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# The Rocky Mountain Governmental Purchasing Association

## Rocky Mountain High Notes

JAN - MAR 2017

### LETTER FROM THE PRESIDENT

Submitted by Valerie Scott, CPPB

#### Happy Spring!

I cannot believe we are entering the second quarter of 2017. Many things have already been accomplished or set in motion this year, from exploration of operational efficiencies “behind the scenes” to a very productive and engaging Spring Conference. Thank you to all of our volunteers: whether you greet attendees at a conference, review scholarship applications, or serve as a committee chair or co-chair, your work certainly does not go without notice and I am extremely grateful for your time and energy.



T.E.A.M. – talent, engagement, access, and mentorship – is our overall theme in 2017 for RMGPA. The first quarter’s focus was talent. A favorite quote of mine comes from the book *Strengths Based Leadership: Great Leaders, Teams, and Why People Follow*: “If you spend your life trying to be good at everything, you will never be great at anything.” How many of us find ourselves trying to do it all? The truth is that I am extremely good at taking on too much and then beating myself up over the things I do not do as well as I would like. As we close out the first quarter of 2017, I propose that we spend more time investing in the things that come naturally to us and seeking support from one another in the areas where we struggle. That is the beauty of an organization like RMGPA – we have an immense pool of talented colleagues who, collectively, have probably seen it all. As we continue to celebrate procurement beyond the month of March, remember that there are over 550 members in our association with diverse gifts to share. What is your talent and, more importantly, what are you doing to nurture it?

Entering the second quarter of the year, I encourage all of us to embrace the concept of *engagement*. Are you engaging with RMGPA by utilizing the resources out there? To name a few, we have the Member Connect listserv, numerous conferences and classes, and a robust website complete with a specifications library, conference presentation archive, and member profile page to track your activities. [We have a discounted group registration option for 2017 NIGP Forum](#), which will be held in Salt Lake City this August. We have a number of [RMGPA committees](#) that will allow you to volunteer for a variety of opportunities.

I wish you all a lovely and enjoyable spring, full of seamless bids, exceptionally calm fiscal year ends (for those who close at the end of June), and amazing contract negotiations. Cheers!

#TEAMRMGPA  
Valerie Scott, CPPB  
2017 RMGPA President

## All Aboard!

Submitted by: Keith Ashby, RMGPA Vice President



First and foremost, I would like to say, “Thank you” for selecting me as your Vice President. RMGPA is such a wonderful organization and I have been a member for the last, I would say, 20 plus years. I’m excited about the new places we will go this year, literally and figuratively.



As you may remember, the Summer Conference in 2015 was held in Glenwood Springs. I rode the train up with one of my staff members. It was a truly wonderful experience to see areas of the Rocky Mountains that I would never have gotten to see if we traveled by car. Since the remodel of Union Station, it was wonderful to come back to Denver and walk into the Station with its hustle and bustle to see people enjoying themselves. One thing that

I will always remember is being able to get nice breakfast at Snooze before boarding. I truly enjoyed the spacious leg room the train had to offer and the ability to have wireless access during the trip. As you know, while traveling through the mountains there are some dead zones where you cannot get a wi-fi connection. Luckily, for those on the train, the engineer let us know when that would happen so that we could save what we were working on. You can’t get that kind of service driving in your car.

What do you think about taking the train to Salt Lake City this year to attend Forum? We could ride as a group enjoying a part of what has been called one of the most beautiful and historic train trips in all of North America.



The California Zephyr will take us from Denver, over the Front Range of the Rockies, through the Moffatt Tunnel, Winter Park, Gore, Byers and Glenwood Canyons, as we negotiate the switchbacks of Gilluly Loops before arriving in Salt Lake City. On board, you will experience the comfort and relaxation of train travel while witnessing some of the very best American cultural and geographic icons.

## All Aboard!

Submitted by: Keith Ashby, RMGPA Vice President



You can reserve a spacious coach seat for your journey or, if you want a more luxurious experience, book a roomette or bedroom in one of the Superliner

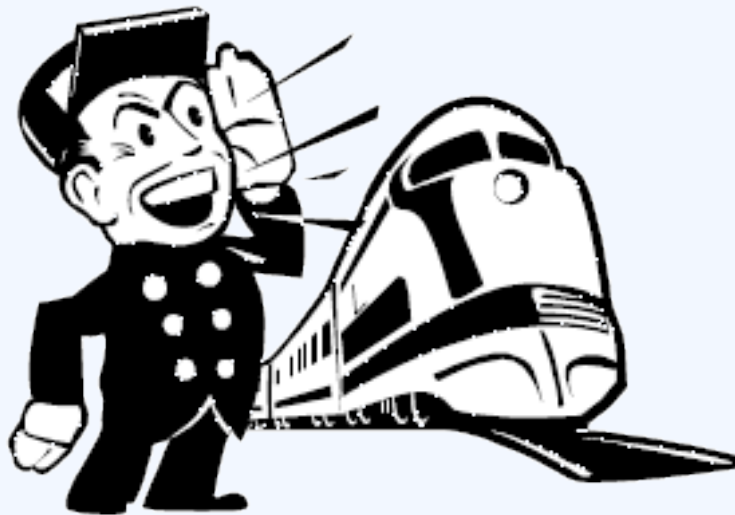


sleeping cars. The Dining car features full-service hot meals prepared by Amtrak chefs. Here you can meet your fellow passengers for conversation and food while the scenery glides by your window. If you decide to reserve a sleeping car, your meals in the Dining car are included.

I truly feel this would be a wonderful way to travel to the 2017 Forum in Salt Lake City and it would provide a bonding experience we couldn't get on a plane or in a car. The cost for a round trip ticket would be \$160.92 which includes:

- 2 checked bags
- Free wi-fi
- No change fee

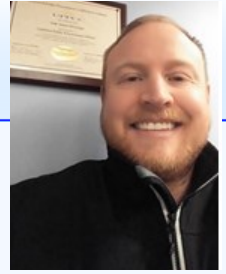
I have been talking with NIGP's Salt Lake Chapter about transportation to and from the train depot. They will be able to tell me more about the cost for ground transportation once I know how many RMGPA members would like to join me on this exciting journey. So let me know if you want to get "All Aboard!"





## RMGPA 2017 Spring Conference

Submitted by: Seth Meisinger, CPPO, CPPB—Boulder County Purchasing



For the RMGPA 2017 Spring Conference, it was all about sustainability. Held on March 17<sup>th</sup> at the Boulder Valley School District in Boulder, the conference consisted of a great line-up of green subjects – and we're not just talking about the fact that it was held on St. Patrick's Day!



To kick things off, Teresa Rausch and Charlie Geanetta from the University of Colorado – Boulder had an excellent presentation on tackling sustainable procurement projects. They illustrated for us the importance of working collaboratively with stakeholders and vendors to meet sustainability goals. The presentation also showed why it is critically important for procurement to have a “seat at the table” to effectively achieve these lofty objectives.

Second on the morning agenda was Honore' Depewe from the City of Fort Collins. Honore' is an Environmental Planner for the city and had much to share about measures they are undertaking in the name of sustainability. Their efforts include, but are not limited to, utilizing CNG buses and trucks in their fleet, having LEED certification on new construction, and even using goat grazing to help maintain natural areas. It was clear that the City of Fort Collins takes a collaborative approach to reach their sustainability goals as their Offices of Economic Health, Social Sustainability, & Environmental Services all do their parts to meet what is referred to as the “Triple Bottom Line” of sustainable procurement.



The next presentation was from Hilary Dobos of Lotus Engineering & Sustainability, titled “Selling Sustainability.” Hilary described for us the many facets that affect sustainability goals and how we define what sustainability is. As if to reinforce the previous presentation from Fort Collins, she started off by talking about the Triple Bottom Line of sustainability: Economic, Social, & Environment. Hilary then went on to describe why it's important to identify the specific drivers of sustainability to effectively prioritize and keep projects on track.



## RMGPA 2017 Spring Conference Recap

To wrap up the engaging morning, Stacey Katz from Waste Management gave us some insight into what it takes to be a materials recycler. We learned of the challenges that WM and other recyclers face as they are trying to do the right thing, including contamination of material streams and lack of education around the many different programs that exist in the US.

After lunch we reconvened for what many could consider the most entertaining presentation of the day. Damon Carson, owner & founder



repurposedMaterials, Inc. had a wonderfully interactive, think-outside-the-box exercise called

“Name That Repurpose” where attendees were shown pictures of used materials and they had to guess what the repurposed use was. Who would have thought that a used fire hose could be such a great material to help build a monkey habitat at the zoo?!



