President’s Message
By Bill Munch, CPPB

Welcome to Purchasing Month! It’s not just the beginning of Spring Training for the Boys of Summer. In addition to the Nation and State declaring March as Purchasing Month, the State Capitol Chapter of Arizona has proclaimed the 2nd Wednesday in March (March 9th) as Professional Buyer’s Day!!!

Professional Buyer’s Day is a day to recognize and appreciate the efforts of the person that most quintessentially represents the core activities of our profession: the professional public buyer. As the person on the front lines of our profession, buyers bridge the gap between end users and suppliers and serve multiple customer groups with competing goals, all while upholding the values and guiding principles of our profession.

Our first full day Career Seminar was held on March 10th. A summary of the day’s training is included on the following pages of this newsletter.

(Continued on next page)
Using Your Member Dashboard

If you are needing to print out a copy of an invoice/receipt or attendance certificate this is how you do it!

- From the “Member Services” area on the home page, select “Review / Update Your Profile.”
- Log in to the site (if you’re not already logged in).
- Your member dashboard will display. Use the horizontal bar at the top of your dashboard page to navigate through the available areas.

Attendance / Payment History

- Select the “History” area from the horizontal bar at the top of your dashboard page.
- Your member history displays on this page, and includes meeting/event attendance and membership payments.
- To download a copy of an invoice or receipt, click the green “dollars” icon in the left column next to the appropriate entry.
- To download a membership or meeting attendance certificate, click the “paper” icon in the left column next to the appropriate entry.

President’s Message
(Continued from previous page)

CPPO and CPPB review sessions are also beginning in March and they are at no cost to you. If you are considering going after your certification this year, the chapter highly recommends you attend the sessions. Sign up is also available on the website.

So you can see there is lots to celebrate this month and don’t forget our Reverse Vendor Trade Show in Tempe on April 4th. We have over 35 agencies signed up for booths. Don’t be left out. Please contact Michael Greene at: Michael_Greene@tempe.gov to register for a booth at no cost to your agency. We also encourage you to continue to talk to your vendors and have them attend this informative afternoon. By strengthening our vendors we make our organization stronger too!

Happy Purchasing Month! Go Purchasing Go!

Sincerely,

Bill Munch, CPPB
AZNIGP President, 2016
January Luncheon Recap

January’s luncheon business meeting was held on January 12, 2016 at Macayo’s in Tempe with 70 members in attendance. The majority of the chapter business was hearing from committee chairs and what is being planned for this year. Several committees are still looking for volunteers and members can sign up for a committee on our website. The calendar year 2016 budget was discussed and approved as well as approving the December luncheon meeting minutes.

Additional highlights included the 2016 calendar of events, legislative bills in discussion, and upcoming seminars and classes. The Community Outreach committee is looking for a charity to sponsor for this year, and the Mentoring Committee is needing members to step up to be mentor’s and/or mentee’s. Michael Greene was presented with the 2015 RJD Mentoring Award.

Guest speaker, Barbara Corella from the State Procurement Office discussed the recent changes to using cooperative contracts by State agencies. Her presentation is available on the Chapter website.

Several members won gift cards as part of the pro-d prize drawing, and Peggy Ferrin, Tempe Union High School District and Zachary Thornton, Maricopa Public Health, won a free lunch to attend a future luncheon meeting.

Overall it was a very informative meeting and members are encouraged to visit the Chapter website at www.aznigp.org for any information.

Visit the chapter website for details on legislative bills, committee reports, calendar of events, scholarship opportunities, meeting agendas and minutes and much more!

January Luncheon Pictures
New CPPO's

Congratulations to our newest certification Designees from October 2015 testing!

• Crystal Wester, CPPO, CPPB
  Maricopa County Forensic Science Center

• Janie Terry, CPPO, CPPB
  Arizona Department of Corrections

• Mary-Ellen Kane, CPPO, CPPB
  Arizona Office of Tourism

Exam Dates for 2016

Exam Dates: May 2—14, 2016
Apply by: February 1, 2016
Schedule exam by: March 28, 2016
CPPB Review Sessions:
March 23—April 13, 2016
CPPO Review Sessions:
March 17—April 28, 2016

Exam Dates: October 17—29, 2016
Apply by: July 18, 2016
Schedule exam by: September 12, 2016
Review Sessions: August / September

For additional information regarding certification or recertification visit the UPPCC (Universal Public Procurement Certification Council) website at www.uppcc.org

2015 RJD Mentoring Award

Our local chapter of the NIGP offers an annual award to an individual that has provided mentoring which positively impacted others in the purchasing profession. This award is the RJD (Robert J Descheemaker) Mentoring Award. Those honored for this award are active, participating members of our chapter and demonstrate relevant activities that helped fellow chapter members. Such exemplary mentoring often includes working with multiple people over an extended period of time. Mentors are required to lead by example and exemplify high ethical standards as well as professional conduct throughout their public procurement career. The nominees for the 2015 RJD Mentoring Award certainly exceeded these requirements.

