

# ***THE MACPP MESSENGER***

A QUARTERLY NEWSLETTER FOR MID AMERICA  
COUNCIL OF PUBLIC PROCUREMENT  
CHAPTER OF NIGP

**Happy Birthday to all  
of our MACPP  
members with  
birthdays in January,  
February, March, and  
April!**




## **The Year of Virtual Environments**

By Nicole Hogan, Blue Valley School District

This year has been one for the history books. There is a silver lining in the craziness of this year. Procurement functions for agencies have never been more valued and important to their agencies. With the amount of Zoom, Microsoft Teams, and Webex meetings this year, it's enough to cause some sense of stress in our lives. Yes, Zoom fatigue is real and very evident this year. We have to focus on many non-verbal cues such as facial expressions, body language, and the pitch of another person's voice during those video conferencing calls. This drains our energy during these meetings. I feel as though I am on a stage each time I login. The good news: There is a light at the end of the tunnel even though the tunnel is quite long.

Procurement teams have remained resilient to ensure business continuity in their organizations. We have been able to respond rapidly to the most unique



scenarios, whether that is delivery, distribution, or navigation through the sometimes complicated procurement process. While COVID-19 has presented many headaches to agencies, it can also bring forth new ways of collaborating with both your vendors and your internal staff. If you have had an interesting way that your organization has weathered the pandemic, we would love to hear about it and feature it in the next newsletter.

While Zoom and other video call programs has created a lack of energy, there are ways to utilize these platforms to increase energy. Launch Workplaces, a company specializing in creating work spaces for solo business professionals, satellite teams, or growing companies, has provided me with some interesting ways to add some fun to your next video call. Check out these below or check out the [Launch Workplaces website](#) for additional ways to create some fun.

1. Implement a dress code for your meeting such as a Hawaiian theme, a certain color of clothing, or get everyone to put on their best denim-on-denim outfit, otherwise known as the Canadian tuxedo.
2. Mix Up Your Zoom background with the use of Snap Camera, a free background tool. Just remember to change back to your normal screen when in important meetings!
3. Play an online game such as Jeopardy or Family Feud. I'm not much of a singer, but I've heard of Zoom Karaoke too.
4. Create a theme for your event (Examples: Taco Tuesday where everyone shares their favorite taco recipe, or a virtual staycation where everyone shares where they want to travel to someday and why).

During difficult times, we tend to forget about those people that are most important to us: our family and friends. During the holiday season, I hope you get to reconnect with the ones that you love and cherish the most in your life. It doesn't have to be in person. I know I'm going to be sending out a lot of personalized cards this year just to say "Hello" to my beloved friends and family. Know that you have a wonderful support team in those people despite the challenges you have overcome this year. Happy Holidays MACPP members, and I hope you have a healthy and safe New Year! Here's to a new year filled with lots of joy and happiness, and the continuation and navigation through virtual environments!



## President's Message - Barbara Smelter, Hickman Mills School District

I want to first extend great big & heartfelt "thank you" to all of our members for going above and beyond during this difficult time of covid, and constant zoom meetings. And just think prior to this time we thought we were already stretched so very thin. I have heard so many stories of our peers "hustling" to obtain the proper PPE supplies for their organization. You truly have developed and embodied the meaning of being a "hero".

I would like to extend a great "Big" congratulations to Rick Gentry as the "Manager" of the year and to Larry Allen as the "Buyer" of the year.

Also, what a great presentation we had from Dr. Crowley that we were able to participate in, on Thursday December 3rd. I would also like to extend a "shout out" to Nicole Hogan for her expertise in finding and bringing this presenter to us. I can't say enough about her professionalism and positive attitude!

I know, I'm rambling a "bit" but I did want to take a moment to tell you I'm thinking & praying for you to have a safe and happy holiday season for you and your family.

I have included the application nominations (with the author's approval) for the Manager & Buyer of the year. Again Congratulations to Rick & Larry!



## Vice President's Message - Scott Carpenter, Olathe School District

Everything is better with a smile under your mask!

