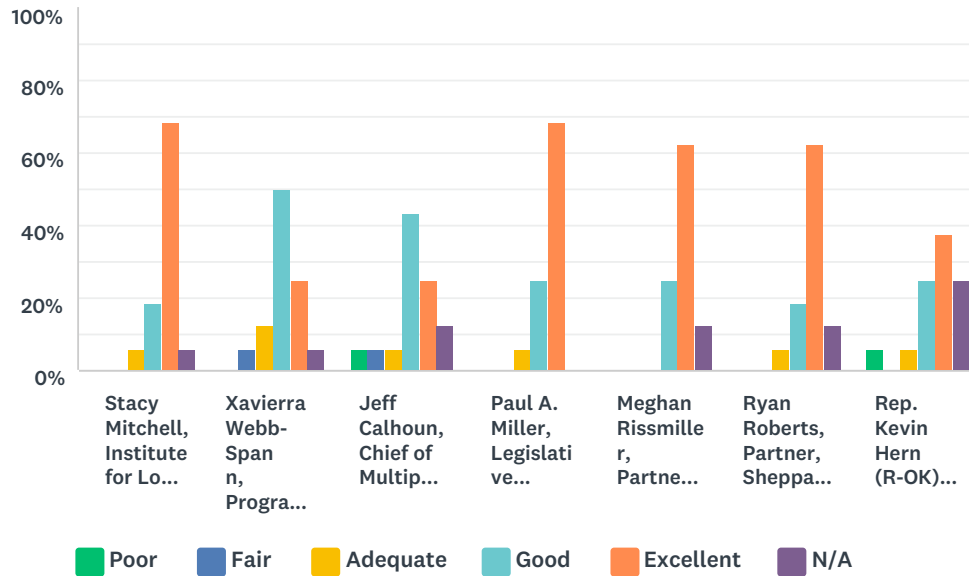


Q2 How would you rate the overall quality and relevance of the Speaker Presentations?

Answered: 16 Skipped: 0



	POOR	FAIR	ADEQUATE	GOOD	EXCELLENT	N/A	TOTAL	WEIGHTED AVERAGE
Stacy Mitchell, Institute for Local Self-Reliance Topic: Amazon's Impacts on Local Communities & Small Businesses	0.00% 0	0.00% 0	6.25% 1	18.75% 3	68.75% 11	6.25% 1	16	4.67
Xavierra Webb-Spann, Program Analyst, GSA Multiple Award Schedules Topic: GSA Schedule Consolidation	0.00% 0	6.25% 1	12.50% 2	50.00% 8	25.00% 4	6.25% 1	16	4.00
Jeff Calhoun, Chief of Multiple Award Schedules IWAC Topic: GSA Furniture Schedules Program	6.25% 1	6.25% 1	6.25% 1	43.75% 7	25.00% 4	12.50% 2	16	3.86
Paul A. Miller, Legislative Counsel, IOPFDA Topic: 2019 Legislative Agenda and your Hill Day Ask	0.00% 0	0.00% 0	6.25% 1	25.00% 4	68.75% 11	0.00% 0	16	4.63
Meghan Rissmiller, Partner, Hogan Lovells Topic: Anti-Trust Issues Facing the New Congress	0.00% 0	0.00% 0	0.00% 0	25.00% 4	62.50% 10	12.50% 2	16	4.71
Ryan Roberts, Partner, SheppardMullin Topic: Section 846 Update	0.00% 0	0.00% 0	6.25% 1	18.75% 3	62.50% 10	12.50% 2	16	4.64
Rep. Kevin Hern (R-OK) Member of the House Small Business Committee Topic: Small Business Agenda and Focus in 2019	6.25% 1	0.00% 0	6.25% 1	25.00% 4	37.50% 6	25.00% 4	16	4.17

