NIGP
CENTRAL GULF COAST CHAPTER

March 2020

https://www.cgccnigp.org/

Editor: Tonia Lawson

MARCH IS PROCUREMENT MONTH

Happy Procurement Month!

Procurement Month 2020

It's time to celebrate the role of the public procurement profession.

When we celebrate Procurement Month, we acknowledge an elite group of professionals that have made a difference in governmental efficiency and effectiveness. This month provides the opportunity to help educate elected officials, administrators, taxpayers and vendors about the procurement process and the admirable work you perform every day.

33 Million

The record number of packages FedEx expected to move on Cyber Monday, December 2, 2019. The carrier also predicted more than double its daily average package volumes for the following two Mondays, Dec. 9 and Dec. 16, as consumers' weekend shopping habits lead to higher parcel volume early in the week, driving up residential delivery volumes.

REGISTER NOW

for the Federal Acquisition Service Training Conference, April 14-16, 2020, Atlanta, GA. Earn up to 20 CLPs in a variety of acquisition related topics. Free for all government attendees. Register at gsa.gov/FAST (https://gsasolutionssecure.gsa.gov/FAST) and join the conversation on social media using #FAST2020! **See Flyer on Page 5**

did YOU know?

GIVE ME A BRAKE

About 13.5% of commercial motor vehicles inspected in the U.S. and Canada during Brake Safety Week in September 2019 were removed from roadways for brake-related violations. Inspectors checked 34,320 commercial vehicles, placing 4,626 out of service for critical brake violations.
~The Commercial Vehicle Safety Alliance

GOOD WORKS

DHL Express delivered 500 fresh-cut Christmas trees, thousands of handwritten letters, menorahs, decorations, and other gifts to U.S. troops stationed at U.S. bases in Afghanistan, Bahrain, and Kuwait. DHL Operation Holiday Center, a charitable program DHL runs in partnership with the New York community, is now in its 16th year.

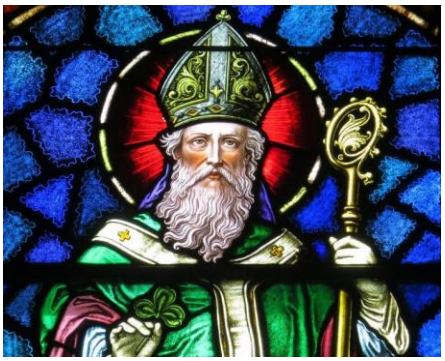
ST. PATRICK'S DAY 2020

Who was St. Patrick and Why Do We Celebrate?

St. Patrick's Day always occurs on March 17. St. Patrick was patron saint and national apostle of Ireland who is credited with successfully bringing Christianity to Ireland. March 17 is widely accepted as the date of St. Patrick's death in A.D. 461.

Was there really a St. Patrick? Definitely. Did her really drive the snakes out of Ireland? Probably not, since snakes weren't native to Ireland.

He was born in Britain as Maewyn Succat. At the age of 16 (around A.D. 400), St. Patrick was kidnapped from his home on the west coast and carried off to Ireland to become a slave who worked as a shepherd. After six years, he escaped; upon returning home, he received his call (in a dream) to preach the Gospel. He spent the next 15 or so years in a monastery, preparing for his missionary work. ***Con't to page 2***



When he became a priest, his name was changed to Patricius, and eventually, Patrick. Although some Christians lived in Ireland at the time, it was Patrick who spread Christianity throughout the land and brought an organized church into existence.

https://www.almanac.com/content/st-patricks-day

member SPOTLIGHT

Jackie Dorman, CPP, CPPM, CPDW
Purchasing Clerk
Bay District Schools

1. What year did you join the chapter? **National NIGP member since Sept.16, 2016, CGCC member since Feb.16, 2017**
2. How long have you worked in the procurement profession. **Nine Years this January 2020. I have been in the District for 20 years.**
3. What organization do you work for? **I work for Bay District Schools as a Purchasing Clerk. Bay District Schools is a school district headquartered in Panama City, Florida. The district services all of Bay County except for Mexico Beach, which is served by Gulf County Schools.**
4. What is the most interesting, unusual or challenging purchase in which you have been involved? **The most interesting purchase was for owl pellets to be used for dissecting. The most unusual challenging purchase was finding a vendor to pick-up and dispose of human remains that were donated to a school years ago.**
5. What professional certifications do you hold? **I hold the following professional certifications from the American Purchasing Society:**
   - **CPP, Certified Purchasing Professional - April 4, 2017**
   - **CPPM, Certified Professional Purchasing Manager - June 26, 2018**
   - **CPDW, Certified Professional in Distribution & Warehousing - August 28, 2017**

