



# The Rocky Mountain Governmental Purchasing Association

## Rocky Mountain High Notes

APR-JUN, 2016

### LETTER FROM THE PRESIDENT

Submitted by Skeet McCracken, CPPB

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#### 2016 Newsletter Article Deadlines:

September 26  
December 14

Greetings RMGPA members!

With the long, cool Spring we had, I wasn't sure that summer was ever going to get here although it seems like it has come with a vengeance. Air conditioners are now turned on and irrigation systems fired up – just like RMGPA. We are on and fired up for a great rest of the year!

If you weren't able to make it to the Summer Conference this year, you missed a great time both professionally and personally. Over 70 RMGPA members and their families descended on the resort with the most vertical feet of skiing in the United States, Snowmass Village. Although there was no snow this time of year, everyone took advantage of this perfect summer getaway. Speakers discussing topics like civic innovation and fraud, to sessions on bid responsiveness and negotiating software agreements provided professional development for all members. Remember that the Fall Conference and the 2016 Reverse Vendor Trade Show will be in Colorado Springs on September 16th and the Winter Conference is going to be held in Loveland, Colorado on December 8th & 9th this year. Make sure you plan and book early so you don't miss out on great educational opportunities. We would love to see you there!

Are you interested in what RMGPA has in store for the year or do you just want to see what we are all about? I would personally like to invite you to attend a Board meeting. We have two left in 2016, July 27 and October 26. If you can't make it in person to the meetings in Thornton, remember that you can join us via Google Hangouts from the comfort of your office. Register on the RMGPA website or contact me if you would like some more information.

Maya Angelou said, "When you do nothing, you feel overwhelmed and powerless. But when you get involved, you feel the sense of hope and accomplishment that comes from knowing you are working to make things better." We want you to help make RMGPA better. We need you to help make RMGPA better. Volunteering is the perfect vehicle to discover something you are really good at and develop a new skill. RMGPA can use your talents, skills, time and energy throughout our organization. Did you know that 73% of employers would recruit a candidate with volunteering experience over one without? Now is the time for you to get involved! You can register through the Committee/Volunteer link on the RMGPA website or contact Valerie Scott. She would love to work to help find the best committee for you.

I want to close by saying thank you to all of you who I have had the privilege to meet and who help us continually improve the standards of our profession. I look forward to seeing you all at upcoming RMGPA events.

~Skeet



## ***I want to be more involved with RMGPA! Now what?***

**Submitted by: Valerie Scott, RMGPA Vice President**



At the Summer Conference, I facilitated roundtable discussions about volunteering with RMGPA. To my great joy, many of you stopped by! I enjoyed chatting with everyone and brainstorming ideas to improve our volunteer program. Takeaways included:

- Importance of explaining what committees exist within RMGPA and the role of each committee.
- Communicating specific volunteer duties and skill sets needed when we are seeking volunteers.
- Keeping committee chairs in touch with committee volunteers throughout the year.
- Eliminating the perception that volunteering must be a major time commitment and that there is not an “escape route” when someone can no longer fulfill a volunteer role.
- Explaining that in addition to the warm, fuzzy feeling you get inside when you volunteer, you may also earn points toward re-certification (number of points varies based on the level of commitment.)

Volunteers are critical to our operations and every member should feel that he or she has an opportunity to contribute. For the remainder of the year, I am excited to improve how we work with our volunteers. To start, I am sharing an outline of our committees and what they do:

<b>Committee</b>	<b>Synopsis of What the Committee Does</b>
<b>Awards</b>	Coordination and oversight of RMGPA awards, including Buyer of the Year, Manager of the Year, Distinguished Service Award, and Volunteer of the Year Award.
<b>Chapter Enhancement</b>	Plans the Reverse Vendor Trade Show and Winter Vendor Exhibit Showcase. Duties include establishing event invitation and program schedule, arranging sponsorship and advertising opportunities, and coordinating the site layout.
<b>Communications</b>	Responsible for maintaining the RMGPA Website to ensure that all information and functionality provided to the RMGPA membership and Board of Directors is available and current.
<b>Education / Professional Development</b>	Plans, develops, coordinates and implements training and educational programs to encourage certification (CPPB and CPPO) of Chapter members. The committee also administers the Scholarship program.
<b>Elections</b>	Facilitates the voting process and communication for annual chapter elections.
<b>Historian</b>	Responsible for documentation and preservation of RMGPA's history and archival documents. Manages the photo library and uploads photos to the website.
<b>Legislative</b>	Monitors legislation that may impact our members and communicates pertinent information to the membership.
<b>Marketing</b>	Creates/administers the marketing plan, policies, and social media; works with other committees to help promote information in the appropriate channels.
<b>Membership</b>	Performs outreach to agencies that are not a part of RMGPA, to members who have had their membership lapse, and to potential members near a conference site, among other projects. Membership also coordinates member recognition efforts (such as membership milestones.)
<b>Newsletter</b>	Responsible for the production and distribution of our quarterly newsletter.
<b>Programs</b>	Responsible for all aspects of planning and producing the quarterly chapter conferences, such as program content, venue selection, packet preparation/distribution, catering, and communication to members.
<b>Vendor Liaison</b>	Acts as a liaison for vendors interested in getting involved with our chapter; helps identify methods and new ideas for our chapter to collaborate with vendors.

If something above piques your interest, contact a committee chairperson to learn about how to get involved. Committee chairs and contact information are listed on the RMGPA website: <https://www.rmgpa.org/insidepages/contacts/>.