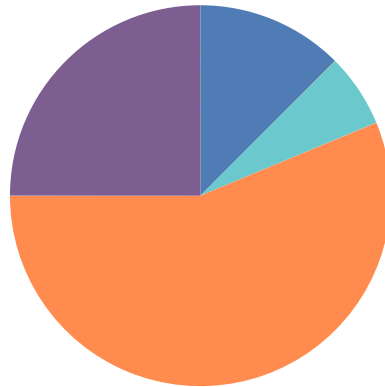
#	ADDITIONAL COMMENTS:	DATE
1	Received great information from speakers!	4/1/2019 9:23 AM

2019 IOPFDA Small Business Advocacy Fly-In

2	Hern was unprepared and didn't really understand why we were there and what our concerns were. This is not a complaint of NOPA staff,	3/31/2019 5:46 PM
3	Great variety of speakers - Ryan Roberts was terrific	3/29/2019 2:40 PM

Q3 Did you feel prepared for your Hill visit with the materials provided to you in the folder and "leave behind" documents?

Answered: 16 Skipped: 0

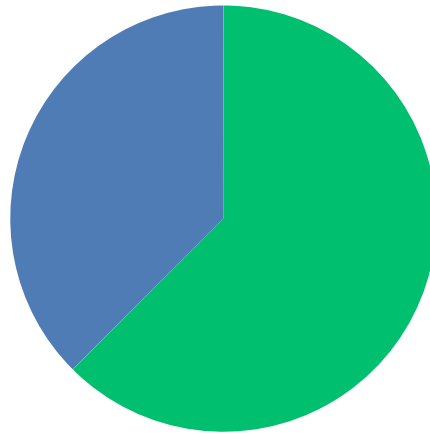


■ Strongly Unprepared
 ■ Mostly Unprepared
 ■ Neither Prepared or Unprepared
■ Mostly Prepared
 ■ Strongly Prepared
 ■ N/A

	STRONGLY UNPREPARED	MOSTLY UNPREPARED	NEITHER PREPARED OR UNPREPARED	MOSTLY PREPARED	STRONGLY PREPARED	N/A	TOTAL	WEIGHTED AVERAGE
(no label)	0.00% 0	12.50% 2	0.00% 0	6.25% 1	56.25% 9	25.00% 4	16	4.42

Q4 Did you attend your Hill visits?

Answered: 16 Skipped: 0



■ Yes
 ■ No

ANSWER CHOICES	RESPONSES	
Yes	62.50%	10
No	37.50%	6
TOTAL		16

#	IF NO, WHY NOT?	DATE
1	first time in years I have not, meeting was at 400PM and conflicted with my schedule	4/10/2019 9:53 AM
2	I did not plan to and notified in advance	4/4/2019 1:16 PM
3	I was able to attend the first one at 11am with Congressman Meadows office. Missed the other 3 due to plane flight time.	4/3/2019 5:04 PM
4	I was not aware that I was expected to meet with anyone.	4/3/2019 3:38 PM
5	Scheduling conflict	3/29/2019 4:31 PM
6	I could not be there on that 2nd day and Mike Tucker was aware. I would love to partake next year!	3/29/2019 3:20 PM
7	timing....appt at 3:30, flight at 1:55	3/29/2019 2:14 PM

Q5 Who did you meet with? Please identify persons full name and e-mail address if you have it.

