



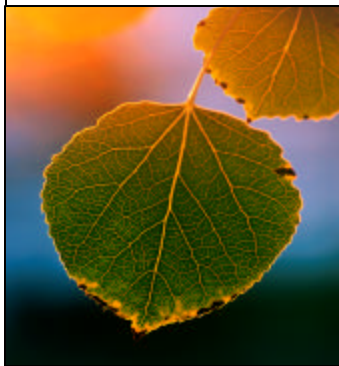
# The Rocky Mountain Governmental Purchasing Association

## Rocky Mountain High Notes

SEP-OCT, 2010

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**Remaining 2010 Newsletter Article Deadlines:**  
**December 13**  
 Questions about the newsletter? Comments? Contact the editor at [msieben@jeffco.us](mailto:msieben@jeffco.us)

## Letter from the President

Submitted by Danielle Hinz, CPPO, C.P.M.



**I**t is so hard to believe that fall is already upon us! And as much as I hate to see the summer go, the changing colors, crisp air, and kids' excitement for Halloween are hard to resist. We had another wonderful Reverse Vendor Trade Show in Loveland, and the Fall Conference was a great day of learning, sharing, and networking! A BIG thank you goes to the Chapter Enhancement and Programs Committees for those two days!

The Board has continued their efforts to find new and improved ways to provide value to all RMGPA members. The Business Advisory Community unveiled their logo, mission, and vision at the RVTS. Jerel Nielsen, RMGPA Vice President, hosted three Fort Collins High School students at the RVTS. They seemed genuinely interested in learning more about what we do as procurement professionals. The Marketing Committee is introducing an updated version of the RMGPA logo, and you should start seeing that in a variety of places. The Board is considering adding a new award to our repertoire – Volunteer of the Year. The Professional Development Committee has just been able to confirm our final course offering for 2010, which makes the third year running with NO cancelled courses!

Our Historian is trying to create one list of all prior award recipients, so if you know of anyone who was honored with Buyer of the Year, Manager of the Year, or the Distinguished Service Award, please send the name and year awarded to Linda Trimble.

**And, it is that time of year to start thinking about who will lead our organization next!** The Elections Committee is now accepting nominations for officers for 2011. Our current Treasurer and Secretary have both decided that this will be their final year in those positions, so we need good folks to be nominated for those positions as well as Vice President! In my few years on the Board, I am continually awed by the dedication folks have to our wonderful organization – the breadth and depth of collective experience, and the sheer willingness to share that with anyone who ends up in striking distance always astounds me. Please consider sharing your time, skills, and love for our profession at a higher level by volunteering! And, if you have questions about the commitment or expectations, please feel free to contact me.

In case you haven't heard, there are three ballot measures that will be decided on November 2<sup>nd</sup> that stand to have a huge impact on all of government – **Amendments 60, 61, and Proposition 101**. There is more information in this newsletter on these. Please get educated on these important measures and share this knowledge with your friends and neighbors. It is important to have an educated electorate, and you can help with that!

Enjoy autumn, and I hope to hear from you soon!  
 ~ Danielle

## November Ballot Issues: Amendments 60 and 61 and Proposition 101

If passed by voters, these three measures will result in the repeal of voter approved decisions made by local communities, an inability to finance large scale public projects, and a significant reduction in governmental services. The following is a brief, bulleted list of the key components of each measure. If approved by voters, all three measures will take effect on January 1, 2011. Colorado Counties, Inc., Colorado Municipal League, Special District Association of Colorado and the Colorado Association of School Boards **OPPOSE** Amendments 60 and 61 and Proposition 101.