Perhaps you have a particular skill set or passion to or an **awesome** or **innovative** idea to share but you are uncertain where it fits in the RMGPA puzzle. Please email me at [Valerie.Scott@longmontcolorado.gov](mailto:Valerie.Scott@longmontcolorado.gov) and I can help you get started. Happy volunteering!

## RMGPA 2016 Summer Conference Recap

Submitted by Michelle Ratcliff, City of Aurora



The Westin Hotel in scenic **Snowmass Village** was the site for the 2016 RMGPA Summer Conference. Topics for the various conference sessions focused on tools for improving government purchasing organizations from RFPs and agreements to innovation and fraud.



After welcoming everyone, President Skeet McCracken introduced Nick Kittle, Chief Innovation Officer with Adams County. Nick's presentation discussed the importance of innovation in government and purchasing by presenting lessons and tools that can be applied on a daily basis. Among the barriers for creativity discussed was the "river of experience," or reluctance to try new ideas. Nick urged everyone to solve the right problem and engage in detailed process mapping. Although it is hard for many of us, innovation is needed in government purchasing.

During the next session, Kathryn Rowe with Colorado PTAC reviewed the ways they partner with procurement departments to provide access to contractors. She also discussed PTAC's counseling and educational opportunities that help small businesses respond to government solicitations as well as their BidMatch program. Often acting as a liaison between the business and government agencies, PTAC offers outreach events and seminars. Headquartered in Colorado Springs, PTAC has satellite offices along the Front Range and offer appointments throughout the state.



A brief business meeting rounded out the morning. Highlights included:

- *RMGPA's Application for 2016 NIGP Large Chapter of the Year.* Board members worked with Past President Molly McLaughlin to put together an amazing submission. The winner will be announced in August at Forum.
- *Volunteering.* The call was put out to volunteer on an RMGPA committee. A commitment of only a few hours a month is all that is needed and there are also opportunities for project-specific help.
- *Marketing Committee.* With a push towards social media, the Marketing Committee needs help with some exciting projects!

The afternoon brought the opportunity for attendees to select from two of the following educational breakout sessions on topics relevant to procurement. These interactive sessions were conducted both in person and via Google Hangouts.

- *Negotiating Software Agreements.* Kristy Varda (Purchasing Supervisor, Frederick County, VA) provided pointers, suggestions and ideas on how negotiating tactics can be improved for technology purchases.
- *Evaluating Responsiveness in Bids.* Victor Leamer (Contracts Officer, State of Alaska) conducted this session via Google Hangouts. Targeting novice procurement professionals, Victor defined what responsiveness is and its role in the bid process as well as minor informalities and mistakes in bids.
- *Colorado eMarketCenter.* A joint effort by Sharon Meyer (State of Colorado Purchasing) and Kate Offerdahl-Joyce (NASPO Program Manager) provided a live demonstration of the new site along with how to order items using State Price Agreements. For more information on this exciting project, email [DPA\\_emarketcenter@state.co.us](mailto:DPA_emarketcenter@state.co.us).



## RMGPA 2016 Summer Conference Recap



*Kristy Varda & Skeet McCracken*



*Skeet McCracken & Sharon Meyer*

Thursday wrapped up with an evening social event as RMGPA members and their families headed to Slopeside Lanes in downtown Snowmass. This awesome night gave everyone the opportunity to try their hand at bowling, to network, and enjoy games in this fun, casual atmosphere.

After a hearty Westin breakfast on Friday morning, things got serious with roundtable conversations on a variety of purchasing issues that were submitted by members at registration. Among the topics discussed during the 15 minute rotating blocks were Qualification-based RFP's, RMGPA Volunteering, Purchasing Technology (RFP/Bid, Contract Management, Procurement Software), and Vehicle/Equipment Purchases.



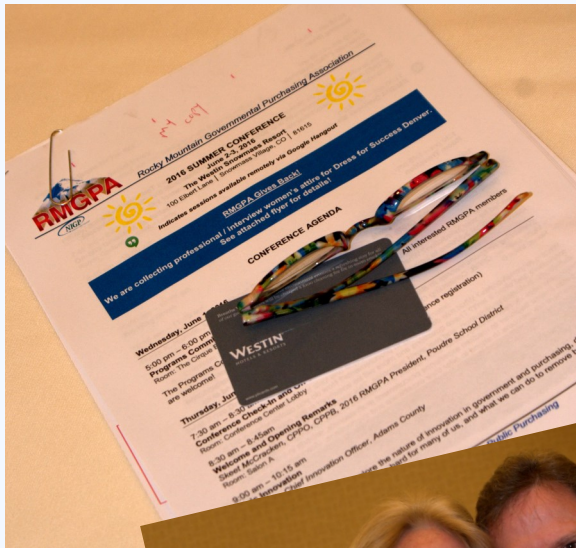
The final session, *How Much Do You Know About Fraud?*, was presented by Narita Holmes of N&C Consulting. Narita provided many examples from her purchasing experience, focusing on the following areas: common types of fraud, purchasing process weaknesses, evidence of fraud and steps to prevent and/or detect fraud. Narita recommends agencies watch contract performance closely and be sure to inspect shipments and services received for compliance.

