I can’t believe it… I am YOUR MPPA President for the coming year! Let me tell you, I was almost overcome with emotion at the Installation Dinner in early January at the Federal House in Annapolis. Surrounded by my family (Erica, Alexa, Samantha and Antonio) and my MPPA family (so many warm faces), it was like I was outside looking in at someone else being given the gavel by NIGP’s Chief Executive Officer, Mr. Rick Grimm. The words he spoke hit me with the very real responsibilities of this position. To instill integrity, something procurement officers do every day; to represent the profession ethically and at all times; again something we do without thinking. But somehow this time, these words meant even more. I promise to do my very best in delivering a President that the Association can be proud of because each of our members deserve it.

Also at the Installation Dinner, Ms. Stacy Rappold, CTPS, Procurement Agent III, Harford County government was recognized as Buyer of the Year for her hard work in our profession. Separately, Ms. Patricia Ross, Procurement Manager, Montgomery County Police Management and Budget Division/Procurement & Logistics Section was recognized as Manager of the year. Congratulations ladies! You make us look good.

Right out of the gate, I can tell you that together with Vice-President Naugle and our Executive Board, we are working hard to develop a meaningful free-training day in March, so be sure to register early, as the agenda promises not to disappoint. Until March, stay safe and warm, and we’ll see you very soon.

Respectfully,

Donna DiCerbo, CPPO, CPPB
2018 MPPA President
January’s membership meeting and 2018 Officer Installation Dinner was held on Saturday, January 6th in downtown Annapolis. The Federal House offered up a fine cuisine and warm setting and the weather actually cooperated this year for a change. Although it was quite cold, 33 members and guests were able to attend. The incoming president, Donna DiCerbo, was personally sworn in by Mr. Grimm without using Skype!

As always, a very special thanks to Rick Grimm, CEO of NIGP, for presiding over the officer installation and updating us on NIGP projects.

Questions, comments and suggestions are welcome. Contact me directly at bds@annapolis.gov or 410-263-7944.

**General membership meeting dates for the remainder of the year:**
- Thursday, March 8 – Location TBD
- Thursday, May 10 – Location TBD
- Thursday, July – Location and date TBD
- September – Date and location TBD
- Thursday, November – Location and Date TBD

Facilities Chair
Brian D. Snyder, CPPO
Congratulations! Maryland Department of Transportation - State Highway Administration (MDOT-SHA), Office of Procurement and Contract Management (OPCM), as they celebrate their NIGP 25-year Anniversary. MDOT-SHA is being recognized for their unwavering and long-standing support of public procurement though their membership in NIGP.

Congratulations! Congratulations to Ms. Georgina Usher, CPPB, on her newly appointed position as SHA Office of Procurement and Contract Management, Deputy Director, Consultant Services and Agreement Division.

Reminder

As a MPPA member in Good Standing, the following opportunities may be available for you:

Stanley D. Zemansky Educational Aid Program
MPPA offers scholarships for courses and reimbursement for certification exams to help members meet their educational and professional goals. MPPA members can apply for available scholarship funds for classes by filling out and submitting an application. Information and the scholarship application are available on MPPA’s website: www.mppainc.org, The Stanley D. Zemansky Educational Aid Program.

Reimbursement for Recertification of CPPO, or CPPB
MPPA offers reimbursement for recertification for CPPO or CPPB.

Reimbursement will be limited to candidates who pay for the recertification themselves with no financial support for the recertification fee from their employers. Candidates will be reimbursed for the recertification fee only. Upon successfully obtaining the recertification, candidates must submit the application for reimbursement to the Recognition Chairperson.

Members should request reimbursement within eight (8) weeks of obtaining their recertification. Upon receipt and proof of recertification, the Recognition Chairperson shall request reimbursement of the member from the Treasurer.

Share your good news, or be recognized for your contributions to the profession by sending your information to the MPPA Recognition Committee.