As we head to the end of one of the most difficult years in a generation, it's important to remember to laugh and SMILE OFTEN! With masks on our faces as we greet coworkers and carry on daily conversations, we are forced to look people in the eyes to tell what they're really thinking. And the eyes can really tell the story. You often see boredom or complacency these days, knowing there is much fatigue and burnout in our own lives and jobs. So I have a habit of giving people a big cheesy "eye" smile as I pass them in the halls, and usually have some kind of equally cheesy comment to try and elicit a smile. Even if I can't see their mouth, I can still see the smile in their eyes. So whether I'm quoting favorite lines from "Christmas Vacation" or making a fool of myself in some other way, I realize the importance of laughter and smiles to lighten the mood and change the focus, even just for a moment. So, the next time someone walks into your office, put on your mask and say "Surprised? If I woke up tomorrow with my head sewn to the carpet, I wouldn't be more surprised than I am right now!" Merry Christmas and PLAY BALL!



# LEE'S SUMMIT MISSOURI

November 23<sup>rd</sup>, 2020

Re: MACPP Manager of the Year Nomination

To Whom It May Concern:

It is my honor to proudly nominate my City of Lee's Summit Procurement Manager, Rick Gentry, NIGP-CPP, CPPO, for the MACPP Manager of the Year.

I have personally been under Rick's professional leadership for almost 2 years. However, I knew him prior to being under his leadership as a colleague in my network of Procurement professionals. Rick has positively led our Department towards a more goal oriented, and task driven direction of which has had a very influential impact on our Organization.

Under his leadership earlier this year, the City of Lee's Summit, via a Proclamation from Mayor William A. Baird, March of 2020 was deemed Procurement Month! Being a part of that process has made our team feel extremely valued, recognized and respected. Throughout his tenure here, he has also encouraged and allowed me to finally obtain enough hours to test for my CPPB Certification through NIGP this past Fall. Rick has taken a vested interest in my professional growth, and is a reflection of how much he values me as an individual employee, and a professional in the Procurement realm.

Rick always maintains an open door policy and encourages open discussion and feedback. His expertise is very helpful to me and he is always challenging myself and my team to "think outside the box" and above all, maintain transparency and integrity with the work we do. In the Procurement Department here at the City of Lee's Summit, Rick actively seeks shortfalls or areas that could be improved upon to enhance our productivity, and streamline our processes while maintaining efficiency. He is always multi-tasking and researching numerous projects while thinking of innovative ways our Department can improve. Rick has a very vested interest in the City of Lee's Summit and ensuring that Procurement is a beneficial, valuable, and ethical resource for the City Departments.

Prior to the world according to Covid-19, Rick served as a Merit badge counselor for the local Boy Scout Troop and participated in activities at his church to help the struggling and less fortunate. In addition, Rick has served as the Past President for the MACPP Chapter in 2020. During the year, he has worked with the Board to update the qualifications, descriptions, and terms of the Board Members and Officers.



# LEE'S SUMMIT MISSOURI

Manager of the Year is something that for Rick, is not only well deserved, it is something he already is in the eyes of myself and my team. I feel blessed to have a Manager that I can trust and whom is a fantastic mentor.

I implore MACPP to accept this nomination and award this prestigious honor to Richard Gentry. The Procurement profession could use more individuals of this caliber. So many are lucky to have him as a colleague, a friend, a co-worker, a leader, and a mentor!

*Tarah Daugherty* | Procurement Officer II  
220 SE Green Street | Lee's Summit, MO 64063  
816.969.1085 | [cityofLS.net](http://cityofLS.net) | [Tarah.Daugherty@cityofls.net](mailto:Tarah.Daugherty@cityofls.net)





November 30, 2020

MACPP Buyer of the Year 2020 Reference

To Whom it May Concern:

Larry is a pivotal and consistent asset to the Johnson County Community College procurement department! Working in a higher-ed environment, he embraces JCCC's mission to educate his fellow colleagues within and outside of the procurement department. He leads architecture, engineering, and construction (A/E/C) and facilities-related procurements for the campus. Utilizing NIGP's online resources and contributing in various NIGP professional courses, he uses his extensive career knowledge to skillfully drive the RFP lifecycle. This ranges from determining his department's requirements, developing thorough Scope of Works, ethically evaluating proposal responses for both cost analyses and terms and conditions, and lastly, managing the entirety of the contract after award. Larry's understanding of bonds and insurance and his knowledge of the capital improvement process allow him to smoothly facilitate these critical procurements.

