Summer is upon us, and after the winter we had, it is a welcome change! Even with the consistency of the changing seasons, it seems that they present themselves a little differently each year. This applies to our professional lives as well. It is an exciting time to be doing what we do! We are directing change for ourselves and our agencies. As we work within the consistency of our established policies, we are stretching the boundaries to find new ways to bring value in support of our agencies.

The silver lining to the economic downturn has been the increased support for the actions we take that bring cost savings and greater efficiency to the purchasing process. Partnering strategically with suppliers, negotiating more aggressively, asking contractors to lower their prices, and collaborating in new ways with each other are just a few of the ways we have built upon what we have always done to increase our value.

The RMGPA Board has been working in much the same way this year. We have taken programs that we have already been doing and enhancing them in order to cause more value to be discovered. This Spring, a revamped RMGPA website was launched by the Communications Committee, and a Photo Gallery was added. The Business Advisory Community Task Force (previously the Business Advisory Council) is planning to launch their concept at the Reverse Vendor Trade Show in September. It is exciting to discover new ways that our partnerships with suppliers can bring value to our organization. And speaking of that, we hosted our first Vendor Expo as part of the Summer Conference Evening Event. It was a great way to network with suppliers in a smaller and more relaxed environment. The Student Membership Task Force has joined with NIGP and will be rolling out new recruitment efforts as school starts back up in the fall. All of these successes are just a small part of what the Board does day in and day out to build upon prior successes in order to create future value.

We have a very exciting opportunity in the works for September! We are again taking the basis for prior successes and building on it to bring you even more value! On Wednesday, September 15, a day of professional development will be offered, followed by the RVTS on Thursday, and then the Fall Conference on Friday the 17th. All of these events will be at the Embassy Suites Conference Center in Loveland. Member registration for the RVTS is OPEN, so be sure your agency is represented at this important fundraiser for RMGPA. More details will be forthcoming about the events on these three days, so watch your email! I will see all of you then!

~ Danielle
2010 Summer Conference—Vail

The Vail Valley always has been known for its natural beauty. The Ute Indians summered in the valley, fishing its streams and hunting in the hills. Mountain men also were impressed with the natural beauty of the place when they arrived in the 1800s, setting up camps and returning year after year.

But it wasn't until the late 1940s when former members of the 10th Mountain Division of World War II - the elite and colorful ski troopers who trained in nearby Leadville - decided to build a ski town, basing their concept on the Bavarian villages they had seen during the war. Today, you can still feel and see the European influence in Vail Village, with its hand-painted floral exteriors and the streets paved with bricks.

RMGPA members were privileged to have the opportunity to attend the 2010 Summer Conference at the Manor Vail Lodge on the heels of the World Class Procurement course held the previous Wednesday. Darin Mathews, who instructed Wednesday’s class, was on hand to kick off the conference with two back-to-back dynamic presentations on Appeals and Protests, which may be increasing due to economic pressures, followed by Sustainability in Procurement, which presented ideas to protect the environment for future generations though our procurement practices. Lunch was on our own, so we ventured into town, grabbed a tasty meal, and returned in time to engage in the Open Forum discussions, facilitated by Danielle.

The afternoon was bustling with three breakout sessions from which to select: one on Internal Customer Service for the Busy Professional, led by Christie Ward of the Impact Institute; another was an interactive panel discussion facilitated by Sandy Hicks on Best Practices with Suppliers; and updates on the Rocky Mountain E-Purchasing System, for those of us who use it and others that may have been interested in future participation. The well-attended evening program, a Vendor Expo, began with a delicious buffet supper and opportunities to mingle with select vendors in an informal atmosphere (read about it on page 4).

Friday commenced with another delicious breakfast and was rounded out with a dynamic presentation, again by Christie Ward, on How to Fix your Workplace Relationships and Use your Influence Skills, which included some lively role playing and noisemakers and all kinds of fun activities. Then we were off to enjoy our weekends, some to stay in Vail and the rest of us headed down the mountain, one direction or the other.

November Ballot Initiatives

This November three initiatives will appear on the statewide general election ballot that if passed, could have significant municipal finance implications. These initiatives will appear as Proposition 101, Amendment 60, and Amendment 61.

