Donnie Legg, CPPO
Conference Committee Chair

The VAGP hosted another successful Spring Conference on March 22–24 at the Renaissance Portsmouth-Norfolk Waterfront Hotel in Portsmouth, Virginia. The event was attended by 143 members, including 35 first-timers. This year’s vendor expo brought 57 vendors who manned booths to meet with our members and discuss the goods and services they provide. Our event would not have been as successful if it were not for the many sponsors who help offset the costs. A special thanks to the following sponsors: Platinum Sponsorships—U.S. Communities and SHI; Gold Sponsorship—National Joint Powers Alliance (NJPA); Silver Sponsorship—Virginia Business Systems; Bronze Sponsorships—Pitney Bowes, NAPA Auto Parts and Bank of America; and Navigator Sponsorships—Tate Engineering and Old Dominion University Graduate Certificate in Public Procurement and Contract Management. I would also like to thank the many volunteers from the Conference Advisory Committee who worked countless hours to ensure that the conference was a success.

The event theme was “Changing of the Guard from Veterans to Millennials and Beyond,” and offered three days of exciting speakers, networking, and fun! There were many educational sessions offered, highlighted by two general sessions presented by Martha Bryan of Bryan and Bryan Associates.

Thursday evening was the presidential dinner and awards, where Stephanie Brown of Chesterfield County received the Buyer of the Year award and was recognized for completion of the Mentor/Protégé Program. In addition, Stephanie Suter, from the City of Lynchburg, received the Manager of the Year award and two recent retirees were honored as Joseph (J.R.) Cannon received the VAGP Life Membership Award and Mike Bacile received VAGP’s most prestigious award, the T. Gordon Sandridge Lifetime Achievement Award. Congratulations to all our award winners!

As we do with all events, VAGP picked a local charity to support. For this conference VAGP chose Vetshouse, Inc. Vetshouse, Inc. is a nonprofit 501(c) (3) organization that provides housing, food, clothing, counseling, and other assistance to homeless veterans of the US Armed Forces in order to facilitate their return to gainful, independent, responsible and productive lifestyles. Thanks to the kindness of our members, VAGP raised $1,800 for this most worthy charity.

Following the dinner on Thursday our members were entertained by an aerial skills performance by two amazing performers. They were joined at the end by one of our own VAGP members, who showed us all what a great performer she was in her own right.

If you weren’t able to make the Spring Conference, please make plans to join us at the Fall Symposium at the Stonewall Jackson Hotel and Conference Center in Staunton, Virginia, October 15–17, 2017.

See more event photos on page 3!
From the Desk of the President

Etta Henry, CPPB, VCCO, VCO
2017 President

Spring is a time of new beginnings. This spring offers several such opportunities for VAGP. To enhance services and expand benefits offered to members, VAGP will transition to a new management firm on July 1. The transition will provide the support for the daily operations of the association and allow for greater focus on new initiatives and opportunities to further benefit the VAGP membership. While the management firm handles many of the behind the scenes tasks necessary to manage a large organization, it is ultimately the volunteers who work to create a successful organization. The hard work and long hours of many volunteers help to make VAGP a wonderful organization to be a part of.

As we approach the mid-point of the year, much has been accomplished but even more importantly, much is set in motion and planned for the future. At the Spring Conference, a new membership category, Retired Member, was approved. This provides a great opportunity to keep those recently retired procurement professionals engaged in the association and participating in the various networking and educational opportunities. Looking into the future, the VAGP board is exploring various operational efficiencies and opportunities that will ultimately benefit the membership. Plans for the Fall Symposium are under way with a new initiative to welcome first timers. Sessions to develop new leaders, as well as meaningful educational opportunities for seasoned professionals are taking shape. In addition, the board recently met to develop the strategic plan that will guide VAGP to continue to be a leader in public procurement and provide education, professional development, and engagement opportunities to benefit our members and provide opportunities to connect with fellow procurement professionals from across the Commonwealth.

There are multiple opportunities for members to engage, contribute, and participate through various avenues: committee participation; conference planning; presenting at a conference; development and/or teaching of courses; serving as a mentor or a protégé; and serving as a regional champion and/or providing support to the program. These are just some opportunities for engagement as the association seeks to provide positive educational and networking experience and develop leadership within the association as well as provide opportunities for growth and leadership to benefit our individual organizations. If you are interested in any of these opportunities (or have recommendations for others), please complete the Volunteer Form located on the VAGP website (located in the File Repository, Key Word ‘2017 Volunteer’).

