

The Procurement Edge

News for the Professional in Public Purchasing

September 2022



Official Chapter **NIGP** The Institute for Public Procurement



General Membership Meeting
September 15, 2022
9:00 a.m.
Register a few days before event



Procurement in the Classroom

Featured During

September General Membership Hybrid Meeting

September 15, 2022
9:00 A.M.

State of Ohio DAS - Walnut Conference Room
4200 Surface Road, Columbus OH

In addition to the Business Session this General Membership meeting will include Highlights from the 2022 NIGP Annual Forum and Product Exhibition and a guest speaker will moderate the "Here Comes the Judge" session.

Join the courtroom as a real-life procurement case about good faith and breach of contract is presented. You decide who best presented their case and see the actual outcome and its relationship to what we do every day.

- Discover how procurement decisions can affect outcomes
- Apply lessons learned from the outcome this case to your procurement processes
- Discover how your procurement files and communication are central to decisions in procurement disputes

[Register](#) for this event before September 14th.

Central Ohio
Organization of Public
Purchasers

PO Box 2122
Columbus OH 43216

info@coop.org

Lori Byrd, CPPB, President



MISSION

*Promote professionalism in
public procurement by
providing a forum for shared
resources and education for
members*

VISION

*To lead and promote
excellence in public
procurement*



[Committees need your
assistance – Join Now!](#)

CO-OPP Speed Buying Event

October 3, 2022



Historic Everal Barn
Westerville OH

CO-OPP's 2022 Speed Buying Event is scheduled for **October 3, 2022** and will host Businesses wishing to do business with public agencies. This event will again be held at the Historic Everal Barn in Westerville, Ohio.

Each registered supplier will have the opportunity to spend five (5) minutes of face-to-face interaction with a purchasing representative from a local government agency in attendance. After five minutes each supplier will move to the next agency representative for five minutes. This process continues until each supplier has an opportunity to speak with each agency in attendance.

The event webpage is active for suppliers to register. Direct suppliers wanting to meet with agency representative to the CO-OPP website and look under "Chapter News" for more information and to register. (Space is limited)

[CO-OPP Speed Buying Event](#)



Annual Brunch and November General Membership Meeting

Join chapter members in-person to share brunch and network with other procurement members during CO-OPP's Annual event

November 16, 2022

In-person only
at

The Boat House at Confluence Park

679 W. Spring Street
Columbus, Ohio



This meeting agenda will include our business meeting, member award presentations, election of officers, networking, and guest speaker Susan Willeke,

Susan Willeke, Education and Communications Administrator with the Ohio Ethics Commission will provide an update on ethics and address questions you may have.

Space is limited so register early to reserve your seat.



REGISTER EARLY



NIGP's 2022 Award Recipients

Each year, NIGP recognizes members who have achieved hallmark status in the eyes of their peers. All NIGP members are eligible to be nominated except for NIGP Governing Board Members and members of the Finance, Member, and Talent Councils who are current Board Members at the time of nomination. Members may nominate a peer for an award or self-nominate. The NIGP Member Awards are designed to showcase your exemplary service and outstanding accomplishments and contributions to your entity, the Institute and the profession.

Members of NIGP congratulate the following 2022 Award winners:

Albert H. Hall Memorial Award

Mike Bevis, Esq., NIGP-CPP, JD, CPPO, CPSM, C.P.M.
City Procurement Officer
City of Norfolk, VA

Distinguished Service Award (DSA)

Brian R. Smith, NIGP-CPP, CPPO
Purchasing Manager
Multhnomah County Purchasing

Distinguished Service Award (DSA)

Terry L. McKee, CPPO, CPPB, MPA, NIGP-CPP, C.P.M., CPCP
Procurement Director
Knoxville's Community Development Corp
The Public Housing & Redevelopment Authority

Young Professional Award

Kara M. Daniel, NIGP-CPP, CPPB
Manager 1 – Purchasing
Springfield R-12 School District, MO

Procurement Manager of the Year

Zac Christensen, NIGP-CPP, CPPO, CPPB
Sr. Director of Procurement and Supply Chain
Utah State Board of Education

Anne Deatherage Meritorious Service Award

Joe Benjamin, NIGP-CPP, CPPO, CPPB, FCCM
Director of Purchasing
Pinellas County School Board

Diversity and Inclusion Award

Clarissa G. Clark, NIGP-CPP, CPPO, CPPB
Director of Purchasing
University of South Carolina

