President’s Message
Karen Reddersen, SPHR, CPPO, CPPB

Spring is such an exciting time of year. Signs of rebirth and renewal are evident everywhere you look. It is a great time to take stock and “spring clean” both personally and professionally. We usually build time into our busy schedules to get organized at home - to clean the house and purge unnecessary items, but do you take the time to do this in your office and your computer? I challenge you to scroll down to page two of your “to do” list, where you have items such as filing, reading periodicals, cleaning up emails and organizing your office. Take fifteen minutes every day for the next two weeks or plan an office team purge one afternoon to tackle some of these items. You will be amazed at your improved efficiency and outlook for some of your larger, more difficult tasks!

We have an exciting program planned for our May 10th MPPA General Membership Meeting as we celebrate staff appreciation month at Hellas Restaurant. Our keynote speaker, Lon Kramer, will take us on a hilarious journey as we recognize and celebrate our generational differences and commonalities. We will also be celebrating our team members, whose knowledge, assistance and support is critical to successfully meeting the procurement challenges we face every day in Maryland!

Your MPPA Board and Committee chairs welcome your input and questions. If any member would like to become more involved at a board or committee level, please feel free to contact me at kredders@umd.edu or reach out to one of the board members or committee chairs. Have a great Spring!

Yours in Service,
Karen D. Reddersen, CPPO, CPPB, SPHR
MPPA President

Wealth, like happiness, is never attained when sought after directly. It comes as a by-product of providing a useful service. — Henry Ford
Please join your MPPA colleagues as we honor our administrative support staff at May's
general membership meeting. The meeting will be held at Hellas Restaurant in
Millersville on Thursday, May 10. Doors will open at 11 a.m., with lunch served at 12
Noon. Buffet lunch includes: Crab balls, Chicken Marsala, house salad, redskin potatoes,
green beans, dessert, and drinks. Registration cost for the event is $25. Credit cards
payments must be made at MPPA's website www.mppainc.org. Cash and checks will be
accepted at the door, with prior reservations to Brian Snyder, CPPO at 410-263-7944 or
bds@annapolis.gov.

Please reserve space for you and your hard working staff prior to 12 Noon, Monday, May
7th. I hope that you are able to join us!

Brian D. Snyder, CPPO
Facilities Chairperson

We all know support staff controls the pulse rate in the office. In recognition of Support
Staff Day and to show our appreciation for all of their hard work, we have a power lunch
meeting planned. First we will hear from two (2) special guest speakers from NIGP:

- George Nader, CPPO Region 2 Board of Directors, will be discussing “What’s New
with NIGP”
- Maureen McIlvaine Chapter Relations Representative will be discussing “NIGP
Resources Available for Chapters”

Last but not least Lon Keifer a Humorist Health Care Motivational speaker will be presenting "When Generations Collide, Feelings Get Hurt".
http://lonkieffer.com/

Join us in celebrating our support staff at the
Membership meeting.

Carla Tucker
Program Chair
**NIGP Buyer of the Year Award, application deadline is May 1, 2012**
Individual purchasing professionals at all levels of public procurement are encouraged to apply for the **Buyer of the Year** based on significant contributions to the advancement of the purchasing profession and professional development as demonstrated by the criteria outlined in the award entry form. Candidates for the Buyer of the Year Award are selected from nominations submitted by NIGP Chapter affiliates or individuals. Nominees must be actively employed in public procurement. The definition of Buyer is limited to those professional public buyers who have little or no supervisory or management responsibilities in the organization. **Award winners are announced and recognized at the NIGP Annual Forum and notified by mail.** Applications can be obtained at [www.nigp.org/awards](http://www.nigp.org/awards).

**NIGP Manager of the Year Award, application deadline is May 1, 2012**
Individual purchasing professionals at all levels of public procurement are encouraged to apply for the **Manager of the Year** based on significant contributions to the advancement of the purchasing profession and professional development as demonstrated by the criteria outlined in the award entry form. Candidates for the Manager of the Year Award are selected from nominations submitted by NIGP Chapter affiliates or individuals. Nominees must be actively employed in public procurement. The definition of Manager is limited to those public professionals who have supervisory and/or management responsibilities in the organization. **Award winners will be announced and recognized at the NIGP Annual Forum and notified by mail.** Applications can be obtained at [www.nigp.org/awards](http://www.nigp.org/awards).