In addition to these main commodities, Larry has also been responsible for sourcing 90% of JCCC's PPE to help ensure employee safety for personnel who need to be on campus. With a never-ending barrage of pop-up vendors within this industry, he has collaborated with other NIGP and MACPP members to ensure he is purchasing goods and services from a reputable source. Always available for help and advice, Larry is a great teammate who adds depth and breadth to our team because of his skills and capabilities. With over 20 years of buying experience, Larry is well-deserving of MACPP's Buyer of the Year!

Sincerest Regards,  
Jim Feikert

Director, Procurement Services  
913-749-9265 cell  
[jfeikert@jccc.edu](mailto:jfeikert@jccc.edu)  
Johnson County Community College



November 30, 2020

## MACPP Buyer of the Year 2020 Reference

To Whom it May Concern:

Please accept this letter as my sincere letter of recommendation for Larry Allen for MACPP Buyer of the Year. As the Associate Vice President of Business Services, I oversee JCCC's Procurement Services department. Larry Allen is a senior buyer who procures various facilities-related services for the College. He works closely with our procurement director to lead these capital improvement purchases while collaborating with our facilities department to ensure success. As a result of the 2020 pandemic, JCCC has fast tracked numerous facilities projects to take advantage of the lower on-campus footprint and to ready the campus for the full return of our campus population. In addition, Larry has taken the lead role in the critical PPE procurement for the campus. He has taken on all these additional challenges with enthusiasm and his commitment to the college's best interest.

Larry is a collaborative and sharp buyer, who successfully leads his teams through architecture and construction RFPs, bonds, and contract negotiations. He is an ethical person, who always looks for a win-win with his vendors while seeking the best value for the College. Larry is an affable buyer and a team player who always treats his vendors with respect. In his role as a senior buyer he works closely with his director to improve processes and procedures for the procurement department. An advocate of education, he seeks opportunities to educate himself through NIGP classes while also mentoring his colleagues. A resourceful and consistent buyer, Larry is well-deserving of MACPP's Buyer of the Year!

Sincerely,

*Janelle L. Vogler*

Janelle L. Vogler  
Associate Vice President, Business Services  
Johnson County Community College



# Mark your calendars for these upcoming events



- NIGP VCON  
*Reconnect. Recharge. Remotely.*
  - Registration required at <https://www.nigp.org/events/virtual-conferences>.
    - \$99 NIGP members (Early Bird fee)
    - \$199 Non-members (Early Bird fee)
- MACPP **2021 Election of Officers** - Online Ballot
  - Reach out to Rick Gentry if you did not receive a ballot.
- **NIGP Webinar** - Content Corner - Are Certificates, Certifications, & Designations the Right Path for Me? - Register via the NIGP website.
  - January 5, 2021 - 2:00 PM Eastern Time
- **NIGP Webinar** - Content Corner - eLearning Behind the Scenes - Register via the NIGP website.
  - January 19, 2021 - 2:00 PM Eastern Time



**Rick L. Grimm, CPPO,  
CPPB, FCIPS**  
Chief Executive Officer

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Director of Economic Development  
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**Carrie F. Mathes, MPA, CFCM,  
CPPO, CPM, CPPB, APP**  
**Procurement Manager**  
Procurement Manager  
Orange County, FL  
Orlando, FL

**Treasurer**  
**Kate M. Rotella, CPPO, MPA**  
Purchasing Manager  
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**Secretary**  
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FCIPS**  
Chief Executive Officer  
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Procurement

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Director of Procurement & Central  
Services  
Mohave County  
Kingman, AZ

