President’s Corner

By Corey Duemmel
MAPP President, 2018

BOINGGG!!

Welcome to Winter Spring MAPP Members!

Well, I’d like to say welcome to Spring, but the way it has been going this year, it is Missouri’s weather at its finest and Old Man Winter hasn’t quite gone to bed yet. I even joked on opening day at the April conference by sarcastically welcoming everyone to the 2018 Winter Conference. Ha! Ha! Right? No! 84 MAPP members are at the beautiful Camden on the Lake Resort, Lake of the Ozarks, MO, April 4th, 5th, and 6th, and what do we experience on Day 2, Missouri’s finest rendition of an April cold winter day with frost. Go figure! If out of state travel wasn’t such a big deal, it would have just as fitting to be in the Alps! Just saying! Did you know though, May 9th, year 1906, Columbia, MO had one of the latest recorded frosts on record. So, Welcome to ________ (you fill in the blank) MAPP Members!

2018 has started out a little different than most years. The MAPP Board last met in December, but then not again until the Spring Conference due to an earlier conference date this year, whereas, we typically meet somewhere in between. Let’s just say our agenda was quite full. Unfortunately, we were limited on time and it forced us to table many of the agenda items until our July meeting. However, we were able to discuss a few items such as required changes to the bylaws regarding voting procedures; a look at how to handle scholarships; proposed bills in legislation and how it affects our profession; upcoming educational classes and more. Although our meeting was under time constraints, that was okay, because we got to move straight into the conference, where I thought it offered value to all in attendance in different ways.

This year’s conference title was *The Public Purchasing Juggle*, but how fitting. In my December article, I wrote about how busy we are in our work lives and sometimes beyond. As most of us know, the purchasing profession can be a juggle. There were a variety of topics that I hope helped all of us take something positive away from the conference, helping us rejuvenate and generate positive energy moving forward. It all started with our Keynote speaker, Joe Fingerhut, presenting on ‘Make the Impossible Possible’, then a ‘Lightning Networking’ session where we all sprung into action, jumping from table to table to do a lightning learning session on a variety of purchasing topics.

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Day 1 rounded out with a ‘Karaoke Night’. As much as I wanted to belt out Chuck Wick’s version of ‘Love Yourself’ by Justin Bieber, you were fortunately saved by the many talented ‘MAPP artists’ in our midst that night owning the mic. WOW! And how could I possibly go on without mention of the dancing. (P.S. – Don’t feel left out, check out some of the finest dancing ever witnessed on April 4th on MAPP’s Facebook. We were shown moves like Jagger!) The conference went on to offer a session on ‘Leadership’, NASPO cooperative contracts, an overview of MAPP’s new website (how to navigate), breakout sessions on purchasing topics, alternative methods in project management, and procurement of ‘emergency management’. To close out the conference, our Keynote Speaker, Joe Fingerhut, concluded with the topic ‘The Public Purchasing Juggle’. This session coincided with his book titled ‘Permission to Play,’ and that is what he did, played with an assortment of circus like toys. But you see, it wasn’t about the juggling or the other challenging games. His story was about how long it took him to conquer each task, achieving what he thought was the impossible by setting his mind to each one, focusing on small tasks, one at a time. That’s what he was telling us, even at times with too much on our plate, as long as we relax and focus, we can accomplish anything, even juggling.

As time goes by, we get sprung out by the work and issues that surround us. And if you are like me, lose focus and feel sprung out along the way. Although we may not hear an actual ‘Boinggg’, I’m sure that someone around us just might. So for me, I like attending conferences and training, possibly learning something I already knew, but in the end, I walk away recoiled, rejuvenated, and more resilient. With that being said, attend a conference, an educational seminar, the NIGP Forum, or maybe just stand up and play like Joe had us doing. We all loved it, and our laughter and excitement told us we did.

Take care everyone, and let me know if there is anything I can do for you.

**Education Opportunities**

If you are looking to become certified or strengthen your professional skills, don’t miss the opportunity to take advantage of the following NIGP webinars:

**May 10th**  
Global Best Practice Series—One Byte at a Time: Understanding Software Procurement  
This public procurement practice and webinar are offered as the second in a series of information on technology procurement. Each practice and webinar stand on their own. This webinar focuses on the procurement of software and its unique considerations such as licensing, source code, and data ownership.  
https://ams.nigp.org/webDynamicPage.aspx?webcode=NIGPEventInfo&Reg_evt_key=4fd4f8b2-18d7-4785-b16a-428dd525e1b1

**May 16th**  
Procurement, Best Value Sourcing, and Smart Contracts with Blockchain and Cryptocurrency - A Glimpse of the Future  
eProcurement and contract management will look very different if and when cryptocurrencies like bitcoin and smart contract implementation with Blockchain become the norm. In this presentation, the concept of cryptocurrencies like bitcoin and Blockchain are explained. Attendees are also provided a glimpse of how future eProcurement, Best Value Sourcing, and Contract Management will look with cryptocurrencies like bitcoin and Blockchain. Real world examples are provided, including demonstrations to make concepts clear and transparent. Advantages and disadvantages are discussed.  
**May 24th**  
**Technically, it’s not a Bid - Practical Guidance for IFBs/ITTs**  
Procurement has evolved from a job that practitioners fell into a profession. With that evolution, language has become increasingly important. We can no longer afford to refer to everything as a “bid”. This webinar focuses on Invitation for Bids (IFBs), language for solicitations that are issued, offers submitted in response to IFBs, and criteria and guidance for the proper use of IFBs.  
https://ams.nigp.org/eweb/DynamicPage.aspx?webcode=NIGPEventInfo&Reg_evt_key=e87cf4fd-1cbb-44b4-be0b-fc5e28214695

