



High Notes

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Issue I, Year 2005

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S Letter from the President

Tim Wellmann, CPPB

Twellmann@ci.arvada.co.us

Greetings everyone!

It is an honor to have been selected to serve as President of RMGPA for 2005.

The 2005 board of director's team is committed to helping you achieve your professional development goals and support your endeavors in the field of public procurement. If you have any questions or would like to share some new and innovative ideas we would love to hear from you!

I would like to welcome the following new Board Members:

- ❖ Vice President: Dirk Banks, CPPO, CPPB, Northern Water Conservancy District
- ❖ Treasurer: Lynn Baca, Adams County
- ❖ Secretary: Linda Trimble, CPPO, CPPB, City of Wheatridge
- ❖ Membership: Terri Kindsfather, CPPB, CPIM, City of Lakewood
- ❖ Public Relations: Victoria Weskamp, CPPB, Jeffco Public Schools
- ❖ Western Slope: Julie Hendricks, CPPB, City of Grand Junction

The board is focused on issues relative to the success and betterment of our membership. We will continue to provide our time and effort in helping make our organization become efficient, effective and informative. To the 2005 board members, I give my heartfelt thanks and appreciation. They are all working diligently, trying to seek balance with their own workload and with the added responsibilities associated with taking care of RMGPA business.

With the development of last year's strategic plan the board has been very busy this year and has a challenging year ahead. One result will be the release of the new RMGPA website (rmgpa.org). The board is currently testing the system and its back-end functionality. We apologize for the delay and any inconvenience to our membership but hopeful you will be pleased with the end results. In accordance to the strategic plan, the board is also working on establishing goals. A sampling of these includes:

- ❖ Launch RMGPA Rewards Program
- ❖ Apply for Chapter Showcase recognition at the 2005 NIGP Forum
- ❖ Develop comprehensive documents for the reporting of treasury
- ❖ Research electronic voting systems for chapter elections

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Continued.....

- ❖ Enhance the Reverse Vendor Tradeshow Program (based upon a variety of surveys)
- ❖ Train the membership on the use of the new website
- ❖ Expand membership; contact agencies within our region that are not involved with RMGPA
- ❖ Develop and facilitate a committee to research Chapter successes to apply for Chapter of the Year 2006

With these challenges will come rewards for the organization and its members.

There are many exciting events for members to look forward to this year. RMGPA has a new line-up of professional development courses with the implementation of NIGP's LEAP curriculum. The Summer Conference will be held on June 2 & 3 at the historic Hotel Colorado in Glenwood Springs. This year's NIGP Forum, July 30 - August 3, will be a celebration of the Forum's 60th Anniversary. Join your RMGPA friends to "*Celebrate the Magic of 60 Years*" in Anaheim, California at the Hilton Anaheim and the Anaheim Convention Center. Be sure to register before April 30, 2005 to take advantage of early registration discounts.

RMGPA can be proud of the dedicated service our members provide by volunteering to serve on the board, various committees, attending conferences and participating in the annual Reverse Vendor Trade Show.

Hats off to all of you!

S Achievements through February 2005



New Certifications

Michelle Connolly, CPPB
Jefferson County

Traci Burnett, CPPO
Thompson School District

Recertifications

Colorado
Sandra Schmitzer, CPPO, C.P.M.
Jefferson County Public Schools

Dual Certifications

John Stephen, CPPO, CPPB
City of Fort Collins



CONGRATULATIONS

Reverse Vendor Trade Show (RVTS) Survey – March 2005

In an effort to continue to improve the RVTS experience, the Program Committee attempted to solicit some basic survey data from the "Key Contact" individuals for each RMGPA member agency (nearly 100). The survey focused primarily on the overall level of support for the RVTS event.

The RVTS is a variation on the trade show concept that was introduced to RMGPA for the first time in December of 2003. As a revenue-generating event that has proven successful for a number of other NIGP Chapters, the RMGPA effort invited vendors into one location where their representatives could, for a fee, meet purchasing professionals from a variety of RMGPA agencies.

The resulting revenue (over \$34,000 net was made from the two RVTS, as an example) is then applied to the variety of member-oriented programs and services hosted by the RMGPA Chapter. This contributes to such things as lower conference and educational program fees, access to high quality (often more expensive) speakers, web site development, and other chapter-related enhancements. These clearly benefit all RMGPA members.