To wrap up the day, the conference attendees took a quick walk from the School District building to Eco-Cycle’s CHaRM facility located next door. There we all

learned what it takes to recycle and reuse/repurpose so many of the goods we usually consider as non-recyclable trash at this first-of-its-kind facility. It was truly amazing to see the effort that the Eco-Cycle employees put into their work and the level of dedication they have.

This conference also brought back a well loved and familiar face, Kristin Spicola. Kristin was awarded RMGPA’s highest honor, Distinguished Service Award. Throughout her years with the chapter, Kristin has continued to demonstrate exceptional leadership and service not only to RMGPA but to Board of Water Works of Pueblo, her community, NIGP, and the purchasing profession.



Along with Kristin’s award, Beth Hewes was honored with RMGPA’s 2016 Buyer of the Year for her dedication to the chapter and her commitment to the profession.

Mark your calendar for June 8 & 9 when RMGPA heads to the Inn at Silvercreek in Granby. This conference is sure to be chock full of informative sessions along with plenty of opportunities for networking and lots of fun.



## RMGPA 2017 Spring Conference Recap



**Tour of CHaRM: Center for Hard to Recycle Materials**





## RMGPA 2017 Spring Conference Recap



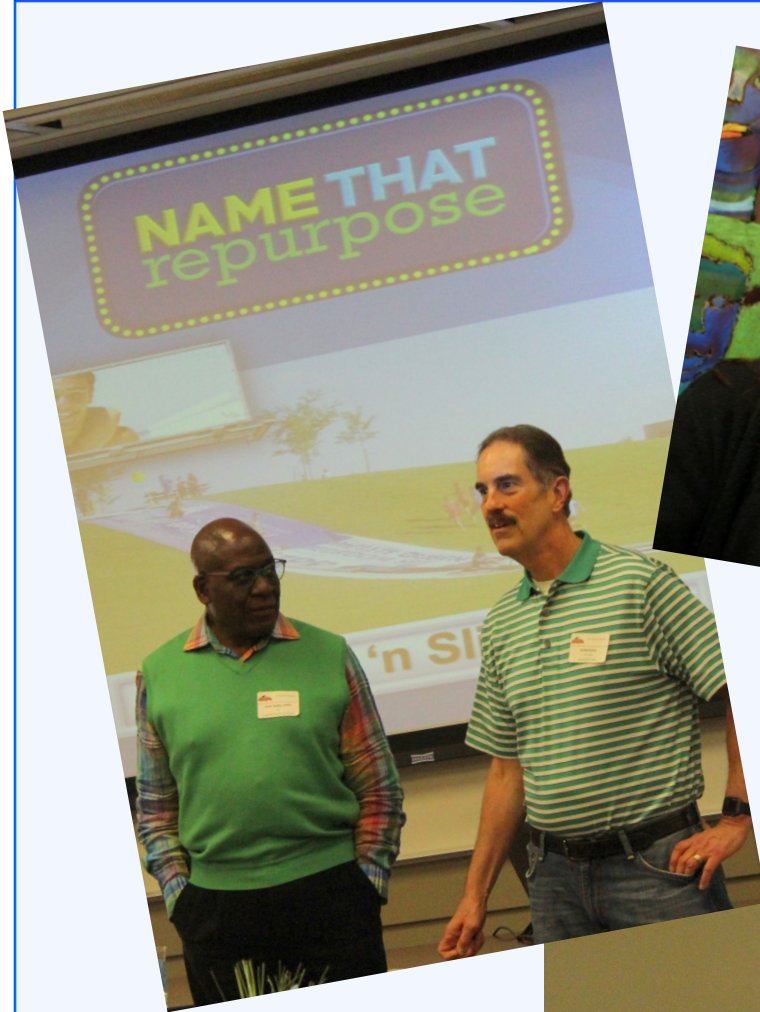


## RMGPA 2017 Spring Conference Recap



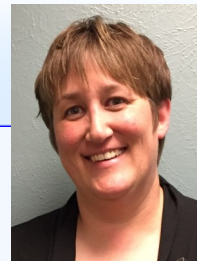


## RMGPA 2017 Spring Conference Recap



## News from the Communications Committee

Submitted by Molly McLaughlin, Past President & Communications Chair



**RMGPA now has a new App for your mobile devices** that is compatible with Android or iOS devices! By putting this app on your mobile device, you'll have access to RMGPA anywhere, anytime. You will be able to:

- ★ access conference or meeting documents
- ★ update your profile on the go
- ★ access your profile
- ★ view RMGPA events and sign up for them from your mobile device
- ★ or contact us

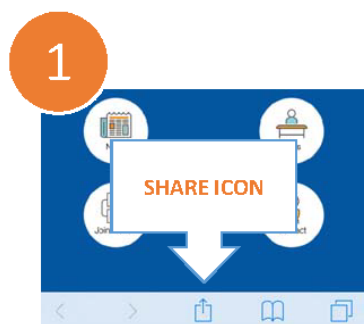




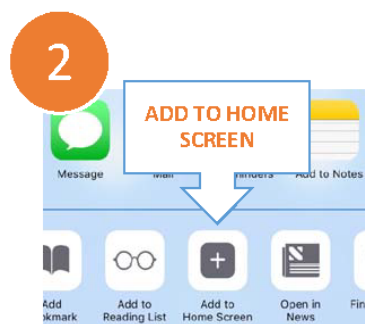
# ADD A DESKTOP ICON TO YOUR HOME SCREEN

## iPhone Users

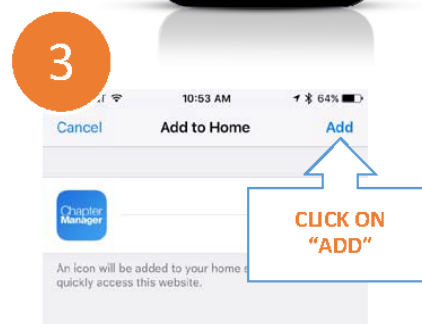
Open the Safari browser (you must use Safari to add the icon to your home screen).  
Enter this URL: **m.rmgpa.org**



When the mobile home page loads, select the **“Share”** icon at the bottom of the page.



From the bottom row of icons, scroll until you see the **“Add to Home Screen”** icon. Click the icon.

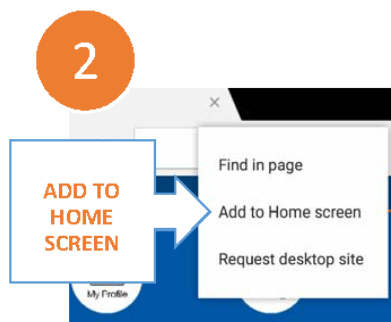
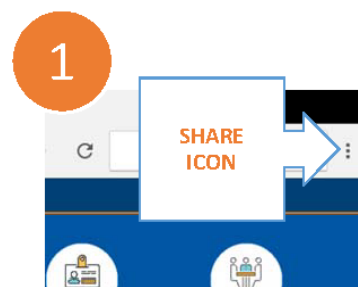


Click the **“Add”** link in the upper right corner of the screen. The icon will be added to your home screen.

## Android Users

Open the Chrome browser.  
Enter this URL: **m.rmgpa.org**

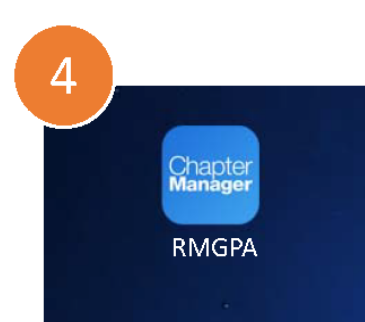
When the mobile home page loads, click the **“Share”** icon at the top right of the page.



Select **“Add to Home Screen”** from the Share menu.



On the **“Add to Home Screen”** pop-up, click **“Add”**.



You will see the Mobile site icon on you desktop.

## We're Just Up The Road A Spell

Submitted by Mike DeLeeuw, CPPB—Wyoming Department of Transportation

Greetings from Wyoming. Going way back, I mean way back, like 33 years, a guy named Ron Watkins hired me on as a warehouse worker in the Purchasing Program at what was then known as Wyoming Highway Department. I was partnered with and trained by Hans Hehr, who already had several years under his belt working for Ron. The rest is history. We all know Ron's accomplishments in NIGP and the procurement field. While he has since retired, Ron remains active. It was great seeing Ron at the Winter Conference and good to know he's back residing in Wyoming. Grandkids will do that to you. And Hans, he's now in the position that Ron held before moving on. There have been a lot of changes over the years; however, the two of us are now old fixtures in Procurement Services.



