



# The Rocky Mountain Governmental Purchasing Association

## Rocky Mountain High Notes

APR-JUN, 2011



### IMPORTANT NIGP COURSE POLICY CHANGES

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Questions about the newsletter? Comments? Contact the editor at [msieben@jeffco.us](mailto:msieben@jeffco.us)



Future Newsletter Article Deadlines for 2011:  
 October 3  
 December 12

### *★ TIME SENSITIVE OPPORTUNITY*

### NIGP to Increase Standard Course Rates Effective July 1<sup>st</sup>

NIGP will be raising their course registration fees effective July 1<sup>st</sup>. *They will honor registration fees at the current rates if you register via their website prior to July 1<sup>st</sup>.* All RMGPA members are encouraged to register for a course of their interest prior to July 1<sup>st</sup> so you do not incur the increased rates.

	<b>Current Rate – NIGP Member</b>	<b>New Rates – NIGP Member</b>	<b>New Rates – Non-Member</b>
1-Day Course	\$ 175	\$ 275	\$375
2-Day Course	\$ 385	\$ 460	\$650
3-Day Course	\$ 595	\$ 650	\$850

One-day courses will require a minimum of 10 students (previously 8). NIGP will continue to offer a \$25 discount for registering 60 days or more prior to an event and a \$50 late fee for registering 30 days prior to an event. *See the Education and Professional Development Report on page 7 for course dates and details.*

#### Refund Policy for Individual Registrant Cancellations:

Effective immediately, there is a **no refund policy** for individual cancellations requested **within 30 days from the start of the course**. (Individual cancellations received prior to 30 days from the start of class will be eligible for a refund, less an administrative fee). Substitutions within the same agency are acceptable any time during the registration period.

If you have any questions or concerns about these changes or their implementation, please contact Carrie Rawn, CMP, NIGP Executive Director, Programs, at [crawn@nigp.org](mailto:crawn@nigp.org) or call 703-736-8900 x251.

# Letter from the President

Submitted by Jerel Nielsen, CPPO, CPPB

## *Greetings to all RMGPA members!*

Our Summer Conference in beautiful Vail was both educational and fun! Thanks to all members who were able to make the trip to the Vail valley. Our vendor expo was a huge hit for the 2<sup>nd</sup> straight year and we look forward to continuing this event as a summer tradition! We also implemented our vendor sponsorship program. UMB Bank sponsored Judge Beau Patterson's Friday morning program. Every five years a member of the NIGP Board of Directors visits our chapter. This year RMGPA welcomed Bobbi Matthews, 1<sup>st</sup> Vice President of NIGP, who attended our conference and spoke on the subject of Values and Guiding Principles for Public Procurement and Mentoring and Promoting Procurement. All in all, the venue, programs, accommodations and food made this year's summer conference a great success!



During our Thursday evening event we took some time to celebrate our 30<sup>th</sup> anniversary as an organization. When RMGPA was created in 1981 some of our members were not yet born, others were young vibrant students, while others were already in the governmental purchasing work force. In order to provide some perspective relative to the current events at the time RMGPA began as an organization, the following were some of the memorable events of that wonderful year. For a few of our members we wonder where time has gone!

**Jan 20, 1981**-Ronald Reagan becomes the 40th President of the U.S.

**Jan 20, 1981**-Just about the same moment that Ronald Reagan was taking the oath, the American hostages are freed in Iran ending the 444 day ordeal.

**March 6, 1981**-Walter Cronkite steps down as anchor of CBS Evening News after 19 years. He would be replaced by Dan Rather.

**March 30, 1981**-Secret Service Agents surround John Hinckley after the attempted assassination of President Ronald Reagan at the Washington Hilton.

**April 12, 1981**-The Space Shuttle launches for the first time from Pad 39A at the Kennedy Space Center in Florida. The mission was designated STS-1.

**August 1, 1981**-MTV or Music Television goes on the air for the first time at 12:01 AM with the words, "Ladies and Gentlemen, let's rock and roll." The all music channel featured concert footage, movies and, of course, videos. The channel was and still is noted for its social activism.

**August 12, 1981**-IBM introduced the first personal computer or PC. Designated the IBM PC 5150, it had 64 kilobytes of RAM, was powered by a 4.77 Mhz 8088 processor and included a 160K 5.25" single sided floppy drive. This model retailed for \$2,880 when it went on sale in the fall of 1981.

