To all IPPA Members,

First things first. IPPA members, if you have not turned in your 2015 Membership Application, please see page 2 of this newsletter. Thank you.

I want to say “Happy New Year!” to all our members. May this year bring us new challenges to be conquered, new lessons to be learned, new acquaintances to be made and a continuing cultivation of our professional colleagues.

Two of the goals I set at the start of my time in office were:

1. Increase in membership
2. Increase in volunteerism

I know the first goal can be quantified by numbers. We are now over 70 members in our Association up from 63! I believe with continued effort we could reach one hundred members.

The second goal relies on the first goal. By having more members we have more people to volunteer serving on committees, as board members/officers, hosting classes, taking classes, webmasters, newsletter editors, photographer… have I missed something? If I have I am sorry. The point is that many hands make the job easier and more fun.

In closing, thank you IPPA membership for a great year! Thank you for blessing me with your support and friendship.

Joe
2015 Membership Application

Membership type:  □ Regular Member  □ Student Member  □ Retired Member

Are you a member of the NIGP National Organization?  □ Yes  □ No

An individual application must be filled out by each applicant.

Name (please print or type) __________________________________________

Position/Title _______________________________________________________

Business Name _____________________________________________________

Business Address ___________________________________________________

City __________________________ State________________________ Zip________

Business Phone __________________________ Business Fax __________________________

Business E-Mail _____________________________________________________

Home Phone __________________________ Home Fax __________________________

Home E-Mail _______________________________________________________

List any Present Certification(s):

□ CPPB  □ CPPO  □ C.P.M.  □ CPCP  □ CPO  □ Other_____________________

Annual dues are $20 and cover January 1 - December 31. Please make checks payable to Iowa Public Procurement Association and submit along with your application to: (Deadline for payment is December 31, however new members may join throughout the year.)

Iowa Public Procurement Association
% Karen Server - Treasurer
City of Ames
515 Clark St
Ames, IA  50010
Phone: 515-239-5127
E-Mail: kserver@city.ames.ia.us

If admitted to membership, I agree to abide by the Rules and Regulations and Ethics of N.I.G.P. I agree to resign from the chapter in case my duties of employment change and I am no longer qualified to hold membership.

Signature of Applicant______________________________________________

NIGP is a national, membership-based non-profit educational and technical organization providing support to professions in the public sector purchasing profession.
Educational Survey and Tentative Schedule for 2015

At the Annual Fall Meeting members were surveyed to determine the education offerings for 2015. Twenty-seven surveys were returned and based on the results, the Education Committee has tentatively planned:

- Contracting for Construction Services March 2015 in Ames
- Introduction to Public Procurement April 2015 in Des Moines
- Legal Aspects of Public Procurement May 2015 in Des Moines
- Protests and Disputes: What’s a Buyer to Do May 2015 in Iowa City
- Strategic Procurement Planning June 2015 in Des Moines
- Effective Management of Construction Contracts July 2015 in Ames
- Introduction to Public Procurement September 2015 in Des Moines
- Legal Aspects of Public Procurement October 2015 in Des Moines

We will keep everyone notified of classes when they are firmly scheduled!

Thank you to everyone who completed the survey – we appreciate your input!
Get What You Need Through Successful Negotiation Strategies Review
By: Heather Mell, City of Cedar Rapids and Tammy White, State Aging Services

NIGP’s Get What You Need through Successful Negotiation Strategies was held in Des Moines, Iowa on November 6-7, 2014. Mr. Tony Ellis, CPPO, instructed the class with 14 attendees from across the State. A huge thanks to State of Iowa DAS for hosting the class.

The class attendees included a variety of procurement professions from Iowa with a variety of backgrounds and different levels of procurement experience in many areas.

Tony’s high level of expertise in negotiation made the instruction invaluable and allowed him to use great examples of applied use of the material taught.

Below are some of the highlights from the class:

- Participants learned the building blocks for successful negotiations.
- Meet Tone for Tone not Anger for Anger.
- Preparation is key to all negotiations.
- He who angers you, controls you.
- Negotiations are slightly different in other cultures.

Personality types play a role in successful outcomes. Be sure to have all types of personalities on your team.

Thank you Tony for traveling to Des Moines and for your valuable and entertaining instruction and another thank you to Michelle for all your hard work in setting this up and providing the comfortable learning atmosphere with never ending snacks and beverages.
Member Spotlight

Q: How many years in Purchasing?
A: 5 years

Q: How did you get into Purchasing?
A: I was in sales and decided I would rather be on the other side of the table.

Q: What was your most unusual procurement?
A: Purchasing for a university focused on science and technology provides many unique and unusual purchases, I don’t think I can pick just one.

Q: Which procurement are you the most proud of?
A: Again, I don’t think I can pick just one. I am proud of all of the purchases I make because I can see how they benefit the university.

