



# 40th Annual SCAGPO PROFESSIONAL DEVELOPMENT FORUM & TRADE SHOW

Friday November 16th



**JOHN FORMICA**

Friday November 16th



**LAURIE GUEST**

Wed. November 14th



**KARENA  
DYKES**

Thurs. November 15th



**JOSHUA S. WHITLEY,  
ESQUIRE**

**November  
13-16, 2018**  
**MYRTLE BEACH MARRIOTT**  
RESORT & SPA AT GRANDE DUNES  
8400 Costa Verde Drive  
Myrtle Beach, SC 29572-4432

## PRE-FORUM EVENTS

**Tuesday, November 13th**

Bowling - Golf  
Board & Committee Meetings

## NETWORKING OPPORTUNITIES INCLUDE:

Networking Luncheon  
1st Timer's Orientation  
Awards Banquet  
Silent Auction  
President's Reception  
Vendor Trade Show

## GUEST SPEAKERS INCLUDE:

Delbert Singleton  
Denise Badillo • Mike Spicer  
John White • Stacy Adams  
Nathan Dawson • Jim Davis  
Randy Barr • Shelia Willis  
Tony Ellis • Charlie Adams  
Phil Gerald • Michael Speakmon

**REGISTER NOW AT [WWW.SCAGPO.ORG](http://WWW.SCAGPO.ORG)**

South Carolina Association of Governmental Purchasing Officials

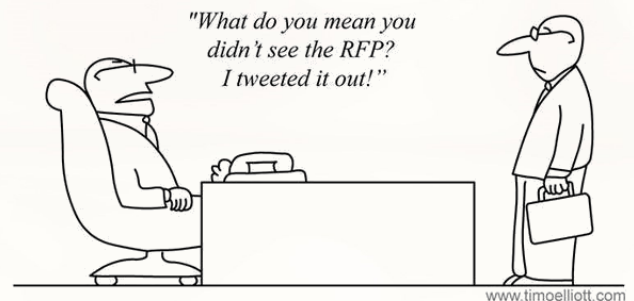




# Welcome

## To Do List:

- Register
- Download the 2018 Forum App (Directions on page 18)
- Pick your Sessions
- Socialize
- Bid at the silent auction
- Have Fun!



Welcome Members, Vendors and Guests,

I am honored to have each of you join us at our 40th Annual SCAGPO Professional Development Forum and Trade Show.

First I would like to thank SCAGPO's first President Bill Bland and SCAGPO's Charter Members for their foresight and the development of our great organization back in 1978. I am sure they are pleased and maybe even a bit surprised to see how the seed they planted 40 years ago has flourished and grown.

Thank you to Mary Ellen Williams, Stacy Gregg, the Program Committee and the Forum Committee for their months of planning and tireless efforts to bring you an informative and enjoyable forum experience.

A special thank you to Steve Pullie for continuing the great work our beloved Sam Hanvey had started with our vendor sponsorships. I know Sam would be just as pleased as I am. Additionally, I want to thank the 2018 Board members, committee chairs and committee members who have worked hard all year, often behind the scenes, volunteering their time to our wonderful organization.

To all of our vendors and sponsors, I thank you for your continued support of SCAGPO and this Forum. Without your participation, this event would not be possible.

In our profession, we all face similar challenges and opportunities. We are all kindred souls. So take this opportunity to introduce yourself to someone you don't know this week. Build a new connection. Make a new friend! The strength and value of SCAGPO are the people. YOU are what makes SCAGPO such a great organization. Each and every member of SCAGPO is important to me and to our SCAGPO family. I encourage you to get more involved in our organization by volunteering for a committee and sharing your talents and ideas. We need YOU to continue to grow and flourish.

Please take the time to visit and get to know each of our vendors and sponsors this week and thank them for their support.



**Nan Johnson**  
President

## **SCAGPO congratulates the following members who recently achieved their CPPO and CPPB certifications through the Universal Public Procurement Certification Council (UPPCC)**

Maribel Diaz, CPPB

Scott E. Maxie, CPPB

Ashley E. Cash, CPPB

Regina P. Bennett, CPPB

Petrina Foster Marsh, CPPB

Deborah Landy Tyler, CPPB

Cara B. Cox, CPPB

Emmett I. Kirwan, CPPO

Kathy C. Santandreu, CPPO, CPPB

Lisa R. Coleman, CPPO, CPPB





# Mary Ellen Williams

Vice President

Program Committee Chair

Welcome to SCAGPO's 40th Annual Professional Development Forum and Trade Show. This year our association marks its 40th year of service to the procurement profession. The Program and Forum committees have worked to include a variety of professional development and networking opportunities for our members to "sharpen their saw". We know that our presenters will provide you with thought provoking and informative sessions.

Our members and vendors have a wealth of knowledge and are always willing to share information. Introduce yourself and make new connections. Our program book and App are provided to help you navigate your way. Use the Forum App to share your thoughts, comments, and pictures throughout the week. Create your own schedule of sessions you wish to attend, use the hotel map, and message other attendees. Remember, it is important for us to receive your feedback on the sessions, which can be rated using the App.

Take the time to visit the vendors at our trade show. You may find a new product or service that you didn't know existed. Be sure to thank our sponsors and vendors for supporting our Forum. Without their support, this week's events would not be possible. Our vendors are invited to attend the training sessions.