Answered: 12 Skipped: 4

#	RESPONSES	DATE
1	Meghan Compton, LA for Rep. Meadows, R-NC	4/3/2019 5:04 PM
2	Wittman's LA	4/3/2019 3:48 PM
3	Megan Compton megan.compton@mail.house.gov Curtis Rhyne curtis.rhyne@mail.house.gov Michael Buttner Michael_Buttner@tillis.senate.gov Cole T. Lyle cole_lyle@burr.senate.gov Katherine Stewart Katherine.stewart@mail.house.gov	4/1/2019 9:23 AM
4	I met with the receptionist. The Legislative Assistant I was scheduled to meet with was out sick.	4/1/2019 8:32 AM
5	Edward Kaczmarek Edward.Kaczmarek@mail.house.gov LA to Representative Jefferson Van Drew Brad Korten Brad.Korten@mail.house.gov LA to Representative Bonnie Watson Coleman Keith Roachford Keith_Roachford@menendez.senate.gov LA to Senator Robert Menendez Melissa Sanchez Melissa_sanchez@booker.senate.gov LA to Senator Cory Booker	3/31/2019 5:46 PM
6	NA	3/29/2019 3:20 PM
7	Rep. Rick Crawford Jay Campbell Jay.Campbell@mail.House.Gov Senator John Boozeman Shannon Vinson Shannon_Vinson@Boozeman.Senate.Gov Senator Tom Cotton Matt Somers Matt_Somers@cotton.Senate.Gov	3/29/2019 2:40 PM
8	Abbie Callahan - Legislative Assistant, for Congressman Joe Neguse ABBIE.CALLAHAN@MAIL.HOUSE.GOV Jim Notter, Chief of Staff, 5th District for Steny Hoyer Jim.Notter@mail.house.gov	3/29/2019 2:40 PM
9	Nathan Wolfe - Sen Cornyn's office Evan Bender - Judge Carter's office	3/29/2019 2:20 PM
10	Edward.kaczmarek@mail.house.gov Brad.korten@mail.house.gov Keith_roachford@menendez.senate.gov Melissa_sanchez@booker.senate.gov	3/29/2019 2:18 PM
11	N/A	3/29/2019 2:14 PM
12	Sen. Braun & Robert Ordway Sienna DeSantis	3/29/2019 2:14 PM

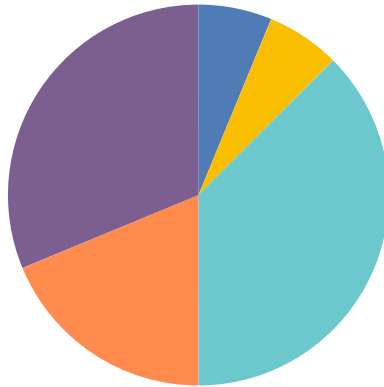
Q6 Please provide a short summary of their response to your ask.

Answered: 12 Skipped: 4

#	RESPONSES	DATE
1	Very attentive. Had read up on section 846 in preparation for our visit. Seemed to be a small business advocate. Very positive visit.	4/3/2019 5:04 PM
2	Attentive, but unaware Promised to review and stay on top of it	4/3/2019 3:48 PM
3	All were extremely receptive except for Katherine Stewart, as she did not have a clue. All the others understood immediately and made the leap that it is all about the data on the e-commerce platform.. Whoever controls the data, controls the marketplace. They all asked questions and seemed genuinely concerned. All thought that our asks were reasonable and very realistic. I felt encouraged by their responses.	4/1/2019 9:23 AM
4	She asked several questions that I was not prepared to answer. It was a very short meeting	4/1/2019 8:32 AM
5	I am sure Mike will provide his perceptions as well but, and remember I am a novice at this, in my opinion, all of the meeting were productive, successful and essentially identical. To my recollection only Brad required a little more background than the others before the lightbulb went on! I have to stop here and commend my partner for 1) His patience with me and experience in guiding us through the process and the approach; 2) Hanging in there through all but the last meeting with two broken toes, (I'll let him explain that but I swear I found him that way and any story to the contrary is "fake news")! Seriously, all of the LA's were cordial, they listened, and voiced their support for the Council. They seemed to understand and agree with our assertion that Amazon should not be the controller of the portal, while also selling on the portal. They were all interested in hearing about Representative Velasquez's legislation and would like to be kept informed of her progress and her plans for rolling it out. They all seemed interested in our portal and Melissa asked me a lot of questions about GSA's follow-up and decision making timeline.	3/31/2019 5:46 PM
6	NA	3/29/2019 3:20 PM
7	All were very receptive Sen Cotton asked his aid to follow up with Rep Valesquez to see what could happen on the Senate side	3/29/2019 2:40 PM
8	They will review with the Congressman	3/29/2019 2:40 PM
9	Evan did not seem very informed but promised to get the information to the Judge. Nathan was very informed and asked to see the wording on the proposal by Rep Velasquez. Can Paul please send that to him?	3/29/2019 2:20 PM
10	All very positive. Clearly understood our position. Were going to look into to representative Valasques initiative	3/29/2019 2:18 PM
11	N/A	3/29/2019 2:14 PM
12	All were supportive and asked to be kept up-to-speed as developments occur.	3/29/2019 2:14 PM

Q7 Rate the overall experience of your Hill visit.

