Spring Conference 2013

By Lorie Newton, CPPB
Conference Advisory Committee Chair

The Conference Advisory Committee would like to extend a big THANK YOU to everyone who attended the Spring Conference in Henrico County. Kudos to the staff of Henrico on a great job in scheduling exceptional sessions and choosing a top notch facility with outstanding food and amenities. Your leadership made this event a huge success! A big thank you to our event sponsors: Daly, U.S. Communities, Old Dominion University, Virginia Business Systems, SHI/Kaspersky, GTT Enterprises, DVG, TechnoMarketing, and Presidio. We had 177 members registered, which is the largest attendance at a Spring Conference in recent history!

Spring Conference 2013 events included the vendor expo, which set a record with 70 exhibitors, and many educational sessions. The host committee also included a fun interactive game that focused on team building, which had maximum attendance in each session! And don’t forget the entertainment! Attendees were treated to beautiful music by the talented George Dennehy at the hosted dinner. Through the silent auction, 50/50 raffle, and donations, the charity for this event, St. Joseph’s Villa for Children, received a check in the amount of $2693.09! Thanks to everyone for your generosity in supporting this charity.

Congratulations to the VAGP Spring Conference award recipients who include Kelly Okken, CPPB, VCCO, VCO for VAGP Manager of the Year, and Bill Davis, CPPO for the VAGP Distinguished Service Award. You are all amazing at what you do!

Mark your calendars and plan to attend the Fall Symposium, September 25-27 at the Fort Magruder Hotel and Conference Center in Williamsburg. The theme for this year’s symposium is “Empowering Procurement Leadership in Virginia.” Your host, Bill Lindsey, and his staff, have worked to bring local, state, national and international speakers to speak at this conference. The registration is already posted on the VAGP website in order for you to take advantage of early bird rates and also to give an opportunity to register in your current year budget cycle. You don’t want to miss this great networking opportunity!
From the Desk of the President

By Bill Lindsey, CPPO, C.P.M.

Unquestionably, the peer network we have in VAGP is probably our most valuable resource, but I continue to question if our Association is meeting the needs of its members.

Yes, we banter ideas and questions around on the ListServe. Yes, we take advantage of some of the Association’s various training opportunities. Yes, we share procurement documents back and forth. And yes, some of us attend the Association’s Spring Conference, Reverse Trade Show and our Fall Symposium. But, if this peer network is so important, why is it so difficult to get the majority of our members to engage?

I was literally beaming after our recent Spring Conference that was masterfully hosted by Henrico County. The program was about as good as they get, with not only excellent subject matter, but also a wonderful opportunity to continue to enhance that peer network I was talking about. Although our registration numbers for the conference were near 200, I couldn’t help but sit there and think of what of our other 800+ members were missing. But here’s a pop in the head—we didn’t receive any nominations for ‘Buyer of the Year’, after advertising its availability to the membership on three separate occasions. Inasmuch, that scholarship was again shelved this year and not awarded. So, are we not getting our message out about these scholarships?

As of press time, we are in the flurry of trying to elicit, plead, and/or beg public agencies to sponsor a booth at the Reverse Trade Show. It’s free and only requires a day at the show. Of course, this does not mention the efforts that are underway to get vendors to attend. It appears that this should be a ‘no-brainer’ in not only getting agencies to attend, but how many times could a vendor make this many sales calls in one day, under one roof? As I write this article, I am literally panicking that we could take a bath on this show. So, are we not getting our message out about this program?

That leads me up to our Fall Symposium that is scheduled for September 25-27 in Williamsburg. This one is very special to me because I agreed to be the host when no one else would step forward. Don’t get me wrong, I enjoy such a challenge; but out of 1,100 members, should I be the one hosting this program? Putting that aside, my initial plan includes a Symposium with a theme of ‘Empowering Procurement Leadership in Virginia.’ I am presently negotiating with nationally recognized speakers to bring learning opportunities to the attendees that will more than compliment the program theme. The cost for attendance at the Symposium is $99 per person, which I guarantee you will be the best bargain in the country. Room cost will be at the state per-diem rate of $77 per evening. If you don’t think your budget could withstand this, think of it this way: you will be paying a little over $8 per hour for the training that you will receive at this program. What a bargain! Symposium information is now available on our website and I encourage you to register as soon as you can. My goal is to reach those 800+ members with this program.

