OPPA Members,

Happy New Year! I hope all of you experience growth and happiness in your personal and professional life in 2018. When I look back and reflect on 2017, I feel a sense of accomplishment both personally and professionally. OPPA and its members achieved many goals and awards in 2017, and these could not have been achieved without the help of 128+ member volunteers. I am looking forward to another year of OPPA success, providing the best educational opportunities from our Program Committee, Professional Development Committee, and Mentorship Committee’s Master Class.

The training event was outstanding. OPPA piloted remote access training and Lee Fleming’s presentation, “A Case for Business Equity and Inclusion through Public Procurement” was streamed to NIGP Chapters in Idaho and Hawaii. There were 19 vendors, 139 attendees, 26 baskets raffled, raising over $3,000 and there were so many networking opportunities. It was a very successful event and we had so much fun! Sorry, if you missed Regional Conference 2017, you may have another opportunity. We are just now beginning to plan for the Regional Conference to be held in 2019.

In August, 20 OPPA members traveled to NIGP Forum, held in Salt Lake City, Utah. It was a great training event, “Connecting Procurement Communities” and included OPPA members meeting the Washington Chapter for dinner and Area 8 for breakfast. The awards lunch presentation exceeded all of our expectations. OPPA received the Extra Large Chapter of the Year award presented by the NIGP governing bees and OPPA’s Bobbi Matthews won the Albert H. Hall Memorial Award. It was a "bee"utiful day for sure!

The 12th Annual Reverse Vendor Trade Show was held in October at the Oregon Garden Resort in Silverton and as always is a great chance for OPPA and Columbia Chapter members to meet the vendor community face-to-face. In November, Fall Conference, themed “Challenge Yourself” was held in Florence and provided an amazing lineup. The conference opened with motivational speakers, Peter and Susan Glaser, with Navigating Challenging Conversations in the Public Sector. OPPA had eight first time conference attendees and all members received a book from the Glasers. The keynote speaker for the event was Carrie Woodell all the way from Orange County, Florida, speaking on “The Perfect Storm: Tales of Emergency Support Function”. She provided an overview of her procurement experiences with Hurricanes Irma and Maria which occurred back-to-back in September 2017. Members were fascinated by her account of the situation and left the conference with a new perspective of the “Perfect Storm”.

What’s Inside...

- Meet the Board—Kaliska King Page 2
- March Blood Drive Page 3
- Bid Time-Clock Kerfuffle Page 4
- Spring Conference Giving Page 5
- National Awards Page 6-7
- Procurement Month in Oregon Page 8
In 2017, OPPA made significant changes to the Bylaws. A membership meeting was held at Fall Conference and the membership approved the 2018 Board Approved Budget and the revision to the Bylaws. The changes to the Bylaws included: adding a Communication Committee, a Past Presidents Advisory Committee, a National Award Taskforce, and changing the term of office for Board Officers and Directors to a calendar year, starting January 1 through December 31.

The next training event for OPPA members will be Spring Conference. It will be held in Sunriver and is scheduled for April 11-13. The conference agenda and registration will be available soon on the OPPA website. And...are you interested in helping? Do you have some time to spare? OPPA is always looking for volunteers in any capacity. Please let the Board know your committee interests.

Lastly, if you had the opportunity to attend the January Workshop, held on January 18, in Salem, remember Saby Waraich’s “Three Principles” to apply to your life in 2018. “Invest in Relationships, Believe in Yourself, and Give Back”. Have an ABSOLUTELY wonderful New Year!

Sincerely,

Diane Murzynski, CPPO, CPPB, OPBC
2017/2018 OPPA President

Kaliska has been employed by the State of Oregon for 17 years, starting in 2001 with the Department of Consumer and Business Services, moving in 2011 to work at the Oregon Secretary of State.

She joined the Department of Administrative Services (DAS) in February 2014, as a Procurement and Contracts Specialist 3 on the Asset Management team and is currently working as a State Procurement Analyst. She administrates state and nationwide Travel Contracts utilized by the State of Oregon and member states of NASPO Value point. She administers many other contracts including, credit cards, consulting, rental car, community referral contracts and others. Kaliska also serves as a valued member of the Procurement Services team that assists at the State’s Emergency Command Center during a governor declared emergency.

In 2017, OPPA was elected to serve on the OPPA Board as the Communications Director for OPPA.

In her spare time, Kaliska loves to go hiking with her dogs, support her family in sports activities, and is an active volunteer in the Beagle Freedom Project. She has 6 dogs: 3 beagles, 2 miniature pinchers and 1 Pomeranian mix.
In lieu of a joint workshop in March, OPPA and the Columbia Chapter gave back to our many communities by donating blood during the month of March. We wanted to do something that all of our members could participate in regardless of where they work in Oregon.

