



# NEWS & VIEWS

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JUNE 2019

## SUCCESS AT THE VAGP SPRING CONFERENCE 2019



Donnie Legg, CPPO  
*Conference Committee Chair*

This year's VAGP Spring Conference was a tremendous success. Held at the Hilton Virginia Beach Oceanfront, this conference provided beautiful scenery in a top-notch hotel, and the VAGP has received many comments from those in attendance, both members and vendors, regarding how much they enjoyed the conference.

*Continued on page 5*



Sharita Bryant,  
VAGP Manager of the Year



Ginger Gordon, VAGP Buyer of the Year



Eugene Anderson,  
Lifetime Membership Award



Linda Wade, Lifetime Membership Award



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**PRESIDENT'S MESSAGE**

Lorie Newton, CPPO, CPPB

*VAGP President*

As summer approaches, I am in awe of the flowers in bloom, the birds chirping, and the beautiful greenery from across the way. It is much like us as procurement professionals - we should take a moment to refresh and rejuvenate. Most of us work in a world of hustle and bustle where *everything* is a priority, and we need to be reminded that life is more than work. I challenge each of you to take time to press your reset button, network with your coworkers, or just take a walk across your work place. Our job is very challenging and sometimes the value we add is not recognized. I appreciate you!

As I embark on the next seven months of the year as your President, I am excited as I look back over the previous five months and the achievements we have made as an association including the new Young Professional's program, an upcoming Retiree's gathering, and our engagement in the community through upcoming community service activities.

VAGP just held the very successful 2019 Spring Conference that was filled with new concepts, new initiatives, and a renewed excitement to do big things in our workplace. Don't lose sight of incorporating what you learned from the event into your daily routine. Take the opportunity to encourage your co-workers and leadership and find ways to partner more positively with your end users and vendor community. A healthy work environment starts with a healthy mindset, so don't let anyone steal your joy!

If you are planning to attend the NIGP Forum in Austin, Texas, I hope you will consider joining VAGP in our own special event to be held Tuesday, August 27th at The Oasis on Lake Travis <http://www.oasis-austin.com/index.htm>, which is known as the "Sunset Capital of Texas". Enjoy the breathtaking views and one of the most spectacular sunsets you will ever lay your eyes on. Transportation will be provided and more details to follow.

If you are looking to increase your procurement knowledge further, join your VAGP friends at the 2019 Fall Symposium in Lynchburg, VA, September 30th – October 1st. This will be held at The Virginia Lynchburg Hotel <https://curio-collection3.hilton.com/en/hotels/virginia/the-virginian-lynchburg-curio-collection-by-hilton-LYHCUQQ/index.html>, which is a beautifully renovated and historical hotel that is a centerpiece of downtown Lynchburg. It is sure to be an exciting time of knowledge sharing, networking, and fun-filled activities for the entire two days. Don't wait and miss out- book your room and register soon! Early check-in on September 29th will allow you to participate in a young professional's event, network with vendors, and enjoy hospitality amongst your VAGP friends.

As summer approaches, I hope that you and your family will enjoy the warmth and sunshine and get in some family time vacationing in your favorite destination.

Lorie

# THE CASE OF STANDARDIZATION

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Jeff Moyer, CPPB  
PR Committee Member



When I was a kid, my dad and I had a small herd of registered Angus cattle. When we wanted to expand the herd, we bought more Angus cattle. We didn't add sheep or goats to the herd, we added more of the same cattle. Other livestock could have been of a similar value, served a similar purpose, and were still livestock in the literal sense, but they were different from what we already had in place. We face much the same issues today in procurement when building or maintaining infrastructure such as traffic intersections, metering systems, or in this case, a raw water line.

