Season’s Greetings IPPA Members,

The 2011 IPPA Fall Conference held in Bettendorf was well attended and very successful. Lori Stock hosted the meeting and did an amazing job. Thank you, Lori!

Mary Wells from the Davenport School District has resigned as the editor of the Iowa Procurement Connection. We will miss her expertise and experience publishing our quarterly newsletter. Our thanks to Mary for her dedication to keeping us informed!

Pam Dickey has done a great job updating our website this past year. We are pleased to say Pam has decided to continue as our webmaster. Thank you, Pam!

Judy Lehman and Laurie Hoing are the last original members of the board from when the chapter was established in November 2008. They will both be leaving the board at the end of this year. Their leadership will be missed! Don’t worry, though, we will still be calling them for advice! Thank you doesn’t begin to say enough for all their hard work!

Our thanks also go out to everyone who served on a committee, hosted a class or Chapter meeting, or contributed an article to the newsletter. Your participation and support is what makes the IPPA such a strong organization.

We are always looking for volunteers to host classes, meetings or to be on a committee. If you are interested in volunteering please contact any board member. We love to spread the fun around!

It has been a great year serving as the 2011 IPPA Board President. Casey Bassett will be taking over this position effective January 1, 2012. I know he will get the same support I have enjoyed this past year.

Please have a safe and happy holiday season!

June
**Education Committee Report**, by Diane Rodenkirk, CPPB

**Chairperson**

The Education Committee has begun to put together the courses for 2012 and we will be surveying IPPA members at the end of October to gauge the interest in different classes for 2012. Your feedback is important! Classes scheduled so far are:

- **Legal Aspects of Public Procurement**, April 2012, Cedar Rapids
- **Strategic Procurement Planning**, July 23-25, Ames
- **Intro to Public Procurement**, September 2012, Des Moines

NIGP has raised the fee for classes; however you can save $25 off these rates if you register 60 days in advance. Prices are for NIGP members.

- 3 day classes - $595
- 2 day classes - $385
- 1 day classes - $175

There will be some changes to your Education Committee for 2012. Edie Schmidt from the City of Ames will be the chairperson. Rhonda Ruark from the IDOT, Diane Rodenkirk from the City of Cedar Rapids, and Chris Weinard from the City of Iowa City will be leaving the committee. Heather Mell from the City of Cedar Rapids and Mary Niichel-Hegwood from the City of Iowa City will be joining the committee. Laurie Hoing from DAS will continue to serve. If you would like to be a member of this valuable committee, please let me know.

It has been a pleasure to serve as a member of the Education Committee since 2009. Thank you all for your support and feedback. I want to encourage everyone to take advantage of the educational opportunities available through IPPA.

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**2012 Spring Meeting**

No matter how long the winter, spring is sure to follow. ~Proverb

Date Still Pending

NIGP Iowa Chapter Spring Meeting

Hosted by the City of Davenport

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**Welcome New Members**

**Ruthanne Mosser**
Purchasing Agent
Iowa State Industries

**Barb Schloeimer**
Purchasing Specialist
Scott County

**Tom Hansen**
City of Iowa City

**Pamela Kray**
Iowa State Industries
Controversy over public vs. private sector wages in an on-going topic, especially in times of economic downturn. Recently a colleague provided an article written by a researcher from “The Iowa Policy Project”, Andrew Cannon, which was written in February of 2011. The Iowa Policy Project (IPP) is a nonprofit, nonpartisan organization founded in 2001 to produce research and analysis to engage Iowans in state policy decisions. IPP focuses on tax and budget issues, economic opportunity and family prosperity, and energy and environmental policy.

The article cites plenty of statistical data and encourages us to compare the private sector and public sector groups. For example, the article states that more than half of the public sector workers in Iowa have at least a four-year college degree or more, where just a quarter of the private sector workers have this level of education. I find this to be very reassuring. Don’t we ourselves as taxpayers desire to have intelligent, educated workers serving the citizens of Iowa and making decisions on our behalf? It goes on to say that even when adding in the “benefit packages”, public employees still lag behind the private sector.

When I have pondered this topic, I have often had similar thoughts to the ones in this article, including the fact that some government positions are not duplicated in the private sector, such as public safety and other public protection occupations. There are also other services that only government provides, so it is indeed difficult to get to “apples to apples” comparisons.

If you are interested in finding out more about this research, you may find the article at the following link. There is both a summary and the actual 15 page report located at the website below: [http://www.iowapolicyproject.org/110222-pubpvtpay-release.html](http://www.iowapolicyproject.org/110222-pubpvtpay-release.html)

From time to time all of us “government” workers hear comments about our public service occupations. Often it is just a good natured ribbing, but sometimes it turns serious. In my 14½ years of working for the State of Iowa I have worked hard, and managed an extremely heavy workload. Most people that I have worked with in my career have been some of the hardest workers I have had the privilege to know. (Including my current colleagues in procurement and also those that I have worked with at the county & city level, as well as those in the educational fields!)