March is over, but it’s never too late donate blood. Here is a link to Red Cross that you can put your zip code in and it will give you information on where the closest place would be to donate: www.redcross.org/give-blood

In lieu of donating blood you may choose to donate cash. Here is the link on how to donate cash: www.redcross.org/donate/donation
Be sure to send in selfies of you donating blood. To: Donnell.M.Fowler@odot.state.or.us or Julia.Apernas@state.or.us.

A short survey has been distributed to the membership so we can capture who donated blood, who tried, who gave cash. Please take a moment to complete it.

Thank you for being an OPPA and Columbia Chapter Member and giving back to your community.

OPPA Community Involvement Team:

Julia Alpernas
Bethany Wachtler
Dori Palmer
Michelle Hahn
Jennifer Huston
Bobbi Matthews
Donnell Fowler

Kathi Braeme-Burr with Multnomah County reached her 106th donation!
ORS 279C.365 indicates:

A contracting agency that prepares solicitation documents for a public improvement contract shall, at a minimum, include in the solicitation documents: (d) The date and time after which bids will not be received, which must be at least five days after the date of the last publication of the advertisement; (e) The name and title of the person designated to receive bids; (f) The date on which and the time and place at which the contracting agency will publicly open the bids.

Go forth and procure!

The Bid Documents specify the time and date bids are due: Check.

The Bid Documents specify the name and title of the person that is designated to receive bids: Check.

The Bid Documents specify the date time and place of opening: Check.

I thought I was so smart to purchase a $600 electronic time clock that had a mechanical time-stamp capability. It was so fancy – I mean $600 bucks - it had a digital time clock on the face of the unit along with the time-stamp clock mechanism (it made a loud ‘kerrr-chunk’ sound, quite impressive); it was heavy-duty too, I’m sure it would survive a small non-thermonuclear explosion, if one presented itself nearby.

Bidders would submit their bids, you know, like they do, and we would run the envelope into the time clock mechanism and obtain an official date and time stamp. We would then initial the time stamp thereby complying with the Statute – date, time, person – good to go!

This method of bid submittal continued on for some time, probably a couple of years, without controversy. From time-to-time we had to manually adjust the time-stamp mechanism to adjust for daylight savings, you know: fall back/spring ahead. No problem.

Then, on one fine afternoon (not on a Monday or Friday, you know what I mean....) I was sitting in my ivory tower, within a sea of tranquility - you know the place - I had a rather routine public improvement bid due at 2:00 PM.

Contractors were milling around the lobby, calling in for sub-contractor numbers, as per usual. All of the Contractors present submitted their sealed envelopes prior to 2:00. We followed our standard stamping and initialing procedure. When down the sidewalk, walking briskly, arrives a lone contractor. He unassumingly enters the lobby. We take his bid, stamp it in, the digital clock face displayed: 1:59. The time stamp keerrr-chunked: 2:01. Well, it’s a slight discrepancy. We discuss it briefly, jokingly referring to the time split. The bid documents say the official time clock is in the lobby.

Another Contractor noticed the time stamp conversation but doesn’t say anything.
I open the bids, and oh, you guessed it, the
guy that ran up the walkway at the stroke of
bid-due-date-and-time was the apparent low
bidder. We go on our merry way, post the
NIA and we are promptly served with an
award protest. It was awkward and indisput-
able, late is late.

You see, the time stamp clock and the digital
clock were not linked, not in-synch... at all
and unfortunately, it took a protest, some
hurt feelings and egg on ones face, to clear it
up.

The bid documents are very much clearer
about the ‘official bid clock’ now, and I cov-
ered up the digital display. Hopefully there is
a lesson in here for you.

This is not an endorsement or criticism of any
brand name and no animals were hurt.

2018 Spring Conference
Giving Opportunity

At Spring Conference, OPPA will be raising
funds to support Devin’s Destiny. This is a
wonderful organization founded in 2010 on
the memory of Devin DeLuca. Devin was a
young man whose passion was giving to oth-
ers less fortunate than himself. He had a spe-
cial place in his heart for children. He be-
lieved we all have a responsibility to care for
the children within our communities, whatever
the cost.

Central Oregon currently has 1100+ children
attending school each day who have no home
to return to each night. This charity is deter-
mimed to provide a bright spot for these chil-
dren at least once a year by hosting a birthday
celebration for them. More information on this
organization can be found
at www.devinsdestiny.org.

We have a variety of events planned including
the comeback of BINGO! Raffle tickets for gift
baskets and a Fall Conference package will be
available, And don’t forget to sign up for the
annual golf tournament.

