The Changing Face of Harrisonburg’s Central Stores

Part Two of A Continuing Series

By Jeffrey Moyer, CPPB
Inventory Control Specialist
City of Harrisonburg, Central Stores

Over the course of the last month a lot has happened with Harrisonburg’s new Purchasing/Central Stores facility, both on the job site and behind the scenes.

The building itself continues to grow toward completion. Since the accompanying pictures were taken, the roof is in place, with the exception of a few doors and windows the walls are complete, and internal walls and ceilings are taking shape. At this point, the building is waiting on two bay doors, a storefront door, and four windows. In walking through the warehouse one is struck by how high the ceiling is, yet with our plans to practice high stocking in the area of eighteen to twenty feet, perhaps the plan was well thought out after all.

It is my understanding that the sprinkler system will be installed soon, followed by ductwork, electrical wiring, and telecommunications. Each day a bit more has taken place and a new step is formed in how the City of Harrisonburg will handle materials and procurement in the future.

It is interesting and sometimes a bit unsettling to think about how much a person sees every day, yet misses. When considering all the things to go under this one new roof it seems to be a veritable Noah’s Ark of materials, many of which are not really

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Professional Buyer and Professional Manager of the Year Awards
Presented at the Spring Conference

The award for the Professional Buyer of the Year was presented to Lacie M. Davis, MPA, CPPB. Lacie is a Buyer for Chesapeake Schools. Lacie also has a Master’s degree in Public Administration. The award also brings a $750 scholarship to help defray the costs to attend the NIGP Forum, to be held this year in Anaheim, CA, July 30-August 4, where her nomination will be forwarded for consideration for the national Professional Buyer of the Year award. Two nominations were received for Lacie, the current VAGP Legislative Chair. One letter of nomination said about Lacie, “Her energetic and outgoing personality, strong work ethic as

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From the Desk of the President
By Nancy M. Davis, CPPB, CPPO, VCO

It is so exciting to see goals turn into reality! I am constantly amazed at the dedication of your Board of Directors to the strategic plan of this organization and to their individual missions for their offices and committees. My supervisor, Eugene Anderson, has always said, “The key to success is to surround yourself with the best.” I am convinced that your 2005 Board fits that description.

By the time this issue is released, the 2005 VAGP Regional Conference will have taken place (on May 10th). That was a goal of mine this year. The dedicated professionals at Radford University, under the leadership of Pam Simpkins, created a day of educational opportunities on the topic of Business Skills. This conference offered a full day of seminars where 1 VCO recertification point and 1 UPPCC recertification point was awarded all for the low cost of $35. 2nd At-Large member, Jimmy Falls, was also involved in the planning. Thanks to Pam and Jimmy for making this a reality.

The Spring Conference hosted in Fairfax County was a tremendous success. Thanks to Cathy Muse, Conference Chair and her dedicated committee chairs: Program, David Dise and D’Arcy Roper; Hospitality and Local Arrangements, Sue Frinks; Logistics and Technical, Chuck Higdon and Joe Benfit; Golf Tournament, Joe Brozena and Tony Crosby, Sponsorships and Expo, Marvis Marshall; and Charity Event, Mary Pennington and Sandy Jones. Thanks also to the many volunteers who made this conference a great educational experience for the membership. Announced at the banquet were your 2005 VAGP Professional Buyer of the Year, Lacie M. Davis, MPA, CPPB and your 2005 VAGP Professional Manager of the Year, Barbara J. Layman, CPPB, VCO.

Looking forward, mark your calendar for the 2005 fall conference to be held in and hosted by Chesterfield County on October 17 – 19. See http://vagp.org for details as they become available.

June will bring your Board back together for a face-to-face meeting and strategic planning session on June 16 -17. This is the time that we look to the future, at least 2 years out, to decide how best to serve the membership. If you have any thoughts about what we, as an Association, are doing that we should keep doing, what we are doing that we should no longer do, what we are doing that we could do better, or any suggestions for improvement in your organization, please contact me or your At-Large Representatives, Terri Hudgins or Jimmy Falls with your comments.

