

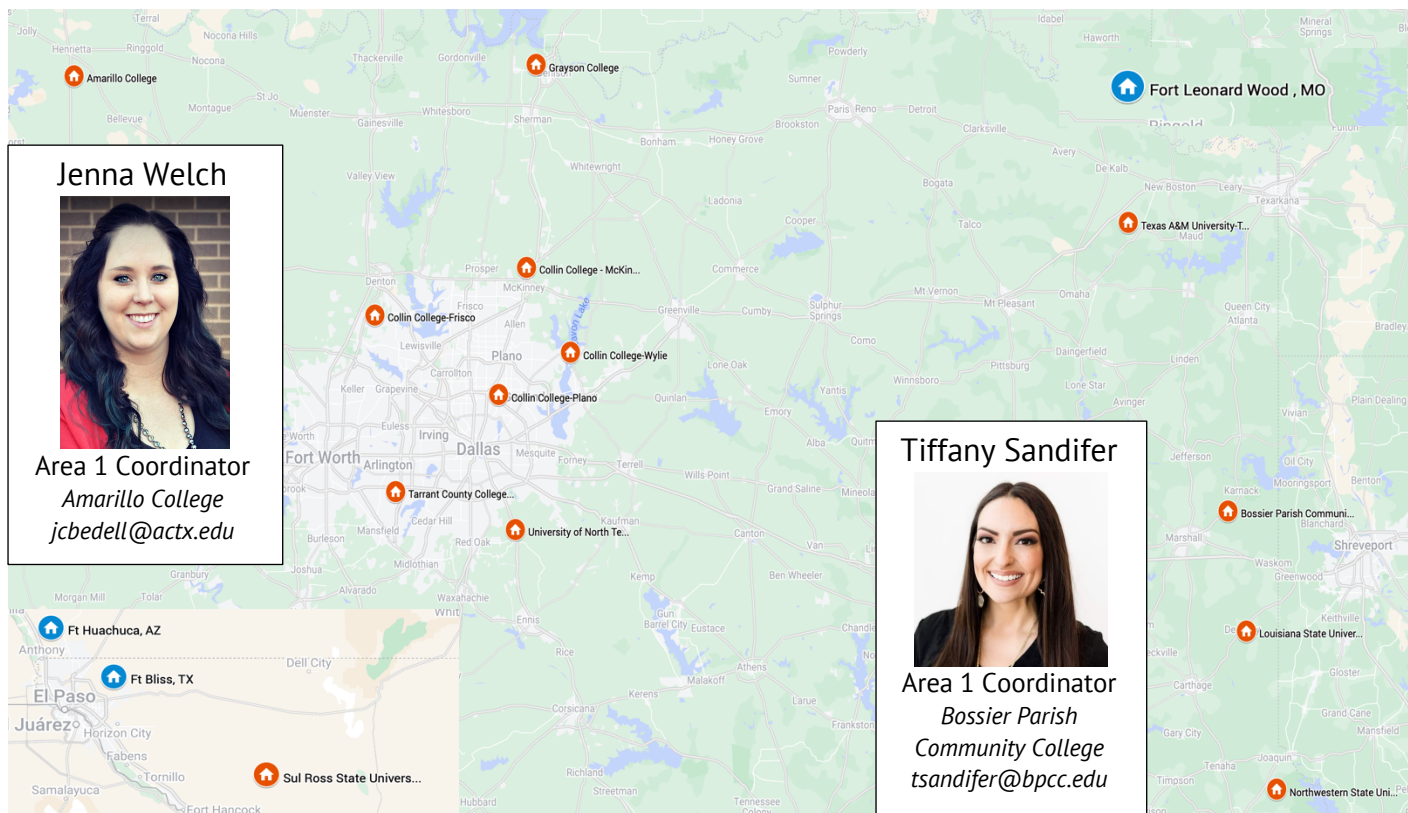
# APCA 2023 Houston Cooperative Buying Coordinators / Maps