I'd like to thank my committee and all who have gone out of their way to make the celebration of SCAGPO's 40th Forum come together. If you need assistance this week, Program and Forum committee members will be wearing ribbons and will be glad to help you.

{ Above all, have fun and  
enjoy our 40th Anniversary  
Forum. }

## Notes:



Valued Members, Vendors, and Guests,

It is an honor to have this time with each of you at our very special 40th Anniversary “Edition” of our Professional Development Forum and Trade Show. Some of you have been with us since our very first days, and we appreciate you for your continued support. Others of you are new to our event; and we appreciate you as well.

The Forum Committee has worked diligently to bring a memorable experience for you this year. We hope that you find your time here meaningful and fruitful. As always, each of us on our great committee is open to help you in any way possible.

Many thanks,



Stacy Gregg  
Forum Chair

## 2018 SCAGPO Forum Agenda

Tue. Nov. 13

Time	Description	Location
8:00 AM —3:00 PM	Sam Hanvey Memorial Scholarship Golf Tournament *	Legends Park
1:00 PM —2:00 PM	Program Committee Meeting	Osprey
1:00 PM —2:30 PM	Forum Committee Meeting	Group Office
2:30 PM —4:30 PM	Early Member & Vendor Registration	Trade Show Lobby
3:00 PM —4:00 PM	SCAGPO Board Meeting	Osprey
4:45 PM —5:00 PM	Shuttle pick up for Bowling Event	Rear Parking Lot
6:00 PM —9:00 PM	Bowling Networking Event *	710 N. Myrtle Beach

President - Nan Johnson, CPPB

Vice President - Mary Ellen Williams, CPPB

Immediate Past President - Stacy Adams, CPPB

Treasurer- Denise Badillo, CPPO, CPPB

Secretary - Timika Beaver

Database Administrator - Clarissa Clark, CPPO,

Leadership

-

Officers

Regional Directors

Region 1

Lashonda Outing, CPPB

Region 2

Jalorie Robinson, CPPB

Region 3

Toni Marshall, CPPB

Region 4

Michael Emory, CPPB

Region 5

Patrick Fletcher, CPPB

2018

SCAGPO

Board

of

Directors

Andrea Bowman, CPPB

Janice Bradford, CPPB

Debra Cannon. CPPO, CPPB

James DeLuca, CPPO

Tammy Holman, CPPO, CPPB

Directors

at Large



## Forum Committee

Stacy Gregg, Chair

Al Morant

Amy Everett

Angie DeVeaux

Arlo Walker

Belinda Holloway

Brandalyn Brewer

Brenda Faison

Brenda McCrorey

Bryan Gresham

Carlos Burns

Charles Wiggins

Clarissa Clark

Daniel Ashley

Danielle DiSanti

Denise Badillo

Donna J. Potts

Elizabeth Marsh

Erica Brock

Jaquetta Wright

Jessica Goff

Jim Deluca

Jessica Goff

Jim Deluca

Julie Boland

Kristen Hutto

Michelle Robinson

Nathan Dawson

Patrick Westcott

Richard Edmondson

Samuel Hanvey

Satasia Brown

Shateka Holliday

Sonja Corley Brown

Steve Pullie

Tammy Holman

2018

SCAGPO

Committees

Denise Badillo

Georgia Gillens

Dora Robson

Carla Clark-Pitchford

Scott Maxie

Michelle Mahon

Tammy Holman

Julie Boland

Michael Speakmon

Kim Parham

Avril Mcquilla

Ellicia Thompson

Charlie Adams

Shateka Holliday

Stacy Adams

Richard Edmondson

Andrea Bowman

Mac Stiles

## Program Committee

Mary Ellen Williams, Chair

## Golf

Kristen Hutto, Co-Chair  
Nathan Dawson, Co-Chair  
Janice Bradford  
Stacy Gregg  
Steve Pullie  
Sam Hanvey

## Parliamentarian

Kim Parham

## Bowling

Tammy Holman, Chair  
Carol Lee  
Stacy Gregg  
Sam Hanvey

## Relations Officer

Pam Hassan

## Awards & Scholarship

Clarissa Clark, Chair  
Billy Bland  
Steve Pullie  
Stacy Gregg

## Finance

Christy Davis, Chair  
Lisa Villeponteaux  
Marcie Abrahamson

## Certification

Ashley Cash, Chair  
Richard Edmondson  
Scott Maxie  
Keisha Byrd  
Michelle Mahon



# 2018 SCAGPO Committees

## Information & Publicity

Willie Atienza, Chair  
Satasia Brown  
Kitty Farias  
Dora Robson  
Danielle DiSanti

## Membership

Shateka Holliday, Chair  
Richard Edmondson  
LaZana Evans  
Kate Wilson  
Brenda Faison

## Mentoring

Clarissa Clark  
Georgia Gillens  
Nan Johnson  
Ellicia Thompson  
Danielle DiSanti

Tony Ellis, Chair  
Georgia Gillens  
Michelle Mahon

## Social Media

Dora Robson

## Professional Development

Belinda Holloway  
Satasia Brown  
Portia Davis  
LaZana Evens  
Kristen Hutto  
Sonja Corley –Brown

Carla Clark-Pitchford, Co-Chair  
Jan Petersen, Co-Chair

Carol Lee  
Elizabeth Marsh  
Aimee Rish  
Dora Robson  
Nan Johnson  
Avril Mcquilla