Proposition 101 (an amendment to the Colorado Revised Statutes) - Would Reduce Vehicle, Income Tax and Telecommunication Revenues; Amendment 60 (amendment to the Colorado constitution)- Would Limit Property Taxes; and Amendment 61 (amendment to the Colorado constitution)- Would Limit State and Local Government Debt

Material to help explain the initiatives, including the primary provisions of each initiative and the actual ballot language, can found on the Colorado Municipal League web site at www.cml.org/advocacy.
Best Practices with Suppliers—Interactive Panel Discussion
L-R—Toby Tobin—Xerox; Howie Aroesty—Staples; Jim Knight—Huron Consulting; Sandy Hicks—CU

Christie Ward—The Impact Institute

Darin Mathews, CPPO, C.P.M.

Out on the town in Vail
First Ever Vendor Expo

Submitted by Jerel Nielsen, CPPO, CPP, Vice President

At this year’s RMGPA Summer Conference, the Chapter Enhancement Committee hosted the first ever Vendor Expo! Nine vendors, who hold consortium or cooperative contracts with member agencies, were invited to Vail to participate in an informal two-hour networking opportunity with the 52 RMGPA members in attendance at the conference. The vendors who attended this year’s event were:

- UMB Bank
- CDWG
- Bella Energy
- Canon Business Solutions
- Office Depot
- Xerox Corporation
- Staples
- Arnold Machinery
- Transportation Logistics Management, Inc.
- Office Depot

The Vendor Expo, held on Thursday evening in conjunction with the buffet dinner, began at 5:00 p.m. with members busily engaging the vendors at the vendor tables and researching the vendor’s key products and services while the vendors quizzed members to determine their agency needs. Vendors assisted members by providing their business cards, service line cards and brochures. This event was intended to provide a relaxed, informal opportunity for vendors to interact with members and the format was well received by both vendors and members. This event also provided an excellent opportunity for our members who reside on the western slope to engage vendors they may not otherwise have had an opportunity to meet.

While members enjoyed a wonderful buffet dinner, each vendor was given the opportunity to introduce themselves and tell members about their business. Many of the vendors provided door prizes which were given out in a drawing during this time of introduction. Two of the vendors, Xerox and Staples, also participated in the Thursday afternoon breakout session entitled “Best Practice with Suppliers.”

This rather informal and intimate Vendor Expo at the Summer Conference complements the annual RVTS very nicely and, given the member and vendor feedback, we may well see Vendor Expos at future Summer Conferences.
RMGPA Business Advisory Community
Submitted by the 2010 RMGPA BAC Task Force

NEW BUSINESS LIAISON TASK FORCE MOVES FORWARD

It’s official - - the RMGPA BUSINESS ADVISORY COMMUNITY (BAC) will become a reality with a public unveiling at the 2010 Reverse Vendor Trade Show (RVTS)!

What started in 2009 as a member-proposed initiative to establish a new chapter guided supplier/provider liaison program, gained support with the 2010 Executive Board’s designation as one of the “Goals for the Year” in its January 13th meeting. Since that time, the two RMGPA Task Force members, Terri Kindsfather, CPPB, City of Lakewood, and Pete Toth, CPPB, City of Arvada, have been developing strategies and meeting with interested business representatives to formulate the program.

Those efforts will result in the creation of a pool of business representatives, the BAC, that share a mutual interest in supporting and providing goods and services to the public sector. Out of this larger body, then, will come a handful of individuals who have volunteered to serve in an overseeing BAC Council capacity, to work with an RMGPA liaison member within the context of the Chapter Enhancement Committee.

Some of the mutual benefits of this endeavor, as it becomes established and it develops, will be realized in the form of:

- Expert vendor presentations and panel discussions at RMGPA conferences
- Business-to-Business networking
- Member agency resources for info and advice on market and product trends
- Coordinated vendor support for RVTS participation by new/additional businesses

Watch for additional updates as the effort progresses. And don’t forget to check it out at the RVTS later this year in September.

