President’s Corner

By Corey Duemmel
MAPP President, 2018

IF THESE SHOES COULD TALK

Happy Summer 2018 MAPP Members!

I hope everyone is enjoying their summer, I know I am. Unfortunately, it never seems to last as long as one would like. As quick as they come around, they wind down just as fast. It is hard to believe school is next week. However, summer has been enjoyable. If you have a young child like me, you too probably hear or have heard “I’m bored, what are we going to do?” and it literally seems like it is the first day after school gets out. My family did not go on a big vacation like we did last year (trip to Destin, Florida, red flag warnings on the ocean 4 of 6 days; that was fun...), instead, it was made up of multiple enjoyable outings, each with its own experience. This year it began with our first year of competitive softball with Charli (my daughter, age 10), traveling to weekend tournaments, then a variety of little things such as the pool, atv/utv riding at the farm, fishing, then the pool some more, and the creek bank. One might not think getting their truck stuck on a creek bank as being fun, but it was the journey and the time that led up to that moment; the gravel road, the windows down and her head out the window to catch the wind blow through her hair, tunes blaring on the radio, the fun, the water, the memory. Just her and I, our story. Then there was the planned day for me to take off work to spend time with Charli and a friend. Big Surf here we come! July 26th was the day, late summer and water was going to be refreshing because, July 26th in Missouri is hot, right? Not so much. 76 degrees and goose bumps! But that is okay, I would not substitute the smiles on their faces that day for an expected 99° degree day in July, because what they brought with them for that day was ‘fun’ and ‘more fun’. Their day was not going to be spoiled! Thank you for letting me share my summer story with you.

Coming up in a week is the 2018 NIGP Annual Forum and Products Exposition in Nashville, TN. This year’s theme is ‘Connecting Procurement Communities’ and it should be absolutely fantastic. What a great learning experience. They are expecting a 30% increase over last year’s attendance of 1,000 plus. That’s 1,300 procurement professionals just like you and me, learning what we can to be able to take home that experience we can get from the conference. I hope to walk away with several new things, inspired in the process, and ready to take on what comes next. At the Forum, there are two keynote speakers I am really excited about: ...continued on next page
The first and the opening keynote is Jimmy Wayne, a country music recording artist. His music and the words in his songs tell his story about his life. At age 13, his mom dropped him off at a bus station, hundreds of miles from home, runs away with her boyfriend, only to never return. After experiencing life in the foster-care system, his mission was and still is today, to improve the lives of kids who have followed in similar footsteps.

The second speaker and the closing keynote is Carey Lohrenz, the first female F-14 Tomcat Fighter Pilot in the U.S. Navy. Her story for us is her experiences operating in one of the world’s most challenging environments, an aircraft carrier and learning how win under pressure, how to minimize errors, and overcome obstacles.

There are a few other items I would like for you to think about that are happening with MAPP. First, I’m excited about our contest to get a new MAPP Logo. The Board is hoping to find a new ‘fresh’ look to represent MAPP. I really hope there are a lot of design submittals. We are very creative people in our profession. We are often challenged in unique ways, sometimes having to navigate through situations to help our customers. I know you can do this, let’s get creative and submit some awesome designs! The selected winner will receive a $1,000 in scholarship credits to be used towards any MAPP or NIGP class/seminar, webinar, or conference registration (including hotel lodging). Also, October 3rd through the 5th, we have the KCRPE Conference and Vendor Expo with the Chapters of KAPPP and MACPP. This year’s theme is ‘Connecting for the Future.’ This too is a great educational opportunity for us. The agenda offers once again, great topics that will help us in our professional and personal lives. I’ve seen a lot of ‘new member’ registrations come through in emails lately, and even some returning MAPP members (This is great by the way!). Hopefully I’ll see you there. The last thing I’d like to mention is the nominations that come about in October for election of new members to the MAPP Board for the upcoming year. If I could ask that you look around and be thinking about who would be a good asset to serve on the board, because if you know someone, let’s get them nominated. You can even nominate yourself. We would love to have you and get to know you.

In closing, just like I shared above, and just like the two keynote speakers, we all have a story, whether it is in our personal lives or in our work lives. Sometimes it is the two combined that creates a bigger and better story, hopefully making positive impacts. Our story is what we want it to be and is laid out by our efforts. What do you want your professional story to be? What do you want your personal story to be?

You see, it’s not just an old ratty pair of shoes above. Each one of the holes probably has a story from its journey.

Oh, btw, there is one more summer trip in the future, it’s to the State Fair. We are taking Charli to the Hank Williams Jr. concert. This could be a story in itself!

Take care!