**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](http://www.mppainc.org), The Stanley D. Zemansky Educational Aid Program.

**Reimbursement for Recertification of CPPO, or CPPB**
In an effort to further promote the objective of the MPPA, at the April 12, 2012 Executive Board Meeting, the request to offer reimbursement for recertification for CPPO or CPPB was approved.

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.

If reimbursement is denied, the member shall be so notified in writing by the Recognition Chairperson as the reason(s) for denial. The Recognition Chairperson shall maintain a record of all member reimbursement requests and shall report such to the Board of Directors.

Information concerning recertification reimbursement will be available on MPPA’s website [www.mppainc.org](http://www.mppainc.org).

**Marsha Turnipseed, CPPB**
**Recognition Chair**
MPPA welcomes the following professional purchasing practitioners who were accepted into membership at the meeting of the MPPA Executive Board on April 12, 2012:

**Linda Croghan**  
Procurement Specialist  
Procurement and Contracts  
Motor Vehicle Administration  
One Orchard Road  
OIR Building – 4th floor  
Glen Burnie, MD 21062  
410-768-7378  
lcroghan1@mdot.state.md.us

**Karen Elsey**  
Procurement Officer  
Procurement Division  
Maryland Transit Administration  
6 Saint Paul Street  
7th floor - Procurement  
Baltimore, MD 21202  
410-767-3591  
kelsey@mta.maryland.gov

**Beverly Hill**  
Director  
Procurement and Statutory Programs  
Maryland Transportation Authority  
2310 Broening Highway  
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Bhill@mdta.state.md.us

**Meshelle Howard**  
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**Lisa Dunlap**  
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lidunlap@mdta.state.md.us

**Darlene Dennis**  
Administrator  
Contracts and Procurement  
Department of Human Resources  
1910 N. Broadway, Room 214  
Baltimore, MD 21213  
443-378-4762  
ddennis2@dhr.state.md.us
Recruiting in 2012

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. I consider all members to be part of the Membership Committee. Please continue to refer any potential new members and questions to me.

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.

Margie J. Gordon, CPPB
Membership Chair
The 2012 Maryland General Assembly session adjourned sine die on Monday, April 9, 2012. The State’s operating budget dominated the session and was passed with only a few hours to spare. However, the accompanying revenue bill and Budget Reconciliation Act (BRFA) were not passed in time. It is not clear if the General Assembly will convene a special session to enact the accompanying legislation and thus, modify the extent of the cuts contained in the budget. If a special session is convened, it is expected that it will be limited to the budget and State revenue and will not extend to any general subject matter issues, such as procurement legislation.

A total of 82 procurement bills were introduced. The majority of the bills failed to pass. The following bills did pass, but will still need to be signed by the Governor to become enacted:

HB 217/SB 315 – Council for the Procurement of Health, Educational and Social Services
HB 425/SB 551 – Required Disclosure – Conflict Minerals Originated in the Democratic Republic of the Congo
HB 440/SB 235 – Investment Activities in Iran
HB 448 – Preferences – Purchasing and Recycling Electronic Products
HB 456/SB 549 – Small Business Reserve Program – Definition of Small Business – Revision
HB 865/SB 659 – Disclosure – Location of the Performance of Services
HB 902 – WSSC – Minority Business Enterprise Utilization Program – Termination Extension
HB 1019/SB 708 – County Boards of Education – Green Product Cleaning Supplies – Written Policies
HB 1196 – Participation in Procurement – Conflict of Interest – Exemption
HB 1370 – Minority Business Participation

To view the complete list and download the details of the bills, go to: http://mlis.state.md.us/2011rs/subjects/procurement.htm.

Additional summary information is also included within the State Government section in the 90 Day Report.

Elizabeth Hirshfield Moss
Public Affairs Chair
Education Training Schedule 2012

All Classes begin at 8:00 A.M. and end at 5:00 P.M.