Answered: 16 Skipped: 0



■ Not at all valuable
 ■ Not so valuable
 ■ Somewhat valuable
 ■ Very valuable
■ Extremely valuable
 ■ N/A

(no label)	NOT AT ALL VALUABLE	NOT SO VALUABLE	SOMEWHAT VALUABLE	VERY VALUABLE	EXTREMELY VALUABLE	N/A	TOTAL	WEIGHTED AVERAGE
	0.00%	6.25%	6.25%	37.50%	18.75%	31.25%	16	4.00
	0	1	1	6	3	5		

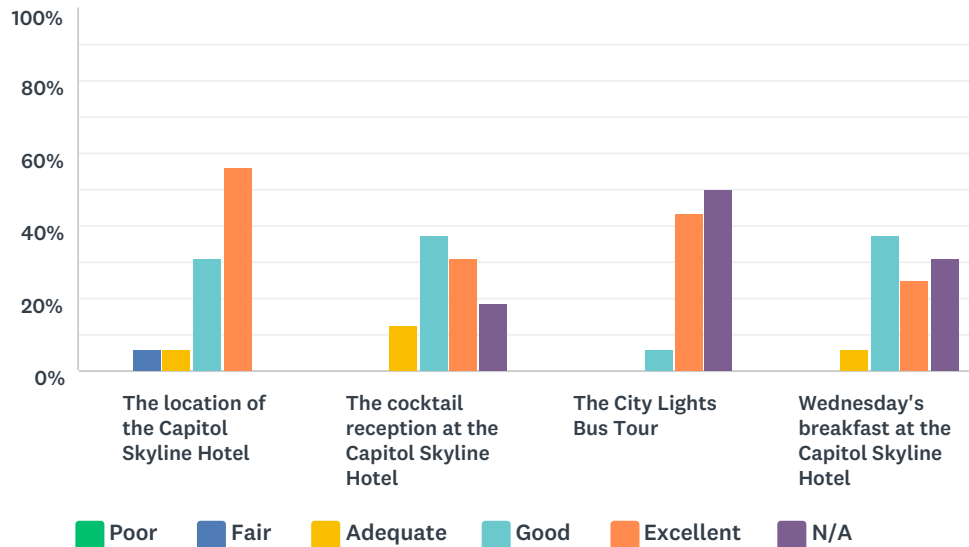
Q8 Provide any additional feedback you'd like to share about your Hill visits.

Answered: 6 Skipped: 10

#	RESPONSES	DATE
1	Great story. While waiting for our appointment, with 2 other AOPD members, a delivery was made to Congressman Meadows' office by Impact Office, another AOPD member. Introductions all around and personally thanked the office team for supporting small business and independent office products dealers with their office products business. Was a cool off-chance incident.	4/3/2019 5:04 PM
2	Based on information from the speakers and the literature provided, I felt well prepared and was able to make great presentations on the Hill	4/1/2019 9:23 AM
3	I felt a little underprepared for my scheduled meetings	4/1/2019 8:32 AM
4	This s a wonderful opportunity to meet with our elected officials. I have found that when we are prepared we are listened to and greeted with enthusiasm	3/29/2019 2:40 PM
5	Paul Miller did an excellent job preparing the group for the experience, equipping us with talking points, and leave behind folders.	3/29/2019 2:40 PM
6	N/A	3/29/2019 2:14 PM

Q9 Please rate the following:

