KPPA CELEBRATES MARCH PURCHASING MONTH

The Kentucky Public Procurement Association (KPPA) celebrated the proclamation of March as Purchasing Month on March 8th at the Farnham Dudgeon Civic Center in downtown Frankfort, KY.

KPPA President Carolyn Turner, CPPO, CPPB got the afternoon started with opening remarks to the attendees and the introduction of Finance and Administration Cabinet Secretary Lori Flanery. Secretary Flanery presented KPPA with the March Purchasing Month Proclamation signed by Governor Steve Beshear. Secretary Flanery expressed high praise for the procurement professionals and state multiple times how a transparent procurement process is so vital to the integrity of the public sector. Kathy Robinson CPPO, CPPB updated everyone on the KPPA Mentorship Program, upcoming educational opportunities and certifications. Don Robinson CPPO, CPPB announced the first ever KPPA Reverse Trade Show would take place in April. This will be a new and exciting event for KPPA and expectations are very high for it to be extremely successful. Carolyn Turner CPPO, CPPB provided an update on the NIGP Forum and the KPPA Conference. You could feel the electricity in the air as Carolyn announced the theme for this year’s KPPA Conference would be “KPPA Now and Then”. Governmental Services Center trainer Kimberly Bynes led the attendees in personal accountability training and she tossed in a team building exercise to get the crowd involved. James Driver, IRS Federal, State and Local Government Specialist, provided a dose comic relief with his “Stories from the Dark Side” and use of humor to keep government entities compliant with IRS tax codes.

In keeping with a tradition started the prior year, KPPA provided a pizza buffet, drinks and an assortment of desserts for all attendees. KPPA members were asked to donate items to help with disaster relief from the tornados, which had affected many communities across the Commonwealth the first week of March. KPPA members came through in a huge way and a substantial amount of items were taken to Kentucky State Police Post 12, which was coordinating the relief drive.
Have a question that you can’t seem to track down an answer for? Lynne McCroskey can help you out. Please send your questions to Lynne at: Lynne.McCroskey@ky.gov

TIPS OF THE TRADE

KPPA Begins Using QR Codes

You may have seen an image similar to the one here and wondered what is this strange looking drawing? This is a QR code, which stands for Quick Response code. These codes were first created and used by the automotive industry in 1994. With the explosion of smartphone sales and the free apps that go with them, QR codes have quickly made the leap from strictly industrial uses to a wide array of consumer advertising and packaging. QR reader applications use the device camera to “read” the image and display the information contained in the image.

The codes aren’t just for big business either. Anyone can create a QR code and use them in a variety of ways. They can be used to direct someone to a website, calendar event, contact information, geo location and even a text message. There are many sites that offer a QR code generator and most are free to use. Our image was created using the free Zebra Crossing site and the URL is listed below.

http://zxing.appspot.com/generator/

KPPA will be incorporating QR codes in some of the printed material used for the annual conference and vendor expo in October. Most smartphones will already have a QR reader loaded, but if your device doesn’t have one pre-loaded don’t worry. The specific software can vary depending on the device manufacturer, but most applications are free. Check the app center on your device for compatible applications. Once you have the application loaded, try reading the QR code we have displayed and see where it takes you.

FRIEND KPPA ON FACEBOOK

Search for “KPPA NIGP” on Facebook and send us a friend request! Friends can post relevant procurement information on our wall, upload pictures and connect with other members. We will use our page to schedule upcoming events and pass along fast breaking news. Also, don’t forget to “tag” us in photos you upload to your own page. We will be looking forward to seeing all the pictures and comments from our members at the NIGP conference in August.
KPPA Now and Then Silent Auction

Would you like to see your entities name on the 1\textsuperscript{st} Annual Silent Auction Trophy?

The KPPA Board of Directors will be awarding the 1\textsuperscript{st} Annual Silent Auction Trophy to the entity that raises the most funds in this year’s silent auction. It’s not too early to put on your thinking caps and collect that awesome item and/or basket of items today....

Proceeds from the auction will be placed in the education fund for KPPA members.

The 27\textsuperscript{th} Annual KPPA Conference and Vendor Expo will be held at the Galt House Hotel and Suites in Louisville from October 24\textsuperscript{th} through the 26\textsuperscript{th}.

Contact Denise Finn at dfinn@kppanigp.org for additional information.