Education Opportunities

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**Sept. 6th**  **Webinar - Critical Thinking: A Critical Skill**

We each have our own experiences and points of view from which we make assumptions. To that we add facts, opinions and observations to try and arrive at a course of action. We must analyze each situation on its own merits and develop a plan to attack it. This requires the skill set of critical thinking, which examines assumptions, evaluates evidence and assesses conclusions. This workshop will examine many of the facets of critical thinking and provide some useful tools for its proper application.


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**Sept. 11th**  **Webinar - Best Value Procurement: Big Picture, Big Impact**

As public buyers, we select vendors for services, works and supplies across sectors such as schools, energy, transport, public space, social protection and health. We determine which vendors are successful, which are not, and we influence their behavior. As such, we are deeply involved in setting and meeting community goals. Buyers should support sustainable economic growth and seek the best life-cycle value for money. We need to understand that choosing offers based on lowest price may conflict with a sustainable, quality community and society as a whole.

Oct 16th  Webinar - New GASB Lease Standard Required Significant Changes: What You Need To Know
Requirements of and impact on procurement professionals regarding GASB 87 which becomes effective on 1/01/2020.

Oct 23rd  Webinar - Ready, Set, Go: Paperless Evaluation Solutions
Many procurement offices have thought about going paperless by using on-line bidding, but for various reasons, including cost, most never seem to do it. This presentation shows you a low cost simple and paperless solution developed by the Tacoma School District Purchasing Department. With the tips in this presentation, anyone can develop their own e-procurement solution.

General Webinar Information
NIGP webinars are **COMPLIMENTARY** for NIGP members
($190 cost for non-members)
Webinars include 60-70 minutes of content followed by a Q&A session
1 Contact Hour awarded for each webinar attended

*Don’t Miss the Opportunity to Take the Following In-Person NIGP Courses:*

**Taking Costs Out of the Purchase**, October 2, 2018
There is more to every purchase than selecting the lowest price. It is possible to take the element of cost out of a purchase without sacrificing quality or effectiveness. This course will help students analyze specifications to create best value and optimize savings before ever sending the solicitation.
Hosted by KAPPP in Kansas City, Missouri
8 Contact Hours, 0 CEUs
$310 NIGP members, $410 non-NIGP members
https://ams.nigp.org/eweb/DynamicPage.aspx?webcode=NIGPEventInfo&Reg_evt_key=f62ec7c3-0d1e-446b-9cc7-a598719d73a4

**Financial Analysis for Procurement Professionals**, November 11, 2018
Understanding financial statements helps procurement professionals make good decisions about suppliers. This course focuses on the key areas of the financial statements that are relevant to the agency when selecting a supplier. The course covers the level of analyses, relevant ratios and why they are important for procurement categories. The class concludes with a financial analysis game using the concepts.
Hosted by MAPP in Jefferson City, Missouri
8 Contact Hours, 0 CEUs
$310 NIGP members, $410 non-NIGP members
Please help MAPP in wishing a warm welcome to the following New and Returning Members:

Terrance Bullock - City of St. Louis (new member)  
Brian Chandler - Veterans Home, St. Louis (new member)  
Cassandra James - City of Kirkwood (new member)  
Ann Martin - Northwest Missouri State University (returning member)  
Alyssa Pulley - Northwest Missouri State University (returning member)  
Sarah Owen - State of MO, Office of Administration, Division of Purchasing (new member)  
Jennie Rees - State of MO, Office of Administration, Division of Purchasing (returning member)  
Lillian Smith - State of MO, Office of Administration, Division of Purchasing (new member)  
Courtney Stalter - State of MO, Office of Administration, Division of Purchasing (new member)  
Laura Stark - Missouri Department of Revenue (new member)  
John Stegmann - State of MO, Office of Administration, Division of Purchasing (returning member)  
Kelli Stinebrook - Carthage Water & Electric Plant (returning member)  
Jody Throener - Northwest Missouri State University (new member)  
Angie Wolters - Northwest Missouri State University (returning member)  
Cynthia Wood - Northwest Missouri State University (returning member)

We were saddened to hear of the passing of MAPP member Rose Neyland with the City of St. Louis on May 26, 2018
and former MAPP member Mary Stone, previously with the City of Independence before retirement, on August 8, 2018.
Mary was previously a MAPP president for 2 years.

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.

Congrats to MAPP Past President John Hribar on the birth of his first grandchild, Virginia Josephine on June 24th, 2018.

To Crystal Greer who tested and received her CPPO certification during the Spring of 2018.
Way to Go Crystal!
want to help MAPP come up with a ‘fresh’ new look?

We are excited to let you know that the MAPP Board is having a contest to find a new, fresh, and modern logo to represent the Missouri Association of Public Purchasing in the years to come. We hope to have great participation in this contest and look forward to seeing what your creative minds can do.

Below is a little bit of history regarding our Logo, followed by the criteria and guidelines for the contest.

