If you missed the NIGP 2018 Forum, you missed out on some great networking, food and educational sessions.

This year’s event was held in Nashville, TN. Central Gulf Coast Chapter was represented. Cindy Lambeth could not join us due to medical issue – we missed you Cindy.

Sunday’s keynote speaker had one heck of a story to tell. Image yourself a thirteen year-old, hundreds of miles away from home, in a strange city, and your mom leaves you at a bus station parking lot and drives off into the night with her lover.

That’s the real-life story of country music star, Jimmy Wayne. Jimmy was a former foster kid turned award-winning country recording artist whose songs and story highlight his mission to raise awareness for children in foster care. In 2010, Jimmy walked halfway across American (from Nashville to Phoenix) to raise awareness for kids aging out of the foster care system. In 2012, he helped get legislative bills passed extending the age of foster care to 21 in California, Tennessee, North Carolina, and Ohio. In 2014 he released “Walk to Beautiful: The Power of Love and a Homeless Kid Who Found the Way”, a three-time New York Times bestselling memoir. In 2016, he received the prestigious Points of Light award from President George W. Bush, and in 2017 he received an honorary Doctorate of Humane Letters from William Woods University.

Jimmy’s hits include “Stay Gone”, “Paper Angels”, “I Love You This Much” and “Do You Believe Me Now”. In 2019, Jimmy toured with Brad Paisley and recorded “Sara Smile” with rock’n roll Hall of Fame Daryl Hall and John Oates.

Members attended several educational sessions and ate WAY TOO much food. The Vendor Exhibit was well attended with fellow procurement professional and vendors.

Left to Right: Dan Fuller, Tonia Lawson, Bob Pacenta, Sheila Faries, Bryan Gabbard, Tanya Doss, Jud Crane, Angie Jones and Travis Fulton.

https://www.cgccnigp.org/

September 2018
The forum offered lots of educational sessions from contract management, project management, disaster recovery, communication strategies, roadmap to leadership, succession planning, and much much more.

Look who I ran into

Selfie w/Joe Benjamin, our Chapter Ambassador

Selfie w/Rick Grimm, NIGP CEO

The Gaylord Opryland Resort was amazing!

Monday’s plenary session was presented by Special Agent Kyle Scheatzle of the FBI Miami Field Office – “Procurement Officials: The MPV’s in the Fight Against Procurement Fraud and Corruption”. We discovered how truly unique and tremendously valuable the position of a procurement official is in the fight against procurement fraud and corruption. Special Agent Scheatzle presented six (6) different investigations targeting conspiracies to corrupt the procurement process directly from the individuals who committed the crimes (vendors, manufacturers’ representatives, public officials) as they revealed their methods for corrupting the entire process. Members took away an updated and expanded list of the “Red Flags” of procurement cycle fraud and corruption derived from these investigations. This helpful document can assist you with examining your own work and your agency’s procedures going forward. If you would like a copy of the Red Flag trifold handout, email Special Agent Scheatzle at ksscheatzle@fbi.gov.

Wednesday’s closing keynote speaker featured Carey Lohrenz. Carey is a dynamic communicator with an incredible story. As the first female F-14 Tomcat pilot, she was a pioneer in military aviation. Having flown missions world-wide as a combat, mission-ready United States Navy pilot, she is used to working in fast moving, dynamic environments where inconsistent execution can generate catastrophic results.

Carey is uniquely qualified in the fundamentals of winning under pressure, reducing errors, and overcoming obstacles. Her mastery of these fundamentals can help your team triumph in this high-risk, time crunched world. Her experience in the all-male environment of fighter aviation and her ability to pass on the lessons learned in her career allow her to deliver insight and guidance from a credible platform.

As a high content Keynote Speaker, who is both motivational and inspirational, Carey inspires Fearless Leadership and increased team performance. She has been requested by name from some of the top Fortune 100 businesses. Her ability to connect with both an audience and on a one-on-one level, coupled with her knowledge and experience in leading high-performing, diverse teams, has made her highly sought after as a business consultant and leadership speaker.

Carey Lohrenz is the author of “Fearless Leadership: High-Performance Lessons from the Flight Deck.” She resides in Excelsior, MN and is currently working on her Masters in Business Administration in Strategic Leadership.
SAVE THE DATE for 2019

Mark your calendars for next year.