Our Mission is to promoting professionalism and ethics in public procurement to help government realize the ultimate value for the public dollar. This is accomplished through education, technical advice, networking, and influencing legislation affecting public procurement. We are an association of members helping members. Thank you for your help and to allow me to help others through service to VAGP.
By Tim Moore, CPPB, VCO

Below is a schedule of upcoming conferences. These should all be great events. As a Tech grad I am especially looking forward to going to Blacksburg next spring. One of my primary duties as President-Elect is to schedule conferences. To date I have a handful of folks who are trying to get enough members to help put on a conference in Roanoke, and I commend them for this because VAGP has not been to Roanoke in several years.

But I want to make this appeal to those of you who have obtained certification, attended a class or conference, used the website, or been helped in some way by VAGP. For example, all of us at some point have attended classes sponsored by VAGP. Someone at VAGP got those classes scheduled, arranged for the space, and did everything else that was involved in making that class happen. All of those people were volunteers. Your certification has probably helped you at some point get a better paying job or get promoted. VAGP has allowed you to network with others and obtain copies of solicitations or contracts that have made your job easier. You have to admit that VAGP has played a big part in all of our professional careers. I know it has for me. But there are many of you who have been helped by VAGP and have not given anything back. In other words, VAGP is only as good as the volunteers who offer to serve on the Board, serve on a committee, or sponsor a conference.

So, for those of you out there who can admit that VAGP has helped you at some point, how about returning the favor. Sponsor a conference. Please call me at 804-371-5972 and I will be glad to talk to you about it. We also have a Conference Advisory Committee that lends assistance with conferences. You can call Sue Danielson, Committee Chairperson at 804-748-1702.

2005 CONFERENCES

| FALL | Dates:          | October 17-19, 2005 (Mon –Wed) |
|      | Location:       | Holiday Inn Select, Richmond   |
|      | Host:           | Chesterfield County            |
|      | Contacts:       | Sue Danielson, CPPO            |

2006 CONFERENCES

| SPRING | Dates:          | March 28 – April 1, 2006       |
|        | Location:       | The Inn at Virginia Tech and Skelton Conference Center |
|        | Host:           | Montgomery County & Montgomery County Public Schools |
|        | Contact:        | Angela Bland                   |

| FALL   | Dates:          | October, 2006                  |
|        | Location:       | Marriott Conference Center     |
|        | Host:           | City of Newport News           |
|        | Contacts:       | Bill Lindsey, CPPO, C.P.M.     |

Be sure to visit the VAGP website for all the latest updates on conferences, education, meetings, and other member news.

www.VAGP.org
And Now, On to Point B
By Nancy M. Davis, CPPB, CPPO, VCO

Did I leave you hanging in the article From Point A to Point B in the last News & Views newsletter? If you’d like to read the first part of this article, see the March issue of the News & Views. It is my story about how I got from Point A (a new-bee in public purchasing) to Point B (your VAGP President).

When I left off, it was 1997. I had been in public purchasing since 1988. Second past-president, Eugene Anderson and I planned the first Regional Conference in Radford in 1997, where the second one will have just taken place when this article is published. I was determined this year to hold another Regional Conference so appointed Pam Simpkins to the Board of Directors as the chair of the committee.

I remained on the Board as Professional Development Chair through 1998. At that time four standard low-fee classes were offered. In 1999 I was elected to the VAGP Professional Development Foundation as one of the charter Trustees, was re-elected and served through 2001. Working with the original Foundation Chair, Jack Pitzer was great. I had the opportunity to work with Al Elias, Foundation Chair, in 2000 and 2001. These continue to be some of my favorite people because of their unique contributions to the Foundation and to VAGP.

Previous VAGP presidents have approached me, encouraging me to run for the position of Secretary but I refused, up until VAGP hired a management company to handle the financial transactions. I simply had no desire to be Treasurer. Once OMG was on board as the management firm, the fear of that office was extinguished. In 2002, in a special election, I was elected as Secretary and have served as an executive officer since then. My year as Treasurer no longer instilled the fear I had imagined before. The President-Elect year was busy working with entities who volunteered to sponsor a spring or fall conference. My Presidential year has been great. I continue to be amazed at the work accomplished by the Board of Directors and committees. It’s great to be mentored by and surrounded by the best in the profession. And we have that here, in VAGP. There are so many things that I’ve been exposed to that I never would have had to opportunity to experience if it weren’t for this organization.