**May 30th**  
**Fleets for the Future: Applying Innovative Cooperative Procurement Strategies to Public Fleets**  
Leaders of the Fleets for the Future (F4F) project team will present their findings from working on cooperative procurement efforts in the nascent space of alternative fuel vehicle cooperative procurement. F4F is a national U.S. Department of Energy-funded partnership of regional councils, Clean Cities coalitions, and industry experts tasked with coordinating regional and national procurement initiatives to consolidate bulk orders of alternative fuel vehicles (AFVs) and infrastructure. It’s scope for this webinar includes discussion of zero-emissions sedans, retrofit hybrids, larger electric vehicles such as school buses, and various CNG and propane alternative fuel vehicles. Webinar presenters will address the following topics: barriers and opportunities to cooperative procurement, AFV education for fleets, outreach strategies, assessment tools developed for projects, funding and financing options, development of procurement specifications, how to plan a cooperative procurement, and how to participate in existing cooperatives.  

**June 7th**  
**Unleash the Power of LinkedIn & Leverage Your Government Agency**  
An introduction to what is possible when using LinkedIn for yourself as an Industry Leader in Government Purchasing and the impact that LinkedIn can have when embraced and properly used by Communities, Counties, Cities, States, and Leading Organizations. Key Word is LEAD...Be the person and be part of the community that others look to and see as the Leaders of our Country.  

**Aug 2nd**  
**Investigating Infrastructure is Critical & Challenging: Creative Strategies That Help Close the Funding Gap**  
Meeting the infrastructure financing challenge has emerged as one of the most urgent issues facing the world. To bridge the funding gap, all levels of govts have turned to creative ways of financing infrastructure investments. In this webinar, discussion includes the range of infrastructure financing mechanisms currently in use and descriptions of recent innovations in infrastructure financing. Attendees are encouraged to share their innovations and discuss their challenges in implanting any new innovations.  
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Aug 7th  Market Research: How it Can Empower You to Make Smart Decisions

Procurement professionals often struggle to find effective approaches to performing market research, locating the necessary information, and then applying this information to their purchasing strategies. In-depth and high-quality market research can help procurement professionals make better decisions about what to buy, how to buy it, and when to buy it.

This webinar reviews key concepts in market research such as researching the industry, understanding market forces, identifying market risk, setting benchmark pricing, and applying this approach to the procurement strategy. As procurement professionals, look to assess the risk that can affect procurements such as legal challenges, lack of bidders, and a constrained budget. Procurement professionals can also look at the success of contracts through robust market research.

Market research can be overlooked, and is often viewed as a burden when the government procurement process is already complex and lengthy. Procurement professionals and SMEs can be lulled into thinking they already have all the info the need to develop solicitations - they know the supplier community, the industry, and what a reasonable price is. However, by skipping research, procurement professionals miss out on opportunities to identify new industry trends, new suppliers, important risks, and alternate contract sources.

Fundamentally, good market research can help procurement professionals establish answers to the questions their executive team, stakeholders, and tax payers may ask.


NIGP webinars are **COMPLIMENTARY** for NIGP members
($190 cost for non-members)

1 Contact Hour awarded for each webinar attended

Webinars include 60-70 minutes of content followed by a Q&A session

**Don't miss the opportunity to take advantage of the following NIGP classes:**

**Legal Aspects of Public Procurement**, June 6, 2018 through June 8, 2018

An educational exploration of the Legal Aspects of Public Procurement that provides a foundation of the principles and general concepts of the law as it applies to public procurement. Course content addresses issues such as the UCC, the Model Procurement Code, the Sale of Goods Act, and the legal implications surrounding solicitations, contracting, and post award issues. The course focuses on actual procurement situations and attention will be given to ethical issues facing the profession.

Hosted by MACPP in Lee’s Summit, Missouri
21 Contact Hours, 2.3 CEUs
$715 NIGP members, $915 non-NIGP members

**Procurement Challenges: A Solution Seminar**, July 25, 2018

This one day course covers the challenges today’s procurement professional faces every day. The course will utilize case studies of issues regularly confronted by an agency. Participants will work in groups to debate and discuss fundamental principles of each case and develop solutions. Topics for discussion may include ethics, the law, fiscal and budgetary dilemmas, strategic sourcing, and supplier contract engagement.

Jefferson City, Missouri  
8 CEUs  
$310 NIGP members, $410 non-NIGP members  

**Introduction to Public Procurement**, August 8, 2018 through August 10, 2018

The work of public procurement is no longer a clerical function performed independently by various people throughout different agencies or departments within a government agency. This class provides an overview of the ever-changing procurement profession by identifying fundamental concepts that affect procurement in the public sector. Practical examples, discussion, group exercises, and case studies will be used throughout the class.