**Certification Commission Chair  
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Director, Procurement & Contracts  
Mississippi State University  
Mississippi State, MS

**Cheral A. Manke, CPPO, CPPB**  
Marketing & Relationship Manager  
Washington State Dept. of Enterprise  
Services  
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**Molly McLoughlin, CPPO, CPPB**  
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**Mike Mucha**  
Deputy Executive Director  
Government Finance Officers  
Association (GFOA)  
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**William Shields, Jr.**  
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American Society for Public  
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**Jon Walton, CPPO, CPPB, JD, CPM**  
Contracts Officer  
Oregon Business Development  
Salem, OR

## **NIGP PRESS RELEASE**

*September 23, 2020*

NIGP: The Institute for Public Procurement is honored to announce that an additional 62 public procurement professionals attained their NIGP Certified Procurement Professional designation (NIGP-CPP) by successfully completing the competency-based qualifications set forth by the NIGP Certification Commission.

During the pilot and August testing periods, a total of 118 leaders earned their NIGP-CPP including the following 2 leaders from the Show Me State of Missouri:

- Rick Gentry NIGP-CPP, Lee's Summit MO
- David Weidler NIGP-CPP, Kirkwood MO

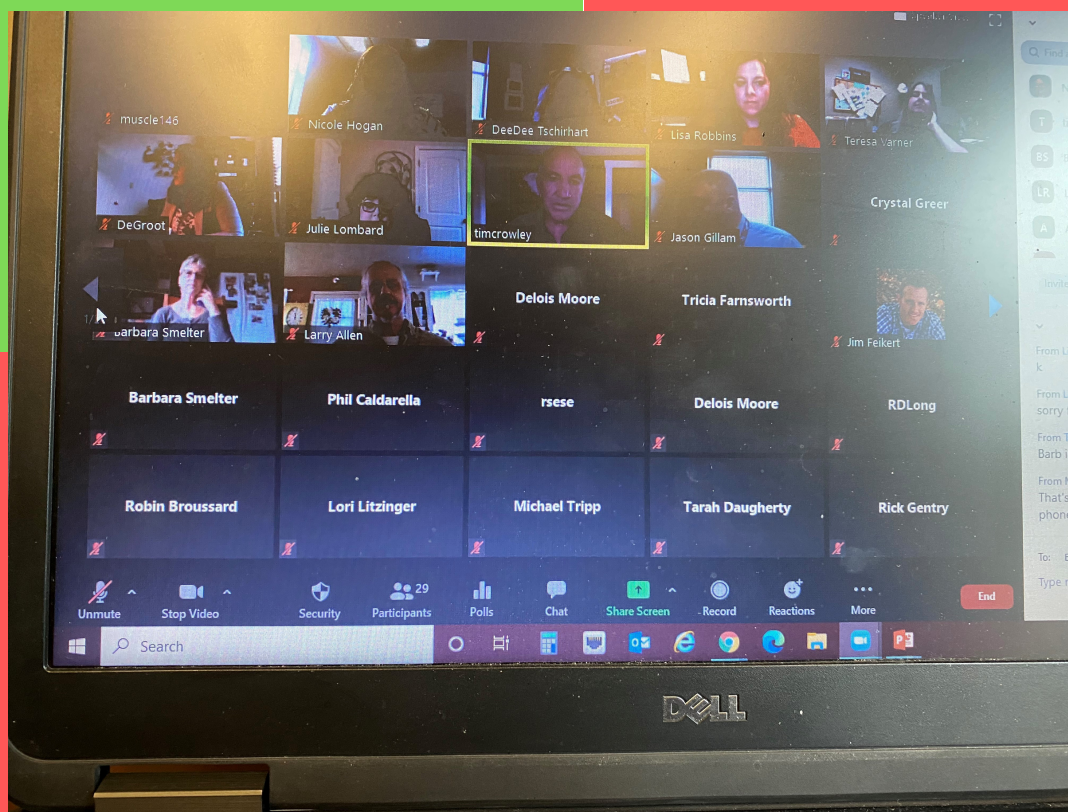
The NIGP-CPP is the only certification that is anchored in the Public Procurement Competency Framework. The Framework is rooted in research produced by the Volcker Alliance that seeks effective public service through workforce competencies. It is the only certification that specifically targets mid to executive level procurement leaders in the public sector. It is the only certification that integrates with NIGP's Pathways program featuring competency development within 33 learning modules. And it is the only competency-based certification that expands beyond public procurement's technical aspects and assesses the more holistic competencies needed to be successful leader within a public entity, embracing elements of leadership, business principles, and procurement strategy.

