

## **COPPER CHAPTER OF NIGP OUTSTANDING CHAPTER ADVOCACY AND OUTREACH AWARD**

The Copper Chapter of NIGP acts as an advocate for our members and our community partners by sponsoring an annual Reverse Trade Show (RTS). Vendors and agencies can meet, greet and connect with approximately 30 different public procurement agencies from throughout our region. The government agencies are the 'exhibitors' and the vendors are the 'attendees'. Our RTS allows suppliers, consultants, contractors, etc. the opportunity to meet in one place at one time with public procurement professionals from numerous governmental agencies such as Cities, Counties, State agencies, and School Districts who spend millions of dollars annually on goods and services. This event is designed specifically for local businesses, small businesses, new start-up business, contractors, professional services providers, entrepreneurs, or any other company wanting to network with Public Procurement Professionals from Southern Arizona. We encourage vendors to maximize their marketing efforts by attending this one-stop "mega" networking event and talk to agencies about the products and services they have to offer.

The RTS allows vendors the opportunity to:

- Walk around the trade show floor freely and visit with agency representatives in booths or tables.
- Market their company's products and services directly with contracting staff.
- Network with hundreds of other local and regional businesses.

Vendors say they have experienced the following benefits from attending our RTS:

- Meet outreach goals much more effectively.
- Reduce the number of supplier visits to agency offices.
- Agencies are viewed as being "accessible" to the vendor community.
- Made valuable business contacts.

Also included are educational breakout sessions and attendees receive a wealth of information such as how to:

- Navigate the public procurement process and the importance of registering as a vendor
- Use NIGP Commodity Codes to register on various Vendor Registration Systems
- Win bids and contracts!

Our RTS provides leadership opportunities for our members as they serve on various committees to organize and coordinate the event as well as act in various roles throughout the day to ensure its success. The primary benefit is that the revenue generated from the Event provides scholarship funds for our members to attend professional development seminars, workshops and conferences such as the annual NIGP Forum. In 2019, the RTS realized net revenues of \$18,594 resulting in 10 awarded scholarships to our members totaling \$11,044.

We believe that the following made our 2019 Copper Chapter RTS unique:

1. We set specific goals regarding registration, sponsorships, number of public agencies and offered innovative opportunities for our vendors to network with the public agencies and each other to ensure the success of our event.
  - a. When we set the early bird registration amount, we determined that we needed to have a minimum of 75 registrants pay at the early bird discount rate to break even. Chapter members conducted a registration blitz personally inviting vendors to register and attend the RTS. With more than 300 attendees, we exceeded our goal and all additional registrations were profit for the Chapter.
  - b. We developed exclusive sponsorship limits and limited the number of sponsorships at a particular level. We offered only one (1) RTS "Title" sponsor at \$3,000; four (4) at \$2,000. Other sponsorship levels included \$1,500, \$1,000, \$500 and \$250. At the lower levels, we also allowed vendors to sponsor items in lieu of cash (printing services, badges, etc.). We exceeded our goals for the sponsorship levels that increased the profit to the Chapter. The "Title" and \$2,000 sponsors were provided an opportunity to speak (for 5 minutes) at the opening or lunch sessions; host a table and their business was advertised in our directory and on event signage throughout the event.
  - c. At our previous events, we had 20-25 public agencies attend. In 2019, we set a goal of 35 agencies to provide additional value to the vendors. With outreach, we had many agencies from the Arizona

Capitol Chapter participate and we met our goal. Tucson 12 News also did a video spotlight: <https://vimeo.com/375780474?ref=fb-share>

- d. We provided all vendors a copy of the Copper Chapter Directory that included the names and contact information for all public procurement agencies (including contact information for every buyer) that participated in the RTS. The vendors love this because it provides all contact information in one location.
- e. Our theme of the Show was “**All Aboard the Procurement Train**” and we asked each public agency to dress up and decorate their table. The vendors were then asked to vote on their favorite booth. The public agency with the most votes won a prize. This provided an incentive for the vendors to visit all the tables and participate in the fun. The vendors commented that they really enjoyed that aspect.