I hope to see many of you at the NIGP Forum in August and the VAGP Fall Symposium at the historic Stonewall Jackson Conference Center in Staunton on October 16–17. Registration for the Fall Symposium is open. Please visit the VAGP website at www.vagp.org to register for the Symposium and/or any of the educational classes offered. I hope to see you there.

Etta Henry,
VAGP President
The Champions Program is slowly coming together, however we still need help in filling the spots for:

Zone 1, Zone 2, Zone 3, Zone 4, Zone 5, Zone 8, Zone 9, and a co-chair for the program to help with coordination and communication.

We are also working with the Education and Pro-D committees to help spread the word about opportunities for courses to be held in your Zones. Soon the membership list for each Zone will be sent out to the Zone Champions and they will be reaching out to you to find out how VAGP can better serve you in your procurement career.

Together we can make the program a success to make VAGP even better!

If you would like more information on how you can participate you can reach me at vardak@fcpsk12.net or 540-662-3889 x 88237.

Thank you!
JMU PURCHASING MONTH

LeeAnne Beatty Smith, CPPB, VCA, CUPO

James Madison University celebrated March as Governmental Purchasing Month in a couple ways. In order to show appreciation for our end users, each buyer was asked to select three (3) end users that they work closely with on a regular basis and write them a thank you note. The thank you notes were sent out with a small gift from our staff. In addition, a few of the more creative procurement staff members organized a procurement scavenger hunt for the office which involved taking selfies at certain locations and dress up. This was a wonderful break from the day and a great team-building experience! Hope you had a wonderful Governmental Purchasing Month!

MARCH IS GOVERNMENTAL PURCHASING MONTH!

By Janet Haney, VCA

To celebrate the month of March as Governmental Purchasing Month, the County of York’s purchasing staff participated in several activities. After receiving a formal Proclamation signed by the Chairman of our Board of Supervisors that recognized March as Governmental Purchasing Month, we framed and hung it in the purchasing office for all to see. There was also an announcement posted on our intranet site making the same declaration, which included our names and pictures so that everyone who worked with the purchasing staff knew who we were and were able to put names to faces.

The purchasing staff held a contest throughout the month of March in the form of a quiz which contained pertinent questions relating to the purchasing world. The award went to the two employees who had the most correct answers and they received gift cards (purchased out of pocket) to Subway! We also wanted to recognize our internal customers without whom we wouldn’t have a job to do! The purchasing staff wanted to thank the departments for being our customers and for working with us to make their procurement needs seem effortless. We sent to each department, a bag of microwave popcorn with a label on it announcing March as Governmental Purchasing Month and thanking them for their business! We love our customers!
ODE TO PURCHASING

Ten years I have been in this business. Ten years of the roaring and din; But I have grown up with purchasing, And seen changes again and again.

But some things will never be different. No matter how hard you may try; You’ll always hear some of the same old things. With each day that accelerates by.

“That shipment should have been here last week.” “That’s not what I ordered before.” “Why didn’t you tell me the price had gone up?” “Can’t I get that same style anymore?”

“Go out to bid on this item.” “Just remember I have no good specs.” “And be sure this time it’s made of wood.” “And instead of concave, get convex.”

“By the way, that bid you opened today. The one you spent six months compiling; Meant to tell you that project has been shelved.” And to that you’re supposed to keep smiling?

“That requisition I gave you last Wednesday “I need to add just a few things.” “But that P.O. went out two days ago.” And you know how the mail has wings.

So out with addendums and changes And contracts and letters galore; And if you find time in the lull to purchase, It no doubt will be from the wrong store.

You try to save the citizens money, You think and you sweat and you strain; You try so hard to do a good job. You use every corner of your brain.

But does anyone ever recognize The effort you put forth each day? No, there’s no pats on the proverbial back, Much to all our dismay.

But you can be certain of one thing. You know that your work is worthwhile; But only purchasing people understand, And so to each other we always SMILE.

Submitted by Rose Sutherlin James City County

Virginia Association of Governmental Purchasing, Inc.
TAKING TIME TO INVEST IN YOURSELF

Jacque Cornuzzi, MBA, CPPB
Education Committee Member

Time is money. Time is of the essence. Time is on your side. Time flies. Of all the sayings out there that mention time, one thing is for sure: we all have the same amount of it and the freedom to choose what we do with it and how we use it. I like to look at time like I look at everything else: a finite amount of a commodity that has some fixed costs but the freedom to choose how to spend the residual time. We’re all busy professionals with different lifestyles, responsibilities, burdens, freedoms, and preferences.

