



GOVERNMENTAL PROCUREMENT
ASSOCIATION *of* GEORGIA

*The public procurement organization
of choice – setting the standard.*

Signature Conference

May 8 — May 10, 2024

Great Wolf Lodge
LaGrange, Georgia

Registration Deadline
April 23, 2024

Registration Fee:

Full Conference: \$350.00 GPAG members, \$375.00 non-GPAG members

Retired GPAG Members: No Charge

Bring your spouse/guest with you*

*Spouse/guest can accompany an attendee to GPAG meals for an additional fee of \$100

Register Online at: www.gpag.net

Class Instructors

Vijay Rao is a trial attorney in the US Department of Justice Antitrust Division's Washington Criminal Section, where he focuses on the investigation and prosecution of violations of federal antitrust laws and related statutes. Vijay joined the Division in August 2021, but spent his first seven months on detail as a Special Assistant United States Attorney for the District of Columbia. In that role, he prosecuted a wide variety of misdemeanor offenses in the District of Columbia, including taking several cases to trial. Vijay previously practiced in the white-collar criminal defense and securities law group of a large international law firm in Washington, D.C

Brittany McClure is a trial attorney in the U.S. Department of Justice Antitrust Division's Washington Criminal Section, where she investigates and prosecutes antitrust crimes, fraud, and other criminal activity. Prior to joining the Department of Justice, Brittany worked at a law firm in Washington D.C., where she represented companies and individuals in white-collar criminal investigations.

Catherine Ice has worked for seventeen years in State government, starting as a Contract Manager at then DHR's MHDDAD. Since then, she has held various positions including Contract Compliance Manager, APO and CUPO before landing at DOAS as a Category Manager: IT & Professional Services. Within a year of being at DOAS, she was promoted to Senior Category Manager: Services. Always open to learning opportunities, Catherine enjoys sharing her knowledge and lessons learned with others. As part of her promotion, she is mentoring an Associate Category Manager through their first few Statewide solicitations, which is one of DOAS' strong suits: encouraging and empowering others to be the best they can be in public procurement and aligns perfectly with Catherine's beliefs. Catherine has presented multiple times at the Georgia Procurement Conference (GPC) and at GA NIGP conferences. Additionally, she has done presentations for the GA Department of Juvenile Justice internal financial training conferences and the Board of Regents' Interact Conference for HR, Finance and IT. Prior to joining the State of Georgia, Catherine worked in the private sector at Atlanta Gaslight Company and NDCHealth/McKesson among others.

Sue Hamre-Smith, MS-CXM recently retired from her role as an influential operations leader for 36 years at Delta airlines. She brought a customer – centric approach to 30+ departments and the day-to-day operations of a major US airline. As a leader, mentor, and trusted collaborator to her colleagues throughout Delta's many divisions, she ensured the voices of their customers and employees were represented in all areas of the business. She is a lifelong learner with the ability to combine data with stories to influence positive change through video storytelling, dashboards, public speaking, mentorship, cross-divisional connection, industry events, and empowering teams to succeed as customer advocates and change agents. Sue is a passionate advocate for employee development and creating pathways for growth and success. Above all, she leads by example with empathy for the customer and for employees.

Class Instructors

Joe Tommie CPPO, retired in 2020 after serving as Purchasing Director for Cobb County Government for 8 years. Prior to moving to Georgia and county government, he served in Procurement Management positions for three South Carolina public-school districts for over 30 years. Joe has a BS in Biology from Lander University and a Master's Degree in Personnel Services from Clemson University. A charter member of the South Carolina Association of Governmental Purchasing Officials, Joe served as both vice president and president. He received the South Carolina Association of Governmental Purchasing Officials Purchasing Manager of the year award in 2003 and 2007 and he was runner-up for NIGP Purchasing Manager of the Year in 2003. Joe has served as a NIGP instructor for over 20 years and currently serves a NIGP Area 4 Chapter Ambassador.