I challenge you to further engage with VAGP. Tell me if we are not getting our message out, or better yet, give me ideas on how we can improve our outreach. I am still firmly convinced that the strength of our organization rests with our networking resources, and I truly appreciate each member’s support of our Association.
Spring Conference Charity

By Eileen M. Falcone
County of Henrico

Henrico County hosted the VAGP Spring Conference March 20-22, 2013. A Silent Auction and 50/50 raffle was held to benefit St. Joseph’s Villa for Children. The Villa serves more than 2,100 children and families in need and they are located in Henrico County. There were over fifty items for people to bid on ranging from sports items, home décor, wine tastings, and NASCAR tickets. The combined total for the Silent Auction and the 50/50 raffle was almost $2,700.00. The Villa’s motto is “Never stop believing.” Your support enables the Villa to keep believing in children and families that others may have given up on. Thank you to everyone who contributed and participated in this event!
Spring Conference Photos

WE HOPE TO SEE YOU ALL AGAIN NEXT YEAR - AND BRING A FRIEND!
Shattering 5 Myths of Diversity Programs

By LaTiscia P. Fowlkes, VCA VCO
Diversity Committee Member

I have been privileged to serve as a champion for diversity programming. During this time, I have had to dispel a few myths in order to get the support for the program from end users. I would like to help those trying to implement a diversity program by shattering some common myths associated with diversity programs and diversity vendors that can prevent effective implementation.

1) DIVERSITY = MINORITY (BLACK/AFRICAN AMERICAN; ASIAN; INDIAN). Statistics show that Black/African Americans have had many obstacles in entering the fair market systems of economies. Many see these programs as a mandated “handout” to this population and a few others. However, the statistics also show that women and other ethnic groups have faced these same barriers to entry. Diversity programs are meant to even the playing field for all underutilized groups that face barriers to entry into the marketplace. Your goal should be to change that definition to Diversity = Underutilized Populations Facing Barriers. Use examples in your own communities to show where growth in utilizing different vendors is happening. Set out to benchmark the businesses you have access to and how you have utilized each population they represent. Your entity should then set up a diversity program to address the disparity that exists in your community and document your growth in utilizing these groups. (Use the VAGP Diversity Tool Kit to help you accomplish this available at www.vagp.org/resources/)

2) LOCATING A DIVERSE VENDOR BASE TO UTILIZE IS TIME CONSUMING. When I first began as a diversity champion, I’ll admit, it was a challenge locating diverse vendors in some markets. The office I worked in at the time had phone books from every region and I was tasked to go through these. This was tedious work. I quickly turned my search to electronic means, which cut my time in half searching for and calling vendors (not to mention my allergies got a break as well). Now we have better statewide databases and better search engines for locating the obscure vendor that we need. Many offices have even begun building their own databases in order to capture successful searches. In addition, many have begun to utilize their local chamber of commerce, business organizations and social groups to help them identify business owners interested in doing business with public entities. Once you develop a connection and way of communicating with these groups, they will be knocking on your door to introduce businesses to you.

3) MORE OVERSIGHT IS NEEDED TO WORK WITH A DIVERSE VENDOR. I would often hear that it was going to be more work for my end user to use a new, diverse vendor for a service or to trust that goods would arrive on time. My end users often felt that they would have to monitor the vendor’s every move. Then I noticed that they were not giving vendors the benefit of the doubt to work in their area of expertise and to do the job well. Time was being spent tracking information for goods, checking in on the new vendor doing the service every couple of minutes, and spending time with others discussing all they were doing to monitor the new vendor. (The latter is where I found they spent most of their time.) It does not take any more effort to work with a new diverse vendor than it does our more seasoned vendors. Listing clear specifications and expectations with new vendors will allow these vendors to work more effectively with end users. The smallest expectations should be communicated with these vendors prior to orders being placed or work being completed. Take the time to think about the task and create templates for as many commodities that you may have as a purchaser. Include these when you solicit and award the contract; regardless of whether they are a seasoned vendor or new to the system, all vendors will now have the same information and requirements to meet your needs without any extra oversight.

