



FALL 2005

The Purchasing Buy-Lines

News Worthy to be Read and Repeated!

2005 NIGP ANNUAL FORUM CELEBRATING 60 YEARS

Columbia Chapter

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Diane Seaton, CPPB, CDT, MCA

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ICP

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Membership

David Laney



This year's Forum opened in Anaheim, California with a presentation of flags by the Los Angeles Sheriff's Color Guard. The Guard proudly presented the flags of the United States, Canada, Great Britain and California. This was followed by the National Anthems of the 3 countries all beautifully sung by Tammy Fortune Irby. Then we paused to remember those NIGP members who have passed away since the last Forum.

Erin Brockovich gave a colorful presentation of her personal and professional life experiences including her work at the law firm of Masry and Vititoe in exposing the toxic groundwater issue resulting in the \$333 million settlement for residents of Hinkley, CA.

There were forty workshops available making it hard to choose which to attend. Much focus was given to Green Procurement and

the role government plays. Since the government is the biggest "spender" in the nation, it only stands to reason that we should be ever mindful that how and what we procure effects our environment.

There were numerous daily networking sessions that are always a gold mine of information and sharing with delegates how other agencies handle their difficult buys. Thirty topics made up the Roundtable Discussions portion of the Forum where you could speak with colleagues on a particular subject in an informal setting.

More than 90 representatives made up the Products Expo this year. I could hardly roll my suitcase from all the catalogs and information I brought back with me. Several companies featured some type of e-Procurement software, which seemed to be a hot market and the wave of the future.

Continued on page 7

CHAPTER WEBSITE GETS A FACE-LIFT!

By Elaine Holt, CPPB

Earlier this year, the Board voted to redesign the chapter website. In June, a subcommittee of the Board hired Watermelon Webworks to redevelop the Internet website with the goal of making the website easier to access and use both by members and visitors. The Board also purchased a domain name, "columbiachapternigp", so that

the site will appear more readily when searched for via Google or other Internet search engines.



The new site, which was launched at the September 8, 2005 General Meeting, includes many of the popular resources that were available at the previous site: the chapter membership list, employment opportunities, upcoming courses and contracts available for

Continued on page 3



President's Message



Diane Seaton, CPPB, CDT, MCA

First, I'd like to say I am honored and pleased to be Columbia Chapter's president this year. We have a really energetic group of officers, directors, committees, and members who have all been very busy continuing to work toward our goals.

Through the summer, the Board has continued to meet monthly in addition to a few extra "special meetings". We have identified many goals and I'd like to share them with you:

- Re-design & update website
- Hold a Reverse Trade Show (w/ OPPA)
- Schedule meetings for at least a year in advance
- Increase membership
- Increase number of volunteers
- Develop "rewards" program for volunteers
- Increase number of educational scholarships
- Review scholarship structure
- Publish fundraiser cookbook (w/ OPPA)

- Apply for medium chapter of the year
- Improve relationship with OPPA
- Sponsor publication of Certifiable Guide (2nd edition)
- Develop member handbook
- Update list of officer, director, and committee duties
- Strategic Planning Update

We are already busy working on many of these goals. At the end of my term, I will list these goals again and will also include the results next to them. Yes, I know that can be risky but I am confident we will meet all of these goals and more.

As you can see, we have a lot going on & one of our goals is to increase the number of volunteers. If you're not involved but would like to be, please contact any of the board members. We have a place for everyone!

Our next general meeting will be held at the Spaghetti Factory in Portland on October 6 at 11:30. Hope to see everyone there!

Respectfully,
"Prez" Seaton

"WHAT'S IN IT FOR ME?"

By Rob Rickard

That seems to be a very prevalent question in today's society. In some way, shape or form we may ask the same question when people or organizations interact with us in our professional world. We all tend to have many more assignments and responsibilities than we have time and resources to accomplish them. So any time that we are asked to do a particular something, we ask the same question. We may not ask it out loud, but never the less, we ask it. And well we should.



We are stewards of taxpayers' money. We should always analyze where and how we are spending taxpayer money, or using other tax

supported time or resources.