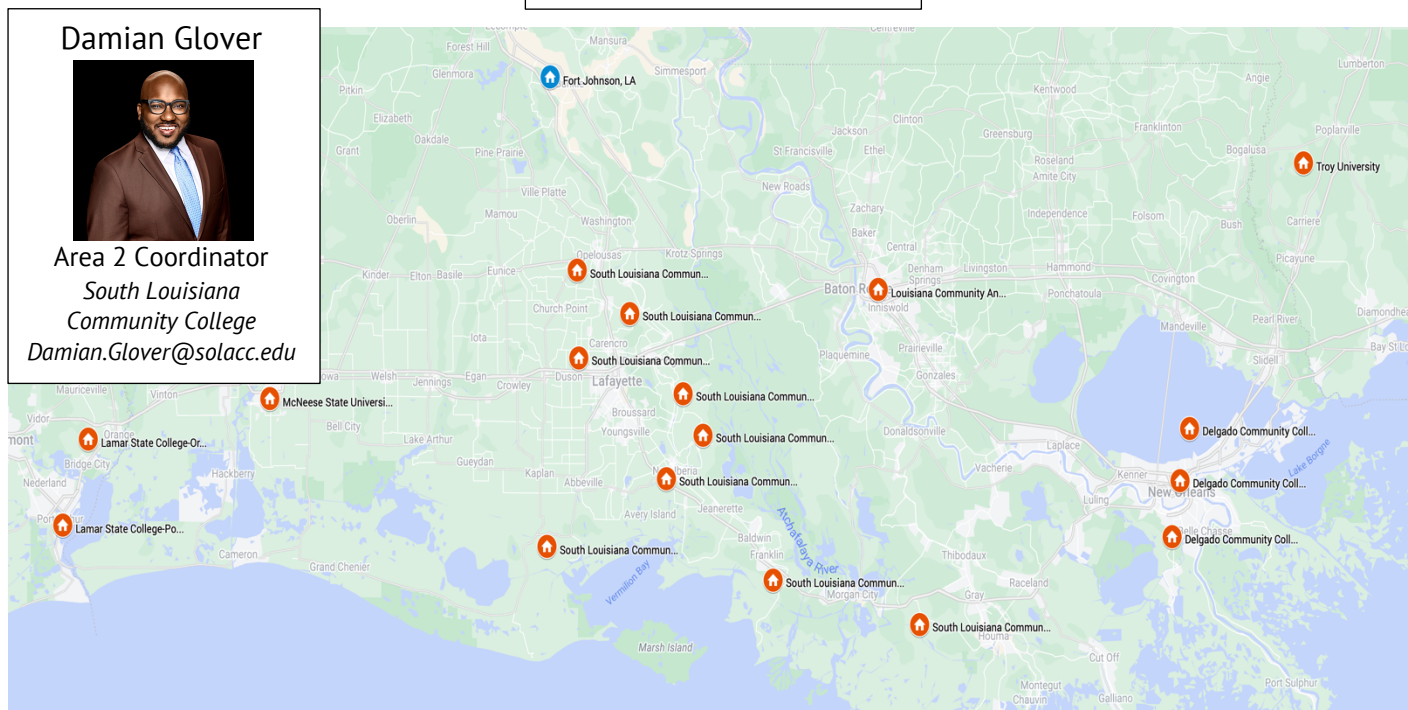
These maps show the geographic location of the schools attending the conference. Please use them as a reference tool for cooperative buying. The contact information for the schools listed can be found on the information chart on the reverse of this page. The regional coordinators are available during the conference and our cooperative buying sessions to discuss the formation of cooperatively booked tours to save your school money on booking talent.