Imagine what life would be like if you paid \$2,880 for a PC with 64K of RAM. It's hard to even imagine! Well one thing that is not hard to imagine is the great achievement 30 years as an organization means for RMGPA! As we scan the rest of the 2011 calendar, we look forward to seeing you at our Reverse Vendor Trade Show and Fall Conference in Denver in September and the Winter Conference in Fort Collins in December. Enjoy the rest of your summer!



RMGPA Programs Chair, Traci Gorman, CPPB; 1<sup>st</sup> Vice President of NIGP, Bobbi Matthews, CPPO, CPPB; and 2011 RMGPA President, Jerel Nielsen, CPPO, CPPB

# Member Achievements

**PAM NELSON, CPPB—Adams County School District 50**  
**Outstanding Educational Support Personnel Employee for 2010-2011**

(submitted by Kelly Mickelson, C.P.M.)

***On May 10, 2011, the Adams County School District 50 Board of Education recognized six Outstanding Educational Support Personnel employees for their accomplishments. Among them was Pam Nelson, CPPB.***

Pam has worked in District 50 for nearly 11 years and is an example of a dedicated, hard working employee for the District, working diligently every day to provide best value for the needs of the school district and for the taxpayers' dollars.

As one of two certified procurement professionals for the school district, Pam's duties include a wide range of activities. The first step is to work closely with the Requestor to understand the needs and planned use of a product or service. She then uses her knowledge, experience and professional network to obtain the best value. Along the way, information learned may lead to a better choice for the Requestor and the school district.

As a public buyer governed by Federal & State laws, Superintendent Policies, the highest ideals of honor and integrity, and the procurement Code of Ethics, Pam is sometimes the messenger for unpopular procedural news; however, the overriding goal is to help find a viable solution within all of those guidelines.

Pam also assembled and updates the District Price Agreement List posted on the Purchasing & Materials Management web pages which reflects a list of vendors who have entered into contracts or agreements, or who offer special discounts to the school district. The savings available to the District, by simply using the partnered suppliers on this list, is substantial.

Pam not only takes care of her own assigned duties. She also steps in during department absences of the administrative assistant and purchasing director. Her cross-training assures an uninterrupted, seamless level of service.

**CONGRATULATIONS PAM NELSON!**



# Vendor Sponsorships

Submitted by Jerel Nielsen, CPPO, CPPB

In 2010 and 2011, many member agencies have been faced with very difficult budget challenges. RMGPA has also faced budget challenges this year as we strive to continue to provide members with outstanding purchasing-related courses, scholarships, rewards, conferences and newsletters, while keeping membership fees to a minimum. To date, RMGPA's primary revenue source has been via the Reverse Vendor Trade Show (RVTS). For a number of years we have found great success in utilizing this tool for revenue generation. We are, however, finding that this source of revenue needs to be supported by other sources in order for RMGPA to thrive.

To address this concern, a February Board work session focused on the topic of revenue generation. Through a process of brainstorming revenue ideas, voting for the top three choices, and identifying the pros and cons of each choice, it was determined that the highest-rated idea was vendor sponsorships.

Website sponsorships are not new to our industry. Other organizations have employed this tactic with great success.

At the April 27<sup>th</sup> RMGPA Board meeting, the Board unanimously voted in favor of moving forward with the development of a vendor sponsorship program. As a result, the Chapter Enhancement and Communications

committees have been charged with creating a "media kit" in which vendors will be presented the various options for sponsorships, including website and newsletter opportunities. RMGPA's website currently has the functionality to offer these sponsorships in various methodologies, thus no website development costs will be incurred.

In considering this path of revenue generation, the RMGPA Board wishes to affirm to members that revenue obtained from these sponsorships will continue to be used, as it is with RVTS proceeds, in support of classes, scholarships, rewards, conferences, etc. Additionally, these types of sponsorships will not adversely impact RMGPA's tax exempt status in any way, and RMPGA is not specifically endorsing these vendors.

You will notice changes to the website and the newsletter in the near future. The board just wants to ensure that you are aware of why this is necessary.

In closing, as we celebrate our 30<sup>th</sup> year as an organization, thanks again for all you do to advance the values and guiding principles of public procurement at your agency!



The **Programs Committee** is looking for volunteers!

As you know, RMGPA functions only because your colleagues volunteer their time to make it all work. Here is YOUR opportunity to give back to your public procurement community.

Contact **Traci Gorman** at 303-734-5448 for details.



Giving back  
can be very good  
for you.