Skeet closed out the conference and wished all a safe ride home. Don't forget to mark your calendars for the Fall Conference and Reverse Vendor Trade Show, to be held on September 15<sup>th</sup> in **Colorado Springs!**





# RMGPA 2016 Summer Conference Recap



## Curt's Corner—Reflections from Retirement

Submitted by Curt DiCapite, CPPB



### A Day in the Life of a Procurement Professional



Before you get to work, you think of all of the great things you are going to accomplish in the next 8 hours – I'm going to start these bid documents, post this RFP, create a new process for evaluations, update procedures...and then you walk in the door. To quote Robert Burns, "The best laid plans of mice and men often go awry." All of your lofty goals for the day go right out the window (or disappear through the door you just came in).

Each day in public procurement brings something new and exciting, albeit not necessarily planned. As long as you can embrace the spontaneity and be more flexible than a gymnast, you will find that your list of accomplishments for the day will be more fulfilling than you had anticipated. We contribute in countless ways to helping our agencies run, including communicating, teaching, supporting, and sharing.

If you look behind the office door of a Procurement professional, you will find an array of hats. We need them because throughout the day, our roles continually change. We are an advisor, teacher, counselor, expert, leader, motivator, consultant (and provide comedic stress relief) to our organization. You could say we are even technical experts, if you count unjamming a copier or cursing at our nonfunctioning computers (to save you some time, rebooting is the universal answer from IT to fix anything).



We conduct bid openings, site visits, meetings (a LOT of meetings), and debriefings. We address complaints, concerns, appeals, and angry second place finishers of large bids. We deal with personnel issues (even if you're not a manager) and order cake for the random birthday celebrations in the office. We educate the end user on processes. We disseminate information for bid documents. We present to City Councils, School Boards, and Administrators. We present our feelings and knowledge to whomever asks (and in some cases, those who don't ask)...we are experts after all.

You may be able to squeeze in one of those things that you planned for the day, but whatever situations come up indicates what your next 8 hours will look like. We must be fluid in our actions to adapt to each role. The reason we can do all that is requested of us is because we are good at what we do, really good.

More importantly, however, is that we like it. Most of us didn't pick this profession, it picked us. What I can say with certainty is that we all believe in what we do.

I would like to finish by stating that an ordinary "Day in the Life" is anything but ordinary. It is defined by diverse circumstances, unique people and an ever-changing environment. Every day is a test of will, desire and sanity in this rewarding field.





## ***Preparing for the Unexpected: What Procurement Can Do Now Part II***

**Submitted by: Keith Ashby, Purchasing Manager Arapahoe County & NIGP Representative**



### **Where We Were**

Like many agencies across the state, Arapahoe County was not truly prepared to handle a large scale emergency. Although Emergency Management Operations was handled by the Sheriff's Office, it was not staffed with any full-time employees.

### **Where We Are**

The first thing that Arapahoe County did was hire a full-time Emergency Manager to create the framework that would reduce vulnerability to threatened or actual natural disasters and acts of terrorism and respond to and recover from those disasters. Secondly, a staff was hired to handle all emergencies within the County.

### **What We Did**

Initially, the Emergency Management team met with Purchasing and Finance to discuss formulating a plan to facilitate preparation, response and recovery from disasters. Since each type of emergency is unique, several different scenarios were presented. Purchasing then detailed how they would provide what was necessary for each one. Armed with that information, the County contracted for products and services that will be available to support response and recovery from major disasters, terrorism, or nuclear, biological, chemical, or radiological attack. Arapahoe County has 70 vendors on its list for disaster purchasing including:

- ◆ Fuel
- ◆ Tents
- ◆ Body Bags/ Body Tags
- ◆ Refrigerated Trucks
- ◆ Outdoor Lighting
- ◆ Bio-Hazardous Pickup
- ◆ Portable Toilets & Hand Wash Stations
- ◆ Personal Protection Equipment & Autopsy Supplies



Emergency Management meets quarterly with all major departments including Finance and Purchasing. Sample disasters are presented and offices or departments that would be involved in the event take their place in the EOC (Emergency Operations Center). County personnel carry out their respective roles and at the end of the drill, there is a debriefing. This on-going training has proven to be invaluable because it provides the opportunity to improve processes and reflect on lessons learned.

### **How We Did It**

With the support of its Governing Board, Arapahoe County made emergency preparedness a number one goal of every employee regardless of their job description or responsibility.



No one can truly be prepared for an emergency. By making planning and preparation a part of everyone's goal, it has become imbedded in the culture and is something that County employees work on each and every day in performing their normal daily functions.

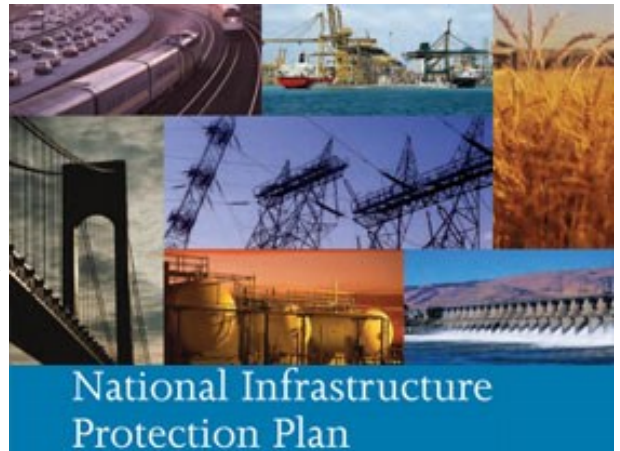
## Reactive to Proactive: Layering Your Security Resources for Your Utility Infrastructure, Critical Assets and Perimeters

Submitted by: Jason Wolff, RCDD, PMP, WESCO Senior Application Engineer

The United States has undergone tremendous technical transformations over the past 150 years. The National Electrical grid is no less important than protecting our nation from foreign and domestic enemies. Americans expect the Electrical Grid to be available and functional 24/7 without interruption. To help ensure this public trust and expectation, a comprehensive Physical Protection plan focusing on perimeter, infrastructure and network protection is required; protect the Critical Infrastructure Key Resources (CIKR). These CIKR's are also identified throughout the 16 sectors of the Department of Homeland Security (DHS) Protection Program, with Utilities being 1 of those 16.

