By Lorie Newton, CPPO, CPPB
Conference Advisory Committee Chair

I would like to thank the Conference Advisory Committee for their efforts in making the Fall Symposium another successful event. The symposium, held in Richmond, Virginia at the Hilton Garden Inn had 117 registered attendees. A big thank you also to our event sponsors, GovDeals, ODU, Daly Computers, Eastern Data, Marva Maid, SHI and AADS. Additionally, a special thank you to the Albemarle/Charlottesville Visitors Bureau for donating commemorative pins and to Virginia Correctional Enterprises for their donation of conference bags.

The theme of the symposium, “What are your Goals? Behind Every Agency is a great Procurement Team” was well received by attendees and each presenter did a great job incorporating it into their session. We had some exceptional speakers and each general session allowed attendees time to ask questions and continue our concept begun at the Spring Conference to grow their procurement quotient.

Included in the registration, attendees had the opportunity to attend the special event held at Uptown Alley, an upscale bowling alley filled with great food, billiards, and of course bowling. Donnie Legg of Loudon County showed off his bowling skills by bowling the highest score of the night.

Our charity, Ronald McDonald House Charities was the recipient of $1,727.00, which was raised from the charity auction and the 50/50 raffle. Thanks to everyone who donated to make this a great donation on behalf of our association.

Thanks to the committee which consisted of Ricky Bates, VDOT; Stephanie Brown, Chesterfield County; Richard Budaji, Virginia Retirement; Jacquelyn Comuzzi, Henrico County; Kenneth Crouch, DOLI; Roxanne Ehardt, VDH; Rita Evola, VDH; Sheila Farmer, Prince William County Schools; Kelly Gill, DMV; Ginger Gordon, City of Manassas; Kelly Okken, County of Albemarle; and Kathy Oleary, Albemarle/Charlottesville Visitors Bureau. Without the hard work of this team this symposium could not have been a success. (See more photos from this event on page 3...)

I am very excited to announce that we are already in the planning stages for our next two events, Spring Conference 2015 to be held in Virginia Beach and Fall Symposium 2015 to be held in Albemarle County. Conference registration for both of these events will be posted in the very near future to the VAGP website. You will not want to miss them!
From the Desk of the President

By Jan Giffin, CPPO, CPPB, VCO

It is hard to believe that 2014 is quickly coming to an end. VAGP has had a very active year, starting with the first annual NIGP Chapter Leadership Symposium and VAGP’s Day on the Hill. VAGP provided a Monarch Sponsorship for the ODU 1st Annual Public Procurement Symposium. VAGP’s very successful Spring Conference and Vendor Expo was held in Fairfax, Virginia, March 19-21, 2014. Other events included the VAGP Strategic Planning Session, NIGP Annual Forum, VAGP’s Fall Symposium and the Reverse Vendor Trade Show.

2014 was also a year of accolades! VAGP received the NIGP Extra-Large Chapter of the Year Award for 2014. Bill Davis from the City of Virginia Beach was presented with the NIGP Distinguished Service Award. Ms. Kelly Okken was one of the finalists for the NIGP Manager of the Year Award. Several members received their CPPO or CPPB certification. A few of the Spring Conference awards include Mr. William Lindsey named the VAGP Manager of the Year; Ms. Amy Murphy named the VAGP Buyer of the Year; and Ms. Kathy Elgin being presented the VAGP Distinguished Service Award. The Fall Symposium awards included two J. Brad Oakley Scholarships to Paula Woods and Cathy Hodock. The Manager-Level Scholarship was presented to Ms. Jennifer Steffenhofer.

Thanks to everyone who participated in our online election this fall. Results for VAGP’s 2015 offices were announced at the Fall Symposium. Congratulations everyone, and welcome Stephanie Suter as VAGP’s 2015 President! Also serving in 2015 are President-Elect: Chris Cheney, CPPB; Treasurer: Etta Henry, CPPB, VCCO, VCO; Secretary: Sharita Bryant, CPPB, VCO, VCA; and Second At-Large Member: Brad Quann, CPPB, CPPO, VCO.

VAGP held the Reverse Vendor Trade Show with the Capital Area Purchasing Association (CAPA) in collaboration with Chesterfield Economic Development in October at John Tyler Community College. I was able to participate and represent VAGP, and talked with several vendors who had attended past trade shows as well as several vendors who were attending for the first time. All comments were positive about the value of the event and the vendors expressed their appreciation for the opportunity to attend. Your participation as a public agency exhibitor was appreciated and vital to that success.