So it is a perfectly normal action for us to question why we should belong to the Columbia Chapter of NIGP. In some cases we may be questioned as to the "value" of belonging to Columbia Chapter. I would like to share a few of the "features and opportunities" to belonging to or joining the Columbia Chapter. This certainly isn't intended to be an exhaustive list. I am sure others will have many other valuable features that they find in "belonging" to the Columbia Chapter. That is a further demonstration of how valuable the Columbia Chapter can be to any public purchasing professional.






ANNUAL HOLIDAY LUNCHEON

This year's Annual Holiday Luncheon will be held on:

Thursday, December 1st
11 am to 2 pm in the Totem Room
at the Charthouse on Terwilliger Blvd.

There will be a silent auction to raise funds for our scholarship program which sends a Columbia Chapter member each year to the National Forum. The 2006 National Forum will be held in Tampa Bay, Florida next August. Last year we were able to raise just over \$900 from our silent auction. Our goal is to double that this year!



Margaret Kisser, a buyer with Portland Public Schools will be coordinating the auction again this year. She did a wonderful job last year, managing to get some outstanding donations such as a 2 night's stay at Salishan and an HP digital camera and docking station. Be sure to contact Margaret at mkisser@pps.k12.or.us, to let her know what you will be donating to this year's event.

Again this year, we will be asking our members to support the Sunshine Division by bringing an unwrapped gift (\$5 to \$10) for a boy or girl aged 8-12. At the 2004 Luncheon we collected approximately 20 children's presents, which undoubtedly brightened many children's Christmas Day!

Be sure to put December 1st at the Charthouse on your holiday calendar and plan to attend, you'll be glad you did!



*"First we form habits,
then they form us.
Conquer your bad habits
or they will conquer you."*

Rob Gilbert

CHAPTER WEBSITE GETS A FACE-LIFT! CONTINUED FROM FRONT PAGE

cooperative use. The site also includes new features such as "Coming Events" and "What's New?" showcasing current events, trainings and happenings. Links to the "RFP Report" as well as a comprehensive calendar listing a variety of procurement-related events and trainings will also be easily accessible.

The new site will be simpler to keep up to date. By using software made available by Watermelon Webworks, chapter Board members and committee members will be able to directly load reports and revised documents. The chapter will save money by performing these basic tasks ourselves.

Check out the NEW site at:
www.columbiachapternigp.org.

Please update your "favorites" to reflect the new address. Stay tuned for login instructions and other details. If you are searching for the site on MSN or Google, please be aware that the site will not be indexed until mid to late September at which point it will appear when searches are performed. Questions about the chapter website may be addressed to Mike Westerman at mike.wersterman@clark.wa.gov or Elaine Holt at eholt@pps.k12.or.us.



REVERSE TRADE SHOW

The Columbia Chapter and OPPA are jointly sponsoring a Reverse Trade Show (RTS) to be held in April 2006.

WHAT IS IT?

This is an event that allows suppliers, consultants, contractors, etc. the opportunity to meet with procurement professionals from numerous governmental agencies at one time, all in the same place.

Agencies will have booths or tables manned with their procurement agents available to speak with suppliers, consultant, contractors, etc. about how to do business with that agency, and to listen to suppliers give them information about their products and services.



WHY HOLD THE TRADE SHOW?

Suppliers are charged a nominal fee to attend, so it's a great opportunity for them as well as a fundraiser for the sponsoring chapters. Other NIPG chapters have reported successful fundraising through this type of event.



By participating in the Reverse Trade Show, your agency may be meeting its outreach goals more effectively and reducing the number of supplier visits to your office. Your agency is viewed as being "accessible" to the supplier community and you make valuable new business contacts for your agency.

HOW DO YOU GET INVOLVED?

You can get involved by volunteering to help on one of the organizing Committees and by registering your agency to participate in this Trade Show. Registration forms will be available soon. Contact the RTS Volunteer Coordinator, Craig Johnsen, at craig.johnsen@portofportland.com or by phone at 503-944-7354.

CHAPTER COOKBOOK FUNDRAISER



by Diane Seaton, CPPB, CDT, MCA

WANTED: YOUR FAVORITE RECIPES!!