2010 Ballot Initiative	Ballot Provisions	Potential Impacts
Amendment 60	<ul style="list-style-type: none"> <li>Allows those owning real property the right to vote on property tax questions</li> <li>Cancels all voter approved property tax TABOR over-rides (aka de-brucings)</li> <li>Limits future property tax TABOR over-ride questions to 4 years</li> <li>Limits future property tax increase questions to 10 years</li> <li>Enterprises and authorities must pay property taxes and taxing districts must lower their rates</li> <li>Allows citizens in all taxing districts the right to initiate property tax decreases</li> <li>Cuts school district mill levies in half and requires state backfill</li> </ul>	<ul style="list-style-type: none"> <li><b>NON</b> residents can vote on community questions, including out of state property owners</li> <li>Local voter decisions are undone (e.g. de-brucings)</li> <li>Local voter decision making power is restricted</li> <li>Federal income tax liability may be increased because of fee increases; some local taxes are deductible, but fees are not</li> <li>Budget and financing decisions can be jeopardized by special interests</li> <li>Opportunity for state interference in K-12 education is increased because of larger state backfill</li> </ul>
Amendment 61	<ul style="list-style-type: none"> <li>Redefines government debt to include certificates of participation, lease-purchase agreements, loans and other forms of financing and borrowing</li> <li>Local governments must seek voter approval for all forms of debt</li> <li>Prohibits state debt</li> <li>Limits the amount of local government debt beyond existing restrictions</li> <li>Requires current debt to be paid</li> <li>After debt repayment, tax rates must decline by equal amount – whether debt was repaid by tax dollars or other revenues.</li> </ul>	<ul style="list-style-type: none"> <li>Allows only more expensive methods and forms of financing capital construction</li> <li>Eliminates many opportunities to utilize state and federal financial assistance</li> <li>Takes away decision making power of Colorado voters to finance state infrastructure improvements</li> <li>Converts <b>existing</b> flexible financing mechanisms (e.g. lease purchases) into mandatory debt</li> <li>Causes retirement of some <b>existing</b> debt to create revenue shortfalls</li> </ul>
Proposition 101	<ul style="list-style-type: none"> <li>Allows only more expensive methods and forms of financing capital construction</li> <li>Eliminates many opportunities to utilize state and federal financial assistance</li> <li>Takes away decision making power of Colorado voters to finance state infrastructure improvements</li> <li>Converts <b>existing</b> flexible financing mechanisms (e.g. lease purchases) into mandatory debt</li> <li>Causes retirement of some <b>existing</b> debt to create revenue shortfalls</li> </ul>	<ul style="list-style-type: none"> <li>Reg. fee reductions cause a \$390 million loss to transportation and road and bridge funding</li> <li>When fully implemented, SO tax reductions cause a \$900 million loss to counties, cities, school districts and special districts</li> <li>Locally-determined sales tax policies arbitrarily undermined by a statewide vote</li> <li>Telecom tax reductions cause a \$377 million loss to state and local budgets</li> <li>Allows for no further improvement to or inflation adjustments for emergency response systems</li> <li>When fully implemented, income tax reductions cause a \$1.3 billion loss to the state</li> </ul>

# 65th Annual NIGP Forum Award Winners

As you may already know, RMGPA did not win the Large Chapter of the Year award this year. But that does not mean we are not winners! And among us were some very notable achievements:



Keith Ashby, CPPO, Arapahoe County being presented the NIGP **Spirit Award** for his "Spirit of Teaching." Keith has been a master instructor for NIGP for the last decade, and a workshop presenter at several Forums.

## Outstanding Agency Accreditation Achievement Award

– Douglas County School District, CO

## Achievement for Excellence in Procurement Award

- Arapahoe County
- Poudre School District R-1

## Fully Certified Agencies

- City of Durango - *Sterling Agency Award*
- City of Fort Collins
- City of Longmont
- El Paso County
- Larimer County



Karen Herman and Diana Wilson, City of Durango, accepting the Sterling Award from Ann Peshoff, UPPCC Director

## Sterling Agency Awards

An agency must submit an application and receive Agency Certification Award recognition from the UPPCC for three consecutive years to be eligible for the Sterling Agency Award.



NIGP President [Kenneth B. Koester](#) with RMGPA President Danielle Hinz at the Special Recognition Luncheon

The NIGP Annual Forum and Products Exposition is the largest North American conference exclusively for individuals in Public Procurement.



# 65th Annual NIGP Forum

Several RMGPA board members attended the 2010 NIGP Forum and here are some of their observations and key “takeaways”:

## **RMGPA President Danielle Hinz:**

The hot topics at Forum this year were in two areas: spend analysis and consortium contracts. Several of the workshops highlighted these topics, and various consortia were represented at the trade show. There are so many tools available to help make us more efficient - the trick is to find what works for your organization. The networking and information sharing seems to be the greatest value to these conferences. A big conversation point is how folks are ensuring compliance to the variety of federal grant dollars that are flowing to the local governments. The outcome of these conversations was generally that no one really knows! The terms and requirements of grants are very specific to the agency and type of award, so the advice was to check with the awarding agency to be sure.

On a chapter level, I learned that RMGPA ROCKS! We are a leader in many areas - membership dues are low; revenues from the trade show are steady; our classes and conferences offer huge value to members; we have a very interactive website; and the list goes on... Of course, this doesn't mean that we don't have room for improvement! NIGP offered a chapter leadership track at this year's Forum, and those sessions were invaluable for getting ideas of how to bring more value to membership. Jerel (Nielsen) and I both attended a session on recruiting volunteers. The speaker focused on how to attract volunteers from the various generations. One important "takeaway" from this session was that the Board will need to focus on creating more "episodic," or short-term, volunteer opportunities to cater to our busy lifestyles and the interests of our younger generations. Very interesting information, so watch out... you may be recruited in a way you never have before!