# Education & Professional Development Report

Submitted by Kristen Spicola, Education & Professional Development Committee Chair

## 2011 Class Schedule

<i>Date</i>	<i>Course Title &amp; Location</i>	<i>Instructor</i>	<i>Number Registered</i>
<b>July 20 – 22<sup>nd</sup></b>	<b>Contract Administration – Fort Collins</b>	<i>Ms. Jennie E. Readey, CPPO, CPPB</i>	<i>10</i>
<b>August 11-12</b>	<b>Performance Based RFPs – Denver, CO</b>	<i>Mr. John R. Miller, CPPO</i>	<i>6</i>
<b>October 19-21</b>	<b>Legal Aspects in Procurement – City of Aurora</b>	<i>C. Richard Pennington, CPPO, C.P.M.</i>	<i>2</i>
<b>November 3-4</b>	<b>Effective Contract Writing – Arapahoe County</b>	<i>Mr. Michael Kolodisner, CPPO</i>	<i>0</i>

In order for RMGPA to conduct a course, NIGP requires a minimum number of 8 registrations. The number shown above was current as of June 13, 2011.



### CPPB/CPPO Exam Date for 2011



October 17 – 29, 2011 Exam

Apply by July 18, 2011

Register for Exam by Sept. 12, 2011

**Take Advantage of NIGP's Only Online Prep Courses offered prior to the October exams! Survey results prove successful candidates prepared 3-6 months in advance of their exams.**

NIGP's [CPPB Online Prep Course](#) and the [CPPO Online Prep Course](#) consist of five live online classes, pre-session assignments, online practice quizzes, and online discussion within a five-week period (July 13 - August 10). Attendance at all sessions of the online course is mandatory and monitored. Successful completion of the online course earns 16 contact hours. Certificates are emailed to each participant within two weeks of the course completion.

**HURRY!  
HURRY!  
HURRY!**

Registration is limited and will be accepted on a first-come, first-served basis.

**The registration deadline is Wednesday, June 29.**

If you have any questions, please contact [customercare@nigp.org](mailto:customercare@nigp.org) or call 800-367-6447.

***Congratulations to those members who took the CPPB or CPPO Exam in May!  
Certifications will be announced in the Fall Newsletter!***

The coveted Certified Public Purchasing Officer (CPPO) and Certified Professional Public Buyer (CPPB) credentials, recognized throughout the public procurement profession, demonstrate an individual's comprehensive knowledge of public procurement.

# Education & Professional Development Report

Submitted by Kristen Spicola, Education & Professional Development Committee Chair



Webinars are a great training opportunity without the travel expense!

The cost is \$75 for NIGP members and \$105 for non-members.

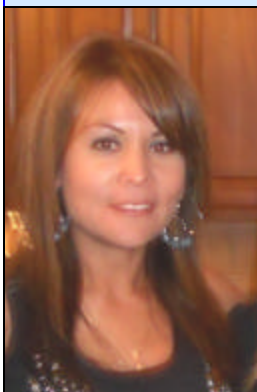
July 19 Webinar – Budgeting: The Foundation for a Successful Procurement Organization

Register by going to [www.NIGP.org](http://www.NIGP.org). August webinars will be posted on NIGP's website soon.

***The Education & Professional Development Committee would like to thank **Jill Yellico** of Academy School District 20 for all of her help in coordinating the May Managing End Users and Suppliers course! We also want to thank **Traci Gorman** and the staff at Manor Vail for their help in coordinating the June Adding Value to Procurement course at the Summer conference.***

## SPOTLIGHT ON... DIANA CANTU

Submitted by Kelly Wooden, Newsletter Committee



Diana Cantu is this year's RMGPA Treasurer!

Diana is currently a Buyer with the St. Vrain Valley School District in Longmont, Colorado. She has been in this position for just under two and a half years. Prior to becoming a Buyer, Diana worked in the finance

department with the District. This fall, St. Vrain will open up its newest elementary school, Red Hawk Elementary. Diana is currently working on purchasing the fixtures, furniture and equipment (FF&E) items for this new facility, including furniture, curriculum, custodial equipment, kitchen items, and various other supplies that will be critical to the operation of the building and the education of the students. In addition to the purchasing of these FF&E items, she is also responsible for maintaining the budget for these purchases.

Diana has been a member of RMGPA for just under two and a half years. Shortly after becoming a member of RMGPA, Diana took on

the role of Co-chairperson for the Historian Committee. She enjoyed this experience and it was a great way to interact and meet the members of RMGPA. This year, Diana took on a new challenge when she was elected to be the Treasurer of RMGPA. She is thrilled with the opportunity to serve on the Board and is looking forward to utilizing her financial background and knowledge of spreadsheets.

