Happy Fall Members!

In case you were not able to attend the recent Region II Annual Conference in Ocean City, I’m happy to report it was one of our most successful events ever! Thank you to our Region II Committee Chairs Brandi Naugle and Rose Harrell for their expertise and finesse with event planning. Thank you also to Cheryll Brewton for chairing our Volunteer Committee, and a special thank you to all of our Volunteers. Without all of you and your commitment to service, we could not have done it with such flair! That bonfire was awesome! I would be remiss if I didn’t give a special shout out to our Social Chair Janile Scott, Super Hero extraordinaire!

With the Conference behind us, it’s time to focus on our future. Please consider attending our upcoming November 14th General Membership and Annual Election meeting at Dave and Buster’s Arundel Mills location beginning at 11:30. We will be voting in your new President-elect, Vice-President, Treasurer, Secretary, and two Directors. Bios can be found by clicking on the event link on our website. You must be a member in good standing to vote. Absentee ballots are permissible. For more information check our website.

The transition of eMaryland Marketplace Advantage continues. Be sure to check the www.procurement.maryland.gov website for up-to-date information on progression and training.

As we prepare for the coming holiday season, I wish you and your families health and happiness.

Respectfully,
Donna DiCerbo, CPPO,CPPB
2018 & 2019 MPPA President
MPPA’s membership meeting and 2020 Officer Elections will be held on Thursday, November 14th at Dave and Buster’s, FUNction Room, 7000 Arundel Mills Circle, Hanover, MD, 21076. Networking starts at 11:30 a.m., with buffet lunch service at 12 Noon. Registration cost for members and guests is $25. All members and guests must be registered at MPPA’s website www.mppainc.org. Deadline to register is 2 p.m., Friday, November 8.

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

Brian D. Snyder, CPPO
Facilities Chairperson
Congratulations! Congratulations! (New Position): Congratulations to Ms. Agnes Vadasz on her newly appointed position as Senior Procurement Officer, Manager of Maintenance and Services Contracts, for the Maryland Transportation Authority’s Division of Procurement. And Congratulations to Abby Alam for her new position as supervisor for the construction and A/E Division of the MD transportation authority!

Reminders:
Nomination forms for 2019 Manager of the Year and Buyer of the Year are due by November 30, 2019; and the write-ups/bios for the 2019 Stanley D. Zemansky and Harry H. Baine Distinguished Awards are also due by November 30, 2019.

*Forms can be found on the MPPA website https://www.mppainc.org/insidepages/about.cfm
*All nomination forms are to be forwarded to Ruth Carnes at: rcarnes2@mdta.state.md.us

MPPA offers scholarships for courses and reimbursement for certification exams/recertification fees to help members meet their educational and professional goals. As a MPPA member in Good Standing, the following opportunities may be available for you:

Stanley D. Zemansky Educational Aid Program
MPPA members can apply for available scholarship funds or reimbursement for classes by filling out and submitting a Stanley D. Zemansky Education application. The newly revised Zemansky application as well as information on the scholarship and application requirements are available on MPPA’s website: www.mppainc.org, under Membership; Stanley D. Zemansky Award/Scholarship.

Certification/Recertification Reimbursements
MPPA members can request reimbursement for CPPB/CPPO certification/recertification fees. Reimbursement will be limited to candidates who pay for the certification/recertification fee themselves with no financial support from their employers. Candidates will be reimbursed for the certification/recertification fee only. Upon successfully obtaining the certification/recertification, candidates must submit the application, receipt and proof of certification/recertification to the Recognition Chairperson in order to be considered for reimbursement. The reimbursement form can be downloaded from MPPA’s website: www.mppainc.org, under Membership; Certification Examination Reimbursement.