Jefferson City, Missouri  
24 Contact Hours  
2.3 CEUs  
$715 NIGP members, $915 non-NIGP members  

**Sourcing in the Public Sector**, August 8, 2018 through August 10, 2018

This course provides the participant with a comprehensive overview of the sourcing process within the public sector. Essential elements including pre-sourcing planning, needs assessments, specifications, scope of work, deliverables, procurement strategies, value analysis, and internal control processes are explored. Determining the appropriate sourcing method, preparing relevant sourcing invitation documents, managing the acquisition process, evaluation of response submission, and contract awards will also be covered. In addition, the course will examine trends, technology developments, and the effects of both on procurement processes. Practical examples, discussions, group exercises, and case studies will be used throughout the course.

Hosted by MACPP in Kansas City, Missouri  
24 Contact Hours, 2.3 CEUs  
$715 NIGP members, $915 non-NIGP members  

NIGP also offers other opportunities to GROW PROFESSIONALLY through their online course offerings - check their online offerings out at:  
Please help MAPP in wishing a warm welcome to the following **New** and **Returning** Members:

- Cynthia Adkins - Missouri Department of Corrections, Jefferson City, Missouri (new member)
- Catrina Brimer - City of St. Louis (new member)
- Kim Cochran - Veterans Home - Cameron (new member)
- Kimberly Cooper - Ozarks Transportation Organization (new member)
- Erin Dominguez - St. Louis County Library (new member)
- Tina Graves - City of St. Louis (new member)
- Rachel Hogrefe - Missouri Department of Economic Development (new member)
- Pamela Kuehling - City of St. Louis (new member)
- Greg Luebbering - Supreme Court of Missouri (new member)
- Teresa Mitchell - Missouri Department of Transportation - Southwest District (new member)
- Patricia Passler - Park Hill School District (new member)
- Melissa Popp - East Central College (new member)
- Sheila Reed - Office of Administration, Division of Purchasing (returning member)
- Tom Smith - City of Springfield - Division of Purchasing (new member)

**DID YOU KNOW?**

MAPP has Facebook and Twitter pages available to all MAPP members?

The Facebook page can be found by searching **Missouri Association of Public Purchasing MAPP #3 Chapter of NIGP** on Facebook.

The Twitter page can be found by searching **MAPPofNIGP** on Twitter.

Check us out for frequent posts including job announcements, announcements regarding upcoming trainings, classes, and webinars, member spotlights, and more.

MAPP is in need of articles for Editorials, News, Family Matters, Where Are They Now, etc. for upcoming newsletter issues. Please contact Megan Howser, MAPP Newsletter Publisher at **megan.howser@oa.mo.gov** to submit ideas or for more information.

Thank you for your support!

**Congratulations!**

To Lisa Janette Butler (CPPO & CPPB) and Stacey Todd-McCune (CPPB) who tested and received their certifications during the fall of 2017. Way to go ladies!
By Delois Moore

The Public Purchasing Juggling Act

As a procurement professional, one finds themselves juggling work throughout each day. After a while, procurement officers become expert jugglers. Since we are doing more with fewer staff, we have to learn how to work smarter in order to accomplish more in a short time.

MAPP conferences are essential educational events for public procurement professionals across the State of Missouri. The opportunity to meet other professionals from various municipalities and share information serves to bring best practices to the forefront for all.

The educational experience was outstanding this year. This year’s conference was held at the beautiful Camden on the Lake Resort, located in Lake Ozark, MO.
MAPP conferences are career development tools designed to enhance the procurement professional’s knowledge in an ever changing purchasing environment. I thoroughly enjoyed the knowledge each presenter possessed and each one delivered key points. The keynote speaker, Joe Fingerhut, was by far one of the most entertaining, inspiring and empowering speaker yet. As a procurement professional, I was inspired to continue to strive for an excellence in procurement that would translate to my end-users a sense of confidence in my ability to provide value in directing their purchase of goods and services. This training encouraged thinking that would overcome barriers in meeting the needs found in a procurement professional’s organization amid limited resources and shrinking budgets.

**Jeff Holden**

Jeff Holden provided an overview of the NASPO ValuePoint. NASPO is a non-profit organization dedicated to strengthening the procurement community through education and research. NASPO has a special procurement pricing model that provides:

- No fees to use the contract
- No membership fees
- Vendor pays the administrative fees
- Low administrative fees of about 0 – 0.25%

NASPO ValuePoint is a good resource tool when looking for different types of cooperative contracts.

**Adam Doerhoff**

Adam Doerhoff spoke on Leaders/Leadership. An understanding about how leadership means different things to different people was informative. He pointed out how leaders should set a direction, inspire vision, and develop a winning team or organization. He noted that we are all leaders in some arena, whether it’s in the workplace, the home or some other organization. What we bring together to each place are the skills needed to get things done. Adam touched on four characteristics for being a good leader:

- Effective communication
- Courage and patience
- Humility and presence
- Being responsible

It was pointed out that one of the things that made Martin Luther King, Jr. a great leader was his knowledge about the cause for which he fought coupled with his strong communication skills and, his example in living out the principles he believed in.

Great leaders aren’t born, they are developed. My development as a procurement professional through the MAPP educational opportunities is an essential reason why I continue to take advantage of this valuable tool. This scholarship opportunity ensures continual career development.

Submitted

**Delois Moore**
MAPP Conference Scholarship Article
Sophie Heidenreich

I received a scholarship to attend the 2018 MAPP Conference that took place at the Lake of the Ozarks. During my time at the conference, I learned some interesting information regarding our industry, gained a new understanding of MAPP, was able to network, and overall enjoyed my time.