Stephanie Brice began her career with Cobb County in 2004. Her entire 20-year career in procurement has been with the Cobb County Procurement Services Department where she began as an administrative assistant, working her way up to the positions of Buyer, Senior Buyer, Purchasing Supervisor, Supervisor of Procurement Services and, most recently, Deputy Director. She holds a bachelor's degree in History from Kennesaw State University where she graduated summa cum laude. She obtained her Certified Professional Public Buyer (CPPB) certification in 2008, her Certified Public Procurement Officer (CPPO) certification in 2018, and her National Institute of Governmental Purchasing - Certified Procurement Professional (NIGP-CPP) designation in 2020. She is currently both the Vice President and Vendor Relations Chair of GPAG. And, in her spare time, she enjoys reading, traveling and watching football (Go Dawgs!!!).

Jim Burton is the Vice President of Service Department for Tecta America Southeast. He has been with Tecta America since 2007. Jim graduated with a Bachelor of Science degree in Marketing from North Greenville University. He has experience with project management and estimating but his focus is on working with customers to maintain and maximize their roofing assets. Jim has overseen maintenance projects ranging from minor leak repair to multi-year contracts with large customers both public and private. In 2012, Jim earned a Registered Roof Observer (RRO) certification from the Roofing Consultants Institute, Inc. (RCI).

Jaclyn Davis is the Public Sector Major Account Manager for Cintas supporting agencies in Georgia and Tennessee. Jaclyn is a 6-year Cintas partner and is passionate about bringing value and savings to her agencies through the diverse services offered by Cintas. Jaclyn has vast experience in customized uniform programs, First Aid and AED trainings, and Facility Service supplies. When not on the road, Jaclyn enjoys spending time with her husband, Evan, and son Jett. They enjoy being outdoors and spending time on the Hiwassee River.

Kevin Hill has served as an Account Executive for Perimeter Office Products since 2009. He is currently Senior Vice President of Sales with a focus on vertical markets, cooperatives, and public-sector organizations.

Class Instructors

Ted Burgess is Fayette County's Chief Procurement Officer. He holds a Bachelor's degree in Business Administration from Augusta College, and a Master of International Business degree from the University of South Carolina. He has a total of 46 years' experience in the public sector. He served the first 29 years with the State of Georgia, serving at various times as an Accountant, Budget Officer, Budget Administrator and Planning Administrator for a large state agency. In January 2007 Ted began work with the Fayette County's Finance Department where he developed policies and procedures for various functions including investments, debt management, vehicle replacement, and identity theft prevention, and did other work such as analysis of proposed bond-debt refinancing. In May of 2011, Ted became Director of Purchasing. In addition to his more routine duties, he earned the designation "Member, Georgia Oglethorpe Board of Examiners, 2011," which is a program to improve key processes and outcomes for an organization. He coordinated the successful effort for the county to earn the Georgia Focus Recognition award from that organization. In the fall of 2018, Ted was given the opportunity to appear before Georgia's House Study Committee on County Governance. He testified about procurement best practices in Fayette County, and offered recommendations for legislation that would improve local government outcomes. In early 2019, he accepted the position of Legislative Committee Chairman for the Governmental Procurement Association of Georgia. The Committee monitors each bill that would impact state or local government purchasing, and provides testimony or other information to state lawmakers as appropriate. Ted has been married to his wife Delvonnie for 23 years. They live in Fayetteville and attend Flat Rock AME Church.

Schedule

Tuesday, May 7, 2024

5:00 - 6:00 Early Registration – Lobby

Dinner on Your Own

Wednesday, May 8, 2024

7:00 – 8:00 Breakfast Buffet (included in registration)

7:45 – 8:00 Registration (Pre-Function)