**PLEASE BE SURE TO ATTEND ALL COOPERATIVE BUYING MEETINGS AND WORK TOGETHER TO SAVE YOUR BUDGETS!**

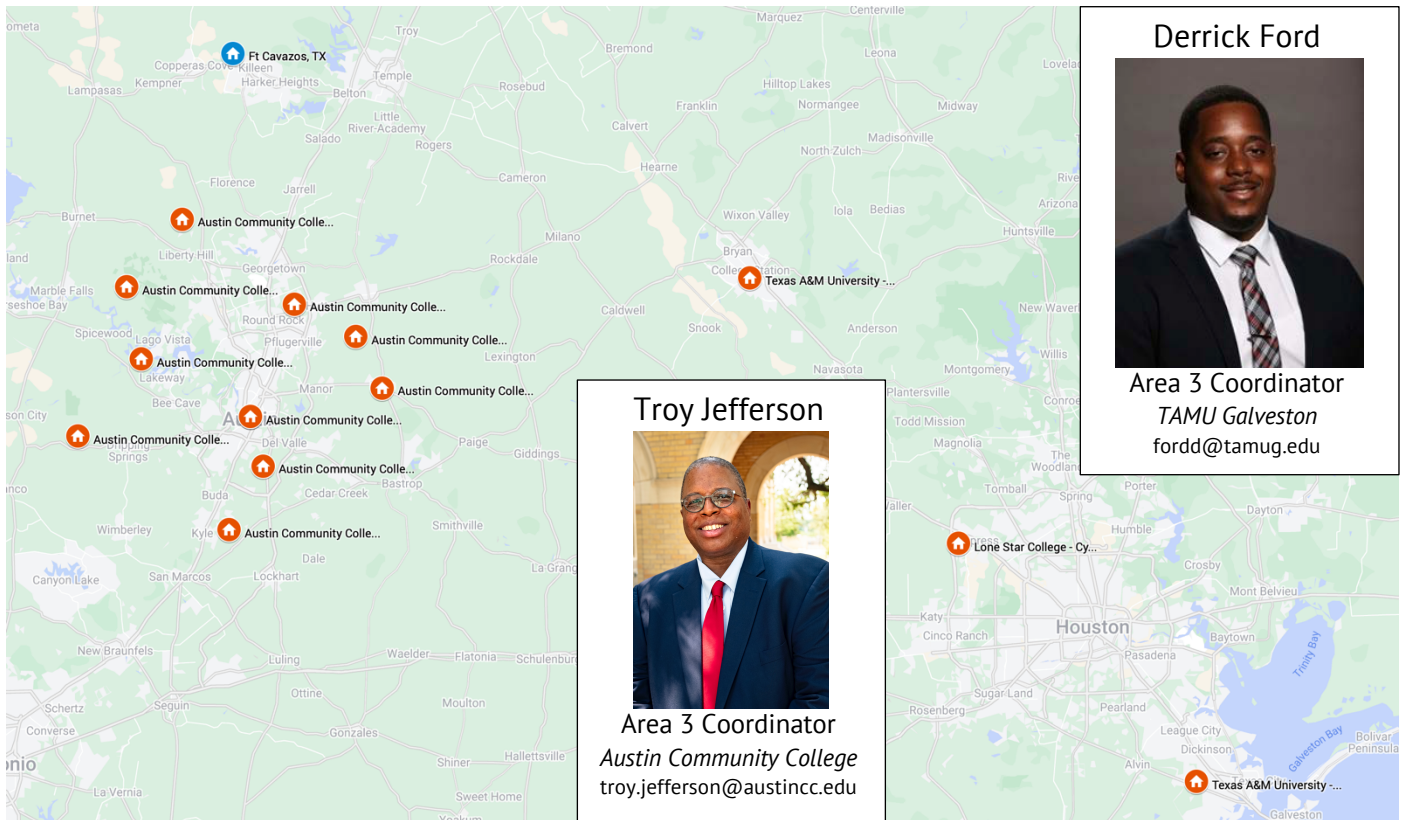
## CO-OP AREA 1




## CO-OP AREA 2



## CO-OP AREA 3




**Derrick Ford**



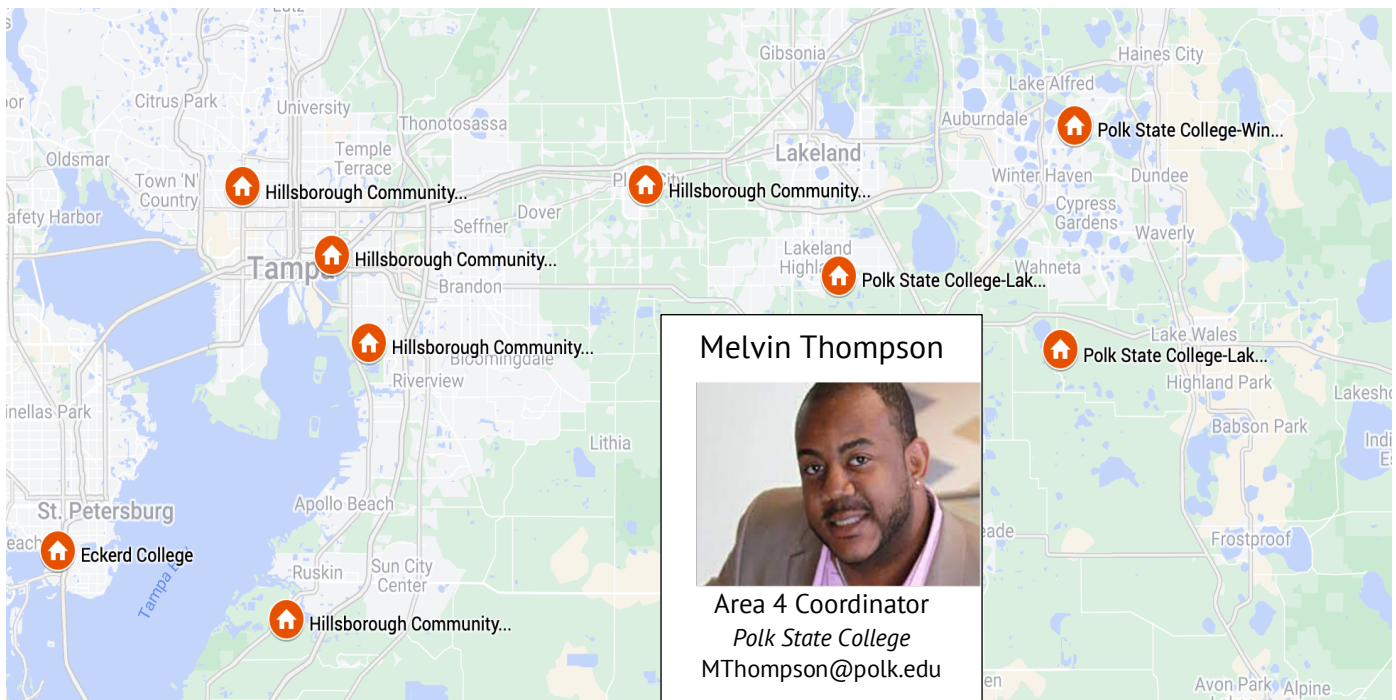
**Area 3 Coordinator**  
**TAMU Galveston**  
**fordd@tamug.edu**

**Troy Jefferson**




**Area 3 Coordinator**  
**Austin Community College**  
**troy.jefferson@austincc.edu**

## CO-OP AREA 4



**Melvin Thompson**



**Area 4 Coordinator**  
**Polk State College**  
**MThompson@polk.edu**





# APCA Houston School Advisor / Talent Buyer Delegate Listings

## Schools: 56 Campuses

Army Garrisons: Ft Bliss, TX • Ft Cavazos, TX • Fort Johnson, LA • Fort Leonard Wood, MO • Ft Huachuca, AZ

Cruise Lines: Carnival, Princess, Norwegian, Disney

(System buyers booking for multiple campuses in **Bold**, campuses represented by them below **Bold** campus listings)