The one constant over the years has been our association with both RMGPA and NIGP. Ron was adamant that we begin classes and shoot for certification. In 1992, both Hans and I qualified to test for the CPPB. We tested, drank beer (same day), and soon after were notified that we passed (more beer). That makes 25 years as CPPB's, hard to believe.

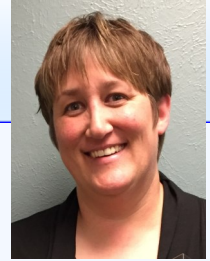
I guess that would make 4, going on 5 times that we had to re-certify. Through attending several NIGP National Conferences and numerous RMGPA Conferences, in addition to whatever continuing education classes we could muster, we've maintained our certifications. I am proud of that. In a few years when we old timers hit the dusty trail, a group of young, smart, and capable buyers in this office will take the reins. All three have certification in their sights and one is getting close to testing for CPPB. I am sure that RMGPA and NIGP will benefit them, as it has Ron, Hans and me. Besides the certification aspect, the networking and training will be as invaluable to them as it has been for us.



So for now, we're still here in good ol' Cheyenne. Remember, we're just up the road a spell so how about another Wyoming RMGPA conference. It's been a while.

## NIGP Membership

Submitted by Molly McLaughlin, Past President & Communications Chair



Do you know about the benefits of being a **NIGP** member? **NIGP**, the Institute for Public Procurement, offers many benefits to professionals in public procurement. **NIGP** Membership is your entry to time-saving resources, collaborative opportunities and the institutional experience of 3,000 member agencies. Some of the benefits include:

- ✓ Access for your staff to all **NIGP** benefits at less than 50% of the individual member fee (for each staff added to your member roster)
- ✓ FREE webinars and recordings
- ✓ FREE access to the Profiler Self-Assessment Tool
- ✓ FREE savings measurement tool
- ✓ FREE posting of career opportunities
- ✓ EXCLUSIVE ACCESS to expansive online library
- ✓ EXCLUSIVE ACCESS to active online communities
- ✓ XCLUSIVE SCHOLARSHIPS
- ✓ PREFERRED PRICING for **NIGP** products and services
- ✓ Access to join NSITE Online Communities

For more information on joining **NIGP**:

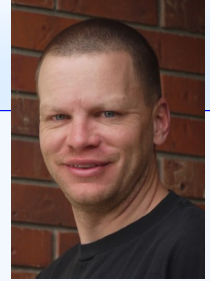
- <http://www.nigp.org/home/membership>
- [customercare@nigp.org](mailto:customercare@nigp.org)
- 800-FOR-NIGP (800-367-6447)





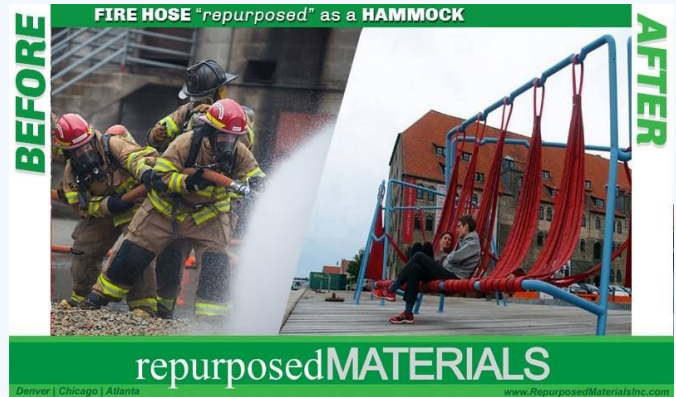
## A Second Life

Submitted by **Damon Carson, President, Repurposed Materials**



Why should a purchasing professional be interested in the operations of an Ohio River tug boat operator, a turkey farmer in Arkansas, a water well driller in Montana, or a thoroughbred horse stable in Kentucky? Any of these industries, or the thousands of others in America, might find that one of your organization's hard-to-sell assets solves a problem they're willing to pay for! How, you might ask? Through "repurposing."

A fire department's decommissioned fire hose is illustrative of an asset that is obsolete to its primary industry but has value if "repurposed" by a second, unrelated industry. These old hoses could be re-used in low pressure applications like irrigation or dust suppression on a demolition site. They could also be "repurposed" in applications where the durable jacket material is of prime importance and not their ability to move water. Non-water "repurposes" would be using the hose for boat dock bumpers or cutting them into desired lengths to be used as protective sleeves for chains, cables, slings, cords, wires, etc.



Does unlocking value of your company's hard-to-sell assets through "repurposing" sound foreign? It isn't as strange as you may think. The wine industry no longer burns their retired oak barrels. Today they sell them to lawn and garden stores who saw them in half and "repurpose" them as planters. The railroad industry sells their worn out railroad ties to ranchers for fence posts and to landscapers to build retaining walls.

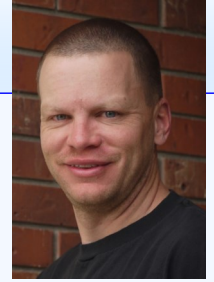
The Surplus Asset Division for the City of Chicago is one of the large organization sthat has benefitted from "repurposing." Their Purchasing Department discovered that ranchers were willing to buy their old street sweeper brushes. Livestock love to use them as scratching posts. Previous to this discovery, the retired brushes had just been relegated to the landfill.

"Repurposing," in some cases, can actually improve the yield for some assets that aren't even in the hard-to-sell category. Steel pipe from the oil and gas industry is a great example of something that is easy to sell. Obviously, all of the oilfield pipe that no longer meets specifications for drilling could easily be sold to



## A Second Life

Submitted by **Damon Carson, President—Repurposed Materials**



a scrap metal recycler for a few pennies per pound. But, if you can find a buyer who is going to “repurpose” it for structural material to construct corrals, steel buildings, etc., you’ll be compensated more than you would had you sold it to a scrap metal dealer. Always.

So, how do you know if some of your assets are a candidate for “repurposing”?

- ★ Remember GVA. If your asset is **G**eneric, **V**ersatile, and **A**daptable then there just may be a “repurpose” market out there for it.
- ★ If you look at an asset and say, “I bet a farmer or a rancher could figure something to do with this.” It is probably is a candidate for “repurposing.”
- ★ If your fellow employees have figured out what to do with an old asset, you have proof that it can be “repurposed.”

Okay, but once you know that an asset can be “repurposed,” how do you monetize that “repurpose”?

The Purchasing Department folks at MillerCoors have a great evolutionary tale of monetizing something that was once landfilled. MillerCoors generates a few hundred filter cloths per month in the beer brewing process. Somewhere along the way, a landscaper got his hands on some of these tough, durable filter cloths and now they come back to life as excellent lawn debris tarps.

At first, MillerCoors started giving these cloths away for free as a cost avoidance measure. No landfill, no money paid. As word spread amongst landscapers, demand slowly began to build. The Purchasing Department finally started to charge a few bucks each for the cloths. As demand continued to exceed supply they kept bumping up the price.

So, if you have obsolete assets that are generic, versatile, and adaptable, there just may be a septic tank installer in Maine, an airport manager in California, or a civil engineering contractor in Texas who could “repurpose” them.





## Observations from the Outside

Submitted by Julia Ferguson, Sustainability Coordinator—Adams County



The recent Rocky Mountain Governmental Purchasing Association spring conference, which highlighted sustainable procurement practices that are being implemented across the Rocky Mountain region, offered the opportunity to develop a greater understanding of the important considerations to make when pursuing sustainability in purchasing. From end of life product disposal through innovative repurposing opportunities to group and bulk purchasing efforts that make the purchase of eco-friendly products more streamlined and effective, the speakers shared a wealth of information that attendees could take back to and apply in their own organizations.

Although I am not a purchasing or procurement professional, RMGPA welcomed me to this conference, and I am very grateful for the opportunity to learn from this knowledgeable group.



As a sustainability professional within Adams County Government, where we are working on a wide variety of measures to improve County sustainability, I appreciated the opportunity to engage in thoughtful discussions and hear presentations about how other organizations have addressed sustainability in purchasing. Examples of consolidated purchasing agreements for several departments and campuses in the CU Boulder system illustrate that there must be both an environmental and an economic argument to make sustainable procurement a success. Considering the full life cycle of a product, including end-of-life

disposal and reuse, is instrumental in accounting for the full cost of the product and the impact of its use on our organizations and environment. Recently Adams County Commissioners approved a measure to allow the County to donate excess and surplus office supplies and furniture to local school districts; this allows us to keep items out of the landfill while supporting the mission of the districts. It is encouraging to see other organizations actively pursuing similar policies and efforts, and the theme, tone, and agenda of the conference encourage collaborative conversations that will continue to drive projects and policies like this into the future.