Tammy Holman  
Brenda Faison  
LaWana Robinson-Lee  
LaTasha Terry  
Erica Brock  
Danielle DiSanti

# 2018 SCAGPO Committees

## Historian

Jo Marie Brown, Chair  
Jessica Goff  
Daniel Covey  
Mary Ellen Williams

## Legislative & Publicity

Daniel Covey, Chair  
Jessica Goff

## Co-Sponsorship

Sam Hanvey, Chair  
Steve Pullie

## Nominating

Stacy Adams, Chair  
Georgia Gillens  
Mary Sims  
Dave Thomas  
Clarissa Belton  
Maurice Jackson  
Jo Marie Brown  
Sheila Willis

Jo Marie Brown, Chair  
Mary Ellen Williams  
Dora Robson  
Denise Badillo  
Mike Emory  
Debra Cannon  
Shateka Holliday  
Kim Parham  
Janice Bradford  
Melissa Mims

Kathy Santandreu  
Arlo Walker  
Angie DeVeaux  
Sheila Willis

## Reverse Trade Show



	Wed. Nov. 14	
<b>7:00 AM – 8:30 PM</b>	Member Breakfast *Platinum Sponsor Speaker	Oleander
<b>7:45 AM –9:00 AM</b>	Member Registration	Trade Show Lobby
<b>7:45 AM – 8:30 AM</b>	First Timers & Young Professionals Orientation - Mike Emory & Steve Pullie	Tides 2
<b>8:45 AM – 9:00 AM</b>	President's Welcome - Nan Johnson	Oleander
<b>9:00 AM – 10:30 AM</b>	Plenary Session Speaker “ Get Set” - Karena Dykes	Oleander
<b>10:30 AM -5:00 PM</b>	Member & Vendor Registration	Trade Show Lobby
<b>10:30 AM – 1:00 PM</b>	Trade Show Set-Up by Vendors	Atlantic Ballroom
<b>10:45 AM - 8:00 PM</b>	Silent Auction – Certification Committee - Ashley Cash	Osprey
<b>10:45 AM - 11:45 AM</b>	Concurrent Session: Request for ProposalsPart1-Getting Started – David Quiat	Heron
<b>10:45 AM – 11:45 AM</b>	Concurrent Session: It's All About Communication - Denise Badillo	Tides 2
<b>10:45 AM – 11:45 AM</b>	Concurrent Session: Procurement, Privacy and Promises -Theodora Wills	Oleander 1
<b>10:45 AM – 11:45 AM</b>	Concurrent Session: Source Selection Methods-Pros & Cons - Michael Speakmon	Tides 1
<b>10:45 AM – 11:45 AM</b>	Concurrent Session: Construction Keys to Success - Phil Gerald	Oleander 2
<b>11:45 AM – 1:15 PM</b>	Break for Lunch – On Your Own	
<b>11:45 AM - 2:00 PM</b>	Technical Colleges, Peer Group meeting - Krystal Doherty	Pelican
<b>1:15 PM – 5:00 PM</b>	Vendor Trade Show	Atlantic Ballroom
<b>5:00 PM – 6:30 PM</b>	Dinner On Your Own	
<b>6:30 PM – 7:00 PM</b>	President's Reception * Light refreshments	Oleander
<b>7:00 PM – 11:00 PM</b>	Networking Social * DJ/Karaoke/Photo Booth	Oleander
<b>7:15 PM</b>	Election Results	Oleander
<b>8:00 PM</b>	Silent Auction Closes - Winners Announced at President's Reception	Osprey
<b>8:30 PM-11:00 PM</b>	Silent Auction Pick-Up	Osprey



Karena Dykes

“Get Set!”

Karena Dykes, affectionately known as “KDtheExtension” is a native of Columbia, South Carolina, where she received a wholesome educational and professional background, along with great morals, and guidance that has helped shape her into who she’s become today. She has a heart nestled in over 16 years experience in Homelessness Advocacy & Mentoring, coupled with over 10 years experience in Human & Social Services, along with Personal & Professional Development. Karena has many years of community involvement, and has served as Project Manager, Coordinator and Facilitator for events & organizations such as Columbia Family Shelter, the Columbia International Festival, and United Way of the Midlands & Greater Atlanta. She is the Founder & Certified Grants Specialist of My Imagination, LLC, where she places a special emphasis on building non-profit organizations through Program & Grants Development. Having a burning passion to not only build service providers, but also those in need, she later established LifeHouse – a safe haven for homeless women with children.

As she has served in the non-profit sector for nearly 2 decades, and has not only impacted individuals and organizations locally, but has also broken into global grounds, serving in the area of missions in the country of Brazil & Jamaica. Karena’s credibility and experience precede her as a positive testimony and proven track record of consistent results, and continual success. Her passion for mentoring & building women, along with visionaries drive KDTheExtension, as she serves as the liaison between potential and purpose. Motivating, and inspiring others to identify what’s within; her innate ability to fuel and ignite, compels them as she strategically positions them to move beyond motivation to action. Karena’s accolades are numerous, widespread, and have been recognized in multiple arenas. She has been named among the Black Pages “Top 40 Under 40 Entrepreneurs,” received the ANC’s Humanitarian Award, nominated for the Jane Addams Award, and has been recognized countless times for her notable impact in the community. She equates her success and relevance in the profession to her faith, and the overcoming of many challenges and obstacles that would attempt, but fail to define her. Her life can be best summed up by her very own words that suggests.....“You already have everything you need...to effectively become who you already are! -Karena Dykes



## Joshua S. Whitley, Esquire

“Why are Ethics Important  
to  
Public Officials”



Josh Whitley is a trial lawyer with wide and varied interests and experience. His civil litigation practices range from personal injury to long-term health care defense. Currently, he serves as general counsel to the fourth largest school district in the state of South Carolina.