Security Managers are urged to consider the "Protection in Depth" (PiD) philosophy. An adaptation of the Department of Defense "Defense in Depth" philosophy, PiD can effectively slow the momentum of an event (natural or manmade), gaining time to properly interpret all data available when applied appropriately. PiD provides a proportional balance between response resources and the event level severity.

The widely publicized Metcalf Substation Attack in 2013 presents great information for an After Action review analysis. For Metcalf, one or possibly more attackers climbed into manholes outside the Substations, cut communications cables, climbed out and proceeded to shoot and destroy 17 transformers in about 20 minutes. The Primary Control Center was able to track the transformers shutting down, but had no clear data as to why. Police were called by local persons hearing the shots, and cameras show the police cruiser circling the substation but seeing nothing amiss. The cameras also capture ricochet flashes from the attacker(s). Maintenance crews were dispatched and they found the damage. A Security Program employing PiD Layered System could have identified the event the moment the attackers removed the manhole covers a 1:00AM. This alert would have enabled security forces to train their attention to their cameras gathering more accurate data. What if the police officer was driving into an ambush? What if the maintenance crews were dispatched more quickly and into the middle of an attack? The PiD program could have given the police greater situational awareness including a perimeter cordon prior to approaching the substation. The security response manager would use this real-time information to dispatch the appropriate response personnel.



### Defense in Depth

- Multiple layers of security controls
- Covering personnel, procedural, technical and physical
- Goal = buy the organization time to handle an attack



A simple element for any security solution is the typical camera. Unfortunately, in all too many cases cameras are an "after-the-fact" type of investigative device used to identify the details of an event. When cameras are woven into a PiD security program, the CIKR owner is able to slow the event utilizing the fiber optic perimeter sensors and cabling to trigger alerts that focus attention on that particular space and time. This enables the response managers to analyze the data received and deploy the necessary level of resources to mitigate the event. Key words here are "necessary level"; managing your limited response resources is key to managing your budget and personnel. By using installed active sensors communicated over fiber optic

cable around the perimeter, building or data network, a security team can monitor CIKR resources live 24/7. Intelligent fiber solutions are capable of "actively listening" for any anomaly or any sound that is not part of the previously learned environment, while of course remaining passive regarding power. The alert system instantly sends an alarm to predetermined personnel via alert noise, text or email. Intelligent fiber perimeter and infrastructure security systems are completely passive as far as energy is concerned; light passing through cable therefore requiring no active electronics outside the communication or equipment room. An early warning sensor fiber system allows a security team to pinpoint the location of the event and determine the proper standard operating procedure.



## Reactive to Proactive: Layering Your Security Resources for Your Utility Infrastructure, Critical assets and Perimeters

Submitted by: Jason Wolff, RCDD, PMP, WESCO Senior Application Engineer

WESCO's Secure(it) Program can work with customers to develop a platform that includes the following layers :

Intelligent, actively sensing by "Laser Up" existing or newly installed fiber optic cabling that can detect movement, sound, pressure and cutting. Intelligent fiber perimeter solutions do not conduct or induce undesirable energy into your communication facility. These deployed solutions guard your perimeter assets such as fences, walls, gates, manholes, conduit and critical assets.

A simple and interactive Access Control System interfaces directly with non-proprietary unifying Command and Control software management systems. This includes the use of automated keypads for card swipe/pin/biometric entry to any compound, building, room or even network.

Cameras networked into the security system can be linked to the perimeter sensor fiber and designed to auto-pan tilt zoom to the location of the event or enough location data for the security personnel to increase digital or physical vigilance. These solutions include speaker and microphone options allowing a security officer to remotely warn accidental trespassers, thieves or vandals.

Physical concrete barriers to protect assets against many types of projectiles. These barriers obstruct the protected CIKR from outside deliberate attacks by reducing visual inspection and planning.

Physical protection of the data networks from theft and physical denial of service attacks should never be considered an unlikely attack or risk. The security team can monitor the length of the cable span 24/7 and programmed to send alerts to specific personnel utilizing SMS, email, phone, public address or visual/audible alarms. For campus or long haul cable conduit, the entire length of the channel can be protected with the additional feature to detect breaks or cuts in the cable throughout the entire length.

Critical Infrastructure Owners and Security Managers need to strengthen their resolution when securing their assets and key resources.

Following the "Protection In Depth" philosophy, utility owners and their Security Managers can protect their employees and resources when applying their limited resources to defend their CIKR and ensure they are doing their very best to guard our crucial energy grid at state and local municipalities. WESCO's Technical team is ready to help implement a security plan with your municipality while utilizing the "Protection in Depth" philosophy. Visit [www.wesco.com](http://www.wesco.com) or email [secure-it@wesco.com](mailto:secure-it@wesco.com) to learn more!