## ***RMGPA Vice President Jerel Nielsen:***

*I was very impressed by depth of knowledge and educational opportunities at Forum! I particularly enjoyed the workshop session, "Looking for Benchmarks." The benchmark ratios shared will provide an objective standard by which to measure my agency's performance in comparison to other similar agencies. Many of the educational opportunities at Forum were not only found in workshops but also in the hallways and hotel lobbies as hundreds of procurement professionals from around the country informally networked, sharing ways in which they are overcoming significant obstacles in continuing to provide their respective agencies with outstanding professional services. My discussions with folks from Florida, Pennsylvania, New York, Arizona and Oregon provided with me fresh perspective and insight into our profession.*

## **RMGPA Past President Terri Kindsfather:**

It is such a privilege to attend the NIGP Forum on behalf of the members of RMGPA. The vast number of workshops, keynote speakers, and networking events provides perfect opportunities to share knowledge and makes the Forum one of the most important conferences for those of us in Public Purchasing.

My key takeaways: 1) Local preference has received much attention and for many agencies remains a hot topic of discussion. Defining “Local Preference” is the key to the successful use of this concept. “Regional Preference” would be a more correct and useable definition. (i.e. the Front Range, the Denver Metro area, Colorado)

2) As we do more with less people and less funding, the concept of “Centralized Control-Decentralized Execution” retains the importance of Purchasing/Contract Administration in the areas of compliance, competition, use of cooperative agreements and the administration of purchases.

3) RMGPA members and agencies are some of the most progressive in NIGP. We won so many awards!

# 65th Annual NIGP Forum Photo Gallery



# 2010 Fall Conference Photo Gallery



# Education & Professional Development Report

Submitted by Kristen Spicola, Education & Professional Development Committee Chair

## 2010 COURSE SCHEDULE

Friday, October 8	<b>Disputes: What's a Buyer To Do</b>	City of Durango
November 4 – 5	<b>Risk Management in Public Contracting</b>	Dept of Personnel - Denver

### The Pro D Committee Wants Your Feedback!

Please check your email inbox for the 2011 Pro D Course Survey that was sent out in late September. This survey will help us to build the 2011 course calendar.



There are still scholarships available through RMGPA to attend our Professional Development courses. Visit RMGPA's website to download your application.

**Jamaica Watts** of Garfield County WON a \$335.00 registration at the Summer Conference and chose to attend the November Risk Management in Public Contracting course in Denver.

**Susan Wheeler** of Montrose County was awarded a \$425.00 scholarship to also attend the November Risk Management in Public Contracting course in Denver.

**Karen Herman** of City of Durango was awarded a \$150.00 scholarship to attend the Disputes course in Durango in October.

## Business Advisory Community Announcement

Submitted by Terri Kindsfather, CPPB, C.P.I.M., Past President



Pete Toth, City of Arvada, and Terri Kindsfather, City of Lakewood, unveiled the new logo, vision and mission statements of the fledgling Business Advisory Community (BAC) at the 2010 Reverse Vendor Trade Show luncheon. The conceptual idea of this group was announced during the 2009 RVTS and after a full year of meeting with the five charter members of the core council, the BAC is on it's way to providing the vehicle for communication and interaction between the business community and the members/agencies of RMGPA.

### *Vision*

*Enhance the value of public procurement by fostering a partnership of involvement, action and innovation that positively impacts the business and governmental purchasing communities.*

### *Mission*

*Develop and grow a Community of business leaders to share information and expertise in support of public procurement and the Rocky Mountain Governmental Purchasing Association.*

# The Future Faces of Public Procurement

## Sharing Our World with Students

Submitted by Jerel Nielsen, CPPO, CPPB

Recently Fort Collins High School students were introduced to the profession of public procurement by four procurement agents and officers from Fort Collins area governmental agencies. RMGPA members Jerel Nielsen, Purchasing and Materials Manager for Poudre School District, Kathryn Rowe, Larimer County Purchasing Director, Farrah Bustamante, Strategic Sourcing Specialist Colorado State University Purchasing Services, and Jim O'Neill, Director of Purchasing and Risk Management for the City of Fort Collins, each provided their unique perspectives on the dynamic world of public procurement.