**History of our Logo:**

MAPP’s first logo originated in 1972 coinciding with the inception of the Missouri Association of Public Purchasing as an organization. This first logo was the outline of the State of Missouri with ‘MAPP’ located within the outline at the bottom of the southern border. The logo stayed in place through 1996. 1997 marked the 25th anniversary of MAPP, and a new logo was introduced. This logo is basically the logo we still have today, except it was enclosed in a circle with ‘25 years’ listed at the top inside the circle and ‘1972 – 1997’ listed at bottom inside the circle. The 25th anniversary logo stayed in place through 1998. In 1999, the listing of the ‘25 years’ and ‘1972 – 1997’ was dropped from the logo giving us the logo we still use today. All logos used by MAPP are located above right.

**The Contest:**

New logo designs should be submitted no later than 5:00 p.m. Friday, November 30, 2018. MAPP Board will vote on the submitted logos at the 2018 December board meeting and narrow it down to the top five (5). The top five (5) logo designs will then be submitted to membership for the final vote in January of 2019. The logo with the highest number of votes will become the new MAPP Logo in 2019.
Want to help MAPP come up with a 'fresh' new look?

Criteria for the MAPP Logo:
- Designs must be submitted electronically
- Copy must be submitted in a 'vector format' to allow scaling to any size without distortion of pixels
- Recommended pixel size is 160 px x 160 px to accommodate 'Website Square or Vertical' format
- Logo can be square or of rectangular design
- Must contain no more than five (5) colors
- Must contain 'MAPP' and/or 'Missouri Association of Public Purchasing'
- Representation of the outline of the State of Missouri is not mandatory

Who is eligible to participate:
- Only current 'General' MAPP members
- Board members are eligible to submit a logo design, but will not be allowed to vote on the top five (5)
- Limited to one (1) logo submittal per member

Contest Winner:
The contest winner will be awarded $1,000 in scholarship credits to be used towards any MAPP or NIGP class/ seminar, webinar, or conference registration (including hotel lodging). The contest winner will be recognized at the 2019 MAPP Spring Conference, April 17 - 19, 2019 in Branson, Missouri with the unveiling of the new MAPP Logo; as well as having their conference fees and two (2) night lodging reimbursed by MAPP.

Logo Submission:
Send logo design submissions to Corey.Duemmel@mdc.mo.gov and cc: William.Noyes@modot.mo.gov
- Please put 2019 MAPP 'New' Logo in subject line of email. Due by 5:00 p.m. Friday, November 30, 2018

GOOD LUCK MAPP MEMBERS
NIGP Training: Fundamentals of Leadership and Management
Submitted by Beth Rodeman
5-1-18

This training was held at the Truman Building in Jefferson City, MO, and was presented by Lynda Allair. Lynda was a very knowledgeable trainer with experience in various fields of procurement throughout her career. She was engaging and liked to have conversations with us.

We talked first about the difference between Leadership and Management. A manager does things right and a leader does the right things. Managers are concerned with the organizations and implementation of policies and programs, they administer, maintain and rely on control; managers focus on systems policy, compliance and delivering what they are supposed to. Leader on the other hand motivate, innovate, develop and originate and inspire trust; leaders focus on people, and good leaders and willing to take risk and make a spectacle of themselves. Leaders also need to formulate and communicate vision.

The trend in the reform of Government procurement is a move from being reactive to proactive. It is also becoming more of a profession based on several factors including the formal training, code of ethics, and specific criteria for entering into the profession and obtaining certification. We were encouraged to become certified, utilize NSite on the NIGP website, and to contact David Nash to receive the “Question of the Day” to help with studying for the exam. Lynda also encouraged us to join other professional organizations such as Toastmasters to become more comfortable with public speaking.

We discussed the difference between private and public procurement, and several theories about Management and Leadership. Part of being a good leader is self-awareness, knowing your strengths and weaknesses. You can use strengths and opportunities to lessen threats and help with the weaknesses. We talked about “Management by Walking” based on the little things that matter like saying hello and thank you, and letting staff know you have their back; and to let you know if something’s gone wrong.

Knowledge management was also discussed; including the benefits of cross-training, although it does take time up front and time to maintain, it allows for more delegation and efficiencies.

Throughout the class we talked about what motivates people and what gets people to follow and stay at their jobs. Anymore, if people are happy at work, the motivation for more money will probably not encourage them to leave.

Lynda also covered ethical standards and moral qualities, communicating with the media and issues of integrity.

Throughout the day we reviewed several case studies which helped to explore how what we had learned applies to real world situations.

This was a very good class that I would strongly recommend to others involved in or interested in management and/or leadership roles within their organizations, keeping in mind that you are likely already a management and/or leader though your title may not reflect that!