With all of our differences, we more than likely have this in common: being too busy to take a class or get involved or being too busy to attend a conference or a seminar. Yes, it can be challenging to schedule outside activities and arrange time away when you’re feeling the pressures of workloads and deadlines. And unless someone else recommends, encourages, or demands it, you probably won’t do it. That’s why I’m writing this article my friend—to tell you that you’re worth it!! Do it! Get involved! Invest in yourself!

Attending a class, seminar, workshop or conference can benefit you in more ways that what you might think. You can meet other professionals from across the state, share experiences, build contacts for support in the future and possibly solve one of your complex procurement issue.

That is primarily why VAGP has been so successful over the years: the members and their participation. We must participate and invest in ourselves to be able to give back. That’s the cycle. We’re public servants, that’s what we do. That’s why this is critical. Sharita Bryant wrote about it in the *March 2017 News & Views.*

Not too long ago, procurement was simply a function, not a recognized profession. Today, there are 68 colleges and universities listed on the NIGP website that offer courses or programs in public procurement.

All of us as procurement professionals deserve to invest time in ourselves through education. Not only will you grow professionally, you will grow the entire profession. VAGP sponsors multiple NIGP classes and other opportunities to help you reach your professional goals and to help you help others! Trust us, you’re worth it!

“Professional Development: How to Measure Up!” by Sharita Bryant, CPPB, VCO, VCA, 2017 VAGP President-Elect

*Virginia Association of Governmental Purchasing, Inc.*
2017 VAGP

FALL SYMPOSIUM

October 16-17, 2017

Location:

Stonewall Jackson Hotel
and Conference Center

24 S Market St, Staunton, VA 24401

Nestled in Historic Downtown Staunton, Virginia in the heart of the picturesque Shenandoah Valley, our 124-room hotel captures the spirit, history and charm of the old South. Originally built in 1924 and a member of Historic Hotels of America, the Stonewall Jackson Hotel underwent a complete renovation in 2005 and has been lovingly restored to its original grandeur with modern amenities that now includes over 8,500 square feet of conference center space, a fully equipped fitness center along with an indoor heated pool. Get ready to make your own history at our unique Virginia gem and join us at the Stonewall Jackson Hotel and Conference Center.
VAGP LOBBYISTS

Patti Innocenti, CPPB
Legislative Committee Chair

VAGP retained the firm of Hefty Wiley & Gore as lobbyists beginning with the 2015 session of the General Assembly, so they have just completed their third session as our lobbyists. The firm is located in Richmond, and the individuals who are registered as lobbyists for the Association are Bill Hefty, Jeff Gore, and Stan Tretiak. Bill is well known to VAGP members since he has been teaching the course on the VPPA for the last twenty years. Jeff has worked for the Division of Legislative Services and the Virginia Association of Counties as a lobbyist, and he has very good connections in the General Assembly and with the administration. Stan is not a lawyer, but he has been a lobbyist in Virginia for over 30 years and is an expert on the legislative process. He knows many of the aides to the General Assembly members, which is very important for access.

The first objective in retaining Bill and Jeff’s firm was to have lobbyists who are knowledgeable about the public procurement process and the VPPA, so they understand the issues that face Virginia public procurement professionals and can draft and assess proposed legislation accordingly. Second, we wanted to have lobbyists who can interact with members of the General Assembly on both sides of the aisle, as well as the administration, and have a good reputation. Finally, we wanted a firm that could work with other stakeholders who are interested in procurement legislation, including VACO, VML, DGS, and groups such as the architects and engineers.

Engaging Hefty Wily & Gore unquestionably improved VAGP’s legislative program—we truly feel we now have a “seat at the table.” Bill, Jeff, and Stan have worked closely with the Legislative Committee during the General Assembly sessions, and they have stressed the importance of working on legislative issues throughout the year, not just during January and February. This will be the third year that we have jointly conducted a webinar on the most recent General Assembly actions, and we are continuing to work with Bill, Jeff and Stan to try to get more information to the membership and to involve them in the legislative process. Input from Virginia’s procurement professionals is considered at the beginning of the legislative process and is no longer an afterthought. The professional relationship that VAGP shares with Hefty Wiley & Gore is a win-win.

PRE-ORDER A VAGP T-SHIRT

Orders are being taken for the VAGP t-shirts due to interest from members at the VAGP 2017 Spring Conference. The Public Relations debuted this VAGP Shirt at the 2016 Spring Conference. If you are interested, place your order today! We need a minimum of 12 to place the order. These t-shirts will not be offered at the conferences or symposium. These are pre-orders only.

There are two styles: crew neck and v-neck. The Anvil 980 adult crew neck t-shirt (unisex) comes in black with sizes S-XL for $10, add $1 for sizes over XL. The Anvil 88VL adult women’s v-neck t-shirt comes in black with sizes S-XL for $12, and add $1 for sizes over XL and Anvil 982 adult men’s v-neck t-shirt comes in black with sizes S-XL for $12, add $1 for sizes over XL.