My involvement with the VAGP Board or VAGP Professional Development Foundation was because I felt a desire to give back to the other members of VAGP. Most of my own public purchasing education came as a result of VAGP volunteers, friends, and colleagues…those that gave their time to make me a better public purchaser. One of my biggest lessons has been…the more you know, the more you know you don’t know!

As a volunteer on committees and then being elected as a VAGP officer, I’ve grown every step of the way. So the adage goes, “the more you put into it, the more you get out of it.” Sincere thanks go to so many people who have helped me along the way, to Point B.

Membership
By Alan H. Culpepper

How long have you been a member of VAGP? Membership in VAGP is a wonderful opportunity not only for you as a public purchasing professional, but also for your organization. We have been helping the public purchasing professional change and enhance the way purchasing is done for over 45 years. I’m sure VAGP has benefited you or your organization at some point in your purchasing career. If so, do you remember what the greatest benefit was?

VAGP offers a wealth of opportunities such as educational, career development, and certifications as well as the ability to tap into the vast experience of thousands of Virginia purchasing professionals.

If you have benefitted from VAGP, help spread the word about our organization. We could spend hundreds of dollars ever year advertising VAGP, but the best advertisement in the world is through you by “word of mouth”. I ask each member to work hard at promoting VAGP and the programs we provide.
WHEREAS, public procurement laws were enacted to preserve the public trust in the expenditure of public funds, and

WHEREAS, public purchasers are charged with fostering effective broad-based competition within the free enterprise system; and

WHEREAS, public purchasers ensure that public procurement systems are grounded in the highest of ethical standards and the societal responsibilities assumed as a trusted public servant; and

WHEREAS, public purchasers are entrusted to provide safeguards for maintaining quality, integrity, and adhere to a code of ethics and procurement code to ensure preservation of the public’s trust; and

WHEREAS, public purchasers ensure fair and equitable treatment, provide increased economy in public procurement activities and maximize the use of public funds; and

WHEREAS, public purchasing information is a public record and public purchasers are required to allow open access to public records to ensure the adherence to the highest of ethical standards; and

WHEREAS, national public sector professional certifications hold benefits and sureties for a knowledge base in public procurement; and

WHEREAS, public purchasers obtain, in a cost-effective and responsive manner, the materials, services, and construction required to better serve the public; and

WHEREAS, the private enterprise is not legally bound to public procurement laws while spending taxpayer’s monies; and

WHEREAS, a private enterprise’s are entrusted by its stakeholders to ensure maximum profitability; and

WHEREAS, the proposal advocated by the State of Alaska Legislature to outsource public procurement services ignores the greater good of the public; therefore be it

RESOLVED, that the Virginia Association of Governmental Purchasing opposes any attempt to privatize or outsource public procurement; and be it further

RESOLVED, that the Virginia Association of Governmental Purchasing opposes the delegation of fiduciary responsibility to a private entity.
Awards, continued from Front Cover

well as positive attitude have been as asset to our department. Lacie treats everyone with respect and goes out of the way to help others on and off the job”. Another nomination said, “Lacie is dedicated and hard working and serves a positive role model for our current graduate students.” Congratulations Lacie!

The award for the Professional Manager of the Year was presented to Barbara J. Layman, CPPB, VCO. Barb is the Director of Procurement at the Virginia Department of Agriculture and Consumer Services. Barb will receive a $750 scholarship to help defray the cost of attending the NIGP Forum in Anaheim where her nomination will be forwarded for consideration for the national Professional Manager of the Year award. Four nominations were received for Barb, our current 1st Past President. Barb has served VAGP as a CPPB review facilitator and as executive officer for the past four years. She has served NIGP by facilitating a networking session at a previous Forum and she serves her community as an EMT. Barb’s letters of nomination were glowing. “Our agency is fortunate to have such a dedicated and knowledgeable purchasing professional on our staff. The enthusiasm is doing the job and in supporting the purchasing profession is contagious. I cannot imagine a better candidate for the Professional Purchasing Manager of the Year.” “Barb’s dedicated, professional and cooperative nature make her a pleasure to work with. When I ask for Barb’s help with a procurement matter, I can count on it being done—and done well.” From a position Barb left in 2001, the letter of nomination said, “Barbara’s hard work and “do-do” attitude served her well during her time with Treasury.” Congratulations Barb!

