“Life isn’t about waiting for the storm to pass; it’s about learning to dance in the rain.”
~Vivian Greene

To say that we are living in tumultuous times is a bit of an understatement, as evidenced in the first 70 days of Donald Trump’s tenure as the 45th President of the United States. I say that not to define party lines or to suggest what has been good or bad or even to make reference to my particular stance on the state of our union. I say that to make a basic point about the world we live in. In most circumstances, people will stand up for what they believe in, even if it means they are standing alone.

Keeping that premise in mind, we are at a pivotal time in PPANO’s third year as a Chapter. There has been a filtering of the leadership team that started the Northern Ohio Branch six or seven years ago including the end of leadership service by our Founder, Mark Evangelista, who will now serve the Chapter in an advisory role as its first Immediate Past President. Next man up… Charlie Rosol, has assumed the role of President of PPANO and does so with the strength of character and extraordinary vision that his predecessor left to him. Charlie is another from the original leadership team that has been working side by side with Mark since the very beginning and who has forged a positive impact on both PPANO and NIGP with his increasing roles of responsibility in both organizations. You can expect a continuation of great things for PPANO under his leadership.

The fact is… it doesn’t stop there. We are vibrant and young and the seeds that were planted are starting to yield a bumper crop of seasoned professionals that want more out of their membership and are stepping up to seize it. You see, strength doesn’t come from proving over and over what you can do, it comes from challenging yourself and overcoming those things you once thought you couldn’t. One of the things that keeps me eagerly vested in PPANO (aside from the form Mark & Charlie made me sign for lifetime service) is that the ground we thought was fallow… keeps finding new sprouts. To the newest members of the PPANO Board of Directors and the Committees Chairs that have stepped up to get involved in this Chapter’s growth… continue challenging yourself and proving that your investment of time in this Chapter is not only making you a better member, but, it is adding value to your professional development. To the volunteers that are stepping up to work on Committees… look for ways that you can add more to the committee on which you serve and offer suggestions to create even more opportunities for the membership, remembering that the only bad suggestion… is the one that is never spoken. You might be surprised how many resources and skills you can add to this Chapter by just getting involved a little at a time.

Every Chapter in the NIGP family sets aside their General Membership Meeting in March for what we like to call “March is Purchasing Month”… a celebration of the profession we serve. We have been challenged with one of the most important jobs that we can possibly have – to be faithful stewards in the efficient use of the public dollar that we have been entrusted with. The decisions you make every day have a direct impact on everything that happens in this world we live in and YOU SHOULD CELEBRATE IT AND CONSIDER YOUR ROLE IN IT TO BE IMPORTANT!!

So, what does March Is Purchasing Month have to do with “dancing in the rain”? It’s about making every day extraordinary, bringing your best in everything you do and challenging yourself to overcome those things that keep you from doing more. Happy March Is Purchasing Month PPANO!! Take a stand for Procurement and keep changing the world!!

~Steve Sammons
BRECKSVILLE, Ohio — A pair of bald eagles is attempting to nest at a national park in northeast Ohio.

Officials at Cuyahoga Valley National Park say the eagles are tending a nest in the Pinery Narrows section of the park. The area they are nesting is north of Station Road Bridge Trailhead, so the railroad tracks and 30 feet to either side of them, are closed to pedestrian traffic from SR 82 Bridge north to the Fitzwater Maintenance Yard through the end of July.

The Ohio & Erie Canal Towpath Trail, the bridle trail and the Cuyahoga River will remain open, providing visitors viewing opportunities of the eagle nest with the aid of binoculars or a spotting scope. However, park officials have stated that if these areas become a disturbance to the eagles, they may be closed down as well to provide the necessary privacy that these Eagles need during nesting season.

Eagles lay between one and three eggs in late winter and they incubate for about 35 days. Adult eagles must remain on the nests constantly because the eggs are extremely sensitive to cold temperatures, and human disturbance can jeopardize nesting success.

Even though the bald eagle is no longer considered an endangered species, it is still protected by the Bald and Golden Eagle Act and the Migratory Bird Treaty Act. Both laws prohibit taking, killing, selling, or otherwise harming eagles, their nests or their eggs.

Bald eagles returned to the area in 2006 after an absence of 70 years. They have nested in the Pinery Narrows every year since then. There have been 12 fledglings since 2007.