COLLEGE NAME	FIRST NAME	LAST NAME	EMAIL ADDRESS	PHONE NUMBER	ADDRESS	CITY	STATE	ZIP
Amarillo College	Jenna	Welch	jcwelch@actx.edu	(806) 371-5259	2201 S. Washington Street	Amarillo	TX	79109
<b>Austin Community College Rio Grande</b>	<b>Troy</b>	<b>Jefferson</b>	<b>troy.jefferson@austinctc.edu</b>	<b>(512) 223-3011</b>	<b>1212 Rio Grande Avenue</b>	<b>Austin</b>	<b>TX</b>	<b>78701</b>
Austin Community College - Cypress Creek	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-2120	1555 Cypress Creek Rd.	Cedar Park	TX	78613
Austin Community College - Eastview	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-3114	3401 Webberville Road	Austin	TX	78701
Austin Community College - Elgin	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-9427	1501 West U.S. Hwy 290	Elgin	TX	78621
Austin Community College - Hays	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 262-6542	1200 Kohlers Crossing	Kyle	TX	78640
Austin Community College - Highland	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-7159	6101 Highland Campus Drive	Austin	TX	78752
Austin Community College - Northridge	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-4611	11928 Stonehollow Drive	Austin	TX	78758
Austin Community College - Riverside	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-3011	1020 Grove Boulevard	Austin	TX	78741
Austin Community College - Round Rock	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-0137	4400 College Park Drive	Austin	TX	78665
Austin Community College - San Gabriel	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-2512	449 San Gabriel Campus Dr.	Leander	TX	78641
Austin Community College - South Austin	Troy	Jefferson	troy.jefferson@austinctc.edu	(512) 223-9173	1820 W. Stassney Lane	Austin	TX	78745
Bossier Parish Community College	Tiffany	Sandifer	tsandifer@bpcc.edu	(318) 678-6144	6220 E. Texas St	Bossier City	LA	71111
Bossier Parish Community College	Michelle	Triplet	mtriplet@bpcc.edu	(318) 678-6144	6220 E. Texas St	Bossier City	LA	71111
Bossier Parish Community College	Kelly	McFarland	kmcfarland@bpcc.edu	(318) 678-6144	6220 E. Texas St	Bossier City	LA	71111
<b>Collin College-Frisco</b>	<b>Cheri</b>	<b>Root</b>	<b>croot@collin.edu</b>	<b>(972) 881-5788</b>	<b>2800 E. Spring Creek Pkwy</b>	<b>Plano</b>	<b>TX</b>	<b>75074</b>
<b>Collin College-Frisco</b>	<b>Suzette</b>	<b>Clement</b>	<b>sclement@collin.edu</b>	<b>(972) 881-5788</b>	<b>2800 E. Spring Creek Pkwy</b>	<b>Plano</b>	<b>TX</b>	<b>75074</b>
Collin College - McKinney	Cheri	Root	croot@collin.edu	(972) 881-5788	2200 West University Drive	McKinney	TX	75071
Collin College - Plano	Cheri	Root	croot@collin.edu	(972) 881-5788	2800 E. Spring Creek Pkwy, Plano T. Plano	Plano	TX	75074
Collin College - Wylie	Cheri	Root	croot@collin.edu	(972) 881-5788	2800 E. Spring Creek Pkwy	Plano	TX	75074
<b>Delgado Community College - City Park</b>	<b>Brian</b>	<b>Rosenthal</b>	<b>brosen@dcc.edu</b>	<b>(504) 971-5650</b>	<b>615 City Park Avenue</b>	<b>New Orleans</b>	<b>LA</b>	<b>70119</b>
Delgado Community College - Sidney Collier	Brian	Rosenthal	brosen@dcc.edu	(504) 971-5652	3727 Louisa Street	New Orleans	LA	70126
Delgado Community College - Westbank	Brian	Rosenthal	brosen@dcc.edu	(504) 971-5651	2600 General Meyer Avenue	New Orleans	LA	70114