Additionally, agencies that participate in the Trade Show have been able to further enhance their vendor/bidder lists. In some actual situations, agencies have reported that they've realized a tangible savings on subsequent solicitation efforts, as a result of new and expanded vendor competition.

The RMGPA Trade Show, however, has been supported by only about 30% of the total member agencies. Most of these participated in both of the two RVTS events. This more limited level of agency participation does not coincide with the size and diversity of the RMGPA member base, nor does it provide vendors and their representatives with the exposure they might expect from the RVTS.

The survey results have been summarized, though unfortunately, more than 60% of the RMGPA agencies chose not to respond. From those that did submit surveys, we know that:

- 35% said they could not commit to RVTS in 2005 (participation was dependent upon a variety of factors, such as location, workload, staff willingness, not being part of a 2-day conference, etc.).
- 63% supported a trade show the day before or in conjunction with a regular RMGPA Conference.
- The preference for a half or full day RVTS event was a near tie, with the half-day format edging ahead.
- Support for having to raise RMGPA participation fees, if RVTS events were not held, was an even tighter dead heat (52% for /48% against).
- 66% endorsed the concept of higher fees for agencies that didn't support or participate in RVTS.

The Program Committee is appreciative of those agency contacts that took the time to participate in this survey effort.

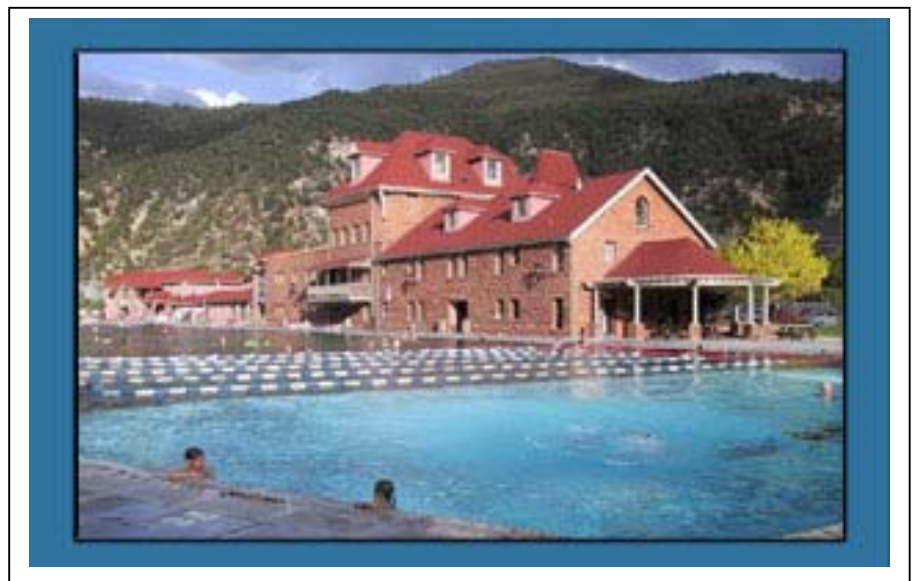
These survey findings present some significant challenges for the RMGPA organization. The Program Committee will be reviewing the survey details and comments in subsequent meetings in an effort to try to formulate some kind of effective strategy that membership will support.

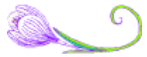
If you have some creative ideas about the RVTS effort, or would like to volunteer your energies toward the continuation of the event, please contact Cindy Joy, CPPB, Jefferson Country Schools, 2005 Program Committee Chair (303.982.6757 / cjoy@jeffco.k12.co.us).

Submitted by Pete Toth, CPPB
City of Arvada

Summer conference information: June 2, 3, 2005, Glenwoods Springs, Hotel Colorado
Speakers will be:

- 1) Brian Long, Megatrends for Internet Purchasing and (break out) Fifteen Point Program for Promoting the Purchasing Function
- 2) Michael Stopnick, RMGPA web page
- 3) Rick Grimm, NIGP web page
- 4) Bid Net, Rocky Mountain E-Procurement
- 5) Friday morning subject: motivational





Happy Spring Everyone!

I am honored to serve as your 2005 RMGPA Treasurer. Thank you for this great opportunity. We have a busy year, so let's get started!

EXTRA! EXTRA! READ ALL ABOUT IT! – An article from the Treasurer? At the Spring Conference I committed to submitting an article in each of the newsletters. It is a great way to reach the entire membership regarding the financial activities of our association.