He is graduate of the College of William & Mary Law School, where he was a member of the Order of the Coif and the Order of Barristers and won national awards in advocacy. He first became a trial lawyer with Haynsworth Sinkler Boyd, P.A., and now with Smyth Whitley, LLC - following a judicial clerkship with the Honorable Dennis W. Shedd of the United States Court of Appeals for the Fourth Circuit.

In 2010, Josh was hired as second chair to a member of the Plaintiffs' Steering Committee in the largest environmental case in history, the Deepwater Horizon BP Gulf Oil Spill. There he spent a considerable amount of time working with some of the best lawyers in the nation to litigate one of the most complex and interesting cases in history - garnering experience in multidistrict litigation, mass torts, admiralty law and other interesting facets of the law.

Josh is widely sought after for his knowledge, love and expertise in constitutional law. He contributes or litigates on a wide variety of appellate cases and has successfully argued in the South Carolina Supreme Court. He frequently lectures at the University of South Carolina School of Law.



## John Formica

“If Disney ran Your Organization”

John, the “Ex-Disney Guy”, is a highly sought after internationally known speaker and author of the top selling book, “Making the Customer Experience Magical Now!-How to Succeed in Business and Beat Out Your Competition Today”.

John has appeared on the NBC Morning Show, ABC, CBS, FOX, Univision, numerous business journals and recently featured in the Virgin Atlantic In-flight Magazine, after completing five successful speaking tours in Australia and being named “Australia’s Best Customer Experience Coach”. John has inspired audiences with over 3,500 keynotes and seminars throughout the U.S. and all across the globe.

Today, John is the leading authority in the service industry, small business growth and team culture environments. He has successfully coached hundreds of small businesses, cities, tourism communities, healthcare professionals, universities, schools and teams to build customer loyalty for life, attract and keep more customers and create “Whistle While You Work” Team Environments.

Get ready for a “Magical Experience”

If you look up fun in the dictionary, you won't see a picture of Laurie. That would be weird. But if you ask any one of the thousands of people who have been in her audiences, they will use the word "fun" to describe both her style and their experience. Laurie is a certified speaking professional, a designation held by less than 12% of speakers worldwide. She is a published author with her book *Wrapped in Stillness: A Personal Retreat Guide*. With over 20 years of experience in the healthcare field followed by success as an entrepreneur, Laurie speaks from a practical point of view on customer service and staff development. Her ability to blend real-life examples with proven action steps, is the reason over three-quarters of her clients ask for an encore appearance. Laurie is known for her quick-wit and slightly sarcastic sense of humor. She will make your pen move and your mind process ideas that impact the bottom line of your organization.

### How to Be Smooth, Bold, and Balanced in a Fast-Paced World

What if you could give yourself an instant pick-me-up by a simple change of thinking – even in stressful times? If you find yourself zapped after encounters with others this course offers simple yet powerful ways to instantly become engaged, motivated, and energized. You will learn practical mental “lattes” – ideas you can serve yourself any time you need to get your perk on! This fast-paced, fun, interactive program will give you the tools to blend your own energizer. You will leave with new pep and excitement for the day. After you savor her “cup of sanity” once, Laurie's humor and wisdom will make you want to drink in her ideas daily.

You will learn:

- \* One action to become indispensable at work
- \* Behaviors to positively stand out from the pack
- \* The best way to build rapport with others
- \* Ideas to achieve personal balance in life

## Laurie Guest

“Life in the Espresso Lane”



	Thur. Nov.15	
	Platinum Sponsor Breakfast – Konica Pollock	
7:00 AM – 8:15 AM	*(Drawing for free hotel night - 2019)	Oleander
7:45 AM –8:30 AM	Member Registration	Trade Show Lobby
8:30 AM – 9:30 AM	Plenary Session: Why are Ethics Important to Public Officials - Josh Whitley, Esquire	Oleander
9:30 AM– 10:30 AM	Ion Wave - Platinum Sponsor Presentation & Networking	Oleander
10:15 AM – 5:00 PM	Member Registration	Trade Show Lobby
10:15 AM - 12:00 PM	Vendor Trade Show	Atlantic Ballroom
11:45 AM - 12:30 PM	Trade Show Drawing	Atlantic Ballroom
12:30 PM – 1:30 PM	Networking Luncheon	Oleander
1:45 PM - 2:45 PM	General Session: Panel Discussion MMO: How did we get here from where we started?	Oleander
3:00 PM - 4:45 PM	Extended Feature Session: Mock RFP Process - RFPs Part 2 - Stacy Adams	Osprey
3:00 PM - 4:45 PM	Extended Feature Session: The Pathway to Mastery -Tony Ellis	Heron
3:00 PM - 3:45 PM	Concurrent Session: It's not Easy Being Green: Social Responsibility in Procurement - Nathan Dawson	Tides 1
3:00 PM - 3:45 PM	Concurrent Session: Leadership: Managing Up - Charlie Adams	Atlantic 3
3:00 PM - 3:45 PM	Concurrent Session: Roundtable: Local/County/K-12/Higher Ed	Oleander 1
3:00 PM - 3:45 PM	Concurrent Session: Grants and the Procurement Process - Jim Davis	Oleander 2
4:00 PM - 4:45 PM	Concurrent Session: Bid Process: A to Z - Randy Barr	Atlantic 3
4:00 PM - 4:45 PM	Concurrent Session: So you've had a disaster: Now what? - Shelia Willis & EMD,s Guy Gierhart	Tides 1
6:30 PM – 7:00 PM	Reception	Oleander Lobby
7:00 PM – 9:00 PM	Awards Banquet: * Celebrating SCAGPO's 40th Anniversary	Oleander