4) DIVERSE VENDORS LACK A KNOWLEDGE OR UNDERSTANDING OF WHAT WE REALLY NEED. Following up on my point above about giving vendors clear expectations, purchasers have to equip all vendors with knowledge they do not already have. Vendors know their commodity and are the experts in their field. It is our responsibility to help marry their expertise with our business needs, as all vendors do not automatically know the ins and outs of how our agency or locality works. We know that we all work and function differently; we all have a different heartbeat, internal components and expectations of getting the job done. Purchasers must learn to share and over-emphasize the

(continued on page 6...)
Local Preference Position Paper

By Donnie Legg, CPPO
2nd Member At Large

As I mentioned at the Spring Conference, I have been assigned the task of researching local preference pros and cons and developing a formal position for the VAGP Board and its membership to sponsor. This is a broad and somewhat controversial subject depending on the position of the locality you work for. With that said, I have spoken with various VAGP members and have done research to develop this position paper. A draft is almost complete and the goal is to present the final paper to the VAGP Board for review and comment this quarter. Once the Board has reviewed and had a chance to comment, the goal will be to make it available to all VAGP members for use. If you have any thoughts or would like to discuss you may contact me at Donnie.Legg@loudoun.gov.

Supplier Diversity
Advocate Institute
July 25, 2013

VAGP is partnering with the Virginia Association of State College and University Purchasing Professionals (VASCUPP) to bring you this first-ever event on July 25 at the College of William & Mary Sadler Center. Register now at www.vagp.org/events/sdai.html—take your supplier diversity programs to the next level!

(Diversity Myths, continued from page 5...)

things we desire from a vendor when we are about to “marry” them to a contract, whether short term (spot buy) or long term (term contract). Hold informational meetings that precede a solicitation being issued when necessary. These meetings should discuss your entity, the current or previous contracts, and allow you to gather information from the industry. The latter may help you strengthen your solicitation and prevent you from issuing addenda or canceling it after conducting a pre-bid/pre-proposal conference because the market cannot respond effectively to the issued solicitation.

5) IT IS MORE EXPENSIVE TO WORK WITH A DIVERSE VENDOR.

How many times have you addressed this issue? If you are like me, it’s many times, I am sure. Purchasers will face this issue for a short period of time when we begin working with those who face barriers to entering the market. So let us visit Economics 101 for a moment. The price at which the vendor has to sell their goods or provide their service to us consists of a valuation that covers overhead, cost of purchasing the goods or components for the service, and hopefully profit. All things being fair in the market, the diverse vendor would only have to cover overhead and consider their profit because the suppliers would all be giving them the same pricing on the goods or components they need. Now, we know that is not true. These vendors often face higher prices as they pay more for the same product from the same supplier. Therefore, their prices are higher. Here is the caveat for us to receive better pricing: the vendor building better relationships with their suppliers and with our entities. As diverse vendors build relationships on our end and we try their company more, recommend them to our purchasing networks and begin to do repeat business, these diverse vendors are then able to go to their suppliers, order more products, receive lower costs, receive better terms with those companies and thus grow! The vendors in turn can begin to pass part of these savings to us. The demand for their business grows, our price comes down and soon we are all back to equilibrium where everyone is “winning.” Price is important, but not everything. Allow some human equity to be considered when working with diverse vendors.