I gained a lot of knowledge regarding the public purchasing industry. On the first day of the conference, I attended the newcomer’s lunch. This was a great way to start the three days, as I met the key players of the conference and the MAPP committee and was able to put a face with their names. I also met several individuals from other entities, which is always valuable. Later this afternoon, I participated in a lightning networking round. This exercise had several benefits. I continued to meet several new people, while also discussing pertinent and intriguing topics with them, such as local preference, green initiatives, and bid protests. The next day was focused on several breakout sessions where I learned about the importance of clear specifications, RFP evaluation techniques, specifically confidentiality and conflict of interest forms for evaluation committee members, and participated in a good discussion lead by Russ Pankey about general issues and questions people had or were experiencing in Purchasing. We discussed local preference in detail, along with vendor set up issues, and changing software systems. We also had a very interesting speaker on the topic of leadership. This talk was very inspiring, uplifting, and could be applied to professional or personal life. On the final day, we had talks given by SEMA and one focusing on Design Build. Both of these were interesting and something that I didn’t know much about, so I found it very informational.

In addition to information about policies and practices in our industry, I learned a lot about MAPP in these three days. It was very beneficial to sit through a Committee Meeting on the final day of the conference. This taught a little bit about what MAPP is, its functionality, and the members who make it up. I enjoyed going person by person and hearing what their position was on the committee and any information they had to share. It really showed me how valuable MAPP is as an organization and all the resources it offers to its members.

Probably one of the most valuable aspects of the three day MAPP conference was being able to network and meet everyone. So many of the people who were there, I had emailed with questions about contracts, etc. but had never actually met them or knew what they did. I was able to put a name with numerous faces and now I feel like I can reach out to any of those people for assistance in the future.

Lastly, I just really enjoyed my time at the MAPP conference. Apart from all of the valuable information and networking, I was highly entertained by Joe Fingerhut. His talk on the first day was interesting and inspiring. It was a wonderful reminder that anything is possible. The activities that we did with Joe on the last day were a lot of fun and were things I probably never would have tried otherwise. It was very enjoyable.

I look forward to attending the MAPP conference in the future. Thank you so much for the opportunity to attend with this scholarship!
MAPP Spring Conference Blog By: Melissa Pasley

I am extremely excited to be able to attend my first ever MAPP Conference. I’m high on emotions, a little bit nervous to go, a little bit sad to leave my kids for a couple of days but really excited for this experience. I wake up super early and send my husband and toddler off to work and daycare and then load my two older kids in the van for school. I surprise them by taking them to a special breakfast before school at none other than McDonald’s, a breakfast of champions! I drop them off at their respective schools and quietly celebrate because for TWO WHOLE DAYS I’m free of children. This probably sounds like terrible parenting. I mean how on earth could I be excited about leaving my kids and going to a conference?

I arrive at Camden on the Lake and check-in for the conference. I wonder around for a couple of minutes and become familiar with my surroundings. I review the agenda. I had signed up for the “new to procurement” luncheon. I remember looking around and thinking, “Wow, this is going to be great!” I set at a table across from people I don’t know, but we quickly start chatting about our jobs and family. I feel extremely proud to be there representing my City.

After the luncheon, I proceed to the room where I would spend the majority of my time over the next couple of days. I am excited for the speaker who I was about to meet, Joe Fingerhut. His stories are so interesting and I find myself picturing how life must have been for him in his travels to Japan and Europe. He left a great impression on me and I find myself several times during the remainder of the conference, thinking “How can I?” His presentation is memorable and the tricks are fun to watch.

I find the lightening networking interesting and wish I had more time to make it to more tables. The tables I did visit talked about Green Initiatives, Protests, and Local Preference. The discussion on local preference would continue on throughout the conference. This was a great way to end to the first day.

Next up on my agenda is game night and karaoke. I play life size Jenga which is a TON of fun! I meet more people I didn’t know before and listen to some amazing singers! We have some really talented people in MAPP!

I wake up for day two just as excited as I was for day one. The day is long and jam-packed. I listen to presentations from fellow MAPP members about the new MAPP website which I find to be informative. I attend breakout sessions about procurement specifications and RFP Evaluations. I become inspired and reassured a little bit at how we do the same things just a little bit differently based on our ordinances or codes. From here I head back to the main room for the awards luncheon. Again, I feel myself become a little bit excited but also a little bit nervous. I was about to receive the award for the Buyer of the Year, Large Entity. I never expected to win this award and I am honored to have my mom come to the luncheon to see me accept it. As happy as I am for myself at that moment, I feel happy for the other nominees and winners especially Michelle and her award as the Linda D. Windsor, Distinguished Service Award. Seeing her so shocked and surprised is such a great feeling and well deserved. Congratulations to all! The afternoon soars by as I listen to a presentation about Leadership. I think this topic had the most impact of possibly anything I’ve heard this week. The presenter is talking about leadership, the qualities that make a great leader. I find myself very interested as he begins to talk about who he sees as leaders and I begin to think about whom my leaders in life are. Is it a specific teacher I had, a parent, one of my children? The thought puzzles me for a bit. He continues to talk and then shows a slide of leaders including Hitler, Osama Bin Laden and others. This particular slide says a lot to me. But then he pulls up a slide where he is talking about the things in our life that we can control versus the things that we can’t control. Again, I stop myself and ponder this slide. I really related to his message and felt like I could take some of his lessons with me. That day ends with a breakout session for City/County procurement. It’s a nice day so we take the class outside. What’s better than taking about procurement while standing around a bar with the lake in the background?