T-shirt order deadline is June 30, 2017. Fill out the order form, which you can find on the VAGP website in the File Repository, along with payment and return to VAGP at info@vagp.org. Contact Ginger Gordon with questions at ggordon@ci.manassas.va.us.

Virginia Association of Governmental Purchasing, Inc.
### VAGP-SPONSORED NIGP SEMINARS

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<th>SEMINAR TITLE</th>
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<tr>
<td>Strategic Procurement Planning</td>
<td>June 12–14</td>
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<td>Total Cost Analysis for Best Value Decision</td>
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**TO BE SCHEDULED**

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<td>Sourcing in the Public Sector</td>
<td>September 27–28</td>
<td>Radford, VA</td>
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<td>Strategic Procurement Planning</td>
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<td>October</td>
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<tr>
<td>Developing &amp; Managing RFPs</td>
<td>November 17</td>
<td>Washington DC/ MWCOG</td>
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If you would like to know when a seminar is going to be in your area, please contact one of the following 2017 education committee members:

**CHESTERFIELD**

Jacque Comuzzi  
P: 804-748-1834  
comuzzij@chesterfield.gov

**RICHMOND**

Roxanne Ehardt, CPPO, CPPB, VCO, VCM  
P: 804-864-7519  
roxanne.ehardt@vdh.virginia.gov

Nancy Pressing, MBA, CBP, CUPO, VCO  
P: 804-225-2948  
nancy.pressing@dgs.virginia.gov

**NORTHERN VA**

Cindy D. Smith, CPPB  
P: 202-962-5211  
cdsmith1@wmata.com

**CENTREVILLE**

Kristen Hylton  
P: 703-227-0225  
Kristen.hylton@uosa.org

**FALLS CHURCH/FAIRFAX**

Javier Iturralde, CPPO, CPPB  
P: 571-423-3580  
jsiturralde@fcps.edu

**LOUDOUN**

Amy Bevins, CPPB  
P: 571-291-7719  
abevin@loudounwater.com

**RADFORD**

Kevin McDowell  
P: 540-831-5356  
dkmcdowel@radford.edu

### PROFESSIONAL DEVELOPMENT (PROD) SEMINARS

Register for a low-fee professional development class in your area today! Classes are always being added, so make sure to check for updates on VAGP’s website or contact Tomek Kruszec for more information at Tomek.Kruszec@lynchburgva.gov.

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<tr>
<th>SEMINAR TITLE</th>
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<tr>
<td>Developing a Basic Understanding of Construction</td>
<td>June 12</td>
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<td>Practical Procurement Issues</td>
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<td>Virginia Public Procurement Act</td>
<td>August 8</td>
<td>Virginia Beach</td>
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<tr>
<td>Public Purchasing Basics</td>
<td>Sept 22</td>
<td>Lynchburg</td>
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Certified Professional Public Buyer (CPPB) and Certified Public Procurement Officer (CPPPO) Recertification Reminder

Cindy D. Smith, CPPB
Education Committee Chair

Recently I submitted my CPPB recertification application and was surprised by the amount of time I spent researching my contact hours. Needless to say, I did not have all of my supporting documentation of attended classes/seminars over the past five years in the nice yellow folder UPPCC provided with my last recertification certificate. If this is your recertification year, here are a few reminders:

1. You are required to earn a minimum of forty-five (45) qualifying contact hours in a minimum of two (2) out of three (3) categories. The categories are 1) Continuing Education & Professional Development: Accredited; 2) Continuing Education & Professional Development: Non-Accredited; and 3) Professional Contributions. Check now to see how many hours you have now or will have by your recertification date. If you fall short, you can make a professional development plan to acquire the hours.

2. Keep track of your Accredited and Non-Accredited classes separately: Not all classes sponsored by NIGP are Accredited. You can check the designation of NIGP classes via the NIGP website.

3. Maintain electronic records: Your NIGP transcript should include all of your NIGP classes. For non-NIGP classes, you can scan and upload your certificates to your VAGP profile. In addition, when returning from a VAGP conference/symposium, you should complete the point allowance/contact hours documentation form and scan it to your VAGP profile immediately. Your VAGP profile can serve as a depository for class information.

4. Submit your application at least two weeks in advance. The UPPCC recertification department has a small staff and processes approximately 125–150 applications (new and recertification) monthly. They update the webpage at the end of the month.

Take time now to maintain your recertification documentation. You can find additional details about the recertification process at the UPPCC webpage.