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

For future Fine Print editions, please 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
Ruth Carnes, CPPB - Chair
rcarnes2@mdta.state.md.us - 410-537-7837
Prepared by Debbie Groat, C.P.M., CPPB, ACG
Coordinator of Cooperative Purchasing
Baltimore Regional Cooperative Purchasing Committee
www.baltometro.org

Tariffs, Trade Disruptions and Cooperative Purchasing
(Excerpts taken from Procurement IQ
http://q02.ibisworld.com/q7AUox09er0Qzh03XoFt008)

We are in some very interesting times with the current global trade issues, coined the Trade War. As procurement professionals, we know how to manage risk, and this seemed like a good time to write about the issue of Tariffs, Trade Disruptions and Cooperative Purchasing.

Early work on international multilateral trade agreements met with success. However, it did not take long for multilateral trade agreements to hit the wall and it wasn’t simply over disagreements regarding trade deficits and agricultural stances. The main stumbling block has been Non-Tariff Barriers (NTBs). These are factors that act as barriers to international trade and include things such as agreement around “licensing, labeling and packaging standards, quality assurance standards, intellectual property rights, government subsidies, nationalized enterprises, labor rights, environmental standards, local content requirements and antidumping laws.” It is the NTBs that “have made it impossible for multilateral trade negotiations to create agreements, rules and norms surrounding these procurement-related trade barriers.” This failure to develop consensus is behind the withdrawal of the United States from the Trans-Pacific Partnership Agreement (TPP) https://en.wikipedia.org/wiki/Trans-Pacific_Partnership.

As a procurement professional, I think leveraging our negotiating power through the withdrawal from the TPP, as a movement in the right direction that will open up more reliability in global procurement activities when these NTBs are resolved. We depend on standardization of all varieties to make our “level playing field” decisions in specifications and awards. Grade A should mean the same thing throughout the world if we are to easily perform a sound government procurement and reliably compare results. Our country is using the tariff tool to force this issue.

Tariffs have presented some procurement problems for government and suppliers alike. Multi-year, fixed price contracts depend on a more stable market, especially if they do not contain realistic escalation clauses in light of our more extreme tariff environment. As we scramble for solutions, here are some of the options shared by Procurement IQ in the referenced article:

1. Share the tariff burden with suppliers;
2. Diversify origins of materials from non-tariff countries;
3. Buy ahead of time;
4. Reveal your purchase intentions with your suppliers early so they can plan better;
5. Consider substitutes; and
6. All elements of cooperative purchasing will work in your favor in these tariff volatile times. Secure strong long-term contracts that lock in rates for your vital supplies. Use regular meetings with key contractors to develop better communication around their supply and your demands. Volume will speak louder with suppliers and are achieved with cooperative contracting.

In summary, you are in the position to take control of the effects of this Trade War. Cooperative purchasing through aggregating value to the supply chain is one of the best ways identified to do that. Not just because I’m your Cooperative Purchasing Chair but because it leverages your purchasing and negotiating power. There are willing participants out there waiting for the opportunity to work with you. Contact me if you need help building cooperative procurement partners.

http://mppainc.org
Membership

David Jones, Chief Financial Officer
Workers' Compensation Commission

Christine Herman, Procurement Officer
Workers' Compensation Commission

Dana Dembrow, Director of Procurement
Dept. of Health and Mental Hygiene

Cheryl Howard-Bond, Procurement Officer I
Dept. of General Services

Carrie Dulski, Associate Buyer
Carroll County Purchasing

Tina Rucker, Buyer
Carroll County 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!
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://mppainc.org/insidepages/filearchive/

Pam Jones, Chair
Program Committee

Take advantage of the MPPA website:

www.mppainc.org

*Renew your membership
*Update you profile
*Access documents and presentations
*View the Fine Print
*View Pictures
*Current Job Opportunities

And many, many more areas of interest!
The More Than Pink Walk 2019 was a success. This year my daughter and daughter-in-law walked. It was fun screaming them on and screaming for them when they returned to the Start/Finish Line.

Pictures will be posted on the website.

November 20th at the Havre de Grace Boys and Girls Club, the We Cancerve Movement will be hosting a Breakfast Bags stuffing party. If anyone is in that area, please feel free to stop by.