You have the influence to shatter these myths. Help your end user and community perception of using a diverse vendor base for their procurement needs improve! We will all be better for it.
Mentor and Protégé Program

By Ginger Gordon, CPPB
1st Member At-Large

VAGP is excited to announce and would like to welcome our newest Protégé to the Mentor and Protégé Program: Jacquelyn Comuzzi, Purchasing Officer with the County of Henrico. If you attended the Spring Conference in Henrico County many of you may have met her; she served on the Host Committee and she did an outstanding job.

CONGRATULATIONS

Congratulations to Michelle Glass with HRSD for completing the Mentor and Protégé Program. Michelle started the program back in February of 2011, completed the Program in March of 2013, and was presented her Certificate of Completion at the 2013 Spring Conference held in Henrico County. It was also an honor to have her Mentor there for the presentation, Mr. Mike Bacile, Purchasing Director, Chesterfield County.

When a Protégé completes the program they are asked to write an essay and I wanted to share a part of Michelle’s essay on how she thought this program was valuable:

“The Mentor-Protégé program is such a valuable tool for the members of VAGP. As a protégé in this program I have gained such valuable information on the history of this organization and a new appreciation towards the Board of Directors and their efforts to make this a value added program for its members. The Mentor-Protégé program has given me the courage and confidence to serve on various committees, serve as a committee chairperson of the Membership Committee, and run for an at-large position.”

Thank you, Michelle, for all your hard work and dedication. It has been a pleasure working with you through VAGP and I hope you continue to serve on a committee or run for a Board of Director’s position. You are a great asset to the organization.

RECOMMENDATION

Sometimes it takes a recommendation to give someone that little push. So if you know an individual, employee or a colleague who is a VAGP member that you would like to recommend, and you feel they would benefit greatly from being in the program, please contact me ggordon@ci.manassas.va.us I would be glad to reach out to those individuals.

Movers and Shakers

Lorie Newton, CPPB, Conference Advisory Committee Chair, recently accepted a job as the Assistant Director of Purchasing with Chesterfield county. Congratulations and good luck, Lorie!
Civil War Roots for Modern Procurement Law: Part 1

By J. Tyler Turpin, V.C.O.
Procurement Officer, DGS

The governments of the United States and of the Confederate States of America both had to rapidly increase the amounts of equipment and supplies used by their armed forces and government departments in the preparations for and during the Civil War between 1861-1865. Contractors for both governments furnished equipment and supplies that did not meet contract specifications. The False Claims Act (FCA), 31 U.S.C. §§ 3729 - 3733 was passed in 1863 by the U.S. House and Senate and signed by President Lincoln because of concerns that suppliers of goods to the Union Army during the Civil War were defrauding the Army. The FCA provided that any person who knowingly submitted false claims to the government was liable for triple the government’s damages plus a penalty of $2,000 for each false claim. The FCA defines what a claim is and says that it is a demand for money or property made directly to the Federal Government or to a contractor, grantee, or other recipient if the money is to spent on the government’s behalf and if the Federal Government provides any of the money demanded or if the Federal Government will reimburse the contractor or grantee. A person or firm is subject to criminal or civil penalties of law under the False Claims Act if they knowingly present, or causes to be presented, a false or fraudulent claim for payment or approval; knowingly makes, uses, or causes to be made or used, a false record or statement material to a claim; has possession, custody, or control of property or money used, or to be used, by the Government and knowingly delivers, or causes to be delivered, less than all of that money or property.

The FCA allows private persons to file suit for violations of the FCA on behalf of the government. A suit filed by an individual on behalf of the government is known as a “qui tam” action, and the person bringing the action is referred to as a “relator.” If the government intervenes in the qui tam action, the relator is entitled to receive between 15 and 25 percent of the amount recovered by the government through the qui tam action. If the government declines to intervene in the action, the relator’s share is increased to 25 to 30 percent.

The Congress of the Confederate States of America passed a law in 1862 that allowed for imprisonment to be a penalty for persons who received funds to build or expand manufacturers of small arms or manufacturers of saltpeter, a key ingredient in ammunition and explosives, and made false statements about their plans. The CSA did not have an equivalent to the False Claims Act of the U.S. Government.