Harrisonburg is in the process of building a large line for another source of raw water. In this particular section of line, there will be sixteen twenty-four inch gate valves. There are already several of a particular make and model installed in the previous leg of the line, and we have two more of the same valve that have been in inventory for a while, waiting to go to the project. Other valves of a different make and model would serve the purpose, assuming they meet or exceed the specification and our budgetary limits, but there can be more issues involved in these type of cases

First there are inventory costs. A gate valve for a raw water line is very, very expensive, making it cost prohibitive to stock an entire valve in case of a failure. However, we are planning on stocking repair parts to keep our inventory costs down, and we do not want to stock parts for an assortment of different large valves. Next there is emergency response time. If one of these big valves fail, the valve could possibly have to be dug up and replaced, resulting in a potential interruption to the water supply for several days. If all our valves are the same, then we already know what is needing attention, again lessening downtime, and with appropriate repair parts on hand, this downtime can be even more reduced. Then there is compatibility. If all the valves in the line are the same, then our field utility crews will be familiar with them and a large part of the inner workings of the line.

All of this is to say that we have to do our due diligence in the procurement process and get the best value. We can still go out for bid, including clear specifications and appropriate language detailing our needs and intent, inviting multiple bids for the item, and sometimes getting some unforeseen benefits in the process. Potential bidders may or may not be the territorial distributor for the item, but they may still have a source of supply for it, which just might encourage that territorial distributor to get a bit more competitive and not take public business for granted. In the process, that might help to clarify the whole "this is my territory, so you have to buy from me" question with some vendors as well. If there are territory issues, this might motivate the distributor and the manufacturer to work that out between themselves and more clearly define those parameters for us while leaving us out of their in-house squabbles.

If we have done our best to ensure that we are using tax dollars wisely, providing the best possible service to the citizens of our entity, using available assets wisely, keeping our financial people happy, and heading off possible headaches with our vendors, then we all win in the long run, and really, it's not all that difficult to do sometimes.

## PROFESSIONAL DEVELOPMENT (LOW-FEE) CLASSES

Class	Date(s)	Location	Sponsor
VPPA Case Law	June 12th	Charlottesville	City of Charlottesville
Legislative Seminar (FREE TO VAGP MEMBERS)	June 12th	WEBINAR	VAGP Legislative Committee
Writing Specifications	June 17th	Fairfax	Fairfax County
Developing a Basic Understanding of Construction & How to Reduce Construction Risks for your Municipality	June 22nd	Manassas	City of Manassas
"Double Header"- Contract Administration & Writing Specifications	August 13th	Lynchburg	City of Lynchburg
Virginia Public Procurement Act	Sept 13th	Harrisonburg	City of Harrisonburg
Public Purchasing Basics	Sept 17th	Fredericksburg	City of Fredericksburg
Developing a Basic Understanding of Construction & How to Reduce Construction Costs	Oct 3rd	Charlottesville	City of Charlottesville
Sealed Bidding vs. Competitive Negotiations	Oct 3rd	Arlington	Arlington Public Schools
VPPA Case Law	Oct 4th	Chesterfield	Chesterfield County
VITA Training	Oct 25th	Chester	VITA
VPPA- Case Law	Nov 4th	Manassas	City of Manassas

## VAGP-SPONSORED NIGP CLASSES

Class	Date(s)	Location	Sponsor
Legal Aspects of Procurement	June 26-28	Henrico	Henrico County
Risk Management in Public Contracting	July 15-16	Springfield	City of Springfield
Developing & Managing RFPs	July 15-17	Stafford	Stafford County
Legal Aspects of Procurement	Sept 16-18	Ashburn	Loudoun Water

## SUCCESS AT THE VAGP SPRING CONFERENCE 2019

*(The VAGP Spring Conference, continued from page 1...)*

The conference began Tuesday morning with a First Timer's breakfast that was well attended and offered first time conference attendees the opportunity to meet with the VAGP Board and other first timers. Our keynote speaker, Dave Davlin, opened the conference by speaking on "The Game Winning Three" and a message of making life better for someone else. Later other conference speakers engaged attendees on subjects such as corruption of corporate officials, active shooter training, and generational diversity.