MPPA Recognition Committee

Marsha Turnipseed, CPPB - Chair
mturnipseed@sha.state.md.us
410-545-0378

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In the National Association of State Procurement Officials’ Issue Brief: Strength in Numbers: An Introduction to Cooperative Procurements, cooperative purchasing is defined as:

“In simple terms, cooperative purchasing involves sharing procurement contracts between governments. The Government Contract Reference Book1 defines cooperative purchasing as two or more governments purchasing under the same contract. The ABA Model Procurement Code for State and Local Governments definition is more expansive; ‘Cooperative Purchasing means procurement conducted by, or on behalf of, one or more Public Procurement Units, as defined in this Code.’ Under this definition, one could construe state central procurement programs, many of which date back nearly 100 years, as the first form of cooperative purchasing. In addition to the common conception of two or more governments sharing procurement contracts, cooperative purchasing may also include shared procurement programs and resources, including advice and assistance.”

Not surprising, we have a solid practice of using cooperative purchasing at the National, Federal, State, Local and niche level, but do we leverage our collective spend---our economies of scale?

According to US Economy, The Balance, says: “Economies of scale is an economics term that describes a competitive advantage that large entities have over smaller entities. It means that the larger the business, non-profit or government, the lower its costs. For example, the cost of producing one unit is less when many units are produced at once.1”

The real question everyone should be asking is how do I get my quantities, core list, requirements, and terms, to name a few, included in the solicitation so they are truly considered at bid time? If you are the lead agency, you should be asking for annual reports or conducting annual business reviews from/with the supplier to determine what the true value of the contract is, who is riding your contract, and how can the contract be improved for the collective whole.

Cooperative Purchasing Chair
Debbie Groat, C.P.M, CPPB, ACG

1 https://www.thebalance.com/economies-of-scale-3305926
Membership

Karen Aghdassi, Buyer I  Howard County Purchasing
6751 Columbia Gateway Drive

Robert Bruce, Chief Operations Officer
Dept. of Health and Mental Hygiene

Karen Crawford, Procurement Associate II
Carroll County Health Department

Schnavia Cook,  Procurement Administrator
Maryland Transit Administration

Sharon Curtis, Procurement Officer
Maryland Transit Administration

Gina King, Procurement Officer
Maryland Transit Administration

Valerie McKinney, Purchasing Agent
Washington Metropolitan Area Transit Authority

William Parham, Deputy Director
Maryland Transit Administration

Joseph Sedtal, Deputy Director
Maryland Transit Administration

Patricia Ryan, Principal Buyer
City of Rockville

Christopher Tomlinson, QAQM Manager
Maryland Transit Administration

Lisa Willis, Procurement Officer
Maryland Transit Administration

Michael Zimmerman, Director of Purchasing
Maryland Transit Administration

Wayne Zink, Assistant Director of Purchasing
Community College of Baltimore

(Retirement Status)
Lucy Light Slaich, CPPO, C.P.M
Director of Purchasing
I thank everyone for their assistance in forwarding potential new members to me. As always, members are encouraged to promote MPPA membership to public purchasers who aren’t members of the association. All members are in some fashion a part of the Membership Committee. Please continue to refer any potential new members to the Membership Chair, and if they have questions.

Whenever you happen to be attending a Procurement type meeting, seminar, or function, strike up a conversation with someone at this meeting, seminar or function and then during your conversation ask them if they are a member of MPPA and if they aren’t, ask them if they would be interested. Emphasize to them or to your co-workers that our Association is promoting education as one our benefits for joining and you might even suggest that they browse the MPPA Website for further information about our Organization. Since everyone across the country is feeling the budget crunch, some employers may not pay for educational training. MPPA has funds available to help members with their education through scholarships and reimbursement so that you may further your careers in the field of Procurement and consider becoming certified as a CPPB or CPPO.

Michelle S. Frierson, CPPB
Membership Chair

Membership is about people.

When you join MPPA, you connect with procurement professionals from your state, federal government, surrounding cities, provinces, counties, colleges, libraries, hospitals, and other public agencies in your area. MPPA offers you the opportunity to improve skills, formulate new directions and strengthen your career options.