In 2002 The Virginia General Assembly passed and approved the Virginia Fraud Against Taxpayers Act, Code of Virginia § 8.01-216.1, which contains provisions similar to the Federal False Claims Act.
Upcoming 2013 Educational Offerings

NIGP SEMINARS

NIGP seminars are taught by NIGP approved instructors and can assist those aspiring to achieve their CPPB and/or CPPO certifications. These are the standard training courses for entry-level to experienced purchasing professionals. Please visit www.VAGP.org for a list of all 2013 courses offered.

<table>
<thead>
<tr>
<th>SEMINAR TITLE</th>
<th>DATES</th>
<th>LOCATION</th>
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<tbody>
<tr>
<td>Introduction to Public Procurement</td>
<td>Jun. 12-14</td>
<td>Fairfax</td>
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<tr>
<td>Contracting for Construction Services</td>
<td>Jun. 25-26</td>
<td>Arlington</td>
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<tr>
<td>Ethics: A Survival Kit for Public Procurement</td>
<td>Aug. 14</td>
<td>Christiansburg</td>
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<tr>
<td>Developing &amp; Managing Requests for Proposals</td>
<td>Sep. 18-20</td>
<td>Richmond</td>
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<tr>
<td>CPPB Prep Class</td>
<td>Oct. 8-9</td>
<td>FCPS</td>
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<tr>
<td>CPPO Prep Class</td>
<td>Oct. 10-11</td>
<td>FCPS</td>
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<tr>
<td>Sourcing in Public Procurement</td>
<td>Nov. 4-6</td>
<td>Richmond</td>
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<tr>
<td>Protests and Disputes: What is a Buyer to Do?</td>
<td>Nov. 21</td>
<td>Manassas</td>
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<tr>
<td>Strategic Procurement Planning</td>
<td>Dec. 4</td>
<td>Manassas</td>
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LOW-FEE SEMINARS

Low-fee seminars are designed to offer VAGP members continuing education through courses designed to meet their particular needs. These courses are taught by instructors familiar with both the subject and Virginia Procurement Law. These courses can provide CPPO, CPPB and VCO recertification points (earn one point for a full day—eight hours of instruction time). Please visit www.VAGP.org for a list of all 2013 courses offered.

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<thead>
<tr>
<th>SEMINAR TITLE</th>
<th>DATES</th>
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<tr>
<td>Virginia Public Procurement Act</td>
<td>Sep. 16</td>
<td>Charlottesville</td>
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By Jamie Claytor, VCA
Manager, Technical and Administrative Team, JMU

James Madison University’s fifth SWAM (Small, Woman, or Minority Owned Businesses) Opportunities Vendor Fair will be held on Wednesday, August 7, 2013 at the James Madison University Festival & Student Conference Center. We hope this year’s Vendor Fair will be bigger and better than ever before, allowing more vendors to make personal contact with many departmental buyers. Please make time to visit and enjoy this great opportunity!

The vendor displays will be open from 12:30 - 3:30 pm in the Festival Center Grand Ballroom. Come discover new opportunities for your purchasing dollars. This is an excellent opportunity to develop new supplier relationships, or to strengthen existing relationships with personal contact.

Parking is available at the Festival & Student Conference Center. Visit www.jmu.edu/procurement/vendorfair.shtml for more details.

Member Snapshot

Fred Marks, CPPO, VCO - Enjoying the good life!
Update on 2013 General Assembly Session

By Kelly J. Langley, CPPO, CPPB, VCO
Procurement Management Account Executive, DGS

During the 2013 session of the Virginia General Assembly, 2,570 bills and resolutions were introduced as possible new laws or amendments to existing laws. Of that, around 30 bills had some involvement with the Commonwealth’s procurement practices and were tracked closely by the Department of General Services.

Below is a chart showcasing a few 2013 bills of interest that have passed both the House and Senate chambers and have received the Governor’s approval. All of the listed bills will take effect July 1, 2013, unless otherwise noted.

