

**The Rocky Mountain
Governmental Purchasing
Association
NEWSLETTER**

SPRING 2019

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Rocky Mountain High Notes

2019 Article Deadlines:

June 10

September 13

December 13

SUMMER CONFERENCE 2019

May 30 – 31, 2019

Park Hyatt Beaver Creek Resort and Spa

136 E Thomas Place

Beaver Creek, Colorado 81620

New to RMGPA? If your individual membership is less than a year old, check out the New Member Discounts for Professional Development Classes to offset the cost of RMGPA-sponsored NIGP Pro-D.

What is ASPIRE? Log into NIGP to view webinars, review the Document Library, and take Online Instructor-Led classes.

Questions about the newsletter? Comments? Contact the editor, Michelle Brown, at michelle.brown2@jeffco.k12.co.us

LETTER FROM THE PRESIDENT

SUBMITTED BY KERRY SHEAHAN

Happy Public Procurement Month!

This is the time of year we take time to honor our accomplishments. This is our month to promote who we are and what we do. At RMGPA, we are excited to launch the month with a celebration at Spring Conference, and with a proclamation from Governor Polis declaring March as Government Purchasing Month. You are part of an elite group of professionals who make a difference every day for the cities, states, counties, school districts, or higher ed agency you represent. Make sure your elected officials, administrators, taxpayers, and vendors know the awesome work that you perform for them on a daily basis.

Think about all that you bring to your customers on a daily basis. You save them money. You bring creative solutions to their challenges. You provide excellent customer service. You strive to uphold the values of our profession. Just being you is worth celebrating! Do not forget to continue developing your skills and continuing your professional growth so you can continue to give back to your agency.

I encourage you to take advantage of the many classes offered at RMGPA, sign up for NIGP's webinars, go to Forum, register for a conference, and become certified. If you need some help continuing on your career path, RMGPA can help you. We can provide financial assistance through the many scholarships available for classes and certifications – New Members, Rewards, Forum, and General Scholarships. You can get guidance and mentorship through our network of members. You have a wealth of resources readily available. Use them to be the best you that you can be!

Let us not forget our celebration of International Women's Day this month. We celebrated the ambition of the successful women in RMGPA who dream big and achieve their goals. Congratulations to the 28 women nominated this year as inspirations to young women and girls everywhere. With admiration, we celebrate all that you have accomplished.

Now go out and celebrate! It is your month! You bring value and make a positive difference every day. Moreover, remember, RMGPA is always here to support you on whatever road you take.

Thanks for all you do for the profession.

~Kerry



Kerry Sheahan, RMGPA
President



SUPPLIER'S CORNER Submitted by Martin Ellis, Raven Printing & Marketing

Founded in 1974, the Lakewood, Colorado-based Raven Print & Marketing offers its innovative print and marketing services to a variety of clients. Raven Print & Marketing is a family run, locally owned business that provides brand development, design services, web and digital development, signage and large format, digital and offset print, custom apparel, and promotional products, online fulfillment and direct mail.

Why does this variety of services matter? Have you ever ordered envelopes, or letterhead, or needed a large sign or banner for an event? Printing these items in bulk is a cost-effective use of agency dollars. To do that, you need access to a variety of ink, paper, and machines. Do you know the difference between a #9 and #10 envelope?

Different weights and types of envelopes meet different needs – baronial, A-style, square, commercial, booklet, and catalog. Each style has particular uses based upon contents mailed within them. The contents determine appropriate paperweight – 28 lb. for text, 20 lb. for writing envelopes, and so on. Offset printing uses organic pigment, and inorganic pigments. Logos print in 1-color or 4-color.

For help deciphering the lingo and to obtain a quote or place an order - Call Martin at 720-461-5624, martin@ravenprinting.com.

SRM Elements

SUBMITTED BY MICHELLE BROWN

The Institute for Supply Management defines the Supplier Relationship Management (SRM) as the practice and process for interacting with suppliers. Procurement agents use SRM, the organized approach to defining needs and wants as they relate to suppliers offerings. SRM establishes and manages the procurement-to-sales link to fulfill customer needs. When you discuss a project with your customer, how do you determine their needs, and separate the need from the want? You apply the following SRM elements. You probably do this without knowing you are doing it! You are just that good!