Michael Greene, Procurement Administrator for the City of Tempe, was selected for the 2015 RJD Mentoring Award. The award was presented to him at the January chapter luncheon. The well deserved recipient received three professional endorsements with his award nomination. One such endorsement summarized his service best when stating that Michael is “one of those individuals that without hesitation is willing to go the extra mile to assist, mentor and support his fellow purchasing professionals.” In addition to mentoring individuals, he has worked diligently on NIGP Reverse Trade Shows, participated in the Shared Resource Procurement Committee and presented numerous trainings. Congratulations Michael and thank you for sharing your in-depth knowledge of procurement, your leadership and your generous time spent mentoring others.

Submitted by: Robert Schoepe
A SEMINAR IN REVIEW

NIGP Seminar: Legal Aspects of Public Procurement

What an insightful course this was! Our instructor, Mr. Ed Pabor, CPPO, shared a glimpse of his 28 plus years of knowledge and experience in public procurement. Mr. Pabor also shared his personal interests throughout the sessions. He is an avid mountain climber and photographer when he is not being asked to consult or teach.

Our class of 14 students was very diverse with a mix of procurement staff from all over the state, and a couple of attendees from out of state. We were able to utilize the diversity in the room, along with the course materials to get a more in depth perspective on various scenarios we’ve experienced in our profession.

The seminar was held at the City of Goodyear, February 22—24, 2016. At the end of the three day session, I believe we collectively have a much better understanding of public procurement law and how it plays a part in each of our individual roles.

The course material covered how to identify and define public purchasing legal terms, how to apply basic legal concepts and principles to practical public procurement situations, describe how laws establish the rights and obligations of all parties, and much more!

The course was very beneficial and interesting and I would recommend it to all members. Procurement Law affects everyone involved in this profession and it is necessary to have a basic understanding of it.

Thank you to the City of Goodyear for providing the location for this event and their outstanding hospitality and to Haydee Nora of Central Arizona Project for facilitating.

Class was a big success!

Submitted by: Telma Bearden

“Procurement Law affects everyone involved in this profession and it is necessary to have a basic understanding of it.”

5th Annual Reverse Trade Show

Our next Reverse Trade show is fast approaching so please consider registering your agency to attend. This is your opportunity to meet with Vendors face-to-face in a fun, relaxed environment in a short amount of time.

Agency representatives sit behind tables while the Vendors walk around the trade show floor stopping to talk and learn how-to-do business with each agency representative.

The Vendors have an opportunity to talk about their products and services and what they have to offer us. This also gives your agency “brownie points” with your administration as reaching out and networking with the Vendor community.

Please advertise and promote this event with your Chamber of Commerce, Economic Development Department and on your agency website. Click Here for the advertisement flyer that you can post on your website or make copies and have available at your office.

Registration is free for Agency Representatives. Please visit the AZNIGP website for Registration Instructions: www.aznipg.org

Monday, April 4, 2016
1:00 PM—5:00 PM, at Tempe Center for the Arts

For additional information call: 480-350-8516 or email Michael_Greene@Tempe.gov
Manager of the Year 2016

Bill Munch has contributed greatly to the Procurement industry by sharing his wealth of knowledge and leadership wherever and whenever needed.

Bill’s experience covers over 25 years in public procurement, 6 of those years at the State level and the rest in school district procurement. Bill’s resume also includes several organizational contributions to NIGP, AASBO, and GPPCS/SAVE. Bill has served on the Boards of all of these organizations and has contributed greatly on a plethora of committees.

Currently Bill serves as President of AZ-NIGP, VP of Education for the Copper Chapter and Outreach Chair for the Grand Canyon Chapter. His civic leadership duties include serving as commissioner in the City of Tempe Neighborhood Advisory Commission, Chairing the City of Tempe Employee Merit Board and serving on both the Police and Fire Public Safety Personnel Retirement Boards for the City. All of these appointments were made by the Mayor of Tempe.

In his spare time, he volunteers to coach a T-Ball team of 4 to 6 year olds in the Tempe Rio Salado Little League where his youngest son plays on the majors team.

