



NEWSLETTER

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

ISSUE 36
November 2009

FROM THE DESK OF THE PRESIDENT.....

"No one who achieves success does so without acknowledging the help of others. The wise and confident acknowledge this help with gratitude." - Source Unknown

Dear Tampa Bay Chapter Members,

When I first learned that one of the requirements of the Chapter President was to provide four letters throughout the year, I did not know what I would ever write about. I have since found with the many activities and events on our Tampa Bay Chapter calendar this year never to be at a loss for words. I have truly enjoyed writing these letters and consider it an honor to represent our Chapter as your President.

I wish to extend a sincere thank you to the following board members and committee chairs for their dedication and hard work this year: Laurie Roberts, Theresa Kempa, Mina Kaeding, Linda Balcombe, Linda El Shamy, Mary Kay Crabtree, Corey Murphy, Barbara Grilli and Jay Jackus. These members along with the many volunteers participating at the Reverse Trade Show, Golf Tournament and Product Expo are the reason our Chapter is so successful. Additional thanks to those who have worked hard to increase membership, to continue to make improvements to our website, to provide numerous training seminars and to procure speakers to enhance our luncheons.

Congratulations and welcome to our newest board member, John Hollingshead, 2010 Chapter Secretary and Committee Chairs, Cathy Bartolotti in Programs and Joe Benjamin in Membership.

Our Annual Product Expo and Tradeshow held on November 5th was another huge success. Our co-chairs, Mina Kaeding and Laurie Roberts once again did a totally awesome job. It takes time, effort and a true commitment to plan, organize and execute such an event and I thank all of the chairs and volunteers for their participation.

Educational opportunities are planned for 2010. The NIGP class entitled Planning, Scheduling, and Requirement Analysis will be held on Feb 10th, 11th and 12th and a CPPO Review will be offered on April 8th & 9th. Please contact Corey Murphy at corey.murphy@sdhc.k12.fl.us if you have any questions.

I look forward to seeing you at the December 4th Luncheon @11:30 am at the Rusty Pelican, 2425 N. Rocky Point Dr. in Tampa. Our agenda will include the induction of the 2010 board members and many surprises and chances to win prizes.

May your upcoming holiday season be filled with happiness, great joy and peace in the world.

Tim Shoby, CPPO/CPPB
Chapter President



2009 OFFICERS

PRESIDENT
TIM SHOBY CPPB, CPPO
VICE-PRESIDENT
LAURIE ROBERTS CPPB
SECRETARY
MINA KAEDING CPPB,
Ph.D.
TREASURER
THERESA KEMPA, CPPB

BOARD MEMBERS & COMMITTEE CHAIRS

Past President
Linda Balcombe CPPO, CPPB
(727) 588-6129

Professional Development
Corey A. Murphy CPPB
(813) 272-4372

Membership
MaryKay Crabtree, CPPB,
(813) 301-7084

Programs
Linda El-Shamy, CPPB
(813) 307-1732

Publications
Barbara Grilli CPPB, C.P.M.
(727) 893-7224

Golf Tournament
Jay Jackus, CPPB, CPPO
(727) 942-5615

Reverse Trade Show
Linda El-Shamy, CPPB
(813) 307-1732

Trade Show
Co-Chairs
Laurie Roberts, CPPB
Mina Kaeding, CPPB, Ph.D.

2010 Membership Information



NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASING, INC.

CHAPTER PRESIDENTS

Warren E. Gehch, CPPO, C.P.M.
"1981"

Kenneth C. Trufant, CPPO
"1982"

John V. Cappell
"1983"

James W. Crosby, C.P.M.
"1984, 1985"

Sue Hunsberger
"1986"

Sim Smith, CPPO
"1987"

Louis Moore, CPPO
"1988"

Theodore J. Gable
"1989"

Henry R. Morbach, CPPO, C.P.M.
"1990"

William Little, CPPB
"1991"

Susan Ferlita, CPPB
"1992 & 1993"

David L. Snyder, CPCM
"1994"

Joseph Jackson, CPPO, CPPB
"1995"

Joseph Pullam
"1996"

Lynn Kennedy, CPPB
"1997"

Albert Carter
"1998"

Cathy Morgan, CPPB
"1999"

Randy Dank, CPPB
"2000"

Jim Gantt, CPM, CPPO
"2001"

George McKibben, CPPO, C.P.M.,
"2002"

Vonda Mekhoir C.P.M.
"2003"

Diane Page, CPPB
"2004"

Kendal Capan, CPPO, CPPB
"2005, 2006"

Patricia B. Wagner, CPPB
"2007"

Lind Balcombe, CPPO, CPPB
"2008"

Tim Shoby, CPPO, CPPB
"2009"

November 18, 2009

Enclosed is your membership application/dues invoice for 2010. Please provide the information requested on the application and mail, along with your dues payment, to Joe Benjamin, as indicated on the application.

Being a member of the Tampa Bay Area Chapter will enhance your professional development. As a member, you will receive discounts towards education/training seminars and workshops sponsored by the Chapter. You may also receive credit points toward your recertification from the NIGP Universal Public Purchasing Council.

Getting involved in a local professional organization enables members to learn through networking, trade shows, and seminars. We need every member to be active and involved in order to make the Chapter grow and continue to be successful.

Joe Benjamin

Membership Chair – Tampa Bay Area Chapter

Psssst..Psssst..YES YOU!! You Can Still Get Pro-D!