City May Revise Preference Program

Durango Herald (CO) (05/26/10) Andrews, Garrett

The Durango City Council might revise its buy-local program and end the practice of giving preference to Front Range companies. The city's current local preference policy needs clarification, says Durango finance director Julie Brown. "The city of Durango has an enormous amount of buying power, and how we spend the taxpayers' money is given serious consideration," Brown says. Under the current policy, "resident" bidders, which are defined as Colorado residents or corporations authorized to conduct business in the state and have paid Colorado taxes for the previous eight quarters, get a 5 percent bidding advantage over nonresidents. "Local" bidders, those licensed to do business in the Durango service area, get a 2 percent advantage over resident bidders and a 5 percent advantage over nonresident bidders. The proposed changes would add a regional designation and a cap on projects above $100,000. A 5 percent preference for sellers of "environmentally preferable products" also would be added. La Plata County estimates the new purchasing rules will cost the county about $120,000 a year, but the amount could go as high as $600,000.
7th Annual RMGPA Reverse Vendor Trade Show

SAVE THE DATES!
RVTS—Thursday, September 16, 2010

RMGPA will host the 7th Annual RVTS in conjunction with the 2010 Northern Colorado Business Report Bixpo Expo Event in Loveland, Colorado. A pre-tradeshow workshop will be offered on Wednesday, September 16, 2010.

2010 FALL CONFERENCE UPDATE

ALSO - the RMGPA quarterly Fall Conference has been moved to this location with a full day of professional development offered on Friday, September 17, 2010, at the Embassy Suites in Loveland. A room block at the Embassy Suites will be offered during the events.

Register NOW! We anticipate the following opportunities are planned for RVTS participants:
Ø Bixpo Business Leaders Breakfast
Ø Marketing Training Opportunity
Ø Attend Bixpo Expo Event
Ø Government Contracting Technical Assistance Workshop
Ø RMGPA Business Advisory Community Introduction – BAC to the Future
Ø Bixpo After Hours Networking Event
Ø Door Prize Drawings!!
Ø AND Much, Much More ........

In a continued attempt to balance the flow of vendors, there will be two 2-hour sessions with a half-hour break between sessions. Vendors will pre-register to attend either the 1st or 2nd session; no walk-in registrations will be accepted. We’ll cap the number of vendors allowed to register for each session. At the end of the 1st session, the room will be cleared. There will be periodic announcements made beginning at 2:15 p.m. to alert vendors and agencies that the 1st session is coming to a close. We believe this process results in a better experience for both the agencies and the vendors.

RMGPA AGENCY BOOTH REGISTRATION AVAILABLE NOW AT RMGPA WEBSITE!

Support the Event & our Vendor Sponsors by staffing a Booth
As purchasing professionals, none of us has probably contemplated how we would be described from a middle school or high school student’s perspective. Would we be described as “professional shoppers,” or maybe “that’s the person that buys a ton of stuff?”

As the National Institute of Governmental Purchasing has said, simply put, public procurement is the contracting and acquisition of the goods and services required to sustain society and its way of life. A career in public procurement is truly a career dedicated to serving the best interest of the community. Qualities intrinsic to public procurement professionals include a dedication to ethical practice; a belief that, through best practices, government can make a positive difference in its community; a deep-seated understanding that they are custodians of the public trust, that they champion and protect the taxpayer and the tax dollar.

As RMGPA begins to develop its Student Membership program, it is clear that the path to student access is not as straight forward as one might think. Since January of 2010 my focus has mainly been in the environment in which I work, that is, in the K-12 community. There are many barriers to students that are not easily penetrated, particularly in the middle school and high school programs. Additionally, in the middle of the school year, other well established programs and extra curricular student activities absorb the students’ and teachers’ time, so that initiating a mid-year program is extremely difficult, if not impossible. Participating at the beginning of the school year makes starting a program a more palatable endeavor for incoming students as well as program leaders.

The secret to my quest for success has been in finding the “right” person, the one who can get excited for new ways of thinking in career planning for students. Kathy Hanson, the Career Education Coordinator at Poudre School District in Fort Collins, is just that person. As Poudre School District plans to adjust their model of career planning for students, they are focusing on the Colorado Career Cluster Model. This model is derived from the National Career Cluster Model which allows its availability to the educational community nationwide. In part the model provides students with the foundation, knowledge and skills necessary to be successful in life’s endeavors. Key elements in academic and career success via this model of education include employability, ethics, leadership, teamwork, problem solving, critical thinking, information technology application and legal responsibilities. This model asks the “real” questions such as, “What do I want to do for a living?” and “How do I get there?” and “When can I start?” In this model, career competencies for students can be found in the enhancement of leadership skills, professional development and networking opportunities.

