HARKNESS RESCHEDULES FOR ANNUAL NOVEMBER LUNCHEON

Due to an unforeseen double scheduling, our Speaker for last month’s General Membership Meeting, Peter A. Harkness, editor and publisher of GOVERNING magazine, had to cancel his engagement in Columbus, but, did so with the promise of a return visit upon request. Alan Childress, Chairman of the Programs Committee, has confirmed that Harkness has been signed to make that appearance on November 19th at our Annual Luncheon at the Confluence Park. Make your plans now to be there for this awesome keynote speaker.

Harkness is widely recognized as an authority on the pulse in Washington, employing a creative energy in disseminating his message about the things that makes this Country tick. DON’T MISS THIS SESSION.

SHOCK OF THE MORNING...

*am I supposed to be somewhere?*

(If this first one comes as a shock to you, it’s because it started this morning... get scooting, you’re late!)

JUNE 4-6, 2008  8-5pm each day
DEVELOPING & MANAGING RFP’S IN THE PUBLIC SECTOR
STATE PURCHASING, Willow/Walnut, 4200 Surface Rd., Cols., OH
Everything you always wanted to know about RFP’s but were afraid to ask.

June 10, 2008  9:00 am - 11:00 am
ICPC MEETING:  LE’S TALK ABOUT I.C.P.C.
COTA BOARD ROOM
1600 McKinley Avenue, Columbus, OH
WHERE DO WE GO FROM HERE?

June 15, 2008
FATHER’S DAY

June 19, 2008
BOARD OF TRUSTEES MEETING
Public Utilities Complex, 910 Dublin Rd., 4th Floor Conference Room
2-4pm

NEGOTIATION

BOSS CAMP

JULY 14th, 2008  8AM
State Purchasing/DAS
4200 Surface Road
Columbus, OH

A ONE-DAY TRAINING CLASS
ON MASTERING THE ART OF NEGOTIATION

ED BRODOW
Have to take a turn for the good in this month’s MAGIC MOMENT. You people have figured out my madness with the help of your GOOGLING and it’s just too easy to come up with the Mystery Minute solutions… so, out with the old, in with the new.

In OLD BUSINESS, April’s EARLY BIRD gave you the following mystery:
A murderer is condemned to death. For his sentence, he has to choose between three rooms. The first one is full of raging fires, the second is full of assassins with loaded guns, and the third one is full of lions that haven’t eaten in three years. Being an acute observer, he immediately chooses one door… and lives. Which one did he choose and how did he survive?

and, EVERYONE and their brother quickly responded with the solution of:
He chose the 3rd Door because the LIONS were all dead from starvation after not eating, so he knew he would be safe. WALT SCHNEIDER, State of Ohio/DAS took only 3 minutes to solve the LAST Minute Mystery.

We also introduced you to a word problem puzzle, ironically called The Convention Caper. There were no winners in this contest, but, one contestant, Connie Gallicchio, Purchasing Coordinator, Department of Public Utilities, was as close as you can get without answering it correctly.

The solution to The Convention Caper is:

<table>
<thead>
<tr>
<th>FIRST NAME</th>
<th>LAST NAME</th>
<th>HOTEL NAME</th>
<th>STAR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joseph</td>
<td>Weaver</td>
<td>Fells Hollow Lodge</td>
<td>4</td>
</tr>
<tr>
<td>Michael</td>
<td>Ontheway</td>
<td>Peaks Inn</td>
<td>5</td>
</tr>
<tr>
<td>Patricia</td>
<td>Weatherby</td>
<td>Meadow Hotel</td>
<td>3</td>
</tr>
<tr>
<td>Sarah</td>
<td>Windswept</td>
<td>Outlook Inn</td>
<td>4</td>
</tr>
<tr>
<td>Wendy</td>
<td>Spinner</td>
<td>Wayside Lodge</td>
<td>5</td>
</tr>
</tbody>
</table>

In NEW BUSINESS, try these new games on for size. As always, the first one to call with the correct answers wins all the fame and notoriety that we can muster.

TWISTED SISTERS: What do these words have in common?

<table>
<thead>
<tr>
<th>Banana</th>
<th>Dresser</th>
<th>Grammar</th>
<th>Potato</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revive</td>
<td>Uneven</td>
<td>Assess</td>
<td></td>
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</table>

WORDY BIRDY: Every answer is a (near) rhyming pair of words (i.e., FAT CAT,). The number after the definition tells you how many syllables are in each word of the answer AND all of these are about members of the CO-OPP Leadership team (NOTE: apostrophes are not included in the spelling of any word; write those words without them – ex. Bill’s would be Bills).

1. To be acquainted with CO-OPP V.P. Lombardi. (1)

2. CO-OPP Secretary Dana’s jewelry. (1)

3. The graphite in Past-President Myers’ pencil. (1)

4. CO-OPP Treasurer Clingman’s rainwater receptacle. (2)

5. That winning smile on the face of CO-OPP’s 2007 Reverse Trade Fair Chairman. (1)

If thou shouldst never see my face again, pray for my soul. More things are wrought by prayer than this world dreams of.