Eckerd College	Lova	Patterson	patterlm@eckerd.edu	(727) 864-8421	4200 54th Avenue S.	St. Petersburg	FL	33711-4744
Eckerd College	Lindsey	Curtis	lindseylcurtis@gmail.com	(727) 864-8421	4200 54th Avenue S.	St. Petersburg	FL	33711-4744
Eckerd College	Madeline	Morgen	maddymorgen44@gmail.com	(727) 864-8421	4200 54th Avenue S.	St. Petersburg	FL	33711-4744
Grayson College	Shantee	Siebuhr	siebuhrs@grayson.edu	(903) 463-8693	6101 Grayson Drive	Denison	TX	75020
Grayson College	Madeline	Hector	hectorm@grayson.edu	(903) 463-8693	6101 Grayson Drive	Denison	TX	75020
<b>Hillsborough Community College - Dale Mabry</b>	<b>Catherine</b>	<b>Korman</b>	<b>dmstudentactivities@hccfl.edu</b>	<b>(813) 253-7265</b>	<b>4001 W. Tampa Bay Blvd.</b>	<b>Tampa</b>	<b>FL</b>	<b>33614</b>
Hillsborough Community College - Brandon	Catherine	Korman	dmstudentactivities@hccfl.edu	(813) 253-7942	10451 Nancy Watkins Dr	Tampa	FL	33619
Hillsborough Community College - Southshore	Catherine	Korman	dmstudentactivities@hccfl.edu	(813) 259-6120	551 24th NE Ave	Ruskin	FL	33570
Hillsborough Community College - Ybor	Catherine	Korman	dmstudentactivities@hccfl.edu	(813) 253-7657	2112 North 15th Street	Tampa	FL	33605
Hillsborough Community College - Plant City	Catherine	Korman	dmstudentactivities@hccfl.edu	(813) 757-2107	1206 N Park Rd	Plant City	FL	33563
Lamar State College Orange	Amy	Moore	amy.moore@lsc.edu	(409) 882-3097	410 Front Street	Orange	TX	77630
Lamar State College Orange	Ashley	Guillory	ashley.guillory@lsc.edu	(409) 882-3097	410 Front Street	Orange	TX	77630
Lamar State College Port Arthur	Dr. Rezvan	Khoshlessan	khoshlessan@lamarpa.edu	(409) 984-6191	1500 Procter Street	Port Arthur	TX	77640
Lone Star College CyFair	Dallas	Brown	dallas.brown@lonestar.edu	(832) 482-1026	9191 Barker Cypress	Cypress	TX	77433-1383
Louisiana Community and Technical College	Dr. Chandler	LeBoeuf	chandlerleboeuf@lctcc.edu	(225) 324-6654	265 S. Foster Drive	Baton Rouge	LA	70806
Louisiana State University Shreveport	Rebekah	Hensley	rebekah.hensley@lsus.edu	(318) 795-2470	1 University Place	Shreveport	LA	71115
McNeese State University	Bralyn	Simmons	bsimmons2@mcneese.edu	(337) 475-5295	4205 Ryan Street	Lake Charles	LA	70605
McNeese State University	Jacqueline	Clark	jclark@mcneese.edu	(337) 475-5295	4205 Ryan Street	Lake Charles	LA	70605
Northwestern State University	Dr. Yonna	Pasch	paschy@nsula.edu	(318) 357-6128	185 Sam Sibley Drive	Natchitoches	LA	71497
<b>Polk State College Lake Wales</b>	<b>Melvin</b>	<b>Thompson</b>	<b>hthompson@polk.edu</b>	<b>(863) 669-2903</b>	<b>152 E. Central Avenue</b>	<b>Lake Wales</b>	<b>FL</b>	<b>33853</b>
<b>Polk State College Lakeland</b>	<b>Blessen</b>	<b>Jacob</b>	<b>bjacob@polk.edu</b>	<b>(863) 292-3762</b>	<b>3425 Winter Lake Road</b>	<b>Lakeland</b>	<b>FL</b>	<b>33803</b>
Polk State College Winterhaven	Melvin	Thompson	hthompson@polk.edu	(863) 669-2903	999 Ave. H NE	Winter Haven	FL	33881
<b>South Louisiana Community College Acadian</b>	<b>Damian M.</b>	<b>Glover</b>	<b>damian.glover@solacc.edu</b>	<b>(337) 521-9000</b>	<b>1933 W. Hutchinson Avenue</b>	<b>Crowley</b>	<b>LA</b>	<b>70562</b>
South Louisiana Community College - C.B. Coreil	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	1124 Vocational Drive	Ville Platte	LA	70586
South Louisiana Community College - Evangeline	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	6305 Main Highway	St. Martinville	LA	70582