Welcome to the American Purchasing Society
A PROFESSIONAL ASSOCIATION OF BUYERS AND PURCHASING MANAGERS

6. What is your number one goal (career or personal)? **To become a Purchasing agent within the next year when my co-worker retires.**
7. What is your favorite past-time or hobby? **Spending time with family and friends, but my love is working on and going camping in my 1981 little Scotty Camper**.
8. Share a little know fact about yourself. **Most that know me know I love camping but not many know that I like to go to music festivals, antique shopping and shopping at flea markets.**

DO WHAT YOU LOVE – CHASE YOUR DREAM PROCUREMENT JOB

Career Management by Tony Megally

You can't just wait for your dream job to come along. If you want to do something you love, you're going to have to chase your dreams.

Imagine working in a role that you love. Being completely satisfied with your work through pursuing whatever you're most passionate about can make the difference between feeling discontented and uninspired, and moving to a happier, more productive and fulfilling life.

Here are my simple and practical tips towards landing your dream role:

1. Define your key skills

What are you most passionate about? If you're struggling to work that out, write a list of what you love to do, what interests you, and what comes naturally to you.

Think about feedback or comments (informal or formal) you've consistently received from peers, leaders, friends and family. How do others generally describe you? What do they often say you're great at?

For example, you might be a fluent writer. Maybe you have the gift of the gab. Perhaps you enjoy analyzing data and making meaningful sense of it. You could be a great coach, and know how to get the best out of others. Or are you the person with all the big ideas?

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2. Uncover the role fit

Now that you've got your list sorted, identify and search for roles that call for those skills.

For example, if you're able to think strategically, if you're good at problem solving, have strong emotional intelligence and display outstanding interpersonal and communication skills, then a leadership role could be the way to go.

If you love working with numbers, data, spreadsheets and providing commercial insights then a role in analytics and reporting will suit.

Perhaps you're highly relationship and customer focused with sound analytical, negotiation and commercial skills. Sounds like a career in Procurement might be right for you!

3. Network, Network, Network!

The percentage of unadvertised roles is estimated to be between 70 and 80 per cent, which suggests your next amazing role is sitting somewhere within your professional and personal networks.

- Start connecting (and reconnecting) with your networks – who can they introduce you to?
- Form a relationship with a specialist recruitment firm. Recruitment consultants are a great source of information and can certainly guide you in the right direction.
- Attend industry networking forums and events.
- Actively connect with professionals on site such as LinkedIn. Get noticed by sharing articles, joining relevant groups and contributing to discussions, or for those that love to write, demonstrate thought leadership through regularly posting blogs (something I must do more often!).

Be proactive, targeted and considered in your job search.

Whether you're connecting face to face, on-line or over the phone, effective networking will be key to your ultimate success.

People generally like to help others so don't be afraid to ask for assistance – you will also bring value to that connection in some way.

Go ahead, chase your dreams and do what you love!

14th ANNUAL REVERSE TRADE SHOW

Friday, May 1, 2018
Gulf Coast State College
5230 US HWY 98
Student Union West
Panama City, FL 32401

NIGP CENTRAL GULF COAST CHAPTER

Additional information will be forthcoming.

Members **RESERVE** your table today!!

This is the annual event where CGCC members and area agencies come together in as a team to provide th annual opportunity for Northwest Florida vendorts to interact with each public purchasing organization in **one location** on **one day**.

WHAT'S A REVERSE TRADE SHOW?

It's the opposite of a regular trade show!

Representatives of government purchasing departments staff their tables with information about their agencies, and vendors (attendees) move from booth to booth making new contacts and explaining their products and services.

Bring plenty of business cards and brochures - you're going to need them.

For more information, check out our website @ www.cgccnigp.org, look under Upcoming Events.

RTS Meet-N-Greet Reception will be held on Thursday, April 30th from 6-8 PM at Los Antojitos Mexican Restaurant.