As we head into a new year, be on the lookout for the Bowl Painting event, the Empty Bowl fundraiser in Timonium, the Promise Ride in Davidsonville Park, and the More Than Pink Walk 2020. I may throw a few others in there, but I can’t do this without you. Let 2020 be the year you do something out of the ordinary.

From the Social Committee

We wish are wishing you “Happy Holidays”

Social Chair – Janile A. Scott

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 @ JAScott@wmata.com.
Your shout out will be shared with your fellow Members! We are family and we would love to hear it!
Thank You

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 ibadd@msn.com.

For an idea of the kind of information needed please see the scope of responsibilities for the Historical committee or check the MPPA website: 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.
• Honorific 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.

LET'S GET HISTORICAL:

In which year(s) did MPPA receive the NIGP’s Chapter of the Year Award?
**Chapter Member Sites**

City of Annapolis  
www.ci.annapolis.md.us

City of Baltimore, Bureau of Purchases  
www.ci.baltimore.md.us

Anne Arundel County Purchasing  
www.aacounty.org

Baltimore County Purchasing Office  
www.baltimorecounty.md.gov

City of Frederick, Maryland  
www.cityoffrederick.com

Frederick County Government  
www.co.frederick.md.us

Harford County Purchasing  
www.co.ha.md.us

Howard County  
www.co.ho.md.us

Montgomery County  
www.montgomerycountymd.gov

Towson University Procurement  
www.towson.edu

University of Maryland, College Park, Procurement & Supply  
www.purchase.umd.edu

Carroll Community College  
www.carrolltraining.com

Washington County  
www.washco-md.net

Maryland Department of Transportation  
www.mdot.state.md.us

Frederick Community College  
www.frederick.edu

Columbia Association  
www.columbiaassociation.org

**NIGP-related Sites**

National Institute of Governmental Purchasing (NIGP)  
www.nigp.org

Pennsylvania Public Purchasing Association  
www.pappaing.org

The Delaware Public Purchasing Association, Inc.  
www.state.de.us

The Metropolitan Washington Chapter - NIGP  
www.nigpmwc.org

Northern New Jersey Chapter of NIGP  
www.nnjigp.org

Southern New Jersey Chapter of NIGP  
www.sjnigp.org

**Federal Government Sites**

United States Department of Homeland Security  
www.dhs.gov

United States Postal Service Zip Code Directory  
www.usps.com

Consumer Price Indexes (U.S. Department of Labor)  
www.bls.gov

**Other Sites of Interest**

Cooperative Purchasing Organization  
www.baltometro.org

eMaryland Marketplace  
emaryland.buyspeed.com

Washington Suburban Sanitation Commission  
www.wssc.dst.md.us

Better Business Bureau  
www.bbb.org

Dun & Bradstreet  
www.dnb.com

National Association of State Procurement Officials (NASPO)  
www.naspo.org

National Contract Management Association (NCMA)  
www.ncmahq.org

National Association of Counties (NACo)  
www.naco.org

Institute for Supply Management (ISM)  
www.ism.ws

National Procurement Institute (NPI)  
www.npiconnection.org

Maryland General Assembly  
mgaleg.maryland.gov

State Government - Procurement (P2) Legislation by Session  
Universal Public Procurement Certification Council (UPPCC)  
www.uppcc.org

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Sourcing the Public Sector  
March 16-18, 2020  
Salisbury, MD  
Contract Administration  
April 8-10, 2020  
Frederick, MD

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

What classes would you like to be presented?  
Send your suggestions/requirements. Please send interest to the Education Chair a minimum of six months prior to class target date.  
info@mppainc.org

REMINDER! CHECK OUT THE NIGP WEBINARS, FREE TO MEMBERS!  
https://www.nigp.org/home/your-learning-journey/education/webinars

Do you need more procurement resources? Go to the NIGP Website and click on the “Find Procurement Resources” to access a vast library to give you the tools you need to support and manage your agency.  
http://www.nigp.org/home/find-procurement-resources