Congratulations to these pioneering leaders! May they show others the Pathway!

# MACPP 2020 Virtual Holiday Chapter Meeting

The month of December is a time to celebrate all of the achievements in the field of procurement. At the Holiday Chapter meeting, we celebrate those individuals that have brought forth new ideas and have shared their knowledge of procurement with the members of MACPP. We thank you for your service to this chapter of NIGP. We encourage you to vote for the next year's Chapter Officers. If you did not receive the email survey in order to vote, please let Rick Gentry know at [Richard.Gentry@cityofls.net](mailto:Richard.Gentry@cityofls.net).

During the Holiday luncheon, Dr. Tim Crowley joined us to explain the importance of Grit, Grace, and Gratitude in our lives. We hope that this special presenter was able to bring some purpose into your life and work. If there was ever a time when these traits were needed, it's NOW! Grit, Grace, and Gratitude strengthens relationships, increases innovation and success. I want to extend a huge THANK YOU to Dr. Crowley for joining us during this unprecedented year, and bringing forth a renewed sense of passion.



# Immediate Past President's Message - Rick Gentry, City of Lee's Summit

## MACPP By-law and Constitution Updates

The MACPP Board is proposing several updates to the current By-laws and Constitution. There are two major changes that are being presented: 1) move all Officer and Director positions to two year terms of service each, and 2) replace the Procurement Operations Director position with a position titled Chapter Development and Recognition Director. The recommended changes are based on several years of discussion by the Board. The hope is the Chapter will be better served and more members can become involved.

The move to two-year terms is to give a person the chance to fully learn the duties of the position and then excel in service. As the two-year term model is in place the Board would like to see other members interested in serving have the opportunity to shadow the officer or director to learn about the duties and responsibilities. This would be a growth opportunity for new and existing members to become more involved in the Chapter's operations. Article Four of the Constitution is where most of the changes were made to reflect changing to two-year terms for officers. If approved, the two-year cycle would start in 2022 to 2023.

The second major change is the replacement of the Procurement Operations Director position. For many years the person in this position requested and maintained a list on the Chapter's website of Cooperative Contracts available from agencies within the Kansas City Metropolitan area. As technology has improved other tools and sources are available that provide the same information, such as the new CoProcure site adopted by MARC (Mid-America Regional Council). To adapt to the needs of the Chapter, the proposed position Chapter Development and Recognition Director was developed, see Article Four, Section 16 of the Constitution. The vision for this position is to coordinate and submit the annual Chapter Award applications to NIGP, coordinate the annual Chapter awards, and coordinate training opportunities to develop the chapter, such as facilitating the shadowing of members that want to join the Board.

The proposed changes have been reviewed and discussed by the Board. With the challenges presented by COVID-19 this year, the current officers and Board members that were set to expire at the end of 2020 have agreed to serve the chapter in 2021, if elected. If you are interested in serving as a Director or Officer in 2022, please contact me. We will see that you have an opportunity to shadow the current officer/director and help with the transition in 2022.

Have a safe and enjoyable holiday season!



# NIGP Forum Scholarship Recipient Article - Jason Gillam, Blue Valley School District

## The virtual NIGP 2020 Forum

Participating in a conference that I previously attended in person via a virtual format was a learning experience in every sense. We were fortunate to have had the NIGP 2020 Forum as a virtual option as it was better than not having an option at all. Like the organizers and presenters, I found myself needing to adapt my approach to maximize the value.