All Classes will be held at Maryland Aviation Administration
991 Corporate Boulevard Assembly Room A
Linthicum, Maryland 21090

Please note that all course registration and payment is now handled by NIGP online: http://www.nigp.org

Adding Value to Public Procurement
Mon, May 21, 2012 – Mr. Michael Bevis

Developing and Managing RFP’s
Jun 6 - 8, 2012 – Ms. Beth Fleming

Presentation Skills for Public Procurement Official
Jun 18 - 19, 2012 – Mr. Alan Culpeper

Strategic Procurement Planning
Jul 11 - 13, 2012 – Mr. Tony Reed

Contract Administration
Aug 8 - 10, 2012 – Mr. Steve Updike

Alternative Disputes Resolution
Aug 27 - 28, 2012 – Mr. Kenneth Hayslette

We just completed the Intro Class and had 26 people and one person interested but the class was full. I will schedule another Intro class in May or June. All confirmed classes have been posted on MPPA’s website.

For more information visit our website, https://mppainc.org/ under upcoming events or contact Tammy Conrad, MPPA Education Chair, Frederick County Purchasing, 12 E. Church Street, Frederick MD 21701, 301-600-2319 or email at mailto:tconrad@frederickcountymd.gov
Memorial Day, originally called Decoration Day, is a day of remembrance for those who have died in our nation's service. There are many stories as to its actual beginnings, with over two dozen cities and towns laying claim to being the birthplace of Memorial Day. There is also evidence that organized women's groups in the South were decorating graves before the end of the Civil War. While Waterloo N.Y. was officially declared the birthplace of Memorial Day by President Lyndon Johnson in May 1966, it's difficult to prove conclusively the origins of the day. It is more likely that it had many separate beginnings; each of those towns and every planned or spontaneous gathering of people to honor the war dead in the 1860's tapped into the general human need to honor our dead, each contributed honorably to the growing movement that culminated in Gen Logan giving his official proclamation in 1868. It is not important who was the very first, what is important is that Memorial Day was established. Memorial Day is not about division. It is about reconciliation; it is about coming together to honor those who gave their all.

Day is done...Gone the Sun
From the lake...from the hills...from the sky.
   All is well...Safely rest
   God is nigh.

Fading lights...Dims the sight
And a star...Gems the sky...Gleaming bright
From afar...Drawing nigh
Falls the night.

Let every nation know, whether it wishes us well or ill, that we shall pay any price, bear any burden, meet any hardship, support any friend, oppose any foe to assure the survival and the success of liberty. John F. Kennedy
HAPPY CINCO de MAYO!

Cinco de Mayo—or the Fifth of May—commemorates the Mexican army’s 1862 victory over France at the Battle of Puebla during the Franco-Mexican War (1861-1867). A holiday in Mexico, in the United States Cinco de Mayo has evolved into a celebration of Mexican culture and heritage, particularly in areas with large Mexican-American populations. Cinco de Mayo traditions include parades, mariachi music performances and street festivals in cities and towns across Mexico and the United States.

GUACAMOLE

- 3 Haas avocados, halved, seeded and peeled
- 1 lime, juiced
- 1/2 teaspoon kosher salt
- 1/2 teaspoon ground cumin
- 1/2 teaspoon cayenne
- 1/2 medium onion, diced
- 2 Roma tomatoes, seeded and diced
- 1 tablespoon chopped cilantro
- 1 clove garlic, minced

In a large bowl place the scooped avocado pulp and lime juice, toss to coat. Drain, and reserve the lime juice, after all of the avocados have been coated. Using a potato masher add the salt, cumin, and cayenne and mash. Then, fold in the onions, tomatoes, cilantro, and garlic. Add 1 tablespoon of the reserved lime juice. Let sit at room temperature for 1 hour and then serve.

SALSA

- 6 Roma tomatoes, chopped
- 4 garlic cloves, minced
- 2 seeded and minced jalapenos, plus 2 roasted, skinned and chopped jalapenos
- 1 red bell pepper, fine dice
- 1/2 red onion, fine chopped
- 2 dry ancho chiles, seeded, cut into short strips and snipped into pieces
- 1 tablespoon olive oil
- 1 lime, juiced

Chili powder, salt, and pepper, to taste
Fresh scallions, cilantro or parsley, to taste

Directions - In a bowl, combine all ingredients. Place in refrigerator for up to 12 hours for flavor infusion. Serve with tortilla chips.
MPPA 2012
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NIGP 2012 67th Annual Forum & Products Exposition

**Benefits**

*Staying current on industry trends, skills and best practices.*

*Sharing of relevant experiences and best practices among peers.*

*Acquiring information on current products and services available for purchase by the government.*

*Acquiring new ideas and inspiration to share.*

**Volunteer Today**

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**Register Today!**


**Schedule at a Glance**


**Things to do in Seattle**

Who’s in the Spotlight?