Integrity Award

City of Tamarac, FL

Leadership Award

Denise K. Schneider, CPPO, CPPB, C.P.M.
Retired

Volunteer Award

Russell M. Pankey, NIGP-CPP, CPPO, CPPB
Procurement Specialist III
City of Virginia Beach

Procurement Specialist of the Year

Teresa Chapman, NIGP-CPP, CPPB
Procurement Agent
Tucson Unified School District 1

NIGP Awards Ohio Chapters the 2022 Chapter Performance Standard Seal

Chapters who seek to achieve to receive a NIGP Chapter Performance Standard Seal chapter receive a score which records their progress in achieving excellence. A digital seal is issued to chapters who successfully meet the standards for their achievements during the past year. Chapters are scored on achievements in Operations, Membership, Professional Development, and Advocacy & Outreach. There are four tiers of the seal, Platinum, Gold, Silver, and Bronze. The 2022 recipients were announced during the 2022 NIGP Forum. Ohio chapters received the following seals:

**Central Ohio
Organization of Public
Purchasers**



**Public Purchasers
Association of
Northern Ohio**



Promote the Profession, Support the Professional, Develop Both

~Speranca Szana, CPPB

Public purchasers are not just a functional, transactional workforce, nor are they just an occupation. Public procurement is a sophisticated, complex and worthwhile discipline. We are strategic practitioners of a specific body of knowledge. Trained professionals are better equipped to watch over every dollar and maximize value.

How we perceive our daily work has a direct impact on the public procurement profession as a whole. In order to elevate public procurement as a profession, we must first elevate our personal opinion of how we view our daily work—recognizing that our purpose is to deliver important and beneficial services to Ohioans. We do not offer service at a minimum cost; we provide best value and value-added services. Exercise your privilege to go the extra mile.

Public procurement is your craft. You are a craftsman; become a master of your craft. Specialized knowledge is used to develop strategies and solve problems in complex and varied applications. Today, we need to approach the work as a search for the right mix of components by making judgment calls every day in a constant effort to improve the situation.

The Central Ohio Organization of Public Purchasers (CO-OPP) is here to influence how we view ourselves. As public employees we are custodians of the public trust. It is incumbent upon us to conduct our daily activities in a professional and responsible manner. We judiciously spend taxpayer dollars, we purchase wisely and ethically, we strive to achieve

best value, and we are transparent through fair and open competition. Our professional citizenship behavior influences organizational performance.

The mission of CO-OPP is to promote the professionalism in public procurement. The goal is to invest time and expend energy on developing your strengths. We foster a sense of community to network with like-minded colleagues, develop a better-informed workforce, and build confidence in our members. We are your strategic partners, your established resource and support system.

Our leadership team desires to empower, assist each individual in his or her quest for essential knowledge, and help each member to resurrect the superior quality. This Chapter aspires to create the environment necessary for continued personal and professional growth. In order to sharpen your talents, you must adjust and evolve your formula for learning, along with the profession.

Each of you is essential to the on-going success of our professional association. Decide what you will do to help all of us achieve the reality of being highly regarded members of a respected professional order.

Teamwork is at the heart of great achievement. Ultimately, we all want to make an impact and make a difference for the people that we serve. Our greatest strength and attribute is helping each other. True public service is about working together.

Get involved.



An opportunity to serve, be challenged and grow professionally

CO-OPP offers many ways to become active in the group

Connect your talents & passions to support and promote our profession!

- Become an **officer**
- **Volunteer** for a committee
- **Attend** membership **meetings** regularly
- Participate in **education and training** opportunities
- Volunteer a **few hours** for a single, **specific event/activity**



The Latest News...

Radio NIGP is produced monthly with a variety of segments, as well as guest commentaries, interviews and compelling news that will keep you connected and engaged with NIGP and the procurement community. Start a new habit of watching RADIO NIGP. Get ready to listen, learn and be entertained!

May 2022 Broadcast The Forum Edition – May's segment focuses on the Forum experience. Whether you are planning to attend in-person or virtually you can expect a unique and unforgettable conference that's designed around you. Hear what your colleagues have to say about Forum - the memories they share, the advice they offer and the support that's shared by all. It's where procurement professionals come together to connect, learn new innovative ways to perform tasks and grow personally as well as professionally.