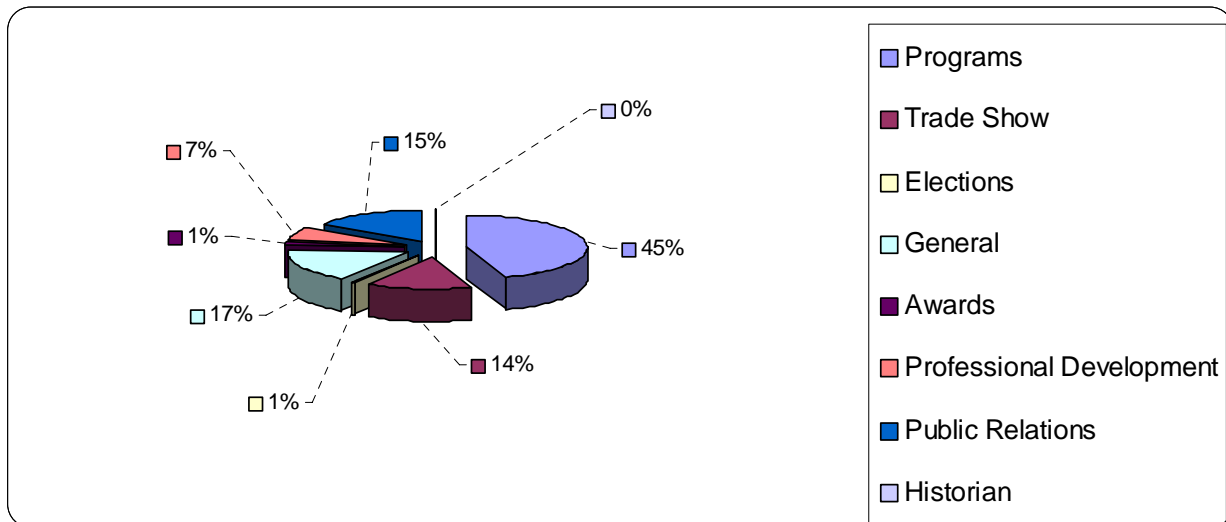
GET READY to GO to our new website. The “launch” will be in time for you to **register and pay on-line** for the 2005 Summer Conference in Glenwood Springs or to register for one of the many classes that are being offered this year! There are many new features, so please watch for upcoming information.

SLICING THE PIE – Included in this issue of High Notes is a pie chart summarizing our 2004 expenditures.

In January, the Board reviewed the 2004 year end financial reports. One of my goals this year is to standardize our Chapter financial reporting. First, I will be documenting our financial processes; this is critical, since we will have the ability to pay for membership dues, conferences and classes online.

We have an exciting year planned, so please join us at the Summer Conference. See you in Glenwood Springs, June 2nd and 3rd!

Lynn Baca



2004- Net Expenditures (overview)	
Programs	\$19,544.50
Trade Show	\$ 6,214.39
Elections	\$ 235.87
General	\$ 7,468.88
Awards	\$ 546.67
Professional Development	\$ 3,002.24
Public Relations	\$ 6,675.40
Historian	\$ 54.18
Total	\$43,742.13

- Impacts**
- Scholarships
 - Lower Registration Fees
 - Meals provided
 - Quality Speakers
 - NIGP Fees
 - Initial Website Fee
 - Certification Assistance

For those of you who are new to RMGPA, every year nominations are submitted for Professional Purchasing Buyer and Manager of the year. Nominations are submitted based on an individual's experience, achievements and dedicated professional attitude. Once all nominations are received, applications are sent to nominees to be completed and returned for evaluation by the Awards Committee. The criteria that are evaluated are:

- Contributions to the Purchasing profession
- Contributions to the entity he or she serves
- Contributions to Chapters
- Professional Certification
- Contributions to NIGP

2004 MANAGER OF THE YEAR
Renee Wersch, CPPO



Renee Wersch, CPPO, has contributed importantly to the Purchasing profession. She was the Past President of RMGPA and served on the CPPO Oral Exam Board. Renee holds a Bachelor of Arts in Business Administration and a Paralegal certificate, which has been invaluable in the legal aspects of contract development & administration. Renee's peers respect her advice, knowledge, common sense and wisdom. They also say that she is never too busy to listen to an individual's problems and give constructive advice.

CONGRATULATIONS RENEE!