Answered: 16 Skipped: 0



	POOR	FAIR	ADEQUATE	GOOD	EXCELLENT	N/A	TOTAL	WEIGHTED AVERAGE
The location of the Capitol Skyline Hotel	0.00% 0	6.25% 1	6.25% 1	31.25% 5	56.25% 9	0.00% 0	16	4.38
The cocktail reception at the Capitol Skyline Hotel	0.00% 0	0.00% 0	12.50% 2	37.50% 6	31.25% 5	18.75% 3	16	4.23
The City Lights Bus Tour	0.00% 0	0.00% 0	0.00% 0	6.25% 1	43.75% 7	50.00% 8	16	4.88
Wednesday's breakfast at the Capitol Skyline Hotel	0.00% 0	0.00% 0	6.25% 1	37.50% 6	25.00% 4	31.25% 5	16	4.27

#	COMMENTS	DATE
1	Food options at the Skyline were kind of limited.	4/3/2019 5:04 PM
2	Hotel was in a very convenient location	4/1/2019 9:23 AM
3	The Capital Skyline has seen better days. Otherwise it was an excellent meeting, very productive and rewarding. I thoroughly enjoyed being part of it and hope we made a difference.	3/31/2019 5:46 PM
4	The only thing better is if it could have been a hotel on the Metro	3/29/2019 3:20 PM
5	Stayed with family so not much to say about the hotel -- food was average	3/29/2019 2:40 PM
6	The bus tour was a blast!	3/29/2019 2:40 PM

Q10 What did you like MOST about the Fly-In?

Answered: 16 Skipped: 0

#	RESPONSES	DATE
1	networking with peers, speakers.	4/10/2019 9:53 AM
2	Topics were very relevant. Best presentation of Section 846 I have seen yet	4/4/2019 1:16 PM
3	Speakers, especially last speaker on Tue and speaker on Wed morning. Hill visit was good.	4/3/2019 5:04 PM
4	Updates on policy	4/3/2019 3:48 PM
5	Getting to discuss issues with other people in our industry.	4/3/2019 3:38 PM
6	All the great information I learned and being able to network with people within our industry	4/1/2019 9:23 AM
7	The intentions of the fly-in was great. I think this was a great event and that more folks from the industry should attend.	4/1/2019 8:32 AM
8	Meetings with the legislative aids.	3/31/2019 5:46 PM
9	Networking with members and hearing about Section 846	3/29/2019 4:31 PM
10	Learning about Anti-Trust and being part of the American process to support small business. I was sorry I could not partake on the Hill	3/29/2019 3:20 PM
11	Good information and well spent time	3/29/2019 2:40 PM
12	The camaraderie and fellowship. It was wonderful that so many OFDA folks supported the 2019 gathering. Mike Tucker, and the NOPA team, did an incredible job planning and hosting this important event.	3/29/2019 2:40 PM
13	Networking with other dealers. The anti-trust lawyer was fascinating and informative. The time on the hill was great.	3/29/2019 2:20 PM
14	Afternoon meeting and hill visits	3/29/2019 2:18 PM
15	Speakers relevance to our issues	3/29/2019 2:14 PM
16	Good content	3/29/2019 2:14 PM

Q11 What did you like LEAST about the Fly-In?

Answered: 16 Skipped: 0

#	RESPONSES	DATE
1	m	4/10/2019 9:53 AM
2	n/a	4/4/2019 1:16 PM
3	Food at hotel	4/3/2019 5:04 PM
4	DC in general	4/3/2019 3:48 PM
5	Not thrilled with the venue.	4/3/2019 3:38 PM
6	Nothing, everything was well done.	4/1/2019 9:23 AM
7	Not fully understanding the details of our "ask" to congress	4/1/2019 8:32 AM
8	Venue	3/31/2019 5:46 PM
9	Not crazy about the hotel choice, but understand it probably worked well for out of towners making visits to the hill. Next year schedule around a Nats game...would be fun night for visitors.	3/29/2019 4:31 PM
10	I could not find a flight from Beltsville, MD into DC;) Everything was organized and wonderful!	3/29/2019 3:20 PM
11	early mornings	3/29/2019 2:40 PM
12	We missed the opportunity to take a group picture.	3/29/2019 2:40 PM
13	The GSA speakers - very monotone and really not super valuable information for me but hopefully it was to others.	3/29/2019 2:20 PM
14	The hotel	3/29/2019 2:18 PM
15	power point info on the screen very poor quality	3/29/2019 2:14 PM
16	Nothing really	3/29/2019 2:14 PM