Also included in the chart is reference to the 2011 Virginia Acts of the Assembly. Senate Bill 1049 incorporates the use of the federal E-Verify program in certain procurement transactions with any agency of the Commonwealth as detailed below. The bill resulted in an amendment to §2.2-4317 of the Code of Virginia and adds a section numbered §2.2-4308.2, which shall become effective December 1, 2013.

<table>
<thead>
<tr>
<th>BILL NO.</th>
<th>BRIEF DESCRIPTION OF AMENDMENT</th>
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<tr>
<td>SB902</td>
<td>Authorizes the acceptance of a cashier’s check in lieu of a bid, payment, or performance bond.</td>
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<td>SB1119</td>
<td>Amends the definition of personal interest in a transaction to clarify that such an interest does not exist when an officer, employee, or elected member of a separate local governmental agency formed by a local governing body is appointed to serve on a governmental agency and the personal interest in the transaction of the governmental agency is the result of the compensation or benefits provided by the separate local governmental agency to the officer, employee, elected member, or member of his immediate family.</td>
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<tr>
<td>HB1890</td>
<td>Requires the Department of General Services, Division of Purchases and Supply and the State Comptroller to adhere to the adopted data standards and match all purchases of goods, commodities, and other services to the related payment activity and make the matched information available on the Commonwealth Data Point website on a transactional level.</td>
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<tr>
<td>HB1994</td>
<td>Provides that the award of a public contract may be made on the basis of cost plus a percentage when: (a) A private investment is made by a private entity for commercial or financial consulting services related to a qualifying transportation facility under the PPTA and PPEA; (b) A policy or contract for insurance or prepaid coverage has a premium computed on the basis of claims paid or incurred, plus the insurance carrier’s administrative costs and retention stated in whole or part as a percentage of such claims.</td>
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<tr>
<td>HB2079</td>
<td>Reorganizes the definitions of competitive sealed bidding and competitive negotiation. Adds a definition of job order contracting and specifies procedures to be used by public bodies when utilizing job order contracting. Enactment Clause that a specified working group be created to examine the provisions of the Virginia Public Procurement Act and report the findings and recommendations for changes in the law to the Chairmen of the House Committee on General Laws and the Senate Committee on General Laws and Technology. Enactment Clause delaying implementation until July 1, 2014.</td>
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<tr>
<td>HB2128</td>
<td>Clarifies that local public bodies are not required to post small purchases on the Department of General Services’ central electronic procurement website (eVA) or another website.</td>
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2011 - VIRGINIA ACTS OF THE ASSEMBLY

SB1049 Provides that any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of $50,000 with any agency of the Commonwealth to perform work or provide services pursuant to such contract shall register and participate in the federal E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to such contract. Any such employer who fails to comply shall be debarred from contracting with any agency of the Commonwealth for a period up to one year. Such debarment shall cease upon the employer’s registration and participation in the E-Verify program.
Prior to my current position here, I worked on the parts counter in a local farm machinery dealership. One day, a fellow came in requesting a rather obscure part for a tractor that was popular at that time. When told that we did not stock that particular item he became rather upset and informed us that we should have in stock every part necessary to build his tractor from the ground up, including the tires.

While a novel concept, it was and is impractical from a logistical and a financial standpoint. The warehouse space necessary to stock the proverbial "everything I might ever need" would be huge and the necessary level of financial commitment to support that amount of inventory would likely give accountants and auditors fits of rage and cardiac arrest. So, what does one stock and why, in order to keep the average sized city going each day and still keep peace and tranquility with our financial people?

The challenge lies in a mix of trying to balance availability of emergency items such as water main repair parts and traffic intersection control cabinets, which have a long lead time, are very expensive, and are not used on a regular basis, with those items that are easily obtainable, relatively inexpensive, and turn over quickly in an inventory. The solution lies in a mixture of business practices, communication, prior planning, good management, and a bit of common sense.