- **A Day in the Life of a Forum Attendee:** We discuss how we create our schedules; our favorite part of Forum; and how we visit the trade show.
- **Moments with NIGP** - An interview with Carrie Winter, NIGP Director of Events on what to expect in Boston and virtually.
- **Legally Speaking:** A preview of upcoming Forum sessions that have a particular legal slant and offer useful, compelling content.
- **Visionary Views** – An interview with Kara Daniel, NIGP Chapter Ambassador and Manager I – Purchasing with the School District of Springfield R-12 (Missouri). Kara provides a roadmap from Local to National NIGP and speaks about the journey from being a member to officer with MAPP, a volunteer with NIGP, and how Forum enhanced her leadership with MAPP - a full circle moment.
- **Way to Grow - A special panel discussion on what advice you would give to your mentee regarding the benefits of attending Forum. Panel discussion members include:**
 - Denise Badillo, Director of Procurement, City of North Charleston, South Carolina
 - Juan Corral, Procurement and Contract Services Division Manager at the County of Orange Health Care Agency in California.
 - Victoria (Vickey) Cortinas, Senior Procurement Specialist, Tucson Electric Power Company.
 - Lisa Mehalko, Director of Procurement, Georgia Technology Authority.
- **Tech Talk** – Discusses the Technology and Innovation track offered at Forum
- **Chapter Updates** - Seven chapters provide input on how they promote participation at Forum for their members
- **Good in Orange** - Forum behavior and how attendees should think about the ethical implications of their after-hour actions.

June 2022 Broadcast Improving Your Effectiveness – This broadcast focuses on improving the effectiveness of our relationships and decision-making support. For procurement, supplier and stakeholder support is critical to the service and delivery we provide to our customers. Tips and tools will be shared that will help you become more effective in your relationships.

- **Hot Topics:** Internal Relationships and the hard ten percent.
- **Legally Speaking:** Key perspectives on establishing or improving your working relationship with legal. Do we share the same view about fundamental responsibilities? Two new contributors join the team as they unpack some considerations when working with counsel.
- **Chapter Updates:** An interview with Jennifer Steffan, Chapter Relations Manager for NIGP.
- **Way To Grow:** How NIGP Mentorships can develop and grow personal and professional relationships.
- **Procurement Pioneers:** An interview with the 2008 NIGP Albert H. Hall Memorial Award Recipient, E. Ray (Ray) Burnett.
- **Because I Don't Look Good in Orange:** An embezzlement case involving two procurement officers at Coahoma Community College and why there should be multi-level checks in place to prevent p-card fraud.
- **Commentary:** Building relationships with our stakeholders including our end users and our suppliers is critical to the success of any project. How those relationships are built can take several different forms, but networking is an excellent tool to help grow and develop your personal and professional relationships. In this segment we will explore times when who you know helps what you know, and relationships always matter.

July 2022 Broadcast Supplier Relationships – This broadcast focuses on supplier relationships and how we build collaborative environments while maintaining procurement integrity.

- **Hot Topics:** “Supplier Relationships - Not Just an Arm’s Length Issue.”
- **Chapter Updates:** Developing supplier relationships through chapter events.
- **Deeper Dive (New Segment):** Bobbie Tolston speaks with instructor and content creator Barbara Johnson and Supplier and Master’s Certificate for Suppliers designee Dr. Kim Abrego about NIGP’s educational offerings for the supplier community.
- **Tech Talk:** This month’s discussion includes: tips on hiring vendors as subject matter experts, case law surrounding hiring vendors as subject matter experts, and suggestions for having protocol in place so that vendors and procurement agents can have a clear policy around their relationships.
- **Legally Speaking:** Explores our relationship with our Suppliers: the difference between ethics and the law; collaborating with our suppliers we have to remember that perception is reality; and gifts and trade shows - what’s the right thing to do.
- **Way to Grow:** Newest NIGP Business Council Member, Becca Blazak, discusses why her firm joined the NIGP Business Council.
- **Visionary Views:** Interview with Carl Bonito about NIGP volunteering, mentorship, networking, Forum value, certification, supply chain issue resources, training internal clients, potential webinar use and development, and C-suite engagement.
- **Not Good in Orange:** How the CEO of an electric company was sentenced to prison because of progress of a construction project was misrepresented to the SC legislature.
- **Commentary:** If you ever feel like you are caught in a game of tug of war with your suppliers, tune in to recognize the importance of joining forces and pulling together to find ways to make a project work in spite of uncertainties in today’s market. Supplier alert: it is all in the communication, collaboration, and creative thinking!