*Jerel Nielsen, Kathryn Rowe, Farrah Bustamante, Jim O'Neill*

The 25 students who attended the panel discussion and who are participants in the DECA program at Fort Collins High School were taught that public procurement is the contracting and acquisition of the goods and services required to sustain society and its way of life. They found that each of the governmental entities represented have unique requirements for their specific entities ranging from the CSU Veterinary school requiring a "horse treadmill," to Larimer County buying jail supplies, to the City of Fort Collins buying traffic signals, to Poudre School District procuring textbooks and student desks. In essence, students were asked to consider how roads become roads. How are parks, schools, libraries, and water treatment facilities established and maintained? In addition to this

discussion, the students had prepared 28 questions for the panel. These questions ranged from "What is a procurement agent?" to "Are ECO friendly products required, expected, or optional?" Ultimately the panel emphasized the fact that at every level of society and every entity of government there is evidence of the public procurement profession.

Fort Collins High School senior Lauren Bledsoe said, "I think it was great that these professionals came and taught students about a career that they had never even heard of and I thought it sparked a lot of interest in these students; I know it did in me." Ms. Kelly Kappel, Marketing Instructor, commented that "Poudre School District is focused on preparing students for the 21<sup>st</sup> Century workforce and this is an example of community professionals who are willing to educate, and engage with our business and marketing students. We appreciate the panel helping prepare our emerging business leaders!" Jim O'Neill commented on the experience by saying, "I thought the students showed a great deal of enthusiasm and genuine interest in the purchasing profession. It will help us all out if we can get some folks interested in working in procurement as the baby boomers retire. It reenergized me to see all the excitement from the group."



# Leadership in Higher Education

## Procurement—A Worthy Purpose

Sandy Hicks, CPPB - Reprinted from the Educational Procurement Journal 2010 Summer Issue

**T**oo often, we become mired in the daily details of our jobs and we lose sight of the important contributions we make to a very worthy purpose—graduating the future of America. I have dedicated my entire career to higher education, and I am honored to find myself in an official leadership role at the University of Colorado. But long before I held a leadership title, I was fostered in a culture of leadership. I learned early on that leadership occurs at all levels in an organization, whether or not you have staff responsibilities, and that is a culture that perpetuates to this day, with my own staff.

### Leveraging Leadership Skills Every Day

We have all attended conferences, seminars, and webinars and read articles on leadership. To be a good leader, it takes passion, commitment, being a good communicator, being an even better listener, being in the know, and knowing who is in the know. It also takes some special magic ingredient that no one can quite identify.

My experience in managing the procurement group at the University of Colorado tells me, very clearly; that while all of those qualities are great to cultivate—especially the magic ingredient—I believe that without a tactical plan on how to leverage those skills in your everyday working life, they are just words from one of those semi-nars we've all attended. So rather than fill this article with concepts and theories, this will be a practical discussion on how to apply a few key leadership skills in your everyday life, and how to tailor those skills so that your leadership style is best adapted to the unique environment of higher education.

### Keep Your Finger on the Pulse: Cultivate Your Internal Relationships

It is critical to stay connected to what is going on at our institutions, in our local communities, and inside our profession. That's where relationship building comes into play in a big way. It's through the day-to-day interactions with our colleagues, management, suppliers and local community that we build our knowledge base.

Our colleagues appreciate when you have a global overall knowledge of what is going on. It can assist us in providing better service and command a better overall understanding of the University. Stakeholders will appreciate procurement's value-add to the process when they are confident that you understand their needs, their issues, and their requirements and are able to map those to the bigger goals of the institution. Be the player on the team who can provide the bigger picture and the solution, and you'll be part of these conversations while the plan is taking shape. Involve stakeholder departments in your decisions while they are taking shape and you'll get buy-in. Effective communication is always "full duplex."

What makes higher education so different from any other environment is the range of diverse functional groups we interface with— from housing to research, from maintenance to architects, from students to faculty to staff. It is important to realize our campus departments are not independent, and procurement is one of the few groups on campus that crosses all the functional lines. We can unify what are seemingly discrete groups to create a successful team. Now that's leadership!

Procurement's success relies on the interdependencies we can foster and maintain within the institution. For example, we recently implemented an expense system for reconciling procurement card and employee travel reimbursement. There were numerous departments involved in this project. It was important to have this cross-institution involvement to bring everyone's concerns to the table. It was important to know where to go for help and where to find trusted allies to aid in keeping the project moving.