2005 Board Meeting Schedule

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<tr>
<th>Date</th>
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<tr>
<td>June 16-17, 2005</td>
<td>Strategic Planning Session &amp; BOD meeting</td>
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<td>Airfield Conference Center, Wakefield, VA</td>
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<td>July 15, 2005</td>
<td>Virginia Housing Development Authority</td>
<td>9:30 am</td>
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<td>August</td>
<td>Happy Vacation!</td>
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<td>September 9, 2005</td>
<td>Teleconference – Complete Board</td>
<td>9:30 am</td>
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<td>October 17 - 19, 2005</td>
<td><strong>Fall Conference – Chesterfield County</strong></td>
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<td>Holiday Inn Select, Koger Center South</td>
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<td>October 17, 2005</td>
<td>Pre-conference Board Meeting</td>
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<td>October 18, 2005</td>
<td>Fall Conference Business Meeting</td>
<td>TBD</td>
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<tr>
<td>November 4, 2005</td>
<td>Teleconference - Complete Board</td>
<td>9:30 am</td>
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<tr>
<td>December 2, 2005</td>
<td>Virginia Housing Development Authority</td>
<td>9:30 am</td>
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<td>Outgoing ’05 and incoming ’06 BOD</td>
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thought of until something of this nature arises. When the move is complete, in the warehouse will be found water and sewer service installation, repair, and paving-related materials, personal safety items, office paper, outdoor power equipment supplies and maintenance items, assorted bags of cement, a large assortment of janitorial items including brooms, cleaners, and paper products, traffic control cabinets, sign blanks, rolls of scotchlite, traffic tape, tire chains and repairs, tapping machine parts, paints, basic hand tools, expansion material, the list goes on and on. Where did all that stuff come from and who ordered it anyway?? What are currently three warehouse locations will soon evolve into two.

I have mapped the layout of the new bins and what goes in them several times, only to change them. Where is the best place for this item based upon it’s frequency of use, how much does this weigh and how high can we go with it? Just for the record I learned that a typical 30” mechanical joint gate valve weighs about two tons and we would need a much bigger forklift to handle it and wider aisles to accommodate the larger forklift. Back to the drawing board. We will have a mezzanine with available storage. What do we want to store up there, since stairway traffic will be involved? This is going to involve a lot of trial and error.

We are now in the planning stages for furniture, computers, phones, and other office equipment. We will be outfitting three offices and two workstations with the usual equipment of desks and chairs, phones, computers, etc., a Central Stores main office, two purchasing offices, a shipping and receiving workstation, and a warehouse workstation. We use these things every day yet never consider them during a process like this.

It may sound to the reader like I am complaining about what is taking place. I am learning a lot about construction, contracts, etc. and a lot about myself as well. Those of you that know me will no doubt consider that a frightening notion. I have been reminded once again that we are all creatures of habit, comfortable in our daily rut or routine, reluctant to step back and look for ways to improve a process, because it will take some momentary uncertainty and discomfort.

The contractor assures me that he will be finished by the end of June, and the move is planned tentatively for sometime in late summer or early fall. I hope to be in it by my annual Thanksgiving/W.Va. deer season vacation. I’ll need the rest. I hope that by our next visit in these pages you will be seeing pictures of the finished product. Stay tuned.

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Advertise Your Procurement Positions on the VAGP Website!
By Nancy M. Davis

VAGP members may advertise their procurement position openings on the VAGP website. Send a Word attachment of the position opening to vagp@managegroup.com and state the cut off date to have the job posting removed. If no date is specified, the posting will be advertised for 1 week. Our management company, OMG, will gladly post the position announcement for you under the “Members Only” section of the VAGP website.