**Secure(it)**  
by WESCO

For more information visit [wesco.com/secureit](http://www.wesco.com/secureit)

PERIMETER SOLUTIONS	
1	Intelligent fence and perimeter detection systems
2	Intelligent thermal and infrared camera systems
3	Surveillance cables and sensors
4	Solar powered camera solutions with wireless communications
5	Perimeter and site lighting solutions
6	Ballistic and protective barriers
SECURITY SOLUTIONS	
7	Gate access control systems
8	Remote video and call box systems
9	Command and control center hardware, monitors, servers, communication systems
10	Smartcard, biometrics, authentication
11	Alarmed protective distribution systems
12	Remote alarming with wireless or distributed antennae systems
INFRASTRUCTURE SOLUTIONS	
13	Power system hardening solutions
14	Secure communications systems
15	Network intrusion detection systems
16	On-site spare, long-lead items and critical hardware
17	Generator, UPS and battery systems
18	Substation SCADA and automation solutions
19	Underground cable vault and pathway security

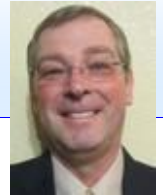
Sources:

[www.dhs.gov](http://www.dhs.gov)

<http://www.latimes.com/nation/la-na-grid-attack-20140211-story.html>

## Rocky Mountain High School Career Xpo

Submitted by Skeet McCracken, Poudre School District



On April 19<sup>th</sup>, Rocky Mountain High School in Fort Collins, Colorado hosted their fifth annual "Career Xpo." More than 400 students from the Class of 2017 had the opportunity to get in-depth, first-hand information on a wide range of careers, as well as network with different industry professionals. Unlike a traditional job fair, this interactive, community-supported, information fair is a career exploration event.

This year marked the fifth time RMGPA participated in the Xpo. RMGPA members Skeet McCracken, CPPO, CPPB, Buyer for Poudre School District; Sharon Ragan, CPPB, Purchasing Tech for Poudre School District; and Kathi LaFollette, Purchasing Agent for Colorado State University, Veterinary Teaching Hospital, represented careers in public procurement.

While most students were unaware of opportunities in public purchasing prior to coming to the Xpo, they were eager to learn about the available career opportunities. Questions centered on salary and benefit information along with recent job listings and skills required to work in the field. In order to help students explore public procurement careers after leaving the Xpo, pamphlets with public procurement agency sites were distributed to students who visited the RMGPA booth. After visiting with and talking to Skeet, Sharon and Kathi, several students expressed an interest in pursuing a career in this dynamic field.



RMGPA looks forward to receiving student feedback in order to make next year's participation even better.



Rocky Mountain High School  
Career Xpo

Tuesday, April 19, 2016





## SPOTLIGHT ON MEMBER...

### ***Linda Lewis – 2016 Legislative Committee Co-Chair***

Submitted by Kelly Wooden, Newsletter Committee Co-Chair



Linda Lewis has over 20 years of experience working with corporate capital improvement projects, facilities purchasing and non-profit construction projects. After graduating with her MBA, she began her career with Shell Oil Company in Houston, Texas. As a purchasing professional with Shell, Linda was responsible for negotiating the procurement of commodities and services totaling more than \$35 million. During her time with Shell, Linda received her Certified Purchasing Manager (CPM) designation.

Deciding to switch from barrels of oil to barrels of beer, Linda joined Coors Brewing Company in Golden, Colorado. Linda and her staff were responsible for annual expenditures of \$60 million in equipment and services for Coors' capital improvement construction projects. During her employment with Coors, one of Linda's most unusual purchases was a specialized filtration press that squeezed spent yeast out of the beer. She and an engineer worked closely with a German company to ensure they were manufacturing to Coors' specifications. Ultimately, Linda had to visit the German facility to check up on the fabrication prior to transporting the press across the ocean. Linda also had to visit several manufacturers to establish supply chains for specialty, stainless steel valves. Since Coors was one of the few companies that did not pasteurize their beer, products were not readily available in the US.

Later, Linda joined Jonescorp where she and business partner, Ann Jones, provided owner representation services to local non-profits engaged in capital improvement projects. From selecting architects, contractors, and environmental services to countless products and services, Linda and Ann acted on behalf of owners by overseeing projects from inception to opening day. They felt fortunate to have clients who ran amazing nonprofit organizations that provided valuable services to our community.

Recently, Linda joined the Department of Revenue as a Purchasing Agent and currently provides procurement services for the Department of Motor Vehicles and Enforcement Divisions. After working in both the 'for profit' and 'nonprofit' sectors, she was intrigued with the idea of working for the government to gain a better understanding of the public sector. According to Linda, "The complexity of providing services in a state which is governed by a myriad of statutes is mind boggling. It's a wonder anything gets done! I will never complain about waiting in line to get a driver's license again." Linda enjoys being part of state government and using her skills and past experience to not only work within the system, but to also help improve the process. Linda is learning the intricacies of the Procurement Code and Fiscal Rule and, of course, the statewide ERP system, CORE.

With the encouragement of co-workers Beth Hewes and Karen Picariello, Linda joined RMGPA. She thought it would be a great opportunity to network with other governmental procurement professionals. Recently Linda took the next step and volunteered to take on the role of Legislative Co-Chair. She is excited to serve in this position, seeing it as an opportunity to continue her education on the legislative process and to more fully understand the impacts of legislation on the procurement functions in the State.

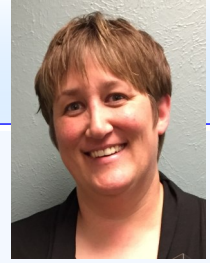
Outside of work, Linda loves to travel, hike, spend time with family and work around the house and yard. Later this year, Linda will be taking a vacation to Palm Springs to celebrate her 60<sup>th</sup> birthday with her twin sister. After that, it's off for an annual trip to Jackson Hole, Wyoming so Linda can visit her daughter and enjoy the mountains and the old west.