## SCAGPO Awarded NIGP's Extra Large Chapter of the Year Award



SCAGPO's Board is happy to announce that our Chapter has been named as the 2018 Extra Large Chapter of the Year. This honor was announced at NIGP's Annual Forum on August 21st. All SCAGPO members in attendance were invited to the stage for a photo opportunity. It was truly an exciting time for those in attendance, but we want to celebrate with our members at home too! We are thankful for each of you that made this honor a possibility. It was your work in 2017 that made this honor happen so we thank you and celebrate YOU!



If you are wondering how SCAGPO was considered for this honor, we will step you through the process starting with the objective. The objective of the awards program is to acknowledge the valuable contributions made by Chapters as they strive to support NIGP and its mission to develop, support, and promote the public procurement profession. The Chapter Awards Program recognizes Chapters who have developed programs that educate, provide professional support, and champion advocacy initiatives that benefit the membership, the profession, and constituents.

To demonstrate how the Chapter meets the objectives, an extensive application process is completed that summarizes the activities of the Chapter for the entire year. This application is then reviewed and scored by an NIGP Committee comprised of procurement professionals from across the nation. The highest scoring Chapter application is then named as the winner of the respective awards.

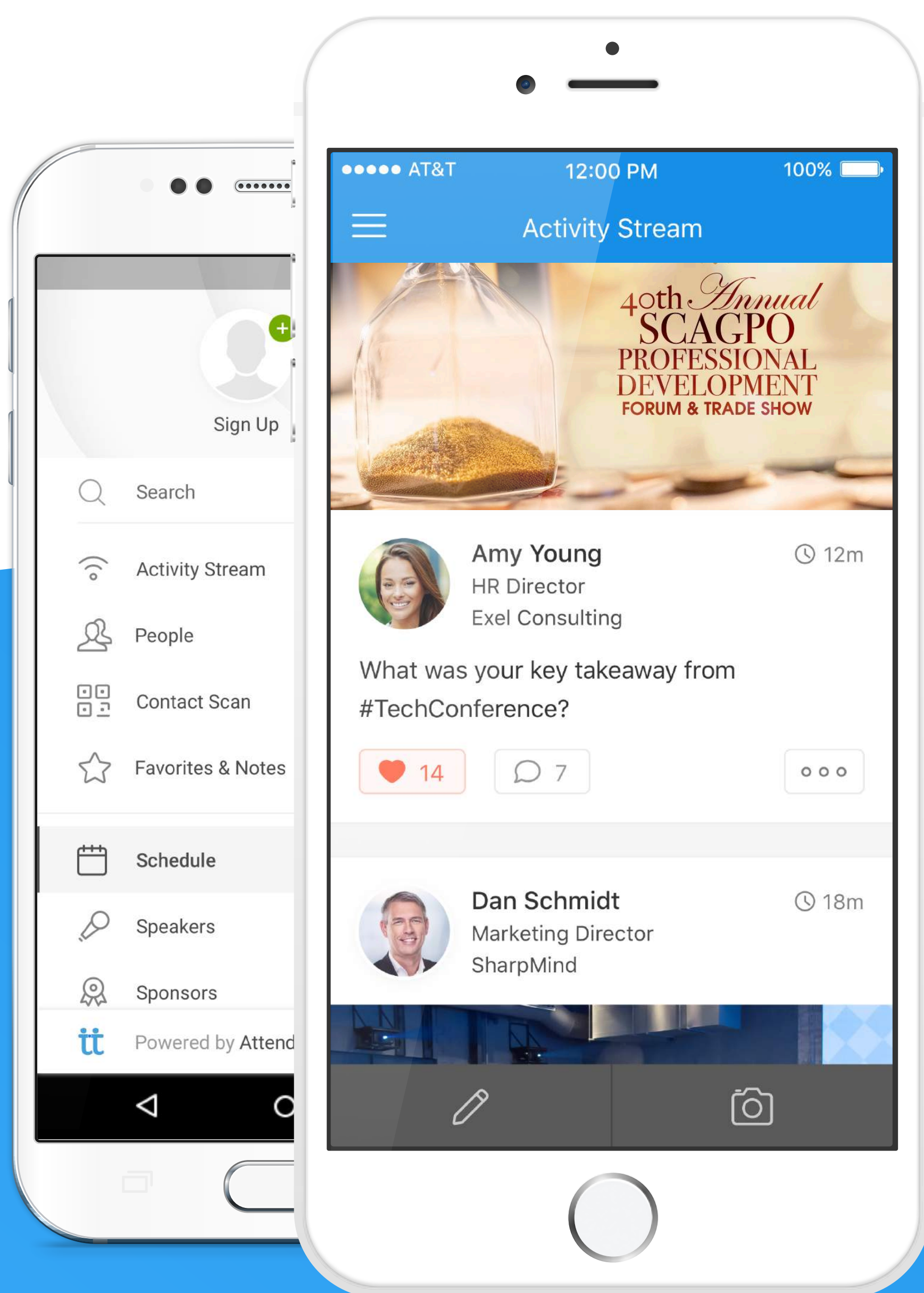


# SCAGPO 2018 Annual Forum

November 13-16, 2018

Be sure to [set up your profile](#) so attendees can connect and network with you at the event!

