

**MASSACHUSETTS ASSOCIATION OF PUBLIC PURCHASING OFFICIALS  
(MAPPO)**

**MEETING MINUTES  
February 16, 2011 at Olde Colonial Café in Norwood**

Officers Present

John Story, President  
David Geanakakis, Vice President  
Katharine Sacca, Treasurer  
Mary Delaney, Secretary

Officers Absent

New Members Attending

Terry Longley, Blue Hills RSD

Guests Attending

None

Welcome and Guest Speaker

President John Story welcomed everyone and thanked Cathy Carney for hosting the meeting. Cathy welcomed everyone to the Olde Colonial Cafe.

New members and guests were welcomed.

Beverly Sleeper, Chairman of the Speaker Committee, introduced Bonnie McCarthy of the Operational Services Division who spoke on Best Practices for Contract Negotiation. Bonnie reviewed the process for entering into contract negotiations, offered tips to prepare for a negotiation, an overview of various situations encountered during negotiations, and how to wrap up a successful negotiation.

Business Meeting

David Geanakakis, on behalf of the Website Committee, informed members that the Committee is still seeking volunteers to load content and suggested the possibility of interns.

David Geanakakis also announced that nominations are open for MAPPO Officers. Anyone interested in serving should contact the Executive Board.

Beverly Sleeper, Chairman of the Speaker Committee, asked that members contact her with suggestions for topics for upcoming meetings and for next year.

John Story announced the next meeting will be held at Amrhein's Restaurant in South Boston on March 16<sup>th</sup>. MAPPO has guaranteed fifty (50) attendees so the room will be exclusive for the MAPPO meeting.

Announcements

Mary Delaney recognized Beverly Sleeper, whose son is being deployed to Afghanistan with the Army National Guard.

Minutes

Motion made and duly seconded to approve the minutes of January 19, 2011 as written. Motion passed.

Recognitions

None

Other Business and Member's Agenda Items

None

Meeting Adjourned

President, John Story closed the meeting at 2:30 pm.

Respectfully submitted,  
Mary A. Delaney, MAPPO Secretary