Those same qualities can be found in an RMGPA Chapter Membership for students. Involvement in Chapter events and activities will allow a student to witness first-hand those critical leadership skills. Professional development and networking with procurement professionals through job shadowing or an internship can greatly aid a student in making the transition from an inquisitive career interest to becoming a procurement professional.

The first step, then, in introducing a student to the procurement profession starts by planting the “procurement seed” which can be sown at any educational level, from grade school to high school and beyond. According to Kathy Hanson, in the year 2010, it is critical that, in the pursuit of post secondary readiness, middle school students start contemplating the direction their post secondary education and careers will be taking them and discovering a continued on the following page...
variety of new opportunities including the procurement profession. To maximize effectiveness in generating a student who has a genuine interest in the area of procurement requires that RMGPA expose these students to the tenets of public procurement in the student’s middle school years. Career Fairs and classroom presentations will introduce the middle school students to governmental procurement and the future need for their skills and abilities. Even if student members decide to follow a different career path, those student members will take away excellent tools from their experiences, tools that will serve them well as they journey forward in their lives.

To date the Student Membership program in Fort Collins is on track for a roll out in the Fall of this year. What that precisely looks like has yet to be determined as we are evaluating various program ideas. One of the ideas that was well received by DECA (an association of marketing students) and FBLA (Future Business Leaders of America) faculty sponsors is the plan to have a panel presentation in the Fall delivered by the local governmental procurement professionals to both the DECA and FBLA Clubs at two of the high schools in Fort Collins.

As a matter of introduction, DECA helps students to develop skills for successful business careers, build self-esteem, experience leadership and practice community service. DECA members create friendships with like-minded people from all over the world at career and leadership conferences, and build resumes that move them to the top of the job and college application list. FBLA is the premier organization for students preparing for careers in business and the largest student business organization in the world with a quarter of a million members. FBLA prepares students for “real-world” professional experiences. Members gain the competitive edge for college and career success. Each of these groups has approximately 100 students at each of the high schools in Poudre School District. It is hoped that, as a result of this panel discussion, students will become interested in learning more about the procurement profession. The local governmental agencies interested in participating in these panel discussions include the Poudre School District, the City of Fort Collins, Larimer County and Colorado State University.

The Student Membership program can be thought of as a “New Frontier.” In recruiting student members, I believe it’s reasonable to say, “The harvest is plentiful but the laborers are few.” In Colorado alone there are 178 school districts with over 800,000 students represented. RMGPA on the other hand has 417 active members represented in part by 97 K-12 school district purchasing professionals which represent 23% of the RMGPA membership. It is clear that the student membership program is an RMGPA community project that, to maximize its success, will require those procurement professionals in our Cities, Counties, College’s and Universities, as well as our Special Districts, to aid and support this program via job shadowing, internships, classroom presentations, and mentoring.

The focus of our efforts to begin communicating with students is clear. Our “replacements” many of whom are in high school right now, will be our future procurement leaders. They will be further challenged beyond where we are today. They will be resource-focused in meeting ever greater community needs. They will be providing invaluable services, ethically and strategically driven for the betterment of the society in which we live.

You know you’re grown up when…

You go from 130 days of vacation to 14.
Education & Professional Development Report
Submitted by Kristen Spicola, Education & Professional Development Committee Chair

2010 COURSE SCHEDULE

<table>
<thead>
<tr>
<th>Dates</th>
<th>Course</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>July 21 – 23</td>
<td>Sourcing in the Public Sector</td>
<td>Dept of Personnel – Denver</td>
</tr>
<tr>
<td>August 26 – 27</td>
<td>Warehousing &amp; Logistics</td>
<td>South Metro Fire Rescue Authority – Centennial, CO</td>
</tr>
<tr>
<td>Friday, October 8</td>
<td>Disputes: What’s a Buyer To Do</td>
<td>City of Durango</td>
</tr>
<tr>
<td>November 4 – 5</td>
<td>Risk Management in Public Contracting</td>
<td>Dept of Personnel - Denver</td>
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</table>

The deadline to register for the August Warehousing & Logistics course and receive a $75 discount is June 25th.