~Alfred Lord Tennyson
THE Deadline for submission to any newspaper for CO-OPP is the 15th of the month. EARLY BIRD is published in February, April, June, July, August, October and December. THE PROCUREMENT EDGE is published in January, March, May, September and November.

EARLY BIRD is a publication of the Central Ohio Organization of Public Purchasers (CO-OPP), a chapter of the National Institute of Governmental Purchasing (NIGP). This mini-newsletter is written and produced by the Public Relations Committee of CO-OPP: Steve Sammons, Chairman, Jean Stephenson, Jack Hill II, Geri Berry, Teri Wilkinson and Harry Graham, members, on month’s where the Procurement Edge is not published (February, April, June, July, August, October and December).

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Kicking Up The Honor Roll

Since December 2007, we have seen the metamorphosis of a new regime of six (6) members of our family achieving their CPPB designations. That is FANTASTIC NEWS and EARLY BIRD wants to take this time to recognize them again for their hard work and accomplishment.

CONGRATULATIONS TO YOU ALL !!!

12/07  GAYLE BLANKENSHIP
Purchasing Standards Analyst
State of Ohio

03/08  YVETTE M. LEWIS
Purchasing Agent
Columbus Regional Airport Authority

04/08  SUZANNE M. BURGE
Purchasing Manager
The Ohio State University

05/08  TIMOTHY RILEY
Purchasing Standards Analyst
State of Ohio, DAS
State Printing

JEFFREY A. SALYERS
Purchasing Agent
Central Ohio Transit Authority (COTA)

TERRY SPIROPoulos
Purchasing Standards Analyst
State of Ohio, DAS
Office of Procurement Services
At the May NIGP National Board Meeting in St. Louis (2009 Forum site) the attached strategic plan was adopted. The first priority; as well as three out of the seven priorities, relate to education.

While NIGP continues to push for more formal recognition from organizations like ACE accreditation (see priority #3) and more consistency in the delivery of the body of procurement knowledge (see priority #1); the Education Committee is charged with the responsibility to "annually"... identify, develop and implement one new, or strengthen one current, content area of the educational offerings through coordination between the Research and Education Committees" (see priority #5.)

As the National Education Committee Chair, I hope to provide CO-OPP’s input on those content areas YOU believe need representation. NIGP’s educational offerings continue to grow and we will benefit from them in many ways: Call me at (614) 239-4088, or stop by at a Chapter meeting and let me know what topics/subject matter you would like to see NIGP develop or strengthen. In addition, when NIGP’s Research Committee asks for input, go for it! You’ll be helping yourself, your successors, and your profession.

As of now, a report, submitted by: Tina M. Borger CPPO, Director, Research & Technical Resources, and Carol D. Hodes, CAE, Director, Education & Professional Development indicated the following to the Board in May:

[Using the] results of three surveys conducted during 2007; The 2007 Education Survey issued in January 2007, The UPPCC Job Analysis for the CPPB/CPPO Exams issued in April 2007, and The 2007 NIGP Program Survey issued in December 2007; ...shows that four topics rated highly on all three general surveys [were] …Negotiation, Contract management/administration, RFPs, and Law and Legal Issues

Since the earliest of these surveys was issued in January 2007, NIGP has added nine classes to its course listing three of which speak to the highly rated topics:

- Inventory and Warehouse Management (2 day class)
- Logistics and Transportation (2 day class)
- Negotiate to Win–Win Solutions (3 day class)
- Presentation Skills (2 day class)
- Risk Management in Public Contracting (2 day class)
- Effective Management of Construction Contracts (2 day class)
- Managing Your End-Users and Suppliers: It’s All About Relationships (1 day class)
- Marketing 101 for the Procurement Professional (1 day class)
- World Class Procurement Practices (1 day class)

In addition, thirty-two (32) webinars will be conducted by the end of the year, five of which address the four highly rated topics:

Developing Effective RFP Evaluation Criteria, April, 2007
Contract Administration – A How To!, October 2007
Does It Really Say That? The Law and Public Procurement, December 2007
Intro to Protests and Disputes, February 2007
Negotiation Basics (scheduled), April 2008
This indicates that there has been on going work that aligns educational topics to identified member needs during FY 07 and 08.

The three general surveys also provided member input on educational delivery methods with members expressing a desire for a variety of delivery methods. Comments included interest in more local offerings; One or two day face to face courses, On-line training including two way communication, Webinars, CD or DVD production, Lower cost educational offerings.

In January 2008, at the Board’s direction, staff issued a survey to assess agency member interest in NIGP-provided procurement training for non-procurement and support staff. This survey differs from the other surveys cited as it asked about a single educational content area. In addition, it was a very short and simple survey that garnered a 31% response rate with 843 responses. Most respondents (73.5%) indicated there was value to such NIGP-provided training for administrative/support staff (92%) internal customers (51%), senior management (35%), and elected officials (10%).