This year's vendor exposition was one of the largest ever! This event offered our members the opportunity to meet and network with over 75 vendors at one time. The vendors were very appreciative of this opportunity and we have received many commitments for next year's vendor exposition.

This conference had a special focus on our young procurement professionals and to highlight that the VAGP held the very first Young Professionals event. This event was held Tuesday evening at a local brewery and provided a chance for VAGP's young professionals to network outside of the conference environment.

The VAGP gave several well-deserved awards at the presidential reception on Wednesday night. Eugene Anderson, Linda Wade, Michael Sinnott, and Louise Stokes received the "Retired Lifetime Membership Award" for their wonderful service to VAGP over their careers. Sharita Bryant received the VAGP Manager of the Year award and Ginger Gordon received the VAGP Buyer of the Year award. Congratulations to all our recipients!

Another "first" occurred at this conference. The VAGP Men's Pageant was held after the presidential reception on Wednesday evening. Eleven willing (this term is used loosely) VAGP gentlemen participated in the pageant by first competing in a formal wear round, which was followed by a sportswear round. These gentlemen knocked it out of the park with their amazing dance moves and personalities. The audience had a blast and participated by voting for the "VAGP Man of the Year" with all proceeds going to our selected charity, The Hope House Foundation. Congratulations to Donnie Legg who was crowned this year's VAGP Man of the Year! In all the VAGP raised \$2830 for the charity through various fund-raising events.

Thank you to all the members who worked so hard behind the scenes to make this year's VAGP Spring Conference a success. Thank you also to all of our sponsors including our GOLD Sponsors: Omnia Partners, Sourcewell, SignScapes, and SHI. The VAGP looks forward to seeing everyone in Lynchburg for the Fall Symposium!

## REFLECTIONS OF THE 2019 SPRING CONFERENCE



# REFLECTIONS OF THE 2019 SPRING CONFERENCE



# PROCUREMENT MONTH CELEBRATIONS

Tonya Joyner  
PR Committee Member & VAGP Protège



## March Madness

March Madness for many of us in the VAGP started with the issuance of the Procurement Month Proclamation at the beginning of the month and culminated with the VAGP Spring Conference held in Virginia Beach at the end of the month.



Many organizations throughout the state participated in various activities to spread the word about their purchasing departments and Zone 5 was no different. From the Peninsula, to the Eastern Shore, and all locations in the Southside, below are a few of the events that happened in our region:

**Erin Moskalski from The College of William & Mary** shared a photo of their retreat from March 1st.

**Greg Smith and Jan Dudley at York County** shared their Closing Memo that had photos of all their monthly activities, which included a Celebration Price is Right event at York Hall.

**Tasha Jordan at Norfolk State** shared that they hosted a Procurement Services Roundtable Discussion. This includes representatives from Fixed Assets, OIT, Facilities, Accounts Payable, and Budget. This was open for attendees to speak to department representatives.

**Jay Smigielski at the City of Suffolk** shared that they held its annual "City of Suffolk Purchasing Policies and Procedures" training. This was for all new employees who have purchasing authority, or any employees who may need a refresher.

**Dominique Solano at HRSD** shared this from her organization, "This is the second year where we have developed, coordinated and offered training to our internal clients. We also utilize every Friday of the month for team building and social activities in our office. We pick a theme relating to how we have structured our training and the goal we want to express through training. This year we chose "Where's Procurement?" using the 'Where's Waldo' motif. Our goal was to express to our clients that procurement was part of anything and everything needed for them to accomplish the HRSD mission and vision."

**Virginia Beach City Public Schools** hosted several events during the month consisting of a Monopoly themed training for their eProcurement users, Jeopardy, and various teambuilding activities.

Hope your zone had a wonderful Procurement Month!



# PROCUREMENT MONTH CELEBRATIONS

Dyanna McMullen, VCO  
Public Relations Committee



## March Madness at Arlington Public Schools

Purchasing Month for Arlington County Public Schools (APS) was filled with activities that ushered in spring with a full court press and an abundance of learning opportunities. During the month of March, Team Procurement Office hosted a tournament of activities to include a VAGP seminar, training opportunities for staff, and issued a newsletter containing a procurement themed word search puzzle.

