

**The Rocky Mountain
Governmental Purchasing
Association
NEWSLETTER**

FALL 2020

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UPCOMING EVENTS

**RMGPA Article
Deadlines:**

December 11, 2020



Upcoming NIGP Events:

Legal Aspects of Public Procurement –
January 5-7, 2021 (Richard Pennington)

NIGP VCON – January 26-28, 2021

**See nigp.org website for a variety of
upcoming virtual classes.*



Traci Gorman,
RMGPA President



LETTER FROM THE PRESIDENT

"Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world." - Harriet Tubman

Wow! What a year 2020 has been! It has just brought home for me how all the little things in life are important; being kind to one another, helping one another out, and taking care of ourselves and our families to name just a few. As well as accomplishing new things; working remotely, learning remotely, holding meetings remotely, etc. It has shown me what a resilient and innovative group we are!

I am really excited to see what actions we have adopted that will remain in place throughout the remainder of this year and into next year. How exciting for everyone! What have you done that is a change from the normal? And how have those changes affected you?

"Every day the clock resets. Your wins don't matter. Your failures don't matter. Don't stress on what was, fight for what could be."- Sean Higgins

So, as we head into the 4th quarter of 2020 think about what has changed in your life. Think about how you reacted to it; how you succeeded in those changes. What strengths have you determined you have based on those changes and what weaknesses. What things have you accomplished, what things are you still working on, and what things do you still need to accomplish.

"Play to your strengths. If you aren't great at something, do more of what you're great at." - Jason Lemkin

I believe in you, the members of RMGPA!!

Traci

RMGPA LEARNING LUNCH OPPORTUNITIES

RMGPA PRESIDENT WELCOME MESSAGE:

I wish to welcome members to the RMGPA Virtual Learning Lunch / Social Event Sessions! This event provides an excellent opportunity for members from many agencies to reconnect and interact virtually through brief meetings that focus on important topics of the profession. Your participation is greatly appreciated.

Cordially,

Traci Gorman,

RMGPA Chapter President

**** Earn continuing education points toward professional certification. ****

RMGPA is hosting Learning Lunch sessions beginning in September through February. A variety of topics will be presented by fellow RMGPA members over the lunch hour followed by an After-Hours Virtual Social Event. Below is a preview of the upcoming presentations:

Date	Presenter / Topic	After-Hours Host
Oct.	Marisa Donegon & Farrah Bustamante RFP Partnering E-Scooters	Marisa / Farrah / Valerie / Whitney Halloween Themed Event
Nov.	Richard Pennington Legal Issues in Requests for Proposals – 2 Part Event	
Jan.	Whitney Smith Customer Service	
Feb.	Valerie Scott Hot off the Press: When You Can't Control the Narrative	

**Registration and links to the events will be provided as they get closer.*

We look forward to you joining us!

SPOTLIGHT ON Marisa Donegon – RMGPA Treasurer

Submitted by Kelly Wooden, Newsletter Co-Chair

1. Tell us about your background.

I was born and raised in Colorado Springs, CO and lived there until I moved to Fort Collins, CO to go to college at CSU in 2005. Growing up, I had always enjoyed learning about business, and participated in DECA (Distributive Education Clubs of America) in high school. In college, I decided to continue that path, and majored in Business with concentrations in Finance and Management. When I graduated from CSU in 2009, I realized that I wanted to pursue a career in supply chain management.

During the first several years of my professional career, I worked in the private sector for a couple of manufacturing firms as a Scheduler and a Buyer/Planner. In 2017 I felt a need for a change of pace, and I was fortunate enough to get a job as a Buyer at the City of Fort Collins. I had no previous experience with public procurement, or how different it would turn out to be compared to procurement in the private sector. I quickly realized that I had a passion for it and found it much more fulfilling to serve the public and my community.

Currently, I live in Severance, CO, (just east of Fort Collins) with my husband of nearly 7 years and our two dogs.

2. What organization do you currently work for and how long have you been there?

I currently am a Buyer at the City of Fort Collins and have been there for 3.5 years.

3. What is the most interesting purchase/project you have been involved in and what was your role?

The most interesting purchase I have been involved in was leading the procurement process to bring e-scooters to Fort Collins. This was a joint-agency procurement between the City and CSU. During this RFP, I learned so much about e-scooters and operations and transportation in general. I also learned a lot about working with another agency. Many of our requirements were aligned, but in some cases, they were different. Navigating different agency needs was a great learning experience.