Sponsorship opportunities for the Show included:

Trainmaster – Title Sponsor for Keynote (1)	\$3,000
Conductor – Lunch Sponsor (4)	\$2,000
Roadmaster (5)	\$1,500
Engineer (Unlimited)	\$1,000
Yardmaster (Unlimited)	\$750
Brakeman (Unlimited)	\$500
Ticket Agent (Unlimited)	\$250



Copper Chapter of NIGP is with Copper Nigp.  
October 29, 2019 · 📍

No mistaking our theme! They looked great! #CCRTS2019



## Reverse Trade Show

The posting for the RTS included Resource links for the Event Flyer, Frequently Asked Questions (FAQs) Sponsorship Opportunities, and the ability to register for the event via PayPal. A \$50 discount was available for Early Bird registration.

<https://nsite.nigp.org/copperchapterofnigp/upcoming-events/reverse-trade-show>

October 29, 2019  
9:00 am - 3 pm

Tucson Convention Center  
260 S. Church Avenue  
Tucson, AZ 85701



Come meet, greet and connect with approximately 30 different public procurement agencies from throughout our region who spend millions of dollars annually on goods and services ALL IN ONE PLACE, AT ONE TIME! The event also includes educational breakout sessions and lunch with a dynamic keynote speaker. There will be lots of networking opportunities!

**If you sell to government agencies - or want to - this is a MUST-ATTEND event!**

Keynote Speaker  
Nicole Lance, CEO of Lance Strategies  
<https://www.nicolelancestrategies.com/>



### REGISTRATION:

Early Bird (Until Aug. 9) - \$75.00  
Aug. 10 - Oct. 19 - \$125.00  
Oct. 20 - Oct. 29 - \$150.00

Trainmaster Sponsor



Copper Chapter of NIGP is a 501(c)(3) NONPROFIT. All sponsorships will receive a tax deductible receipt.

To pay by Check or Money Order use this Form:

• [Registration Form](#)



How many are Attending?

1 \$75.00 USD

Organization

Names of Attendees

Add to Cart

### Resources:

- [Event Flyer](#)
- [FAQs](#)
- [Sponsorship Opportunities](#)

Our RTS Show guide includes the show schedule of events, a welcome letter from the Copper Chapter President, breakout session schedule, and sponsor information. A unique addition is a directory of our Copper Chapter members that our vendors can use as a resource for future reference.



## THE COPPER CHAPTER OF NIGP REVERSE TRADE SHOW

ALL ABOARD THE PROCUREMENT TRAIN!

Time	Event	Destination	Description
8:30am	Registration	Tucson Convention Center Lobby	Pre-Registration Check-in and New Registrations
9:00am - 9:45am	Opening Ceremony	Dining Station Gila/Graham/Greenlee Rooms	Presentation of Colors Opening Remarks from Chapter President, Lloyd Windle II
9:45am - 12:00pm	Agency Tables Open	Agency Station Maricopa/Mohave Rooms	Visit the agency tables for information on how to do business with our exhibitors. <i>Register to win door prizes.</i>
10:00am - 10:55am	Breakout Educational Sessions	Education Stations	
		Apache Room 303	"How to Get On Track Doing Business with Government Agencies" Terri Spencer, C.F.M., Pima County Nathan Dacu, CPPO, City of Tucson
11:00am - 11:45am	Breakout Educational Sessions	Education Stations	
		Cochise Room 302	"How to Do Business with the GSA" Pamela Smith-Cressel, U.S. GSA
11:45am - 1:30pm	Lunch and Keynote Speaker Presentation	Education Stations	
		Apache Room 303	"How to Get On Track Doing Business with Government Agencies" Terri Spencer, C.F.M., Pima County Nathan Dacu, CPPO, City of Tucson
1:30pm - 3:00pm	Agency Tables Open	Education Stations	
		Cochise Room 302	"How to Do Business with the GSA" Pamela Smith-Cressel, U.S. GSA <i>Nicole Lance, CEO of Lance Strategies</i>
1:30pm - 3:00pm	Agency Tables Open	Dining Station Gila/Graham/Greenlee Rooms	"Switching Tracks from Transactional to Relational: Why Leveraging Partnerships Matters"
2:00pm - 2:55pm	Breakout Educational Sessions	Agency Station Maricopa/Mohave Rooms	Visit the agency tables for information on how to do business with our exhibitors
3:00pm - 3:00pm	Show Ends	Education Stations	
		Apache - Cochise Rooms	"Cooperative Contracting: The New Rail Line" Panel Presentation Mike Chouteau, IGPA Rob Rupp, CMNIA Partners Amelia Janikovich, SHI Charlie Oakes, CPPO, Town of Sahuarita Deborah Sandoval, MESC Moderator: Kevin Stett, CPPO, CPFB, TUSD
3:00pm	Show Ends	Thanks to everyone for coming and making our event another huge success! <i>See you all again next year!</i>	