There are many elements to consider when implementing a sustainable procurement effort, and there are also many great resources in our local communities that can offer support, guidance, and insight into these efforts. I would encourage any procurement or sustainability professional that is interested in adopting more environmentally friendly purchasing practices to become familiar with the resources available through the Rocky Mountain Governmental Purchasing Association. Take advantage of the network available here, take a chance on something new, and don't be afraid to innovate!

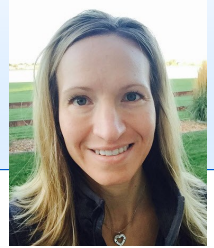




## SPOTLIGHT ON MEMBER...

**Nick Wiesen – CPP, CPPM, Manager of Materials and Procurement –  
Thompson School District R2-J**

Submitted by Kelly Wooden, Newsletter Committee Co-Chair



Since September 2014, Nick has been the Manager of Materials and Procurement for Thompson School District R2-J in Loveland. Prior to starting with Thompson, Nick retired for 2 years to be a stay-at-home Dad until his youngest daughter started kindergarten. Realizing that he was not ready for full retirement, Nick decided to return to the workplace but wanted to do something meaningful. Working for his children's school district filled that desire. Nick compares his role to that of a Swiss Army Knife, not only handling purchasing responsibilities, but also the p-card program, district mail, delivery, surplus, warehouse, the science kit fulfillment center and other things that he says no

one wants to do. What employers call "other duties as assigned."

According to Nick, the best part about working for Thompson is, hands down, the people he works with. There is a genuine effort they put forth every day to support the students. In his own words, "I am blessed to have an amazing staff that puts up with my quirkiness."

Nick loves visiting elementary schools. One of his most memorable days was during a visit to Namaqua Elementary school. Nick was inspecting the AED defibrillator (Purchasing handles the district's supply and registry of the units), when a second grader



skipped by him in the hallway. She suddenly stopped, turned, and hugged his leg. "Thank you for saving us from the fire, Mister!" she whispered before skipping away.

Almost immediately after joining the Thompson School District Team, Nick became a member of RMGPA. Unlike the private industry, where leaders tend to "hide the egg" when it comes to sharing information, Nick feels RMGPA is the exact opposite. "Our group is a friendly and talented network for procurement veterans and rookies alike."



## SPOTLIGHT ON MEMBER...

### **Nick Wiesen – CPP, CPPM, Manager of Materials and Procurement for Thompson School District R2-J**

Submitted by Kelly Wooden, Newsletter Committee Co-Chair

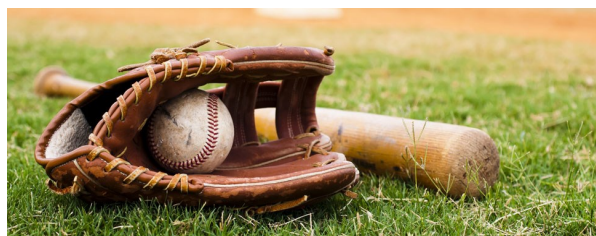
Purchasing has been a component of each job Nick has held. Starting in the late 70's, Nick wrote dry good and dairy orders daily for a grocery store in St. Louis. It extended into his last position with OptumRx where he procured over \$2.5 billion annually in pharmaceuticals and ancillary supplies to fill over 70,000 prescriptions every day.

Outside of work, Nick enjoys biking, anything related to baseball with his son, and watching his daughter write songs and play the ukulele. In six weeks, his oldest daughter will finish her Master's degree at Oklahoma State School of Forensics and this summer Nick and his wife, Kari, are planning a trip to Alaska. Nick is also in the process of convincing his wife that it is safe to own and ride a Harley Davidson (he feels his is failing miserably).

Thank you Nick for your service to the purchasing profession!



Nick relaxing at his favorite Harley-Davidson dealership





## ***How Cooperative Purchasing Supports Government Technology Initiatives***

**Submitted by Michelle Phelps, Program Manager—US Communities**



As cities, counties, and state agencies assess their IT needs, moving from a project plan and budget approval to implementation presents numerous challenges. Government is being urged to be more innovative, partner better with the private sector, stay on top of rapidly changing technology, and address ongoing security and privacy issues – all while following purchasing regulations that ensure your agency is receiving the best value.



Government procurement processes are beneficial for providing transparency, generating opportunities for businesses, and delivering competitive pricing. While these processes ensure protection of tax payer dollars, they can also hinder government technology initiatives. As technology projects become larger or more complex, the purchasing process grows in complexity as well.

How does this impact all that government is being tasked to accomplish through technology? Regardless of the project, speed is a critical component. Technology is changing rapidly and it is not uncommon for procurement to begin an IT solicitation, only to find out specified hardware is no longer available, there is newer technology, or pricing has changed. In projects where multiple manufacturers or solutions-providers will be used, a change in product or service in one area trickles down to all involved – making coordination, budget oversight, and implementation an ongoing challenge. Conversely, the technology team may specify certain hardware or manufacturers which can lengthen the process for the procurement department since they are working to meet the IT requirements as well as purchasing requirements. As government is urged to partner with the private sector and implement innovative solutions, the higher level of accountability required of public agencies can impede the implementation of new technologies they are being pressed to implement.

Another critical component of technology procurement is security. In a time where cybersecurity is a critical issue, safety in schools and other public areas is continually challenged, and emergency preparedness is always questioned, the very process created to protect tax payer dollars can present safety and security risks for your community. The transparency of the procurement process may make plans and technology publicly available – information which would be considered confidential for organizations outside of the public sector.



Utilizing cooperative contracts to purchase technology products and services can address all of these challenges. If the contract uses a lead public agency for the solicitation and is competitively

## How Cooperative Purchasing Supports Government Technology Initiatives

Submitted by Michelle Phelps, Program Manager—US Communities

bid, public agencies will satisfy their competitive bidding requirements. Eliminating the RFP shortens the time from plan to purchase considerably. Also, using a cooperative contract that covers a broad range of manufacturers and technology provides the flexibility needed for addressing specific hardware requirements, meeting technology changes and jumping on innovative solutions. When the technology will deliver a safety or security solution, using a cooperative contract eliminates the risk associated with publicly posting details of system requirements.

Drivers of Cooperative Purchasing Demand:

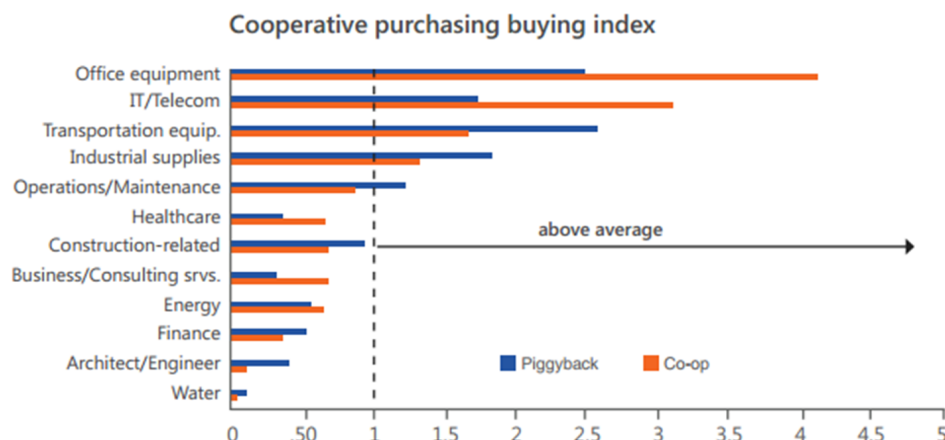


When the Port of Miami utilized the UNICOM Government contract through U.S. Communities cooperative purchasing program, they were able to address a number of security and operational issues. Leveraging the U.S. Communities contract, the Port of Miami expedited project planning and outsourcing without compromising quality – completing a 14-month process in 45 days.

“For a typical grant-funded project, you must navigate through several stages and departments before you can start work,” says Louis Noriega, former port operations official at the Port of Miami.

“You choose a bidder then play a back-and-forth game of timeline extension, budget expansion, and scope of work alteration. Couple this with lack of communication and you have a chaotic, confusing process.” The U.S. Communities contract eliminated the need for multiple vendor contract procurements. Working under one contract allowed for UNICOM Government and subcontractor accountability throughout the duration of the project, streamlining the process without complications typically found in the traditional RFP process.

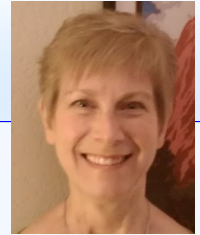
When public agencies use competitively-solicited cooperative contracts with suppliers that commit to providing their best overall value, not only do agencies save money, they can deliver solutions that save staff resources, streamline processes and complete projects faster. For the full Port of Miami case study, visit the U.S. Communities website at [www.uscommunities.org](http://www.uscommunities.org).