Don’t wait – register today!

Increased NIGP Rates for Education Courses go into effect July 1st!

NIGP’s calendar year runs from July 01 – June 30th and to balance the upcoming year’s budget, they have instituted a rate increase for NIGP courses effective July 1, 2010. The new rate structure is as follows:

<table>
<thead>
<tr>
<th>Course</th>
<th>One-day Course:</th>
<th>Two-day Course:</th>
<th>Three-day Course:</th>
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<td></td>
<td>$175 National Member</td>
<td>$385 National Member</td>
<td>$595 National Member</td>
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<tr>
<td></td>
<td>$240 Non-Member</td>
<td>$525 Non-Member</td>
<td>$770 Non-Member</td>
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You can still take advantage of the current rates by registering for your course by June 30th. Any registrations after July 1 will be subject to the increased rate structure.

Don’t delay – register today and save money on your registration fee!

Scholarships

A Scholarship was awarded to the following individual:
Jim Walker of Adams Five Star Schools to attend the Sourcing in the Public Sector course!

There are still scholarships available through RMGPA to attend our Professional Development courses. Visit RMGPA’s website to download your application.

Congratulations to Jamaica Watts of Garfield County who won a 2-Day Course Registration (value of $335) at the Summer Conference in Vail, Colorado!!!!
Education & Professional Development Report—continued
Submitted by Kristen Spicola, Education & Professional Development Committee Chair

2010 and 2011 CPPB/CPPO Exam Schedule

<table>
<thead>
<tr>
<th>May 3 – 8th</th>
<th>October 18 – 30th</th>
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<tr>
<td><strong>Apply By</strong></td>
<td><strong>Apply By w/Late Fees</strong></td>
</tr>
<tr>
<td>Feb 1st</td>
<td>July 19th</td>
</tr>
<tr>
<td>Feb 26th</td>
<td>August 2nd</td>
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The achievements from the May CPPB and CPPO Exams will be announced in the Spring Newsletter!

The coveted Certified Public Purchasing Officer (CPPO) and Certified Professional Public Buyer (CPPB) credentials, recognized throughout the public procurement profession, demonstrate an individual’s comprehensive knowledge of public procurement.

CPPB and CPPO Online Prep Course Schedule – sign up by June 23rd and save $50!

CPPB Online Prep (Eastern Time) | CPPO Online Prep (Eastern Time)
--- | ---
July 7 12:00 – 2:00 p.m. | 3:00 – 5:00 p.m.
July 14 12:00 – 2:00 p.m. | 3:00 – 5:00 p.m.
July 21 12:00 – 2:00 p.m. | 3:00 – 5:00 p.m.
July 27 12:00 – 2:00 p.m. | 3:00 – 5:00 p.m.
July 29 12:00 – 1:00 p.m. | 3:00 – 4:00 p.m.

A special thank you to Michelle Ratcliff, Jill Yellico, Pam Smith, and Tim Wellmann for your help in coordinating recent Pro D Events that were a success thanks to your help!

UPPCC Certification

January 21, 2010 - The Certified Public Purchasing Officer (CPPO) and Certified Professional Public Buyer (CPPB) are globally recognized credentials offered exclusively by the Universal Public Purchasing Certification Council (UPPCC). The certification programs systematically raise the level of professionalism within the public procurement profession by offering recognition to those individuals who meet an established standard of competency for public procurement demonstrated through a rigorous application process and superior examination performance.

In November, 2009, the UPPCC announced that 207 individuals successfully completed the October 2009 certification exams, including 142 who earned the CPPB certification and 65 who earned the CPPO.

To date, 8,901 CPPB and 1,813 CPPO certifications have been awarded by the UPPCC.

Obtaining either UPPCC certification requires the candidate to demonstrate, through an application process, that they meet specific requisites, which includes education, procurement related coursework/training and public purchasing employment experience. A comprehensive written examination (specific to each certification) is required to confirm the candidate's mastery of a variety of public procurement concepts found in the UPPCC Body of Knowledge.
SPOTLIGHT ON COMMITTEE CHAIRPERSON...

