



## NIGP- Utah Chapter

### Inside This Issue:

- Chapter President's Message
- Utah Chapter News
- Upcoming Meeting Dates
- Classroom Corner
- Special Notes/ Announcements
- Speaker Biographies

### NIGP- Utah Chapter Officers:

President: Polly Alles

Vice-President: Joan Tuttle, CPPB

Secretary: Limher Montoya

Treasurer: Gayle Christensen

Past President: Jennifer Salts, CPPB

### Board of Directors:

Lori Peterson, CPPO, CPM

Jason Steinmann

Kurt Prusse, CPPB

## Chapter President's Message

Dear NIGP Utah Chapter Members:

Good luck with Year End and busy Summer procurement! I hope to see you at Forum, August 27-30!

Let's show our Utah Pride!

Thank you for your membership, your time and for supporting NIGP- Utah!



*Polly Alles- President*



Polly Alles, President- NIGP Utah Chapter



*“Life is a series of experiences, each one of which makes us bigger, even though it is hard to realize this. For the world was built to develop character, and we must learn that the setbacks and grieves which we endure help us in our marching onward.”*

*-Henry Ford*

## Utah Chapter News

**NIGP NATIONAL** has made several online courses available. For more information on these courses, visit [www.nigp.org](http://www.nigp.org) , or email [customer-care@nigp.org](mailto:customer-care@nigp.org)

*Basics of Business Math      Business Communication– Written Communication*  
*Fundamentals of Business Management Leading High-Performance Teams*  
*Negotiating Skills– Influence and Persuasion      Project Management*  
*Time Management Fundamentals*

**VOLUNTEER** to serve on a chapter committee! If you are interested, please contact the committee chairperson listed below:

### **Committee Chairpersons**

Honors & Awards: Joan Tuttle (Davis SD) [jtuttle@dsdmail.net](mailto:jtuttle@dsdmail.net)  
Financial: Lori Peterson (Davis SD) [lpeterson@dsdmail.net](mailto:lpeterson@dsdmail.net)  
Historian: Skip Foster (Granite SD) [safoster@graniteschools.org](mailto:safoster@graniteschools.org)  
Membership: Jerilyn Midthun (SL City) [jerilyn.midthun@slcgov.com](mailto:jerilyn.midthun@slcgov.com)  
Marketing/Public Relations: Glendon Mitchell (U of U) [jbgardner@graniteschools.org](mailto:jbgardner@graniteschools.org)  
Education: Kurt Prusse (Jordan SD) [kurt.prusse@jordandistrict.org](mailto:kurt.prusse@jordandistrict.org)  
Nominating: Limher Montoya (UofU) [limher.montoya@purchasing.utah.edu](mailto:limher.montoya@purchasing.utah.edu)  
Community Involvement:

## Upcoming Meeting Dates

**MEETING LOCATION:** All chapter meetings will be held at the Canyons School District Professional Development Center , 9361 South 300 East, Sandy. Meetings will be held 9:00 am – 12:00 pm.

**Tuesday, May 9, 2017:**

NO CHAPTER MEETING

**Wed, May 10, 2017:**

Webinar will be made available for those needing professional development hours. See page 4.

**Thurs, Aug 3, 2017:**

Mandatory training meeting for NIGP Forum volunteers. 9:00-11:00 am. See page 6.

**Aug 27-30, 2017:**

NIGP 2017 Forum– held at the Salt Palace Convention Center

**Tuesday, Sept 12, 2017:**

TBD

## Classroom Corner

*Get Rid of It!* (From Government Procurement, Feb/Mar 2017, p. 24)

After being assigned the responsibility of surplus property disposal for my agency many years ago, I quickly came to the following conclusion: It is often easier to buy something than it is to get rid of it.

Some in the public procurement profession may not consider surplus property to be a glamorous assignment. In fact, the first time I was given this role was at a procurement meeting that I missed. My colleagues in attendance told me that, due to my absence, I “volunteered” for the role.

But today we can absolutely view property disposal as a key function for any organization. Since it is often considered part of the warehousing function, it falls under the authority of central procurement for many public agencies. Even if your own agency is structured differently, it is still important that a public procurement professional be aware of surplus property policies.

Disposing of assets is an opportunity to bring value (and dollars) to any organization. Knowing how to maximize the value of surplus materials and equipment can really pay dividends.

So what is the best method of disposal? Similar to buying the item originally, there is no single best method. Just like we have options with procurement methods (bid, RFP, sole source, etc.), there are also choices when it comes to disposal.

Trade-in can be a viable way to dispose of things like heavy equipment and fleet vehicles. It will offset the cost of the new equipment while getting the older units off your hands. Unfortunately, dealers may tend to under-value your used equipment in this scenario, even as part of a competitive bid process. It may be wise to keep your options open and state that your agency may or may not accept their trade-in offer.

May organizations do quite well selling their

surplus equipment themselves, either through a competitive bid process or through the use of online sales. The latter has gained popularity in recent years as companies like GovDeals and Public Surplus have increased their presence. The equipment is offered to a broader network of potential buyers, and through increased competition comes better prices. Even after paying the agreed upon commission, I have still found online sales to be a great value for my organization.

Donation may be another option to consider for your surplus item. If allowable, just giving your surplus furniture to a local non-profit can make sense. Perhaps a homeless shelter or community center could put the furniture to good use.

Normally agreements between two public agencies can be negotiated directly, including the sale of surplus equipment. For example, a used fire apparatus from a large city can be sold to a local fire district. Even if the large agency could get a higher price elsewhere, it could still result in a win/win for the parties.