Thank you Linda for taking on the role of Legislative Co-Chair!

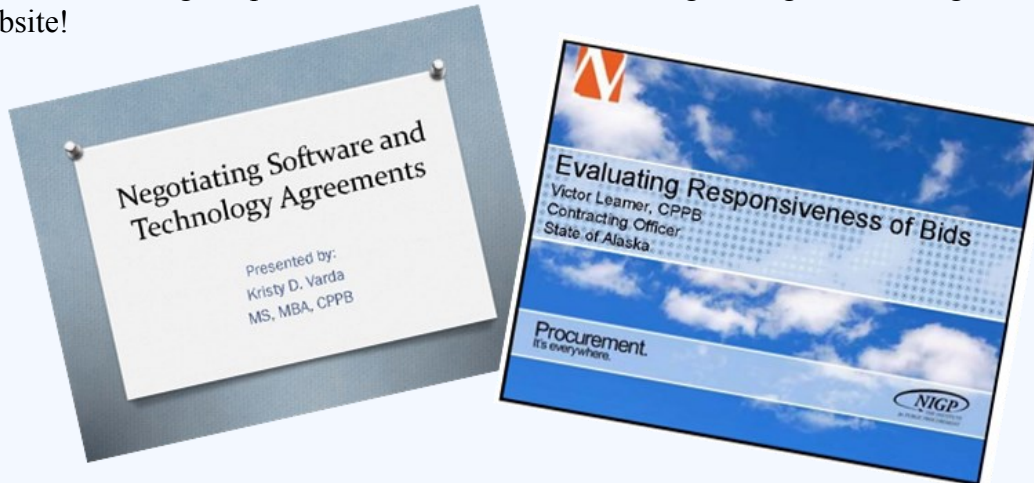


## Communicating With Our Members

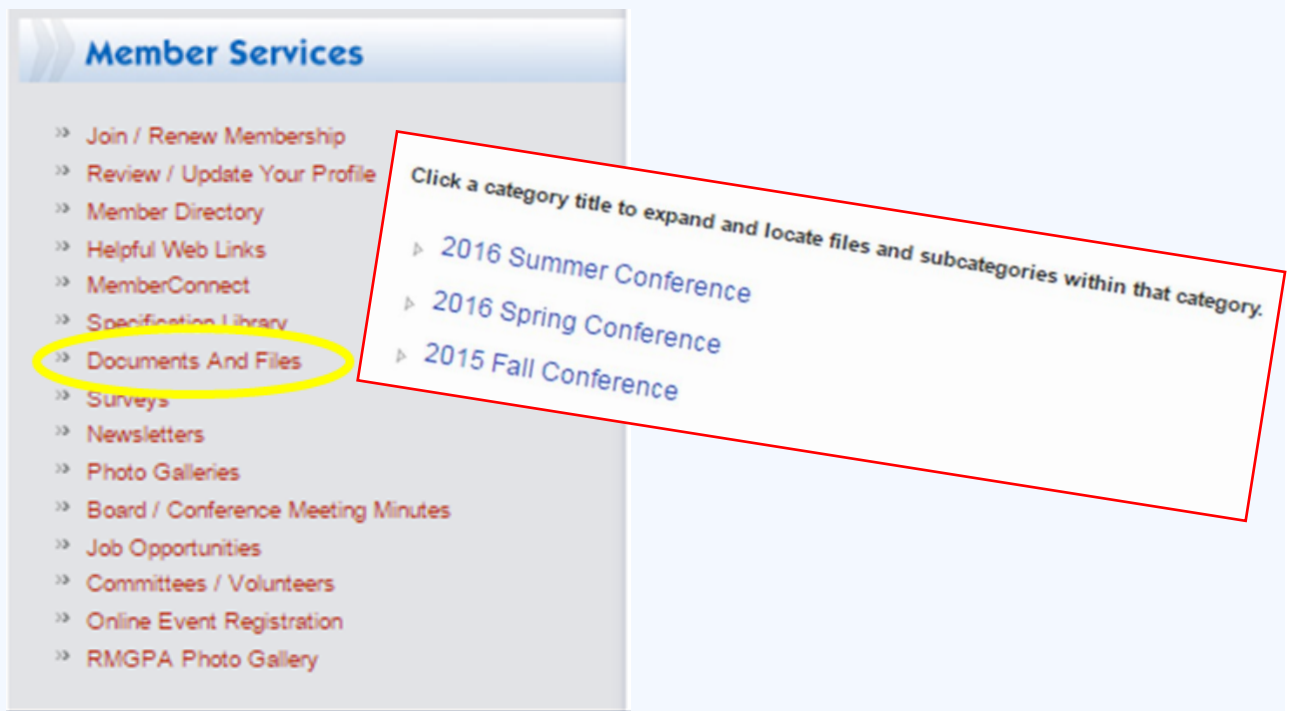
Submitted by: Molly McLaughlin, Past President & Communications Chair



If you didn't get a chance to attend the Summer Conference, you may have missed out on a couple of awesome days in Snowmass Village, but that doesn't mean you have to miss out on all of the fantastic information that was presented. You can now download the presentations on Evaluating Responsiveness of Bids as well as Negotiating Software right from the RMGPA website!



Head to the Member Services section at the bottom of the home page and you will find a link called Documents and Files. From there you have access not only to the Summer program, but also to the great information on disaster recovery, cost reasonableness and Uniform Grant Guidance presented at the Spring Conference, and NIGP Best Practices, Supplier Management and The Place of Public Procurement from Fall 2015.