SRM elements include, but are not limited to, the following:

- Quality (level of and/or consistency)
- Delivery (consistency, predictability, etc.)
- Price or cost
- Transaction efficiency (speed, simplicity, transparency)
- Value add
- Innovation
- Logistics, manufacturing, service needs
- Scale
- Assurance of supply

The emphasis is on identifying performance attributes wanted from the supplier and managing those aspects of the relationship. Each type of relationship requires different management and leadership and yields different benefits. Visit the Institute for Supply Management: <https://www.instituteforsupplymanagement.org/content.cfm?ItemNumber=20233&SSO=1> to read more!

FORUM 2019

AUSTIN, TEXAS - AUGUST 25 - 28

This annual networking opportunity for public procurement professionals encourages professional development and engagement with the supplier community. Browse the vast array of products and services available to government while furthering your education by learning about the latest procurement hot topics and best practices.

Sign up today at: www.nigp.org



NSITE – Procurement’s Magic 8-Ball

Do you have a question for the Procurement community? Has a Procurement professional solved the world’s problems but no one sent you the memo? Check out **NIGP’s NSITE** – a community resource where you can post a message, share a file, view announcements, and collaborate with other Procurement professionals.

Sign in or create a profile and begin connecting!
<http://nsite.nigp.org/home>

MARCH IS PROCUREMENT MONTH!

What does your team do to celebrate?

2019 ACPE

Reserve your spot at the 10th annual **Advance Colorado Procurement Expo** on Thursday May 16, 2019. This is your chance to interact with hundreds of buyers, sellers, and procurement resources. Participate in training and networking one-on-ones. Engage in conversation with one-on-one sessions between buyers and sellers.

The keynote speaker this year is Reggie Rivers, former Denver Bronco, media personality, author, and business owner. The expo will take place at the McNichols Civic Center Building – 144 West Colfax Avenue, Denver, Colorado 80202.

Register at <https://www.coprourementexpo.com/>

Calling all Exhibitors!

Join the *FREE* Pre-Expo training workshop “Expo Logistics and Marketing” to expand your event-planning knowledge and marketing skills. The workshop runs from 10:00 AM to 11:30 AM, followed by a complimentary lunch from 11:30 AM to 12:00 PM.

RSVP separately for the second workshop, Buyer/Seller Relations, from 12:00 PM to 1:30 PM.

The Pre-Expo workshops are on Wednesday, April 24, 2019 at CDOT Headquarters and Region 1, 2829 West Howard Place, Denver, CO 80204.

Visit the Expo website to sign up!
<https://www.coprourementexpo.com/preexpo-workshops>

NIGP VCON 2019

NIGP Virtual Conferences – March 27, 28 & 29

Attend a conference without leaving your office! Did you know that NIGP offers members virtual conferences AND you can earn 5 contact hours? For \$129, a member can attend all 3 sessions – March 27 & 28 from 1:00 PM to 3:30 PM, and March 29 from 1:00 PM to 2:15 PM. Want to attend as a group? Gather 11-20 of your closest Procurement colleagues and receive a 5% agency group discount.

SPOTLIGHT ON ANDY MILD

Submitted by Kelly Wooden, Newsletter Co-Chair

Born in Youngstown, Ohio, Andy Mild moved around a lot as a child. He lived in Salt Lake City, Pittsburgh, Las Vegas and Chicago. While most of his family lives between Youngstown and Pittsburgh, he calls Chicago home.

For college, Andy went to the US Naval Academy in Annapolis, Maryland and earned his undergraduate degree in Applied Physics, Oceanography. Upon graduation and commissioning in the US Navy, he became a P-3C Orion Pilot leading a crew of 12 officers and enlisted on surveillance and reconnaissance missions throughout the world. He was a Navy P-3C pilot and mission commander for 9 years. During that time, he served in 14 different countries throughout the world leading some great men and women.

His last assignment in the Navy was planning operational and training missions in the Western Pacific. In his role, he had responsibilities to the United Nations to ensure they were constantly prepared in the region to enforce international laws. During that time, he learned about the logistics supply chain the Navy had, as well as, the supply chain for the aircraft he flew. At that time, he realized he wanted to move into supply chain management of some sort. In 2010, Andy's procurement journey began as a Commodity Manager (Category Manager). Since then, he has enjoyed every minute of procurement.

In August 2017, Andy hired on with Metro Wastewater Reclamation District, a special District of the State. As a clean water leader, the Metro District reuses as much of the waste products that come into the facility as possible. This includes taking produced methane gas and converting it into electrical power to run the plant.