- Professional Development
- Connection and Communication
  - Discounts
  - Conferences
  - Networking
- Professional Certification

MPPA helps you close the gap with the resources you need to realize your professional development goals!
Member's Corner

Mentor/Mentee Program

This program was developed to allow new or existing members the opportunity to get more involved with MPPA and to grow in the profession, under the guidance of an MPPA mentor. We would also love for existing members who have benefited from MPPA services to step up and volunteer as a mentor. If you are interested in becoming a mentee or would like to volunteer as a mentor, please access link below to see form/application on the MPPA website.

https://mppaine.org/insidepages/filearchive/

Pam Jones, Chair
Program Committee

Volunteer for an MPPA Committee

Bowl Painting
Pottery Cove
Feb 3, 2018

Mark your calendars!
March 24

Spring Clothing Drives
*Suited to Succeed
*Sharp Dressed Man
Details to come!

To Check out Procurement-Related Legislation
http://mgaleg.maryland.gov/webmga/frm1st.aspx?tab=home

Do you have exciting news? Maybe want to share something with your MPPA family? Would you like to volunteer? Need more details on an event? Contact Janile @ jscott10@mdta.state.md.us
Your shout out will be shared with your fellow Members! We are family and we would love to hear it!

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To volunteer or for suggestions contact Janile Scott, Social Chair @ jscott10@mdta.state.md.us
May each of you have a very happy and prosperous new year. The Historical Committee remains very interested in obtaining MPPA historical information. We are particularly interested in MPPA Newsletters prior to August 1987. Additionally, if you know where we might obtain other MPPA historical information, please contact Bill Davis at lbadd@msn.com.

For an idea of the kind of information needed, please see the proceeding scope of responsibilities for the Historical Committee or check the MPPA web site: https://mppainc.org/chapters/nigp-mppainc/documents/Procedures%20Manual.pdf, page 12.

Specific Responsibilities:
• Select a committee of members to assist in carrying out the duties of the committee.
• Establish criteria for types of information to be collected, including: MPPA Buyer, and Manager of the Year.
• Honorary members;
• Years in which MPPA won national Chapter of the Year awards; Stanley D. Zemansky awardees;
• Distinguished Service awardees.
• Officers, directors, committee chairpersons (including date(s) of service to MPPA).
• Special events, such as year(s) MPPA hosted NIGP annual Forum; members who have held national office and received national awards (e.g. NIGP’s Albert Hall award, and Distinguished Service recognition).
• Verify information and data, to the extent possible to be made a matter of record for the Association. In the event data, such as that which predates the committee is not authenticated in Association minutes or other records, make appropriate notation that the information is deemed correct based upon collaborative interviews with (name the) authorities.
• Collect, catalog, and file the information for future Association purposes.
• Inform the Executive Board in advance for purpose of planning regarding upcoming special programs or ceremony as may be appropriate, e.g., for the 25th Association anniversary.
• Coordinate with other Association committees as appropriate such as Program, Recognition, and Information and Research regarding announcements, programs, special events, and awards.
• Turn over to the succeeding chair Association archives, records and materials relating to the committee’s work and responsibilities.

William A. Davis, CPPO, CPPB - Historical Chair
### Chapter Member Sites

- City of Annapolis  
  [www.ci.annapolis.md.us](http://www.ci.annapolis.md.us)
- City of Baltimore, Bureau of Purchases  
  [www.ci.baltimore.md.us](http://www.ci.baltimore.md.us)
- Anne Arundel County Purchasing  
  [www.aacounty.org](http://www.aacounty.org)
- Baltimore County Purchasing Office  
  [www.baltimorecountymd.gov](http://www.baltimorecountymd.gov)
- City of Frederick, Maryland  
  [www.cityoffrederick.com](http://www.cityoffrederick.com)
- Frederick County Government  
  [www.co.frederick.md.us](http://www.co.frederick.md.us)
- Harford County Purchasing  
  [www.co.ha.md.us](http://www.co.ha.md.us)
- Howard County  
  [www.co.ho.md.us](http://www.co.ho.md.us)
- Montgomery County  
  [www.montgomerycountymd.gov](http://www.montgomerycountymd.gov)
- Towson University Procurement  
  [www.towson.edu](http://www.towson.edu)
- University of Maryland, College Park, Procurement & Supply  
  [www.purchase.umd.edu](http://www.purchase.umd.edu)
- Carroll Community College  
  [www.carrolltraining.com](http://www.carrolltraining.com)
- Washington County  
  [www.washco-md.net](http://www.washco-md.net)
- Maryland Department of Transportation  
  [www.mdot.state.md.us](http://www.mdot.state.md.us)
- Frederick Community College  
  [www.frederick.edu](http://www.frederick.edu)
- Columbia Association  
  [www.columbiaassociation.org](http://www.columbiaassociation.org)