The Columbia Chapter and OPPA are working together to develop a cookbook through a publishing company. The publishing company will charge the chapters a small amount to publish the cookbook. The chapters will then sell the books, use them in silent auctions, etc. to help raise money for the various scholarships and events.

The cookbook committee consists of Leslie Johnson, CPPB; Elaine Holt, CPPB; Gretchen Harold, CPPB; Sharon Woodhouse; Diane Seaton, CPPB; and Nancy Ahlbin (OPPA).



Please bring your best recipes to the October General Meeting* or email them to me at dseaton@ci.portland.or.us. Or, if more convenient, you can give them to any of the committee members. Submit as many as you want. Your name will be next to your recipes in the cookbook so we'll all know who submitted what.

The recipes can be your own creation or from your best cookbook, magazine, friend, family member...copyright is not a problem with these cookbooks. We have already received some delicious recipes for dishes like Tamales and Chocolate Mint Brownies. Ymmmm.

*Our next general meeting will be held at the Spaghetti Factory in Portland on October 6 at 11:30.



Calendar of Events

October 2005

October 5th
MED Week Luncheon

Reverse Trade Show Meeting
Port of Portland
2:30—4:30

October 6th
Columbia Chapter General Mtg
Speaker - Caryn Tilton
“National Purchasing Partners”
Spaghetti Factory
11:30

October 10-12
OPPA LEAP Class
Contract Administration
Chemeketa Comm College, Salem

October 19th
Columbia Chapter Board Mtg
Sweetbrier Inn, Tualatin
11:30

October 26th
ICP Meeting
PPS—Room L-1
Noon

November 2005

November 2nd
Columbia Chapter General Mtg
Mexican Buffet
Sweetbrier Inn, Tualatin
11:30

November 3rd
Purchasing as a Second Language
Multnomah ESD
8:00—5:00

November 10th
Governor’s Marketplace
Holiday Inn, Wilsonville
8:00 am—4:30 pm



November 16th
Columbia Chapter Board Mtg
Port of Portland
11:30

November 16th
Strategic Planning Meeting
Port of Portland
1:00—3:00 pm

November 18th
OPPA Workshop
Bullet Proofing your RFP’s
Holiday Inn, Portland

November 30th
ICP Meeting
PPS—Room L-1
Noon

December 2005



December 1st
Annual Holiday Luncheon
& Silent Auction
The Chart House, Portland
11 am—2 pm

December 21st
Columbia Chapter Board Mtg
Saylor’s, Portland
11:30

January 2006

January 18th
Columbia Chapter Board Mtg
Sweetbrier Inn, Tualatin
11:30

January 23 –25
OPPA
CPPB & CPPO
Review & Test
Place TBD

January 25th
ICP Meeting
PPS—Room L-1
Noon

February 2006

February 2nd
Columbia Chapter
All Day Workshop
Holiday Inn, Wilsonville

February 15th
Columbia Chapter Board Mtg
Who Song & Larry’s, Portland
11:30

February 22nd
ICP Meeting
PPS—Room L-1
Noon

Coming Attractions Spring 2006

OPPA/Columbia Chapter
Joint Conference

Purchasing as a Second Language
Newport, OR

Reverse Trade Show

Columbia Chapter
NIGP Class
Intro to Public Procurement

WHAT'S IN IT FOR ME? CONTINUED FROM PAGE 2

In fact this is a great start for considering these values. To me, the greatest value in belonging to the Columbia Chapter of NIGP is the synergy of creative thinking available within the Chapter.

Whether we are at a Chapter function or sitting at our workstation, when purchasing situations challenge us, we are only a conversation away from another purchasing professional who may have the solution to our challenge.



At times if they don't have a solution, they know a contact that does. So the synergy of the Chapter is always at work providing solutions for our challenges. Our regular luncheon meetings provide topical procurement issues as well as the opportunity for this knowledge transfer to take place.