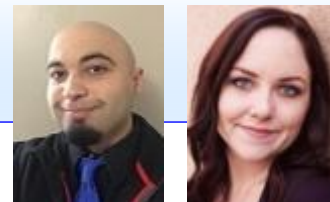


**Don't forget to check back after each conference to catch up on what you may have missed.**



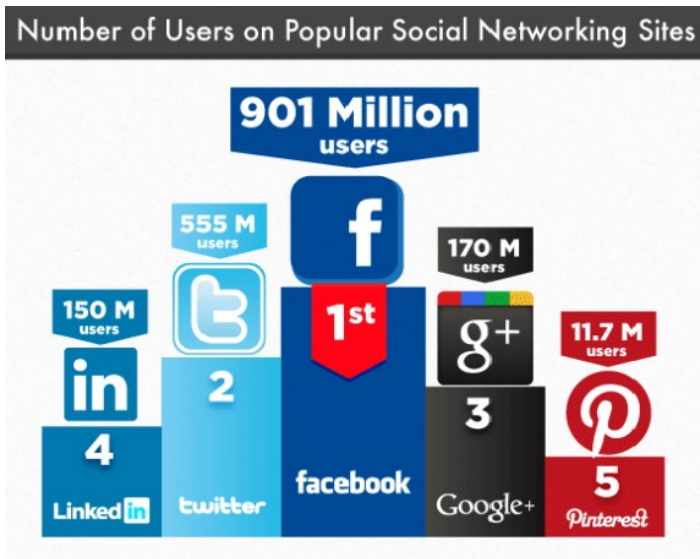
## Social Media and the Future of RMGPA

Submitted by: Fady Elsegeiny & Chelsea Bunker, Marketing Committee



It wasn't so long ago that social media was a completely new thing. Today, you can't go anywhere without seeing people connected to each other on their phones, computers or tablets. According to Facebook, they have an average of 1.09 billion active users on their site daily and 1.65 billion active users monthly. Twitter, LinkedIn, Google+ and other social media sites have hundreds of millions of active users as well.

We have all heard how valuable – even essential – social media can be. Whether your current sentiment leans more toward enthusiasm or trepidation, there is no way around the fact that social media is the fastest growing form of marketing and advertising. Although e-mail and websites continue to be important communication tools, social media is quickly catching up. According to Nonprofit Technology Network, email list sizes grew by 11% last year while Facebook and Twitter followers grew 42% and 37%, respectively. Social media is growing 3x faster than email!



Creating social media networks will help RMGPA achieve its marketing and branding goals by embracing and strategically leveraging all these networks have to offer. A strong web presence will provide an opportunity for members to build conversations, improve communications and interactions, and stay up to date on industry news. Additionally, it is a great resource for public outreach to vendors and other professional organizations along with introducing new members to RMGPA.

Make sure you sign up for the Fall conference in Colorado Springs to learn all about the exciting new things your Marketing Committee has in store for RMGPA!



**PROCUREMENT BASICS:** Get the basics right...key strategies and best practices to leverage your day-to-day performance. Understand the basic elements that underlie all areas of public procurement in the purchase of goods and services on behalf of government.— NIGP

## WEBINARS

Looking to become certified or strengthen your professional skills?  
Webinars are a great training opportunity offered at **NO COST** to members.

### NIGP Webinars

June 29 12:00 pm MT [If First You Don't Succeed, Try Doing it Differently](#)

July 13 12:00 pm MT [Alligator Presentations: How to have a tough skin...big smile...in front of a tough audience.](#)

You can get more information or register for the above webinars at [www.nigp.org](http://www.nigp.org).

### NCPP Webinars

July 12 12:00 pm MT [Cooperative Contract Comparison: Educate, Evaluate, and Elevate Analytic Thinking Behind Cooperative Purchasing](#)

August 10 12:00 pm MT [Creating a Successful Cooperative Strategy: Putting it All Together](#)

You can get more information or register for the above webinars at  
[www.publicprocurementcoalition.org](http://www.publicprocurementcoalition.org)

## Upcoming Training Opportunities

### PREPARING FOR THE AGE OF LICENSING

July 27, 2016 8:00 am - 5:00 pm

St. Vrain Valley School District  
2929 Clover Basin Drive  
Longmont, CO 80503

### MAKING THE CONTRACT FIT THE PURCHASE

Sept 20, 2016 8:00 am - 5:00 pm

St. Vrain Valley School District  
2929 Clover Basin Drive  
Longmont, CO 80503



**Online classes** are also available through NIGP. Visit to [www.NIGP.org](http://www.NIGP.org) for a complete list.



## Board of Directors 2016

### Strategic Plan

**Mission Statement:**

To provide our membership with the education, professional development, and technical assistance required to secure the public trust through the promotion of excellence and effectiveness in public procurement.

The purpose of the Strategic Plan is to develop sustainable strategies and identify responsibilities and resources within the organization. The strategies were based upon the current climate of the organization and recommended for implementation over a period of time. The recommendations are reviewable, revisable and provide accountability while reinforcing continuous improvement.