4. When did you join RMGPA and what have you enjoyed most about being a member of our organization?

I joined RMGPA in 2017 when I started at the City of Fort Collins. While I really appreciate the element of professional development that it provides, I also really enjoy the camaraderie among the rest of the public procurement professionals.

5. How long have you been RMGPA's Treasurer and what responsibilities do you have in this role?

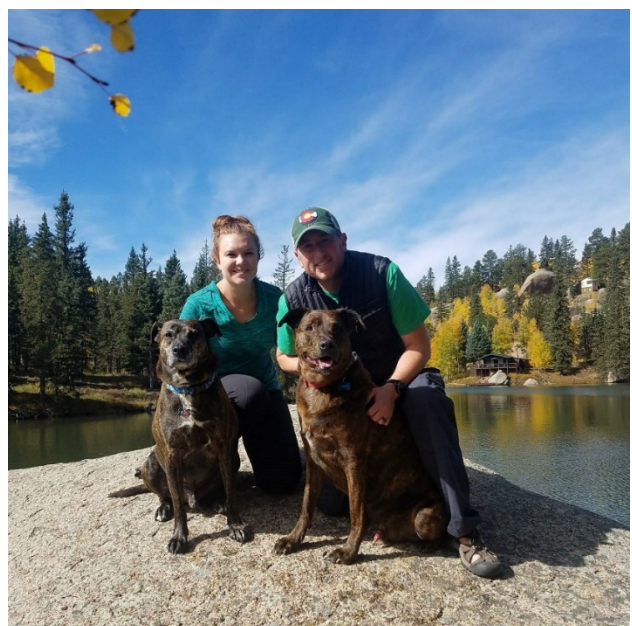
I have been RMGPA's Treasurer since March 2020. Taking over this role during COVID-19, and reconciling payments from the Spring Conference when the website went down made for an interesting learning experience! Some of my responsibilities include paying vendors, coordinating member payments, reconciling RMGPA's accounts in QuickBooks, maintaining the budget, and filing RMGPA's taxes.

6. Are there any professional and/or personal accomplishments you're proud of?

I'm really proud of obtaining my CPPB last December.

7. Tell us something interesting or unique about yourself and/or hobbies outside of work.

Outside of work, I love travelling (pre COVID-19!), being outdoors and cooking. My husband and I escape to the mountains with our dogs as much as possible. A hobby of mine is doing triathlons with an old college roommate. We try to do at least one here in Colorado, or in Utah (where she lives) every year. (We're mostly in it for the t-shirts and medals. 😊)





MESSAGE FROM PAST PRESIDENT

By: Kerry Sheahan

City of Longmont, Senior Project Manager

ARE YOU DREAMING?

Do you have a vision? A beacon in the distance that you want to achieve? What steps have you taken to see that dream come true? The first thing you need is a goal.

Where dreams are big, goals are small. Dreams are shared with your family and friends. Goal setting is best done in solitude or in the quiet of your mind. Each goal is a path that leads you to your dream. Start by setting HARD goals.

Habit. Any goal will need to become a new habit with three parts.

- Trigger. This is something to remind you to do the action.
- Action. The habit you need to do that gets repeated.
- Reward. You must have a reward for doing the action. This will lock the loop into a habit in your brain.



Eventually when the brain sees the trigger and then goes straight to the reward, it becomes a habit making the action easier to accomplish.

Alive. Remember that a habit needs to make you come alive. You will never achieve a goal if you feel like you have to do it. Make sure you feel energized after you do your action so that it becomes connected to your dreams.

Reachable. Set a goal that you believe you can reach. While you may slide backwards a step when moving forward, don't give up. Have an end in sight so you can manage time and measure your progress. When goals are too big and don't seem reachable, you won't be able to see the end. If you can't see the end, you will fail. Set small daily goals for yourself.



Daily Plan. In order to achieve your goal, you must create a daily plan. A goal without a plan is just a wish. Start with the three Ws each morning and act on them.

- What do I need to accomplish today?
- Who is going to help me?
- When do I need to get it done by?

Dreams are easy to achieve when your goals are HARD and you believe you deserve the dream. Don't doubt yourself. Doubt kills more dreams than failure ever has.