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**NIGP STRATEGIC PLAN INITIATIVES 2007 THROUGH 2010**

Our Mission is to develop, support and promote the public procurement profession through premier educational and research programs, professional support, and advocacy initiatives that benefit members and constituents.

Revised May 3, 2008

<table>
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<th>Board Priority Rating</th>
<th>Mission</th>
<th>Goal</th>
<th>Program Initiative</th>
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| 1                     | Develop and Support | To be determined | By June 30, 2009, ensure consistency in education program delivery by:  
- Developing a specific syllabus and lesson plans for each course curriculum under the LEAP program;  
- Conducting an analysis of the current LEAP textbooks to determine the relevance to the CPPO/CPPB body of knowledge as defined by the UPPCC via its 2007 job analysis; and  
- Developing additional support materials to support the curriculum. |
| 2                     | Support and Promote | Strengthen the credibility of the public procurement profession and the public procurement professional | By January 2010, attain ANSI standardization for public procurement.  
- By the Fall 2008 Board Meeting, establish a presidential-appointed task force, study NIGP’s options and bring back a final recommendation and business case to the Board of Directors for consideration |
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  - By the Fall 2008 Board Meeting, staff shall assess the value of ACE Accreditation based on the following three issues and shall report their findings, recommendation, and associated business case to the Board of Directors for consideration  
  1. Alternative options for obtaining college credits that would not require ACE Accreditation  
  2. Identification of specific requirements for ACE Accreditation; perhaps through a preliminary review of NIGP’s current program by ACE  
  3. Impact of ACE requirements on existing NIGP instructor pool via a survey instrument |
| 4 | Support and Promote | Strengthen the credibility of the public procurement profession and the public procurement professional | By Forum 2009, collect current market data and issue the first Government Price Index (GPI) report. |
| 5 | Develop | Expand the continuum of knowledge available to the membership | By June 2009 and annually thereafter, identify, develop and implement one new, or strengthen one current, content area of the educational offerings through coordination between the Research and Education Committees. |
| 6 | Develop and Support | Meet the needs of the various segments within the public procurement profession | By June 2009, completed Phase I and II of an all-inclusive volunteer leadership training program based on association best practices.  
  - Phase I – NIGP Board of Directors Leadership Training  
  - Phase II – NIGP National Committee Leadership Training |
| 7 | Develop and Support | Expand NIGP membership by increasing member numbers in faculty and student categories | By July 2008, increase student membership by 50% on the basis of September 2007 data. |

**Barbara R. Johnson MPA CPPO CPPB**  
Manager, Contract and Procurement Administration  
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(614) 239-4088 ph (614) 238-7834 fax  
brjohnson@columbusairports.com  
www.columbusairports.com

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**Be on the lookout for these unlikely mergers...**

- POLYGRAM RECORDS, WARNER BROTHERS, AND ZESTA CRACKERS WILL JOIN FORCES TO BECOME: POLY WARNER CRACKER
- 3M TO MERGE WITH GOODYEAR AND BECOME: MMM GOOD
- FEDEX WILL MERGE WITH ITS MAJOR COMPETITOR UPS AND BECOME: FedUP
Where Will We Be When They Go?

If you are a procurement leader and considering retiring, ponder for a moment the following questions: Is your organization ready for retirements? Do you have a succession plan? Are you mentoring and preparing the next generation of procurement professionals to assume leadership roles?

Finished pondering? Well most organizations are now being hit with the realization that our organization is getting older and nearing retirement. The Baby-Boomer generation has given over 30 years of experience and skills to our profession and are considering calling it a day. When an individual retires he or she does not leave an organization with just a position to fill, they take from the organization years of experience, skills, challenges, knowledge and wisdom.

Are your mid-career and younger workers being trained, developed and challenged to follow those who have put forth many years of dedication and passion to the procurement profession? Are we encouraging certification and continuing education through organizations such as NIGP? For our profession to continue to grow and advance our current leaders must be willing to provide training, tools, skill sets, challenges, and wisdom to the next generation of public procurement professionals so that these individuals have the opportunity to assume leadership roles with confidence and not thrown to wolves.

A 2003 NIGP survey The Graying of the Profession revealed a stunning revelation; 42.50% of the workforce was between the ages of 50-59 and 26.25% will retire within 6-10 years. Furthermore, that same survey reported 45.75% of our workforce was between the ages 30-49 and 32.25% plan to retire between 11-20 years. **Both groups are now 5 years older!!!**

Still pondering? Why not get proactive? If you are a leader of a procurement group and proud of the profession, you must think seriously about what you are doing to enable, train and prepare future public procurement leaders. Many of you have advanced the profession to what it is today, what do you want the future to be like? It is imperative to our profession that our future leaders are ready. Where will we be when you go?

**ICPC Meeting is June 10th at 9am in the COTA Board Room.... let’s brainstorm!**

**DON’T FORGET DAD’s DAY on June 15th!**

**The Negotiation Bootcamp is still taking registrations for July 14th one-day session, SIGN UP!**