At the Spring Conference, we were introduced to the theme “What’s your PQ?”—your Procurement Quotient (PQ) is a collective investment in yourself, your customers, and your peers. VAGP members and entities had many accomplishments that contributed to the collective investment of their PQ. Our membership, committee members, board members, vendor partners, and association as a whole regularly demonstrate the value of investing in our own PQ.

It has been an honor and privilege to serve as your 2014 President! It has been a humbling experience to follow in the footsteps of Bill Lindsey and many other great Presidents. This year has been both personally and professionally rewarding for me. I have learned so much and participated in many exciting events over the course of the year. I have also enjoyed meeting so many members at the various events. I want to especially thank the Board of Directors and the dedicated volunteers that made the events so successful this year. Thank you everyone for your friendship and support, your dedication to the association and your example to your fellow members. I look forward to serving on the 2015 Board as your 1st Past President. Thanks for a great year!
Fall Symposium 2014 - Richmond, VA

(Photos continue on page 12...)

Virginia Association of Governmental Purchasing, Inc.
Legislative Committee Update

By Patti Innocenti, CPPB
Legislative Committee Chair

The work groups studying the Virginia Public Procurement Act concluded their meetings on October 15, 2014. The final recommendations (below) were presented to the Special Joint Subcommittee on Public Procurement Act on November 24, 2014. The Special Joint Subcommittee, among other things, will review the activity and recommendations of each of the work groups. Will all of these recommendations become bills? It’s too early to predict. Are these the only issues we’ll see during the General Assembly session? After two years of deferring most procurement-related bills to the study group it is possible that some other latent bills may appear. The Legislative Committee is prepared to review any and all bills and represent the best interests of VAGP. Please feel free to contact any member of the committee if you have questions.

GROUP 1 - CONSTRUCTION AND DESIGN PROFESSIONAL SERVICES

• Term contract provisions: Improve readability by moving text.
• Cooperative procurement: Establish restrictions on the use of cooperative contracts for capital construction.
• Job order construction: Establish limits on the use of job order construction contracts to include annual and task order thresholds.
• Job order construction: Permit incidental use of professional services
• Small purchase authority for construction: Establish small purchase authority for construction.

GROUP 2 - IT, GOODS, OTHER PROFESSIONAL SERVICES AND NONPROFESSIONAL SERVICES

• Equal footing for competitive negotiations and competitive sealed bidding: Eliminate the requirement to make a determination to use competitive negotiations.
• Publication notice, competitive negotiation: Over a two year period, phase out requirement to publish RFP notices in newspapers. Public bodies are encouraged to use eVA as a means to publish notices and DGS will provide a datafile summarizing the opportunities to the newspapers. If a public body does not use eVA, then they will have to provide their own datafile.
• Cooperative procurement: The authority to sponsor, conduct, or administer a cooperative procurement was retained in the final draft.

GROUPS 1 AND 2 – OVERSIGHT AND ENFORCEMENT

• Establish a procurement council: The groups agreed on the concept of a council that will have an advisory role and duties that include training and data collection with adequate representation from stakeholders. The council is strictly a concept at this writing, no specific language was developed. As such, no bill establishing the council is expected in the 2015 General Assembly session.

Upcoming 2015 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 2014 courses offered.

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NIGP Essentials

By Bill Lindsey, CPPO, C.P.M
1st Past President and NIGP Representative

Just returning from the NIGP Fall Business Meeting, I’m loaded with a variety of facts, figures and what I tend to call, ‘the essentials’, that are available through our national organization.

For example, as it relates to facts and figures, when you join NIGP, you immediately connect with over 15,000 professionals working in local, state and national procurement agencies across the United States, Canada and countries outside of North America. This representation includes over 2,900 purchasing units that oversees more than $200 billion in spend per year.

You will receive time-saving resources that deliver immediate value. This includes access to the Institute’s Peer Networks, the NIGP Library, the NIGP Dictionary, the Public Procurement Profiler and various Sourcing Tools. Of these, the #1 accessed NIGP Member benefit is found in the Library that includes thousands of solicitations and templates, publications, and research to help you develop the best solicitation.

You can also strengthen your capabilities by availing yourself to the numerous NIGP publications, eBooks, position papers, research reports, white papers, newsletters, and monthly magazines with exclusive topics relevant to public procurement.

Best yet, your membership opens access to NIGP’s Job Board where available positions can be viewed and posted throughout the year. NIGP also has a vibrant scholarship program that benefits members pursuing formal education as well as those wishing to enhance their professional careers through continuing education. Finally, you have access to the NIGP Store that maintains over 40 titles of procurement and contracting references that are available to expand your procurement library and enhance your contracting knowledge.