Share to the app and on social media using [#SCAGPO2018](#)



Scan to download



Available for

SCAGPO 2018  
Annual Forum



## Past Presidents

1978	B.D. Bland
1979	Joseph K. Westbury
1980	B.D. Bland
1981	Fred Woodham, CPPO
1982	John H. Porter, CPPO
1983	David Watson, CPM
1984	William Morrow, CPPB
1985	William Kelly, Jr., CPPO
1986	Gregg Long, CPPB
1987	Emily Collier, CPPO
1988	Joe Tommie, CPPO
1989	Norma Hall, CPPO, CPM
1990	Walter Grant, CPPO
1991	Alice Copeland
1992	Regena Hartley, CPPO
1993	Terry Mathis, CPPB
1994	Deborah Welch, CPPO
1995	Mary Sims, CPPO
1996	William Brady, CPPO
1997	Diane Weathers, CPPB
1998	Ivry Moon, CPPO
1999	Wanda Dixon, CPPB
2000	Sam Stephens, CPPO
2001	Michael Burk, CPPO
2002	Bill Pace, CPPO
2003	Jeff Patterson, CPPB
2004	William Leath, CPPO
2005	David Thomas, CPPO
2006	Darlyn Adams, CPPO
2007	Sandra Wright, CPPB
2008	Wendy Williams, CPPO, CPM
2009	Rochelle Daniels, CPPB
2010	Donna Potts, CPPB
2011	Clarissa Clark, CPPB
2012	Sam Hanvey, CPPB, APM
2013	Georgia Gillens, CPPO, CPPB, CPM
2014	Stephen Pullie, CPPB
2015&16	Stacy Gregg, CPPO, CPPB
2017	Stacy Adams, CPPB

**SCAGPO**  
South Carolina Association of  
Governmental Purchasing Officials  
ESTABLISHED IN 1978

**HALL OF FAME**

**BILL BLAND 2014**

**JAMES BARNES 2014**

**TONY ELLIS 2015**

**JEFF PATTERSON 2016**

**EMILY PHILLIPS 2016**

**IVRY MOON 2017**

**WALTER GRANT 2017**







**David Quiat, CPPB**

David is an experienced procurement professional with more than thirty-three years of state government experience, ranging from school district, to state agency, to statewide purchasing. Originally from Charleston, David is currently employed with the State of South Carolina, Division of Procurement Services, where he serves as the Deputy State Procurement Officer for the Agency Sourcing Teams.

David has instructed numerous procurement courses over his career including the South Carolina Request for Proposal Process course, a course that provides participants with a time-tested methodology to complete RFP's in compliance with the SC Consolidated Procurement Code.

I have been in the Procurement Profession for over 25 years. Twenty-one (21) years have been in the public sector and with the City of North Charleston, where I currently serve as the Director of Procurement. I also teach Intro to Procurement and Specification Writing for NIGP. I hold a dual certification as a CPPB and CPPO.

I have been an active member of SCAGPO since 1997, and am currently serving on the executive board as your Treasurer. Over the past 21 years I have served on multiple committees, which include, Silent Auction, Forum, Reverse Trade Show and Program. I also volunteer with NIGP, currently serving on their audit com-



**Denise Badillo, CPPO, CPPB**



**Theo Wills**

Theodora (Theo) Wills leads the State of South Carolina Department of Administration's Enterprise Privacy Office (EPO) and serves as the State's Chief Privacy Officer. In this capacity, she oversees the day-to-day operations of the EPO and its programs, including the development, implementation, and monitoring of the statewide privacy program.

Theo has been in the field of information privacy for over 15 years. Her professional experience includes serving as the Deputy Director for Privacy at the U.S. Department of Defense Privacy and Civil Liberties Office, and the Director of the Privacy Policy and Compliance Group at the U.S. Department of Health and Human Services Centers for Medicare and Medicaid Services. Theo holds a Master of Health Administration degree from the Medical College of Virginia/Virginia Commonwealth University, and a Bachelor of Science in Management from Clemson University.



**Michael Speakmon**

I have been a Procurement Manager with the South Carolina State Procurement Office (Goods & Services) since August 3, 2015. Michael has worked with several agencies, other State entities, managed multiple State Term contracts, and now serves as the Team Lead for the State Term Contracts Team for Goods & Services. He and his team are responsible for almost 100 separate solicitations, resulting in over 700 individual contracts for the state of South Carolina worth several million dollars.

During his civilian Army career, he worked as a logistician with an emphasis on procurement, property accountability and budget management.

