

NEWSLETTER

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

FROM THE DESK OF THE PRESIDENT.....



'The Times They Are A-Changin' is a song written by Bob Dylan and released on his 1964 album of the same name. In 2004, this song was #59 on Rolling Stones' list of the 500 Greatest Songs of All Time.

I guess I am dating myself, when I can remember songs from the 60's, but current times are changing in Government, especially in procurement. All budgets are very tight and monies allocated for training have been reduced or eliminated.

Even with reduced budgets, it is very rewarding to see that our Tampa Bay Chapter of NIGP is one of the top ten Chapters whose members also hold national membership to NIGP (see letter from NIGP Chief Executive, Rick Grimm on next page). One advantage for each member who holds membership in both, the local and national is the discount received on educational opportunities. Corey Murphy, CPPB, Professional Development Chairperson, has scheduled another opportunity for members to attend a seminar at reduced cost. Effective Management of Construction Contracts will be held on July 24, 2009 at the Children's Board of Hillsborough County. This one day seminar is only \$ 70.00 for a Chapter and National Member.

On April 24, 2009, we had another great Reverse Trade Show. Linda El Shamy, CPPB, did an outstanding job as Chairperson along with help from Co-Chairperson Greg Spearman, CPPO. Also, the Board appreciates all who helped with this fundraising event.

On May, 15, 2009, another successful event was the Buyer Seller Golf Tournament. I would like to thank Chairperson, Jay Jackus, CPPO/ CPPB, Co- Chairperson, Cathy Bartolotti and all who volunteered their time and talent.

The money received from these events is used to advance our members' educational opportunities. Chapter members participating earn points toward seminars, conferences and NIGP Forum.

Our next Chapter Luncheon is scheduled for July 10, 2009. Our guest speaker is Mr. Alan Mong. The topic is "Discovering Your Memory Power". The event will be held at 11:30 a.m., at the Rusty Pelican, 2425 N. Rocky Point Dr. in Tampa. The price is still a bargain at \$10.00. This is your chance to visit with other purchasing professionals, discover your memory power and enjoy an excellent meal.

Additional upcoming events include this year's Annual NIGP Forum to be held in St. Louis, Missouri from August 22- 26, 2009 and our Chapters' Annual Product Expo/Trade Show to be held at the Tampa Fairgrounds. It is scheduled for November 5th with set up on November 4th, 2009. The Co-Chairs for this event will be Mina Kaeding and Laurie Roberts, CPPB.

The times they are a changing; but the Tampa Bay Chapter of NIGP is prepared to deal with it.

I look forward to seeing you at an upcoming event.

Tim Shoby, CPPO/ CPPB

Chapter President



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Trade Show

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Mina Kaeding, CPPB



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May 18, 2009

Timothy Shoby CPPO, CPPB
 President, Tampa Bay Area Chapter of NIGP
 Deputy Director of Procurement
 Hillsborough County Aviation Authority
 P.O. Box 22287
 Tampa, FL 33622

Dear Timothy:

Our Chapter Relations staff recently presented an annual report to the NIGP Board of Directors that included chapter affiliate demographics for December 2008. One key demographic benchmark is the per capita of chapter members who also hold national membership in NIGP as an agency or individual.

I was very pleased to learn that the Tampa Bay Area Chapter of is one of the top ten chapter affiliates whose members who also hold national membership in NIGP. The average per capita for all 77 chapter affiliates is 60% - but your chapter reported an impressive 85.9%. This is really great news. Congratulations!

We believe that both chapter membership and national membership is essential for producing educational programs, technical resources, and networking opportunities for the profession. It is clear that you and your Board have also made this a high priority - and I sincerely thank you for doing your part to develop, support and promote national membership to your chapter members.

I wish you and your membership the very best as you continue to support our profession on the local/regional level. During these difficult economic times, our collective opportunity to demonstrate the immense value that Procurement brings to the economic bottom line of government could not be more apparent. And with federal, state and local budgets facing significant shortfalls, there is no better time to deliver **procurement excellence**.

As always, please continue to rely on Jennifer Steffan and her Chapter Relations team for a wealth of resources that are available to you as a chapter president and leader! I hope to see you in St. Louis this August as we enter the **Gateway to Procurement Excellence!** Again, thanks for your valued support.


 Rick Latham CPPO CPPB
 NIGP Chief Executive

Cc: Kirk Buffington CPPO, C.P.M., MBA, BOD Liaison for Region 7
 Jennifer Steffan, Chapter Relations Manager

