



GOVERNMENTAL PROCUREMENT
ASSOCIATION *of* GEORGIA

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

Fall Trends and Mentoring Conference

November 8-10, 2023

Amicalola Falls Lodge

Dawsonville, Georgia

Registration Deadline

Monday October 23, 2023

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

Ken Jarrard is a founding partner of Jarrard & Davis law firm in Cumming. His firm specializes in local government representation, and is the retained counsel for the Counties of Barrow, Cherokee, Dawson, Forsyth, Georgetown-Quitman, Greene, Jackson, Newton, and Screven, and the Cities of Alpharetta, Fayetteville, Milton and Stone Mountain. His firm also provides litigation and specialty services on a case-by-case basis to governments and authorities throughout the state. In addition to legal representation, Ken provides numerous training classes throughout the year for Georgia elected and appointed officials, including attorneys and judges, in all areas of local government law including ethics, open government, contracts, emergency management, civil rights, zoning, and governmental immunities. Ken received his Master of Public Administration and law degree from the University of Tennessee in Knoxville.

Len Bernat is a leader groomed by 20 years of molding and shaping by some of the finest leaders in the United States Marine Corps. Their guidance helped Len realize his full potential as he moved from an enlisted Marine to becoming an Officer of Marines. Len became known for being the leader who could turn any lackluster organization into a strong, functional unit. The secret to his success was his focus on creating leaders who were trained to know all aspects of their responsibilities and then providing them the support they needed to be their very best while being held accountable for results. After his years in the Marine Corps, Len worked in local government – retiring from Jackson County as the Purchasing Manager. In December of 2022, Len also retired from his position as the Pastor of Maxeys Christian Church. Len has shared his secrets in his first published work entitled “Leadership Matters: Advice from a USMC Career Officer.”

Attorney Debra Benton Brewer is the Director of Procurement-Construction/ Capital Projects for Clayton County Public Schools. She previously directed procurement functions for Clayton and DeKalb County Governments. Debra is a Certified Public Purchasing Officer (CPPO) and has a Master Compliance Administrator (MCA) Certification. She is a member of the National Institute for Governmental Purchasing (NIGP), the Georgia Chapter of NIGP (GANIGP), and Governmental Procurement Association of Georgia (GPAG). She served on the Board Policy Committee for NIGP and has also served as a member of the Board of Directors for the American Contract Compliance Association (ACCA).

Debra is a graduate of Spelman College and holds a Bachelor of Arts Degree in Economics. She also earned a Juris Doctor Degree from the University of Georgia, School of Law and is a member of the Georgia Bar.

Debra has served as corporate counsel and represented numerous businesses on a wide array of legal matters while in private practice. Debra is a frequent speaker at seminars and conferences pertaining to small business development, woman and minority business enterprise certification, diversity, and other business-related topics.

Class Instructors

Dr. Carl A. Hall, Esq. is a native of Memphis, Tennessee. He is a graduate of The University of Tennessee at Knoxville (BS in Business Administration), J. D. from John Marshall Law School and an MBA and Doctor of Public Administration Degree from Madison University.

He has over twenty-five years of professional procurement and contract management experience, in both the public and private sectors. Dr. Hall is an active member of the State Bar of Georgia. He has served in several positions within the State Purchasing Division. He currently leads the Contract Management team for the Department of Administrative Services – State Purchasing Division.

Kurt Schulzke, JD, CPA, CFE, is Professor of Accounting & Law at University of North Georgia. His teaching, research, and consulting thrive at the intersection of risk management, law, accounting, and negotiation. Kurt has published the Columbia Journal of Transnational Law, Vanderbilt Journal of Transnational Law, Tennessee Journal of Business Law, Journal of Forensic Accounting Research, and The Value Examiner. MAcc (Brigham Young University), J.D. (Georgia State University), M.S. Applied Statistics (Kennesaw State University).

