and the agencies it serves. He also introduced "solutions-based" requests for proposals, a methodology for considering multiple technology solutions during the contracting process, and subject-matter evaluations. Mike is a graduate of the South Carolina Executive Institute; the Governor's Excel Leadership Program, and holds a bachelor's degree in Business Administration from Limestone College.



John White

Mr. White is a 1982 Civil Engineering graduate of Clemson University and a 1991 graduate of the University of South Carolina School of Law. Mr. White has experience with construction and construction procurement from multiple perspectives. Moreover, Mr. White's experience and background has exposed him to the procurement laws and procedures of multiple states and other entities. Mr. White has worked as an engineer for an industrial contractor in the Appalachian coalfields; an engineer for the City of Charleston, SC; the engineering supervisor for the New Hampshire Department of Resources and Economic Development; the engineering supervisor for the South Dakota Department of Game, Fish and Parks; an attorney for the law firm of Ogletree, Deakins, Nash, Smoak & Stewart in their construction law section; and, as the State Engineer for the State of South Dakota. Mr. White has been the State Engineer and Chief Procurement Officer for Construction for the State of South Carolina since February 1, 2007. Since August 1, 2017, Mr. White has also been serving as the Interim Office Director of the Division of Procurement Services/Interim Materials Management Officer.