Position openings may also continue to posted on the VAGP list-serv. Currently the list-serv address is vagp@vipnet.org but that will soon change since VAGP is in the process of purchasing our own list-serv software. Check the website and News & Views for the latest information on our new list-serv address.
Legislative Committee
By Lacie Davis, CPPB, MPA

Should public procurement be privatized? The legislators for the State of Alaska seem to think it is a great idea. They have been piloting a privatized procurement program for the past two years and want to make it permanent. However, do they truly know the long-term implications of taking procurement out of the hands of the procurement professionals and giving it to those in the private industry? We all know, and I don’t need to tell you, how important it is to keep procurement “public.” This public process remains fair and equitable and is in place to ensure the public funds are being utilized in the most cost effective manner. What are we saying to our citizens when we take one of the most public governmental offices and privatize it? Are we creating a climate of public distrust? VAGP was strongly opposed to Alaska’s program and wanted to voice our concerns to those in the legislature supporting this new law. VAGP, along with NIGP and NASPO prepared and sent resolutions in opposition of the law to those who have the final decision on whether or not this program will continue. We are a group of dedicated, professional and hard-working individuals and we can make a difference in our profession. The Legislative Committee is dedicated to keeping the membership informed, however, we all must work together to ensure the voice of VAGP is heard.

Executive Manager’s Notes - CAN-SPAM
By Gail Phillips, CAE

At the spring VAGP Conference I shared information with the attendees on the CAN-SPAM legislation and what it will mean to your organization, and how you can help up make sure we follow all the federal requirements on all “commercial” emails, regardless of the sending entity and regardless of whether the email was solicited.

CAN-SPAM requires that if a message is an advertisement, it must state such in the message line. This allows the recipient to know that someone is trying to sell something. CAN-SPAM also requires that an email communication not contain a misleading subject title, and that all messages must include a contact name and physical mailing address so the email recipient knows who is contacting them.

The CAN-SPAM Act makes no exceptions for non-profit corporations, and in its Final Rule, effective March 28, 2005, the Federal Trade Commission (“FTC”) expressly declined to grant such an exemption for emails sent by a non-profit corporation to its members. Thus, trade and professional associations must be careful to comply with the CAN-SPAM Act and the FTC’s Final Rule anytime their organization sends an email.

What’s the negative part for VAGP? If someone, even a member who pays dues, responds to a ‘commercial’ email message and asks to be removed from the VAGP lists, then we must remove them and we can’t even give her or him an option. We must make sure that any published membership lists (printed or electronic) do not have his or her email address in them. With this in mind, VAGP Management Staff is looking at how this will impact the printing of membership email addresses in public areas.

With all this in mind, we need each of you to use extreme caution when emailing information on behalf of the association to other members. Remember if you are charging a fee for a service or class you are now offering a commercial service, and so have to offer the opt-out feature.

As VAGP’s management staff, our responsibility is to try to protect and educate the leadership and members on important items that affect the organization. One mistake under the CAN-SPAM legislation can cause litigation to be brought against VAGP, so please use extreme care when posting messages on the list serve.

Thanks for all your help in making VAGP the “Leader in Public Procurement in Virginia.”
Rising Stars

(Reprinted with permission.)
By Chuck Martin

Finance and procurement. Who’d have thunk?

Once relegated essentially to back rooms where purchasing orders were handled, the procurement function is gaining increased significance in the enterprise while finance departments become more strategic.

Two factors have caused this increased importance of both finance and procurement. The first involves the required cost-cutting during the economic downturn several years ago. As companies could find no new revenue, the only way to keep a somewhat solid bottom line was by cutting costs. This drove leaders in internal procurement to become increasingly creative as they analyzed and dissected where money was being spent companywide before devising ways to improve and control that spending.

As a result, companies began to require more standardized internal reporting, especially global companies. Through use of more sophisticated technologies, chief finance officers began to monitor costs across divisions and make internal comparisons.

The other driver for more sophisticated and precise purchasing and payment tracking was the passage of the Sarbanes-Oxley Act (SOX). This act effectively made chief executive officers more responsible and personally liable for the numbers in their businesses. SOX can become a safety net for finance and procurement, much like Y2K became an umbrella for technology departments five years ago.