August 2022 Broadcast Forum Broadcast – the Awards show! – As the unsung heroes of procurement, we aren’t used to being recognized for what we do. This broadcast places the spotlight on one of the best in Public Procurement with an interview of one of this year’s NIGP Award recipient.

- **Spotlight:** an interview with the recipient of the Ella Pierce Diversity and Inclusion Award, Clarissa Clark

To watch recorded Radio videos [TUNE IN TO RADIO NIGP!](#)

Community Affairs Committee


Ronald McDonald House Charities POP TAB COLLECTION

It’s not just an urban myth; the Ronald McDonald House Charities (RMHC) does collect the aluminum pop tabs from cans. RMHC is able to generate thousands of dollars annually from the pop tab collection program it helps RMHC keep the lights on!

Bring your saved pop tabs to the November Brunch meeting.

Mary Harper, Chair





Acceptance

1. Indication that all parties to the contract agree to be bound by the terms of the contract.
2. An indication by one party of a willingness to act in accordance with the contract or offer.
3. The assumption of a legal obligation by a party to a contract, and to the terms and conditions of that contract.
4. The act of receiving the good or service by an authorized representative with the intention of approving the good or service for payment. May include transfer of title.

National Institute of Governmental Purchasing, Inc., Public Procurement Dictionary of Terms

NIGP WEBINARS

Webinars and Webinars Recordings are FREE for NIGP Members

To say we are living in an age of budgetary restraints may be at best an understatement. All of us have felt and will continue to feel the crunch of our dollars. If you have access to a computer and can carve 60 minutes out of your work schedule for training, you are a prime candidate to take advantage of NIGP FREE WEBINARS. These informative workshops are education provided on your desktop. You can attend the workshop live or take advantage and watch at your convenience with the Recorded Webinar.

For FREE, you can participate in most of the following NIGP Webinars. Some are FREE for NIGP Members Only as designated below.

Contact Hour: 1
Time: 2PM – 3:30PM (ET)
NIGP Members - \$0
Non Members - \$49

NIGP Certified Procurement Professional: Connecting Certification to Your Learning and Career Aspirations

What are five behaviors of effective team leaders? How might leadership in larger organizations be different from team leadership? This session challenges participants to Find the Gap, exercise leadership, and begin the process of change.

[October 4, 2022](#)

[November 10, 2022](#)

[December 8, 2022](#)

**GAIN CONTACT HOURS BY
VIEWING PAST RECORDINGS**
Webinar Recordings



UPCOMING EVENTS

Virtual Classes

CO-OPP Scheduled

- ✓ **Core Certificate: Foundations of Leadership**
September 19- 20, 2022 8:00 – 5:00
Contact Hrs.: 15 / CEUs: 1.5
- ✓ **Specialization Certificate: Technology Procurement**
October 17 - 19, 2022 8:00 – 5:00
Contact Hrs.: 27.5 / CEUs: 2.8
- ✓ **Competency Module: Market Analysis and Forecasting**
December 5, 2022 8:00 – 5:00
Contact Hrs.: 7.5 / CEUs: 0.8

PPANO Scheduled (Cleveland)

- ✓ **Competency Module: Market Analysis and Forecasting**
September 22, 2022 8:00 – 5:00
Contact Hrs.: 7.5 / CEUs: 0.8

See the Full Schedule of Events at:

<https://www.coopp.org/insidepages/meetings/>

Mackenzie Nickell, Education Chair
education@coopp.org

Virtual/Hybrid Meetings

- **September General Membership Meeting - Hybrid Meeting (In-person & Virtual)**
September 15, 2022 9:00 – 12:00 p.m.
- **October Board of Trustees Meeting**
October 4, 2022 2:30 – 4:00 p.m.
- **November Board of Trustees**
November 8, 2022 2:30 – 4:00 p.m.
- **November General Membership Brunch Meeting - In-Person Only**
November 16, 2022 9:00 – 12:00 p.m.
The Boat House at Confluence Park
RSVP Required
- **December Board of Trustees**
December 6, 2022 2:30 – 4:00 p.m.





NIGP Headliner Series

The NIGP Headliner Series feature compact sessions on the most current procurement topics that impact your career, your entity, and your community.