Time	Session Title, Presenter & Description	CPPB/CPPO Recertification Contact Hours	GA DOAS GCPA Recertification CEUs	UPPCC Body of Knowledge
8:00- 10:00AM	<i>The Procurement Collusion Strike Force</i> <i>Presenter: Vijay Rao & Brittany McClure</i>	2	2	<i>Sourcing and Solicitation</i>
	The Procurement Collusion Strike Force (PCSF) leads a coordinated national response to combat antitrust crimes and related schemes in government procurement, grant, and program funding at all levels of government—Federal, state, and local. The PCSF is comprised of the Antitrust Division of the U.S. Department of Justice, multiple U.S. Attorneys’ Offices around the country, the Federal Bureau of Investigation (FBI), and the Inspectors General for multiple Federal agencies. Training: Strike Force attorneys and agents are available to provide training to other law enforcement agents, auditors, and procurement personnel to assist them in identifying and preventing collusion and fraud in the competitive bidding process. Enforcement: If collusive conduct is discovered, the Strike Force stands ready to investigate and criminally prosecute the individuals and corporations seeking to unjustly profit from these tragedies. Collusion and anticompetitive conduct that subvert the competitive bidding process include Bid rigging, Price fixing and Customer or market allocation. These agreements are generally secret, and the participants defraud customers by holding themselves out as competitors despite their agreement not to compete. They harm consumers and taxpayers by causing them to pay more for products and services and by depriving them of other byproducts of true competition.			
10:00 – 10:30 AM	<i>Supplier Fair Breakout</i>			
	– Coffee, water, and snacks will be available			
10:30 – 12:00 PM	<i>The Paper Chase: A Leadership and Teamwork Exercise</i> <i>Presenter: Stephanie Brice</i>	1.5	1.5	<i>Leadership</i>
	This exercise is a fun way to examine how you and your colleagues respond in high stakes situations. Multiple restrictions and time constraints add to the intensity of this challenge. Will you rise to the occasion? Or retreat under the pressure? Join us as we get to know ourselves and each other a little better.			
12:00– 1:00 PM	<i>Lunch & Supplier Fair Breakout</i> <i>Provided by GPAG</i>			
	Included in registration			
1:00 – 2:00PM	<i>How to Use a Statewide Contract</i> <i>Presenter: Catherine Ince</i>	1	1	<i>Sourcing and Solicitation</i>
	Statewide Contracts provide a convenient and affordable way for governments at all levels in Georgia to purchase goods like office furniture and supplies, motor vehicles, equipment, temporary staffing services and so much more! You can learn what contracts are available by clicking through the GPR . Our State Purchasing Division (SPD) establishes these contracts with one goal—to maximize savings for the benefits of state and local government entities while still providing high-quality products and services without hassle or extra costs.			
2:00 – 2:30 PM	<i>Suppliers and Other Strangers</i> <i>Presenter: Jaclyn Davis</i>	0.5	0.5	<i>Sourcing and Solicitation</i>
	A look at communicating with the potential suppliers near and far - where to find them, how to get to know them and the tools to keep up with them.			
2.:30 – 3:00 PM	<i>Supplier Fair Breakout</i>			
	Coffee, water, and snacks will be available			
3:30 – 5:00 PM	<i>Adaptability to Change – How to Stay Afloat in a Sea of Uncertainty</i> <i>Presenter: Catherine Ice</i>	1.5	1.5	<i>Leadership</i>
	Changes in the workforce: Pre-COVID, Post COVID, Cloud Based Services, Work locations, Shipping/Transportation, Supply Chain – learn how to navigate these uncharted and turbulent waters to propel your agency toward clear sailing. How you and your agency respond to change can have work/life altering consequences.			
5:00 – 6:00 PM	<i>Supplier Fair Breakout</i>			
	– Coffee, water, and snacks will be available			

Dinner on your own

Schedule

Thursday, May 9, 2024

7:00 - 8:00 AM Breakfast Buffet (included in registration)
 8:00 – 11:00 Coffee, water, and snacks will be available