If you'd like to help with a basket or items
(even if you are unable to attend), arrange-
ments can be made to transport your contribu-
tion to the auction. Please contact:

Donnell Fowler
Donnell.m.Fowler@odot.state.or.us
or
Bobbi Matthews
Bobbi.Matthew@portofportland.com

We look forward to seeing everyone and ap-
preciate the generosity and support for charity
organizations in our communities!
spring-2018-charity-event.pdf

OPPA Community Involvement Team:

Julia Alpernas
Bethany Wachtler
Dori Palmer
Michelle Hahn
Jennifer Huston
Bobbi Matthews
Donnell Fowler
OPPA Wins 2017 National Extra Large Chapter of the Year Award

Bobbi Matthews is honored with the Albert H. Hall Memorial Award

Established in 1977, this is NIGP’s highest award, which is named in honor of NIGP’s founder, Albert H. Hall. Professionals receiving the Albert H. Hall Memorial Award also earn the designation of ‘Fellow of NIGP’ or FNIGP.
OPPA and its members were recognized in many ways at the Annual NIGP Forum in Salt Lake City this year

NIGP Ethics Video Award Winner!
Erika Lopez, City of Hillsboro
https://youtu.be/MFQ_1118vn4[youtu.be]

Buyer of the Year Finalist
Shirley Smith, Oregon Dept. of Administrative Services

Certified Professional Public Buyer (CPPB) certification earned by:
- Cecelia Lynn Gilbert, Oregon Dept. of Transportation
- Jill Piper Punches, Multnomah County
- Justin Ford, Marion County
- Kendall Michele Foose, Port of Portland
- Shawn Postera, Multnomah County

Certified Public Procurement Officer (CPPO) certification earned by:
- Grant Baldwin, University of Oregon
- Jay Jackson, Oregon Dept. of Administrative Services
- Kelly Mix, Oregon Dept. of Administrative Services

Other Regional Award Winners:
- Columbia Chapter won the medium chapter of the year award
- IPPA - Idaho won the small chapter of the year award
- Achievement of Excellence in Procurement (AEP) – City of Portland
- UPPCC Sterling Award Winners – Oregon Dept. of Revenue, Oregon State Treasury
Governor Kate Brown Declared March to be Procurement Month in Oregon

STATE OF OREGON

PROCLAMATION

OFFICE OF THE GOVERNOR

WHEREAS: The procurement, supply and logistics profession plays a significant role in the quality and efficiency of business and government operations throughout the United States; and

WHEREAS: The procurement of goods and services is critical to the efficient cost effective operations of private and public entities alike; and

WHEREAS: Procurement, as a profession, engages in functions that promote economic development by executing, implementing, and administering contracts; strategically sourcing goods and services needed to promote the welfare of the citizens of the United States, and promoting sustainable practices in the acquisition, use and disposal of goods and services; and

WHEREAS: Fosters an environment of the highest ethical standards between business and government at all levels.

NOW, THEREFORE: I, Kate Brown, Governor of the State of Oregon, hereby proclaim March 2018 to be

PROCUREMENT MONTH

in Oregon and encourage all Oregonians to join in this observance.

IN WITNESS WHEREOF, I hereunto set my hand and cause the Great Seal of the State of Oregon to be affixed. Done at the Capitol in the City of Salem in the State of Oregon on this day, February 19, 2018.

Kate Brown, Governor

Dennis Richardson, Secretary of State
Training, Training, Training
Sharing Solutions

Wednesday April 11, 2018

8:00 AM – 4:30 PM
NIGP Class – Total Cost Analysis for Best Value Decisions
Homestead 3
(Instructor – Omid Ghamami, President Purchasing Advantage)

Knowing the difference between acquisition cost and total cost can make a difference to the final analysis of any acquisition. Cost modeling can drive optimization and help prevent post contract financial overruns. In this course, students will learn how to reduce purchasing costs without sacrificing quality or effectiveness.

11:00 AM – 5:00 PM
Devin’s Destiny Charity Golf Tournament
Meadows Course
(Sponsors and Members)

4:00 PM – 6:00 PM
Welcome Check-In
Homestead Lobby
Dinner on your own

6:30 PM – 9:00 PM
President’s Reception and Charity Bingo
Heritage 1 & 2
(Hors d’oeuvres and Refreshments)
Thursday April 12, 2018

6:30 AM – 8:00 AM  Welcome Check-In
Homestead Lobby

7:00 AM – 8:00 AM  Member – Vendor Network Breakfast
Great Hall

8:00 AM – 8:30 AM  Welcome and Devin's Destiny Presentation
(Homestead 2 & 3)
(Diane Murzynski, OPPA President & Community Involvement)

8:30 AM – 9:00 AM  NIGP and Oregon Legislative Update
(Homestead 2 & 3)
(Brian Smith, NIGP Chapter Ambassador)