In each issue of the Fine Print we will Spotlight a professional that has made an impact on his or her profession.

In this issue of The Fine Print we would like to honor

Bill Hubbard, Lead Buyer
Anne Arundel County Public Schools

Bill has worked in the procurement field for more than 30 years. His experience has been with the Maryland Department of Education, Maryland Port Administration, Equitable Banking, and currently at Anne Arundel County Public Schools. Bill functioned as the lead buyer for a super regional procurement for office supplies. The result of this effort was a contract offering that is priced so competitively that it has saved participating agencies over existing national cooperatives. Some key components that are credited for this savings include, regional logistics between the Maryland, Virginia and Washington DC area, pricing strategy that sets up discounts by catalog category, and regional volume. We expect the value of this procurement to exceed $8 million by year’s end and savings on average can be calculated 12% at that time. This is a significant procurement that challenges the use of national consortiums over regional consortiums. He holds the designation of Certified Public Purchasing Buyer. Memberships include the Maryland Public Purchasing Association and the Association of School Business Officials. He is a strong supporter of the Baltimore Regional Cooperative Purchasing Committee.

Congratulations Bill on a job well done!
With 17 years in retirement, I realize with amazement just how positively things are changing, even in our professional endeavors. Given my "Been there, done that" obsolescence, I opt to recall a time at which I had already been in purchasing some 8 years. It was a time when our office was not air conditioned, before computers, even Selectric typewriters. I had moved from private to public procurement and was adjusting to how the typical requisition was processed. Our university purchased such various products as agricultural, scientific, and even nuclear when we had a cyclotron. Far more diverse than processing the anticipated office supplies and needs of institutions of higher learning.

Just before leaving for his vacation, one buyer put out a bid request for acquisition of some young dogs for the Psychology Department. When the clerk typed the bid request, he had already gone. When the buyer returned, he was surprised to learn upon opening bid replies what happened. He had hastily jotted a supplemental note to be added to the request, calling for the pups to be "Wormed and inoculated", supplementing the request as to breed and age.

The clerk, in attempt to decipher the buyer's note, had typed, "Must be warmed and insulated".

Well, that was at a time before word processing, email, and today's way of doing things. We had not heard of the "Eighty-twenty" rationale for delegating limited responsible purchasing authority. All of this evolved as we adopted automation and managerial techniques. Looking back as a retiree, I'm amazed at how procurement has dramatically improved, aided by procurement seminars, networking and certification, to better respond to our agency needs.

Warm regards to our public purchasing professionals,
Jack
ISM-MD, Inc. has extended an invitation again to MPPA, Inc to join them for an Orioles fundraiser for 2012. There are two price levels this year: the usual lower reserve under the mezzanine, and added this year, lower box seats close to the other section.

**MAY 8, 2012 at 7:05 PM**

**TEXAS RANGERS**

**VS**

**ORIOLES**

**TICKETS: $25.00 & $15.00**

For Tickets go to: [https://www.ismmd.org/](https://www.ismmd.org/)

For additional information please contact:

Ratonya Offer, MPPA, Inc. 410-545-5752 or
Kathy Madary, ISM-MD, Inc. 410-887-3888
Letter From Your Editor

In the months of April, May and June there are holidays designated to say Thank You to many different groups of people: Veterans, Active Military, Administrative Professional, Teachers, Mothers and Fathers. So I remind you to say “Thank You” and to be thankful to have such honorable and dedicated individuals in your lives.

To all of you, for all you do…”Thank You”

Brandi

“God gave you a gift of 86,400 seconds today. Have you used one to say “thank you?”

William Arthur Ward

Future Issue Publication Dates
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November 1, 2012

Deadline for Submittals
June 18, 2012
August 13, 2012
October 15, 2012

Please send all contributions to:

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