Today is the final day of conference and I’m feeling a little more tired today. I think the emotional highs of the last two days have caught up with me, paired with the late nights of social networking. Nonetheless, I grab my coffee and head out. I listen to two presentations, One from SEMA and one on Design Build. To wrap up the day and the conference, our friend Joe Fingerhut is back to show more tricks and stories. Again, I get excited because I hear the words, “Let’s Play!” I feel like a kid in a candy store. I try out the stilts, attempt to learn how to juggle (which I’m still working on), balance on a board with a PVC pipe under it, try to balance a spinning plate on a stick, among other things.

In the days after the conference I have continued to think about all of the information that was presented. It’s quite interesting to me that the biggest takeaways that I have from this procurement conference really have nothing to do with procurement at all, but life in general. Thank you to MAPP for providing me with the ability to attend this conference. I enjoyed every minute and hope to be back again next year!
MAPP Spring Conference 2018
The Public Purchasing Juggle

Lisa Graham, Procurement Officer II
Missouri Department of Corrections

Looking into the Future

I would like to thank the MAPP Board for the opportunity to attend the 2018 Spring MAPP Conference with the award of a scholarship. The conference setting was very nice. This was my first conference without the reverse vendor fair, so it was definitely different, but it was filled with a lot of information and of course new and old friends. It is wonderful to attend the MAPP Conference, because it is generally the only time I get to see many of the people in person.

This year the conference was designed with many available options to increase your learning in different areas of procurement as well as to improve the person you are. Our keynote speaker, Joe Fingerhut, was in one word—AMAZING! He told of his aspirations and how he was able to achieve them with the basis of this phrase—How Can I. He shared with us a short journey through his life, coming from the St. Louis, Missouri area, then on to college at Loyola University in Chicago and then after graduation from college he traveled to several countries.

Joe was not born with a silver spoon and had to be creative in obtaining all the things in life he wanted to do. In his early teen years, Joe lost his best friend to an accident, he said this impacted him in a way many don’t think about. He thought of all the things his friend would never be able to do, so in some ways, it seems Joe decided to live life for them both. He was active in school and was the college mascot, then he found he could travel to other countries by teaching English as a second language classes in schools. He is the true definition of...Where there is a will, there is a way. Joe was also very entertaining and shared how he learned to ride a unicycle and rode it around the room. He shared some of his magic skills, juggling skills and even encouraged several at our evening Karaoke gathering. He was a true pleasure to be around.

I also enjoyed the Leadership speaker, Adam Doerhoff, from the Missouri Dept. of Conservation. He had a very thought provoking speech. He spoke of the aspects and skills of a good leader and how there is a leader in all of us. He had us discuss at our tables what we thought were aspects of a good leader and then we shared some of those things with the room. I never really felt I was a leader type person, more of a follower or maybe a behind the scenes leader, but after listening to all the information shared by Adam and others in the room, I realized a few things. I don’t always have to be a great leader in all situations, but you can be a great leader in certain situations. We all have different skills that can be utilized in a leadership way, and sometimes being a good leader is knowing when to step back and allow someone else to take the lead. I believe every person has a different perspective of what a true leader is and how they lead people, and I think everyone would be correct after listening to the speaker.

Procurement is more than just writing bids and working with contracts, it’s about interacting with the world around us, finding what we need and getting it in the most economical way possible, all while following the rules and procedures of the procurement process. We all bring our own personalities to work with us and we can all benefit in some way from those around us as well. This conference showed me it’s not always about the work we do, it’s also about the people around us, the goals we set in our life and the way we achieve those goals. We must juggle our home life, work life and community life in a way that helps us to achieve and be the best person we can every day. Thank You MAPP, for allowing me to learn more about my job and myself through attendance to the MAPP Spring Conference....it was another success!!
Denise Neuleib  
City of Springfield, Missouri  
Buyer II  

I have been a Buyer for the City of Springfield, Division of Purchases, for four years. I am currently working toward certification as a Certified Professional Public Buyer (CPPB). I plan on taking the exam this fall. I received a MAPP Scholarship to attend this year’s MAPP 2018 Conference, The Public Purchasing Jungle.

I was inspired by the presentation on Leadership presented by Adam Doerhoff with the Missouri Department of Conservation because leadership skills play a very important role in the Public Procurement profession. In summary:

1. The qualities of a good leader include: honesty and integrity, confidence, inspire others, good communicator, decision making capabilities, accountability, delegation and empowerment.

2. Don’t be reactive. Reactive people focus their efforts in the Circle of Concern. They act in response to a situation rather than creating or controlling it.

3. Be Proactive. Proactive people focus their efforts on their Circle of Influence. They create or control a situation by causing something to happen rather than responding to it after it has happened.

4. Always be in control and always have a plan. The recipe for success is diversity, authoritarian, delegative and participative.

5. He provided some questions that we need to ask ourselves: What leadership qualities do you possess? Which of those are underutilized? Why? How can you become a more effective leader? Why should anyone be led by you? Are you doing all you can?

