

NEWSLETTER

PRESIDENTIAL ADDRESS.....

Winter is finally over! I don't know about you, but I LOVE the spring time. It's the nicest time of year for weather here in Florida, so get out and enjoy all that our area has to offer.

Our chapters Reverse Trade Show is only a few weeks away on April 18th at the University Center in Tampa. Linda El-Shamy and her team of volunteers has been working hard to make this a successful event for our chapter. It is not too late to get involved, contact Linda if you are interested.

And don't forget the Golf Tournament on May 16th to be held at the Nine Eagles Golf Course in Odessa. It always promises to be a fun and relaxing day. Contact Jay Jackus for more information and to sign up to volunteer.

On June 6th, our chapter will host a one day seminar entitled "Adding Value to the Procurement Process". The seminar will be held at the PSTA Conference Center in Clearwater. In light of the passage of Amendment One, this is a very appropriate topic. With all of the budget cuts that governmental agencies are facing, purchasing needs now more than ever to show their value and worth to their respective agencies. We are all facing some tough times ahead, so getting an additional quote or looking to negotiate better pricing or terms on a contract are just a few ways that we can save dollars and add our value. If anyone has any suggestions, or comments on this, please email me at balcombel@pcsb.org so I can share with our members.

Have a great spring, I can't wait for baseball season to start. I know that there are a lot of Yankee and Red Sox fans, but, GO RAYS!

LINDA BALCOMBE
CPPB, CPPO
PRESIDENT

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Reverse Trade Show
Linda El-Shamy, CPPB
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14th ANNUAL BUYERS/SELLERS GOLF TOURNAMENT



It is once again time to dust off the clubs, buy some experienced balls and spend some quality time at your local driving range in preparation for our 14th Annual Buyer/Seller Golf Tournament.

We will once again tee it up at the beautiful Eagles Golf Club in Odessa for an 8:00 shot-gun start (we all start at the same time).

Due to the first increase in many years by the golf course, the price has been raised to \$75.00 this year. In order to compensate for the price increase, we will include entry into all contests in place of the super package previously sold the day of the outing as well as two mulligan's (do-over's) with your entry fee.

So you do not play golf, in that case, invite your vendors, co-workers or the folks you serve on a daily basis. I've yet to work at an agency that did not have an abundance of golfers; all you have to do is ask. For those vendors who claim not to play, there are a number of sponsorship opportunities available; the basic being a hole sponsor. \$100 will secure a hole sponsor sign at a designated hole with the company's name imprinted.

As always door prizes will be accepted. Sponsorship of contests such as putting, long drive and closest to the pin are available as well as sponsorship of the beverage cart. As with all chapter events, door prizes are always accepted! The more donations received the more profit the chapter will realize.

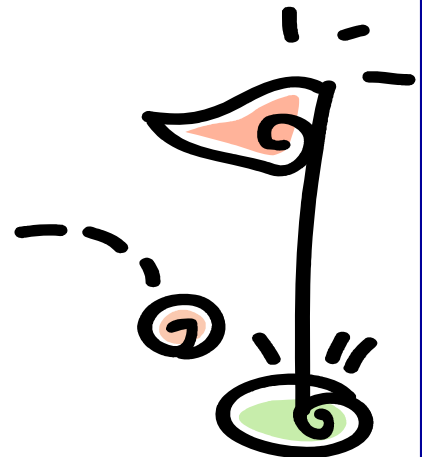
With any luck we will not have a repeat of the smoky conditions experienced last year.

If you or a prospective participant have any questions please contact:

Jay Jackus @ 727 943-4871

Or

email jjackus@ci.tarpon-springs.fl.us



2008 New Board/Committee Members

Tim Shoby.....TREASURER

On January 29, 2008 I started my new position as Deputy Director of Procurement for Hillsborough County Aviation Authority. I am responsible for the day to day operations of the Procurement Department (purchasing, central stores, systems storerooms, warehouse and company store).