South Louisiana Community College - Franklin	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	1013 Perret Street	Franklin	LA	70538
South Louisiana Community College - Gulf Area	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	1115 Clover Street	Abbeville	LA	70510
South Louisiana Community College - Lafayette	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	1101 Bertrand Drive	Lafayette	LA	70506
South Louisiana Community College - New Iberia	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	908 Ember Drive	New Iberia	LA	70560
South Louisiana Community College - T.H. Harris	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	332 E. South Street	Opelousas	LA	70570
South Louisiana Community College - Young Memorial	Damian M.	Glover	damian.glover@solacc.edu	(337) 521-9000	900 Youngs Road	Morgan City	LA	70380
South Texas College	Abdaly	Avilez	ayanez_4642@southtexascollege.edu	(956) 872-7005	3201 W. Pecan Blvd	McAllen	TX	78572
South Texas College	Heather	Rodriguez	hrodrig7@southtexascollege.edu	(956) 447-1208	3201 W. Pecan Blvd	McAllen	TX	78572
Sul Ross State University	Candes	Ramon	cramon2@sulross.edu	(432) 837-8191	P.O. Box C-190	Alpine	TX	79832
Sul Ross State University	Isaac	Pizarro	isaac.pizarro@sulross.edu	(432) 837-8191	P.O. Box C-190	Alpine	TX	79832
Sul Ross State University	Elizabeth	Rodriguez	elizabeth.rodriguez@sulross.edu	(432) 837-8191	P.O. Box C-190	Alpine	TX	79832
Tarrant County College	Alex	Searsy	hannah.searsy@tccd.edu	(817) 515-3935	2100 Southeast Pkwy	Arlington	TX	76018
Texas A&M University - Galveston	Derrick	Frod	fordd@tamug.edu	(409) 740-4557	P.O. Box 1675	Galveston	TX	77553
Texas A&M University - College Station	Doug	Sweet	dougsweet@tamu.edu	(979) 847-8945	1237 TAMU	College Station	TX	77843
Texas A&M University - Texarkana	Ta'Mar	Coby	mcoby@tamut.edu	(903) 223-1351	7101 University Avenue	Texarkana	TX	75503
Texas A&M University - Texarkana	Celeste	McNiel	cmcniel@tamut.edu	(903) 223-1351	7101 University Avenue	Texarkana	TX	75503
Texas A&M University - Texarkana	Kevin	Taylor	ktaylor@tamut.edu	(903) 223-1351	7101 University Avenue	Texarkana	TX	75503
Troy University	Destini	Peoples	dpeoples175515@troy.edu	(334) 670-3227	600 University Avenue	Troy	AL	36082
Troy University	Sadaris	Williams	swilliams12413@troy.edu	(334) 670-3227	600 University Avenue	Troy	AL	36082
University of North Texas Dallas	Rifeta	Badic-Grady	rifeta.badic@untDallas.edu	(972) 338-1781	7400 University Hills Blvd.	Dallas	TX	75241
University of North Texas Dallas	Jennifer	Skinner	jennifer.skinner@untDallas.edu	(972) 338-1781	7400 University Hills Blvd.	Dallas	TX	75241
University of North Texas Dallas	Emily	Van Kirk	emily.vankirk@untDallas.edu	(972) 338-1781	7400 University Hills Blvd.	Dallas	TX	75241
University of North Texas Dallas	Madeline	Peña	madeline.pena@untDallas.edu	(972) 338-1781	7400 University Hills Blvd.	Dallas	TX	75241
University of Texas Rio Grande Valley Brownsville	Anahi	Esquivel Cantu	anahi.esquivelcantu01@utrgv.edu	(956) 882-7575	1 West University Blvd.	Brownsville	TX	78520
<b>University of Texas Rio Grande Valley Edinburg</b>	<b>Anahi</b>	<b>Esquivel Cantu</b>	<b>anahi.esquivelcantu01@utrgv.edu</b>	<b>(956) 882-7575</b>	<b>1201 W. University Drive</b>	<b>Edinburg</b>	<b>TX</b>	<b>78539</b>

