



NIGP- Utah Chapter

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NIGP- Utah Chapter Officers:

President: Glendon Mitchell, C.P.M., CPPO

Vice-President: Tiffany Sorensen, CPP

Secretary: David Bryan

Treasurer: Gayle Gayler

Past President: Paul Mash

Board of Directors:

Jared Gardner, C.P.M., CPPO

Carol Heales

George Brinkerhoff

Chapter President's Message

Outgoing President's Message- Paul F. Mash:

My fellow colleagues and public purchasing professionals,

Where has the summer gone? Where have the last twelve months gone? As we approach the new beginning of our academic season with the next training session scheduled for September 22, 2009 I want to take a moment in this message as the out-going president to tell you all what an honor and privilege it has been for me to serve as the president of the NIGP-Utah Chapter. We have had a year of growth and opportunities built upon the solid foundation of the original Charter Members. I want to thank the Board of Directors and elected Officers for their support and dedication in making NIGP-Utah a valuable and most worthwhile organization that provides you, our members, with timely and succinct information to help you preserve and care for the public trust in which we have all been given great responsibility. As public servants and citizens of this great state, our counties, cities, school districts, institutions of higher education, special districts, and the State of Utah all benefit from the hard work, education, and perseverance to uphold the public trust that we embrace.

These are difficult economic times and as budget cuts reduce the opportunities for travel and training I hope each and every one of you continues the struggle to preserve your membership in NIGP-Utah. For a small price you have the benefit of local in-state training and networking that would otherwise cost significantly more including the cost of travel and per diem. Over the past year we have attempted to provide you with timely topics to assist all members in doing their jobs better, faster, and cheaper.

As I close, I want to again thank the Board of Directors, Officers, and Committees, and all of our membership for making NIGP-Utah a viable tool in the toolkit of public purchasing in Utah. I also want to express my appreciation for the support and spirit of volunteerism within the chapter. The work of many hands makes the tasks so much lighter. To the incoming Board and Officers I wish you the best as you continue to grow what has become a vibrant chapter of the association and one that we all can be proud of as it moves forward into a new administration. Thank you all.

Incoming President's Message- Glendon Mitchell:

OPPORTUNITIES TO SHINE

This is a great opportunity to thank everyone who has served or continues to serve in volunteer positions with our Utah Chapter of NIGP. Special thanks for the hard work, vision and direction provided by Paul Mash as President, David Bryan as Vice President and Craig Calvert as Secretary this past year. We have all benefited as purchasing professionals due to their efforts.

Challenges face most if not all of our organizations and there are also great opportunities for stars to rise and stars to shine. Our role is not only the means for organizations to maximize the means of spending scarce resources but opportunities abound for widespread communication. Consider listening carefully for needs that can be served by your purchasing department. Consider choosing to offer positive and cheerful recommendations and giving encouragement to those who can benefit from their relationship with you. Consider offering appreciation to those who work so hard with you to find ways to identify savings, explore purchasing alternatives or process improvements. Consider sharing purchasing successes with peers as well as superiors in your organization. Now can be a great opportunity for procurement departments to really shine.

I look forward to serving each of you and welcome your suggestions and feedback. I am fortunate to serve with great professionals and have the highest of respect and regards for each of them and for you. Our efforts will continue to provide educational and other opportunities to help you increase your 'shine' and value to your organization.



Utah Chapter News

CONGRATULATIONS to Mark Blanch (Washington Co.) for receiving his CPPO certification, and to Wendy Kemp (UDOT) and Tonya Hodges (Salt Lake City School District), for recently receiving their CPPB certification!

LOCATION for all chapter meetings will be at the SL County Building, room S1007 (2100 S. State), unless otherwise posted. **PUBLIC PARKING** is available in the parking structure if outside lots are full.

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

Committee Chairpersons

Honors & Awards: *Currently Looking for a Volunteer!*

Financial: *Currently Looking for a Volunteer!*

Historian: Mindi Bos (Sandy City) mbos@sandy.utah.gov; 801-568-7148

Membership: Stephen Elms (Draper City) steve.elms@draper.ut.us;
801-576-6514

Marketing/Public Relations: Greg Maynard (SLCSD)
greg.maynard@slc.k12.ut.us; 801-578-8264

Education: Traci Montano (UDOT), tmontano@utah.gov; 801-964-4534

Nominating: *Currently Looking for a Volunteer!*

“Fall seven
times, stand
up eight.”
Japanese
Proverb

Upcoming Meeting Dates

September 22, 2009: (*Please note change in meeting date!*)

Induct New Officers

Jim Palmer, State of Utah Attorney General’s Office:
“Anti-Trust”

Marchetta Gilespeie, Deputy Dir. Of Procurement, City of Tuscon, AZ: “Be a Hero!: Identifying Savings for Your Organization In Tough Economic Times”

November, 2009: Date TBA

EdPac Workshop

January 19, 2010: Topic and Speakers TBA

Classroom Corner

(Excerpts from "Working Harder to Spend Less" *Go Pro June/July 2009, p. 22-26*)

Strategies for the Downturn:

Here is a sampling of ways procurement strategies are contributing during this economic downturn:

Cooperative purchasing.