6. Don’t underestimate yourself! Push yourself – demand more! Give it your best! No regrets!

I am not a leader by nature, so many of the questions Mr. Doerhoff proposed definitely made me think of my own leadership style and what I can do to become a more effective leader. As a buyer, leadership skills are essential in the RFP process. I need to be persuasive, with a strong ability to influence and negotiate. For me, these are skills that I will need to develop over time through experience and training. I will utilize the resources available to me through MAPP and NIGP by participating in webinars and taking the course on Fundamentals of Leadership and Management in Public Procurement.

I want to thank the MAPP Board for the scholarship and giving me the chance to attend this year’s conference. It is a great opportunity to network and learn more about our profession. MAPP has a lot to offer and has been a valuable resource in my career.

“If your actions inspire others to dream more, learn more, do more, and become more, you are a leader.”

- John Quincy Adams
Editorials cont.

By Torey Parker

Procurement in Emergency Management

The three presenters each provided information relative to their duties with the Missouri State Emergency Management Agency (SEMA). Robyn Siebeneck, Procurement Officer for SEMA, started with an overview of emergency procurement, levels of a declaration, state or federal, what are considered as emergency purchases and, of course, documentation.

SEMA defines emergency procurement with the following guidelines:

- A threat to life, property, public health or public safety;
- A threat to state property to prevent further damage or loss; and
- A threat to state services; prevent a disruption in service or to protect records.

The following guidelines apply to P-card usage: limited to both the “Per Transaction’ amount and “Daily Transaction Amount” on the card; limited to commodity purchases only.

Robyn offered the advice to document every expense as if it will be submitted for reimbursement. She also discussed websites that can provide needed information, such as OA awarded bids and contracts, MBE/WBEs registered with the State and the listing of debarred vendors.

Sam Pherigo, Logistics & Emergency Management Assistance Company Lead for SEMA, was the next presenter. Sam talked about EMAC, the Emergency Management Assistance Compact. As Sam explained it, through EMAC, a disaster impacted state can request and receive assistance from other member states quickly and efficiently. A state can be either a “requesting” state, asking for assistance from other members, or an “assisting” state, offering assistance to other members.

The governor of any member state must declare a state of emergency in their state before the EMAC process can be initiated. Any EMAC member state can respond to requests for assistance from another member state.

Sam covered the five phases of the EMAC process which are:

- Phase 1- pre-event preparation;
- Phase 2- activation, triggered by the governor declaring a state of emergency;
- Phase 3- request and offer. There is an EMAC requisition that must be completed in the EMAC Operations System (EOS). It is signed by both the requesting state and the assisting state;
- Phase 4- response, which also includes mobilization and demobilization; and
- Phase 5- reimbursement. Some possible reimbursable expenses are for personnel, travel, equipment, lodging, meals and commodities.

The final presenter was Matthew Boley, Public Assistance Coordinator in the Recovery Division of SEMA. Matthew covered several topics related to FEMA’s Code of Federal Regulations, 2 CFR parts 200.317-326. These are the regulations that must be followed for reimbursement by the Federal government. For instance, the following types of contract are reimbursable: fixed price, cost-reimbursement, and to a very limited extent, time and materials.
FEMA (Federal Emergency Management Agency) does not reimburse costs incurred under a cost plus percentage of cost contract or a contract with a percentage of construction cost method.

Matthew discussed the necessary criteria for FEMA to even consider reimbursing under a time and material contract. Other types of contracts are preferable.

Matthew provided an overview of the standards found in 2 CFR 200:

- General procurement standards
- Competition
- Methods of procurement
- Contracting with small and minority businesses, women’s business enterprises and labor surplus area firms
- Procurement of recovered materials
- Contract cost and price
- Awarding agency and pass-through entity review
- Bonding requirements
- Contract provisions

Matthew also discussed previous audit findings, the consequences of non-compliance, including the denial and/or termination of any Federal award.

Matthew provided the following link to the FEMA Disaster Assistance Team to be used as a resource.

http://www.fema.gov/media-library/assets/documents/96773

Recently I was charged with showing my agency’s compliance with CFR 200. It showed many areas where we could improve our language or processes and some requirements, such as value engineering for construction projects, which we have not been using. I strongly encourage members to look into their agency’s compliance with the CFR.
I have worked for the City of Springfield, Missouri, Division of Purchases for five years, but have only been a buyer for a little over one year now, so I was excited to attend the conference in hopes of learning helpful information that would assist me in becoming a better buyer and procurement professional, and the conference did not disappoint.

To kick off the conference, the Keynote Speaker was Joe Fingerhut with the topic of “Make the Impossible Possible”, which I found very inspiring because far too often we tell ourselves that we can’t do something or that it’s too hard and we let those obstacles keep us from pursuing our dreams, so it was a nice reminder that we don’t have to settle for leading a stereotypical life, and to know that we’re able to push boundaries, take an idea and make it real if we turn “I Can’t” into “How Can I?”.

I found the “Lightning Networking” and the “Agency Learning Breakout Session” very beneficial and enjoyed meeting my fellow procurement professionals and discussing different topics and hearing everyone’s solutions to issues and their ideas of how best to handle the different situations that we come across throughout our careers.

The two general sessions on Thursday morning were extremely helpful as well. The first general session was with Jeff Holden and he spoke about NASPO ValuePoint and I appreciated him sharing his extensive knowledge on cooperative purchasing. I have already utilized a few NASPO ValuePoint cooperative contracts for the commodities that I am responsible for and find it to be a wonderful resource. Then the second general session was with Megan Howser with the topic of “Navigating the New MAPP Website”, which was very informative and helped me learn how to better utilize the MAPP Website because it has all kinds of neat features that I didn’t realize were available to me. It’s nice to have a website that is so user friendly.