Schedule

Tuesday, November 7, 2023

5:00 - 6:00 PM Early Registration – Resort Lobby

6:00 – 10:00 PM Networking

Dinner on Your Own

Wednesday, November 8, 2023 – Oak Hall

7:30 – 8:30 AM Breakfast - (Dining Room - included in registration)

8:00 – 8:30 AM Registration (Oak Hall Lobby)

Time	Session Title, Presenter & Description	CPPB/CPPO Recertification Contact Hours	GaDOAS GCPA Recertification CEUs	UPPCC Body of Knowledge Domains
8:30- 10:30 AM	First Amendment Audits Part I <i>Presenter: Ken Jarrard</i>	2	2	VI – Business Principles
	An in-depth look into both the challenges and opportunities presented to local governments by First Amendment Audits and Auditor.			
10:30 – 10:45 AM	Break			
	Oak Hall Lobby			
10:45 – 11:45 PM	First Amendment Audits Part II <i>Presenter: Ken Jarrard</i>	1	1	VI – Business Principles
	An in-depth look into both the challenges and opportunities presented to local governments by First Amendment Audits and Auditor.			
12:00 – 1:00 PM	Lunch			
	Lunch provided by GPAG and included in your registration			
1:00 – 1:45PM	GPAG Meeting			
	Quarterly business meeting			
2:00 – 4:00PM	What's In The Box – A Discussion of Statewide Contracts <i>Presenter: Dr. Carl Hall</i>	2	2	III – Sourcing & Solicitation
	This session will cover the basics of statewide contracts including how they can be used, who can use them and what types of contracts are out there. You will not want to miss this opportunity to learn more about the buying power of statewide contracts offered by the Georgia Department of Administrative Services.			
4:00 – 5:00 PM	Conference Sponsor <i>Presenter: TBD</i>	1	1	III – Sourcing & Solicitation
	TBD			

Dinner on your own

Schedule

Thursday, November 9, 2023 – Oak Hall

7:00 - 8:00 AM Breakfast (Dining Room - included in registration)

9:00 – 11:00 AM Coffee, water, and soft drinks will be available

Time	Session Title, Presenter & Description	CPPB/CPPO Recertification Points	GaDOAS GCPA Recertification CEUs	UPPCC Body of Knowledge Domains
8:00 – 10:00AM	<i>Procurement Training for Internal and External Stakeholders</i> <i>Presenter: Debra Brewer</i>	2	2	<i>I - Strategy & Administration</i>
	This session will explore the necessity of training "regular non-purchasing staff" on the procedural and ethical rules for procurement. Topics will include managing proper relations with elected and appointed authorities, vendor relations and forms and procedures to garner compliance			
10:00 – 10:15 AM	<i>Break</i>			
	Oak Hall Lobby			
10:15 – 12:15 AM	<i>Preparing to Leave</i> <i>Presenter: Len Bernat</i>	2	2	<i>V - Leadership</i>
	You have taken a procurement position with a new organization or are retiring from the workforce. Do you just tell yourself, "They will now find out exactly how important I am!" and leave with an evil grin on your face? If you are the true professional you believe you are, the answer is no. So, how do you help your organization prepare to advertise for your position, hire the right person, and ensure he/she is properly trained before you leave? Join me as I share my real-life experience with one of the most important aspects of your job – ensuring your replacement is ready to be successful.			
12:15 – 1:30 PM	<i>Lunch</i> <i>Provided by GPAG</i>			
	New Officer Ceremony			

Dinner on your own

Schedule

Friday, November 10, 2023 – Oak Hall

7:00 - 8:00 AM Breakfast (Dining Room - included in registration)

8:00 – 11:00 AM Coffee, Water, and soft drinks will be available

Time	Session Title, Presenter & Description	CPPB/CPPO Recertification Points	GaDOAS GCPA Recertification CEUs	UPPCC Body of Knowledge Domains
8:00 – 10:00 AM	<i>Negotiation Gamification: Putting Negotiation Theory into Practice</i> <i>Presenter: Kurt Schulzke</i>	2	2	IV –Negotiations
	Negotiation is best learned by doing. This session outlines a practical negotiation framework and gives small teams an opportunity to apply the theory through an engaging multilateral negotiation game.			
10:00 – 10:30 AM	Break			
10:30 – 12:00PM	TBD	1.5	1.5	
12:00 – 12:30 PM	Q&A, Closing Announcements, Evaluations & Door Prize Drawings			



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General Information

Location

Classes will be at Amicalola Falls Lodge located at 418 Amicalola Falls State Park Rd, Dawsonville, GA 30534.

Lodging

Lodging will be at Amicalola Falls Lodge. Room reservations can be made by calling: 1-800-573-9656. When calling be sure to indicate you are attending the **GPAG Fall Conference**. The GPAG code is 05924. The discounted room rate rates are as follows:

Lodge Room - \$159 per night/plus \$12.00 per night Resort Fee

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 Monday October 23, 2023