Congratulations, Bill!

Submitted by: Joe Guy

Buyer of the Year 2016

Kristy has been a Procurement Officer with the City of Mesa since June 2014. Prior to that she was a Procurement Officer at the City of Chandler.

Kristy is the kind of public servant that we taxpayers all home for when we think of government employees. She exhibits hard work, determination and willingness on a daily basis in her position as Procurement Officer at the City of Mesa and her hard work and dedication is recognized not only by her peers, but her using departments as well. Most recently, she was very instrumental in pushing for the City of Mesa to be the first public agency in Arizona to facilitate a new S.A.V.E. contract for office supplies—conducted as a Best Value Reverse Auction.

She also works hard as the Membership Chairperson for our Chapter as well as the Newsletter Chairperson. She also serves on the Regional Conference Committee, Marketing & Communications, Website Committee, Mentoring Committee, Governance Committee, and Chapter of the Year Committee.

Kristy’s dedication led her to attend special training in Ft. Lauderdale, Florida at the Chapter Manager conference in 2015, where she learned how to maximize our use of the Chapter website and teach us about new tools, features and functions.

Her revamp of the Chapter newsletter has also been a great improvement and communication tool for our members.

Her team lead of the Pat Tillman Run has also been a huge benefit to our members. Getting them involved and participating in this remarkable event is very rewarding. It is truly inspirational to be a part of.

Congratulations, Kristy!

Submitted by: Joe Guy

Congratulations to this years Manager and Buyer of the Year! Bill and Kristy will travel to National Harbor, MD in August on a full-ride scholarship to attend NIGP National Forum 2016.
Career Seminar Recap

“Spring Training: How to Create a Winning Season for Your Team!” was the topic for the first all day Career Seminar of the season. Over 100 members attended, some wearing their baseball fashion accessories, while all celebrated Purchasing Month Spring Training style!

The seminar included 6 strategies to Build a Team that Lasts. To build a high performing team that will last, you must start with a strong foundation. These 6 strategies are critical to building a lasting, high performing team. Our dynamic national speakers, Tammy Rimes and Deanna Potter, identified team roles, communicating feedback, steps to conflict resolution, and characteristics of a team.

The day also included our Chapter business meeting where we honored Mary Ellen Kane, Janie Terry, and Crystal Wester as they recently received the coveted Certified Public Procurement Officer (CPPO) credentials. We are extremely proud of their accomplishments so please plan on joining us to congratulate them. Manager and Buyer of the Year were also announced. Congratulations to Bill Munch, Manager of the Year, and Kristy Garcia, Buyer of the Year for 2016.

Committee Chairs provided brief reports on what they are currently working on. Several Committee reports are provided within this newsletter with additional details.

Several members won prizes as part of the pro-d prize drawing, and Alan Albrecht, Central Arizona Project and Teena Ziegler, AZ Dept. of Environmental Quality, won a free lunch to attend a future luncheon meeting. Suzanne Alberts, City of Mesa, won $64.50 as part of the 50/50 cash drawing.

Thank you everyone who attended. It was a fun-filled day and a valuable educational experience.

Thank you to everyone who donated to “Caleb’s Crusaders” and the MDA Muscle walk. Your generous contributions raised $69.50.

Career Seminar Pictures
Plans are underway for this year’s Regional Conference being held on October 20, 2016 at the Mesa Convention Center.

The committee is needing speaker and topic ideas for this year’s event. If your agency has in-house speakers or presenters and they would be willing to volunteer their time to speak to our Chapter please let us know.

Please email Sharon Brause or Joe Guy with any class suggestions.

Registration is also open for this event if you need to spend this fiscal year’s money.

HAPPY PURCHASING MONTH!

Procurement Divisions are celebrating Purchasing Month this March 2016.

This is the perfect time to help educate others in your agency on the significant job you, the public procurement professional, perform every single day.

The City of Tucson and the Copper Chapter of NIGP, have proclaimed the second Wednesday in March as Professional Buyer’s Day. They challenged ALL NIGP Chapters to participate and proclaim March 9th as Professional Buyer’s Day, so WE DID!

Click here for a copy of the proclamation.

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HAPPY PURCHASING MONTH!
(Continued from previous page)

As part of Procurement Month celebrations, the Arizona Department of Child Safety celebrated Professional Buyer’s Day a day early on March 8th.