The previous eight years I was employed by Pinellas County Government where I held the position of Purchasing Operations Manager and was responsible for all aspects of their 20,000 item inventory, Request for Proposal processes, Bidding and the Disposal of Surplus Property. I have a Bachelors Degree in Business Administration from the University of South Florida and also hold Certified Public Purchasing Officer and Certified Professional Public Buyer certifications.

I received the Professional Purchasing Manager of the Year in 2007 from the Tampa Bay Chapter of NIGP.

I am married with three children. My daughter is in college at University of South Florida and my two sons are married. I have two granddaughters and a grandson due in May 2008.

T. Min Nemoy.....Prograns & Webpage

Min Nemoy received her A.A. Degree from Hillsborough Community College in 2003 and graduated *summa cum laude* from the University of Tampa in 2005 with a B.S in computer information systems and mathematical programming. She is currently pursuing a Master's degree from Florida Institute of Technology.

Ms. Nemoy moved to Florida in 2000 as a Retail Redemption Supervisor and Corporate Trainer with Sega GameWorks L.L.C. In 2001, she began employment with the City of Tampa's Historic Preservation Commission. Within the City she has also worked for Tampa Fire Rescue and the City's Budget Office.

In August 2006, Ms. Nemoy officially transferred to the City of Tampa's Purchasing Department as a Purchasing Methods Analyst. Some of her current job functions include Purchasing Card Administrator, Job Order Contracting (JOC) Coordinator, and Citywide Financial Systems Trainer. During her first full week with Purchasing Ms. Nemoy volunteered and attended the NIGP Forum in Tampa, since then she has stayed active with NIGP and is currently preparing for the CPPB exam

MARCH LUNCHEON RECAP

The March luncheon was held at the Rusty Pelican restaurant located waterside on beautiful Tampa Bay. The theme was “Green” and the tables were adorned with shamrock wire baskets filled with gold coins, shamrocks and good luck pieces. The ten centerpieces were given away to the membership as door prizes.

In acknowledgement of “Purchasing Month”, we had the same theme decorations on the central table surrounded by all the entity proclamations and our door prizes. We also played a word scramble game for a prize and we had our regular 50/50 drawing. We gave away two bottles of wine, a fragrance reed decorative dispenser and a leather executive calendar set.

Our thanks go out to Barbara Grilli, City of St Petersburg for volunteering to be the Photographer for the day. Barbara took several nice shots of the event and you can see them in this Newsletter and on our Website. Thanks Barbara for a GREAT job!!

Linda Balcomb, Chapter President welcomed all the membership and read the Proclamation sent by Governor Christ on behalf of the State of Florida. Also, a vote was taken on the changes to the Chapter By Laws and accepted by the membership. An introduction of guest was made prior to the reading of the Proclamation from the State of Florida. The food was excellent, the company even better and the desert was to die for.

In attendance we had 65 members and guest for a day of fun and learning. Our guest speaker was Greg Spearman, CPPB, CPPO, Director of Procurement for the City of Tampa speaking on the topic of **Efficient and Effective Procurement** and what strategic initiatives were made by the City of Tampa in today’s arena of budget cuts and economic woes.

The City of Tampa in implementing “Changing the Business of Government” was able to use a systematic approach to assessing internal processes, staffing levels, use of technology and use of the private sector for certain services with a projected savings of over **\$3.4 million**. These initial 11 changes listed below will result in a reduction of 100 positions for the three year program.

Implementation of Janitorial service contracts with an annual cost savings of \$950,000 by reducing employees by 38 once fully implemented.

Consolidation of Mowing and Maintenance Contracts which will be implement in three phases with an annual cost savings of \$465,700. This was accomplished by reducing the number of contracts to 10 and reduction in overall spending for by mowing by 7.4%.

On line Actions using internet access with an annual cost savings of \$21,350. With an estimated additional revenue of \$412,500

Just in Time implementation of Inventory Management will result in an annual cost savings of \$377,750 by reducing the number of employees by 8 once fully implemented.

City-wide Security Services were out sourced to achieve an annual cost savings of \$355,000 by reducing employees in these functions by a minimum of 50 once fully implemented.

Con't.....MARCH LUNCHEON RECAP

Electronic Payments and/or ePayables can account for estimated additional revenue of \$340,000.