## 2019 Membership Directory for the Copper Chapter of NIGP

### Amphitheater Public Schools

Address: 1001 W. Roger Rd. Tucson, AZ 85705 Phone: (520) 696-3713 Fax: (520) 696-3709

Name	Position	Phone	Email
Brenda Widugiris, C.P.M., CPPB	Purchasing/Warehouse Manager	(520) 696-3713	bwidugiris@amphi.com

### Arizona School for Deaf & Blind

Address: 1200 W. Speedway Blvd. Tucson, AZ 85745 Phone: (520) 770-3863 Fax: (520) 770-3007

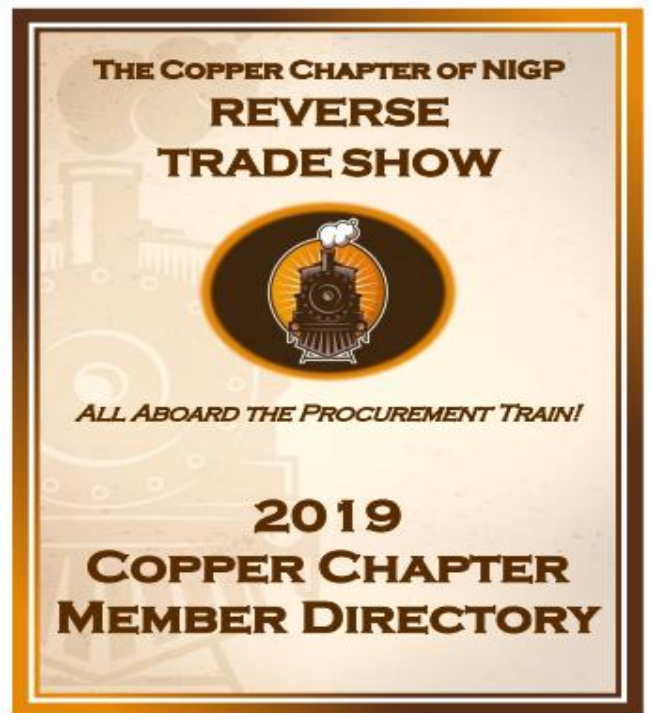
Name	Position	Phone	Email
Katherine Nation	Buyer II	(520) 770-3706	katherine.nation@asdb.az.gov
Lourdes Estrada, CPPB	Purchasing Manager	(520) 770-3242	lourdes.estrada@asdb.az.gov
Veronica Nelson	Administrative Assistant	(520) 770-3695	veronica.nelson@asdb.az.gov

### Arizona Superior Court in Pima County

Address: 110 W. Congress St. Tucson, AZ 85701 Phone: (520) 724-4218

Name	Position	Phone	Email
Adam Redding	Buyer	(520) 724-4218	aredding@sc.pima.gov

### Baboquivari Unified School District



Copper Chapter of NIGP

October 29, 2019

Welcome to the 12th Annual Reverse Trade Show hosted by the Copper Chapter of NIGP! This show is intentionally designed to provide you with a one-stop-shopping experience to meet, greet and engage with Copper Chapter procurement professionals as well as other business organizations together under one roof. This unique event provides you with expert insight into ways you can maximize your business opportunities with Southern Arizona agencies.