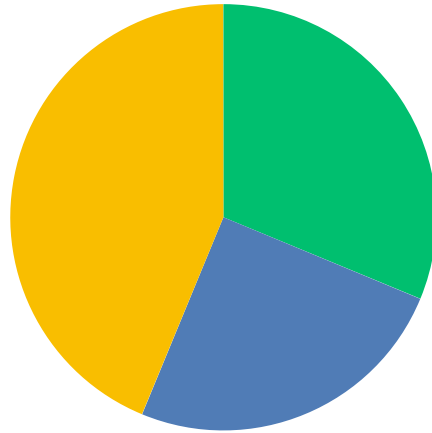
Q12 What topics would you like to see presented at a future IOPFDA Fly-In?

Answered: 9 Skipped: 7

#	RESPONSES	DATE
1	Really depends on what is pertinent at the time.	4/3/2019 5:04 PM
2	While we are all interested in topics that are industry related we should remember to consider business related issues as well if there is something pressing and of importance to include during visits	4/3/2019 3:48 PM
3	More focus on our ask. Details, specifics, about legislation being discussed	4/1/2019 8:32 AM
4	As useless as Representative Hern's talk was, he did provide priceless insight into how to approach the meetings. Any info of that nature is valuable.	3/31/2019 5:46 PM
5	Any current event topics	3/29/2019 4:31 PM
6	Previous years topics and results. What this Fly-In can accomplish.	3/29/2019 3:20 PM
7	more small business info including health care and taxes depending on the year	3/29/2019 2:40 PM
8	If they are willing, invite the subject matter experts in the audience to share an update. For example, Mike Jurkowski on AbilityOne, Charles Foreman or Mike Maggio on the integration, BSA for an update on Industry Week, etc.	3/29/2019 2:40 PM
9	More speakers geared to small business concerns.	3/29/2019 2:20 PM

Q13 Would you benefit from a wrap-up type of event after the Hill visits to compare your experience with other Dealers?

Answered: 16 Skipped: 0

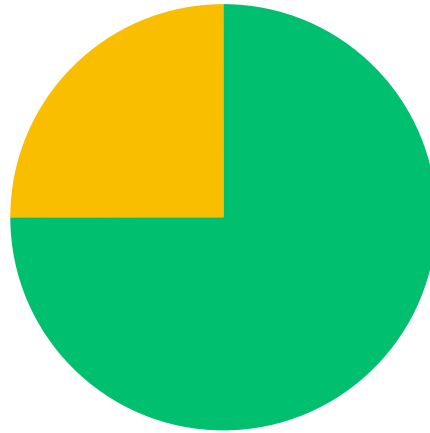


■ Yes
 ■ No
 ■ Undecided

ANSWER CHOICES	RESPONSES	
Yes	31.25%	5
No	25.00%	4
Undecided	43.75%	7
TOTAL		16

Q14 Do you plan to attend the 2020 IOPFDA Small Business Advocacy Fly-In?