In addition to her involvement with RMGPA Diana is working towards her Master's degree in Educational Equity and Cultural Diversity through the University of Colorado at Boulder, and plans to test for her CPPB in May of 2012.

Diana, her husband and three children currently reside in Berthoud, the town in which Diana grew up. In addition to being a sports fanatic, specifically a diehard Broncos fan, Diana enjoys cooking and has a serious love for chocolate.

Diana is very excited for this upcoming term as Treasurer and we wish her much success in this role!

# Connecting with Students

Submitted by Jerel Nielsen, CPPO, CPPB

As the National Institute of Governmental Purchasing has said, simply put, public procurement is the contracting and acquisition of the goods and services required to sustain society and its way of life. A career in public procurement is truly a career dedicated to serving the best interest of the community. Qualities intrinsic to public procurement professionals include a dedication to ethical practice; a belief that through best practices, government can make a positive difference in its community; a deep-seated understanding that they are custodians of the public trust, that they champion and protect the taxpayer and the tax dollar.

On April 27<sup>th</sup> RMGPA members Ed Bonnette, C.P.M., CPPB, Buyer for the City of Fort Collins, Skeet McCracken, CPPB, Poudre School District and Kathi LaFollette, Purchasing Agent from Colorado State University, attended the Rocky Mountain High School Career Expo held at RMHS in Fort Collins.

According to Ed, *"What we learned at the Career Expo is that the high school students for the most part have no idea what 'Purchasing' is, let alone that there are career opportunities in it. Once we got their attention and explained to them what we do they really seemed to take an interest in it. We learned that there are several "hot buttons" that high school students respond to:*

1. *The students are unaware how many jobs are out there in the public sector.*
2. *They don't know what Purchasing does or means or how things they use every day are procured (i.e. our jobs are "invisible" to them).*
3. *They don't know what kind of college courses can lead to the Purchasing profession.*
4. *They don't know about the job opportunities that will start to open up when the Baby Boomers start to retire.*

*They are all very interested in going into something*

*in college that can lead to a good-paying job upon graduation. They have seen recent college graduates struggle in the job market as a result of the recession and this concerns them.*

*We need to seize any opportunity we can get to do outreach and mentoring to high-school age students, in particular, especially if they have any interest in a business major or minor. There are a lot of bright, inquisitive young minds out there who are looking for real opportunities, and they are not aware that we have opportunity in our profession coming up in the next 5-10 years, in particular. And I was pleased to see how polite, friendly, and engaging the students at Rocky were. The young adults are happy that working professionals from their community are willing to take the time to talk to them and to help guide them in their decision-making process about college and career choices."*

Ed is looking forward to additional opportunities this year and next for RMGPA to introduce high school students to career opportunities in public procurement. Our "replacements," many of whom are in high school right now, will be our future procurement leaders. They will be further challenged beyond where we are today. They will be resource-focused in meeting the ever greater community needs. They will be providing invaluable services, ethically and strategically driven for the betterment of the society in which we live. This career fair marks the 2<sup>nd</sup> RMGPA student event. The first event took place in September of 2010 at Fort Collins High School where students were introduced to the profession of public procurement by four procurement agents from Fort Collins area governmental agencies.

*What we learned at the Career Expo is that the high school students for the most part have no idea what 'Purchasing' is, let alone that there are career opportunities*



# Legislative Committee Report

Submitted by Cindy Lombardi, CPPB, Legislative Committee Chair

**Summary of Legislative Bills that passed (signed):**

**HB11-1030**

CONCERNING MODIFICATIONS TO THE SET ASIDE PROGRAM THAT REQUIRES A STATE AGENCY TO FIRST SOLICIT BIDS FOR CERTAIN SERVICES FROM NONPROFIT AGENCIES THAT EMPLOY PERSONS WITH SEVERE DISABILITIES.

**HB11-1202**

CONCERNING A REQUIREMENT THAT A PUBLIC ENTITY HAVE APPROPRIATIONS AVAILABLE TO IT PRIOR TO THE PERFORMANCE OF ANY WORK CONDUCTED BY A CONTRACTOR PURSUANT TO A CHANGE ORDER.

**SB11-025**

CONCERNING ACCOUNTABILITY FOR STATE PROCUREMENT, AND, IN CONNECTION THEREWITH, ENACTING THE "COLORADO TAXPAYER EMPOWERMENT ACT OF 2011."