A native of Columbia, SC, Phil attended the University of South Carolina where he earned a Bachelor of Science in Civil Engineering. He moved his family to Charleston in 1980 and was employed by the Charleston Naval Shipyard and the Naval Facilities Engineering Command. Leaving the Federal government, he worked for seven years in private practice before joining the Office of State Engineer in 1997 where he was the sole occupant of the Charleston satellite office. In 2016, Phil was promoted to Deputy State Engineer, and he and his wife returned to Columbia.

Phil is a registered Professional Engineer in South Carolina, an active member of various professional groups and his church. He and his wife Pamela have two children and two grandchildren



**Phil C. Gerald, PE**



**Mike Spicer**

Mike has worked in the Information Technology Management Office for nearly thirty years. During the first eighteen years Mike awarded contracts for many complex systems that affect the daily lives 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. During the last twelve years Mike has served as the Chief Procurement Officer hearing procurement protests and resolving contract controversies.

Prior to coming to the Information Technology Management Office, Mike was in private industry as technology evolved from the mainframe to personal computers and the technology of today. Mike received his training in technology while serving with the United States Marine Corps' Presidential Helicopter Squadron.

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 experienced the construction industry from multiple perspectives. Through his career, Mr. White 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 for the State of South Carolina since 2007. Mr. White is also the Office Director of the Division of Procurement Services/State Materials Management Officer.

Stacy Adams, CPPB is an experienced procurement professional employed with the State of South Carolina, Division of Procurement Services. Her 15+ years of governmental experience ranges from county, to state agency, followed by statewide purchasing. She currently serves as the Deputy State Procurement Officer for the State of South Carolina.

Stacy instructs courses on behalf of the South Carolina State Fiscal Accountability Authority helping procurement professionals throughout the state learn various aspects of the profession. She has also developed and presented “Keeping the Pro in Procurement” as well as the State’s “RFP Development: Pre Solicitation & Post Solicitation” courses to name only a few. An active member of the SCAGPO, Stacy has served the organization in a variety of rolls for many years and was awarded the title of Buyer of the Year for 2014. She just completed her term as SCAGPO’s Immediate Past President and Nominating Committee Chairperson.



**Stacy Adams, CPPB**

Tony Ellis retired from state government after thirty-seven years of service in November 2007. Tony began his career with the State Board of Health, moved to the Division of General Services to lead State Purchasing and was later promoted to Agency Director of General Services.

He returned to government as Director of Prison Industries for several years. At General Services, Tony worked with the Legislature to write language for the State Procurement Code which was signed into law by Governor Riley and followed with writing the regulations for the Code implementation. He was the first procurement official in South Carolina to be certified as a CPPO (Certified Public Purchasing Officer).

Administration from USC and a Master’s degree in Management from Central Michigan University. Tony is currently consulting with several states on prison industries issues.



**Tony Ellis, CPPO**





**Nathan Dawson**

The details of Nathan's life are quite inconsequential. Originally from The Land Down Under, Nathan has worked for the SC State Government for seven years. He has been a Procurement Manager with the State Fiscal Accountability Authority for the past 18 months, and currently is a proud member of the Agency Sourcing Team.

When not buying stuff on your behalf, Nathan often makes outrageous claims like he invented the question mark. Sometimes he accuses chestnuts of being lazy. Nathan is honored to have the opportunity to present a topic he holds dear, and looks forward to enlisting your help in creating a sea change in state procurement. He hopes you enjoy the Forum!

Charlie Adams is a retired 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 as Manager, Nuclear Strategic Sourcing.

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 children and 3 grandchildren. They currently reside in Blythewood, SC.



**Charlie Adams**



**Jim Davis**

Jim received a B.S. in Accounting and in 1995 a Master of Business Administration from Charleston Southern University. Since 2007, he has served as instructor and Assistant Dean of Finance for the College of Pharmacy at both Medical University of South Carolina and University of South Carolina

Before joining the College of Pharmacy in 1994, he served as a hospital administrator for the Medical University of South Carolina (MUSC) Hospital, working in the Solid Organ Transplantation division, Hematology / Oncology division, Bone Marrow transplant division, Surgical Nursing, MUSC College of Nursing and MUSC's Purchasing Department. He has been with MUSC for 32 years and has more than 38 years for service with the state. On August 1-2017 Jim retired from MUSC and continues to teach at various Universities.





**Randy Barr, Sr.**

Randy joined the Information Technology Management Office (ITMO) team within the Division of Procurement Services of the State Fiscal Accountability Authority in October 2016 as a Procurement Manager II. He was subsequently promoted in September 2018 to Team Lead for the Statewide Information Technology Team. He is responsible for the procurement of statewide contracts for IT services; on behalf of the Procurement Services Division.

A retired Navy Chief Warrant Officer of 24 years; with over 38 years of financial management, budget, contracting, procurement and logistical experience that includes Federal, City and State. His experience includes Financial Management, Budget, Contract Management (Acquisitions) Officer, contract operations, acquisitions, contract administration, management, and negotiations; in accordance with the Federal Acquisition Regulations (FAR); Department of Defense FAR Supplement (DFAR) and Defense Contracting Management Agency (DCMA) Instructions.

Sheila O. Willis has worked in private and public procurement since 1995. Sheila began her public procurement career at the Department of Juvenile Justice as a Procurement Specialist I in August 2002. She accepted a Procurement Specialist II position at the Department of Transportation in 2005 and was re-classed to a Procurement Manager I in 2006. In 2008, she worked at the Department of Commerce as a Procurement Manager I; returning to the Department of Transportation as a Procurement Manager I in 2011 to help assist the department with transitioning to SCEIS.