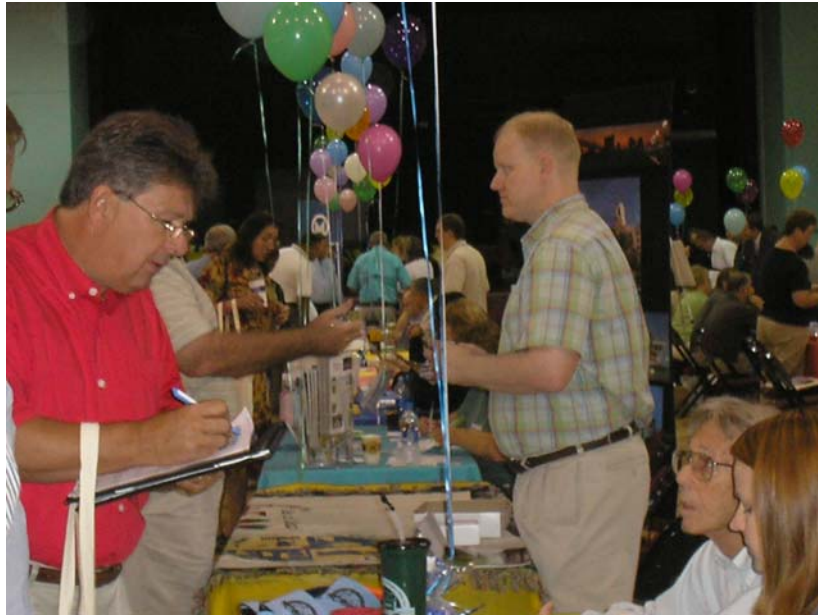


3rd ANNUAL FORUM AND PRODUCTS EXPOSITION • CHARLOTTE, NORTH CAROLINA • JULY 26-30, 2008
 6th ANNUAL FORUM AND PRODUCTS EXPOSITION • ST. LOUIS, MISSOURI • AUGUST 22-25, 2009

5th Annual Reverse Trade Show a Success

Our 5th Annual Reverse Trade Show was held on Friday, April 24, 2009 at the University Area Community Center (UACC). For those of you that have not been to the UACC before; the center offers us plenty of parking, a unique entry rotunda for registration, plenty of exhibit hall space, an elevated area for the luncheon and a spacious classroom setting for our workshop.

The participation by our vendors exceeded the prior year with about 300 plus vendors in attendance. The vendors were very complimentary about the success of the event to the point of thanking us for having this trade show. A workshop was held shortly after 1:00 PM on "How to do Business with Government" in the Center's community room. The workshop was very well attended by our vendor community as we ran out of chairs and had to bring in some to place along the walls to accommodate all the people. We sold a total of 34 sponsor advertisements for our Membership Directory which was given out to all attendees along with the tote bags that were donated by Image Depot. The generosity of the vendors was amazing as they donated over 55 door prizes to include: \$50 gift certificates, an HP Laserjet Printer, Copier, two-day stay at the Hampton Suites Inn and \$75 gift certificate to the Rusty Pelican just to name a few.



The government agencies represented had a total of 38 booths with about 98 registered participants scheduled to meet and greet with our vendors.

The government agencies represented had a total of 38 booths with about 98 registered participants scheduled to meet and greet with our vendors.

I would like to extend my personal thanks to all my hard working volunteers, committee chairs and workshop speakers for their outstanding support to this event. Without our volunteers we would not be able to be so successful. In return we pass along to our membership points to get scholarship awards to be used for Forum, FAPPO or other NIGP seminars for professional development and recertification points.

What a great time we all had as we networked with our peers and our suppliers!

Linda El-Shamy, CPPB, FCCM
Reverse Trade Show Chairperson

Taking the Plunge: The CPPO Exam

YIKES!!! The CPPO exam day is here!

Suddenly just thinking about the “Book of Knowledge”, the mind turns to mush and all the “knowledge” becomes a blur. The alphabet soup, EDI, RFP, UDDI, MRO, LCC, comes to a boil. Months of study and review seem inadequate for the task at hand.

I reflected back to my preparation time and application for the exam. The NIGP promotional efforts to advise members of the importance of professional development and obtaining a certification have been there for some time. Even though I had considered taking the CPPO exam for years, the busyness of the office routine and my personal procrastination got the upper hand. However, with the 2008 Forum in Charlotte, North Carolina, a CPPO prep course became available. So I told myself, it’s now or never.

With that “Go for it” decision made, the wheels were set in motion to find out more about the application process and the exam itself. At first, just the application process seemed to be a challenge---gathering all the required information about experience, courses attended, and other formal education. I sent my application in trusting that I would meet all the requirements just to be eligible to take the exam—you have to send money too! Since I was going to the Forum, I also signed up for the 2 day CPPO prep course. The course was a great experience, fast paced, and attempted to cover the 10 domains of the Book of Knowledge in 2 days. I highly recommend this type course to prepare for either the CPPB or CPPO exam.



The prep course provides you with a workbook, sample exams, a little network of other hopeful candidates, and of course the instructor. Also a plug for the National Forum since it provides a great resource for professional development material that will definitely help you with any of the certifications.

I completed the CPPO prep course in late July 2008; the CPPO exam was scheduled for October 2008. I thought I had plenty of time to prepare for it (almost 3 months). A little advise...start early with a schedule of material to cover, plan reviews for each domain,

CPPO Exam (Cont'd from page 2)

work with others and stick to it. Besides the CPPO prep course material and sample exams, I reviewed previous course books like Contract Administration, Basic and Intermediate Procurement...and I had a few discussions with other CPPOs. I was not able to be in a study group but I would recommend it. NIGP also offer several on line courses to prepare candidates.