### NIGP-related Sites

- National Institute of Governmental Purchasing (NIGP)  
  [www.nigp.org](http://www.nigp.org)
- Pennsylvania Public Purchasing Association  
  [www.pappainc.org](http://www.pappainc.org)
- The Delaware Public Purchasing Association, Inc.  
  [www.state.de.us](http://www.state.de.us)
- The Metropolitan Washington Chapter - NIGP  
  [www.nigpmwc.org](http://www.nigpmwc.org)
- Northern New Jersey Chapter of NIGP  
  [www.nnjnipg.org](http://www.nnjnipg.org)
- Southern New Jersey Chapter of NIGP  
  [www.sjnigp.org](http://www.sjnigp.org)

### Federal Government Sites

- United States Department of Homeland Security  
  [www.dhs.gov](http://www.dhs.gov)
- United States Postal Service Zip Code Directory  
  [www.usps.com](http://www.usps.com)
- Consumer Price Indexes (U.S. Department of Labor)  
  [www.bls.gov](http://www.bls.gov)

### Other Sites of Interest

- Cooperative Purchasing Organization  
  [www.baltometro.org](http://www.baltometro.org)
- eMaryland Marketplace  
  [emaryland.buyspeed.com](http://emaryland.buyspeed.com)
- Washington Suburban Sanitation Commission  
  [www.wssc.dst.md.us](http://www.wssc.dst.md.us)
- Better Business Bureau  
  [www.bbb.org](http://www.bbb.org)
- Dun & Bradstreet  
  [www.dnb.com](http://www.dnb.com)
- National Association of State Procurement Officials (NASPO)  
  [www.naspo.org](http://www.naspo.org)
- National Contract Management Association (NCMA)  
  [www.ncmahq.org](http://www.ncmahq.org)
- National Association of Counties (NACo)  
  [www.naco.org](http://www.naco.org)
- Institute for Supply Management (ISM)  
  [www.ism.ws](http://www.ism.ws)
- National Procurement Institute (NPI)  
  [www.npiconnection.org](http://www.npiconnection.org)
- Maryland General Assembly  
  [mgaleg.maryland.gov](http://mgaleg.maryland.gov)
- State Government - Procurement (P2) Legislation by Session  
  [Universal Public Procurement Certification Council (UPPCC)](http://www.uppcc.org)
- [Universal Public Procurement Certification Council (UPPCC)](http://www.uppcc.org)
FOR IMMEDIATE RELEASE

January 11, 2018

For More Information, contact:

Marsha Turnipseed, CPPB
Secretary
Maryland Public Purchasing Association Inc.
410-545-5720
mturnipseed@sha.state.md.us

Maryland Public Purchasing Association, Inc. (MPPA), a Chapter of the National Institute of Governmental Purchasing, Inc. (NIGP), Installation of Officers and Award Dinner was held on January 6, 2018.

The Maryland Public Purchasing Association, Inc. (MPPA) elects and installs the following Officers for the 2018 term (1/1/2018-12/31/2018).

MPPA 2018 Officers:
Donna M. DiCerbo, CPPO, CPPB
President
Maryland Transportation Authority

Brandi Naugle, CPPB
Vice President
Washington County

Andrea Hennessy-Welcome, CPPB
Treasurer
Montgomery County Police

Marsha Turnipseed, CPPB
Secretary
Maryland State Highway Administration

MPPA awarded the following honors to the 2018 recipients:

The Stanley Zemansky Award:
The Stanley D. Zemansky Award is MPPA's highest award and is associated with a professional who is respected for outstanding deeds and dedication to the procurement profession.

Stanley D. Zemansky Award Recipient
Stephen J. Ports, CPPB
Buyer IV
Anne Arundel County Purchasing

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Buyer of the Year Award:
The MPPA Officers and Board of Directors grants this award to buyers who have no supervisory or management responsibilities. The Buyer function involves the process of determining the customer requirements, reviewing specifications and requirements, developing and issuing bids, evaluating offers and selecting the vendor, arriving at fair and reasonable price and terms, preparing the contract or purchase order, vendor relations, following up to ensure timely delivery shipping/receiving, inventory and warehousing, and contract administration provisions.