## Welcome to Las Vegas!

Submitted by Christine Weber, CPM, CPPB



Can we talk? You know, talk about REAL issues like ethical failures, scandals, what “they” did...or didn’t do. The things that sell newspapers and get ratings. Welcome to a safe place to share some lessons learned and how to deal with some of those tough circumstances.

Public procurement professionals rely on standards and codes of conduct in order to do their jobs successfully and legally. Resources such as those offered by the [NIGP Code of Ethics](#) and the [UPPCC Code of Ethics](#) are available to help with all situations.

To help direct you, post these words of famous Purchasing Director, Edward Erxleben on your wall, on your computer or write it on your hand: **“If you think you want it, don’t take it.”**

How can we share guidelines with our customers and suppliers that support ethical business behavior?

To get your answer, you can start by asking three simple questions:

- ✓ Is it legal?
- ✓ Is it fair?
- ✓ How will it make me feel about myself?

Private procurement operates on a for-profit basis and may take any course of action that is not against the law. However, government procurement professionals are held to a higher standard and may only act within applicable laws. These two principles result in vastly different business environments. When vendors work in both public and private industry, they are often not aware of the restrictions placed on public procurement professionals. It may be your job to educate them.

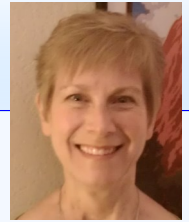


The current trend is to establish long-term business relationships, built on mutual trust and integrity. Yet issues may arise when the interests of industry and government come together.

Say that a government agency contracted with Supplier X for a new facility that is a P3 project (Public-Private Partnership). The Supplier hosts a ribbon cutting ceremony to mark the opening of the new facility for all agency stakeholders and citizens. The ribbon cutting ceremony includes a Supplier-catered event where alcohol is served. T-shirts are distributed and the prime rib is awesome. Questions arise a month later when it becomes public knowledge that the Supplier’s owner is the spouse of that government agency’s top official. Legal? Fair? Ethical? Or simply media-worthy?

## Welcome to Las Vegas!

Submitted by Christine Weber, CPM, CPPB



While you're reading this article, remember that we are in Vegas, folks. Any discussion is fair game. If we don't have a safe environment and the opportunity to learn shared procurement history across the profession, we may simply repeat it.

There's an entertaining resource known as the [Encyclopedia of Ethical Failure](#) published by the Federal government. While the situations may appear to be extreme (from undue influence to outright criminal activity), the sheer volume is amazing. Search the document for the following key words. Prepare to be concerned by the actions of others that may impact how we ourselves are viewed.

- Coercion, page 6
- Nephew, page 8/9
- \$2,300,000, page 40
- Jaguar, page 43
- Nuisance, page 70
- Chiefly, page 105

In the end... success or failure will come down to an ethical decision, one on which those now living will be judged for generations to come.

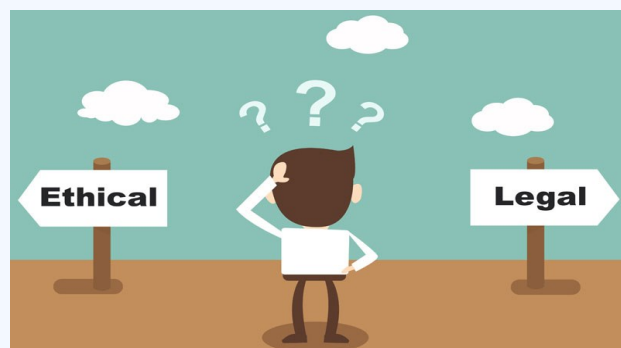
— E. O. Wilson —

Our first reaction to these case studies might be, "Well, I would never do **that**." The back-story often tells the tale of unanticipated consequences of actions taken or actions not taken, missed opportunities, conflicting priorities, and experience gaps. Sometimes a project is doomed from the beginning. Stakeholders, including professional procurement and contracting folks, are tasked with making lemonade out of these lemons.

So consider taking a personal vow to act the same, whether someone is watching or not. Each person can only be responsible for his or her own actions.

Then be prepared to defend your actions to your neighbors...to your Mom...or to your children.

In the words of C.S. Lewis, "Integrity is doing the right thing, even when no one is watching."



**See you in Vegas!**



## What Can NIGP Do For You?

Submitted by Brenda Sites—NIGP

*NIGP: The Institute for Public Procurement / [nigp.org](http://nigp.org)*



## Member Benefits & Online Resources

### Professional Development

- **18 Free Webinars a year** – topics are relevant, real-world and trending
- **Catalog of Courses** – online instructor led; face-to-face; independent study – you choose the style
- **Certification preparation** – NIGP course alignment to UPPCC BOK; CPPO & CPPB Exam Assessment Tools; Procurement Flashcards
- **Job Board** – postings for public procurement career opportunities all over the country
- **Peer Networks** – share experiences and get expert advice from collaborative online communities such as Chapter Leaders, Construction and PurchIssues to name a few
- **Scholarships** – academic and professional development
- **Awards** – Buyer of the Year, Manager of the Year, Chapter of the Year and many more
- **Preferred pricing** – products and services

### Procurement Resources

- **Document Library** – repository for thousands of solicitations, RFPs and pertinent documents
- **Dictionary of Terms** – comprehensive online reference for public purchasing terms and concepts.
- **Sourcing & Managing Tools** – Supplier Directory, Commodity Price Indexes

### Member Guidance

- **Global Best Practices** – definitions, context and guidance on public procurement topics
- **Values & Guiding Principles** – framework of the profession
- **Position Papers** – NIGP's position on values, policies and practices
- **White Papers** – supplier's perspective with the public procurement community
- **Member Directory** – connect with members from across the country

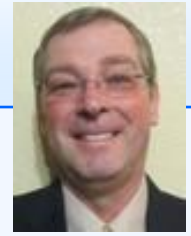
### Agency Development

- **Accreditation** – Coop Accreditation, Agency Accreditation, Outstanding Agency Accreditation Achievement, Pareto Accreditation
- **Profiler Self-Assessment** – take this survey and determine if you are using the best model of procurement for your agency
- **MEASURE Savings Calculator** – online tool analyzes and reports on savings
- **NIGP Observatory** – data driven online tools
- **Spend Management** – spend analytics

Visit [nigp.org/membership](http://nigp.org/membership)  
or call **800-367-6477** and become a member today.

## The Special Sauce

Submitted by Skeet McCracken, RMGPA Past President



**What is the special sauce?**

**Why do so many try to copy it?**

**How come there isn't a recipe?**

**Why is it priceless?**

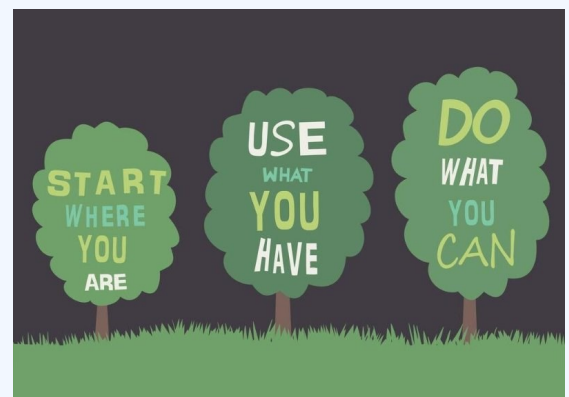
It's that time of year again. Time to submit the NIGP Chapter of the Year application – our Special Sauce. The task was initially daunting because I was following two award-winning submissions. The application is due at the end of May and although it may seem like a long time off, the days tick off quickly. The trick is finding time over the next few months to get it done. Wrapping my mind around everything that needed

to be put together was difficult. Going back through the events of 2016 and organizing them into our application proved to be a bit overwhelming, not just physically, but emotionally too. Pictures, texts, forms, awards, conferences, and feelings of the past year were brought to the surface as I remembered all RMGPA did. Reflecting back on the past twelve months is something the President has to do going into their Past Presidential year. It's like taking a walk down memory lane.

Let me tell you, we did a lot last year! And when I say "we," I mean all of our members. We put on conferences and classes. We taught and learned from each other. We volunteered our time and awarded our members. We took pictures at events, have testimonials from members, wrote articles for our Newsletters, and countless other things. It is nothing short of amazing! When we say, RMGPA is all about our members, we mean it.