It’s literally never too late to take the lead to ensure your agency is reaching its full potential as it relates to your procurement operations. By aligning yourself with NIGP, you can assist in having your agency be the example of public procurement excellence. As the foremost authority in public procurement, NIGP stands ready to provide the tools to make this happen. I encourage you to join NIGP by visiting www.nigp.org/membership or calling 800-367-6447.

I’m always available for comments and questions. Email me at blindsey@gloucesterva.info.

The Rewards of Volunteering

By Richard Budaji
General Services Administrator, Virginia Retirement System

I am currently in my second year of the Mentor Protégé program. This has been a great program for me as a new member to VAGP.

The Mentor Protégé program provides one with the opportunity to volunteer on many various committees, and admittedly the rewards of participating are amazing. Personally, I had the benefit of hosting an Information For Bid (IFB) and Request For Proposal (RFP) class and also volunteered as a conference committee member for the Fall Symposium and the Reverse Trade show. While volunteering for these events I saw opportunities to build teamwork, time management skills, and vendor networking. Volunteering also fosters and encourages stronger relationship with colleagues.

During each conference event, VAGP sponsors a fundraising campaign to benefit a local charity. Studies have shown that volunteering can have a positive impact on people’s health physically, mentally and emotionally by increasing self-confidence, while helping manage and lower stress levels. I strongly suggest any new or existing VAGP member enroll in the Mentor Protégé program. It will have a positive and long lasting influence on your life and career!
Pro D Update

By Gregory Scearce, CPPB, VCO
Professional Development Committee Chair

It is hard to believe that, as I write this, Thanksgiving is almost upon us and there are only seven shopping Saturdays until Christmas. Some of us may be getting a little slower but time has figured out a way to keep going at a very steady pace.

It was almost two months ago that I had the pleasure of presenting the accomplishments of the Professional Development Committee at the fall symposium. Since then we have successfully held the VPPA class in Henrico. Our VPPA Case Law in Henrico on December 16 has already SOLD OUT! This is a new class that we are excited to offer and the famous Bill Hefty will be teaching this 8 hour class.

I am pleased with the accomplishments of the ProD committee this year and with the things that we have been able to offer the membership. 2015 will be even better as the Professional Development Committee will be chaired by Stephanie Brown of Chesterfield County. I will be moving on to assist with a special project that the President-elect has assigned me.

**DISNEY TRIVIA TIME!**

My love of Disney continues and I cannot leave everyone without some Disney fun facts.

1. Did you know that during the Christmas holiday season that Disney World displays more than 1,300 trees?

2. Disney World uses more than eight million lights throughout all the resorts, parks and Downtown Disney.

As the holiday season approaches, I hope that everyone will remember those who are less fortunate and take the time to make someone else’s life a little better. Remember, it does not have to be money related, time can be as valuable as money, sometimes even more.

For more on classes, please visit [www.vagp.org/education/lowfee.html](http://www.vagp.org/education/lowfee.html). The Professional Development Committee is always looking for sponsors, new instructors and new class ideas. The classes can be a 4 or 8 hour classes and remember, if you sponsor a class, you get a free seat!

I want to thank everyone for continuing to support the Professional Development Committee.

Guess the VAGP Member

By Mary Pennington, CPPB
Public Relations Committee Member

Yes, this is my ancient photo on the left, but can you guess whose ancient photo is on the right?

This VAGP Member is a Division Manager and Purchasing Agent. He is on the VAGP Board and has worked on several VAGP committees. He holds his CPPO certification, manages a Procurement Division, handles public-private partnerships, and serves as Purchasing Agent for the County where he has worked for 35 years. His main focus has always been construction and A/E contracts. Long ago, before procurement, when he worked in the county warehouse, he was known for distributing supplies from a little red wagon. He is close to retirement and will be coming off the VAGP board this December.

In his spare time he is an avid sports fan, with his main loves being baseball, football and college basketball (Go Duke!). He loves old TV shows like “In the Heat of the Night” and “The Andy Griffith Show.” He also likes to site really odd quotes from movies. This guy is married, has three beautiful children and has two dogs, a boxer named Duke and a pit bull puppy named Harper.

**Who is he?** Want to guess? Visit us on Facebook and be the first person to tell us his name! The first VAGP member to correctly comment on VAGP’s Facebook page underneath this article’s thumbnail wins a VAGP goody! Send suggestions for future articles to feature in the News & Views to LeeAnne Beatty Smith at smith2LB@jmu.edu.
Mentor–Protégé Program

By Roxanne Ehardt
2nd Member At-Large

Are you interested in serving in positions of responsibility with the focus of becoming a member of the VAGP Board of Directors? The Mentor–Protégé Program may just be for you! As the coordinator of this program, I find it exciting to connect mentors with protégés in the development of a professional procurement officer. Not only does this program offer a look into VAGP’s Board of Directors meetings, but it also gets you involved with networking with other professional procurement officers with excellent and extensive experience and education and many other benefits, too.