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**Wanted**

**Newsletter Editor**

Our Iowa NIGP chapter is seeking an individual to edit our quarterly newsletter. If you are interested in helping please contact June Nasby at (319) 356-5076 or june-nasby@iowa-city.org

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~The ability to convert ideas to things is the secret to outward success.~

~Henry Ward Beecher~
During the NIGP 2011 Forum opening ceremony, Commander Kirk Lippold, USN, Ret. Presented the keynote address titled “Leadership and Accountability When it Matters”.

Commander Lippold told the riveting story of the attack on the USS Cole and his team’s response. On October 12, 2000 while the USS Cole was refueling in Aden Harbour, Yeomen, suicide bombers approached in a small boat packed with explosives and blasted a 40 foot hole in the side of the ship. The blast cut off power, disabled communications, and 17 US sailors died.

Key points of the message were that in time of crisis, there is not time to think, only time to react. Training and preparation is the most important as at the actual time of the crisis the crew needed to act in the now and still think ahead.

In summary, “The privilege and burden of leadership comes with a level of accountability that many aspire to emulate and anyone can rise up to and achieve. Using a devastating suicide terrorist attack as a backdrop, Commander Lippold conveyed how the bedrock principle of integrity created an environment for leadership where his crew felt a sense of ownership as they seized the opportunity to be responsible for their ship and not just their jobs. Their own sense of personal accountability and leadership proved to be guiding principle in the crucible of combat.

2012 IPPA Board of Directors

From left: President, Casey Bassett, CPPB, CPM, City or Ames; Vice-President, Karl Wendt, CPSM, State of Iowa, DAS; Treasurer, Karen Server, CPPB, City of Ames; At Large Director, Diane Rodenkirk, CPPB, City of Cedar Rapids; Past President, June Nasby, CPPB, City of Iowa City; At Large Director, Julie Randall, Iowa Veterans Home; At Large Director, Lori Stock, CPPB, City of Bettendorf; and Secretary, Sandy McClure, City of Ankeny (not pictured)
NIGP’s Principles and Techniques of Problem Solving Class was held in the Bettendorf City Hall in Bettendorf, Iowa on October 26, 2011. Mr. Michael J Kolodisner, CPPO, instructed the class and the cities of Bettendorf and Davenport were the hosts.

The class attendees included professions from the University of Iowa, City of Ames, and City of Iowa City, Iowa DAS, City of Davenport, Scott County, Davenport Schools, and Department of Corrections in Iowa City. Each brought a variety of backgrounds and different levels of procurement experience in many areas to the class. There were a total of 20 attendees plus Michael.

Michael was a high energy instructor who taught the class in an entertaining way which kept the class attendees engaged. He has a high level of expertise on this topic (he wrote the class text book) which made his instruction invaluable.

Below are some of the highlights from the class:

- The world is constantly changing and as a result we all (organizations and individuals both professionally and personally) are constantly being bombarded by new problems every day.
- Work environments that enable effective problem solving need to be created and maintained.
- All problems should ultimately be viewed as goals to be achieved.
- The perfect decision does not exist. We need to make the best decision at the time.
- Think of the consequences of the decision that needs to be made. What happens if we do nothing?
- Most people base their decisions on past experience instead of information available.
- He listed for the class the characteristics of a good decision maker/problem solver. Good decision makers have 1) good sense of timing, 2) courageous, 3) can handle ambiguity, 4) blends logic and intuition, 5) good listener, and 6) realistic about difficulties.
- He even provided a little tidbit of information on our counterparts who are the sales people. They are trained extensively to make people make emotional decisions. The most common way for them to do this is make people rush their decisions.

Thank you Michael for traveling to Bettendorf and for your valuable and entertaining instruction and another huge thank you to the procurement professionals with the cities of Bettendorf and Davenport for all the hard work in setting this up and providing the comfortable learning atmosphere, never ending snacks and beverages, and a great tasting taco lunch.

MERRY CHRISTMAS

&

HAPPY NEW YEAR
“Contract Administration”, by Karl Wendt, CPSM

Your customer has identified a need, the specifications have been created, you have administered the bid process, and a contract has been executed. Now what? Often times we have little involvement from the time a contract is signed until it is time for renewal. How do you measure success of your contract? Is it successful if the phone has not rang with an upset customer or a contractor demanding payment on the other end?

The City of Cedar Rapids hosted the NIGP seminar “Contract Administration” on October 3-5, to assist in the answering of the questions above. In attendance were members from the cities of Ames, Cedar Rapids, and Iowa City, the State of Iowa-Department for the Blind, and State of Iowa-Department of Administrative Services. Instruction was provided by Marcheta Gillespie, CPPO, CPPB, C.P.M., CPM. Mrs. Gillespie, Deputy Director for the City of Tucson’s Department of Procurement, provided insightful lecture and prompted discussion from the group about the trials and tribulations from their own contract administration experiences.