Back then, as companies headed toward the uncertainty of their computer systems working in the first day of the year 2000, it became a relatively easy argument for IT that various systems should be upgraded or, in many cases, totally replaced. Who wanted to take the chance?

For finance, SOX holds the same promise. With top executives’ personal fate on the line, an argument by a CFO or chief procurement officer that a certain system, process or strategy should be deployed to better comply with SOX should not be too tough a sell.

These two factors are leading to stronger – and better – finance and procurement activities.

CFOs and their departments are becoming more important not just because of the evolved sophistication of cost cutting, but because they have developed measured ways of how to most effectively and economically conduct business. And procurement departments have learned the value of setting standards and how to enforce those standards, as well as the dramatic impact this can have on the bottom line.

Procurement cuts across all areas. Especially at larger companies, it can involve processes for the purchasing of corporate travel, real estate services, facilities management, meetings and conferences, marketing services, advertising, direct mail, human resource services, logistics and technology.

Over the past several years, many finance and procurement leaders have a much more comprehensive view of their businesses. And this helps convert finance and procurement executives from financial watchdogs to resources for you.

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Procurement Professional Ethics
By Teresa M. Hudgins, CPPB, VCO

As I was preparing myself mentally for the upcoming VAGP Spring Conference, I thought back to my early days in public procurement. I recall attending conference sessions where Ms. Dolly Prenzel from the University of Virginia would discuss Ethics. I wondered back then, why all the emphasis on ethics. Ethics was a “no brainer” to me!

Well, many years later, I UNDERSTAND! Back in my naive days I did not think individuals needed to be coached on ethics. Now I realize that there are many pressures surrounding public service; political, financial, etc.

Never forget our NIGP Code of Ethics. We need to remain governed by the highest ideals of honor and integrity in all our relationships. If your memory, like mine, is a little hazy, link to the NIGP Code of Ethics http://www.nigp.org/genlinfo/2001CodeofEthics.pdf and push those cobwebs out of your brain.

As I was doing a little research on the Ethics topic, I found a very informative website: Ethics Resource Center. I would encourage everyone to visit http://www.ethics.org/ and reinforce and strengthen your ethical standards.

The following is a portion of “A Word from the President: Moral Courage” published on the website from President Patricia J. Harned, Ph.D.

“…Moral courage. It is a concept that is not often talked about, but we certainly notice when it is absent. Nevertheless, the ability for people to take risks to do what is right, and the presence of a climate that supports that courage, is a necessary element to the success of any ethics effort.”

While you are visiting the website, download a free copy of a publication by Rielle Miller entitled; “Moral Courage: Definition and Development”. While it is a lengthy document, approx. 30 pages, I found it very interesting historically, and informative. I especially liked Ms. Miller’s conception of moral courage:

“My conception of moral courage has five components. The first component is the presence and recognition of a moral situation. The second component is moral choice. The courageous individual must appeal to virtue and reason. Once a decision has been made, the individual must act. Behavior is the third component of moral courage. The behavior must follow through with the moral decision. The next component is individuality. Moral courage requires that the individual risk and accept all consequences as an individual. The final component of my conception of moral courage is fear. The courageous individual must face fear, but overcome it. Fear cannot impede action.”

“To develop moral courage, moral courage must be habituated and practiced. Moral courage is one of those things that can only be properly attained by doing it. To get courage, be courageous.”

Be that ethical role model for your fellow procurement professionals!
Professional Development and the Aging Procurement Workforce

By Cathy Hodock, CPPB, VCO
VAGP Professional Development Committee Chair

“Retirements are hurting procurement workforce” and “Quality of workers is declining, making it harder to save tax dollars” according to an article written by David Perera that was published in the March 14, 2005 publication of FEDERAL COMPUTER WEEK. The article explains that training was one of the first functions cut from agency budgets when the federal Office of Management and Budget’s (OMB) officials cut budgets and demanded spending limits which in turn declined the quality of the federal acquisition workforce making it more difficult to save money through more efficient contracting. The article goes on to say that more than 50% of federal acquisition workers are eligible to retire this year, and the worker departures will only increase the problems. The article quotes John Gage with the American Federation of Government Employees as saying “Training has been cut. The workforce has been cut, and now, they say there’s a quality problem.” So much for planning for the future.