Buyer of the Year Award Winner
Stacy Rappold, CTPS
Procurement Agent III
Harford County, Maryland

Left to Right: Mark Miller (MPPA Immediate Past President), Karen Myers, Stacy Rapport (Harford County), Donna Dicerbo (MPPA 2018 President)

Manager of the Year Award:
The MPPA Officers and Board of Directors grants this award to public procurement professionals who have supervisory or management responsibilities. Public Procurement manager functions must include responsibility of overall procurement/material management activities in a specific governmental entity to include the supervision of procurement personnel and/or the display of executive abilities involving economic/financial, technical, statistical, legal, and administrative attributes. Management positions may be totally dedicated to the procurement function or shared with other responsibilities.

Manager of the Year Award Winner
Patricia Ross
Procurement Manager
Montgomery County Police Management and Budget Division/Procurement & Logistics Section

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2018 Officers and Directors

Donna Dicerbo, CPPO, CPPB
President
Maryland Transportation Authority
303 Authority Drive 2nd Floor
Baltimore, Maryland 21222
Phone: (410) 537-7814
Fax: (410) 537-7801
ddicero@mdta.state.md.us

Brandi Naugle, CPPB
Vice President
Washington County
100 West Washington Street Room 320
Hagerstown, Maryland 21740
Phone: (240) 313-2337
Fax: (240) 313-2331
bnaugle@washco-md.net

Marsha Turnipseed, CPPB
Secretary
State Highway Administration
707 N. Calvert Street
Baltimore, Maryland 21202
Phone: (410) 545-0378
mturnipseed@sha.state.md.us

Andrea Hennessy-Welcome, CPPB
Treasurer
Montgomery County Police
100 Edison Park Drive, 3rd Floor
Gaithersburg, Maryland 20878
Phone: (240) 773-5241
Fax: (240) 773-5240
Andrea.hennessy-welcome@m

Mark Miller, CPPO, CPPB, C.P.M.
Immediate Past-President
Wicomico County Board of Education
101 Long Avenue P.O. Box 1538
Salisbury, Maryland 21802
Phone: (410) 677-4571
Fax: (410) 677-4418
memiller@wcboe.org

Rick Curry, CPPO, CPPB
Washington County
100 West Washington Street
Room 320
Hagerstown, Maryland 21740
Phone: (240) 313-2332
Fax: (240) 313-2331
rcurry@washco-md.net

Cathie Nash, CPPO, CPPB
State of Maryland Military Department
Fifth Regiment Armory
29th Division Street B5
Baltimore, Maryland 21201
Phone: (410) 290-9457
Fax: (410) 234-3820
catherine.nash@maryland.gov

Tony Reed, CPPO, CPPB
Department of Housing and Community Development
7800 Harkins Road
Lanham, MD 20706
Phone: 301-429-7459
tony.reed@maryland.gov

Tina Wilson, CPPB
Washington County
100 West Washington Street
Room 320
Hagerstown, Maryland 21740
Phone: (240) 313-2335
Fax: (240) 313-2331
twilson@washco-md.net

Georgina Usher, CPPB
State Highway Administration
707 N. Calvert Street
Baltimore, Maryland 21202
Phone: (410) 545-8839
gusher@sha.state.md.us
MPPA Procurement Training Day  
Catonsville, MD  
3/22/18

Practical Specification Writing  
Forest Hill, MD  
3/28/18

Introduction to Public Procurement  
Salisbury, MD  
4/16/18-4/18/18

Sourcing in the Public Sector  
Hagerstown, MD  
5/7/18 – 5/9/18

For more details on classes and events visit the MPPA Website  
https://www.mppainc.org/insidepages/meetings

Tips for Class
Dress Comfortably / Business Casual, Bring Pen/Pencil/Highlighter,  
Notepad Folder for handouts, Bring Sweater & Arrive 5-10 minutes early

Please contact Tina to host an education session at your location. We are now planning sessions  
for Spring 2018

Tina Wilson, CPPB  
Education Chair  
Phone: 240-313-2335  
twilson@washco-md.net