The VAGP Mentor–Protégé program provides an excellent avenue for the membership to grow and nurture future officers for VAGP. The program is designed to help VAGP achieve its goals and contribute to the overall mission, purposes and vision. Mentors are VAGP Board of Director Officers, both past and present, which are interested in and committed to helping develop a fellow VAGP member. (We need more mentors!) Protégé’s should possess humility, an insatiable curiosity, the courage to trust, and the ability to listen. Protégés who participate in the program may become candidates for election as an At-Large Member or Secretary. If you are interested in becoming a mentor or protégé please contact me.

HOW TO GET INVOLVED
If you are interested in learning more about how you can become more involved with the support of a mentor, complete the protege application form and submit it to me at Roxanne.Ehardt@vdh.virginia.gov (or call 804-864-7519 for questions). The VAGP website has the application and details of the Mentor–Protégé Program. Thank you!

Using Procurement Skills in Everyday Life

By Fred Marks, CPPO, VCO
VAGP Lifetime Member

Most of the skills we learn in public purchasing are transferable, we just have to know how and when to apply them. I had my fairly new car serviced last week and was handed the bill which included a line item for “shop materials” for $12. I asked the service technician, Bob, what the shop materials were and was told shop rags, things to clean up the technician’s hands, and “stuff like that.” I mentioned that whoever set up the costs had to assume that anyone who drives into the repair shop was going to have to have these materials used. I’ve yet to see a repair technician without a red shop rag in his back pocket or cleaning up with Go-Jo at the end of a job.

Bob said I could talk to the service manager about the cost; he doesn’t make it up, just puts in the code for the final bill. I asked him to delete the code (I thought it was a reasonable request) and was told, “Once it’s in there, I can’t take it out.” Bob shrugged, smiled at me, and pointed in the direction of the Service Manager.

So I had a conversation with Skippy, the Service Manager (I’m not being unkind, he had “Skippy” embroidered on his shirt, next to the dealer’s name). I asked why I was being charged twice for shop materials, once in the overhead cost of the dealer and the second time as a line item on the bill. Skippy seemed confused so I patiently explained that fixed costs are part of overhead and are part of their hourly rate, while variable costs are assigned to each repair, such as brake linings or the little expensive thing that makes the other little expensive things (made somewhere in a country I can’t pronounce) work.

Skip was not familiar with the finer points of cost accounting, but he did know his Customer Service Manual. “Of course, Sir, if you think this is an unfair charge, I’ll be happy to delete it (knowing full well I was being overcharged to begin with). “We want to retain you as a valued customer (and will overcharge you next time) and here is a coupon for a free car wash.” You will note that Skippy moved the problem away from his area of expertise to something he could do, that would satisfy me as a customer.

We both learned a valuable lesson that day. Skippy learned about cost accounting (no doubt more than he ever wanted to know) and I learned that the negotiation skills required in public purchasing, patience and reasonableness, work just as well in my private life.
Member Spotlight - Nancy Davis, CPPO, CPPB, VCO

This quarter we feature a very proud and active member of VAGP: Nancy Davis, CPPO, CPPB, VCO, Contracts and Procurement Director for Virginia Department of Motor Vehicles.

Nancy’s career in public procurement started at the Virginia Education Loan Authority (VELA) in 1988 as a Manager of Administrative Services and later as their Manager of Procurement and Facility Services. In 1989, she became a member of VAGP. Next, in 1996, Nancy moved to the Department of General Services/Division of Purchases and Supply to accept a position as a Procurement Review Analyst, and later in 2000 as a Procurement Management Account Executive in the Policy, Consulting and Review Bureau. Her “special project” was the state’s purchasing manual and was chair of the policy committee for 10 years. She started working for the Virginia Department of Motor Vehicles in 2006 where she holds her current position as Contracts and Procurement Director.