Because of the dedication of RMGPA members to make this such an amazing chapter, coming up with the information to put in our application proved to be easier than I had anticipated. Easy only because of the work Molly McLoughlin put into helping me get organized. She created folders for each of the five categories we needed to complete and then more folders which would hold the subcategories. In the end, 29 folders would capture every moment that happened during the past year. We have folders for "Excellence in Chapter Operations," "Excellence in Membership Recruitment," "Excellence in Education and Professional Development," "Excellence in Advocacy in Membership," and "Excellence in Inspiring Procurement for the Future." Together, these folders would demonstrate the awesome chapter that is RMGPA.

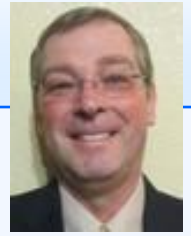
The Chapter of the Year Task Force helped to find





## The Special Sauce

Submitted by Skeet McCracken, RMGPA Past President



everything that needed to be included, from pictures to articles to flyers. My job is to create the story behind them. It takes time to place everything together. Time to think about how to tell our story. Knowing that our members are relying on what we put in the submission is always on our mind. The first part of the process is over – our rough draft. The next process of editing, reviewing, revising, and editing some more is underway. Just like raising a child, it truly takes a village to complete the application. The phrase, “You only get one chance to make a first impression,” is apparent here. This is our one shot to create an award-winning submission that showcases all that we do at RMGPA. This is our Special Sauce and it must be enough to excite the committee of reviewers.

If you were to ask me, I think we have the Special Sauce this year.



## Rewards & New Members

# Congratulations



Molly McLoughlin & Karri Burgess are recipients of **RMGPA Rewards!**

# THE FIRST TIME

RMGPA loves when its members come to a conference for the first time. A warm welcome to these **first time conference attendees!**





## A Talent for Leadership

Submitted by Richard Pennington—General Counsel, NASPO ValuePoint



Last month, RMGPA President Valerie Scott made “talent” the quarter’s focus. In her acronym T.E.A.M.— talent, engagement, access and mentoring – talent occupies a predominant place. I’d like you to think about your talent as it relates to team leadership.



Since 2010, I’ve been researching, observing, and writing about effective teams, mainly in the public procurement context. A lot is written about management and organizational issues, not as much about the lifeblood of organizations: teams. And even less is written about the leadership in teams.

Face it, most of us are not going to manage organizations having hundreds of employees. I’ve had a satisfying career, but I never led more than 70 people. So while much is written about charismatic, transformational, adaptive leaders, how about effective leadership in smaller groups? Over the course of writing about teams, I’ve come to believe that lateral leadership is a talent that can be learned and practiced. In a way, procurement teams in all their forms are great laboratories for learning lateral leadership. But what is it?

Four years ago I wondered what my answer would be if someone asked, “What are the behaviors of effective team leaders?” Just saying the words integrity, honesty, and “model the way” started to frame my answer a little, but they didn’t quite get me to actionable, positive behaviors. I finally settled on “Choose to Help,” borrowed from author Edgar Schein. I combined it with a small book by Roger Fisher and Alan Sharp, *Lateral Leadership*. Add my personal observations, and here is one person’s view on effective lateral leadership in teams.

1. Help the team keep purpose in mind. Years ago, Oregon encountered historical flooding. A state procurement outreach coordinator assembled a multi-agency team to improve disaster response by procurement professionals. As often happens, in the early stages of the team’s life, they were overcome with enthusiasm and started discussing non-procurement issues like the need to map state-wide cell phone coverage. The team leader began adding the team’s charter purpose to every agenda to stay focused on development of procurement tools. The other ideas were captured in a “parking lot” and sent to the state’s emergency action planning group. This strategy kept the purpose in mind: developing procurement tools for disaster response.
2. Use just enough structure to help organize thinking and action. Team leaders need sound project management skills, but sometimes too much structure can squash



## A Talent for Leadership

Submitted by Richard Pennington—General Counsel, NASPO ValuePoint

creativity. I saw a perfect example of this principle in Colorado years ago when Teri Brustad and Carol Wills led the Colorado Public Procurement Card Workgroup. I sat in on a meeting and watched a terrific information exchange and collaboration. Did they have a formal charter and bylaws? No, but through their leadership, agendas, and collaborative contributions by group members, they were able to achieve their goal—information exchange and learning.

3. Use questions effectively to help the team learn. I still tell the story of the City of Longmont's use of "appreciative inquiry" for looking at its procurement operations. Central to that continuous improvement project was the use of three positive questions with their stakeholders. What works well in procurement? What can we learn from those experiences that is relevant to improvement of procurement today? What would the procurement system be like if it were perfect? Teams need leaders who can use questions effectively. "How will we know we succeeded?" is a great question to help a team sharpen its purpose.



4. Help promote collaboration and feedback by stepping to their side often. RMGPA is my gold standard for this leadership principle. You have defined "mentoring" for me, first from the NIGP award application and then by talking to three of your leaders. This principle is a simple way to describe empathy and its cousin, trust. Teams need leaders who are facilitative, check in with members occasionally to see what is happening in their larger life, and help them work through their frustrations.

5. Help the team engage by committing your time and attention, enthusiastically. Woody Allen said 80% of success is about showing up. I don't agree. Committed engagement



means devoting both time and attention. And if I were writing *Seeing Excellence* again, I would have added a little about enthusiasm. I'm not a rah-rah person myself, but effective lateral leaders promote their teams and projects with enthusiasm. All you have to do is spend a few minutes with Molly, Skeet, and Valerie as they talk about mentoring. You'll get my drift!

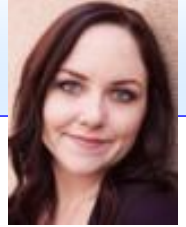
These are just my thoughts. What would you add to the principles? What can you do to develop your talent for lateral leadership?

**About the author:** Richard Pennington, J.D., LL.M., CPPO is general counsel to NASPO ValuePoint. He is the author of *Seeing Excellence: Learning from Great Procurement Teams* ([www.seeingexcellence.com](http://www.seeingexcellence.com)).



## Social Media and RMGPA

Submitted by: Chelsea Bunker, Marketing Committee



- ✿ Are you always on social media?
- ✿ Do you like posting, blogging, tweeting, linking?
- ✿ Is networking something you love to do?

**If you answered “Yes!” to any of these questions, the Marketing Committee needs you!**

We are looking for a few great volunteers to help develop our marketing communication channels and implement RMGPA’s marketing strategy.

***We’ve got goals, we just need you to help us achieve them.***

### Get Connected!

If you aren't already, get connected and “like” RMGPA on [Facebook](#), join us in our [Facebook Group](#), follow us on [Twitter](#), or join us on [LinkedIn](#).



**Oh, the PLACES you will go!**  
**You'll be on your way UP!**  
**You'll be seeing GREAT sights!**  
**You'll join the HIGH fliers**  
**who SOAR to high heights.**

### VISIT US AT

[www.facebook.com/groups/rmgpa](http://www.facebook.com/groups/rmgpa)

[www.twitter.com/RMGPA](http://www.twitter.com/RMGPA)

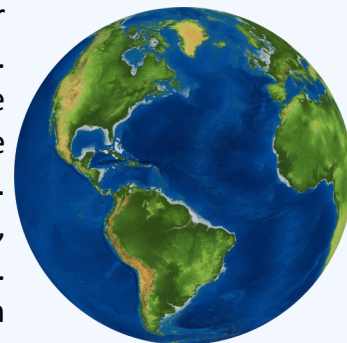
[www.linkedin.com/groups/4749322](http://www.linkedin.com/groups/4749322)

[www.facebook.com/rockymountaingovernmentalpurchasingassociation](http://www.facebook.com/rockymountaingovernmentalpurchasingassociation)

## Sustainability & Chemicals

Submitted by Ken Perdue, Manager of Sustainability—Staples Business Advantage

Environmental sustainability has become an important element for consumers, corporations, government, schools, and our community. Whether you are a Baby Boomer, Generation X, Generation Y, or the upcoming Generation Z, everyone plays a vital role in resolving the unnatural conflicts that we have created within our earth's environment. Gone are the days where sustainability directors, compliance officers, environmental directors, or tree huggers were the problem solvers. Today, each one of us is required to be a positive, individual contributor in the variety of solutions.



Sustainability has expanded! It is no longer a matter of saving the rainforest or the ancient trees of a North American forest. Sustainability is about the human population's ability to continue to survive and thrive on this earth in a healthy environment. Its topics are far reaching and include recycling, buying recycled, eliminating chemicals of concern, indoor air quality, soil quality, energy management, water quality, and a healthy food system. We have rapidly evolved from a society that had simple regulatory concerns to one that has societal concerns, litigious concerns, health concerns, and population concerns. Every one of us, regardless of socio-economics, job-role, or political affiliation, can be a contributor in the sustainable resolutions.