Good luck everyone!!!!
KPPA SUPPORTS MEMBER PROFESSIONAL DEVELOPMENT

The KPPA Board of Directors, at its most recent Board meeting, voted to reimburse 100% of the seminar cost for the first 16 KPPA members that register for each of the two NIGP seminars that will be offered in late September/early October. The Board feels strongly enough in assisting KPPA members obtain necessary professional development through the complete reimbursement of these seminar costs.

Seminars being offered are Introduction to Public Procurement (3 day seminar) and Effective Contract Writing (2 day seminar). The Intro registration fee is $650 for KPPA (and NIGP) members ($850 for non-NIGP members). The Effective Contract Writing registration fee is $460 for KPPA (and NIGP) members ($650 for non-NIGP members). These seminars were offered in August (ECW) and September (Intro) and only obtained 2 registrations for the Intro seminar. The Effective Contract Writing seminar was cancelled in late July due to not having a sufficient number of students (only 1).

Attendance at these seminars can also be used for the CPPB and CPPO certification / recertification application and are worth 3 credits or 24 hours each. Requirements for this reimbursement are:

1) Must be a KPPA member as of January 1, 2012. NIGP membership is also required to obtain the NIGP discounted seminar rate.

2) Member must either register through the NIGP online registration site and have their office initially pay the registration fees or the member may elect to register and pay with their own funds should their office not be budgeted to pay the registration fee. Registration is the student’s responsibility.

3) Once registered, email Mike Gustafson at mgustafson@kppanigp.org to let him know that you have successfully registered and for which seminar(s).

4) Upon successful completion of the seminar (through verification of NIGP sign-in sheets) KPPA will reimburse the member’s office or the member themselves.

5) Should the member not be able to attend the seminar or complete the seminar due to conflicts, their office (or the member) will be responsible for the full registration fee without KPPA reimbursing the fee. KPPA will only reimburse the registration fee for successful completion of the seminar. Should the student not be able to attend, they may send someone else to attend in their place.

6) Once 16 registrants have successfully registered any additional registrations will be at the individual’s office (or personal) expense. Should one of the 16 decide not to attend, then they may be replaced by that person on the roster. Sequence on this roster will be determined by the date / time stamp of the email to Mike Gustafson.

7) In order for the seminar to be considered a scheduled seminar, a minimum of 8 registrations must be received no later than 30 calendar days prior to the start of the seminar.

8) The exact dates of both classes are still in the development stage. A class location and NIGP instructor availability must first be confirmed. For further information on these 2 great professional development opportunities, please email mgustafson@kppanigp.org. Check now with your supervisor to make them aware of this new offering. Further information will be forthcoming once a training location and Instructor are identified.
**NIGP FORUM & PRODUCTS EXPOSITION**

KPPA would like to say good luck and have a safe trip to all of our members who will be attending NIGP’s 67th Annual Forum and Products Exposition August 18 – 22 in Seattle, Washington.

The NIGP Annual Forum and Products Exposition is the largest North American educational conference exclusively for individuals in public procurement. This is a once a year opportunity to engage in professional development and network with others in public procurement and the supplier community.

The NIGP products exposition provides an opportunity to discover the latest products and services available to the government from a vast array of suppliers. The educational component of the conference covers the latest hot topics, best practices, resources and skills to help improve job performance and provide professional development.

It’s not too early to start planning for 2013. Next year’s conference will be held August 24 – 28, 2013 in Orlando, Florida.

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**KPPA REVERSE TRADE SHOW**

Friday the 13th of April will be remembered as a historic day for the Kentucky Public Procurement Association. On this day KPPA held its first ever reverse trade show for vendors. Unlike the vendor expo during the KPPA conference, this event has agency procurement representatives taking a place behind the booths and vendors have the opportunity to talk at length with them. A wide variety of public entities were represented at the reverse trade show, among them were universities, state agencies, municipal governments as well as others. A common remark heard throughout the day from vendors was how many contacts they were able to make in such a short amount of time. One vendor stated that he was able to accomplish more in this one day than what would normally take him an entire year. Vendors were also afforded the opportunity to attend “How To” sessions during the day, which were all well attended. The reverse trade show brought in a significant amount or revenue for KPPA, which will be used to further the educational opportunities for its members. Plans are already underway for hosting another reverse trade show in 2013.
## Dates to Remember

**August**
- Aug 9 – NIGP Webinar: *The Ethics of Inaction*
- August 30 – NIGP Webinar: *Alternative Construction Delivery Methods*