A mobile app was used that helped provide the basics of what you would find in a typical conference program. It also allowed you to select which events you were interested in attending and build a personal schedule. The sessions themselves were then accessed through the conference website. They were either broadcasted if it was a presentation or linked out to a zoom channel if it were an interactive session. Generally the technology worked well as long as you had a good internet connection. For multiple reasons it would be nice if the app could be developed to better support mobile attendance and replace the need for the web page.

Time management when attending a virtual conference can be a little tricky. In my case, I found myself living in two time zones simultaneously. While attending a conference virtually, but seen in the office also invites interruptions. To be successful, I had to ignore phone calls, emails and people knocking on the door for small stretches of time. Then connect on breaks to catch up on things that were critical. If I had it to do over again, I would have scheduled time in a conference room or away from my office to limit interruptions.

Like you would expect, the keynote speakers delivered inspiring and motivational messages that helped refuel me professionally. Multiple session leaders provided perspectives on topics that helped stretch my understandings and thoughts. The Virtual Exhibit Hall allowed for interactions with vendors by accessing their information, videos or live chats to get questions answered.

Overall, I was very thankful that MACPP provided a scholarship that allowed me to benefit from the virtual Forum 2020.







# NIGP Forum Scholarship Recipient Article - Delois Moore, City of Kansas City, MO

Virtual NIGP Forum 2020- 75 Years  
Connecting Procurement Communities

Congratulation to all the NIGP Chapters that won an award and Recognition Celebration

Accountability, Ethics, Impartiality, Professionalism, Services and Transparency

This Virtual NIGP Forum and Exhibition will be in the history books as one of the most memorable experiences thus far. Since COVID19, everything has changed for businesses, schools, work, sports, life, and worker's mental state as the country adjusts to the new norm for conducting business.

The session I enjoyed most was titled "Construction, Faster, Stronger, Braver Construction: Identifying and Implementing Best Practices," presented Instructor Mike Bevis.

As a certified JOC (Job Order Contracting) professional with 12 years of experience, I am always looking for professional development opportunities to improve upon JOC processes. JOC has been around for about 35 years and started with the military in the 1980s. JOC was designed to get small jobs done fast.

Here are some Owners Success Factors:

- Immediate access to IDIQ contracts with predetermined pricing and defined level of services and expectations
- Reduces Lead Time – accurate schedule
- Rapid Response – increased efficiencies
- Fulfills the need for supplemental staff as an on-call program


Contractor Success Factors:

- Owner Success
- Profitability
- More Business
- Developed Sub-Contractors

JOC Expectations from the Owner:

- Includes a large number of sub-contractors
- Achieve and exceed the diversification program objectives
- Develop a partnering relationship
- Meet and or exceed outlined and proposed performance criteria

Contractors Expectations:

- Rapid mobilization
  - Consistent workflow
  - JOC priced by line item from a unit price book, which is issued as a firm fixed price
  - Use of multiple sub-contractors
  - Not to be used as a free estimating services
- 

## NIGP Forum Scholarship Recipient Article (Continued)- Delois Moore, City of Kansas City, MO

This year's forum further examined what makes JOC a successful process. It includes the owners' experience, annual volume and project sizes, the number of contracts awarded, the individual projects completed, the term of the contracts, the available sub-contractors, the best value for procurement, the staff with technical, and the level of skillset expertise.

Finally, in a study of overall satisfaction, 96% of JOC projects were rated satisfactory by respondents, while almost all (99%) owner participants said they would recommend JOC to other owners. These high satisfaction rates were derived from the time and cost-saving benefits of the JOC process. However, greater transparency, flexibility, and efficiency also scored high compared to other procurement methods. Owners were 60% more satisfied with the JOC process as compared to Design-Build methods.

I serve on the CJE Owners Advisory Committee to assist agencies in starting new JOC programs. Additionally, I am a member of CJE (Center for JOC Excellence) as well as oversee the City of Kansas City, MO's JOC contracts program.

Thank you MACPP for the scholarship!