2004 BUYER OF THE YEAR
Danielle Hinz, CPM



Danielle Hinz, CPM, has also contributed significantly to the Purchasing profession. She is currently serving as the 2nd Vice President of the Rocky Mountain Region for the National Association of Educational Buyers (NAEB). She has been involved in RMGPA since 1996. She served on the Programs Committee for 3 years. Danielle's Director indicated that one could not ask for a better colleague and that Danielle is a great leader in the purchasing profession. Danielle has a Bachelor's Degree and is currently working on her Masters Degree in Public Administration at CU - Denver.

CONGRATULATIONS DANIELLE!

The Awards Committee would also like to thank all the nominees who submitted applications. Your time and effort was greatly appreciated.



May 30 - Memorial Day



Procurement Card Survey Summary

A survey was originally sent out in October of 2004 to gather information on credit card rebates from the Municipal Assembly of Purchasing Officials (MAPO) group. In December of 2004, Rocky Mountain Governmental Purchasing Association (RMGPA) held a breakout session covering the topic of credit cards. A decision was made to not release information gathered through the original survey in the anticipation of receiving a wider variety of responses.

At the winter conference another recommendation was made to distribute the survey via email to all RMGPA members.

By the end of February 2005, 27 agencies had responded to the survey. The following is a summary of the responses:

1) *How long has your agency had a procurement card program?*
Average of 5 years

2) *Which card does your agency use?*
Visa 10
MasterCard 17

3) *How much is charged annually by your organization?*
Average 10.7 million annually

4) *What bank issues your card?*

LaSalle National	1
Commerce Bank	1
Wells Fargo	9
UMB	1
Chase Manhattan	1
Bank One	9
US Bank	4
National City	1

5) *Does your bank charge transaction fees?*

None	19
\$5 - \$10 per card charge	2
\$75 monthly maintenance fee	2
\$25 monthly fee	2
\$200 monthly fee	1
\$15 per card annually	1

6) *Do you receive an annual rebate?*

No	17
Yes	.10 % 4
	.20% 2
	.30% 4

Survey prepared by: Barbara Ruley, CPPB
Article submitted by: Terri Kindsfather, CPIM, CPPB
City of Lakewood



What would you rather be doing than going to your next meeting?

Well, if you're like most folks in a recent survey, it could be just about anything. Here's what employees said they'd rather do than attend another meeting:



- 54% - mow the lawn
- 41% - wash the kitchen floor
- 26% - research car insurance rates
- 25% - go to the dentist, and
- 23% - read the phone book.

Meetings did beat out two categories: scrubbing the john and helping the kids with their algebra homework.

Source: *Communications Bulletin for Managers and Supervisors*, January 25, 2005



QUESTIONS? SUGGESTIONS? CONTACT US!

RMGPA BOARD OF DIRECTORS

POSITION	OFFICER	AGENCY	PHONE
President	Tim Wellmann, CPPB	City of Arvada, Colorado	(720) 898-7094
Vice President	Dirk Banks, CPPO, CPPB	Northern Colorado Water Conservancy Dist.	(970) 667-2437
Secretary	Linda Trimble, CPPO	City of Wheat Ridge, CO	(303) 235-2811
Treasurer	Lynn Baca	Adams County, Colorado	(303) 654-6049
Past President	John Stephen, CPPO, CPPB	City of Fort Collins, Colorado	(970) 221-6777

STANDING COMMITTEES

POSITION	CHAIRPERSON	AGENCY	PHONE
Awards	Mary Kirschmer, CPPB	Douglas County Schools, Castle Rock, CO	(303) 387-0396
Education	Nancy Trontell, CPPB	Colorado Lottery, Pueblo, CO	(719) 546-5211
Elections	Linda Meserve, CPPB	Colorado State University, Ft. Collins, CO	(970) 491-6611
Historian	Susan White, CPM	City of Thornton, CO	(303) 538-7588
Legislative	Liz Estrada, CPPB	Adams County, Brighton, CO	(303) 654-6052
Membership	Terri Kindsfather, CPIM, CPPB	City of Lakewood, CO	(303) 987-7673
Newsletter	Fran Mueller, CPPO	Jefferson County, Golden, CO	(303) 271-8589
Programs	Cindy Joy, CPPB	Jeffco Public Schools, Golden, CO	(303) 982-6757
Public Relations	Victoria Weskamp, CPPB	Jeffco Public Schools, Golden, CO	(303) 982-6763
State/Local	Susanna Lienhard	Colo Divn of Local Government, Denver, CO	(303) 866-3005
West Slope	Julie Hendricks, CPPB	City of Grand Junction, CO	(970) 244-1484

Website: www.frii.com/~rmgpa