**September**
- Sept – NIGP Class: *Introduction To Procurement*
- Sept 13 – NIGP Webinar: *Performance Management - Not Just Measures!*
- Sept 20 – NIGP Webinar: *Negotiation is Not Confrontation*

**October**
- Oct – Tentative NIGP Class: *Effective Contract Writing*
- Oct 4 – NIGP Webinar: *Keys to Effective Contract Administration*
- Oct 24 – 26 – **KPPA 27th Annual Conference and Vendor Expo** in Louisville

Please contact Amy Monroe (Amy.Monroe@ky.gov) if you know of a KPPA member who has recently received an award, certification, or promotion and would like to be recognized in the newsletter. We want to recognize all accomplishments of our members!

## Members in Motion

- **Andrew Yunt** with the Cabinet for Health & Family Services, Commission for Children with Special Health Care Needs received his CPPB.
- **Laura Stephens** with KYTC’s Division of Purchases received her CPPO.
- **Donna Jones** moved from the Energy and Environment Cabinet, Department for Energy Development and Independence to the Kentucky Labor Cabinet, Logistics Branch the end of June.
- **Kathy McNaughton** moved from the Kentucky Labor Cabinet, Logistics Branch to CHFS’s Division of Procurement
- **Leslie Searcy** moved from the Energy & Environment Cabinet, Department for Natural Resources to CHFS’s Division of Procurement in January.
- **Cindy Watts** moved within the Kentucky Transportation Cabinet from the Division of Purchases to the Division of Highway Safety Programs Grants Management Branch.
- **Sheila Durham** joined the Finance & Administration’s Office of Procurement Services (OPS) IT Division.
- **Rose Caudle** retired from the Finance & Administration’s, Office of Procurement Services (OPS) the end of July.
- **Donna Redmon** retired from the Energy & Environment Cabinet, Office of Mine Safety & Licensing the end of July.
- **JoAnna Sacre** retired from CHFS’s Division of Procurement the end of February.
About Our Organization

The Kentucky Public Procurement Association (KPPA) was established in May of 1985 as the statewide chapter affiliate of the National Institute of Governmental Purchasing and chartered in October of 1990.

Membership Eligibility:
Kentucky Public Procurement Association (KPPA) membership is open to all public officials (elected and non-elected), agents, officers and employees of the Commonwealth of Kentucky and its political subdivision, school districts, and city and county governments. No membership dues are assessed, as established by KPPA by-laws.

The Purpose of KPPA is to:
- Promote and encourage professional development and competence through continuing education, seminars and training of public officials;
- Promote cooperation and understanding among public agencies and officials;
- Provide a professional forum for the exchange of ideas, research, and experiences among public procurement officials;
- Support and promote continuing improvements in the field of public procurement;
- Support the principles and concepts of effective competition, increased public confidence and equitable treatment of all persons involved in public procurement, and;
- Support ongoing improvements in public procurement through seminars and technical workshops;

To contribute information, make suggestions on content, or provide comments please contact the KPPA Newsletter Committee members.

David Hecker (Chair) Lynne McCroskey Tom Stratton
Lindsay Jackson Amy Monroe

We're on the Web!
See us at: http://kppanjgp.org
BLAST FROM THE PAST!!!

60’s  70’s  80’s  90’s  50’s

KPPA Costume Contest

Whether you like to hip hop, disco or boogie you will have a blast at the KPPA social event. Come dressed from your favorite decade. Maybe we will see a biker, hippy, disco queen, yuppy, homeboy or even some celebs from the past. So pull out that poodle skirt, leather jacket, bell bottoms, tye dye, neon, or sequins and join us while we bust a move on Thursday evening at 8:00 pm in the Grand Ball room.

Prizes awarded to the best from each decade!!
27th Annual KPPA Conference
October 24—26, 2012
2012 KPPA Essay Contest

TOPICS FOR 2012
SOLE SOURCE OR NOT?—WHAT TO DO
BUT WE’VE ALWAYS DONE IT THAT WAY!
PROCUREMENT TOPIC OF YOUR CHOICE

Entries must be received by 12:00 midnight EST on

September 21, 2012.