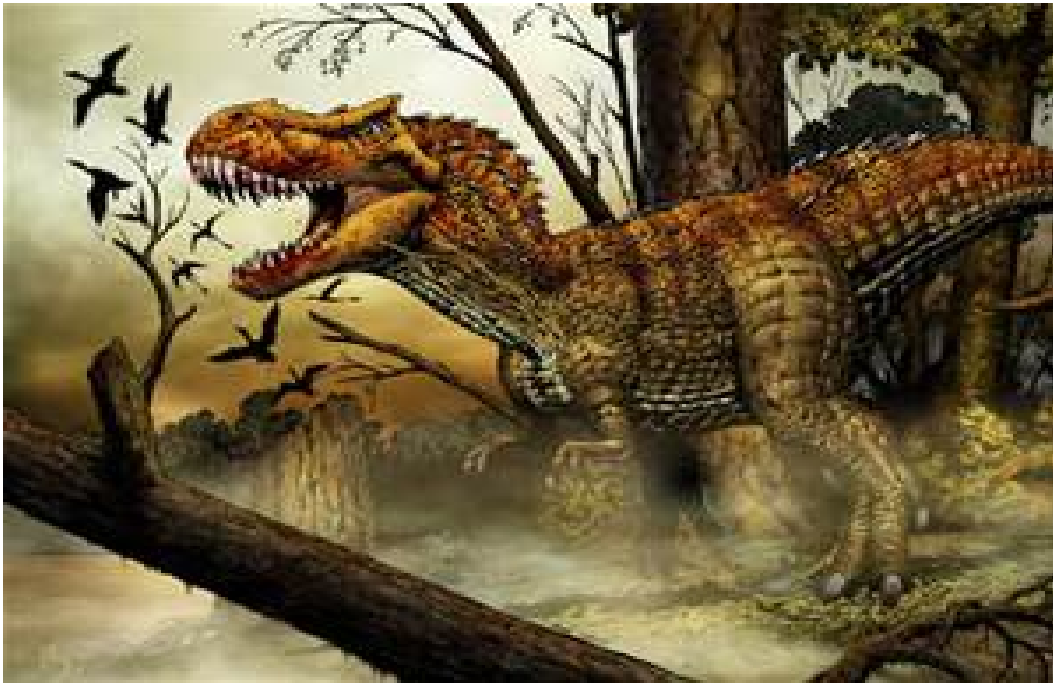
Finally, don't forget to ask for help. We need each other to achieve our goals and our dreams.

Adapted from *Start Here with Mel Robbins*.

CHANGE MANAGEMENT – YOUR SUCCESS BUCKET LIST

Topic and Exercise Presented by:

Christine Weber, C.P.M, CPPB during September 2020 Learning Lunch



Procurement Adaptability

The Denver Museum of Nature and Science is known for its outstanding dioramas. Find in this photo a dinosaur, some ancient birds, and, hiding in the forest floor, an ancestor of modern humans. Consider the concept of earth's most successful species. **Success** is not necessarily the result of simply being the largest species - not necessarily the result of being the smartest – but the **most adaptable** species. Most experts agree that humans (and probably birds) are considered to be very adaptable species.

Nimble Procurement

Prior to 2020, Government was rarely caught being nimble. Unexpected health and financial emergencies this year have forced government entities to be nimble. When we talk about resolving “Issues”, we generally are referencing “Problems” and their associated “Opportunities”! Procurement issues require us to invoke our inherited human flexibility and adaptability, in order to achieve success.

Five Minute Check in:

THINK about all the projects you have managed and **WRITE** 3 notes for yourself.

- Something that went wrong.... (and what was the key issue that made it fail.)
- Something that went right.... (and WHY it was a SUCCESS.)
- Something that looked like it was going wrong, but **YOU DID SOMETHING** (or your team or your boss did something) to make it a SUCCESS.

Your Success Bucket List

Using the attached worksheet (on following page) –

- Identify 1 or 2 real life work challenges.
- Identify 1 or 2 key solutions for success and Lessons Learned for your Success Bucket List.

Final thoughts

To wrap up this overview of successful Change Management, reflect on personal challenges we have all faced in our lives. Many struggle with health issues, relationships, financial setbacks, and family challenges.

- How did we face these issues and overcome?
- How did we improve our Life/Balance?
- **How can we replicate our success?**



Topic #1 _____

Topic #2 _____

Topic #3 _____

IDENTIFY TWO for EACH

Key Challenges

Success Solutions or Lessons Learned

2020 RMGPA BOARD OF DIRECTORS

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