Make sure you visit and engage with all of the government agencies that have come together for you. Be sure to stay for lunch as this year's show is highlighted by keynote speaker Nicole Lance of Nicole Lance Strategies. Nicole will be delivering a message on leveraging partnerships between businesses and government agencies by transforming from transactional to relational. Nicole is a dynamic, professional leader in helping organizations and individuals succeed in reaching beyond their goals.

There will also be educational opportunities to help give you the tools necessary to do business with government agencies. Additionally, the annual Copper Chapter Membership Directory is exclusively available to show registrants. This reference guide gives you the names, phone numbers, and email addresses of public purchasing professionals throughout Southern Arizona.

Thank you so much for attending today's event! This event would not be possible without you and the commitment of chapter volunteers who donate their time and talents to make this day a success. Proceeds from this event directly support the professional development and continuing education of public purchasing professionals in Southern Arizona who are members of the Copper Chapter of NIGP, a 501(c) (3) non-profit organization. Through the pursuit of educational opportunities and professional certifications, Copper Chapter members continue to add value to the procurement process for a variety of Southern Arizona publicly funded agencies.

A very special thank you to our sponsors listed in this directory and advertised throughout the trade show. We appreciate your support!

We sincerely hope that you find today's events and this Membership Directory useful in your pursuit of expanded business opportunity in Southern Arizona. Together, we build a better community for all!

Sincerely,

*Lloyd B. Windle II*

Lloyd B. Windle II, CPPO, CPPB, C.F.M.  
2018 and 2019 President - Copper Chapter of NIGP





## Lessons Learned...

One of the lessons we have learned over the years in coordinating our RTS is the importance of having a dynamic keynote speaker. This year's show was no exception. Attendees enjoyed lunch while Nicole Lance, CEO of Lance Strategies delivered her presentation "Switching tracks from Transactional to Relational, Why Leveraging Partnerships Matter" and asked the question: *Are you leaving the human-ness out of the workplace?*

We learned why cultivating relationships at work is good for business, how to lead with humanity and put people first, why most people focus on mechanical tasks instead of human interactions, and a tip on how to gain strategic advantages by leading with authenticity.

<https://www.nicolelancestrategies.com/>

We have also learned that it is important to thank our attendees for coming to our event. Without our loyal participants, our RTS would not be successful each year. Their support allows us to provide much-needed scholarship funds for our Chapter members for their continuing growth and education.

Our RTS sponsors also play a key role in the success of our show. Our appreciation is shown by acknowledging them in our RTS show guide.



Advice we would offer to other Chapters attempting to replicate our RTS would be:

- Have clear job descriptions and roles for the committee Chair and committees.
- Meet regularly and hold the committees accountable.
- Break out tasks into smaller short-term tasks to encourage more volunteerism among Chapter members.
- Thank your RTS committee!



## Thank you for coming to our event!

Since 1944, **NIGP The Institute for Public Procurement** has developed, supported and promoted public procurement practitioners through premier educational and research programs, technical services, and advocacy initiatives. With over 2,500 member agencies representing over 16,000 professionals across the United States, Canada and countries outside of North America, the Institute is international in its reach.

**The Copper Chapter of NIGP** is composed of various members from Southern Arizona. We host regular meetings and professional development courses, and we offer scholarships to support continued education. We provide an excellent opportunity for purchasing agents to develop leadership skills to help grow the strength of the procurement profession in your community.

The Copper Chapter values our suppliers who currently do business with us as well as those who want to do business with us.

To learn more about us, visit [www.copperchapter.com](http://www.copperchapter.com). To learn more about NIGP and what they can offer suppliers, go to [www.nigp.org](http://www.nigp.org) and click on Government Suppliers.

## Hope to see you at next year's event!