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

Education Chair  
Tamara Roberts, CPPB

NIGP’s courses provide the essential framework for you to better understand and master the world of public procurement and your path to certification. For many, professional certification is a pinnacle achievement that reflects superior knowledge, experience and status as a public procurement professional. Whatever your motivation for certification, NIGP provides courses with the knowledge and the qualifying credits you need. – NIGP website
https://www.mppainc.org/insidepages/jobs/

Contract M
Washington Metropolitan Area Transit Authority

Procurement Officer II
DGS Procurement & Logistics Division

Purchasing Agent II
Baltimore County Public Schools

Director of Purchasing
Baltimore City Community College

To post job opportunities, please email your request to:

INFO@MPPAINC.ORG
Values & Guiding Principles of Public Procurement

VALUES

We depend on values to construct the frameworks of our professional lives. They:

- Are enduring beliefs or ideals shared by public procurement and our stakeholders about what is and what is not good or appropriate in our actions.
- Exert major influence on the behavior of an individual
- Serve as broad guidelines
- Influence how we make choices, what choices we make, and how we are to be judged on our actions by the stakeholders.

GUIDING PRINCIPLES

Guiding Principles establish the fundamental norms, rules, or ethics that represent what is desirable (values) and affirmative for our profession and help us determine the rightfulness or wrongfulness of our actions. Principles are more explicit than values, and are meant to govern action.
Christmas Salad

Ingredients
1 broccoli, chopped into florets
1 cauliflower, chopped into florets
1 red onion, thinly sliced
2 cups cherry tomatoes, halved
1. Add veggies into a salad bowl.
2. In another bowl, whisk together mayonnaise, sour cream and sugar. Pour over veggies and toss together.
3. Chill in the fridge one hour before serving.

dressing
1 cup mayonnaise
1/2 cup sour cream
1 tbsp sugar

Holiday Punch

Ingredients
64 oz 100% Cranberry juice
2-liter Diet Sprite Zero
1 cup Cranberries optional
2 limes
ice

Directions
Pour cranberry juice and sprite into punch bowl. Then chop cranberries and slice limes. Add fruit to punch. Cover and chill. Add ice when ready to serve.

https://recipes.sparkpeople.com/
Letter From the Editor

MPPA! PROCUREMENT WITH INTEGRITY! Great job Maryland on a conference well done! Thank you to everyone involved, from our volunteers, to our vendors, and let’s not forget our Area II families in DC, Delaware, Pennsylvania and Virginia, each and every one of you made this conference the GREAT experience that is was! So, Thank you, Thank you, THANK YOU! This will definitely be one to remember!

November is election month for MPPA so be sure to cast you ballot! We have a number of people on the ballot this year that are ready to step up and help lead this organization into another GREAT year! So, VOTE, VOTE, VOTE! Hope to see you at the November 14 meeting.

As we close 2019 for MPPA, let’s not lose sight of all the wonderful things we did this year as a TEAM. We hosted another GREAT Day of FREE Training, held membership meetings with record attendance, had very informative speakers throughout the year on a number of topics on a number of occasions, updated our bylaws, provided funding for a number of members for educational purposes to our profession, showed GREAT representation at the Annual NIGP Forum in Austin Texas, Created a task team to tackle promoting procurement for students, Represented, with GREAT presence, Maryland, by hosting the Annual Area II Conference in Ocean City MD. Way to Go MPPA! What a great TEAM effort! What a FAMILY!

I would like to wish my MPPA Family a Very Happy Thanksgiving and the Very Merriest of Christmas!

Respectfully,
Brandi Naugle
2018 & 2019 MPPA Vice President

Christmas can't be bought from a store . . . Maybe Christmas means a little bit more.
Dr. Seuss

Future Issue Publication Dates
January 1, 2020
March 1, 2020
May 1, 2020

Deadline for Submittals
December 23, 2019
February 25, 2020
April 24, 2020

Please send all contributions to:
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Merry Christmas
& A Happy New Year