Andy also joined RMGPA in August 2017. He enjoys the commitment to our profession that our membership shares. Through his time with RMGPA, he has realized that many of us did not start down the path of procurement but have found a home here. He enjoys the passion our group possesses, how forward-looking we are as we strive to provide a high level of customer service in respective agencies.

Andy has been serving as RMGPA's Chair of Education/Professional Development since January 2018. In this role, Andy is responsible for providing training and educational opportunities in the local area to develop the skills of our members.



When asked what professional accomplishments he is most proud of 2 things come to mind for Andy. When he started in the procurement profession, he realized he did not have relevant business skills that many of his colleagues had. He wanted to catch up and proceeded to earn his Master's in Business Administration (MBA) at night while working full time. Earning that degree while working full time was tough, and extremely satisfying. He is also proud of the work he has done at the Metro District to enhance how people view procurement. Over the course of 17 months, Andy and his team have moved from being tactical and reactionary to being proactive and strategic. The enhanced services are appreciated throughout the organization and it is exciting to see their team viewed as trusted partners and valued team members.

Outside of work, Andy and his wife welcomed their first child, Riley, in September. As a proud new father, Andy says, "She is amazing, and it is the most awe-inspiring thing to be a parent."

On behalf of RMGPA, thank you Andy for your service to our Country and the procurement profession! Congratulations on the new addition to your family!

Treasurer's Corner: Dollars and Sense

Submitted by Valerie Scott, CPPB, RMGPA Treasurer

Our RMGPA committees do their best to balance fiscal prudence with delivery of high-quality opportunities and services. First quarter numbers indicate a strong financial position so we can continue delivering quality programming and education opportunities to our members in 2019. We have sufficient liquid cash in reserves to access in the case of an unforeseen financial hardship. The Board of Directors voted to increase scholarship funds in the budget this year to provide financial assistance to members to invest in professional development and certification opportunities.

The following financial information was presented at the Spring Conference, in case you missed it:

Treasurer Report as of February 22, 2019

	Cash	
Primary Account	\$25,982.23	
Secondary Account	\$57,060.68	
Money Market Account	\$10,960.17	
Total	\$94,003.08	As of 02/22/2019
	Profit/Loss	
2019 Revenue	\$4,962.63	
2019 Expenses	\$3,176.01	
Net Income	\$1,786.62	As of 02/22/2019



The primary account is the source for day-to-day expenses of the association, and is the account where revenue is deposited. The secondary and money market accounts are reserves to help finance the association through difficult years.

Updates:

- Transferred \$15,000 of 2018 revenue from our primary account to our secondary account on 02/01/2019 per the approved 2019 RMGPA budget plan
- We will be working with Martillaro Raub and Associates for our 2018 audit, to commence in May.
- The required financial reporting for 2018 was submitted to NIGP on 02/21/2019.

CALLING ALL PROCUREMENT CARD PROFESSIONALS!

Would you like to connect with others in your field? Do you have questions or ideas that you would like to share with others PCard professionals or need help with PCard issues? Join the upcoming, informal, summer gathering. If you are interested in this networking opportunity, please email Cyndi Vosburgh, Procurement Specialist at Jefferson County School District: cyndi.vosburgh@jeffco.k12.co.us by May 31, 2019.

All are welcome!

Legislative Updates: A Tale of Two Bills

Submitted by Richard Pennington and Nancy Allen

Late in this legislative session, a bill of particular interest to procurement professionals was introduced in the Senate: Senate Bill 196, the Colorado Quality Apprenticeship Training Act Of 2019. Here is the story about how the bill found its way to the Legislative Committee.



Co-chair Nancy Allen and I heard from two RMGPA colleagues about legislation that hadn't yet been introduced. Draft legislation about changes to public works statutes was being provided to some government executives' offices for review and comments. As shown in the attached documents, the Legislative Committee uses the Colorado General Assembly website to track legislation monthly. But the Website posts bills only after they are introduced in the House or Senate.

When we reviewed the draft bill, we saw that it applied only to state contracts. Colorado Revised Statutes, Title 24, Articles 92 and 93 would be amended to make various changes to public works procurement, including adding an apprenticeship program requirement in large state construction contracts. We learned, though, that some local governments follow state construction requirements, a source of concern. Similarly, original Senate Bill 76 was troubling because it would require the Colorado Department of Transportation—its practices are followed by some local governments—to use fixed-fee consultant agreements, difficult when the scope is so often unclear. That bill, it turns out, was eventually amended into a requirement to study procurement methods. There still is a long way to go through the legislative process for it to become law, and even if passes, it will be awhile before the study is completed.