Time	Session Title, Presenter & Description	CPPB/CPPO Recertification Points	GA DOAS GCPA Recertification CEUs	UPPCC Body of Knowledge
8:00 – 10:00 AM	<i>Creating Law – Legislative Process and Examples from This Year’s Session</i> <i>Presenter: Ted Burgess</i>	2	2	<i>Procurement Planning and Analysis</i>
	Suppose you have an idea for a bill that would bring improvements to your community. We will look at how you obtain a sponsor for the idea, and how it becomes a bill. Then we will follow its progress through the Georgia House of Representatives and the Senate, to the Governor’s desk for signature. Then, after we have a solid picture of the process, we will look at the fate of three actual bills that were introduced this year.			
9:30 – 10:00 AM	<i>Co-Op Contracts for Service - Tecta America</i> <i>Presenter: Jim Burton</i>	0.5	0.5	<i>Sourcing and Solicitation</i>
	The presentation will give an overview of co-op contracts for service. It will introduce two (2) methods for establishing co-op service contract and will give examples of local government agencies. The class will end with Q&A session.			
10:00 – 10:15AM	<i>Break</i>			
	Refreshments provided by GPAG			
10:15 – 12:15 PM	Construction Procurement Basics: Understanding the Language <i>Presenter: Joe Tommie</i>	2	2	<i>Procurement Planning and Analysis</i>
	Construction is a unique field and the methods of procurement are as well. This class will focus on the procurement methods that best meet the construction world head on to deliver the final product that you desire.			
12:15 – 1:30 PM	<i>Lunch & GPAG Business Meeting</i> <i>Provided by GPAG</i>			
	Included in registration			

Dinner on your own



Schedule

Friday, May 10, 2024

7:00 - 8:00 Breakfast (Piedmont Dining Room - included in registration)
 8:00 – 11:00 Coffee, Water, and snacks will be available

Time	Session Title, Presenter & Description	CPPB/CPPO Recertification Points	GA DOAS GCPA Recertification CEUs	UPPCC Body of Knowledge
8:00 – 10:00 AM	Reimagining the Experience <i>Presenter: Sue Hamre-Smith, MS-CXM</i>	2	2	Leadership
	What exactly is customer experience, and how might it differ from customer service? Let's go on a learning journey to discuss how we might positively impact a customer's perspective on our brand. Sue Hamre-Smith will share insights, perspectives, and offer some actions to drive both employee and customer satisfaction.			
10:00 – 10:15 AM	Break			
	Refreshments provided by GPAG			
10:15 – 11:15 AM	NIGP Pathways and Programs <i>Presenter: Joe Tommie</i>	1	1	Leadership
	As a chapter of NIGP, we have the opportunity for chapter visits to be informed of new items being implemented at the national level. This session will focus on the new NIGP Pathways program and professional development opportunities.			
11:15 – 11:45 AM	Cooperative Contracts and State Contract Furniture <i>Presenter: Kevin Hill</i>	0.5	0.5	Sourcing and Solicitation
	What cooperative contracts and state contracts for furniture are available in Perimeter's world of office products? Who can utilize them and why should you consider using them? In this class, we will provide an overview of the cooperative contracts and state contracts for furniture available for use.			
11:45 – 12:15 PM	Procurement Trends – Round Table <i>Presenter: GPAG Leadership</i>	0.5	0.5	Procurement Planning and Analysis
	This class will focus on the current trends in procurement and what can be done to combat the ever-changing world that we work in. Current topics will be discussed, and class attendees will be able to ask questions in a round-table format about the procurement issues that are currently being faced.			
12:15 – 12:30 PM	Q&A, Closing Announcements, Evaluations & Door Prize Drawings			





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General Information

Location

Classes will be at the Great Wolf Lodge located at 150 Tom Hall Pkwy, LaGrange, GA 30240

Lodging

Lodging will be at the Great Wolf Lodge. Room reservations can be made by calling: 1-844-473-9653. When calling be sure to indicate you are attending the **GPAG Spring Signature Conference code 2404 GPAG**. The discounted room rate Rates are as follows:

Lodge Room - \$104 per night for tax exempt

\$118.85 per night for non-tax exempt

See website for information on tax exempt status.

Registration

The attendee registration fee for the conference includes breakfast on class days and two lunches. You may register online at www.gpag.net.

Registration Deadline is April 23, 2024

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