Do you want to attend the NIGP National Forum, maybe FAPPO or a 3 day seminar? So you do?.... then plan on attending the Chapter luncheon on January 29, 2010 where the mysterious, confusing and often misunderstood **scholarship form** will be explained. Heck you might even get to make comments and suggestions on the 2010 form! Budgets are tight but you can still continue your professional development through **scholarship opportunities!**

The Policies and Procedures can be found on our chapter website, along with the official scholarship application form. You'll see the variety of ways to earn your way to Pro-D with little or no impact to your department budget. Even 100 points can help offset a travel fee to National or FAPPO. Points may be carried over a two year period as well. Here are some of the ways you can earn points:

- Attendance at Scheduled Programs
- Serving as an Officer
- Participation in the Annual Trade Show or Reverse Trade Show
- Participation in the Annual Golf Tournament
- Assisting with Training
- Publishing an Article in the Chapter Newsletter (hint, hint)
- Holding Current Certifications

It's also not too late to attend the December luncheon where you can **earn scholarship points** and who knows what else.

Hillsborough County Achieves Pareto

Hillsborough County has become the sixth public procurement agency to win the coveted Pareto Award. In their notification letter from last July, Rick Grimm (NIGP National CEO) noted that their “accomplishments serve as a beacon of light in NIGP’s search for processes and procedures that ensure fairness and transparency in procurement.” The agency officially received its Pareto at the awards luncheon at the 64th Annual NIGP Forum, held this past August in St. Louis.

A high level of staff morale was noted by the four-person peer review panel from NIGP. The review team also commented that the members of the purchasing department at all levels felt valued and respected.

According to Dr. Lu Banks, Hillsborough County Director of Procurement Services, “When you fail to look for ways to improve your process, you fail to exist as a viable component of your organization. “

The agency also plans an implementation of new ERP software that will replace their ADPICS system as they continue to find ways to improve processes.



Hank Morbach Earns Lifetime CPPO

Hank Morbach, Procurement Officer for Hillsborough County Public Schools has received his lifetime CPPO certification. Hank also has his lifetime C.P.M and has worked in public procurement for more than 30 years. Congratulations Hank!



PROFESSIONAL DEVELOPMENT NEWS

Planning, Scheduling and Requirement Analysis

February 10th—12th 2010

CPPO Prep

April 8th—9th 2010—\$150 (Chapter and National Member Price)

CPPB/CPPO Application Submission Deadline

February 1, 2010 for May 3-8 Exam Dates

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>
or call Corey Murphy at 813-272-4372

2009 Trade Show Another Success!

This year's Vendor Tradeshow was a great success with 108 booths and 10 outdoor "grove" sites sold and a mix of firms that was diverse in terms of both company size and industry base. The group included vendors who have supported our efforts year after year as well as a number of new faces; which is a testament to the hard work of everyone on the Trade Show committees and what I believe the vendors see as a well positioned spend and value for their marketing dollars. Not only did the vendors support us with their attendance they generously contributed door prizes and give-always (did everyone get a chance to visit the booth on the last row that was giving away ice cream bars? Wasn't that a treat?).

Speaking of volunteers, all those who gave of their time and energy to help with set-up, registration, parking, catering and other Trade Show activities should give themselves a BIG pat on the back especially the committee chairs. These types of events take an enormous amount of preparation, planning and effort and we couldn't do it without our volunteers. By the way.....kudos to the catering committee. You provided a great lunch buffet and the food was quite tasty.

Partly because of the downturn in the economy, but possibly more so because of past positive results; the vendors were eager and enthusiastic about being there and sharing information about their newest products and innovations. Of particular interest to me was the large number of firms who are responding to the trends for environmentally preferable items. Whether we as purchasing professionals recognize it or not, we do play a significant role in the ever changing development of business and the world around us.

Continued success of the Vendor Trade Show is driven by membership support, agency participation, and the vendor community. The one component of the tradeshow that seemed to be impacted most this year was attendance by member agency employees with almost as many vendors registered as attendees. However, congratulations to Hillsborough County, City of St. Petersburg, and Pasco County Schools who registered the highest number of employees to come and meet with vendors. These three agencies combined for almost 50% of attendees. This important annual event is a major revenue generating function supporting the general operations of our chapter with a portion of the proceeds going directly to providing members with scholarship dollars for use towards professional development. It's not too early to begin think of creative ideas to make next year's show even bigger and better.

Theresa Jordan CPPB, C.P.M.

Excellence in Public Procurement



Tampa Bay Area Chapter NIGP, Inc
www.nigp-tampabay.org
 NOTE: THE NEWSLETTER IS POSTED ON THE WEBSITE

PUBLICATIONS

Email the news from your corner of the world to:
barbara.grilli@stpete.org
 Phone: 727-893-7224 Fax 727-892-5325

KEEP IN TOUCH...IT'S YOUR NEWSLETTER



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

JANUARY 30TH	CHAPTER LUNCHEON
FEBRUARY 20th	Board Meeting @ Tampa International Airport @ 2:30 PM
MARCH 13th	Chapter Luncheon (Purchasing Month)
APRIL 24th	Reverse Trade Show
APRIL 29th - May 1st	SEMINAR: Contract Administration
MAY 15th	Golf Tournament and Chapter Luncheon
JUNE 1st-2nd	SEMINAR: Performance Based RFPs
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