The original concerns about changes to state public works contracting, however, were crystallized with the introduction of Senate Bill 196, that is under consideration by the Senate State, Veterans & Military Affairs Committee. The bill limits the use of sealed bidding in state public works to projects of \$1 million or less. Contracts over \$1M must be solicited using competitive sealed best value bidding (a procedure authorized in the state procurement code) or integrated project delivery (which includes design-build and CM/GC). The bill adds required evaluation factors in state contracts, including the craft labor staffing plan for the bidder and the bidder's subcontractors, the anticipated utilization by bidder and subcontractors of apprentices, and the safety plan and safety record of the bidder and subcontractors. The bill requires any contractor to disclose the top 5 subcontractors it plans to use and how they are measured.

The primary goal of the bill seems to be the apprenticeship utilization requirements, though. The general contractor for a public project financed in whole or in part by state money in the amount of \$1 million or more is required to submit documentation that all subcontractors used on the project participate in apprenticeship training programs that have been approved by a federal or state apprenticeship agency. This requirement in particular will spread if state money is used in public projects.

The Fiscal Note prepared by Legislative Council staff identifies probable fiscal impact, perhaps making passage a hard sell. The first committee hearing is scheduled for April 8. Stay tuned!

[Colorado Update:](#)

<file:///H:/RMGPA%20Newsletter/2019%20Colorado%20Legislative%20Update3%203-31-2019.html>

[Wyoming Update:](#)

While the Colorado General Assembly is still in session, the Wyoming legislative session is shorter and adjourned on February 28, 2019. <https://s3.amazonaws.com/images.chaptermanager.com/chapters/f15b6c76-ff70-8eca-4c0a-27f7e2d67c6b/files/2019-wyoming-legislative-update-final-3-18-19.pdf>

Congratulations to the women in Procurement who inspire and amaze with their dedication and passion. Our respect and admiration knows no bounds.



International Women's Day

Today we celebrate International Women's Day and shine a light on the ambitious, successful women who dream big and achieve their personal and professional goals while staying true to themselves.

Many girls and young women struggle to find successful, relatable role models who can inspire them to imagine everything they could achieve and believe that each of those possibilities could become a reality.

At RMGPA, we are fortunate to have so many women in leadership roles. They are strong, successful, accomplished, and admired among their peers.

Congratulations to the women of RMGPA who truly make a positive difference for women and were nominated by their peers to be honored today.

- | | |
|-----------------------------|-------------------|
| Betty Standley | Molly McLoughlin |
| Brenda Hannu | Naomi Hedden |
| Chris Weber | Patricia O'Neal |
| Cindy Lombardi | Rene Vigil |
| Cindy Scymanski | Renee Wersch |
| Diana Wilson | Ruth Bruski |
| Eileen Gonzales | Sandy Hicks |
| Geraldine Trujillo-Martinez | Shari Ashley |
| Heather MacMillan | Tammy Lichvar |
| Heidi Casteel Ellis | Teresa Rausch |
| Kelly Wooden | Terri Kindsfather |
| Kristine Odom | Traci Burtnett |
| Linda Meserve | Traci Gorman |
| Lisa Eze | Vera Kennedy |



Connecting Women. Inspiring Action.



SPRING CONFERENCE 2019

Submitted by Diana Cantu – Membership Chair

The 2019 RMGPA Spring conference occurred Friday, March 1, 2019 in Castle Rock, at the Philip S. Miller Building. This was the first conference for 10 members, including three new RMGPA members (***NM**). Please welcome them to this great organization.

Our membership has grown since the start of the year. At the beginning of the year, we had 497 members and as of the first week in March, we have 502 active members.

MEMBERSHIP REMINDER:

If you have changed agencies, please send your current and former contact information to: Membership@rmgpa.org to update your membership profile. The membership stays with the agency. (***NM = New Member**)



FRONT ROW, LEFT TO RIGHT:

Michelle Brown - *Jefferson County School District*, Kris Powell – *City of Littleton*, Lucy Lucero – *City of Littleton*

BACK ROW, LEFT TO RIGHT:

Rebecca Kreski (***NM**) – *Colorado Dept. of Natural Resources*, Denise Singer – *City and County of Denver*, Kristine Horejsi (***NM**) – *Poudre School District*, Raven Lopez – *Colorado Dept. of Natural Resources*, Jeb Stuart – *Colorado State University*, Robert Mitchell – *Colorado Dept. of Natural Resources*, Jody McHazlett (***NM**) - *Colorado Dept. of Transportation/HAA Procurement*.