New Headliner: Inflation & Higher Prices...Managing Costs in a Volatile Market

October 5, 2022

1:00 – 3:00 PM (EST)

Contact Hours: 2

\$79 Members | \$179 Non-Members

[LEARN MORE](#)

Buying during inflationary times is challenging. Add supply chain disruptions to the mix and the challenges may seem insurmountable. This informative session highlights what steps public procurement professionals can take to mitigate costs increases. Discover new methods and approaches to manage price increase requests from suppliers and learn what costs management strategies public procurement agencies can implement during these volatile times.

Key Takeaways

- Identify additional tools and approaches you can implement to manage cost changes (*Attendees can download a Tip Sheet on managing costs increases as a reference resource*)
- Learn how to be more proactive in dealing with key suppliers
- Gain insight into what categories are most vulnerable to price fluctuations
- Examine the “cost drivers”
- Understand how to select the most appropriate cost management strategy for each category of goods and services.

NIGP PATHWAYS

NEW NIGP Pathways Concierge Program

Offering, customized, complementary services to individuals and entities.

Anchored in the Pathways pledge to integrate relevant learning with credentialing options, NIGP's team will coach individuals by offering progressive steps essential to reaching their aspirational goals. They will walk away with a customized learning and credentialing pathway for their career and mentorship to guide them every step of the way.

For entities the NIGP Pathways Concierge program will outline the competencies needed with specific functional areas to keep pace with current workforce challenges. NIGP will identify training gaps that are keeping individual organizations from reaching their full potential and recommend a talent development blueprint within the Pathways learning and credentialing framework to guide entity leadership in holistic talent development, retention, and succession planning.

Interested in exploring NIGP Pathways Concierge, contact [Cheral Manke](#) or [Todd Slater](#).



About Procurement U

NASPO's [Procurement U](#) is a multi-faceted education platform provided to members of the National Association of State Procurement Officials and other government procurement professionals. Procurement U provides professional development opportunities, training, resources, publication and more that are specifically tailored to meet the needs of public procurement officials and staff.

Procurement U courses are designed to provide instruction to learners at all levels of state government procurement, although other public procurement professionals (including federal, city and county government employees) may also benefit from courses.



All About Our Members



Congratulations 2022 NPI AEP Recipients

Cleveland Metro Parks
Mr. Charlie Rosol, CPPO, CPPB, NIGP-CPP
Director of Procurement

Northeast Ohio Regional Sewer District
Ms. Jacqueline Williams, BS-BA, CPPO
Manager of Procurement Services

The National Procurement Institute, founded in 1968 as a non-profit organization, serves public procurement professionals internationally. NPI is focused on leading excellence in public procurement. The **Achievement of Excellence in Procurement Award**, established by NPI in 1995, recognizes organizations that demonstrate commitment to innovation, professionalism, productivity, e-procurement, and leadership attributes.



Welcome New Member

Mona Mawalker - Columbus Metropolitan Library



In the spotlight

Someone You Should Know



Donna Davies,
Member at Large

Donna became involved with COOPP in 2019 through her employment with the state of Ohio/DAS/GSD/Procurement Services. Donna began in the DAS/Finance Department in 2018. She then transferred to DAS/Procurement as a DAS/Standards Analyst in September 2019 and was later promoted in October 2020 as a DAS/State Procurement Analyst.

Prior to her employment with the state of Ohio Donna was employed with ECOT (Electronic Classroom of Tomorrow) from 2005 to 2018. During her 13 years at ECOT she held numerous positions including financial aid for Title One students and eventually Manager of Purchasing, which influenced her interest in public procurement.

Donna has been on the COOPP Board of Trustees as Member At Large since 2020. Donna expressed her interest in connecting and participating, being involved with her peer procurement professionals, and she wanted more than just being present at general membership meetings. In this role Donna had the vision and was instrumental in implementing the Membership Fee Match Program.

Donna graduated from Bowling Green State University in 2001 with a Bachelor of Music in Flute Performance. Her major led her to volunteering as a Province Officer for the music sorority Sigma Alpha Iota. She covers the province that includes a Columbus-based alumnae chapter, OSU, Ohio Northern, Ohio University and Capital University. In her role she attends chapter meetings and provides guidance for the chapter members as women in music.



Donna and SAI sisters at Lynd's Fruit Farm,
October 2021



Box and card art from *Dungeon Date*,
one game Donna helped to playtest.

She has an avid interest in board games with friends. She is a frequent participant in activities of the [Columbus Area Boardgaming Society \(CABS\)](#). She also participates in game playtesting for board game designers. This boardgame testing provides a great service safeguarding consumers of getting bored with board games (*pun intended*).