# APCA COOPERATIVE BUYING POLICIES, MAPS AND DELEGATE LISTINGS

## APCA Cooperative Buying

APCA Cooperative Buying is a program that gives the schools attending APCA conferences the ability to merge their buying power, offering performers a block of dates in a specified time period in exchange for a lower price and sharing of travel costs (when applicable) with other schools.

### Things to consider when preparing for a conference:

Find out if you have the ability to book onsite and/or sign contracts • Bring calendars, planners, & budget • Network with schools in your area before, during, and after Cooperative Buying Sessions! • Can you book for in-person or virtual events?

### Types of Interest

When submitting your interest in bringing an artist to your school, there are three levels of commitment from which to choose: AI-Attraction Interest, CB-Commitment to Block, and RC-Request Contract.

**(AI) Attraction Interest** – This option commits neither party to a binding contract. It indicates that the school has a strong interest in bringing this act to their campus. A submitted AI retains the option for the school (purchaser) to book the act at the published APCA conference program price for up to 21 days after the conference. If the interested school wishes to book the attraction at the isolated convention price structure or join a block, the attractions representative must be notified within 21 calendar days.

**(CB) Commitment to Block** – This option means the school (purchaser) has expressed their desire to enter into a contract if a block of as many as two schools (including their own; i.e. ONE other school) file a similar CB interest in the act within the following time frames:

*For on-campus events: 2 bookings within 3 days, 3 bookings within 5 days, or 5 bookings within 7 days*

*For virtual events: 2 bookings, 3 bookings, or 5 bookings within the same month.*

If the block forms within 21 calendar days, the schools agreeing to the block must contract at the block price listed for that number plus any on-site event additions noted by the artist in their pricing (i.e. travel and lodging, lights, sound, etc.) listed for the act in the APCA conference materials or agreed upon by Cooperative Buying form travel rider.

**(RC) Request Contract** – You have agreed to purchase this attraction during the conference dates and are bound to the terms of the artist pricing listed in their Cooperative Buying conference materials. Both parties agree to honor all APCA Cooperative Buying guidelines and procedures as required by APCA Cooperative Buying Policies and Grievance Procedures.

### More Ways to Save!

FTE and Onsite Discount programs will be offered to qualifying APCA member schools attending our campus activities planning conferences to ensure affordability for schools.

### Onsite Purchasing Discounts

Participating Associates will offer a 10% discount on any published price (isolated or block) to any schools who book onsite by using either a “Request Contract” or “Commitment to Block” form. This discount is in addition to any block discounts available. Associates offering this discount will have an “Onsite Discounts” sign displayed in their Exhibit Hall booth.

### Full-Time Enrollment (FTE) Discounts








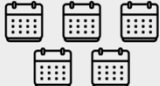

To facilitate quality programming for smaller schools, APCA has developed a voluntary “FTE” (full-time enrollment) discount card program. Based on the full-time enrollment status of the campus, a school may receive between 3%-7% off the listed price of a participating artist or other attraction. This discount is in addition to any other cooperative or onsite discounts, but the attraction must be booked at the conference. The breakdown of the school population full-time enrollment (FTE) discounts are as follows:

Below 3,000: FTE Discount 7%

3,000-4,999: FTE Discount 5%

5,000-9,999: FTE Discount 3%

These programs are completely voluntary. A listing of all APCA Associates offering these discounts as well as the schools accepted for the FTE discount will be published and distributed at the conference. All Associates participating in either or both programs will be given signs to place in their Exhibit Hall booths indicating their participation. Schools accepted to receive FTE discounts will be given FTE cards to present to participating Associates when filling out Cooperative Buying forms.

2 OF 3	3 OF 5	5 OF 7
 Entertainer, Vendor or Speaker	 Entertainer, Vendor or Speaker	 Entertainer, Vendor or Speaker
 Visiting 2 Campuses Within 250 Miles of Each Other	 Visiting 3+ Campuses Within 250 Miles of Each Other	 Visiting 5+ Campuses Within 250 Miles of Each Other
 Within 3 Days	 Within 5 Days	 Within 7 Days
CHECK OUT THE INCREDIBLE SAVINGS ACHIEVED BY AN APCA SCHOOL THAT BOOKED 18 ACTS AT OUR NATIONAL CONFERENCE:		
<b>\$39,450</b> Regular Isolated Pricing	<b>\$28,120</b> Cooperative Buying Pricing	<b>\$11,330</b> Saved!

**The First Cooperative Buying Caucus is at 9:30AM on Saturday Morning!**  
**Please be there in the Richmond Room to participate!**