Professional Development

When Bad Things Happen to Bids: Strategies for Ensuring a Successful Public Construction Project

April 30, 2020 – 8:00 AM – 5:00 PM
Gulf Coast State College

Upon successful completion of this course participants will be able to:

- Recognize why bidders make mistakes in last minute bid preparation
- Distinguish the difference between responsiveness and responsibility
- Identify tools available to address bid price errors
- Assess agency bid documents to reduce risks
- Recognize when a bid guaranty should be forfeited
- Evaluate whether a bid is materially unbalanced to the agency's potential detriment
- Identify bid protection strategies for preventing bids in excess

MORE ON ST. PATRICK'S

The Shamrock

We wear a shamrock on St. Patrick's Day because, legend says, St. Patrick used its three leaves to explain the Holy Trinity. (The Trinity is the Father, the Son, and the Spirit as three divine persons who are one divine being [God].) The truth of the St. Patrick legend, however, is in question, as there is no direct record that the saint actually used the shamrock as a teaching tool.

Note: The symbol of St. Patrick is a three-leaf shamrock, not a four-leaf clover. However, long before the shamrock became associated with St. Patrick's Day, the four-leaf clover was regarded by ancient Celts as a charm against evil spirits. In the early 1900s, O. H. Benson, an Iowa school superintendent, came up with the idea of using a clover as the emblem for a newly founded agricultural club for children in his area. In 1911, the four-leaf clover was chosen as the emblem for the national club program, later named 4-H.

St. Patrick's Day Facts, Fun & Folklore

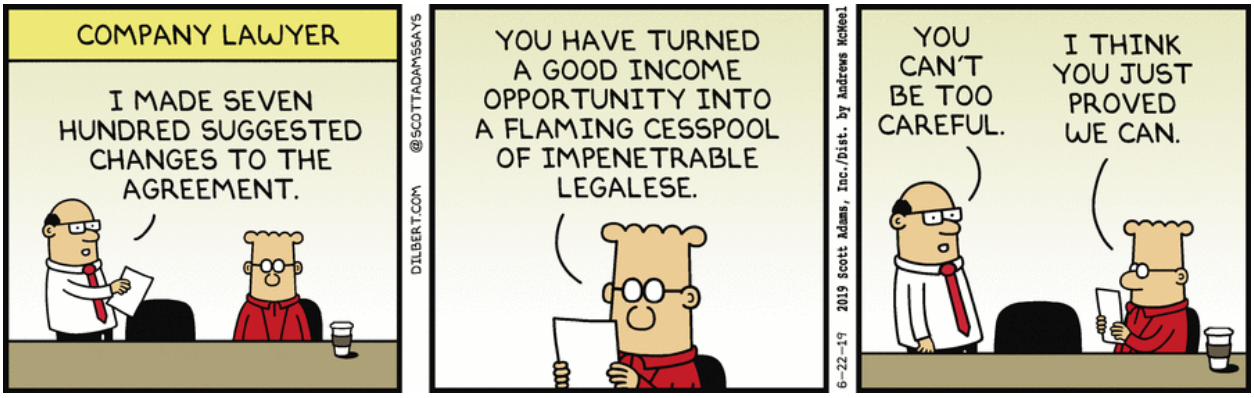
- Blue was the color originally associated with St. Patrick, but green is now favored.
- The first St. Patrick's Day parade in the American colonies was held in New York City on this day in 1762.
- St. Patrick's Day is the traditional day for planting peas, even in the snow.
- Cabbage seeds are often planted today, and old-time farmers believed that to make them grow well, you needed to plant them while wearing your nightclothes.

https://www.almanac.com/content/st-patricks-day

"No, it's fine, I've just never seen coupons used in an acquisition."

The Top 10 Things That Every Customer Wants from You

Whether they are fully aware of it, or know it or say it…

1. They want it to cost less money, even if it's already value-priced.
2. They want to it act faster/immediately.
3. They want it to come to them/be delivered.
4. They want it to be replenished/updated/upgraded/replaced automatically and consistently.
5. They want it even before they know it's available or that they even need/want it.
6. They want it pre-customized to fit their unique needs.
7. They want it to come pre-assembled and ready to run; no instructions or thinking needed.
8. They want to be able to return it with no hassle; a solid/flexible guarantee.
9. They want it to work perfectly and beyond all expectations.
10. They want to feel good about using it/being a customer of yours.

By Thomas J. Leonard, Coach University