Harrisonburg's inventory ranges from standard hardware items to office paper to personal protective equipment to large and expensive repair items for traffic control and water transmission. Yes, we do need to have those emergency items readily available at a minute's notice; we can't call up the street to the local NAPA and have a repair clamp for a 20" water line delivered within the hour. This particular item has a lead time of about two months, costs around $5,300.00, and our average use is two per year. Traffic control cabinets have a lead time of around three to four months, cost around $7,700.00 each, and we currently show no annual activity. Having said that, when the water is gushing out of a large main line or a traffic intersection has gone dark, none of that matters at the time, repairs must be made.

We as inventory managers need to keep our thumb on the pulse of our inventory, as it is a living thing and constantly changing.

In speaking with inventory managers in the trucking and farm machinery industries, these companies do not normally stock an item until an inventory turnover of at least three a year is achieved. This is a good guideline, though hardly applicable in time of emergency, so what about those day to day items that are easily obtainable, have a reasonable cost, and turn over quickly?

This is the area where sound business and financial practices must be exercised. What does your usage report show; how many do you need on the shelf to keep your operation going until the next order for replenishment can be filled? How long does it take for your order for product to be filled? Is there freight involved in smaller, more frequent orders, or is there an available savings for less frequent, larger orders? Is this item of such a nature that it can be drop shipped to the end user in a reasonable time frame, thereby letting the vendor shoulder the bulk of the financial obligation until your entity needs that product? How many of this item is required to fulfill or achieve the need or task? All these factors must be considered to build a solid inventory plan.

Communication always plays a vital role in the success of any inventory control program. Does your jurisdiction still have that particular piece of equipment that uses those tire chains you have in stock? Have practices in the field changed that no longer require this item? What upcoming projects will require more of an item than what is normally stocked, or in some cases used in a year? Where do your vendors, manufacturers, etc., stand on their stocking practices? Ask to be included or to at least receive a report from project meetings. Ask questions of those in charge of such things. My motto is, "I don't like surprises unless it's my birthday or Christmas."

We as inventory managers need to keep our thumb on the pulse of our inventory, as it is a living thing and constantly changing. Trends, practices, and therefore usages, change frequently and we have to stay abreast of these changes. Are your order points accurate? Does your inventory software have a lost sale report and do you use it? There are also many

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Members in Motion

By LeeAnne Beatty Smith, VCA
Public Relations Committee Chair

This month we meet fellow VAGP member, Doug Crenshaw, VCO, CPPB! Doug Crenshaw began working as Strategic Sourcing Manager for the Virginia Information Technologies Agency (VITA) in 2000. However, Doug’s procurement experience began prior to joining the state as he had served as the head of IT for a regional retail company. He states that, “Coming to public procurement was quite an awakening!”

Doug joined the VAGP immediately after starting in public procurement at the urging of his co-worker, J.B. Edmunds (VITA). It is a decision that he hasn’t regretted! Doug feels that above all he has enjoyed the people he has met through the VAGP, but that this is followed closely by the education provided through classes and conferences.

Doug has been married to his wonderful wife, Judy, for 32 years and states that Judy is “a woman of incredible patience…I don’t know how she has lasted!” Doug and Judy have a 29 year old son and a 26 year old daughter whom they are very proud of. Doug spends his spare time playing the guitar and performing at two local churches. He also volunteers with the Richmond National Battlefield Park as an interpreter and does historical research and writing.

When asked what he would most like to share with the membership Doug replied, “I have received a lot through my involvement with VAGP. It’s a great organization filled with first class people. I’ve made a lot of friends and learned an amazing amount. It’s a tremendous networking opportunity. I highly recommend it to anyone in the field!”

If you would like to contact Doug he can be reached via email at Doug.Crenshaw@vita.virginia.gov.

If you would like to recommend a VAGP member to appear as the Member in Motion for an upcoming News & Views, please contact LeeAnne Beatty Smith at smith2lb@jmu.edu.