Another excellent benefit from belonging to the Columbia Chapter is the ability to get cost effective training that is current and reflects the latest "best practices". The LEAP Courses are the newest offerings from NIGP. LEAP classes are three days in length. For National Members the cost is \$550.00, for Chapter Members the cost is \$725.00, and non-members are charged \$825.00. Competitive courses from the private sector may exceed \$2,000.00 and many competing courses do not adequately consider the unique requirements of public procurement. The two-day classes are \$350.00 for national members, \$490.00 for Chapter members, and \$600.00 for non-members. The single day classes range



from \$150.00 for national members to \$275.00 for non-members. Attendance at one LEAP Class will more than offset the cost of membership in the Columbia Chapter. Other training opportunities from the free topical trainings at lunch,

to the much-reduced prices from Oregon Public Purchasing Association provide a plethora of opportunities over a wide variety of topics within public procurement.

Many of these trainings prepare the public purchasing professional for certification testing and the resultant national certification recognition.

Additional opportunities provided by chapter membership include the use of contracts maintained through the Intergovernmental Cooperative Purchasing (ICP) Program, which is a part of the Columbia Chapter. Many contracts are available through this group. Regular sharing of governmental affairs for both Washington and Oregon provide members with the latest legislative issues.

The Columbia Chapter Handbook, which is available to each member, provides a variety of valuable information for its members. Included in that information is the application process for individuals to apply for a scholarship to be used for a variety of training/learning opportunities

including attendance at our NIGP National Forums, which are held throughout the United States and Canada. Our quarterly Newslet-

ter (you are reading it right now) is another valuable resource that provides news, updates, and describes best practices for the public purchasing professional.

I have only highlighted a few of the many opportunities and values that are provided by being a member of the Columbia Chapter of NIGP. In closing, I would offer that being a member of the Columbia Chapter of NIGP is the best "deal" a public purchasing professional can purchase for themselves and for their entities.

You cannot afford to "not belong to the Columbia Chapter".



*What we do today,
right now,
will have an
accumulated effect
on all our tomorrows.*

Alexandra Stoddard

COLUMBIA CHAPTER SCHOLARSHIP PROGRAM

The Columbia Chapter values the contributions, efforts, dedication and professionalism of its members. We recognize the challenge of public agencies providing funding for professional development and continuing education. As such, the Columbia Chapter scholarship program would like to assist current members in attaining their professional goals. For more information about scholarships, go to our website @ www.columbiachapternigp.org.

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"THE FEEDBACK LOOP"

At the September 2005 General Meeting, Chapter President Diane Seaton asked members for any comments, suggestions or ideas they might have about the chapter. Several members responded to this request with questions and comments, which will be discussed at the October 6 General Meeting. This "Feedback Loop" will become a regular feature at each General Meeting, and some of this discussion may find its way into the quarterly Chapter Newsletter as well. Thanks Members for your feedback!!!

CERTIFIABLE

The Columbia Chapter is sponsoring a republication of Darin Matthew's book entitled, "Certifiable". Darin is the Purchasing and Contracts Manager at Portland Public Schools and will be the President of NIGP National next year.

NIGP National has already ordered 100 copies! Darin has graciously donated all proceeds from the sale of his book to the Columbia Chapter to be used for member scholarships. Thanks Darin!

2005 NIGP ANNUAL FORUM

Continued from front page

I'm all for it especially if it cuts down on paper consumption.

You couldn't ask for more perfect weather, it was beautiful everyday. My hotel was ideally situated across an open courtyard from the Anaheim Convention Center and only a few short blocks from Disneyland! The planning committee did a fabulous job on the Forum logistically speaking.

Over 1,400 delegates gathered in Anaheim to help celebrate NIGP's 60th Anniversary and Columbia Chapter was well represented.

During the September General meeting of the Columbia Chapter, several of the forum attendees stated that it appeared that the Pacific Northwest was a leader in cutting edge procurement methods and generally more forward thinking compared to the rest of the country.

The 61st NIGP Annual Forum and Products Exposition, "Spanning the Bay", will be held in Tampa, Florida, at the Tampa Convention Center August 5 through August 9, 2006.

Membership Info

The Columbia Chapter is now considered a medium sized chapter by NIGP National. Here are the current membership numbers:

*46 Regular
8 Associate
18 Retired
1 Honorary*