CLEVELAND, Ohio — The 28th Annual I-X Indoor Amusement Park returns to the I-X Indoor Center, March 24th – April 16th with more than 20 acres of indoor rides, games, food and attractions all under one roof at budget-friendly prices. Lots of rides for all age levels and great entertainment for the whole family. The I-X Center is the largest convention and exhibition center in Cleveland. Purchase your discount tickets now:

- Phone: 216-265-7000
- Web: www.ixamusementpark.com/

Owl Prowl
Ottawa National Wildlife Refuge, 14000 W. SR 2, Oak Harbor

Mar 24, 2017; Mar 31, 2017 8-10pm
(Admission is FREE) but, a reservation is required.

Experience the refuge at night. Explore the world of owls and learn about their amazing adaptations on this guided hike through the forest. Bring a flashlight and dress for the weather.

419.898.0014
fws.gov/refuge/ottawa

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Compass Points – News for the Public Purchasers Association of Northern Ohio
Meeting Schedule

Tuesday, March 14th, 2017
PPANO General Membership Meeting
Celebrating "March Is Purchasing Month"
9:00am – 12Noon
City of Independence Civic Center
6363 Selig Drive
Independence, OH  44131

Professional Development

April 19-20, 2017
Advancing Your Negotiation Skills
8AM – 5PM
Greater Cleveland Regional Transit Authority
1240 W. 6th Street
Cleveland, OH  44113
Instructor:  Tony Ellis, CPPO
NIGP Master Instructor
Director of General Services
State of South Carolina

* * *

"The difference between great people and everyone else is that great people create their lives actively, while everyone else is created by their lives, passively waiting to see where life takes them next. The difference between the two is the difference between living fully and just existing."

~Michael E. Gerber

Words To Ponder

"Determine never to be idle. No person will have occasion to complain of the want of time who never loses any. It is wonderful how much may be done if we are always doing."

~Thomas Jefferson
PPANO GENERAL MEMBERSHIP MEETING  
celebrating  
“March Is Purchasing Month”  
Tuesday, March 14th, 2017  
City of Independence Civic Center  
6363 Selig Drive  
Independence, OH 44131  
9am – 12Noon

CALL TO ORDER - Charlie Rosol - President

“MARCH IS PURCHASING MONTH” ICEBREAKER - Shawn Becker - Education Committee

MINUTES & REPORTS OF BOARD MEMBERS  
President - Charlie Rosol  
Vice-President - John Highman  
Treasurer - Lou Catalusi

COMMITTEE REPORTS  
Awards & Scholarships - Garey Burt  
Budget & Finance - John Highman  
Events - Charlie Rosol  
Membership - Diana Anthony  
Public Relations - Steve Sammons  
Rules - Mark Evangelista

GUEST SPEAKER:  
OHIO ATTORNEY GENERAL’S OFFICE  
“Vendor Collusion in Public Contracting - Detection and Reporting”

This presentation is geared towards public entity personnel who participate in any part of the purchasing process. It will educate attendees on the basics of antitrust law, including what constitutes unlawful collusion among vendors and why collusion harms purchasers. It will identify some of the most common “red flags” of collusion by sellers of goods and services to public entities, and will describe when and how to report detected anomalies in the purchasing process.

As a part of this presentation, attendees will hear real life examples of vendor misconduct impacting Ohio public purchasers and the litigation that the Ohio Attorney General’s Office has engaged in in an effort to recover the overcharges suffered by schools, municipalities, state agencies and other governmental bodies. The presenters will also describe the Ohio Attorney General’s Partnership for Competitive Purchasing, a voluntary program aimed at assisting public entities in detecting andremedying vendor misconduct.

ADJOURN
Our website is a great communication tool for getting the word out regarding our meetings, events, and it’s the public face that others see. It’s very important that we communicate with you and others as to what is happening with this group.

Please ask your IT Departments to “white list” PPANO. This simple process should ensure you get the communication that you need from PPANO.

**Here’s what you and they need to know.** PPANO email comes from the following:

- mail.chaptermanager.com
- mail.ppano.org
- 173.239.96.20 (the IP address of our mail server)

White listing allows mail from specified domains to pass through spam filters and reach the intended recipient. So go ahead and communicate with your IT Departments on the need to white list PPANO.