Managing the disposition of surplus property is an important part of public procurement. If this opportunity happens to come your way, my advice is to embrace it. Determine which disposal methods are in your “tool box” and go out and make a difference.

*Darin Matthews, FNIGP, CPPO, CPSM, is the director of procurement for the University of California Santa Cruz. He has extensive management experience, speaks throughout the world on procurement issues, and has published several books and articles on supply chain management.*

*“It is often easier to buy something than it is to get rid of it.”*

*- Darin  
Matthews*



# Announcements

## *NIGP Pre-Forum Opportunities*

NIGP will be offering pre-Forum classes in Salt Lake City, as well as a Foundation course during Forum. These classes require separate registration and fees, but provide additional opportunities to take advantage of NIGP National offerings around Forum time. This also provides alternatives for those unable to attend Forum.

Please see the attachment to the newsletter email for course listings, and links for registration.

## *Webinar Course in Lieu of Chapter Meeting*

There will be NO chapter meeting on Tuesday, May 9th. If you would still like to get contact hours this month, please join us for an NIGP Webinar- Cybersecurity for Procurement Professionals on Wednesday, May 10, 2017, 12:00-2:00 pm MDT.

Please join my meeting from your computer, tablet or smartphone:

<https://global.gotomeeting.com/join/739039629>

You can also dial in using your phone: United States: +1 (872) 240-3212

Access Code: 736-039-629

First GoToMeeting? Try a test session: <https://care.citrixonline.com/g2m/getready>

## *We Need Your Opinion on Membership Fees!*

Please be ready to give feedback at our September meeting. It is proposed that membership fees be increased so we can hire quality speakers, give more scholarships for Education, certification and Forum annually.

Please let us know what you think! Contact any NIGP- Utah board member, or let us know at our meeting in September. We need your input!

## Special Notes / Announcements

*Please Note:*

**No Chapter Meeting for May! Please see alternate webinar offering above.**



## Special Notes / Announcements (cont).

### Volunteers Needed!

Salt Lake City will be hosting the NIGP 2017 Annual Forum, and we need many volunteers to help make this event a success! Please consider volunteering time on one of our Forum committees. It is a great way to network, and to show NIGP National how great Utah is!

Please contact Gayle Christensen if you would like to help: [gayle.christensen@canyonsdistrict.org](mailto:gayle.christensen@canyonsdistrict.org)

### NIGP- Utah Community Service

Please join us at the Utah Food Bank for volunteer service- Saturday, June 3, 2017, 8:00 am – 10:00 am. Address is 3150 S. 900 W. Phone number is 801-887-1234.

Please help us help our community!

### Chapter Volunteer Needed!

Our chapter is need of a Community Cares Chairman to do a 4th quarter service project to be completed by November at our chapter meeting.

Please contact any Utah chapter board member if you would like to help!

### Upcoming NIGP Webinars

***(Complimentary for Members/\$195 for Non-Members. Register at [www.nigp.org](http://www.nigp.org))***

Wednesday, May 10, 2017: *Cybersecurity for Procurement Professionals*

Wednesday, May 17, 2017: *"Repurposing:" A New Approach for Government Purchasing*

*(On-Demand Webinar Recordings are also available for free download to Institute members in the NIGP Online Store)*

*For newsletter submissions or comments, please contact Tonya Hodges, Newsletter Editor:*

*Phone:: 801-578-8261 ; Email: [tonya.hodges@slcschools.org](mailto:tonya.hodges@slcschools.org)*

# Additional Announcements

*No May Chapter Meeting. See you at Forum in August!*

## ATTENTION FORUM VOLUNTEERS:

We want to thank those who signed up to volunteer at the NIGP Forum in August. We hope that you will all make it an event to remember! We were able to fill all 37 allotted slots with our great Utah Chapter members!

Volunteer registrations for Forum must be paid to NIGP by June 1, 2017. They must be accompanied by an approved Host Committee Registration Form. If you have not received that or need another copy, please contact [gayle.christensen@canyonsdistrict.org](mailto:gayle.christensen@canyonsdistrict.org).

Our volunteer orientation meeting will be held Thursday, August 3, 2017 from 9:00 – 11:00 am at Canyons School District Professional Development Center (same room as our chapter meetings). **This meeting is mandatory.** If you absolutely cannot make it, please contact Gayle Christensen.

We are currently working with NIGP to develop an app to assist with signing up for shifts– they will be two hours each. The only requirement is that you will need to perform at least four hours of your service during session or speaker time so that all may have an opportunity to attend the classes. We are waiting for the session topics to be posted before opening the sign ups so that everyone can see what classes they want to attend.

We will need volunteers at the airport and three downtown hotels on Saturday and Sunday, the social event at the Leonardo on Monday night, and the Salt Palace for the duration of the Forum.

If you have any questions, are not able to fill your volunteer commitment, or would like to be added to the waiting list, please contact Gayle Christensen at [gayle.christensen@canyonsdistrict.org](mailto:gayle.christensen@canyonsdistrict.org).



*If you cannot attend our chapter meetings in person, stream us live on YouTube Live! Here is the link for the meeting:*

[www.youtube.com/channel/UCbzRnjdT2gTfEpixKt9IEWg/live](http://www.youtube.com/channel/UCbzRnjdT2gTfEpixKt9IEWg/live)

*If you are viewing the feed, check in on the chat portion of the feed so we can know who is joining us remotely. Thank you!*