**Bills sent to the Governor (still pending):**

**HB11-1115**

CONCERNING THE PAYMENT OF RETAINAGE IN CONSTRUCTION CONTRACTS INVOLVING PUBLIC ENTITIES. (Note: Sent to the Governor on 5/12/11)

For more detailed information on a specific bill, please click on link to the Colorado General Assembly.  
<http://www.leg.state.co.us/> SB = Senate Bill HB = House Bill

## The Vendor Expo at the Summer Conference

Photos courtesy of member Shannon Sprague, CPPB



# Scenes from the Summer Conference



(left) Judge Beau Patterson explains to conference attendees what LEADERS should take home from the mountaintop



(above) Michael Bevis shares his negotiating expertise



(left) The super high-tech work-space provided for Secretary Linda Kammerer



(right) Bobbi Matthews, 1<sup>st</sup> Vice President of NIGP



Can you say,  
"Low bidder"?

## Happiest Careers in America

Submitted by RMGPA members Traci Gorman and Cheryl Rea (excerpted from a blog on forbes.com)

*A recent study reveals employees value coworkers and personal control over compensation.*

To evaluate the data, CareerBliss.com conducted 200,000 independent employee reviews from 70,000 jobs all over the country to collect 1,600,000 data points on nine factors of workplace happiness. These included the employee's relationship with their boss and co-workers, their work environment, job resources, compensation, growth opportunities, company culture, company reputation, daily tasks and job control over the work that they do on a daily basis.

Each factor was followed by a ranking of how important that element was in the employee's overall happiness. These numbers were combined to find an average rating of overall employee happiness for each job type.

- |                           |                               |
|---------------------------|-------------------------------|
| 1. Biotechnology          | 6. Accounting                 |
| 2. Customer Service       | 7. Finance                    |
| 3. Education              | 8. Nonprofit– Social Services |
| 4. Admin– Clerical        | 9. Health Care                |
| 5. Purchasing-Procurement | 10. Legal                     |

**Purchasing-Procurement:** Often an overlooked career path, these professionals are responsible for the materials and goods for corporations, and they rely on superior negotiating skills to secure the best deals possible. CareerBliss CEO Heidi Golledge jokes that "having the power to spend other people's money" must feel good.

*For full article, visit:* <http://blogs.forbes.com/meghancasserly/2011/02/10/the-happiest-careers-in-america/>

**THE ROCKY MOUNTAIN  
GOVERNMENTAL  
PURCHASING  
ASSOCIATION**



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**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**

Have a safe  
Independence  
Day!



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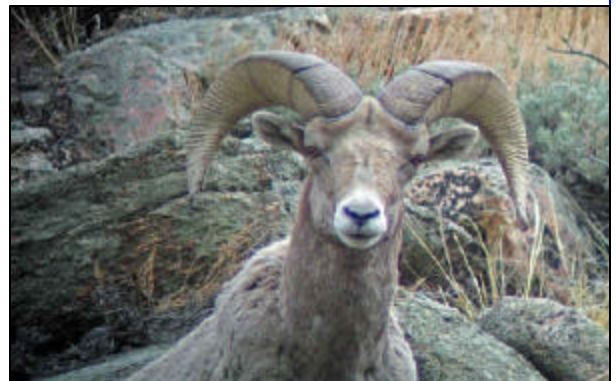


Hello, Procurement? There appears to have been a mix up with my request for a new computer.



above: Boreas Pass

below: Rocky Mountain Bighorn Sheep



## 2011 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER	E-Mail	PHONE
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Treasurer	Diana Cantu	<a href="mailto:cantu_diana@stvrain.k12.co.us">cantu_diana@stvrain.k12.co.us</a>	(303) 702-7715
Past President	Danielle Hinz CPPO, C.P.M.	<a href="mailto:danielle.hinz@ci.longmont.co.us">danielle.hinz@ci.longmont.co.us</a>	(303) 651-8494

## STANDING COMMITTEES

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Historian	(OPEN)		
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Membership	Ed Bonnette— Student Membership	<a href="mailto:ebonette@fcgov.com">ebonette@fcgov.com</a>	(970) 416-2247
Newsletter	Kelly Wooden	<a href="mailto:wooden_kelly@stvrain.k12.co.us">wooden_kelly@stvrain.k12.co.us</a>	(303) 702-7769
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2011 RMGPA President **Jerel Nielsen** discussing upcoming vendor sponsorships at the Summer Conference—read the complete story on page 4