Q: Where is your home town?
A: Covington, Ohio

Q: What do you like to do outside of work?
A: I enjoy running and spending time with my family.

Q: Favorite book, movie, dream vacation?
A: I enjoy reading crime novels, almost any will do. Being able to read them while lying on a warm beach would be my dream vacation.
Fall Chapter Meeting Highlights!
By Casey Bassett, CPPB, C.P.M., City of Ames and Barb Sullivan, Iowa DAS

On October 23, 2014, the Iowa DAS and Polk County co-hosted the 2014 IPPA Fall Chapter Meeting at the Polk County River Place in Des Moines. 57 purchasing professionals from a variety of agencies located all across the state of Iowa registered for this event!

Highlights of the morning sessions included presentations by Pam Russenberger, ISU Center for Industrial Research and Service (CIRAS) on “Helping Iowa Business and Government Agencies Meet Their Contracting Goals”; Sinnika Waugh, Your Clear Next Step, on “Project Management and Controlling Your Risk”; and Grant Dugdale, State of Iowa Attorney General’s Office, on “Evaluation, Appeals, Contracting, and Federal Funds”.

After a delicious lunch the business meeting was held. Highlights of the business meeting included IPPA President Joe Marolf presenting the 2014 IPPA Manager of the Year award to Karen Server from City of Ames and the 2014 IPPA Buyer of the Year award to Diane Rodenkirk from City of Cedar Rapids. Congratulations Karen and Diane! Joe also recognized Karl Wendt from Iowa DAS as the newest CPPO of IPPA. Congratulations Karl!

Highlights of the afternoon sessions included the “The Game of Procurement”, presented by Jacquie Holm-Smith, Suzy Trotter, Karl Wendt, and Barb Sullivan, Iowa DAS; Carrie Lindgren, State of Iowa DHS, on “Performance Measures”; and Kelly Green, State of Iowa DAS, on “Negotiations”.

President Joe Marolf then presented certificates of appreciation to outgoing IPPA Board members Karen Server and Karl Wendt. Thank you Karen and Karl for your service to the IPPA! The day concluded with the introduction and swearing in of the 2015 IPPA Board Officers and Directors.

It was great to see all of our friends and colleagues! We look forward to seeing everyone in 2015 at the Spring Meeting!

THANK YOU!
Iowa DAS and Polk County for co-hosting the 2014 IPPA Fall Chapter Meeting.
Fall Chapter Meeting Highlights Cont.

Congratulations Karen Server from City of Ames for winning the 2014 IPPA Manager of the Year!

Congratulations Diane Rodenkirk from City of Cedar Rapids for winning the 2014 IPPA Buyer of the Year!

The new 2015 Board of Directors are: Joe Marolf, Cedar Rapids Community Schools, Past-President; John Watkins, University of Iowa, President; Suzy Trotter, Iowa DAS, Director At Large; Kristi Keller, City of Davenport, Vice-President; Stacy Sassman, Iowa State University, Treasurer; Barbara Sullivan, Iowa DAS, Secretary; Heather Mell, City of Cedar Rapids, Director At Large; and Carrie Lindgren, Iowa DHS, Director At Large.
First Time Attendees

Terry Brown, Iowa Homeland Security & Emergency Mgmt
Stephanie Clark, Iowa Department of Human Services - IA Medicaid
Tanner Eddy, City of Council Bluffs
Jodi Essex, Iowa State University CIRAS
Kelly Freel, Iowa State University
Jessica Frey, Woodward Resource Center
Lise Melton, State of Iowa Office of the Chief Information Officer
Lori Norem, Iowa Department of Cultural Affairs
Stella Sussex, State of Iowa Office of the Chief Information Officer

Thank you all for attending!

Drawing Winners!

Two names were drawn from those attending the meeting for FREE REGISTRATION to either the upcoming Spring Meeting or Annual Fall Meeting. The two winners were:

Mike Drottz (State of Iowa DAS Fleet) &
Jon Wetlaufer (State of Iowa DHS)

One name was drawn for $285.00 towards the cost of registration to an upcoming training class sponsored by IPPA. The winner was:

Casey Bassett (City of Ames)

Congratulations!
Fall Chapter Meeting Highlights Cont.

Photos!
Fall Chapter Meeting Highlights Cont.

Photos Cont.
Photos Cont.

2015 IPPA Newsletter Editor

Thank you all so much for allowing me to serve as your Newsletter Editor for the last 18 months. It truly was an honor. Going forward please submit all new articles to Kim Van-Nordstrand from the City of Council Bluffs at kvannordstrand@councilbluffs-ia.gov.

NEWSLETTER ARTICLES
The IPPA Chapter Connection newsletter is a quarterly publication. Newsletters will be published in March, June, September, and December.
Re-certification points are given for any newsletter articles that are submitted for publication.
You may submit articles to Kim VanNordstrand via email at kvannordstrand@councilbluffs-ia.gov.