This course provided a framework for taking a contract and seeing it through to completion and improving the probability of a successful implementation. Attendees got hands-on experience with developing contract administration and performance assessment plans. By assembling an administration team, we can take the lead in managing risks and dealing with poor performance issues in a proactive manner. These are just a couple of the tools added to the toolbox for providing value to the procurement process.

2012 Awards Program, by Luana Stoneking, CPPB and Lois Schmits

The 2012 Program documents have been finalized and approved by your Board of Directors. We reported on the program at the annual meeting and the changes discussed there have been made, plus there are two exciting new award opportunities.

Document revisions include deletion of the separate “general guidelines” document so each award now has its own program document. Changes to Buyer of the Year include making contract managers and contract oversight personnel (e.g. engineers) eligible for the award. There were no changes to the Manager definition. Submitting an Ethics or Diversity essay to NIGP earns bonus points in election IV for either award; this is new for the program from NIGP. Watch the NIGP website or the GoPro publication for details and opportunities for submitting these essays. Other changes for these awards were minor and were mostly for clarification or to match NIGP program language.

We are very excited to announce two new award opportunities for 2012, Member of the Year and Volunteer of the Year. Committed members and volunteers make our chapter successful and promote the public procurement profession. There are lots of great candidates for these awards among the IPPA membership. This is an opportunity to make sure they are recognized!

The member of the Year award is intended to recognize chapter members for their contributions to the Chapter, the members of the Chapter, and the public procurement profession. The Volunteer of the year award is intended to recognize chapter members who have demonstrated commitment to the Chapter and its members and advanced the public procurement profession through their volunteer services. You can probably guess that there are similarities between these two awards, but there are also differences. Check out the criteria and then get started on a nomination for yourself or someone you want to recognize for their service. There is no required “form” for submissions for these new awards, and they may be submitted either in paper or electronically.

Entries and supporting documentation for all awards must be received by the IPPA President by March 1, 2012. Documents should be posted on the IPPA website soon, or you may contact a member of the Awards Committee.

We hope to see lots of nominations for the 2012 awards! If you have comments or suggestions concerning the awards committee please contact us at Stone1909@gmail.com or Lois.Schmitz@iowa.gov.
Member “Spotlight” – Karl Wendt, CPSM

Karl Wendt, CPSM, State of Iowa, DAS, is our 2012 Vice President. So let’s get to know him in this newsletters Member “Spotlight”.

Q: How many Years in Purchasing?
A: In some way, shape, or form I have been involved in purchasing for about 14 years. I started in the military, went to the private sector, and then back to the public sector.

Q: How did you get into Purchasing?
A: Looking back, I am not sure how it occurred, but early on in my military career, it became apparent that my technical aptitudes exceeded by creative and artistic talents. This led to a transition from the video/photo studio to the communications squadron working in the office that managed the lifecycle of IT projects and purchases from conception to disposal.

Q: What was your most unusual procurement?
A: Nothing stands out as really unusual, but I have learned that every purchase has its unique challenges—some are bigger than others. Whether it is a computer system used in flight operations over Iraq, a supercomputer at a university, or a radio system for a state agency, there are potential curveballs that are technical, procedural, or political in nature that can prevent you from hitting a homerun on the first pitch.

Q: Which procurement are you the most proud of?
A: I have been involved in a number for purchases related to public safety. When I see the emergency alert sirens in west Ames or the video cameras at the Iowa State Fair or a patrol car with its computer and communications equipment, it feels good to know that I am a part of helping to keep people safe.

Q: Home town?
A: My family resides in Bondurant, Iowa.

Q: What do you like to do outside of work?
A: I enjoy spending time with my kids. I coach baseball and football. When I am not enjoying family time I am usually fixing a computer, working on a car, or building something for the house.

Q: Favorite book, movie, dream vacation?
A: I can’t say that I have a favorite book, but I do read a lot of home improvement and car magazines. I enjoy about any action movie and particularly enjoy James Bond movies. I prefer the newest ones, but have grown to appreciate the Sean Connery and Roger Moore eras too. I am up for going anywhere that is quiet, green, and the sun is shining.

Newsletter

I would like to thank everyone who submitted an article for this newsletter. I have enjoyed being IPPA’s newsletter editor for the last two years. Thanks see you next year.

Mary Wells

NIGP is the institute for public procurement. It is the go-to resource for public procurement practitioners and those seeking guidance and understanding of the profession.
IPPA Photo Album

Outgoing board member: Laurie Hoing, CPPB & President June Nasby, CPPB

Outgoing board member: Judy Lehman, CPPB & President June Nasby, CPPB

Contract Administration Class: Chris Weinard, Diane Rodenkirk, and Heather Mell

Contract Administration Class: Theresa Vanatter & Karen Server