**Goal 1: RMGPA is committed to utilizing technology for the benefit of the procurement profession.****Action Plan:**

- Increase use of social media (LinkedIn, Twitter and Facebook)
- Increase utilization of RMGPA 's website and NSite
- Increase use of surveys for feedback and to measure member satisfaction
- Increase number of members who vote electronically
- Increase the use of Chapter Manager by Board members
- Increase the use of Google Hangouts or a similar product

**Goal 2: RMGPA is dedicated to promoting professional development.****Action Plan:**

- Provide diverse professional development opportunities
- Increase number of scholarships awarded
- Create a Forum Scholarship Program
- Use Social Media to promote professional development and scholarship opportunities
- Create a Professional Development Sponsorship Program

**Goal 3: RMGPA is committed to offering membership the opportunity to reach their full potential through diverse and quality programs.****Action Plan:**

- Increase member satisfaction of conference workshops
- Create availability of program content to membership following conferences
- Continue to develop a mentor program for new professionals, professional certification, and student membership
- Increase number of RMGPA members
- Increase number of volunteers
- Research hosting a future NIGP Forum every odd number year

**Goal 4: RMGPA is committed to collaborations with the business community to promote the procurement profession.****Action Plan:**

- Increase collaboration between Vendor Liaison, Chapter Enhancement, Marketing and the Programs committees
- Increase utilization of suppliers as an effective resource for articles, information, guest panels
- Increase promotion of the RMGPA Corporate Sponsorship Program

**Communication Plan:**

- Present Board of Directors and Membership with the Updated Annual Strategic Plan at Spring Meeting, in newsletter, and website.
- Reviewed by Board of Directors in July and at annual Strategic Study Session in February
- Report Card update to Membership at each conference

## 2016 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER	E-Mail	PHONE
President	Skeet McCracken, CPPO, CPPB	<a href="mailto:skeetm@psdschools.org">skeetm@psdschools.org</a>	(970) 490-3428
Vice President	Valerie Scott, CPPB	<a href="mailto:valerie.scott@longmontcolorado.gov">valerie.scott@longmontcolorado.gov</a>	(303) 744-4887
Secretary	Mary Kirschmer, CPPB	<a href="mailto:makirschmer@aps.k12.co.us">makirschmer@aps.k12.co.us</a>	(303) 326-1988 x28234
Treasurer	Vivian Harvell	<a href="mailto:vharvell@hsd2.org">vharvell@hsd2.org</a>	(719) 579-2034
Past President	Molly McLoughlin, CPPB	<a href="mailto:molly.mcloughlin@bvsvd.org">molly.mcloughlin@bvsvd.org</a>	(720) 561-5132

## STANDING COMMITTEES

COMMITTEE	CHAIR	E-Mail	PHONE
Awards	Curt DeCapite, CPPB	<a href="mailto:curtd1977@gmail.com">curtd1977@gmail.com</a>	(719) 331-0319
Chapter Enhancement	Roman Hernandez	<a href="mailto:roman.hernandez@state.co.us">roman.hernandez@state.co.us</a>	(303) 757-9236
Communications	Molly McLoughlin, CPPB	<a href="mailto:molly.mcloughlin@bvsvd.org">molly.mcloughlin@bvsvd.org</a>	(720) 561-5132
Education & Pro-D	Diana Cantu, CPPB	<a href="mailto:cantu_diana@svsvd.org">cantu_diana@svsvd.org</a>	(303) 702-7715
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Historian	Vera Kennedy, CPPB	<a href="mailto:vera.kennedy@state.co.us">vera.kennedy@state.co.us</a>	(303) 987-4603
Legislative	Karen Picariello, CPPB	<a href="mailto:karen.picariello@state.co.us">karen.picariello@state.co.us</a>	(303) 205-2345
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Membership	Patricia O'Neal	<a href="mailto:patricia.o'neal@state.co.us">patricia.o'neal@state.co.us</a>	(303) 757-9399
Newsletter	Kerry Sheahan	<a href="mailto:kerry.sheahan@longmontcolorado.gov">kerry.sheahan@longmontcolorado.gov</a>	(303) 774-3671
Programs	Beth Hewes, CPPB	<a href="mailto:elizabeth.hewes@state.co.us">elizabeth.hewes@state.co.us</a>	(303) 866-3080
Vendor Liaison	Pete Toth	<a href="mailto:ptoth@arvada.org">ptoth@arvada.org</a>	(720) 898-7091

2016 COMMITTEE CO-CHAIRS			
COMMITTEE	CO-CHAIR NAME	E-Mail	PHONE
Awards	Mary Jablonski, CPPB	<a href="mailto:Mary.jablonski@thompsonschoool.org">Mary.jablonski@thompsonschoool.org</a>	(970) 613-5149
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Education & Pro-D	Sherri Gibson, CPPB	<a href="mailto:sherri.gibson@state.co.us">sherri.gibson@state.co.us</a>	(303) 866-5732
Legislative	Linda Lewis	<a href="mailto:linda.w.lewis@state.co.us">linda.w.lewis@state.co.us</a>	(303) 866-6212
Marketing	Chelsea Bunker	<a href="mailto:chelsea.bunker@state.co.us">chelsea.bunker@state.co.us</a>	(303) 556-3280
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Newsletter	Kelly Wooden, CPPO, CPPB	<a href="mailto:Kelly.L.Wooden@Adams12.Org">Kelly.L.Wooden@Adams12.Org</a>	(720) 972-4208
Programs	Kimberly Taylor	<a href="mailto:kimberly.taylor@state.co.us">kimberly.taylor@state.co.us</a>	(303) 866-5738







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AND  
FOCUS ON  
PROCUREMENT**

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**Winner of NIGP's Large Chapter of  
the Year - 2006, 2009 and Extra  
Large Chapter of the Year - 2015!**