The Assistant Director of Business Operations, Mr. Alex Ong, along with Administrators and Managers of the Office of Procurement & Contracts and Business Services/Logistics Team hosted a surprise breakfast for the entire team. Both Assistant Director Ong and Chief Procurement Officer David Wisniewski acknowledged the hard work and professionalism that the team contributes to both the Department as well as the profession.

Thank you Jesse Atoigue at the Arizona Department of Child Safety for sharing your pictures and for celebrating Purchasing Month and Professional Buyer’s Day.

For next year we challenge all members to celebrate Purchasing Month within your agency.

This is your opportunity to celebrate the Procurement profession to others in your agency and recognize your team.

If you did celebrate this year and would still like to share your pictures and recognize your team please email pictures and celebration details to Kristy Garcia for publication in the next newsletter.

Thank you.
Kristy.Garcia@MesaAZ.gov

David Wisniewski (Chief Procurement Officer)
Membership Report

Active Members = 408
Pending Members = 1
Expired Members = 4
Vacant Positions = 14
New Members = 13

Please report any members that have left your agency so they can be marked as expired and your agency can get credit for a vacant membership. You can apply this vacant membership to any new hire. (same membership year only)

Membership renewals or any new membership is $40.00. All NEW members receive a free lunch voucher to attend a chapter luncheon ($20 value).

Benefits to being a Chapter Member include, free webinars, networking opportunities, discounted professional development events, scholarship opportunities, and much more!

Please contact Kristy Garcia, Membership Chair, to redeem free lunch vouchers, remove or add any members, and with any questions or help getting registered.

Kristy.Garcia@MesaAZ.gov
(tel) 480-644-5052

Educational and Professional Development

ABC’s of RFP’s a one day seminar will be held on Monday, June 20, 2016—8:30 AM—5:00 PM at City of Mesa.

This seminar is one of the most important tools in the hands of a purchasing professional. In this class you will review the following elements of RFP development and structure:

- Purchasing as a Service
- Exceptions to Competitive Procurement
- The Use of the RFP
- The RFP Planning and Development Process
- After Receipts of Proposals—Evaluation and Negotiations
- Structuring the RFP
- Developing a Contract from the RFP

Fee $40.00 Members / $75.00 Non-Members

Registration closes Thursday, June 16, 2016

Upcoming Events:
April 18, 2016—NIGP Seminar: Principles & Techniques of Problem Solving
May 16-18, 2016—NIGP Seminar: Introduction to Public Procurement

Welcome and Congratulations!

NEW MEMBERS

Renee Neier
Arizona State Retirement System

Sylvia Esparza
ASU Student

Angelica Garcia
Arizona Department of Economic Security

Megan Adams
Arizona Department of Child Safety

Frannie Barrientos
Arizona Department of Child Safety

Barbara Evans
Arizona Department of Child Safety

Lauri Galaviz
Arizona Department of Child Safety

Jackie Nez
Arizona Department of Child Safety

Nina Relucio
Arizona Department of Child Safety

Diana Reyes
Arizona Department of Child Safety

Abigail Medina Silas
Arizona Office of Tourism

Norman Sophiea
Maricopa County Dept of Transportation

Bonita Gibson
Arizona Department of Child Safety

RETIREMENTS

Betty Austin
ADOA / State Procurement Office
**Budget & Finance**

We would like to remind members of the Chapter’s Refund Policies. Please be aware that if you register for a luncheon or seminar and you have not paid yet and you don’t cancel within the cancellation time frame and you don’t show up, you will still be expected to pay for that event. If you have already paid for that event and don’t show you will not receive a refund.

Substitutions are always allowed so if you find that you can’t make a luncheon at the last minute you can always send someone in your place.

Cancellations are ONLY accepted in writing via email to info@aznigp.org

Please refer to our website for complete details regarding the Refund Policies.

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**Community Outreach**

All members needed for “Volunteer Check In” for this year’s Pat’s Run have signed up. Thank you! Thank you for volunteering and signing up so early. It is greatly appreciated.

If you still want to participate in Pat’s Run on April 23, 2016, the Chapter is paying for members who want to run/walk in the event. Send Sharon Brause an email with your shirt size and she will register you and the chapter will pay your fee. First 20 members only! You won’t regret it. It is an awesome event and inspiring day.

If you have a worthy charity that you would like the Chapter to support this year please contact Suzanne Alberts or Crystal Wester with the charity information and the committee will decide on which charity to support. Or we can support them all! Whether it is a walk/run, cash donations, toys, clothes, or food, we want to support those in need.