I would like to thank the MAPP board members for allowing me the opportunity to attend the 2018 MAPP Spring Conference “The Public Purchasing Juggle” by awarding me with a scholarship. This was my first MAPP conference and I truly appreciate all the time and effort that each board member put into organizing the conference and making it such a wonderful event for professional development and providing a great opportunity to network with our fellow procurement professionals.
Leadership Symposium 2018
By Megan Howser

I was honored to be asked to represent MAPP at NIGP’s 2018 Leadership Development Symposium (LDS) in Herndon, VA that was held February 22-24. The LDS is a fast-paced event that gives chapter representatives from NIGP chapters throughout the US and Canada the opportunity to build upon their leadership foundations and gain new leadership tools and ideas to assist in leading chapters.

This years’ LDS theme was Alice in Wonderland and was called Timeless Leadership. Attendees arriving early were given the opportunity to attend a Mad Hatter Workshop to network and create a Mad Hatter Hat or Cheshire Cat Mask. The first scheduled event was a dinner reception followed by an Xtreme Tea Party (lightening networking). Topics included: Volunteers; Scholarships; Social Media; Sponsorships; Revenue Generators; Raising Awareness of Public Procurement; Member Engagement; Hosting an NIGP Class; Officer Roles and Responsibilities; Meetings, Event, and Speakers; and Membership Recruitment Across Generations. This was an interesting opportunity to hear about how other NIGP Chapters function throughout the US and Canada and to meet fellow LDS attendees.

The LDS really got rolling the next morning when we began our general session discussions facilitated by Jill McCrory and Steve Swafford with Leadership Outfitters. If you will remember, Jill and Steve with Leadership Outfitters were the speakers at our 2017 MAPP Spring Conference. Prior to attending LDS, all attendees were asked to take two different assessments, a Behavior Style Assessment and a Strengths-Based Leadership Assessment. Jill and Steve tailored their discussions for the second days’ sessions around making the most of your leadership opportunities based on your behavior styles and strengths, recognizing team strengths, and strategically looking towards the future based on strengths available, both internal strengths and those strengths of your team. These sessions were followed by a Mad Hatter Party as the evening’s social event, where attendees played a variation of the minute-to-win-it game that was played at the 2017 MAPP Spring Conference.

The last days’ sessions included discussions on how to motivate volunteers and how to influence others in a positive way.

Overall, this was a very fast-paced and busy event, and I gained an incredible amount of information on how to be and become a better leader and I look forward to any future opportunities where I can put this information to use.
Leadership Symposium Recap
By Kara Daniel

As your Area 6 Chapter Ambassador for NIGP I was honored to attend Timeless Leadership, at the Leadership Development Symposium was held in Herndon, VA February 22-24, 2018. This year’s event was one for the record books! There were nearly 105 attendees from NIGP chapters in both the United States and Canada. Not only was the agenda full of learning opportunities to help grow our leadership skills we were also able network with fellow chapter members and share ideas. The theme for this event was Alice in Wonderland. My hats off to Jennifer Steffan, Rick Grimm, Jack Adger and, NIGP staff for putting together this fantastic event. The event facilitators were Jill McCrory and Steve Swafford with Leadership Outfitters, their program focused on characteristics of effective leaders, how to identify behavior styles, plus much more! With this being my second time to LDS I was very impressed with the content in the toolkit provided by Jill and Steve. MAPP was fortunate to have three of our board members attend this event. Megan Howser, Communication Chair, Russ Pankey, Treasurer and member of NIGP Talent Council, and myself. We all have some great takeaways that are excited to share with each one of you! Stay tuned for more social media engagement and membership involvement!

I will leave you with the following quote from Warren Bennis:
Warren Bennis said, “Timeless leadership is always about character, and it is always about authenticity. Leaders are people who are able to express themselves fully. The key to full self-expression is understanding one’s self and the world, and the key to understanding is learning from one’s own life and experience”
BUYER OF THE YEAR (SMALL ENTITY) – LIZ PALAZZOLO, CPPO, C.P.M.
Liz has a Masters of Public Administration and a Bachelor of Arts in History. She is a certified CPPO and C.P.M. Liz worked for the State of MO, Office of Administration, Division of Purchasing for 30+ years, with her last position being the Manager of the Commodities Section. Liz retired from the State and is now a Senior Buyer at Boone County. Over the years, Liz has mentored many State Buyers and now as a new Buyer at Boone County, she continues to make a positive impact on public procurement. In the past, she has served on the MAPP Board and has helped many conference planning committees over the years. In the words of one of her nominators, “Liz is always very kind to offer support to member questions. She is always the first to offer praise and encouragement. She is everything that you would want to represent our profession.”
*Liz was not able to attend the conference to accept her award in person

BUYER OF THE YEAR (LARGE ENTITY) – MELISSA PASLEY
Melissa is currently the Senior Procurement Officer for the City of Columbia. She has held the position for over two years. During this time, Melissa has implemented and trained city employees on our new ERP system. She is also the lead trainer for the Purchasing Division and trains staff throughout the City of Columbia on various Purchasing related topics. Melissa’s work product is exceptional and she handles all IT related product and service purchases for the City of Columbia. In many cases, Melissa has taken it upon herself to develop new templates or ways of completing tasks that have not only added credibility to the Division, but have also streamlined the evaluation process. In the words of her nominator, “Melissa is a leader in our Purchasing Division and deserves this notoriety.”
2018 MAPP AWARDS, cont.