Rockland County, N.Y. is the lead agency in a regional purchasing cooperative involving 36 agencies that has saved 10 percent a year on a \$1 million contract for copy paper. The group is looking toward similar contracts on industrial supplies and Automotive supplies. The Port of Portland is in the process of executing a \$2.5 million furniture acquisition using a cooperative contract.

Renegotiating contracts. The Port of Portland was successful in achieving a project cost reduction of 24 percent over a proposed contract price through negotiations. Rockland County has eliminated Consumer Price Index increases from labor-related contracts and Producer Price Index increases when buying transit buses. "We do a lot of contracts with option years, and we use them as leverage to avoid increases in rates," Brennan says. "Vendors

agree rather than risk losing the contract." Tucson's contract management program uses renewal periods as opportunities to reduce contract scopes; to consider alternative, less-expensive products; or to lower prices.

Reassigning internal resources.

In Cape May County, the emphasis is on internal cooperation to share limited resources; for example, if fleet maintenance is outsourced, how can those people be transferred to other departments? After analyzing vehicle utilization, is there an opportunity to transfer or share the vehicles in another department? "Procurement is a strategic player in those discussions," Grant says.

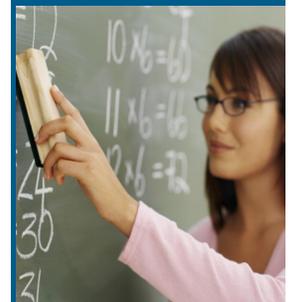
Increasing oversight. Tucson has established an Expenditure Oversight Team to monitor purchases, and a citywide "Budget 911" Web site and phone number enable employees and citizens to call in their own cost-cutting suggestions, which are evaluated for possible implementation. At the start of the downturn, the department created a "Procurement Extreme Makeover" document that provided city managers with an overview of the

changes the department has made over the years, demonstrating ongoing efforts to be efficient. A list of "Hard Cost-Saving Ideas and Suggestions" outlined more than 20 cost-saving and revenue-generative ideas for the department and other functions within the city.

Streamlining electronic work flow.

Rockland County is looking to streamline vendor paperwork requirements. "We are flow-charting every step in the process to determine if it adds value, whether we can eliminate it, or whether we can do it in a different way," Brennan says. Rockland County is focusing first on streamlining paper requirements for Worker's comp insurance and eliminating unused e-procurement contracts. In Fort Lauderdale, the latest initiative is to automate the processing of purchase orders as they go from procurement to finance. "Purchase orders flow to me electronically," Buffington says. "But after I issue the PO, they go in hard copy to finance because the system isn't automated. The economic downturn has made us more cognizant of correcting such inefficiencies. I now have the support of the city manager to implement an automated system." (cont.)

*"Bottom line, we have had to learn how to provide the same level, or higher level, of service to our customers with far fewer resources," -
Marcheta Gillespie*



Classroom Corner (cont.)

Using P-cards for efficiency and to track spending. Tucson and other localities use the P-card program to generate spend reports to quickly identify unnecessary spending patterns and to drive more payments to the card, thus saving precious staff

time. In the Washington State Department of Transportation, the P-card program has saved about \$8 million by streamlining the procure-to-pay process and has generated about \$800,000 in rebates.

More training for staff. Education and certification of procurement staff ..offset economic problems.

Special Notes / Announcements

2009-10 Scholarship Awards

CONGRATULATIONS to Elizabeth Bayler and Eli Warner, our first scholarship recipients! Each received a \$500 scholarship to be applied toward their studies in Supply Management/Procurement this fall.

Elizabeth is an active Chapter and National member. She works for the Contracts & Procurement Division of Salt Lake County where she provided support for all the buyers and purchasing agents. Two years ago, she began course work to earn a Bachelor's degree in Business Management at Western Governor's University. By the summer of 2010, she hopes to complete her degree and then she will pursue the CPPB certification from NIGP.