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**Programs and Webinars**

**Upcoming Events:**

**Webinar:** April 12, 2016—11:30 AM
ADOT and City of Mesa

Webinars are a great training opportunity and are offered at NO COST to members!

Webinars are conducted during lunch time so please bring your lunch and eat during the webinar broadcast.

**Next Chapter Luncheon Meeting:**
May 10, 2016—11:30 AM
Location and Topic: TBD

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**P.F. Chang’s Rock ‘n’ Roll Marathon**

More than 30 members and their friends and families from the AZNIGP Chapter graciously volunteered this year at the P.F. Chang’s Rock ‘n’ Roll Marathon held on January 17, 2016.

Each year, more athletes participate in the marathon which means more volunteers are needed. Volunteers from our group handed out water to the runners as they passed by at one of the water stations.

Thank you to our outstanding and generous members for volunteering! Throughout the weekend, thousands of participants and volunteers participate in the Marathon and 1/2 Marathon and we hope you enjoyed your experience. See you next year Race Crew!
**NIGP Forum 2016**

Scholarship applications were received and entered into a drawing to win a full ride scholarship to attend NIGP Forum 2016. 4 qualified applicants were submitted into the drawing. (includes registration, airfare, and hotel. A value of $2,500)

2 WINNERS were selected and announced at the March Career Seminar. The two lucky and worthy recipients are **Elmer Garcia, City of Glendale** and **Peggy Ferrin, Tempe Union High School District**. Congratulations!

Thank you to everyone who applied. Attending the NIGP Forum is a great experience and wonderful opportunity. Attendance at Forum not only benefits the chapter but it is a great venue to increase professional development and earn those coveted certification and re-certification points.

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**Awards & Scholarships**

Remember you can submit a scholarship application for any Chapter sponsored event. The Scholarship Application and Instructions can be found at [www.aznigp.org](http://www.aznigp.org).

Submit scholarship applications to [guyj@mail.maricopa.gov](mailto:guyj@mail.maricopa.gov)

**Recent Award Recipients:**

- **Bernadette Hill**, AZ Dept. of Corrections. $905 registration fee to National Forum.
- **Ai Linn Smith**, AZ Dept. of Child Safety. $425 for CPPB application and exam fees.

Congratulations!

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**EXPERIENCE THE Awesomeness**

**FORUM 2016**

August 21 - 24, 2016
National Harbor, Maryland
#NIGPForum2016
MEMBER SPOTLIGHT:
Joey Molina, CPPB

How long have you worked for your employer?
Maricopa County Procurement Services, Six Years on and off; driven by saving and serving.

How did you get into Purchasing?
I was introduced into Purchasing my first time in the military. That is the first time I heard the acronym GSA.

What was your first car?
1964 ½ Mustang. I burnt out the brakes and tranny the first day I had it.

What do you like to do outside of work?
Participate and watch everything recreational including most sporting events that involve keeping score. I even kept tabs on the Electoral College count one time.

Favorite book, movie, dream vacation?
Princess Bride, including the movie with Andre the Giant.

If you could have only one meal for the rest of your life, what would it be?
Red Devil Pizza. Yummm!

What makes you laugh?
Other people falling asleep in training or classes. The head bob is the best.

Where is your home town?
Guadalupe, AZ. 1 square mile town with a lot of culture and character. Sheriff Joe loves us!
Newsletter Articles

The Purchasing Exchange newsletter is a bi-monthly publication. Newsletters will be published in January, March, May, July, September and November. (or as needed or completed)

Readers and members are encouraged to contribute articles for our newsletter.

Would your like to see your and/or your agency’s accomplishments in print? We would like to highlight achievements by public purchasers and their agency. Remember that project that turned out just right? The one that left you with a positive feeling? Our membership would love to hear about it.

You may submit articles to Kristy Garcia via email at Kristy.Garcia@MesaAz.gov.

Share your news!

All AZNIGP members are encouraged to send us… Articles, Press Releases, Photos and More!

* Recognition: Recognizing a Peer for his/her accomplishment
* Congratulations to a Peer on his/her Promotion
* Welcoming a New Employee
* A Member Spotlight or Member Recognition for a fellow AZNIGP member
* Industry News related to Procurement
* Local Procurement Issues—How do they impact you?
* Your Best Practices—Tell us all about them!
* Successes or Failures—What works and what doesn’t
* Upcoming Events & Event Recaps
* Educational Opportunities
* New Certifications
* Celebrations: birthdays, weddings, babies
* And Photos...send us lots of your Photos!

Recertification points are given for any newsletter articles that are submitted for publication.
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