(Warehouse, continued from page 12...)

solid sources of information available to us. The Manual of Uniform Traffic Control Practices (MUTCD) is a good example, it being the guideline for all things traffic related. Check your inventory against such sources of information for those things that may no longer be allowed.

Finally, there’s good old common sense. Sure, your records show that you use ten of this or that a year. Is it possible that the user will want all ten at once? Sure, anything’s possible. Is it probable? Hardly. Vendor calls to say that prices are going up on his product. Should you pad your inventory a bit to avoid the increase? Of course, assuming it’s an item that you are confident will turn over, but not with several years’ worth of something that may conceivably be affected by technology, code, or legal changes.

We can keep our traffic lights operating, our water and sewer lines flowing, make sure everybody has enough coffee cups, toilet paper, and hard hats, and still keep the auditors happy, we just have to stay with it.
TCPN saves municipalities money on all their community services.

All in a Day’s Work.

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By Stephanie Suter, CPPO, CPPB
VAGP Treasurer

What are you going to do with all of that money? The membership seems to ask that question of the VAGP Board during every Business Meeting. The Board was listening and during their February meeting voted to establish two additional reserve funds in the amount of $10,000 each for (i) Legislative and (ii) Scholarships and Awards. Establishment of these reserves will provide a way to utilize funds above those originally budgeted, if needed throughout the year, to ensure the highest level of support is provided to the membership for these two important programs.

The Legislative reserve fund will allow VAGP to maximize its presence in Richmond throughout the General Assembly session to lobby for bills which VAGP both supports and opposes. This reserve may also provide funding for VAGP to participate in study commissions and meetings throughout the year related to legislative activity. In the event that legislative expenditures are projected to exceed the annual budgeted amount because of the level of effort needed, the Legislative Committee Chair, with approval of the Board, will have the authority to authorize additional legislative services.

The Scholarship and Awards reserve fund will provide additional funds, if needed, to fully support VAGP’s scholarship and awards programs. These additional funds will enable the Honors and Awards Committee to award the maximum number of scholarships throughout the year, as well as provide funding for the VAGP Buyer and Manager of the Year recipients to attend the NIGP Forum should funds not otherwise be available to them. For example, if more individuals apply for the Certification Scholarship than were originally budgeted for, the Honors and Awards Committee would have the means to award the scholarship to all eligible applicants rather than on a first come first serve basis as was the case in the past.

If no additional funds are needed throughout the year, these reserves will carry forward into the next year. Each year, the VAGP Board will review the reserves and determine the level and availability of funding. Any adjustments will be made accordingly. If there are any questions or concerns regarding these new reserve funds, please feel free to contact me at 434-455-3963 or stephanie.suter@lynchburgva.gov.

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Where in Virginia?

By LeeAnne Beatty Smith, VCA
Public Relations Committee Chair

CAN YOU NAME THIS VIRGINIA LOCALE?

This small island located in the Chesapeake Bay of Virginia was originally a summer hunting ground for the Pocomoke Indians before the English colonists arrived. Captain John Smith is credited with discovering the island in 1608, leading to gradual settlement throughout the late 1600s and 1700s. Later, British forces used the island as storage for men and munitions during the War of 1812.

Today the roughly 720 inhabitants enjoy a laid-back, small town lifestyle using only bikes or golf carts as their main mode of transportation. Residents typically earn a living through crabbing causing many to refer to their island as “the soft-shell capital of the world.”

Visitors are welcome year round to enjoy freshly prepared seafood and wonderful island hospitality, and to hear the unique old English accent of the natives who have retained much of the dialect that was present when it was originally settled by people from Cornwall and southwest England.

How well do you know Virginia and its history? Got a guess? Visit us on Facebook and be the first person to tell us the name of this location in Virginia! The first person to correctly comment on VAGP’s Facebook page underneath this article’s thumbnail wins a VAGP goody! Send a suggestion and picture of another Virginia landmark to feature in the News & Views to LeeAnne Beatty Smith at smith2lb@jmu.edu.