The NIGP Annual Forum is the largest educational conference exclusively for Public Procurement professionals. This year, it is scheduled for August 27-30th in Salt Lake City, Utah. IT’S NOT TOO LATE TO GET REGISTERED TO GO TO FORUM… but, you are getting close to missing out on the SAVINGS by registering as a group to help us collect the EARLY GROUP DISCOUNT. Go to the PPANO Website for more information on how to register early and save.
UPCOMING WEBINAR SCHEDULE  *(complimentary for Members)*

**Chapter Engagement: Preparing Leaders for Success**
*Not for contact hour credit*

**Dates:** Tuesday, March 14, 2017  
**Time:** 2:00pm – 3:30pm EST  
**Instructors:** Denise Schneider, CPPO, C.P.M., CPPB, C.M.  
Zulay Millan, CPPO, CPPB, FCCM  
Carrie Woodell, MPA, CFCM, CPPO, C.P.M., CPPB, APP

**A Bulletproof Story with Creative Flourish: From How Much You Cost to the Value You Create**

**Dates:** Wednesday, March 15, 2017  
**Time:** 2:00pm – 3:30pm EST  
**Instructor:** Jonathan White, Director of Business Development (Americas)  
Spikes Cavell Analytic  
William “Bill” Ward, MBA, CPPB

**Performance-Based Infrastructure for the Public Sector**

**Dates:** Wednesday, March 29, 2017  
**Time:** 2:00pm – 3:30pm EST  
**Instructor:** Scott Boardman, Acting Executive Director, West Coast Infrastructure Exchange

**MARCH ONLINE COURSE SCHEDULE**

**Legal Aspects of Public Procurement Online**

**Dates:** March 21 – May 17, 2017  
**Time:** 5:00pm EST  
**Instructor:** Mr. C. Richard Pennington, CPPO, C.P.M.
PPANO’s CLASS SCHEDULE

Advancing Your Negotiation Skills

Apr 19 - 20, 2017
8:00 AM - 5:00 PM
Greater Cleveland Regional Transit Authority
1240 West 6th Street
Cleveland, Ohio 44113
Instructor: Tony Ellis, CPPO
NIGP Master Instructor
Director of General Services
State of South Carolina

CPPB Prep

Summer 2017
8:00 AM - 5:00 PM
Northeast Ohio Regional Sewer District
4747 East 49th Street
Cuyahoga Heights, Ohio 44125
Instructor: TBA

CPPO Prep

Summer 2017
8:00 AM - 5:00 PM
Northeast Ohio Regional Sewer District
4747 East 49th Street
Cuyahoga Heights, Ohio 44125
Instructor: TBA

The KEY is to Keep Educating Yourself!!

Compass Points – News for the Public Purchasers Association of Northern Ohio
Dear PPANO Team,

I would like to take a moment to once again thank Mark Evangelista for his dedication, time and passion as PPANO’s first President. It was a long road to become a Chapter but it was all worthwhile.

I would also like to thank Gus Katsas (Member At Large) and Antwane Brooks (Treasurer) for their time as outgoing officers.

At our December 2016 meeting at Pine Ridge Country Club in Lake Metro Parks, Ohio, members voted in our new officers that will serve for 2017-2018:

John Highman, Vice President
April Locker, Secretary (second term)
Kyle Carter, Member At Large
Lou Catalusci, Treasurer

Please also welcome Diana Anthony as our new Membership Chair. At our January Board Meeting I appointed her to replace one of our favorite chairs... Jim Hardy.

Jim, thank you for passion and time to this group from the early stages of becoming a Chapter.

As we move into 2017, you will notice PPANO will offer four to five classes to our members (the class in January was fully funded by US Communities Grant and we look to utilize them again), we will hold our Annual Golf Outing in September, our VP will be attending the NIGP Leadership Symposium, members will be attending NIGP Forum, and more.

Please utilize the Professional Development Assistance funds (PDA’s) to attend a class, forum, etc. These funds are available to YOU our members. It doesn’t take much to get a few hundred dollars.

As we move on I encourage all of you to get involved at some level. Join a committee, attend a class, volunteer at a PPANO event, or take part in the lively discussions at our meetings. PPANO values your time, commitment, and passion to keep us thriving.

Charlie Rosol, CPPO, CPPB
Buyer
216-635-3225 (Office)
216-635-3286 (Fax)
clevelandmetroparks.com

“Volunteerism is the voice of the people put into action. These actions shape and mold the present into a future of which we can all be proud.”

- Helen Dyer

“NEVER DOUBT THAT A SMALL GROUP OF THOUGHTFUL, COMMITTED CITIZENS CAN CHANGE THE WORLD; INDEED, IT’S THE ONLY THING THAT EVER HAS.”

- MARGARET MEAD

Compass Points – News for the Public Purchasers Association of Northern Ohio