Kristen Spicola—Education & Professional Development Committee

One of the newer members of the Board is Kristen Spicola, the Chair of the Education and Professional Development Committee. Kristen comes to us from the Pueblo Board of Water Works where she has been employed for eleven years. She actually began her career there in 1999 as part of a high school program where she received school credit and gained experience working as a customer service representative. She then transitioned to their Work Study program when she began college at Colorado State University-Pueblo. When a full-time position became available in the Billing Department, Kristen took advantage of that opportunity and worked full-time while attending school in the evenings. In 2004, she was the successful candidate for the position of Executive Assistant to the Administrative Services Director. The Director worked closely with the Purchasing Agent, Kathy Stommel, and at times Kristen would assist her. In 2010, her position officially transitioned to Administration & Purchasing Assistant, although she had been working in that capacity for the last year. Kristen says she enjoys examining new trends and technologies and employing ideals that will save her employer time and money, which in the end, saves valuable dollars for the rate payers in Pueblo.

Pueblo has always been Kristen’s home. She has been married for almost six years to “my wonderful husband,” Paul, who co-owns two Assisted Living Homes for the mentally ill. He has been very supportive of her over the years, taking the difficult role of watching the children while she attended night classes sometimes two or three nights a week! They have two imaginative boys, Chase, age 4, and Enzo, age 2, who are “the light of my life!” She says she is surrounded by “guys” since they also have two male dogs, both Boxers, named Max and Harley. She tells me, “I enjoy watching my family grow and a minute doesn't pass that I don't thank the Lord that I have them!!!!”

For the past three years, Kristen has been serving on the Pueblo Water Works Pipeline Newsletter Committee. She has also been on the Board of the Junior League of Pueblo for the past three years, and in that capacity she strives to improve the potential of women in her community, and to provide literacy and nutritional programs for Pueblo’s youth. She graduated in 2010 from Colorado State University-Pueblo with a BS in Business Administration with a major in Business Management, so you can see that she has been extremely busy!

Kristen’s hobbies include boating on Lake Pueblo Reservoir, Lake Havasu or Lake of the Ozarks (according to her, she goes wherever there is warm water and cold drinks). She enjoys traveling, shopping (huh, go figure), VIVA LAS VEGAS, watching drag racing and NASCAR, and riding ATV's and motorcycles with her boys! Like I said, she certainly stays busy!

I asked Kristen what she would like others to know about her. She told me she’s truly been inspired to begin a career in Purchasing through the interaction with RMGPA and in working with her former boss, who has since retired, and her mentor, Kathy Stommel. Having recently attended several conferences, she says she always leave them feeling passionate and motivated to begin her career in this field. The opportunities to be a leader and an influential employee are exciting to her. Through her personal work ethic and the volunteer positions she holds within her community and with RMGPA, she hopes to be inspirational and make valuable contributions to the Board and her profession. She believes the benefits from RMGPA conferences and courses have given her some of the intuitive skills and experience that she needs as she begins her career in Purchasing. Kristen says she looks forward to the challenges of being the Pro D Chair and to obtaining her own professional certification. There can be no doubt that Kristen will achieve whatever she sets her sights on... and then some!
THE ROCKY MOUNTAIN
GOVERNMENTAL
PURCHASING
ASSOCIATION

Dedicated to Excellence in
Public Purchasing

Rocky Mountain
Regional Chapter of

Winner of NIGP’s Large Chapter of
the Year in 2006 and 2009!

THE LAST WORD

“If you want to build a ship, don’t herd people together
to collect wood and don’t assign them tasks and work,
but rather teach them to long for the endless
immensity of the sea.”
- Antoine de Saint-Exupéry (1900-1944)

“Oh, those roadway sign engineers—they are brilliant!

"They couldn’t hit an elephant at this dist…"
- General John Sedgwick (1813-1864), last words

Visit us on the web at www.rmgpa.org

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## 2010 RMGPA BOARD OF DIRECTORS

<table>
<thead>
<tr>
<th>POSITION</th>
<th>OFFICER</th>
<th>E-Mail</th>
<th>PHONE</th>
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<tr>
<td>President</td>
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## STANDING COMMITTEES

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