9:00 AM – 9:30 AM  Vendor Showcase
Homestead 1

9:30 AM – 11:30 AM  Stop Buying Goods & Services – And Start Buying
Performance Results!
(Homestead 2 & 3)
(Omid Ghamami, President Purchasing Advantage)

The #1 problem in public procurement today – based on our presenter’s quarter century of experience and research - is that goods and services are being purchased instead of performance results. Buying goods and services invariably results in supplier performance problems and end user dissatisfaction, and the contract is usually not written to help resolve these issues, because contracts for goods and services don't have performance promises or remedies for failure to perform. As a consequence, public procurement professionals tend to spend 50 - 90% of their time in unplanned activities - what our instructor calls "fire fighting". This session will show how to re-architect the procurement process so that performance results are being purchasing instead of goods & services, and also how to get end users on board with this initiative - not through mandating compliance - but rather because they see the value in doing so. The end result, if done right, is better performing suppliers, more satisfied end users, and procurement time spent on strategy and planning instead of on fire fighting.

11:30 AM – 12:30 PM  Business Lunch
Great Hall

12:30 PM – 1:45 PM  Dare to be Great! – The Leadership Challenge in Public
Procurement
(Homestead 2 & 3)
(Instructed by: Bobbi Matthews, Port of Portland)

Bobbi will cover some of the leadership challenges facing public procurement professionals and leaders in the rapidly changing work
environment. Participants will be provided tips for improving their leadership, ideas for inspiring others to break out of the current operating norms and strive for greatness.

12:30 PM – 1:45 PM  
Heritage 1  
**OLCC Conveyor System Expansion – Design – Build Case Study** (Instructed by: Shirley Smith, DAS)

This case study will provide an overview of how a Design-Build lump sum procurement process was used successfully to meet the agencies requirements of the State of Oregon and its communities. Shirley will provide tips on how the use of the Design-Build method helped to overcome obstacles and how collaboration by all parties ensured the project kept moving on schedule. This presentation will explain the use of “alternates/betterments” in the procurement and why they should be used.

1:45 PM – 2:15 PM  
Homestead 1  
**Break and Vendor Showcase**

2:15 PM – 3:30 PM  
Homestead 2 & 3  
**Mission Possible – Strengthening Customer Relationships**  
(Instructed by: Elaine Baker and Erika Lopez, City of Hillsboro)

Participants will take away proven strategies for engaging customers and strengthening end-user relationships. Not all departments are the same. Elaine and Erika will provide a variety of approaches that have been successful in their decentralized environment at the City of Hillsboro. They will share their trial and error stories. Attendees will also receive a flash drive with some of important tools.

2:15 PM – 3:30 PM  
Heritage 1  
**Driving Equity in Construction Through Project Labor Agreements** (Instructed by: Lee Fleming, Multnomah County and Kimberly Mitchell-Phillips, Port of Portland)

Participants will engage in an in-depth discussion of two recently implemented Project Labor Agreements taking place in the region. Through this workshop participants will: 1) Review these agreements - Understand best practices engaged in the development of these agreements – 2) Discuss the implementation and administration of these agreements – 3) Identify tips and tricks to maximize the social equity benefits and outcomes on their projects.

3:30 PM – 4:00 PM  
Homestead 1  
**Break and Vendor Showcase**

4:00 PM – 5:00 PM  
Homestead 2 & 3  
**Oregon’s New Enterprise Procurement Manual**  
(Instructed by: Adam Helvey and Amy Velez, Department of Administrative Services)

This presentation will provide an overview of the project that led to the development and deployment of the Oregon Procurement Manual.
Manual. In addition, participants will receive a demonstration of this exciting new web based resource and have an opportunity to ask questions related to how to use the manual in everyday work.

6:30 PM – 11:00 PM  Dinner Banquet
Homestead 2 & 3  (Dinner, Chapter Awards, Entertainment)

Friday April 13, 2018

7:30 AM – 8:30 AM  Breakfast and Networking
Homestead 2 & 3

8:30 AM – 11:00 AM  The Science of Being Happy and Productive at Work
Homestead 1  (Instructed by: Scott Crabtree, Happy Brain Science)

Studies show that happier people are more productive, creative, insightful, engaged and resilient. They are also healthier and more sociable. Grounded in solid scientific data, this award-winning presentation covers dozens of actionable techniques to increase job happiness, organized around the themes of goals, relationships, and attitude. Participants will gain specific strategies to 1) Effectively cope with stress, 2) Reboot your workflow for increased focus and creativity, 3) Develop and sustain happiness, and more!

11:00 AM – 11:30 AM  Community Involvement, Announcements and Closing
Homestead 1  (Eric Wicks, OPPA Vice President)

11:30 AM – 1:00 PM  April Board Meeting
Homestead 1