Eli is a student chapter member attending BYU where he is planning on graduating with a Bachelor's degree in Global Supply Chain Management this

coming December. This past summer he worked for Boeing in Seattle, Washington on a supply chain internship. He is an active member of the university's Supply Management Club. He plans to pursue a MBA degree at Arizona State University with an emphasis in supply chain management.

We wish them both success in their schooling and professional careers.

About a year and a half ago, the Chapter Board authorized up to two, \$500 scholarships to be awarded to chapter members or students seeking a degree in a procurement related field. The Chapter Board recognized that many of the current procurement professionals are nearing retirement and that there is an urgent need for younger individuals to pursue careers in "Supply Management", especially in the government sectors. So, in an effort to raise an awareness of the opportunities

available in procurement, the Chapter Board, via the scholarship committee, sent eight state colleges and universities information packets from National describing the rewards of a career in procurement, and the chapter scholarship application packets describing the requirements and process to apply for the scholarships offered by the chapter.

If you are interested in applying for one of these scholarships, or know of someone who might be, please check out our web site where we will soon post the 2010-11 application packet. Applications will be accepted from January to March 2010 for the 2010-11 school year.



Special Notes / Announcements (Cont.)

Change in Accounting Period for the NIGP- Utah Chapter

Our current chapter fiscal accounting period has been from September to August. The Board and the membership have approved moving our fiscal period to January to December, in order to better align the chapter with NIGP National reporting periods.

Your 2008-2009 dues will carry you through the remainder of the 2009 year, with the following exception: The chapter will no longer subsidize your attendance to the November EdPAC meeting for this and subsequent years.

Invoices for 2010 membership fees will be mailed the end of November for payment by the end of December.

We look forward to serving you in 2010. Any questions regarding invoicing and fees may be directed to Gayle Gayler, Treasurer for NIGP- Utah Chapter.

What's Your Problem?

As many of you may recall in our May meeting we held a discussion session where we discussed problems being faced by some of our organizations lead by Glendon Mitchell. We had many positive responses to this session and so we are implementing this discussion opportunity as a standing event in our membership meetings. This session will be known as "What's Your Problem?".

I will be leading this discussion session and would like to have input from our membership regarding what issues you are currently struggling with. Please email me (jbgardner@graniteschools.org) any issues you would recommend by September 18th.

Note: if I do not here from you, then I will simply use this as my own personal problem session. Trust me, you do not want to see this.

Jared Gardner
Board of Directors

September Meeting Date Change

Please note that our September Chapter meeting has changed from Tuesday, September 15th, to Tuesday, September 22nd. Still the same location!

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

Phone:: 801-578-8261 ; Email: tonya.hodges@slc.k12.ut.us

Speaker Biographies



**Marcheta E. Gillespie, CPPO, C.P.M., CPPB,
CPM**

**Deputy Director of Procurement
City of Tucson**

Marcheta E. Gillespie, CPPO, CPPB, C.P.M., CPM, is the Deputy Director for the City of Tucson's Department of Procurement. With over 18 years of experience in public procurement, Marcheta is a passionate advocate for her profession. Her areas of expertise include public procurement, strategic planning, eProcurement, project management, cooperative programs and marketing. Marcheta is the Region XI Director on the NIGP Board of Directors. She has served as the Chair of the NIGP National Forum Committee, Chair of National Quality Control Team and is an active member of the NIGP Southern Arizona Copper Chapter. She is a leader for the National Student Knowledge Community for NIGP. Marcheta has trained and presented on procurement-related topics across the country at various national, regional and local conferences. Marcheta is a certified instructor for the Institute, teaching Contract Administration, Sourcing in the Public Sector and CPPB Prep courses. Marcheta is heavily involved in working with youth in her community, serving on the Board of Directors for Marana Little League and Rattlesnake Ridge Elementary School. She has been married to husband Allen for 16 years and they have 3 children, Makayla, Garrett and Felicia.

Jim Palmer, Utah Assistant Attorney General

- Assistant Attorney General for Utah since August 7, 2002
- Assigned to the Commercial Enforcement Division, Enforcement Section (Antitrust Enforcement)
- Adjunct Professor, Salt Lake Community College, 2005 to Present

Business Law, Economics

Education:

M.B.A., Westminster College, 1996; J.D., Creighton University, 1994; B.A. Economics, Westminster College, 1990; A.A.S., Electricity/Apprenticeship, Utah Technical College, 1984

Prior Work Experience:

Eight years in private practice prior to joining the attorney general's office. Practice focused on estate planning, real property law and small business counseling.