1st Place—$1,500 Scholarship & Engraved Plaque
2nd Place—$1,200 Scholarship

Essays must be in MS Word format and emailed or mailed to:

Kenneth B. Koester, CPPO, C.P.M.
Awards & Scholarship Committee Chair
Unified Purchasing Cooperative
7615 Harrison Avenue
Cincinnati, OH 45231
513-728-7924
ESSAY GUIDELINES

Essays must be sent to the Awards and Scholarship Committee Chairperson by the date and time specified. The Chairperson will forward copies of each essay to the Awards & Scholarship Committee members for review and scoring. The essay writer’s name and identification will not be sent to the committee members. Members may submit only one essay.
Essays shall not exceed two (2) double spaced typewritten pages and a cover page.
The cover page shall include the selected essay topic, name and email address of the essay writer, their agency mailing address and their phone number.
All essays will be scored according to the following categories. There is a maximum of 100 points possible. Essays must achieve a minimum score of 75 points to be awarded a scholarship. The highest scoring essay will be awarded first place and the second highest scoring essay second place, given the scores exceed 75 points.

<table>
<thead>
<tr>
<th>Category</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Writer’s ability to communicate ideas (writing style)</td>
<td>35</td>
</tr>
<tr>
<td>Relevance to essay theme</td>
<td>35</td>
</tr>
<tr>
<td>Structure of essay; opening paragraph, supporting paragraphs, conclusion</td>
<td>20</td>
</tr>
<tr>
<td>Technical Aspects</td>
<td>10</td>
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</tbody>
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KPPA SCHOLARSHIP ELIGIBILITY GUIDELINES AND INSTRUCTIONS

Essay winners do not have to be present at the Conference to receive the essay scholarship award.
Essay scholarships must be used within one (1) year from the date of award. In the event that the recipients are unable to use their scholarships in the allotted time, they may submit a detailed letter of explanation to the KPPA Board of Directors for consideration of circumstances. Submission of a letter does not guarantee that the scholarship will not be forfeited.
Scholarships are to be used to further the recipient’s professional education. Winners of the essay contest can only apply the monetary awards toward one of the following options:

Option 1: Coursework at an accredited State of Kentucky supported college or university in the following disciplines: Management, Economics, Accounting, Personnel Management, Business Law, Public Administration or any course in which the major content is centered on procurement. Eligible expenses include registration, course fees and books.

Option 2: National Institute of Governmental Purchasing (NIGP) sponsored seminars. Eligible expenses include registration fees, lodging, meals and travel.

Option 3: Registration for the NIGP Annual Forum or other procurement related conferences. Eligible expenses include registration fees, lodging, meals and travel.

You must be a KPPA member to submit an essay and you must maintain KPPA membership throughout the year the scholarship is used. Membership is determined by attendance at the prior year’s conference or submission of an individual membership fee prior to March 31st of the current year.

Essay winners will be announced during the annual KPPA Conference Awards Ceremony.
2012 KENTUCKY PUBLIC PROCUREMENT ASSOCIATION
BUYER, MANAGER, AND AGENCY OF THE YEAR

The Awards and Scholarships Committee will be accepting nominations for KPPA’s 2012 Buyer, Manager, and Agency of the Year Awards. This is an opportunity to nominate a deserving KPPA member or Agency that you know has done an outstanding job in 2012. The awards will be presented during the 27th Annual KPPA Conference, October 24-26, 2012.

The award to both the Buyer and Manager of the Year will include all expenses up to $1,500 to attend the NIGP’s Annual Forum and Products Exposition August 24-August 28, 2013 in Orlando, Florida.

Buyer and Manager of the Year will also have their names engraved on a traveling plaque to display in their office or agency, receive a plaque to keep and a sweatshirt or jacket. Agency of the year will receive a registration for one person to the 2013 KPPA Expo, their agency name engraved on a traveling plaque and a plaque to keep.

NEW THIS YEAR—If the nominee you submit is the winner of the Manager or Buyer of the Year, you will receive one-night free of charge at the 2013 KPPA Conference & Vendor Expo!!

Eligibility for Buyer of the Year:
- Must be a rank and file buyer and does not include supervisory management professionals in the organization;
- Must be actively employed in public purchasing; and
- Must be a member of KPPA at the time of award.

Eligibility for Manager of the Year:
- Must be a supervisory or management level professional in the organization;
- Must be actively employed in public purchasing, and;
- Must be a member of KPPA at the time of award.

In making your nominations please only consider accomplishments of the last two calendar years.

Nominations for Buyer, Manager and Agency of the year must be received by 12:00 Midnight EDT September 21, 2012. Please use the attached forms for your nominations. Feel free to include additional sheets if necessary.

Kenneth B. Koester, CPPO, C.P.M.
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