Answered: 16 Skipped: 0



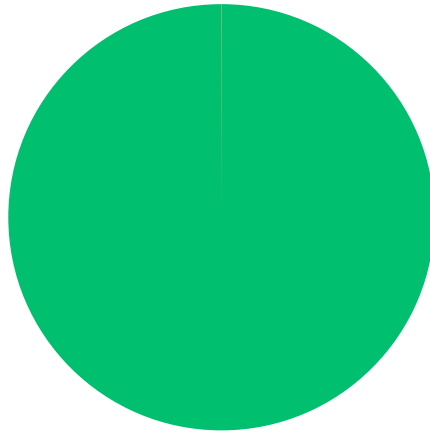
■ Yes
 ■ No
 ■ Undecided

ANSWER CHOICES	RESPONSES	
Yes	75.00%	12
No	0.00%	0
Undecided	25.00%	4
TOTAL		16

#	IF NO, PLEASE EXPLAIN.	DATE
1	Depends on timing.	4/3/2019 5:04 PM

Q15 Would you recommend attending IOPFDA Small Business Advocacy Fly-In to another Dealer?

Answered: 16 Skipped: 0



■ Yes
 ■ No
 ■ Undecided

ANSWER CHOICES	RESPONSES	
Yes	100.00%	16
No	0.00%	0
Undecided	0.00%	0
TOTAL		16

#	IF NO, PLEASE EXPLAIN.	DATE
	There are no responses.	

Q16 OPTIONAL: What can we do to improve the IOPFDA Small Business Advocacy Fly-In for next year?

Answered: 6 Skipped: 10

#	RESPONSES	DATE
1	Provide attendees the "leave behind notes" and "ask" prior to the event	4/1/2019 8:32 AM
2	Not sure. Think Mike T and staff put together a tight, comprehensive event.	3/29/2019 4:31 PM
3	Provide slides and possibly even a recording of the speakers at the event.	3/29/2019 3:20 PM
4	Add focus groups, &/or break out sessions, to enable sub groups to focus w/ peers and colleagues on their key areas of interest: Furniture, GSA Schedules, or Legal environment, etc.	3/29/2019 2:40 PM
5	It was really outstanding this year! Maybe a heartier meal on Tuesday night before the tour.	3/29/2019 2:20 PM
6	I think we need to review the content of presentations in advance. I had no idea what Jeff Calhoun was discussing. Used lots of acronyms and talked about a lot of different people. Everyone around me had very perplexed looks on their faces.	3/29/2019 2:18 PM

Q17 OPTIONAL: Please provide us with a testimonial that can be used on the IOPFDA website or future meeting promotional materials (thank you!)

Answered: 9 Skipped: 7

#	RESPONSES	DATE
1	Mike Tucker has done a great job making this association relevant again, keep up the good work!	4/10/2019 9:53 AM
2	The IOPFDA Small Business Advocacy Fly-In is a worthwhile event. The caliber of the speakers and the information that was shared is invaluable. With all the information and material provided, I felt well prepared to take our small business concerns to The Hill.	4/1/2019 9:23 AM
3	Industry veteran, and current NOPA President, Mike Tucker, has the organization focused on advocacy and education with a clear vision of how it can best serve its members. Now more than ever, NOPA is a critical affiliation for all in the IDC with business interests impacted by the legislative process. It's a must membership.	3/29/2019 4:31 PM
4	This Fly-In was extremely relevant to current concerns in our Industry and it is great to be able to have a voice and be heard. Also appreciate being able to ask questions directly to GSA on important topics and changes such as the topic to consolidate all schedules into one. Thank you, THANK YOU for being invited to this opportunity. It was a privilege to be part of this and it was even FUN! The city Bus tour was a very nice and appropriate touch.	3/29/2019 3:20 PM
5	This is a great opportunity to meet your elected officials and have your voice heard. A well spent day and 1/2	3/29/2019 2:40 PM
6	Mike Tucker, and NOPA team, did an excellent job planning and hosting one of the most important industry events of the year.	3/29/2019 2:40 PM
7	The IOPFDA fly-in was a great chance to increase the power of our voice as independent dealers by coming together and advocating for small business concerns with our Senators and Representatives.	3/29/2019 2:20 PM
8	This is an absolutely great event. We have a choice as members of this community. We can challenge the system and make our voices heard or we can simply sit back and complain about things we don't like while doing little to change them.	3/29/2019 2:18 PM
9	Information provided is so very important to the office products industry, but could be very relevant to any small business	3/29/2019 2:14 PM