In December 2014 Sheila began her employment with the State Fiscal Accountability Authority – Division of Procurement Services as a Procurement Manager II. She was promoted to Team Lead in May 2016 and in November 2017, began serving as a Procurement Manager II – Team Lead for Agency Sourcing Contracting.



**Sheila Willis, CPPB**



**Guy Gierhart**

Guy Gierhart is the South Carolina Emergency Management Division's (SCEMD) Logistics Manager. He has worked with SCEMD for three years after serving 21 years in the US Army. He has participated in State Emergency Operations Center activations for the 2015 Floods, Hurricane Matthew, Hurricane Irma, winter storms and other incidents. In this capacity Guy coordinated response resources to include, local, state, federal, volunteer and private assets.

As the SCEMD Logistics Manager, and in conjunction with the SC Department of Administration, Guy is involved in the development and activation of contingency contracts to provide emergency commodities, equipment and services.

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**SCAGPO**  
**2018 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 13-16, 2018, 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.

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Address: \_\_\_\_\_  
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Certification: \_\_\_\_\_ CPPO \_\_\_\_\_ CPPB \_\_\_\_\_ APM

\_\_\_\_\_ CPM \_\_\_\_\_ CPCP

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**Wednesday, November 13, 2018**

\_\_\_\_\_ *First Timer's & Young Professionals Orientation*—Mike Emory, CPPB  
\_\_\_\_\_ & Steve Pullie, CPPB  
\_\_\_\_\_ *"Get Set!"* Karena Dykes  
\_\_\_\_\_ *"Request for Proposal Part 1 – Getting Started"* – David Quiat, CPPB  
\_\_\_\_\_ *"It's all about Communication"* – Denise Badillo, CPPO, CPPB  
\_\_\_\_\_ *"Source Selection Methods-Pros and Cons"* – Michael Speakmon  
\_\_\_\_\_ *"Procurement, Privacy and Promises"*—Theo Wills  
\_\_\_\_\_ *"Construction Keys to Success"* – Phil Gerald, PE  
\_\_\_\_\_ Vendor Trade Show (4 hrs)  
\_\_\_\_\_ Member/Vendor Networking Social (4 hrs)

**Thursday, November 14, 2018**

\_\_\_\_\_ *"Why are Ethics Important to Public Officials?"* - Josh Whitley, Esquire  
\_\_\_\_\_ *"Panel Discussion: How did we get here from where we started?"*  
\_\_\_\_\_ *"Mock RFP Process"* – Stacy Adams, CPPB (2hrs)  
\_\_\_\_\_ *"The Pathway to Mastery"* – Tony Ellis, CPPO (2hrs)  
\_\_\_\_\_ *"It's Not Easy Being Green: Social Responsibility in Procurement"* –  
\_\_\_\_\_ Vendor Trade Show (2hrs)  
\_\_\_\_\_ *"Leadership: Managing Up"* – Charlie Adams  
\_\_\_\_\_ *"Roundtable: Local/County/K-12/Higher Ed"*  
\_\_\_\_\_ *"Grants and the Procurement Process"* – Jim Davis  
\_\_\_\_\_ *"Bid Process: A to Z"* – Randy Barr, Sr.  
\_\_\_\_\_ *"So you've had a disaster: Now what?"* – Sheila Willis,

**Friday, November 15, 2018**

\_\_\_\_\_ *"If Disney Ran Your Organization"* – John Formica  
\_\_\_\_\_ *"Life in the Espresso Lane"* – Laurie Guest

By signing below, I hereby certify that I attended only a portion of the 2018 SCAGPO Conference as acknowledged above. I am claiming a total of \_\_\_\_\_ point(s).

Signature \_\_\_\_\_ Date \_\_\_\_\_

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 \_\_\_\_\_



## National Institute of Governmental Purchasing, Incorporated

*This is to certify that a  
Provisional Charter has been granted to  
South Carolina Association of Governmental Purchasing  
Officials Chapter*  
and that the following members are designated as  
**CHARTER MEMBERS** thereof:

Landis H. Baxley	William Kelly, Jr, CPPO	J. E. Surrells, CPM
Billy D. Bland, CPPO	Bobbie Jean Lawson	William J. Tommie
Virgil V. Carlsen, CPPO, CPM	Gregg S. Long	Steven C. Uldrick
Emily R. Collier, CPPO	Louise W. McCarthy, CPM	David Watson, CPM
Wade H. Ertzberger, CPPO	William C. Morrow, PPB	Joseph R. Westbury, CPPO
Annie M. Hirschmann	John H. Porter, Jr. CPPO	Pauline Whack
William J. Holmes	Frances D. Sears, CPPO	Fred L. Woodham, CPPO

The granting of this Charter constitutes the establishment of a duly authorized Chapter entitled to participation in the activities of the institute. This Charter has been granted and shall remain in full force and effect subject to the provisions of the By-Laws of the National Institute of Governmental Purchasing.

*In testimony whereof, the said association has caused this Charter to be signed by its duly authorized officers and sealed with its official seal, this eighteenth day of May, Nineteen Hundred Eighty four.*



*[Signature]*  
President

*[Signature]*  
Executive Vice President

*Number 30*

# Notes



# SCAGPO

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