REMINDER! CHECK OUT THE NIGP WEBINARS, FREE TO MEMBERS!  
http://www.nigp.org/grow-professionally/education/webinars

Scope of Work vs. Statement of Work: What’s the Diff. and Why Does it Matter? 1/24/2018
Chameleon Contracting 2/14/2018
Do Your Own Procurement Training Program 2/22/2018
Creating Value Through Market Research 3/7/2018

*Find information regarding obtaining your certification / recertification: http://www.uppcc.org/
# Recipes

## Fire Crackers

Recipe by CheCheCherie

### Ingredients
- 1 lb unsalted saltine crackers (4 sleeves)
- 1 cup canola oil
- 1 (1 ounce) packet ranch dressing mix
- 2 tablespoons crushed red pepper flakes
- 1/2 teaspoon garlic powder

### Directions
Line crackers on ends (like dominos) in an air-tight container.
In a small bowl, mix oil, dressing mix, peppers, and garlic powder.
Stir until all ingredients are well mixed.
Continue to stir to prevent the pepper from settling on the bottom of the bowl.
Spoon mixture evenly over crackers, like drizzling icing on a cake.

http://www.geniuskitchen.com/recipe/fire-crackers-423316

## Easy Cream Cheese Dip

Recipe by undertkr

### Ingredients

<table>
<thead>
<tr>
<th>2</th>
<th>(8 ounce) packages fat free cream cheese, softened</th>
</tr>
</thead>
<tbody>
<tr>
<td>24</td>
<td>ounces salsa</td>
</tr>
</tbody>
</table>

### Nutrition

### Directions
Pour about half of the salsa into a blender and then add the softened cream cheese and then add the rest of the salsa on top of that.
Blend until all cream cheese and salsa is mixed together and appears very creamy.
*refrigerate the dip for a couple of hours before serving!

Happy New Year! I am looking forward to serving MPPA as your 2018 Vice President. With the help of President Dicerbo, the Board, our committee chairs and all of our members MPPA will continue down the road of excellence. We are one family and together we will continue to achieve great things. I hope to continue to see new faces at our meetings and free educational opportunities. Speaking of FREE education! March 22 MPPA will be hosting our annual 1-Day of FREE Procurement Training. If you plan to attend be sure to register as soon as registration opens because seating is limited and this training fills up QUICK! Great Speakers, Informing Topics and Networking with your colleagues... you can't miss this GREAT opportunity.

Our calendar is filling up fast from NIGP courses, the Forum in Nashville, the Regional being hosted by Pennsylvania, our Social events ...we have a lot going on MPPA so get involved! If a particular committee interests you, let us know, we can always use all the help we can get. If you’re too busy to serve on a committee, shoot us your ideas or concerns. Help us to continue to make MPPA the successful organization it has always been...Membership is about the Members!

Thanks to everyone who braved the frigid temperatures and attended the Installation of Officers meeting on January 6, 2018. There was no snow!! The meeting was held at the Federal House in Annapolis and as always was the perfect setting for our close MPPA family meeting. Thanks Brian Snyder for always providing such great accommodations for our family. You are appreciated! We were able to recognize our 2017 Buyer of the year, Stacy Rappold who with the help of her supervisor Karen Myers was presented with this honorable award. Other awards for 2017 – Manager of the year Patricia Ross and receiving MPPA's highest honor, the Stanley D. Zemansky Award - Stephen Ports. Stephen has recently retired from Anne Arundel County Purchasing, we wish him a happy retirement, thank you for your service and commitment to organization, you will be missed! Ok, MPPA put on your running shoes, let's sprint into this year with excitement and determination, let's make 2018 another great year for the record books!

**MPPA… “PROCUREMENT WITH INTEGRITY!”**

Brandi Naugle
2018 MPPA Vice President

**Future Issue Publication Dates**
March 1, 2018
May 1, 2018
July 1, 2018

**Deadlines for Submittals**
February 27, 2018
April 23, 2018
June 22, 2018

Please send all contributions to:
**THE FINE PRINT**
Brandi J. Naugle, CPPB – (Editor)
Washington County Purchasing Department
100 West Washington Street, Room 320
Hagerstown, MD 21740
240-313-2337
bnaugle@washco-md.net