Thank you for the opportunity to attend this class via scholarship! I truly appreciate it!

Beth Rodeman
Contracts Management Analyst
Office of State Courts Administrator
Upcoming Events

The chapters of *KAPPP*, *MACPP*, and *MAPP* are pleased to invite you to the 2018 KCRPE Conference and Vendor Expo!
Expand your knowledge, network with colleagues, and make new connections.

**ACCOMMODATIONS:**

*Reserve your hotel room early* to take advantage of the conference discount!

Only **$121.00 per night for conference attendees plus taxes and fees. Parking is included.**

**** *Hotel Reservation Deadline is September 9, 2018* ****

**MEMBERS AND ATTENDEES:**

We've got an impressive lineup of sessions and industry-leading speakers with thought-provoking ideas and useful tips you can put into practice. See our agenda for details.

**Member Registration (KAPPP, MACPP, and MAPP members):**
Full Conference: $125 | Single Day Passes: Wednesday $45 | Thursday $75 | Friday $45

**Non-Member Registration:**
Full Conference: $175 | Single Day Passes: Wednesday $95 | Thursday $125 | Friday $95

**Guest Registration Fees:**
Thursday Guest Meals: $40
Thursday Casino Night: $35
Friday Guest Meals: $20

*Delegate and guest registration deadline is September 26, 2018!*

*Earn additional contact hours by attending the NIGP class "Taking Dollars Out of Procurement" from 8:00 a.m. - 5:00 p.m. on October 2, 2018! More information is available by visiting [http://www.nigp.org/](http://www.nigp.org/).*
Upcoming Events

Be on the Lookout for the Upcoming MAPP Board Member Elections Coming This Fall!

Start thinking of Co-Workers (or even Yourself) who you may Want to Nominate to Fill The Following Positions Coming Open in December 2018:

Public Affairs/Research and Specifications Chair
Nominations Chair
Program Chair
Membership Chair

Good Luck to members taking their CPPB or CPPO test this fall!

Information regarding the 2019 MAPP Spring Conference and Reverse Vendor Fair in Branson, Missouri at Chateau at the Lake on April 17-19, 2019
## OFFICERS

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<thead>
<tr>
<th>Name</th>
<th>Position</th>
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<tbody>
<tr>
<td>Corey Duemmel</td>
<td>President</td>
<td>December 2018</td>
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<td>Purchasing and Fleet Supervisor</td>
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<td>Missouri Department of Conservation</td>
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<td>Kara Daniel</td>
<td>Vice President</td>
<td>December 2018</td>
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<td>Russell Pankey, CPPO, CPPB</td>
<td>Treasurer</td>
<td>December 2018</td>
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<td>Procurement Manager in the Procurement Division</td>
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<td>City of Independence</td>
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<td>Leslie Kemna, CPPB</td>
<td>Secretary</td>
<td>December 2019</td>
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<td>Buyer IV</td>
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<td>Missouri Division of Purchasing</td>
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<tr>
<td>William D. “Bill” Noyes, CPPO, CPPB</td>
<td>Past President</td>
<td>December 2018</td>
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<td>Senior Procurement Agent</td>
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## 2017 MAPP BOARD MEMBERS – ELECTED POSITIONS

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<tr>
<th>Name</th>
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<tr>
<td>Stacia Dawson, CPPB</td>
<td>Public Affairs/Research and Specifications Chair</td>
<td>December 2018</td>
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<td>Buyer IV, Purchasing Manager</td>
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2018 MAPP BOARD MEMBERS – ELECTED POSITIONS (continued)

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Ben Calia, CPPB
Resolutions, By-laws, and Ethics Chair
December 2019

David Weidler, CPPO, CPPO
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2016 MAPP BOARD MEMBERS – APPOINTED POSITIONS

Michelle Sorensen, CPPB
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Historian
December 2018

Vacant

Lifetime Members Chair

Just a Few Reminders

MAPP is always looking for information/news about members or past members, articles for Editorials, Procurement News, Family Matters, Where Are They Now, etc. for upcoming newsletters. Please contact Megan Howser, Communications Chair and MAPP Newsletter Publisher at megan.howser@oa.mo.gov to submit ideas or for more information. Thank you for your support!

NIGP also offers other opportunities to GROW PROFESSIONALLY through their online course offerings - check their online offerings out at: http://engage.nigp.org/acton/attachment/24793/f-023c/1/-/-/-/2018%20Online%20Course%20Schedule.pdf

If you haven’t yet, make sure you check out the new MAPP website at: https://www.mappi.org/

Please register as a MAPP Member and make sure you Update Your Profile to reflect your current contact information so MAPP can reach out to you to keep you updated on all upcoming event and important MAPP news.

If anyone has questions about the website, please don’t hesitate to contact us!