CONGRATULATIONS TO THE 2018 AWARD WINNERS!

2018 Manager of the Year

Skyler Thimens – Poudre School District



Skyler is truly dedicated to supporting the Poudre School District and the Procurement Services Team. He is an inspirational leader, who challenges the norm and strives to take the Procurement Team to the next level. He fosters a cohesive team environment where we can learn and grow together while celebrating and supporting one another. Skyler is compassionate, innovative, supportive, and maintains a positive attitude even when times are tough. **Please congratulate Skyler for this great honor**

and for all he does for his organization and RMGPA!

2018 Buyer of the Year

Amy Risley – State of Colorado

Amy completely updated the State's solicitation and award process for purchased vehicles. She took the lead re: outreach to the State's Fleet operations team, and has developed and maintained ongoing, supportive relationships with State Fleet Management members. Amy continually devotes extra customer service support to a wide variety of customers. Her leadership is evident by many notes of appreciation for her work with individual customers. Her hard work and dedication provides us with a professional role model in overcoming procurement adversity and challenges, while providing ongoing contracts and outstanding service to Colorado. **Please congratulate Amy for this great honor and for all she does for her organization and RMGPA!**



2018 Distinguished Service Award

Linda Meserve – Colorado State University



Linda has been involved with RMGPA from its earliest days. She has mentored several procurement professionals and been a wonderful resource for her agency and the profession. She displayed dedication and passion serving with RMGPA for countless years, and was an original member of the RMGPA Board of Directors up until she stepped down at the end of 2017. Perhaps most important: she is a proud CSU Ram!

Please congratulate Linda for this great honor and thank her for all she has done for RMGPA!

2019 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER NAME	E-MAIL	PHONE
President	Kerry Sheahan	president@rmgpa.org	303-774-3671
Vice President	Traci Gorman	vicepres@rmgpa.org	303-805-3188
Secretary	Tara Larwick	secretary@rmgpa.org	303-866-4005
Treasurer	Valerie Scott, CPPB	treasurer@rmgpa.org	303-774-4887
Past President	Keith Ashby, CPPO	pastpres@rmgpa.org	303-795-4435

2019 STANDING COMMITTEE CHAIRS

COMMITTEE	CHAIR NAME	E-MAIL	PHONE
Awards	Amanda Zila	mandy.zila@state.co.us	970-218-2213
Chapter Enhancement	John Chaplain	vendorevents@rmgpa.org	970-351-2040
Communications	David Musgrave	info@rmgpa.org	303-757-9861
Education & Pro-D	Andy Mild	prod@rmgpa.org	303-286-3074
Elections	Skyler Thimens	rthimens@psdschools.org	970-490-3554
Historian	Pat Johnson	pjohnson@fcgov.com	970-221-6816
Legislative	Richard Pennington	rpennington01@aol.com	303-324-7333
Marketing	Kim Taylor	marketing@rmgpa.org	303-866-3780
Membership	Diana Cantu, CPPB	membership@rmgpa.org	303-702-7715
Newsletter	Michelle Brown	michelle.brown2@jeffco.k12.co.us	303-982-6766
Programs	Toi Matthews	toi.matthews@state.co.us	303-757-9968

2019 STANDING COMMITTEE CO-CHAIRS

COMMITTEE	CO-CHAIR NAME	E-MAIL	PHONE
Awards	Curt Decapite, CPPB	curtd1977@gmail.com	
Chapter Enhancement			
Communications	Molly McLoughlin, CPPO, CPPB	molly.mcloughlin@bvsvd.org	720-561-5045
Education & Pro-D	Christine Weber, C.P.M., CPPB	christine.weber2018@gmail.com	303-828-6094
Elections	Tim Wellmann, CPPB	wellmann_timothy@svsvd.org	303-702-7734
Legislative	Nancy Allen	nallen@arvada.org	720-898-7093
Marketing	Brenda Hannu	brenda.hannu@denvergov.org	720-913-8118
Membership	Jim Walker, CPPO, CPPB	rps.procurement@gmail.com	720-442-0708
Newsletter	Kelly Wooden, CPPO, CPPB	kwooden@psdschools.org	970-490-3617
Programs	Nikita Hildebrandt	nikitahildebrandt@elpasoco.com	719-660-2476