Centralized Management of Client Technology Equipment and Software with standardization for major stakeholder departments will be implemented in two phases to realize an annual cost savings of \$332,500. These will reduce number of employees by two once fully implemented.

Centralizing Payroll functions will provide an annual cost savings of \$98,000 and reduce employees by two once fully implemented.

Payroll Processing City-Wide transitioning 1,300 weekly paid employees to a bi-weekly pay will result in annual cost savings of \$62,500.

Streamline Time Card Processing for Salaried Employees to be managed on an "exception reporting basis" with an anticipated annual cost savings of \$12,370.

QuoteWire Bid Notification an electronic tool that will be used in procurement solicitation process with added value type savings of increasing competition, stream-lined process for more effective progress tracking and reporting mechanisms for better decision making.

The Next Phase would involve consolidation of similar functions across the City of Tampa, call center consolidation/centralization, fleet maintenance optimization, centralized automation, streamline procurement process and retirement benefits assessments.

Greg was able to answer questions from the floor and presented a very interesting approach to "Changing the Business of Government" which is so very much a part of all our lives today in Florida. If you are interested in the "Changing the Business of Government" initiative, go to the City of Tampa's website and you can download the information.

While the plan the City of Tampa has implemented will result in out sourcing of positions, the efforts to be proactive versus reactive is a better way of accepting the inevitable with a much lesser impact when spread out over a period of time as the City has done and while somewhat controlling ones destiny instead of succumbing to its results.

Greg kept the audience very attentive and interested in the subject matter. Our thanks go to Greg Spearman for an excellent presentation and for sharing in the City's plan to a proactive approach to today's economic struggles in Government.

Our next meeting will be on **Friday, July 11, 2008** and we are working on getting a guest speaker. Stay tuned for further developments.

We have included a copy of the Word Scramble on the next page for those that did not attend and like to do them.

Linda El-Shamy, CPPB, FCCM
Programs Chairperson

FROM AROUND THE CHAPTER.....

CONGRATULATIONS TO

Theresa Jordan, C.P.M., CPPB City of St. Petersburg,
Who has been promoted to Purchasing Supervisor. to Purchasing Supervisor.

THIS REST OF THIS PAGE IS BLANK.....

BECAUSE YOU CHOSE NOT TO SUBMITT SOMETHING
FOR THE NEWSLETTER.....



IT'S YOUR NEWS LETTER

THANK YOU FOR YOUR CONTRIBUTION.....

Thanks to

*The Board Members, Linda Balcombe Linda El-Shamy, Jay Jackus,
.....without you these pages would be blank...*

Excellence in Public Procurement

Tampa Bay Area Chapter NIGP, Inc
www.nigp-tampabay.org

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KEEP IN TOUCH....IT'S YOUR NEWSLETTER

**Tampa Bay Area Chapter
National Institute of Governmental Purchasing, Inc.
2008 Meeting Schedule**

- ~~JANUARY 18THCHAPTER LUNCHEON~~
- ~~FEBRUARY 8THONE DAY SEMINAR: PROTESTS & DISPUTES~~
- ~~FEBRUARY 15THBOARD MEETING~~
- MARCH 14THCHAPTER LUNCHEON
- APRIL 18TH.....REVERSE TRADE SHOW
- MAY 16TH.....GOLF TOURNAMENT & BOARD MEETING
- JUNE 6TH.....ONE DAY SEMINAR: ADDING VALUE
- JUNE 13THBOARD MEETING
- JULY 11TH.....CHAPTER LUNCHEON
- AUGUSTNATIONAL FORUM: CHARLOTTE, N.C.
- SEPTEMBER 12TH.....CHAPTER LUNCHEON (ELECTION OF OFFICERS)
- OCTOBER 10TH.....BOARD MEETING
- NOVEMBER 10THBOARD MEETING
- DECEMBER 5thHOLIDAY PROGRAM & OFFICER INSTALLATION

UNTIL NEXT THE NEXT PUBLICATION.....

*My you be caught up in spring fever and take time
to stop and smell the flowers and feel the warmth of
the sunshine upon your face...*