The public procurement (non-federal) workforce appears to be in a little better condition despite budget cuts. Not as many of us, but still significant numbers of us, are planning on retiring within the next 13 years. According to the NIGP Research Study, April, 2003 poll of 400 NIGP members, 11.75% planned on retiring by now, 16.5% plan to retire within the next 1 to 3 years, 26.25% plan to retire in the next 4 to 8 years, and 19% plan to retire in the next 9 to 13 years. That equates to approximately 43% planning to retire in the next 1 to 8 years, 62% within the next 13 years.

VAGP has played a huge roll in keeping government procurement in better condition than the Feds by constantly recruiting new members and promoting professionalism by offering members a variety of low-fee seminars and educational conferences, UPPCC CPPB & CPPO certification review sessions and exams, offering NIGP LEAP courses, and by implementing the Mentor-Protégé Program. All of these functions provide professional development and networking opportunities, promote professionalism, and increase ethics and value in public procurement.

VAGP is comprised of wonderful and very knowledgeable procurement professionals and we all need to keep up the great work and effort in promoting the procurement profession and offering professional development opportunities which in turn should save taxpayers dollars through more efficient contracting.

Professional Development Committee Members

Please contact any of the following committee members to host a low-fee seminar at your agency, share your ideas for new seminar topics, offer to instruct a one-day seminar, or to offer suggestions to help improve the seminars or certification review workshops.

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<tr>
<th>Name</th>
<th>Agency/Location</th>
<th>Phone</th>
<th>Email Address</th>
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<tbody>
<tr>
<td>Kimberly Bates</td>
<td>County of Henrico</td>
<td>804-501-5664</td>
<td><a href="mailto:bat40@co.henrico.va.us">bat40@co.henrico.va.us</a></td>
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<td>Eloise Bowling, CPPB</td>
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<td><a href="mailto:eloise.bowling@lynchburgva.gov">eloise.bowling@lynchburgva.gov</a></td>
</tr>
<tr>
<td>Linda B. Davenport</td>
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<td><a href="mailto:ldavenport@vhcc.edu">ldavenport@vhcc.edu</a></td>
</tr>
<tr>
<td>Linda S. Davenport, VCO</td>
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<tr>
<td>Cathy Hodock, CPPB, VCO, Chairperson</td>
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<td>757-890-3682</td>
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<td>Linda Ketter, CPPB</td>
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<td>757-253-6754</td>
<td><a href="mailto:ketterl@wjcc.k12.va.us">ketterl@wjcc.k12.va.us</a></td>
</tr>
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<td>Jennifer Luchard, VCO</td>
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<td>434-970-3860</td>
<td><a href="mailto:luchard@Charlottesville.org">luchard@Charlottesville.org</a></td>
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The finance people now know many best practices and the procurement folks have mastered how to identify, get and manage the best deals from the best suppliers. These abilities are now a valuable (even if not fully appreciated) asset inside corporate entities.

The “how-to-do-something” cannot be underestimated in business these days. And now, the finance and procurement leaders have earned that credential. This presents opportunity throughout the organization to tap into this knowledge. Now department heads and individual executives and managers can tap into this expertise to see how they might use what finance and procurement leaders have learned to improve their own part of the business.

Chuck Martin is a syndicated columnist and best-selling business book author, his latest being the business fable Coffee at Luna’s and the soon-to-be published Tough Management (McGraw-Hill, 2005). He lectures around the world and can be reached at chuck@nfiresearch.com.
VAGP Photo Album

Do you have photos from a VAGP event that you’d like to share?
Send them to Carline Deal at cdeal@ph.vccs.edu.

Nancy Davis cutting the ribbon to open the Vendor Expo.

Lisa Cummings, Barbara Layman and Don Rainey at the banquet table.

Sandy Hunt, Gloria Niblett and Karen Mayes enjoying the banquet.

Carline Deal and Nancy Davis at the Vendor Expo.
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More government expertise.
(More ways to respond to your technology needs.)

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