MANAGER OF THE YEAR (SMALL ENTITY) – LESLIE DEGROOT

In the past, Leslie worked as a government contract worker at a U.S. Army Ammunition Plant and joined Clay County as the Purchasing Manager in 2016. Since then, she has revised the County Purchasing Policy and County Ordinance to update current practices and created templates and processes to improve the efficiency of the Departments and the County as a whole. In the words of her nominator, “I have worked at Clay County for 18 + years and have had several Purchasing Managers. Leslie has made such an impact on the process of Purchasing. She has simplified daily processes so our daily tasks flow better. She has made contract awards/contracts simpler and quickly executed.” In 2017 Leslie played a pivotal role with the County’s Budget Team, analyzing expenditures, determining, and justifying need. She developed archived list of all Purchase Orders processed including all invoices and supporting documentation, hyperlinked to a spreadsheet that can be sorted by department fund and/or by account to accurately represent how budgeted funds are being spent, which has been a great tool for the Budget Manager. Leslie is also very supportive of her Purchasing Staff members. She provides good leadership and encourages their training and education.

MANAGER OF THE YEAR (LARGE ENTITY) – TOREY PARKER, CPPB

In Torey’s role as Procurement Manager for St. Louis County Government, Torey has been instrumental in the County embarking and implementing a project referred to as the Procurement Initiative, where about 40 non-procurement County employees from many departments participated on teams, with a member of the Procurement staff assigned to each team in an advisory capacity, to focus on ways to improve the procurement processes related to RFQ's, IFB's, RFP's, Change Orders, Professional Services Selections, and Insurance Purchases. Torey’s major efforts of the Procurement Initiative were focused on the RFP processes and templates team, as well as developing a new SFS justification document and a training program providing a broad overview of Procurement functions at the County level. This training shows the workflow steps and helps end user departments and Procurement staff to visualize the purchasing processes. A CPPB since 1997, Torey has been involved actively involved in MAPP and has served several positions on the MAPP Board of Directors, including as President in 2006, and most recently served a two-year term in 2016 and 2017 as scholarship chairperson.
LINDA D. WINDSOR DISTINGUISHED SERVICE AWARD - MICHELLE SORENSEN

The nominator for this year’s recipient stated this person is one of the unsung heroes of our purchasing department who serves – and continues to serve – the MAPP organization in many ways. They said this person does not enjoy public speaking, but does indeed provide assistance to others and will speak whenever someone is in need. The awardee is a knowledgeable resource who adheres to the highest ethical and moral standards when drafting contracts, preparing bids, and communicating with contractors, architects, engineers, and accountants. Being in an office cubicle next to this person it is not unusual to overhear them on the phone telling the caller that something cannot be done because that would violate open bidding principals, or that a bid has to written in a certain way to ensure a full, open, and fair process to all. Because of insisting on high ethical behavior from the people they work with the employees, vendors, and contractors they work with know that the recipient is speaking the truth and her word reflects integrity and honest.

This year’s recipient of the Linda D. Windsor Distinguished Service Award holds the CPPB designation. While many people hold certification, the recipient feels so strongly about maintaining certification that they pay for it out of their own pocket as the entity does not compensate buyers for certification. Paying for the certification herself says a great deal about the awardees approach to her work and her work practices. Working for many years moving from a clerical to a buyers position, this person was fortunate to be in the last group to be able to certify as a CPPB without having completed a college degree.

This year’s recipient has been an active MAPP participant for many years and has served on several conference planning committees and on the Board of Directors.

MAPP is proud to announce the 2018 recipient of the Missouri Association of Public Purchasing’s Linda D. Windsor Distinguished Service Award is a Procurement Officer for the City of Columbia, and also our long-serving MAPP Historian. Congratulations to MICHELLE SORENSEN!
MAPP members in good-standing that are in need of financial assistance to attend a MAPP/NIGP sponsored event, meeting, class, or seminar, including online classes and CPPB and CPPO certification/recertification fees may apply for a MAPP Scholarship.

NIGP also offers scholarships through their Scholarship Program that provides financial support to those pursuing formal education and those wishing to enhance their professional careers through continuing education. Information on the NIGP Scholarship’s can be found on the following website: http://www.nigp.org/grow-professionally/education/scholarships

The NIGP Forum in Nashville is quickly approaching. Check out the link below for all Forum and registration information.

http://nsite.nigp.org/2018annualforumandprodu

If you haven’t yet, make sure you check out the new MAPP website!

Please register as a MAPP Member and make sure you Update Your Profile to reflect your current contact information so MAPP can contact you if necessary.

If anyone has questions about the website, please don’t hesitate to contact the MAPP Communications Chair at megan.howser@oa.mo.gov

Keep your eyes open for the upcoming new MAPP logo competition. Details to come.
## OFFICERS

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<th>Name</th>
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<td>December 2018</td>
<td>Purchasing and Fleet Supervisor</td>
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## 2017 MAPP BOARD MEMBERS – ELECTED POSITIONS

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<td>Stacia Dawson, CPPB</td>
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Vacant

Historian
December 2018

Lifetime Members Chair