In addition to the challenges of her procurement positions, Nancy has always been very dedicated to VAGP and the public procurement profession. Over her career, Nancy has taught several classes and even created the first CPPB Review Guide (at the time it was still called PPB), which was before NIGP even created a review guide for the now CPPB exam. Ron King created the CPPO Review Guide and Nancy and Ron would hold review classes at some of the VAGP conferences. In addition to teaching, Nancy was a member of VAGP’s education committee for several years and served on VAGP’s Board of Directors for 13 straight years in various positions including that of President. Nancy’s dedication and commitment to the procurement profession has not gone unnoticed by her colleagues. In 2000, Nancy was awarded VAGP’s Buyer of the Year and later that year she became NIGP’s Buyer of Year. In 2006, she was awarded VAGP’s Manager of the Year, and in 2008 she earned VAGP’s Distinguished Service Award.

When Nancy is not thinking of VAGP or of contract negotiation for DMV, Nancy and her husband Lee (of 42 years) enjoy the water and boating. When Nancy is outside she enjoys gardening. When she is inside, Nancy is very creative and enjoys hand work like embroidery, cross-stitch, crochet, knitting, and sewing. Nancy also utilizes her creativity and artistic skills for acrylic painting on wood and oil painting on canvas. In addition to her hobbies, Nancy and Lee share their home with their wonderful black cats: Peanut (8 years old) and Piper (2 years old). They are also the proud aunt and uncle to nieces and nephews, great nieces and a great nephew.

Nancy has a full life both at the office and away from the office, and VAGP has been an important part of her professional life. She believes that the more you put into VAGP the more you get from it. She also respects what each of us contributes to VAGP and the procurement profession as portrayed when she stated, “As a collective group of professionals, we know just about everything about purchasing goods, services, and technology...far more than any of us individually knows.”
By Stephanie Brown, MBA
VAGP Protégé

As one of the newer protégés in the Mentor–Protégé program, I had the opportunity to volunteer at the Reverse Trade Show held on October 15 at John Tyler Community College. This year’s event was a collaborative effort among VAGP, CAPA and the Chesterfield County Economic Development department in which 39 exhibitors from various state agencies, localities, municipalities, school systems and universities were represented.

This event also attracted 153 vendors. We received positive feedback following the trade show and as stated by one of the vendor attendees: “Just a quick thank you note…for me, the show was a huge success. I was able to quickly meet all the participants and determine several good leads in a short amount of time. I was looking for groups that would utilize my VASCUPP Contract, so more importantly, I was able to eliminate several groups, which saved me an enormous amount of time in the field.”

Vendors are attracted to this event for the opportunity to meet with a diverse group of public agencies all in one place and this requires participation and support from all of the VAGP membership to ensure its future success. This event is a significant revenue generator for the association and provides a great networking opportunity with peers from across the state. If your agency doesn’t currently participate, please consider joining us next year in Albemarle County in conjunction with the Fall Symposium.
TCPN Helps You Save Your Pennies.

Overseeing services and infrastructure requires a lot of effort and planning. The Cooperative Purchasing Network (TCPN) helps simplify your steps and reduce your costs. TCPN’s contracts leverage the purchasing power of over 37,000 actively engaged government entities. All contracts are competitively bid and awarded by a single governmental entity – Region 4 Education Service Center. TCPN monitors contracts through third-party compliance reviews to ensure vendor accountability. You can rely on TCPN’s lead agency’s ISO certified processes, 100+ combined years of government purchasing experience and 50+ combined years of auditing experience – we know what it takes to keep a community running.

Keep your service responses on time and on budget.
Go to www.tcpn.org and sign up today.
Spring Conference & Vendor Expo

March 25-27, 2015

Hilton Virginia Beach
Oceanfront
3001 Atlantic Avenue
Virginia Beach, VA 23451

Waves of Opportunities, Oceans of Success
We want your news and views in 2015!

This is your Association and your publication—make your voice heard! All VAGP members are encouraged to send articles, press releases and photos. Published articles on purchasing related topics may help members earn recertification points. For eligibility requirements, please verify directly with the certifying agency. Suppliers and contractors are also encouraged to submit purchasing-related articles for publication. Limited opportunities are available and offered at no cost!

Submit your contributions to LeeAnne Beatty Smith at smith2lb@jmu.edu.

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Congratulations to the 2015-16 VAGP Board Members who were sworn in at the Fall Symposium. Thank you for all that you do for VAGP!

1. President: Stephanie Suter, CPPO, CPPB
2. President-Elect: Chris Cheney, CPPB
3. Treasurer: Etta Henry, CPPB, VCCO, VCO
4. Secretary: Sharita Bryant, CPPB, VCO, VCA
5. First At-Large Member: Roxanne Ehardt, CPPO, CPPB, VCO
6. Second At-Large Member: Brad Quann, CPPO, CPPB, VCO
7. First Past President: Jan Giffin, CPPO, CPPB, VCO
8. Second Past President: Bill Lindsey, CPPO, C.P.M.