### Include Suppliers in the Mix

Strategic, appropriate relationships with suppliers are also the hallmark of a successful leader. Intellectual capital abounds at most supplier organizations. Many times, this information can be extremely valuable to your institution, and conversely, you have intellectual capital that can help your supplier build better solutions. Engage vendors for insight and content but manage them in a way that is win-win for both of you. Strong relationships with your key suppliers give you a finger on the pulse for new products, technologies, and solutions. Strategic, well-managed relationships with your key suppliers can also enhance your institutional ecosystem for faculty, staff, and ultimately all other stakeholders, including students, alumni, parents, vendors, sponsors, community, and government.

### Stay Plugged into Best Practices

When we are speaking with our leadership, it is important to demonstrate that you understand the most current best practices and that you know how to apply those best practices to the advantage of

**Continued on page 8**

## Leadership in Higher Education – from page 8

your institution. There are many ways you can stay current within our profession. Of course, the many resources of NAEP are extremely valuable to achieve this goal. The MEP Educational Procurement Journal, website, listserv, classes, webinars, and meetings are excellent resources. In addition, it's important to stay connected to the professionals you meet at NAEP events and through their online communities. One of the greatest benefits of belonging to NAEP is the utter willingness of our colleagues to share. Whenever I reach out to any Member, they are more than

willing to share an experience, a solution--or even more importantly--what didn't work. I say there is no point in reinventing the wheel. And thanks to my fellow Members at NAEP, I don't need to.

While leaders need to be plugged into best practices at a strategic level, it is also critical to support and encourage our teams to plug in to best practices at a tactical level. The most effective leaders are those who understand that the more your staff knows, the better they can perform and, ultimately, innovate to improve processes that support your

goals. The most effective leaders cultivate leaders. And on it continues. As I said in my NAEP Board President acceptance speech in March at the NAEP Annual Meeting, "My wish for all of you is that you share a passion for the procurement profession, and that you enjoy your life work as much as I do. My request of you is that you strive to mentor others, in order to enhance our profession, and that you have fun doing so, and my final challenge to you is to go out and change the world—one Procurement at a time."

Reprinted from the Educational Procurement Journal 2010 Summer Issue

## Marketing Committee Report

Submitted by Eileen Gonzles, CPPO, CPPB., Marketing Committee Chair

The Marketing Committee has been researching ways to update the RMGPA image without incurring major costs and yet maintain our recognition. We looked into how to go about "branding" and the timeframes needed to accomplish this. The following information was presented to the Board:

Discussions with other chapters did not provide much information as many of them look to our chapter for new or innovative ideas.

It is very time consuming to go through a process to gain the membership approval of a new logo.

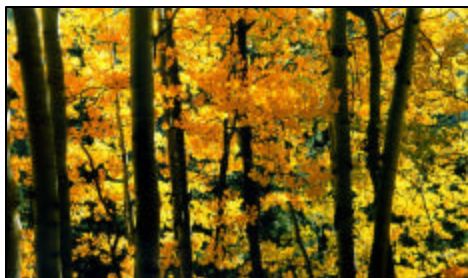
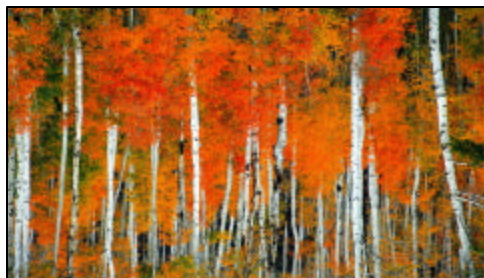
There are several challenges if we hire a marketing consultant, those being cost, length of time, possible loss of our established identity if we choose to adopt a new a new logo.

We need to standardize our letterhead, forms, certificates, etc.

Most of the membership really liked the appearance and presentation of the new look of the RMGPA webpage.

The Marketing Committee recommended to the Board to consider using the upgraded look of the website as the new RMGPA logo and presented copies of a variety of styles of letterhead and business cards as possibilities.

The Board approved moving forward with this recommendation. Watch for the introduction to our new upgraded look!



THE ROCKY MOUNTAIN  
GOVERNMENTAL  
PURCHASING  
ASSOCIATION



Visit us on the web at [www.rmgpa.org](http://www.rmgpa.org)

Dedicated to Excellence in  
Public Purchasing

Rocky Mountain  
Regional Chapter of



Winner of NIGP's Large Chapter of  
the Year in 2006 and 2009!

**THE LAST WORD**



**off the mark**.com

by Mark Parisi  
offthemark.com



Cartoon copyrighted by Mark Parisi, printed with permission.

Oh, those roadway sign engineers—  
here they go again!



## 2010 RMGPA BOARD OF DIRECTORS

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Proof positive that Jim O'Neill has a special affinity for guys with lapel pins.