I took the CPPO exam in October 2008 at a local (Tampa) test site administered by Pro-Metrics. After the initial administrative details and getting settled, the exam was conducted on line and consisted of 175 multiple choice questions. Approximately 60% were application questions—a few were a little tricky so read carefully—the other 40% were recall type question from each domain—select the best answer—none were “all of the above”. The exam had flexibility to go back to review unanswered questions and would also prompt you if you did not answer a question. Since this was a new exam, there was also an opportunity to make comments about the questions. Approximately 3 ½ hours is allotted for the exam---take your time—don't overthink the questions.

It was a great feeling to finish and sign off—RELIEF!! Then there is a waiting period for the results---approximately 4 weeks. The good news that I passed arrived just before Thanksgiving Day so I had one more thing to celebrate and be thankful for.

NIGP does a good job of publicizing new certification holders; it is a big morale boost to see your name in print and to receive compliments from your procurement colleagues.

The time and effort associated with obtaining my CPPO certification was well worth it not only to have earned the professional recognition but also for the increase in my own knowledge and understanding of the procurement processes. So, if you are on the fence, get off and get going to sign up for the next CPPO exam.

David L. Snyder, CPPO, CPCM

Hillsborough County

Public Works Department



15th Annual Buyer/Seller Golf Tournament Another Hit!

The Chapter's 15th Annual Buyer/Seller Golf Tournament was held on Friday, May 15th (coincidentally of course) at the Eagles Golf & Country Club in Odessa. A total of 140 golfers pre-registered for the event and attendance equaled last years turn out.



This year's third place consisted of first time participants representing Callahan Tire and included; Roger Smith, Russell Lee, Steve Luster and Curt Crouse finishing with a 12 under par 60. Second place finishers were one of the two foursomes

former NIGP and Chapter President Ken Trufant organized (unfortunately for Ken, his foursome did not win) the group included Jerry McCarthy, Mike Williams, David Dempsey and Chip Wichmanowski at 13 under 59. This years winning team included chapter member John Aberle, Bob Gaston, Ernie Muchner and Kenny Brantley finishing with 17 under par 55 (must not have purchased enough mulligan's to birdie all 18).

Individual event winners included Jason Jackson (guest of retired Hillsborough County employee Doug Dennis) with men's closest to the pin, Jeff Linklater of Zep Manufacturing, men's longest drive and Steve Luster again of Callahan Tire took the putting contest. Ladies longest drive went to the combination of Theresa Kempa and Rod Kuiper (have no idea what that's all about)!

We would like to recognize this years sponsor's and thank them for their support and include; Gulf Coast Tractor & Equipment, Halfacre Construction Co., Storage & Handling Equipment, Inc., Ricoh Business Solutions, Wharton-Smith, Inc., Total Pressure Cleaning Services, Inc., HCS Group, LLC, Nystrom, Product Innovations International, Inc. and last but not least Cathy Bartolotti!

I would also like to thank the volunteers who assisted in making this our best tournament ever and they include Cathy Bartolotti, Linda Balcomb, Mina Kaeding, and Anthony McGee. I hope I haven't forgotten anyone.

Next year's event is scheduled for Friday, May 14, 2010 hope to see you there!

Jay Jackus CPPB, CPPO
Golf Tournament Chairperson

PROFESSIONAL DEVELOPMENT NEWS

Now Scheduled!

Effective Management of Construction Contracts

July 24, 2009—\$70 (Chapter and National Member Price)

CPPO Prep

August 3rd and 4th 2009—\$150 (Chapter and National Member Price)

Fundamentals of Leadership and Management

October 8th and 9th, 2009—\$150 (Chapter and National Member Price)

Minimum 8 registered students required per class within 30 days of class date

Location: Children's Board of Hillsborough County (Ybor City)
1002 E. Palm Ave., Tampa, FL 33605
Conference Rooms B & C

Details: <http://www.nigp-tampabay.org/ProfessionalDevelopment.asp>



**Tampa Bay Area Chapter
National Institute of Governmental Purchasing, Inc.
2009 Meeting Schedule**

JUNE 12th.....	Board Meeting @ Tampa International Airport @ 11:30 AM
JULY 10th.....	Chapter Luncheon
JULY 20th-22nd.....	Developing and Managing RFPs
JULY 24th.....	Effective Management of Construction Contracts
AUGUST 3rd-4th.....	CPPO Preparation
AUGUST 22-26TH.....	National Forum
SEPTEMBER 18th.....	Chapter Luncheon (Election of Officers)
OCTOBER 8th -9th.....	Fundamentals of Leadership and Management
OCTOBER 16th.....	Board Meeting @ Tampa International Airport @ 2:30 PM
NOVEMBER 5th.....	Product Expo / Trade Show
DECEMBER 4th.....	Chapter Luncheon (Holiday Program & Installation of Officers)
FEBRUARY 10th-12th.....	Planning, Scheduling and Requirement Analysis
APRIL 8th-9th.....	CPPO PREPARATION