Chemicals of concern have rapidly escalated to the top of everyone's list of environmental focus. We see corporate and public sector clients seeking to eliminate these chemicals within their durable goods, consumables, and cleaning products.

Procurement departments and consumers alike have developed procurement policies and buying trends centered around Green Seal Certified, UL EcoLogo Certified, and Safer Choice Certified. Their focus is to eliminate the use of all products that contain chemicals with known carcinogens, suspected endocrine disruptors, inhalation irritants, highly corrosive, etc. Supply chain management has taken on the responsibility of eliminating chemicals and

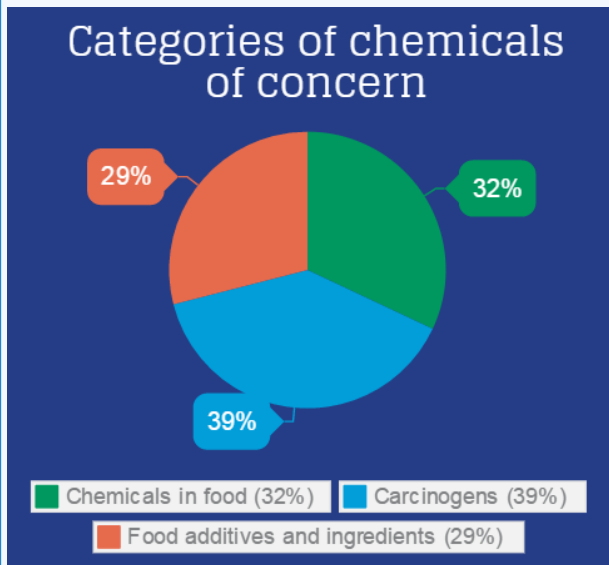
coatings such as PVC, PBDE, BPA, PFC, BPS, triclosan, and teflons from entering the workspaces in products that they buy, use, and supply.

We should not only concern ourselves with products that contain chemicals. Harmful chemicals are a part of our food system as well. The USDA has developed the National Organic Program to regulate the use of the word "organic" in reference to farms and food products. The term "organic" can only be used by farms and food manufacturers who complete an organic certification process and adhere to strict, well-defined standards that prohibit the use of synthetic



## Sustainability & Chemicals

Submitted By Ken Perdue, Manager of Sustainability—Staples Business Advantage



chemical fertilizers, pesticides (pyrethroids, carbamates, organophosphate), herbicides, antibiotics, GMO's, and other harmful chemicals.

Certified Naturally Grown (CNG), a private non-profit organization, also offers certification to producers who refrain from using synthetic chemicals or GMOs in their operations. CNG certification relies on peer-to-peer inspections that strengthen farmer networks and support knowledge exchange. USDA Organic and CNG both support the development of a more sustainable food system.

Current government testing looks for chemical residue prior to consumer consumption and does not fully

account for the upstream and downstream inputs/outputs. Because the foods that we eat are porous by design, we cannot fully avoid consuming foods without chemicals unless we actively seek, buy, and design our food supply chain around the credible certifications of USDA Organic and Certified Naturally Grown.

There are more people that are concerned about the chemicals that they breathe and touch rather than the chemicals that they ingest. Both sets of products may contain chemicals that, in trace amounts, have very little impact to the human body. However, the bio-accumulative build-up from many of these chemicals could have long lasting impact on our health. Many studies have been done by third party labs, government agencies, and universities which have validated the impact on children, adults, and seniors.

As sustainability technologies rapidly advance, concern over human health and healthcare increases and overall environmental awareness proliferates, procurement officers in both the public and private sector need to take the necessary steps to eliminate all chemicals of concern. Environmental education for their associates, elected officials, customers, faculty, and community around certifications such as Safer Choice, Certified Naturally Grown, Green Seal, USDA Organic, Rainforest Alliance, and UL EcoLogo need to become a quarterly event. Procurement, sustainability, legal/compliance, supply chain, and human resource departments must design plans, procedures, and policies that eliminate chemicals of concern in the materials, offices, supply closets, and break rooms and cafeterias. When each department commits to becoming contributors to sustainability, the culture will shift, getting everyone involved in making this earth a healthier place to live.



## UPPCC Certifications

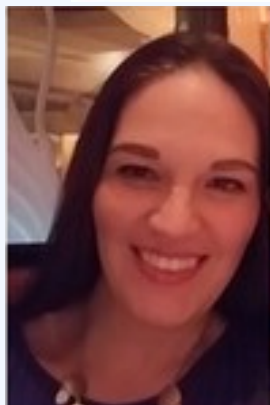
The Universal Public Procurement Certification Council (UPPCC) Examinations measure professional competence and the understanding of the body of knowledge surrounding public procurement. **RMGPA congratulates five of its members on their new designation.**



**Seth Meisinger, CPPB, CPPO**  
Boulder County Purchasing  
Boulder, CO



**Ron Neely, CPPB**  
El Paso County  
Colorado Springs, CO



**Sondra Payne, CPPB**  
University of Colorado  
Denver, CO



**Amy Risley, CPPB**  
State Controller's Office  
Denver, CO

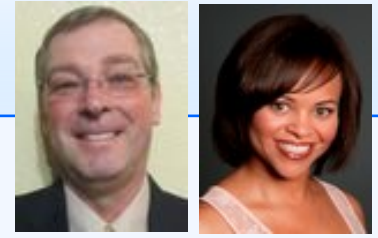


**Kim Taylor, CPPB**  
Colorado Department  
of State  
Denver, CO



## Rocky Mountain High School Career Xpo 2017

Submitted by Skeet McCracken, RMGPA Past President  
with Valerie Scott, RMGPA President



Over the past five years, RMGPA has played an active role at the Rocky Mountain High School (RMHS) Career Xpo in Fort Collins. It has been a great experience to participate in this job fair, and I have enjoyed seeing students' eyes widen as they learn about procurement.



This year, the organizers changed the format of the event from a traditional large, open room with booths to a more focused approach. Presenters were grouped by career type and set up as panelists in different classrooms. Students chose which panels to attend based on the career fields that interested them. Representing purchasing, I was grouped with finance. Each presenter talked about our career choices, education, and thoughts about our industry. We spoke with two separate groups of students, each with seven to ten people. The students interested in a career in finance were not expecting to learn about purchasing. I talked about purchasing and highlighted the differences between the functions of purchasing and finance. The afternoon flew by, and soon the job fair was over.

What happened next was unexpected. One student, Moses, contacted me about what he had learned about purchasing during the panel discussion. Moses asked if I would speak to the school's Financial Literacy Club meeting on March 23. I knew that I could only bring my perspective and that the students may want another viewpoint. This gave me the idea to ask RMGPA President, Valerie Scott, to speak to the Club with me since we both took different paths into purchasing.

Valerie and I arrived early and waited in the Rocky Mountain High School's lobby. Shortly after the lunch bell sounded, Moses arrived and escorted us to the classroom for the meeting. Valerie brought a handout to share that was based on a class she is teaching to City of Longmont employees for National Procurement Month. This worked out great and provided a framework for our discussion. We took turns explaining what we do and why it is important,



## Rocky Mountain High School Job Fair 2017

Submitted by Skeet McCracken, RMGPA Past President  
with Valerie Scott, RMGPA President

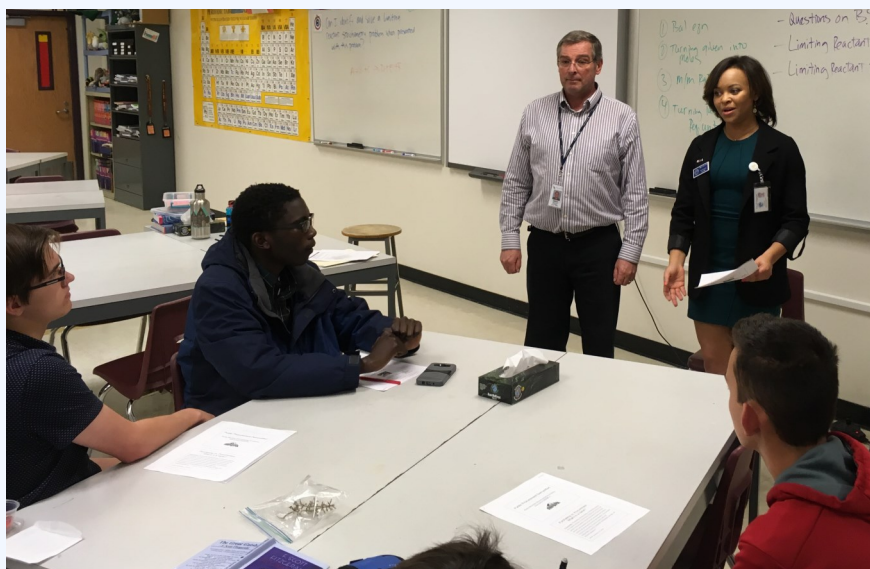


how we add value to the procurement process, how we support our constituents, and why it can be a great career. We also shared that every day is different and by the time the day comes to a close, we often ended up doing something we didn't know about at the start of the day. The students were very interested in what we do and why we enjoy it.