**Phone Scams**

Unfortunately, we live in a society that consists of those that thrive by preying on unsuspecting victims.

The best way to avoid becoming a victim is to stay informed. The most common scams are advertising, copier toner, printer cartridges, office supplies, and chemicals.

Most scams use common techniques to trap their victims. Company names and scenarios may change, but the tactics used to accomplish their goals are not unique. If a telephone or e-mail solicitor contacts you offering a “special sale”, it could be a supplier scam.

**NIPG** was asking for creative ideas to help name the new LMS – Learning Management System. They have arrived at a name and here is some background on how they got there and about the logo design. Ladies and Gentlemen – Meet “Aspire”!

**What is Aspire?**

- A unique learning environment that engages the senses, is easy to access, offers greater flexibility and is tailored to meet your specific needs.

- This streamlined learning journey empowers you to make a positive difference at work, in life and in the world.

- It's learning that's as powerful and personal as your aspirations.

- You aspire to make a better tomorrow by surrounding yourself with the tools, network and inspiration to become the change you want to see. Let’s Aspire!

**What does the logo signify?**

- The colored triangles depict a journey/experience in which multiple paths and learning options can be taken/are available. Providing for a personalized learning experience.

- The lowercase "i" in Aspire emphasizes that learning is a personal journey/experience and Aspire helps you achieve your goals – it's about your unique journey.

- The Modern font, depicts a fresh start, modern and updated offerings and delivery methods

**What does the tagline mean?**

- The tagline shows that learning is not a one-time event. It is a journey that continues forever and is ongoing and fluid. Changing based on personal and professional needs.

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“Say thank you, and don’t hesitate to give suppliers occasional praise for exceptional performance. They appreciate it and it is an incentive for continuing good work.”

- Harry E. Hough
  President, American Purchasing Society
USE OF COOPERATIVE CONTRACTS FOR PUBLIC PROCUREMENT  

After conducting extensive due diligence and market research, public procurement should, where permissible by law or regulation, consider the use of cooperative contracts, in order to lower prices, lower administrative costs, increase competition, and obtain more favorable terms and conditions. When using cooperative contracts, attention should be given to ensuring legal compliance, open competition, and effective/efficient use of time and resources.

It is a best practice to consider the use of cooperative procurement contracts, on a case-by-case basis, and only after proper due diligence has been performed. Cooperative procurement contracts are usually based on the combined requirements of multiple organizations. Government entities can save time and money, obtain higher quality products and services, and standardize products and services by using cooperative contracts.

Not all jurisdictions allow participation in cooperative contracts, either as a user or as a lead. Some jurisdictions restrict or regulate the scope of cooperatives. It is up to the procurement professional to seek guidance to ensure that compliance with all applicable laws are met.

Angie & Tonia’s adventures at Forum –
Angie & I had some amazing adventures with our husbands in Nashville.

Topgolf Nashville – it’s a sports entertainment complex that features an inclusive, high-tech golf game that everyone can enjoy. Paired with an outstanding food and beverage menu, climate controlled hitting bays and music.

The Bluebird Cafe is one of the world’s preeminent listening rooms and the venue has gained worldwide recognition as a songwriter’s performance space where the heroes behind the hits” perform their own songs; songs that have been recorded by chart-toping artists in all genres of music.

MANAGER versus LEADER

- The manager focuses on systems and structure; the leader focuses on people.
- The manager relies on control; the leader inspires trust.
- The manager has a short-range view; the leader has a long-range perspective.
- The manager asks how and when; the leader asks what and why.
- The manager has his or her eye always on the bottom line; the leader’s eye is on the horizon.
- The manager imitates; the leader originates.
- The manager accepts the status quo; the leader challenges it.
- The manager is the classic good soldier; the leader is his or her own person.
- The manager odes things right; the leader does the right thing.

We visited some nice bar/restaurants (Redneck Riviera and Ole Red) and show a performance at the Grand Ole Opry which featured Vince Gill, Eddie Montgomery of Montgomery Gentry (missing T-Roy), Dustin Lynch, Dillian Carmichael (Eddie Montgomery’s nephew – watch out for him), Exile and Trace Adkins.