

**THE GOVERNMENTAL PURCHASING  
ASSOCIATION OF NEW JERSEY PRESENTS**



**SIXTH ANNUAL EDUCATIONAL  
SYMPOSIUM**

**(APRIL 11 – 13, 2018)**

**TROPICANA SOUTH TOWER GRAND EXHIBITION CENTER**

**ATLANTIC CITY, NEW JERSEY**

**(Credits applied for: QPA; RPPO/S; RMC; CMFO/CCFO; CPWM; and TCH)**

**Wednesday, April 11, 2018**

**8:00am – 9:00am**

*Registration, Continental Breakfast & Exhibitors*

**9:00am – 9:15am**

*Welcome*

**9:20am – 10:10am**

**Key Note Address – Legislation! How it affects  
Purchasing and what can we do.**

League of Municipalities

Is a session on how Purchasing Professionals can get involved in affecting Legislation.

**10:10am – 10:30am**

*Break & Exhibitors*

**10:30 – 12:20pm**

**Cyber Security Best Practices & Risk Training**

Melissa Pisaniello, Cyber Liaison Officer

NJ Cybersecurity & Communications Integration Cell/NJ State Police

This session will help you with what is the best way to keep your data safe from cyber attacks

**12:20pm – 1:30pm**

*Lunch & Exhibitors*

1:30pm – 3:10pm

## **The ESIP Process and Selecting an ESCO: The Good, the Bad, and the Misunderstood**

Mr. Joseph Marra – School Business Administrator/Board Secretary  
Old Bridge Township Public Schools

Mr. Joseph J Coscia – Honeywell Energy Group

Mr. Robbi S. Acampora – Managing Director/Phoenix Advisors, LLC

2:00pm – 3:00pm

## **Exhibitors Session – Working with Government Entities**

(This Session is for Exhibitors only)

Francine Shames, GPANJ Executive Director/ Purchasing Officer of  
Plainsboro Township (Retired)

3:10pm – 3:30

*Break & Exhibitors*

3:30pm – 4:10pm

## **Case Law**

Christina M. Abreu, Esq . – Weber Gallagher, Simpson, Stapleton,  
Fires & Newby, LLP

This session is will review case law as it applies to the Local Public Contracts  
Law

5:45pm – 7:45pm

*Vendor Reception with Food Stations*

8:00pm – Beyond

*Hospitality Reception*

## **Thursday, April 12, 2018**

8:00am – 9:00am

*Registration, Continental Breakfast & Exhibitors*

9:00am – 9:50am

## **New Jersey Cooperative Contracts...Save Time, Money, and Ensure Compliance**

Division of Purchase and Property

This session will educate attendees on the benefits and advantages to public entities and taxpayers by utilizing the re-invented New Jersey Cooperative Contracts Program NJ Start and provide an overview of the program itself.

9:50am – 10:10am

*Break & Exhibitors*

**10:10am – 11:00am**

## **Competitive Contracting vs Bids: Different, but Mandated Similarities**

Gerri C. Popkin of the firm Gerri C. Popkin, LLC, Qualified Purchasing Agent for the County of Monmouth (Retired)

Mary Lou Stanton, QPA/CCPO/RPPO, Purchasing Agent Somerset County (Retired)

Specialized goods and services are difficult to specify. There is a way to make the process fair through competitive contracting. Along with these methods will be the forms that are needed in Competitive Contracting and formal bids.

**11:00am – 11:20am**

*Break & Exhibitors*

**11:20am – 12:10pm**

## **Competitive Contracting vs Bids....cont.**

Gerri C. Popkin of the firm Gerri C. Popkin, LLC, Qualified Purchasing Agent for the County of Monmouth (Retired)

Mary Lou Stanton, QPA/CCPO/RPPO, Purchasing Agent Somerset County (Retired)

**12:10pm – 2:00pm**

*Lunch & Exhibitors*

**2:00pm – 3:40pm**

## **Public Procurement Legislative Update**

Joseph Valenti, Chief, Bureau of Local Management Service, DLGS, DCA (Retired)

Francine Shames, GPANJ Executive Director/Purchasing Officer of Plainsboro Township (Retired)

This session is designed to inform local public purchasing agents and other local officers and employees of significant pieces of procurement legislation introduced during the 2016-2017 legislative session. Discussion will focus on the impact of newly enacted procurement laws, and the implications of pending bills for public purchasing agents, and their respective local contracting units.

**3:40pm-4:00pm**

*Break & Exhibitors*

**4:00pm – 4:50pm**

## **Rules and Regulations Update**

Jason Martucci, Esq.

This session is on any Regulatory update that has affected the Local Public Contracts Law Rules and Regulations.

**5:30pm – 7:30pm**

*GPANJ President's Reception with Food Stations*

**8:00pm - Beyond**

*Hospitality Reception*

## **Friday, April 13, 2018**

**8:30am – 9:30am**

*Registration & Hot Breakfast Buffet*

**9:30am – 12:00am**

### **40A:11-1 versus 18A:18A**

James Shoop, Retired School Business Administrator, School Business Official, and Purchasing Agent for the Passaic Public School District

Joseph Valenti, Chief, Bureau of Local Management Service, DLGS, DCA (Retired)

This session will show you the difference between the 2 laws and how some of the rules are different and how they are the same.