The members of the club had great questions for us. Some of their questions included:

- Did changing administrations effect the rules and regulations pertaining to procurement?
- When do you get involved in a purchase decision?
- How long does it take to gather businesses to bid on a project?

At the end of our session, I extended an invitation to the club to visit the Poudre School District Warehouse for a tour in the near future. They were very interested in the opportunity. While walking us out, Moses mentioned that he could see how procurement would be a very satisfying career. He could see the impact procurement has at all levels of an organization. It was a great experience for us and for the students. I think we may have a couple of future co-workers in the making!



## Professional Development

Submitted By Diana Cantu, Professional Development Chair



If you are planning to test for the **CPPB and CPPO**, the fall exam will be here before you know it. The application deadline is fast approaching.

	Fall Examinations
Application Submission Deadline	July 17, 2017
Application Submission Late Deadline	July 31, 2017
Exam Scheduling Deadline	September 11, 2017
Testing Dates	October 16-28, 2017



Congratulations are in order to the following members who received scholarships to attend the RMGPA courses:

NAME	AGENCY	COURSE	AMOUNT
Tina Branom	Pueblo School District	Legal Aspects of Purchasing	\$690.00
John Chaplain	University of Northern Colorado	Legal Aspects of Purchasing	\$690.00
Bob Grogan Jr.	City of Durango	Introduction to Public Procurement	\$200.00
Cindy Roth	Adams Twelve Five Star Schools	Legal Aspects of Purchasing	\$690.00



## Upcoming Training Opportunities

Get the essential framework to better understand and master your work. Learn key strategies and best practices to leverage your day-to-day performance. Understand the basic elements that underlie all areas of public procurement.

Course	Date	Location
Contracting with Federal Funds/Grants "Intermediate"	May 11-12	Adams County Conference Center
Get What You Need Through Successful Negotiation Skills	September 14-15	Adams County Conference Center
Introduction to Public Procurement	October 11	Denver Public Schools
<i>Tentative Course:</i> Legal Aspects of Public Purchasing	October 5	Denver Public Schools

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

## WEBINARS



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

April 19	12:00 pm MT	Introduction to Making A Contract "Sustainable"
May 10	12:00 pm MT	Cybersecurity for Procurement Professionals
May 17	12:00 pm MT	"Repurposing:" A New Approach for Government Purchasing

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

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

## Dear RMGPA...

**Dear RMGPA,**

I love being a member of RMGPA. I go to conferences, take classes, and volunteer for all kinds of things in the chapter. With my RMGPA membership and all that I do, doesn't that mean I am an NIGP member too?

Sincerely,

I Want to Belong

**Dear I Want to Belong,**

I want to start my saying thank you for all that you do for our chapter! We can use more members just like you. Although RMGPA subscribes to NIGP's principles and develops partnerships with the National office in the sponsorship of educational seminars, the chapters are legally separate entities. We urge you to also join NIGP to gain full access to professional development and networking opportunities. See page 11 for some of the great benefits of being an NIGP member.



**Dear RMGPA,**

Everyone on an RMGPA committee seems like they are having so much fun! I want to get involved too but between work, taxiing the kids around, watching their sports, making dinner, grocery shopping, taking care of the dogs, and catching up on Game of Thrones, I have about 15 minutes left in the day. I'm not sure I can be of much help but I don't know who to ask. Do you know who can give me some inside information?

Sincerely,

Stretched but Willing

**Dear Stretched but Willing,**

You came to the right place! You're right. Being on an RMGPA committee and even the Board is a blast! You get to meet some super, awesome people and help create something bigger than yourself. Most roles within RMGPA take very little time. You can help with a conference (even if you aren't going to be there). You can post and tweet the latest happenings in our organization (even if your aren't a millennial). You can submit an article for the newsletter (even if you aren't Shakespeare). For information on how you can help, get in touch with any of the committee members on page 39 or drop an e-mail to Valerie or Keith. They'll put you in touch with someone who can use your talents. Remember this quarter's focus is Engagement. Come join us!



# Board of Directors 2017

## 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



## 2017 RMGPA BOARD OF DIRECTORS

<b>POSITION</b>	<b>OFFICER</b>	<b>E-Mail</b>	<b>PHONE</b>
President	Valerie Scott, CPPB	<a href="mailto:valerie.scott@longmontcolorado.gov">valerie.scott@longmontcolorado.gov</a>	(303) 744-4887
Vice President	Keith Ashby	<a href="mailto:kashby@arapahogov.com">kashby@arapahogov.com</a>	(303) 795-4435
Secretary	Beth Hewes, CPPB	<a href="mailto:elizabeth.hewes@state.co.us">elizabeth.hewes@state.co.us</a>	(303) 866-3080
Treasurer	Dan Galanaugh, CPPB	<a href="mailto:dan.galanaugh@cityofthornton.net">dan.galanaugh@cityofthornton.net</a>	(303) 538-7375
Past President	Skeet McCracken, CPPO, CPPB	<a href="mailto:skeetm@psdschools.org">skeetm@psdschools.org</a>	(970) 490-3428

## STANDING COMMITTEES

<b>COMMITTEE</b>	<b>CHAIR</b>	<b>E-Mail</b>	<b>PHONE</b>
Awards	Curt DeCapite, CPPB	<a href="mailto:curtd1977@gmail.com">curtd1977@gmail.com</a>	(719) 331-0319
Chapter Enhancement	Bill Oliver	<a href="mailto:oliver_willam@svvsd.org">oliver_willam@svvsd.org</a>	(303) 702-7736
Communications	Molly McLoughlin, CPPO, CPPB	<a href="mailto:molly.mcloughlin@bvvsd.org">molly.mcloughlin@bvvsd.org</a>	(720) 561-5132
Education & Pro-D	Diana Cantu, CPPB	<a href="mailto:cantu_diana@svvsd.org">cantu_diana@svvsd.org</a>	(303) 702-7715
Elections	Linda Meserve, CPPB	<a href="mailto:linda.meserve@colostate.edu">linda.meserve@colostate.edu</a>	(970) 491-6611
Historian	Vera Kennedy, CPPB	<a href="mailto:vekenned@jeffco.k12.co.us">vekenned@jeffco.k12.co.us</a>	(303) 982-6511
Legislative	Karen Picariello, CPPB	<a href="mailto:karen.picariello@state.co.us">karen.picariello@state.co.us</a>	(303) 205-2345
Marketing	Chelsea Bunker	<a href="mailto:chelseabunker@gmail.com">chelseabunker@gmail.com</a>	(303) 866-3640
Membership	Toi Matthews	<a href="mailto:toi.matthews@state.co.us">toi.matthews@state.co.us</a>	(303) 757-9968
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

COMMITTEE	CO-CHAIR	E-Mail	PHONE
Awards	Mary Jablonski, CPPB	<a href="mailto:mary.jablonski@thompsonschoool.org">mary.jablonski@thompsonschoool.org</a>	(970) 613-5149
Chapter Enhancement	Traci Burtnett, CPPO, CPPB	<a href="mailto:traci.burtnett@thompsonschoools.org">traci.burtnett@thompsonschoools.org</a>	(303) 682-7309
Communications	David Musgrave	<a href="mailto:david.musgrave@state.co.us">david.musgrave@state.co.us</a>	(303) 757-9861
Education & Pro-D	Vacant		
Elections	Skyler Thimens	<a href="mailto:rthimens@psdschools.org">rthimens@psdschools.org</a>	(970) 490-3554
Legislative	Vacant		
Marketing	Tara Larwick	<a href="mailto:tara.larwick@state.co.us">tara.larwick@state.co.us</a>	(303) 866-4552
Membership	Patricia O'Neal	<a href="mailto:patricia.o'neal@state.co.us">patricia.o'neal@state.co.us</a>	(303) 757-9399
Newsletter	Kelly Wooden, CPPO, CPPB	<a href="mailto:kelly.l.wooden@adams12.org">kelly.l.wooden@adams12.org</a>	(720) 972-4208
Programs	Vacant		





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