The season opener began with the Team Procurement Office hosting a VAGP Low Fee Seminar on Ethics. This seminar was coached by Mike Bacile and attended by twenty-eight recruits (procurement professionals) representing seven public bodies throughout Virginia. Like most teams, the object of the game is to achieve the win, but the win must be supported with practice and fundamentals. Mike equipped the team with the alley-oop needed in order for each recruit to make a successful run for the entire game, or at least to improve the practices of their agency. The topic of Ethics was well received by the recruits. While examining various game film (cases), it was determined by the team that ethics is like a field-goal which is learned, subjective, and shaped by your environmental exposure; no matter where you shoot from the court, once the ball falls into the hoop, the points count. It is key to remain ethical during triple threats and fast breaks; we work for the public and there are always referees scrutinizing our moves. During the replay, you want to avoid any appearance of impropriety or wrong-doing.

The man-to-man coverage for the month was nothing short of amazing. Team Procurement Office provided internal training with a presentation to APS staff on the role the Procurement Office plays in supporting the APS Strategic Plan. At the end of the presentation, attendees were invited to participate in a buzzer beater game centered on procurement terms in a Game Show format to test what they learned during the training. The coveted 'procurement mug' was given as prizes to the two finalists.



With the clock ticking down, Team Procurement Office issued a special edition of its quarterly newsletter containing a word search puzzle to test the staff's procurement knowledge. Prizes were given to the MVPs that provided the correct entries. If you wish to test your skills the link to the word puzzle has been provided.

[https://www.apsva.us/wp-content/uploads/2019/03/ProcurementNews\\_Mar-2019\\_SpecialEdition\\_Final\\_ForWeb.pdf](https://www.apsva.us/wp-content/uploads/2019/03/ProcurementNews_Mar-2019_SpecialEdition_Final_ForWeb.pdf)

As the buzzer sounded to signify the end of the game, Team Procurement Office concluded March Madness with staff attending the 61st Annual VAGP Spring Conference held in Virginia Beach. This was a perfect way to close out March Madness.



# VAGP MERCHANDISE

Kimberly Robinette, VCO, VCA  
 VAGP PR Committee Chair



At Spring Conference in Virginia Beach, the VAGP Public Relations Committee unveiled some new VAGP logo merchandise! In addition to the VAGP portfolios, business card holders and cell phone mats, members could also purchase the new VAGP pop socket phone holder, as well as VAGP logo t-shirts! If you did not get a chance to purchase one of the above items, make sure to check at the registration table at Fall Symposium where all of the items (and some new items!) will be available!

The PR Committee also had a very successful t-shirt pre-order so if you have ideas for the next VAGP t-shirt design, please contact me at [krobinette@bvua.com](mailto:krobinette@bvua.com). We will be placing another order shortly before Fall Symposium.

Did you take pictures at the VAGP table using the new photo props supplied by SignScapes, Inc.? If so, please email them to me and we will share them on our Facebook page!

By the way, have you liked the VAGP Facebook page? If not, you may be missing out! Every quarter we will be drawing a name from active participants who comment on or share our posts to win a VAGP logo item. You can like and share our Facebook page by visiting [www.facebook.com/VAGPofNIGP](http://www.facebook.com/VAGPofNIGP).



# NEWS & VIEWS

## We want your news and views in 2019!

This is your Association and your publication—make your voice heard! All VAGP members are encouraged to send articles, press releases and photos. Published articles on purchasing related topics may help members earn recertification points. For eligibility requirements, please verify directly with the certifying agency. Suppliers and contractors are also encouraged to submit purchasing-related articles for publication. Limited opportunities are available and offered at no cost! Submit your contributions to LeeAnne Beatty Smith at [smith2LB@jmu.edu](mailto:smith2LB@jmu.edu).



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